Local Market Update – June 2018

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

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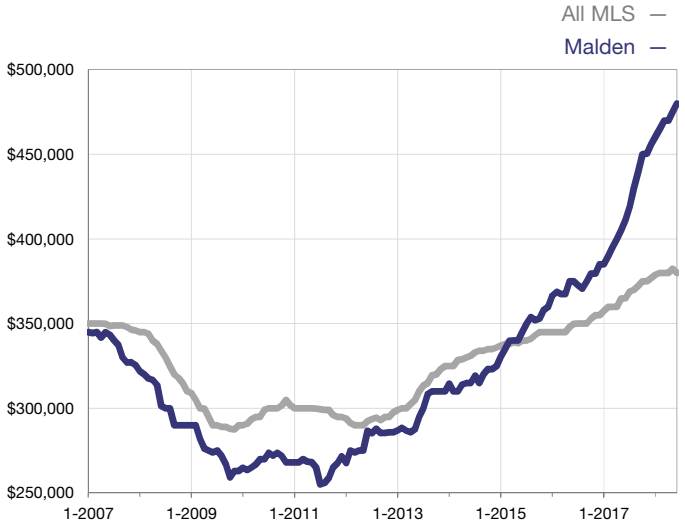
Single-Family Properties	June			Year to Date		
Key Metrics	**2017**	**2018**	**+ / –**	**2017**	**2018**	**+ / –**
Pending Sales	16	**24**	+ 50.0%	92	**103**	+ 12.0%
Closed Sales	25	**21**	- 16.0%	90	**89**	- 1.1%
Median Sales Price*	$465,350	**$545,000**	+ 17.1%	$450,000	**$500,000**	+ 11.1%
Inventory of Homes for Sale	19	**23**	+ 21.1%	--	--	--
Months Supply of Inventory	1.2	**1.3**	+ 8.3%	--	--	--
Cumulative Days on Market Until Sale	19	**12**	- 36.8%	30	**23**	- 23.3%
Percent of Original List Price Received*	106.5%	**112.6%**	+ 5.7%	102.9%	**107.5%**	+ 4.5%
New Listings	20	**30**	+ 50.0%	111	**134**	+ 20.7%

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

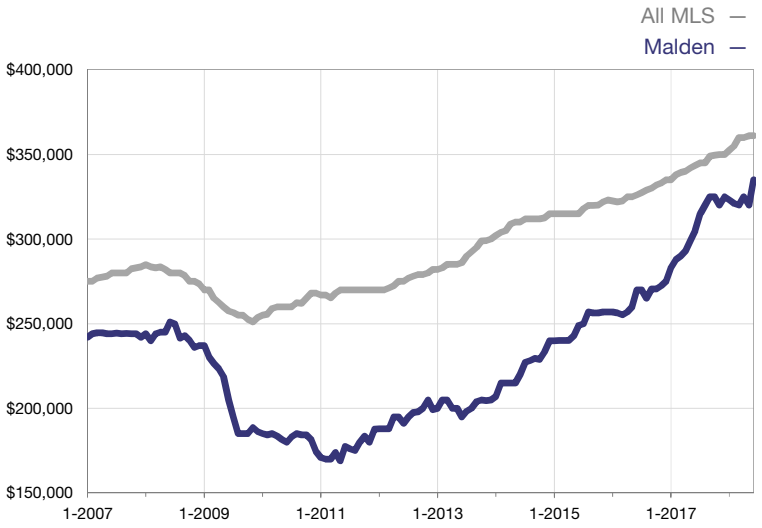
Condominium Properties	June			Year to Date		
Key Metrics	**2017**	**2018**	**+ / –**	**2017**	**2018**	**+ / –**
Pending Sales	16	**18**	+ 12.5%	87	**71**	- 18.4%
Closed Sales	24	**11**	- 54.2%	83	**57**	- 31.3%
Median Sales Price*	$302,500	**$332,500**	+ 9.9%	$325,000	**$332,500**	+ 2.3%
Inventory of Homes for Sale	14	**8**	- 42.9%	--	--	--
Months Supply of Inventory	1.0	**0.7**	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	24	**19**	- 20.8%	24	**21**	- 12.5%
Percent of Original List Price Received*	104.7%	**108.5%**	+ 3.6%	104.9%	**106.1%**	+ 1.1%
New Listings	17	**21**	+ 23.5%	101	**82**	- 18.8%

* 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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