

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 21.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 16.8%

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

- 21.9%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	164	134	- 18.3%	727	693	- 4.7%
Closed Sales	139	176	+ 26.6%	604	571	- 5.5%
Median Sales Price*	\$199,000	\$229,500	+ 15.3%	\$194,000	\$199,950	+ 3.1%
Inventory of Homes for Sale	1,198	921	- 23.1%	--	--	--
Months Supply of Inventory	10.3	7.9	- 23.3%	--	--	--
Cumulative Days on Market Until Sale	118	97	- 18.1%	136	126	- 7.7%
Percent of Original List Price Received*	91.7%	93.2%	+ 1.7%	89.7%	91.1%	+ 1.6%
New Listings	280	277	- 1.1%	1,275	1,140	- 10.6%

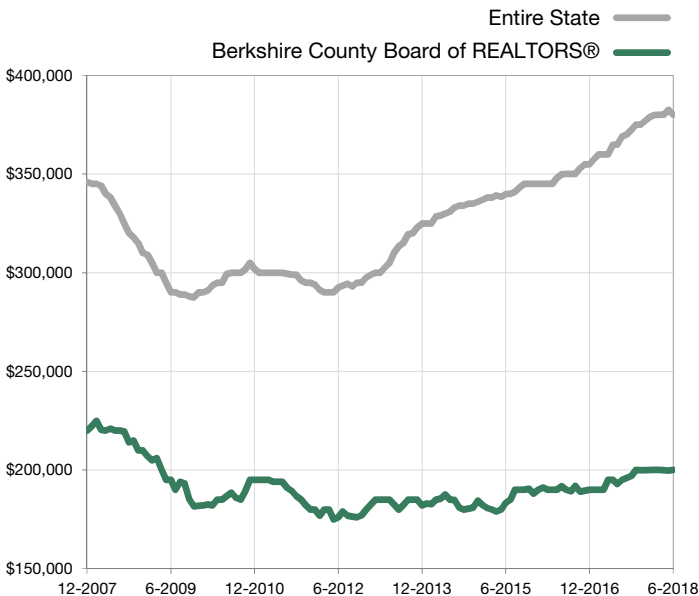
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	24	13	- 45.8%	77	64	- 16.9%
Closed Sales	15	11	- 26.7%	55	57	+ 3.6%
Median Sales Price*	\$167,000	\$305,000	+ 82.6%	\$220,000	\$236,000	+ 7.3%
Inventory of Homes for Sale	197	168	- 14.7%	--	--	--
Months Supply of Inventory	18.8	14.9	- 20.4%	--	--	--
Cumulative Days on Market Until Sale	173	112	- 35.3%	174	166	- 4.6%
Percent of Original List Price Received*	93.5%	92.4%	- 1.1%	92.0%	92.3%	+ 0.4%
New Listings	17	26	+ 52.9%	137	118	- 13.9%

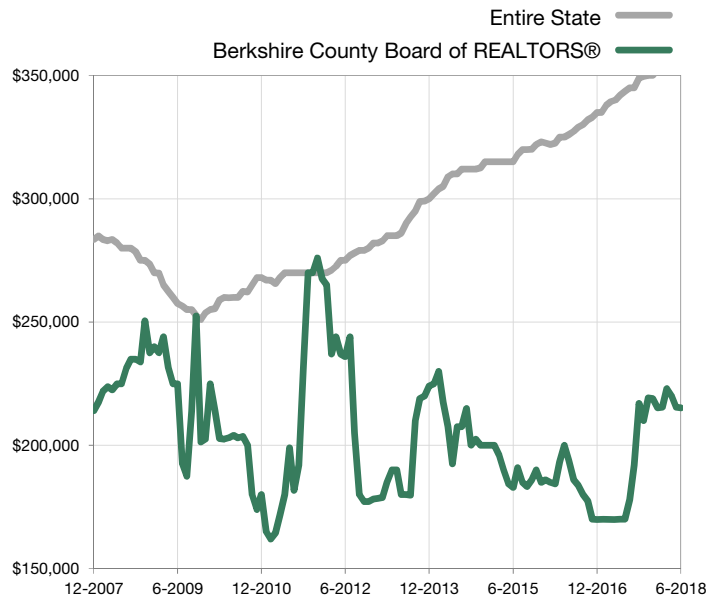
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

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 – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 11.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.1%

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

- 16.5%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	518	543	+ 4.8%	2,921	2,777	- 4.9%
Closed Sales	626	542	- 13.4%	2,721	2,528	- 7.1%
Median Sales Price*	\$392,500	\$430,750	+ 9.7%	\$385,000	\$410,000	+ 6.5%
Inventory of Homes for Sale	3,155	2,623	- 16.9%	--	--	--
Months Supply of Inventory	6.4	5.7	- 11.0%	--	--	--
Cumulative Days on Market Until Sale	111	92	- 17.3%	134	109	- 18.5%
Percent of Original List Price Received*	95.8%	95.7%	- 0.1%	94.4%	95.0%	+ 0.6%
New Listings	769	791	+ 2.9%	4,313	4,219	- 2.2%

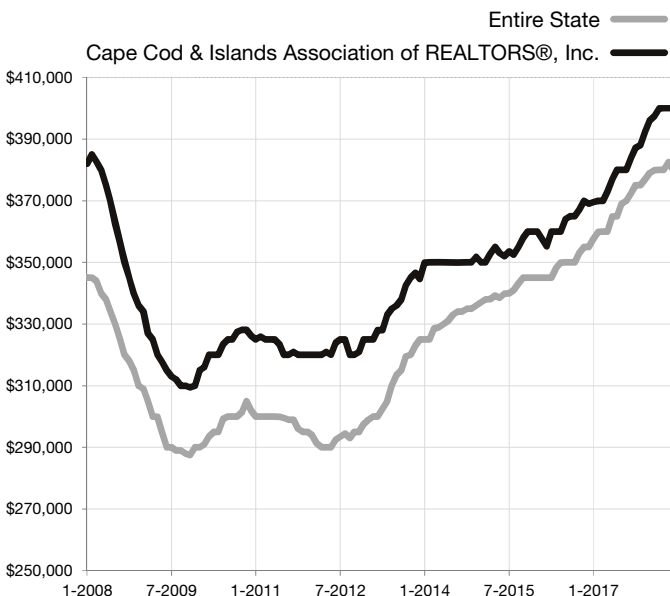
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	136	134	- 1.5%	643	652	+ 1.4%
Closed Sales	156	148	- 5.1%	577	588	+ 1.9%
Median Sales Price*	\$249,450	\$307,000	+ 23.1%	\$252,500	\$287,250	+ 13.8%
Inventory of Homes for Sale	639	546	- 14.6%	--	--	--
Months Supply of Inventory	6.2	5.1	- 17.9%	--	--	--
Cumulative Days on Market Until Sale	116	86	- 26.4%	144	109	- 24.2%
Percent of Original List Price Received*	95.4%	96.5%	+ 1.2%	94.8%	95.3%	+ 0.4%
New Listings	161	203	+ 26.1%	868	914	+ 5.3%

