

Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

West Newbury

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	5	- 37.5%	72	49	- 31.9%
Closed Sales	7	1	- 85.7%	63	44	- 30.2%
Median Sales Price*	\$549,000	\$755,000	+ 37.5%	\$555,000	\$551,900	- 0.6%
Inventory of Homes for Sale	29	16	- 44.8%	--	--	--
Months Supply of Inventory	4.3	3.0	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	96	14	- 85.4%	97	96	- 1.0%
Percent of Original List Price Received*	105.3%	95.3%	- 9.5%	98.5%	95.5%	- 3.0%
New Listings	9	3	- 66.7%	111	74	- 33.3%

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

Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	3	--	3	14	+ 366.7%
Closed Sales	0	1	--	3	6	+ 100.0%
Median Sales Price*	\$0	\$339,000	--	\$572,000	\$492,500	- 13.9%
Inventory of Homes for Sale	0	5	--	--	--	--
Months Supply of Inventory	0.0	3.3	--	--	--	--
Cumulative Days on Market Until Sale	0	66	--	176	42	- 76.1%
Percent of Original List Price Received*	0.0%	91.9%	--	91.7%	96.7%	+ 5.5%
New Listings	0	5	--	4	19	+ 375.0%

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

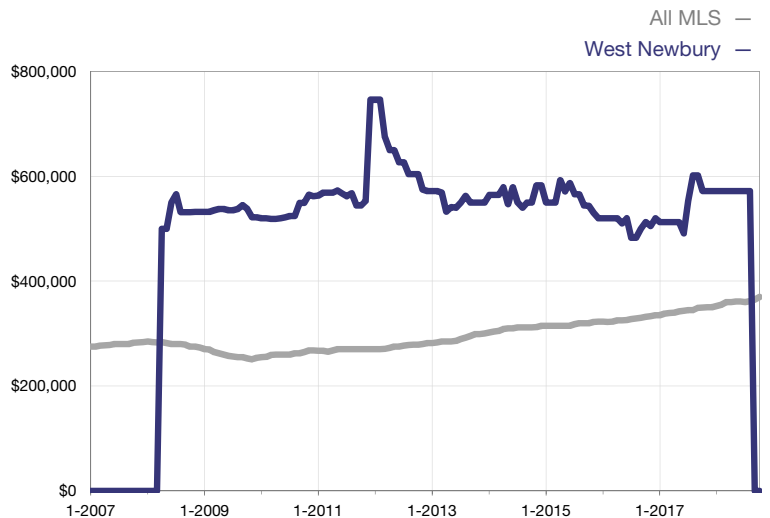
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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