

# Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**- 38.9%**

**+ 10.7%**

**- 25.6%**

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

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	98	<b>98</b>	0.0%	184	<b>161</b>	- 12.5%
Closed Sales	84	<b>50</b>	- 40.5%	166	<b>124</b>	- 25.3%
Median Sales Price*	\$207,750	<b>\$219,600</b>	+ 5.7%	\$191,250	<b>\$207,100</b>	+ 8.3%
Inventory of Homes for Sale	945	<b>708</b>	- 25.1%	--	--	--
Months Supply of Inventory	8.2	<b>6.1</b>	- 25.1%	--	--	--
Cumulative Days on Market Until Sale	152	<b>152</b>	- 0.1%	141	<b>150</b>	+ 6.3%
Percent of Original List Price Received*	86.8%	<b>89.4%</b>	+ 3.0%	87.4%	<b>88.4%</b>	+ 1.2%
New Listings	105	<b>126</b>	+ 20.0%	236	<b>221</b>	- 6.4%

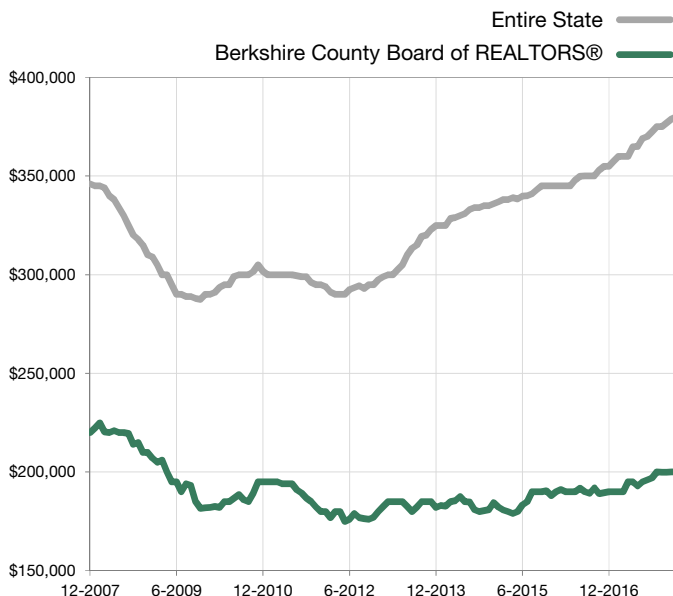
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	<b>2</b>	- 75.0%	12	<b>10</b>	- 16.7%
Closed Sales	6	<b>5</b>	- 16.7%	9	<b>15</b>	+ 66.7%
Median Sales Price*	\$206,950	<b>\$1,595,000</b>	+ 670.7%	\$220,000	<b>\$200,000</b>	- 9.1%
Inventory of Homes for Sale	183	<b>131</b>	- 28.4%	--	--	--
Months Supply of Inventory	20.0	<b>11.3</b>	- 43.4%	--	--	--
Cumulative Days on Market Until Sale	175	<b>256</b>	+ 46.8%	191	<b>220</b>	+ 14.9%
Percent of Original List Price Received*	92.9%	<b>98.0%</b>	+ 5.4%	94.9%	<b>90.1%</b>	- 5.1%
New Listings	13	<b>7</b>	- 46.2%	22	<b>14</b>	- 36.4%

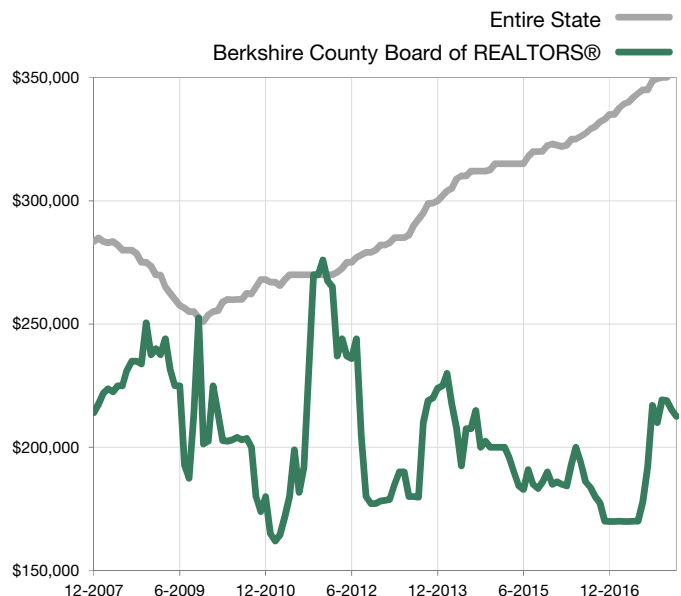
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**+ 0.3%**

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

**+ 4.3%**

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

**- 31.5%**

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

### Single-Family Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	385	<b>434</b>	+ 12.7%	720	<b>758</b>	+ 5.3%
Closed Sales	265	<b>253</b>	- 4.5%	636	<b>603</b>	- 5.2%
Median Sales Price*	\$365,000	<b>\$378,750</b>	+ 3.8%	\$365,000	<b>\$395,000</b>	+ 8.2%
Inventory of Homes for Sale	2,936	<b>1,995</b>	- 32.1%	--	--	--
Months Supply of Inventory	5.8	<b>4.2</b>	- 27.7%	--	--	--
Cumulative Days on Market Until Sale	145	<b>127</b>	- 12.0%	132	<b>116</b>	- 11.8%
Percent of Original List Price Received*	92.4%	<b>92.2%</b>	- 0.3%	92.5%	<b>93.1%</b>	+ 0.6%
New Listings	547	<b>577</b>	+ 5.5%	1,039	<b>991</b>	- 4.6%

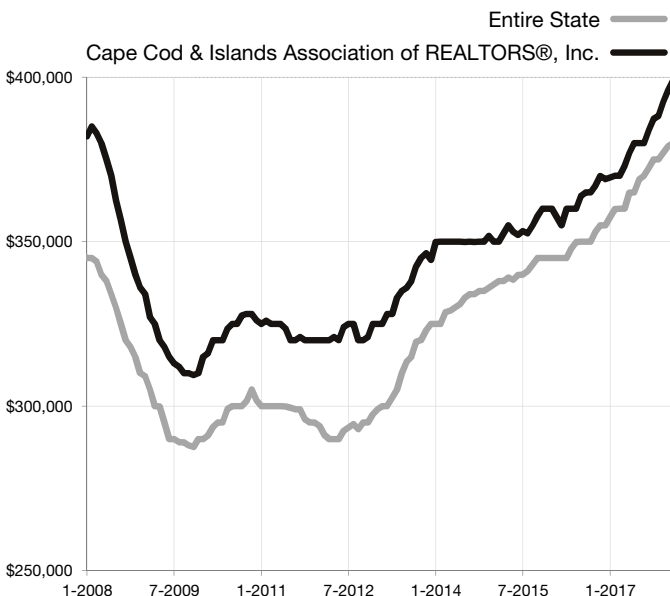
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	73	<b>98</b>	+ 34.2%	152	<b>179</b>	+ 17.8%
Closed Sales	47	<b>60</b>	+ 27.7%	119	<b>135</b>	+ 13.4%
Median Sales Price*	\$240,000	<b>\$328,950</b>	+ 37.1%	\$251,500	<b>\$279,000</b>	+ 10.9%
Inventory of Homes for Sale	607	<b>432</b>	- 28.8%	--	--	--
Months Supply of Inventory	5.9	<b>4.0</b>	- 32.0%	--	--	--
Cumulative Days on Market Until Sale	133	<b>123</b>	- 7.5%	146	<b>130</b>	- 11.3%
Percent of Original List Price Received*	90.8%	<b>94.6%</b>	+ 4.2%	92.9%	<b>94.5%</b>	+ 1.7%
New Listings	96	<b>129</b>	+ 34.4%	209	<b>233</b>	+ 11.5%

