

# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 6.5%**

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

**- 0.9%**

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

**- 29.3%**

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

### Single-Family Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	89	<b>88</b>	- 1.1%	1,277	<b>1,364</b>	+ 6.8%
Closed Sales	105	<b>131</b>	+ 24.8%	1,250	<b>1,311</b>	+ 4.9%
Median Sales Price*	\$204,050	<b>\$198,000</b>	- 3.0%	\$190,000	<b>\$200,000</b>	+ 5.3%
Inventory of Homes for Sale	1,180	<b>890</b>	- 24.6%	--	--	--
Months Supply of Inventory	10.3	<b>7.4</b>	- 28.2%	--	--	--
Cumulative Days on Market Until Sale	107	<b>86</b>	- 20.0%	123	<b>117</b>	- 4.9%
Percent of Original List Price Received*	90.5%	<b>90.9%</b>	+ 0.5%	90.4%	<b>90.8%</b>	+ 0.5%
New Listings	90	<b>97</b>	+ 7.8%	2,247	<b>2,095</b>	- 6.8%

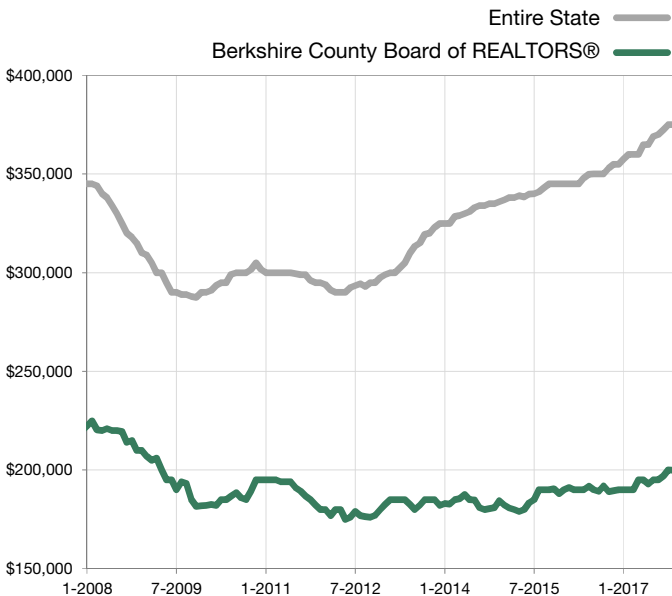
### Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	<b>0</b>	- 100.0%	102	<b>61</b>	- 40.2%
Closed Sales	18	<b>0</b>	- 100.0%	98	<b>63</b>	- 35.7%
Median Sales Price*	\$174,500	<b>\$0</b>	- 100.0%	\$173,850	<b>\$193,900</b>	+ 11.5%
Inventory of Homes for Sale	113	<b>24</b>	- 78.8%	--	--	--
Months Supply of Inventory	12.4	<b>3.1</b>	- 75.2%	--	--	--
Cumulative Days on Market Until Sale	198	<b>0</b>	- 100.0%	156	<b>162</b>	+ 3.4%
Percent of Original List Price Received*	89.0%	<b>0.0%</b>	- 100.0%	91.0%	<b>92.0%</b>	+ 1.1%
New Listings	9	<b>0</b>	- 100.0%	199	<b>53</b>	- 73.4%

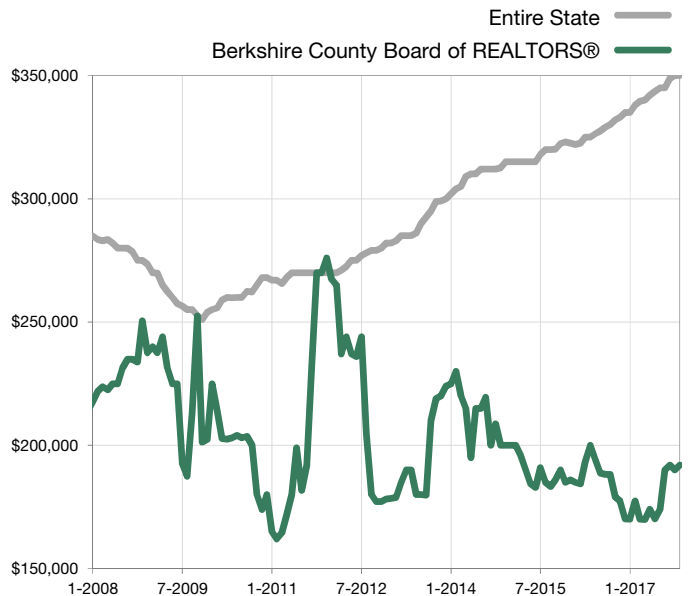
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**- 8.8%**

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

**+ 0.7%**

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

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	501	<b>484</b>	- 3.4%	5,667	<b>5,519</b>	- 2.6%
Closed Sales	532	<b>461</b>	- 13.3%	5,496	<b>5,185</b>	- 5.7%
Median Sales Price*	\$399,000	<b>\$399,900</b>	+ 0.2%	\$369,000	<b>\$390,000</b>	+ 5.7%
Inventory of Homes for Sale	3,556	<b>2,569</b>	- 27.8%	--	--	--
Months Supply of Inventory	7.1	<b>5.4</b>	- 24.1%	--	--	--
Cumulative Days on Market Until Sale	124	<b>112</b>	- 9.9%	140	<b>110</b>	- 21.2%
Percent of Original List Price Received*	92.6%	<b>93.2%</b>	+ 0.7%	93.2%	<b>94.4%</b>	+ 1.3%
New Listings	413	<b>440</b>	+ 6.5%	8,308	<b>7,693</b>	- 7.4%

