

# Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 7.7%**

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

**- 3.6%**

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

**- 22.4%**

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

### Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	127	173	+ 36.2%	676	739	+ 9.3%
Closed Sales	134	139	+ 3.7%	589	603	+ 2.4%
Median Sales Price*	\$208,500	<b>\$199,000</b>	- 4.6%	\$189,900	<b>\$194,000</b>	+ 2.2%
Inventory of Homes for Sale	1,370	<b>1,038</b>	- 24.2%	--	--	--
Months Supply of Inventory	12.4	<b>8.9</b>	- 28.0%	--	--	--
Cumulative Days on Market Until Sale	127	<b>119</b>	- 6.6%	137	<b>136</b>	- 0.7%
Percent of Original List Price Received*	92.7%	<b>91.6%</b>	- 1.2%	89.9%	<b>89.7%</b>	- 0.2%
New Listings	286	<b>262</b>	- 8.4%	1,355	<b>1,215</b>	- 10.3%

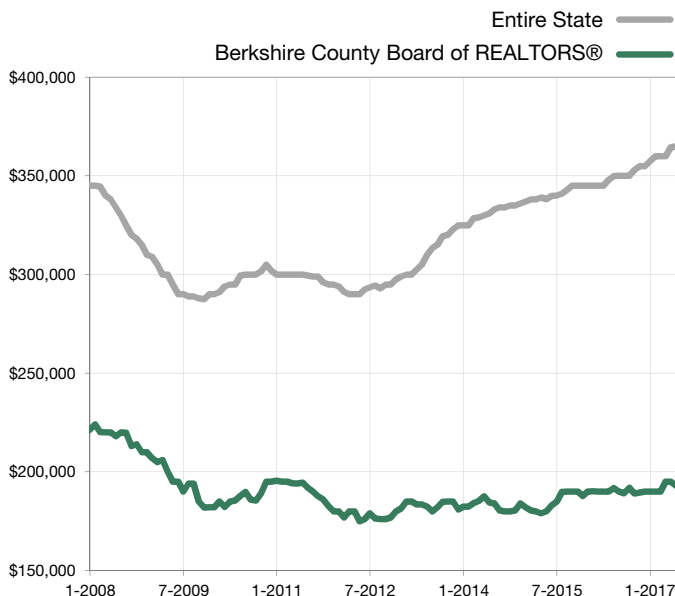
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	23	+ 109.1%	47	76	+ 61.7%
Closed Sales	9	15	+ 66.7%	37	55	+ 48.6%
Median Sales Price*	\$158,000	<b>\$167,000</b>	+ 5.7%	\$177,500	<b>\$220,000</b>	+ 23.9%
Inventory of Homes for Sale	174	160	- 8.0%	--	--	--
Months Supply of Inventory	17.8	<b>15.2</b>	- 14.6%	--	--	--
Cumulative Days on Market Until Sale	208	173	- 16.9%	182	174	- 4.5%
Percent of Original List Price Received*	93.4%	<b>93.5%</b>	+ 0.1%	91.2%	<b>92.0%</b>	+ 0.8%
New Listings	29	14	- 51.7%	133	123	- 7.5%

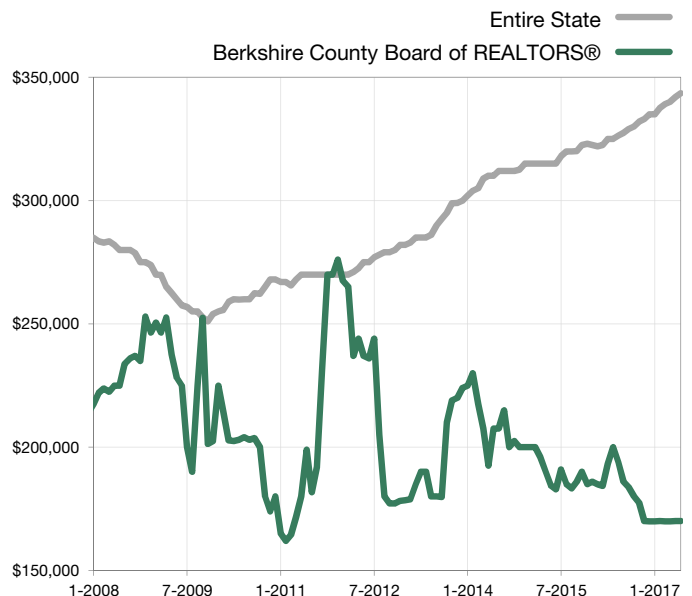
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### 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 – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**- 8.2%**

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

**+ 6.4%**

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

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	589	<b>508</b>	- 13.8%	3,039	<b>2,960</b>	- 2.6%
Closed Sales	694	<b>614</b>	- 11.5%	2,829	<b>2,698</b>	- 4.6%
Median Sales Price*	\$369,700	<b>\$390,000</b>	+ 5.5%	\$356,950	<b>\$385,000</b>	+ 7.9%
Inventory of Homes for Sale	4,218	<b>3,022</b>	- 28.4%	--	--	--
Months Supply of Inventory	8.5	<b>6.2</b>	- 27.5%	--	--	--
Cumulative Days on Market Until Sale	132	<b>98</b>	- 25.4%	154	<b>120</b>	- 22.4%
Percent of Original List Price Received*	94.2%	<b>95.8%</b>	+ 1.7%	92.9%	<b>94.4%</b>	+ 1.6%
New Listings	862	<b>770</b>	- 10.7%	4,956	<b>4,324</b>	- 12.8%

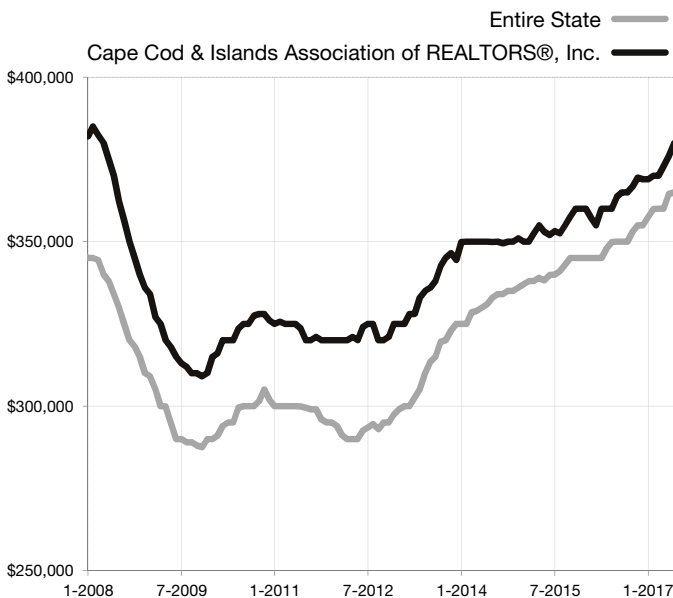
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	121	<b>133</b>	+ 9.9%	617	<b>644</b>	+ 4.4%
Closed Sales	144	<b>155</b>	+ 7.6%	605	<b>566</b>	- 6.4%
Median Sales Price*	\$269,250	<b>\$253,900</b>	- 5.7%	\$256,500	<b>\$253,900</b>	- 1.0%
Inventory of Homes for Sale	887	<b>614</b>	- 30.8%	--	--	--
Months Supply of Inventory	8.2	<b>6.0</b>	- 26.4%	--	--	--
Cumulative Days on Market Until Sale	154	<b>96</b>	- 37.7%	150	<b>128</b>	- 14.5%
Percent of Original List Price Received*	94.0%	<b>95.3%</b>	+ 1.3%	94.1%	<b>94.9%</b>	+ 0.8%
New Listings	185	<b>160</b>	- 13.5%	1,020	<b>858</b>	- 15.9%