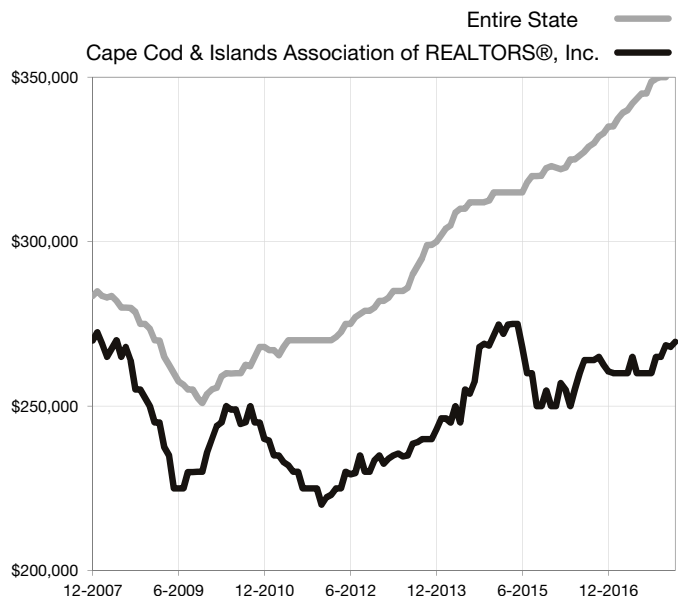
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	838	<b>824</b>	- 1.7%	1,568	<b>1,515</b>	- 3.4%
Closed Sales	509	<b>475</b>	- 6.7%	1,352	<b>1,268</b>	- 6.2%
Median Sales Price*	\$504,000	<b>\$547,000</b>	+ 8.5%	\$510,000	<b>\$550,000</b>	+ 7.8%
Inventory of Homes for Sale	1,836	<b>1,476</b>	- 19.6%	--	--	--
Months Supply of Inventory	1.6	<b>1.3</b>	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	78	<b>69</b>	- 11.5%	73	<b>60</b>	- 17.8%
Percent of Original List Price Received*	96.5%	<b>98.0%</b>	+ 1.6%	96.4%	<b>97.7%</b>	+ 1.3%
New Listings	1,038	<b>1,135</b>	+ 9.3%	1,920	<b>1,895</b>	- 1.3%

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

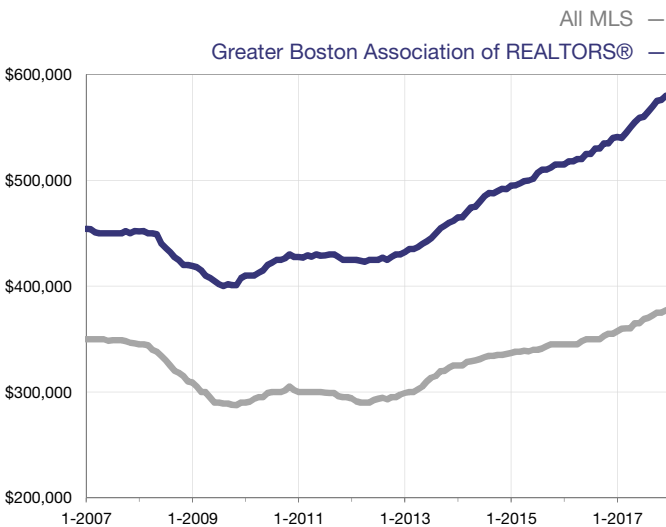
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	712	<b>854</b>	+ 19.9%	1,406	<b>1,425</b>	+ 1.4%
Closed Sales	464	<b>445</b>	- 4.1%	1,091	<b>1,060</b>	- 2.8%
Median Sales Price*	\$520,000	<b>\$545,500</b>	+ 4.9%	\$510,000	<b>\$530,971</b>	+ 4.1%
Inventory of Homes for Sale	1,248	<b>979</b>	- 21.6%	--	--	--
Months Supply of Inventory	1.3	<b>1.1</b>	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	54	<b>53</b>	- 1.9%	53	<b>51</b>	- 3.8%
Percent of Original List Price Received*	99.2%	<b>99.4%</b>	+ 0.2%	98.4%	<b>98.8%</b>	+ 0.4%
New Listings	843	<b>963</b>	+ 14.2%	1,689	<b>1,692</b>	+ 0.2%

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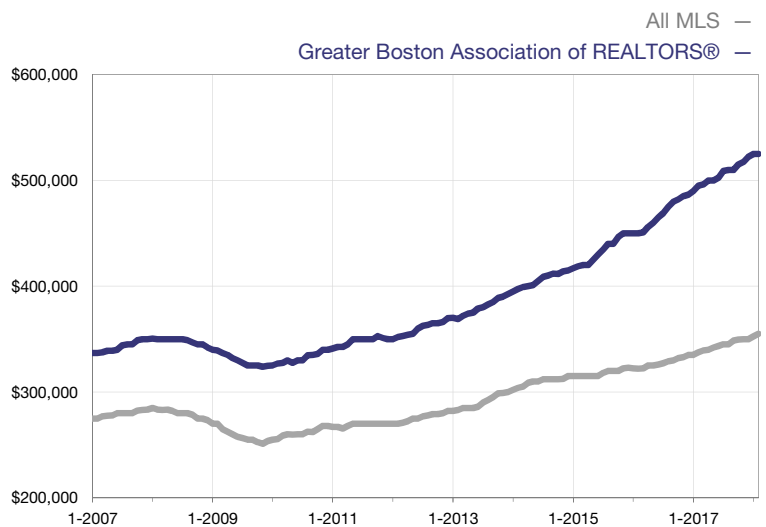
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**- 25.0%**