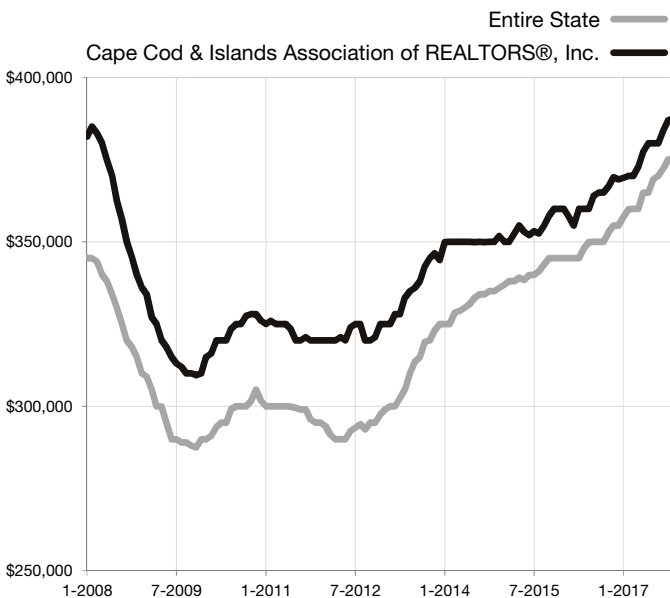
### Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	87	<b>104</b>	+ 19.5%	1,162	<b>1,247</b>	+ 7.3%
Closed Sales	103	<b>118</b>	+ 14.6%	1,159	<b>1,184</b>	+ 2.2%
Median Sales Price*	\$260,000	<b>\$268,750</b>	+ 3.4%	\$260,260	<b>\$265,000</b>	+ 1.8%
Inventory of Homes for Sale	770	<b>512</b>	- 33.5%	--	--	--
Months Supply of Inventory	7.3	<b>4.8</b>	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	112	<b>105</b>	- 6.5%	138	<b>120</b>	- 12.7%
Percent of Original List Price Received*	94.4%	<b>94.7%</b>	+ 0.3%	94.3%	<b>94.9%</b>	+ 0.6%
New Listings	99	<b>116</b>	+ 17.2%	1,710	<b>1,561</b>	- 8.7%

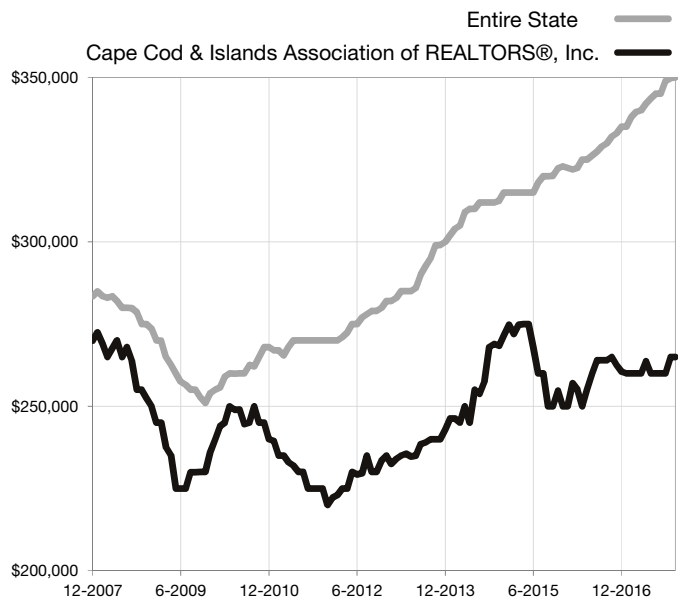
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	944	<b>963</b>	+ 2.0%	13,416	<b>13,336</b>	- 0.6%
Closed Sales	1,185	<b>1,147</b>	- 3.2%	12,960	<b>12,789</b>	- 1.3%
Median Sales Price*	\$525,000	<b>\$569,000</b>	+ 8.4%	\$540,000	<b>\$580,000</b>	+ 7.4%
Inventory of Homes for Sale	2,524	<b>1,865</b>	- 26.1%	--	--	--
Months Supply of Inventory	2.1	<b>1.6</b>	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	54	<b>47</b>	- 13.0%	63	<b>50</b>	- 20.6%
Percent of Original List Price Received*	98.2%	<b>98.5%</b>	+ 0.3%	98.4%	<b>99.2%</b>	+ 0.8%
New Listings	831	<b>920</b>	+ 10.7%	17,000	<b>16,447</b>	- 3.3%

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

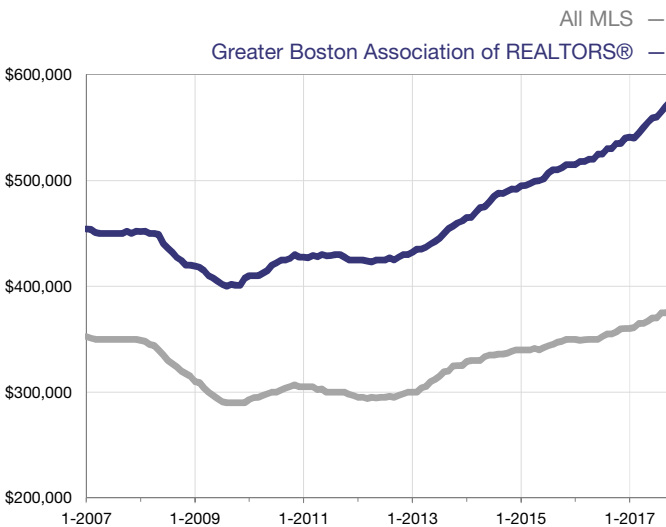
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	742	<b>804</b>	+ 8.4%	10,690	<b>10,703</b>	+ 0.1%
Closed Sales	848	<b>943</b>	+ 11.2%	10,258	<b>10,145</b>	- 1.1%
Median Sales Price*	\$500,000	<b>\$540,000</b>	+ 8.0%	\$490,000	<b>\$520,000</b>	+ 6.1%
Inventory of Homes for Sale	1,626	<b>1,322</b>	- 18.7%	--	--	--
Months Supply of Inventory	1.7	<b>1.4</b>	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	43	<b>36</b>	- 16.3%	47	<b>38</b>	- 19.1%
Percent of Original List Price Received*	99.7%	<b>99.9%</b>	+ 0.2%	100.4%	<b>100.8%</b>	+ 0.4%
New Listings	744	<b>825</b>	+ 10.9%	12,995	<b>12,986</b>	- 0.1%

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

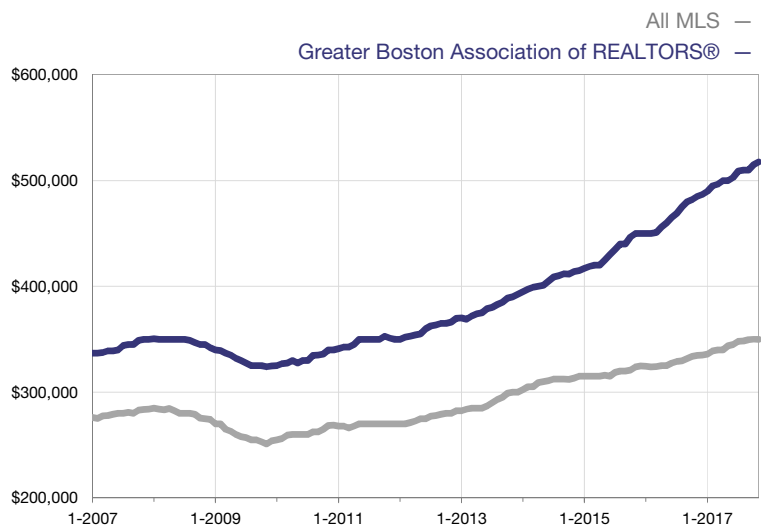
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**+ 24.3%**

