

Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 10.7%

+ 5.8%

- 15.8%

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

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	496	548	+ 10.5%	9,502	9,452	-0.5%
Closed Sales	800	708	-11.5%	9,564	9,352	-2.2%
Median Sales Price*	\$269,200	\$290,000	+ 7.7%	\$277,000	\$295,000	+ 6.5%
Inventory of Homes for Sale	1,849	1,608	-13.0%	--	--	--
Months Supply of Inventory	2.3	2.1	-8.7%	--	--	--
Cumulative Days on Market Until Sale	64	65	+ 1.6%	64	55	-14.1%
Percent of Original List Price Received*	96.0%	95.1%	-0.9%	97.4%	97.6%	+ 0.2%
New Listings	457	425	-7.0%	12,059	12,336	+ 2.3%

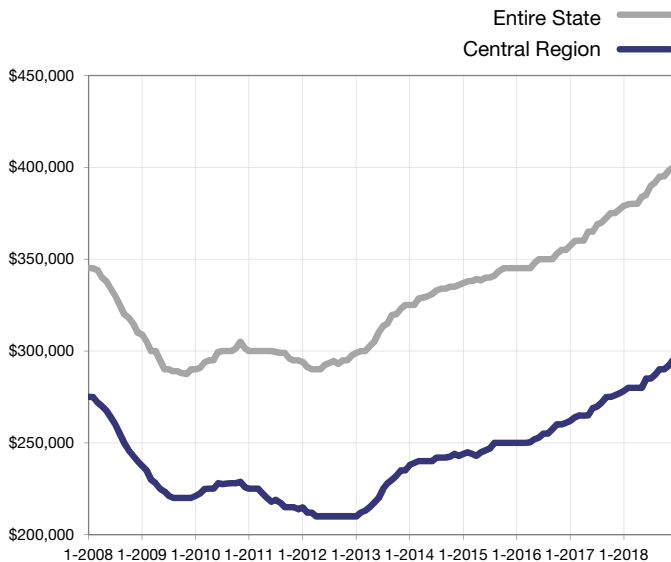
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	102	105	+ 2.9%	2,064	2,006	-2.8%
Closed Sales	177	149	-15.8%	2,087	2,004	-4.0%
Median Sales Price*	\$230,000	\$212,500	-7.6%	\$211,250	\$219,000	+ 3.7%
Inventory of Homes for Sale	346	273	-21.1%	--	--	--
Months Supply of Inventory	2.0	1.6	-20.0%	--	--	--
Cumulative Days on Market Until Sale	68	57	-16.2%	66	54	-18.2%
Percent of Original List Price Received*	98.1%	97.9%	-0.2%	98.0%	98.6%	+ 0.6%
New Listings	94	81	-13.8%	2,414	2,378	-1.5%

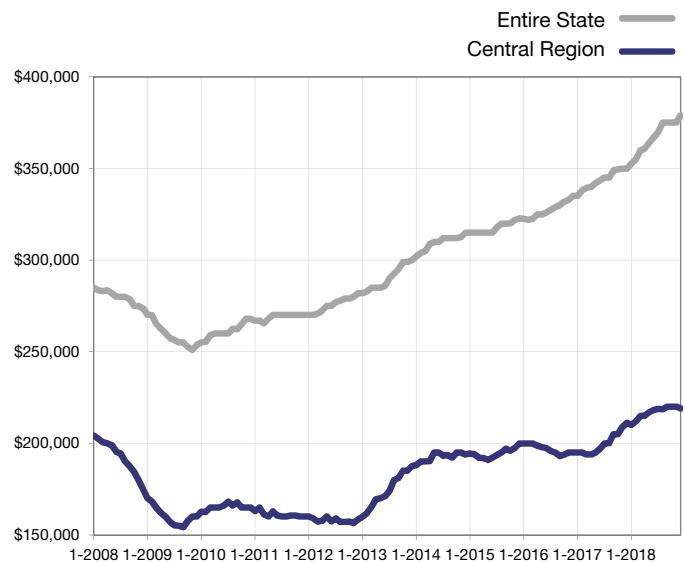
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 8.6%