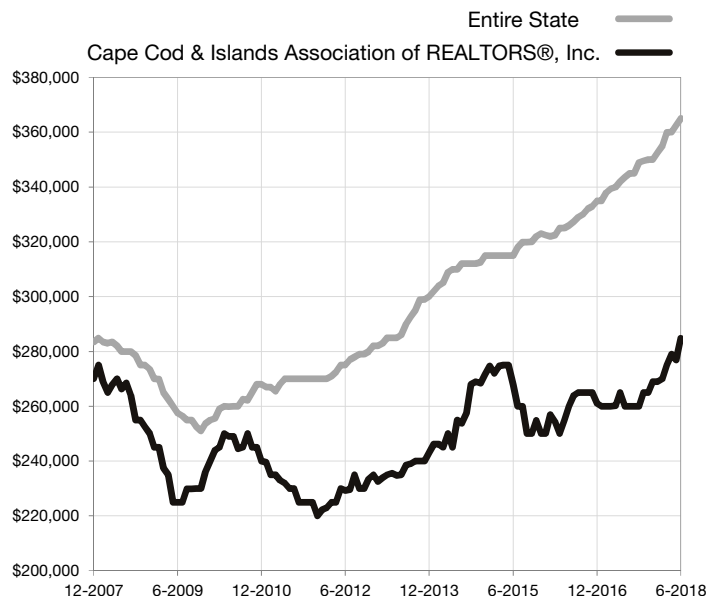
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,572	1,721	+ 9.5%	7,693	7,691	- 0.0%
Closed Sales	1,940	1,810	- 6.7%	6,228	5,903	- 5.2%
Median Sales Price*	\$608,500	\$652,500	+ 7.2%	\$575,000	\$610,000	+ 6.1%
Inventory of Homes for Sale	2,739	2,535	- 7.4%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--
Cumulative Days on Market Until Sale	39	33	- 15.4%	56	46	- 17.9%
Percent of Original List Price Received*	100.7%	101.2%	+ 0.5%	99.2%	100.2%	+ 1.0%
New Listings	1,835	1,941	+ 5.8%	9,823	9,971	+ 1.5%

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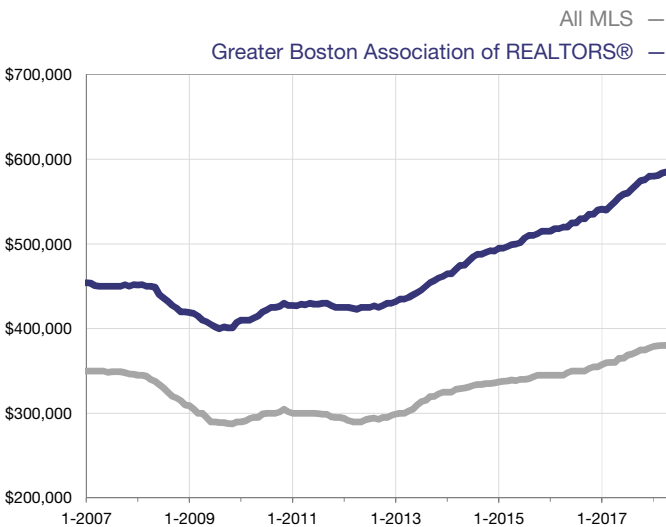
Condominium Properties

Key Metrics	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,297	1,303	+ 0.5%	6,269	6,243	- 0.4%
Closed Sales	1,374	1,275	- 7.2%	5,116	5,079	- 0.7%
Median Sales Price*	\$520,000	\$575,000	+ 10.6%	\$518,065	\$559,900	+ 8.1%
Inventory of Homes for Sale	1,648	1,607	- 2.5%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--
Cumulative Days on Market Until Sale	32	31	- 3.1%	41	40	- 2.4%
Percent of Original List Price Received*	102.5%	101.9%	- 0.6%	101.0%	101.2%	+ 0.2%
New Listings	1,502	1,461	- 2.7%	7,632	7,781	+ 2.0%

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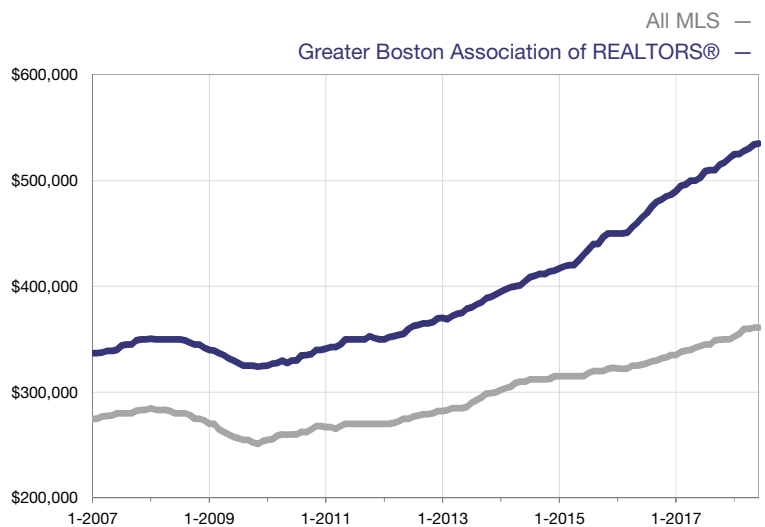
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