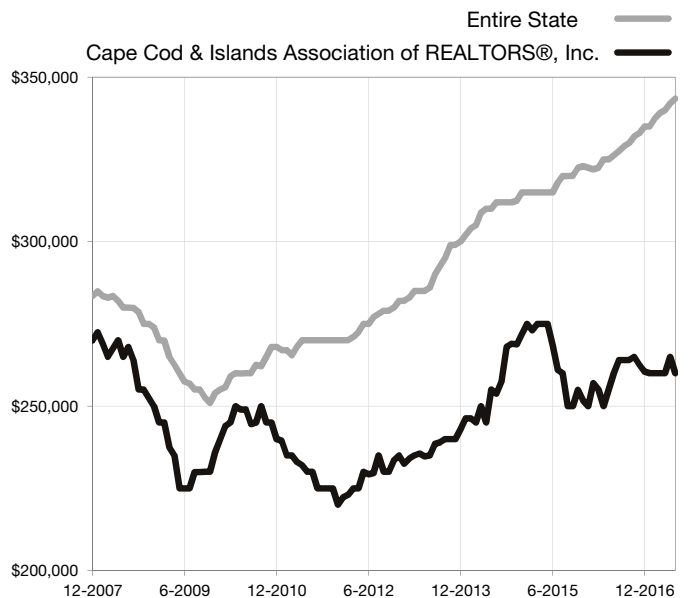
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,605	<b>1,618</b>	+ 0.8%	7,951	<b>7,792</b>	- 2.0%
Closed Sales	1,939	<b>1,932</b>	- 0.4%	6,329	<b>6,216</b>	- 1.8%
Median Sales Price*	\$585,000	<b>\$605,000</b>	+ 3.4%	\$535,000	<b>\$575,000</b>	+ 7.5%
Inventory of Homes for Sale	3,403	<b>2,494</b>	- 26.7%	--	--	--
Months Supply of Inventory	2.8	<b>2.1</b>	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	53	<b>39</b>	- 26.4%	70	<b>56</b>	- 20.0%
Percent of Original List Price Received*	99.8%	<b>100.7%</b>	+ 0.9%	98.3%	<b>99.2%</b>	+ 0.9%
New Listings	2,115	<b>1,847</b>	- 12.7%	10,506	<b>9,853</b>	- 6.2%

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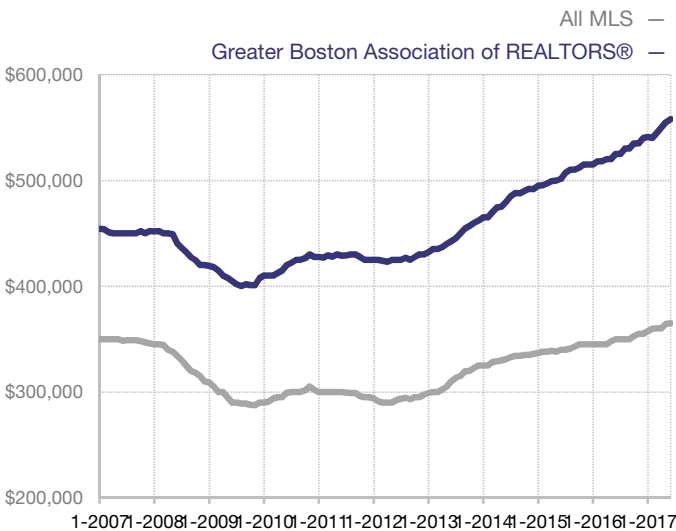
### Condominium Properties

Key Metrics	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,194	<b>1,329</b>	+ 11.3%	6,384	<b>6,347</b>	- 0.6%
Closed Sales	1,413	<b>1,368</b>	- 3.2%	5,197	<b>5,105</b>	- 1.8%
Median Sales Price*	\$505,000	<b>\$524,000</b>	+ 3.8%	\$480,000	<b>\$520,000</b>	+ 8.3%
Inventory of Homes for Sale	1,732	<b>1,449</b>	- 16.3%	--	--	--
Months Supply of Inventory	1.8	<b>1.6</b>	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	42	<b>32</b>	- 23.8%	52	<b>41</b>	- 21.2%
Percent of Original List Price Received*	101.7%	<b>102.4%</b>	+ 0.7%	100.5%	<b>101.0%</b>	+ 0.5%
New Listings	1,443	<b>1,494</b>	+ 3.5%	7,636	<b>7,614</b>	- 0.3%

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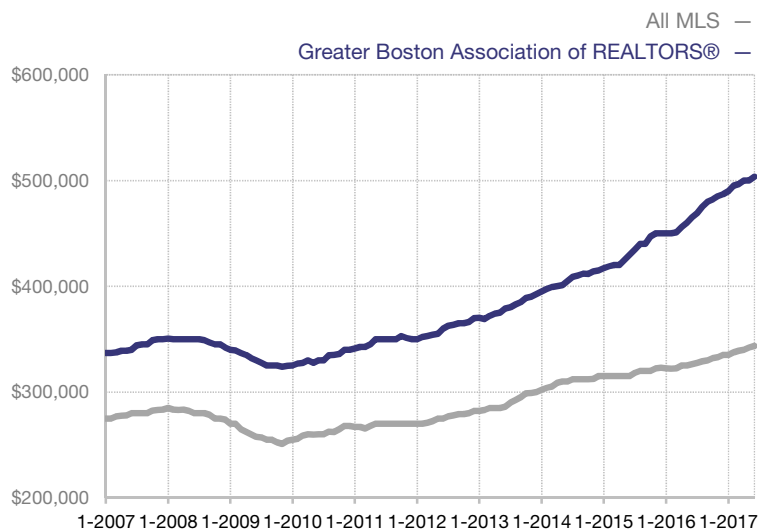
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION of REALTORS®



# Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**- 4.1%**

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

**+ 1.1%**

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

**- 23.0%**

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

### Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	105	121	+ 15.2%	577	558	- 3.3%
Closed Sales	109	106	- 2.8%	498	457	- 8.2%
Median Sales Price*	\$254,150	<b>\$268,950</b>	+ 5.8%	\$243,000	<b>\$260,000</b>	+ 7.0%
Inventory of Homes for Sale	453	<b>348</b>	- 23.2%	--	--	--
Months Supply of Inventory	5.1	<b>4.0</b>	- 22.3%	--	--	--
Cumulative Days on Market Until Sale	102	<b>77</b>	- 24.5%	116	<b>87</b>	- 24.9%
Percent of Original List Price Received*	96.6%	<b>96.4%</b>	- 0.2%	94.6%	<b>95.9%</b>	+ 1.3%
New Listings	165	<b>150</b>	- 9.1%	760	<b>733</b>	- 3.6%

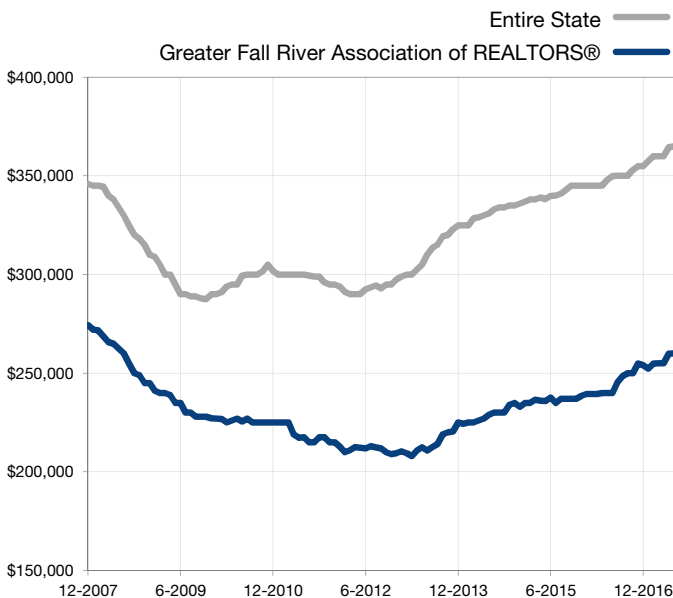
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	10	+ 11.1%	69	69	0.0%
Closed Sales	13	11	- 15.4%	53	54	+ 1.9%
Median Sales Price*	\$175,000	<b>\$170,000</b>	- 2.9%	\$120,500	<b>\$172,500</b>	+ 43.2%
Inventory of Homes for Sale	47	<b>37</b>	- 21.3%	--	--	--
Months Supply of Inventory	5.7	<b>3.9</b>	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	107	<b>196</b>	+ 82.4%	160	<b>121</b>	- 24.2%
Percent of Original List Price Received*	93.2%	<b>94.7%</b>	+ 1.5%	90.3%	<b>93.7%</b>	+ 3.8%
New Listings	11	<b>16</b>	+ 45.5%	82	<b>75</b>	- 8.5%

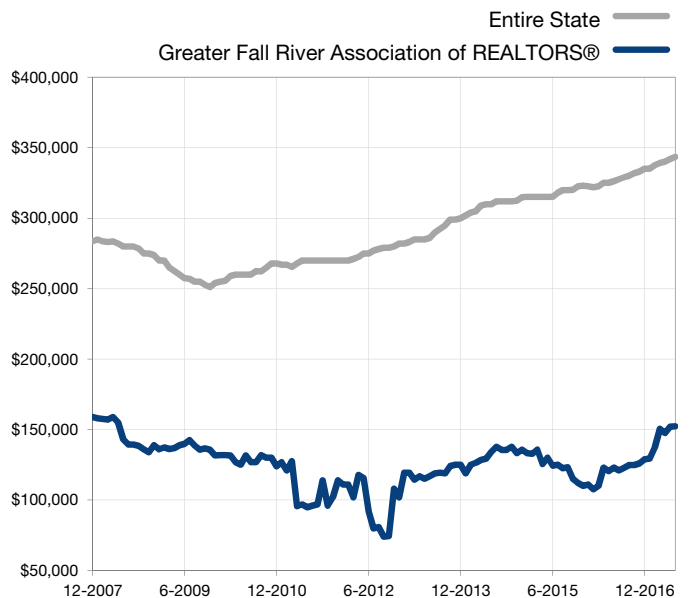
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Greater Newburyport Association of REALTORS®

**- 4.9%**

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

**- 0.6%**

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

**- 29.6%**

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

### Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	92	86	- 6.5%	407	377	- 7.4%
Closed Sales	94	74	- 21.3%	317	310	- 2.2%
Median Sales Price*	\$449,950	<b>\$484,000</b>	+ 7.6%	\$427,000	<b>\$440,000</b>	+ 3.0%
Inventory of Homes for Sale	288	201	- 30.2%	--	--	--
Months Supply of Inventory	4.6	3.2	- 29.6%	--	--	--
Cumulative Days on Market Until Sale	78	44	- 44.2%	101	74	- 27.2%
Percent of Original List Price Received*	96.7%	97.8%	+ 1.1%	94.9%	96.9%	+ 2.2%
New Listings	110	115	+ 4.5%	623	552	- 11.4%

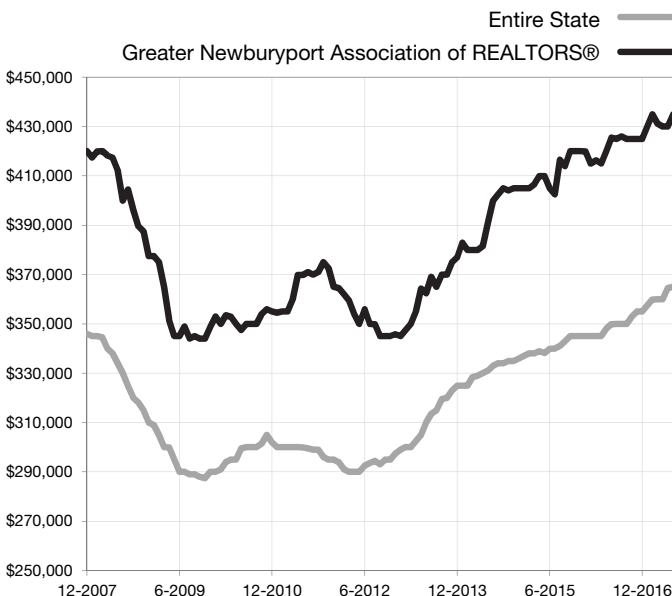
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	27	48	+ 77.8%	200	240	+ 20.0%
Closed Sales	48	61	+ 27.1%	186	200	+ 7.5%
Median Sales Price*	\$334,950	<b>\$314,900</b>	- 6.0%	\$319,450	<b>\$314,950</b>	- 1.4%
Inventory of Homes for Sale	121	87	- 28.1%	--	--	--
Months Supply of Inventory	3.5	2.4	- 30.3%	--	--	--
Cumulative Days on Market Until Sale	66	62	- 6.7%	91	65	- 29.3%
Percent of Original List Price Received*	99.3%	98.7%	- 0.5%	96.7%	98.3%	+ 1.6%
New Listings	49	63	+ 28.6%	278	311	+ 11.9%

