

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Ipswich

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	10	- 16.7%	100	76	- 24.0%
Closed Sales	7	6	- 14.3%	92	84	- 8.7%
Median Sales Price*	\$699,500	\$666,500	- 4.7%	\$570,000	\$535,500	- 6.1%
Inventory of Homes for Sale	46	53	+ 15.2%	--	--	--
Months Supply of Inventory	4.1	5.3	+ 29.3%	--	--	--
Cumulative Days on Market Until Sale	80	132	+ 65.0%	85	70	- 17.6%
Percent of Original List Price Received*	96.5%	94.8%	- 1.8%	96.0%	98.1%	+ 2.2%
New Listings	24	12	- 50.0%	142	137	- 3.5%

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

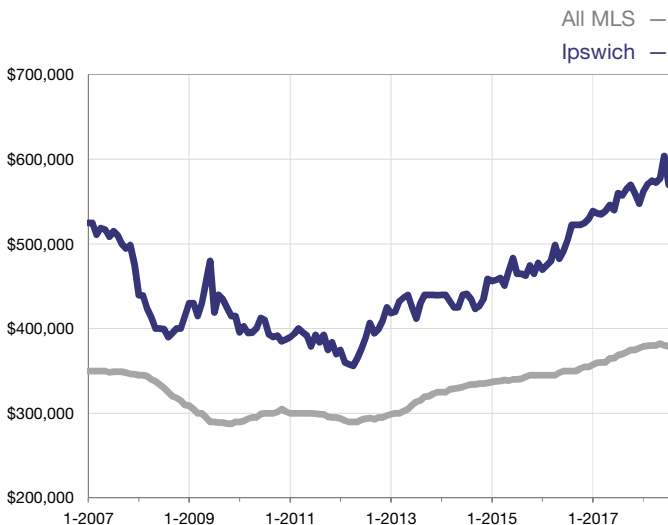
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	6	- 40.0%	50	60	+ 20.0%
Closed Sales	3	5	+ 66.7%	39	57	+ 46.2%
Median Sales Price*	\$426,000	\$275,000	- 35.4%	\$359,000	\$375,000	+ 4.5%
Inventory of Homes for Sale	16	13	- 18.8%	--	--	--
Months Supply of Inventory	3.7	1.9	- 48.6%	--	--	--
Cumulative Days on Market Until Sale	16	23	+ 43.8%	55	45	- 18.2%
Percent of Original List Price Received*	102.7%	100.7%	- 1.9%	98.2%	99.7%	+ 1.5%
New Listings	17	6	- 64.7%	68	74	+ 8.8%

* 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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