

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 4.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 0.9%

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

- 22.1%

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

Single-Family Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	87	100	+ 14.9%	1,351	1,383	+ 2.4%
Closed Sales	133	139	+ 4.5%	1,314	1,335	+ 1.6%
Median Sales Price*	\$198,000	\$199,500	+ 0.8%	\$200,000	\$210,000	+ 5.0%
Inventory of Homes for Sale	1,045	824	- 21.1%	--	--	--
Months Supply of Inventory	8.7	6.8	- 21.6%	--	--	--
Cumulative Days on Market Until Sale	85	103	+ 20.8%	116	105	- 8.7%
Percent of Original List Price Received*	91.0%	91.0%	+ 0.0%	90.8%	91.9%	+ 1.2%
New Listings	98	99	+ 1.0%	2,156	2,114	- 1.9%

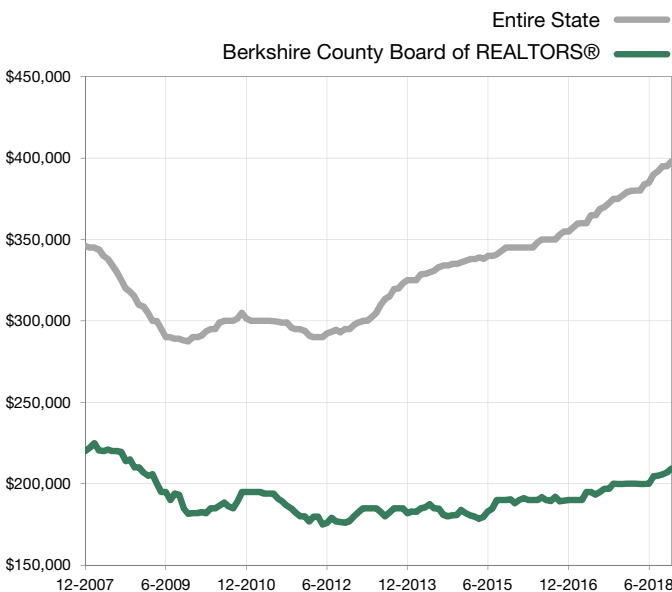
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	13	+ 44.4%	140	139	- 0.7%
Closed Sales	13	13	0.0%	121	136	+ 12.4%
Median Sales Price*	\$215,500	\$225,000	+ 4.4%	\$220,000	\$225,450	+ 2.5%
Inventory of Homes for Sale	197	144	- 26.9%	--	--	--
Months Supply of Inventory	18.5	11.7	- 36.8%	--	--	--
Cumulative Days on Market Until Sale	98	223	+ 126.3%	145	154	+ 5.9%
Percent of Original List Price Received*	89.0%	90.2%	+ 1.3%	92.5%	92.5%	+ 0.1%
New Listings	12	15	+ 25.0%	241	215	- 10.8%

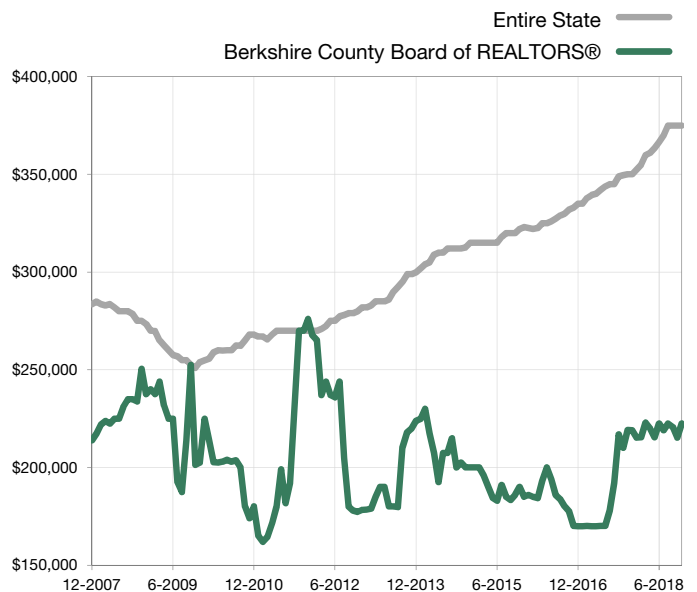
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 8.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.2%

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

- 6.7%

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

Single-Family Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	465	449	- 3.4%	5,439	5,265	- 3.2%
Closed Sales	474	531	+ 12.0%	5,224	5,118	- 2.0%
Median Sales Price*	\$399,950	\$427,500	+ 6.9%	\$390,000	\$420,000	+ 7.7%
Inventory of Homes for Sale	2,807	2,623	- 6.6%	--	--	--
Months Supply of Inventory	5.9	5.6	- 4.3%	--	--	--
Cumulative Days on Market Until Sale	115	102	- 11.6%	119	102	- 14.8%
Percent of Original List Price Received*	93.5%	94.2%	+ 0.7%	94.4%	94.9%	+ 0.5%
New Listings	428	446	+ 4.2%	7,684	7,915	+ 3.0%

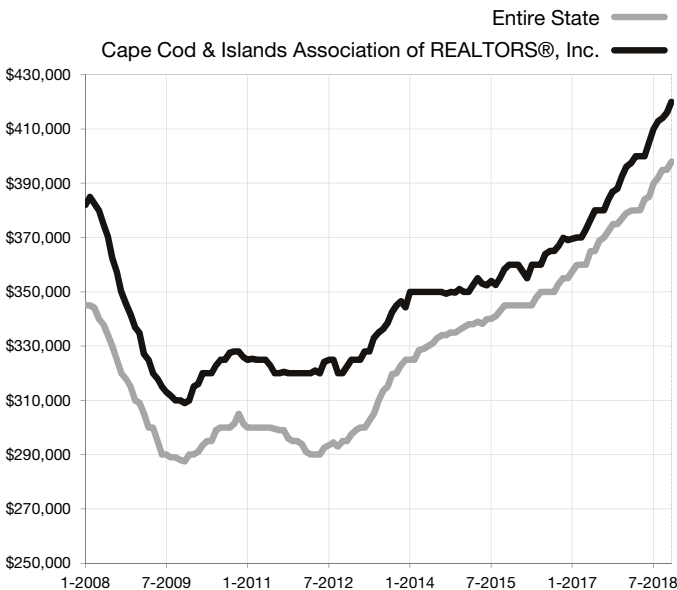
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	94	87	- 7.4%	1,230	1,226	- 0.3%
Closed Sales	121	117	- 3.3%	1,194	1,194	0.0%
Median Sales Price*	\$267,500	\$287,000	+ 7.3%	\$265,000	\$285,000	+ 7.5%
Inventory of Homes for Sale	558	516	- 7.5%	--	--	--
Months Supply of Inventory	5.1	4.8	- 6.1%	--	--	--
Cumulative Days on Market Until Sale	93	107	+ 15.1%	125	96	- 22.7%
Percent of Original List Price Received*	94.8%	94.8%	+ 0.0%	94.9%	95.4%	+ 0.5%
New Listings	111	102	- 8.1%	1,570	1,655	+ 5.4%

