

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 10.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.3%

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

- 18.8%

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

Single-Family Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	110	115	+ 4.5%	1,141	1,136	- 0.4%
Closed Sales	133	141	+ 6.0%	1,038	1,044	+ 0.6%
Median Sales Price*	\$210,000	\$220,000	+ 4.8%	\$200,000	\$210,000	+ 5.0%
Inventory of Homes for Sale	1,160	959	- 17.3%	--	--	--
Months Supply of Inventory	9.9	8.0	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	98	88	- 10.8%	120	108	- 10.2%
Percent of Original List Price Received*	92.0%	93.1%	+ 1.3%	90.8%	92.2%	+ 1.5%
New Listings	187	172	- 8.0%	1,876	1,816	- 3.2%

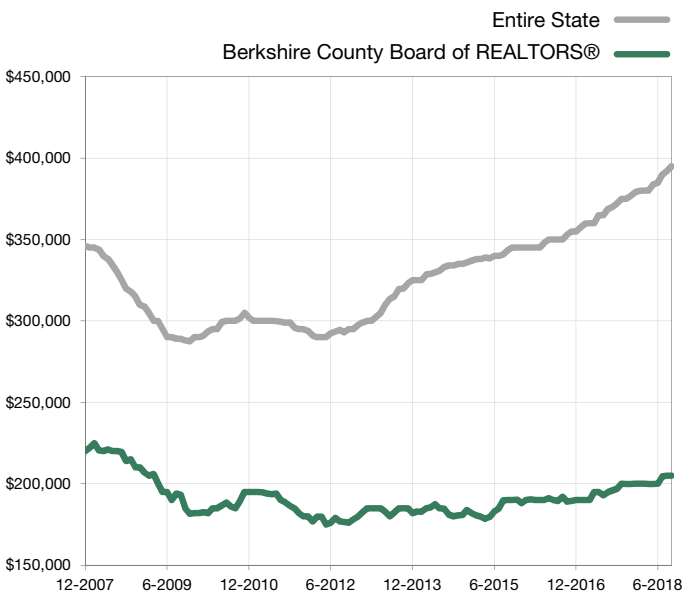
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	12	- 14.3%	114	110	- 3.5%
Closed Sales	13	20	+ 53.8%	97	110	+ 13.4%
Median Sales Price*	\$250,000	\$245,000	- 2.0%	\$220,000	\$237,500	+ 8.0%
Inventory of Homes for Sale	215	158	- 26.5%	--	--	--
Months Supply of Inventory	19.5	13.0	- 33.6%	--	--	--
Cumulative Days on Market Until Sale	165	76	- 54.1%	152	140	- 8.0%
Percent of Original List Price Received*	93.6%	93.5%	- 0.1%	92.7%	92.8%	+ 0.1%
New Listings	17	22	+ 29.4%	215	186	- 13.5%

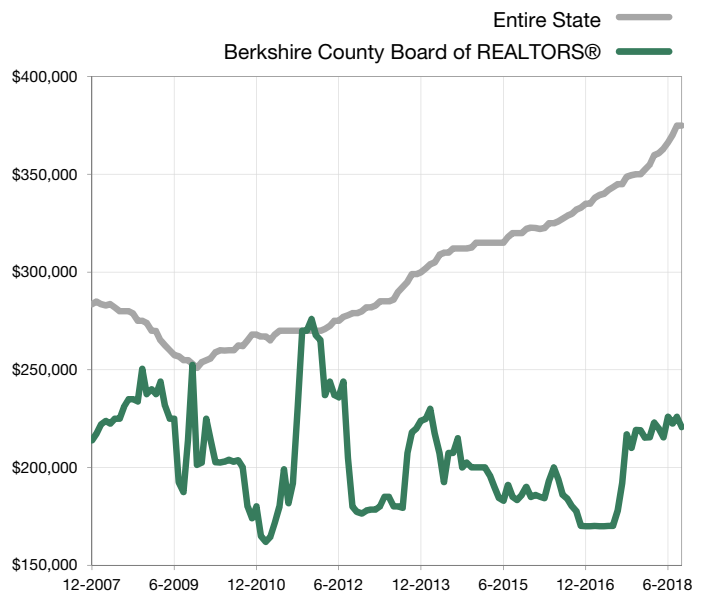
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 1.9%

Year-Over-Year
Change in
Closed Sales
All Properties

- 1.0%

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

- 10.0%

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

Single-Family Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	491	590	+ 20.2%	4,448	4,352	- 2.2%
Closed Sales	500	499	- 0.2%	4,239	4,029	- 5.0%
Median Sales Price*	\$417,500	\$425,000	+ 1.8%	\$385,000	\$413,500	+ 7.4%
Inventory of Homes for Sale	3,289	2,935	- 10.8%	--	--	--
Months Supply of Inventory	6.8	6.4	- 5.4%	--	--	--
Cumulative Days on Market Until Sale	108	89	- 18.0%	121	102	- 15.8%
Percent of Original List Price Received*	93.6%	94.9%	+ 1.3%	94.5%	95.1%	+ 0.6%
New Listings	795	839	+ 5.5%	6,592	6,662	+ 1.1%

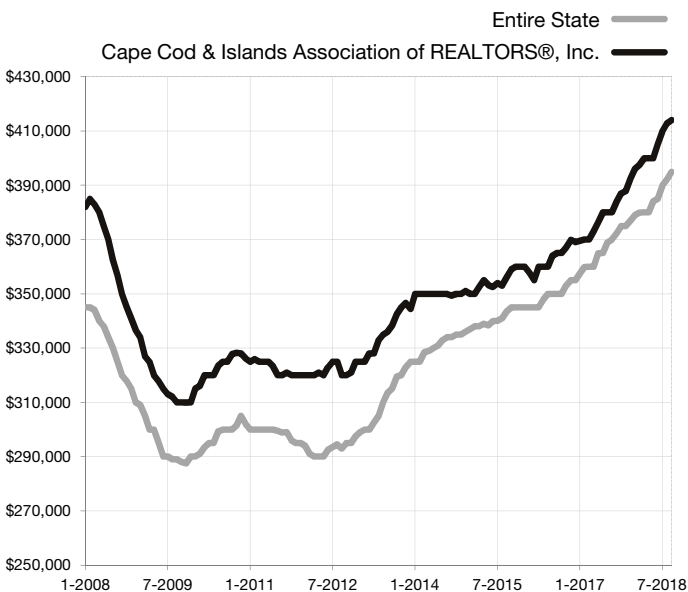
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	123	121	- 1.6%	1,007	1,018	+ 1.1%
Closed Sales	134	123	- 8.2%	947	954	+ 0.7%
Median Sales Price*	\$288,250	\$267,900	- 7.1%	\$257,500	\$277,250	+ 7.7%
Inventory of Homes for Sale	618	582	- 5.8%	--	--	--
Months Supply of Inventory	5.9	5.4	- 7.8%	--	--	--
Cumulative Days on Market Until Sale	127	73	- 42.0%	130	95	- 26.8%
Percent of Original List Price Received*	95.1%	95.1%	- 0.1%	94.9%	95.4%	+ 0.6%
New Listings	154	126	- 18.2%	1,316	1,399	+ 6.3%