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

**+ 4.5%**

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

**- 30.7%**

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

### Single-Family Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	79	78	- 1.3%	1,038	1,080	+ 4.0%
Closed Sales	95	117	+ 23.2%	1,000	1,031	+ 3.1%
Median Sales Price*	\$260,000	<b>\$275,000</b>	+ 5.8%	\$255,000	<b>\$267,500</b>	+ 4.9%
Inventory of Homes for Sale	413	303	- 26.6%	--	--	--
Months Supply of Inventory	4.5	3.2	- 28.7%	--	--	--
Cumulative Days on Market Until Sale	76	73	- 4.0%	105	80	- 24.0%
Percent of Original List Price Received*	96.2%	92.9%	- 3.4%	95.1%	96.2%	+ 1.1%
New Listings	92	79	- 14.1%	1,367	1,389	+ 1.6%

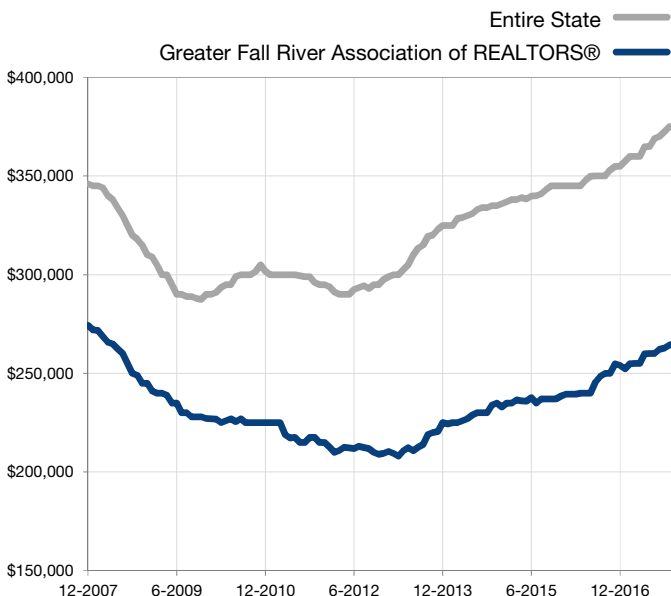
### Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	13	+ 44.4%	108	120	+ 11.1%
Closed Sales	8	11	+ 37.5%	99	107	+ 8.1%
Median Sales Price*	\$155,000	<b>\$225,000</b>	+ 45.2%	\$126,900	<b>\$159,000</b>	+ 25.3%
Inventory of Homes for Sale	63	27	- 57.1%	--	--	--
Months Supply of Inventory	6.8	2.7	- 60.7%	--	--	--
Cumulative Days on Market Until Sale	47	81	+ 72.2%	131	110	- 16.4%
Percent of Original List Price Received*	94.5%	94.9%	+ 0.4%	91.7%	93.0%	+ 1.4%
New Listings	14	8	- 42.9%	167	137	- 18.0%

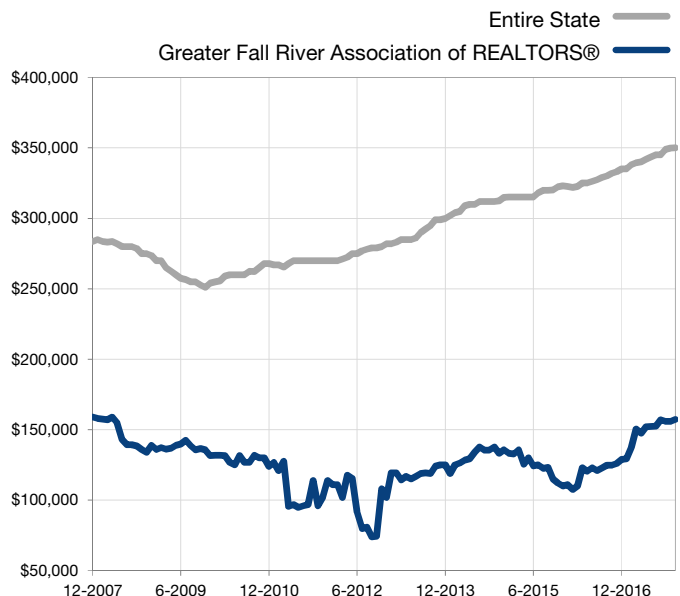
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Newburyport Association of REALTORS®

**+ 9.2%**

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

**+ 5.4%**

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

**- 31.4%**

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

### Single-Family Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	55	51	- 7.3%	723	684	- 5.4%
Closed Sales	57	69	+ 21.1%	680	669	- 1.6%
Median Sales Price*	\$467,000	<b>\$475,000</b>	+ 1.7%	\$428,900	<b>\$464,900</b>	+ 8.4%
Inventory of Homes for Sale	213	149	- 30.0%	--	--	--
Months Supply of Inventory	3.4	2.4	- 29.8%	--	--	--
Cumulative Days on Market Until Sale	80	87	+ 9.5%	91	69	- 24.7%
Percent of Original List Price Received*	95.5%	95.6%	+ 0.1%	95.2%	97.3%	+ 2.2%
New Listings	48	64	+ 33.3%	1,049	978	- 6.8%

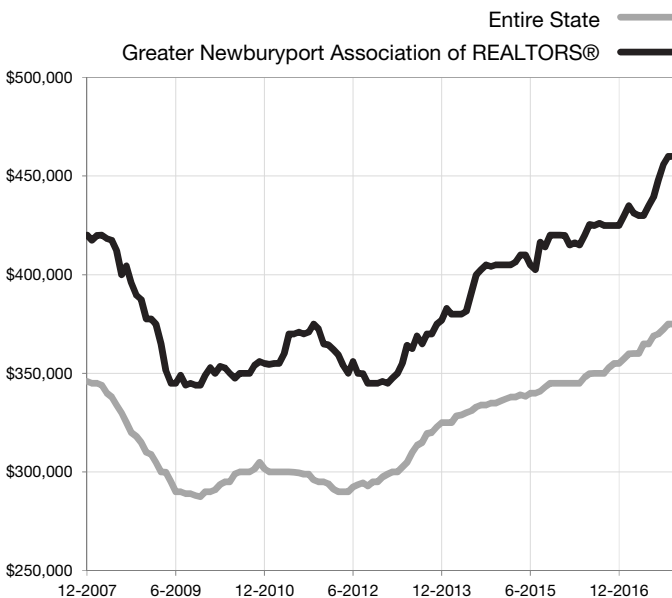
### Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	23	45	+ 95.7%	386	436	+ 13.0%
Closed Sales	41	38	- 7.3%	377	402	+ 6.6%
Median Sales Price*	\$314,900	<b>\$322,500</b>	+ 2.4%	\$307,000	<b>\$320,000</b>	+ 4.2%
Inventory of Homes for Sale	93	61	- 34.4%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	81	60	- 25.3%	82	57	- 29.9%
Percent of Original List Price Received*	97.7%	98.1%	+ 0.4%	97.4%	98.6%	+ 1.2%
New Listings	33	36	+ 9.1%	501	551	+ 10.0%