- 1.3%

- 6.0%

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

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	446	433	-2.9%	8,704	8,638	-0.8%
Closed Sales	680	640	-5.9%	8,738	8,652	-1.0%
Median Sales Price*	\$425,000	\$415,000	-2.4%	\$420,000	\$441,500	+ 5.1%
Inventory of Homes for Sale	1,189	1,119	-5.9%	--	--	--
Months Supply of Inventory	1.6	1.6	0.0%	--	--	--
Cumulative Days on Market Until Sale	55	57	+ 3.6%	53	48	-9.4%
Percent of Original List Price Received*	96.8%	96.5%	-0.3%	98.4%	98.5%	+ 0.1%
New Listings	344	288	-16.3%	10,680	10,914	+ 2.2%

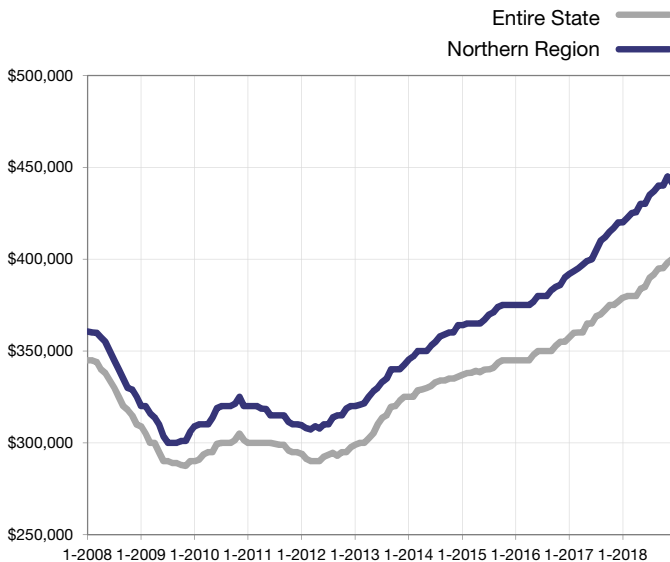
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	189	187	-1.1%	3,927	3,895	-0.8%
Closed Sales	309	267	-13.6%	3,985	3,883	-2.6%
Median Sales Price*	\$262,500	\$280,000	+ 6.7%	\$265,950	\$283,250	+ 6.5%
Inventory of Homes for Sale	466	471	+ 1.1%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--
Cumulative Days on Market Until Sale	47	50	+ 6.4%	48	44	-8.3%
Percent of Original List Price Received*	98.2%	97.0%	-1.2%	99.1%	99.4%	+ 0.3%
New Listings	124	149	+ 20.2%	4,618	4,717	+ 2.1%

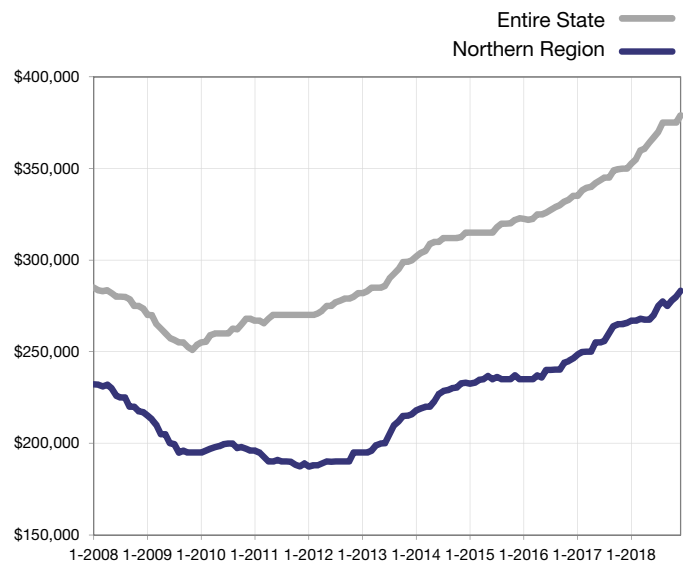
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 10.3%

