

Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 7.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.2%

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

- 22.3%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,104	1,174	+ 6.3%	4,034	4,129	+ 2.4%
Closed Sales	854	766	-10.3%	3,080	2,978	-3.3%
Median Sales Price*	\$279,900	\$295,950	+ 5.7%	\$259,900	\$275,000	+ 5.8%
Inventory of Homes for Sale	2,350	1,938	-17.5%	--	--	--
Months Supply of Inventory	3.0	2.5	-16.7%	--	--	--
Cumulative Days on Market Until Sale	64	59	-7.8%	79	67	-15.2%
Percent of Original List Price Received*	97.5%	98.3%	+ 0.8%	96.4%	97.5%	+ 1.1%
New Listings	1,421	1,602	+ 12.7%	5,169	5,193	+ 0.5%

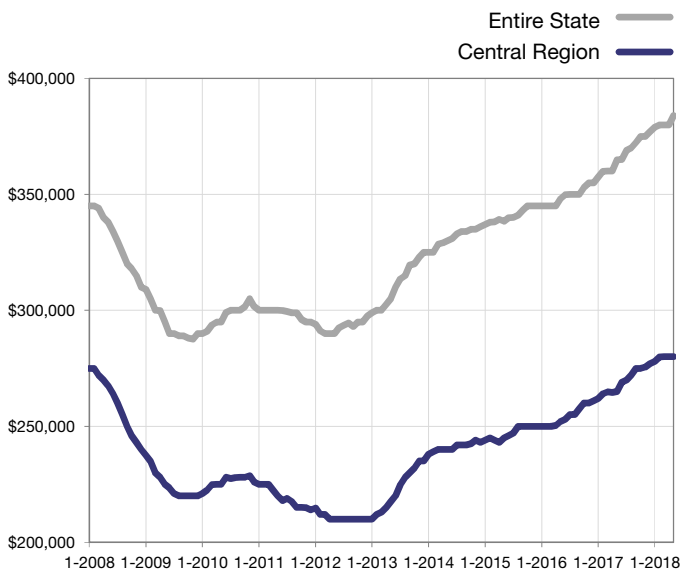
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	229	231	+ 0.9%	866	892	+ 3.0%
Closed Sales	180	172	-4.4%	694	683	-1.6%
Median Sales Price*	\$197,500	\$219,000	+ 10.9%	\$187,250	\$207,927	+ 11.0%
Inventory of Homes for Sale	497	283	-43.1%	--	--	--
Months Supply of Inventory	3.0	1.6	-46.7%	--	--	--
Cumulative Days on Market Until Sale	60	55	-8.3%	75	61	-18.7%
Percent of Original List Price Received*	98.4%	99.9%	+ 1.5%	97.0%	98.5%	+ 1.5%
New Listings	253	240	-5.1%	1,097	1,010	-7.9%

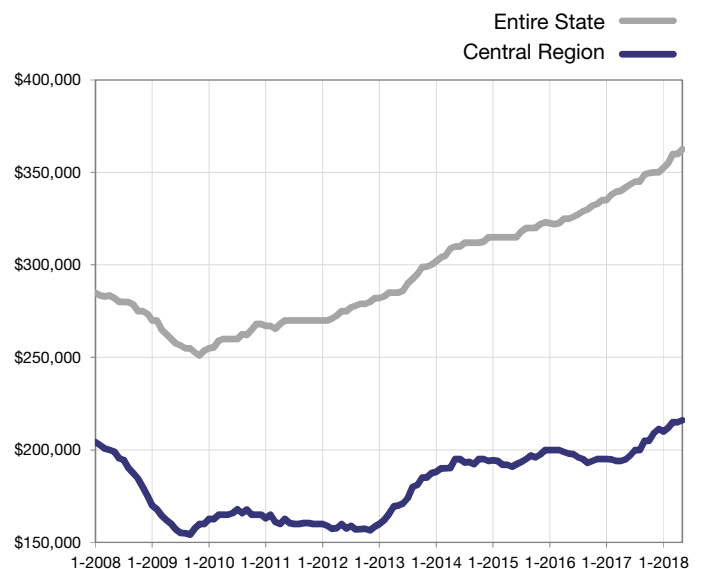
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 0.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.1%