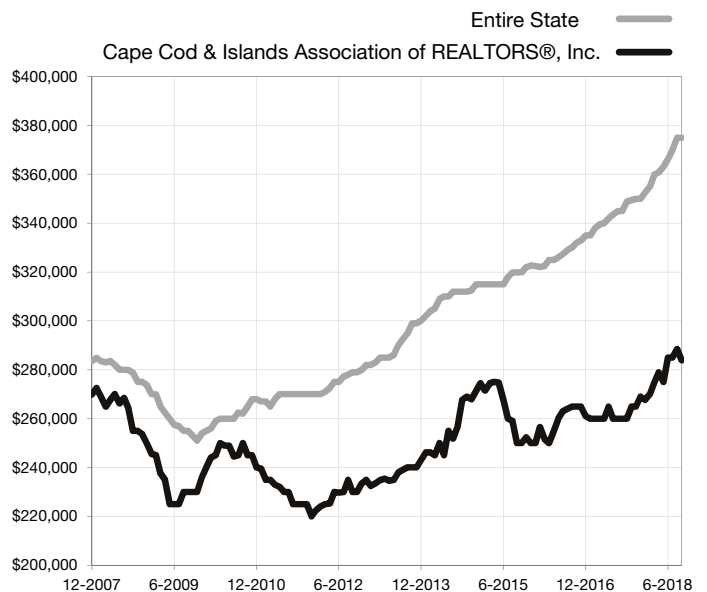
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,163	1,175	+ 1.0%	11,132	10,979	- 1.4%
Closed Sales	1,117	976	- 12.6%	10,527	10,249	- 2.6%
Median Sales Price*	\$573,000	\$599,949	+ 4.7%	\$582,500	\$617,325	+ 6.0%
Inventory of Homes for Sale	2,787	2,759	- 1.0%	--	--	--
Months Supply of Inventory	2.4	2.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	52	42	- 19.2%	51	42	- 17.6%
Percent of Original List Price Received*	98.6%	98.5%	- 0.1%	99.3%	99.9%	+ 0.6%
New Listings	1,844	1,955	+ 6.0%	14,210	14,464	+ 1.8%

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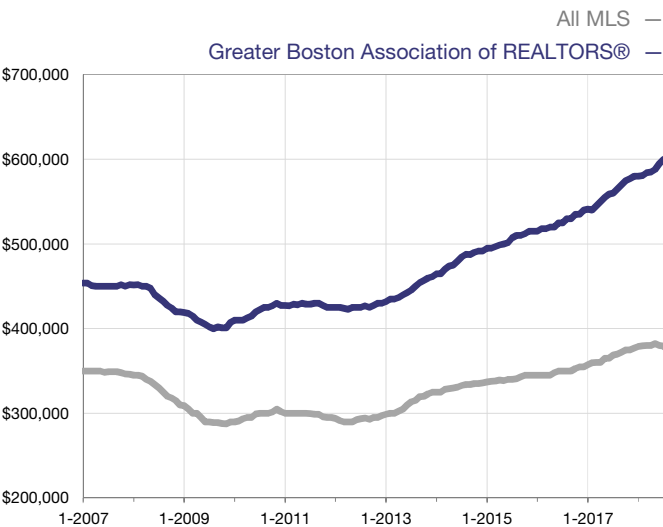
Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	916	815	- 11.0%	8,887	8,723	- 1.8%
Closed Sales	881	744	- 15.6%	8,357	8,415	+ 0.7%
Median Sales Price*	\$497,500	\$570,000	+ 14.6%	\$520,000	\$570,000	+ 9.6%
Inventory of Homes for Sale	1,899	1,952	+ 2.8%	--	--	--
Months Supply of Inventory	2.1	2.1	0.0%	--	--	--
Cumulative Days on Market Until Sale	40	40	0.0%	38	38	0.0%
Percent of Original List Price Received*	100.4%	99.5%	- 0.9%	101.0%	100.9%	- 0.1%
New Listings	1,446	1,568	+ 8.4%	11,089	11,343	+ 2.3%

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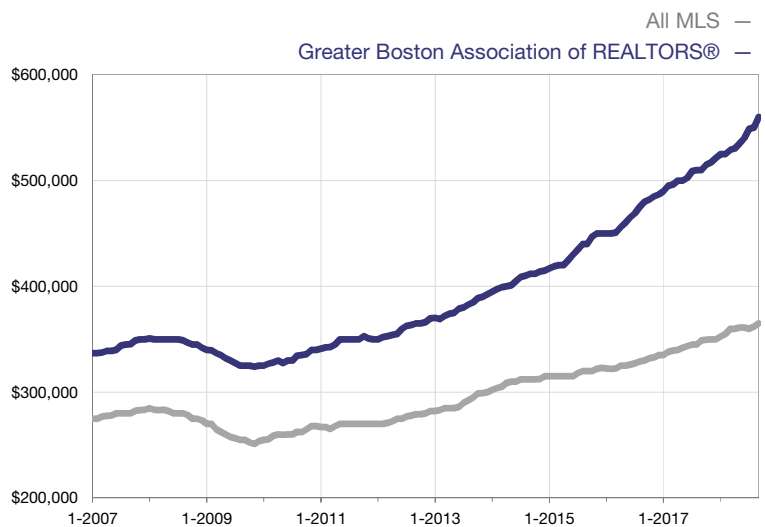
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

