

# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**- 15.6%**

**+ 1.2%**

**- 31.3%**

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

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

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	83	71	- 14.5%	1,360	1,435	+ 5.5%
Closed Sales	128	114	- 10.9%	1,378	1,428	+ 3.6%
Median Sales Price*	\$189,500	<b>\$189,950</b>	+ 0.2%	\$190,000	<b>\$199,900</b>	+ 5.2%
Inventory of Homes for Sale	1,026	753	- 26.6%	--	--	--
Months Supply of Inventory	8.9	6.3	- 29.2%	--	--	--
Cumulative Days on Market Until Sale	146	128	- 12.5%	125	117	- 5.9%
Percent of Original List Price Received*	88.5%	90.5%	+ 2.2%	90.2%	90.8%	+ 0.7%
New Listings	71	68	- 4.2%	2,321	2,166	- 6.7%

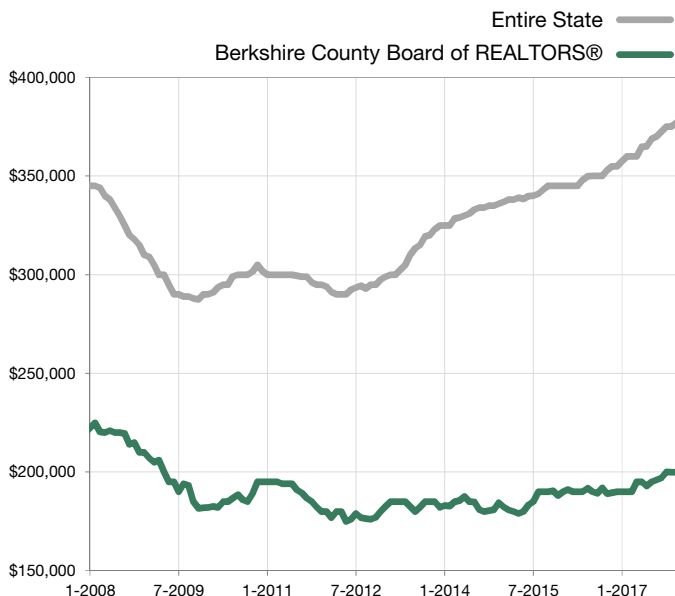
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	0	- 100.0%	103	59	- 42.7%
Closed Sales	7	0	- 100.0%	105	63	- 40.0%
Median Sales Price*	\$160,000	\$0	- 100.0%	\$170,200	<b>\$193,900</b>	+ 13.9%
Inventory of Homes for Sale	87	12	- 86.2%	--	--	--
Months Supply of Inventory	9.9	1.5	- 84.7%	--	--	--
Cumulative Days on Market Until Sale	213	0	- 100.0%	160	162	+ 1.0%
Percent of Original List Price Received*	92.5%	0.0%	- 100.0%	91.1%	92.0%	+ 1.0%
New Listings	3	1	- 66.7%	200	49	- 75.5%

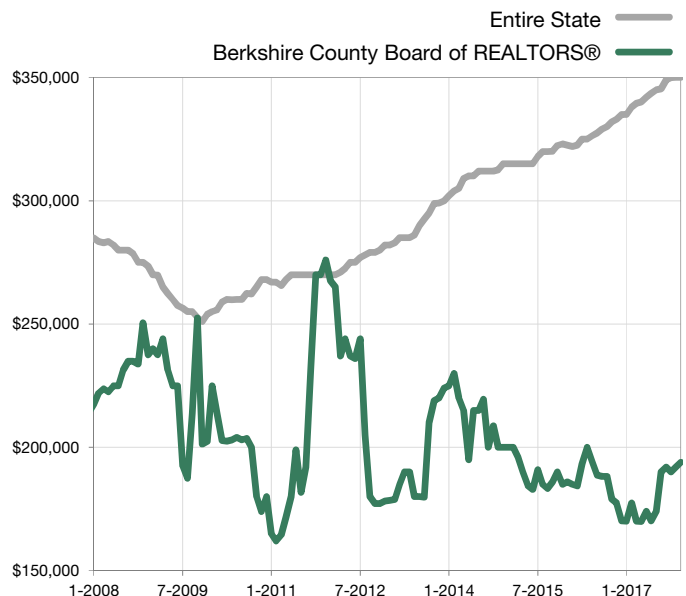
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**- 11.6%**

**+ 11.0%**

**- 30.5%**

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

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

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	380	<b>352</b>	- 7.4%	6,047	<b>5,838</b>	- 3.5%
Closed Sales	514	<b>467</b>	- 9.1%	6,010	<b>5,662</b>	- 5.8%
Median Sales Price*	\$369,750	<b>\$410,000</b>	+ 10.9%	\$369,000	<b>\$391,000</b>	+ 6.0%
Inventory of Homes for Sale	2,963	<b>2,043</b>	- 31.0%	--	--	--
Months Supply of Inventory	5.9	<b>4.3</b>	- 26.8%	--	--	--
Cumulative Days on Market Until Sale	118	<b>111</b>	- 6.7%	138	<b>111</b>	- 20.1%
Percent of Original List Price Received*	92.9%	<b>93.3%</b>	+ 0.5%	93.2%	<b>94.3%</b>	+ 1.2%
New Listings	286	<b>223</b>	- 22.0%	8,593	<b>7,902</b>	- 8.0%

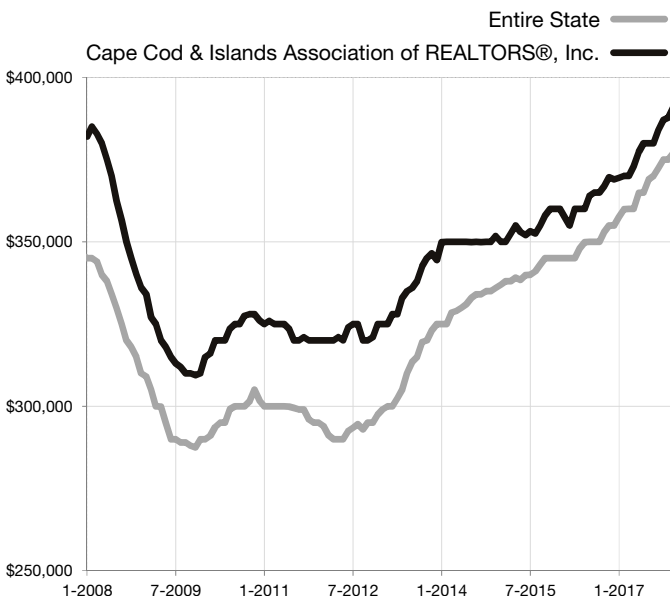
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	77	<b>68</b>	- 11.7%	1,239	<b>1,306</b>	+ 5.4%
Closed Sales	107	<b>82</b>	- 23.4%	1,266	<b>1,270</b>	+ 0.3%
Median Sales Price*	\$267,000	<b>\$307,500</b>	+ 15.2%	\$260,500	<b>\$268,500</b>	+ 3.1%
Inventory of Homes for Sale	611	<b>440</b>	- 28.0%	--	--	--
Months Supply of Inventory	5.8	<b>4.2</b>	- 28.2%	--	--	--
Cumulative Days on Market Until Sale	143	<b>73</b>	- 48.6%	138	<b>117</b>	- 15.3%
Percent of Original List Price Received*	93.3%	<b>96.0%</b>	+ 2.9%	94.2%	<b>95.0%</b>	+ 0.8%
New Listings	63	<b>54</b>	- 14.3%	1,773	<b>1,624</b>	- 8.4%

