

Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 30.7%

- 0.4%

- 6.5%

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

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	146	133	- 8.9%	700	689	- 1.6%
Closed Sales	180	125	- 30.6%	571	586	+ 2.6%
Median Sales Price*	\$229,500	\$230,000	+ 0.2%	\$200,000	\$217,250	+ 8.6%
Inventory of Homes for Sale	1,032	965	- 6.5%	--	--	--
Months Supply of Inventory	8.9	8.0	- 10.2%	--	--	--
Cumulative Days on Market Until Sale	100	93	- 7.1%	127	98	- 23.1%
Percent of Original List Price Received*	93.1%	94.7%	+ 1.7%	91.1%	92.0%	+ 1.1%
New Listings	294	292	- 0.7%	1,187	1,223	+ 3.0%

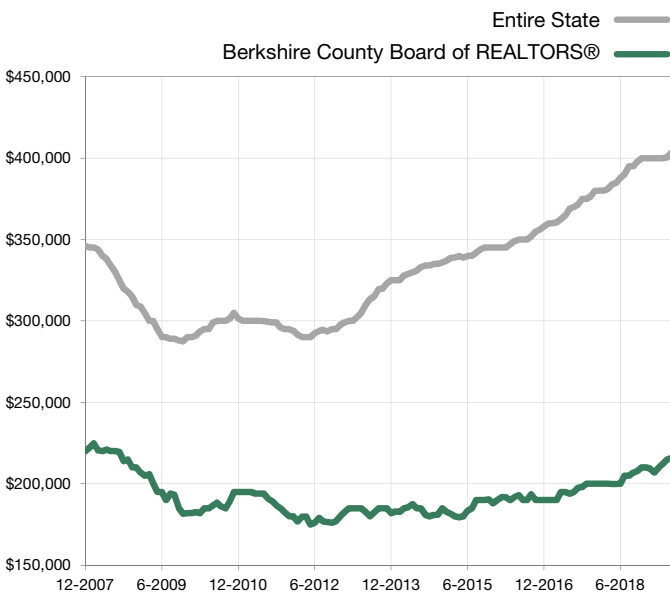
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	15	16	+ 6.7%	69	73	+ 5.8%
Closed Sales	12	8	- 33.3%	58	55	- 5.2%
Median Sales Price*	\$270,500	\$259,750	- 4.0%	\$230,950	\$180,000	- 22.1%
Inventory of Homes for Sale	185	173	- 6.5%	--	--	--
Months Supply of Inventory	16.3	14.0	- 14.1%	--	--	--
Cumulative Days on Market Until Sale	108	33	- 69.4%	164	110	- 33.1%
Percent of Original List Price Received*	92.5%	96.3%	+ 4.2%	92.4%	93.1%	+ 0.8%
New Listings	27	16	- 40.7%	129	160	+ 24.0%

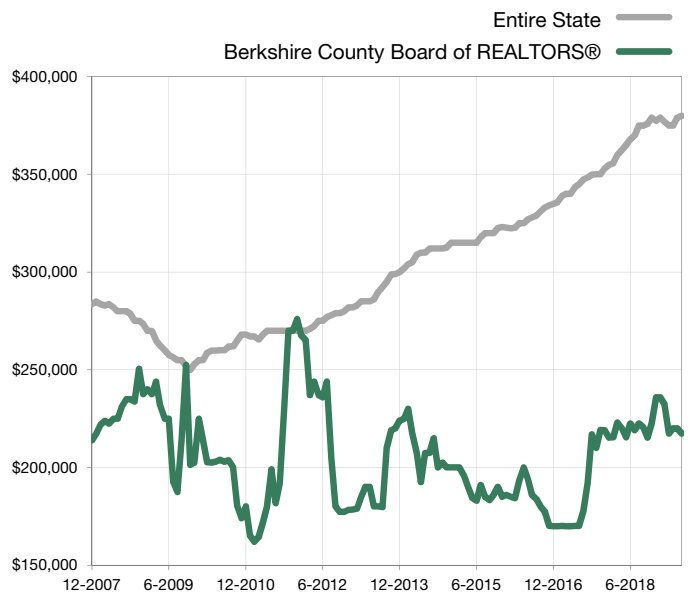
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 4.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.0%