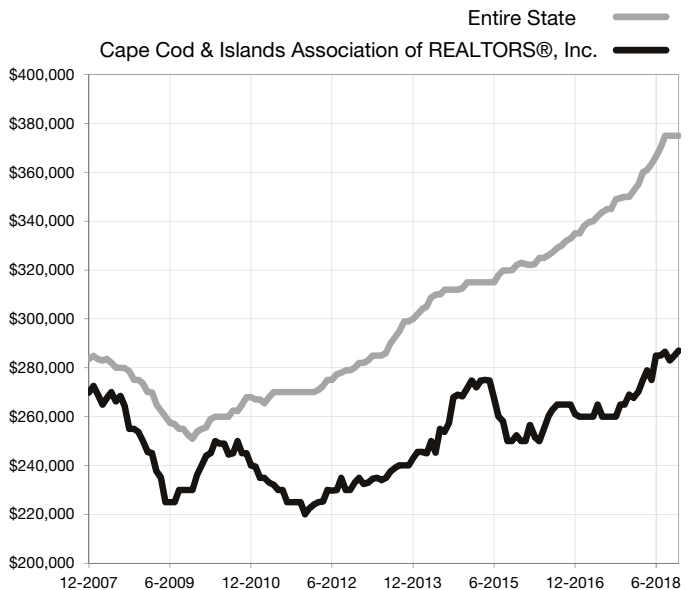
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	898	914	+ 1.8%	13,173	13,059	- 0.9%
Closed Sales	1,157	1,207	+ 4.3%	12,806	12,566	- 1.9%
Median Sales Price*	\$566,000	\$587,000	+ 3.7%	\$580,000	\$612,000	+ 5.5%
Inventory of Homes for Sale	2,203	2,148	- 2.5%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--
Cumulative Days on Market Until Sale	47	45	- 4.3%	50	43	- 14.0%
Percent of Original List Price Received*	98.6%	97.6%	- 1.0%	99.2%	99.6%	+ 0.4%
New Listings	910	866	- 4.8%	16,416	16,843	+ 2.6%

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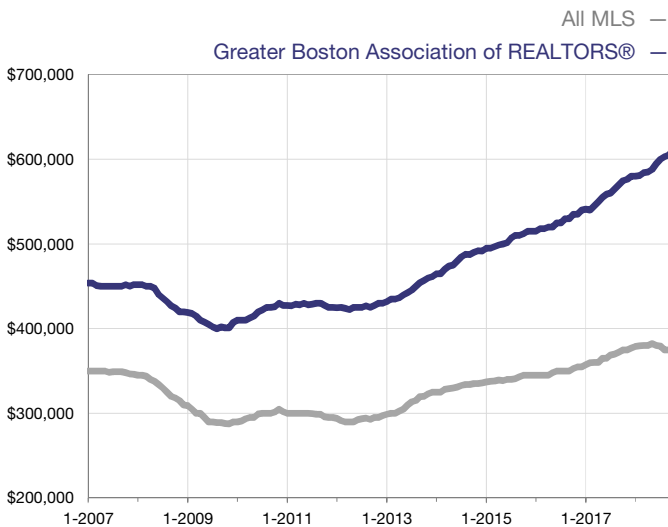
Condominium Properties

Key Metrics	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	765	721	- 5.8%	10,621	10,261	- 3.4%
Closed Sales	978	839	- 14.2%	10,194	10,075	- 1.2%
Median Sales Price*	\$540,000	\$555,000	+ 2.8%	\$520,000	\$566,000	+ 8.8%
Inventory of Homes for Sale	1,587	1,887	+ 18.9%	--	--	--
Months Supply of Inventory	1.7	2.1	+ 23.5%	--	--	--
Cumulative Days on Market Until Sale	37	39	+ 5.4%	38	38	0.0%
Percent of Original List Price Received*	99.9%	99.1%	- 0.8%	100.8%	100.6%	- 0.2%
New Listings	828	823	- 0.6%	13,003	13,482	+ 3.7%

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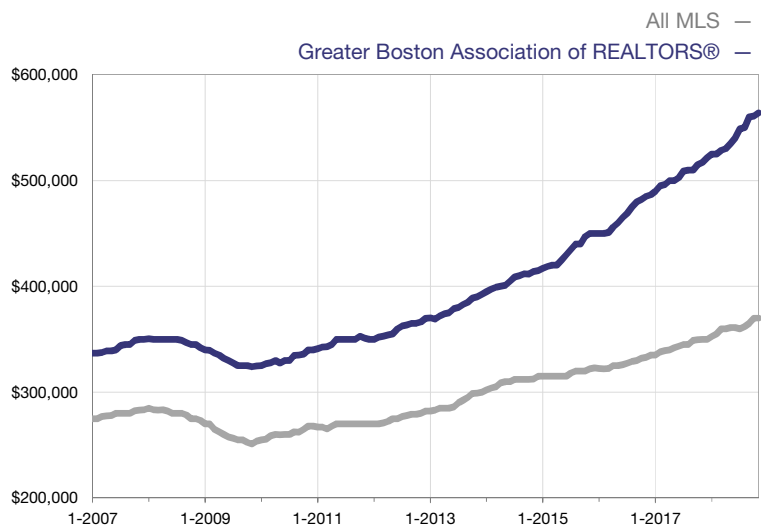
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

