

# Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 4.8%**

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

**+ 11.3%**

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

**- 27.9%**

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

### Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	120	126	+ 5.0%	796	863	+ 8.4%
Closed Sales	135	143	+ 5.9%	724	745	+ 2.9%
Median Sales Price*	\$179,500	<b>\$200,000</b>	+ 11.4%	\$188,000	<b>\$195,000</b>	+ 3.7%
Inventory of Homes for Sale	1,432	<b>1,048</b>	- 26.8%	--	--	--
Months Supply of Inventory	13.0	<b>9.0</b>	- 31.1%	--	--	--
Cumulative Days on Market Until Sale	113	<b>96</b>	- 15.0%	133	<b>129</b>	- 3.1%
Percent of Original List Price Received*	91.7%	<b>92.4%</b>	+ 0.9%	90.2%	<b>90.2%</b>	+ 0.0%
New Listings	255	<b>206</b>	- 19.2%	1,611	<b>1,420</b>	- 11.9%

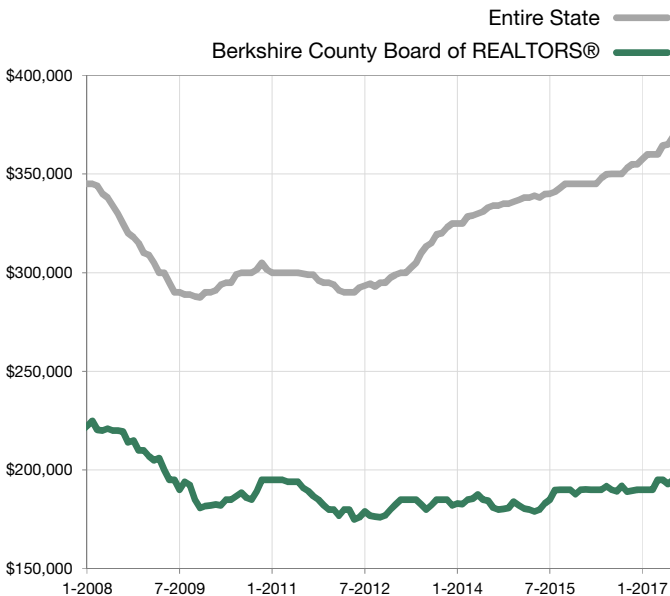
### Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	10	8	- 20.0%	57	83	+ 45.6%
Closed Sales	11	10	- 9.1%	48	65	+ 35.4%
Median Sales Price*	\$192,500	<b>\$215,000</b>	+ 11.7%	\$178,750	<b>\$220,000</b>	+ 23.1%
Inventory of Homes for Sale	194	124	- 36.1%	--	--	--
Months Supply of Inventory	21.4	<b>11.9</b>	- 44.3%	--	--	--
Cumulative Days on Market Until Sale	110	<b>77</b>	- 29.8%	166	<b>159</b>	- 4.4%
Percent of Original List Price Received*	92.3%	<b>92.0%</b>	- 0.3%	91.5%	<b>92.0%</b>	+ 0.5%
New Listings	43	15	- 65.1%	172	115	- 33.1%

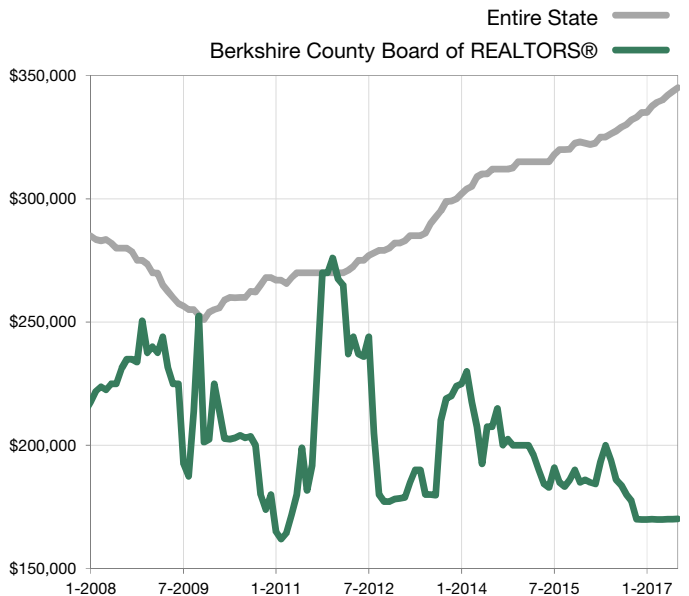
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### 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 – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**- 5.3%**

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

**+ 4.3%**

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

**- 30.3%**

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

### Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	485	<b>548</b>	+ 13.0%	3,523	<b>3,499</b>	- 0.7%
Closed Sales	500	<b>477</b>	- 4.6%	3,329	<b>3,172</b>	- 4.7%
Median Sales Price*	\$364,000	<b>\$370,000</b>	+ 1.6%	\$359,000	<b>\$382,500</b>	+ 6.5%
Inventory of Homes for Sale	4,170	<b>2,955</b>	- 29.1%	--	--	--
Months Supply of Inventory	8.5	<b>6.1</b>	- 28.5%	--	--	--
Cumulative Days on Market Until Sale	126	<b>94</b>	- 25.3%	150	<b>116</b>	- 22.8%
Percent of Original List Price Received*	93.7%	<b>95.1%</b>	+ 1.6%	93.0%	<b>94.5%</b>	+ 1.6%
New Listings	625	<b>703</b>	+ 12.5%	5,582	<b>5,022</b>	- 10.0%

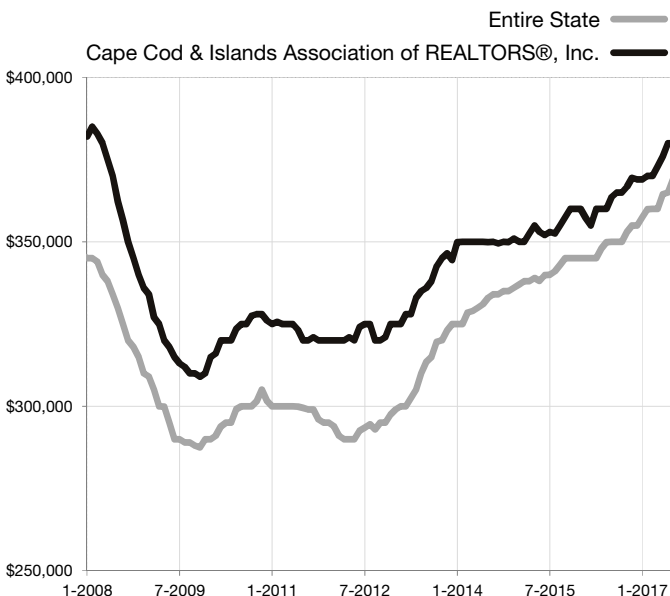
### Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	113	<b>119</b>	+ 5.3%	730	<b>764</b>	+ 4.7%
Closed Sales	100	<b>91</b>	- 9.0%	705	<b>657</b>	- 6.8%
Median Sales Price*	\$280,000	<b>\$295,000</b>	+ 5.4%	\$260,000	<b>\$255,750</b>	- 1.6%
Inventory of Homes for Sale	906	<b>584</b>	- 35.5%	--	--	--
Months Supply of Inventory	8.5	<b>5.8</b>	- 32.5%	--	--	--
Cumulative Days on Market Until Sale	124	<b>119</b>	- 4.2%	146	<b>127</b>	- 13.2%
Percent of Original List Price Received*	94.7%	<b>95.2%</b>	+ 0.6%	94.2%	<b>94.9%</b>	+ 0.8%
New Listings	160	<b>127</b>	- 20.6%	1,180	<b>985</b>	- 16.5%

