

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Needham

Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	38	43	+ 13.2%	207	208	+ 0.5%
Closed Sales	61	64	+ 4.9%	167	147	- 12.0%
Median Sales Price*	\$1,050,000	\$1,137,500	+ 8.3%	\$1,015,000	\$1,200,000	+ 18.2%
Inventory of Homes for Sale	56	53	- 5.4%	--	--	--
Months Supply of Inventory	2.0	2.0	0.0%	--	--	--
Cumulative Days on Market Until Sale	45	37	- 17.8%	69	54	- 21.7%
Percent of Original List Price Received*	99.6%	99.9%	+ 0.3%	97.8%	99.3%	+ 1.5%
New Listings	39	40	+ 2.6%	252	268	+ 6.3%

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

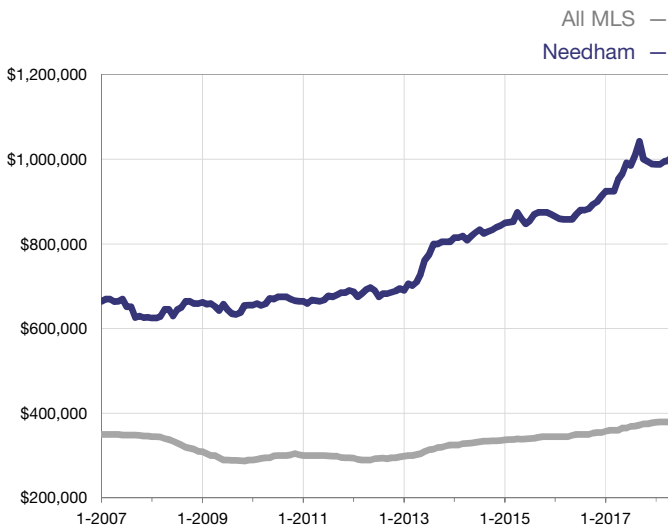
Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	9	+ 80.0%	29	45	+ 55.2%
Closed Sales	11	5	- 54.5%	22	31	+ 40.9%
Median Sales Price*	\$775,000	\$754,900	- 2.6%	\$787,500	\$838,500	+ 6.5%
Inventory of Homes for Sale	6	6	0.0%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	15	23	+ 53.3%	37	37	0.0%
Percent of Original List Price Received*	97.7%	98.4%	+ 0.7%	97.9%	99.0%	+ 1.1%
New Listings	3	6	+ 100.0%	36	53	+ 47.2%

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

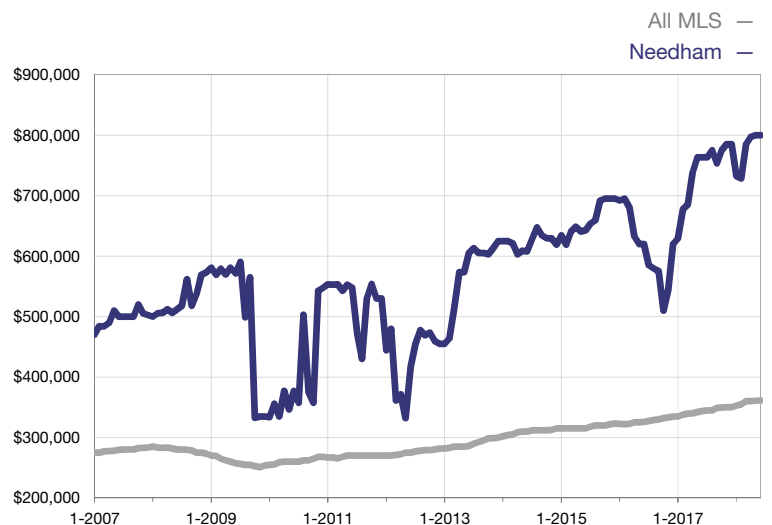
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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