

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hanover

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	9	- 18.2%	195	140	- 28.2%
Closed Sales	16	14	- 12.5%	185	147	- 20.5%
Median Sales Price*	\$532,000	\$556,500	+ 4.6%	\$497,000	\$559,900	+ 12.7%
Inventory of Homes for Sale	40	26	- 35.0%	--	--	--
Months Supply of Inventory	2.4	1.9	- 20.8%	--	--	--
Cumulative Days on Market Until Sale	71	147	+ 107.0%	74	65	- 12.2%
Percent of Original List Price Received*	95.0%	96.6%	+ 1.7%	96.6%	97.6%	+ 1.0%
New Listings	12	10	- 16.7%	241	193	- 19.9%

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

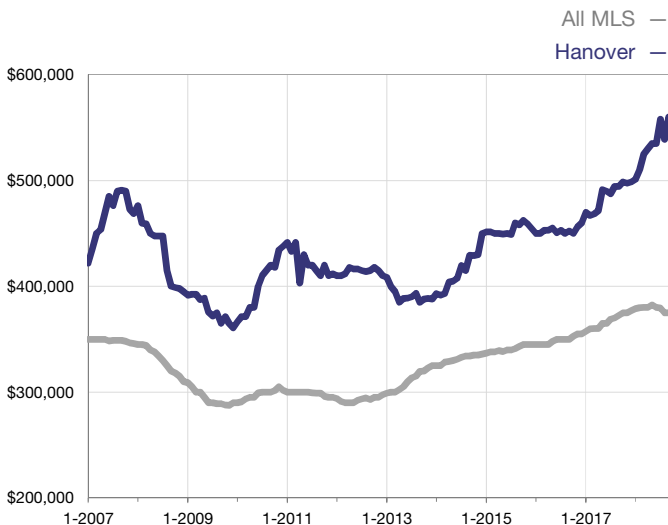
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	0	- 100.0%	32	21	- 34.4%
Closed Sales	0	1	--	27	19	- 29.6%
Median Sales Price*	\$0	\$549,000	--	\$454,900	\$606,765	+ 33.4%
Inventory of Homes for Sale	3	10	+ 233.3%	--	--	--
Months Supply of Inventory	1.0	4.5	+ 350.0%	--	--	--
Cumulative Days on Market Until Sale	0	15	--	116	106	- 8.6%
Percent of Original List Price Received*	0.0%	100.0%	--	99.8%	101.2%	+ 1.4%
New Listings	0	1	--	43	41	- 4.7%

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

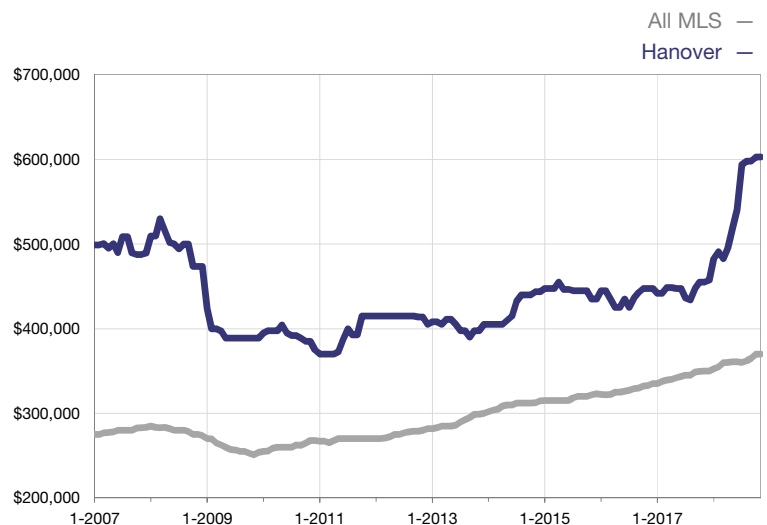
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

