

Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 1.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.9%

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

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	86	60	- 30.2%	86	60	- 30.2%
Closed Sales	82	74	- 9.8%	82	74	- 9.8%
Median Sales Price*	\$188,500	\$200,000	+ 6.1%	\$188,500	\$200,000	+ 6.1%
Inventory of Homes for Sale	991	721	- 27.2%	--	--	--
Months Supply of Inventory	8.6	6.1	- 29.1%	--	--	--
Cumulative Days on Market Until Sale	129	148	+ 14.8%	129	148	+ 14.8%
Percent of Original List Price Received*	88.0%	87.8%	- 0.3%	88.0%	87.8%	- 0.3%
New Listings	130	94	- 27.7%	130	94	- 27.7%

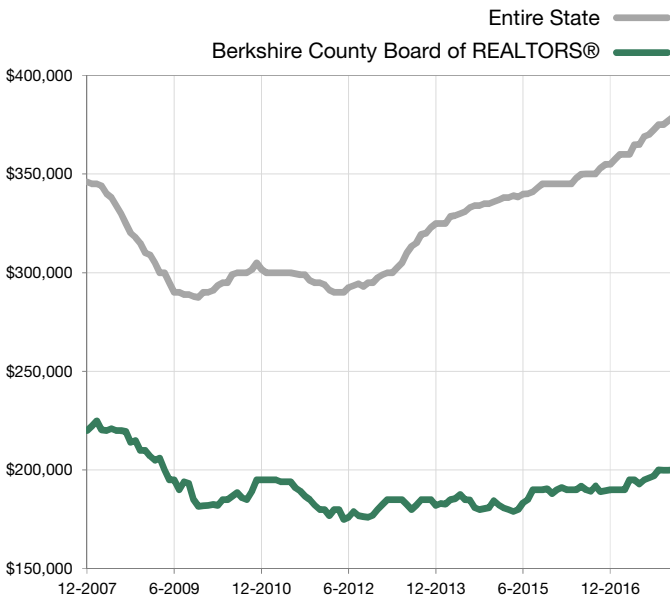
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	8	+ 100.0%	4	8	+ 100.0%
Closed Sales	3	10	+ 233.3%	3	10	+ 233.3%
Median Sales Price*	\$289,000	\$189,500	- 34.4%	\$289,000	\$189,500	- 34.4%
Inventory of Homes for Sale	181	131	- 27.6%	--	--	--
Months Supply of Inventory	19.9	11.2	- 43.7%	--	--	--
Cumulative Days on Market Until Sale	225	202	- 10.2%	225	202	- 10.2%
Percent of Original List Price Received*	98.8%	86.2%	- 12.8%	98.8%	86.2%	- 12.8%
New Listings	9	7	- 22.2%	9	7	- 22.2%

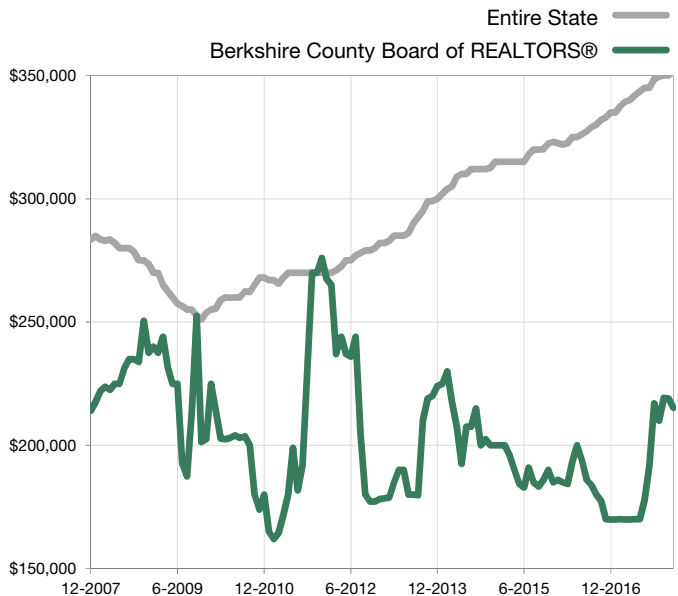
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 7.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.1%

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

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	335	349	+ 4.2%	335	349	+ 4.2%
Closed Sales	371	343	- 7.5%	371	343	- 7.5%
Median Sales Price*	\$365,000	\$415,000	+ 13.7%	\$365,000	\$415,000	+ 13.7%
Inventory of Homes for Sale	2,908	1,942	- 33.2%	--	--	--
Months Supply of Inventory	5.8	4.1	- 28.5%	--	--	--
Cumulative Days on Market Until Sale	122	108	- 11.6%	122	108	- 11.6%
Percent of Original List Price Received*	92.6%	93.6%	+ 1.1%	92.6%	93.6%	+ 1.1%
New Listings	493	422	- 14.4%	493	422	- 14.4%

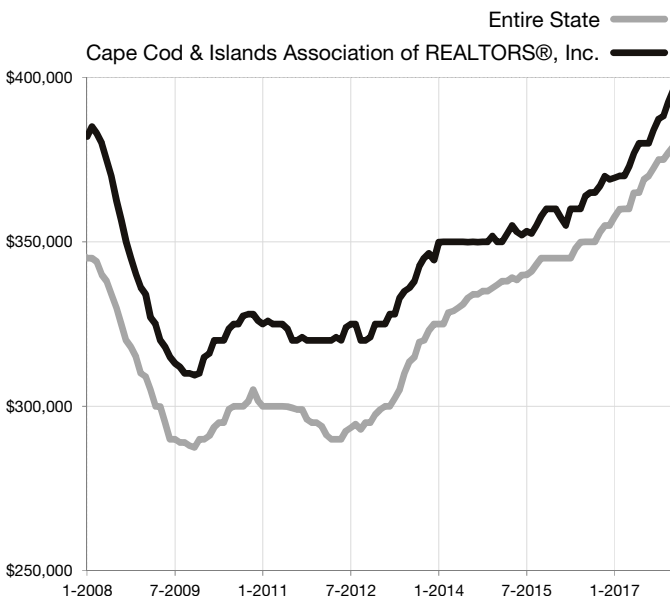
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	79	85	+ 7.6%	79	85	+ 7.6%
Closed Sales	72	67	- 6.9%	72	67	- 6.9%
Median Sales Price*	\$260,000	\$245,000	- 5.8%	\$260,000	\$245,000	- 5.8%
Inventory of Homes for Sale	604	425	- 29.6%	--	--	--
Months Supply of Inventory	5.8	4.0	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	155	130	- 16.2%	155	130	- 16.2%
Percent of Original List Price Received*	94.3%	94.0%	- 0.4%	94.3%	94.0%	- 0.4%
New Listings	113	106	- 6.2%	113	106	- 6.2%

