

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 1.2%

Year-Over-Year
Change in
Closed Sales
All Properties

- 5.8%

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

- 17.3%

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

Single-Family Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	60	77	+ 28.3%	60	77	+ 28.3%
Closed Sales	74	77	+ 4.1%	74	77	+ 4.1%
Median Sales Price*	\$200,000	\$186,375	- 6.8%	\$200,000	\$186,375	- 6.8%
Inventory of Homes for Sale	844	691	- 18.1%	--	--	--
Months Supply of Inventory	7.1	5.7	- 19.7%	--	--	--
Cumulative Days on Market Until Sale	148	88	- 40.9%	148	88	- 40.9%
Percent of Original List Price Received*	87.8%	90.4%	+ 3.0%	87.8%	90.4%	+ 3.0%
New Listings	91	130	+ 42.9%	91	130	+ 42.9%

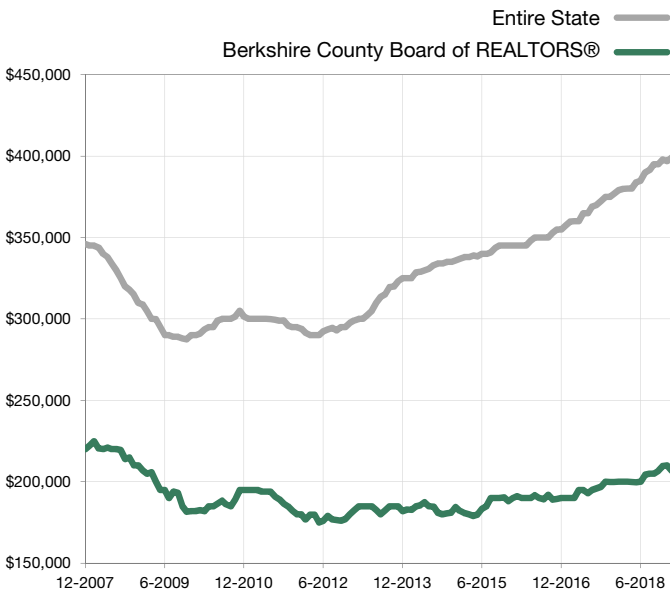
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	6	- 33.3%	9	6	- 33.3%
Closed Sales	10	6	- 40.0%	10	6	- 40.0%
Median Sales Price*	\$189,500	\$169,500	- 10.6%	\$189,500	\$169,500	- 10.6%
Inventory of Homes for Sale	166	144	- 13.3%	--	--	--
Months Supply of Inventory	14.2	11.8	- 17.4%	--	--	--
Cumulative Days on Market Until Sale	202	132	- 34.6%	202	132	- 34.6%
Percent of Original List Price Received*	86.2%	87.3%	+ 1.3%	86.2%	87.3%	+ 1.3%
New Listings	8	16	+ 100.0%	8	16	+ 100.0%

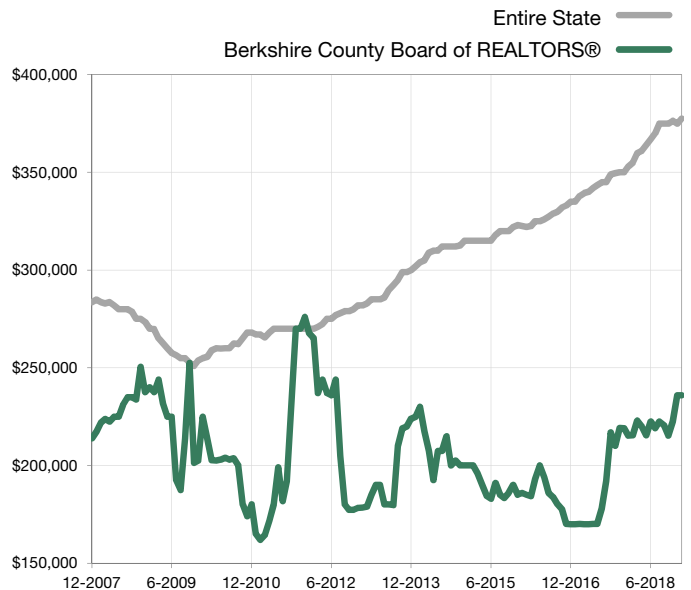
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 20.0%

Year-Over-Year
Change in
Closed Sales
All Properties

- 1.3%

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

- 3.0%

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

Single-Family Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	299	371	+ 24.1%	299	371	+ 24.1%
Closed Sales	352	295	- 16.2%	352	295	- 16.2%
Median Sales Price*	\$409,000	\$383,500	- 6.2%	\$409,000	\$383,500	- 6.2%
Inventory of Homes for Sale	2,213	2,117	- 4.3%	--	--	--
Months Supply of Inventory	4.7	4.6	- 0.9%	--	--	--
Cumulative Days on Market Until Sale	109	109	- 0.2%	109	109	- 0.2%
Percent of Original List Price Received*	93.8%	92.9%	- 0.9%	93.8%	92.9%	- 0.9%
New Listings	415	507	+ 22.2%	415	507	+ 22.2%

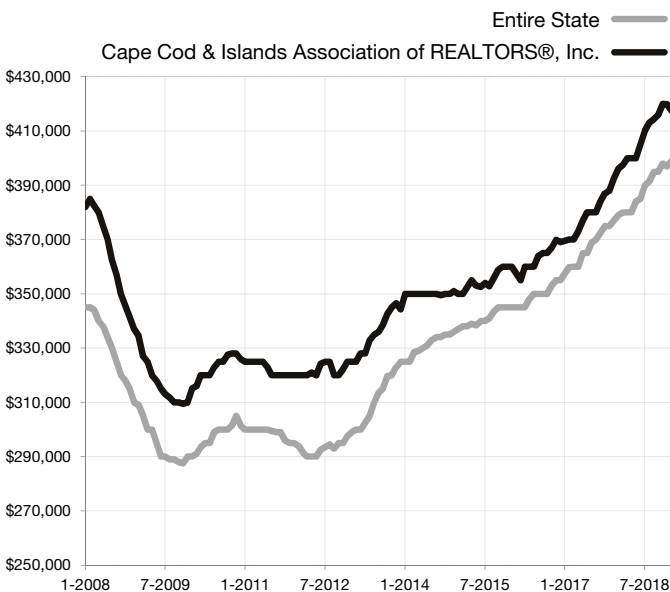
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	77	66	- 14.3%	77	66	- 14.3%
Closed Sales	79	50	- 36.7%	79	50	- 36.7%
Median Sales Price*	\$242,500	\$250,000	+ 3.1%	\$242,500	\$250,000	+ 3.1%
Inventory of Homes for Sale	461	476	+ 3.3%	--	--	--
Months Supply of Inventory	4.3	4.6	+ 6.1%	--	--	--
Cumulative Days on Market Until Sale	134	118	- 12.0%	134	118	- 12.0%
Percent of Original List Price Received*	94.5%	93.2%	- 1.3%	94.5%	93.2%	- 1.3%
New Listings	100	125	+ 25.0%	100	125	+ 25.0%

