

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	12	- 7.7%	78	98	+ 25.6%
Closed Sales	17	13	- 23.5%	71	80	+ 12.7%
Median Sales Price*	\$567,000	\$640,000	+ 12.9%	\$585,000	\$595,000	+ 1.7%
Inventory of Homes for Sale	48	52	+ 8.3%	--	--	--
Months Supply of Inventory	4.0	4.5	+ 12.5%	--	--	--
Cumulative Days on Market Until Sale	39	58	+ 48.7%	51	75	+ 47.1%
Percent of Original List Price Received*	98.6%	98.0%	- 0.6%	98.0%	96.6%	- 1.4%
New Listings	18	20	+ 11.1%	123	141	+ 14.6%

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

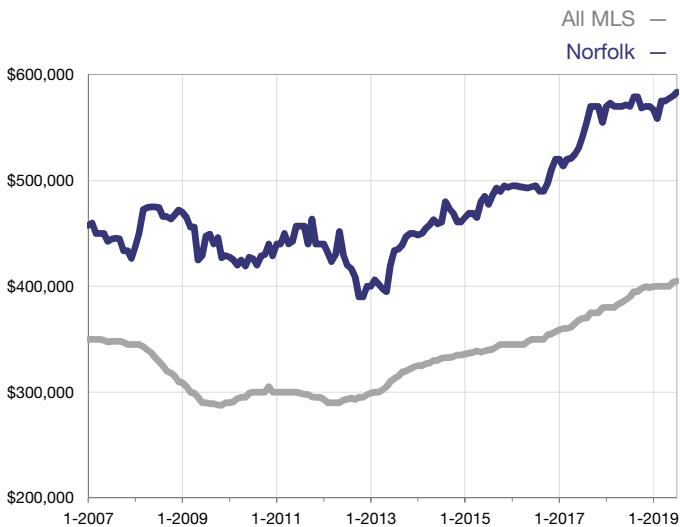
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	1	- 50.0%	18	12	- 33.3%
Closed Sales	6	1	- 83.3%	21	8	- 61.9%
Median Sales Price*	\$543,500	\$644,625	+ 18.6%	\$541,000	\$506,250	- 6.4%
Inventory of Homes for Sale	5	9	+ 80.0%	--	--	--
Months Supply of Inventory	2.1	5.0	+ 138.1%	--	--	--
Cumulative Days on Market Until Sale	35	347	+ 891.4%	42	156	+ 271.4%
Percent of Original List Price Received*	100.0%	104.0%	+ 4.0%	99.9%	97.2%	- 2.7%
New Listings	4	1	- 75.0%	24	16	- 33.3%

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

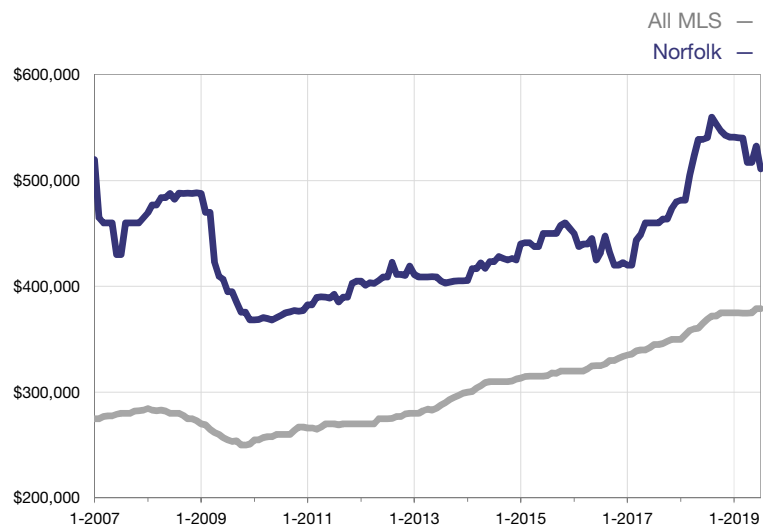
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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