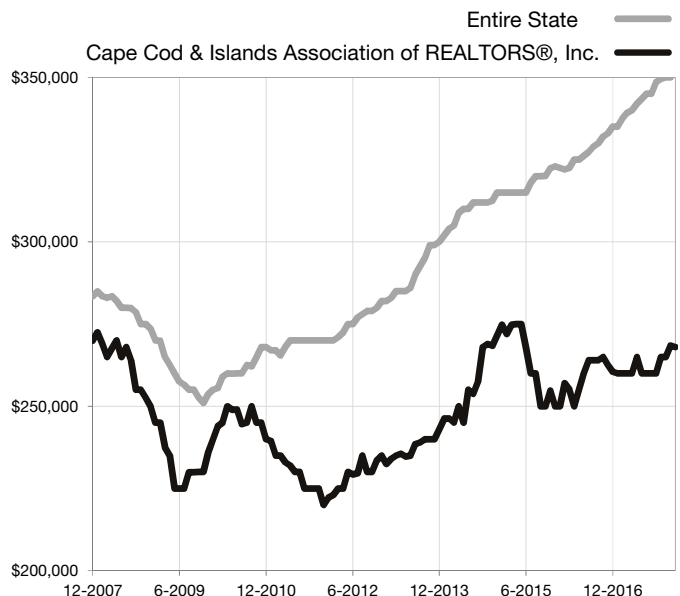
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	730	722	- 1.1%	730	722	- 1.1%
Closed Sales	843	783	- 7.1%	843	783	- 7.1%
Median Sales Price*	\$520,000	\$551,000	+ 6.0%	\$520,000	\$551,000	+ 6.0%
Inventory of Homes for Sale	1,780	1,227	- 31.1%	--	--	--
Months Supply of Inventory	1.5	1.1	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	70	55	- 21.4%	70	55	- 21.4%
Percent of Original List Price Received*	96.3%	97.6%	+ 1.3%	96.3%	97.6%	+ 1.3%
New Listings	882	766	- 13.2%	882	766	- 13.2%

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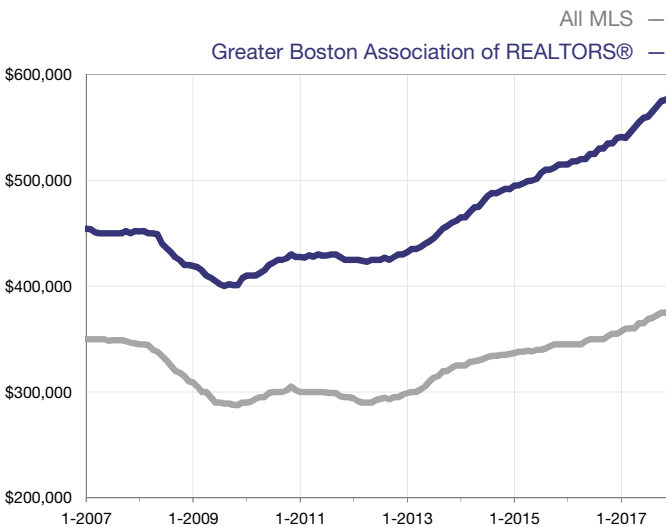
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	694	594	- 14.4%	694	594	- 14.4%
Closed Sales	627	601	- 4.1%	627	601	- 4.1%
Median Sales Price*	\$504,900	\$520,517	+ 3.1%	\$504,900	\$520,517	+ 3.1%
Inventory of Homes for Sale	1,239	921	- 25.7%	--	--	--
Months Supply of Inventory	1.3	1.0	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	52	49	- 5.8%	52	49	- 5.8%
Percent of Original List Price Received*	97.9%	98.3%	+ 0.4%	97.9%	98.3%	+ 0.4%
New Listings	846	727	- 14.1%	846	727	- 14.1%

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

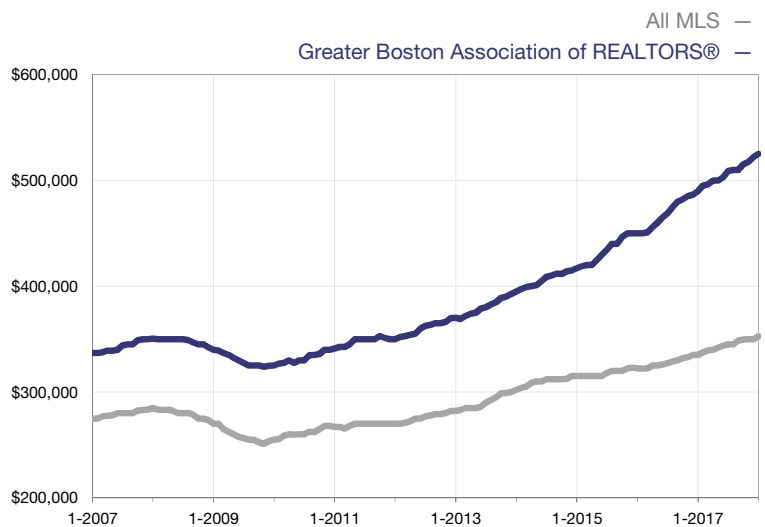
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

