

# Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 5.6%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**+ 9.4%**

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

**- 22.5%**

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

### Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	122	91	- 25.4%	306	253	- 17.3%
Closed Sales	82	86	+ 4.9%	248	210	- 15.3%
Median Sales Price*	\$181,500	<b>\$196,000</b>	+ 8.0%	\$190,125	<b>\$196,000</b>	+ 3.1%
Inventory of Homes for Sale	942	<b>732</b>	- 22.3%	--	--	--
Months Supply of Inventory	8.1	<b>6.3</b>	- 22.0%	--	--	--
Cumulative Days on Market Until Sale	115	<b>129</b>	+ 12.0%	132	<b>141</b>	+ 6.7%
Percent of Original List Price Received*	90.7%	<b>91.0%</b>	+ 0.4%	88.5%	<b>89.5%</b>	+ 1.1%
New Listings	188	<b>147</b>	- 21.8%	426	<b>368</b>	- 13.6%

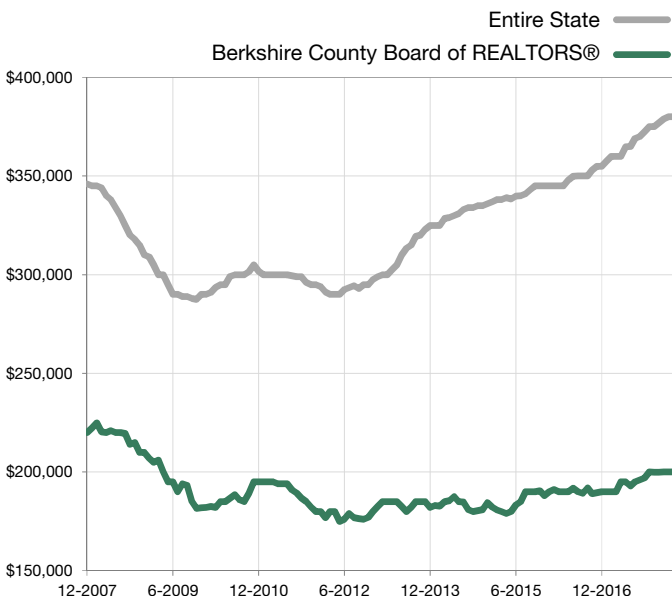
### Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	15	- 6.3%	28	25	- 10.7%
Closed Sales	8	9	+ 12.5%	17	24	+ 41.2%
Median Sales Price*	\$162,500	<b>\$300,000</b>	+ 84.6%	\$193,900	<b>\$232,950</b>	+ 20.1%
Inventory of Homes for Sale	180	<b>137</b>	- 23.9%	--	--	--
Months Supply of Inventory	18.9	<b>11.7</b>	- 38.0%	--	--	--
Cumulative Days on Market Until Sale	161	<b>216</b>	+ 34.3%	177	<b>219</b>	+ 23.4%
Percent of Original List Price Received*	86.5%	<b>92.9%</b>	+ 7.3%	91.0%	<b>91.1%</b>	+ 0.2%
New Listings	23	<b>24</b>	+ 4.3%	45	<b>39</b>	- 13.3%

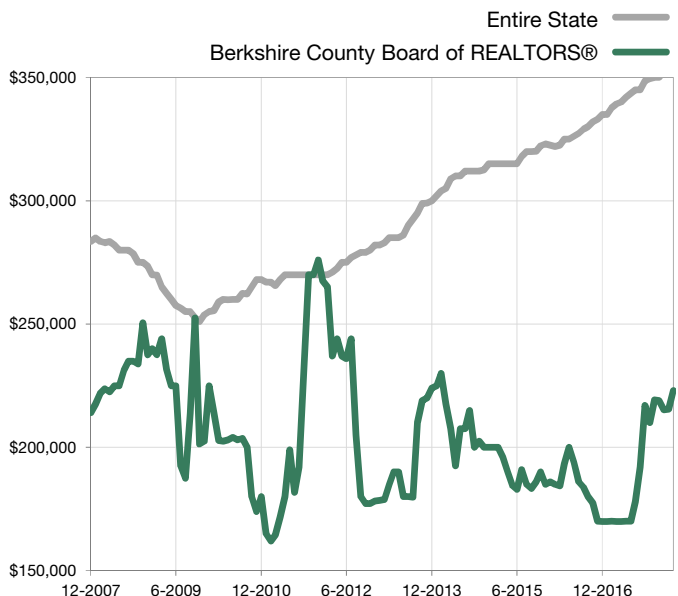
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**- 16.2%**

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

**+ 10.0%**

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

**- 25.2%**

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

### Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	592	486	- 17.9%	1,311	1,197	- 8.7%
Closed Sales	428	365	- 14.7%	1,064	981	- 7.8%
Median Sales Price*	\$380,400	<b>\$401,000</b>	+ 5.4%	\$370,000	<b>\$400,000</b>	+ 8.1%
Inventory of Homes for Sale	2,770	<b>2,068</b>	- 25.3%	--	--	--
Months Supply of Inventory	5.5	<b>4.4</b>	- 19.6%	--	--	--
Cumulative Days on Market Until Sale	145	<b>129</b>	- 11.4%	142	<b>121</b>	- 14.7%
Percent of Original List Price Received*	93.5%	<b>95.1%</b>	+ 1.7%	92.9%	<b>93.9%</b>	+ 1.0%
New Listings	778	<b>659</b>	- 15.3%	1,817	<b>1,642</b>	- 9.6%

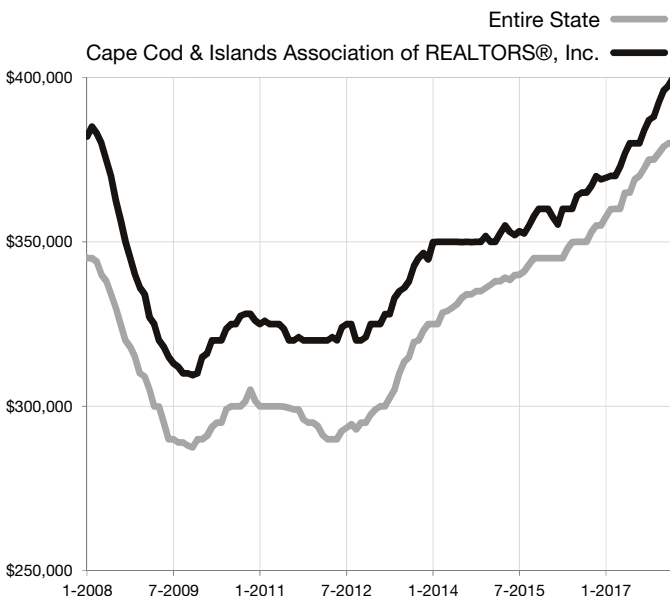
### Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	121	102	- 15.7%	273	273	0.0%
Closed Sales	91	70	- 23.1%	210	208	- 1.0%
Median Sales Price*	\$225,000	<b>\$268,750</b>	+ 19.4%	\$242,500	<b>\$278,250</b>	+ 14.7%
Inventory of Homes for Sale	577	437	- 24.3%	--	--	--
Months Supply of Inventory	5.6	4.1	- 26.8%	--	--	--
Cumulative Days on Market Until Sale	125	94	- 24.8%	148	116	- 22.0%
Percent of Original List Price Received*	97.3%	<b>94.7%</b>	- 2.6%	94.8%	<b>94.7%</b>	- 0.2%
New Listings	148	126	- 14.9%	357	363	+ 1.7%

