

# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 14.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 9.2%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 25.0%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	142	119	- 16.2%	304	301	- 1.0%
Closed Sales	72	79	+ 9.7%	229	244	+ 6.6%
Median Sales Price*	\$164,750	<b>\$183,100</b>	+ 11.1%	\$185,000	<b>\$190,125</b>	+ 2.8%
Inventory of Homes for Sale	1,132	804	- 29.0%	--	--	--
Months Supply of Inventory	10.5	6.9	- 34.1%	--	--	--
Cumulative Days on Market Until Sale	136	114	- 16.2%	154	131	- 15.2%
Percent of Original List Price Received*	90.8%	90.2%	- 0.8%	88.8%	88.4%	- 0.5%
New Listings	223	180	- 19.3%	494	402	- 18.6%

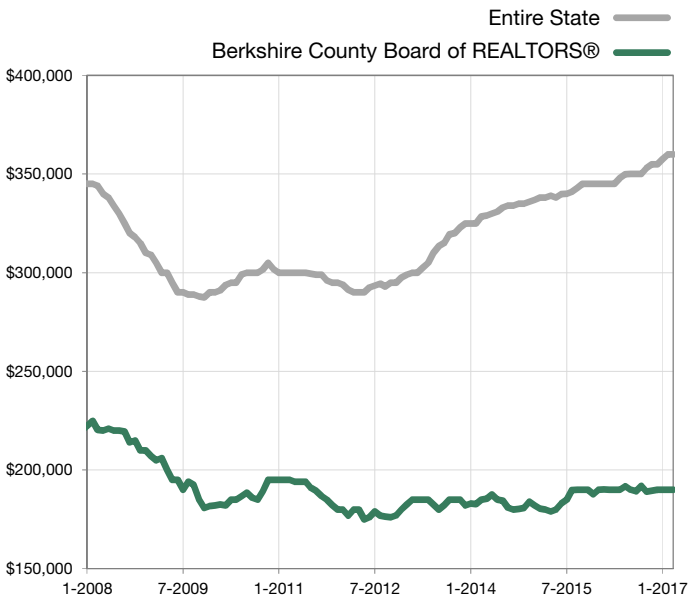
### Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	16	+ 77.8%	17	28	+ 64.7%
Closed Sales	4	8	+ 100.0%	11	17	+ 54.5%
Median Sales Price*	\$163,750	<b>\$162,500</b>	- 0.8%	\$177,500	<b>\$193,900</b>	+ 9.2%
Inventory of Homes for Sale	138	148	+ 7.2%	--	--	--
Months Supply of Inventory	13.1	15.6	+ 18.5%	--	--	--
Cumulative Days on Market Until Sale	117	161	+ 37.9%	137	177	+ 29.5%
Percent of Original List Price Received*	93.8%	86.5%	- 7.7%	90.1%	91.0%	+ 0.9%
New Listings	17	19	+ 11.8%	42	40	- 4.8%

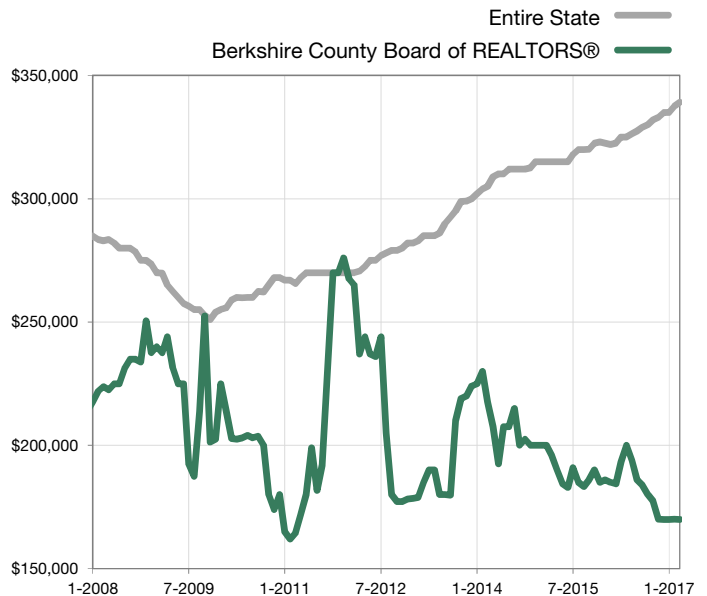
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Cape Cod & Islands Association of REALTORS®, Inc.

**+ 1.6%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 9.5%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 32.7%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	547	<b>634</b>	+ 15.9%	1,284	<b>1,387</b>	+ 8.0%
Closed Sales	402	<b>417</b>	+ 3.7%	1,028	<b>1,047</b>	+ 1.8%
Median Sales Price*	\$345,000	<b>\$379,000</b>	+ 9.9%	\$340,000	<b>\$368,500</b>	+ 8.4%
Inventory of Homes for Sale	3,798	<b>2,579</b>	- 32.1%	--	--	--
Months Supply of Inventory	8.2	<b>5.1</b>	- 37.2%	--	--	--
Cumulative Days on Market Until Sale	173	<b>137</b>	- 20.7%	171	<b>134</b>	- 21.6%
Percent of Original List Price Received*	92.4%	<b>93.5%</b>	+ 1.1%	91.6%	<b>92.9%</b>	+ 1.4%
New Listings	960	<b>797</b>	- 17.0%	2,126	<b>1,832</b>	- 13.8%

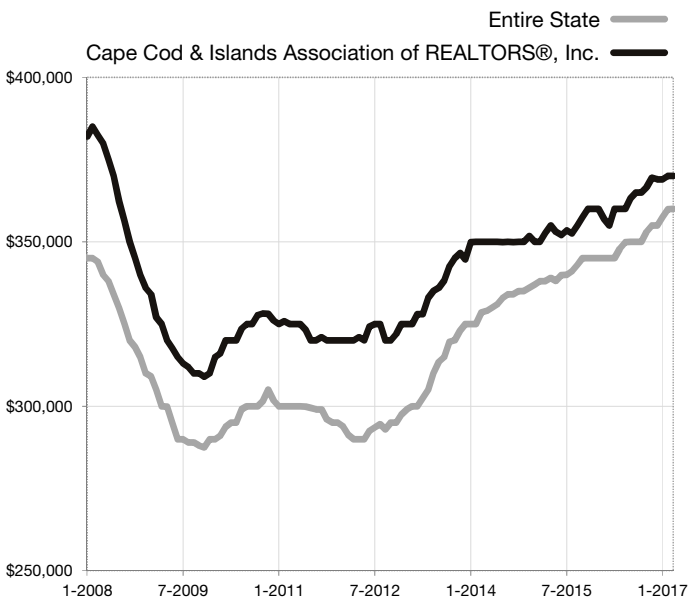
### Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	111	<b>128</b>	+ 15.3%	257	<b>286</b>	+ 11.3%
Closed Sales	94	<b>87</b>	- 7.4%	244	<b>205</b>	- 16.0%
Median Sales Price*	\$210,000	<b>\$225,000</b>	+ 7.1%	\$250,000	<b>\$240,000</b>	- 4.0%
Inventory of Homes for Sale	823	<b>533</b>	- 35.2%	--	--	--
Months Supply of Inventory	7.4	<b>5.2</b>	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	137	<b>120</b>	- 12.7%	164	<b>141</b>	- 14.1%
Percent of Original List Price Received*	94.9%	<b>97.5%</b>	+ 2.7%	94.3%	<b>94.9%</b>	+ 0.7%
New Listings	201	<b>147</b>	- 26.9%	462	<b>347</b>	- 24.9%