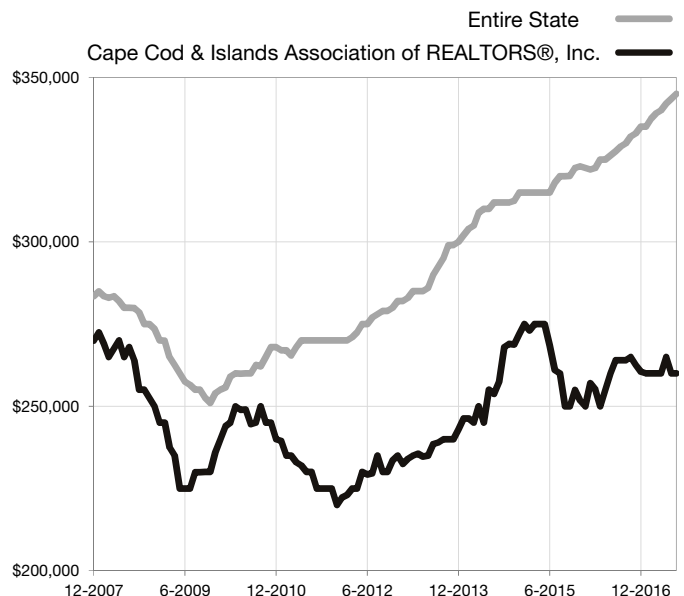
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,134	<b>1,211</b>	+ 6.8%	9,084	<b>8,986</b>	- 1.1%
Closed Sales	1,605	<b>1,544</b>	- 3.8%	7,934	<b>7,765</b>	- 2.1%
Median Sales Price*	\$575,000	<b>\$603,500</b>	+ 5.0%	\$540,000	<b>\$580,000</b>	+ 7.4%
Inventory of Homes for Sale	3,242	<b>2,320</b>	- 28.4%	--	--	--
Months Supply of Inventory	2.7	<b>2.0</b>	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	53	<b>36</b>	- 32.1%	66	<b>52</b>	- 21.2%
Percent of Original List Price Received*	99.6%	<b>100.3%</b>	+ 0.7%	98.6%	<b>99.4%</b>	+ 0.8%
New Listings	1,316	<b>1,318</b>	+ 0.2%	11,822	<b>11,166</b>	- 5.5%

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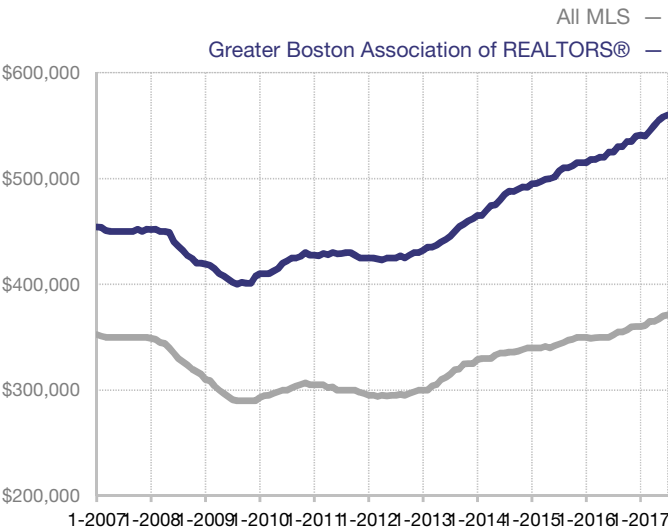
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	871	<b>921</b>	+ 5.7%	7,255	<b>7,256</b>	+ 0.0%
Closed Sales	1,159	<b>1,142</b>	- 1.5%	6,356	<b>6,249</b>	- 1.7%
Median Sales Price*	\$495,000	<b>\$530,000</b>	+ 7.1%	\$483,750	<b>\$520,000</b>	+ 7.5%
Inventory of Homes for Sale	1,745	<b>1,416</b>	- 18.9%	--	--	--
Months Supply of Inventory	1.9	<b>1.5</b>	- 21.1%	--	--	--
Cumulative Days on Market Until Sale	41	<b>30</b>	- 26.8%	50	<b>39</b>	- 22.0%
Percent of Original List Price Received*	101.5%	<b>101.7%</b>	+ 0.2%	100.6%	<b>101.1%</b>	+ 0.5%
New Listings	1,109	<b>1,100</b>	- 0.8%	8,745	<b>8,716</b>	- 0.3%

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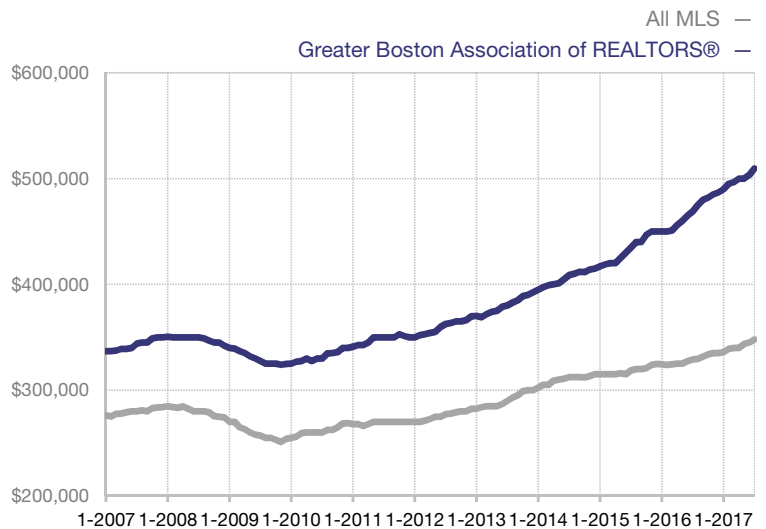
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**+ 4.2%**