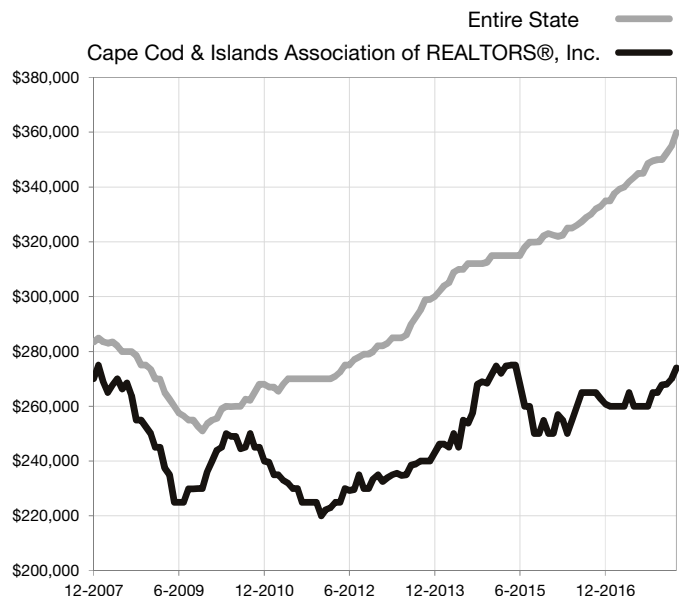
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,337	<b>1,328</b>	- 0.7%	2,905	<b>2,801</b>	- 3.6%
Closed Sales	838	<b>727</b>	- 13.2%	2,190	<b>2,000</b>	- 8.7%
Median Sales Price*	\$552,913	<b>\$576,000</b>	+ 4.2%	\$525,000	<b>\$555,000</b>	+ 5.7%
Inventory of Homes for Sale	2,191	<b>1,567</b>	- 28.5%	--	--	--
Months Supply of Inventory	1.9	<b>1.4</b>	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	75	<b>58</b>	- 22.7%	74	<b>59</b>	- 20.3%
Percent of Original List Price Received*	98.0%	<b>99.2%</b>	+ 1.2%	97.0%	<b>98.3%</b>	+ 1.3%
New Listings	1,878	<b>1,550</b>	- 17.5%	3,798	<b>3,432</b>	- 9.6%

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

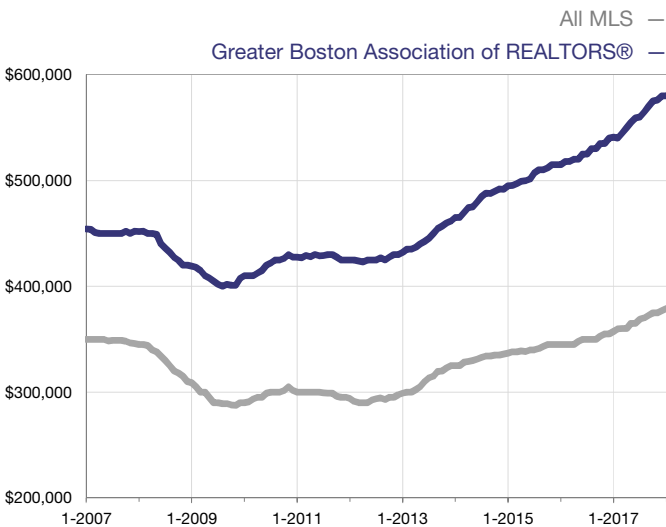
### Condominium Properties

Key Metrics	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,125	<b>1,140</b>	+ 1.3%	2,530	<b>2,524</b>	- 0.2%
Closed Sales	823	<b>742</b>	- 9.8%	1,914	<b>1,826</b>	- 4.6%
Median Sales Price*	\$515,000	<b>\$545,000</b>	+ 5.8%	\$510,000	<b>\$537,500</b>	+ 5.4%
Inventory of Homes for Sale	1,421	<b>1,014</b>	- 28.6%	--	--	--
Months Supply of Inventory	1.5	<b>1.1</b>	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	50	<b>49</b>	- 2.0%	52	<b>50</b>	- 3.8%
Percent of Original List Price Received*	100.2%	<b>100.7%</b>	+ 0.5%	99.2%	<b>99.6%</b>	+ 0.4%
New Listings	1,444	<b>1,221</b>	- 15.4%	3,133	<b>2,921</b>	- 6.8%

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

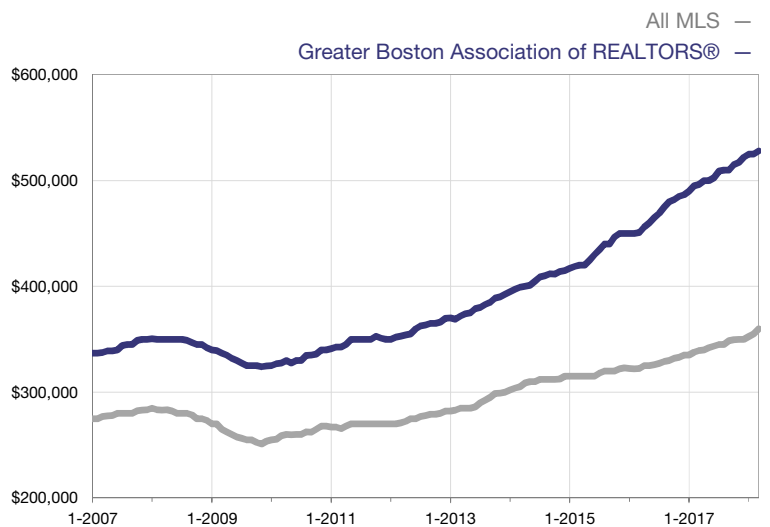
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**+ 32.9%**