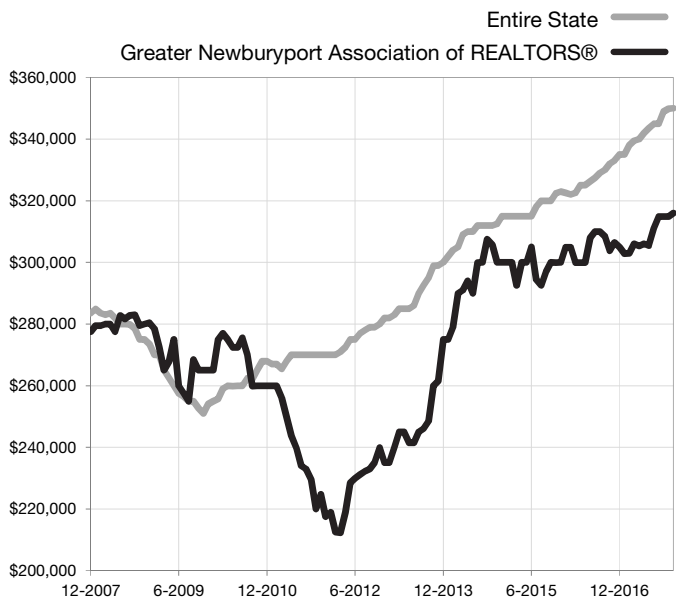
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**0.0%**

Year-Over-Year Change in Closed Sales All Properties

**+ 12.2%**

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

**- 32.4%**

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

### Single-Family Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	195	221	+ 13.3%	2,680	2,817	+ 5.1%
Closed Sales	254	253	- 0.4%	2,586	2,695	+ 4.2%
Median Sales Price*	\$226,250	\$250,054	+ 10.5%	\$236,500	\$246,900	+ 4.4%
Inventory of Homes for Sale	915	622	- 32.0%	--	--	--
Months Supply of Inventory	3.9	2.5	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	79	65	- 17.6%	94	69	- 27.2%
Percent of Original List Price Received*	95.7%	97.2%	+ 1.5%	96.2%	97.1%	+ 0.9%
New Listings	241	230	- 4.6%	3,629	3,501	- 3.5%

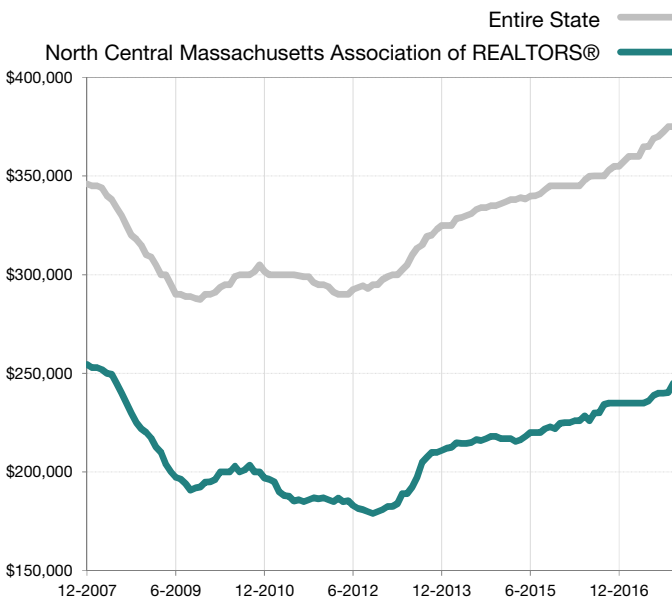
### Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	33	36	+ 9.1%	373	421	+ 12.9%
Closed Sales	30	31	+ 3.3%	351	395	+ 12.5%
Median Sales Price*	\$175,500	\$183,750	+ 4.7%	\$160,000	\$163,000	+ 1.9%
Inventory of Homes for Sale	119	77	- 35.3%	--	--	--
Months Supply of Inventory	3.8	2.1	- 43.3%	--	--	--
Cumulative Days on Market Until Sale	82	80	- 2.8%	101	76	- 24.7%
Percent of Original List Price Received*	96.4%	97.8%	+ 1.4%	96.5%	97.7%	+ 1.2%
New Listings	35	29	- 17.1%	492	483	- 1.8%

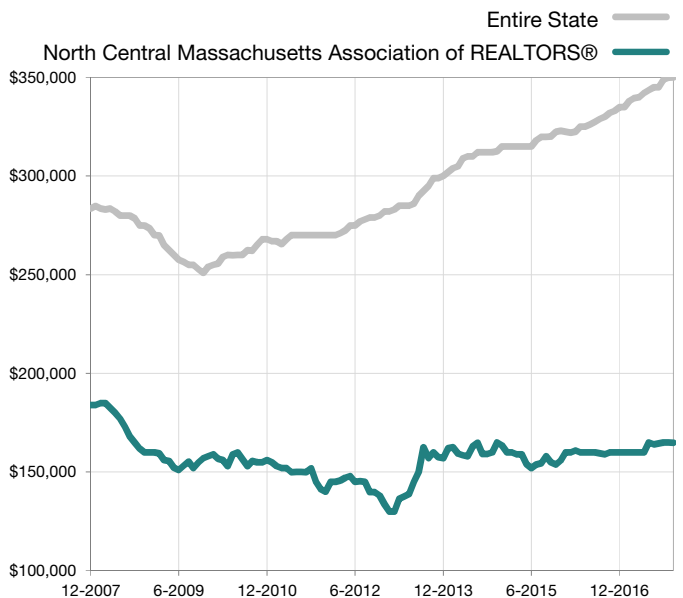
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 1.5%**

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

**+ 7.0%**

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

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	288	<b>318</b>	+ 10.4%	3,954	<b>3,906</b>	- 1.2%
Closed Sales	357	<b>345</b>	- 3.4%	3,755	<b>3,762</b>	+ 0.2%
Median Sales Price*	\$398,000	<b>\$430,000</b>	+ 8.0%	\$395,000	<b>\$425,000</b>	+ 7.6%
Inventory of Homes for Sale	871	<b>624</b>	- 28.4%	--	--	--
Months Supply of Inventory	2.5	<b>1.8</b>	- 28.3%	--	--	--
Cumulative Days on Market Until Sale	59	<b>49</b>	- 16.6%	75	<b>52</b>	- 30.6%
Percent of Original List Price Received*	97.0%	<b>98.0%</b>	+ 1.0%	97.4%	<b>98.4%</b>	+ 1.0%
New Listings	301	<b>328</b>	+ 9.0%	4,975	<b>4,812</b>	- 3.3%