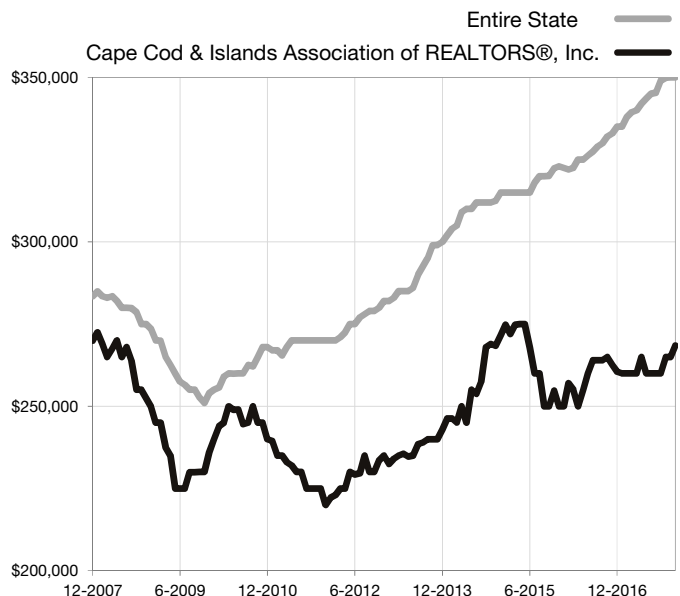
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	597	<b>637</b>	+ 6.7%	14,011	<b>13,894</b>	- 0.8%
Closed Sales	1,132	<b>1,032</b>	- 8.8%	14,092	<b>13,834</b>	- 1.8%
Median Sales Price*	\$545,000	<b>\$589,000</b>	+ 8.1%	\$540,000	<b>\$580,000</b>	+ 7.4%
Inventory of Homes for Sale	1,836	<b>1,276</b>	- 30.5%	--	--	--
Months Supply of Inventory	1.6	<b>1.1</b>	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	61	<b>55</b>	- 9.8%	63	<b>50</b>	- 20.6%
Percent of Original List Price Received*	97.1%	<b>97.8%</b>	+ 0.7%	98.3%	<b>99.1%</b>	+ 0.8%
New Listings	379	<b>414</b>	+ 9.2%	17,378	<b>16,845</b>	- 3.1%

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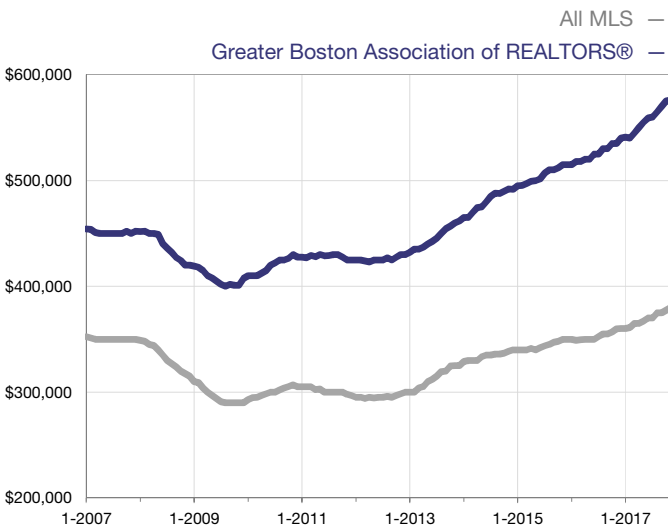
### Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	514	<b>557</b>	+ 8.4%	11,204	<b>11,228</b>	+ 0.2%
Closed Sales	920	<b>792</b>	- 13.9%	11,179	<b>10,978</b>	- 1.8%
Median Sales Price*	\$466,500	<b>\$540,000</b>	+ 15.8%	\$486,760	<b>\$521,208</b>	+ 7.1%
Inventory of Homes for Sale	1,244	<b>849</b>	- 31.8%	--	--	--
Months Supply of Inventory	1.3	<b>0.9</b>	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	47	<b>46</b>	- 2.1%	47	<b>38</b>	- 19.1%
Percent of Original List Price Received*	98.5%	<b>99.3%</b>	+ 0.8%	100.3%	<b>100.7%</b>	+ 0.4%
New Listings	440	<b>353</b>	- 19.8%	13,435	<b>13,354</b>	- 0.6%

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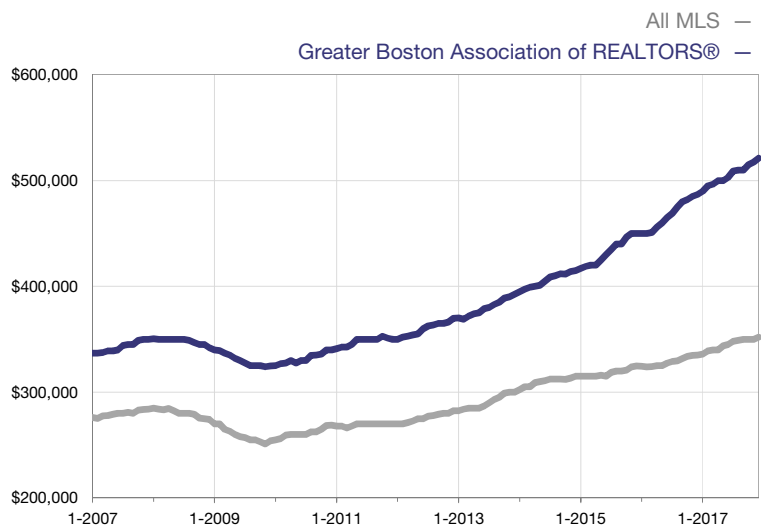
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**- 5.7%**