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

**+ 9.9%**

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

**- 24.7%**

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

### Single-Family Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	67	<b>86</b>	+ 28.4%	126	<b>141</b>	+ 11.9%
Closed Sales	62	<b>50</b>	- 19.4%	124	<b>106</b>	- 14.5%
Median Sales Price*	\$266,750	<b>\$298,450</b>	+ 11.9%	\$250,000	<b>\$265,000</b>	+ 6.0%
Inventory of Homes for Sale	342	<b>276</b>	- 19.3%	--	--	--
Months Supply of Inventory	3.8	<b>3.0</b>	- 20.1%	--	--	--
Cumulative Days on Market Until Sale	81	<b>90</b>	+ 11.3%	92	<b>90</b>	- 2.5%
Percent of Original List Price Received*	94.5%	<b>95.1%</b>	+ 0.7%	95.5%	<b>95.0%</b>	- 0.5%
New Listings	82	<b>110</b>	+ 34.1%	163	<b>192</b>	+ 17.8%

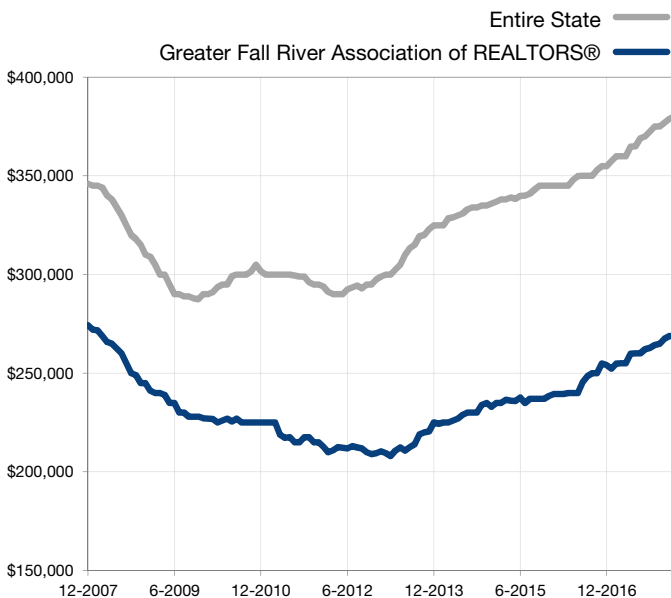
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	<b>7</b>	- 30.0%	23	<b>12</b>	- 47.8%
Closed Sales	10	<b>4</b>	- 60.0%	12	<b>8</b>	- 33.3%
Median Sales Price*	\$188,950	<b>\$167,500</b>	- 11.4%	\$202,400	<b>\$167,500</b>	- 17.2%
Inventory of Homes for Sale	51	<b>20</b>	- 60.8%	--	--	--
Months Supply of Inventory	5.5	<b>2.1</b>	- 62.5%	--	--	--
Cumulative Days on Market Until Sale	109	<b>63</b>	- 41.9%	110	<b>86</b>	- 22.3%
Percent of Original List Price Received*	94.5%	<b>97.5%</b>	+ 3.2%	94.2%	<b>96.0%</b>	+ 1.9%
New Listings	11	<b>10</b>	- 9.1%	26	<b>17</b>	- 34.6%

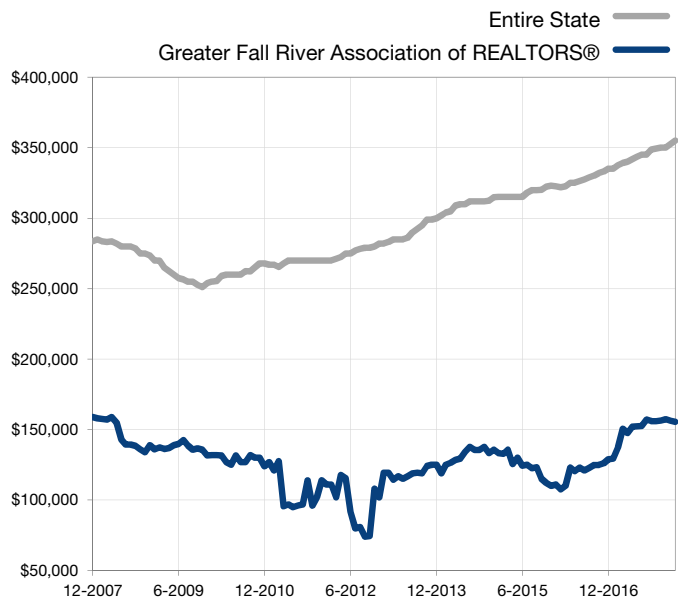
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Newburyport Association of REALTORS®

**+ 30.0%**

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

**- 10.6%**

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

**- 29.9%**

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

### Single-Family Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	45	<b>50</b>	+ 11.1%	82	<b>88</b>	+ 7.3%
Closed Sales	28	<b>33</b>	+ 17.9%	74	<b>73</b>	- 1.4%
Median Sales Price*	\$398,500	<b>\$410,000</b>	+ 2.9%	\$419,500	<b>\$447,500</b>	+ 6.7%
Inventory of Homes for Sale	135	<b>94</b>	- 30.4%	--	--	--
Months Supply of Inventory	2.1	<b>1.6</b>	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	100	<b>94</b>	- 6.4%	109	<b>87</b>	- 20.4%
Percent of Original List Price Received*	92.6%	<b>93.6%</b>	+ 1.0%	94.2%	<b>95.0%</b>	+ 0.8%
New Listings	50	<b>68</b>	+ 36.0%	103	<b>103</b>	0.0%

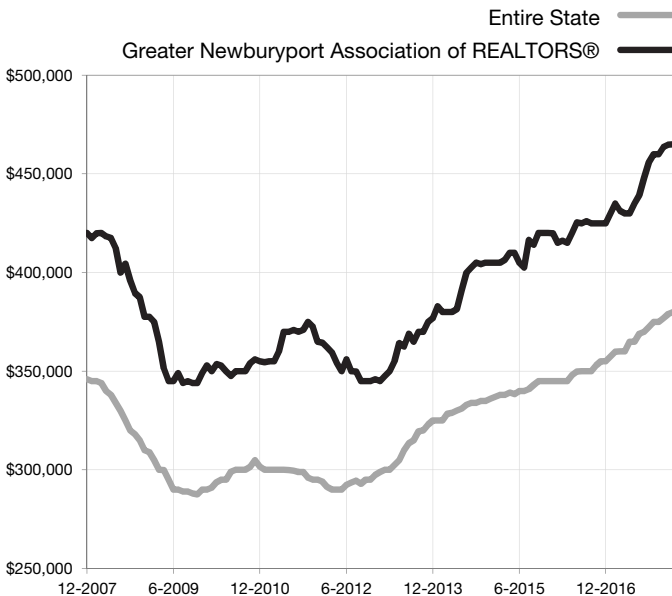
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	<b>21</b>	+ 23.5%	41	<b>44</b>	+ 7.3%
Closed Sales	12	<b>19</b>	+ 58.3%	32	<b>42</b>	+ 31.3%
Median Sales Price*	\$290,125	<b>\$245,900</b>	- 15.2%	\$292,375	<b>\$296,000</b>	+ 1.2%
Inventory of Homes for Sale	79	<b>56</b>	- 29.1%	--	--	--
Months Supply of Inventory	2.4	<b>1.5</b>	- 37.4%	--	--	--
Cumulative Days on Market Until Sale	57	<b>56</b>	- 2.3%	91	<b>51</b>	- 43.9%
Percent of Original List Price Received*	96.8%	<b>95.6%</b>	- 1.2%	95.7%	<b>96.8%</b>	+ 1.1%
New Listings	21	<b>33</b>	+ 57.1%	70	<b>71</b>	+ 1.4%