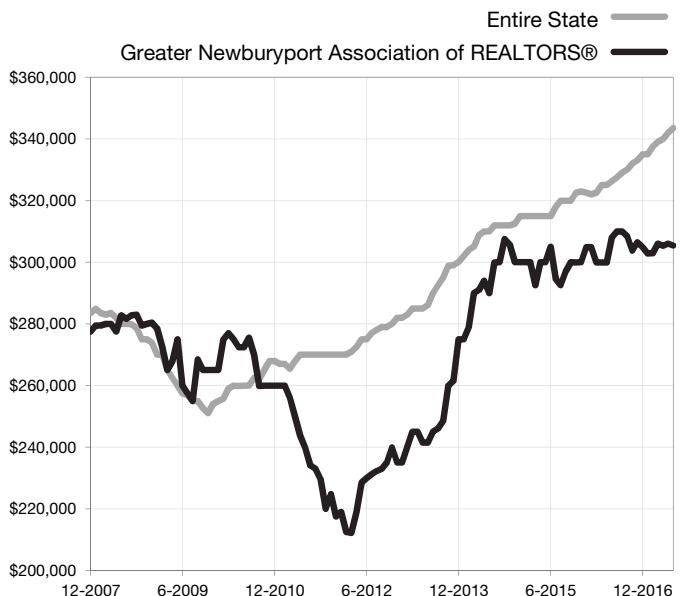
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**+ 11.3%**

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

**+ 12.4%**

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

**- 32.2%**

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

### Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	283	<b>317</b>	+ 12.0%	1,489	<b>1,586</b>	+ 6.5%
Closed Sales	304	<b>341</b>	+ 12.2%	1,237	<b>1,299</b>	+ 5.0%
Median Sales Price*	\$239,950	<b>\$260,000</b>	+ 8.4%	\$230,000	<b>\$234,000</b>	+ 1.7%
Inventory of Homes for Sale	1,014	<b>684</b>	- 32.5%	--	--	--
Months Supply of Inventory	4.4	<b>2.8</b>	- 35.6%	--	--	--
Cumulative Days on Market Until Sale	83	<b>55</b>	- 33.9%	110	<b>80</b>	- 27.6%
Percent of Original List Price Received*	98.2%	<b>98.6%</b>	+ 0.4%	95.6%	<b>96.3%</b>	+ 0.8%
New Listings	403	<b>372</b>	- 7.7%	2,047	<b>1,925</b>	- 6.0%

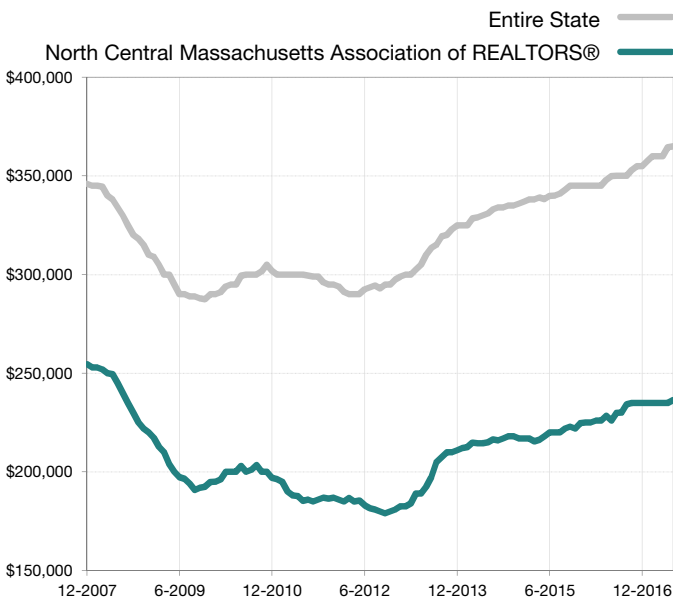
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	46	<b>51</b>	+ 10.9%	194	<b>242</b>	+ 24.7%
Closed Sales	51	<b>54</b>	+ 5.9%	165	<b>194</b>	+ 17.6%
Median Sales Price*	\$160,000	<b>\$204,000</b>	+ 27.5%	\$158,000	<b>\$158,500</b>	+ 0.3%
Inventory of Homes for Sale	142	<b>100</b>	- 29.6%	--	--	--
Months Supply of Inventory	4.7	<b>2.9</b>	- 38.6%	--	--	--
Cumulative Days on Market Until Sale	103	<b>106</b>	+ 3.7%	100	<b>94</b>	- 5.2%
Percent of Original List Price Received*	95.0%	<b>98.0%</b>	+ 3.2%	95.7%	<b>96.8%</b>	+ 1.2%
New Listings	57	<b>55</b>	- 3.5%	269	<b>285</b>	+ 5.9%

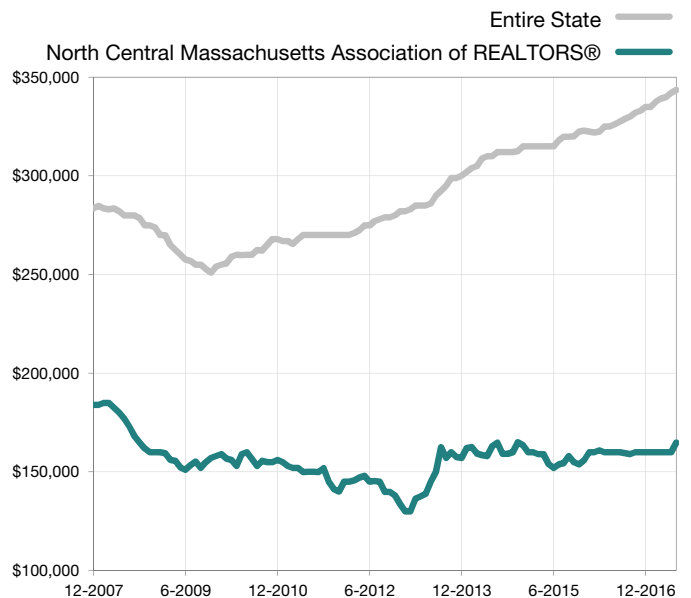
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### Single-Family Properties



### Condominium Properties



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# Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 7.0%**