- 6.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.1%

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

- 31.1%

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

Single-Family Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	59	59	0.0%	59	59	0.0%
Closed Sales	62	56	- 9.7%	62	56	- 9.7%
Median Sales Price*	\$240,000	\$255,000	+ 6.3%	\$240,000	\$255,000	+ 6.3%
Inventory of Homes for Sale	349	259	- 25.8%	--	--	--
Months Supply of Inventory	3.8	2.8	- 27.5%	--	--	--
Cumulative Days on Market Until Sale	103	89	- 13.4%	103	89	- 13.4%
Percent of Original List Price Received*	96.5%	94.9%	- 1.6%	96.5%	94.9%	- 1.6%
New Listings	81	82	+ 1.2%	81	82	+ 1.2%

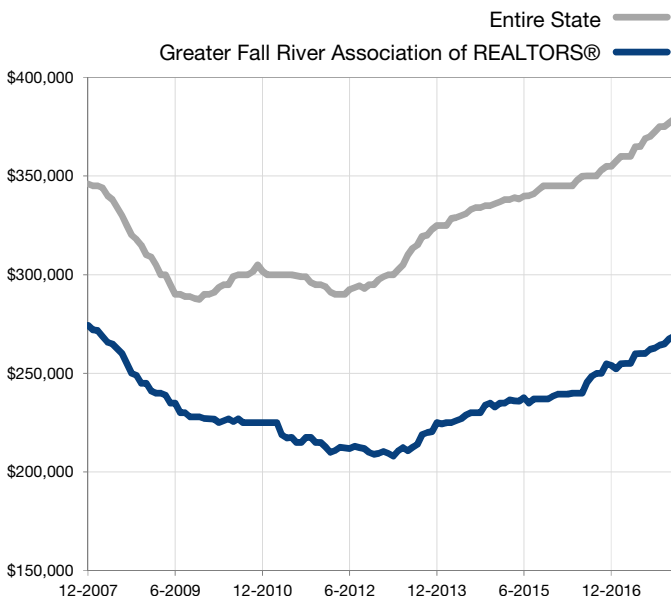
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	5	- 61.5%	13	5	- 61.5%
Closed Sales	2	4	+ 100.0%	2	4	+ 100.0%
Median Sales Price*	\$257,500	\$160,000	- 37.9%	\$257,500	\$160,000	- 37.9%
Inventory of Homes for Sale	53	18	- 66.0%	--	--	--
Months Supply of Inventory	5.7	1.8	- 69.1%	--	--	--
Cumulative Days on Market Until Sale	118	108	- 8.3%	118	108	- 8.3%
Percent of Original List Price Received*	92.8%	94.4%	+ 1.8%	92.8%	94.4%	+ 1.8%
New Listings	15	7	- 53.3%	15	7	- 53.3%

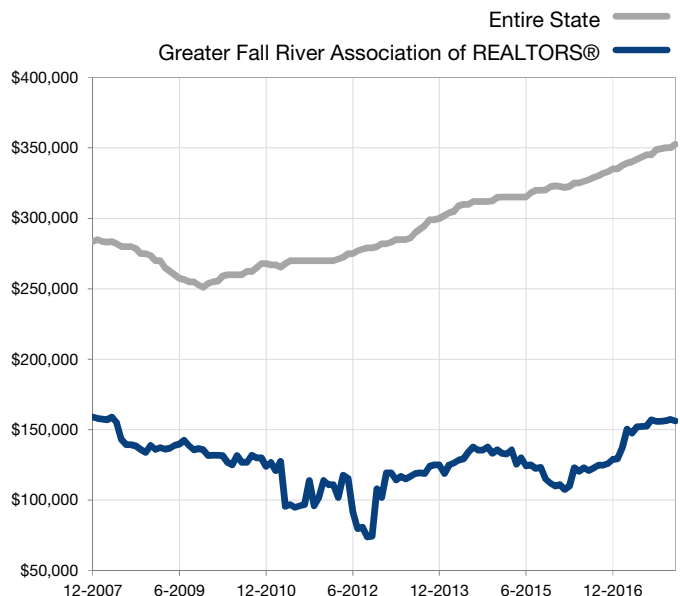
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

- 6.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 17.8%

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

- 41.5%

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

Single-Family Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	37	40	+ 8.1%	37	40	+ 8.1%
Closed Sales	46	39	- 15.2%	46	39	- 15.2%
Median Sales Price*	\$441,250	\$462,000	+ 4.7%	\$441,250	\$462,000	+ 4.7%
Inventory of Homes for Sale	141	84	- 40.4%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.2%	--	--	--
Cumulative Days on Market Until Sale	115	83	- 28.2%	115	83	- 28.2%
Percent of Original List Price Received*	95.2%	96.1%	+ 1.0%	95.2%	96.1%	+ 1.0%
New Listings	53	35	- 34.0%	53	35	- 34.0%

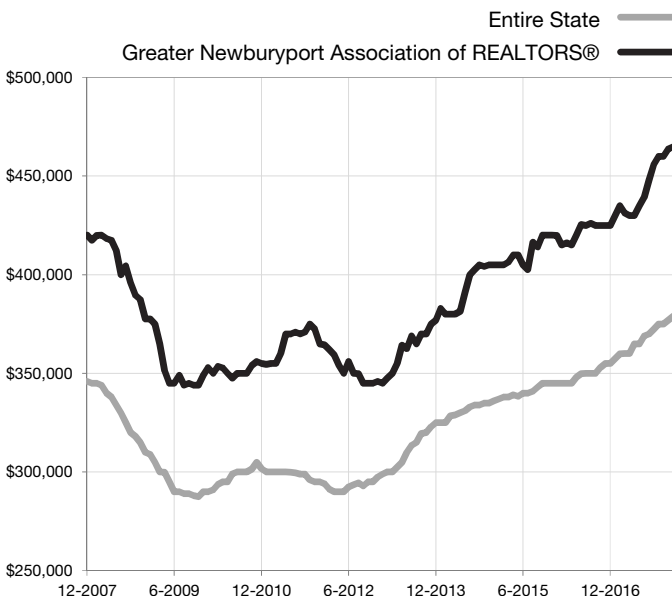
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	24	24	0.0%	24	24	0.0%
Closed Sales	20	23	+ 15.0%	20	23	+ 15.0%
Median Sales Price*	\$296,000	\$410,000	+ 38.5%	\$296,000	\$410,000	+ 38.5%
Inventory of Homes for Sale	83	47	- 43.4%	--	--	--
Months Supply of Inventory	2.5	1.3	- 49.3%	--	--	--
Cumulative Days on Market Until Sale	111	47	- 57.8%	111	47	- 57.8%
Percent of Original List Price Received*	95.1%	97.7%	+ 2.8%	95.1%	97.7%	+ 2.8%
New Listings	49	38	- 22.4%	49	38	- 22.4%

