

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Topsfield

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 7 | 8 | + 14.3% | 54 | 62 | + 14.8% |
| Closed Sales | 10 | 9 | - 10.0% | 45 | 43 | - 4.4% |
| Median Sales Price* | \$581,000 | \$576,000 | - 0.9% | \$573,000 | \$607,000 | + 5.9% |
| Inventory of Homes for Sale | 27 | 21 | - 22.2% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 2.9 | - 21.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 37 | 26 | - 29.7% | 66 | 62 | - 6.1% |
| Percent of Original List Price Received* | 96.6% | 99.2% | + 2.7% | 98.2% | 96.9% | - 1.3% |
| New Listings | 12 | 11 | - 8.3% | 83 | 73 | - 12.0% |

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

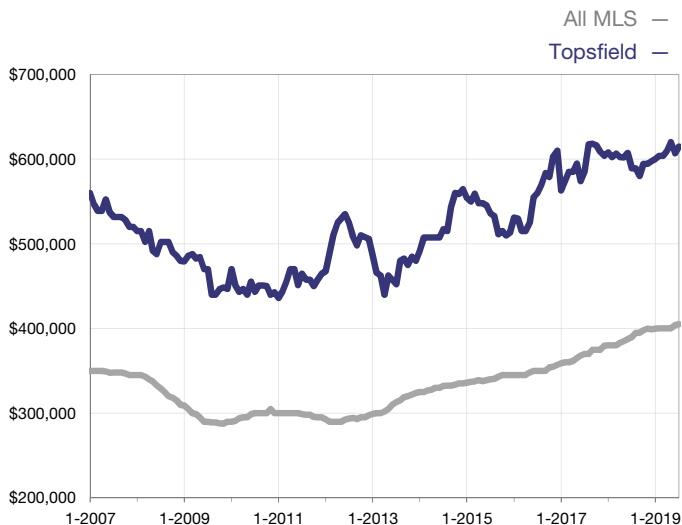
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | + / - | 2018 | 2019 | + / - |
| Pending Sales | 2 | 1 | - 50.0% | 5 | 5 | 0.0% |
| Closed Sales | 1 | 2 | + 100.0% | 3 | 7 | + 133.3% |
| Median Sales Price* | \$310,000 | \$659,250 | + 112.7% | \$425,000 | \$720,000 | + 69.4% |
| Inventory of Homes for Sale | 4 | 6 | + 50.0% | -- | -- | -- |
| Months Supply of Inventory | 3.4 | 4.2 | + 23.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 20 | 119 | + 495.0% | 48 | 135 | + 181.3% |
| Percent of Original List Price Received* | 106.9% | 98.9% | - 7.5% | 100.0% | 99.2% | - 0.8% |
| New Listings | 0 | 1 | -- | 8 | 6 | - 25.0% |

* 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



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