

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Beacon Hill

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	0	- 100.0%	20	15	- 25.0%
Closed Sales	0	3	--	16	18	+ 12.5%
Median Sales Price*	\$0	\$2,250,000	--	\$3,362,500	\$3,158,250	- 6.1%
Inventory of Homes for Sale	17	13	- 23.5%	--	--	--
Months Supply of Inventory	9.4	5.3	- 43.6%	--	--	--
Cumulative Days on Market Until Sale	0	48	--	140	85	- 39.3%
Percent of Original List Price Received*	0.0%	93.0%	--	90.6%	92.3%	+ 1.9%
New Listings	2	1	- 50.0%	36	30	- 16.7%

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

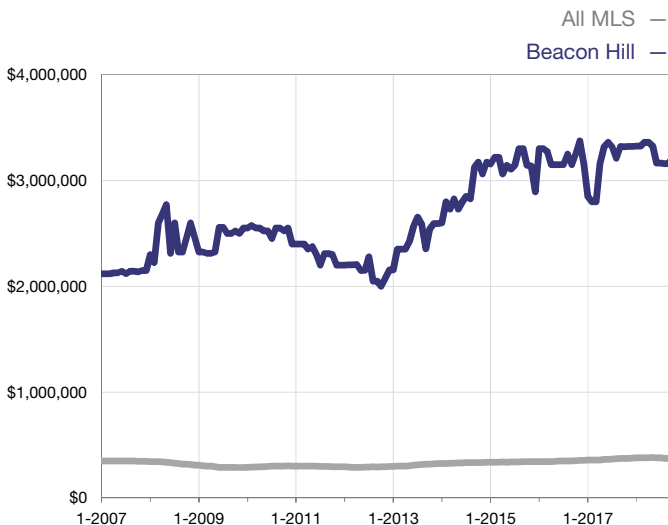
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	6	7	+ 16.7%	128	115	- 10.2%
Closed Sales	12	12	0.0%	136	115	- 15.4%
Median Sales Price*	\$829,750	\$699,000	- 15.8%	\$979,000	\$790,000	- 19.3%
Inventory of Homes for Sale	27	26	- 3.7%	--	--	--
Months Supply of Inventory	2.3	2.6	+ 13.0%	--	--	--
Cumulative Days on Market Until Sale	32	61	+ 90.6%	59	58	- 1.7%
Percent of Original List Price Received*	98.1%	96.2%	- 1.9%	98.6%	99.5%	+ 0.9%
New Listings	8	9	+ 12.5%	161	170	+ 5.6%

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

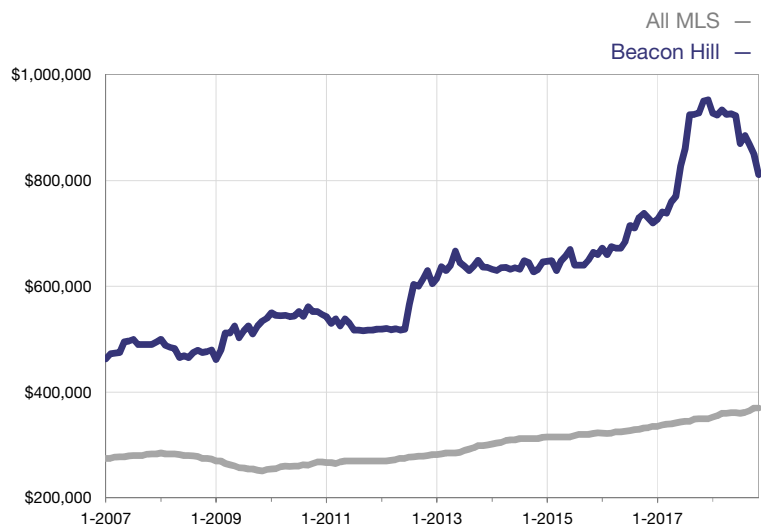
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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