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

**- 0.3%**

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

**- 27.3%**

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

### Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	96	<b>123</b>	+ 28.1%	673	<b>678</b>	+ 0.7%
Closed Sales	104	<b>112</b>	+ 7.7%	602	<b>569</b>	- 5.5%
Median Sales Price*	\$279,950	<b>\$279,900</b>	- 0.0%	\$250,000	<b>\$265,000</b>	+ 6.0%
Inventory of Homes for Sale	463	<b>345</b>	- 25.5%	--	--	--
Months Supply of Inventory	5.3	<b>3.9</b>	- 26.0%	--	--	--
Cumulative Days on Market Until Sale	105	<b>74</b>	- 29.5%	114	<b>85</b>	- 25.9%
Percent of Original List Price Received*	95.4%	<b>98.6%</b>	+ 3.3%	94.8%	<b>96.4%</b>	+ 1.7%
New Listings	139	<b>142</b>	+ 2.2%	899	<b>875</b>	- 2.7%

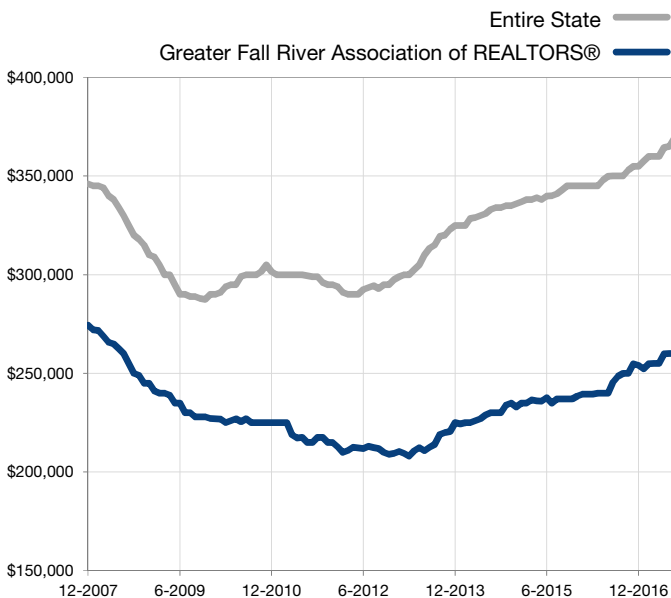
### Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	<b>16</b>	+ 100.0%	77	<b>84</b>	+ 9.1%
Closed Sales	15	<b>12</b>	- 20.0%	68	<b>66</b>	- 2.9%
Median Sales Price*	\$144,000	<b>\$165,000</b>	+ 14.6%	\$122,750	<b>\$167,500</b>	+ 36.5%
Inventory of Homes for Sale	54	<b>31</b>	- 42.6%	--	--	--
Months Supply of Inventory	6.1	<b>3.4</b>	- 45.2%	--	--	--
Cumulative Days on Market Until Sale	102	<b>86</b>	- 16.0%	148	<b>115</b>	- 22.4%
Percent of Original List Price Received*	94.6%	<b>93.8%</b>	- 0.9%	91.2%	<b>93.7%</b>	+ 2.7%
New Listings	19	<b>15</b>	- 21.1%	101	<b>90</b>	- 10.9%

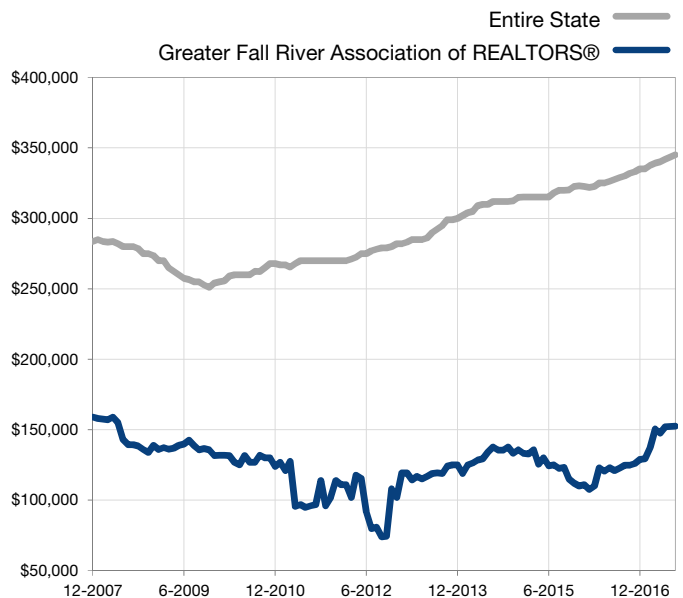
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Greater Newburyport Association of REALTORS®

**- 8.6%**

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

**+ 18.3%**

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

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	71	64	- 9.9%	477	441	- 7.5%
Closed Sales	100	78	- 22.0%	417	388	- 7.0%
Median Sales Price*	\$415,500	<b>\$487,500</b>	+ 17.3%	\$425,000	<b>\$447,000</b>	+ 5.2%
Inventory of Homes for Sale	282	193	- 31.6%	--	--	--
Months Supply of Inventory	4.4	3.2	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	75	57	- 24.4%	95	70	- 25.9%
Percent of Original List Price Received*	96.2%	97.7%	+ 1.5%	95.2%	97.1%	+ 2.0%
New Listings	95	79	- 16.8%	718	632	- 12.0%

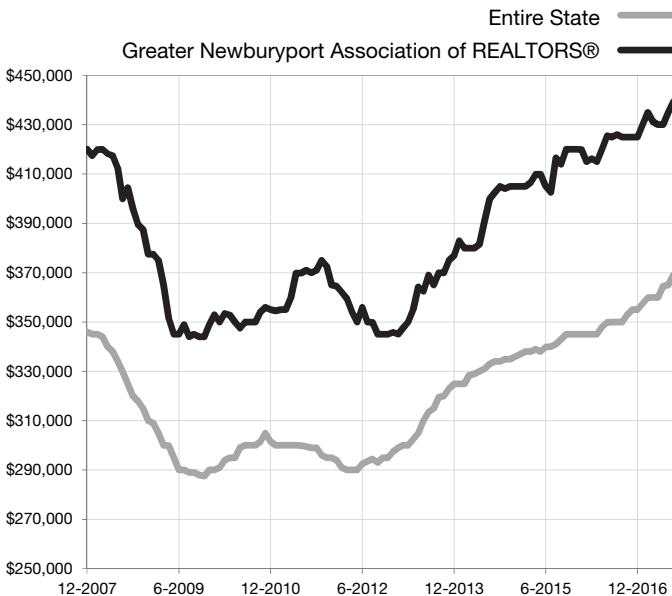
### Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	39	43	+ 10.3%	239	281	+ 17.6%
Closed Sales	40	50	+ 25.0%	226	250	+ 10.6%
Median Sales Price*	\$257,500	<b>\$367,250</b>	+ 42.6%	\$308,500	<b>\$317,525</b>	+ 2.9%
Inventory of Homes for Sale	116	77	- 33.6%	--	--	--
Months Supply of Inventory	3.5	2.1	- 40.4%	--	--	--
Cumulative Days on Market Until Sale	87	45	- 49.0%	91	61	- 33.1%
Percent of Original List Price Received*	98.1%	98.5%	+ 0.4%	97.0%	98.4%	+ 1.4%
New Listings	48	45	- 6.3%	326	355	+ 8.9%

