Local Market Update – July 2018

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

Beverly

Single-Family Properties

	July			Year to Date		
Key Metrics	**2017**	**2018**	**+ / –**	**2017**	**2018**	**+ / –**
Pending Sales	35	**28**	- 20.0%	195	**186**	- 4.6%
Closed Sales	40	**32**	- 20.0%	170	**164**	- 3.5%
Median Sales Price*	$456,500	**$450,000**	- 1.4%	$465,000	**$469,250**	+ 0.9%
Inventory of Homes for Sale	61	**38**	- 37.7%	--	--	--
Months Supply of Inventory	2.2	**1.5**	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	48	**37**	- 22.9%	51	**52**	+ 2.0%
Percent of Original List Price Received*	100.6%	**100.1%**	- 0.5%	99.5%	**99.7%**	+ 0.2%
New Listings	39	**29**	- 25.6%	240	**206**	- 14.2%

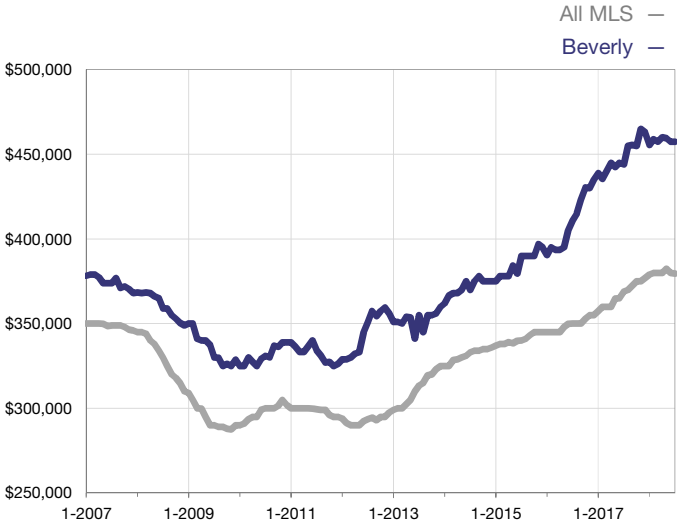
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

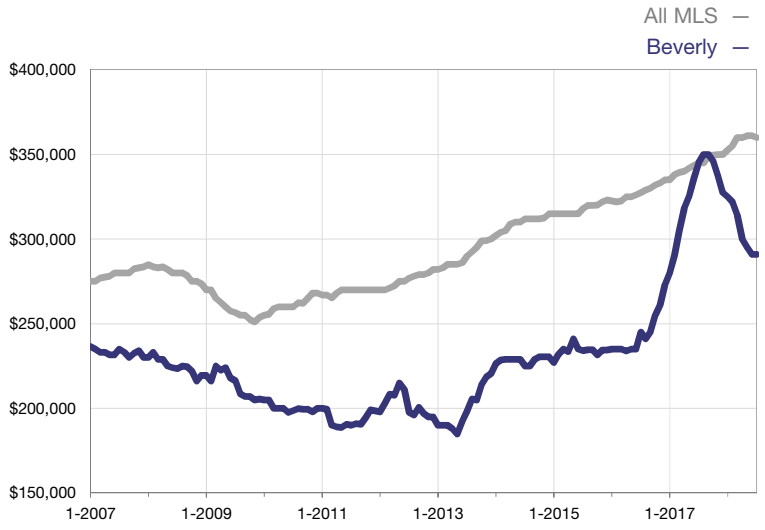
	July			Year to Date		
Key Metrics	**2017**	**2018**	**+ / –**	**2017**	**2018**	**+ / –**
Pending Sales	16	**7**	- 56.3%	109	**65**	- 40.4%
Closed Sales	14	**10**	- 28.6%	106	**69**	- 34.9%
Median Sales Price*	$307,250	**$294,500**	- 4.1%	$355,450	**$279,900**	- 21.3%
Inventory of Homes for Sale	21	**24**	+ 14.3%	--	--	--
Months Supply of Inventory	1.3	**2.1**	+ 61.5%	--	--	--
Cumulative Days on Market Until Sale	31	**39**	+ 25.8%	101	**36**	- 64.4%
Percent of Original List Price Received*	100.5%	**98.5%**	- 2.0%	99.7%	**100.8%**	+ 1.1%
New Listings	13	**13**	0.0%	139	**87**	- 37.4%

* 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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