

# Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Needham

### Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	19	20	+ 5.3%	317	320	+ 0.9%
Closed Sales	18	34	+ 88.9%	310	307	- 1.0%
Median Sales Price*	\$885,000	<b>\$945,500</b>	+ 6.8%	\$992,500	<b>\$1,100,000</b>	+ 10.8%
Inventory of Homes for Sale	43	63	+ 46.5%	--	--	--
Months Supply of Inventory	1.5	2.3	+ 53.3%	--	--	--
Cumulative Days on Market Until Sale	35	42	+ 20.0%	56	46	- 17.9%
Percent of Original List Price Received*	98.9%	<b>99.7%</b>	+ 0.8%	98.2%	<b>99.7%</b>	+ 1.5%
New Listings	14	28	+ 100.0%	392	444	+ 13.3%

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

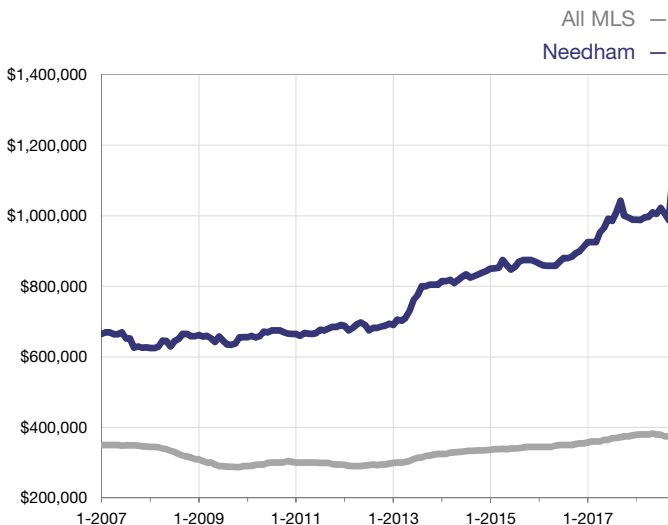
### Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	2	0.0%	45	64	+ 42.2%
Closed Sales	4	3	- 25.0%	43	62	+ 44.2%
Median Sales Price*	\$702,750	<b>\$605,000</b>	- 13.9%	\$732,250	<b>\$778,750</b>	+ 6.4%
Inventory of Homes for Sale	10	12	+ 20.0%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--
Cumulative Days on Market Until Sale	27	13	- 51.9%	42	42	0.0%
Percent of Original List Price Received*	96.6%	<b>99.0%</b>	+ 2.5%	98.3%	<b>98.2%</b>	- 0.1%
New Listings	4	7	+ 75.0%	60	83	+ 38.3%

\* 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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