- 13.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.9%

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

- 23.2%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	114	118	+ 3.5%	545	561	+ 2.9%
Closed Sales	107	93	- 13.1%	458	471	+ 2.8%
Median Sales Price*	\$269,900	\$275,450	+ 2.1%	\$260,000	\$265,000	+ 1.9%
Inventory of Homes for Sale	384	298	- 22.4%	--	--	--
Months Supply of Inventory	4.4	3.2	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	76	65	- 14.7%	87	77	- 11.7%
Percent of Original List Price Received*	96.4%	96.7%	+ 0.3%	95.9%	96.2%	+ 0.3%
New Listings	150	150	0.0%	733	735	+ 0.3%

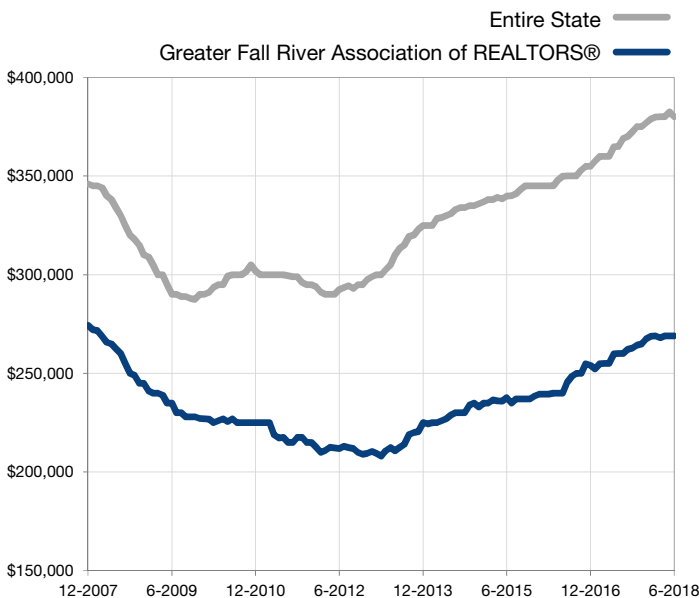
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	8	0.0%	66	52	- 21.2%
Closed Sales	11	9	- 18.2%	54	48	- 11.1%
Median Sales Price*	\$170,000	\$194,000	+ 14.1%	\$172,500	\$167,000	- 3.2%
Inventory of Homes for Sale	43	30	- 30.2%	--	--	--
Months Supply of Inventory	4.5	3.1	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	196	21	- 89.2%	121	69	- 42.7%
Percent of Original List Price Received*	94.7%	98.6%	+ 4.2%	93.7%	96.0%	+ 2.4%
New Listings	16	18	+ 12.5%	75	73	- 2.7%

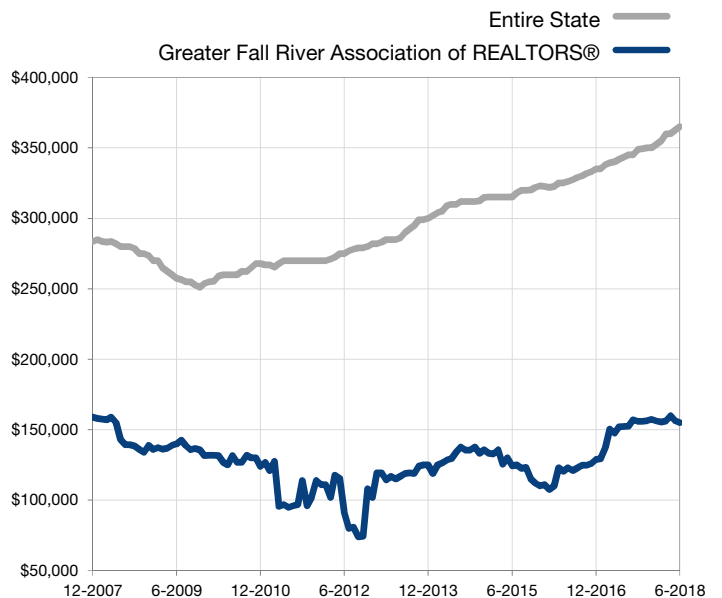
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

- 2.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.3%

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

- 12.9%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	82	81	- 1.2%	368	396	+ 7.6%
Closed Sales	75	88	+ 17.3%	311	311	0.0%
Median Sales Price*	\$486,000	\$466,000	- 4.1%	\$440,000	\$467,000	+ 6.1%
Inventory of Homes for Sale	222	190	- 14.4%	--	--	--
Months Supply of Inventory	3.6	3.2	- 11.2%	--	--	--
Cumulative Days on Market Until Sale	43	53	+ 22.4%	73	71	- 2.8%
Percent of Original List Price Received*	97.8%	97.3%	- 0.5%	96.9%	97.2%	+ 0.3%
New Listings	113	111	- 1.8%	552	567	+ 2.7%

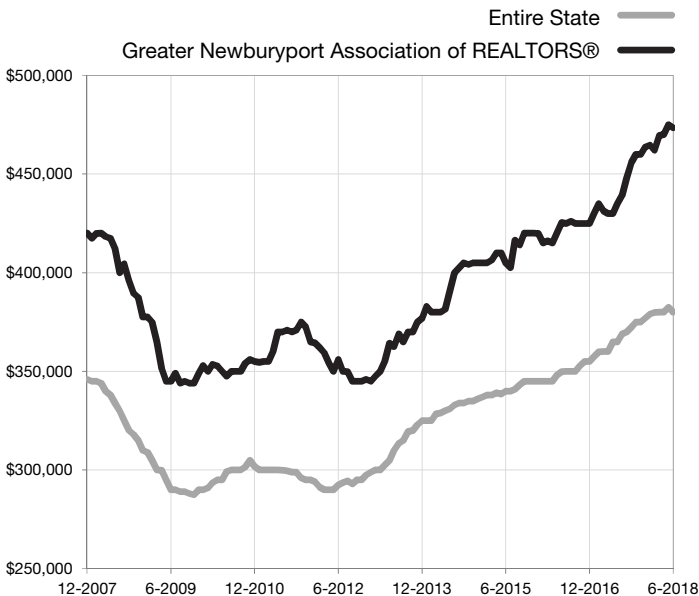
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	49	46	- 6.1%	238	210	- 11.8%
Closed Sales	61	44	- 27.9%	200	179	- 10.5%
Median Sales Price*	\$314,900	\$332,500	+ 5.6%	\$314,950	\$320,000	+ 1.6%
Inventory of Homes for Sale	95	86	- 9.5%	--	--	--
Months Supply of Inventory	2.7	2.4	- 7.8%	--	--	--
Cumulative Days on Market Until Sale	62	45	- 27.1%	65	48	- 24.9%
Percent of Original List Price Received*	98.7%	99.2%	+ 0.5%	98.3%	98.3%	- 0.0%
New Listings	64	52	- 18.8%	311	294	- 5.5%

