

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Eastham

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 11 | 18 | + 63.6% | 67 | 87 | + 29.9% |
| Closed Sales | 9 | 10 | + 11.1% | 72 | 76 | + 5.6% |
| Median Sales Price* | \$485,000 | \$466,250 | - 3.9% | \$477,500 | \$467,450 | - 2.1% |
| Inventory of Homes for Sale | 85 | 95 | + 11.8% | -- | -- | -- |
| Months Supply of Inventory | 7.5 | 7.1 | - 5.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 114 | 126 | + 10.5% | 118 | 122 | + 3.4% |
| Percent of Original List Price Received* | 94.7% | 98.2% | + 3.7% | 93.9% | 95.1% | + 1.3% |
| New Listings | 13 | 27 | + 107.7% | 121 | 146 | + 20.7% |

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

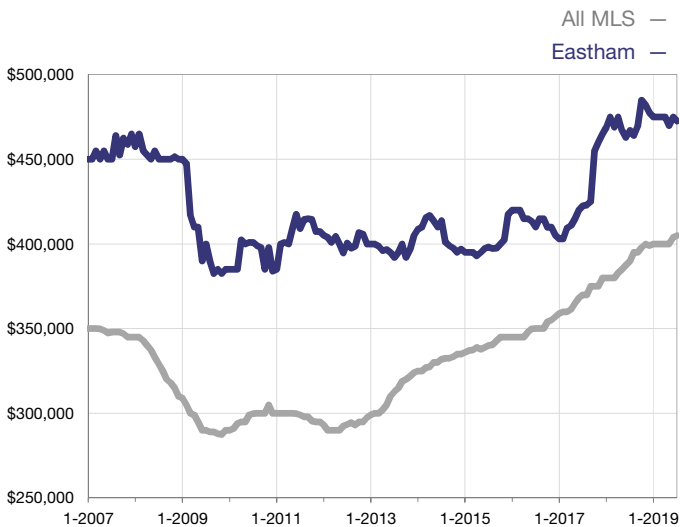
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 0 | 1 | -- | 6 | 8 | + 33.3% |
| Closed Sales | 1 | 2 | + 100.0% | 5 | 8 | + 60.0% |
| Median Sales Price* | \$145,000 | \$158,750 | + 9.5% | \$270,500 | \$233,250 | - 13.8% |
| Inventory of Homes for Sale | 6 | 8 | + 33.3% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 6.2 | + 138.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 94 | 80 | - 14.9% | 90 | 55 | - 38.9% |
| Percent of Original List Price Received* | 91.2% | 93.1% | + 2.1% | 93.3% | 96.7% | + 3.6% |
| New Listings | 3 | 1 | - 66.7% | 8 | 17 | + 112.5% |

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

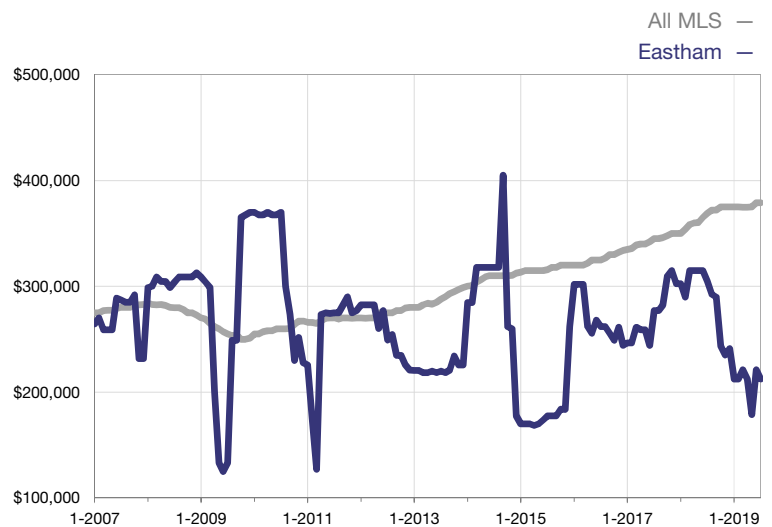
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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