

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 6.4%

+ 1.9%

- 12.0%

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	661	697	+ 5.4%	9,007	8,962	-0.5%
Closed Sales	847	783	-7.6%	8,766	8,621	-1.7%
Median Sales Price*	\$280,000	\$289,900	+ 3.5%	\$279,000	\$295,000	+ 5.7%
Inventory of Homes for Sale	2,264	2,041	-9.8%	--	--	--
Months Supply of Inventory	2.8	2.6	-7.1%	--	--	--
Cumulative Days on Market Until Sale	64	57	-10.9%	64	54	-15.6%
Percent of Original List Price Received*	97.2%	96.0%	-1.2%	97.6%	97.9%	+ 0.3%
New Listings	710	711	+ 0.1%	11,601	11,911	+ 2.7%

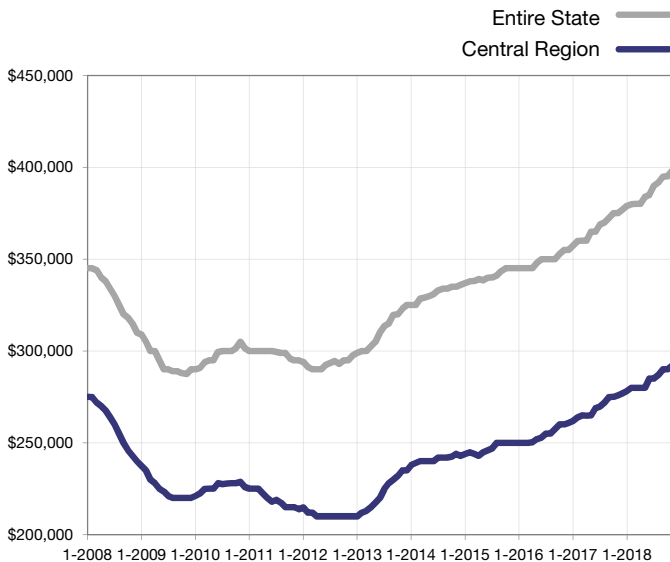
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	153	151	-1.3%	1,961	1,913	-2.4%
Closed Sales	199	182	-8.5%	1,909	1,851	-3.0%
Median Sales Price*	\$233,000	\$224,750	-3.5%	\$209,900	\$220,000	+ 4.8%
Inventory of Homes for Sale	396	324	-18.2%	--	--	--
Months Supply of Inventory	2.3	1.9	-17.4%	--	--	--
Cumulative Days on Market Until Sale	59	61	+ 3.4%	66	53	-19.7%
Percent of Original List Price Received*	97.6%	97.7%	+ 0.1%	98.0%	98.7%	+ 0.7%
New Listings	138	133	-3.6%	2,321	2,300	-0.9%

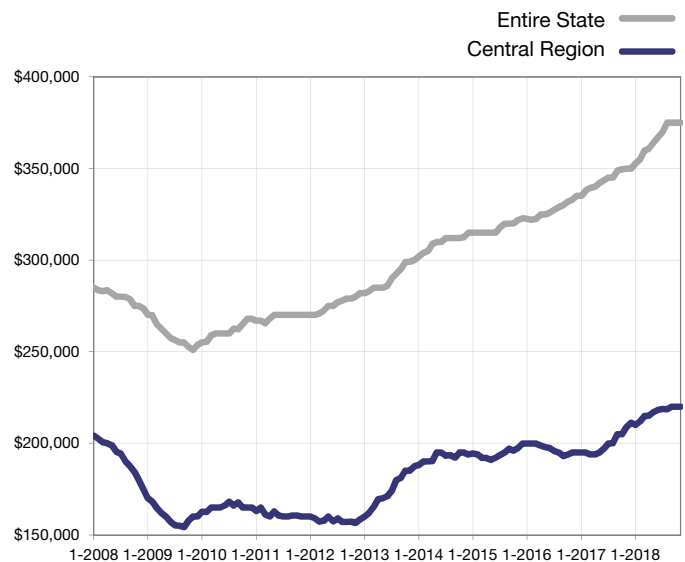
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