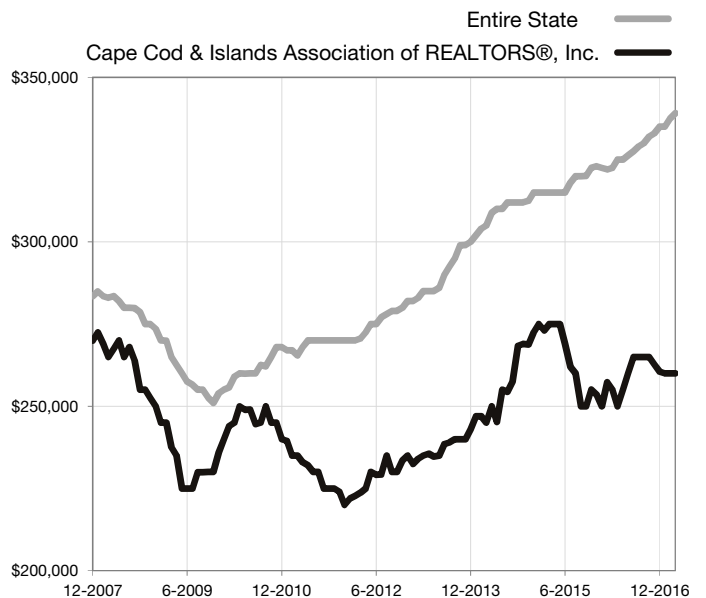
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,429	<b>1,428</b>	- 0.1%	2,994	<b>3,040</b>	+ 1.5%
Closed Sales	779	<b>830</b>	+ 6.5%	2,211	<b>2,180</b>	- 1.4%
Median Sales Price*	\$472,500	<b>\$552,663</b>	+ 17.0%	\$490,000	<b>\$525,000</b>	+ 7.1%
Inventory of Homes for Sale	2,877	<b>1,916</b>	- 33.4%	--	--	--
Months Supply of Inventory	2.4	<b>1.6</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	86	<b>75</b>	- 12.8%	86	<b>74</b>	- 14.0%
Percent of Original List Price Received*	97.7%	<b>97.9%</b>	+ 0.2%	96.4%	<b>97.0%</b>	+ 0.6%
New Listings	2,168	<b>1,888</b>	- 12.9%	4,197	<b>3,819</b>	- 9.0%

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

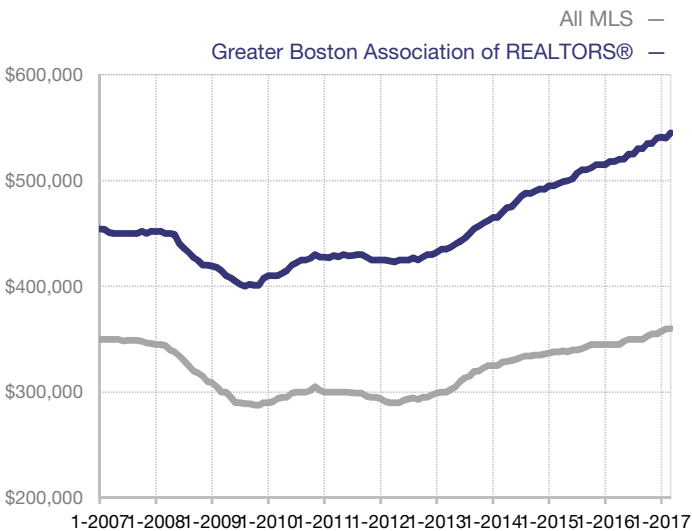
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,126	<b>1,189</b>	+ 5.6%	2,594	<b>2,617</b>	+ 0.9%
Closed Sales	756	<b>809</b>	+ 7.0%	1,833	<b>1,899</b>	+ 3.6%
Median Sales Price*	\$478,750	<b>\$520,000</b>	+ 8.6%	\$460,000	<b>\$510,000</b>	+ 10.9%
Inventory of Homes for Sale	1,662	<b>1,206</b>	- 27.4%	--	--	--
Months Supply of Inventory	1.8	<b>1.3</b>	- 27.8%	--	--	--
Cumulative Days on Market Until Sale	63	<b>50</b>	- 20.6%	63	<b>51</b>	- 19.0%
Percent of Original List Price Received*	99.7%	<b>100.2%</b>	+ 0.5%	98.7%	<b>99.2%</b>	+ 0.5%
New Listings	1,544	<b>1,440</b>	- 6.7%	3,287	<b>3,128</b>	- 4.8%

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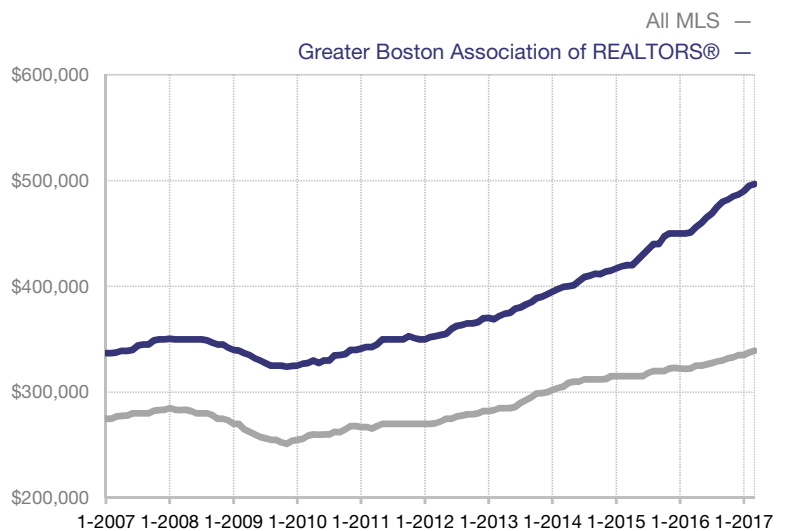
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**- 27.2%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 8.9%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 28.8%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	101	111	+ 9.9%	259	245	- 5.4%
Closed Sales	82	54	- 34.1%	205	178	- 13.2%
Median Sales Price*	\$235,500	<b>\$269,900</b>	+ 14.6%	\$237,500	<b>\$252,500</b>	+ 6.3%
Inventory of Homes for Sale	418	295	- 29.4%	--	--	--
Months Supply of Inventory	5.0	3.3	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	107	90	- 15.6%	121	92	- 24.4%
Percent of Original List Price Received*	94.4%	<b>96.1%</b>	+ 1.7%	93.1%	<b>95.6%</b>	+ 2.7%
New Listings	118	129	+ 9.3%	313	293	- 6.4%