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

**+ 8.8%**

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

**- 37.9%**

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	44	<b>66</b>	+ 50.0%	1,081	<b>1,136</b>	+ 5.1%
Closed Sales	92	<b>87</b>	- 5.4%	1,092	<b>1,121</b>	+ 2.7%
Median Sales Price*	\$245,000	<b>\$269,000</b>	+ 9.8%	\$254,000	<b>\$267,500</b>	+ 5.3%
Inventory of Homes for Sale	396	<b>262</b>	- 33.8%	--	--	--
Months Supply of Inventory	4.4	<b>2.8</b>	- 35.5%	--	--	--
Cumulative Days on Market Until Sale	88	<b>77</b>	- 12.9%	104	<b>80</b>	- 23.3%
Percent of Original List Price Received*	95.5%	<b>95.3%</b>	- 0.2%	95.2%	<b>96.1%</b>	+ 0.9%
New Listings	72	<b>68</b>	- 5.6%	1,439	<b>1,454</b>	+ 1.0%

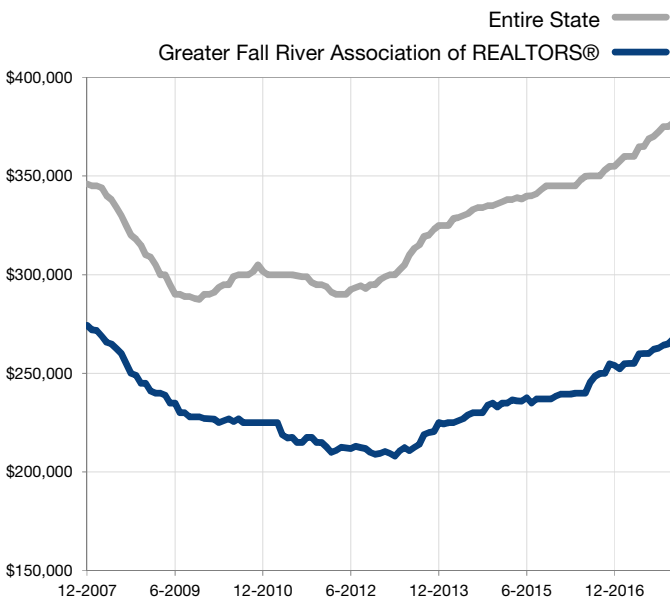
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	8	<b>7</b>	- 12.5%	116	<b>126</b>	+ 8.6%
Closed Sales	14	<b>13</b>	- 7.1%	113	<b>120</b>	+ 6.2%
Median Sales Price*	\$149,750	<b>\$155,000</b>	+ 3.5%	\$129,000	<b>\$158,000</b>	+ 22.5%
Inventory of Homes for Sale	61	<b>22</b>	- 63.9%	--	--	--
Months Supply of Inventory	6.5	<b>2.2</b>	- 66.0%	--	--	--
Cumulative Days on Market Until Sale	53	<b>58</b>	+ 10.2%	121	<b>104</b>	- 14.2%
Percent of Original List Price Received*	93.9%	<b>95.8%</b>	+ 2.0%	92.0%	<b>93.3%</b>	+ 1.5%
New Listings	12	<b>4</b>	- 66.7%	179	<b>142</b>	- 20.7%

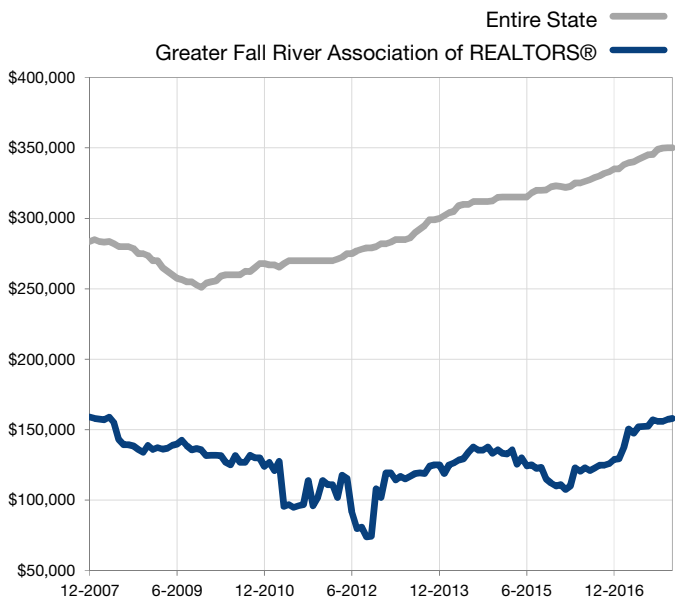
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Newburyport Association of REALTORS®

**- 18.8%**

**+ 13.4%**

**- 33.6%**

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

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

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	44	37	- 15.9%	767	714	- 6.9%
Closed Sales	73	51	- 30.1%	753	720	- 4.4%
Median Sales Price*	\$410,000	<b>\$452,500</b>	+ 10.4%	\$425,000	<b>\$463,750</b>	+ 9.1%
Inventory of Homes for Sale	155	103	- 33.5%	--	--	--
Months Supply of Inventory	2.5	1.7	- 30.5%	--	--	--
Cumulative Days on Market Until Sale	81	61	- 24.5%	90	68	- 24.5%
Percent of Original List Price Received*	94.4%	97.0%	+ 2.8%	95.1%	97.3%	+ 2.3%
New Listings	32	25	- 21.9%	1,081	1,002	- 7.3%

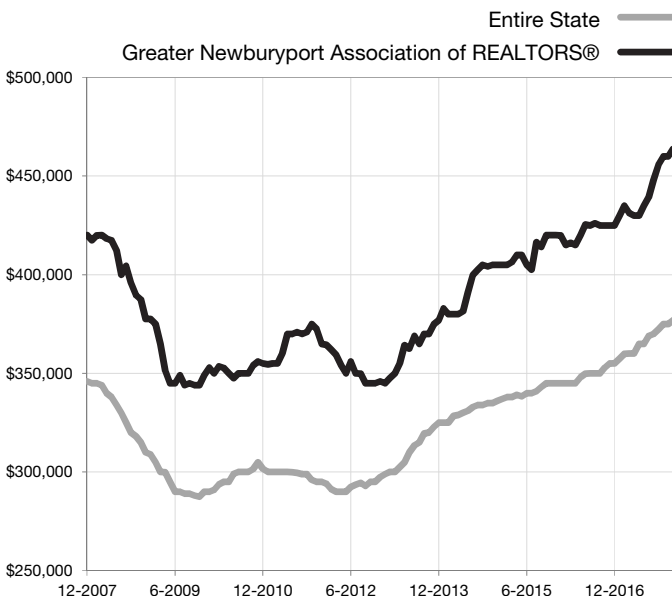
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	22	18	- 18.2%	408	449	+ 10.0%
Closed Sales	39	40	+ 2.6%	416	443	+ 6.5%
Median Sales Price*	\$289,900	<b>\$391,250</b>	+ 35.0%	\$304,850	<b>\$320,580</b>	+ 5.2%
Inventory of Homes for Sale	65	43	- 33.8%	--	--	--
Months Supply of Inventory	1.9	1.2	- 37.9%	--	--	--
Cumulative Days on Market Until Sale	76	51	- 32.0%	81	57	- 29.9%
Percent of Original List Price Received*	96.3%	97.2%	+ 0.9%	97.3%	98.4%	+ 1.2%
New Listings	15	10	- 33.3%	516	561	+ 8.7%