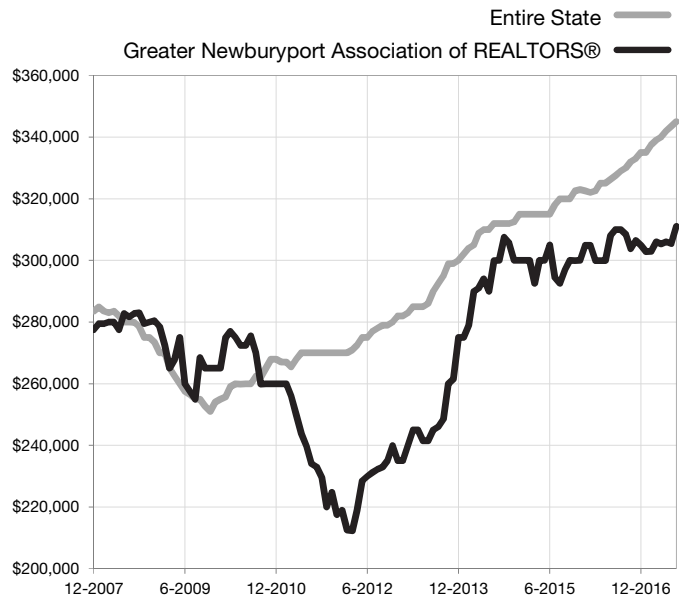
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**+ 4.9%**

Year-Over-Year Change in Closed Sales All Properties

**+ 6.4%**

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

**- 34.9%**

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

### Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	248	<b>293</b>	+ 18.1%	1,736	<b>1,869</b>	+ 7.7%
Closed Sales	274	<b>277</b>	+ 1.1%	1,511	<b>1,577</b>	+ 4.4%
Median Sales Price*	\$248,900	<b>\$267,950</b>	+ 7.7%	\$234,000	<b>\$239,700</b>	+ 2.4%
Inventory of Homes for Sale	1,020	<b>655</b>	- 35.8%	--	--	--
Months Supply of Inventory	4.5	<b>2.7</b>	- 39.7%	--	--	--
Cumulative Days on Market Until Sale	87	<b>52</b>	- 39.7%	106	<b>75</b>	- 29.3%
Percent of Original List Price Received*	97.1%	<b>98.1%</b>	+ 1.0%	95.9%	<b>96.6%</b>	+ 0.8%
New Listings	346	<b>347</b>	+ 0.3%	2,393	<b>2,270</b>	- 5.1%

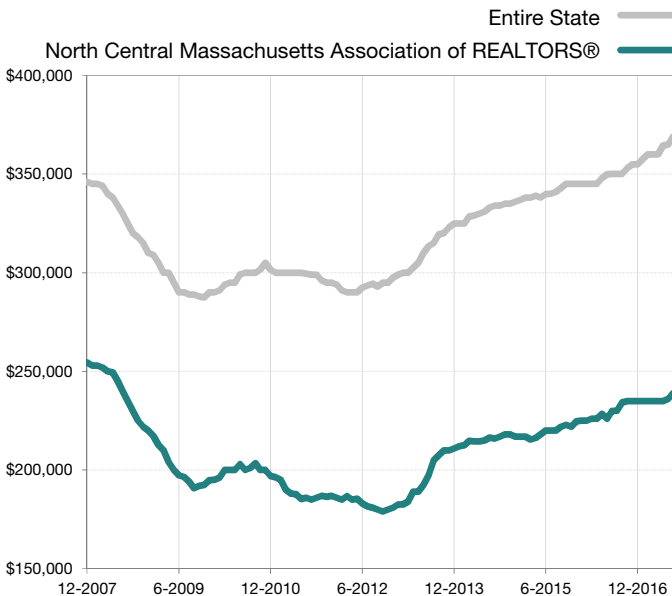
### Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	40	<b>52</b>	+ 30.0%	234	<b>292</b>	+ 24.8%
Closed Sales	31	<b>43</b>	+ 38.7%	196	<b>237</b>	+ 20.9%
Median Sales Price*	\$164,500	<b>\$158,000</b>	- 4.0%	\$159,000	<b>\$158,000</b>	- 0.6%
Inventory of Homes for Sale	130	<b>94</b>	- 27.7%	--	--	--
Months Supply of Inventory	4.4	<b>2.6</b>	- 39.9%	--	--	--
Cumulative Days on Market Until Sale	90	<b>51</b>	- 43.4%	98	<b>87</b>	- 11.8%
Percent of Original List Price Received*	97.7%	<b>97.6%</b>	- 0.0%	96.0%	<b>97.0%</b>	+ 1.0%
New Listings	44	<b>52</b>	+ 18.2%	313	<b>338</b>	+ 8.0%

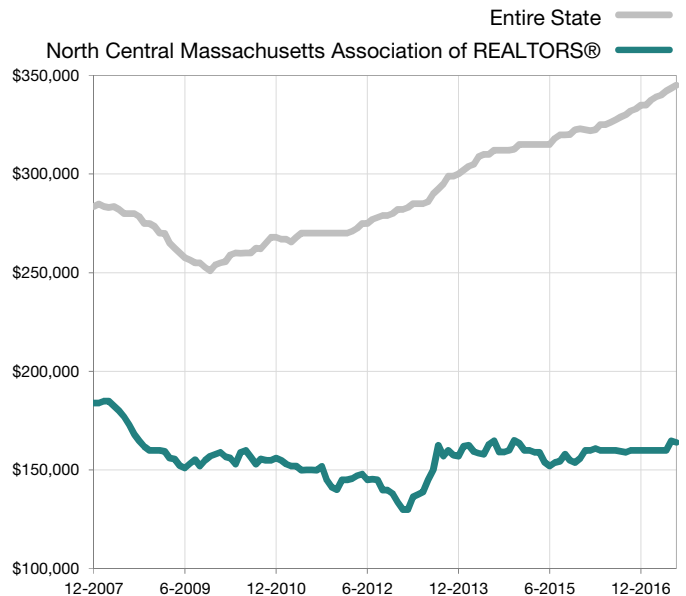
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### Single-Family Properties



### Condominium Properties



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# Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 1.7%**