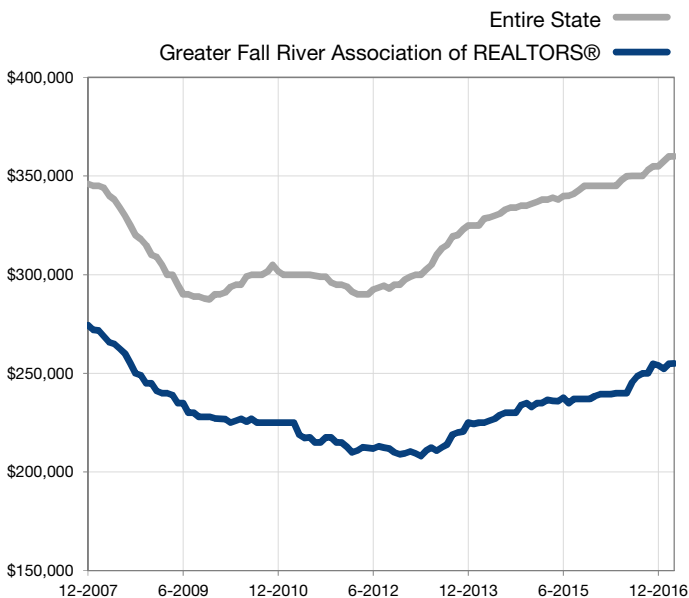
### Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	11	+ 57.1%	33	35	+ 6.1%
Closed Sales	10	13	+ 30.0%	23	25	+ 8.7%
Median Sales Price*	\$115,250	<b>\$160,000</b>	+ 38.8%	\$110,000	<b>\$180,000</b>	+ 63.6%
Inventory of Homes for Sale	54	41	- 24.1%	--	--	--
Months Supply of Inventory	7.2	4.3	- 40.6%	--	--	--
Cumulative Days on Market Until Sale	187	93	- 50.3%	162	101	- 37.4%
Percent of Original List Price Received*	95.2%	<b>95.9%</b>	+ 0.7%	88.8%	<b>95.1%</b>	+ 7.1%
New Listings	12	9	- 25.0%	39	35	- 10.3%

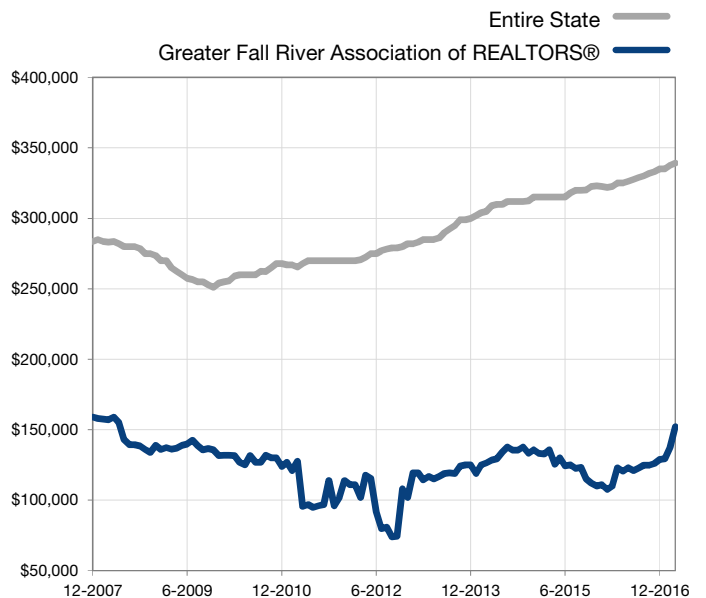
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Greater Newburyport Association of REALTORS®

**+ 23.4%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 11.1%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 38.0%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	55	<b>73</b>	+ 32.7%	134	<b>159</b>	+ 18.7%
Closed Sales	42	<b>51</b>	+ 21.4%	108	<b>126</b>	+ 16.7%
Median Sales Price*	\$452,000	<b>\$405,000</b>	- 10.4%	\$377,889	<b>\$415,000</b>	+ 9.8%
Inventory of Homes for Sale	252	<b>147</b>	- 41.7%	--	--	--
Months Supply of Inventory	4.1	<b>2.3</b>	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	130	<b>92</b>	- 29.2%	121	<b>102</b>	- 16.0%
Percent of Original List Price Received*	93.3%	<b>96.5%</b>	+ 3.4%	92.1%	<b>95.2%</b>	+ 3.3%
New Listings	128	<b>108</b>	- 15.6%	257	<b>214</b>	- 16.7%

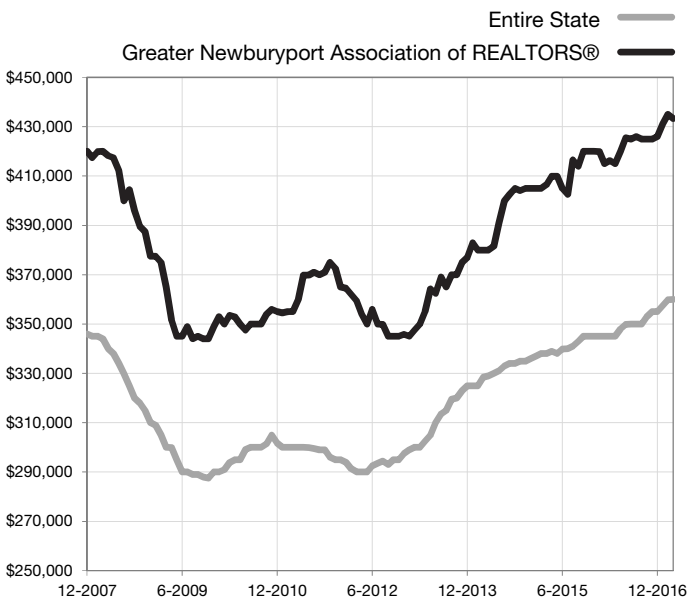
### Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	42	<b>45</b>	+ 7.1%	89	<b>87</b>	- 2.2%
Closed Sales	22	<b>28</b>	+ 27.3%	70	<b>60</b>	- 14.3%
Median Sales Price*	\$232,450	<b>\$314,275</b>	+ 35.2%	\$287,750	<b>\$300,000</b>	+ 4.3%
Inventory of Homes for Sale	101	<b>72</b>	- 28.7%	--	--	--
Months Supply of Inventory	2.8	<b>2.1</b>	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	89	<b>60</b>	- 32.9%	97	<b>76</b>	- 21.4%
Percent of Original List Price Received*	96.2%	<b>97.8%</b>	+ 1.7%	95.5%	<b>96.7%</b>	+ 1.3%
New Listings	51	<b>53</b>	+ 3.9%	124	<b>121</b>	- 2.4%

