Local Market Update – August 2019

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Hanson

Single-Family Properties	August			Year to Date		
Key Metrics	**2018**	**2019**	**+ / –**	**2018**	**2019**	**+ / –**
Pending Sales	9	**22**	+ 144.4%	82	**101**	+ 23.2%
Closed Sales	12	**16**	+ 33.3%	71	**84**	+ 18.3%
Median Sales Price*	$342,500	**$454,500**	+ 32.7%	$365,000	**$380,000**	+ 4.1%
Inventory of Homes for Sale	20	**16**	- 20.0%	--	--	--
Months Supply of Inventory	2.1	**1.5**	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	43	**28**	- 34.9%	50	**45**	- 10.0%
Percent of Original List Price Received*	97.3%	**99.7%**	+ 2.5%	97.8%	**98.3%**	+ 0.5%
New Listings	10	**21**	+ 110.0%	96	**120**	+ 25.0%

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

Condominium Properties	August			Year to Date		
Key Metrics	**2018**	**2019**	**+ / –**	**2018**	**2019**	**+ / –**
Pending Sales	0	**5**	--	19	**19**	0.0%
Closed Sales	6	**3**	- 50.0%	26	**19**	- 26.9%
Median Sales Price*	$354,900	**$402,500**	+ 13.4%	$359,950	**$370,000**	+ 2.8%
Inventory of Homes for Sale	7	**5**	- 28.6%	--	--	--
Months Supply of Inventory	2.0	**2.1**	+ 5.0%	--	--	--
Cumulative Days on Market Until Sale	132	**129**	- 2.3%	112	**75**	- 33.0%
Percent of Original List Price Received*	100.8%	**101.0%**	+ 0.2%	100.7%	**99.0%**	- 1.7%
New Listings	7	**5**	- 28.6%	22	**22**	0.0%

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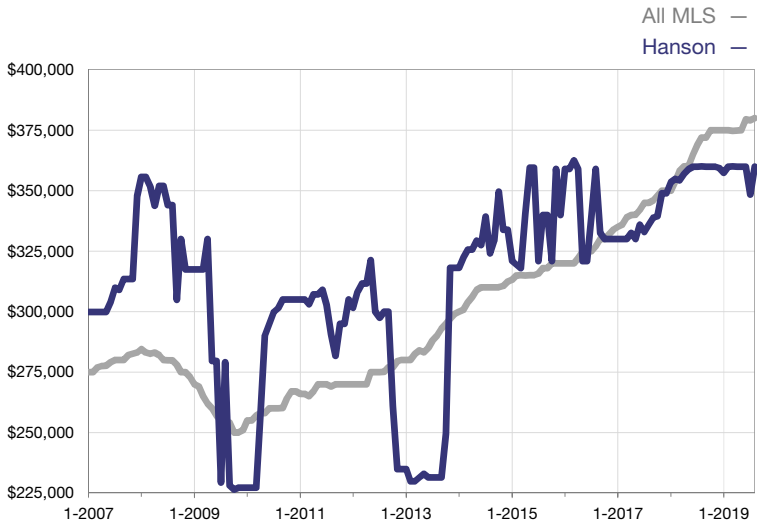
Median Sales Price – Single-Family Properties
Rolling 12-Month Calculation

Median Sales Price – Condominium Properties
Rolling 12-Month Calculation



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