

Local Market Update – February 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 13.8%

+ 5.0%

- 18.4%

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

Single-Family Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	587	645	+ 9.9%	1,127	1,227	+ 8.9%
Closed Sales	416	462	+ 11.1%	1,005	969	-3.6%
Median Sales Price*	\$260,000	\$280,000	+ 7.7%	\$264,000	\$274,000	+ 3.8%
Inventory of Homes for Sale	1,675	1,419	-15.3%	--	--	--
Months Supply of Inventory	2.1	1.8	-14.3%	--	--	--
Cumulative Days on Market Until Sale	76	80	+ 5.3%	72	76	+ 5.6%
Percent of Original List Price Received*	96.7%	95.2%	-1.6%	96.6%	94.9%	-1.8%
New Listings	719	645	-10.3%	1,306	1,327	+ 1.6%

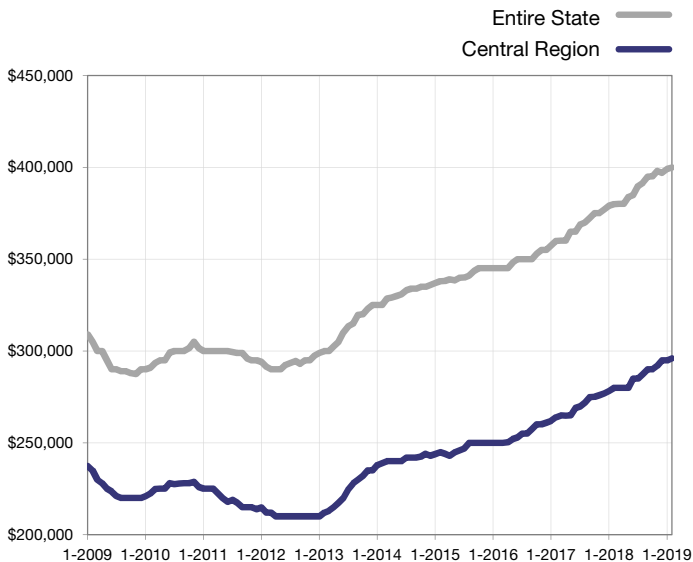
Condominium Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	133	133	0.0%	259	272	+ 5.0%
Closed Sales	95	111	+ 16.8%	221	218	-1.4%
Median Sales Price*	\$199,900	\$199,000	-0.5%	\$186,888	\$202,000	+ 8.1%
Inventory of Homes for Sale	342	255	-25.4%	--	--	--
Months Supply of Inventory	2.0	1.5	-25.0%	--	--	--
Cumulative Days on Market Until Sale	62	73	+ 17.7%	59	66	+ 11.9%
Percent of Original List Price Received*	97.5%	97.6%	+ 0.1%	97.4%	97.9%	+ 0.5%
New Listings	166	153	-7.8%	306	295	-3.6%

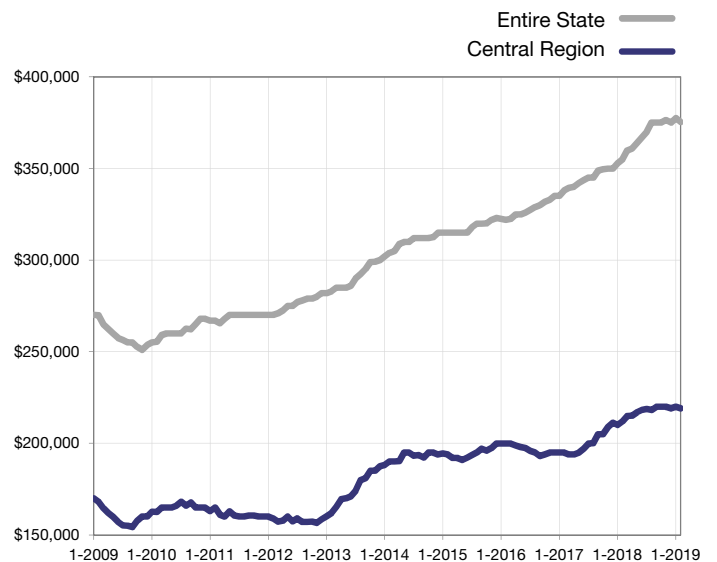
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