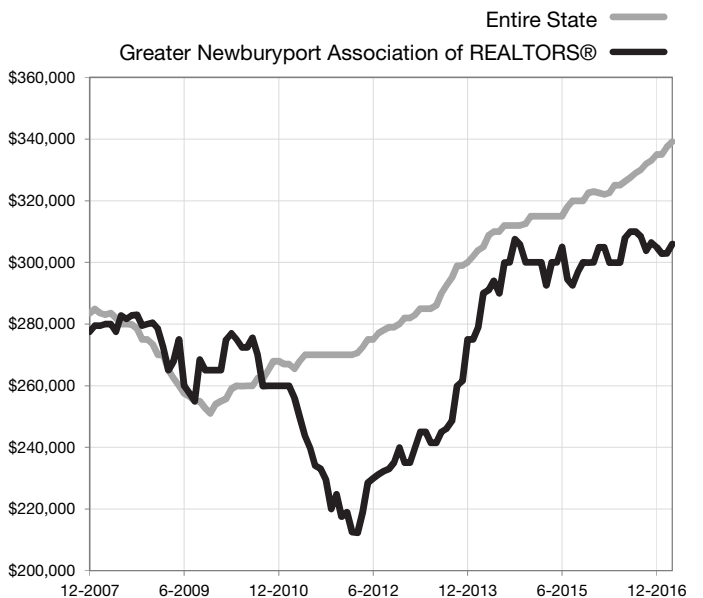
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**+ 20.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**- 2.7%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 35.4%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	279	<b>301</b>	+ 7.9%	624	<b>693</b>	+ 11.1%
Closed Sales	160	<b>181</b>	+ 13.1%	487	<b>498</b>	+ 2.3%
Median Sales Price*	\$227,250	<b>\$228,900</b>	+ 0.7%	\$220,000	<b>\$217,575</b>	- 1.1%
Inventory of Homes for Sale	912	<b>585</b>	- 35.9%	--	--	--
Months Supply of Inventory	4.1	<b>2.5</b>	- 39.9%	--	--	--
Cumulative Days on Market Until Sale	121	<b>110</b>	- 8.6%	122	<b>99</b>	- 18.9%
Percent of Original List Price Received*	94.4%	<b>95.1%</b>	+ 0.8%	94.3%	<b>94.9%</b>	+ 0.6%
New Listings	390	<b>385</b>	- 1.3%	836	<b>770</b>	- 7.9%

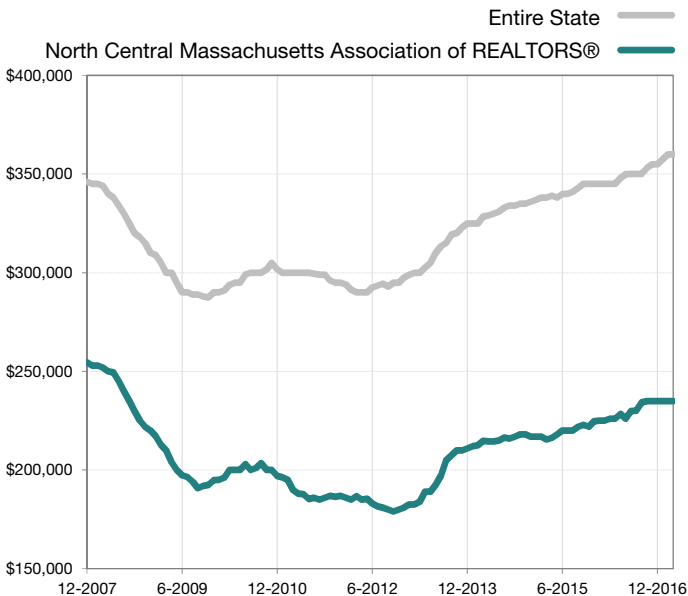
### Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	34	<b>58</b>	+ 70.6%	80	<b>116</b>	+ 45.0%
Closed Sales	16	<b>31</b>	+ 93.8%	55	<b>75</b>	+ 36.4%
Median Sales Price*	\$144,125	<b>\$160,000</b>	+ 11.0%	\$159,000	<b>\$151,340</b>	- 4.8%
Inventory of Homes for Sale	141	<b>95</b>	- 32.6%	--	--	--
Months Supply of Inventory	4.8	<b>2.8</b>	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	126	<b>107</b>	- 14.8%	100	<b>105</b>	+ 5.2%
Percent of Original List Price Received*	93.4%	<b>95.1%</b>	+ 1.8%	94.4%	<b>96.2%</b>	+ 1.9%
New Listings	62	<b>46</b>	- 25.8%	120	<b>136</b>	+ 13.3%

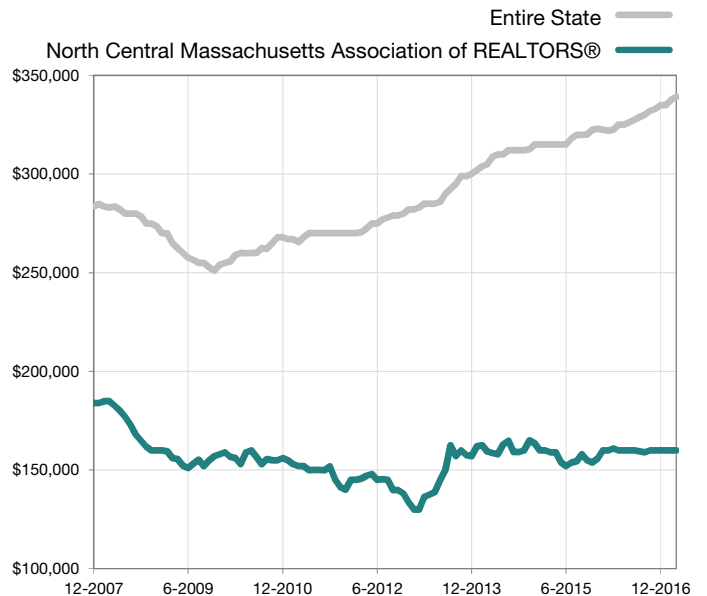
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 18.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 2.5%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 38.0%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	359	<b>385</b>	+ 7.2%	845	<b>853</b>	+ 0.9%
Closed Sales	237	<b>252</b>	+ 6.3%	673	<b>704</b>	+ 4.6%
Median Sales Price*	\$372,000	<b>\$415,000</b>	+ 11.6%	\$365,000	<b>\$399,000</b>	+ 9.3%
Inventory of Homes for Sale	837	<b>524</b>	- 37.4%	--	--	--
Months Supply of Inventory	2.4	<b>1.5</b>	- 37.6%	--	--	--
Cumulative Days on Market Until Sale	95	<b>67</b>	- 29.4%	104	<b>63</b>	- 39.4%
Percent of Original List Price Received*	96.3%	<b>97.6%</b>	+ 1.3%	94.9%	<b>96.6%</b>	+ 1.8%
New Listings	515	<b>446</b>	- 13.4%	1,061	<b>962</b>	- 9.3%

