

Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Manchester-by-the-Sea

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	5	2	- 60.0%	61	55	- 9.8%
Closed Sales	5	0	- 100.0%	56	60	+ 7.1%
Median Sales Price*	\$635,000	\$0	- 100.0%	\$926,000	\$866,500	- 6.4%
Inventory of Homes for Sale	30	25	- 16.7%	--	--	--
Months Supply of Inventory	6.4	4.6	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	85	0	- 100.0%	182	123	- 32.4%
Percent of Original List Price Received*	86.6%	0.0%	- 100.0%	89.4%	93.0%	+ 4.0%
New Listings	2	3	+ 50.0%	99	81	- 18.2%

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

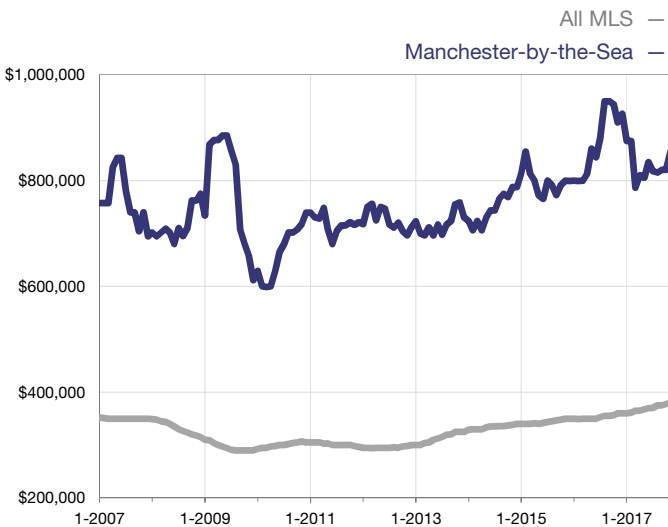
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	8	14	+ 75.0%
Closed Sales	0	1	--	10	14	+ 40.0%
Median Sales Price*	\$0	\$357,000	--	\$495,000	\$457,500	- 7.6%
Inventory of Homes for Sale	0	3	--	--	--	--
Months Supply of Inventory	0.0	1.7	--	--	--	--
Cumulative Days on Market Until Sale	0	135	--	53	63	+ 18.9%
Percent of Original List Price Received*	0.0%	89.5%	--	95.7%	96.4%	+ 0.7%
New Listings	0	1	--	13	20	+ 53.8%

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

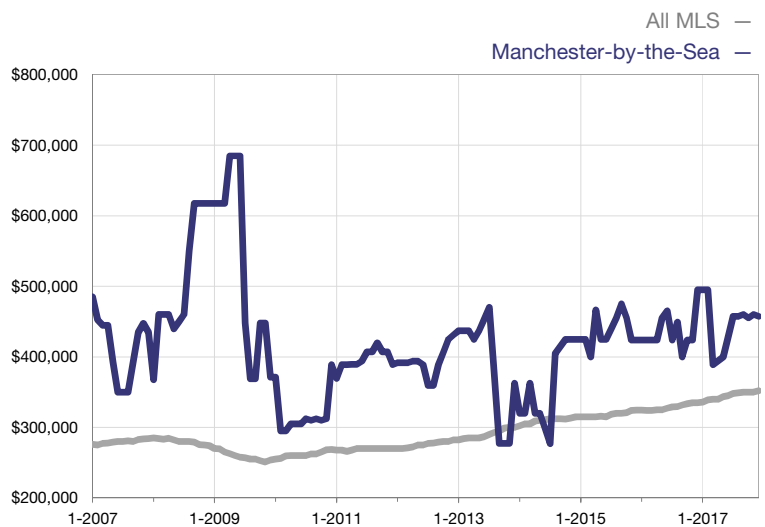
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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