+ 6.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.6%

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

- 8.4%

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

Single-Family Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	513	535	+ 4.3%	951	1,092	+ 14.8%
Closed Sales	394	426	+ 8.1%	938	916	-2.3%
Median Sales Price*	\$399,900	\$430,000	+ 7.5%	\$411,500	\$432,500	+ 5.1%
Inventory of Homes for Sale	1,143	1,022	-10.6%	--	--	--
Months Supply of Inventory	1.6	1.4	-12.5%	--	--	--
Cumulative Days on Market Until Sale	67	69	+ 3.0%	63	68	+ 7.9%
Percent of Original List Price Received*	96.7%	96.1%	-0.6%	97.1%	95.7%	-1.4%
New Listings	671	624	-7.0%	1,136	1,194	+ 5.1%

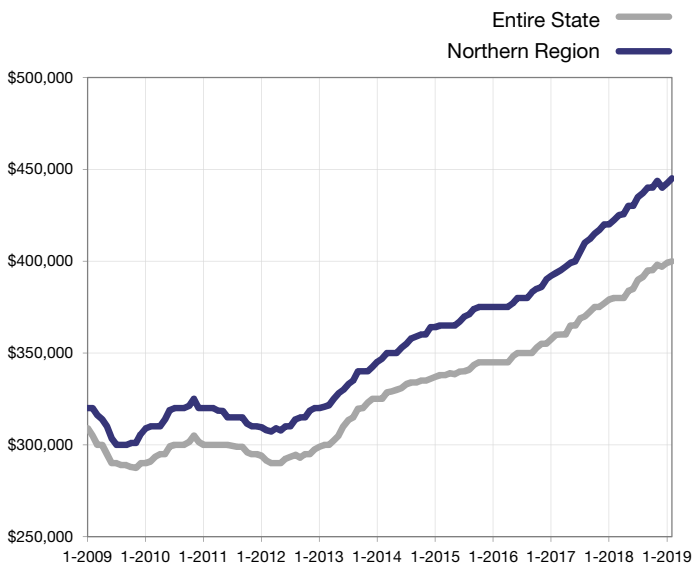
Condominium Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	252	287	+ 13.9%	517	561	+ 8.5%
Closed Sales	203	194	-4.4%	429	401	-6.5%
Median Sales Price*	\$254,000	\$266,500	+ 4.9%	\$269,900	\$280,000	+ 3.7%
Inventory of Homes for Sale	437	485	+ 11.0%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--
Cumulative Days on Market Until Sale	58	61	+ 5.2%	56	58	+ 3.6%
Percent of Original List Price Received*	98.8%	97.1%	-1.7%	98.3%	97.5%	-0.8%
New Listings	281	326	+ 16.0%	576	630	+ 9.4%

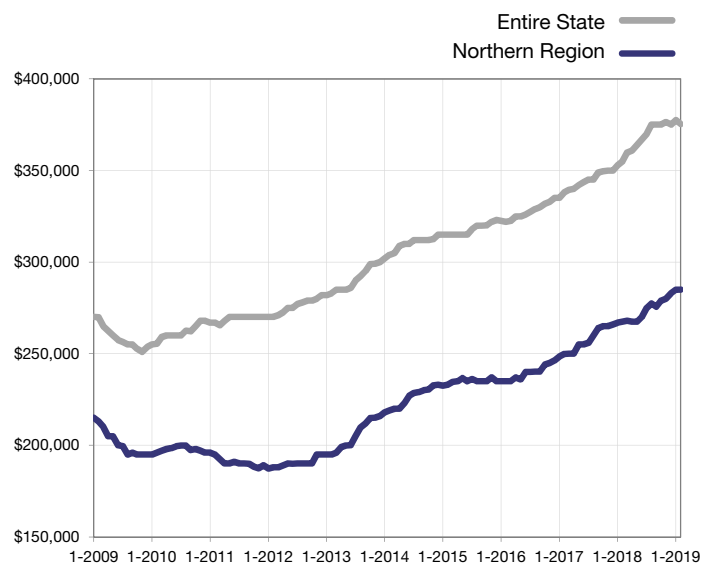
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