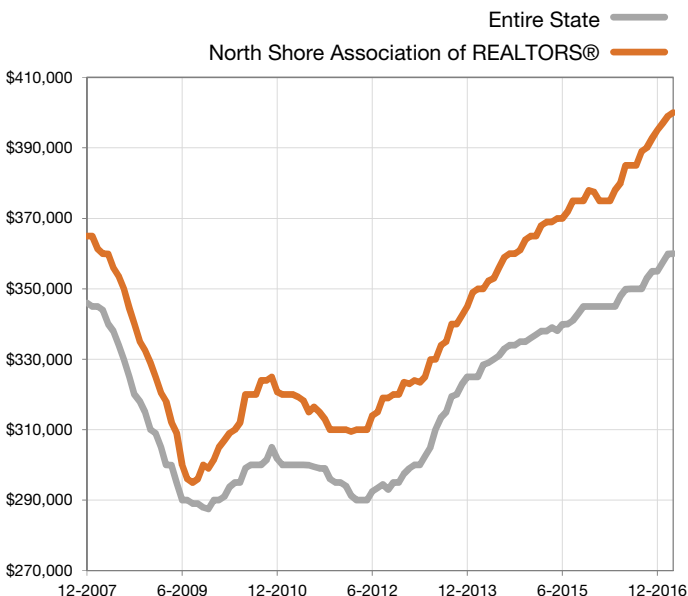
### Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	186	<b>189</b>	+ 1.6%	412	<b>450</b>	+ 9.2%
Closed Sales	115	<b>165</b>	+ 43.5%	310	<b>387</b>	+ 24.8%
Median Sales Price*	\$257,000	<b>\$265,000</b>	+ 3.1%	\$236,500	<b>\$283,500</b>	+ 19.9%
Inventory of Homes for Sale	370	<b>224</b>	- 39.5%	--	--	--
Months Supply of Inventory	2.4	<b>1.4</b>	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	101	<b>70</b>	- 31.0%	103	<b>68</b>	- 34.3%
Percent of Original List Price Received*	96.4%	<b>98.3%</b>	+ 2.1%	95.4%	<b>97.7%</b>	+ 2.4%
New Listings	240	<b>204</b>	- 15.0%	492	<b>496</b>	+ 0.8%

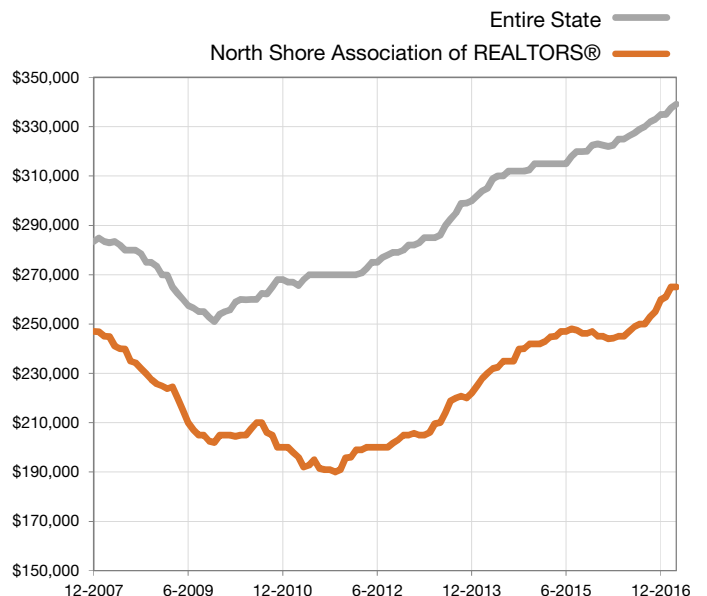
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 0.9%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 8.7%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 37.6%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	379	<b>361</b>	- 4.7%	879	<b>812</b>	- 7.6%
Closed Sales	243	<b>233</b>	- 4.1%	691	<b>632</b>	- 8.5%
Median Sales Price*	\$350,000	<b>\$376,000</b>	+ 7.4%	\$345,000	<b>\$376,750</b>	+ 9.2%
Inventory of Homes for Sale	723	<b>470</b>	- 35.0%	--	--	--
Months Supply of Inventory	2.3	<b>1.4</b>	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	95	<b>76</b>	- 19.7%	100	<b>71</b>	- 29.4%
Percent of Original List Price Received*	96.6%	<b>98.4%</b>	+ 1.9%	95.8%	<b>97.9%</b>	+ 2.2%
New Listings	485	<b>419</b>	- 13.6%	1,070	<b>943</b>	- 11.9%

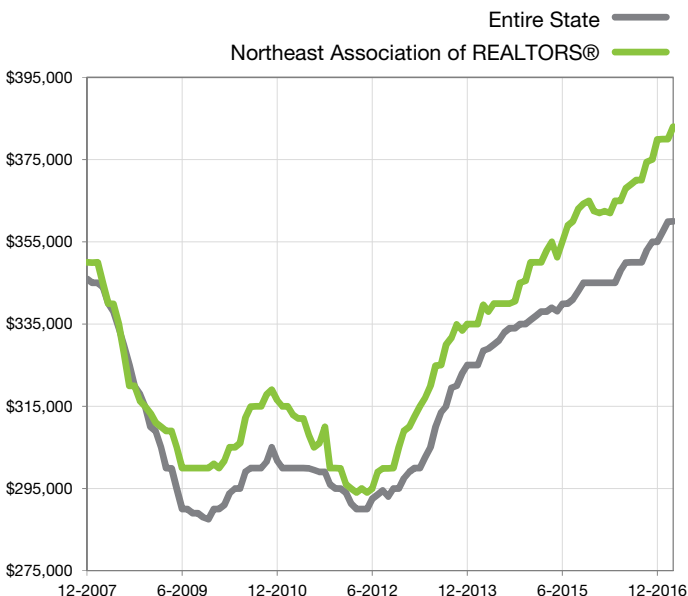
### Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	136	<b>180</b>	+ 32.4%	340	<b>374</b>	+ 10.0%
Closed Sales	96	<b>109</b>	+ 13.5%	271	<b>301</b>	+ 11.1%
Median Sales Price*	\$225,000	<b>\$210,000</b>	- 6.7%	\$215,000	<b>\$203,500</b>	- 5.3%
Inventory of Homes for Sale	290	<b>162</b>	- 44.1%	--	--	--
Months Supply of Inventory	2.3	<b>1.2</b>	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	75	<b>60</b>	- 20.1%	83	<b>54</b>	- 34.5%
Percent of Original List Price Received*	96.7%	<b>99.8%</b>	+ 3.1%	96.3%	<b>98.7%</b>	+ 2.5%
New Listings	199	<b>191</b>	- 4.0%	436	<b>431</b>	- 1.1%

