

# Local Market Update – August 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Beacon Hill

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	4	--	12	21	+ 75.0%
Closed Sales	1	2	+ 100.0%	14	16	+ 14.3%
Median Sales Price*	\$3,300,000	<b>\$1,838,500</b>	- 44.3%	\$3,265,000	<b>\$2,535,000</b>	- 22.4%
Inventory of Homes for Sale	11	13	+ 18.2%	--	--	--
Months Supply of Inventory	5.0	5.2	+ 4.0%	--	--	--
Cumulative Days on Market Until Sale	127	48	- 62.2%	97	170	+ 75.3%
Percent of Original List Price Received*	89.7%	<b>91.2%</b>	+ 1.7%	92.1%	<b>93.5%</b>	+ 1.5%
New Listings	0	3	--	20	30	+ 50.0%

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

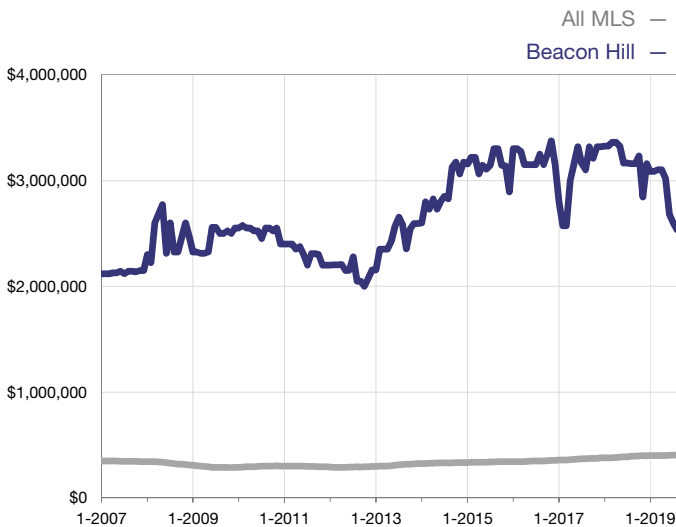
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	12	+ 140.0%	90	115	+ 27.8%
Closed Sales	12	20	+ 66.7%	92	100	+ 8.7%
Median Sales Price*	\$834,750	<b>\$1,100,000</b>	+ 31.8%	\$903,750	<b>\$957,000</b>	+ 5.9%
Inventory of Homes for Sale	29	33	+ 13.8%	--	--	--
Months Supply of Inventory	2.6	3.1	+ 19.2%	--	--	--
Cumulative Days on Market Until Sale	49	53	+ 8.2%	60	59	- 1.7%
Percent of Original List Price Received*	95.2%	<b>95.7%</b>	+ 0.5%	100.2%	<b>97.8%</b>	- 2.4%
New Listings	4	6	+ 50.0%	119	155	+ 30.3%

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

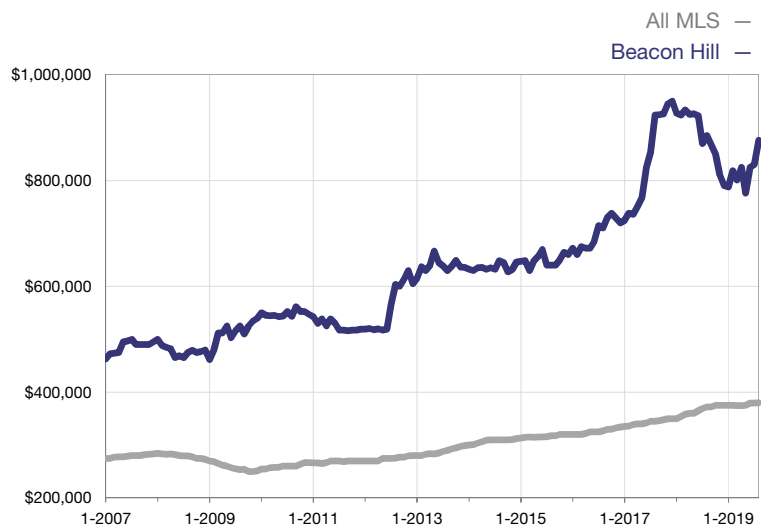
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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