

Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Eastham

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 16 | 11 | - 31.3% | 158 | 150 | - 5.1% |
| Closed Sales | 18 | 20 | + 11.1% | 146 | 157 | + 7.5% |
| Median Sales Price* | \$500,000 | \$468,750 | - 6.3% | \$465,000 | \$475,000 | + 2.2% |
| Inventory of Homes for Sale | 48 | 72 | + 50.0% | -- | -- | -- |
| Months Supply of Inventory | 3.9 | 5.5 | + 41.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 63 | 111 | + 76.2% | 126 | 110 | - 12.7% |
| Percent of Original List Price Received* | 97.1% | 94.8% | - 2.4% | 94.6% | 94.5% | - 0.1% |
| New Listings | 3 | 5 | + 66.7% | 200 | 246 | + 23.0% |

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

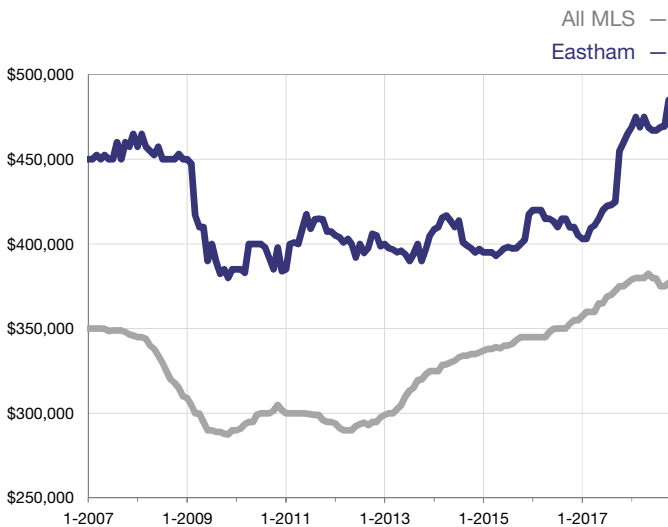
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 0 | 1 | -- | 14 | 11 | - 21.4% |
| Closed Sales | 2 | 1 | - 50.0% | 14 | 10 | - 28.6% |
| Median Sales Price* | \$202,500 | \$113,000 | - 44.2% | \$302,450 | \$241,000 | - 20.3% |
| Inventory of Homes for Sale | 7 | 6 | - 14.3% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 4.8 | + 92.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 40 | 98 | + 145.0% | 131 | 91 | - 30.5% |
| Percent of Original List Price Received* | 96.4% | 95.0% | - 1.5% | 98.2% | 94.7% | - 3.6% |
| New Listings | 0 | 1 | -- | 22 | 15 | - 31.8% |

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

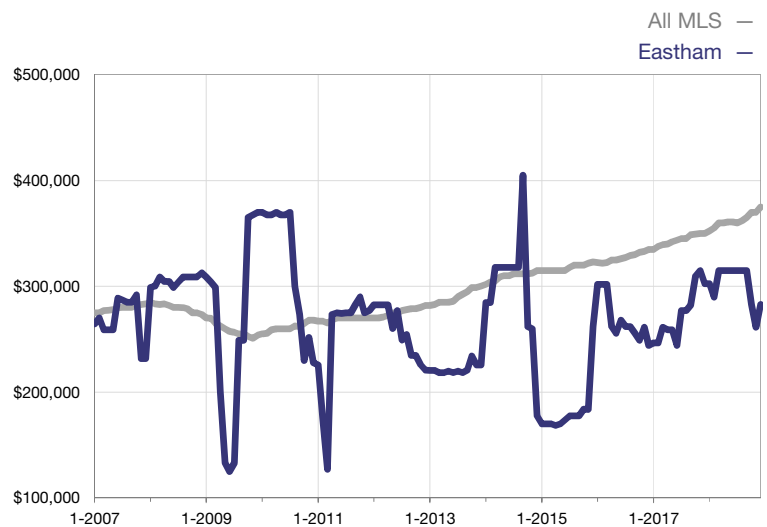
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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