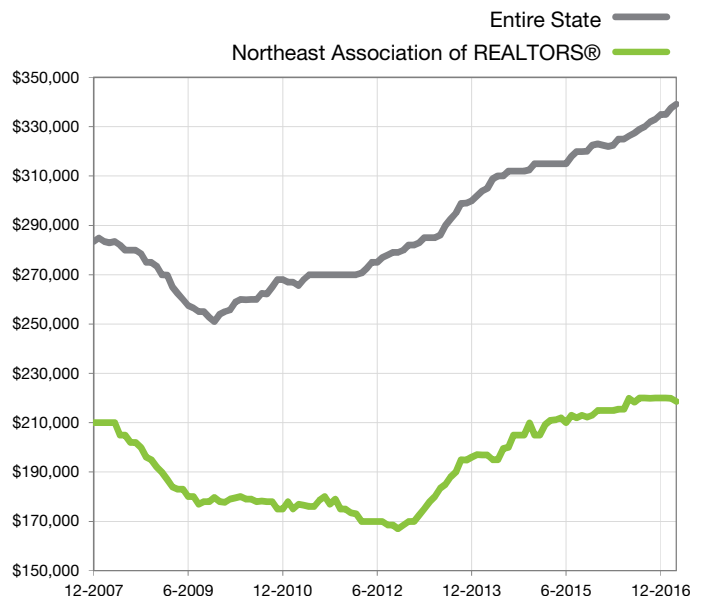
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.



# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 4.1%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 2.9%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 39.9%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	611	<b>685</b>	+ 12.1%	1,452	<b>1,521</b>	+ 4.8%
Closed Sales	410	<b>379</b>	- 7.6%	1,095	<b>1,079</b>	- 1.5%
Median Sales Price*	\$260,500	<b>\$270,000</b>	+ 3.6%	\$249,900	<b>\$262,122</b>	+ 4.9%
Inventory of Homes for Sale	1,945	<b>1,147</b>	- 41.0%	--	--	--
Months Supply of Inventory	3.9	<b>2.1</b>	- 46.1%	--	--	--
Cumulative Days on Market Until Sale	125	<b>82</b>	- 34.6%	123	<b>82</b>	- 33.6%
Percent of Original List Price Received*	94.3%	<b>96.6%</b>	+ 2.4%	94.0%	<b>95.9%</b>	+ 2.1%
New Listings	968	<b>830</b>	- 14.3%	1,956	<b>1,796</b>	- 8.2%

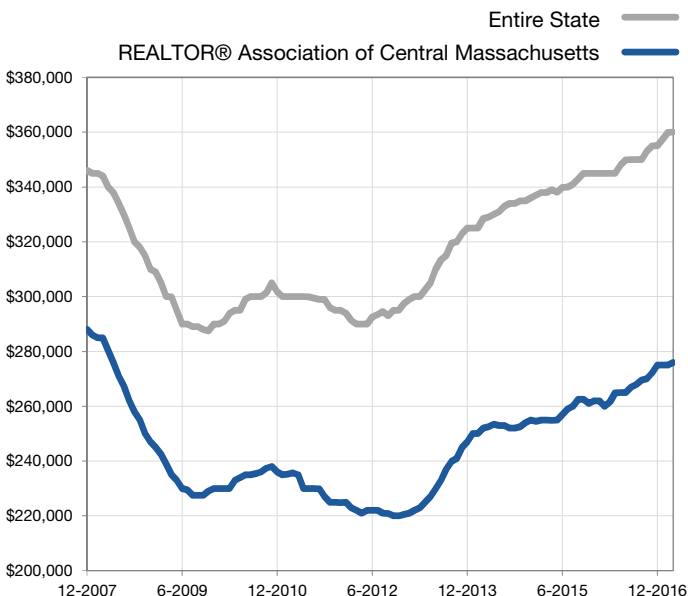
### Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	141	<b>181</b>	+ 28.4%	370	<b>396</b>	+ 7.0%
Closed Sales	102	<b>112</b>	+ 9.8%	269	<b>299</b>	+ 11.2%
Median Sales Price*	\$197,500	<b>\$172,000</b>	- 12.9%	\$203,400	<b>\$191,450</b>	- 5.9%
Inventory of Homes for Sale	431	<b>280</b>	- 35.0%	--	--	--
Months Supply of Inventory	3.6	<b>2.1</b>	- 40.9%	--	--	--
Cumulative Days on Market Until Sale	124	<b>72</b>	- 41.7%	117	<b>80</b>	- 31.9%
Percent of Original List Price Received*	96.7%	<b>96.0%</b>	- 0.7%	95.7%	<b>96.2%</b>	+ 0.5%
New Listings	210	<b>211</b>	+ 0.5%	497	<b>469</b>	- 5.6%

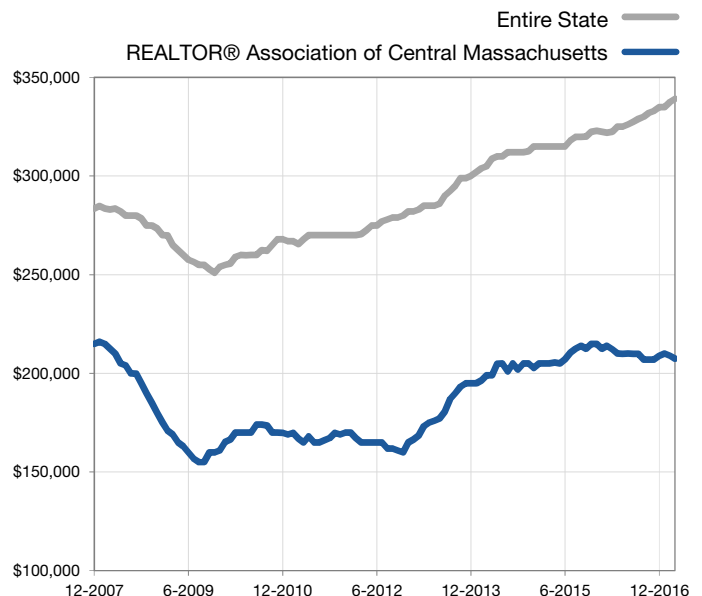
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 5.9%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 1.2%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 35.8%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	551	<b>596</b>	+ 8.2%	1,319	<b>1,347</b>	+ 2.1%
Closed Sales	393	<b>416</b>	+ 5.9%	1,039	<b>996</b>	- 4.1%
Median Sales Price*	\$184,900	<b>\$188,000</b>	+ 1.7%	\$180,000	<b>\$187,500</b>	+ 4.2%
Inventory of Homes for Sale	2,230	<b>1,431</b>	- 35.8%	--	--	--
Months Supply of Inventory	4.9	<b>2.9</b>	- 40.2%	--	--	--
Cumulative Days on Market Until Sale	144	<b>100</b>	- 30.3%	139	<b>101</b>	- 27.1%
Percent of Original List Price Received*	92.3%	<b>94.0%</b>	+ 1.9%	92.1%	<b>93.9%</b>	+ 1.9%
New Listings	840	<b>684</b>	- 18.6%	1,819	<b>1,621</b>	- 10.9%