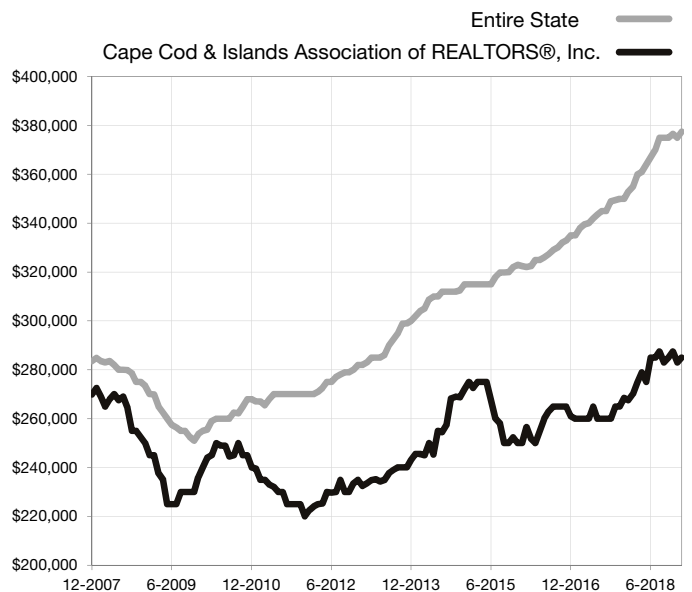
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	670	823	+ 22.8%	670	823	+ 22.8%
Closed Sales	794	702	- 11.6%	794	702	- 11.6%
Median Sales Price*	\$550,000	\$589,500	+ 7.2%	\$550,000	\$589,500	+ 7.2%
Inventory of Homes for Sale	1,488	1,575	+ 5.8%	--	--	--
Months Supply of Inventory	1.3	1.4	+ 7.7%	--	--	--
Cumulative Days on Market Until Sale	55	68	+ 23.6%	55	68	+ 23.6%
Percent of Original List Price Received*	97.6%	95.9%	- 1.7%	97.6%	95.9%	- 1.7%
New Listings	757	1,045	+ 38.0%	757	1,045	+ 38.0%

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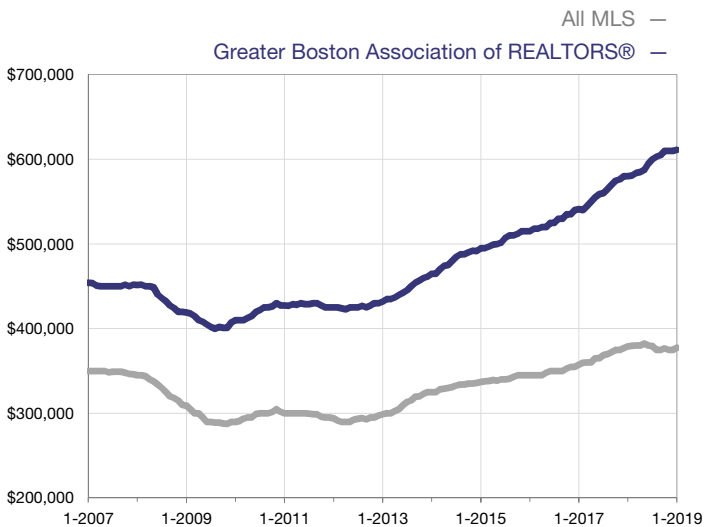
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	553	745	+ 34.7%	553	745	+ 34.7%
Closed Sales	620	540	- 12.9%	620	540	- 12.9%
Median Sales Price*	\$520,000	\$570,000	+ 9.6%	\$520,000	\$570,000	+ 9.6%
Inventory of Homes for Sale	1,143	1,504	+ 31.6%	--	--	--
Months Supply of Inventory	1.2	1.7	+ 41.7%	--	--	--
Cumulative Days on Market Until Sale	49	58	+ 18.4%	49	58	+ 18.4%
Percent of Original List Price Received*	98.3%	97.3%	- 1.0%	98.3%	97.3%	- 1.0%
New Listings	730	1,098	+ 50.4%	730	1,098	+ 50.4%

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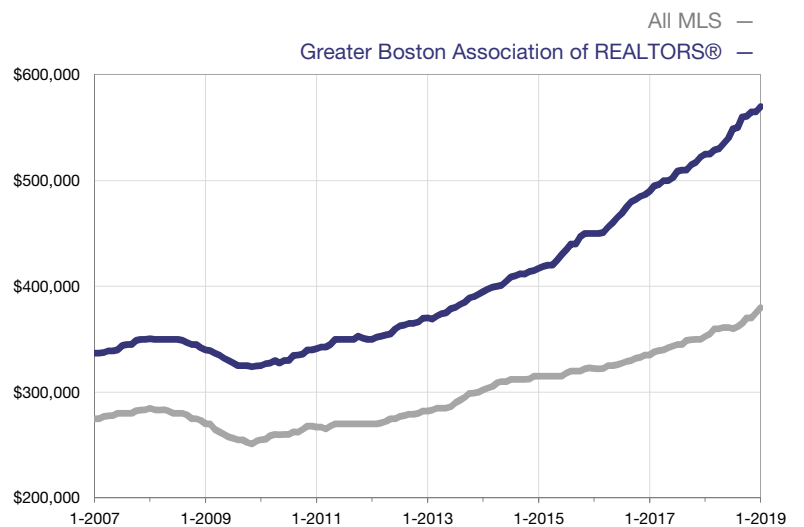
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