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

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	485	558	+ 15.1%	2,631	2,876	+ 9.3%
Closed Sales	557	548	- 1.6%	2,535	2,546	+ 0.4%
Median Sales Price*	\$432,000	\$438,000	+ 1.4%	\$414,050	\$420,000	+ 1.4%
Inventory of Homes for Sale	2,851	2,636	- 7.5%	--	--	--
Months Supply of Inventory	6.2	5.7	- 8.0%	--	--	--
Cumulative Days on Market Until Sale	93	97	+ 4.3%	110	109	- 1.0%
Percent of Original List Price Received*	95.4%	95.1%	- 0.2%	94.7%	94.0%	- 0.7%
New Listings	768	710	- 7.6%	4,170	4,198	+ 0.7%

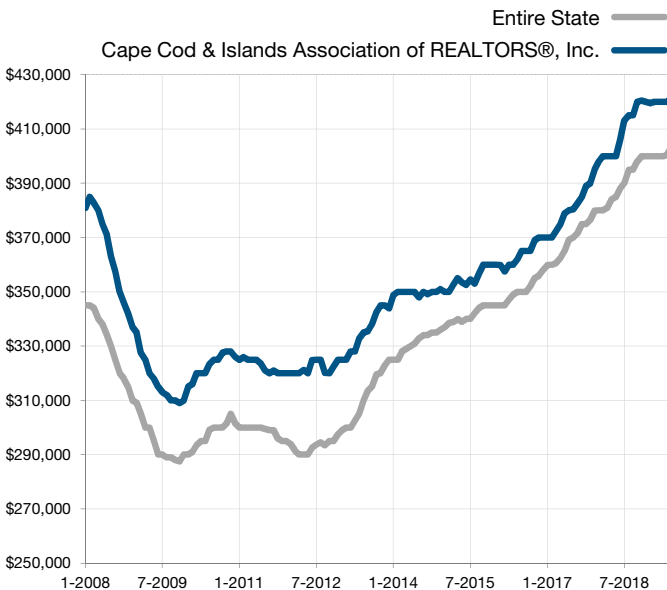
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	121	125	+ 3.3%	632	637	+ 0.8%
Closed Sales	150	127	- 15.3%	597	550	- 7.9%
Median Sales Price*	\$302,500	\$292,450	- 3.3%	\$285,000	\$277,000	- 2.8%
Inventory of Homes for Sale	582	652	+ 12.0%	--	--	--
Months Supply of Inventory	5.4	6.3	+ 17.7%	--	--	--
Cumulative Days on Market Until Sale	85	115	+ 35.3%	105	106	+ 0.9%
Percent of Original List Price Received*	96.5%	94.6%	- 1.9%	95.3%	94.4%	- 0.9%
New Listings	198	171	- 13.6%	910	1,010	+ 11.0%

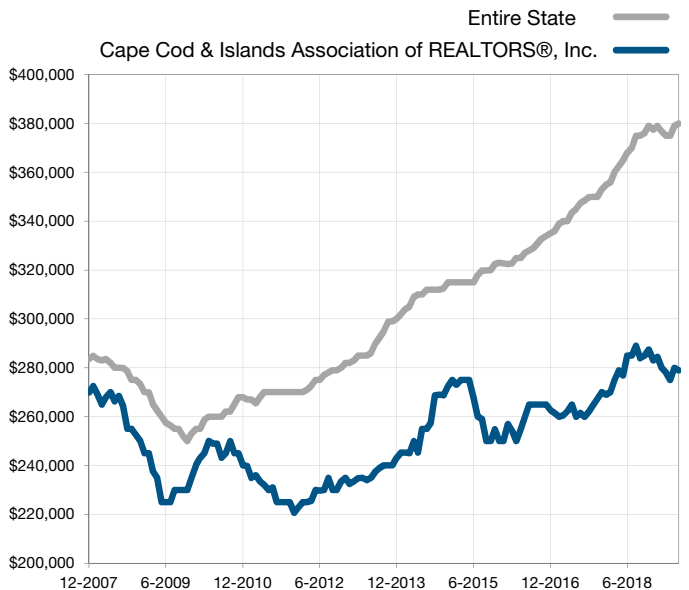
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1,585	1,604	+ 1.2%	7,459	7,732	+ 3.7%
Closed Sales	1,842	1,592	- 13.6%	5,908	5,953	+ 0.8%
Median Sales Price*	\$650,000	\$652,250	+ 0.3%	\$611,000	\$620,000	+ 1.5%
Inventory of Homes for Sale	2,861	2,803	- 2.0%	--	--	--
Months Supply of Inventory	2.5	2.5	0.0%	--	--	--
Cumulative Days on Market Until Sale	33	37	+ 12.1%	46	51	+ 10.9%
Percent of Original List Price Received*	101.0%	99.9%	- 1.1%	99.9%	98.5%	- 1.4%
New Listings	1,922	1,849	- 3.8%	9,902	10,240	+ 3.4%