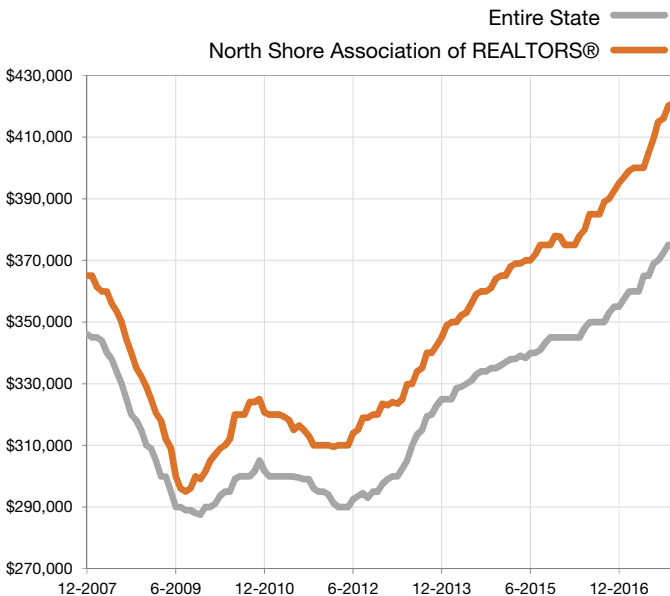
### Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	155	<b>144</b>	- 7.1%	1,812	<b>1,840</b>	+ 1.5%
Closed Sales	166	<b>170</b>	+ 2.4%	1,724	<b>1,800</b>	+ 4.4%
Median Sales Price*	\$262,500	<b>\$266,450</b>	+ 1.5%	\$259,700	<b>\$285,000</b>	+ 9.7%
Inventory of Homes for Sale	353	<b>256</b>	- 27.5%	--	--	--
Months Supply of Inventory	2.3	<b>1.6</b>	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	61	<b>41</b>	- 32.6%	75	<b>51</b>	- 32.0%
Percent of Original List Price Received*	97.7%	<b>98.4%</b>	+ 0.7%	97.4%	<b>98.9%</b>	+ 1.5%
New Listings	149	<b>172</b>	+ 15.4%	2,159	<b>2,165</b>	+ 0.3%

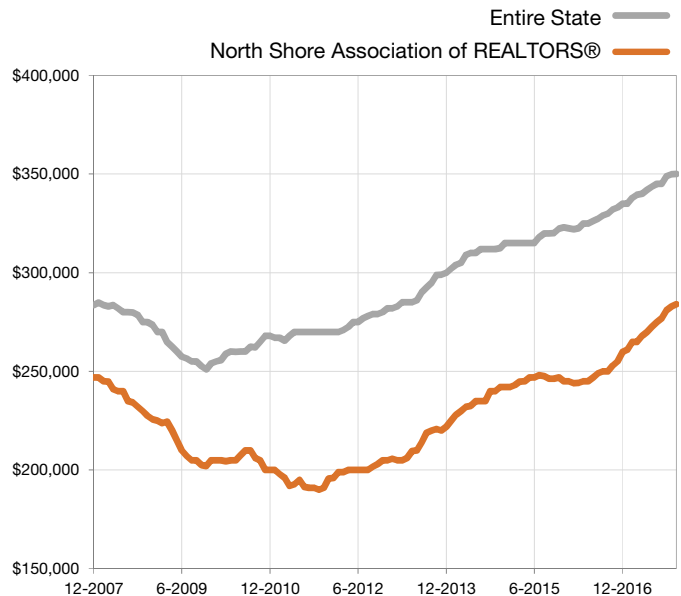
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 4.5%**

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

**+ 4.5%**

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

**- 28.5%**

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

### Single-Family Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	256	<b>302</b>	+ 18.0%	3,821	<b>3,788</b>	- 0.9%
Closed Sales	335	<b>331</b>	- 1.2%	3,701	<b>3,608</b>	- 2.5%
Median Sales Price*	\$368,000	<b>\$400,000</b>	+ 8.7%	\$377,000	<b>\$400,000</b>	+ 6.1%
Inventory of Homes for Sale	733	<b>523</b>	- 28.6%	--	--	--
Months Supply of Inventory	2.2	<b>1.6</b>	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	57	<b>48</b>	- 15.7%	69	<b>50</b>	- 27.8%
Percent of Original List Price Received*	97.7%	<b>97.8%</b>	+ 0.2%	97.8%	<b>98.8%</b>	+ 1.0%
New Listings	265	<b>291</b>	+ 9.8%	4,678	<b>4,560</b>	- 2.5%

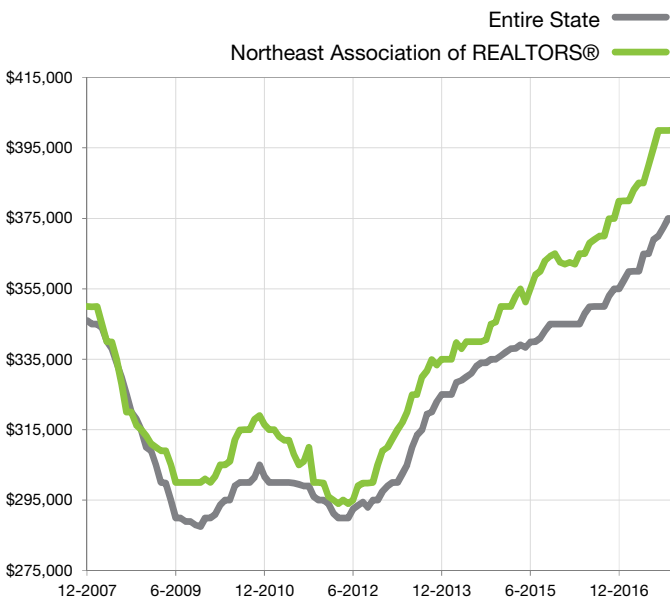
### Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	127	<b>108</b>	- 15.0%	1,581	<b>1,504</b>	- 4.9%
Closed Sales	127	<b>152</b>	+ 19.7%	1,511	<b>1,463</b>	- 3.2%
Median Sales Price*	\$244,000	<b>\$245,000</b>	+ 0.4%	\$221,931	<b>\$235,000</b>	+ 5.9%
Inventory of Homes for Sale	266	<b>191</b>	- 28.2%	--	--	--
Months Supply of Inventory	2.0	<b>1.4</b>	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	48	<b>51</b>	+ 5.8%	61	<b>41</b>	- 33.2%
Percent of Original List Price Received*	97.4%	<b>100.0%</b>	+ 2.7%	97.8%	<b>99.8%</b>	+ 2.0%
New Listings	121	<b>117</b>	- 3.3%	1,860	<b>1,770</b>	- 4.8%

