

Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Beverly

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	37	33	- 10.8%	316	323	+ 2.2%
Closed Sales	45	30	- 33.3%	281	294	+ 4.6%
Median Sales Price*	\$374,900	\$453,000	+ 20.8%	\$390,000	\$435,000	+ 11.5%
Inventory of Homes for Sale	77	58	- 24.7%	--	--	--
Months Supply of Inventory	2.9	1.9	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	76	60	- 21.1%	72	67	- 6.9%
Percent of Original List Price Received*	96.7%	97.9%	+ 1.2%	97.2%	98.9%	+ 1.7%
New Listings	46	26	- 43.5%	393	379	- 3.6%

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

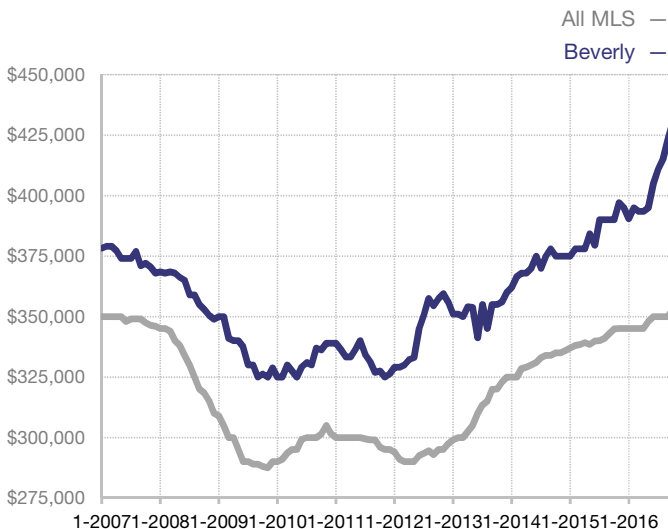
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	18	18	0.0%	132	126	- 4.5%
Closed Sales	11	8	- 27.3%	119	101	- 15.1%
Median Sales Price*	\$225,000	\$261,000	+ 16.0%	\$234,500	\$259,500	+ 10.7%
Inventory of Homes for Sale	26	19	- 26.9%	--	--	--
Months Supply of Inventory	2.2	1.8	- 18.2%	--	--	--
Cumulative Days on Market Until Sale	69	25	- 63.8%	70	65	- 7.1%
Percent of Original List Price Received*	98.9%	102.2%	+ 3.3%	97.7%	98.0%	+ 0.3%
New Listings	16	17	+ 6.3%	152	141	- 7.2%

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

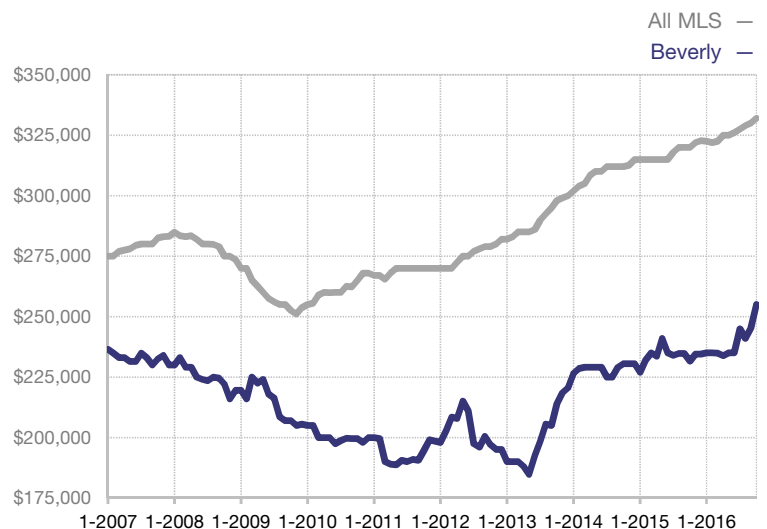
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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