

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lynn

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	59	63	+ 6.8%	439	419	- 4.6%
Closed Sales	76	47	- 38.2%	399	381	- 4.5%
Median Sales Price*	\$329,000	\$366,000	+ 11.2%	\$327,000	\$350,000	+ 7.0%
Inventory of Homes for Sale	99	56	- 43.4%	--	--	--
Months Supply of Inventory	1.9	1.1	- 42.1%	--	--	--
Cumulative Days on Market Until Sale	31	23	- 25.8%	37	40	+ 8.1%
Percent of Original List Price Received*	102.0%	101.9%	- 0.1%	100.5%	100.7%	+ 0.2%
New Listings	77	72	- 6.5%	531	474	- 10.7%

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

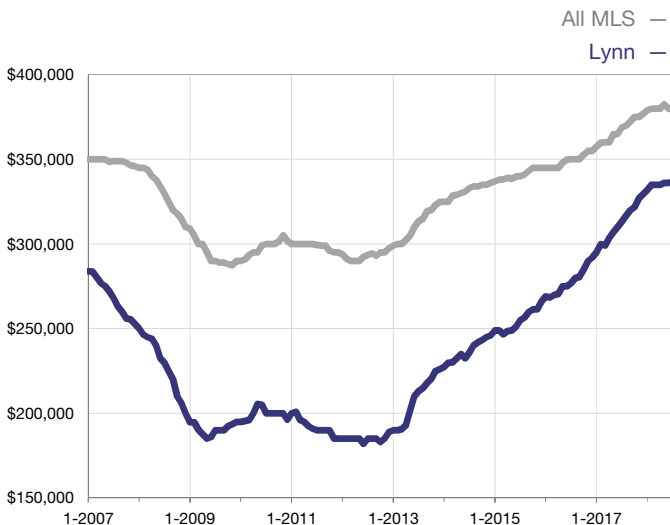
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	25	17	- 32.0%	147	150	+ 2.0%
Closed Sales	27	26	- 3.7%	134	138	+ 3.0%
Median Sales Price*	\$240,000	\$216,309	- 9.9%	\$203,500	\$241,000	+ 18.4%
Inventory of Homes for Sale	56	29	- 48.2%	--	--	--
Months Supply of Inventory	3.2	1.7	- 46.9%	--	--	--
Cumulative Days on Market Until Sale	64	63	- 1.6%	69	47	- 31.9%
Percent of Original List Price Received*	99.5%	97.7%	- 1.8%	97.5%	98.5%	+ 1.0%
New Listings	25	20	- 20.0%	191	183	- 4.2%

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

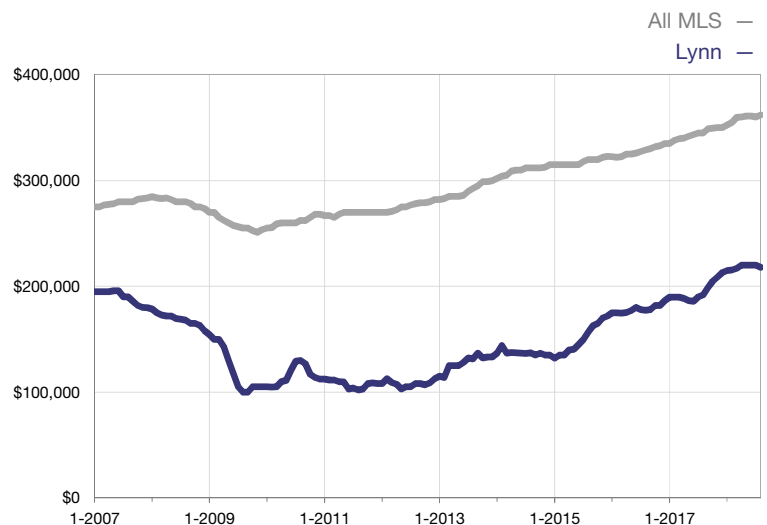
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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