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

**+ 6.1%**

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

**- 24.6%**

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

### Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	432	<b>482</b>	+ 11.6%	2,149	<b>2,095</b>	- 2.5%
Closed Sales	464	<b>459</b>	- 1.1%	1,766	<b>1,755</b>	- 0.6%
Median Sales Price*	\$415,000	<b>\$440,000</b>	+ 6.0%	\$388,300	<b>\$417,000</b>	+ 7.4%
Inventory of Homes for Sale	1,048	<b>819</b>	- 21.9%	--	--	--
Months Supply of Inventory	3.0	<b>2.4</b>	- 19.8%	--	--	--
Cumulative Days on Market Until Sale	75	<b>47</b>	- 37.0%	89	<b>57</b>	- 35.5%
Percent of Original List Price Received*	98.7%	<b>99.1%</b>	+ 0.5%	97.0%	<b>98.0%</b>	+ 1.1%
New Listings	587	<b>611</b>	+ 4.1%	2,809	<b>2,682</b>	- 4.5%

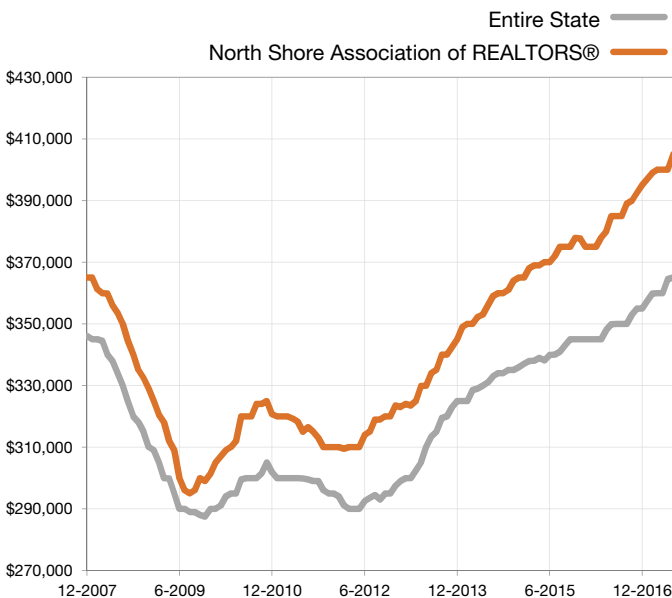
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	189	<b>207</b>	+ 9.5%	1,029	<b>1,041</b>	+ 1.2%
Closed Sales	247	<b>202</b>	- 18.2%	868	<b>908</b>	+ 4.6%
Median Sales Price*	\$260,000	<b>\$275,450</b>	+ 5.9%	\$252,250	<b>\$283,500</b>	+ 12.4%
Inventory of Homes for Sale	403	<b>275</b>	- 31.8%	--	--	--
Months Supply of Inventory	2.5	<b>1.7</b>	- 30.6%	--	--	--
Cumulative Days on Market Until Sale	69	<b>42</b>	- 39.3%	87	<b>60</b>	- 30.4%
Percent of Original List Price Received*	98.1%	<b>99.2%</b>	+ 1.1%	97.1%	<b>98.5%</b>	+ 1.4%
New Listings	232	<b>228</b>	- 1.7%	1,225	<b>1,201</b>	- 2.0%

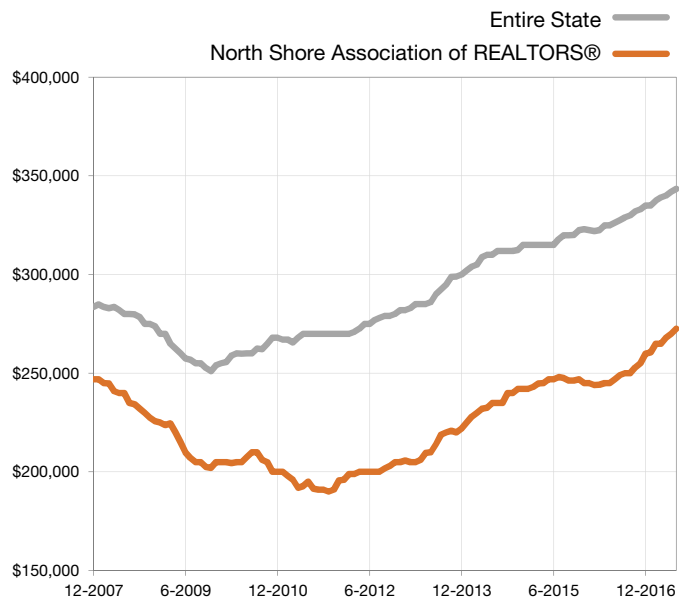
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### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 1.3%**

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

**+ 7.1%**

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

**- 27.5%**

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

### Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	422	<b>461</b>	+ 9.2%	2,169	<b>2,075</b>	- 4.3%
Closed Sales	479	<b>482</b>	+ 0.6%	1,776	<b>1,681</b>	- 5.3%
Median Sales Price*	\$399,900	<b>\$435,000</b>	+ 8.8%	\$367,000	<b>\$399,900</b>	+ 9.0%
Inventory of Homes for Sale	912	<b>678</b>	- 25.7%	--	--	--
Months Supply of Inventory	2.7	<b>2.1</b>	- 24.5%	--	--	--
Cumulative Days on Market Until Sale	65	<b>48</b>	- 25.5%	81	<b>60</b>	- 26.6%
Percent of Original List Price Received*	98.6%	<b>99.5%</b>	+ 0.9%	97.2%	<b>98.9%</b>	+ 1.7%
New Listings	550	<b>550</b>	0.0%	2,741	<b>2,570</b>	- 6.2%

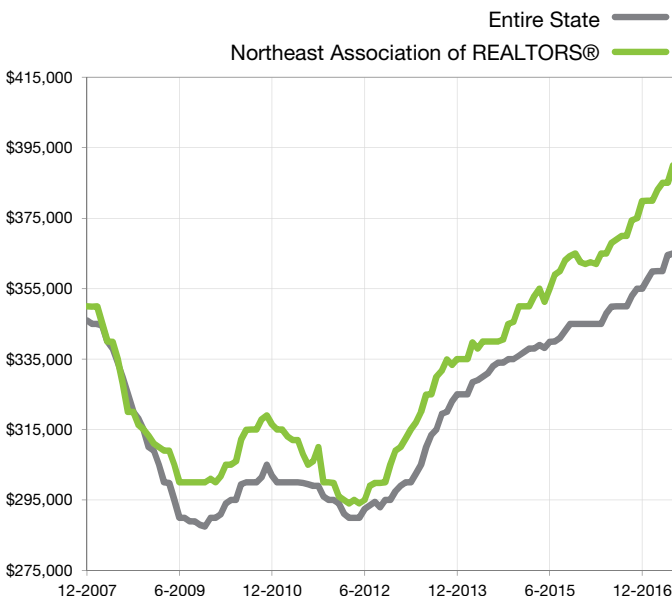
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	191	<b>175</b>	- 8.4%	884	<b>860</b>	- 2.7%
Closed Sales	193	<b>199</b>	+ 3.1%	711	<b>749</b>	+ 5.3%
Median Sales Price*	\$224,900	<b>\$237,000</b>	+ 5.4%	\$219,000	<b>\$225,000</b>	+ 2.7%
Inventory of Homes for Sale	308	<b>206</b>	- 33.1%	--	--	--
Months Supply of Inventory	2.5	<b>1.5</b>	- 39.6%	--	--	--
Cumulative Days on Market Until Sale	58	<b>35</b>	- 38.4%	72	<b>43</b>	- 39.2%
Percent of Original List Price Received*	98.3%	<b>100.1%</b>	+ 1.8%	97.4%	<b>99.4%</b>	+ 2.1%
New Listings	209	<b>224</b>	+ 7.2%	1,061	<b>1,020</b>	- 3.9%

