

# Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 3.3%**

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

**+ 5.6%**

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

**- 31.8%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	378	<b>376</b>	- 0.5%	3,666	<b>3,619</b>	- 1.3%
Closed Sales	394	<b>372</b>	- 5.6%	3,398	<b>3,414</b>	+ 0.5%
Median Sales Price*	\$399,950	<b>\$425,000</b>	+ 6.3%	\$395,000	<b>\$425,000</b>	+ 7.6%
Inventory of Homes for Sale	1,002	<b>705</b>	- 29.6%	--	--	--
Months Supply of Inventory	2.9	<b>2.0</b>	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	64	<b>50</b>	- 21.7%	77	<b>52</b>	- 31.8%
Percent of Original List Price Received*	97.1%	<b>98.7%</b>	+ 1.6%	97.4%	<b>98.4%</b>	+ 1.0%
New Listings	428	<b>383</b>	- 10.5%	4,674	<b>4,491</b>	- 3.9%

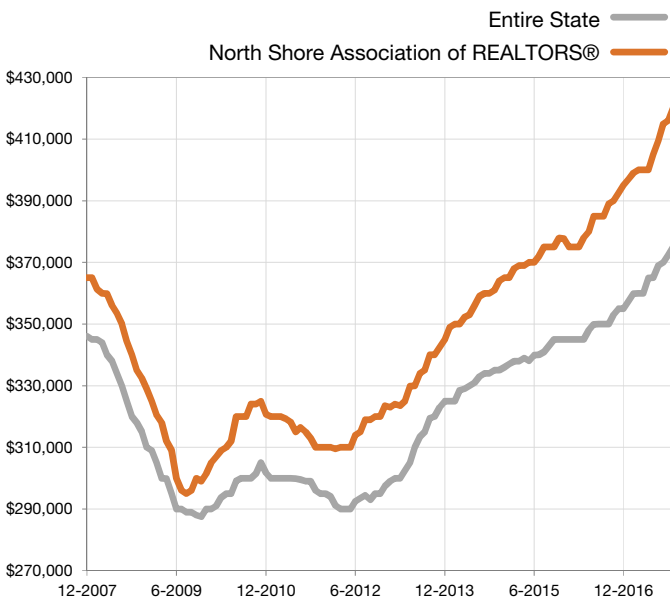
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	149	<b>178</b>	+ 19.5%	1,657	<b>1,706</b>	+ 3.0%
Closed Sales	155	<b>159</b>	+ 2.6%	1,558	<b>1,629</b>	+ 4.6%
Median Sales Price*	\$274,900	<b>\$284,900</b>	+ 3.6%	\$258,500	<b>\$285,250</b>	+ 10.3%
Inventory of Homes for Sale	395	<b>248</b>	- 37.2%	--	--	--
Months Supply of Inventory	2.6	<b>1.5</b>	- 40.4%	--	--	--
Cumulative Days on Market Until Sale	57	<b>44</b>	- 22.5%	77	<b>52</b>	- 32.0%
Percent of Original List Price Received*	97.6%	<b>98.8%</b>	+ 1.2%	97.4%	<b>98.9%</b>	+ 1.6%
New Listings	170	<b>174</b>	+ 2.4%	2,010	<b>1,992</b>	- 0.9%

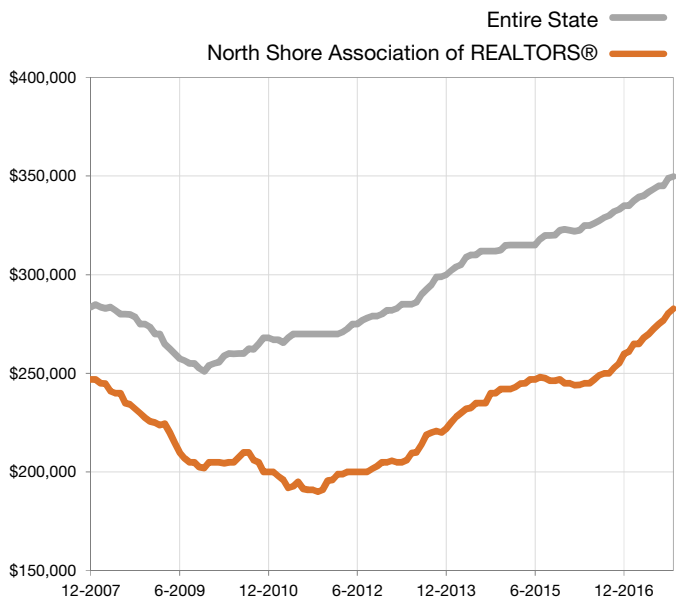
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.