- 37.6%

+ 3.9%

- 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

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	71	82	+ 15.5%	1,060	992	- 6.4%
Closed Sales	121	77	- 36.4%	1,035	957	- 7.5%
Median Sales Price*	\$275,000	\$280,000	+ 1.8%	\$267,000	\$276,943	+ 3.7%
Inventory of Homes for Sale	366	330	- 9.8%	--	--	--
Months Supply of Inventory	3.9	3.8	- 2.8%	--	--	--
Cumulative Days on Market Until Sale	73	68	- 7.9%	80	70	- 12.6%
Percent of Original List Price Received*	93.0%	94.2%	+ 1.3%	96.1%	96.3%	+ 0.1%
New Listings	79	94	+ 19.0%	1,386	1,385	- 0.1%

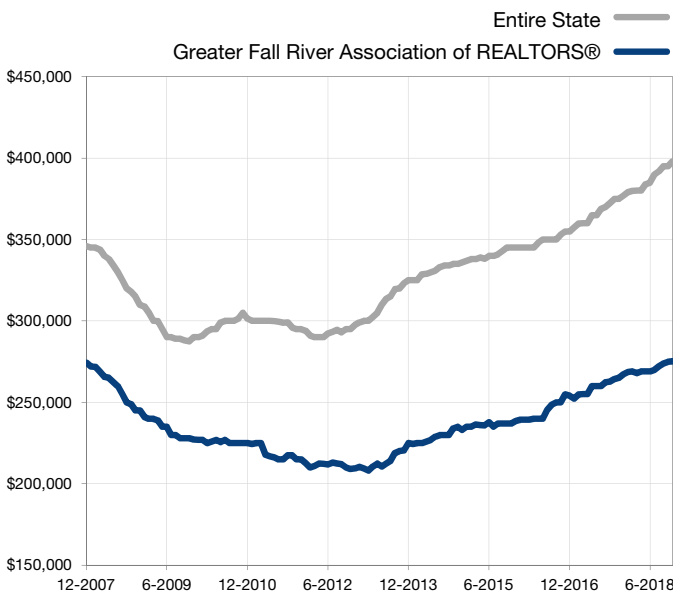
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	6	- 45.5%	117	97	- 17.1%
Closed Sales	12	6	- 50.0%	108	93	- 13.9%
Median Sales Price*	\$200,000	\$132,500	- 33.8%	\$158,000	\$169,500	+ 7.3%
Inventory of Homes for Sale	34	24	- 29.4%	--	--	--
Months Supply of Inventory	3.3	2.7	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	80	122	+ 52.6%	109	68	- 37.7%
Percent of Original List Price Received*	94.8%	92.6%	- 2.3%	93.0%	95.6%	+ 2.7%
New Listings	8	7	- 12.5%	137	134	- 2.2%

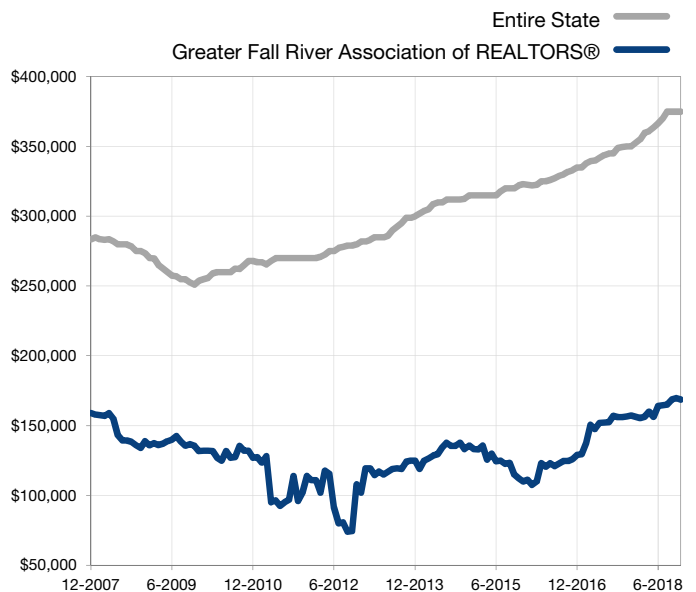
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

- 13.9%

Year-Over-Year
Change in
Closed Sales
All Properties

- 6.3%

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

- 9.4%

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

Single-Family Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	46	48	+ 4.3%	671	704	+ 4.9%
Closed Sales	69	61	- 11.6%	669	671	+ 0.3%
Median Sales Price*	\$475,000	\$507,000	+ 6.7%	\$464,900	\$480,000	+ 3.2%
Inventory of Homes for Sale	184	155	- 15.8%	--	--	--
Months Supply of Inventory	3.0	2.6	- 13.4%	--	--	--
Cumulative Days on Market Until Sale	87	54	- 38.6%	69	62	- 9.6%
Percent of Original List Price Received*	95.6%	95.7%	+ 0.1%	97.3%	97.0%	- 0.3%
New Listings	64	52	- 18.8%	975	991	+ 1.6%

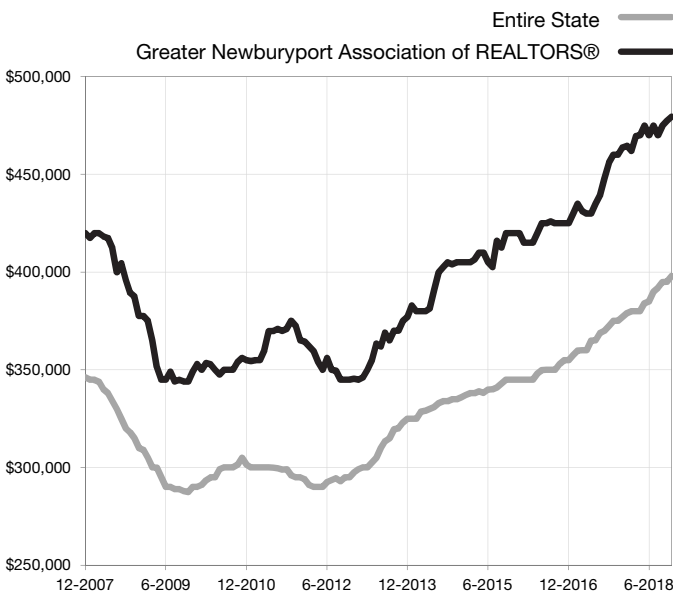
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	40	25	- 37.5%	426	396	- 7.0%
Closed Sales	39	32	- 17.9%	403	365	- 9.4%
Median Sales Price*	\$320,000	\$302,500	- 5.5%	\$320,000	\$340,000	+ 6.3%
Inventory of Homes for Sale	81	85	+ 4.9%	--	--	--
Months Supply of Inventory	2.2	2.5	+ 14.5%	--	--	--
Cumulative Days on Market Until Sale	61	49	- 19.4%	57	51	- 11.9%
Percent of Original List Price Received*	97.9%	98.7%	+ 0.9%	98.6%	98.5%	- 0.1%
New Listings	36	23	- 36.1%	552	535	- 3.1%