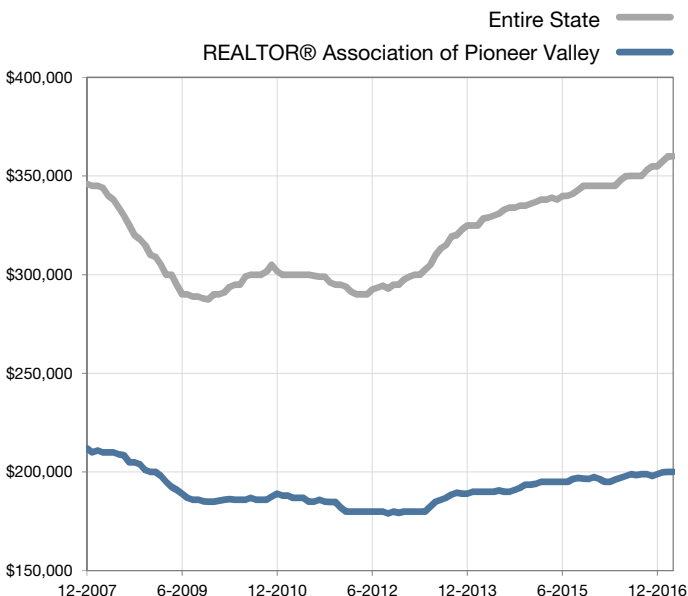
### Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	81	<b>77</b>	- 4.9%	197	<b>181</b>	- 8.1%
Closed Sales	65	<b>69</b>	+ 6.2%	157	<b>164</b>	+ 4.5%
Median Sales Price*	\$148,500	<b>\$145,000</b>	- 2.4%	\$153,500	<b>\$146,500</b>	- 4.6%
Inventory of Homes for Sale	392	<b>252</b>	- 35.7%	--	--	--
Months Supply of Inventory	5.5	<b>3.5</b>	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	136	<b>137</b>	+ 0.7%	147	<b>139</b>	- 5.0%
Percent of Original List Price Received*	94.6%	<b>95.9%</b>	+ 1.4%	94.5%	<b>94.3%</b>	- 0.2%
New Listings	114	<b>103</b>	- 9.6%	261	<b>241</b>	- 7.7%

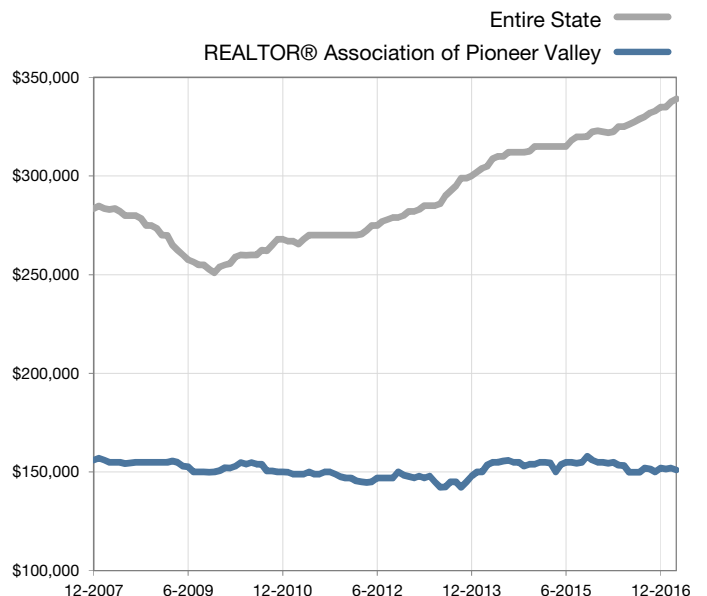
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**+ 1.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 5.9%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 40.5%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	467	<b>505</b>	+ 8.1%	1,117	<b>1,198</b>	+ 7.3%
Closed Sales	354	<b>348</b>	- 1.7%	875	<b>925</b>	+ 5.7%
Median Sales Price*	\$274,900	<b>\$281,000</b>	+ 2.2%	\$260,000	<b>\$275,000</b>	+ 5.8%
Inventory of Homes for Sale	1,518	<b>928</b>	- 38.9%	--	--	--
Months Supply of Inventory	4.0	<b>2.2</b>	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	105	<b>75</b>	- 28.8%	108	<b>74</b>	- 31.8%
Percent of Original List Price Received*	95.6%	<b>97.9%</b>	+ 2.4%	94.8%	<b>97.0%</b>	+ 2.3%
New Listings	654	<b>563</b>	- 13.9%	1,501	<b>1,391</b>	- 7.3%

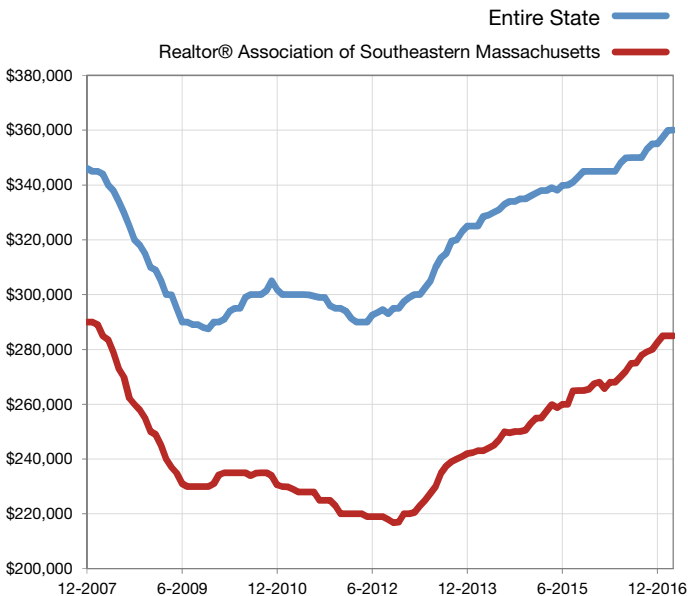
### Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	79	<b>90</b>	+ 13.9%	183	<b>225</b>	+ 23.0%
Closed Sales	58	<b>68</b>	+ 17.2%	166	<b>159</b>	- 4.2%
Median Sales Price*	\$176,000	<b>\$192,500</b>	+ 9.4%	\$180,000	<b>\$190,000</b>	+ 5.6%
Inventory of Homes for Sale	232	<b>113</b>	- 51.3%	--	--	--
Months Supply of Inventory	3.7	<b>1.7</b>	- 55.0%	--	--	--
Cumulative Days on Market Until Sale	98	<b>62</b>	- 36.9%	104	<b>64</b>	- 38.7%
Percent of Original List Price Received*	95.6%	<b>98.3%</b>	+ 2.8%	95.5%	<b>98.1%</b>	+ 2.7%
New Listings	114	<b>101</b>	- 11.4%	268	<b>242</b>	- 9.7%