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

**+ 6.0%**

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

**- 31.0%**

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

### Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	354	<b>424</b>	+ 19.8%	2,503	<b>2,508</b>	+ 0.2%
Closed Sales	409	<b>418</b>	+ 2.2%	2,175	<b>2,177</b>	+ 0.1%
Median Sales Price*	\$411,000	<b>\$439,000</b>	+ 6.8%	\$392,000	<b>\$420,000</b>	+ 7.1%
Inventory of Homes for Sale	1,075	<b>772</b>	- 28.2%	--	--	--
Months Supply of Inventory	3.1	<b>2.2</b>	- 28.5%	--	--	--
Cumulative Days on Market Until Sale	75	<b>42</b>	- 43.5%	86	<b>54</b>	- 36.8%
Percent of Original List Price Received*	98.8%	<b>99.6%</b>	+ 0.9%	97.3%	<b>98.3%</b>	+ 1.0%
New Listings	481	<b>447</b>	- 7.1%	3,290	<b>3,127</b>	- 5.0%

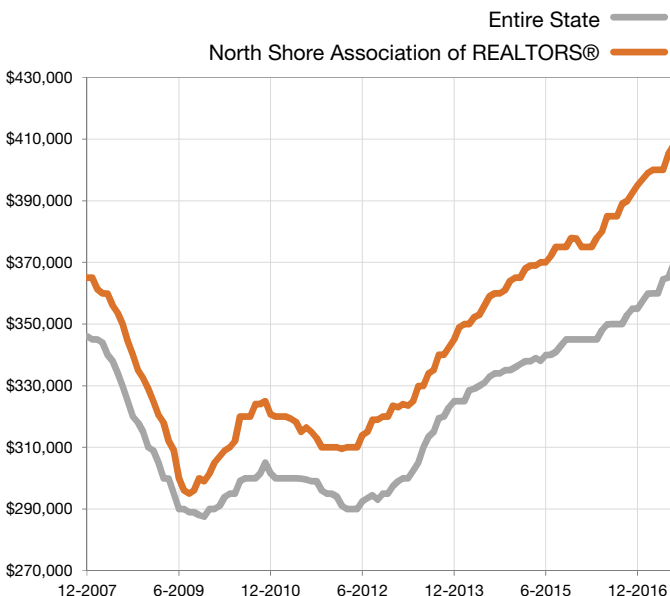
### Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	151	<b>181</b>	+ 19.9%	1,180	<b>1,219</b>	+ 3.3%
Closed Sales	167	<b>168</b>	+ 0.6%	1,035	<b>1,075</b>	+ 3.9%
Median Sales Price*	\$269,000	<b>\$286,500</b>	+ 6.5%	\$255,000	<b>\$285,000</b>	+ 11.8%
Inventory of Homes for Sale	401	<b>246</b>	- 38.7%	--	--	--
Months Supply of Inventory	2.6	<b>1.5</b>	- 39.6%	--	--	--
Cumulative Days on Market Until Sale	71	<b>42</b>	- 40.5%	84	<b>57</b>	- 31.7%
Percent of Original List Price Received*	98.0%	<b>100.2%</b>	+ 2.3%	97.3%	<b>98.7%</b>	+ 1.5%
New Listings	178	<b>187</b>	+ 5.1%	1,403	<b>1,389</b>	- 1.0%

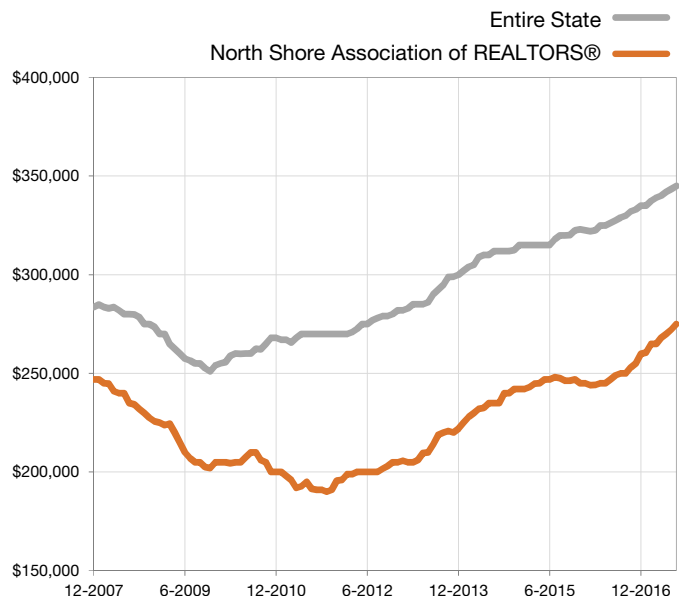
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 1.4%**

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

**+ 10.4%**

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

**- 26.5%**

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

### Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	418	<b>397</b>	- 5.0%	2,587	<b>2,464</b>	- 4.8%
Closed Sales	407	<b>416</b>	+ 2.2%	2,183	<b>2,100</b>	- 3.8%
Median Sales Price*	\$391,000	<b>\$429,450</b>	+ 9.8%	\$372,750	<b>\$404,950</b>	+ 8.6%
Inventory of Homes for Sale	844	<b>650</b>	- 23.0%	--	--	--
Months Supply of Inventory	2.6	<b>2.0</b>	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	66	<b>34</b>	- 47.7%	78	<b>55</b>	- 30.2%
Percent of Original List Price Received*	98.7%	<b>99.9%</b>	+ 1.1%	97.5%	<b>99.1%</b>	+ 1.6%
New Listings	428	<b>448</b>	+ 4.7%	3,169	<b>3,015</b>	- 4.9%

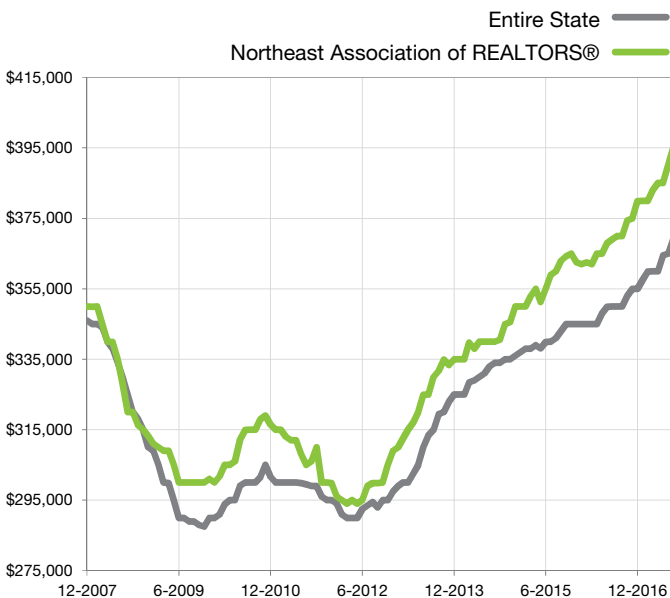
### Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	168	<b>143</b>	- 14.9%	1,051	<b>1,002</b>	- 4.7%
Closed Sales	175	<b>158</b>	- 9.7%	886	<b>908</b>	+ 2.5%
Median Sales Price*	\$225,000	<b>\$236,000</b>	+ 4.9%	\$220,000	<b>\$228,200</b>	+ 3.7%
Inventory of Homes for Sale	304	<b>194</b>	- 36.2%	--	--	--
Months Supply of Inventory	2.4	<b>1.4</b>	- 41.4%	--	--	--
Cumulative Days on Market Until Sale	58	<b>37</b>	- 35.2%	69	<b>42</b>	- 38.4%
Percent of Original List Price Received*	98.6%	<b>100.8%</b>	+ 2.3%	97.6%	<b>99.7%</b>	+ 2.1%
New Listings	182	<b>150</b>	- 17.6%	1,243	<b>1,171</b>	- 5.8%