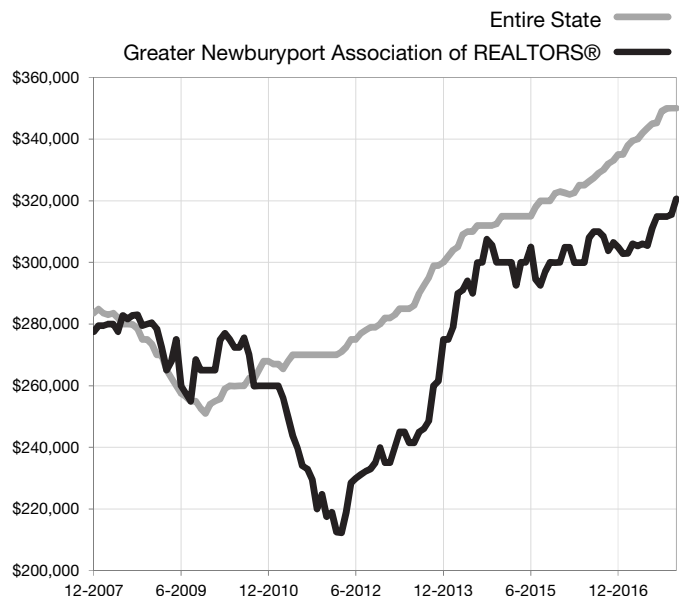
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### 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®

**- 7.7%**

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

**+ 7.9%**

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

**- 36.9%**

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	141	<b>192</b>	+ 36.2%	2,821	<b>2,990</b>	+ 6.0%
Closed Sales	236	<b>221</b>	- 6.4%	2,822	<b>2,921</b>	+ 3.5%
Median Sales Price*	\$220,000	<b>\$239,950</b>	+ 9.1%	\$235,000	<b>\$245,000</b>	+ 4.3%
Inventory of Homes for Sale	771	<b>491</b>	- 36.3%	--	--	--
Months Supply of Inventory	3.3	<b>2.0</b>	- 38.5%	--	--	--
Cumulative Days on Market Until Sale	77	<b>81</b>	+ 5.3%	93	<b>69</b>	- 25.1%
Percent of Original List Price Received*	97.0%	<b>94.5%</b>	- 2.6%	96.2%	<b>96.9%</b>	+ 0.7%
New Listings	129	<b>138</b>	+ 7.0%	3,758	<b>3,642</b>	- 3.1%

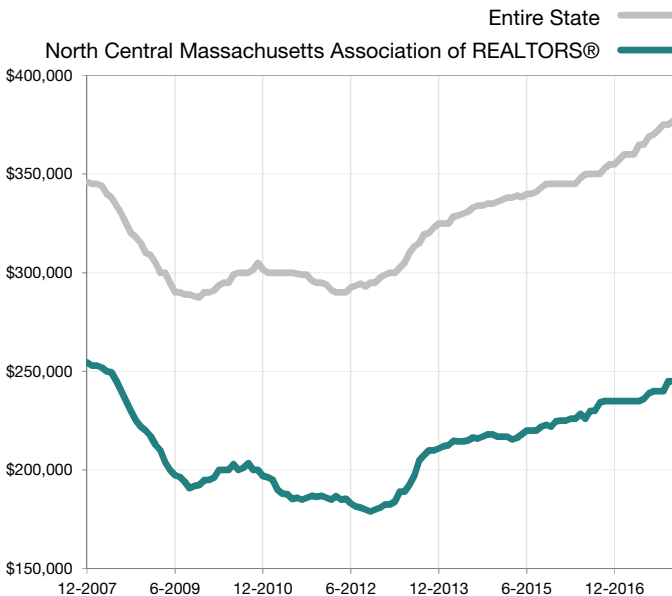
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	16	<b>24</b>	+ 50.0%	389	<b>438</b>	+ 12.6%
Closed Sales	36	<b>30</b>	- 16.7%	387	<b>425</b>	+ 9.8%
Median Sales Price*	\$176,950	<b>\$157,500</b>	- 11.0%	\$160,000	<b>\$162,000</b>	+ 1.3%
Inventory of Homes for Sale	105	<b>62</b>	- 41.0%	--	--	--
Months Supply of Inventory	3.3	<b>1.8</b>	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	61	<b>58</b>	- 5.2%	97	<b>75</b>	- 23.2%
Percent of Original List Price Received*	96.5%	<b>98.1%</b>	+ 1.7%	96.5%	<b>97.7%</b>	+ 1.2%
New Listings	18	<b>15</b>	- 16.7%	510	<b>498</b>	- 2.4%

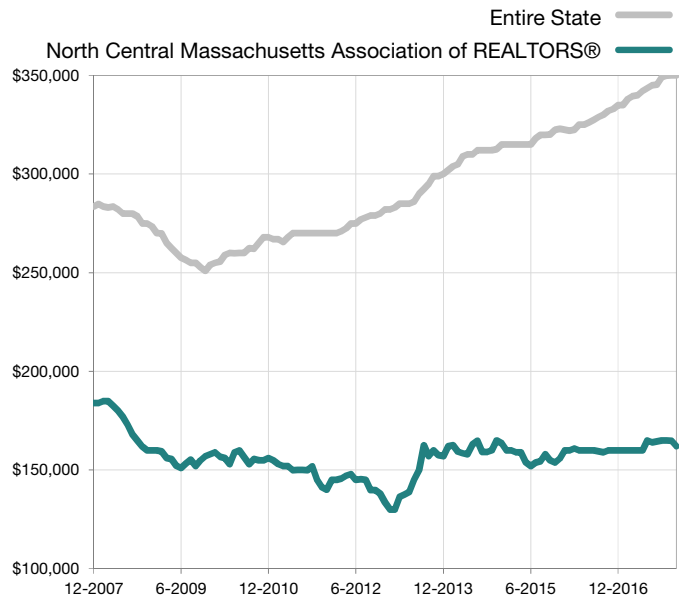
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 11.3%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**+ 4.8%**

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

**- 33.1%**

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	209	<b>237</b>	+ 13.4%	4,162	<b>4,111</b>	- 1.2%
Closed Sales	372	<b>313</b>	- 15.9%	4,127	<b>4,083</b>	- 1.1%
Median Sales Price*	\$395,000	<b>\$435,100</b>	+ 10.2%	\$395,000	<b>\$425,000</b>	+ 7.6%
Inventory of Homes for Sale	650	<b>449</b>	- 30.9%	--	--	--
Months Supply of Inventory	1.9	<b>1.3</b>	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	57	<b>59</b>	+ 3.5%	73	<b>52</b>	- 28.4%
Percent of Original List Price Received*	96.6%	<b>96.1%</b>	- 0.5%	97.3%	<b>98.2%</b>	+ 0.9%
New Listings	167	<b>156</b>	- 6.6%	5,142	<b>4,969</b>	- 3.4%

