

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Wilmington

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	21	+ 61.5%	186	184	- 1.1%
Closed Sales	22	15	- 31.8%	172	176	+ 2.3%
Median Sales Price*	\$495,000	\$442,000	- 10.7%	\$485,000	\$544,950	+ 12.4%
Inventory of Homes for Sale	41	36	- 12.2%	--	--	--
Months Supply of Inventory	2.0	1.8	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	42	25	- 40.5%	43	39	- 9.3%
Percent of Original List Price Received*	101.7%	99.5%	- 2.2%	99.9%	100.5%	+ 0.6%
New Listings	31	34	+ 9.7%	224	219	- 2.2%

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

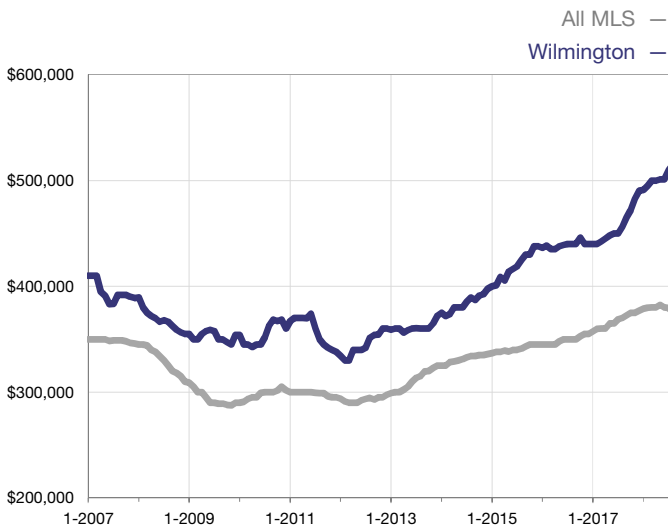
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	13	8	- 38.5%
Closed Sales	1	0	- 100.0%	14	8	- 42.9%
Median Sales Price*	\$490,000	\$0	- 100.0%	\$360,000	\$419,900	+ 16.6%
Inventory of Homes for Sale	1	4	+ 300.0%	--	--	--
Months Supply of Inventory	0.6	3.2	+ 433.3%	--	--	--
Cumulative Days on Market Until Sale	24	0	- 100.0%	64	41	- 35.9%
Percent of Original List Price Received*	101.1%	0.0%	- 100.0%	98.7%	100.7%	+ 2.0%
New Listings	1	2	+ 100.0%	13	11	- 15.4%

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

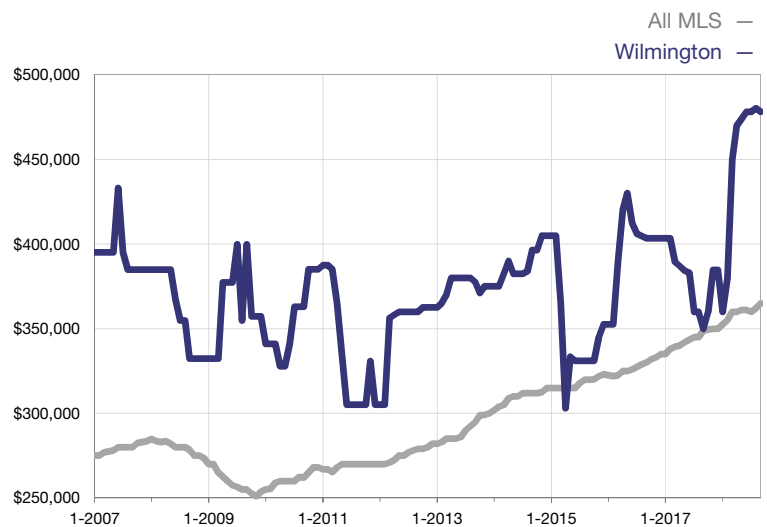
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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