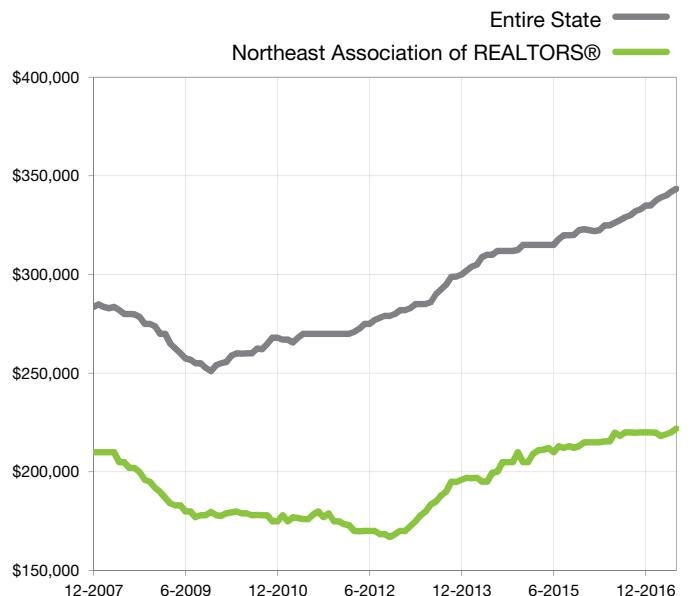
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 5.9%**

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

**+ 6.6%**

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

**- 32.6%**

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

### Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	724	<b>752</b>	+ 3.9%	3,606	<b>3,604</b>	- 0.1%
Closed Sales	807	<b>783</b>	- 3.0%	2,878	<b>2,903</b>	+ 0.9%
Median Sales Price*	\$290,000	<b>\$315,000</b>	+ 8.6%	\$267,500	<b>\$284,000</b>	+ 6.2%
Inventory of Homes for Sale	2,118	<b>1,420</b>	- 33.0%	--	--	--
Months Supply of Inventory	4.0	<b>2.6</b>	- 36.1%	--	--	--
Cumulative Days on Market Until Sale	90	<b>52</b>	- 42.5%	108	<b>69</b>	- 36.6%
Percent of Original List Price Received*	97.2%	<b>98.7%</b>	+ 1.5%	95.6%	<b>97.3%</b>	+ 1.8%
New Listings	984	<b>920</b>	- 6.5%	4,770	<b>4,541</b>	- 4.8%

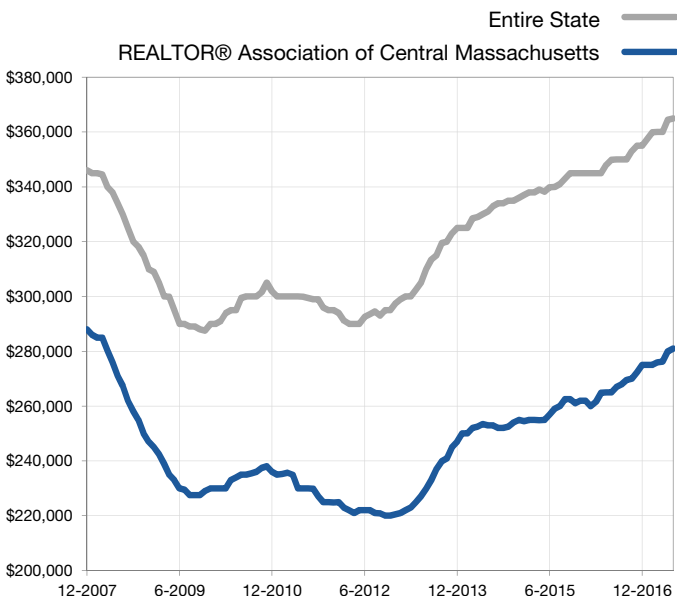
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	164	<b>154</b>	- 6.1%	873	<b>841</b>	- 3.7%
Closed Sales	215	<b>179</b>	- 16.7%	740	<b>732</b>	- 1.1%
Median Sales Price*	\$215,000	<b>\$220,000</b>	+ 2.3%	\$207,000	<b>\$210,000</b>	+ 1.4%
Inventory of Homes for Sale	456	<b>314</b>	- 31.1%	--	--	--
Months Supply of Inventory	3.6	<b>2.4</b>	- 32.7%	--	--	--
Cumulative Days on Market Until Sale	74	<b>58</b>	- 21.8%	95	<b>68</b>	- 28.0%
Percent of Original List Price Received*	97.9%	<b>98.6%</b>	+ 0.6%	96.8%	<b>97.5%</b>	+ 0.7%
New Listings	212	<b>164</b>	- 22.6%	1,116	<b>1,026</b>	- 8.1%

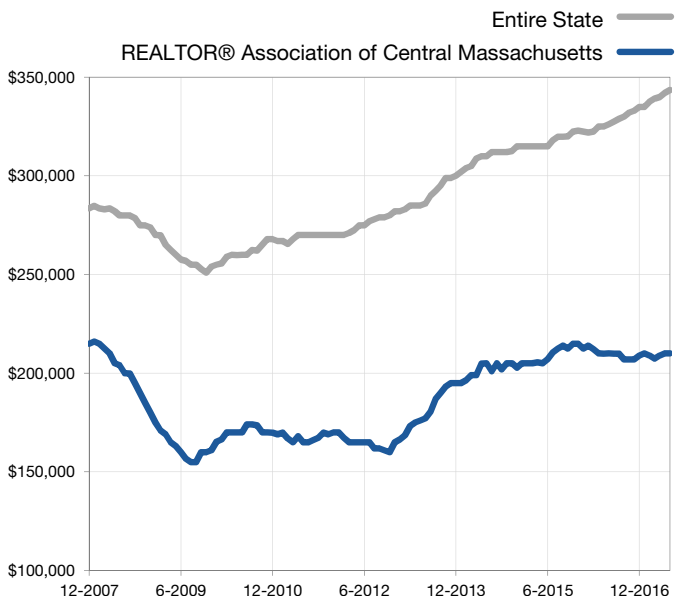
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 0.1%**