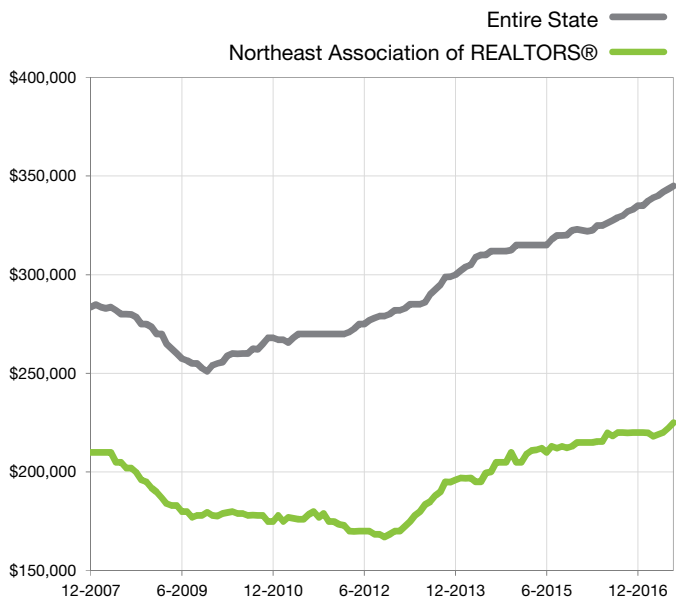
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### 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 – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 0.6%**

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

**+ 4.3%**

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

**- 33.3%**

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

### Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	591	<b>624</b>	+ 5.6%	4,197	<b>4,206</b>	+ 0.2%
Closed Sales	686	<b>670</b>	- 2.3%	3,564	<b>3,574</b>	+ 0.3%
Median Sales Price*	\$293,200	<b>\$302,500</b>	+ 3.2%	\$272,000	<b>\$285,000</b>	+ 4.8%
Inventory of Homes for Sale	2,073	<b>1,368</b>	- 34.0%	--	--	--
Months Supply of Inventory	4.0	<b>2.5</b>	- 37.4%	--	--	--
Cumulative Days on Market Until Sale	80	<b>46</b>	- 42.5%	103	<b>64</b>	- 37.4%
Percent of Original List Price Received*	97.5%	<b>98.9%</b>	+ 1.4%	96.0%	<b>97.6%</b>	+ 1.7%
New Listings	713	<b>708</b>	- 0.7%	5,483	<b>5,246</b>	- 4.3%

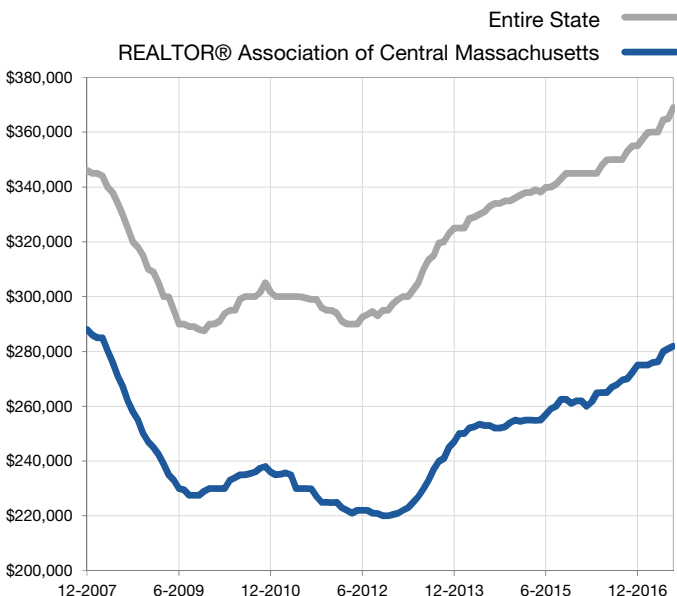
### Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	130	<b>145</b>	+ 11.5%	1,003	<b>984</b>	- 1.9%
Closed Sales	140	<b>151</b>	+ 7.9%	880	<b>885</b>	+ 0.6%
Median Sales Price*	\$211,000	<b>\$233,500</b>	+ 10.7%	\$207,000	<b>\$215,000</b>	+ 3.9%
Inventory of Homes for Sale	452	<b>316</b>	- 30.1%	--	--	--
Months Supply of Inventory	3.6	<b>2.4</b>	- 33.0%	--	--	--
Cumulative Days on Market Until Sale	83	<b>68</b>	- 18.3%	93	<b>68</b>	- 26.7%
Percent of Original List Price Received*	96.6%	<b>98.3%</b>	+ 1.9%	96.7%	<b>97.6%</b>	+ 0.9%
New Listings	153	<b>178</b>	+ 16.3%	1,269	<b>1,208</b>	- 4.8%

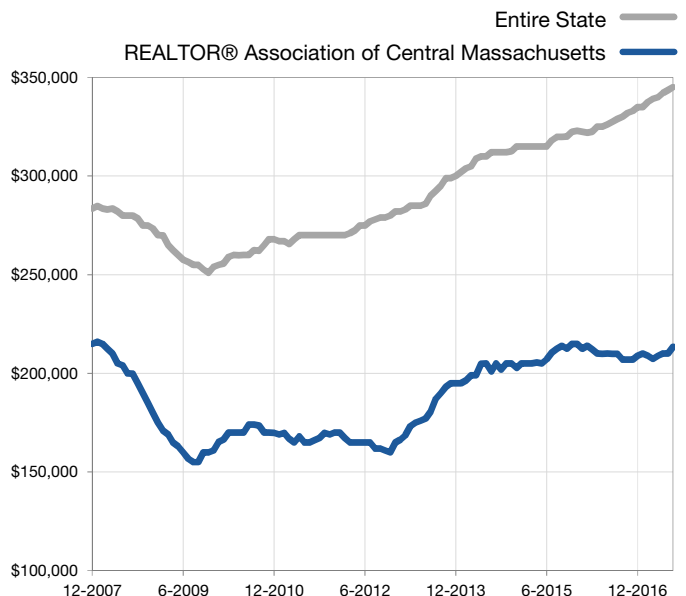
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 6.1%**