+ 18.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.6%

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

- 11.7%

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

Single-Family Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	52	67	+ 28.8%	52	67	+ 28.8%
Closed Sales	56	67	+ 19.6%	56	67	+ 19.6%
Median Sales Price*	\$255,000	\$275,000	+ 7.8%	\$255,000	\$275,000	+ 7.8%
Inventory of Homes for Sale	324	283	- 12.7%	--	--	--
Months Supply of Inventory	3.5	3.2	- 7.4%	--	--	--
Cumulative Days on Market Until Sale	89	74	- 17.6%	89	74	- 17.6%
Percent of Original List Price Received*	94.9%	94.7%	- 0.2%	94.9%	94.7%	- 0.2%
New Listings	82	100	+ 22.0%	82	100	+ 22.0%

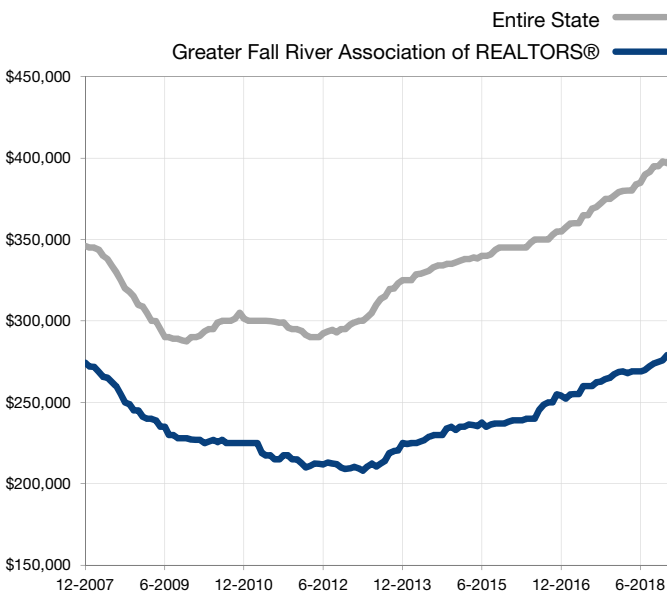
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	12	+ 140.0%	5	12	+ 140.0%
Closed Sales	4	4	0.0%	4	4	0.0%
Median Sales Price*	\$160,000	\$162,750	+ 1.7%	\$160,000	\$162,750	+ 1.7%
Inventory of Homes for Sale	27	27	0.0%	--	--	--
Months Supply of Inventory	2.6	3.2	+ 21.8%	--	--	--
Cumulative Days on Market Until Sale	108	129	+ 18.7%	108	129	+ 18.7%
Percent of Original List Price Received*	94.4%	95.5%	+ 1.1%	94.4%	95.5%	+ 1.1%
New Listings	7	15	+ 114.3%	7	15	+ 114.3%

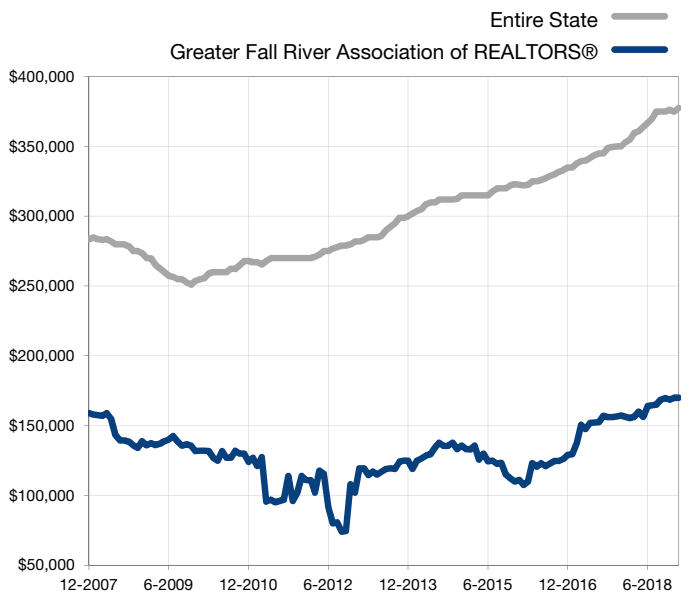
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

+ 17.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.2%

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

+ 3.5%

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

Single-Family Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	35	39	+ 11.4%	35	39	+ 11.4%
Closed Sales	40	50	+ 25.0%	40	50	+ 25.0%
Median Sales Price*	\$461,000	\$510,500	+ 10.7%	\$461,000	\$510,500	+ 10.7%
Inventory of Homes for Sale	118	105	- 11.0%	--	--	--
Months Supply of Inventory	2.0	1.7	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	82	67	- 18.2%	82	67	- 18.2%
Percent of Original List Price Received*	96.1%	94.4%	- 1.8%	96.1%	94.4%	- 1.8%
New Listings	38	45	+ 18.4%	38	45	+ 18.4%

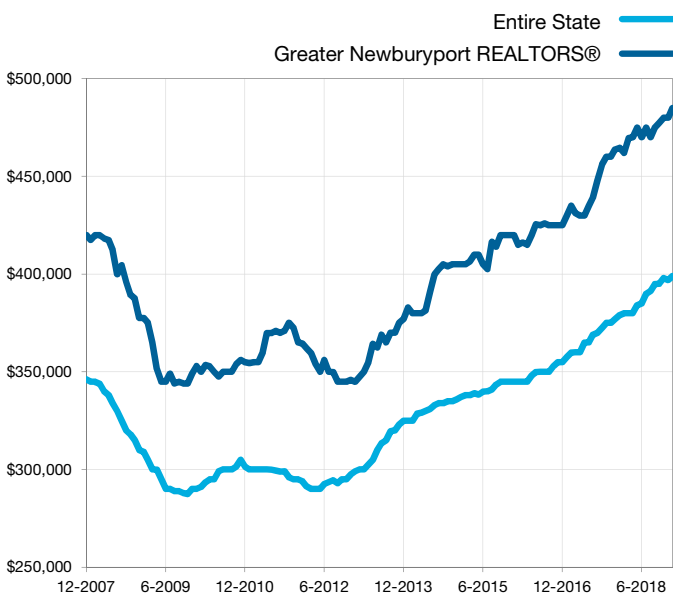
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	24	27	+ 12.5%	24	27	+ 12.5%
Closed Sales	23	24	+ 4.3%	23	24	+ 4.3%
Median Sales Price*	\$410,000	\$438,500	+ 7.0%	\$410,000	\$438,500	+ 7.0%
Inventory of Homes for Sale	53	72	+ 35.8%	--	--	--
Months Supply of Inventory	1.4	2.2	+ 53.8%	--	--	--
Cumulative Days on Market Until Sale	47	74	+ 58.2%	47	74	+ 58.2%
Percent of Original List Price Received*	97.7%	97.1%	- 0.6%	97.7%	97.1%	- 0.6%
New Listings	35	41	+ 17.1%	35	41	+ 17.1%

