

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Needham

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	20	22	+ 10.0%	219	210	- 4.1%
Closed Sales	49	54	+ 10.2%	196	187	- 4.6%
Median Sales Price*	\$1,200,000	\$1,192,500	- 0.6%	\$1,200,000	\$1,170,000	- 2.5%
Inventory of Homes for Sale	65	54	- 16.9%	--	--	--
Months Supply of Inventory	2.4	2.1	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	33	46	+ 39.4%	49	50	+ 2.0%
Percent of Original List Price Received*	100.6%	100.0%	- 0.6%	99.6%	99.3%	- 0.3%
New Listings	32	25	- 21.9%	297	273	- 8.1%

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

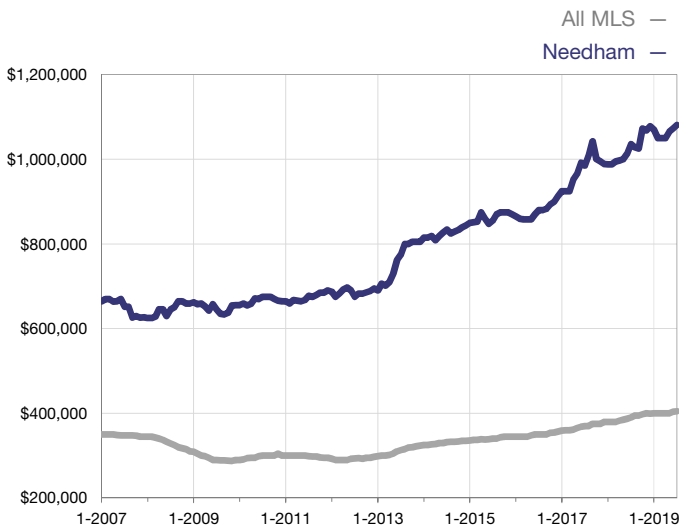
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	3	7	+ 133.3%	51	42	- 17.6%
Closed Sales	10	5	- 50.0%	42	37	- 11.9%
Median Sales Price*	\$800,000	\$1,000,500	+ 25.1%	\$814,000	\$882,000	+ 8.4%
Inventory of Homes for Sale	5	6	+ 20.0%	--	--	--
Months Supply of Inventory	1.0	1.2	+ 20.0%	--	--	--
Cumulative Days on Market Until Sale	55	58	+ 5.5%	41	47	+ 14.6%
Percent of Original List Price Received*	96.6%	97.1%	+ 0.5%	98.4%	99.0%	+ 0.6%
New Listings	4	4	0.0%	59	53	- 10.2%

* 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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