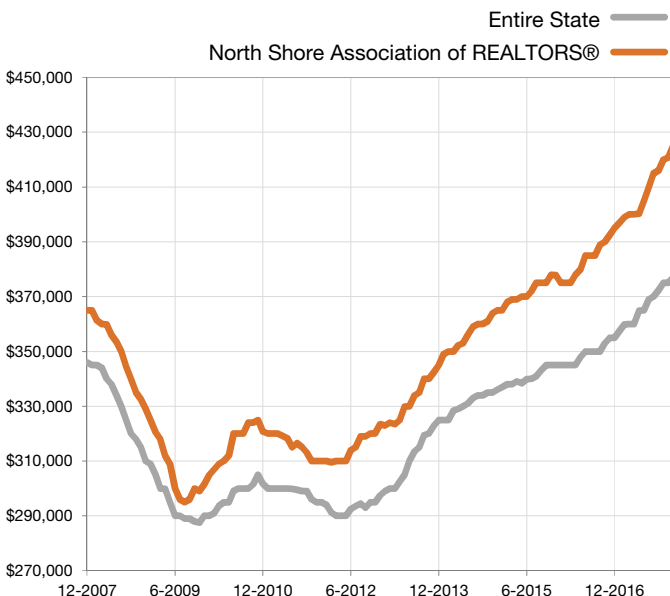
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	86	<b>106</b>	+ 23.3%	1,898	<b>1,939</b>	+ 2.2%
Closed Sales	150	<b>150</b>	0.0%	1,874	<b>1,956</b>	+ 4.4%
Median Sales Price*	\$272,450	<b>\$269,750</b>	- 1.0%	\$259,900	<b>\$283,500</b>	+ 9.1%
Inventory of Homes for Sale	295	<b>183</b>	- 38.0%	--	--	--
Months Supply of Inventory	1.9	<b>1.1</b>	- 40.6%	--	--	--
Cumulative Days on Market Until Sale	55	<b>46</b>	- 16.8%	74	<b>52</b>	- 29.6%
Percent of Original List Price Received*	98.0%	<b>97.6%</b>	- 0.4%	97.5%	<b>98.8%</b>	+ 1.4%
New Listings	84	<b>58</b>	- 31.0%	2,243	<b>2,224</b>	- 0.8%

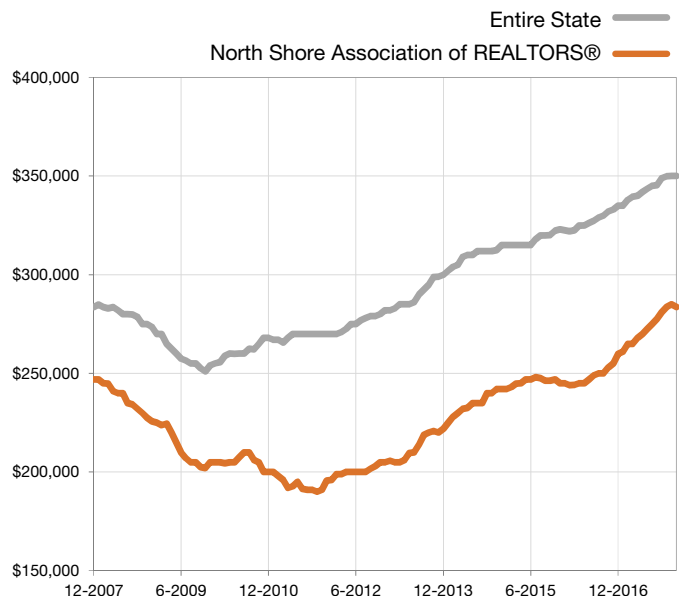
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 5.4%**

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

**+ 9.6%**

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

**- 33.7%**

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	184	<b>209</b>	+ 13.6%	4,005	<b>3,974</b>	- 0.8%
Closed Sales	326	<b>309</b>	- 5.2%	4,027	<b>3,923</b>	- 2.6%
Median Sales Price*	\$390,000	<b>\$413,000</b>	+ 5.9%	\$379,900	<b>\$403,000</b>	+ 6.1%
Inventory of Homes for Sale	575	<b>388</b>	- 32.5%	--	--	--
Months Supply of Inventory	1.7	<b>1.2</b>	- 30.7%	--	--	--
Cumulative Days on Market Until Sale	60	<b>51</b>	- 15.9%	69	<b>50</b>	- 26.9%
Percent of Original List Price Received*	97.2%	<b>97.5%</b>	+ 0.3%	97.8%	<b>98.7%</b>	+ 1.0%
New Listings	151	<b>167</b>	+ 10.6%	4,829	<b>4,726</b>	- 2.1%

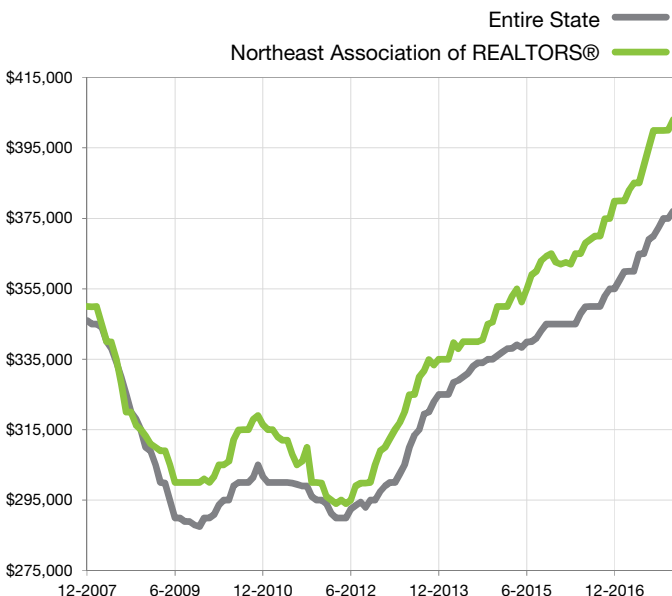
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	67	<b>84</b>	+ 25.4%	1,648	<b>1,583</b>	- 3.9%
Closed Sales	122	<b>115</b>	- 5.7%	1,633	<b>1,579</b>	- 3.3%
Median Sales Price*	\$203,700	<b>\$230,000</b>	+ 12.9%	\$220,000	<b>\$234,205</b>	+ 6.5%
Inventory of Homes for Sale	226	<b>143</b>	- 36.7%	--	--	--
Months Supply of Inventory	1.7	<b>1.1</b>	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	45	<b>45</b>	+ 0.7%	60	<b>41</b>	- 31.3%
Percent of Original List Price Received*	97.4%	<b>99.3%</b>	+ 1.9%	97.8%	<b>99.7%</b>	+ 2.0%
New Listings	59	<b>55</b>	- 6.8%	1,919	<b>1,828</b>	- 4.7%