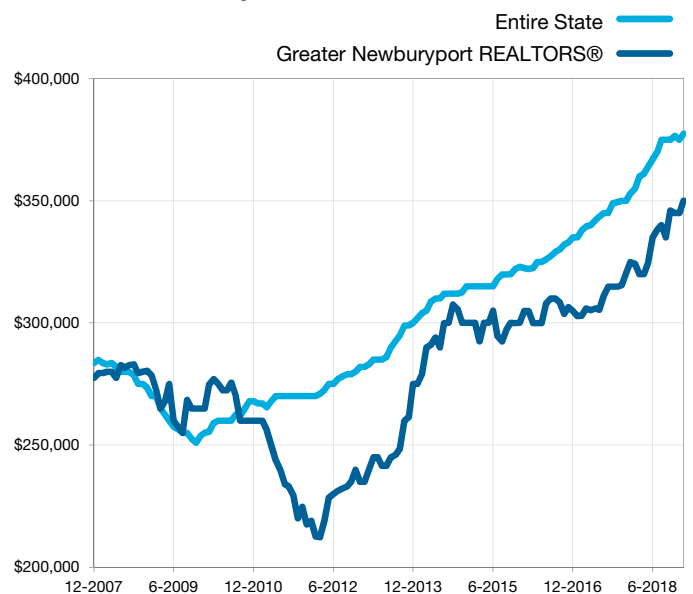
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 18.7%

+ 2.2%

- 15.2%

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

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	145	192	+ 32.4%	145	192	+ 32.4%
Closed Sales	195	159	- 18.5%	195	159	- 18.5%
Median Sales Price*	\$235,250	\$240,000	+ 2.0%	\$235,250	\$240,000	+ 2.0%
Inventory of Homes for Sale	563	492	- 12.6%	--	--	--
Months Supply of Inventory	2.3	2.1	- 9.0%	--	--	--
Cumulative Days on Market Until Sale	73	62	- 14.6%	73	62	- 14.6%
Percent of Original List Price Received*	96.7%	93.7%	- 3.1%	96.7%	93.7%	- 3.1%
New Listings	150	190	+ 26.7%	150	190	+ 26.7%

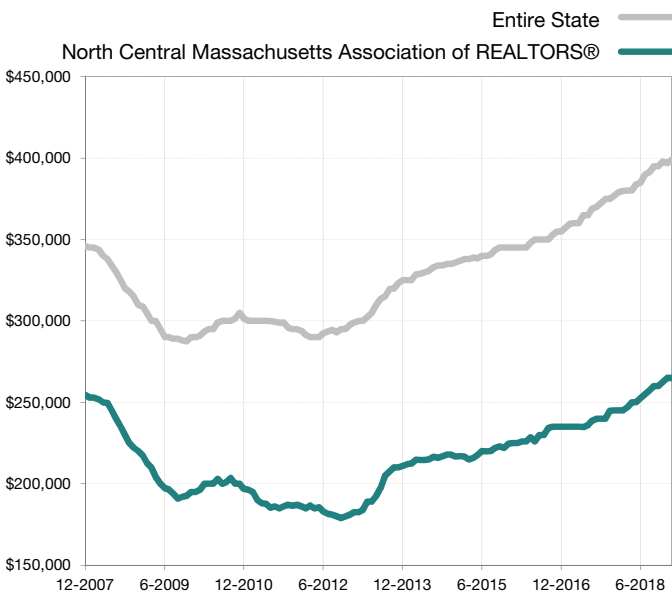
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	35	33	- 5.7%	35	33	- 5.7%
Closed Sales	30	24	- 20.0%	30	24	- 20.0%
Median Sales Price*	\$171,650	\$188,500	+ 9.8%	\$171,650	\$188,500	+ 9.8%
Inventory of Homes for Sale	69	44	- 36.2%	--	--	--
Months Supply of Inventory	1.9	1.2	- 39.6%	--	--	--
Cumulative Days on Market Until Sale	79	65	- 17.1%	79	65	- 17.1%
Percent of Original List Price Received*	98.0%	96.7%	- 1.3%	98.0%	96.7%	- 1.3%
New Listings	39	31	- 20.5%	39	31	- 20.5%

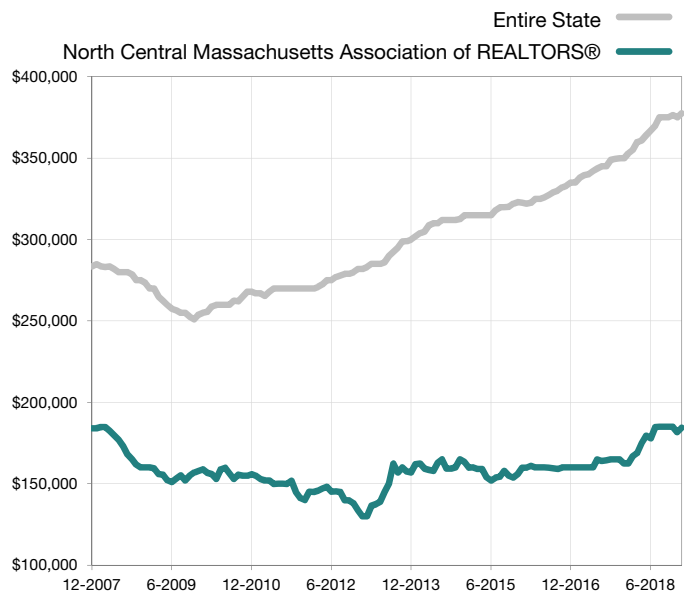
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 16.6%