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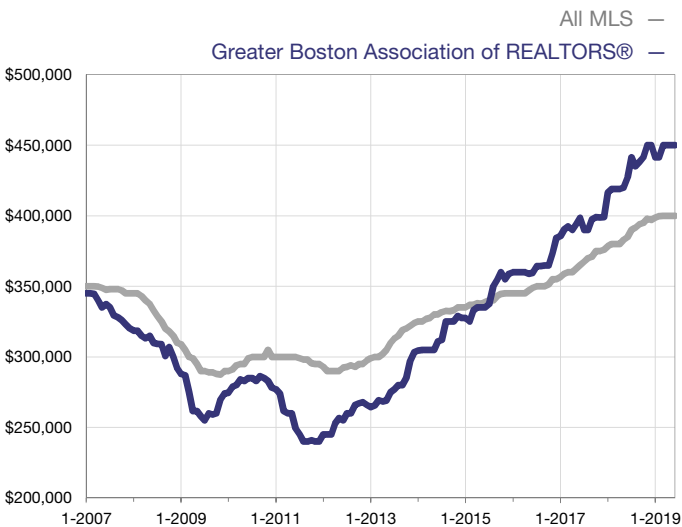
Condominium Properties

Key Metrics	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1,245	1,274	+ 2.3%	6,124	6,453	+ 5.4%
Closed Sales	1,317	1,205	- 8.5%	5,129	5,035	- 1.8%
Median Sales Price*	\$579,200	\$619,900	+ 7.0%	\$561,028	\$575,000	+ 2.5%
Inventory of Homes for Sale	1,907	2,216	+ 16.2%	--	--	--
Months Supply of Inventory	2.1	2.5	+ 19.0%	--	--	--
Cumulative Days on Market Until Sale	32	36	+ 12.5%	40	48	+ 20.0%
Percent of Original List Price Received*	101.8%	99.9%	- 1.9%	101.1%	99.1%	- 2.0%
New Listings	1,464	1,546	+ 5.6%	7,787	8,573	+ 10.1%

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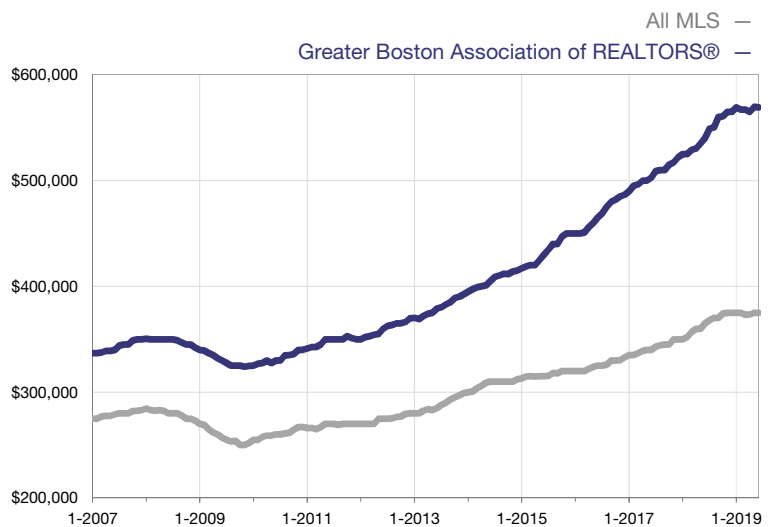
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

