

## Comparison Between March 2017 and March 2018

| Essex County Single Family Sales |                   |               |                      |                   |                     |  |  |  |
|----------------------------------|-------------------|---------------|----------------------|-------------------|---------------------|--|--|--|
| Period                           | Homes<br>For Sale | Homes<br>Sold | Median<br>Sale Price | Days On<br>Market | Inventory<br>Months |  |  |  |
| March 2018                       | 1,430             | 335           | \$433,000            | 61                | 2.8                 |  |  |  |
| March 2017                       | 1,845             | 388           | \$416,075            | 62                | 3.1                 |  |  |  |
| Change                           | -22.5%            | -13.7%        | 14.1%                | -1.6%             |                     |  |  |  |

| Essex County Condo Sales |                    |                |                      |                   |                     |  |  |  |
|--------------------------|--------------------|----------------|----------------------|-------------------|---------------------|--|--|--|
| Period                   | Condos<br>For Sale | Condos<br>Sold | Median<br>Sale Price | Days On<br>Market | Inventory<br>Months |  |  |  |
| March 2018               | 687                | 200            | \$263,750            | 49                | 2                   |  |  |  |
| March 2017               | 854                | 239            | \$264,900            | 65                | 2.4                 |  |  |  |
| Change                   | -19.6%             | -16.3%         | -0.4%                | -24.6%            |                     |  |  |  |

**To view all Essex County towns,** <a href="http://findahomeinma.com/Properties/Reports/Public/Charts.php">http://findahomeinma.com/Properties/Reports/Public/Charts.php</a> Source: MLSPIN data as of March. 12, 2018 via <a href="mailto:imaxWebSolutions.com">imaxWebSolutions.com</a>

## Essex County Single Family Sales Selected Towns

| Period                      | # For Sale | # Sold | Median Sale \$ | Days On Market | Inventory<br>Months |  |  |  |
|-----------------------------|------------|--------|----------------|----------------|---------------------|--|--|--|
| Beverly Single Family Sales |            |        |                |                |                     |  |  |  |
| March 2018                  | 59         | 22     | \$447,500      | 66             | 1.8                 |  |  |  |
| March 2017                  | 89         | 19     | \$439,000      | 28             | 3                   |  |  |  |
| Change                      | -33.7%     | 15.8%  | 1.9%           | 135.7%         |                     |  |  |  |

|            | Da     | anvers Sin | gle Family | Sales |     |
|------------|--------|------------|------------|-------|-----|
| March 2018 | 41     | 11         | \$400,000  | 38    | 2.1 |
| March 2017 | 51     | 14         | \$430,000  | 41    | 2.2 |
| Change     | -19.6% | -21.4%     | 7%         | -7.3% |     |

| Gloucester Single Family Sales |       |        |           |       |     |  |  |  |
|--------------------------------|-------|--------|-----------|-------|-----|--|--|--|
| March 2018                     | 65    | 8      | \$334,500 | 90    | 6.3 |  |  |  |
| March 2017                     | 70    | 15     | \$462,500 | 99    | 3.5 |  |  |  |
| Change                         | -7.1% | -46.7% | -27.7%    | -9.1% |     |  |  |  |

|            | L      | ynn Sing | le Family S | Sales |     |
|------------|--------|----------|-------------|-------|-----|
| March 2018 | 101    | 38       | \$328,250   | 62    | 1.5 |
| March 2017 | 133    | 36       | \$289,000   | 51    | 2.2 |
| Change     | -24.1% | 5.6%     | 13.6%       | 21.6% |     |

|            | Mar    | blehead S | ingle Fami | ly Sales |            |
|------------|--------|-----------|------------|----------|------------|
| March 2018 | 54     | 7         | \$820,000  | 164      | 5.1 months |
| March 2017 | 94     | 11        | \$605,000  | 73       | 5.5        |
| Change     | -42.6% | -36.4%    | 35.5%      | 124.7%   |            |

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## Essex County Single Family Sales Selected Towns

| Period     | # For Sale                      | # Sold | Median Sale \$ | Days On Market | Inventory<br>Months |  |  |  |  |
|------------|---------------------------------|--------|----------------|----------------|---------------------|--|--|--|--|
|            | Newburyport Single Family Sales |        |                |                |                     |  |  |  |  |
| March 2018 | 62                              | 11     | \$695,000      | 65             | 3.8                 |  |  |  |  |
| March 2017 | 83                              | 14     | \$651,250      | 116            | 4.1                 |  |  |  |  |
| Change     | -25.3%                          | -21.4% | 6.7%           | -44%           |                     |  |  |  |  |

| Peabody Single Family Sales |        |    |           |        |     |  |  |  |
|-----------------------------|--------|----|-----------|--------|-----|--|--|--|
| March 2018                  | 68     | 20 | \$442,000 | 31     | 1.7 |  |  |  |
| March 2017                  | 92     | 20 | \$364,450 | 45     | 2.5 |  |  |  |
| Change                      | -26.1% | 0% | 21.3%     | -31.1% |     |  |  |  |

|            | S      | alem Sin | gle Family \$ | Sales  |     |
|------------|--------|----------|---------------|--------|-----|
| March 2018 | 39     | 15       | \$433,000     | 27     | 1.5 |
| March 2017 | 46     | 12       | \$332,500     | 42     | 2.2 |
| Change     | -15.2% | 25%      | 30.2%         | -35.7% |     |

| Saugus Single Family Sales |       |        |           |        |     |  |  |
|----------------------------|-------|--------|-----------|--------|-----|--|--|
| March 2018                 | 43    | 15     | \$450,000 | 42     | 1.8 |  |  |
| March 2017                 | 45    | 24     | \$402,500 | 58     | 1   |  |  |
| Change                     | -4.4% | -37.5% | 11.8%     | -27.6% |     |  |  |

| Swampscott Single Family Sales |        |        |           |       |     |  |  |
|--------------------------------|--------|--------|-----------|-------|-----|--|--|
| March 2018                     | 37     | 7      | \$606,000 | 81    | 3.7 |  |  |
| March 2017                     | 51     | 9      | \$524,000 | 41    | 4   |  |  |
| Change                         | -27.5% | -22.2% | 15.6%     | 97.6% |     |  |  |

**To view all Essex County towns,** <a href="http://findahomeinma.com/Properties/Reports/Public/Charts.php">http://findahomeinma.com/Properties/Reports/Public/Charts.php</a>
Source: MLSPIN data as of April 19, 2018 via <a href="mailto:iMaxWebSolutions.com">iMaxWebSolutions.com</a>