+ 3.4%

- 2.9%

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

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	204	282	+ 38.2%	204	282	+ 38.2%
Closed Sales	273	228	- 16.5%	273	228	- 16.5%
Median Sales Price*	\$415,000	\$416,150	+ 0.3%	\$415,000	\$416,150	+ 0.3%
Inventory of Homes for Sale	512	481	- 6.1%	--	--	--
Months Supply of Inventory	1.5	1.4	- 3.9%	--	--	--
Cumulative Days on Market Until Sale	56	64	+ 13.2%	56	64	+ 13.2%
Percent of Original List Price Received*	97.4%	94.9%	- 2.6%	97.4%	94.9%	- 2.6%
New Listings	205	258	+ 25.9%	205	258	+ 25.9%

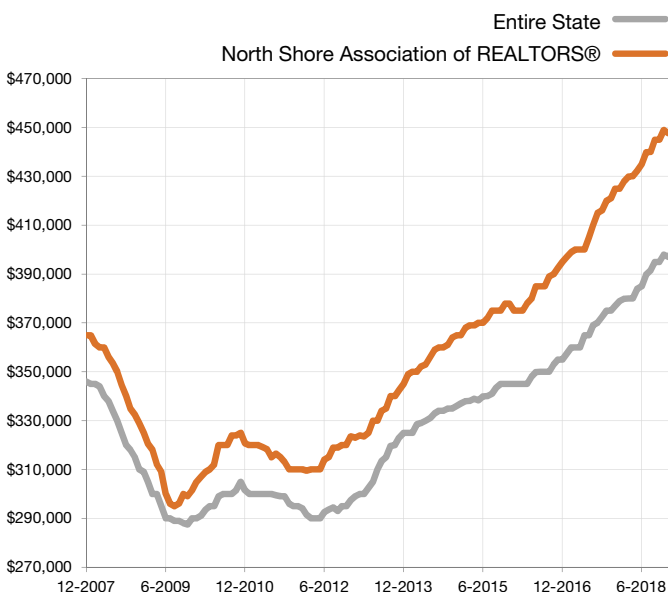
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	129	146	+ 13.2%	129	146	+ 13.2%
Closed Sales	113	94	- 16.8%	113	94	- 16.8%
Median Sales Price*	\$299,900	\$300,000	+ 0.0%	\$299,900	\$300,000	+ 0.0%
Inventory of Homes for Sale	201	211	+ 5.0%	--	--	--
Months Supply of Inventory	1.2	1.4	+ 11.1%	--	--	--
Cumulative Days on Market Until Sale	50	55	+ 9.9%	50	55	+ 9.9%
Percent of Original List Price Received*	97.8%	98.1%	+ 0.3%	97.8%	98.1%	+ 0.3%
New Listings	126	143	+ 13.5%	126	143	+ 13.5%

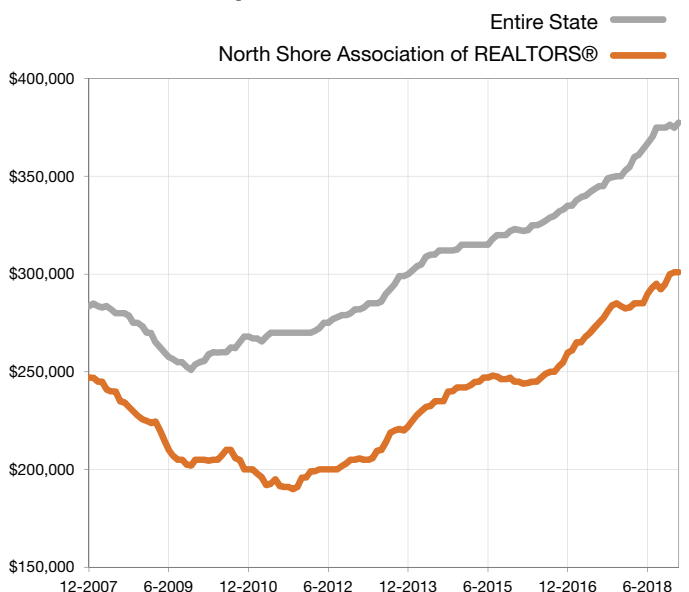
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 8.1%

Year-Over-Year
Change in
Closed Sales
All Properties

- 0.7%

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

- 7.1%

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

Single-Family Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	199	252	+ 26.6%	199	252	+ 26.6%
Closed Sales	231	208	- 10.0%	231	208	- 10.0%
Median Sales Price*	\$419,000	\$435,000	+ 3.8%	\$419,000	\$435,000	+ 3.8%
Inventory of Homes for Sale	465	430	- 7.5%	--	--	--
Months Supply of Inventory	1.4	1.3	- 6.2%	--	--	--
Cumulative Days on Market Until Sale	62	72	+ 15.4%	62	72	+ 15.4%
Percent of Original List Price Received*	97.7%	96.0%	- 1.8%	97.7%	96.0%	- 1.8%
New Listings	222	267	+ 20.3%	222	267	+ 20.3%

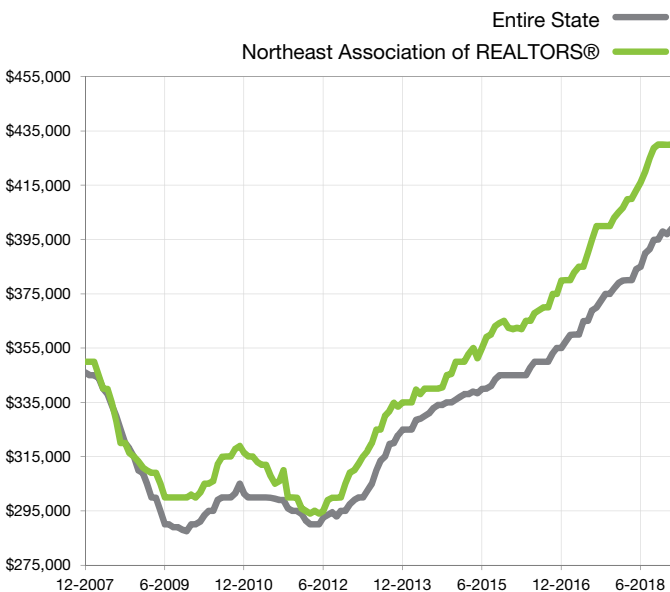
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	112	115	+ 2.7%	112	115	+ 2.7%
Closed Sales	90	87	- 3.3%	90	87	- 3.3%
Median Sales Price*	\$242,450	\$269,900	+ 11.3%	\$242,450	\$269,900	+ 11.3%
Inventory of Homes for Sale	186	175	- 5.9%	--	--	--
Months Supply of Inventory	1.4	1.3	- 10.5%	--	--	--
Cumulative Days on Market Until Sale	62	51	- 17.0%	62	51	- 17.0%
Percent of Original List Price Received*	97.8%	98.0%	+ 0.2%	97.8%	98.0%	+ 0.2%
New Listings	134	120	- 10.4%	134	120	- 10.4%