- 3.2%

+ 4.0%

- 5.0%

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	615	652	+ 6.0%	8,259	8,244	-0.2%
Closed Sales	761	796	+ 4.6%	8,058	8,001	-0.7%
Median Sales Price*	\$420,000	\$435,000	+ 3.6%	\$420,000	\$445,000	+ 6.0%
Inventory of Homes for Sale	1,576	1,517	-3.7%	--	--	--
Months Supply of Inventory	2.1	2.1	0.0%	--	--	--
Cumulative Days on Market Until Sale	52	47	-9.6%	53	48	-9.4%
Percent of Original List Price Received*	97.7%	96.8%	-0.9%	98.5%	98.7%	+ 0.2%
New Listings	680	660	-2.9%	10,336	10,628	+ 2.8%

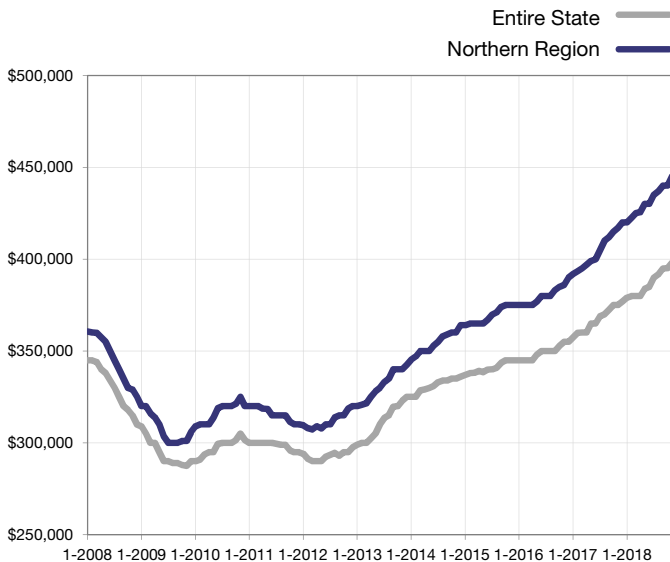
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	277	258	-6.9%	3,738	3,721	-0.5%
Closed Sales	364	294	-19.2%	3,674	3,612	-1.7%
Median Sales Price*	\$264,950	\$300,000	+ 13.2%	\$266,000	\$284,250	+ 6.9%
Inventory of Homes for Sale	632	603	-4.6%	--	--	--
Months Supply of Inventory	1.9	1.8	-5.3%	--	--	--
Cumulative Days on Market Until Sale	47	48	+ 2.1%	48	44	-8.3%
Percent of Original List Price Received*	99.1%	98.5%	-0.6%	99.2%	99.5%	+ 0.3%
New Listings	329	297	-9.7%	4,496	4,578	+ 1.8%

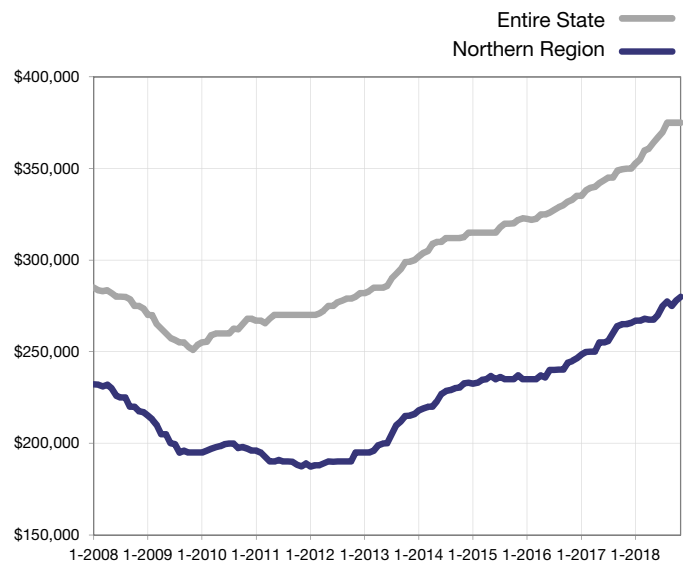
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 10.8%