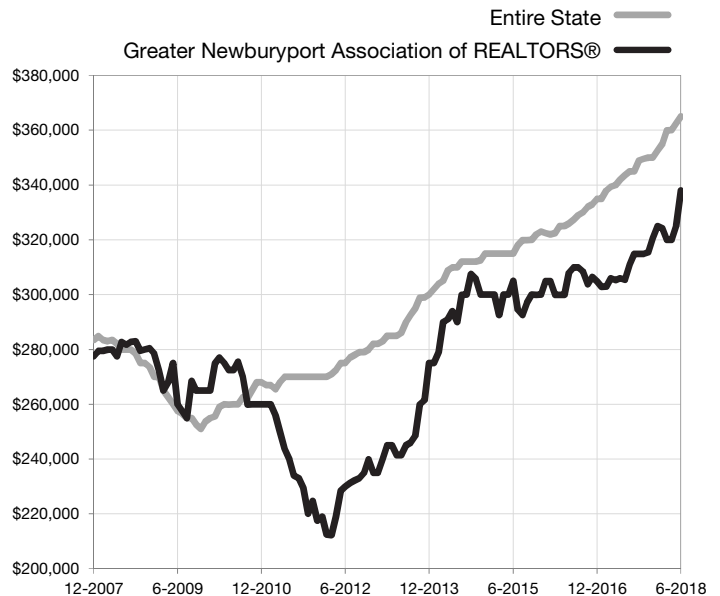
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 11.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.3%

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

- 19.4%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	301	340	+ 13.0%	1,538	1,551	+ 0.8%
Closed Sales	342	309	- 9.6%	1,303	1,238	- 5.0%
Median Sales Price*	\$260,000	\$280,750	+ 8.0%	\$233,900	\$250,000	+ 6.9%
Inventory of Homes for Sale	784	659	- 15.9%	--	--	--
Months Supply of Inventory	3.3	2.8	- 15.2%	--	--	--
Cumulative Days on Market Until Sale	55	52	- 4.9%	80	66	- 16.7%
Percent of Original List Price Received*	98.6%	99.8%	+ 1.2%	96.3%	98.2%	+ 1.9%
New Listings	370	420	+ 13.5%	1,923	1,964	+ 2.1%

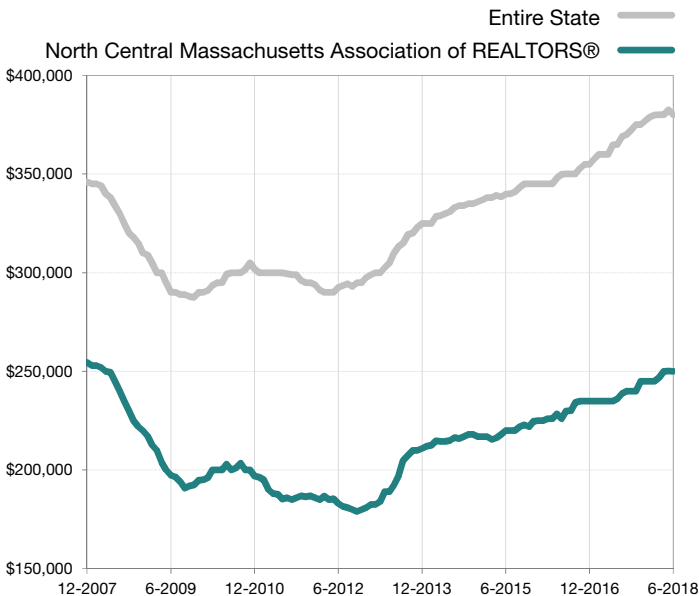
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	48	45	- 6.3%	236	237	+ 0.4%
Closed Sales	54	41	- 24.1%	194	192	- 1.0%
Median Sales Price*	\$204,000	\$184,900	- 9.4%	\$158,500	\$186,000	+ 17.4%
Inventory of Homes for Sale	111	62	- 44.1%	--	--	--
Months Supply of Inventory	3.2	1.8	- 45.2%	--	--	--
Cumulative Days on Market Until Sale	106	51	- 52.3%	94	68	- 27.6%
Percent of Original List Price Received*	98.0%	99.2%	+ 1.2%	96.8%	98.4%	+ 1.7%
New Listings	55	53	- 3.6%	284	270	- 4.9%

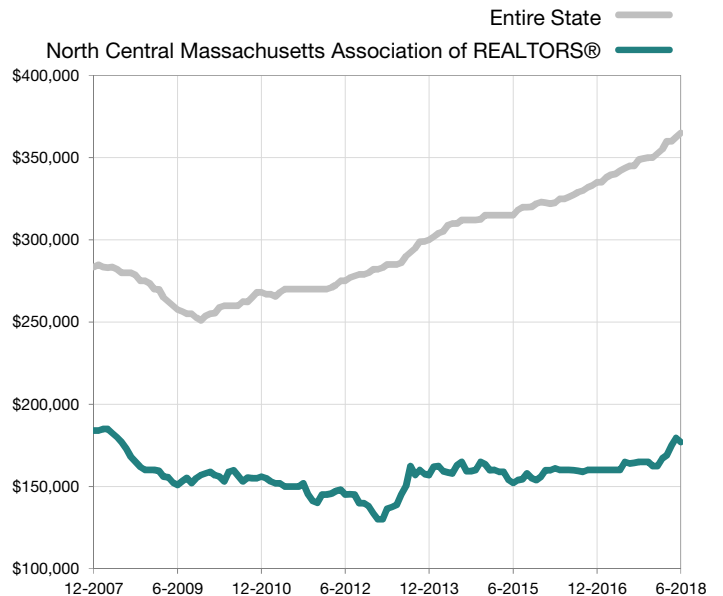
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 0.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.3%