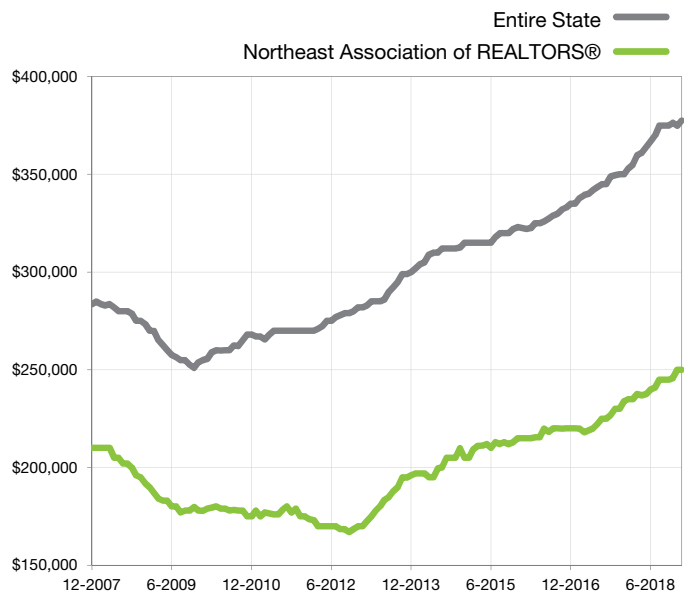
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 13.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.9%

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

- 13.0%

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

Single-Family Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	395	423	+ 7.1%	395	423	+ 7.1%
Closed Sales	394	342	- 13.2%	394	342	- 13.2%
Median Sales Price*	\$283,750	\$285,000	+ 0.4%	\$283,750	\$285,000	+ 0.4%
Inventory of Homes for Sale	1,130	1,002	- 11.3%	--	--	--
Months Supply of Inventory	2.0	1.9	- 8.4%	--	--	--
Cumulative Days on Market Until Sale	68	77	+ 12.8%	68	77	+ 12.8%
Percent of Original List Price Received*	96.5%	95.0%	- 1.6%	96.5%	95.0%	- 1.6%
New Listings	437	492	+ 12.6%	437	492	+ 12.6%

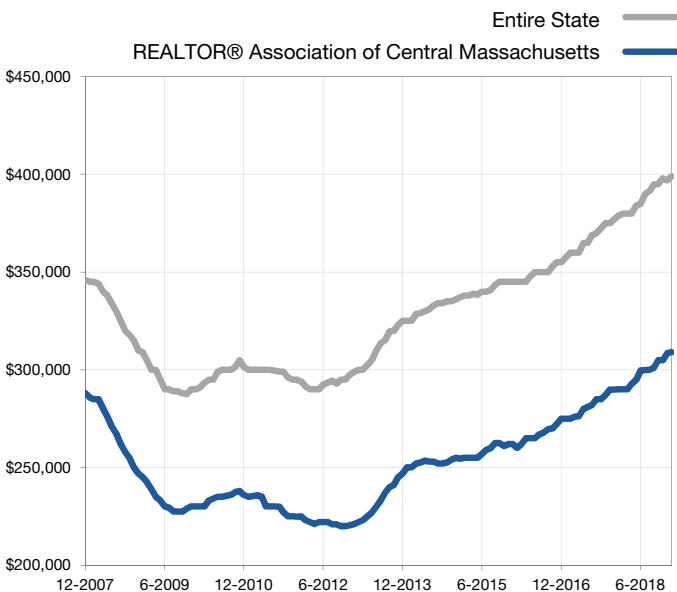
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	91	116	+ 27.5%	91	116	+ 27.5%
Closed Sales	96	83	- 13.5%	96	83	- 13.5%
Median Sales Price*	\$189,500	\$210,950	+ 11.3%	\$189,500	\$210,950	+ 11.3%
Inventory of Homes for Sale	259	207	- 20.1%	--	--	--
Months Supply of Inventory	1.9	1.6	- 14.2%	--	--	--
Cumulative Days on Market Until Sale	49	56	+ 12.8%	49	56	+ 12.8%
Percent of Original List Price Received*	97.1%	98.7%	+ 1.6%	97.1%	98.7%	+ 1.6%
New Listings	101	112	+ 10.9%	101	112	+ 10.9%

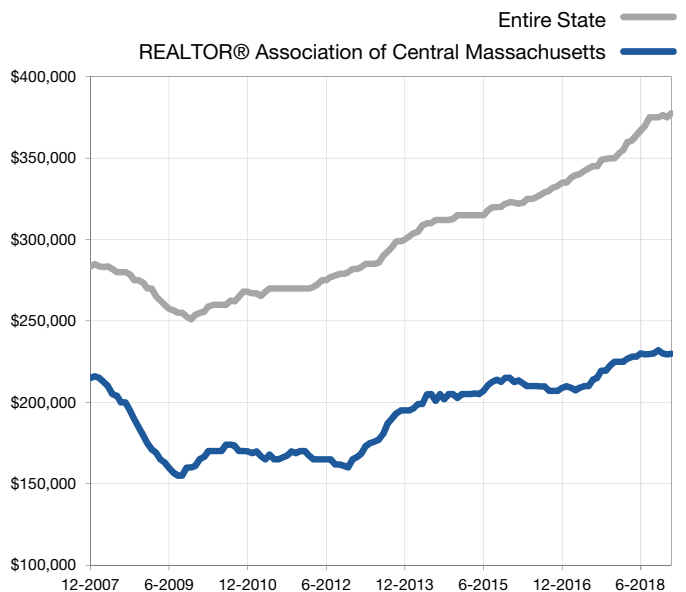
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 12.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.5%