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

**+ 1.6%**

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

**- 29.7%**

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

### Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	103	<b>113</b>	+ 9.7%	229	<b>247</b>	+ 7.9%
Closed Sales	56	<b>81</b>	+ 44.6%	180	<b>187</b>	+ 3.9%
Median Sales Price*	\$270,000	<b>\$255,000</b>	- 5.6%	\$253,500	<b>\$258,000</b>	+ 1.8%
Inventory of Homes for Sale	342	<b>257</b>	- 24.9%	--	--	--
Months Supply of Inventory	3.8	<b>2.7</b>	- 29.0%	--	--	--
Cumulative Days on Market Until Sale	90	<b>85</b>	- 5.4%	92	<b>88</b>	- 4.0%
Percent of Original List Price Received*	95.9%	<b>96.0%</b>	+ 0.1%	95.6%	<b>95.5%</b>	- 0.2%
New Listings	128	<b>114</b>	- 10.9%	290	<b>305</b>	+ 5.2%

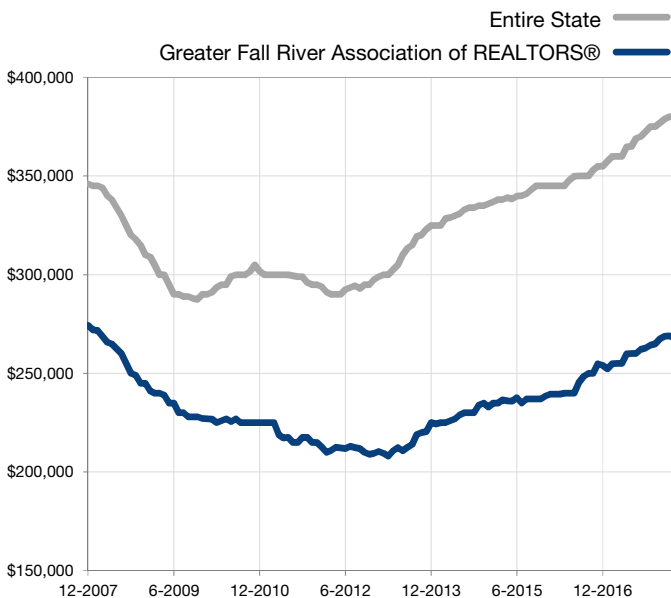
### Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	<b>13</b>	+ 18.2%	34	<b>25</b>	- 26.5%
Closed Sales	14	<b>12</b>	- 14.3%	26	<b>20</b>	- 23.1%
Median Sales Price*	\$159,000	<b>\$165,500</b>	+ 4.1%	\$178,250	<b>\$165,500</b>	- 7.2%
Inventory of Homes for Sale	48	<b>17</b>	- 64.6%	--	--	--
Months Supply of Inventory	5.0	<b>1.8</b>	- 64.3%	--	--	--
Cumulative Days on Market Until Sale	91	<b>51</b>	- 44.3%	100	<b>65</b>	- 35.3%
Percent of Original List Price Received*	95.7%	<b>95.2%</b>	- 0.5%	95.0%	<b>95.5%</b>	+ 0.5%
New Listings	9	<b>9</b>	0.0%	35	<b>27</b>	- 22.9%

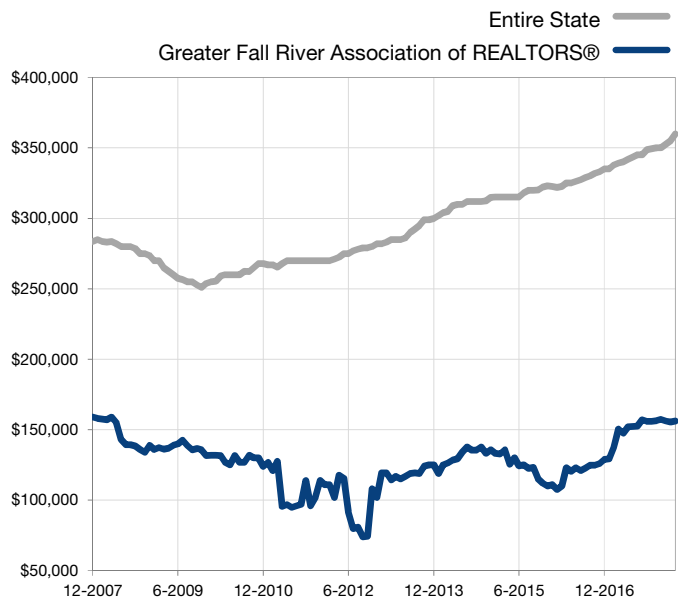
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Newburyport Association of REALTORS®

**- 25.0%**

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

**+ 19.9%**

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

**- 30.9%**

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

### Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	68	67	- 1.5%	150	148	- 1.3%
Closed Sales	51	35	- 31.4%	125	107	- 14.4%
Median Sales Price*	\$405,000	<b>\$519,000</b>	+ 28.1%	\$415,000	<b>\$462,000</b>	+ 11.3%
Inventory of Homes for Sale	155	113	- 27.1%	--	--	--
Months Supply of Inventory	2.4	1.9	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	92	103	+ 11.8%	102	93	- 9.6%
Percent of Original List Price Received*	96.5%	<b>96.8%</b>	+ 0.3%	95.2%	<b>95.5%</b>	+ 0.4%
New Listings	104	85	- 18.3%	207	186	- 10.1%

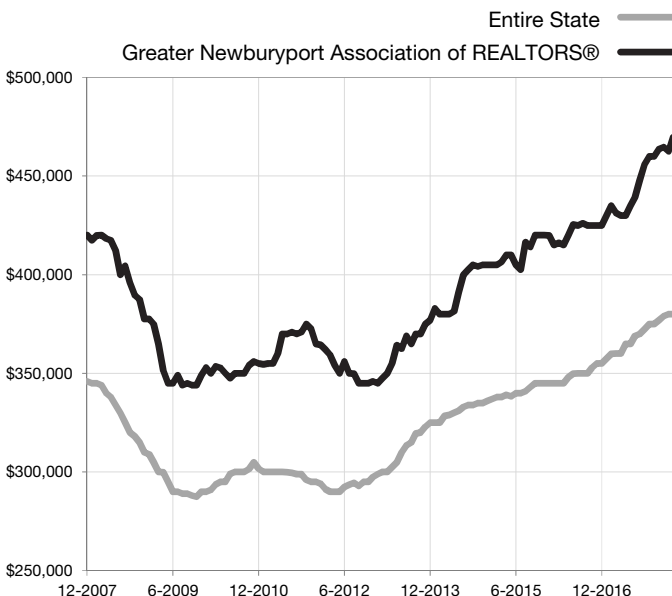
### Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	41	49	+ 19.5%	82	94	+ 14.6%
Closed Sales	29	25	- 13.8%	61	68	+ 11.5%
Median Sales Price*	\$317,950	<b>\$255,000</b>	- 19.8%	\$300,000	<b>\$292,500</b>	- 2.5%
Inventory of Homes for Sale	88	55	- 37.5%	--	--	--
Months Supply of Inventory	2.6	1.5	- 43.5%	--	--	--
Cumulative Days on Market Until Sale	63	50	- 20.8%	78	51	- 34.2%
Percent of Original List Price Received*	97.6%	<b>99.2%</b>	+ 1.6%	96.6%	<b>97.7%</b>	+ 1.1%
New Listings	56	51	- 8.9%	126	124	- 1.6%