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

**+ 0.6%**

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

**- 28.6%**

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

### Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	505	<b>629</b>	+ 24.6%	3,707	<b>3,874</b>	+ 4.5%
Closed Sales	586	<b>617</b>	+ 5.3%	3,240	<b>3,226</b>	- 0.4%
Median Sales Price*	\$222,250	<b>\$220,000</b>	- 1.0%	\$199,000	<b>\$205,000</b>	+ 3.0%
Inventory of Homes for Sale	2,536	<b>1,817</b>	- 28.4%	--	--	--
Months Supply of Inventory	5.4	<b>3.7</b>	- 31.0%	--	--	--
Cumulative Days on Market Until Sale	99	<b>63</b>	- 36.3%	117	<b>86</b>	- 26.3%
Percent of Original List Price Received*	96.0%	<b>97.4%</b>	+ 1.5%	94.2%	<b>95.5%</b>	+ 1.3%
New Listings	685	<b>741</b>	+ 8.2%	5,185	<b>5,120</b>	- 1.3%

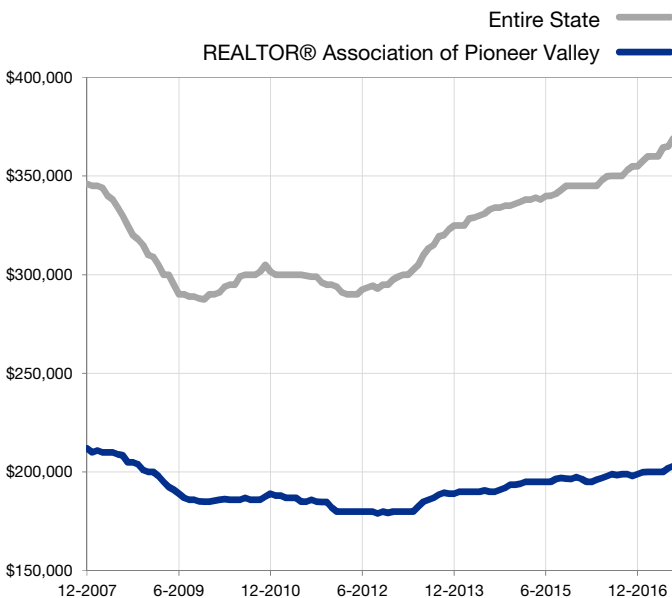
### Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	83	<b>91</b>	+ 9.6%	535	<b>549</b>	+ 2.6%
Closed Sales	84	<b>94</b>	+ 11.9%	478	<b>466</b>	- 2.5%
Median Sales Price*	\$146,500	<b>\$175,000</b>	+ 19.5%	\$147,700	<b>\$155,500</b>	+ 5.3%
Inventory of Homes for Sale	417	<b>291</b>	- 30.2%	--	--	--
Months Supply of Inventory	6.0	<b>4.1</b>	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	99	<b>97</b>	- 1.9%	128	<b>115</b>	- 10.2%
Percent of Original List Price Received*	96.2%	<b>95.5%</b>	- 0.8%	95.4%	<b>95.2%</b>	- 0.2%
New Listings	102	<b>77</b>	- 24.5%	715	<b>720</b>	+ 0.7%

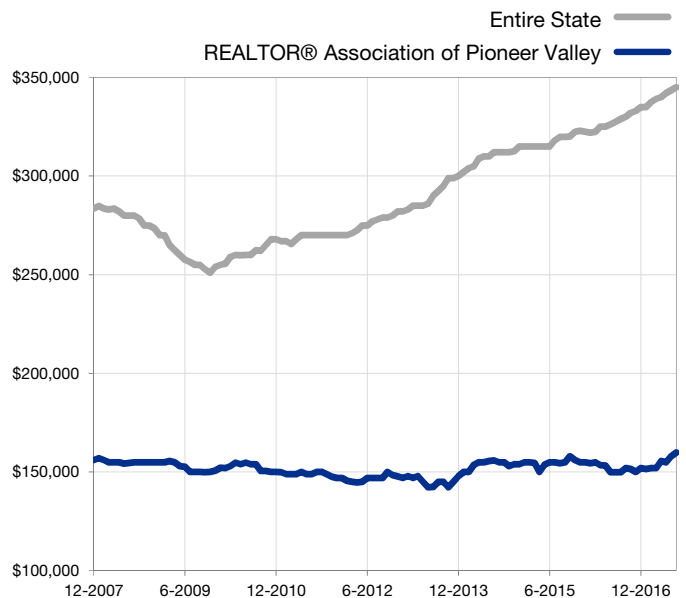
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**- 0.2%**

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

**+ 8.4%**

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

**- 27.9%**

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

### Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	464	<b>498</b>	+ 7.3%	3,122	<b>3,181</b>	+ 1.9%
Closed Sales	468	<b>453</b>	- 3.2%	2,698	<b>2,746</b>	+ 1.8%
Median Sales Price*	\$304,000	<b>\$326,500</b>	+ 7.4%	\$278,000	<b>\$298,750</b>	+ 7.5%
Inventory of Homes for Sale	1,673	<b>1,184</b>	- 29.2%	--	--	--
Months Supply of Inventory	4.2	<b>2.8</b>	- 33.1%	--	--	--
Cumulative Days on Market Until Sale	74	<b>50</b>	- 32.4%	93	<b>64</b>	- 31.8%
Percent of Original List Price Received*	97.8%	<b>98.2%</b>	+ 0.4%	96.4%	<b>97.9%</b>	+ 1.5%
New Listings	589	<b>592</b>	+ 0.5%	4,150	<b>4,019</b>	- 3.2%

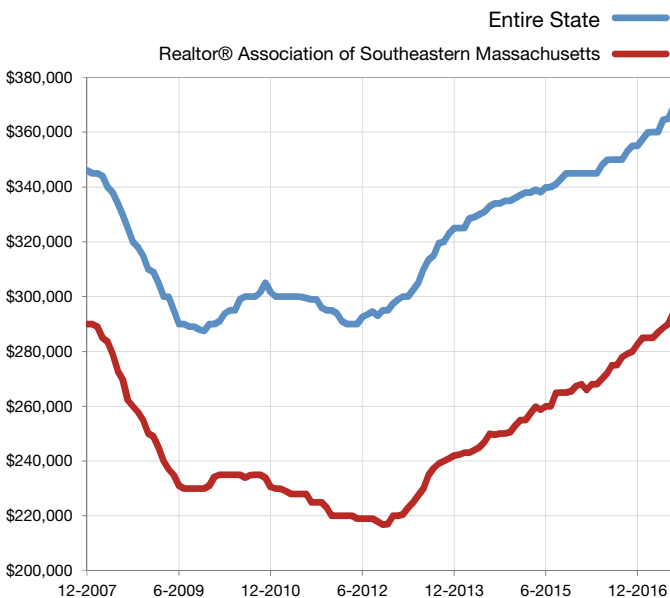
### Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	56	<b>89</b>	+ 58.9%	510	<b>549</b>	+ 7.6%
Closed Sales	63	<b>77</b>	+ 22.2%	472	<b>477</b>	+ 1.1%
Median Sales Price*	\$199,000	<b>\$230,000</b>	+ 15.6%	\$189,000	<b>\$205,000</b>	+ 8.5%
Inventory of Homes for Sale	189	<b>159</b>	- 15.9%	--	--	--
Months Supply of Inventory	2.8	<b>2.3</b>	- 19.6%	--	--	--
Cumulative Days on Market Until Sale	72	<b>38</b>	- 48.0%	96	<b>57</b>	- 40.4%
Percent of Original List Price Received*	97.4%	<b>98.6%</b>	+ 1.2%	96.0%	<b>98.5%</b>	+ 2.6%
New Listings	75	<b>97</b>	+ 29.3%	636	<b>645</b>	+ 1.4%