- 19.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 18.5%

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

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	104	135	+ 29.8%	534	558	+ 4.5%
Closed Sales	95	81	- 14.7%	470	433	- 7.9%
Median Sales Price*	\$275,450	\$325,000	+ 18.0%	\$265,000	\$293,450	+ 10.7%
Inventory of Homes for Sale	355	312	- 12.1%	--	--	--
Months Supply of Inventory	3.8	3.7	- 1.0%	--	--	--
Cumulative Days on Market Until Sale	66	76	+ 14.6%	77	82	+ 6.0%
Percent of Original List Price Received*	96.4%	96.5%	+ 0.1%	96.0%	95.2%	- 0.9%
New Listings	149	169	+ 13.4%	730	756	+ 3.6%

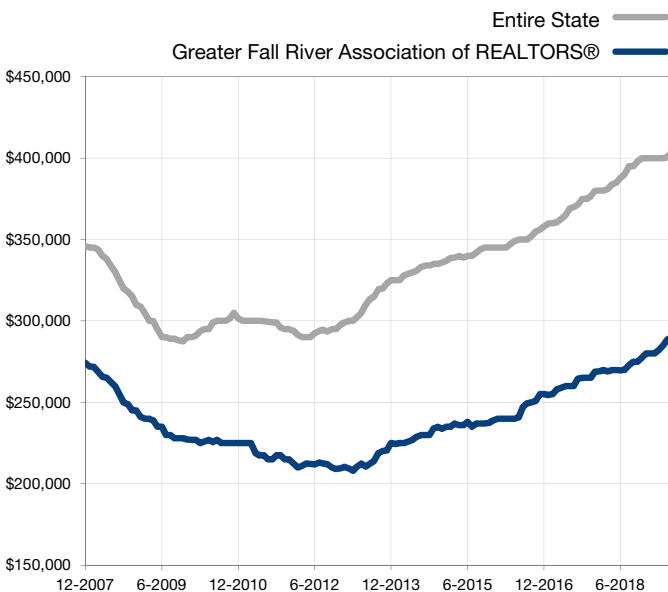
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	8	14	+ 75.0%	51	54	+ 5.9%
Closed Sales	10	4	- 60.0%	49	43	- 12.2%
Median Sales Price*	\$182,000	\$115,000	- 36.8%	\$168,000	\$168,000	0.0%
Inventory of Homes for Sale	31	24	- 22.6%	--	--	--
Months Supply of Inventory	3.2	3.1	- 5.3%	--	--	--
Cumulative Days on Market Until Sale	23	16	- 30.6%	69	65	- 5.0%
Percent of Original List Price Received*	98.2%	89.5%	- 8.9%	96.0%	95.2%	- 0.8%
New Listings	18	11	- 38.9%	73	67	- 8.2%

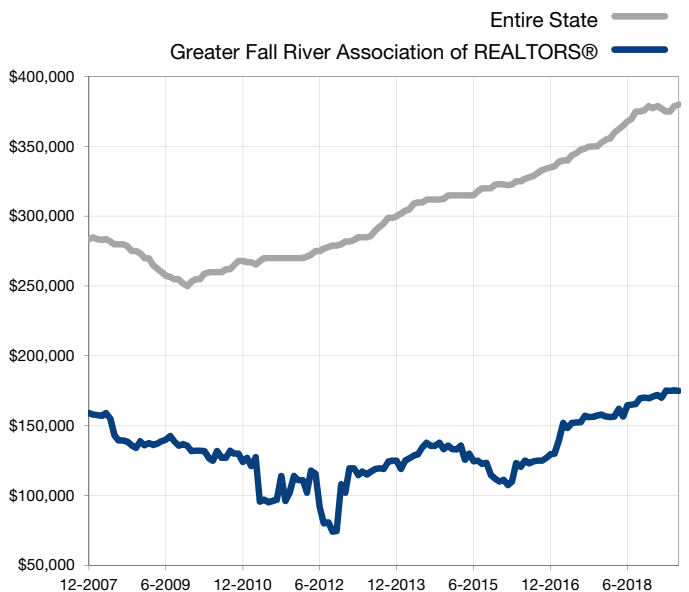
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

- 9.7%

+ 12.6%

- 12.2%

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

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	73	92	+ 26.0%	377	430	+ 14.1%
Closed Sales	90	84	- 6.7%	310	342	+ 10.3%
Median Sales Price*	\$465,000	\$545,500	+ 17.3%	\$468,450	\$525,000	+ 12.1%
Inventory of Homes for Sale	215	190	- 11.6%	--	--	--
Months Supply of Inventory	3.6	3.1	- 14.8%	--	--	--
Cumulative Days on Market Until Sale	52	44	- 15.3%	71	59	- 16.5%
Percent of Original List Price Received*	97.5%	98.1%	+ 0.6%	96.9%	96.8%	- 0.1%
New Listings	107	111	+ 3.7%	560	600	+ 7.1%