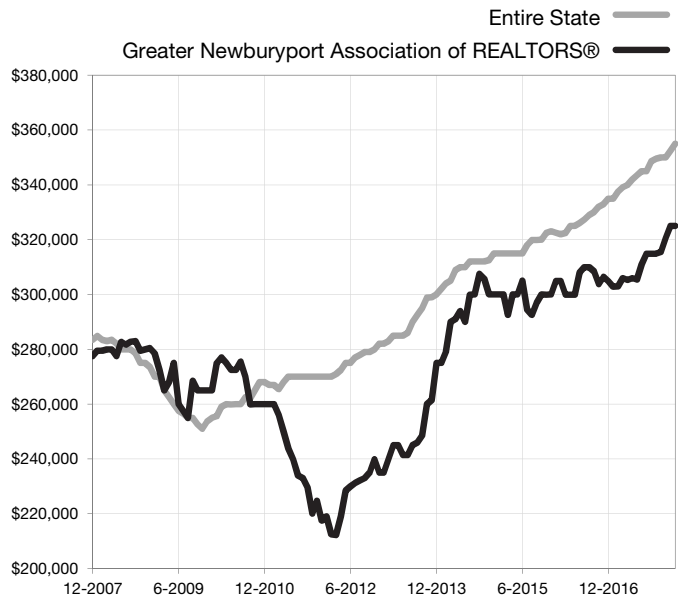
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**- 22.8%**

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

**+ 1.7%**

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

**- 35.5%**

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

### Single-Family Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	175	<b>216</b>	+ 23.4%	367	<b>366</b>	- 0.3%
Closed Sales	154	<b>111</b>	- 27.9%	320	<b>305</b>	- 4.7%
Median Sales Price*	\$205,000	<b>\$205,000</b>	0.0%	\$210,000	<b>\$224,250</b>	+ 6.8%
Inventory of Homes for Sale	668	<b>448</b>	- 32.9%	--	--	--
Months Supply of Inventory	2.8	<b>1.8</b>	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	91	<b>84</b>	- 7.8%	93	<b>77</b>	- 17.3%
Percent of Original List Price Received*	94.9%	<b>97.1%</b>	+ 2.4%	94.7%	<b>96.8%</b>	+ 2.3%
New Listings	181	<b>229</b>	+ 26.5%	384	<b>382</b>	- 0.5%

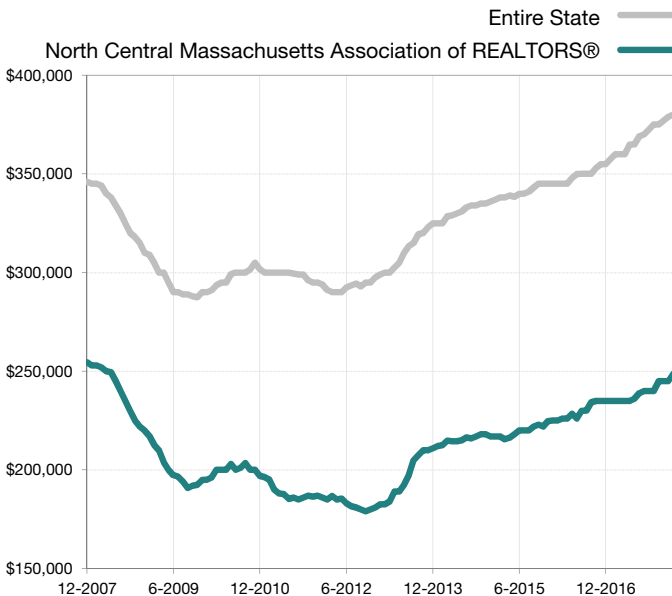
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	30	<b>32</b>	+ 6.7%	58	<b>69</b>	+ 19.0%
Closed Sales	17	<b>21</b>	+ 23.5%	45	<b>51</b>	+ 13.3%
Median Sales Price*	\$137,950	<b>\$180,000</b>	+ 30.5%	\$150,000	<b>\$172,000</b>	+ 14.7%
Inventory of Homes for Sale	123	<b>62</b>	- 49.6%	--	--	--
Months Supply of Inventory	3.8	<b>1.7</b>	- 54.1%	--	--	--
Cumulative Days on Market Until Sale	96	<b>75</b>	- 21.4%	106	<b>77</b>	- 27.2%
Percent of Original List Price Received*	97.3%	<b>97.8%</b>	+ 0.5%	96.7%	<b>97.9%</b>	+ 1.2%
New Listings	46	<b>41</b>	- 10.9%	91	<b>79</b>	- 13.2%

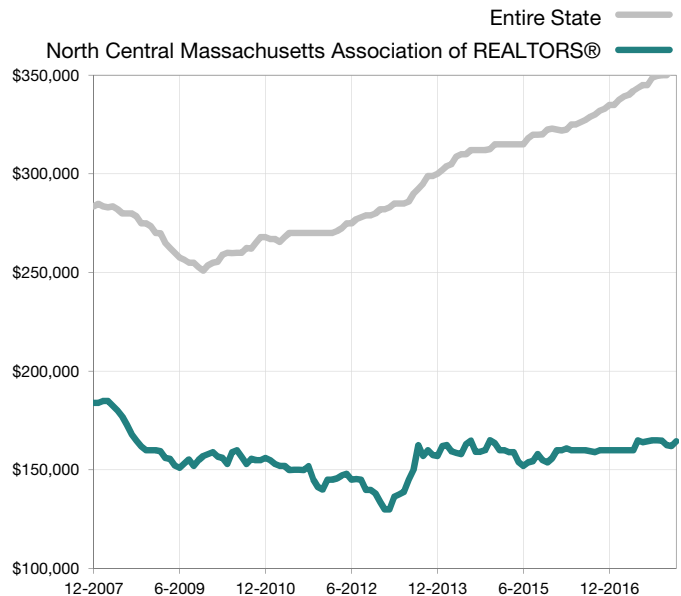
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 2.9%**