- 21.6%

+ 3.3%

- 11.5%

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

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	87	85	- 2.3%	867	841	- 3.0%
Closed Sales	128	96	- 25.0%	802	789	- 1.6%
Median Sales Price*	\$264,900	\$275,500	+ 4.0%	\$266,500	\$275,000	+ 3.2%
Inventory of Homes for Sale	401	367	- 8.5%	--	--	--
Months Supply of Inventory	4.4	4.0	- 10.4%	--	--	--
Cumulative Days on Market Until Sale	67	66	- 0.8%	80	70	- 13.3%
Percent of Original List Price Received*	97.3%	96.2%	- 1.1%	96.6%	96.6%	- 0.0%
New Listings	144	137	- 4.9%	1,158	1,177	+ 1.6%

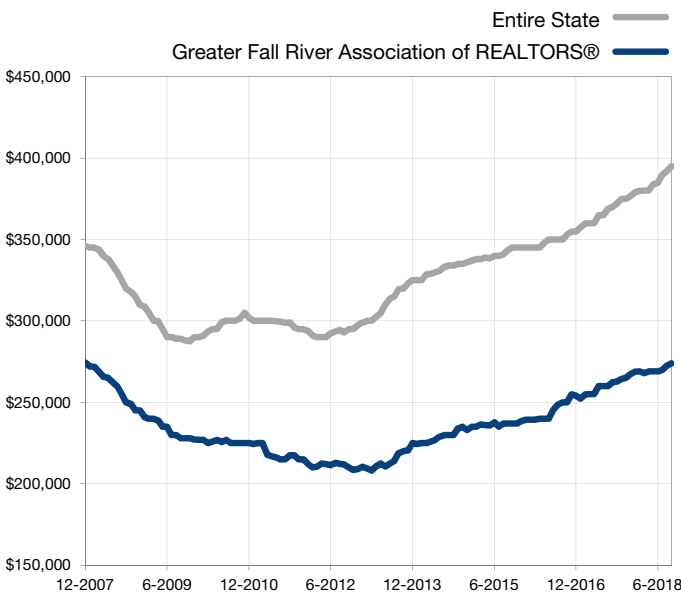
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	10	+ 42.9%	94	86	- 8.5%
Closed Sales	11	13	+ 18.2%	85	78	- 8.2%
Median Sales Price*	\$116,450	\$151,000	+ 29.7%	\$159,000	\$169,750	+ 6.8%
Inventory of Homes for Sale	43	26	- 39.5%	--	--	--
Months Supply of Inventory	4.6	2.7	- 40.6%	--	--	--
Cumulative Days on Market Until Sale	139	43	- 69.4%	115	66	- 43.0%
Percent of Original List Price Received*	90.9%	94.0%	+ 3.4%	93.2%	95.6%	+ 2.6%
New Listings	16	13	- 18.8%	116	117	+ 0.9%

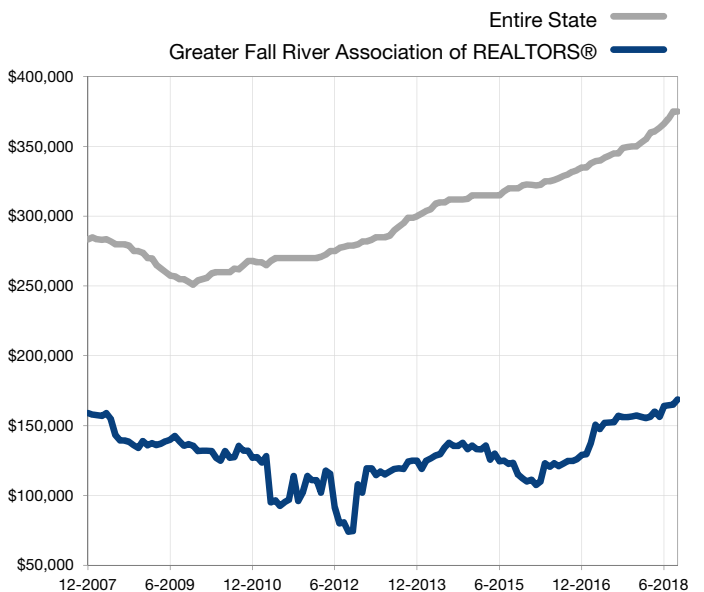
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

+ 5.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.7%

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

- 8.7%

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

Single-Family Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	62	61	- 1.6%	561	594	+ 5.9%
Closed Sales	64	66	+ 3.1%	534	554	+ 3.7%
Median Sales Price*	\$487,500	\$522,500	+ 7.2%	\$464,950	\$478,250	+ 2.9%
Inventory of Homes for Sale	231	211	- 8.7%	--	--	--
Months Supply of Inventory	3.9	3.4	- 11.4%	--	--	--
Cumulative Days on Market Until Sale	67	58	- 13.3%	67	64	- 4.6%
Percent of Original List Price Received*	96.9%	95.2%	- 1.7%	97.3%	97.2%	- 0.1%
New Listings	102	104	+ 2.0%	821	864	+ 5.2%

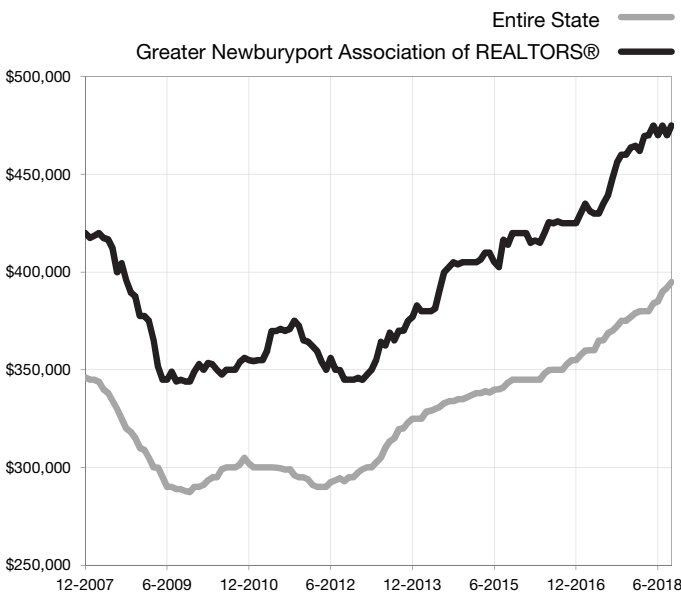
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	34	44	+ 29.4%	347	328	- 5.5%
Closed Sales	34	37	+ 8.8%	334	294	- 12.0%
Median Sales Price*	\$364,950	\$335,000	- 8.2%	\$322,015	\$337,500	+ 4.8%
Inventory of Homes for Sale	102	93	- 8.8%	--	--	--
Months Supply of Inventory	2.7	2.8	+ 2.5%	--	--	--
Cumulative Days on Market Until Sale	41	47	+ 14.1%	57	49	- 14.9%
Percent of Original List Price Received*	99.6%	100.1%	+ 0.6%	98.7%	98.6%	- 0.0%
New Listings	55	63	+ 14.5%	458	451	- 1.5%