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

- 17.3%

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

Single-Family Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	344	409	+ 18.9%	344	409	+ 18.9%
Closed Sales	405	348	- 14.1%	405	348	- 14.1%
Median Sales Price*	\$195,500	\$200,000	+ 2.3%	\$195,500	\$200,000	+ 2.3%
Inventory of Homes for Sale	1,389	1,204	- 13.3%	--	--	--
Months Supply of Inventory	2.7	2.4	- 11.8%	--	--	--
Cumulative Days on Market Until Sale	84	91	+ 9.5%	84	91	+ 9.5%
Percent of Original List Price Received*	94.1%	93.7%	- 0.5%	94.1%	93.7%	- 0.5%
New Listings	410	448	+ 9.3%	410	448	+ 9.3%

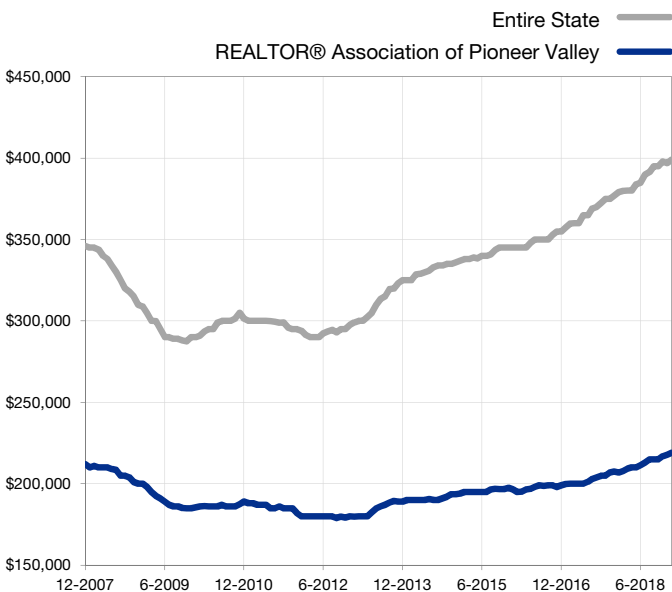
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	58	82	+ 41.4%	58	82	+ 41.4%
Closed Sales	44	47	+ 6.8%	44	47	+ 6.8%
Median Sales Price*	\$171,975	\$176,000	+ 2.3%	\$171,975	\$176,000	+ 2.3%
Inventory of Homes for Sale	250	151	- 39.6%	--	--	--
Months Supply of Inventory	3.4	2.1	- 38.7%	--	--	--
Cumulative Days on Market Until Sale	112	83	- 25.6%	112	83	- 25.6%
Percent of Original List Price Received*	96.8%	96.9%	+ 0.1%	96.8%	96.9%	+ 0.1%
New Listings	74	71	- 4.1%	74	71	- 4.1%

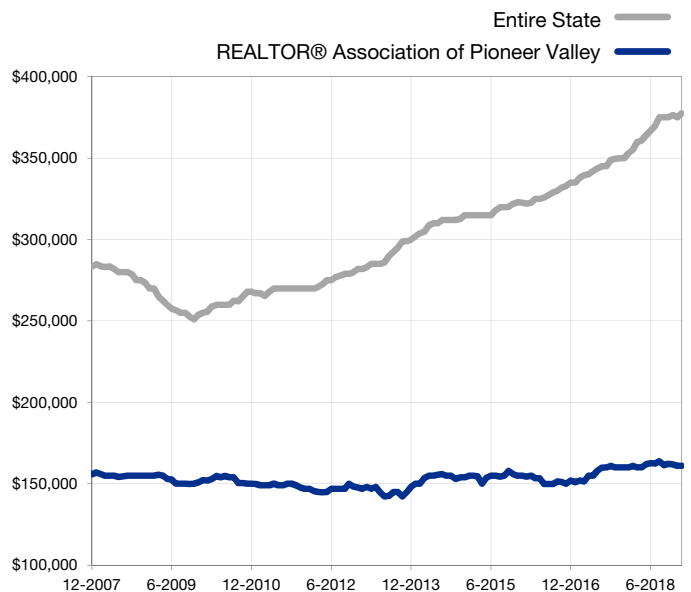
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 15.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.0%

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

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	284	357	+ 25.7%	284	357	+ 25.7%
Closed Sales	305	264	- 13.4%	305	264	- 13.4%
Median Sales Price*	\$286,000	\$313,000	+ 9.4%	\$286,000	\$313,000	+ 9.4%
Inventory of Homes for Sale	1,092	931	- 14.7%	--	--	--
Months Supply of Inventory	2.6	2.3	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	66	65	- 1.7%	66	65	- 1.7%
Percent of Original List Price Received*	96.4%	96.7%	+ 0.3%	96.4%	96.7%	+ 0.3%
New Listings	352	371	+ 5.4%	352	371	+ 5.4%

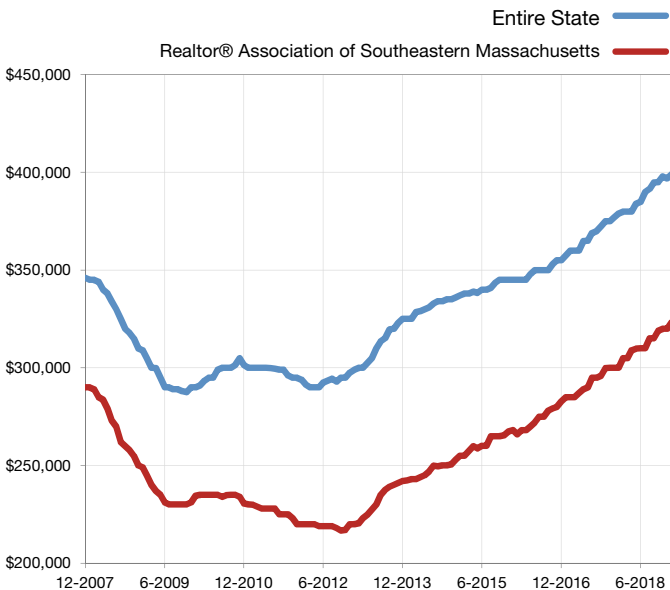
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	35	66	+ 88.6%	35	66	+ 88.6%
Closed Sales	47	34	- 27.7%	47	34	- 27.7%
Median Sales Price*	\$215,000	\$199,950	- 7.0%	\$215,000	\$199,950	- 7.0%
Inventory of Homes for Sale	128	132	+ 3.1%	--	--	--
Months Supply of Inventory	1.7	1.9	+ 7.6%	--	--	--
Cumulative Days on Market Until Sale	70	61	- 13.5%	70	61	- 13.5%
Percent of Original List Price Received*	96.4%	94.5%	- 1.9%	96.4%	94.5%	- 1.9%
New Listings	45	70	+ 55.6%	45	70	+ 55.6%