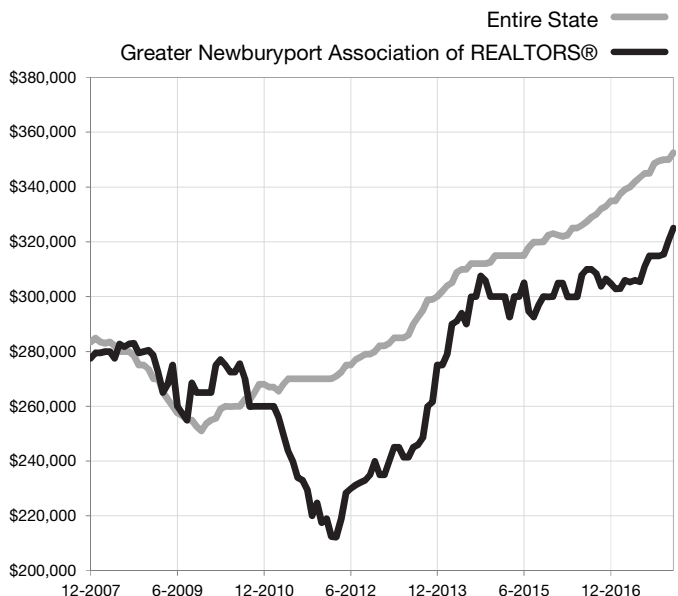
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 12.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.3%

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

- 38.5%

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

Single-Family Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	192	161	- 16.1%	192	161	- 16.1%
Closed Sales	166	190	+ 14.5%	166	190	+ 14.5%
Median Sales Price*	\$220,000	\$235,500	+ 7.0%	\$220,000	\$235,500	+ 7.0%
Inventory of Homes for Sale	721	460	- 36.2%	--	--	--
Months Supply of Inventory	3.1	1.9	- 39.2%	--	--	--
Cumulative Days on Market Until Sale	95	73	- 23.2%	95	73	- 23.2%
Percent of Original List Price Received*	94.5%	96.7%	+ 2.3%	94.5%	96.7%	+ 2.3%
New Listings	203	153	- 24.6%	203	153	- 24.6%

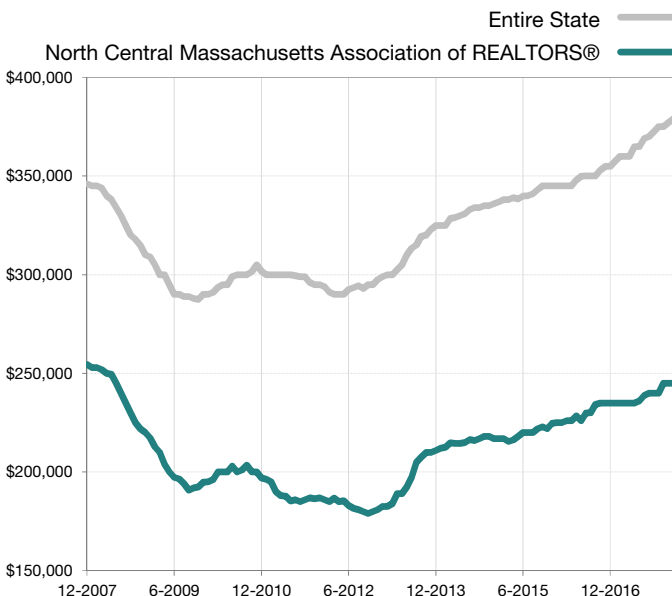
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	28	38	+ 35.7%	28	38	+ 35.7%
Closed Sales	28	29	+ 3.6%	28	29	+ 3.6%
Median Sales Price*	\$172,700	\$171,300	- 0.8%	\$172,700	\$171,300	- 0.8%
Inventory of Homes for Sale	112	52	- 53.6%	--	--	--
Months Supply of Inventory	3.4	1.5	- 56.4%	--	--	--
Cumulative Days on Market Until Sale	112	78	- 30.4%	112	78	- 30.4%
Percent of Original List Price Received*	96.4%	97.9%	+ 1.6%	96.4%	97.9%	+ 1.6%
New Listings	45	38	- 15.6%	45	38	- 15.6%

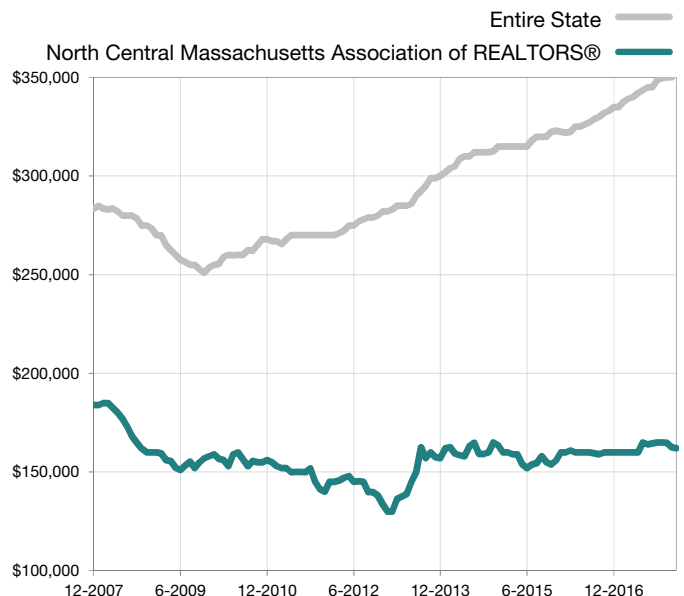
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 5.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.0%

