

Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 12.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.3%

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

- 29.4%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	427	428	+ 0.2%	2,928	2,908	- 0.7%
Closed Sales	448	479	+ 6.9%	2,623	2,667	+ 1.7%
Median Sales Price*	\$399,950	\$441,250	+ 10.3%	\$393,837	\$425,000	+ 7.9%
Inventory of Homes for Sale	1,015	758	- 25.3%	--	--	--
Months Supply of Inventory	3.0	2.2	- 26.6%	--	--	--
Cumulative Days on Market Until Sale	59	48	- 18.8%	81	53	- 34.8%
Percent of Original List Price Received*	98.6%	98.9%	+ 0.3%	97.5%	98.4%	+ 0.9%
New Listings	456	482	+ 5.7%	3,746	3,604	- 3.8%

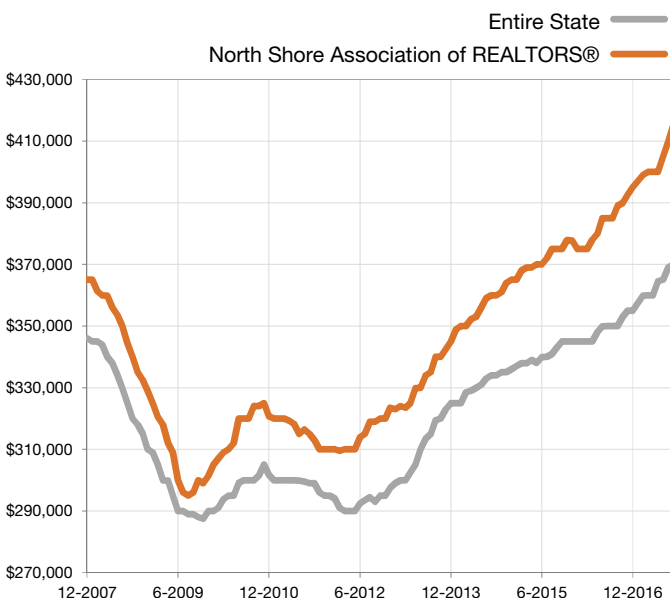
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	184	186	+ 1.1%	1,364	1,393	+ 2.1%
Closed Sales	182	231	+ 26.9%	1,217	1,311	+ 7.7%
Median Sales Price*	\$260,000	\$291,500	+ 12.1%	\$255,000	\$285,000	+ 11.8%
Inventory of Homes for Sale	382	228	- 40.3%	--	--	--
Months Supply of Inventory	2.5	1.4	- 43.7%	--	--	--
Cumulative Days on Market Until Sale	69	45	- 34.4%	82	55	- 32.4%
Percent of Original List Price Received*	97.7%	99.1%	+ 1.4%	97.3%	98.8%	+ 1.5%
New Listings	216	202	- 6.5%	1,619	1,594	- 1.5%

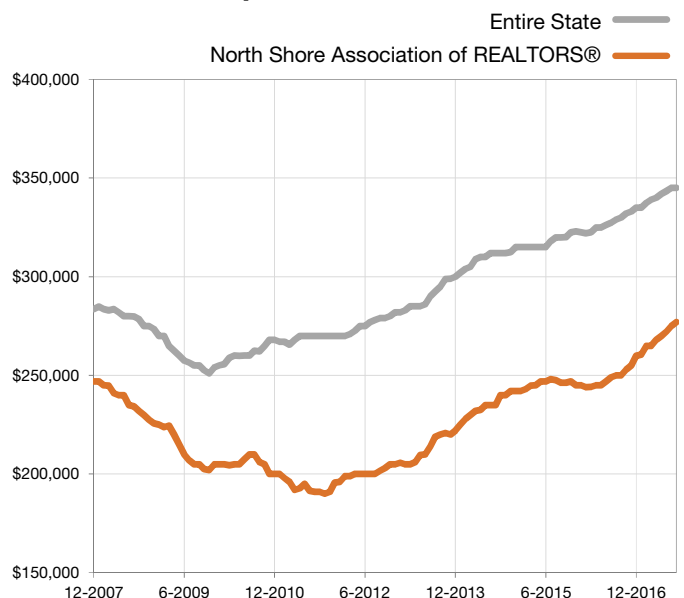
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.