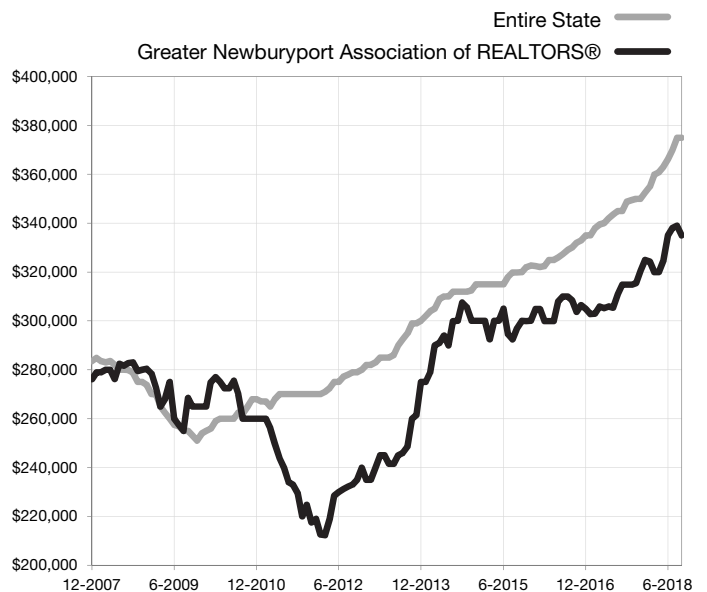
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 7.1%

+ 11.9%

- 17.1%

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

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	238	262	+ 10.1%	2,296	2,338	+ 1.8%
Closed Sales	270	250	- 7.4%	2,183	2,155	- 1.3%
Median Sales Price*	\$254,950	\$290,000	+ 13.7%	\$245,000	\$265,000	+ 8.2%
Inventory of Homes for Sale	867	742	- 14.4%	--	--	--
Months Supply of Inventory	3.6	3.1	- 13.9%	--	--	--
Cumulative Days on Market Until Sale	65	53	- 18.3%	70	58	- 18.0%
Percent of Original List Price Received*	97.5%	97.2%	- 0.4%	97.0%	98.2%	+ 1.2%
New Listings	354	330	- 6.8%	2,978	3,056	+ 2.6%

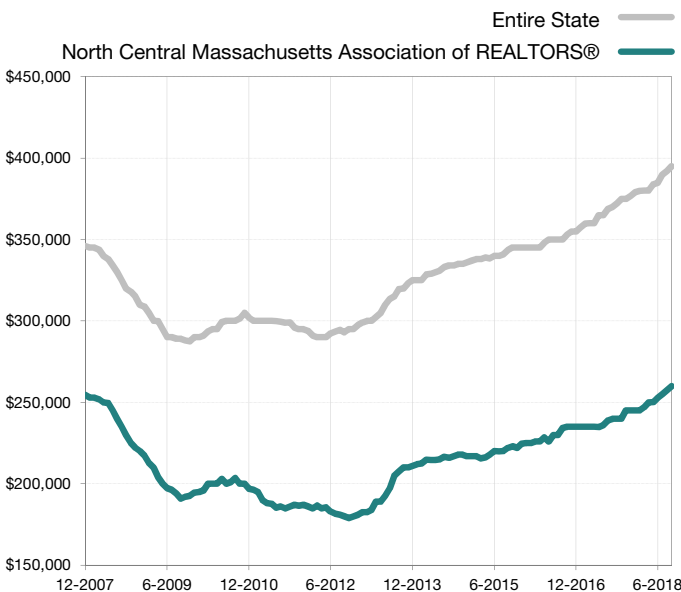
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	31	38	+ 22.6%	353	361	+ 2.3%
Closed Sales	42	40	- 4.8%	333	334	+ 0.3%
Median Sales Price*	\$167,500	\$179,000	+ 6.9%	\$161,500	\$187,150	+ 15.9%
Inventory of Homes for Sale	102	61	- 40.2%	--	--	--
Months Supply of Inventory	2.8	1.7	- 39.5%	--	--	--
Cumulative Days on Market Until Sale	41	43	+ 4.8%	77	61	- 20.8%
Percent of Original List Price Received*	98.4%	99.2%	+ 0.8%	97.5%	98.9%	+ 1.5%
New Listings	38	49	+ 28.9%	415	409	- 1.4%

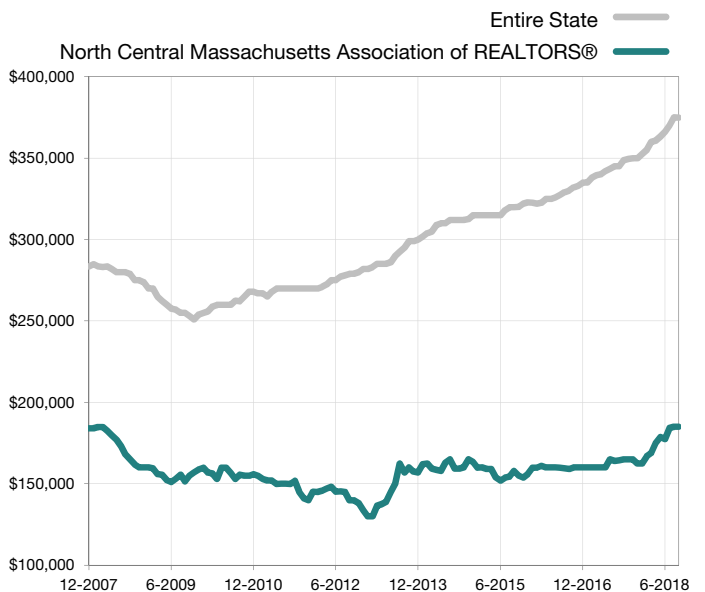
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 13.6%

