

Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	6	8	+ 33.3%	154	167	+ 8.4%
Closed Sales	9	13	+ 44.4%	160	163	+ 1.9%
Median Sales Price*	\$625,000	\$446,200	- 28.6%	\$520,000	\$555,000	+ 6.7%
Inventory of Homes for Sale	38	23	- 39.5%	--	--	--
Months Supply of Inventory	2.9	1.7	- 41.4%	--	--	--
Cumulative Days on Market Until Sale	127	70	- 44.9%	107	74	- 30.8%
Percent of Original List Price Received*	92.6%	92.1%	- 0.5%	96.3%	97.9%	+ 1.7%
New Listings	5	3	- 40.0%	189	199	+ 5.3%

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

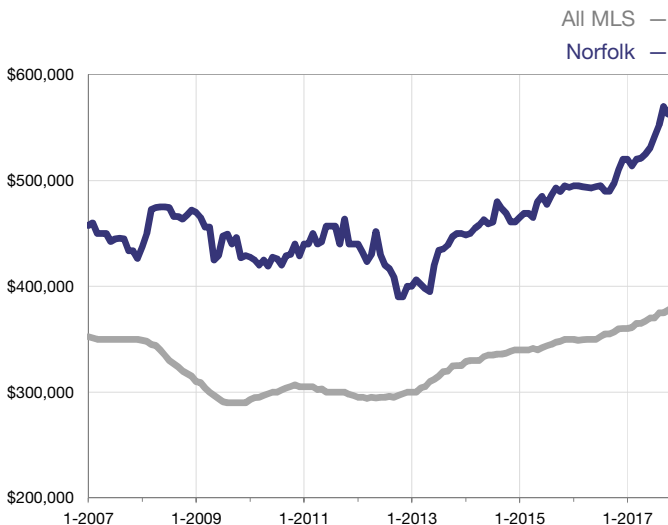
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	2	--	10	22	+ 120.0%
Closed Sales	0	1	--	10	15	+ 50.0%
Median Sales Price*	\$0	\$624,250	--	\$422,500	\$479,900	+ 13.6%
Inventory of Homes for Sale	3	4	+ 33.3%	--	--	--
Months Supply of Inventory	2.1	2.9	+ 38.1%	--	--	--
Cumulative Days on Market Until Sale	0	25	--	64	36	- 43.8%
Percent of Original List Price Received*	0.0%	102.4%	--	95.5%	100.3%	+ 5.0%
New Listings	3	1	- 66.7%	17	29	+ 70.6%

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

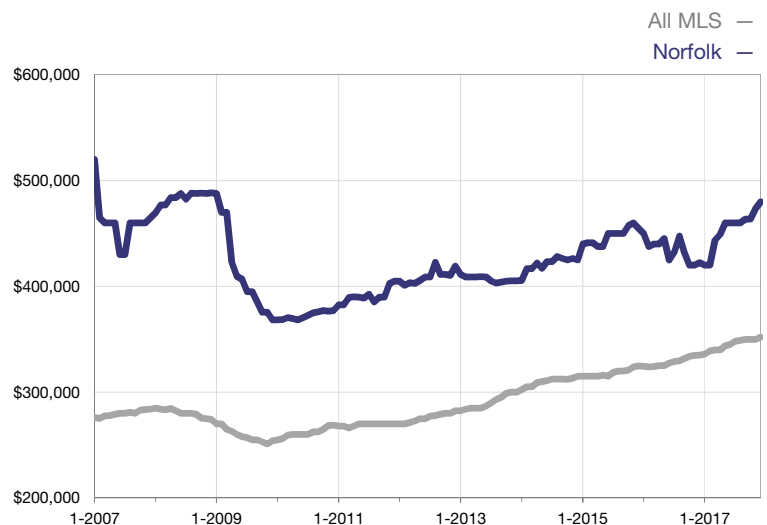
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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