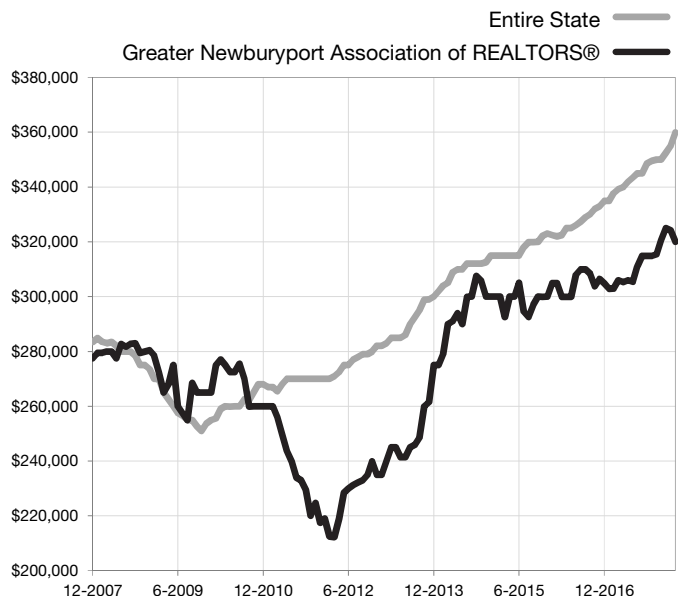
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**- 5.6%**

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

**+ 5.4%**

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

**- 36.4%**

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

### Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	265	<b>280</b>	+ 5.7%	632	<b>628</b>	- 0.6%
Closed Sales	184	<b>171</b>	- 7.1%	504	<b>479</b>	- 5.0%
Median Sales Price*	\$227,950	<b>\$237,000</b>	+ 4.0%	\$218,275	<b>\$229,150</b>	+ 5.0%
Inventory of Homes for Sale	695	<b>448</b>	- 35.5%	--	--	--
Months Supply of Inventory	2.9	<b>1.9</b>	- 36.9%	--	--	--
Cumulative Days on Market Until Sale	110	<b>69</b>	- 37.2%	99	<b>74</b>	- 25.4%
Percent of Original List Price Received*	95.0%	<b>97.9%</b>	+ 3.0%	94.8%	<b>97.2%</b>	+ 2.5%
New Listings	382	<b>304</b>	- 20.4%	766	<b>686</b>	- 10.4%

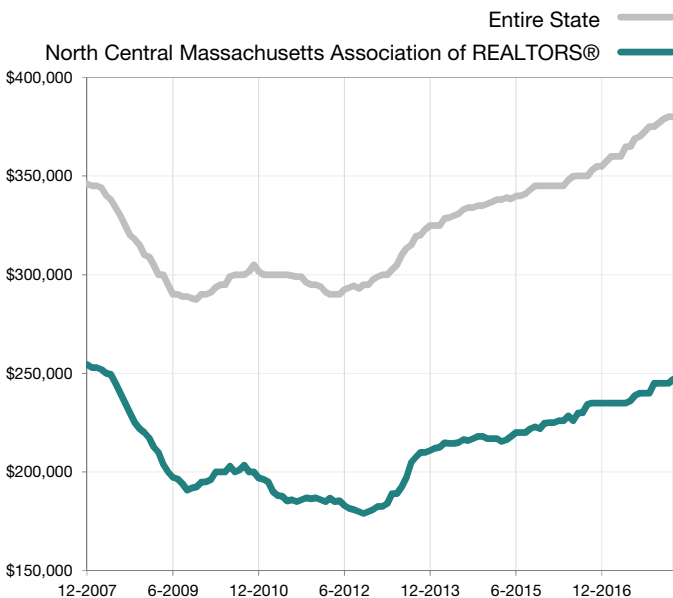
### Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	50	<b>48</b>	- 4.0%	108	<b>115</b>	+ 6.5%
Closed Sales	31	<b>32</b>	+ 3.2%	76	<b>85</b>	+ 11.8%
Median Sales Price*	\$160,000	<b>\$199,250</b>	+ 24.5%	\$152,670	<b>\$187,300</b>	+ 22.7%
Inventory of Homes for Sale	112	<b>65</b>	- 42.0%	--	--	--
Months Supply of Inventory	3.3	<b>1.8</b>	- 45.6%	--	--	--
Cumulative Days on Market Until Sale	107	<b>73</b>	- 31.5%	106	<b>78</b>	- 27.1%
Percent of Original List Price Received*	95.1%	<b>97.7%</b>	+ 2.8%	96.1%	<b>97.8%</b>	+ 1.8%
New Listings	47	<b>52</b>	+ 10.6%	138	<b>132</b>	- 4.3%

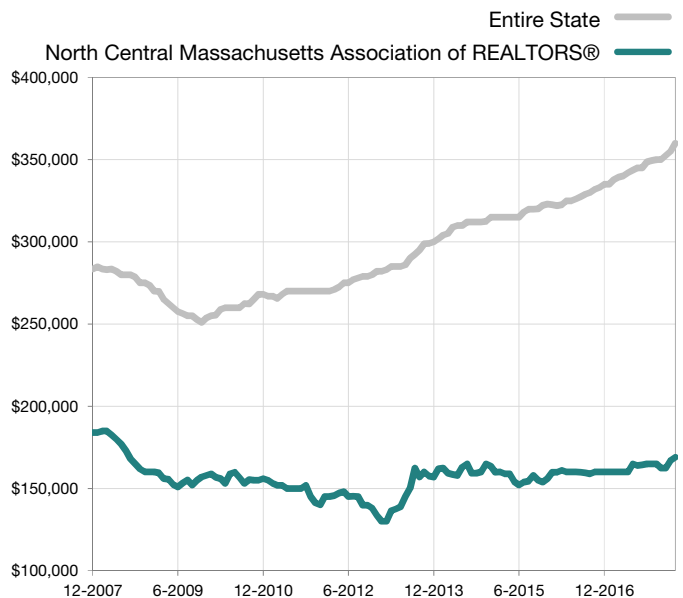
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 19.8%**