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

- 18.5%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,009	1,097	+ 8.7%	3,481	3,613	+ 3.8%
Closed Sales	726	719	-1.0%	2,734	2,729	-0.2%
Median Sales Price*	\$419,000	\$447,000	+ 6.7%	\$399,000	\$430,000	+ 7.8%
Inventory of Homes for Sale	1,760	1,399	-20.5%	--	--	--
Months Supply of Inventory	2.4	1.9	-20.8%	--	--	--
Cumulative Days on Market Until Sale	56	45	-19.6%	64	57	-10.9%
Percent of Original List Price Received*	99.2%	99.7%	+ 0.5%	98.0%	98.5%	+ 0.5%
New Listings	1,366	1,457	+ 6.7%	4,521	4,534	+ 0.3%

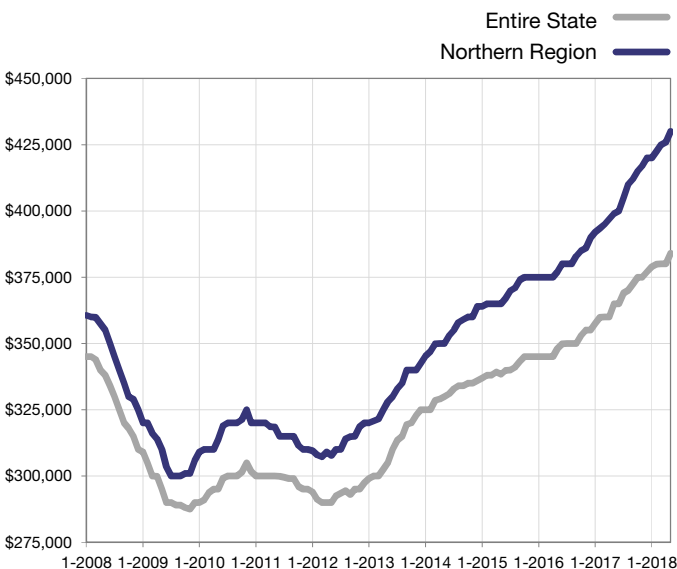
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	457	453	-0.9%	1,689	1,726	+ 2.2%
Closed Sales	371	367	-1.1%	1,395	1,354	-2.9%
Median Sales Price*	\$275,000	\$285,000	+ 3.6%	\$262,600	\$265,000	+ 0.9%
Inventory of Homes for Sale	623	572	-8.2%	--	--	--
Months Supply of Inventory	1.9	1.7	-10.5%	--	--	--
Cumulative Days on Market Until Sale	50	44	-12.0%	58	49	-15.5%
Percent of Original List Price Received*	99.5%	100.7%	+ 1.2%	98.6%	99.5%	+ 0.9%
New Listings	520	563	+ 8.3%	2,019	2,102	+ 4.1%

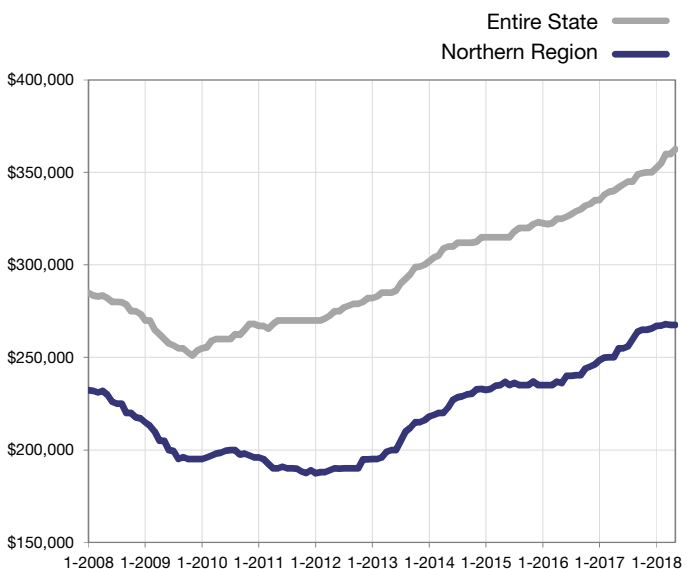
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 7.9%

Year-Over-Year
Change in
Closed Sales
All Properties

- 0.0%

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

- 29.6%

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

The Southeast Region includes data from the North Bristol and former Tri-County Boards of REALTORS®.