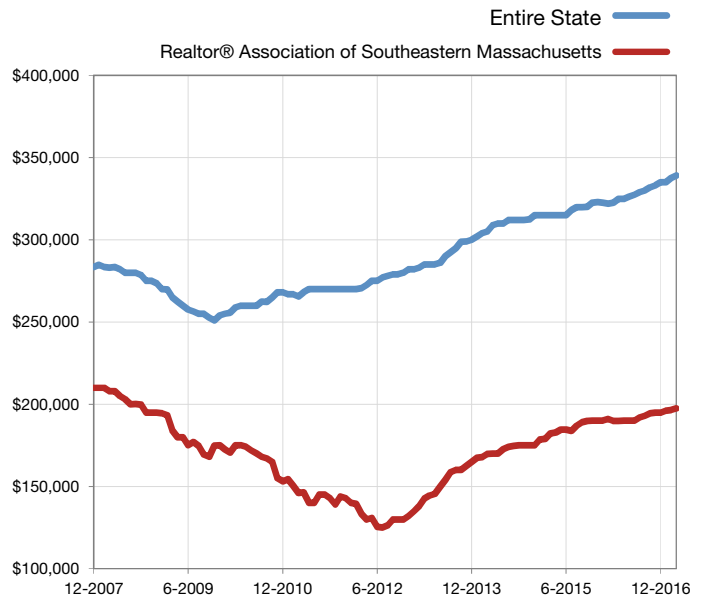
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Resources. Relationships. Results.

## South Shore REALTORS®

**+ 3.7%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 8.0%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 23.7%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	575	<b>571</b>	- 0.7%	1,287	<b>1,297</b>	+ 0.8%
Closed Sales	369	<b>380</b>	+ 3.0%	955	<b>1,001</b>	+ 4.8%
Median Sales Price*	\$349,000	<b>\$379,000</b>	+ 8.6%	\$350,000	<b>\$385,000</b>	+ 10.0%
Inventory of Homes for Sale	1,491	<b>1,083</b>	- 27.4%	--	--	--
Months Supply of Inventory	3.1	<b>2.2</b>	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	116	<b>82</b>	- 29.3%	111	<b>83</b>	- 25.7%
Percent of Original List Price Received*	94.7%	<b>97.5%</b>	+ 2.9%	94.7%	<b>96.2%</b>	+ 1.7%
New Listings	856	<b>755</b>	- 11.8%	1,743	<b>1,648</b>	- 5.5%

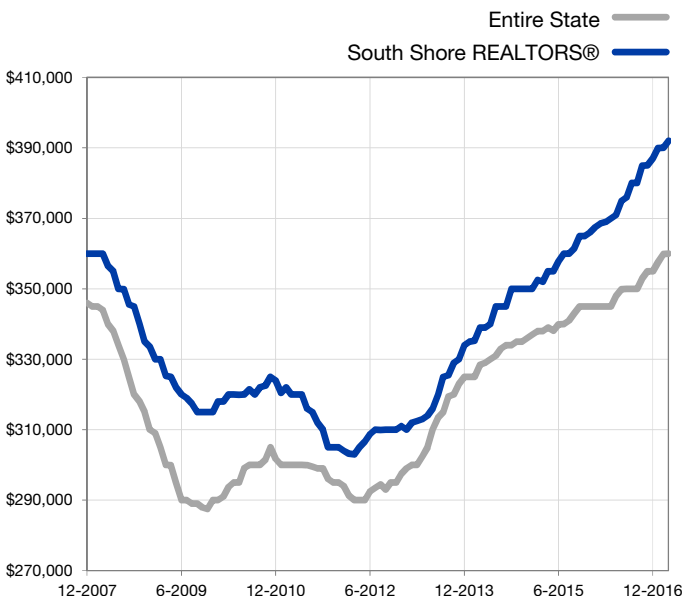
### Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	155	<b>215</b>	+ 38.7%	365	<b>494</b>	+ 35.3%
Closed Sales	118	<b>125</b>	+ 5.9%	304	<b>321</b>	+ 5.6%
Median Sales Price*	\$249,250	<b>\$265,000</b>	+ 6.3%	\$248,000	<b>\$274,000</b>	+ 10.5%
Inventory of Homes for Sale	392	<b>354</b>	- 9.7%	--	--	--
Months Supply of Inventory	2.7	<b>2.5</b>	- 7.6%	--	--	--
Cumulative Days on Market Until Sale	100	<b>64</b>	- 36.3%	94	<b>69</b>	- 26.8%
Percent of Original List Price Received*	97.5%	<b>98.6%</b>	+ 1.1%	97.0%	<b>97.3%</b>	+ 0.4%
New Listings	231	<b>263</b>	+ 13.9%	500	<b>620</b>	+ 24.0%

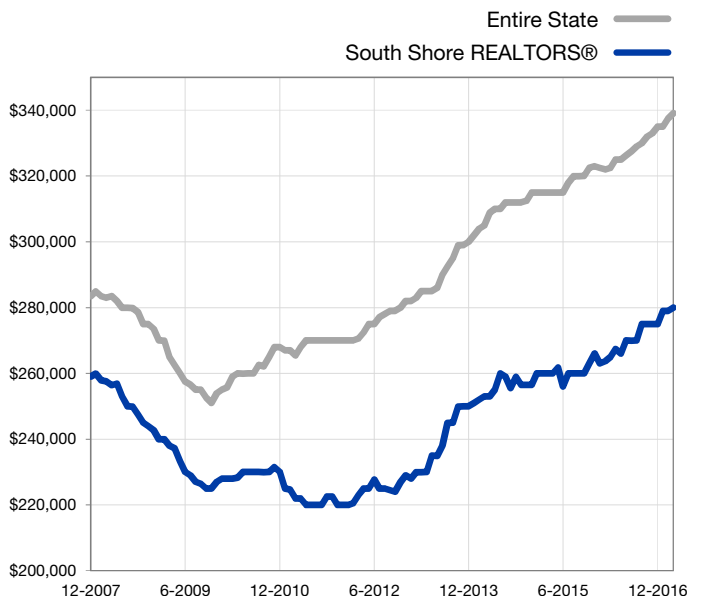
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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