+ 14.4%

+ 3.5%

- 15.5%

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

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

Single-Family Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	421	468	+ 11.2%	757	874	+ 15.5%
Closed Sales	290	305	+ 5.2%	651	647	-0.6%
Median Sales Price*	\$295,000	\$303,900	+ 3.0%	\$285,000	\$300,000	+ 5.3%
Inventory of Homes for Sale	1,398	1,141	-18.4%	--	--	--
Months Supply of Inventory	2.7	2.3	-14.8%	--	--	--
Cumulative Days on Market Until Sale	89	80	-10.1%	79	73	-7.6%
Percent of Original List Price Received*	95.0%	95.5%	+ 0.5%	95.7%	95.8%	+ 0.1%
New Listings	534	484	-9.4%	968	953	-1.5%

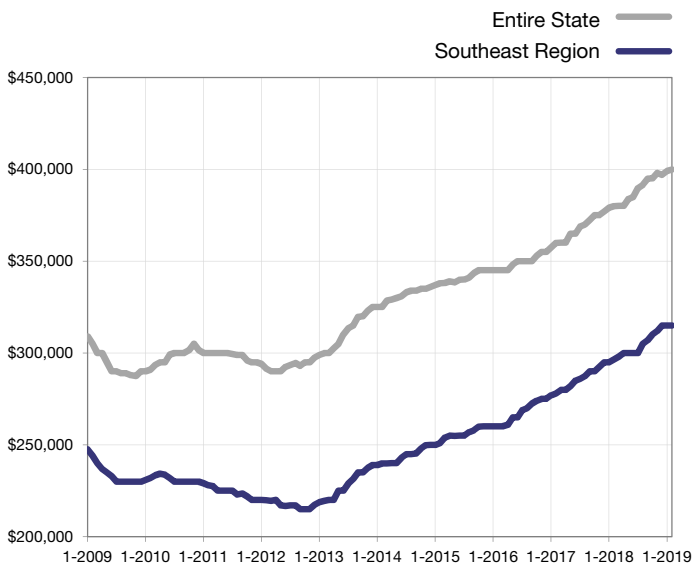
Condominium Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	63	73	+ 15.9%	103	144	+ 39.8%
Closed Sales	33	66	+ 100.0%	84	106	+ 26.2%
Median Sales Price*	\$210,000	\$195,500	-6.9%	\$213,000	\$195,250	-8.3%
Inventory of Homes for Sale	175	180	+ 2.9%	--	--	--
Months Supply of Inventory	2.1	2.2	+ 4.8%	--	--	--
Cumulative Days on Market Until Sale	71	86	+ 21.1%	72	79	+ 9.7%
Percent of Original List Price Received*	101.0%	95.7%	-5.2%	98.1%	95.4%	-2.8%
New Listings	95	93	-2.1%	147	178	+ 21.1%

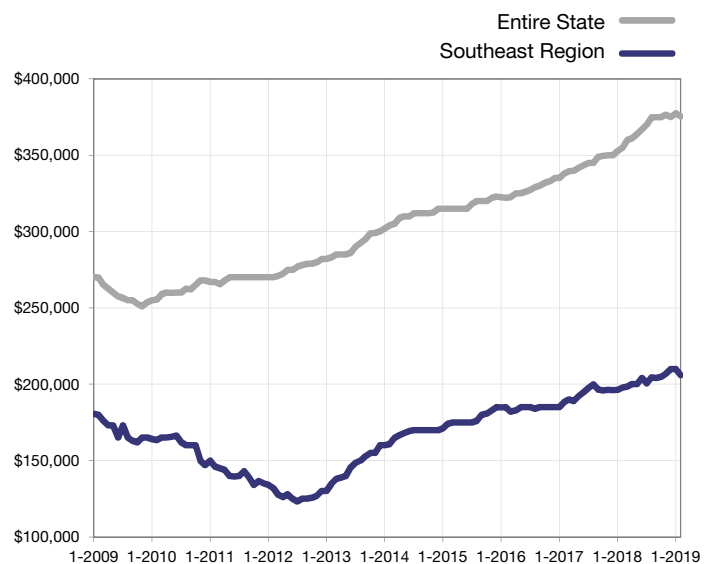
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Single-Family Properties



