Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Beacon Hill

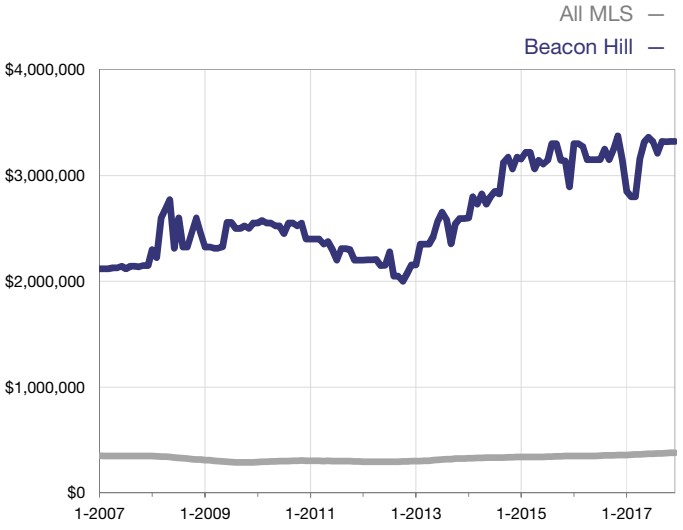
Single-Family Properties	December			Year to Date		
Key Metrics	**2016**	**2017**	**+ / –**	**2016**	**2017**	**+ / –**
Pending Sales	0	**3**	--	12	**23**	+ 91.7%
Closed Sales	2	**4**	+ 100.0%	16	**20**	+ 25.0%
Median Sales Price*	$2,100,000	**$2,092,500**	- 0.4%	$3,150,000	**$3,322,500**	+ 5.5%
Inventory of Homes for Sale	8	**12**	+ 50.0%	--	--	--
Months Supply of Inventory	4.0	**6.0**	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	52	**170**	+ 226.9%	137	**146**	+ 6.6%
Percent of Original List Price Received*	99.1%	**86.8%**	- 12.4%	94.0%	**89.8%**	- 4.5%
New Listings	0	**0**	--	24	**36**	+ 50.0%

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

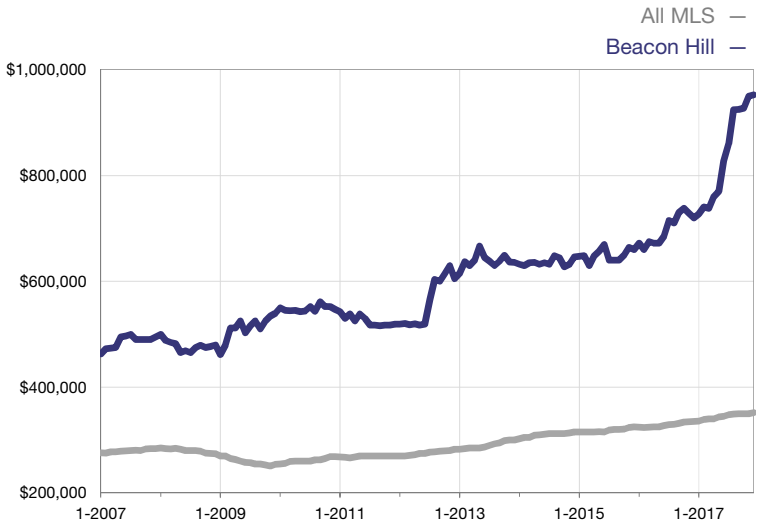
Condominium Properties	December			Year to Date		
Key Metrics	**2016**	**2017**	**+ / –**	**2016**	**2017**	**+ / –**
Pending Sales	6	**5**	- 16.7%	135	**135**	0.0%
Closed Sales	7	**4**	- 42.9%	128	**140**	+ 9.4%
Median Sales Price*	$536,000	**$876,500**	+ 63.5%	$720,000	**$952,500**	+ 32.3%
Inventory of Homes for Sale	37	**16**	- 56.8%	--	--	--
Months Supply of Inventory	3.5	**1.4**	- 60.0%	--	--	--
Cumulative Days on Market Until Sale	31	**75**	+ 141.9%	40	**60**	+ 50.0%
Percent of Original List Price Received*	99.1%	**95.4%**	- 3.7%	99.4%	**98.5%**	- 0.9%
New Listings	4	**1**	- 75.0%	187	**163**	- 12.8%

* 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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