+ 6.3%

- 12.4%

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

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	320	366	+ 14.4%	6,154	5,998	-2.5%
Closed Sales	497	447	-10.1%	6,238	5,955	-4.5%
Median Sales Price*	\$297,000	\$316,750	+ 6.6%	\$295,000	\$315,000	+ 6.8%
Inventory of Homes for Sale	1,472	1,271	-13.7%	--	--	--
Months Supply of Inventory	2.8	2.6	-7.1%	--	--	--
Cumulative Days on Market Until Sale	61	74	+ 21.3%	65	62	-4.6%
Percent of Original List Price Received*	96.4%	94.8%	-1.7%	97.5%	97.1%	-0.4%
New Listings	318	320	+ 0.6%	7,944	7,961	+ 0.2%

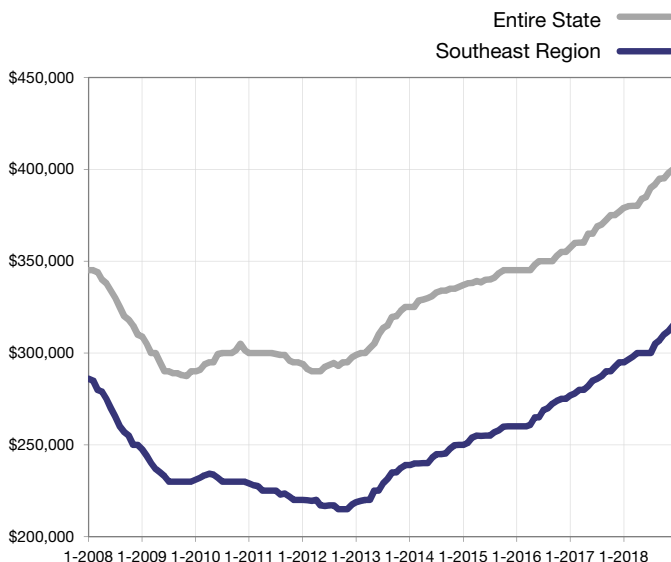
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	54	64	+ 18.5%	991	983	-0.8%
Closed Sales	85	67	-21.2%	1,002	958	-4.4%
Median Sales Price*	\$182,500	\$197,500	+ 8.2%	\$196,000	\$210,000	+ 7.1%
Inventory of Homes for Sale	154	161	+ 4.5%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 11.1%	--	--	--
Cumulative Days on Market Until Sale	46	64	+ 39.1%	59	52	-11.9%
Percent of Original List Price Received*	97.9%	96.1%	-1.8%	97.7%	97.8%	+ 0.1%
New Listings	40	59	+ 47.5%	1,156	1,235	+ 6.8%

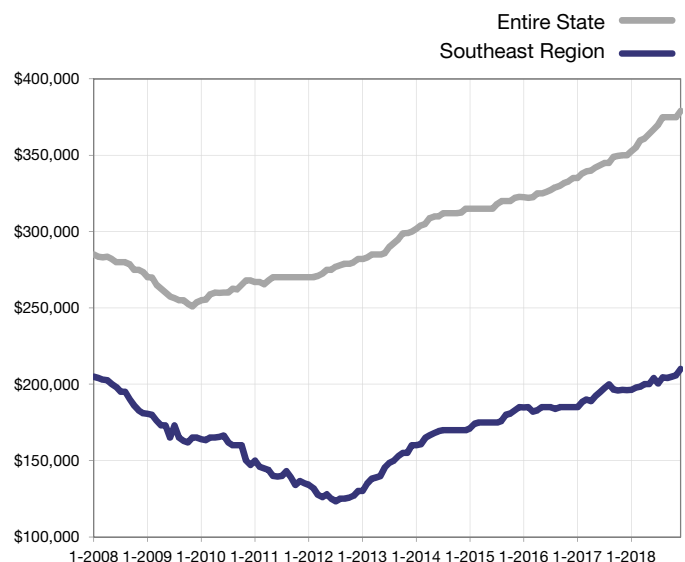
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Single-Family Properties