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

- 36.1%

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

Single-Family Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	219	226	+ 3.2%	219	226	+ 3.2%
Closed Sales	271	271	0.0%	271	271	0.0%
Median Sales Price*	\$399,000	\$415,000	+ 4.0%	\$399,000	\$415,000	+ 4.0%
Inventory of Homes for Sale	610	399	- 34.6%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.5%	--	--	--
Cumulative Days on Market Until Sale	60	55	- 8.0%	60	55	- 8.0%
Percent of Original List Price Received*	95.7%	97.6%	+ 2.0%	95.7%	97.6%	+ 2.0%
New Listings	240	208	- 13.3%	240	208	- 13.3%

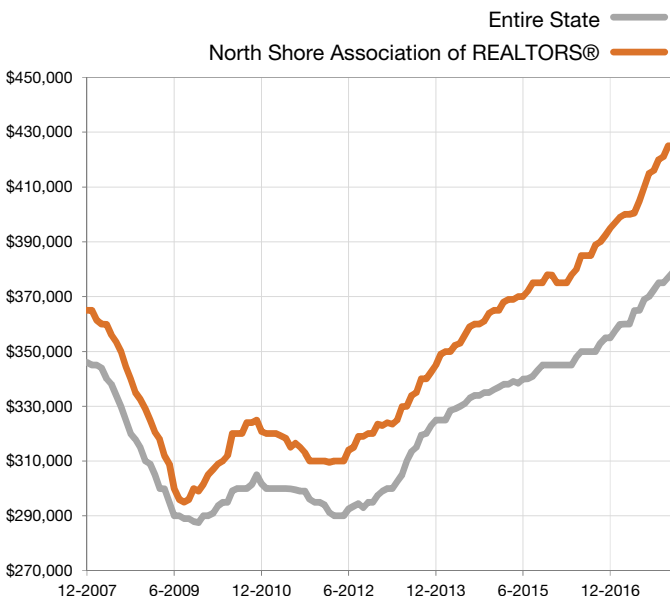
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	132	133	+ 0.8%	132	133	+ 0.8%
Closed Sales	133	111	- 16.5%	133	111	- 16.5%
Median Sales Price*	\$299,900	\$299,900	0.0%	\$299,900	\$299,900	0.0%
Inventory of Homes for Sale	280	170	- 39.3%	--	--	--
Months Supply of Inventory	1.8	1.1	- 40.3%	--	--	--
Cumulative Days on Market Until Sale	66	48	- 26.2%	66	48	- 26.2%
Percent of Original List Price Received*	97.1%	97.9%	+ 0.8%	97.1%	97.9%	+ 0.8%
New Listings	162	125	- 22.8%	162	125	- 22.8%

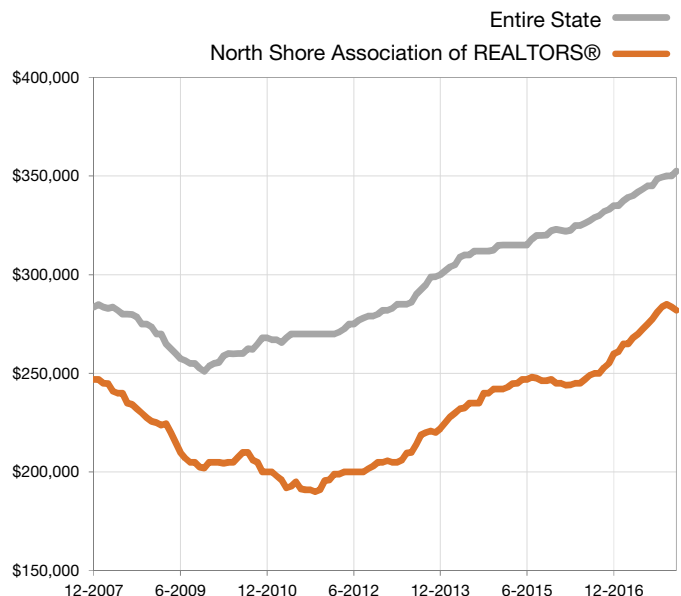
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 5.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.6%

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

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	223	217	- 2.7%	223	217	- 2.7%
Closed Sales	226	229	+ 1.3%	226	229	+ 1.3%
Median Sales Price*	\$395,000	\$419,900	+ 6.3%	\$395,000	\$419,900	+ 6.3%
Inventory of Homes for Sale	553	371	- 32.9%	--	--	--
Months Supply of Inventory	1.7	1.1	- 31.7%	--	--	--
Cumulative Days on Market Until Sale	58	62	+ 6.3%	58	62	+ 6.3%
Percent of Original List Price Received*	97.9%	97.8%	- 0.2%	97.9%	97.8%	- 0.2%
New Listings	271	222	- 18.1%	271	222	- 18.1%

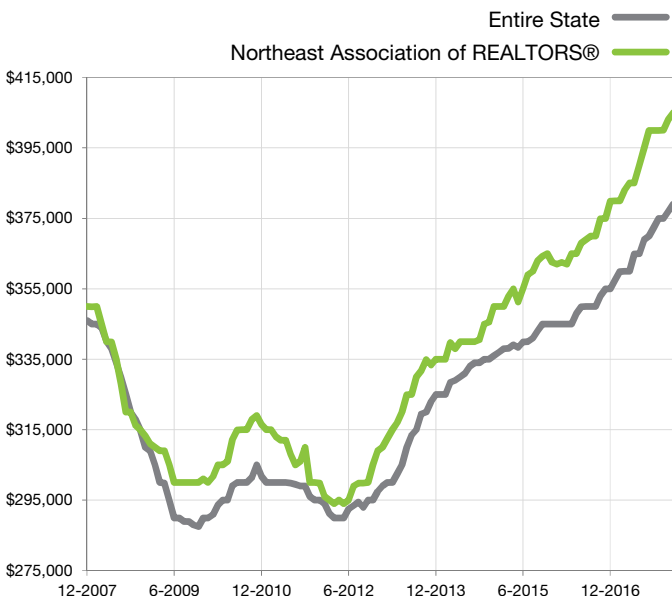
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	98	126	+ 28.6%	98	126	+ 28.6%
Closed Sales	112	90	- 19.6%	112	90	- 19.6%
Median Sales Price*	\$206,075	\$236,750	+ 14.9%	\$206,075	\$236,750	+ 14.9%
Inventory of Homes for Sale	230	139	- 39.6%	--	--	--
Months Supply of Inventory	1.7	1.1	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	51	62	+ 22.0%	51	62	+ 22.0%
Percent of Original List Price Received*	98.0%	97.8%	- 0.2%	98.0%	97.8%	- 0.2%
New Listings	132	133	+ 0.8%	132	133	+ 0.8%

