

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Newburyport

Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	14	18	+ 28.6%	193	197	+ 2.1%
Closed Sales	19	16	- 15.8%	173	178	+ 2.9%
Median Sales Price*	\$535,000	\$522,000	- 2.4%	\$535,000	\$538,450	+ 0.6%
Inventory of Homes for Sale	70	47	- 32.9%	--	--	--
Months Supply of Inventory	4.6	2.9	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	77	65	- 15.6%	79	92	+ 16.5%
Percent of Original List Price Received*	95.3%	96.9%	+ 1.7%	95.3%	94.0%	- 1.4%
New Listings	13	16	+ 23.1%	315	284	- 9.8%

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

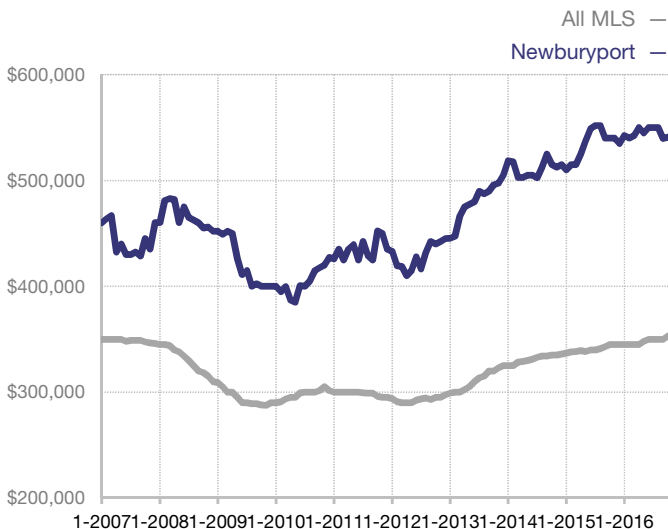
Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	18	6	- 66.7%	146	137	- 6.2%
Closed Sales	10	16	+ 60.0%	125	141	+ 12.8%
Median Sales Price*	\$374,375	\$387,500	+ 3.5%	\$380,000	\$370,000	- 2.6%
Inventory of Homes for Sale	42	30	- 28.6%	--	--	--
Months Supply of Inventory	3.4	2.3	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	78	61	- 21.8%	85	64	- 24.7%
Percent of Original List Price Received*	95.5%	96.8%	+ 1.4%	96.1%	96.9%	+ 0.8%
New Listings	17	9	- 47.1%	206	183	- 11.2%

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

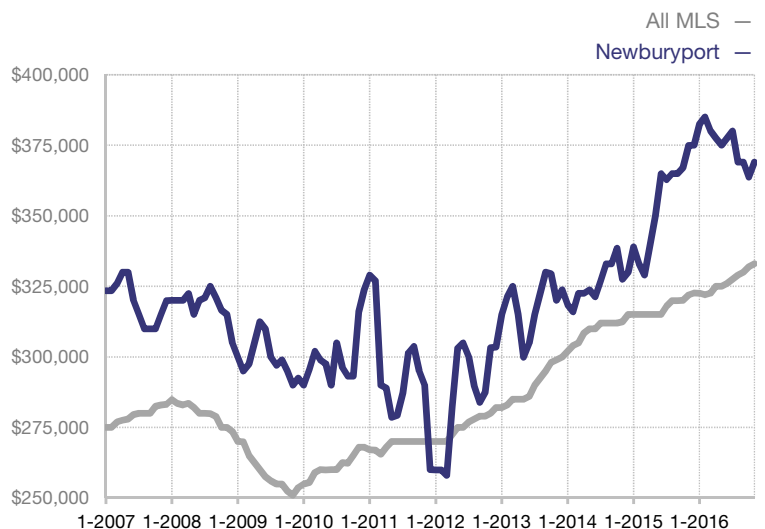
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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