

Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

West Newbury

Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	6	8	+ 33.3%	45	65	+ 44.4%
Closed Sales	2	8	+ 300.0%	38	56	+ 47.4%
Median Sales Price*	\$645,000	\$708,000	+ 9.8%	\$570,000	\$583,500	+ 2.4%
Inventory of Homes for Sale	38	28	- 26.3%	--	--	--
Months Supply of Inventory	8.0	4.1	- 48.8%	--	--	--
Cumulative Days on Market Until Sale	52	91	+ 75.0%	99	97	- 2.0%
Percent of Original List Price Received*	99.3%	96.9%	- 2.4%	96.5%	97.7%	+ 1.2%
New Listings	14	16	+ 14.3%	82	102	+ 24.4%

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

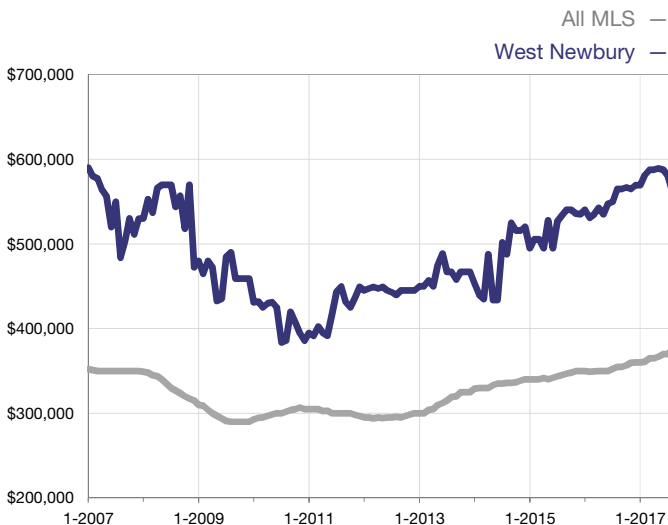
Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	1	0.0%	10	3	- 70.0%
Closed Sales	1	1	0.0%	11	3	- 72.7%
Median Sales Price*	\$505,000	\$572,000	+ 13.3%	\$505,000	\$572,000	+ 13.3%
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--
Months Supply of Inventory	1.6	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	44	71	+ 61.4%	108	176	+ 63.0%
Percent of Original List Price Received*	100.0%	97.1%	- 2.9%	98.3%	91.7%	- 6.7%
New Listings	4	0	- 100.0%	15	4	- 73.3%

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

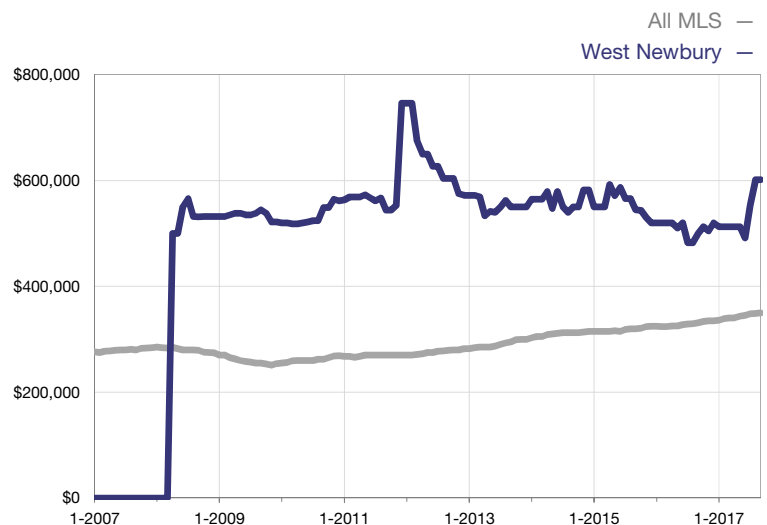
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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