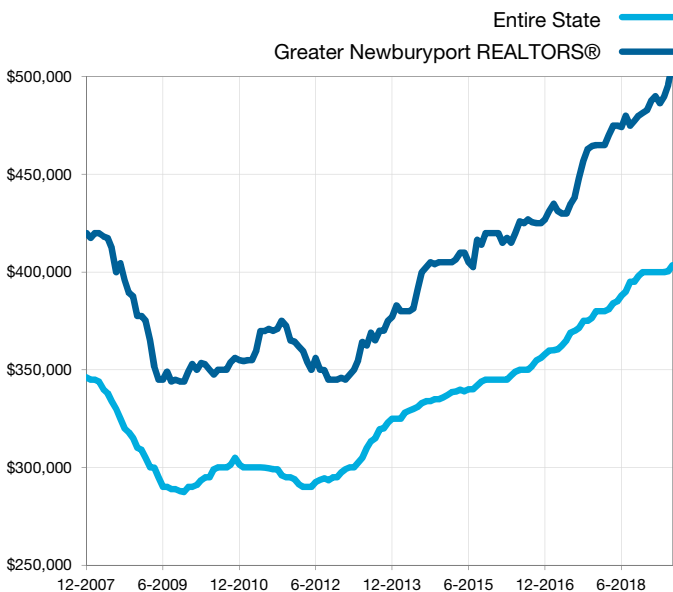
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	42	45	+ 7.1%	206	220	+ 6.8%
Closed Sales	44	37	- 15.9%	178	196	+ 10.1%
Median Sales Price*	\$332,500	\$410,000	+ 23.3%	\$325,000	\$376,250	+ 15.8%
Inventory of Homes for Sale	97	84	- 13.4%	--	--	--
Months Supply of Inventory	2.8	2.5	- 11.5%	--	--	--
Cumulative Days on Market Until Sale	45	39	- 13.1%	49	55	+ 13.9%
Percent of Original List Price Received*	99.2%	99.5%	+ 0.3%	98.3%	98.3%	- 0.0%
New Listings	51	58	+ 13.7%	292	290	- 0.7%

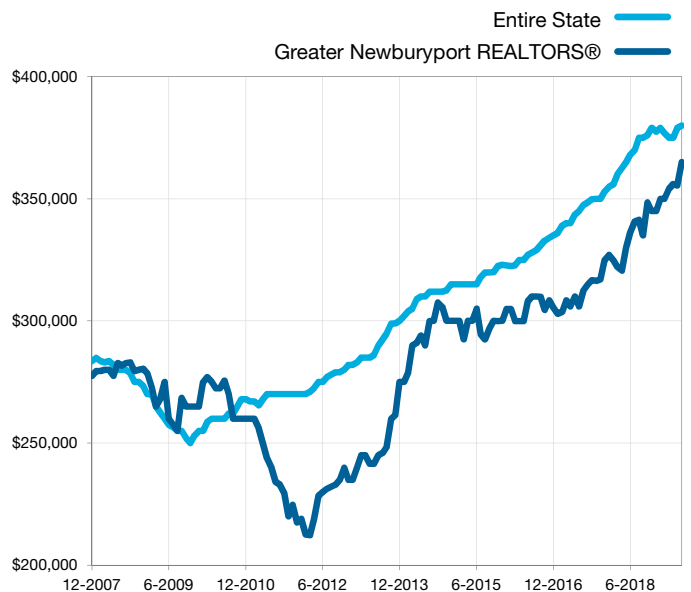
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 15.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.5%

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

- 12.6%

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

Single-Family Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	287	316	+ 10.1%	1,450	1,492	+ 2.9%
Closed Sales	310	261	- 15.8%	1,226	1,223	- 0.2%
Median Sales Price*	\$280,000	\$292,000	+ 4.3%	\$254,900	\$265,450	+ 4.1%
Inventory of Homes for Sale	789	695	- 11.9%	--	--	--
Months Supply of Inventory	3.4	2.9	- 12.1%	--	--	--
Cumulative Days on Market Until Sale	52	51	- 0.8%	66	63	- 4.4%
Percent of Original List Price Received*	99.6%	99.3%	- 0.3%	97.7%	97.0%	- 0.8%
New Listings	414	409	- 1.2%	1,932	1,964	+ 1.7%