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

- 16.3%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	461	504	+ 9.3%	2,060	2,105	+ 2.2%
Closed Sales	463	449	- 3.0%	1,762	1,718	- 2.5%
Median Sales Price*	\$442,100	\$468,500	+ 6.0%	\$417,500	\$440,000	+ 5.4%
Inventory of Homes for Sale	887	735	- 17.1%	--	--	--
Months Supply of Inventory	2.6	2.2	- 15.6%	--	--	--
Cumulative Days on Market Until Sale	47	41	- 12.0%	57	53	- 7.0%
Percent of Original List Price Received*	99.1%	100.2%	+ 1.1%	98.0%	98.8%	+ 0.8%
New Listings	604	625	+ 3.5%	2,669	2,684	+ 0.6%

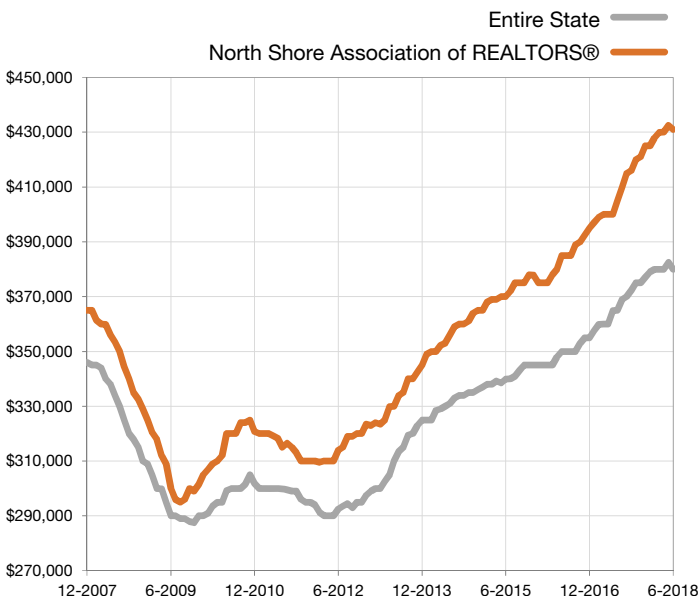
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	203	214	+ 5.4%	1,026	1,026	0.0%
Closed Sales	202	221	+ 9.4%	907	880	- 3.0%
Median Sales Price*	\$275,450	\$305,100	+ 10.8%	\$283,500	\$299,900	+ 5.8%
Inventory of Homes for Sale	311	268	- 13.8%	--	--	--
Months Supply of Inventory	2.0	1.7	- 14.5%	--	--	--
Cumulative Days on Market Until Sale	42	39	- 7.3%	60	47	- 22.3%
Percent of Original List Price Received*	99.2%	100.8%	+ 1.7%	98.5%	99.7%	+ 1.3%
New Listings	231	226	- 2.2%	1,206	1,205	- 0.1%

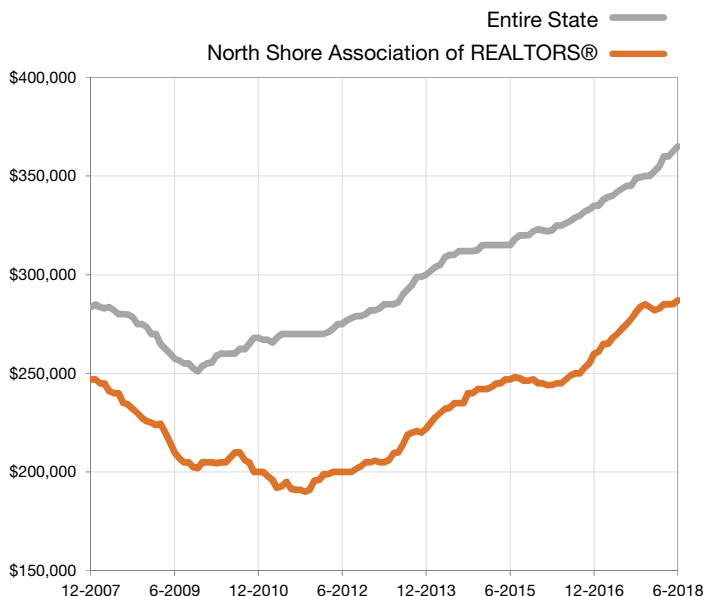
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 4.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.3%

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

- 16.9%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	449	485	+ 8.0%	2,045	2,110	+ 3.2%
Closed Sales	486	453	- 6.8%	1,685	1,701	+ 0.9%
Median Sales Price*	\$435,000	\$469,000	+ 7.8%	\$399,900	\$430,000	+ 7.5%
Inventory of Homes for Sale	745	634	- 14.9%	--	--	--
Months Supply of Inventory	2.3	1.9	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	48	40	- 17.6%	60	49	- 17.2%
Percent of Original List Price Received*	99.5%	100.4%	+ 1.0%	98.9%	99.3%	+ 0.4%
New Listings	546	602	+ 10.3%	2,563	2,615	+ 2.0%

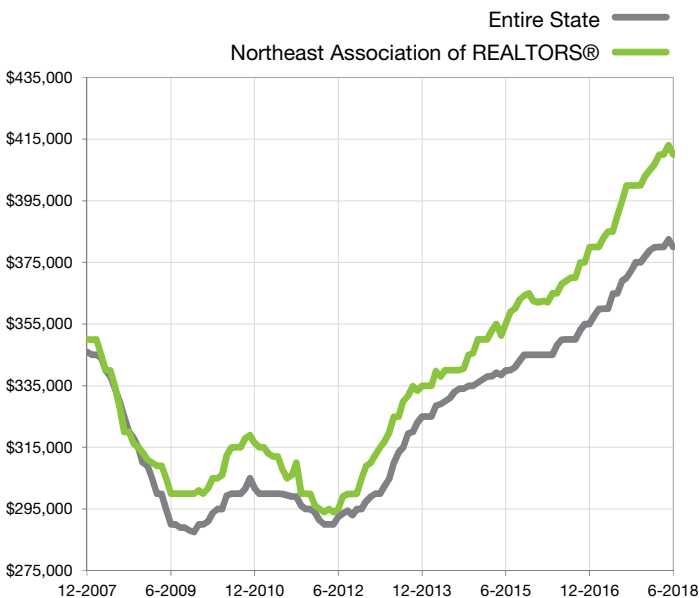
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	167	193	+ 15.6%	844	921	+ 9.1%
Closed Sales	199	201	+ 1.0%	750	764	+ 1.9%
Median Sales Price*	\$237,000	\$265,000	+ 11.8%	\$225,000	\$240,000	+ 6.7%
Inventory of Homes for Sale	249	192	- 22.9%	--	--	--
Months Supply of Inventory	1.8	1.4	- 19.3%	--	--	--
Cumulative Days on Market Until Sale	36	31	- 13.7%	43	43	- 1.7%
Percent of Original List Price Received*	100.2%	100.1%	- 0.1%	99.5%	100.0%	+ 0.5%
New Listings	227	170	- 25.1%	1,024	1,053	+ 2.8%

