

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Chelmsford

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	19	24	+ 26.3%	327	308	- 5.8%
Closed Sales	25	30	+ 20.0%	327	298	- 8.9%
Median Sales Price*	\$485,000	\$454,000	- 6.4%	\$419,000	\$451,363	+ 7.7%
Inventory of Homes for Sale	29	54	+ 86.2%	--	--	--
Months Supply of Inventory	1.0	2.0	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	34	37	+ 8.8%	49	37	- 24.5%
Percent of Original List Price Received*	99.0%	97.1%	- 1.9%	99.7%	99.5%	- 0.2%
New Listings	21	26	+ 23.8%	371	406	+ 9.4%

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

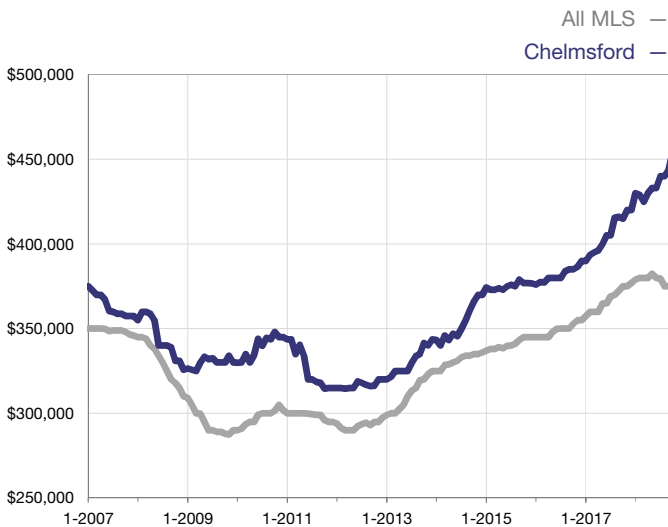
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	15	+ 25.0%	170	174	+ 2.4%
Closed Sales	16	10	- 37.5%	158	167	+ 5.7%
Median Sales Price*	\$250,000	\$295,000	+ 18.0%	\$261,000	\$285,000	+ 9.2%
Inventory of Homes for Sale	17	19	+ 11.8%	--	--	--
Months Supply of Inventory	1.2	1.2	0.0%	--	--	--
Cumulative Days on Market Until Sale	33	32	- 3.0%	27	35	+ 29.6%
Percent of Original List Price Received*	98.7%	98.4%	- 0.3%	99.2%	99.8%	+ 0.6%
New Listings	15	10	- 33.3%	189	212	+ 12.2%

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

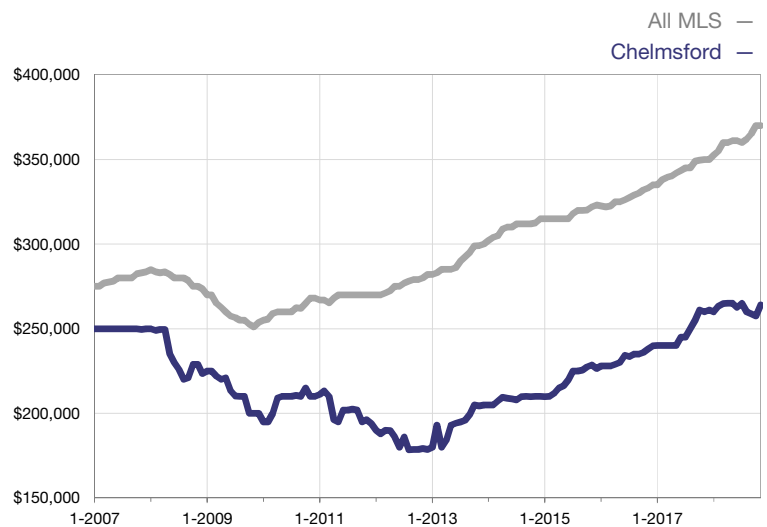
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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