Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

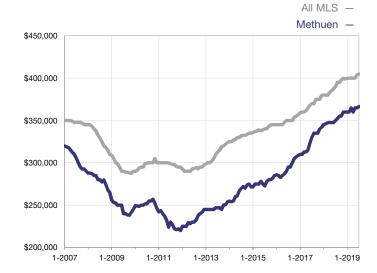
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| Single-Family Properties | July | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|---------------|--------|
| Key Metrics | 2018 | 2019 | +/- | 2018 | 2019 | +/- |
| Pending Sales | 45 | 53 | + 17.8% | 273 | 298 | + 9.2% |
| Closed Sales | 43 | 48 | + 11.6% | 231 | 252 | + 9.1% |
| Median Sales Price* | \$379,000 | \$399,000 | + 5.3% | \$365,000 | \$377,450 | + 3.4% |
| Inventory of Homes for Sale | 100 | 81 | - 19.0% | | | |
| Months Supply of Inventory | 2.6 | 2.0 | - 23.1% | | | |
| Cumulative Days on Market Until Sale | 31 | 31 | 0.0% | 43 | 44 | + 2.3% |
| Percent of Original List Price Received* | 99.3% | 100.0% | + 0.7% | 98.7% | 99.1 % | + 0.4% |
| New Listings | 57 | 72 | + 26.3% | 353 | 373 | + 5.7% |

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

| Condominium Properties | | July | | | Year to Date | | |
|--|-----------|-----------|---------|-----------|--------------|---------|--|
| Key Metrics | 2018 | 2019 | +/- | 2018 | 2019 | +/- | |
| Pending Sales | 16 | 18 | + 12.5% | 96 | 111 | + 15.6% | |
| Closed Sales | 13 | 10 | - 23.1% | 91 | 87 | - 4.4% | |
| Median Sales Price* | \$264,900 | \$265,500 | + 0.2% | \$250,000 | \$243,750 | - 2.5% | |
| Inventory of Homes for Sale | 36 | 19 | - 47.2% | | | | |
| Months Supply of Inventory | 2.8 | 1.5 | - 46.4% | | | | |
| Cumulative Days on Market Until Sale | 79 | 22 | - 72.2% | 75 | 50 | - 33.3% | |
| Percent of Original List Price Received* | 101.5% | 99.2% | - 2.3% | 100.1% | 99.7% | - 0.4% | |
| New Listings | 19 | 15 | - 21.1% | 112 | 121 | + 8.0% | |

* 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