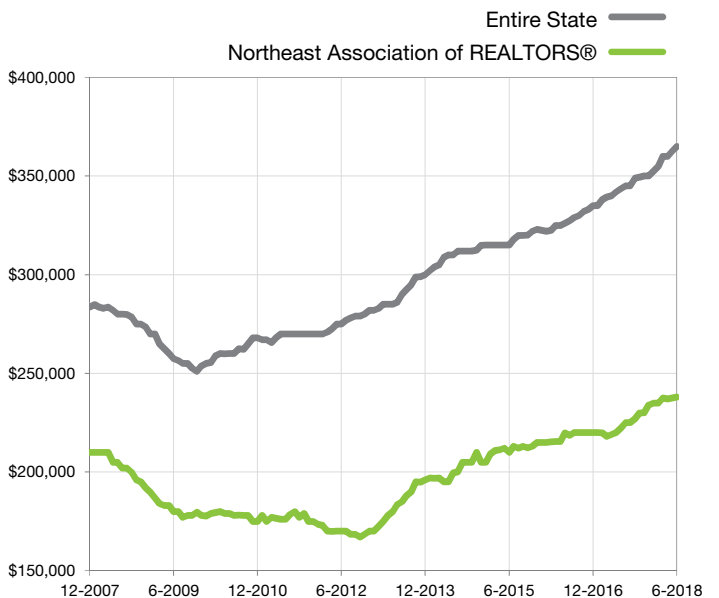
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 4.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.9%

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

- 17.6%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	701	812	+ 15.8%	3,498	3,638	+ 4.0%
Closed Sales	788	751	- 4.7%	2,909	2,814	- 3.3%
Median Sales Price*	\$315,000	\$334,950	+ 6.3%	\$284,000	\$300,000	+ 5.6%
Inventory of Homes for Sale	1,608	1,390	- 13.6%	--	--	--
Months Supply of Inventory	2.9	2.5	- 12.8%	--	--	--
Cumulative Days on Market Until Sale	51	40	- 22.2%	69	59	- 15.0%
Percent of Original List Price Received*	98.7%	99.4%	+ 0.7%	97.3%	98.0%	+ 0.7%
New Listings	915	992	+ 8.4%	4,531	4,631	+ 2.2%

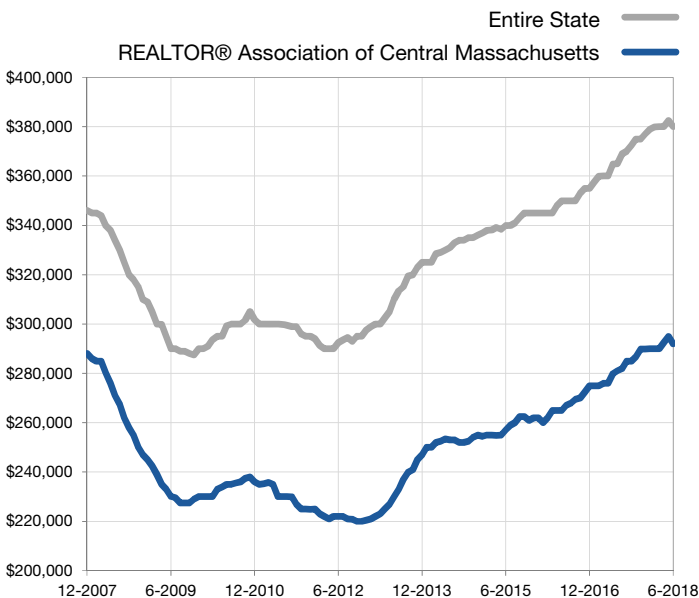
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	146	159	+ 8.9%	824	841	+ 2.1%
Closed Sales	182	173	- 4.9%	736	708	- 3.8%
Median Sales Price*	\$219,750	\$241,000	+ 9.7%	\$210,000	\$222,500	+ 6.0%
Inventory of Homes for Sale	378	247	- 34.7%	--	--	--
Months Supply of Inventory	2.9	1.8	- 37.3%	--	--	--
Cumulative Days on Market Until Sale	58	53	- 7.9%	68	57	- 16.8%
Percent of Original List Price Received*	98.5%	99.2%	+ 0.6%	97.5%	98.7%	+ 1.2%
New Listings	167	188	+ 12.6%	1,035	981	- 5.2%

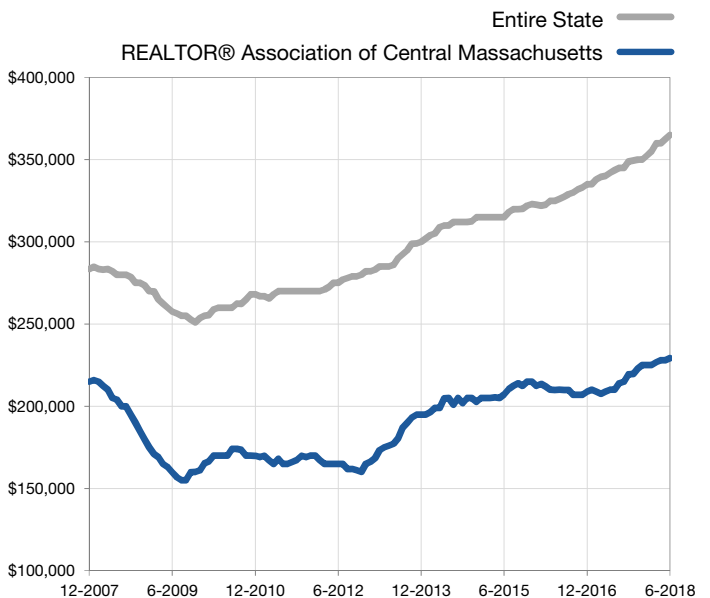
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 2.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.8%