+ 8.0%

- 13.1%

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

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

Single-Family Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	446	450	+ 0.9%	5,835	5,684	-2.6%
Closed Sales	599	512	-14.5%	5,742	5,500	-4.2%
Median Sales Price*	\$304,000	\$330,000	+ 8.6%	\$295,000	\$314,900	+ 6.7%
Inventory of Homes for Sale	1,724	1,503	-12.8%	--	--	--
Months Supply of Inventory	3.3	3.0	-9.1%	--	--	--
Cumulative Days on Market Until Sale	69	60	-13.0%	65	61	-6.2%
Percent of Original List Price Received*	95.9%	96.5%	+ 0.6%	97.6%	97.3%	-0.3%
New Listings	510	506	-0.8%	7,626	7,645	+ 0.2%

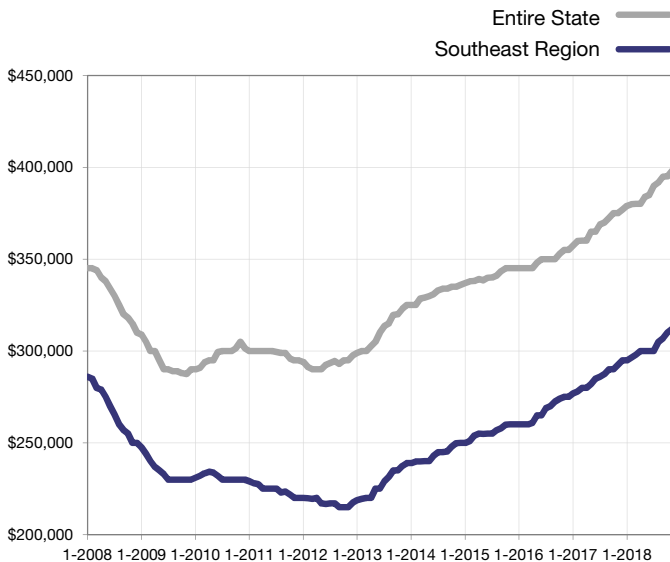
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	68	71	+ 4.4%	937	924	-1.4%
Closed Sales	82	74	-9.8%	917	889	-3.1%
Median Sales Price*	\$200,500	\$216,250	+ 7.9%	\$199,450	\$211,000	+ 5.8%
Inventory of Homes for Sale	202	191	-5.4%	--	--	--
Months Supply of Inventory	2.4	2.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	50	46	-8.0%	60	51	-15.0%
Percent of Original List Price Received*	97.0%	97.8%	+ 0.8%	97.7%	97.9%	+ 0.2%
New Listings	64	73	+ 14.1%	1,118	1,174	+ 5.0%

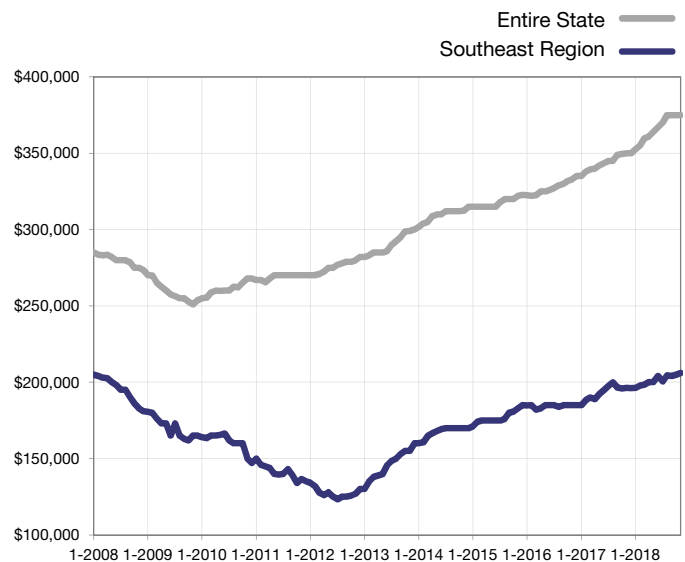
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Single-Family Properties