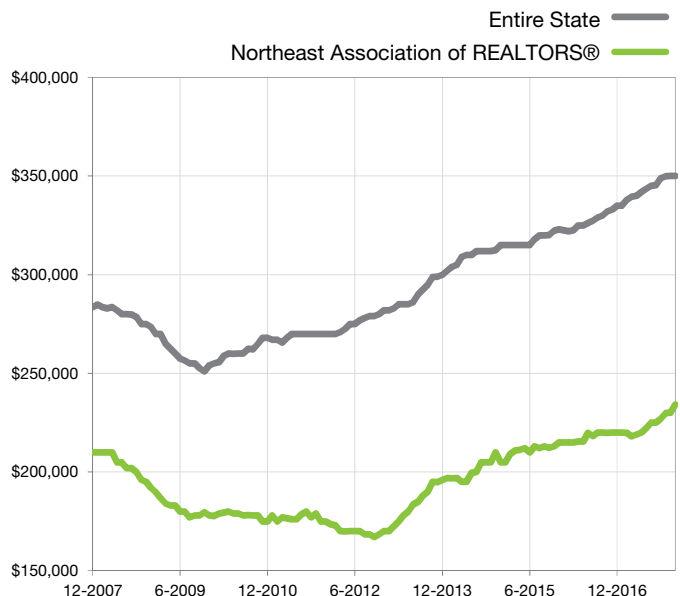
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**+ 3.3%**

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

**+ 3.8%**

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

**- 30.2%**

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	351	<b>362</b>	+ 3.1%	6,640	<b>6,685</b>	+ 0.7%
Closed Sales	537	<b>553</b>	+ 3.0%	6,566	<b>6,601</b>	+ 0.5%
Median Sales Price*	\$277,500	<b>\$279,950</b>	+ 0.9%	\$275,000	<b>\$289,900</b>	+ 5.4%
Inventory of Homes for Sale	1,411	<b>988</b>	- 30.0%	--	--	--
Months Supply of Inventory	2.6	<b>1.8</b>	- 30.4%	--	--	--
Cumulative Days on Market Until Sale	71	<b>58</b>	- 17.8%	90	<b>61</b>	- 32.1%
Percent of Original List Price Received*	95.3%	<b>96.5%</b>	+ 1.3%	96.2%	<b>97.7%</b>	+ 1.5%
New Listings	290	<b>321</b>	+ 10.7%	8,464	<b>8,424</b>	- 0.5%

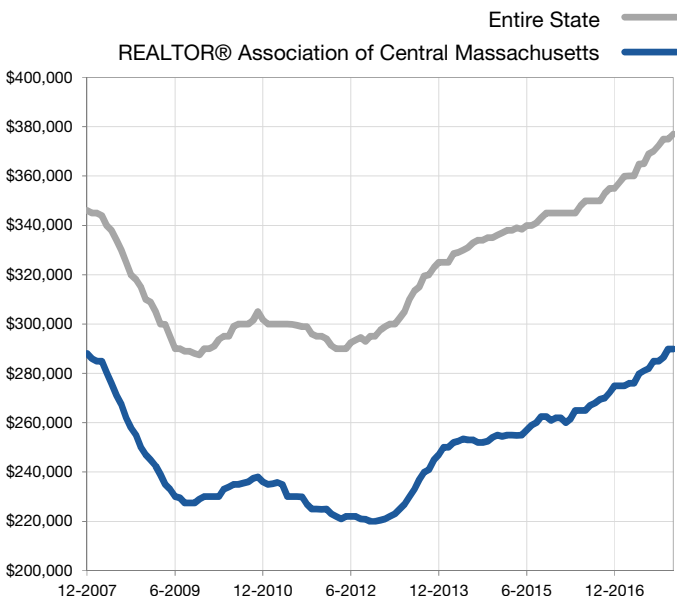
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	80	<b>84</b>	+ 5.0%	1,586	<b>1,646</b>	+ 3.8%
Closed Sales	134	<b>140</b>	+ 4.5%	1,569	<b>1,651</b>	+ 5.2%
Median Sales Price*	\$199,750	<b>\$245,500</b>	+ 22.9%	\$209,000	<b>\$225,000</b>	+ 7.7%
Inventory of Homes for Sale	320	<b>220</b>	- 31.3%	--	--	--
Months Supply of Inventory	2.4	<b>1.6</b>	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	72	<b>67</b>	- 7.0%	85	<b>64</b>	- 24.8%
Percent of Original List Price Received*	96.8%	<b>97.9%</b>	+ 1.1%	96.6%	<b>98.0%</b>	+ 1.5%
New Listings	78	<b>79</b>	+ 1.3%	1,948	<b>1,916</b>	- 1.6%

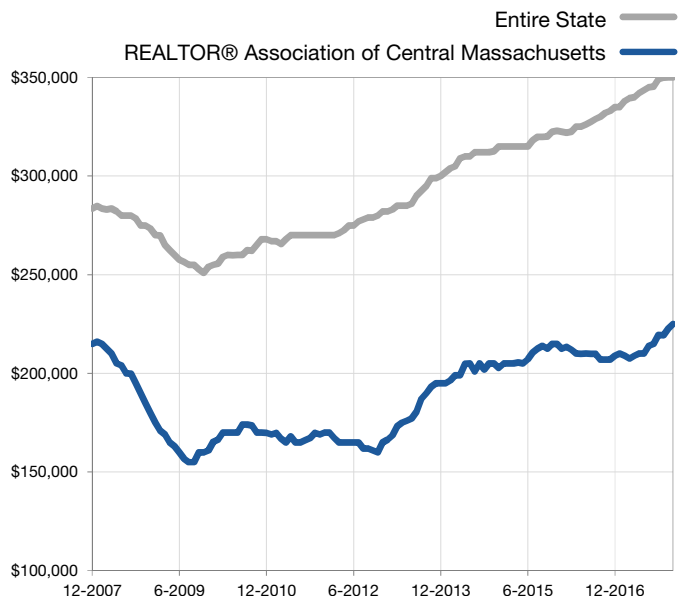
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 9.6%**