+ 2.0%

- 5.1%

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

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	367	352	- 4.1%	3,220	3,176	- 1.4%
Closed Sales	370	328	- 11.4%	3,043	2,976	- 2.2%
Median Sales Price*	\$425,000	\$440,750	+ 3.7%	\$425,000	\$450,000	+ 5.9%
Inventory of Homes for Sale	912	884	- 3.1%	--	--	--
Months Supply of Inventory	2.6	2.6	+ 0.3%	--	--	--
Cumulative Days on Market Until Sale	48	44	- 8.6%	53	48	- 8.4%
Percent of Original List Price Received*	98.1%	97.5%	- 0.6%	98.4%	98.9%	+ 0.5%
New Listings	506	539	+ 6.5%	4,097	4,121	+ 0.6%

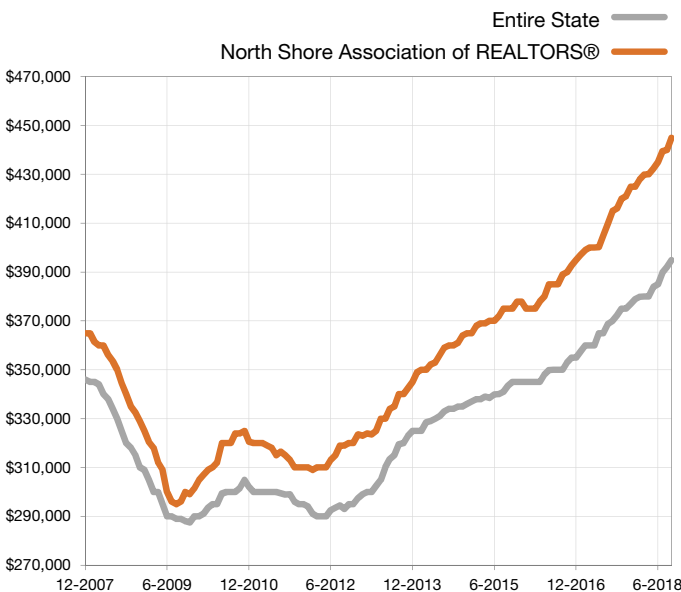
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	151	152	+ 0.7%	1,520	1,489	- 2.0%
Closed Sales	161	131	- 18.6%	1,476	1,401	- 5.1%
Median Sales Price*	\$311,000	\$289,000	- 7.1%	\$287,500	\$300,000	+ 4.3%
Inventory of Homes for Sale	328	293	- 10.7%	--	--	--
Months Supply of Inventory	2.0	1.9	- 7.5%	--	--	--
Cumulative Days on Market Until Sale	40	37	- 8.6%	54	44	- 18.9%
Percent of Original List Price Received*	100.4%	99.3%	- 1.1%	99.0%	99.8%	+ 0.8%
New Listings	225	206	- 8.4%	1,820	1,798	- 1.2%

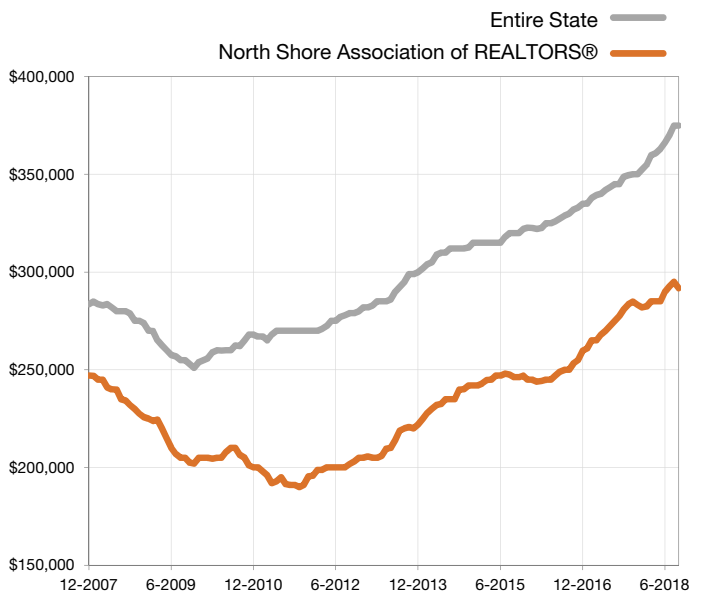
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 10.0%

+ 6.0%

+ 3.2%

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

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	338	303	- 10.4%	3,121	3,055	- 2.1%
Closed Sales	356	319	- 10.4%	2,918	2,916	- 0.1%
Median Sales Price*	\$387,500	\$435,000	+ 12.3%	\$405,000	\$436,500	+ 7.8%
Inventory of Homes for Sale	762	829	+ 8.8%	--	--	--
Months Supply of Inventory	2.3	2.5	+ 8.0%	--	--	--
Cumulative Days on Market Until Sale	44	39	- 11.7%	51	44	- 13.0%
Percent of Original List Price Received*	98.9%	99.5%	+ 0.6%	99.0%	99.5%	+ 0.4%
New Listings	445	488	+ 9.7%	3,884	4,010	+ 3.2%

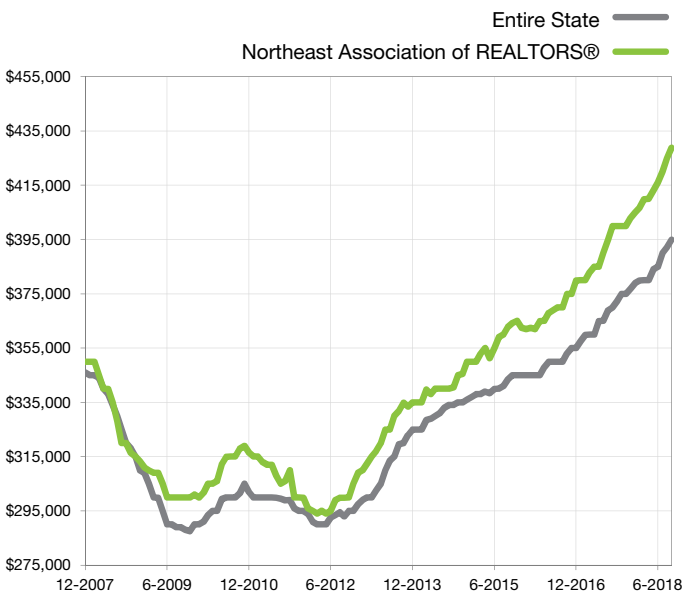
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	129	142	+ 10.1%	1,248	1,371	+ 9.9%
Closed Sales	135	123	- 8.9%	1,196	1,264	+ 5.7%
Median Sales Price*	\$235,000	\$233,000	- 0.9%	\$230,000	\$247,000	+ 7.4%
Inventory of Homes for Sale	259	225	- 13.1%	--	--	--
Months Supply of Inventory	2.0	1.6	- 16.8%	--	--	--
Cumulative Days on Market Until Sale	30	31	+ 0.2%	40	40	+ 0.1%
Percent of Original List Price Received*	99.9%	99.9%	- 0.0%	99.7%	99.9%	+ 0.2%
New Listings	160	164	+ 2.5%	1,506	1,603	+ 6.4%

