

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Ipswich

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	9	- 25.0%	125	99	- 20.8%
Closed Sales	15	12	- 20.0%	120	103	- 14.2%
Median Sales Price*	\$505,000	\$517,000	+ 2.4%	\$551,250	\$538,000	- 2.4%
Inventory of Homes for Sale	35	42	+ 20.0%	--	--	--
Months Supply of Inventory	3.1	4.6	+ 48.4%	--	--	--
Cumulative Days on Market Until Sale	89	60	- 32.6%	81	68	- 16.0%
Percent of Original List Price Received*	100.1%	96.7%	- 3.4%	97.2%	97.9%	+ 0.7%
New Listings	11	12	+ 9.1%	169	164	- 3.0%

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

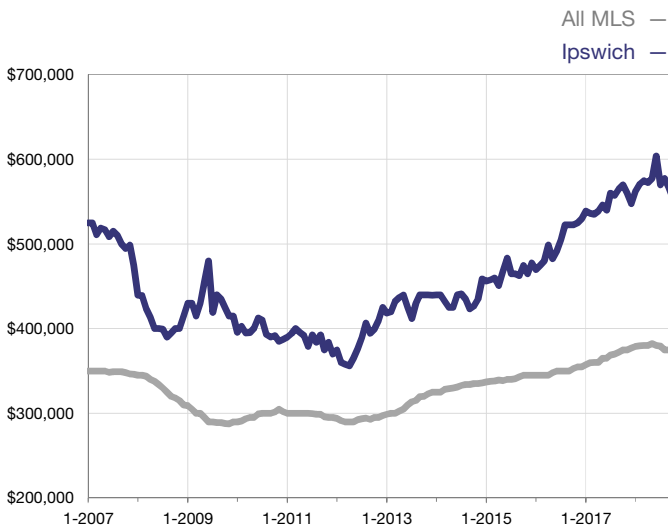
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	2	- 66.7%	61	65	+ 6.6%
Closed Sales	8	6	- 25.0%	55	69	+ 25.5%
Median Sales Price*	\$402,000	\$436,450	+ 8.6%	\$359,000	\$365,000	+ 1.7%
Inventory of Homes for Sale	15	15	0.0%	--	--	--
Months Supply of Inventory	3.2	2.3	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	19	105	+ 452.6%	47	49	+ 4.3%
Percent of Original List Price Received*	101.9%	101.3%	- 0.6%	98.8%	99.9%	+ 1.1%
New Listings	10	3	- 70.0%	80	84	+ 5.0%

* 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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