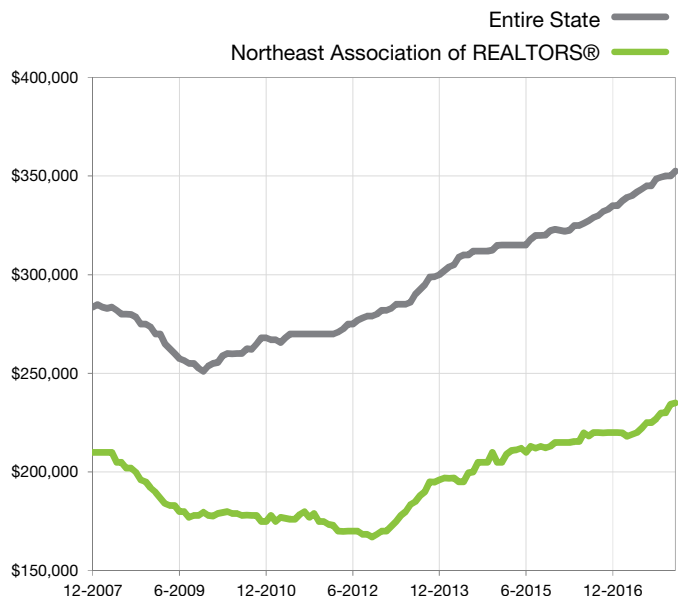
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 0.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.9%

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

- 34.3%

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

Single-Family Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	372	447	+ 20.2%	372	447	+ 20.2%
Closed Sales	381	386	+ 1.3%	381	386	+ 1.3%
Median Sales Price*	\$258,850	\$283,250	+ 9.4%	\$258,850	\$283,250	+ 9.4%
Inventory of Homes for Sale	1,343	900	- 33.0%	--	--	--
Months Supply of Inventory	2.4	1.6	- 33.2%	--	--	--
Cumulative Days on Market Until Sale	80	68	- 15.1%	80	68	- 15.1%
Percent of Original List Price Received*	95.5%	96.5%	+ 1.0%	95.5%	96.5%	+ 1.0%
New Listings	465	436	- 6.2%	465	436	- 6.2%

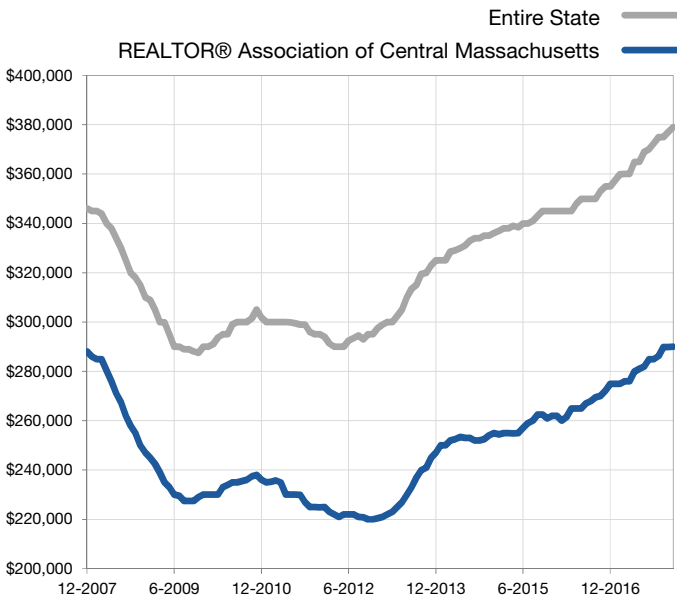
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	93	101	+ 8.6%	93	101	+ 8.6%
Closed Sales	104	95	- 8.7%	104	95	- 8.7%
Median Sales Price*	\$215,000	\$190,000	- 11.6%	\$215,000	\$190,000	- 11.6%
Inventory of Homes for Sale	349	211	- 39.5%	--	--	--
Months Supply of Inventory	2.6	1.5	- 41.6%	--	--	--
Cumulative Days on Market Until Sale	89	50	- 44.5%	89	50	- 44.5%
Percent of Original List Price Received*	96.2%	97.2%	+ 1.0%	96.2%	97.2%	+ 1.0%
New Listings	150	102	- 32.0%	150	102	- 32.0%

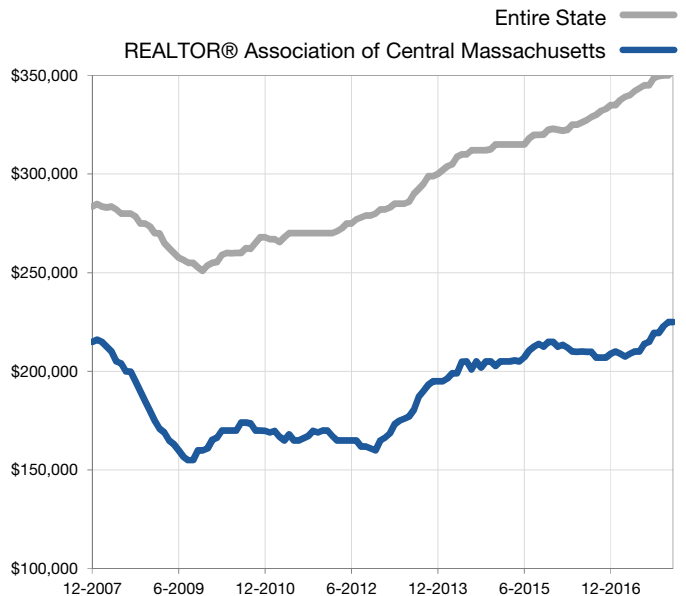
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 10.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.1%