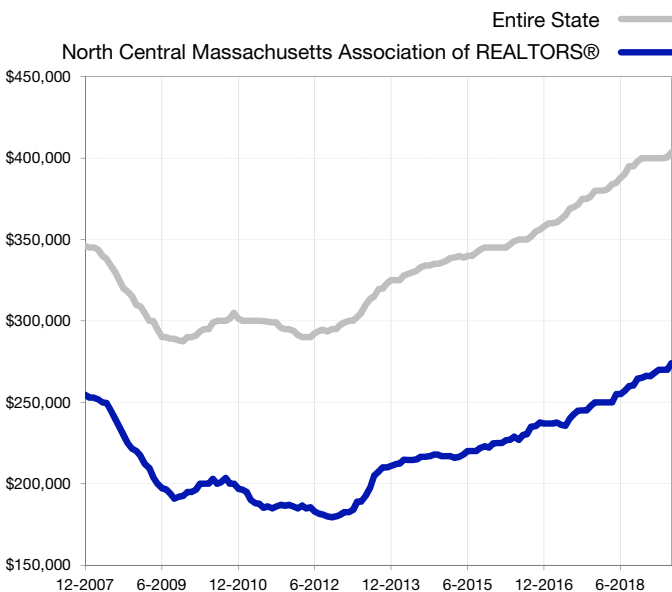
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	40	44	+ 10.0%	228	211	- 7.5%
Closed Sales	44	37	- 15.9%	195	175	- 10.3%
Median Sales Price*	\$188,450	\$177,000	- 6.1%	\$187,000	\$182,500	- 2.4%
Inventory of Homes for Sale	85	69	- 18.8%	--	--	--
Months Supply of Inventory	2.4	1.9	- 20.9%	--	--	--
Cumulative Days on Market Until Sale	48	35	- 27.7%	68	46	- 31.5%
Percent of Original List Price Received*	99.3%	99.2%	- 0.1%	98.5%	98.4%	- 0.1%
New Listings	54	53	- 1.9%	271	271	0.0%

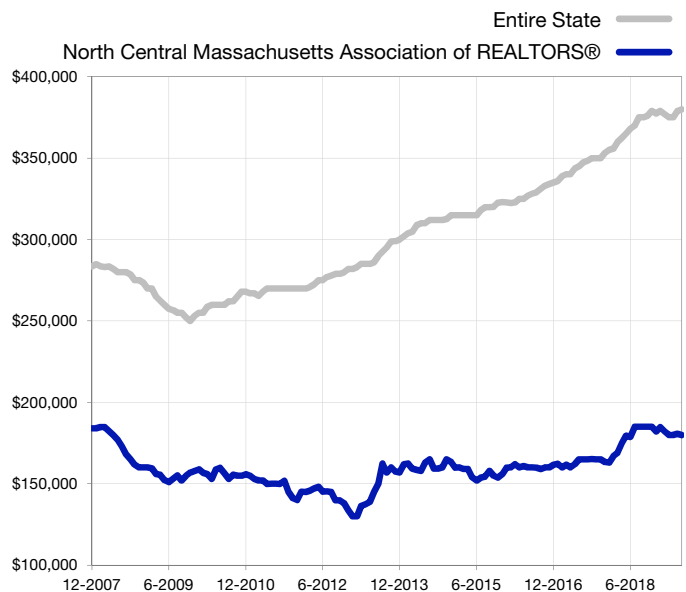
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 7.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.4%

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

- 10.9%

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

Single-Family Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	469	494	+ 5.3%	2,037	2,174	+ 6.7%
Closed Sales	454	443	- 2.4%	1,717	1,731	+ 0.8%
Median Sales Price*	\$467,250	\$500,000	+ 7.0%	\$442,000	\$455,000	+ 2.9%
Inventory of Homes for Sale	851	746	- 12.3%	--	--	--
Months Supply of Inventory	2.5	2.2	- 12.6%	--	--	--
Cumulative Days on Market Until Sale	42	47	+ 12.5%	54	57	+ 5.3%
Percent of Original List Price Received*	100.2%	99.0%	- 1.2%	98.6%	97.5%	- 1.2%
New Listings	619	548	- 11.5%	2,663	2,701	+ 1.4%