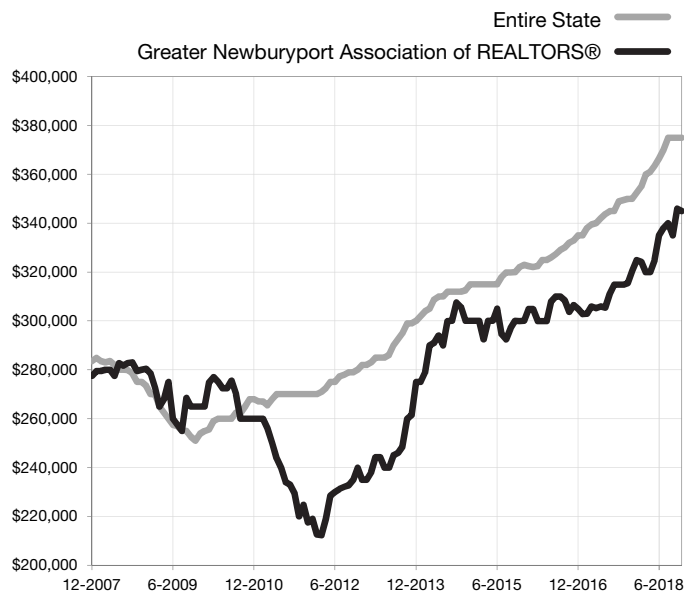
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 0.3%

+ 3.7%

- 15.7%

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

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	194	209	+ 7.7%	2,756	2,736	- 0.7%
Closed Sales	256	240	- 6.3%	2,701	2,663	- 1.4%
Median Sales Price*	\$250,027	\$265,000	+ 6.0%	\$246,500	\$265,000	+ 7.5%
Inventory of Homes for Sale	767	671	- 12.5%	--	--	--
Months Supply of Inventory	3.1	2.8	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	65	58	- 9.9%	69	57	- 16.8%
Percent of Original List Price Received*	97.7%	96.1%	- 1.6%	97.1%	97.9%	+ 0.8%
New Listings	231	209	- 9.5%	3,503	3,609	+ 3.0%

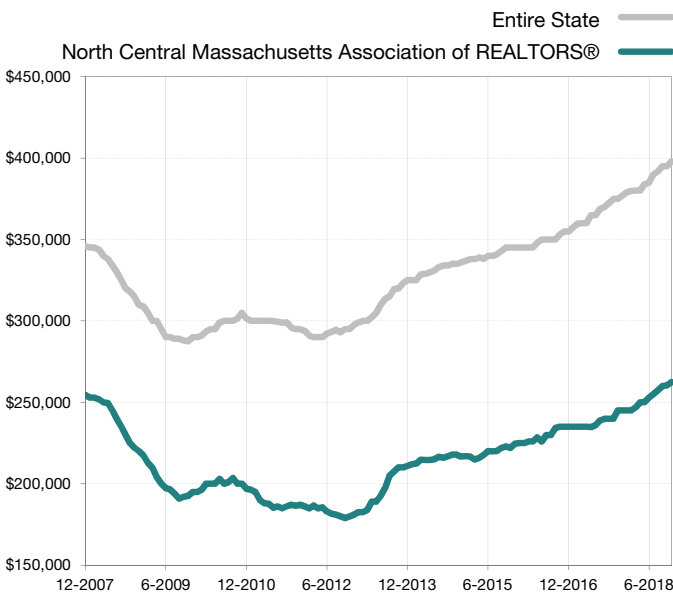
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	29	37	+ 27.6%	410	432	+ 5.4%
Closed Sales	31	46	+ 48.4%	395	420	+ 6.3%
Median Sales Price*	\$183,750	\$182,450	- 0.7%	\$163,000	\$185,000	+ 13.5%
Inventory of Homes for Sale	94	55	- 41.5%	--	--	--
Months Supply of Inventory	2.6	1.5	- 44.1%	--	--	--
Cumulative Days on Market Until Sale	80	50	- 37.1%	76	58	- 24.3%
Percent of Original List Price Received*	97.8%	97.6%	- 0.2%	97.7%	98.7%	+ 1.1%
New Listings	28	29	+ 3.6%	483	493	+ 2.1%

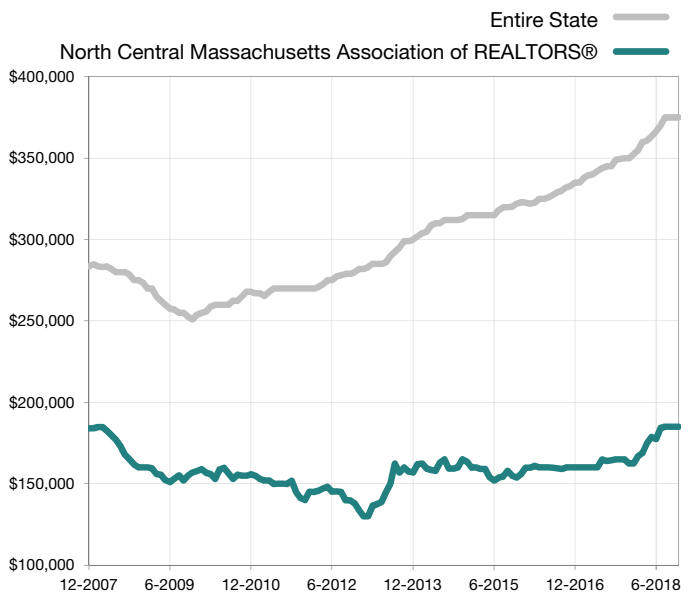
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 1.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.9%

