

Local Market Update – February 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Essex County

Single-Family Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	356	373	+ 4.8%	665	762	+ 14.6%
Closed Sales	280	291	+ 3.9%	683	650	- 4.8%
Median Sales Price*	\$400,000	\$445,000	+ 11.3%	\$419,000	\$444,000	+ 6.0%
Inventory of Homes for Sale	859	783	- 8.8%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--
Cumulative Days on Market Until Sale	72	70	- 2.8%	66	68	+ 3.0%
Percent of Original List Price Received*	96.4%	96.4%	0.0%	96.8%	95.7%	- 1.1%
New Listings	474	455	- 4.0%	787	851	+ 8.1%

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

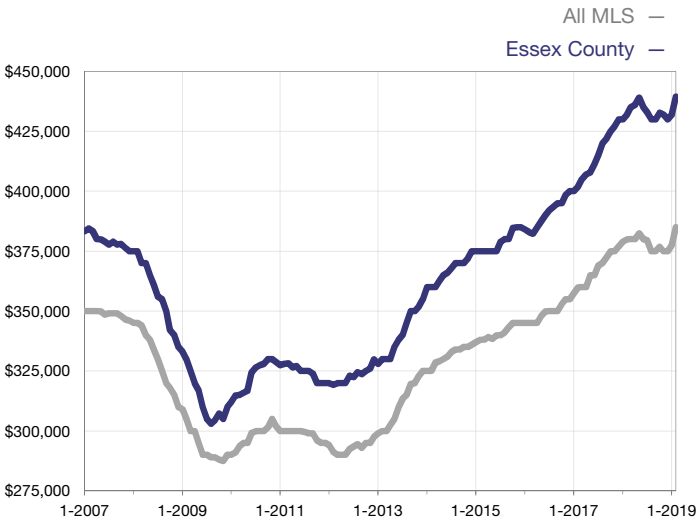
Condominium Properties

Key Metrics	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	183	211	+ 15.3%	379	407	+ 7.4%
Closed Sales	150	144	- 4.0%	317	290	- 8.5%
Median Sales Price*	\$261,250	\$272,500	+ 4.3%	\$286,000	\$289,950	+ 1.4%
Inventory of Homes for Sale	341	368	+ 7.9%	--	--	--
Months Supply of Inventory	1.4	1.6	+ 14.3%	--	--	--
Cumulative Days on Market Until Sale	63	63	0.0%	57	60	+ 5.3%
Percent of Original List Price Received*	98.8%	96.6%	- 2.2%	98.4%	97.3%	- 1.1%
New Listings	210	237	+ 12.9%	427	465	+ 8.9%

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

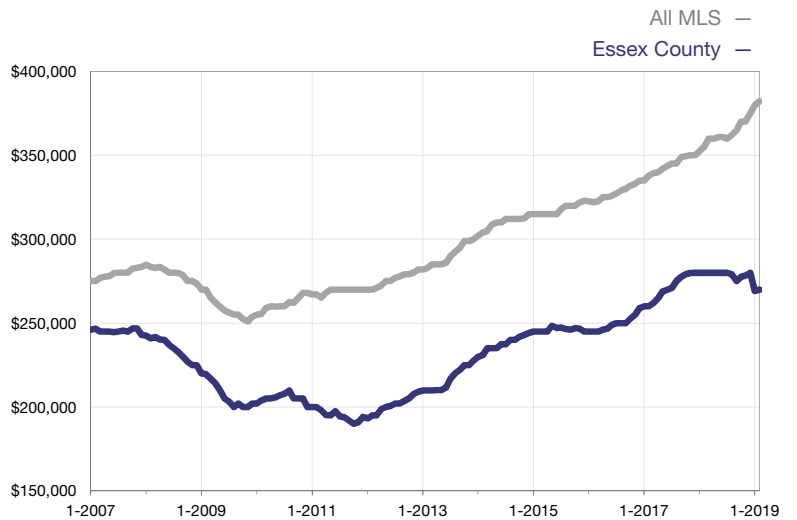
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