Condominium Properties



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West Region

- 0.5%

+ 5.0%

- 18.8%

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	551	527	-4.4%	7,107	7,064	-0.6%
Closed Sales	649	645	-0.6%	6,859	6,873	+ 0.2%
Median Sales Price*	\$207,500	\$217,250	+ 4.7%	\$206,500	\$217,000	+ 5.1%
Inventory of Homes for Sale	2,845	2,355	-17.2%	--	--	--
Months Supply of Inventory	4.6	3.8	-17.4%	--	--	--
Cumulative Days on Market Until Sale	80	76	-5.0%	85	75	-11.8%
Percent of Original List Price Received*	94.1%	93.7%	-0.4%	94.7%	95.3%	+ 0.6%
New Listings	560	583	+ 4.1%	9,848	9,701	-1.5%

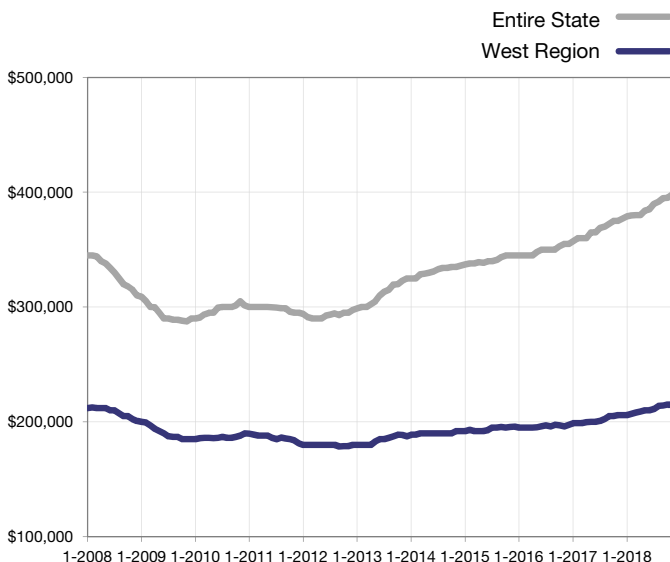
Condominium Properties

	November			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	70	81	+ 15.7%	977	977	0.0%
Closed Sales	85	83	-2.4%	948	938	-1.1%
Median Sales Price*	\$160,000	\$160,000	0.0%	\$163,000	\$165,250	+ 1.4%
Inventory of Homes for Sale	481	338	-29.7%	--	--	--
Months Supply of Inventory	5.6	4.0	-28.6%	--	--	--
Cumulative Days on Market Until Sale	94	78	-17.0%	105	90	-14.3%
Percent of Original List Price Received*	95.5%	95.7%	+ 0.2%	95.4%	96.3%	+ 0.9%
New Listings	76	77	+ 1.3%	1,300	1,194	-8.2%

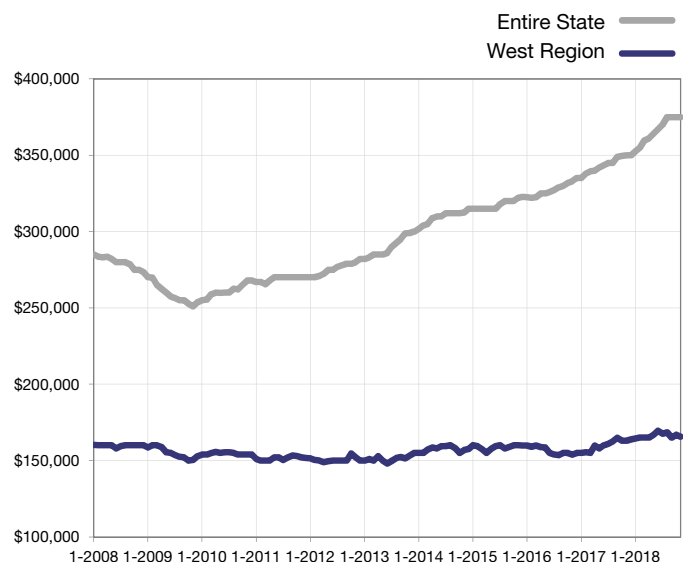
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