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

- 4.2%

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

Single-Family Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	290	299	+ 3.1%	3,852	3,852	0.0%
Closed Sales	354	384	+ 8.5%	3,774	3,734	- 1.1%
Median Sales Price*	\$429,500	\$450,000	+ 4.8%	\$425,000	\$449,900	+ 5.9%
Inventory of Homes for Sale	759	739	- 2.6%	--	--	--
Months Supply of Inventory	2.2	2.2	- 0.4%	--	--	--
Cumulative Days on Market Until Sale	49	44	- 11.5%	52	48	- 8.7%
Percent of Original List Price Received*	98.1%	96.7%	- 1.4%	98.4%	98.5%	+ 0.2%
New Listings	326	329	+ 0.9%	4,809	4,928	+ 2.5%

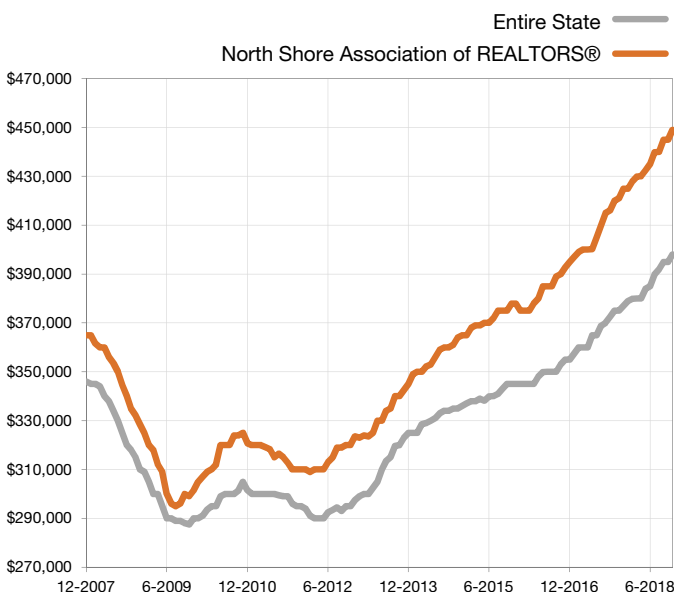
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	133	128	- 3.8%	1,821	1,753	- 3.7%
Closed Sales	171	151	- 11.7%	1,805	1,712	- 5.2%
Median Sales Price*	\$267,900	\$330,000	+ 23.2%	\$285,000	\$302,000	+ 6.0%
Inventory of Homes for Sale	314	289	- 8.0%	--	--	--
Months Supply of Inventory	1.9	1.9	- 3.4%	--	--	--
Cumulative Days on Market Until Sale	41	51	+ 24.3%	52	45	- 14.6%
Percent of Original List Price Received*	98.4%	98.3%	- 0.2%	98.9%	99.6%	+ 0.7%
New Listings	173	144	- 16.8%	2,164	2,162	- 0.1%

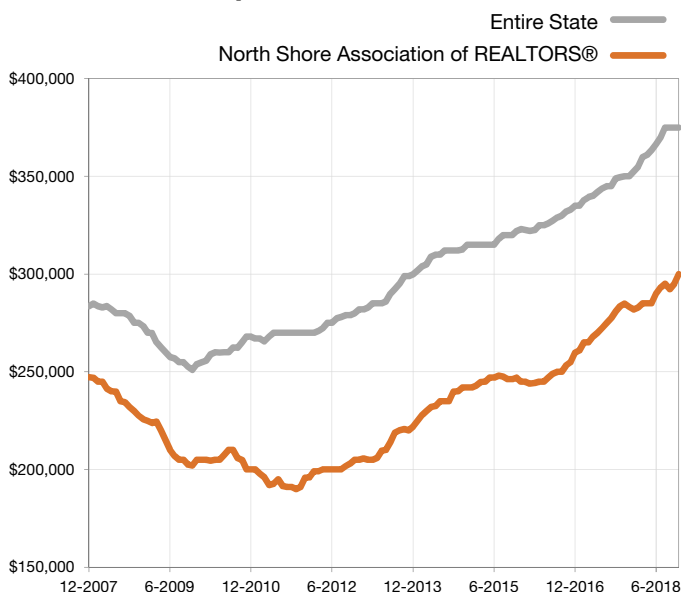
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 6.1%

+ 3.9%

- 2.1%

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

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	279	305	+ 9.3%	3,736	3,688	- 1.3%
Closed Sales	338	351	+ 3.8%	3,615	3,596	- 0.5%
Median Sales Price*	\$403,500	\$407,500	+ 1.0%	\$401,000	\$430,939	+ 7.5%
Inventory of Homes for Sale	633	623	- 1.6%	--	--	--
Months Supply of Inventory	1.9	1.9	- 0.7%	--	--	--
Cumulative Days on Market Until Sale	48	49	+ 2.0%	50	45	- 10.6%
Percent of Original List Price Received*	97.7%	97.1%	- 0.6%	98.8%	99.1%	+ 0.3%
New Listings	290	279	- 3.8%	4,552	4,709	+ 3.4%

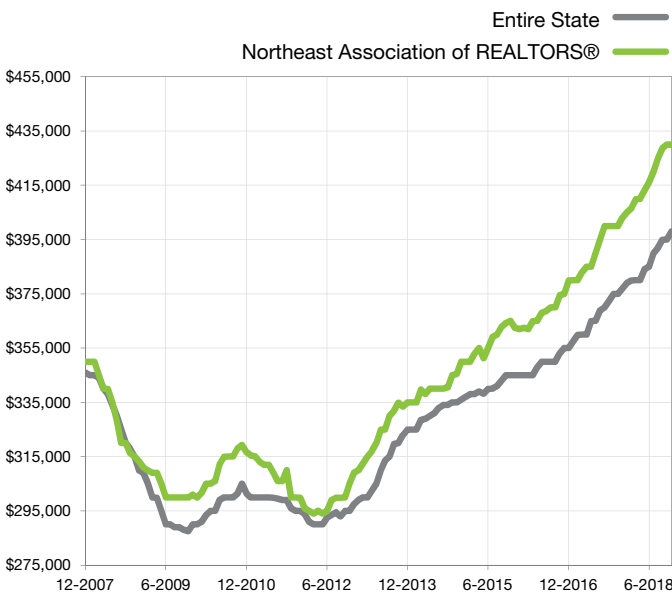
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	104	105	+ 1.0%	1,491	1,572	+ 5.4%
Closed Sales	154	111	- 27.9%	1,466	1,535	+ 4.7%
Median Sales Price*	\$245,000	\$269,950	+ 10.2%	\$235,000	\$250,000	+ 6.4%
Inventory of Homes for Sale	237	229	- 3.4%	--	--	--
Months Supply of Inventory	1.8	1.7	- 7.2%	--	--	--
Cumulative Days on Market Until Sale	50	45	- 10.6%	41	41	- 0.2%
Percent of Original List Price Received*	100.0%	98.7%	- 1.3%	99.8%	99.7%	- 0.1%
New Listings	120	130	+ 8.3%	1,780	1,881	+ 5.7%