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

**+ 9.7%**

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

**- 31.8%**

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

### Single-Family Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	235	<b>241</b>	+ 2.6%	454	<b>459</b>	+ 1.1%
Closed Sales	184	<b>171</b>	- 7.1%	455	<b>445</b>	- 2.2%
Median Sales Price*	\$380,750	<b>\$427,000</b>	+ 12.1%	\$393,000	<b>\$415,000</b>	+ 5.6%
Inventory of Homes for Sale	603	<b>440</b>	- 27.0%	--	--	--
Months Supply of Inventory	1.7	<b>1.3</b>	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	65	<b>66</b>	+ 0.6%	62	<b>60</b>	- 2.7%
Percent of Original List Price Received*	96.6%	<b>96.9%</b>	+ 0.4%	96.0%	<b>97.2%</b>	+ 1.2%
New Listings	274	<b>301</b>	+ 9.9%	514	<b>507</b>	- 1.4%

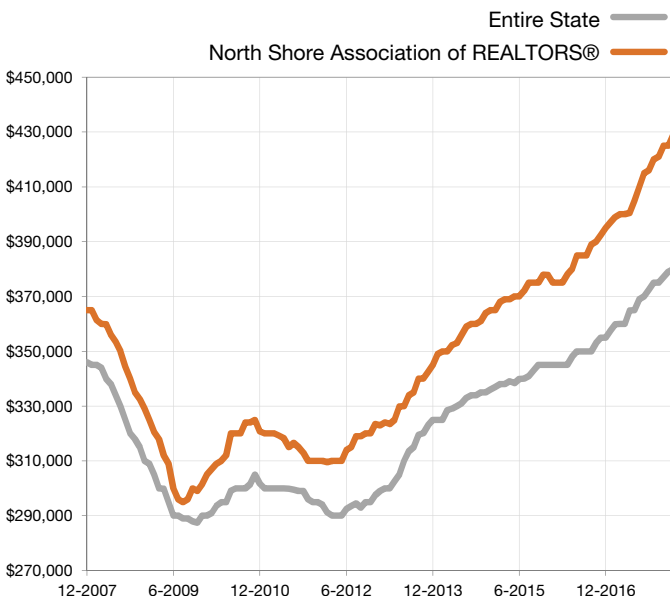
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	123	<b>128</b>	+ 4.1%	255	<b>261</b>	+ 2.4%
Closed Sales	89	<b>94</b>	+ 5.6%	222	<b>206</b>	- 7.2%
Median Sales Price*	\$280,000	<b>\$284,500</b>	+ 1.6%	\$292,000	<b>\$296,700</b>	+ 1.6%
Inventory of Homes for Sale	270	<b>155</b>	- 42.6%	--	--	--
Months Supply of Inventory	1.7	<b>1.0</b>	- 43.7%	--	--	--
Cumulative Days on Market Until Sale	67	<b>65</b>	- 2.1%	66	<b>56</b>	- 15.0%
Percent of Original List Price Received*	97.6%	<b>98.0%</b>	+ 0.5%	97.3%	<b>97.9%</b>	+ 0.7%
New Listings	133	<b>124</b>	- 6.8%	295	<b>250</b>	- 15.3%

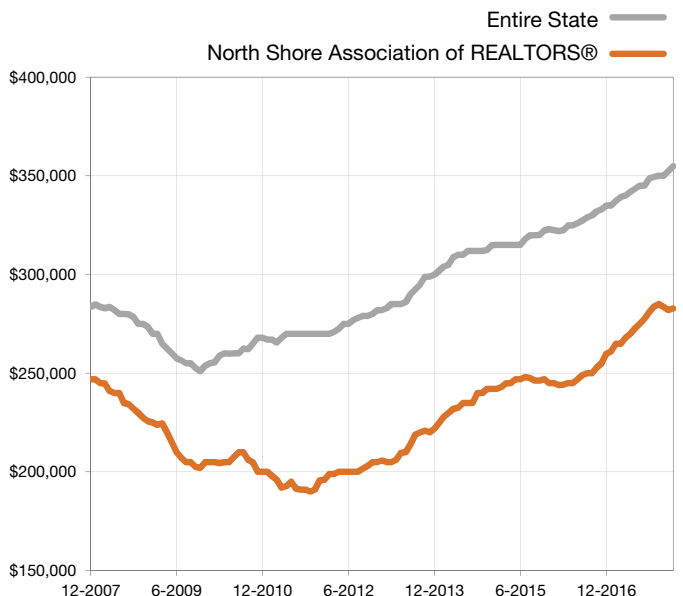
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 4.7%**

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

**+ 14.1%**

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

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	213	<b>268</b>	+ 25.8%	435	<b>477</b>	+ 9.7%
Closed Sales	174	<b>183</b>	+ 5.2%	400	<b>414</b>	+ 3.5%
Median Sales Price*	\$338,950	<b>\$380,000</b>	+ 12.1%	\$376,250	<b>\$399,950</b>	+ 6.3%
Inventory of Homes for Sale	523	<b>395</b>	- 24.5%	--	--	--
Months Supply of Inventory	1.6	<b>1.2</b>	- 23.7%	--	--	--
Cumulative Days on Market Until Sale	79	<b>63</b>	- 20.4%	67	<b>62</b>	- 7.3%
Percent of Original List Price Received*	97.4%	<b>97.1%</b>	- 0.2%	97.7%	<b>97.4%</b>	- 0.2%
New Listings	252	<b>313</b>	+ 24.2%	523	<b>535</b>	+ 2.3%

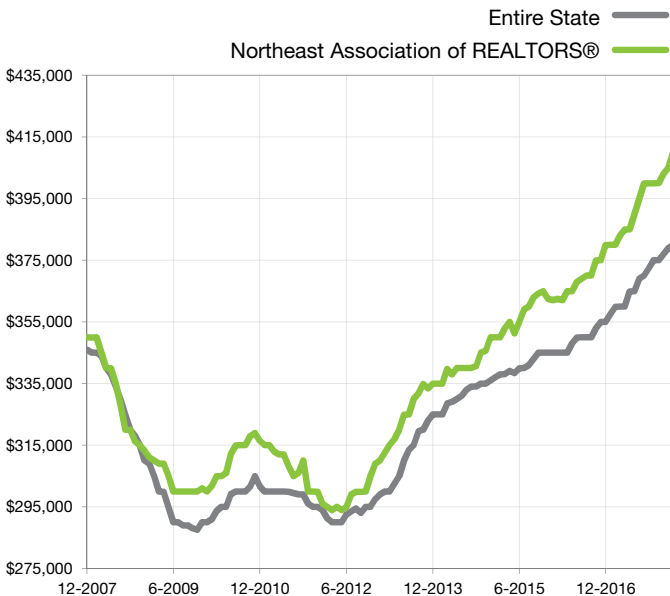
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	92	<b>117</b>	+ 27.2%	190	<b>236</b>	+ 24.2%
Closed Sales	80	<b>83</b>	+ 3.8%	192	<b>173</b>	- 9.9%
Median Sales Price*	\$201,250	<b>\$215,000</b>	+ 6.8%	\$202,750	<b>\$235,000</b>	+ 15.9%
Inventory of Homes for Sale	217	<b>133</b>	- 38.7%	--	--	--
Months Supply of Inventory	1.6	<b>1.0</b>	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	52	<b>48</b>	- 8.2%	51	<b>55</b>	+ 7.5%
Percent of Original List Price Received*	98.4%	<b>100.2%</b>	+ 1.9%	98.1%	<b>99.0%</b>	+ 0.8%
New Listings	106	<b>119</b>	+ 12.3%	238	<b>251</b>	+ 5.5%