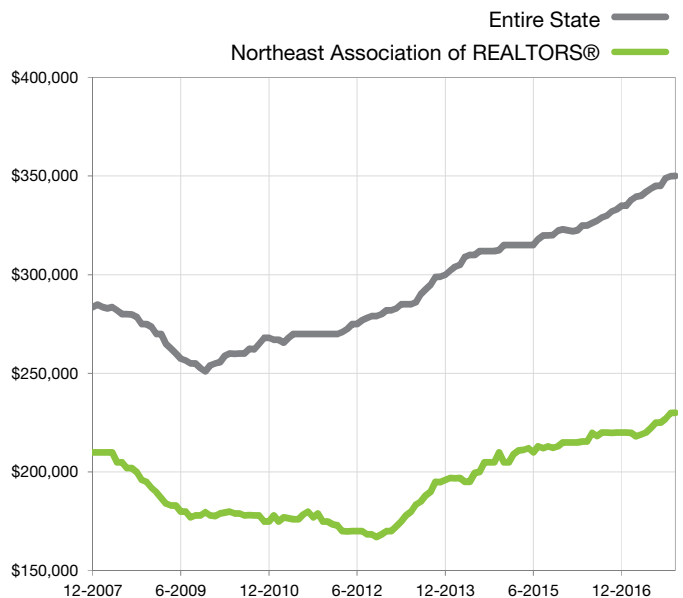
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**+ 12.2%**

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

**+ 10.2%**

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

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	419	<b>509</b>	+ 21.5%	6,289	<b>6,375</b>	+ 1.4%
Closed Sales	534	<b>580</b>	+ 8.6%	6,029	<b>6,039</b>	+ 0.2%
Median Sales Price*	\$269,000	<b>\$292,000</b>	+ 8.6%	\$274,900	<b>\$290,000</b>	+ 5.5%
Inventory of Homes for Sale	1,750	<b>1,231</b>	- 29.7%	--	--	--
Months Supply of Inventory	3.2	<b>2.2</b>	- 29.9%	--	--	--
Cumulative Days on Market Until Sale	76	<b>63</b>	- 16.3%	91	<b>61</b>	- 33.1%
Percent of Original List Price Received*	96.3%	<b>97.0%</b>	+ 0.8%	96.3%	<b>97.8%</b>	+ 1.5%
New Listings	480	<b>481</b>	+ 0.2%	8,175	<b>8,108</b>	- 0.8%

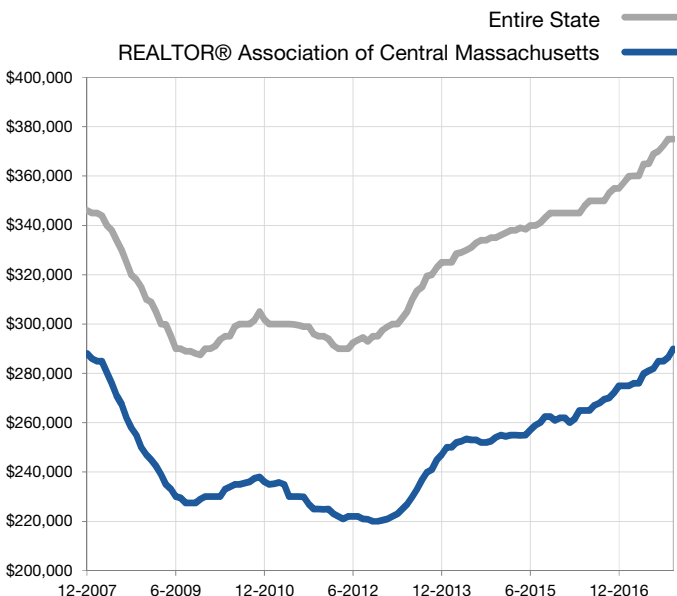
### Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	113	<b>136</b>	+ 20.4%	1,507	<b>1,574</b>	+ 4.4%
Closed Sales	131	<b>166</b>	+ 26.7%	1,435	<b>1,509</b>	+ 5.2%
Median Sales Price*	\$211,500	<b>\$235,500</b>	+ 11.3%	\$209,900	<b>\$225,000</b>	+ 7.2%
Inventory of Homes for Sale	369	<b>245</b>	- 33.6%	--	--	--
Months Supply of Inventory	2.8	<b>1.8</b>	- 37.2%	--	--	--
Cumulative Days on Market Until Sale	66	<b>54</b>	- 18.4%	86	<b>63</b>	- 26.3%
Percent of Original List Price Received*	96.4%	<b>97.5%</b>	+ 1.1%	96.6%	<b>98.0%</b>	+ 1.5%
New Listings	104	<b>110</b>	+ 5.8%	1,869	<b>1,835</b>	- 1.8%

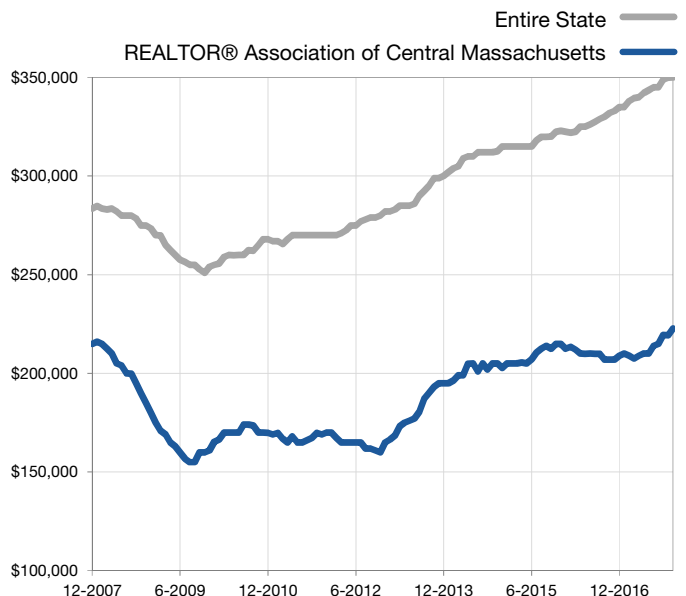
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 0.5%**

