

# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Beacon Hill

### Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	1	0.0%	12	17	+ 41.7%
Closed Sales	1	0	- 100.0%	13	14	+ 7.7%
Median Sales Price*	\$5,130,000	\$0	- 100.0%	\$3,230,000	\$2,658,750	- 17.7%
Inventory of Homes for Sale	12	15	+ 25.0%	--	--	--
Months Supply of Inventory	4.9	6.3	+ 28.6%	--	--	--
Cumulative Days on Market Until Sale	124	0	- 100.0%	95	187	+ 96.8%
Percent of Original List Price Received*	78.9%	0.0%	- 100.0%	92.2%	93.7%	+ 1.6%
New Listings	2	1	- 50.0%	20	27	+ 35.0%

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

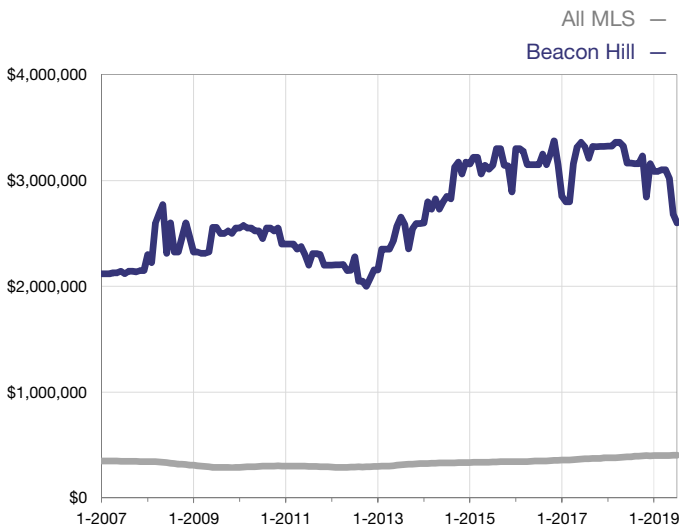
### Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	8	9	+ 12.5%	85	103	+ 21.2%
Closed Sales	18	12	- 33.3%	80	80	0.0%
Median Sales Price*	\$620,500	\$706,000	+ 13.8%	\$910,000	\$905,000	- 0.5%
Inventory of Homes for Sale	34	44	+ 29.4%	--	--	--
Months Supply of Inventory	3.0	4.4	+ 46.7%	--	--	--
Cumulative Days on Market Until Sale	69	55	- 20.3%	61	61	0.0%
Percent of Original List Price Received*	100.2%	97.9%	- 2.3%	101.0%	98.3%	- 2.7%
New Listings	9	11	+ 22.2%	115	148	+ 28.7%

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

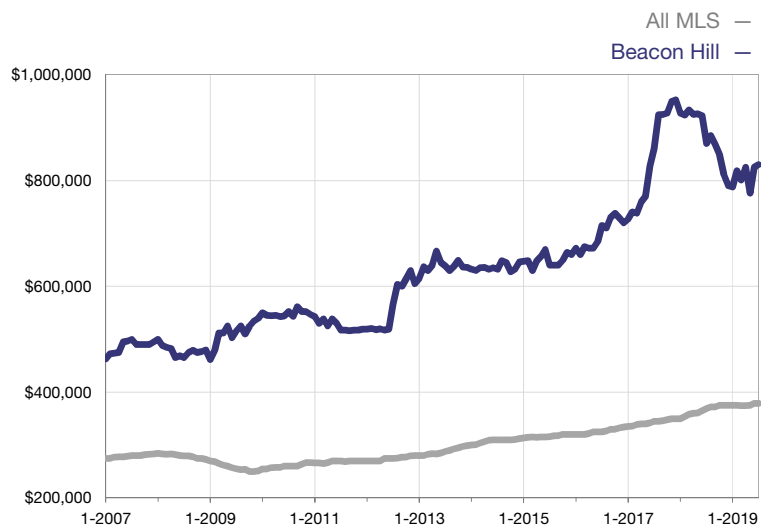
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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