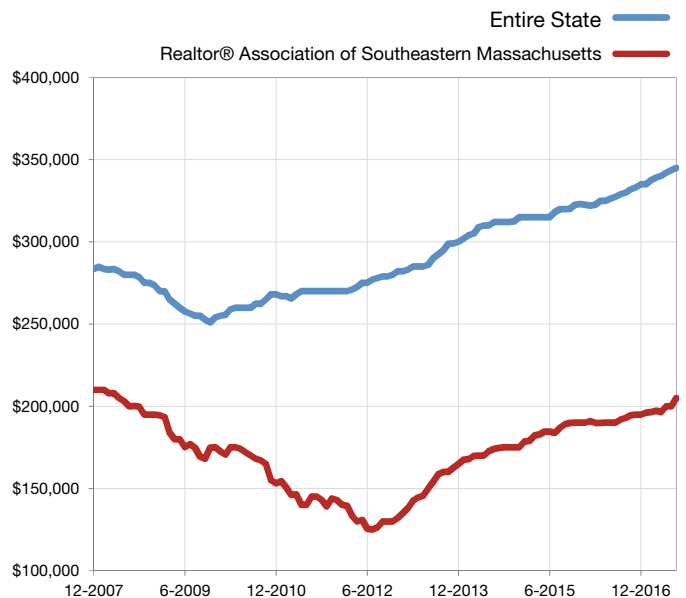
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## South Shore REALTORS®

**+ 7.5%**

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

**+ 2.6%**

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

**- 22.8%**

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

### Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	542	<b>636</b>	+ 17.3%	3,774	<b>3,924</b>	+ 4.0%
Closed Sales	641	<b>647</b>	+ 0.9%	3,228	<b>3,311</b>	+ 2.6%
Median Sales Price*	\$399,000	<b>\$415,000</b>	+ 4.0%	\$380,000	<b>\$409,000</b>	+ 7.6%
Inventory of Homes for Sale	1,873	<b>1,449</b>	- 22.6%	--	--	--
Months Supply of Inventory	3.9	<b>2.9</b>	- 25.7%	--	--	--
Cumulative Days on Market Until Sale	72	<b>46</b>	- 36.0%	91	<b>65</b>	- 28.6%
Percent of Original List Price Received*	97.2%	<b>98.7%</b>	+ 1.5%	96.5%	<b>97.9%</b>	+ 1.5%
New Listings	719	<b>728</b>	+ 1.3%	5,210	<b>5,146</b>	- 1.2%

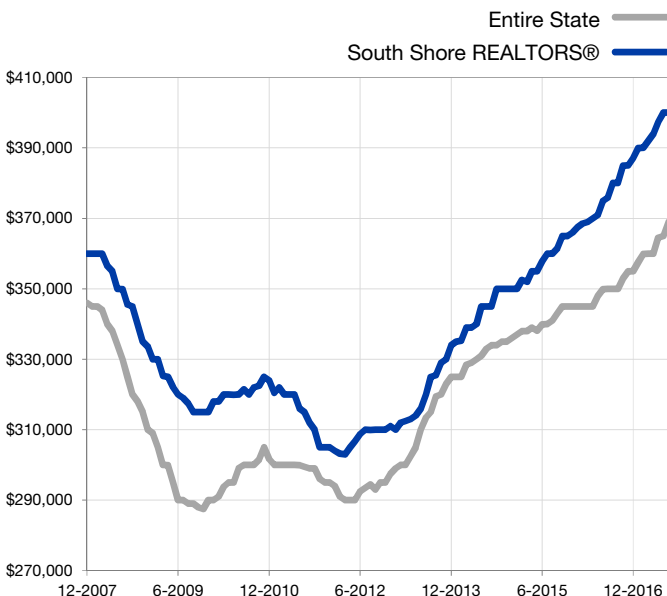
### Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	167	<b>177</b>	+ 6.0%	1,105	<b>1,282</b>	+ 16.0%
Closed Sales	154	<b>208</b>	+ 35.1%	925	<b>1,093</b>	+ 18.2%
Median Sales Price*	\$289,500	<b>\$312,500</b>	+ 7.9%	\$268,450	<b>\$301,000</b>	+ 12.1%
Inventory of Homes for Sale	445	<b>341</b>	- 23.4%	--	--	--
Months Supply of Inventory	3.1	<b>2.2</b>	- 30.1%	--	--	--
Cumulative Days on Market Until Sale	67	<b>65</b>	- 3.1%	85	<b>65</b>	- 24.0%
Percent of Original List Price Received*	98.1%	<b>99.9%</b>	+ 1.8%	97.7%	<b>98.7%</b>	+ 1.0%
New Listings	196	<b>194</b>	- 1.0%	1,411	<b>1,514</b>	+ 7.3%

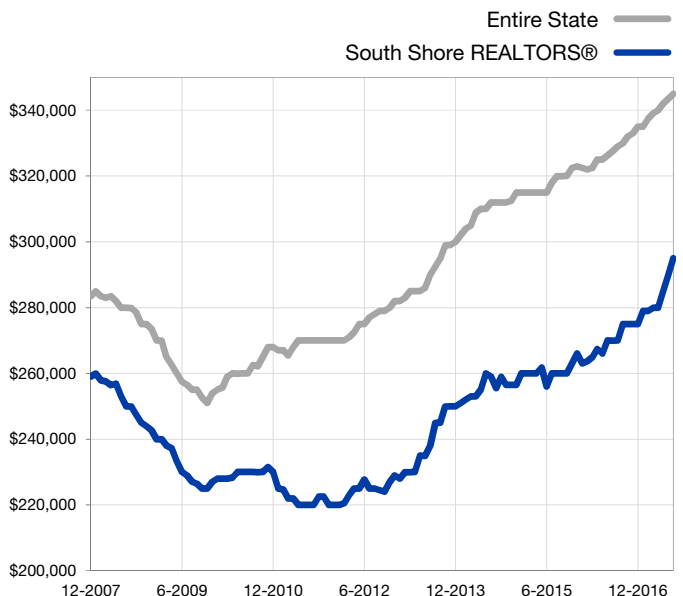
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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