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	640	742	+ 15.9%	2,515	2,590	+ 3.0%
Closed Sales	545	502	-7.9%	2,106	1,979	-6.0%
Median Sales Price*	\$295,000	\$290,000	-1.7%	\$280,000	\$294,000	+ 5.0%
Inventory of Homes for Sale	1,739	1,306	-24.9%	--	--	--
Months Supply of Inventory	3.4	2.6	-23.5%	--	--	--
Cumulative Days on Market Until Sale	60	62	+ 3.3%	74	72	-2.7%
Percent of Original List Price Received*	98.1%	98.0%	-0.1%	97.2%	96.8%	-0.4%
New Listings	865	929	+ 7.4%	3,315	3,243	-2.2%

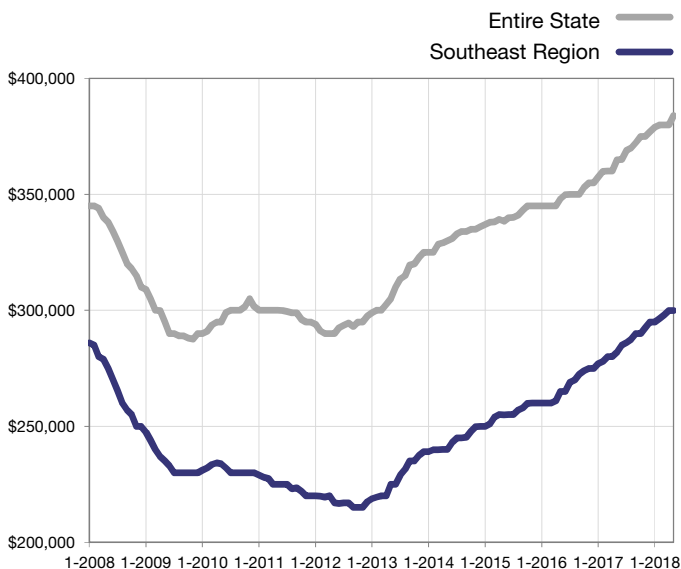
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	96	128	+ 33.3%	421	424	+ 0.7%
Closed Sales	95	92	-3.2%	359	327	-8.9%
Median Sales Price*	\$207,000	\$233,950	+ 13.0%	\$194,300	\$210,000	+ 8.1%
Inventory of Homes for Sale	227	162	-28.6%	--	--	--
Months Supply of Inventory	2.8	2.0	-28.6%	--	--	--
Cumulative Days on Market Until Sale	70	62	-11.4%	70	60	-14.3%
Percent of Original List Price Received*	97.8%	97.7%	-0.1%	97.5%	97.5%	0.0%
New Listings	144	152	+ 5.6%	512	508	-0.8%

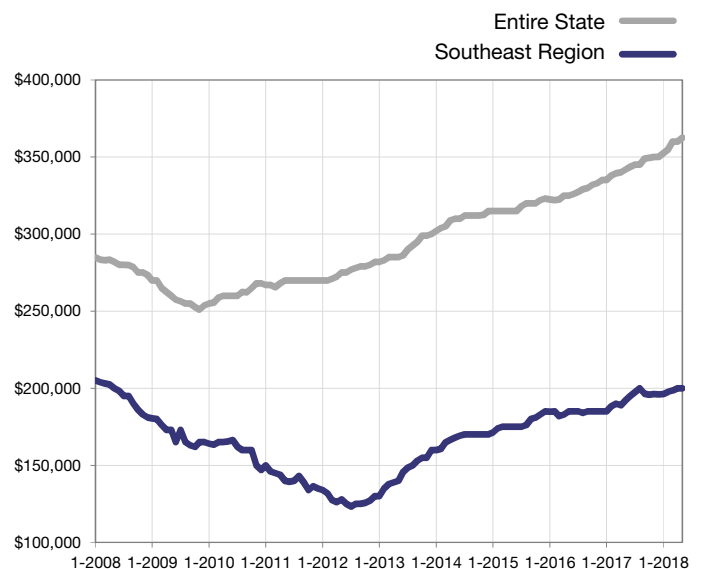
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Single-Family Properties



