

# Local Market Update – December 2018

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## Rockport

### Single-Family Properties

| Key Metrics                              | December  |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2017      | 2018             | + / -    | 2017         | 2018             | + / -   |
| Pending Sales                            | 2         | 4                | + 100.0% | 75           | 80               | + 6.7%  |
| Closed Sales                             | 4         | 6                | + 50.0%  | 74           | 72               | - 2.7%  |
| Median Sales Price*                      | \$544,500 | <b>\$562,250</b> | + 3.3%   | \$558,750    | <b>\$624,700</b> | + 11.8% |
| Inventory of Homes for Sale              | 21        | 24               | + 14.3%  | --           | --               | --      |
| Months Supply of Inventory               | 3.4       | 3.7              | + 8.8%   | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 395       | 96               | - 75.7%  | 88           | 80               | - 9.1%  |
| Percent of Original List Price Received* | 72.4%     | 90.6%            | + 25.1%  | 94.8%        | 93.0%            | - 1.9%  |
| New Listings                             | 2         | 5                | + 150.0% | 112          | 117              | + 4.5%  |

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

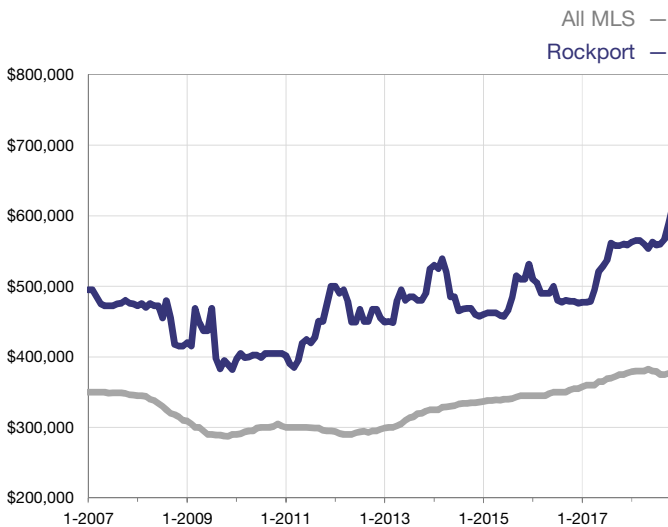
### Condominium Properties

| Key Metrics                              | December  |            |          | Year to Date |                  |         |
|--|-----------|------------|----------|--------------|------------------|---------|
|  | 2017      | 2018       | + / -    | 2017         | 2018             | + / -   |
| Pending Sales                            | 0         | 0          | --       | 29           | 23               | - 20.7% |
| Closed Sales                             | 1         | 0          | - 100.0% | 34           | 22               | - 35.3% |
| Median Sales Price*                      | \$215,000 | <b>\$0</b> | - 100.0% | \$347,000    | <b>\$343,500</b> | - 1.0%  |
| Inventory of Homes for Sale              | 4         | 5          | + 25.0%  | --           | --               | --      |
| Months Supply of Inventory               | 1.3       | 2.3        | + 76.9%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 212       | 0          | - 100.0% | 74           | 49               | - 33.8% |
| Percent of Original List Price Received* | 86.3%     | 0.0%       | - 100.0% | 97.1%        | 94.7%            | - 2.5%  |
| New Listings                             | 0         | 0          | --       | 35           | 36               | + 2.9%  |

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

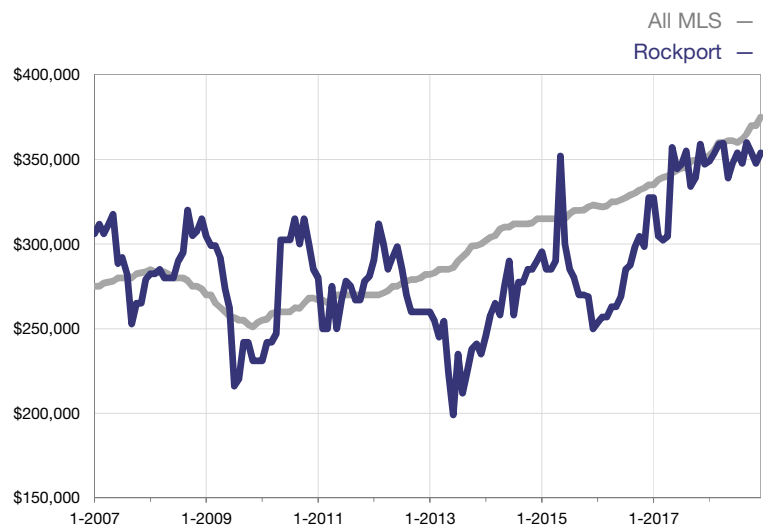
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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