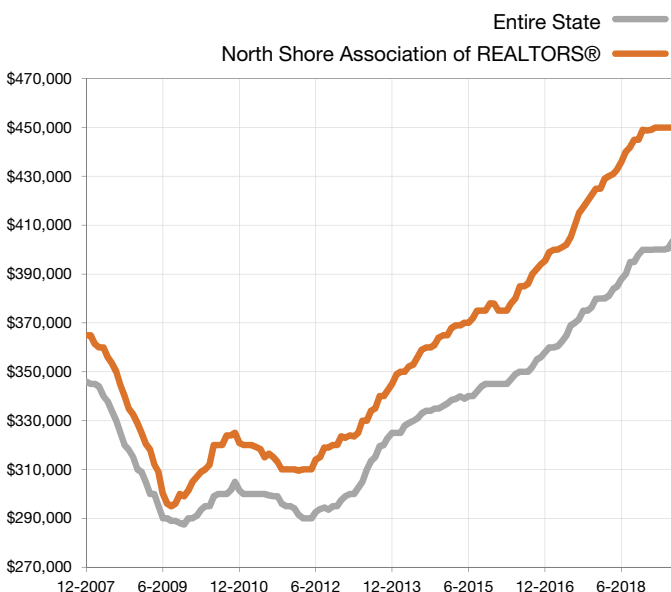
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	208	199	- 4.3%	1,005	1,031	+ 2.6%
Closed Sales	222	184	- 17.1%	880	845	- 4.0%
Median Sales Price*	\$306,550	\$313,200	+ 2.2%	\$299,950	\$312,500	+ 4.2%
Inventory of Homes for Sale	301	280	- 7.0%	--	--	--
Months Supply of Inventory	1.9	1.9	- 0.6%	--	--	--
Cumulative Days on Market Until Sale	39	44	+ 13.3%	47	52	+ 11.9%
Percent of Original List Price Received*	100.7%	99.0%	- 1.7%	99.5%	98.4%	- 1.1%
New Listings	225	217	- 3.6%	1,208	1,211	+ 0.2%

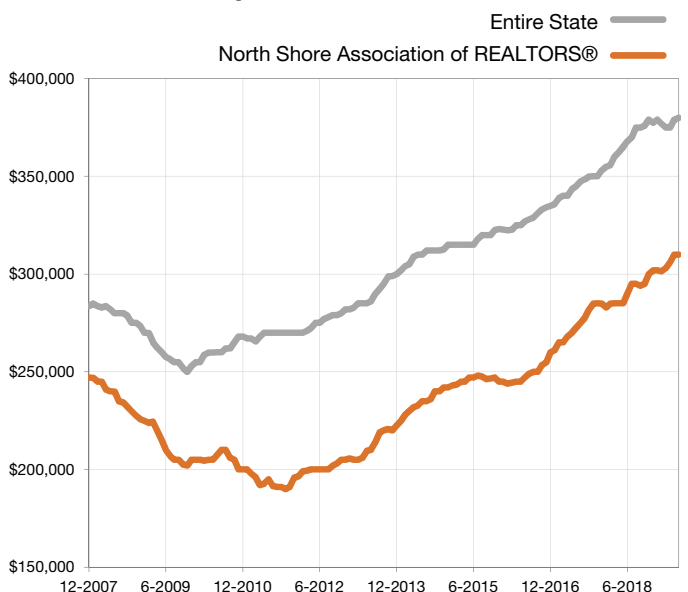
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 10.8%

+ 2.5%

- 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

Single-Family Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	437	517	+ 18.3%	2,019	2,196	+ 8.8%
Closed Sales	458	429	- 6.3%	1,695	1,703	+ 0.5%
Median Sales Price*	\$470,000	\$455,000	- 3.2%	\$430,000	\$440,000	+ 2.3%
Inventory of Homes for Sale	746	639	- 14.3%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.5%	--	--	--
Cumulative Days on Market Until Sale	40	38	- 5.9%	50	53	+ 7.9%
Percent of Original List Price Received*	100.4%	99.4%	- 1.0%	99.0%	98.2%	- 0.9%
New Listings	598	559	- 6.5%	2,597	2,705	+ 4.2%