Condominium Properties



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West Region

- 0.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.5%

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

- 26.0%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	823	911	+ 10.7%	3,081	3,151	+ 2.3%
Closed Sales	633	604	-4.6%	2,386	2,357	-1.2%
Median Sales Price*	\$206,000	\$215,000	+ 4.4%	\$194,000	\$204,500	+ 5.4%
Inventory of Homes for Sale	3,163	2,378	-24.8%	--	--	--
Months Supply of Inventory	5.2	3.9	-25.0%	--	--	--
Cumulative Days on Market Until Sale	103	76	-26.2%	106	90	-15.1%
Percent of Original List Price Received*	94.7%	96.2%	+ 1.6%	93.6%	94.7%	+ 1.2%
New Listings	1,328	1,350	+ 1.7%	4,484	4,241	-5.4%

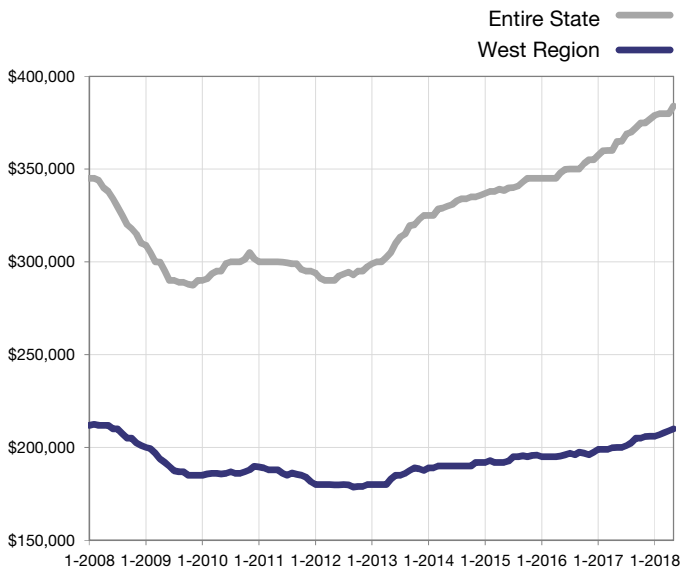
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	130	95	-26.9%	417	419	+ 0.5%
Closed Sales	79	98	+ 24.1%	318	330	+ 3.8%
Median Sales Price*	\$157,500	\$164,500	+ 4.4%	\$155,000	\$161,500	+ 4.2%
Inventory of Homes for Sale	555	388	-30.1%	--	--	--
Months Supply of Inventory	6.9	4.5	-34.8%	--	--	--
Cumulative Days on Market Until Sale	125	83	-33.6%	137	106	-22.6%
Percent of Original List Price Received*	94.8%	96.6%	+ 1.9%	94.3%	96.0%	+ 1.8%
New Listings	193	130	-32.6%	640	524	-18.1%

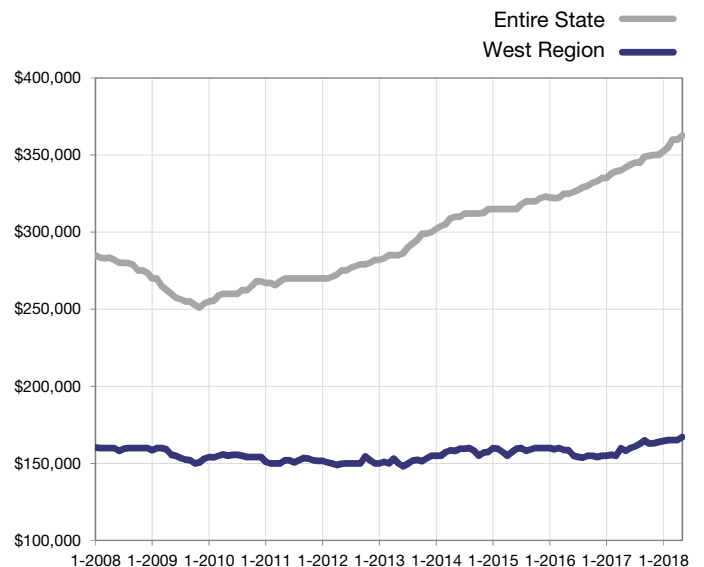
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