

# Local Market Update – July 2018

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## Lynn

### Single-Family Properties

| Key Metrics                              | July      |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| Pending Sales                            | 62        | 62               | 0.0%    | 380          | 364              | - 4.2%  |
| Closed Sales                             | 60        | 57               | - 5.0%  | 323          | 331              | + 2.5%  |
| Median Sales Price*                      | \$335,000 | <b>\$379,900</b> | + 13.4% | \$325,000    | <b>\$350,000</b> | + 7.7%  |
| Inventory of Homes for Sale              | 94        | 56               | - 40.4% | --           | --               | --      |
| Months Supply of Inventory               | 1.9       | 1.1              | - 42.1% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 32        | 25               | - 21.9% | 38           | 42               | + 10.5% |
| Percent of Original List Price Received* | 101.1%    | <b>101.9%</b>    | + 0.8%  | 100.1%       | <b>100.5%</b>    | + 0.4%  |
| New Listings                             | 63        | 68               | + 7.9%  | 454          | 403              | - 11.2% |

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

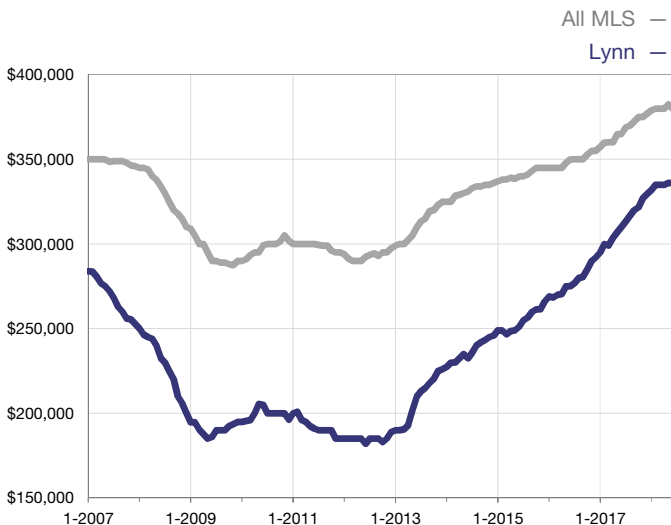
### Condominium Properties

| Key Metrics                              | July      |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2017      | 2018             | + / -   | 2017         | 2018             | + / -   |
| Pending Sales                            | 21        | 23               | + 9.5%  | 122          | 133              | + 9.0%  |
| Closed Sales                             | 25        | 15               | - 40.0% | 107          | 110              | + 2.8%  |
| Median Sales Price*                      | \$205,000 | <b>\$272,000</b> | + 32.7% | \$192,000    | <b>\$242,750</b> | + 26.4% |
| Inventory of Homes for Sale              | 62        | 31               | - 50.0% | --           | --               | --      |
| Months Supply of Inventory               | 3.7       | 1.8              | - 51.4% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 81        | 50               | - 38.3% | 70           | 44               | - 37.1% |
| Percent of Original List Price Received* | 99.1%     | <b>97.7%</b>     | - 1.4%  | 97.0%        | <b>98.8%</b>     | + 1.9%  |
| New Listings                             | 35        | 25               | - 28.6% | 166          | 163              | - 1.8%  |

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

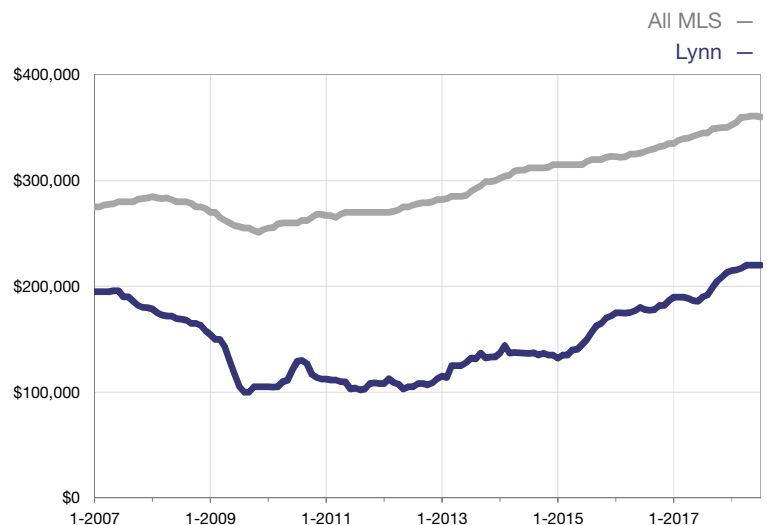
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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