Condominium Properties



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West Region

- 89.0% **+ 11.7%** **- 100.0%**

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

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	395	113	-71.4%	7,502	7,177	-4.3%
Closed Sales	580	66	-88.6%	7,439	6,939	-6.7%
Median Sales Price*	\$200,000	\$220,000	+ 10.0%	\$206,000	\$217,000	+ 5.3%
Inventory of Homes for Sale	2,390	0	-100.0%	--	--	--
Months Supply of Inventory	3.9	--	--	--	--	--
Cumulative Days on Market Until Sale	89	75	-15.7%	85	75	-11.8%
Percent of Original List Price Received*	94.0%	93.7%	-0.3%	94.7%	95.3%	+ 0.6%
New Listings	396	115	-71.0%	10,244	9,816	-4.2%

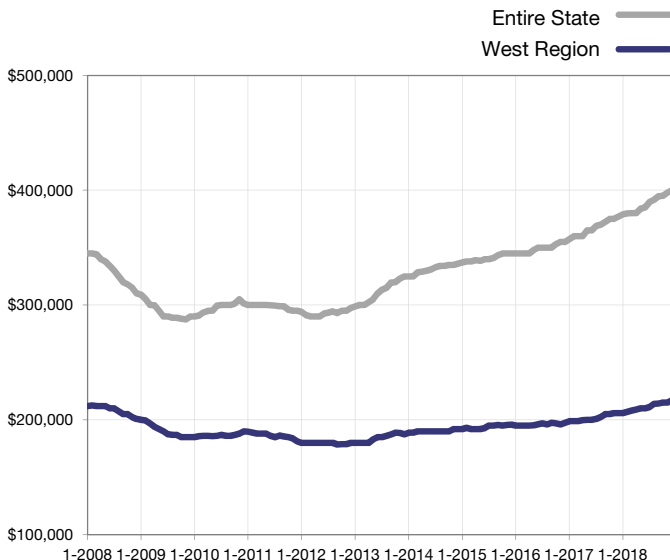
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	47	16	-66.0%	1,024	993	-3.0%
Closed Sales	84	7	-91.7%	1,032	945	-8.4%
Median Sales Price*	\$168,250	\$230,000	+ 36.7%	\$163,750	\$165,500	+ 1.1%
Inventory of Homes for Sale	425	0	-100.0%	--	--	--
Months Supply of Inventory	4.9	--	--	--	--	--
Cumulative Days on Market Until Sale	104	207	+ 99.0%	105	91	-13.3%
Percent of Original List Price Received*	96.0%	95.4%	-0.6%	95.4%	96.3%	+ 0.9%
New Listings	52	14	-73.1%	1,352	1,208	-10.7%

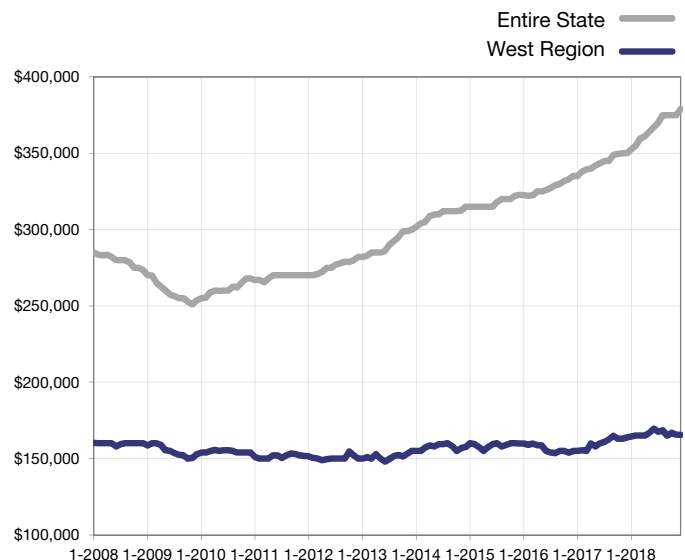
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