

# Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 9.4%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 6.1%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 28.2%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	432	<b>494</b>	+ 14.4%	2,148	<b>2,118</b>	- 1.4%
Closed Sales	464	<b>448</b>	- 3.4%	1,766	<b>1,743</b>	- 1.3%
Median Sales Price*	\$415,000	<b>\$440,000</b>	+ 6.0%	\$388,300	<b>\$416,000</b>	+ 7.1%
Inventory of Homes for Sale	1,048	<b>783</b>	- 25.3%	--	--	--
Months Supply of Inventory	3.0	<b>2.3</b>	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	75	<b>47</b>	- 36.6%	89	<b>57</b>	- 35.3%
Percent of Original List Price Received*	98.7%	<b>99.1%</b>	+ 0.4%	97.0%	<b>98.0%</b>	+ 1.0%
New Listings	587	<b>608</b>	+ 3.6%	2,808	<b>2,681</b>	- 4.5%

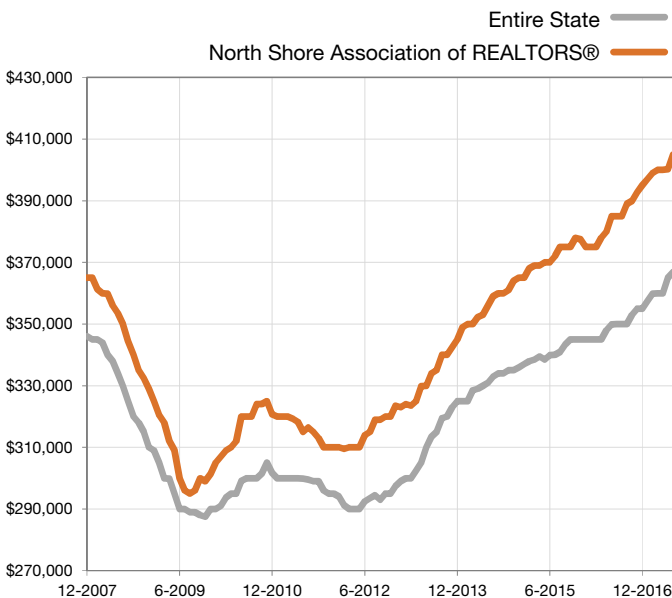
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	189	<b>215</b>	+ 13.8%	1,030	<b>1,050</b>	+ 1.9%
Closed Sales	247	<b>196</b>	- 20.6%	869	<b>901</b>	+ 3.7%
Median Sales Price*	\$260,000	<b>\$276,000</b>	+ 6.2%	\$252,500	<b>\$283,500</b>	+ 12.3%
Inventory of Homes for Sale	403	<b>259</b>	- 35.7%	--	--	--
Months Supply of Inventory	2.5	<b>1.6</b>	- 34.4%	--	--	--
Cumulative Days on Market Until Sale	69	<b>40</b>	- 41.5%	87	<b>60</b>	- 30.7%
Percent of Original List Price Received*	98.1%	<b>99.2%</b>	+ 1.2%	97.1%	<b>98.5%</b>	+ 1.4%
New Listings	232	<b>229</b>	- 1.3%	1,226	<b>1,199</b>	- 2.2%

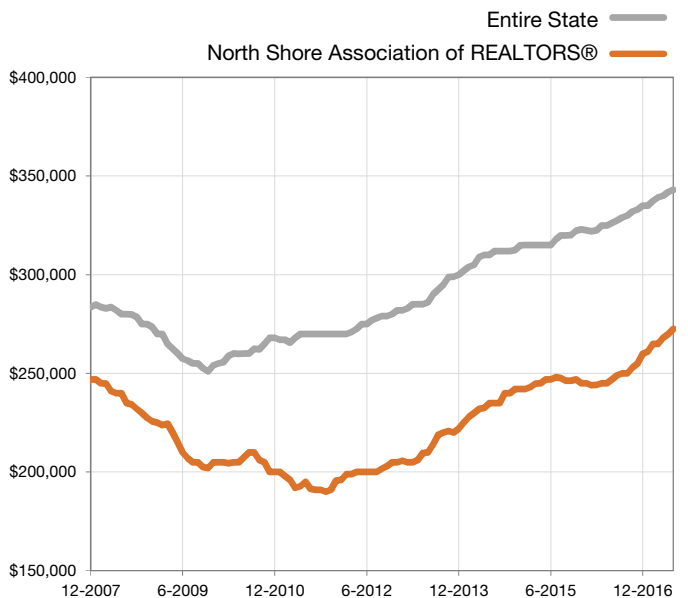
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.