Condominium Properties



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West Region

- 1.5%

+ 6.1%

- 17.4%

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

Single-Family Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	457	542	+ 18.6%	861	998	+ 15.9%
Closed Sales	356	358	+ 0.6%	835	790	-5.4%
Median Sales Price*	\$192,000	\$205,100	+ 6.8%	\$195,000	\$200,000	+ 2.6%
Inventory of Homes for Sale	2,189	1,861	-15.0%	--	--	--
Months Supply of Inventory	3.5	3.0	-14.3%	--	--	--
Cumulative Days on Market Until Sale	93	96	+ 3.2%	93	93	0.0%
Percent of Original List Price Received*	94.6%	93.4%	-1.3%	93.8%	93.2%	-0.6%
New Listings	585	608	+ 3.9%	1,086	1,185	+ 9.1%

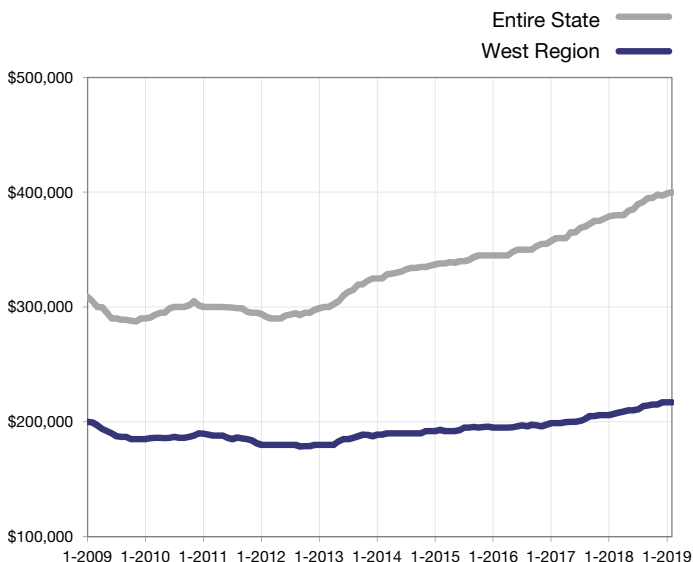
Condominium Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	57	74	+ 29.8%	124	159	+ 28.2%
Closed Sales	54	56	+ 3.7%	108	109	+ 0.9%
Median Sales Price*	\$157,500	\$153,000	-2.9%	\$168,750	\$159,000	-5.8%
Inventory of Homes for Sale	407	301	-26.0%	--	--	--
Months Supply of Inventory	4.7	3.6	-23.4%	--	--	--
Cumulative Days on Market Until Sale	116	90	-22.4%	123	89	-27.6%
Percent of Original List Price Received*	96.1%	95.1%	-1.0%	95.5%	95.5%	0.0%
New Listings	72	97	+ 34.7%	154	186	+ 20.8%

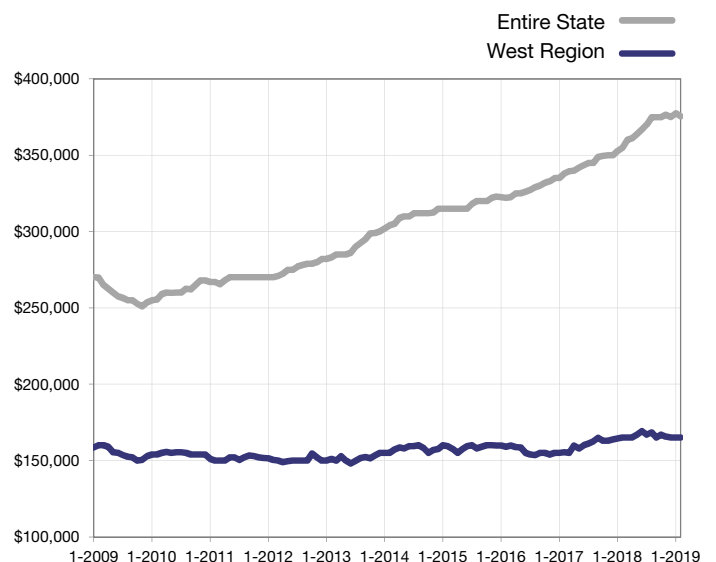
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