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

**+ 2.5%**

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

**- 29.1%**

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	282	<b>370</b>	+ 31.2%	5,912	<b>6,167</b>	+ 4.3%
Closed Sales	509	<b>456</b>	- 10.4%	5,901	<b>5,999</b>	+ 1.7%
Median Sales Price*	\$199,700	<b>\$202,500</b>	+ 1.4%	\$199,000	<b>\$208,000</b>	+ 4.5%
Inventory of Homes for Sale	1,796	<b>1,251</b>	- 30.3%	--	--	--
Months Supply of Inventory	3.7	<b>2.5</b>	- 31.5%	--	--	--
Cumulative Days on Market Until Sale	96	<b>79</b>	- 17.3%	104	<b>78</b>	- 24.5%
Percent of Original List Price Received*	94.2%	<b>94.8%</b>	+ 0.7%	94.4%	<b>95.6%</b>	+ 1.2%
New Listings	294	<b>330</b>	+ 12.2%	7,998	<b>8,024</b>	+ 0.3%

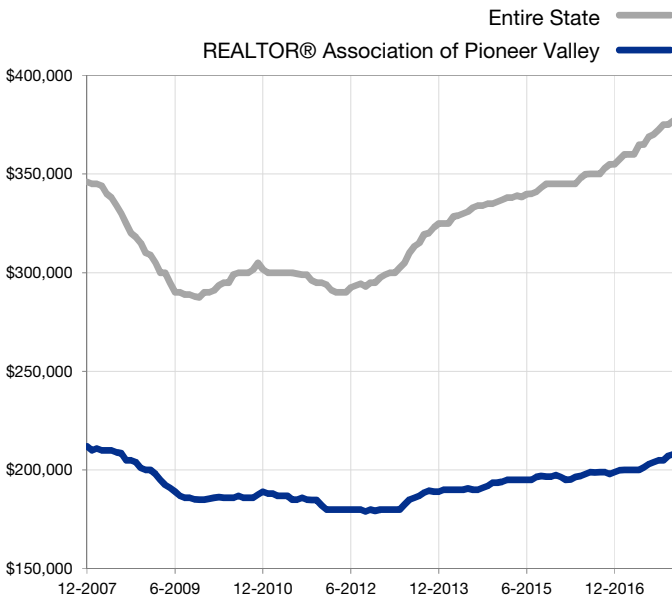
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	49	<b>43</b>	- 12.2%	874	<b>885</b>	+ 1.3%
Closed Sales	75	<b>72</b>	- 4.0%	863	<b>897</b>	+ 3.9%
Median Sales Price*	\$162,500	<b>\$160,500</b>	- 1.2%	\$152,000	<b>\$160,000</b>	+ 5.3%
Inventory of Homes for Sale	278	<b>220</b>	- 20.9%	--	--	--
Months Supply of Inventory	3.9	<b>2.9</b>	- 23.9%	--	--	--
Cumulative Days on Market Until Sale	128	<b>87</b>	- 32.2%	122	<b>98</b>	- 19.6%
Percent of Original List Price Received*	94.5%	<b>97.1%</b>	+ 2.7%	95.7%	<b>95.9%</b>	+ 0.2%
New Listings	40	<b>36</b>	- 10.0%	1,081	<b>1,097</b>	+ 1.5%

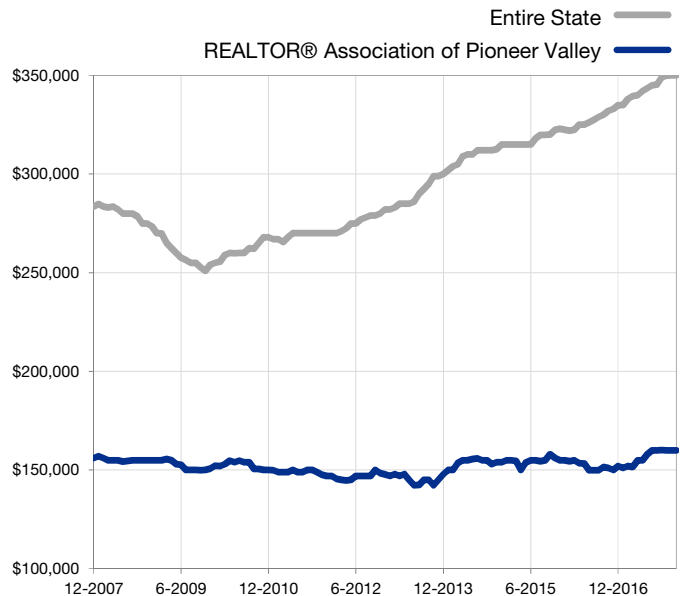
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**- 7.4%**

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

**+ 4.3%**

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

**- 25.3%**

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	304	<b>297</b>	- 2.3%	5,131	<b>5,126</b>	- 0.1%
Closed Sales	442	<b>398</b>	- 10.0%	5,039	<b>5,098</b>	+ 1.2%
Median Sales Price*	\$288,250	<b>\$311,000</b>	+ 7.9%	\$282,800	<b>\$300,000</b>	+ 6.1%
Inventory of Homes for Sale	1,206	<b>905</b>	- 25.0%	--	--	--
Months Supply of Inventory	2.9	<b>2.1</b>	- 25.8%	--	--	--
Cumulative Days on Market Until Sale	71	<b>59</b>	- 17.6%	85	<b>61</b>	- 27.7%
Percent of Original List Price Received*	96.8%	<b>96.4%</b>	- 0.4%	96.7%	<b>97.8%</b>	+ 1.1%
New Listings	302	<b>250</b>	- 17.2%	6,531	<b>6,497</b>	- 0.5%

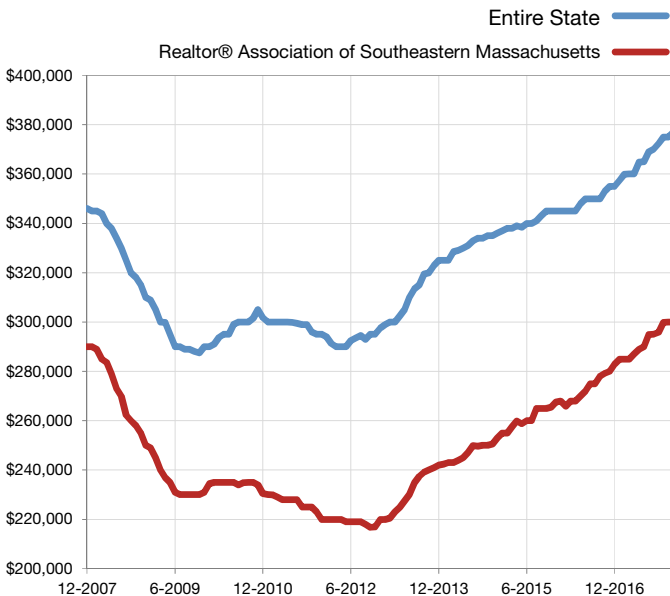
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	56	<b>52</b>	- 7.1%	821	<b>878</b>	+ 6.9%
Closed Sales	60	<b>67</b>	+ 11.7%	828	<b>875</b>	+ 5.7%
Median Sales Price*	\$187,500	<b>\$182,900</b>	- 2.5%	\$195,000	<b>\$203,000</b>	+ 4.1%
Inventory of Homes for Sale	151	<b>109</b>	- 27.8%	--	--	--
Months Supply of Inventory	2.2	<b>1.5</b>	- 31.7%	--	--	--
Cumulative Days on Market Until Sale	59	<b>46</b>	- 22.0%	86	<b>53</b>	- 39.0%
Percent of Original List Price Received*	97.2%	<b>98.0%</b>	+ 0.9%	96.4%	<b>98.3%</b>	+ 2.0%
New Listings	43	<b>36</b>	- 16.3%	1,001	<b>1,015</b>	+ 1.4%