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

**+ 7.0%**

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

**- 25.6%**

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

### Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	614	<b>705</b>	+ 14.8%	3,202	<b>3,264</b>	+ 1.9%
Closed Sales	683	<b>688</b>	+ 0.7%	2,654	<b>2,607</b>	- 1.8%
Median Sales Price*	\$208,000	<b>\$220,000</b>	+ 5.8%	\$194,000	<b>\$201,000</b>	+ 3.6%
Inventory of Homes for Sale	2,530	<b>1,867</b>	- 26.2%	--	--	--
Months Supply of Inventory	5.3	<b>3.8</b>	- 27.8%	--	--	--
Cumulative Days on Market Until Sale	95	<b>73</b>	- 23.0%	120	<b>91</b>	- 24.2%
Percent of Original List Price Received*	95.7%	<b>96.0%</b>	+ 0.3%	93.8%	<b>95.0%</b>	+ 1.2%
New Listings	894	<b>891</b>	- 0.3%	4,500	<b>4,379</b>	- 2.7%

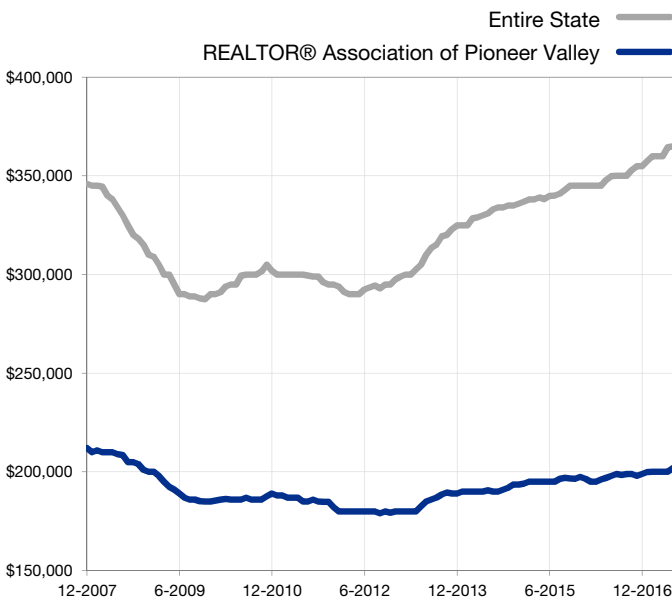
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	66	<b>92</b>	+ 39.4%	452	<b>462</b>	+ 2.2%
Closed Sales	100	<b>94</b>	- 6.0%	394	<b>372</b>	- 5.6%
Median Sales Price*	\$149,950	<b>\$170,750</b>	+ 13.9%	\$147,700	<b>\$154,500</b>	+ 4.6%
Inventory of Homes for Sale	415	<b>323</b>	- 22.2%	--	--	--
Months Supply of Inventory	5.9	<b>4.6</b>	- 21.6%	--	--	--
Cumulative Days on Market Until Sale	115	<b>82</b>	- 29.2%	134	<b>120</b>	- 11.0%
Percent of Original List Price Received*	97.2%	<b>96.2%</b>	- 1.0%	95.2%	<b>95.1%</b>	- 0.1%
New Listings	120	<b>123</b>	+ 2.5%	613	<b>643</b>	+ 4.9%

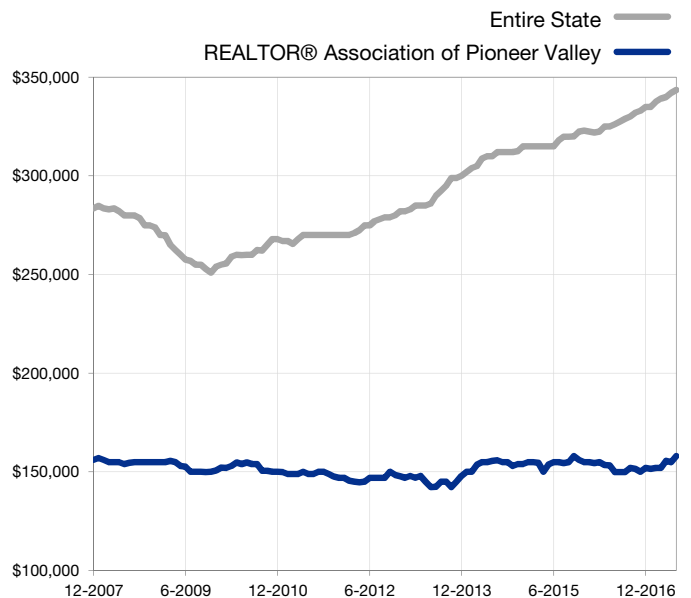
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**- 5.6%**

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

**+ 10.9%**

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

**- 28.1%**

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

### Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	493	<b>570</b>	+ 15.6%	2,658	<b>2,703</b>	+ 1.7%
Closed Sales	552	<b>540</b>	- 2.2%	2,230	<b>2,291</b>	+ 2.7%
Median Sales Price*	\$288,500	<b>\$319,150</b>	+ 10.6%	\$275,000	<b>\$292,500</b>	+ 6.4%
Inventory of Homes for Sale	1,678	<b>1,195</b>	- 28.8%	--	--	--
Months Supply of Inventory	4.2	<b>2.8</b>	- 32.3%	--	--	--
Cumulative Days on Market Until Sale	83	<b>56</b>	- 32.9%	98	<b>66</b>	- 31.9%
Percent of Original List Price Received*	97.4%	<b>99.0%</b>	+ 1.7%	96.2%	<b>97.8%</b>	+ 1.7%
New Listings	686	<b>692</b>	+ 0.9%	3,561	<b>3,427</b>	- 3.8%

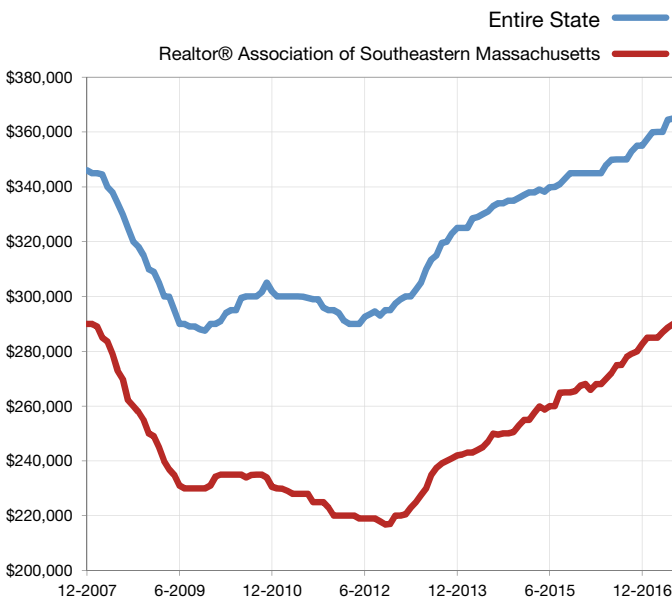
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	79	<b>93</b>	+ 17.7%	454	<b>464</b>	+ 2.2%
Closed Sales	110	<b>85</b>	- 22.7%	409	<b>401</b>	- 2.0%
Median Sales Price*	\$197,950	<b>\$215,000</b>	+ 8.6%	\$187,000	<b>\$199,000</b>	+ 6.4%
Inventory of Homes for Sale	199	<b>155</b>	- 22.1%	--	--	--
Months Supply of Inventory	3.0	<b>2.3</b>	- 23.6%	--	--	--
Cumulative Days on Market Until Sale	89	<b>46</b>	- 48.8%	99	<b>60</b>	- 39.0%
Percent of Original List Price Received*	96.4%	<b>99.9%</b>	+ 3.7%	95.8%	<b>98.5%</b>	+ 2.8%
New Listings	91	<b>97</b>	+ 6.6%	561	<b>550</b>	- 2.0%