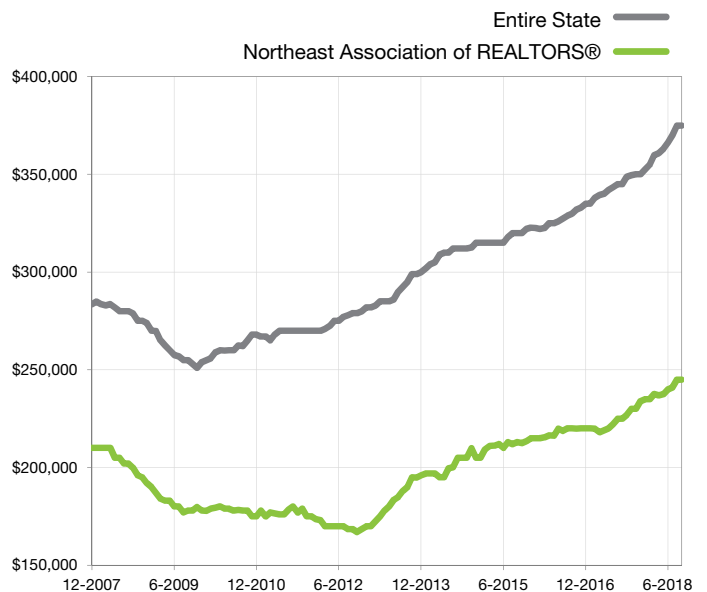
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 3.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.1%

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

- 7.5%

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

Single-Family Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	619	541	- 12.6%	5,223	5,238	+ 0.3%
Closed Sales	569	549	- 3.5%	4,875	4,845	- 0.6%
Median Sales Price*	\$289,950	\$315,000	+ 8.6%	\$290,000	\$310,000	+ 6.9%
Inventory of Homes for Sale	1,789	1,686	- 5.8%	--	--	--
Months Supply of Inventory	3.3	3.1	- 7.3%	--	--	--
Cumulative Days on Market Until Sale	54	50	- 7.2%	62	53	- 14.6%
Percent of Original List Price Received*	98.7%	97.7%	- 1.0%	97.9%	98.2%	+ 0.3%
New Listings	885	813	- 8.1%	6,909	7,070	+ 2.3%

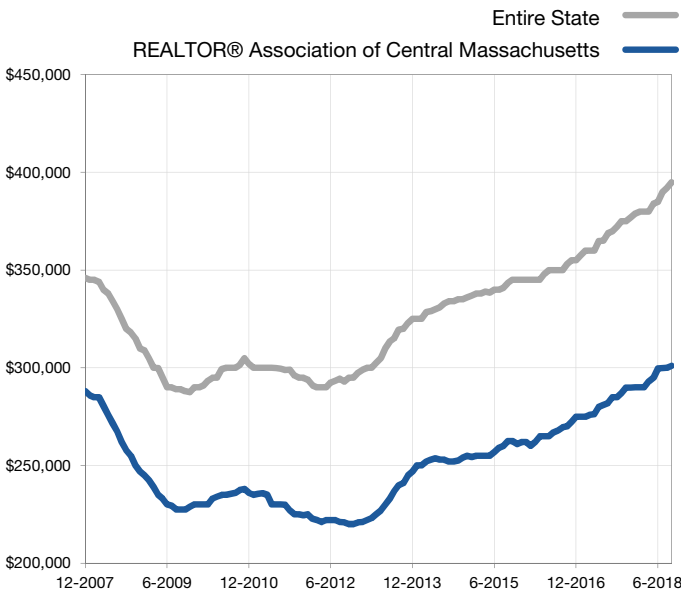
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	142	113	- 20.4%	1,265	1,229	- 2.8%
Closed Sales	142	141	- 0.7%	1,199	1,151	- 4.0%
Median Sales Price*	\$234,500	\$245,000	+ 4.5%	\$222,375	\$228,000	+ 2.5%
Inventory of Homes for Sale	380	320	- 15.8%	--	--	--
Months Supply of Inventory	2.9	2.4	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	55	47	- 14.2%	66	52	- 21.6%
Percent of Original List Price Received*	99.4%	99.3%	- 0.1%	98.0%	98.9%	+ 1.0%
New Listings	169	182	+ 7.7%	1,567	1,530	- 2.4%

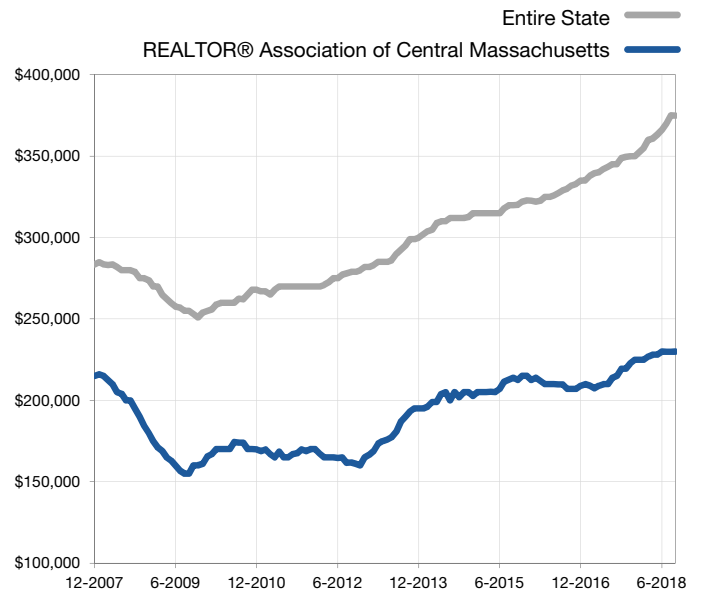
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 13.3%