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

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	360	392	+ 8.9%	360	392	+ 8.9%
Closed Sales	343	402	+ 17.2%	343	402	+ 17.2%
Median Sales Price*	\$195,000	\$197,000	+ 1.0%	\$195,000	\$197,000	+ 1.0%
Inventory of Homes for Sale	1,725	1,162	- 32.6%	--	--	--
Months Supply of Inventory	3.5	2.3	- 34.4%	--	--	--
Cumulative Days on Market Until Sale	94	83	- 11.3%	94	83	- 11.3%
Percent of Original List Price Received*	93.5%	94.2%	+ 0.8%	93.5%	94.2%	+ 0.8%
New Listings	486	411	- 15.4%	486	411	- 15.4%

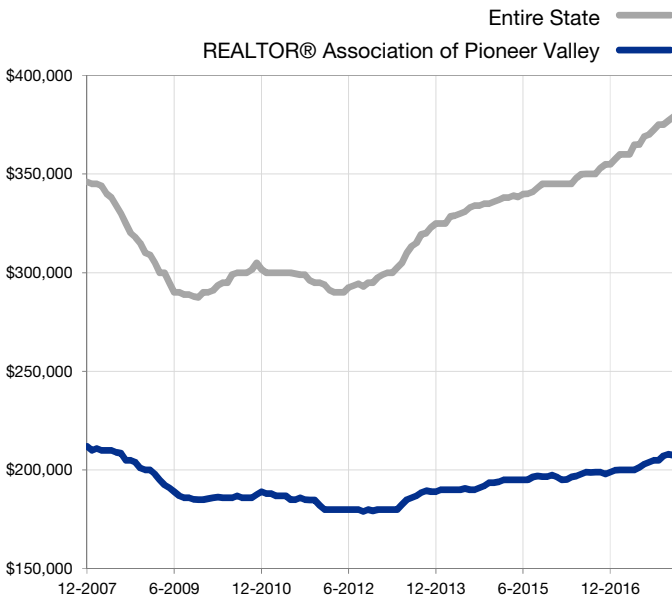
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	53	65	+ 22.6%	53	65	+ 22.6%
Closed Sales	62	44	- 29.0%	62	44	- 29.0%
Median Sales Price*	\$160,000	\$171,975	+ 7.5%	\$160,000	\$171,975	+ 7.5%
Inventory of Homes for Sale	277	219	- 20.9%	--	--	--
Months Supply of Inventory	3.8	3.0	- 20.6%	--	--	--
Cumulative Days on Market Until Sale	137	112	- 18.0%	137	112	- 18.0%
Percent of Original List Price Received*	94.0%	96.8%	+ 2.9%	94.0%	96.8%	+ 2.9%
New Listings	73	74	+ 1.4%	73	74	+ 1.4%

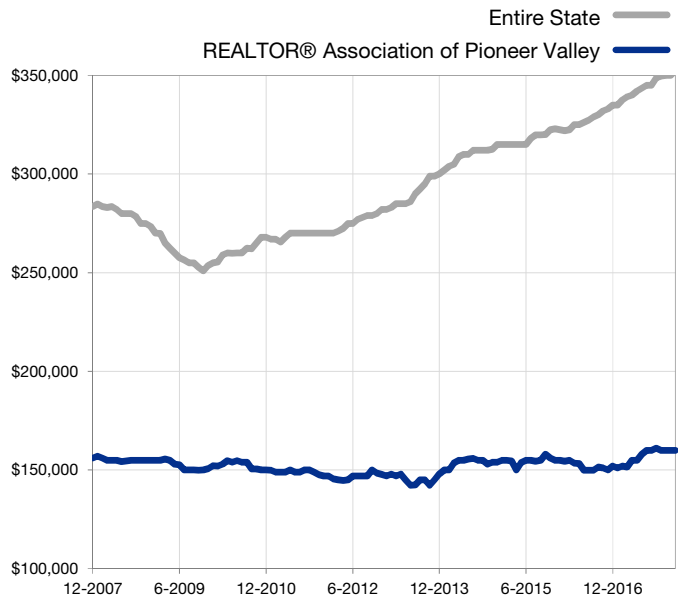
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 7.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.5%

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

- 28.7%

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

Single-Family Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	279	321	+ 15.1%	279	321	+ 15.1%
Closed Sales	327	299	- 8.6%	327	299	- 8.6%
Median Sales Price*	\$285,000	\$287,500	+ 0.9%	\$285,000	\$287,500	+ 0.9%
Inventory of Homes for Sale	1,219	862	- 29.3%	--	--	--
Months Supply of Inventory	2.9	2.0	- 28.9%	--	--	--
Cumulative Days on Market Until Sale	66	65	- 1.6%	66	65	- 1.6%
Percent of Original List Price Received*	96.4%	96.3%	- 0.0%	96.4%	96.3%	- 0.0%
New Listings	419	353	- 15.8%	419	353	- 15.8%

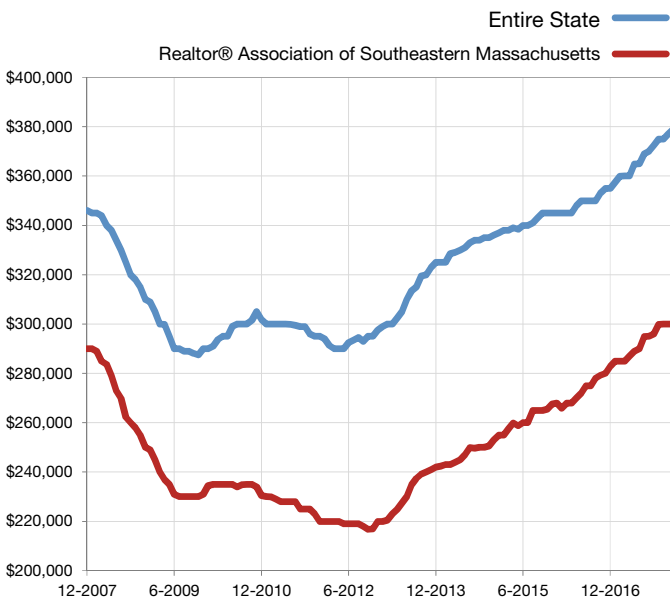
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	56	39	- 30.4%	56	39	- 30.4%
Closed Sales	46	46	0.0%	46	46	0.0%
Median Sales Price*	\$194,950	\$214,500	+ 10.0%	\$194,950	\$214,500	+ 10.0%
Inventory of Homes for Sale	147	112	- 23.8%	--	--	--
Months Supply of Inventory	2.2	1.5	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	60	69	+ 15.9%	60	69	+ 15.9%
Percent of Original List Price Received*	97.2%	96.6%	- 0.7%	97.2%	96.6%	- 0.7%
New Listings	66	45	- 31.8%	66	45	- 31.8%