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

**+ 10.8%**

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

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	392	<b>517</b>	+ 31.9%	5,630	<b>5,860</b>	+ 4.1%
Closed Sales	502	<b>505</b>	+ 0.6%	5,392	<b>5,534</b>	+ 2.6%
Median Sales Price*	\$188,100	<b>\$213,500</b>	+ 13.5%	\$199,000	<b>\$208,000</b>	+ 4.5%
Inventory of Homes for Sale	2,151	<b>1,514</b>	- 29.6%	--	--	--
Months Supply of Inventory	4.4	<b>3.0</b>	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	91	<b>78</b>	- 13.9%	104	<b>78</b>	- 25.2%
Percent of Original List Price Received*	94.4%	<b>95.0%</b>	+ 0.6%	94.4%	<b>95.6%</b>	+ 1.3%
New Listings	494	<b>465</b>	- 5.9%	7,703	<b>7,697</b>	- 0.1%

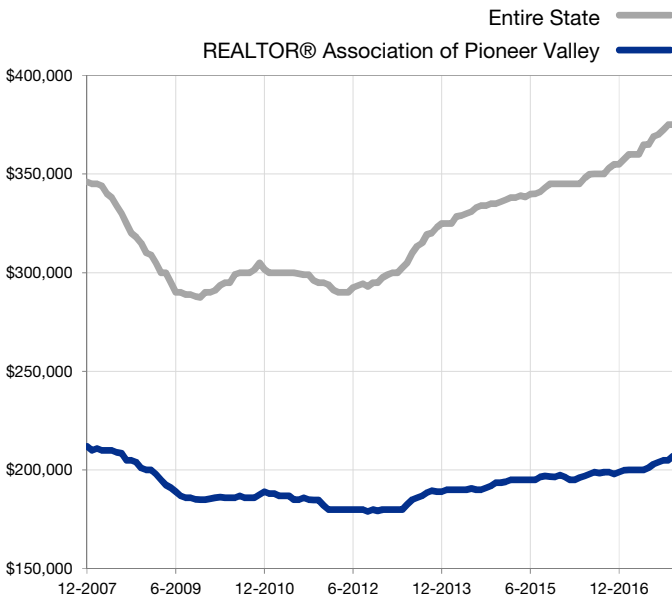
### Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	67	<b>65</b>	- 3.0%	825	<b>849</b>	+ 2.9%
Closed Sales	68	<b>68</b>	0.0%	788	<b>821</b>	+ 4.2%
Median Sales Price*	\$150,000	<b>\$156,000</b>	+ 4.0%	\$150,500	<b>\$159,900</b>	+ 6.2%
Inventory of Homes for Sale	322	<b>246</b>	- 23.6%	--	--	--
Months Supply of Inventory	4.6	<b>3.3</b>	- 27.7%	--	--	--
Cumulative Days on Market Until Sale	102	<b>93</b>	- 8.3%	121	<b>99</b>	- 18.3%
Percent of Original List Price Received*	98.0%	<b>96.6%</b>	- 1.4%	95.8%	<b>95.8%</b>	+ 0.0%
New Listings	73	<b>64</b>	- 12.3%	1,041	<b>1,060</b>	+ 1.8%

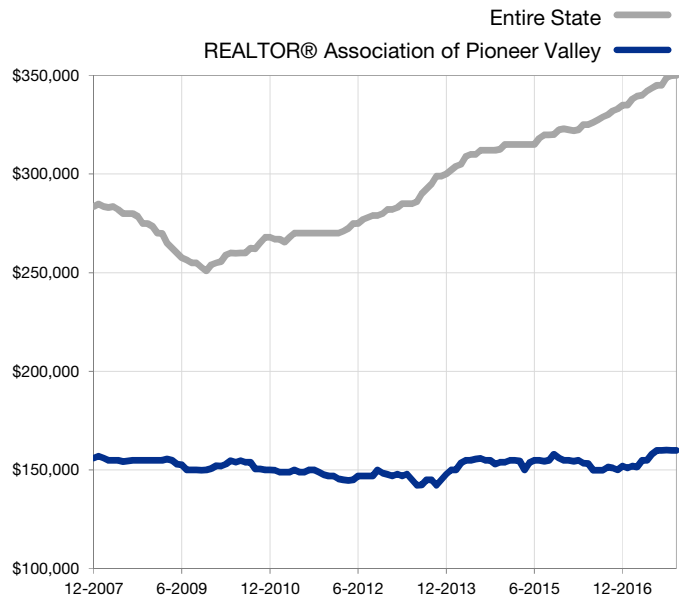
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**+ 12.6%**

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

**+ 7.5%**

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

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	340	<b>427</b>	+ 25.6%	4,828	<b>4,885</b>	+ 1.2%
Closed Sales	406	<b>469</b>	+ 15.5%	4,597	<b>4,694</b>	+ 2.1%
Median Sales Price*	\$290,000	<b>\$310,400</b>	+ 7.0%	\$282,000	<b>\$300,000</b>	+ 6.4%
Inventory of Homes for Sale	1,406	<b>1,089</b>	- 22.5%	--	--	--
Months Supply of Inventory	3.4	<b>2.5</b>	- 24.5%	--	--	--
Cumulative Days on Market Until Sale	70	<b>69</b>	- 1.7%	86	<b>61</b>	- 28.4%
Percent of Original List Price Received*	97.0%	<b>96.7%</b>	- 0.4%	96.7%	<b>97.9%</b>	+ 1.3%
New Listings	374	<b>433</b>	+ 15.8%	6,229	<b>6,248</b>	+ 0.3%

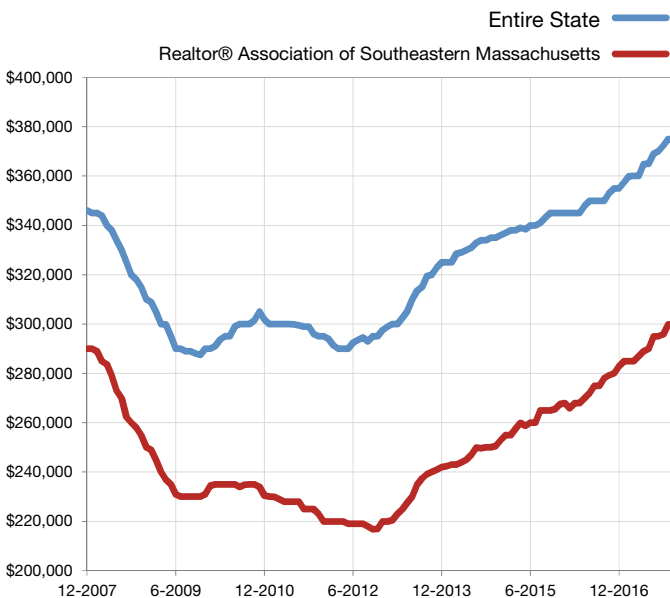
### Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	57	<b>64</b>	+ 12.3%	765	<b>832</b>	+ 8.8%
Closed Sales	71	<b>68</b>	- 4.2%	768	<b>804</b>	+ 4.7%
Median Sales Price*	\$200,000	<b>\$200,500</b>	+ 0.2%	\$195,500	<b>\$204,950</b>	+ 4.8%
Inventory of Homes for Sale	179	<b>134</b>	- 25.1%	--	--	--
Months Supply of Inventory	2.6	<b>1.9</b>	- 27.9%	--	--	--
Cumulative Days on Market Until Sale	62	<b>44</b>	- 29.5%	89	<b>53</b>	- 40.1%
Percent of Original List Price Received*	96.4%	<b>97.2%</b>	+ 0.9%	96.3%	<b>98.3%</b>	+ 2.1%
New Listings	60	<b>54</b>	- 10.0%	958	<b>977</b>	+ 2.0%