Year-Over-Year
Change in
Closed Sales
All Properties

- 1.2%

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

- 16.2%

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

Single-Family Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	520	493	- 5.2%	4,786	4,781	- 0.1%
Closed Sales	556	498	- 10.4%	4,503	4,501	- 0.0%
Median Sales Price*	\$215,000	\$217,500	+ 1.2%	\$208,000	\$217,000	+ 4.3%
Inventory of Homes for Sale	2,107	1,806	- 14.3%	--	--	--
Months Supply of Inventory	4.3	3.6	- 15.2%	--	--	--
Cumulative Days on Market Until Sale	63	66	+ 3.7%	80	68	- 14.5%
Percent of Original List Price Received*	95.8%	95.7%	- 0.1%	95.7%	96.4%	+ 0.8%
New Listings	671	646	- 3.7%	6,559	6,436	- 1.9%

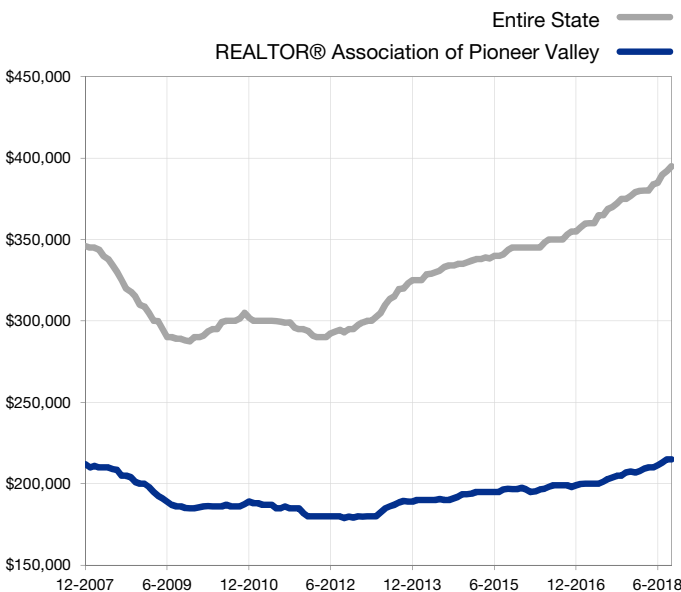
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	67	77	+ 14.9%	697	703	+ 0.9%
Closed Sales	111	80	- 27.9%	681	649	- 4.7%
Median Sales Price*	\$177,500	\$161,750	- 8.9%	\$162,000	\$164,000	+ 1.2%
Inventory of Homes for Sale	316	224	- 29.1%	--	--	--
Months Supply of Inventory	4.3	3.1	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	73	65	- 10.4%	103	83	- 19.4%
Percent of Original List Price Received*	96.2%	96.8%	+ 0.6%	95.6%	97.0%	+ 1.5%
New Listings	94	92	- 2.1%	911	834	- 8.5%

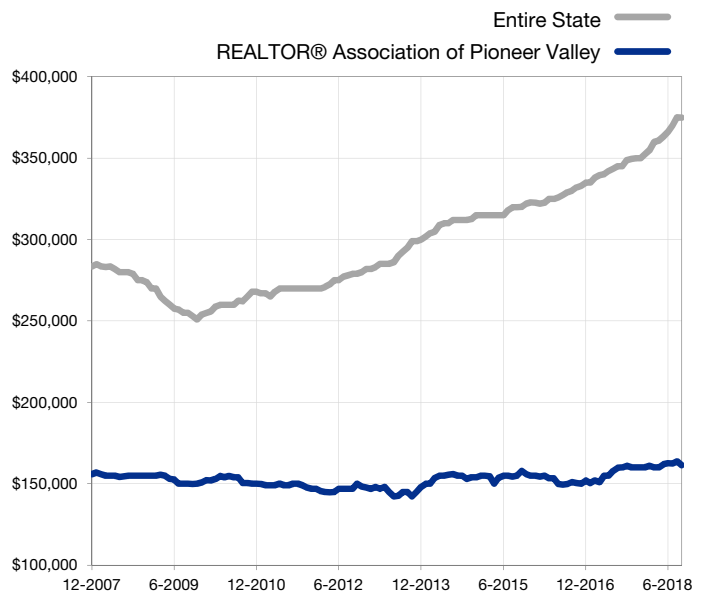
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 11.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.0%

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

- 16.8%

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

Single-Family Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	409	454	+ 11.0%	3,942	3,962	+ 0.5%
Closed Sales	483	437	- 9.5%	3,790	3,635	- 4.1%
Median Sales Price*	\$317,500	\$325,000	+ 2.4%	\$300,000	\$320,000	+ 6.7%
Inventory of Homes for Sale	1,509	1,267	- 16.0%	--	--	--
Months Supply of Inventory	3.6	3.1	- 13.8%	--	--	--
Cumulative Days on Market Until Sale	57	50	- 11.6%	61	59	- 2.9%
Percent of Original List Price Received*	98.3%	97.5%	- 0.8%	98.0%	97.6%	- 0.5%
New Listings	610	611	+ 0.2%	5,245	5,248	+ 0.1%

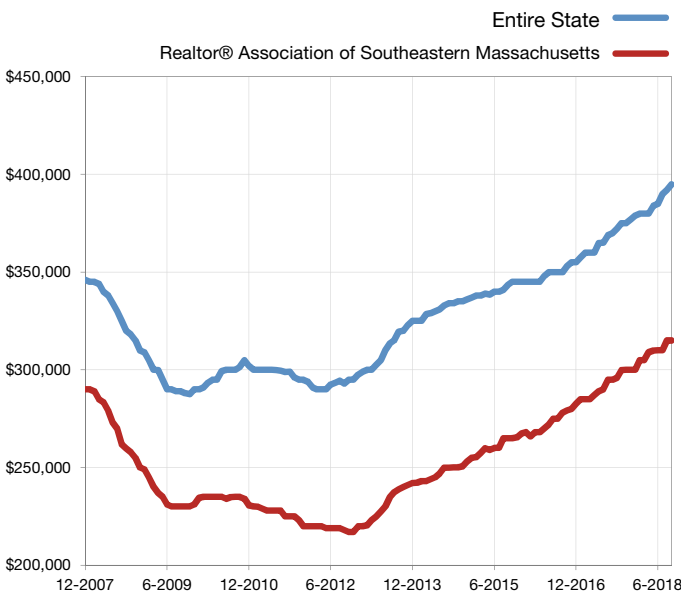
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	69	65	- 5.8%	682	693	+ 1.6%
Closed Sales	92	72	- 21.7%	658	649	- 1.4%
Median Sales Price*	\$209,250	\$203,000	- 3.0%	\$204,950	\$215,000	+ 4.9%
Inventory of Homes for Sale	197	153	- 22.3%	--	--	--
Months Supply of Inventory	2.8	2.1	- 23.6%	--	--	--
Cumulative Days on Market Until Sale	44	39	- 10.1%	54	50	- 8.7%
Percent of Original List Price Received*	98.3%	98.0%	- 0.3%	98.4%	98.2%	- 0.2%
New Listings	97	86	- 11.3%	834	857	+ 2.8%