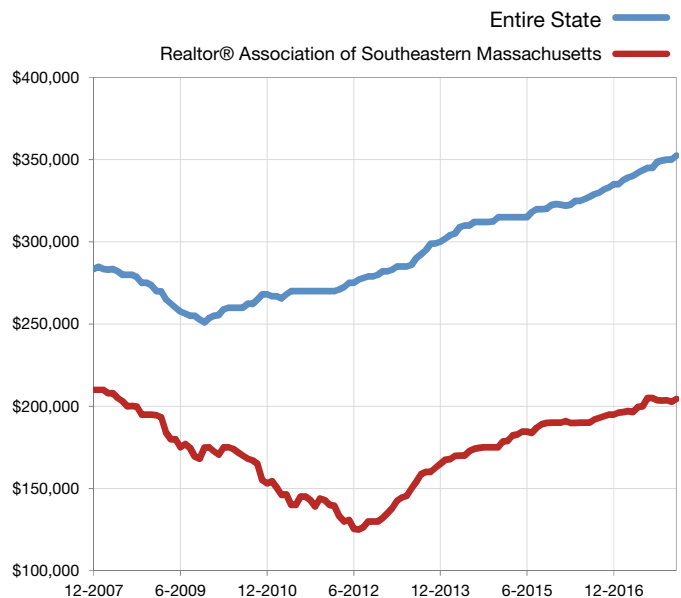
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore  REALTORS®

Resources. Relationships. Results.

South Shore REALTORS®

+ 1.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.7%

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

- 28.7%

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

Single-Family Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	327	389	+ 19.0%	327	389	+ 19.0%
Closed Sales	342	349	+ 2.0%	342	349	+ 2.0%
Median Sales Price*	\$395,000	\$417,500	+ 5.7%	\$395,000	\$417,500	+ 5.7%
Inventory of Homes for Sale	1,155	810	- 29.9%	--	--	--
Months Supply of Inventory	2.3	1.6	- 31.5%	--	--	--
Cumulative Days on Market Until Sale	75	68	- 8.7%	75	68	- 8.7%
Percent of Original List Price Received*	95.1%	95.7%	+ 0.6%	95.1%	95.7%	+ 0.6%
New Listings	437	378	- 13.5%	437	378	- 13.5%

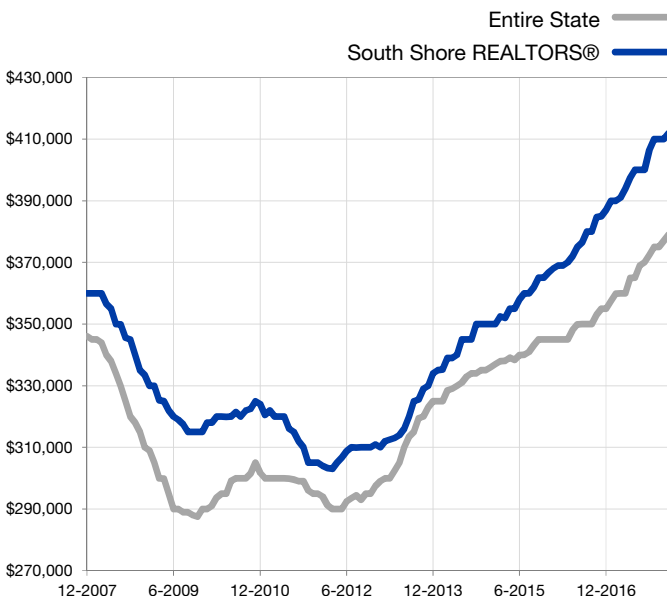
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	135	141	+ 4.4%	135	141	+ 4.4%
Closed Sales	112	111	- 0.9%	112	111	- 0.9%
Median Sales Price*	\$303,100	\$302,000	- 0.4%	\$303,100	\$302,000	- 0.4%
Inventory of Homes for Sale	346	260	- 24.9%	--	--	--
Months Supply of Inventory	2.4	1.6	- 33.9%	--	--	--
Cumulative Days on Market Until Sale	83	65	- 22.4%	83	65	- 22.4%
Percent of Original List Price Received*	96.0%	97.4%	+ 1.5%	96.0%	97.4%	+ 1.5%
New Listings	171	154	- 9.9%	171	154	- 9.9%

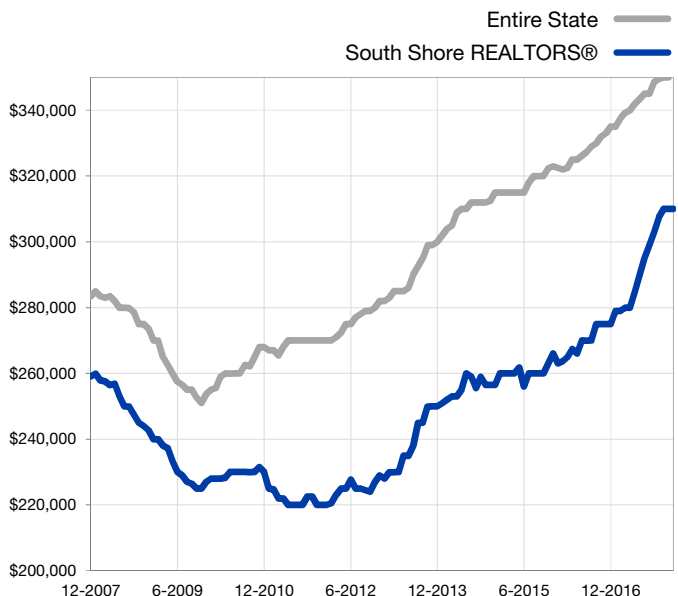
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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