

Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Chatham

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	25	17	- 32.0%	164	155	- 5.5%
Closed Sales	25	19	- 24.0%	147	151	+ 2.7%
Median Sales Price*	\$705,000	\$839,000	+ 19.0%	\$607,500	\$765,000	+ 25.9%
Inventory of Homes for Sale	168	157	- 6.5%	--	--	--
Months Supply of Inventory	11.1	10.3	- 7.2%	--	--	--
Cumulative Days on Market Until Sale	154	228	+ 48.1%	177	179	+ 1.1%
Percent of Original List Price Received*	93.0%	89.7%	- 3.5%	92.3%	92.6%	+ 0.3%
New Listings	36	34	- 5.6%	266	254	- 4.5%

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

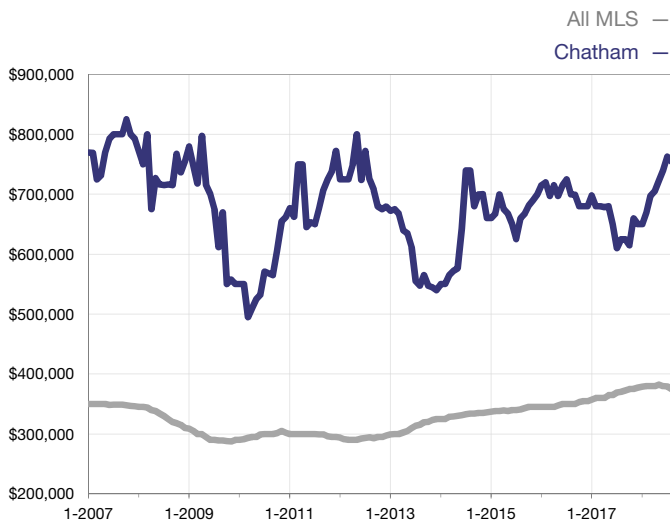
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	3	0.0%	17	18	+ 5.9%
Closed Sales	4	4	0.0%	18	16	- 11.1%
Median Sales Price*	\$303,500	\$652,500	+ 115.0%	\$303,250	\$450,750	+ 48.6%
Inventory of Homes for Sale	14	18	+ 28.6%	--	--	--
Months Supply of Inventory	6.7	8.0	+ 19.4%	--	--	--
Cumulative Days on Market Until Sale	180	168	- 6.7%	154	158	+ 2.6%
Percent of Original List Price Received*	94.4%	91.1%	- 3.5%	97.9%	89.0%	- 9.1%
New Listings	1	3	+ 200.0%	24	32	+ 33.3%

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

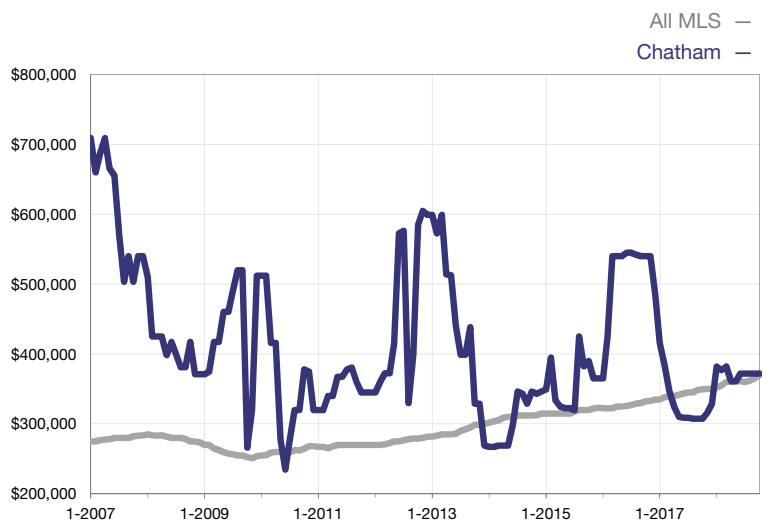
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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