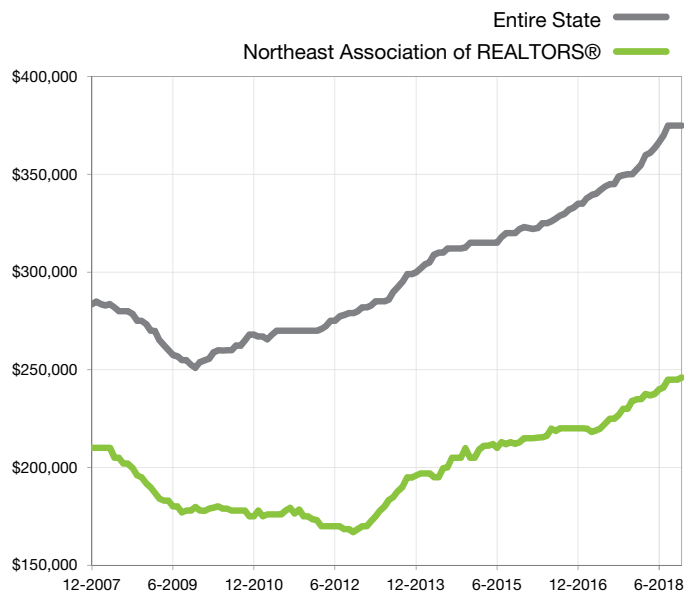
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 10.5%

+ 3.4%

- 8.9%

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

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	467	488	+ 4.5%	6,251	6,226	- 0.4%
Closed Sales	591	543	- 8.1%	6,065	5,958	- 1.8%
Median Sales Price*	\$292,000	\$300,000	+ 2.7%	\$290,000	\$308,975	+ 6.5%
Inventory of Homes for Sale	1,497	1,370	- 8.5%	--	--	--
Months Supply of Inventory	2.7	2.5	- 7.5%	--	--	--
Cumulative Days on Market Until Sale	64	56	- 11.9%	62	53	- 14.3%
Percent of Original List Price Received*	97.1%	95.9%	- 1.2%	97.8%	97.8%	+ 0.1%
New Listings	479	502	+ 4.8%	8,098	8,302	+ 2.5%

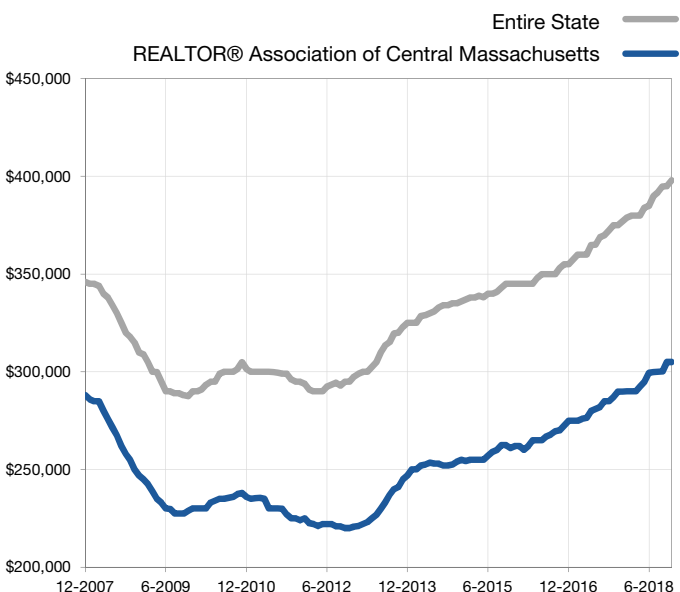
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	124	114	- 8.1%	1,551	1,481	- 4.5%
Closed Sales	168	136	- 19.0%	1,514	1,431	- 5.5%
Median Sales Price*	\$235,500	\$232,500	- 1.3%	\$225,000	\$229,500	+ 2.0%
Inventory of Homes for Sale	302	269	- 10.9%	--	--	--
Months Supply of Inventory	2.2	2.0	- 6.9%	--	--	--
Cumulative Days on Market Until Sale	55	65	+ 18.1%	63	52	- 17.5%
Percent of Original List Price Received*	97.5%	97.7%	+ 0.2%	98.0%	98.7%	+ 0.7%
New Listings	110	104	- 5.5%	1,838	1,807	- 1.7%

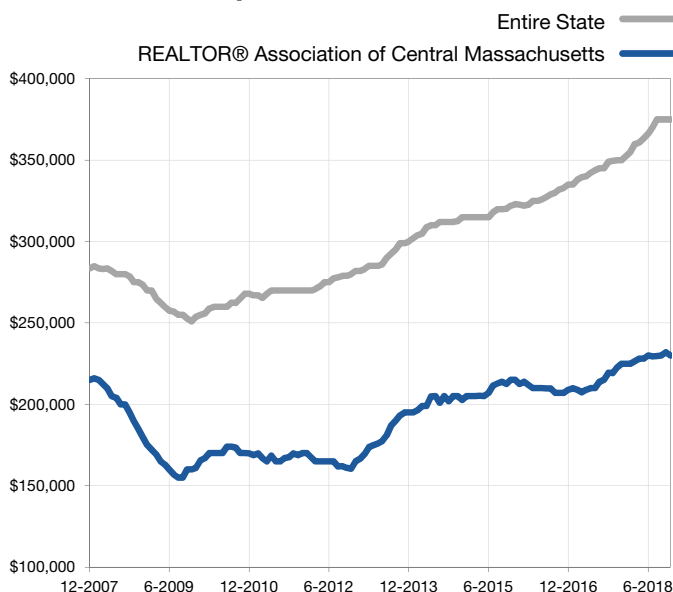
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 2.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.9%

