

Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Gloucester

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	29	+ 70.6%	167	173	+ 3.6%
Closed Sales	13	19	+ 46.2%	162	155	- 4.3%
Median Sales Price*	\$550,000	\$475,000	- 13.6%	\$459,000	\$453,000	- 1.3%
Inventory of Homes for Sale	71	68	- 4.2%	--	--	--
Months Supply of Inventory	4.0	4.4	+ 10.0%	--	--	--
Cumulative Days on Market Until Sale	139	74	- 46.8%	85	68	- 20.0%
Percent of Original List Price Received*	91.6%	93.4%	+ 2.0%	94.9%	95.7%	+ 0.8%
New Listings	23	31	+ 34.8%	217	260	+ 19.8%

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

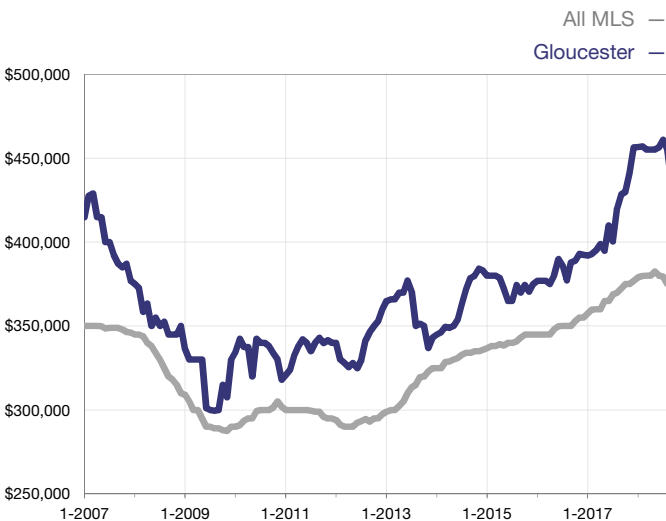
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	8	- 33.3%	92	94	+ 2.2%
Closed Sales	10	8	- 20.0%	87	89	+ 2.3%
Median Sales Price*	\$342,500	\$284,000	- 17.1%	\$312,000	\$316,000	+ 1.3%
Inventory of Homes for Sale	32	43	+ 34.4%	--	--	--
Months Supply of Inventory	3.7	4.5	+ 21.6%	--	--	--
Cumulative Days on Market Until Sale	59	71	+ 20.3%	49	70	+ 42.9%
Percent of Original List Price Received*	98.4%	98.1%	- 0.3%	99.1%	98.6%	- 0.5%
New Listings	13	12	- 7.7%	127	155	+ 22.0%

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

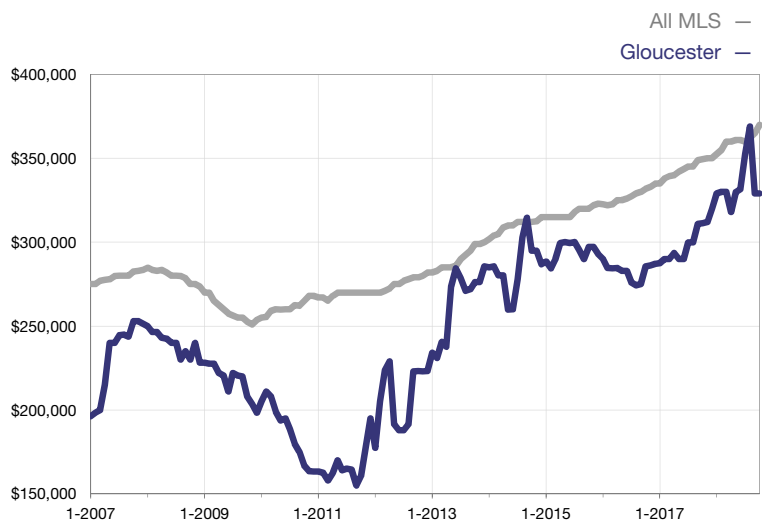
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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