

# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hanson

### Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	5	+ 66.7%	121	116	- 4.1%
Closed Sales	8	12	+ 50.0%	127	116	- 8.7%
Median Sales Price*	\$344,950	<b>\$362,450</b>	+ 5.1%	\$355,000	<b>\$370,500</b>	+ 4.4%
Inventory of Homes for Sale	17	16	- 5.9%	--	--	--
Months Supply of Inventory	1.6	1.7	+ 6.3%	--	--	--
Cumulative Days on Market Until Sale	75	40	- 46.7%	51	49	- 3.9%
Percent of Original List Price Received*	93.3%	96.5%	+ 3.4%	98.2%	97.5%	- 0.7%
New Listings	3	5	+ 66.7%	144	136	- 5.6%

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

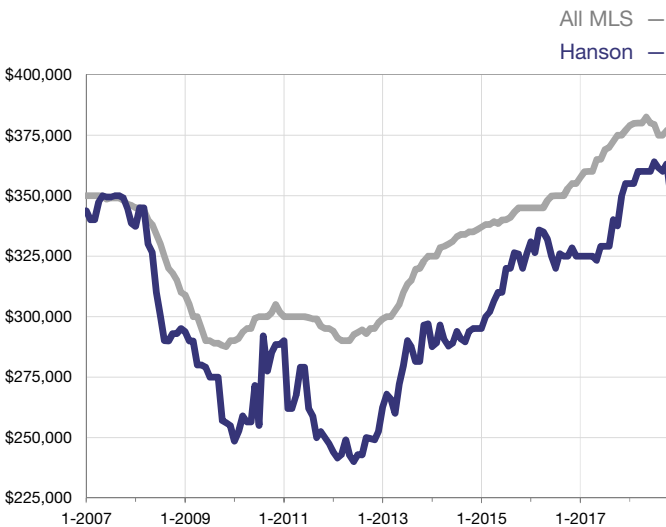
### Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	1	- 50.0%	47	24	- 48.9%
Closed Sales	4	2	- 50.0%	45	28	- 37.8%
Median Sales Price*	\$317,400	<b>\$260,750</b>	- 17.8%	\$348,900	<b>\$359,400</b>	+ 3.0%
Inventory of Homes for Sale	13	6	- 53.8%	--	--	--
Months Supply of Inventory	3.5	1.9	- 45.7%	--	--	--
Cumulative Days on Market Until Sale	98	53	- 45.9%	83	108	+ 30.1%
Percent of Original List Price Received*	98.8%	98.1%	- 0.7%	100.2%	100.5%	+ 0.3%
New Listings	3	1	- 66.7%	53	26	- 50.9%

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

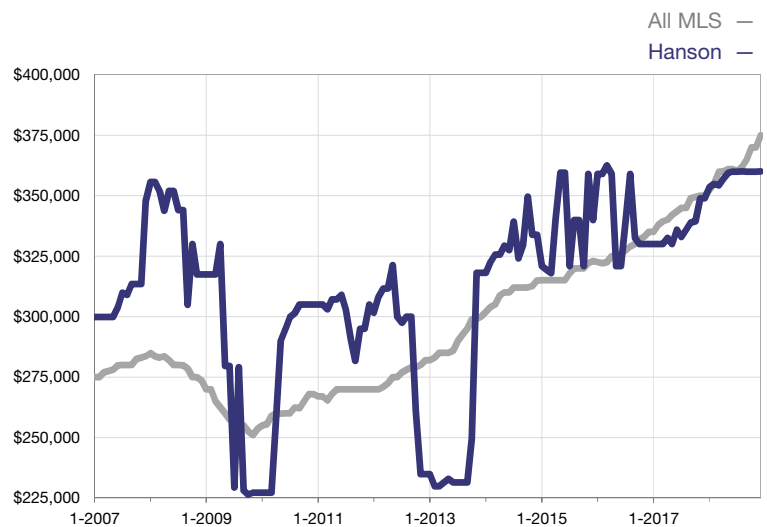
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