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

- 23.6%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	659	714	+ 8.3%	3,177	3,244	+ 2.1%
Closed Sales	693	681	- 1.7%	2,614	2,651	+ 1.4%
Median Sales Price*	\$220,000	\$233,000	+ 5.9%	\$201,000	\$211,000	+ 5.0%
Inventory of Homes for Sale	2,094	1,640	- 21.7%	--	--	--
Months Supply of Inventory	4.3	3.3	- 24.1%	--	--	--
Cumulative Days on Market Until Sale	73	57	- 22.2%	91	75	- 18.3%
Percent of Original List Price Received*	96.0%	98.1%	+ 2.2%	95.0%	96.2%	+ 1.3%
New Listings	890	901	+ 1.2%	4,379	4,287	- 2.1%

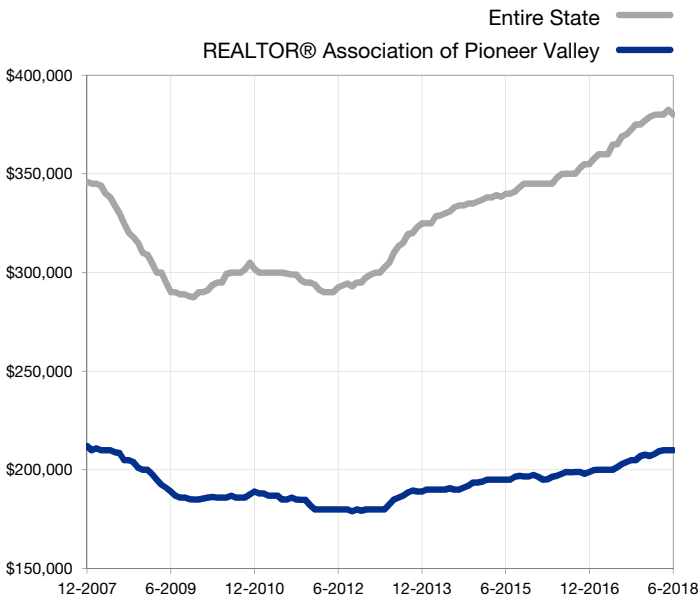
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	88	112	+ 27.3%	452	477	+ 5.5%
Closed Sales	94	84	- 10.6%	372	370	- 0.5%
Median Sales Price*	\$170,750	\$174,000	+ 1.9%	\$154,500	\$161,500	+ 4.5%
Inventory of Homes for Sale	346	223	- 35.5%	--	--	--
Months Supply of Inventory	4.9	3.0	- 39.6%	--	--	--
Cumulative Days on Market Until Sale	82	90	+ 10.1%	120	94	- 21.8%
Percent of Original List Price Received*	96.2%	97.8%	+ 1.6%	95.1%	96.9%	+ 1.8%
New Listings	123	120	- 2.4%	644	552	- 14.3%

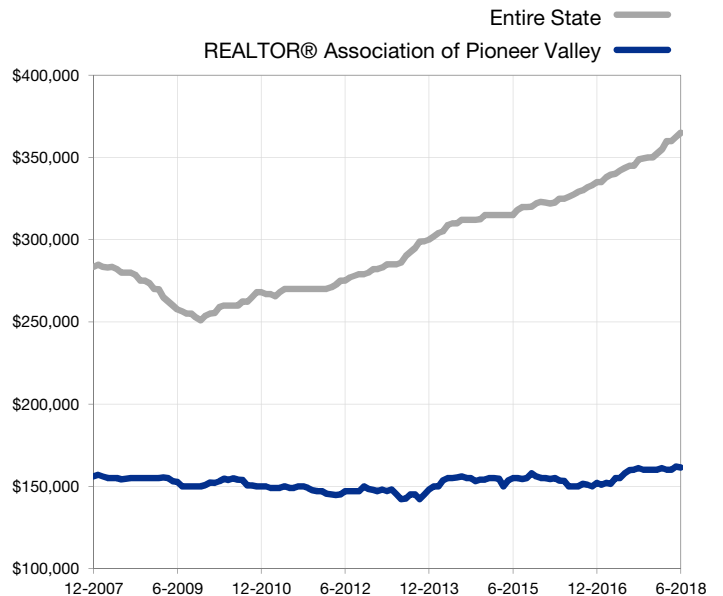
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 1.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.6%

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

- 19.9%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	533	543	+ 1.9%	2,617	2,618	+ 0.0%
Closed Sales	545	515	- 5.5%	2,300	2,128	- 7.5%
Median Sales Price*	\$315,000	\$325,000	+ 3.2%	\$292,500	\$309,000	+ 5.6%
Inventory of Homes for Sale	1,386	1,133	- 18.3%	--	--	--
Months Supply of Inventory	3.3	2.8	- 15.5%	--	--	--
Cumulative Days on Market Until Sale	57	54	- 4.1%	67	66	- 1.6%
Percent of Original List Price Received*	99.0%	98.6%	- 0.4%	97.8%	97.4%	- 0.4%
New Listings	691	715	+ 3.5%	3,422	3,372	- 1.5%

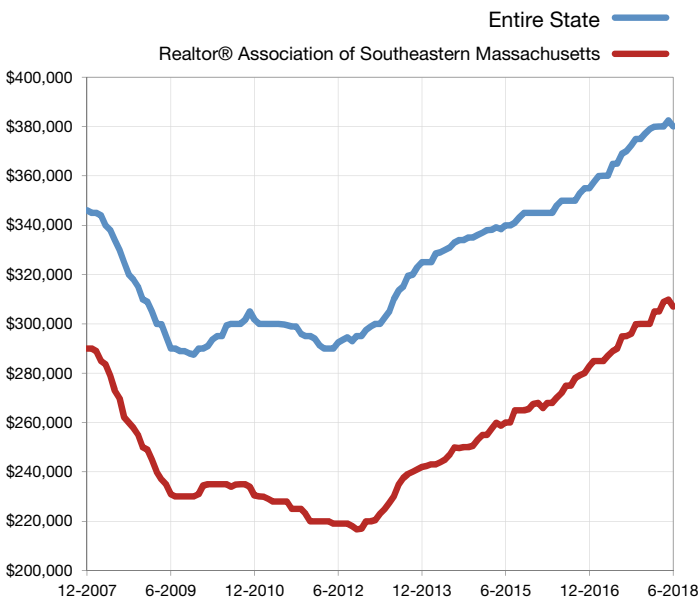
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	87	95	+ 9.2%	450	468	+ 4.0%
Closed Sales	84	102	+ 21.4%	400	391	- 2.3%
Median Sales Price*	\$213,500	\$230,750	+ 8.1%	\$198,250	\$215,000	+ 8.4%
Inventory of Homes for Sale	181	122	- 32.6%	--	--	--
Months Supply of Inventory	2.6	1.7	- 36.6%	--	--	--
Cumulative Days on Market Until Sale	46	40	- 12.4%	62	53	- 14.8%
Percent of Original List Price Received*	99.9%	98.6%	- 1.3%	98.5%	98.0%	- 0.5%
New Listings	96	95	- 1.0%	549	548	- 0.2%