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

**+ 8.9%**

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

**- 32.7%**

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

### Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	346	<b>343</b>	- 0.9%	800	<b>788</b>	- 1.5%
Closed Sales	255	<b>218</b>	- 14.5%	710	<b>665</b>	- 6.3%
Median Sales Price*	\$415,000	<b>\$420,000</b>	+ 1.2%	\$399,000	<b>\$419,000</b>	+ 5.0%
Inventory of Homes for Sale	624	<b>431</b>	- 30.9%	--	--	--
Months Supply of Inventory	1.8	<b>1.3</b>	- 29.0%	--	--	--
Cumulative Days on Market Until Sale	67	<b>78</b>	+ 16.3%	64	<b>66</b>	+ 4.0%
Percent of Original List Price Received*	97.5%	<b>97.4%</b>	- 0.2%	96.6%	<b>97.3%</b>	+ 0.7%
New Listings	448	<b>360</b>	- 19.6%	962	<b>863</b>	- 10.3%

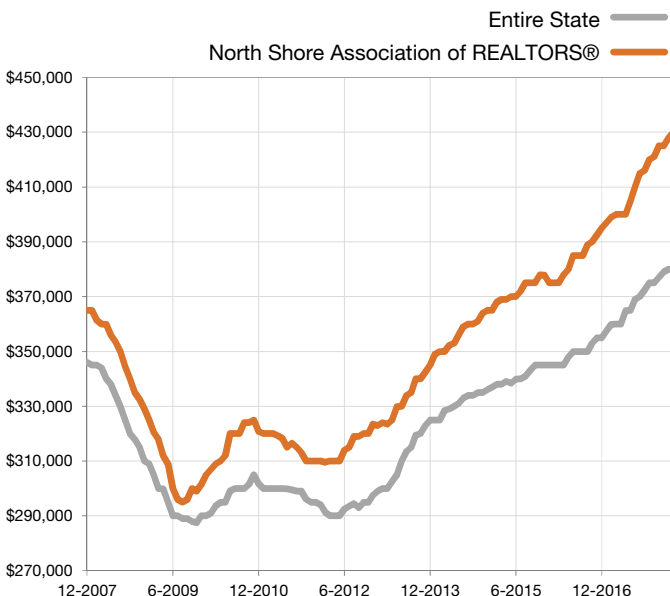
### Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	178	<b>183</b>	+ 2.8%	433	<b>432</b>	- 0.2%
Closed Sales	165	<b>119</b>	- 27.9%	387	<b>325</b>	- 16.0%
Median Sales Price*	\$265,000	<b>\$291,500</b>	+ 10.0%	\$283,500	<b>\$295,000</b>	+ 4.1%
Inventory of Homes for Sale	270	<b>171</b>	- 36.7%	--	--	--
Months Supply of Inventory	1.7	<b>1.1</b>	- 34.8%	--	--	--
Cumulative Days on Market Until Sale	70	<b>57</b>	- 19.1%	68	<b>56</b>	- 16.8%
Percent of Original List Price Received*	98.3%	<b>99.0%</b>	+ 0.7%	97.7%	<b>98.4%</b>	+ 0.6%
New Listings	203	<b>195</b>	- 3.9%	498	<b>446</b>	- 10.4%

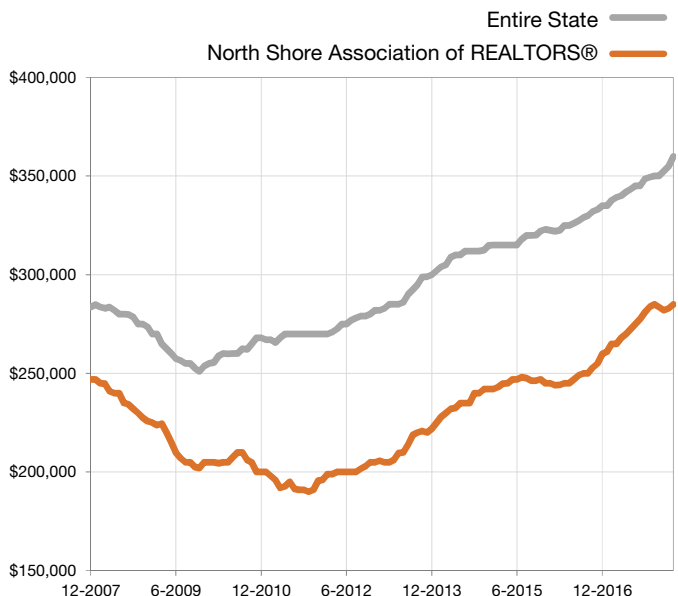
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 4.3%**

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

**+ 12.7%**

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

**- 34.4%**

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

### Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	332	<b>365</b>	+ 9.9%	767	<b>818</b>	+ 6.6%
Closed Sales	236	<b>224</b>	- 5.1%	636	<b>641</b>	+ 0.8%
Median Sales Price*	\$375,000	<b>\$391,000</b>	+ 4.3%	\$375,000	<b>\$399,900</b>	+ 6.6%
Inventory of Homes for Sale	561	<b>370</b>	- 34.0%	--	--	--
Months Supply of Inventory	1.7	<b>1.1</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	77	<b>54</b>	- 29.4%	71	<b>59</b>	- 16.0%
Percent of Original List Price Received*	98.5%	<b>98.2%</b>	- 0.3%	98.0%	<b>97.7%</b>	- 0.3%
New Listings	418	<b>366</b>	- 12.4%	941	<b>899</b>	- 4.5%

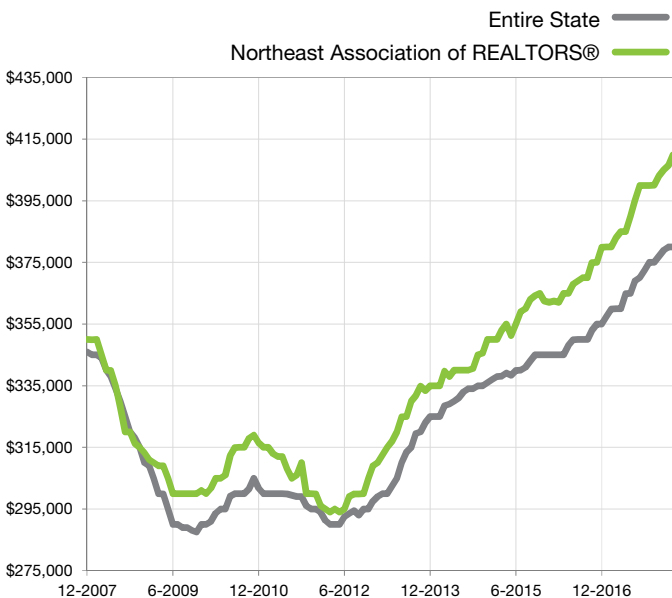
### Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	161	<b>160</b>	- 0.6%	351	<b>387</b>	+ 10.3%
Closed Sales	112	<b>109</b>	- 2.7%	304	<b>287</b>	- 5.6%
Median Sales Price*	\$206,700	<b>\$238,000</b>	+ 15.1%	\$203,075	<b>\$237,000</b>	+ 16.7%
Inventory of Homes for Sale	230	<b>149</b>	- 35.2%	--	--	--
Months Supply of Inventory	1.7	<b>1.1</b>	- 31.1%	--	--	--
Cumulative Days on Market Until Sale	60	<b>49</b>	- 18.4%	54	<b>53</b>	- 1.7%
Percent of Original List Price Received*	99.8%	<b>99.6%</b>	- 0.2%	98.7%	<b>99.2%</b>	+ 0.5%
New Listings	192	<b>177</b>	- 7.8%	430	<b>429</b>	- 0.2%

