Local Market Update – November 2017

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

Ipswich

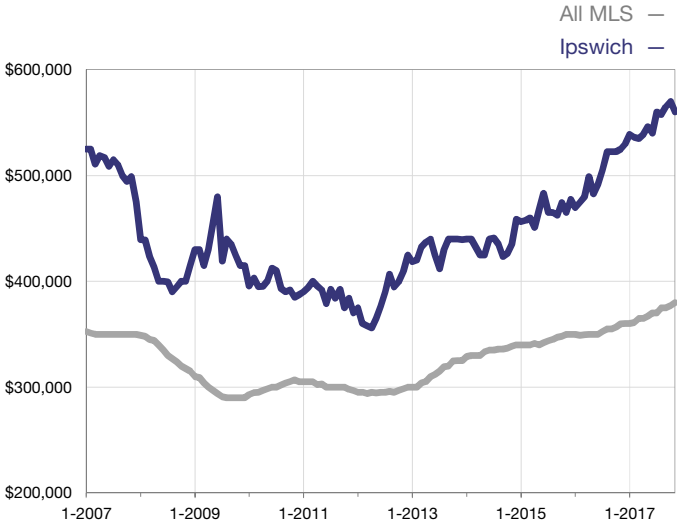
Single-Family Properties	November			Year to Date		
Key Metrics	**2016**	**2017**	**+ / –**	**2016**	**2017**	**+ / –**
Pending Sales	11	**13**	+ 18.2%	122	**126**	+ 3.3%
Closed Sales	10	**15**	+ 50.0%	112	**120**	+ 7.1%
Median Sales Price*	$539,950	**$505,000**	- 6.5%	$522,500	**$551,250**	+ 5.5%
Inventory of Homes for Sale	46	**32**	- 30.4%	--	--	--
Months Supply of Inventory	4.5	**2.8**	- 37.8%	--	--	--
Cumulative Days on Market Until Sale	92	**89**	- 3.3%	98	**81**	- 17.3%
Percent of Original List Price Received*	92.0%	**100.1%**	+ 8.8%	96.4%	**97.2%**	+ 0.8%
New Listings	9	**11**	+ 22.2%	164	**169**	+ 3.0%

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

Condominium Properties	November			Year to Date		
Key Metrics	**2016**	**2017**	**+ / –**	**2016**	**2017**	**+ / –**
Pending Sales	2	**8**	+ 300.0%	58	**64**	+ 10.3%
Closed Sales	5	**8**	+ 60.0%	61	**55**	- 9.8%
Median Sales Price*	$275,000	**$402,000**	+ 46.2%	$279,000	**$359,000**	+ 28.7%
Inventory of Homes for Sale	16	**13**	- 18.8%	--	--	--
Months Supply of Inventory	3.1	**2.8**	- 9.7%	--	--	--
Cumulative Days on Market Until Sale	24	**19**	- 20.8%	67	**47**	- 29.9%
Percent of Original List Price Received*	98.4%	**101.9%**	+ 3.6%	98.5%	**98.8%**	+ 0.3%
New Listings	6	**10**	+ 66.7%	78	**82**	+ 5.1%

* 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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