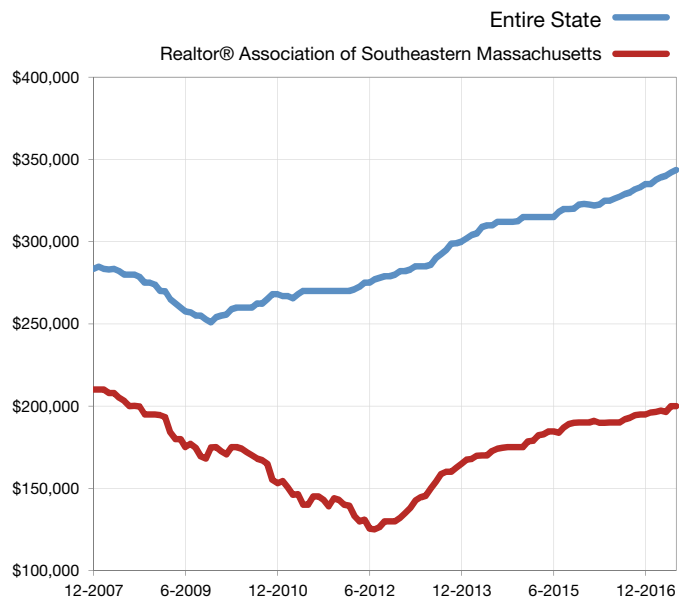
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## South Shore REALTORS®

**+ 14.6%**

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

**+ 3.9%**

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

**- 17.9%**

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

### Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	646	<b>719</b>	+ 11.3%	3,232	<b>3,303</b>	+ 2.2%
Closed Sales	693	<b>761</b>	+ 9.8%	2,587	<b>2,662</b>	+ 2.9%
Median Sales Price*	\$400,000	<b>\$429,000</b>	+ 7.3%	\$377,867	<b>\$405,000</b>	+ 7.2%
Inventory of Homes for Sale	1,849	<b>1,522</b>	- 17.7%	--	--	--
Months Supply of Inventory	3.7	<b>3.0</b>	- 19.5%	--	--	--
Cumulative Days on Market Until Sale	75	<b>52</b>	- 31.1%	96	<b>70</b>	- 27.4%
Percent of Original List Price Received*	97.4%	<b>99.2%</b>	+ 1.8%	96.3%	<b>97.7%</b>	+ 1.5%
New Listings	938	<b>963</b>	+ 2.7%	4,490	<b>4,419</b>	- 1.6%

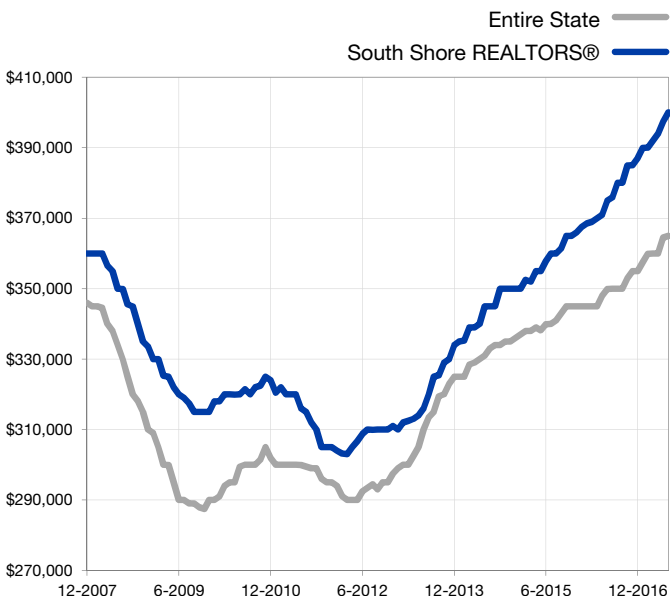
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	209	<b>217</b>	+ 3.8%	938	<b>1,113</b>	+ 18.7%
Closed Sales	207	<b>270</b>	+ 30.4%	771	<b>884</b>	+ 14.7%
Median Sales Price*	\$278,900	<b>\$320,000</b>	+ 14.7%	\$265,000	<b>\$300,000</b>	+ 13.2%
Inventory of Homes for Sale	449	<b>364</b>	- 18.9%	--	--	--
Months Supply of Inventory	3.1	<b>2.4</b>	- 21.8%	--	--	--
Cumulative Days on Market Until Sale	82	<b>50</b>	- 38.2%	89	<b>65</b>	- 27.1%
Percent of Original List Price Received*	97.9%	<b>99.2%</b>	+ 1.3%	97.7%	<b>98.4%</b>	+ 0.8%
New Listings	222	<b>241</b>	+ 8.6%	1,215	<b>1,320</b>	+ 8.6%

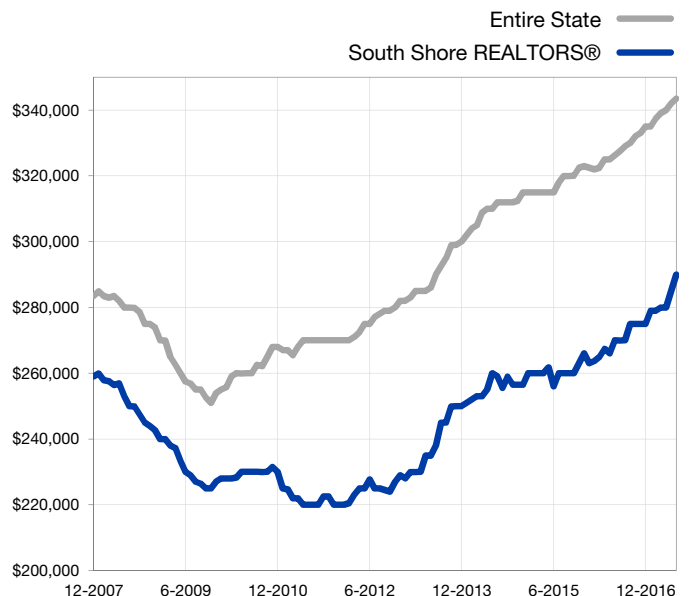
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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