

Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 5.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.0%

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

- 36.1%

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

Single-Family Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	219	226	+ 3.2%	219	226	+ 3.2%
Closed Sales	271	271	0.0%	271	271	0.0%
Median Sales Price*	\$399,000	\$415,000	+ 4.0%	\$399,000	\$415,000	+ 4.0%
Inventory of Homes for Sale	610	399	- 34.6%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.5%	--	--	--
Cumulative Days on Market Until Sale	60	55	- 8.0%	60	55	- 8.0%
Percent of Original List Price Received*	95.7%	97.6%	+ 2.0%	95.7%	97.6%	+ 2.0%
New Listings	240	208	- 13.3%	240	208	- 13.3%

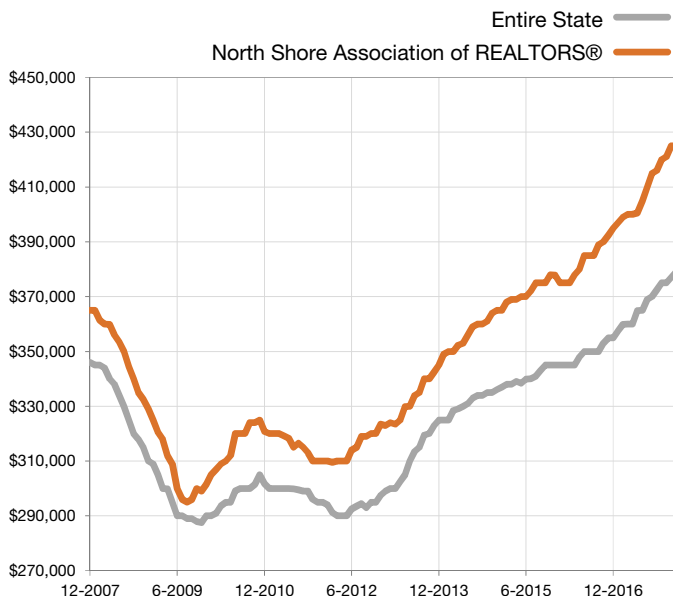
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	132	133	+ 0.8%	132	133	+ 0.8%
Closed Sales	133	111	- 16.5%	133	111	- 16.5%
Median Sales Price*	\$299,900	\$299,900	0.0%	\$299,900	\$299,900	0.0%
Inventory of Homes for Sale	280	170	- 39.3%	--	--	--
Months Supply of Inventory	1.8	1.1	- 40.3%	--	--	--
Cumulative Days on Market Until Sale	66	48	- 26.2%	66	48	- 26.2%
Percent of Original List Price Received*	97.1%	97.9%	+ 0.8%	97.1%	97.9%	+ 0.8%
New Listings	162	125	- 22.8%	162	125	- 22.8%

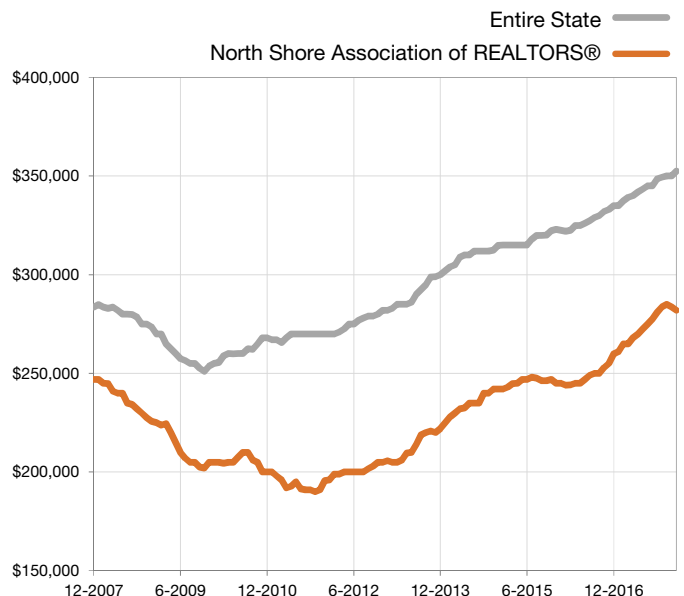
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.