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

- 17.2%

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

Single-Family Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	464	427	- 8.0%	5,756	5,681	- 1.3%
Closed Sales	516	506	- 1.9%	5,545	5,538	- 0.1%
Median Sales Price*	\$212,250	\$220,000	+ 3.7%	\$208,000	\$218,000	+ 4.8%
Inventory of Homes for Sale	1,800	1,531	- 14.9%	--	--	--
Months Supply of Inventory	3.6	3.1	- 14.2%	--	--	--
Cumulative Days on Market Until Sale	79	69	- 13.1%	78	68	- 13.3%
Percent of Original List Price Received*	94.9%	94.5%	- 0.5%	95.6%	96.1%	+ 0.5%
New Listings	462	484	+ 4.8%	7,692	7,587	- 1.4%

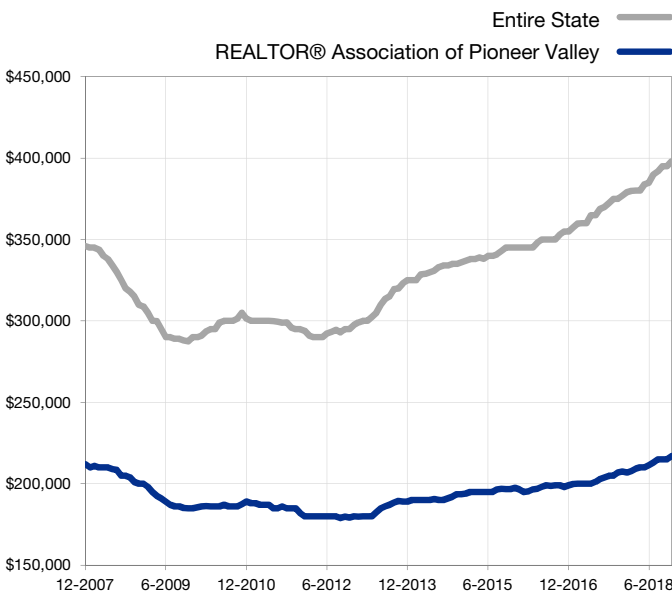
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	61	68	+ 11.5%	837	838	+ 0.1%
Closed Sales	72	70	- 2.8%	827	802	- 3.0%
Median Sales Price*	\$156,000	\$145,600	- 6.7%	\$160,000	\$162,000	+ 1.3%
Inventory of Homes for Sale	284	194	- 31.7%	--	--	--
Months Supply of Inventory	3.8	2.7	- 29.5%	--	--	--
Cumulative Days on Market Until Sale	93	51	- 45.2%	99	79	- 20.2%
Percent of Original List Price Received*	96.7%	96.7%	+ 0.0%	95.8%	96.9%	+ 1.2%
New Listings	64	62	- 3.1%	1,059	979	- 7.6%

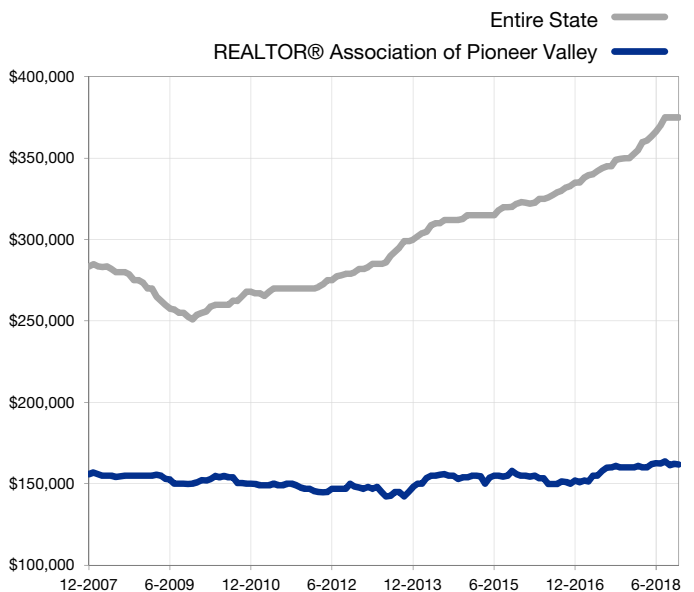
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 8.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.9%

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

- 12.2%

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

Single-Family Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	375	368	- 1.9%	4,775	4,692	- 1.7%
Closed Sales	478	435	- 9.0%	4,707	4,543	- 3.5%
Median Sales Price*	\$310,200	\$335,000	+ 8.0%	\$300,000	\$320,000	+ 6.7%
Inventory of Homes for Sale	1,358	1,173	- 13.6%	--	--	--
Months Supply of Inventory	3.2	2.8	- 10.2%	--	--	--
Cumulative Days on Market Until Sale	68	59	- 13.8%	62	59	- 4.2%
Percent of Original List Price Received*	96.6%	96.9%	+ 0.3%	97.9%	97.5%	- 0.4%
New Listings	431	412	- 4.4%	6,240	6,260	+ 0.3%

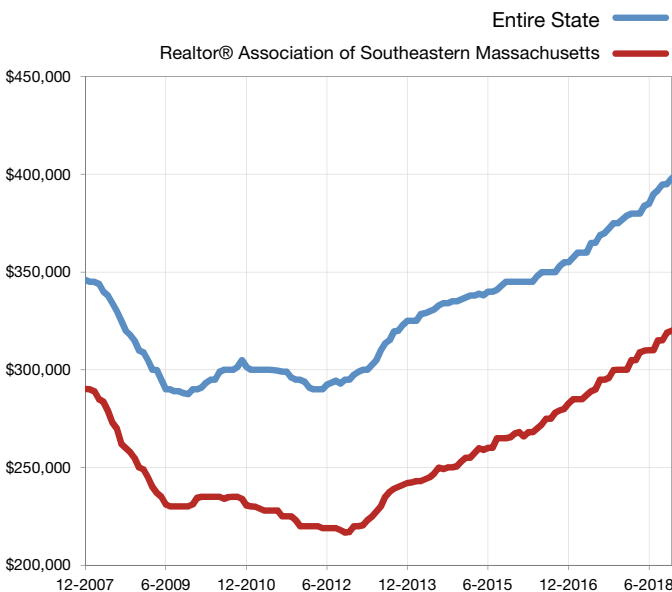
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	57	65	+ 14.0%	820	827	+ 0.9%
Closed Sales	70	68	- 2.9%	809	796	- 1.6%
Median Sales Price*	\$200,500	\$225,000	+ 12.2%	\$204,900	\$215,000	+ 4.9%
Inventory of Homes for Sale	168	167	- 0.6%	--	--	--
Months Supply of Inventory	2.3	2.3	- 0.5%	--	--	--
Cumulative Days on Market Until Sale	45	40	- 13.0%	54	49	- 9.6%
Percent of Original List Price Received*	97.4%	98.3%	+ 0.9%	98.3%	98.2%	- 0.1%
New Listings	56	66	+ 17.9%	981	1,040	+ 6.0%