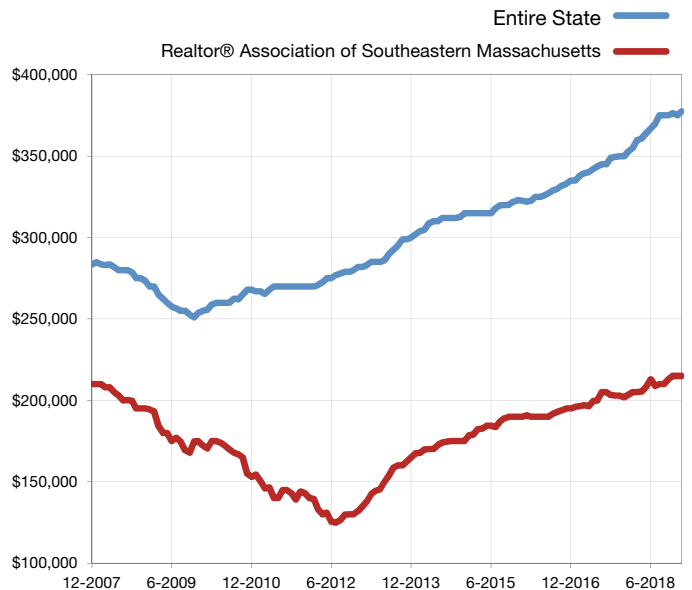
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

- 12.6%

+ 5.3%

- 3.3%

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

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	343	364	+ 6.1%	343	364	+ 6.1%
Closed Sales	354	314	- 11.3%	354	314	- 11.3%
Median Sales Price*	\$417,500	\$425,000	+ 1.8%	\$417,500	\$425,000	+ 1.8%
Inventory of Homes for Sale	1,001	945	- 5.6%	--	--	--
Months Supply of Inventory	2.0	1.9	- 3.5%	--	--	--
Cumulative Days on Market Until Sale	68	74	+ 7.7%	68	74	+ 7.7%
Percent of Original List Price Received*	95.7%	95.8%	+ 0.0%	95.7%	95.8%	+ 0.0%
New Listings	376	477	+ 26.9%	376	477	+ 26.9%

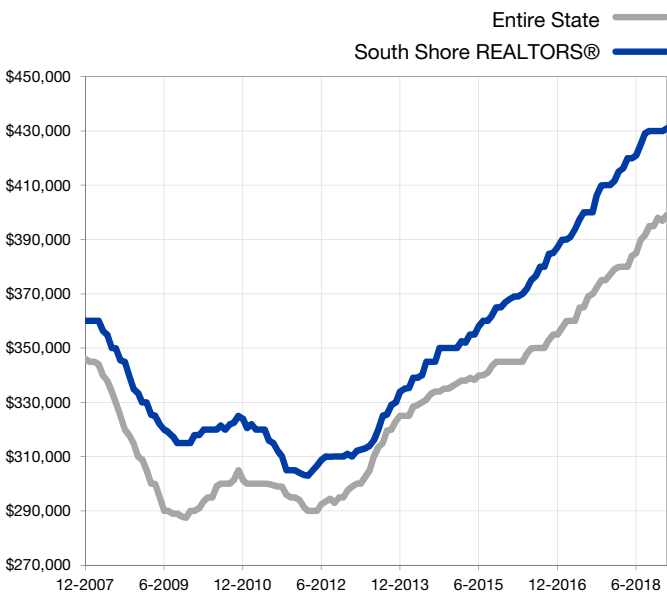
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	131	129	- 1.5%	131	129	- 1.5%
Closed Sales	114	95	- 16.7%	114	95	- 16.7%
Median Sales Price*	\$306,875	\$330,000	+ 7.5%	\$306,875	\$330,000	+ 7.5%
Inventory of Homes for Sale	313	326	+ 4.2%	--	--	--
Months Supply of Inventory	1.9	2.0	+ 4.0%	--	--	--
Cumulative Days on Market Until Sale	65	69	+ 6.1%	65	69	+ 6.1%
Percent of Original List Price Received*	97.6%	97.0%	- 0.6%	97.6%	97.0%	- 0.6%
New Listings	153	179	+ 17.0%	153	179	+ 17.0%

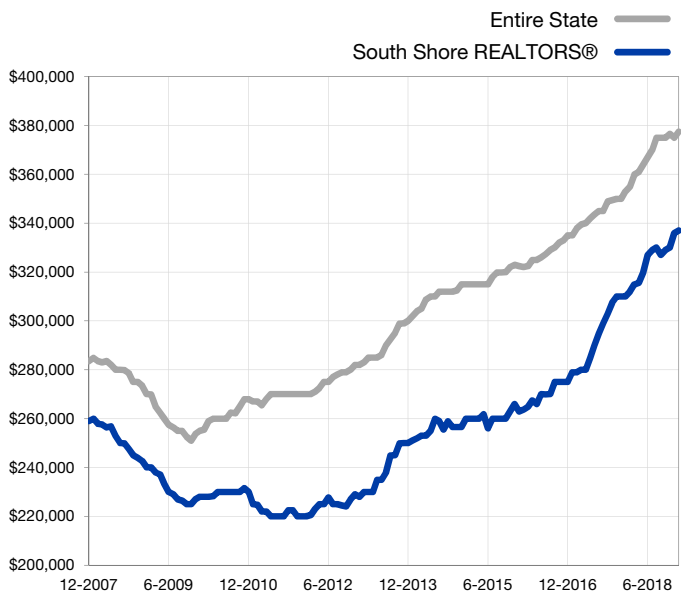
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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