

Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Amherst

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	8	- 33.3%	142	145	+ 2.1%
Closed Sales	10	8	- 20.0%	128	150	+ 17.2%
Median Sales Price*	\$338,750	\$340,000	+ 0.4%	\$352,500	\$390,000	+ 10.6%
Inventory of Homes for Sale	66	62	- 6.1%	--	--	--
Months Supply of Inventory	5.4	4.3	- 20.4%	--	--	--
Cumulative Days on Market Until Sale	59	117	+ 98.3%	91	94	+ 3.3%
Percent of Original List Price Received*	95.9%	90.5%	- 5.6%	95.0%	95.7%	+ 0.7%
New Listings	15	14	- 6.7%	198	206	+ 4.0%

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

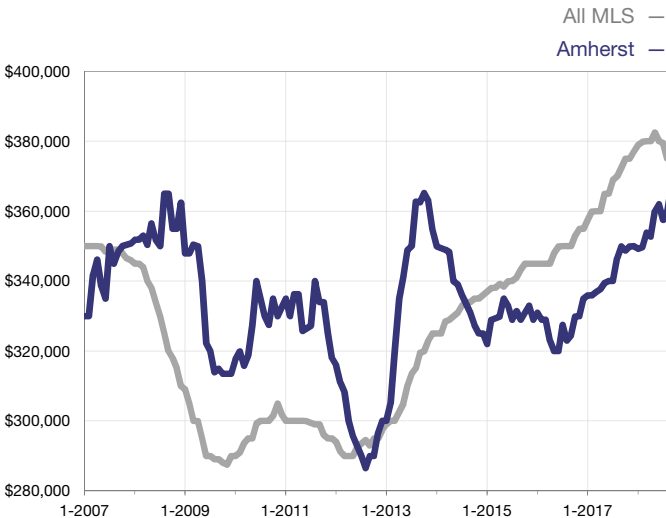
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	9	+ 80.0%	58	69	+ 19.0%
Closed Sales	10	5	- 50.0%	60	61	+ 1.7%
Median Sales Price*	\$206,188	\$233,000	+ 13.0%	\$187,500	\$189,500	+ 1.1%
Inventory of Homes for Sale	25	9	- 64.0%	--	--	--
Months Supply of Inventory	4.3	1.5	- 65.1%	--	--	--
Cumulative Days on Market Until Sale	100	17	- 83.0%	107	97	- 9.3%
Percent of Original List Price Received*	95.5%	98.4%	+ 3.0%	96.3%	97.3%	+ 1.0%
New Listings	6	6	0.0%	82	76	- 7.3%

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

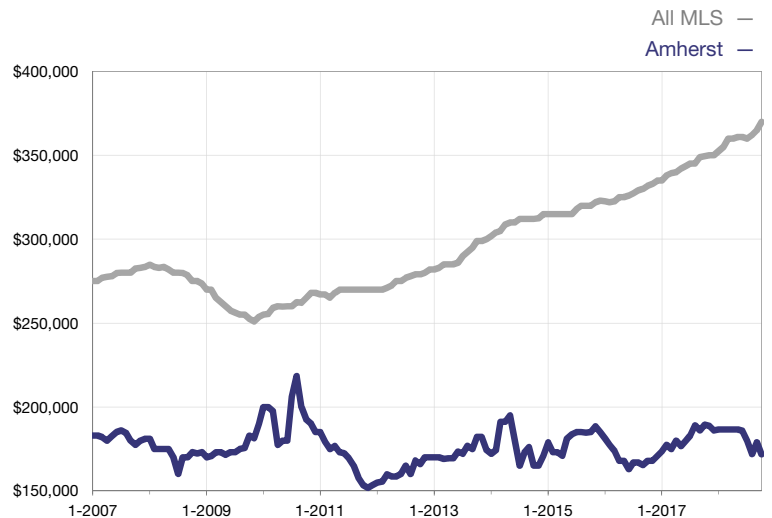
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