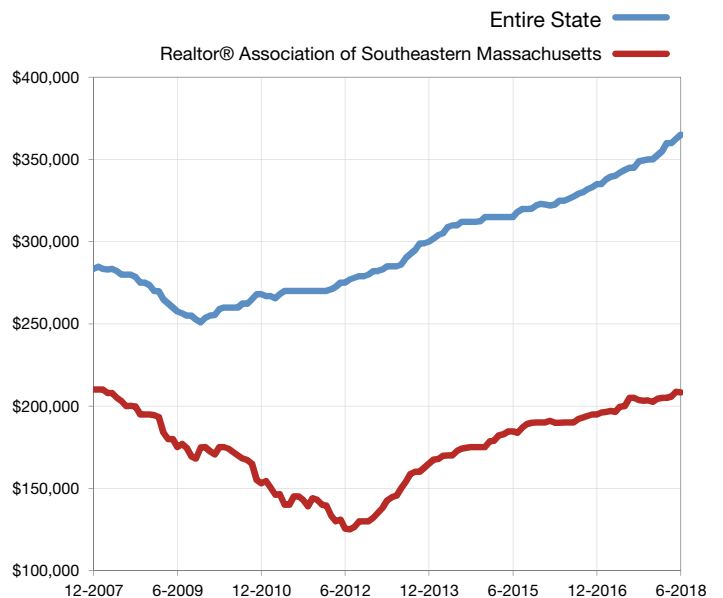
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

- 7.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.0%

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

- 17.1%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	683	743	+ 8.8%	3,228	3,326	+ 3.0%
Closed Sales	764	715	- 6.4%	2,666	2,664	- 0.1%
Median Sales Price*	\$427,450	\$455,000	+ 6.4%	\$405,000	\$435,000	+ 7.4%
Inventory of Homes for Sale	1,643	1,402	- 14.7%	--	--	--
Months Supply of Inventory	3.2	2.7	- 15.5%	--	--	--
Cumulative Days on Market Until Sale	52	44	- 15.4%	70	61	- 13.5%
Percent of Original List Price Received*	99.1%	98.9%	- 0.2%	97.7%	98.0%	+ 0.4%
New Listings	960	929	- 3.2%	4,407	4,398	- 0.2%

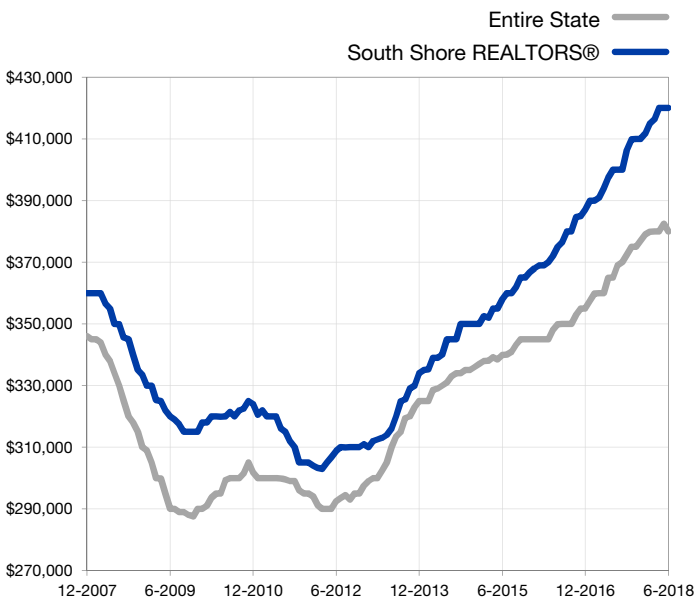
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	202	209	+ 3.5%	1,040	1,092	+ 5.0%
Closed Sales	270	239	- 11.5%	885	874	- 1.2%
Median Sales Price*	\$320,000	\$345,000	+ 7.8%	\$300,000	\$335,000	+ 11.7%
Inventory of Homes for Sale	454	336	- 26.0%	--	--	--
Months Supply of Inventory	3.0	2.1	- 30.4%	--	--	--
Cumulative Days on Market Until Sale	51	49	- 3.7%	65	56	- 14.2%
Percent of Original List Price Received*	99.2%	100.6%	+ 1.4%	98.4%	99.6%	+ 1.2%
New Listings	244	235	- 3.7%	1,324	1,320	- 0.3%

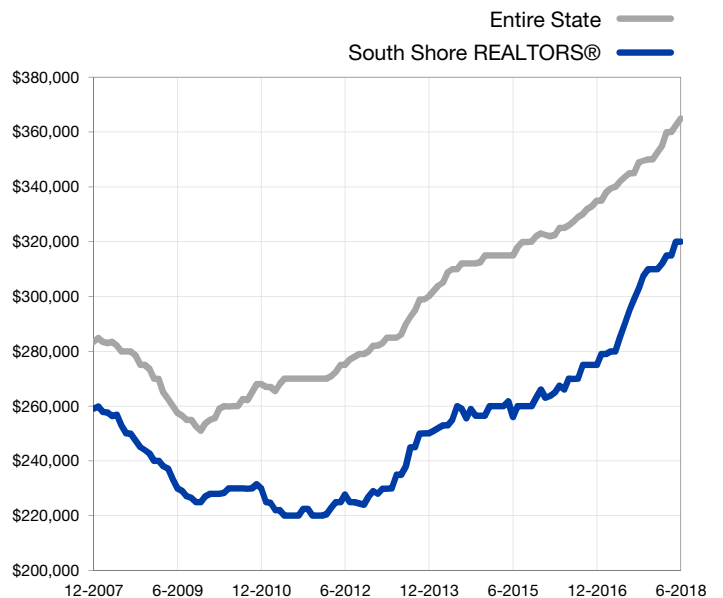
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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