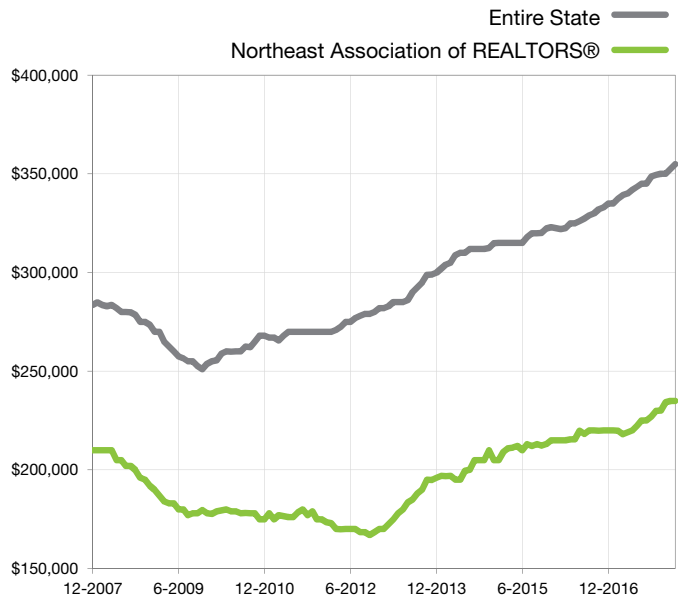
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 10.3%**

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

**+ 7.0%**

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

**- 33.6%**

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

### Single-Family Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	409	<b>462</b>	+ 13.0%	781	<b>881</b>	+ 12.8%
Closed Sales	321	<b>296</b>	- 7.8%	702	<b>688</b>	- 2.0%
Median Sales Price*	\$260,900	<b>\$279,900</b>	+ 7.3%	\$260,000	<b>\$280,000</b>	+ 7.7%
Inventory of Homes for Sale	1,321	<b>882</b>	- 33.2%	--	--	--
Months Supply of Inventory	2.4	<b>1.6</b>	- 33.6%	--	--	--
Cumulative Days on Market Until Sale	83	<b>72</b>	- 12.9%	82	<b>70</b>	- 14.3%
Percent of Original List Price Received*	95.6%	<b>96.3%</b>	+ 0.8%	95.5%	<b>96.4%</b>	+ 0.9%
New Listings	497	<b>497</b>	0.0%	962	<b>934</b>	- 2.9%

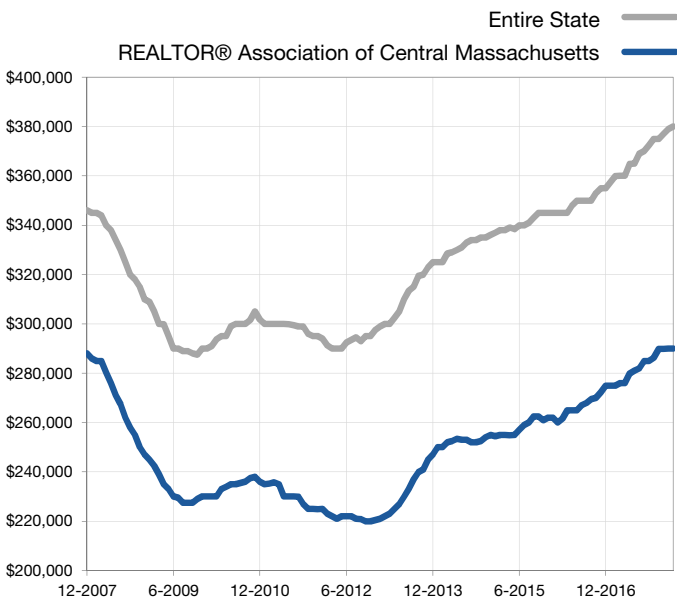
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	113	<b>114</b>	+ 0.9%	206	<b>211</b>	+ 2.4%
Closed Sales	85	<b>68</b>	- 20.0%	189	<b>164</b>	- 13.2%
Median Sales Price*	\$185,000	<b>\$183,694</b>	- 0.7%	\$198,000	<b>\$187,944</b>	- 5.1%
Inventory of Homes for Sale	323	<b>209</b>	- 35.3%	--	--	--
Months Supply of Inventory	2.4	<b>1.5</b>	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	77	<b>56</b>	- 27.1%	84	<b>52</b>	- 37.7%
Percent of Original List Price Received*	96.3%	<b>97.3%</b>	+ 1.1%	96.3%	<b>97.2%</b>	+ 1.0%
New Listings	110	<b>125</b>	+ 13.6%	260	<b>225</b>	- 13.5%

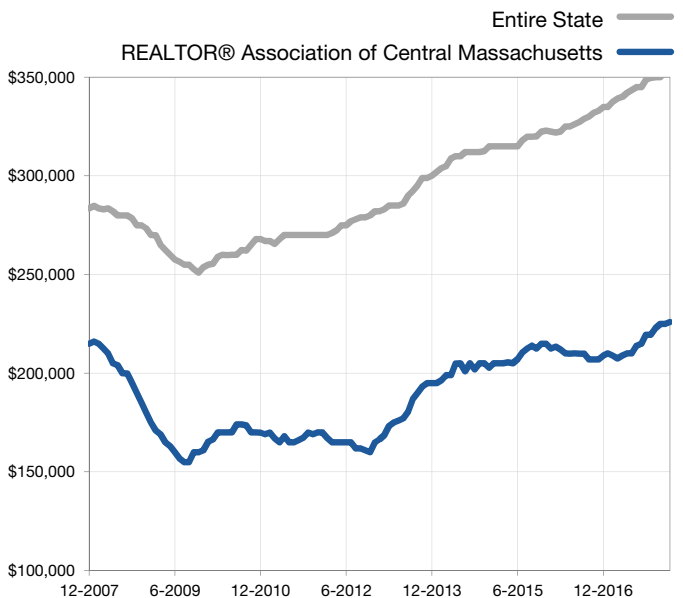
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 30.0%**

