Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

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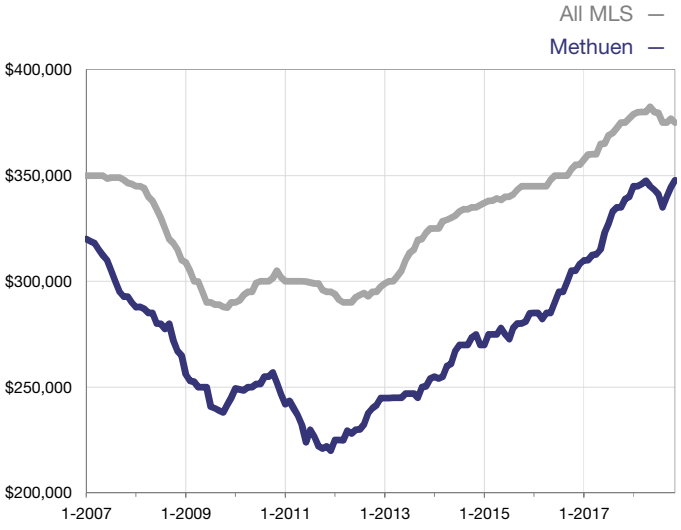
Single-Family Properties	November			Year to Date		
Key Metrics	**2017**	**2018**	**+ / –**	**2017**	**2018**	**+ / –**
Pending Sales	29	**41**	+ 41.4%	451	**440**	- 2.4%
Closed Sales	46	**40**	- 13.0%	441	**424**	- 3.9%
Median Sales Price*	$320,000	**$353,950**	+ 10.6%	$340,000	**$360,000**	+ 5.9%
Inventory of Homes for Sale	77	**65**	- 15.6%	--	--	--
Months Supply of Inventory	2.0	**1.7**	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	37	**52**	+ 40.5%	43	**44**	+ 2.3%
Percent of Original List Price Received*	97.9%	**97.7%**	- 0.2%	99.0%	**98.9%**	- 0.1%
New Listings	28	**31**	+ 10.7%	560	**550**	- 1.8%

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

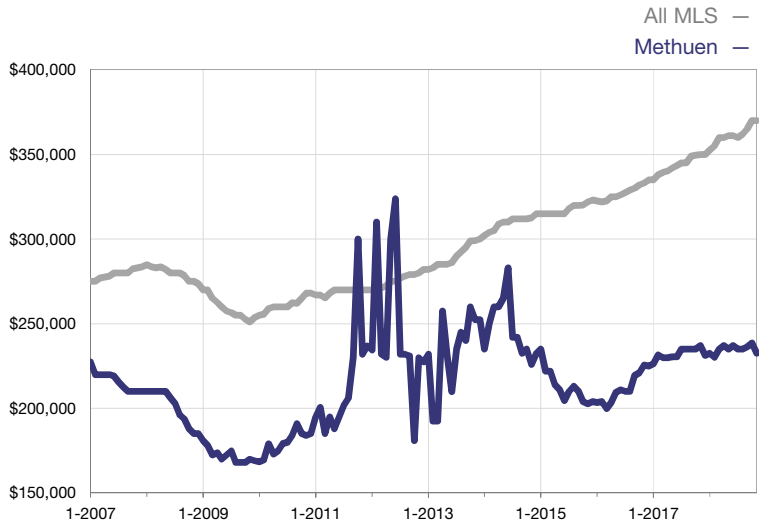
Condominium Properties	November			Year to Date		
Key Metrics	**2017**	**2018**	**+ / –**	**2017**	**2018**	**+ / –**
Pending Sales	13	**8**	- 38.5%	157	**146**	- 7.0%
Closed Sales	16	**11**	- 31.3%	150	**153**	+ 2.0%
Median Sales Price*	$264,950	**$262,000**	- 1.1%	$236,000	**$250,000**	+ 5.9%
Inventory of Homes for Sale	36	**27**	- 25.0%	--	--	--
Months Supply of Inventory	2.6	**1.9**	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	83	**64**	- 22.9%	57	**64**	+ 12.3%
Percent of Original List Price Received*	100.1%	**100.3%**	+ 0.2%	99.3%	**100.0%**	+ 0.7%
New Listings	18	**8**	- 55.6%	181	**168**	- 7.2%

* 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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