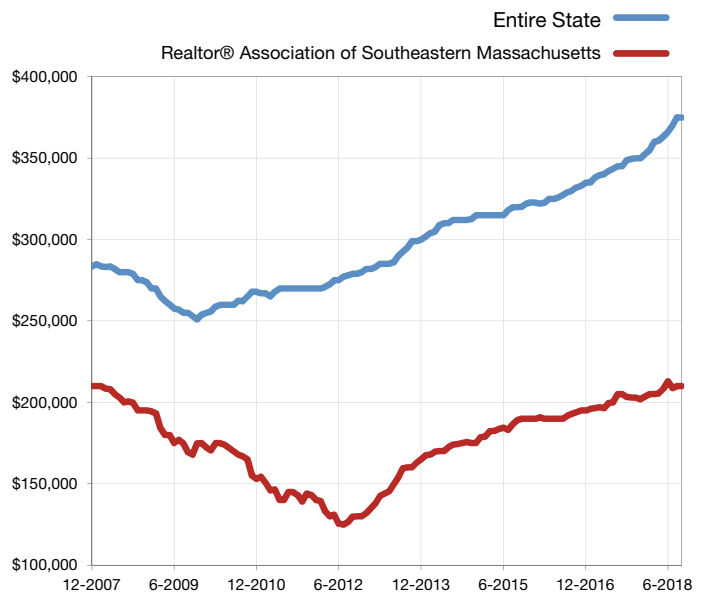
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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South Shore REALTORS®

- 15.8%

Year-Over-Year
Change in
Closed Sales
All Properties

- 2.8%

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

- 11.5%

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

Single-Family Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	518	546	+ 5.4%	4,894	4,934	+ 0.8%
Closed Sales	572	465	- 18.7%	4,621	4,567	- 1.2%
Median Sales Price*	\$425,000	\$430,000	+ 1.2%	\$410,000	\$435,000	+ 6.1%
Inventory of Homes for Sale	1,680	1,484	- 11.7%	--	--	--
Months Supply of Inventory	3.3	2.9	- 10.7%	--	--	--
Cumulative Days on Market Until Sale	56	50	- 11.4%	63	55	- 13.3%
Percent of Original List Price Received*	97.0%	97.5%	+ 0.6%	97.7%	98.1%	+ 0.4%
New Listings	779	758	- 2.7%	6,603	6,591	- 0.2%

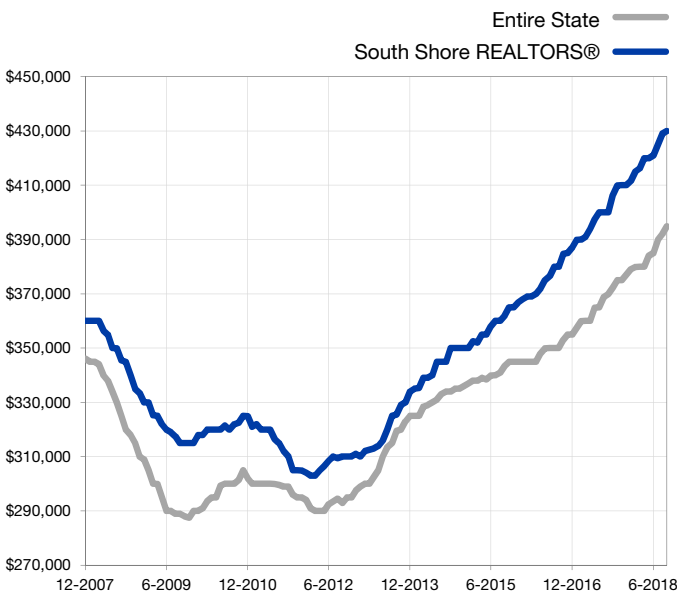
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	180	156	- 13.3%	1,560	1,592	+ 2.1%
Closed Sales	173	162	- 6.4%	1,461	1,430	- 2.1%
Median Sales Price*	\$341,500	\$306,000	- 10.4%	\$309,900	\$330,000	+ 6.5%
Inventory of Homes for Sale	460	410	- 10.9%	--	--	--
Months Supply of Inventory	3.0	2.6	- 13.0%	--	--	--
Cumulative Days on Market Until Sale	54	52	- 2.6%	63	53	- 16.0%
Percent of Original List Price Received*	99.5%	99.4%	- 0.0%	98.7%	99.6%	+ 0.9%
New Listings	234	216	- 7.7%	1,953	2,024	+ 3.6%

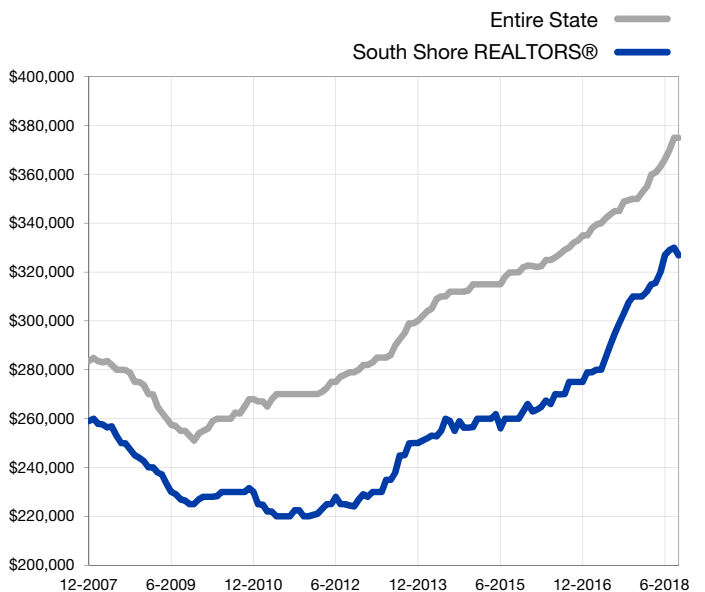
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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