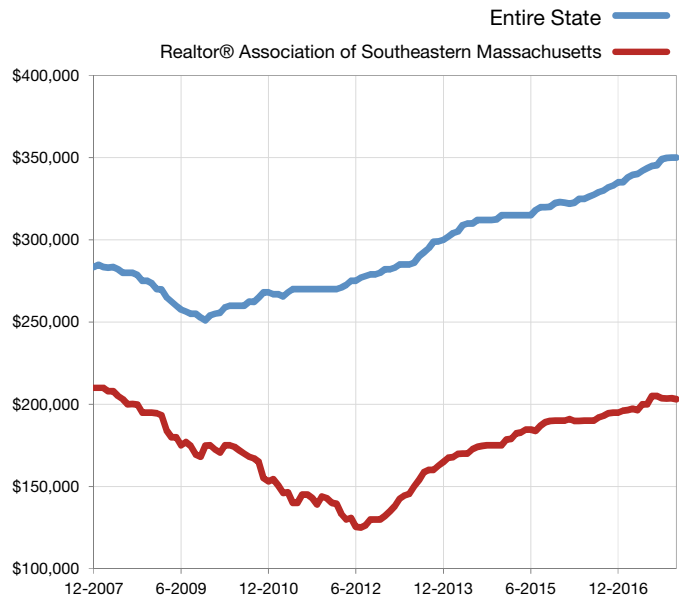
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## South Shore REALTORS®

**- 10.2%**

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

**+ 3.8%**

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

**- 23.8%**

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	299	<b>326</b>	+ 9.0%	6,044	<b>6,187</b>	+ 2.4%
Closed Sales	513	<b>446</b>	- 13.1%	5,992	<b>6,126</b>	+ 2.2%
Median Sales Price*	\$387,500	<b>\$401,500</b>	+ 3.6%	\$387,000	<b>\$410,000</b>	+ 5.9%
Inventory of Homes for Sale	1,192	<b>917</b>	- 23.1%	--	--	--
Months Supply of Inventory	2.4	<b>1.8</b>	- 24.8%	--	--	--
Cumulative Days on Market Until Sale	72	<b>65</b>	- 10.1%	80	<b>63</b>	- 21.3%
Percent of Original List Price Received*	96.0%	<b>96.3%</b>	+ 0.3%	96.6%	<b>97.4%</b>	+ 0.9%
New Listings	269	<b>257</b>	- 4.5%	7,937	<b>7,975</b>	+ 0.5%

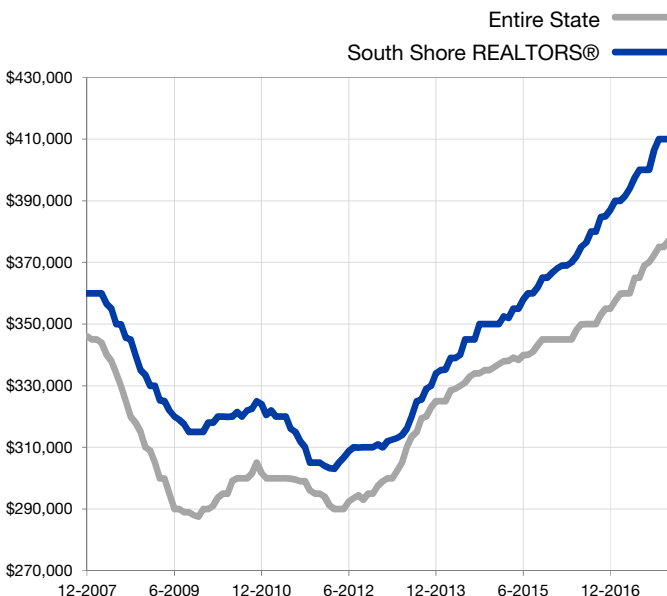
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	94	<b>111</b>	+ 18.1%	1,721	<b>2,043</b>	+ 18.7%
Closed Sales	126	<b>128</b>	+ 1.6%	1,695	<b>1,925</b>	+ 13.6%
Median Sales Price*	\$297,500	<b>\$299,300</b>	+ 0.6%	\$275,000	<b>\$310,000</b>	+ 12.7%
Inventory of Homes for Sale	349	<b>258</b>	- 26.1%	--	--	--
Months Supply of Inventory	2.5	<b>1.6</b>	- 34.9%	--	--	--
Cumulative Days on Market Until Sale	54	<b>50</b>	- 7.9%	75	<b>60</b>	- 19.3%
Percent of Original List Price Received*	98.0%	<b>98.6%</b>	+ 0.6%	97.9%	<b>98.7%</b>	+ 0.8%
New Listings	91	<b>91</b>	0.0%	2,198	<b>2,444</b>	+ 11.2%

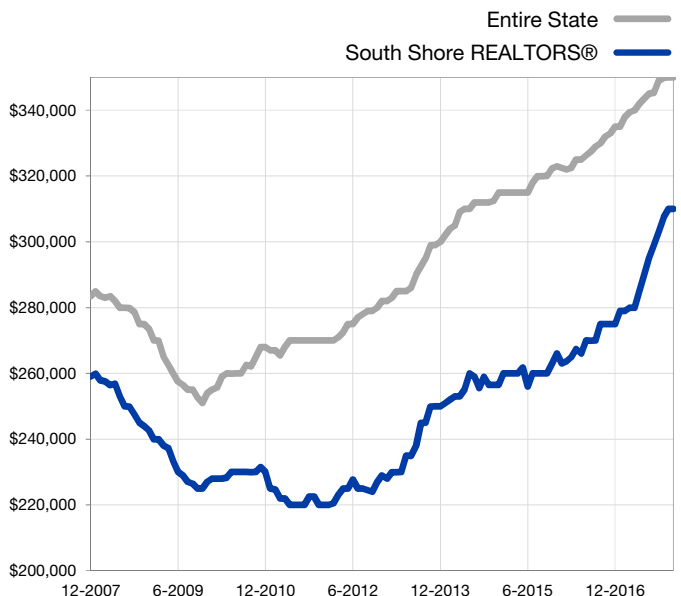
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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