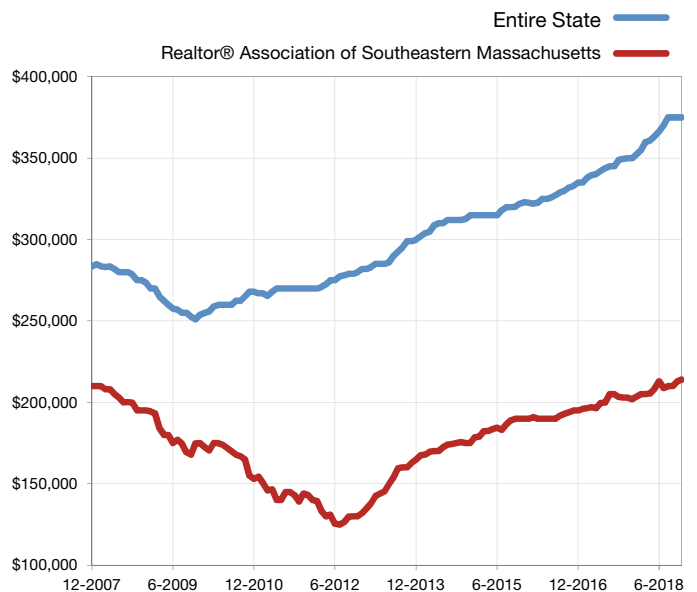
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

- 2.7%

+ 4.2%

- 10.5%

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

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	403	409	+ 1.5%	5,820	5,766	- 0.9%
Closed Sales	528	502	- 4.9%	5,685	5,603	- 1.4%
Median Sales Price*	\$406,000	\$425,000	+ 4.7%	\$411,000	\$433,550	+ 5.5%
Inventory of Homes for Sale	1,407	1,240	- 11.9%	--	--	--
Months Supply of Inventory	2.7	2.5	- 9.8%	--	--	--
Cumulative Days on Market Until Sale	66	66	+ 0.8%	63	56	- 11.2%
Percent of Original List Price Received*	96.3%	96.0%	- 0.3%	97.5%	97.8%	+ 0.3%
New Listings	445	451	+ 1.3%	7,713	7,719	+ 0.1%

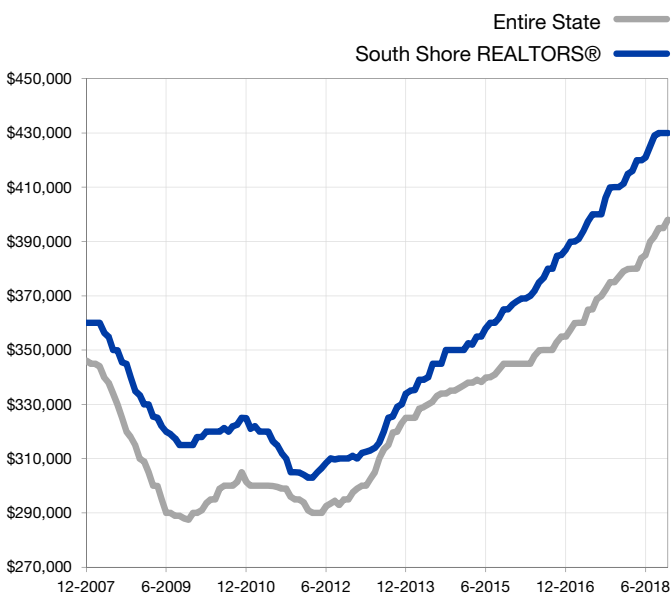
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	146	128	- 12.3%	1,905	1,873	- 1.7%
Closed Sales	165	172	+ 4.2%	1,801	1,784	- 0.9%
Median Sales Price*	\$331,500	\$357,543	+ 7.9%	\$310,000	\$332,750	+ 7.3%
Inventory of Homes for Sale	430	404	- 6.0%	--	--	--
Months Supply of Inventory	2.7	2.5	- 5.6%	--	--	--
Cumulative Days on Market Until Sale	43	45	+ 5.7%	61	52	- 14.8%
Percent of Original List Price Received*	99.1%	99.2%	+ 0.1%	98.7%	99.5%	+ 0.8%
New Listings	158	173	+ 9.5%	2,352	2,404	+ 2.2%

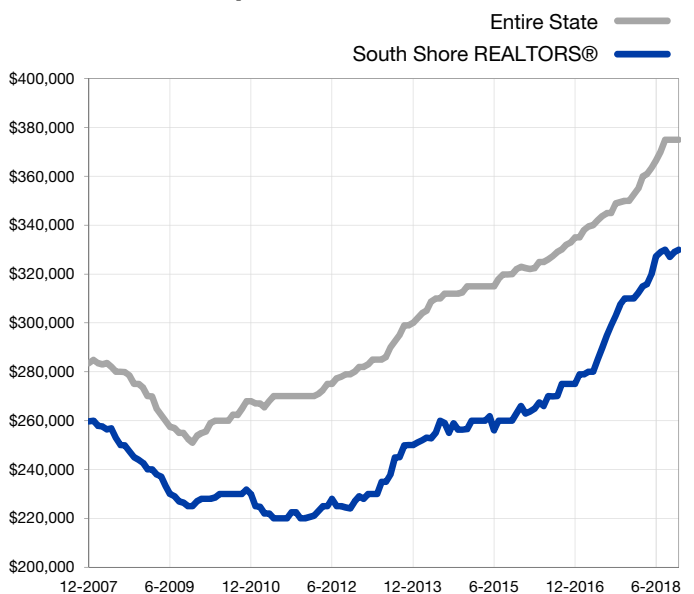
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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