

Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

West Newbury

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	6	4	- 33.3%	35	35	0.0%
Closed Sales	5	6	+ 20.0%	33	31	- 6.1%
Median Sales Price*	\$760,000	\$588,750	- 22.5%	\$536,000	\$565,000	+ 5.4%
Inventory of Homes for Sale	38	31	- 18.4%	--	--	--
Months Supply of Inventory	8.0	6.1	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	71	72	+ 1.4%	128	105	- 18.0%
Percent of Original List Price Received*	96.7%	95.7%	- 1.0%	95.0%	96.1%	+ 1.2%
New Listings	14	7	- 50.0%	71	58	- 18.3%

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

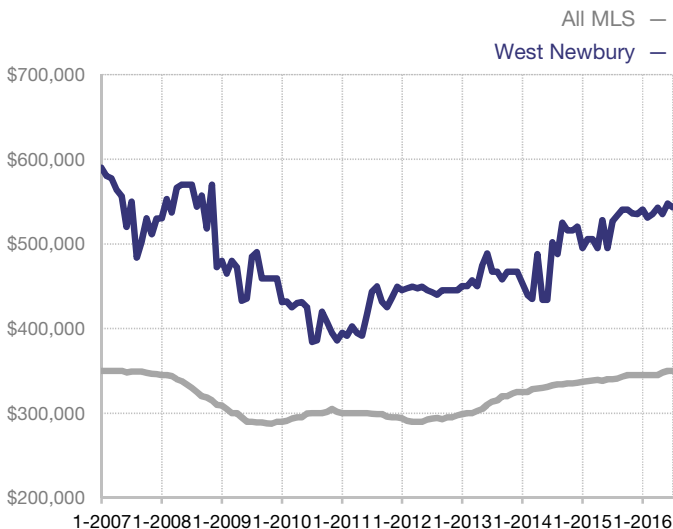
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	1	- 50.0%	18	9	- 50.0%
Closed Sales	4	2	- 50.0%	10	9	- 10.0%
Median Sales Price*	\$541,388	\$312,450	- 42.3%	\$565,750	\$520,000	- 8.1%
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	2.0	0.5	- 75.0%	--	--	--
Cumulative Days on Market Until Sale	74	66	- 10.8%	109	122	+ 11.9%
Percent of Original List Price Received*	97.7%	99.2%	+ 1.5%	99.4%	98.0%	- 1.4%
New Listings	1	0	- 100.0%	19	10	- 47.4%

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

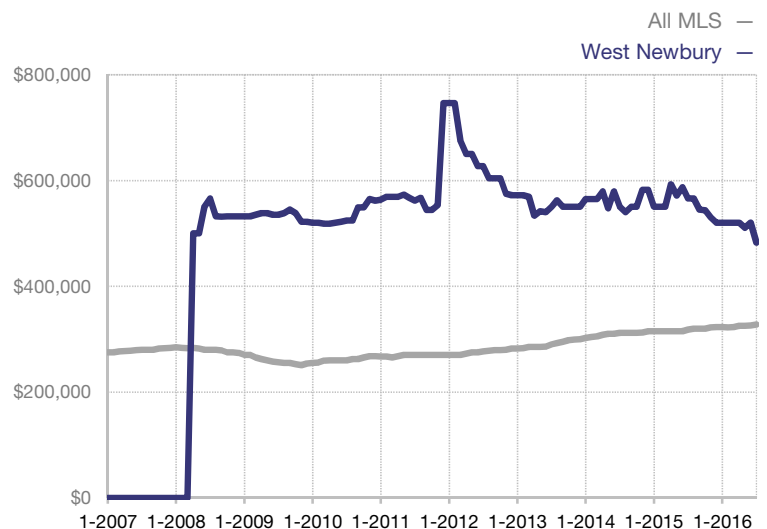
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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