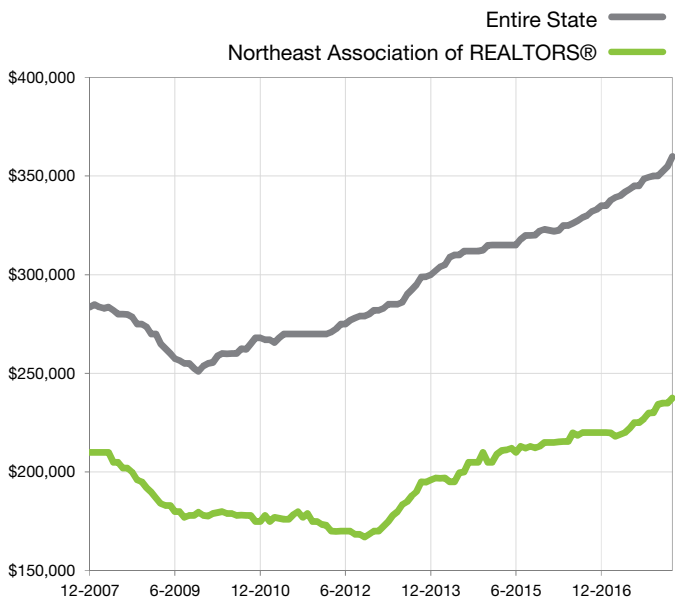
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 5.0%**

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

**+ 5.2%**

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

**- 35.8%**

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

### Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	601	<b>587</b>	- 2.3%	1,382	<b>1,421</b>	+ 2.8%
Closed Sales	384	<b>373</b>	- 2.9%	1,086	<b>1,065</b>	- 1.9%
Median Sales Price*	\$269,950	<b>\$276,500</b>	+ 2.4%	\$262,594	<b>\$280,000</b>	+ 6.6%
Inventory of Homes for Sale	1,412	<b>915</b>	- 35.2%	--	--	--
Months Supply of Inventory	2.6	<b>1.7</b>	- 35.7%	--	--	--
Cumulative Days on Market Until Sale	82	<b>78</b>	- 5.2%	82	<b>73</b>	- 11.1%
Percent of Original List Price Received*	96.5%	<b>96.9%</b>	+ 0.4%	95.9%	<b>96.7%</b>	+ 0.8%
New Listings	830	<b>649</b>	- 21.8%	1,792	<b>1,581</b>	- 11.8%

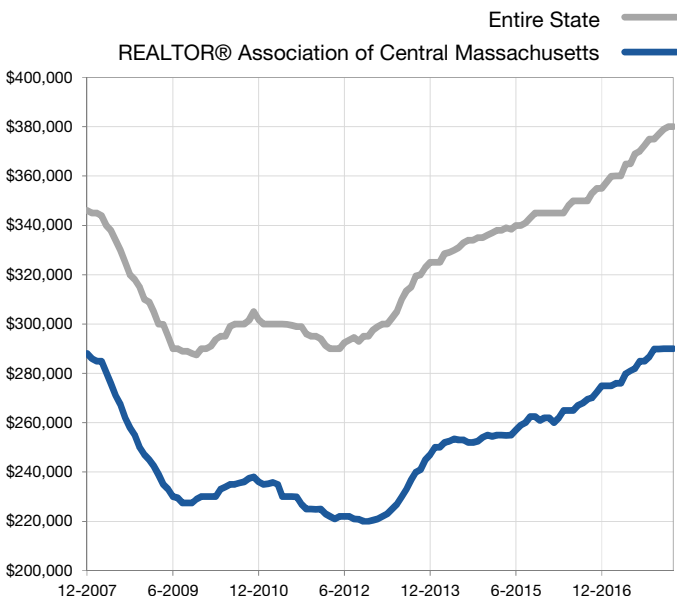
### Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	166	<b>154</b>	- 7.2%	372	<b>355</b>	- 4.6%
Closed Sales	112	<b>98</b>	- 12.5%	301	<b>265</b>	- 12.0%
Median Sales Price*	\$172,000	<b>\$211,400</b>	+ 22.9%	\$191,450	<b>\$199,900</b>	+ 4.4%
Inventory of Homes for Sale	344	<b>213</b>	- 38.1%	--	--	--
Months Supply of Inventory	2.6	<b>1.6</b>	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	72	<b>79</b>	+ 9.7%	79	<b>62</b>	- 21.7%
Percent of Original List Price Received*	96.0%	<b>98.4%</b>	+ 2.5%	96.2%	<b>97.7%</b>	+ 1.6%
New Listings	214	<b>167</b>	- 22.0%	474	<b>391</b>	- 17.5%

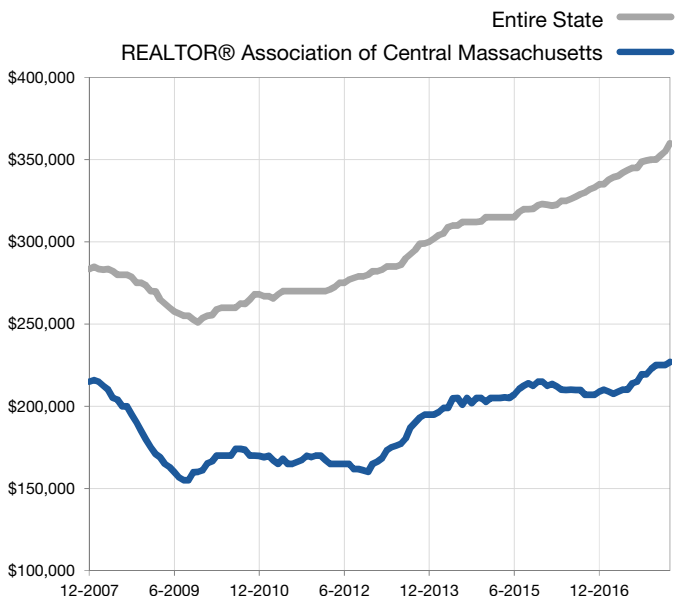
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 16.6%**