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

**+ 8.9%**

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

**- 29.4%**

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

### Single-Family Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	361	<b>423</b>	+ 17.2%	721	<b>784</b>	+ 8.7%
Closed Sales	237	<b>302</b>	+ 27.4%	580	<b>707</b>	+ 21.9%
Median Sales Price*	\$179,950	<b>\$194,900</b>	+ 8.3%	\$187,250	<b>\$195,000</b>	+ 4.1%
Inventory of Homes for Sale	1,668	<b>1,149</b>	- 31.1%	--	--	--
Months Supply of Inventory	3.4	<b>2.2</b>	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	114	<b>84</b>	- 26.6%	102	<b>84</b>	- 18.0%
Percent of Original List Price Received*	94.1%	<b>95.6%</b>	+ 1.6%	93.7%	<b>94.8%</b>	+ 1.1%
New Listings	451	<b>451</b>	0.0%	937	<b>861</b>	- 8.1%

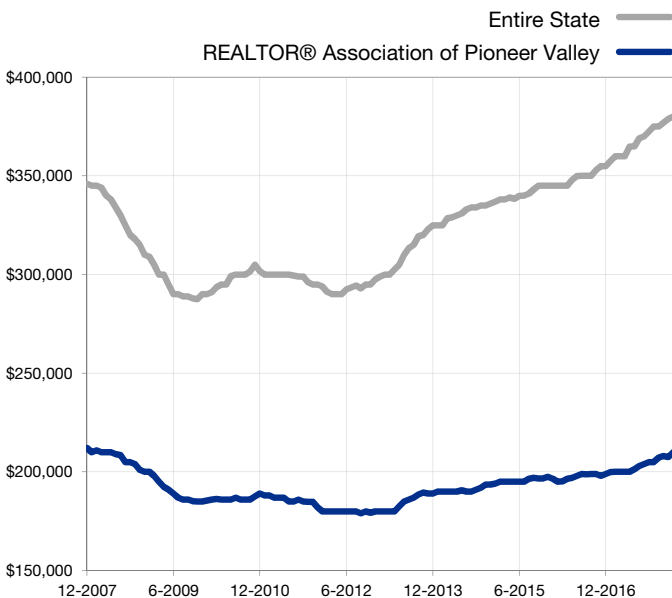
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	48	<b>62</b>	+ 29.2%	101	<b>121</b>	+ 19.8%
Closed Sales	33	<b>49</b>	+ 48.5%	95	<b>93</b>	- 2.1%
Median Sales Price*	\$145,000	<b>\$153,000</b>	+ 5.5%	\$155,000	<b>\$162,000</b>	+ 4.5%
Inventory of Homes for Sale	272	<b>220</b>	- 19.1%	--	--	--
Months Supply of Inventory	3.8	<b>2.9</b>	- 21.9%	--	--	--
Cumulative Days on Market Until Sale	149	<b>102</b>	- 31.5%	141	<b>107</b>	- 24.2%
Percent of Original List Price Received*	91.6%	<b>95.9%</b>	+ 4.7%	93.2%	<b>96.3%</b>	+ 3.4%
New Listings	64	<b>63</b>	- 1.6%	137	<b>137</b>	0.0%

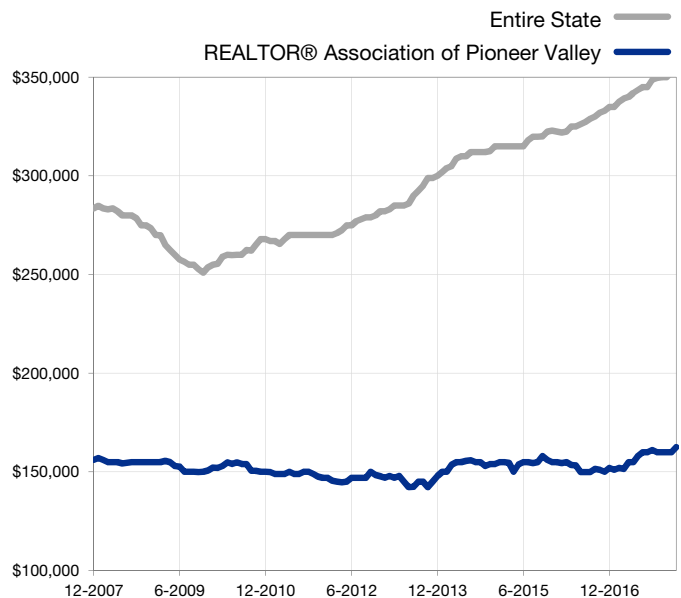
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**- 13.7%**

**+ 14.0%**

**- 24.8%**

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

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	373	<b>386</b>	+ 3.5%	652	<b>692</b>	+ 6.1%
Closed Sales	254	<b>230</b>	- 9.4%	581	<b>536</b>	- 7.7%
Median Sales Price*	\$259,900	<b>\$292,000</b>	+ 12.4%	\$272,900	<b>\$289,000</b>	+ 5.9%
Inventory of Homes for Sale	1,147	<b>835</b>	- 27.2%	--	--	--
Months Supply of Inventory	2.7	<b>2.0</b>	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	84	<b>91</b>	+ 7.9%	74	<b>77</b>	+ 3.6%
Percent of Original List Price Received*	96.6%	<b>94.8%</b>	- 1.8%	96.5%	<b>95.7%</b>	- 0.8%
New Listings	408	<b>426</b>	+ 4.4%	827	<b>779</b>	- 5.8%

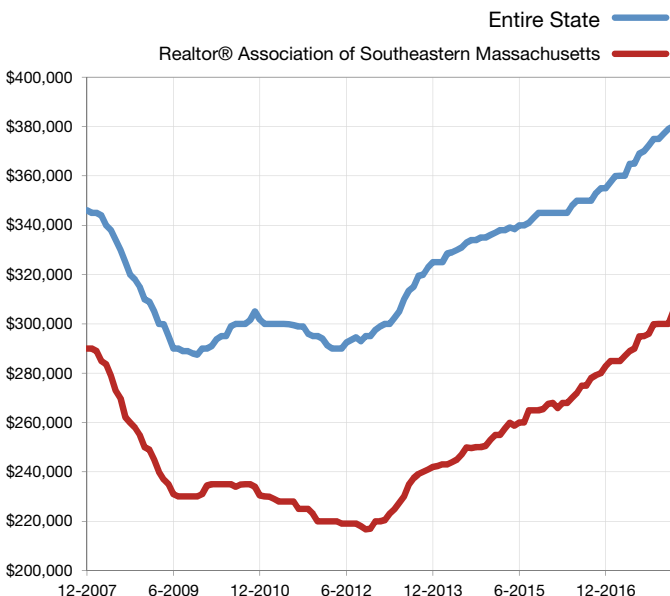
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	73	<b>63</b>	- 13.7%	129	<b>98</b>	- 24.0%
Closed Sales	45	<b>28</b>	- 37.8%	91	<b>74</b>	- 18.7%
Median Sales Price*	\$182,500	<b>\$213,500</b>	+ 17.0%	\$189,000	<b>\$214,500</b>	+ 13.5%
Inventory of Homes for Sale	136	<b>130</b>	- 4.4%	--	--	--
Months Supply of Inventory	2.0	<b>1.8</b>	- 10.2%	--	--	--
Cumulative Days on Market Until Sale	72	<b>70</b>	- 2.7%	66	<b>70</b>	+ 5.8%
Percent of Original List Price Received*	98.7%	<b>102.1%</b>	+ 3.5%	98.0%	<b>98.7%</b>	+ 0.7%
New Listings	76	<b>84</b>	+ 10.5%	142	<b>129</b>	- 9.2%

