Local Market Update – June 2018

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

West Newbury

Single-Family Properties	June			Year to Date		
Key Metrics	**2017**	**2018**	**+ / –**	**2017**	**2018**	**+ / –**
Pending Sales	11	**3**	- 72.7%	37	**30**	- 18.9%
Closed Sales	6	**10**	+ 66.7%	26	**25**	- 3.8%
Median Sales Price*	$482,500	**$614,950**	+ 27.5%	$587,400	**$550,000**	- 6.4%
Inventory of Homes for Sale	30	**28**	- 6.7%	--	--	--
Months Supply of Inventory	5.5	**4.1**	- 25.5%	--	--	--
Cumulative Days on Market Until Sale	39	**88**	+ 125.6%	115	**84**	- 27.0%
Percent of Original List Price Received*	97.8%	**97.2%**	- 0.6%	97.5%	**96.8%**	- 0.7%
New Listings	16	**8**	- 50.0%	67	**56**	- 16.4%

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

Condominium Properties	June			Year to Date		
Key Metrics	**2017**	**2018**	**+ / –**	**2017**	**2018**	**+ / –**
Pending Sales	0	**2**	--	2	**3**	+ 50.0%
Closed Sales	2	**0**	- 100.0%	2	**1**	- 50.0%
Median Sales Price*	$589,000	**$0**	- 100.0%	$589,000	**$662,500**	+ 12.5%
Inventory of Homes for Sale	1	**5**	+ 400.0%	--	--	--
Months Supply of Inventory	0.6	**5.0**	+ 733.3%	--	--	--
Cumulative Days on Market Until Sale	229	**0**	- 100.0%	229	**70**	- 69.4%
Percent of Original List Price Received*	88.9%	**0.0%**	- 100.0%	88.9%	**94.8%**	+ 6.6%
New Listings	1	**5**	+ 400.0%	4	**8**	+ 100.0%

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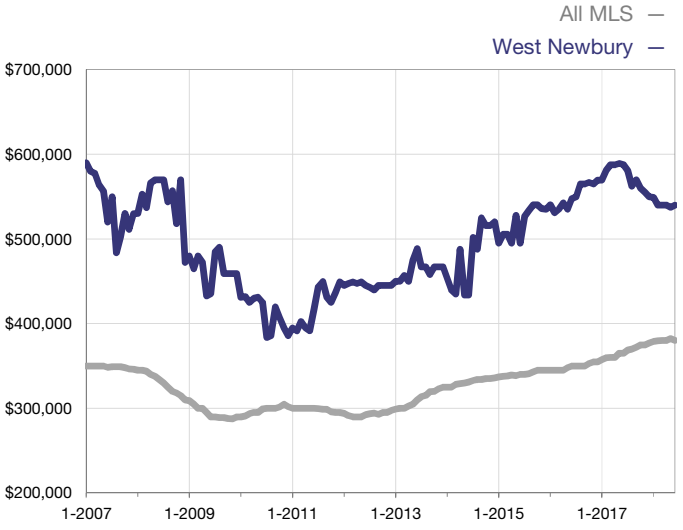
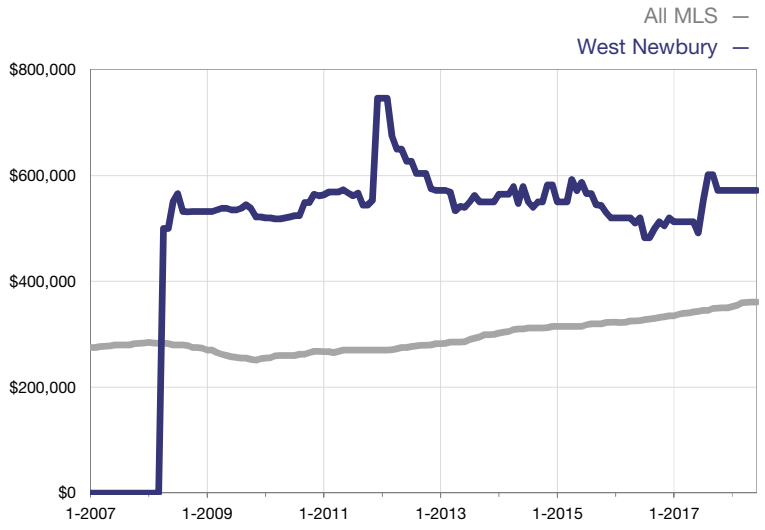
Median Sales Price – Single-Family Properties
Rolling 12-Month Calculation



Median Sales Price – Condominium Properties
Rolling 12-Month Calculation



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