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

**+ 4.2%**

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

**- 30.6%**

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

### Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	536	<b>598</b>	+ 11.6%	1,257	<b>1,340</b>	+ 6.6%
Closed Sales	422	<b>357</b>	- 15.4%	1,002	<b>1,068</b>	+ 6.6%
Median Sales Price*	\$188,750	<b>\$203,000</b>	+ 7.5%	\$188,500	<b>\$197,000</b>	+ 4.5%
Inventory of Homes for Sale	1,691	<b>1,147</b>	- 32.2%	--	--	--
Months Supply of Inventory	3.5	<b>2.3</b>	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	101	<b>95</b>	- 5.4%	102	<b>87</b>	- 13.8%
Percent of Original List Price Received*	94.0%	<b>94.5%</b>	+ 0.5%	93.9%	<b>94.6%</b>	+ 0.8%
New Listings	683	<b>642</b>	- 6.0%	1,621	<b>1,503</b>	- 7.3%

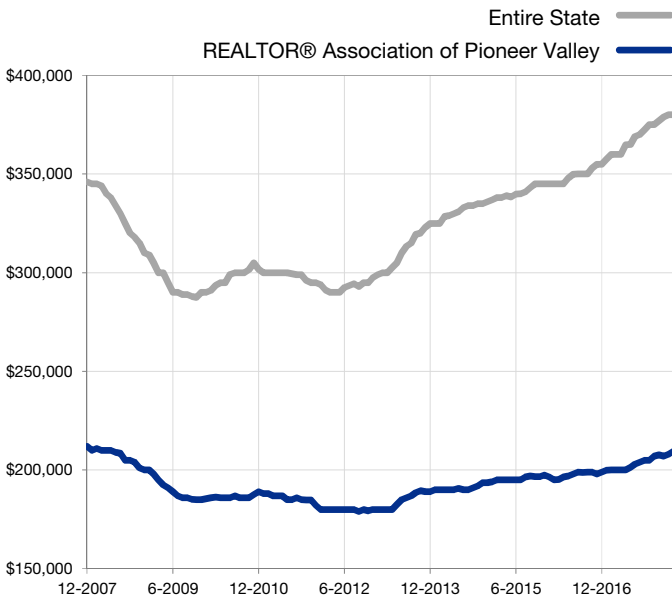
### Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	69	<b>72</b>	+ 4.3%	170	<b>190</b>	+ 11.8%
Closed Sales	71	<b>54</b>	- 23.9%	166	<b>147</b>	- 11.4%
Median Sales Price*	\$145,000	<b>\$136,250</b>	- 6.0%	\$151,000	<b>\$145,900</b>	- 3.4%
Inventory of Homes for Sale	277	<b>218</b>	- 21.3%	--	--	--
Months Supply of Inventory	3.8	<b>3.0</b>	- 22.0%	--	--	--
Cumulative Days on Market Until Sale	140	<b>100</b>	- 28.6%	140	<b>104</b>	- 25.8%
Percent of Original List Price Received*	96.0%	<b>96.2%</b>	+ 0.2%	94.4%	<b>96.3%</b>	+ 2.0%
New Listings	101	<b>77</b>	- 23.8%	238	<b>214</b>	- 10.1%

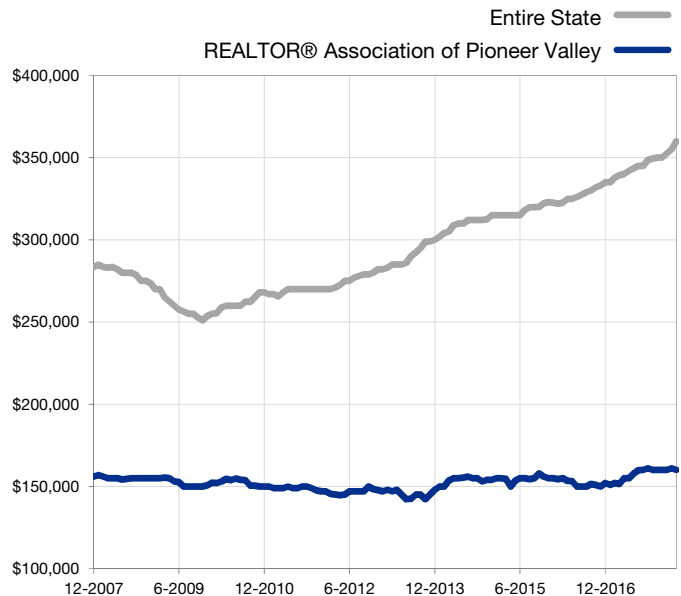
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**- 10.3%**

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

**+ 7.0%**

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

**- 27.0%**

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

### Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	444	<b>428</b>	- 3.6%	1,096	<b>1,087</b>	- 0.8%
Closed Sales	360	<b>322</b>	- 10.6%	941	<b>865</b>	- 8.1%
Median Sales Price*	\$282,000	<b>\$299,950</b>	+ 6.4%	\$275,000	<b>\$293,000</b>	+ 6.5%
Inventory of Homes for Sale	1,161	<b>837</b>	- 27.9%	--	--	--
Months Supply of Inventory	2.7	<b>2.0</b>	- 27.0%	--	--	--
Cumulative Days on Market Until Sale	78	<b>74</b>	- 6.1%	76	<b>75</b>	- 0.4%
Percent of Original List Price Received*	97.8%	<b>97.5%</b>	- 0.3%	97.0%	<b>96.4%</b>	- 0.6%
New Listings	563	<b>461</b>	- 18.1%	1,390	<b>1,240</b>	- 10.8%

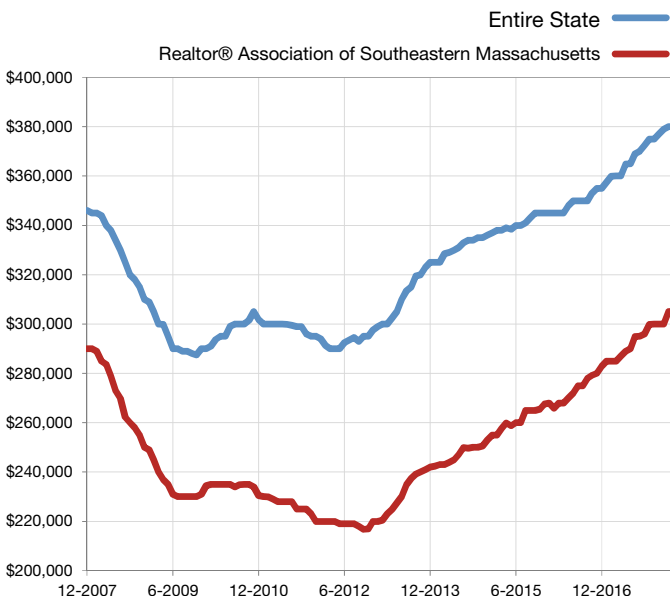
### Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	74	<b>86</b>	+ 16.2%	203	<b>178</b>	- 12.3%
Closed Sales	69	<b>63</b>	- 8.7%	160	<b>138</b>	- 13.8%
Median Sales Price*	\$190,000	<b>\$179,900</b>	- 5.3%	\$189,500	<b>\$202,500</b>	+ 6.9%
Inventory of Homes for Sale	150	<b>120</b>	- 20.0%	--	--	--
Months Supply of Inventory	2.2	<b>1.7</b>	- 23.4%	--	--	--
Cumulative Days on Market Until Sale	61	<b>51</b>	- 16.8%	67	<b>61</b>	- 7.9%
Percent of Original List Price Received*	98.2%	<b>96.9%</b>	- 1.3%	98.1%	<b>97.8%</b>	- 0.3%
New Listings	101	<b>73</b>	- 27.7%	243	<b>202</b>	- 16.9%