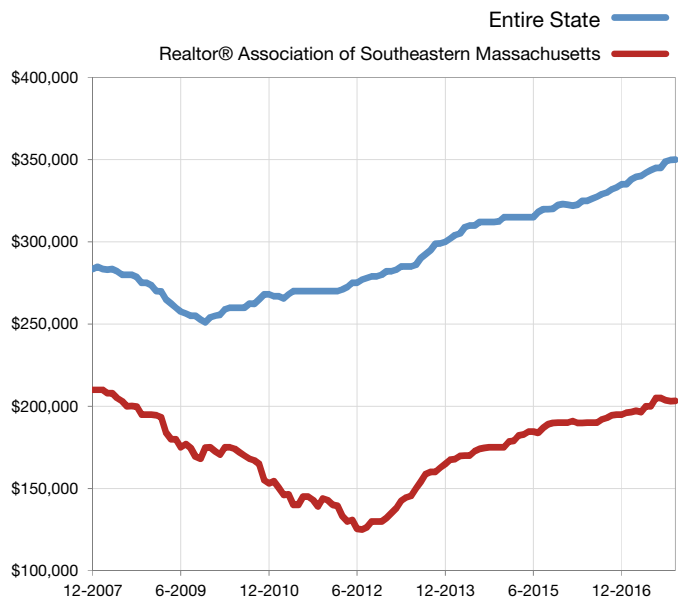
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## South Shore REALTORS®

**+ 1.3%**

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

**+ 4.7%**

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

**- 21.6%**

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

### Single-Family Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	401	<b>445</b>	+ 11.0%	5,748	<b>5,905</b>	+ 2.7%
Closed Sales	524	<b>525</b>	+ 0.2%	5,478	<b>5,673</b>	+ 3.6%
Median Sales Price*	\$405,000	<b>\$405,000</b>	0.0%	\$387,000	<b>\$411,000</b>	+ 6.2%
Inventory of Homes for Sale	1,509	<b>1,187</b>	- 21.3%	--	--	--
Months Supply of Inventory	3.0	<b>2.3</b>	- 24.1%	--	--	--
Cumulative Days on Market Until Sale	67	<b>66</b>	- 1.9%	81	<b>63</b>	- 22.1%
Percent of Original List Price Received*	96.7%	<b>96.3%</b>	- 0.4%	96.7%	<b>97.5%</b>	+ 0.9%
New Listings	420	<b>447</b>	+ 6.4%	7,669	<b>7,727</b>	+ 0.8%

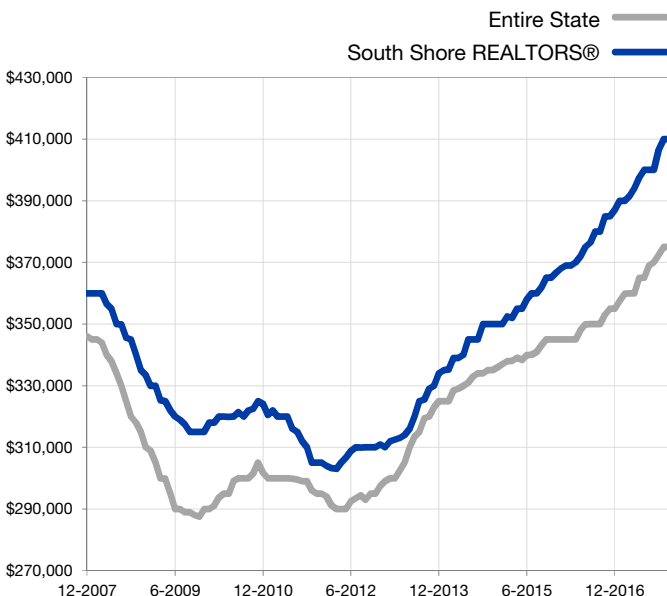
### Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	97	<b>161</b>	+ 66.0%	1,627	<b>1,946</b>	+ 19.6%
Closed Sales	157	<b>165</b>	+ 5.1%	1,569	<b>1,797</b>	+ 14.5%
Median Sales Price*	\$292,000	<b>\$330,000</b>	+ 13.0%	\$274,000	<b>\$310,000</b>	+ 13.1%
Inventory of Homes for Sale	423	<b>327</b>	- 22.7%	--	--	--
Months Supply of Inventory	2.9	<b>2.0</b>	- 30.4%	--	--	--
Cumulative Days on Market Until Sale	65	<b>42</b>	- 34.6%	77	<b>61</b>	- 20.0%
Percent of Original List Price Received*	98.0%	<b>99.1%</b>	+ 1.1%	97.9%	<b>98.7%</b>	+ 0.8%
New Listings	132	<b>161</b>	+ 22.0%	2,107	<b>2,348</b>	+ 11.4%

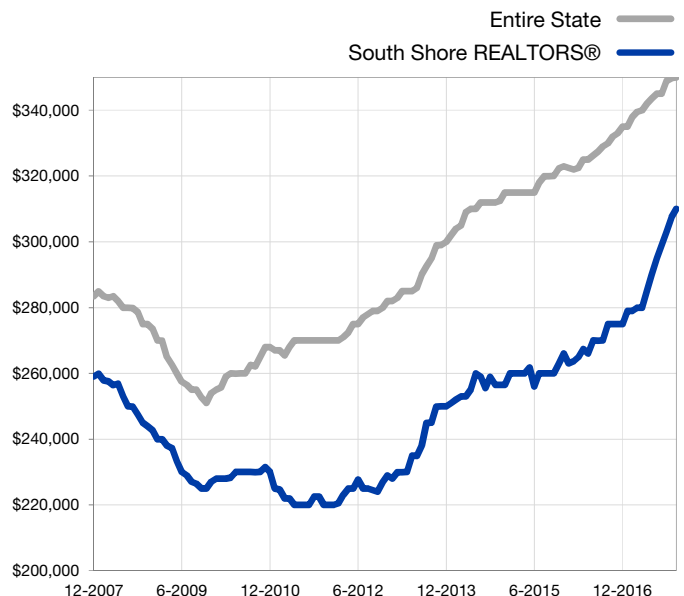
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.