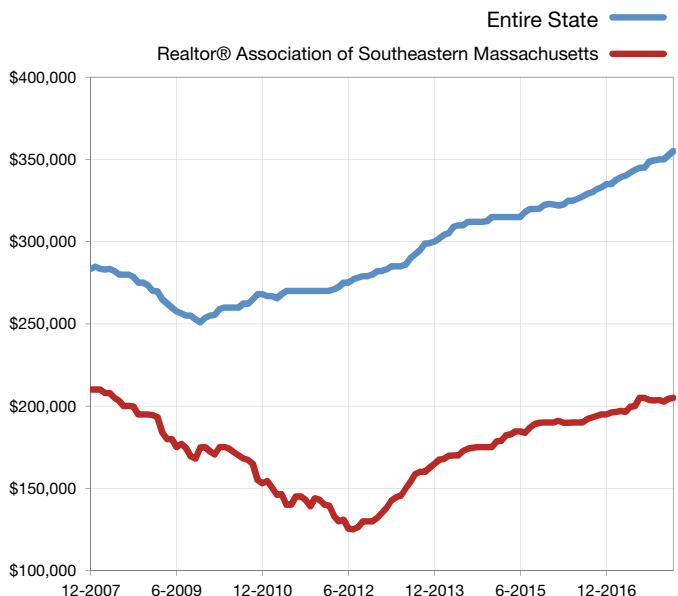
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## South Shore REALTORS®

**- 7.1%**

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

**+ 9.3%**

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

**- 30.8%**

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

### Single-Family Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	366	<b>470</b>	+ 28.4%	693	<b>835</b>	+ 20.5%
Closed Sales	281	<b>244</b>	- 13.2%	623	<b>598</b>	- 4.0%
Median Sales Price*	\$382,769	<b>\$405,000</b>	+ 5.8%	\$390,000	<b>\$415,250</b>	+ 6.5%
Inventory of Homes for Sale	1,154	<b>803</b>	- 30.4%	--	--	--
Months Supply of Inventory	2.3	<b>1.6</b>	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	95	<b>80</b>	- 16.3%	84	<b>73</b>	- 13.0%
Percent of Original List Price Received*	95.9%	<b>96.8%</b>	+ 0.9%	95.5%	<b>96.1%</b>	+ 0.7%
New Listings	452	<b>485</b>	+ 7.3%	889	<b>863</b>	- 2.9%

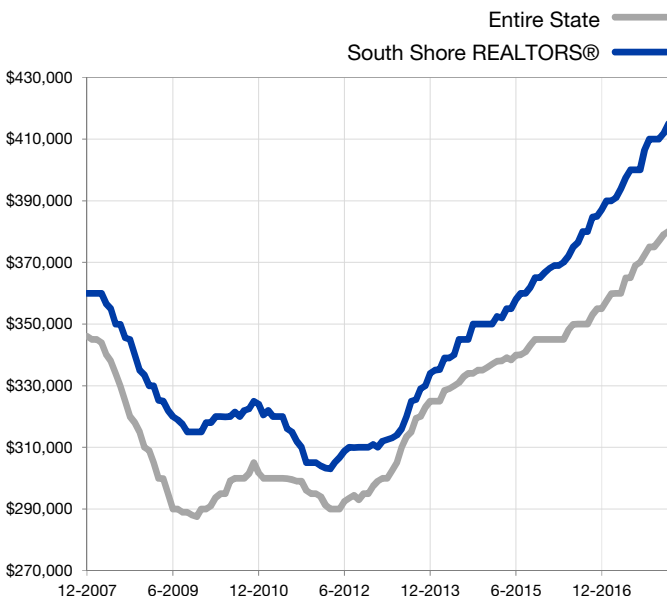
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	116	<b>166</b>	+ 43.1%	251	<b>303</b>	+ 20.7%
Closed Sales	85	<b>96</b>	+ 12.9%	197	<b>210</b>	+ 6.6%
Median Sales Price*	\$252,500	<b>\$287,000</b>	+ 13.7%	\$281,900	<b>\$297,000</b>	+ 5.4%
Inventory of Homes for Sale	387	<b>264</b>	- 31.8%	--	--	--
Months Supply of Inventory	2.7	<b>1.6</b>	- 40.2%	--	--	--
Cumulative Days on Market Until Sale	58	<b>58</b>	- 0.2%	73	<b>62</b>	- 15.0%
Percent of Original List Price Received*	97.2%	<b>98.3%</b>	+ 1.1%	96.5%	<b>97.9%</b>	+ 1.4%
New Listings	187	<b>188</b>	+ 0.5%	358	<b>341</b>	- 4.7%

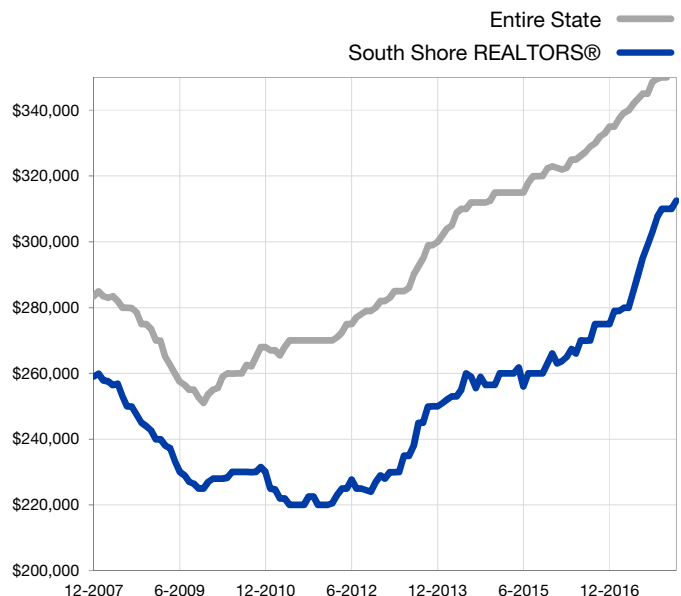
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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