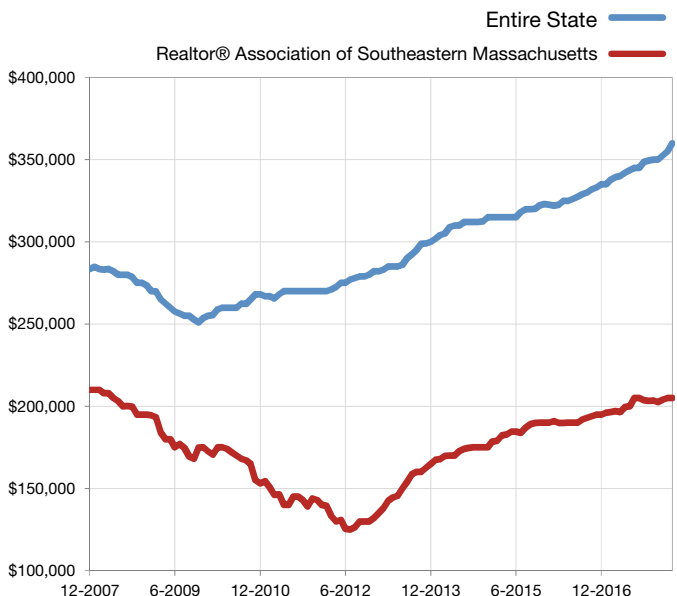
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore  REALTORS®

Resources. Relationships. Results.

## South Shore REALTORS®

**+ 1.0%**

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

**+ 11.5%**

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

**- 36.2%**

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

### Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	519	<b>528</b>	+ 1.7%	1,212	<b>1,319</b>	+ 8.8%
Closed Sales	386	<b>403</b>	+ 4.4%	1,009	<b>1,003</b>	- 0.6%
Median Sales Price*	\$379,000	<b>\$415,000</b>	+ 9.5%	\$385,000	<b>\$414,500</b>	+ 7.7%
Inventory of Homes for Sale	1,266	<b>809</b>	- 36.1%	--	--	--
Months Supply of Inventory	2.5	<b>1.6</b>	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	84	<b>77</b>	- 9.4%	84	<b>74</b>	- 11.7%
Percent of Original List Price Received*	97.5%	<b>97.3%</b>	- 0.2%	96.3%	<b>96.6%</b>	+ 0.4%
New Listings	750	<b>573</b>	- 23.6%	1,638	<b>1,435</b>	- 12.4%

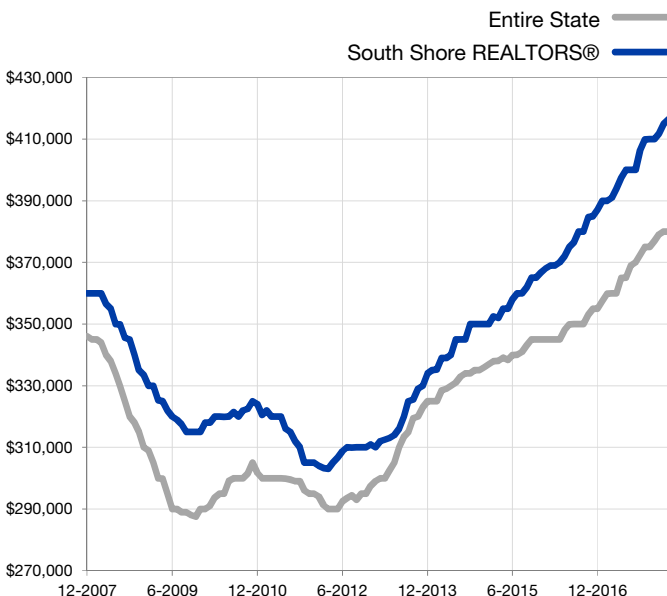
### Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	197	<b>155</b>	- 21.3%	448	<b>450</b>	+ 0.4%
Closed Sales	130	<b>118</b>	- 9.2%	327	<b>331</b>	+ 1.2%
Median Sales Price*	\$259,000	<b>\$307,500</b>	+ 18.7%	\$273,000	<b>\$300,000</b>	+ 9.9%
Inventory of Homes for Sale	429	<b>272</b>	- 36.6%	--	--	--
Months Supply of Inventory	3.0	<b>1.7</b>	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	68	<b>46</b>	- 31.8%	71	<b>56</b>	- 21.2%
Percent of Original List Price Received*	98.3%	<b>99.4%</b>	+ 1.2%	97.2%	<b>98.5%</b>	+ 1.3%
New Listings	263	<b>189</b>	- 28.1%	622	<b>529</b>	- 15.0%

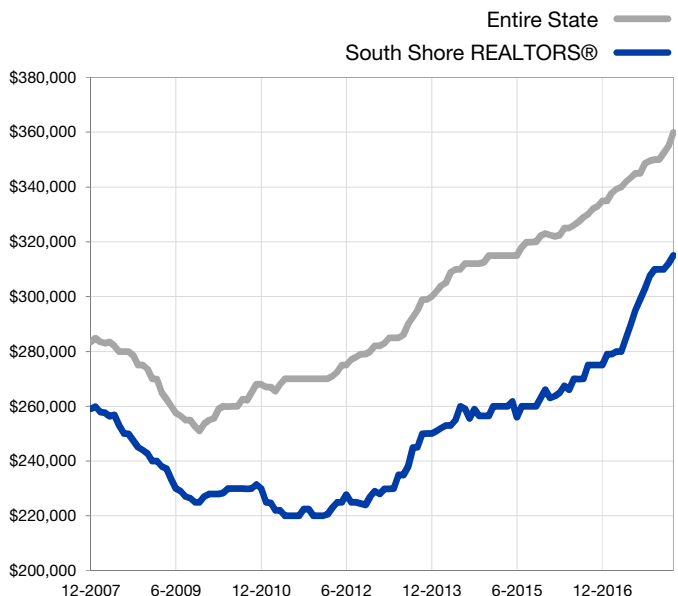
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.