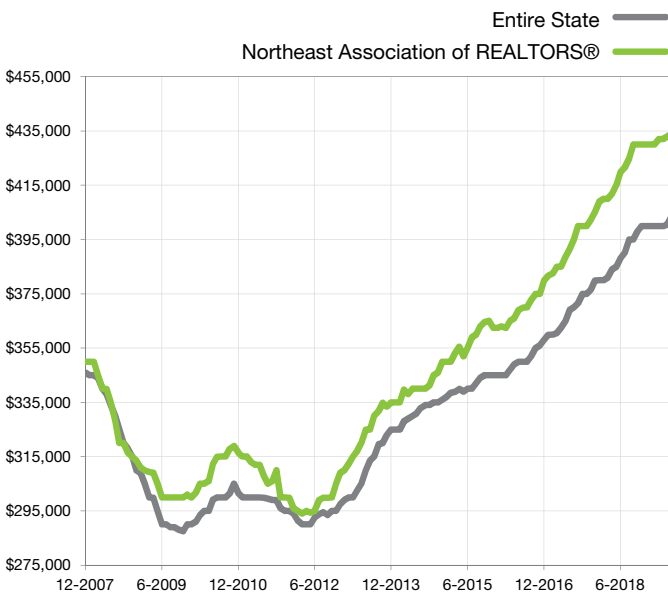
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	180	153	- 15.0%	898	875	- 2.6%
Closed Sales	207	164	- 20.8%	769	728	- 5.3%
Median Sales Price*	\$264,780	\$287,500	+ 8.6%	\$240,000	\$268,000	+ 11.7%
Inventory of Homes for Sale	225	205	- 8.9%	--	--	--
Months Supply of Inventory	1.7	1.5	- 9.1%	--	--	--
Cumulative Days on Market Until Sale	31	37	+ 17.5%	43	47	+ 9.1%
Percent of Original List Price Received*	100.1%	99.7%	- 0.3%	99.8%	99.0%	- 0.8%
New Listings	171	156	- 8.8%	1,050	981	- 6.6%

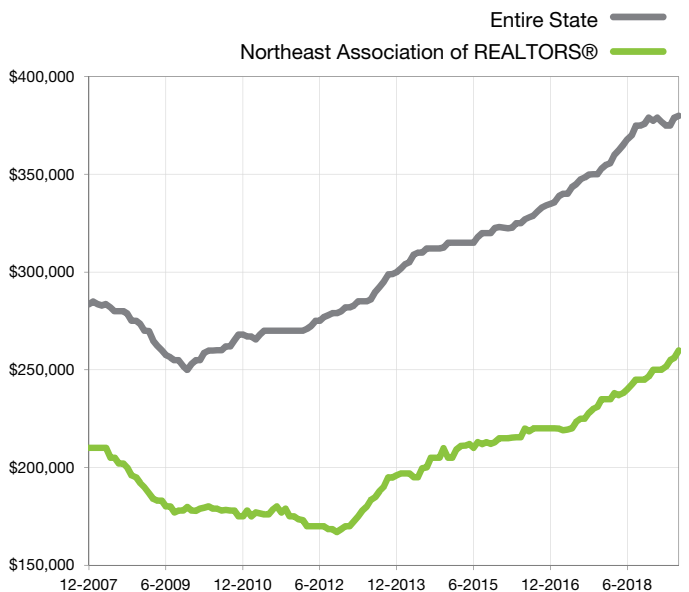
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 13.1%

+ 1.6%

- 16.4%

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

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	708	771	+ 8.9%	3,433	3,475	+ 1.2%
Closed Sales	774	683	- 11.8%	2,820	2,760	- 2.1%
Median Sales Price*	\$335,000	\$340,000	+ 1.5%	\$303,500	\$316,500	+ 4.3%
Inventory of Homes for Sale	1,681	1,368	- 18.6%	--	--	--
Months Supply of Inventory	3.1	2.6	- 17.1%	--	--	--
Cumulative Days on Market Until Sale	40	46	+ 16.0%	59	66	+ 11.8%
Percent of Original List Price Received*	98.9%	99.2%	+ 0.3%	97.6%	97.4%	- 0.2%
New Listings	981	903	- 8.0%	4,593	4,453	- 3.0%

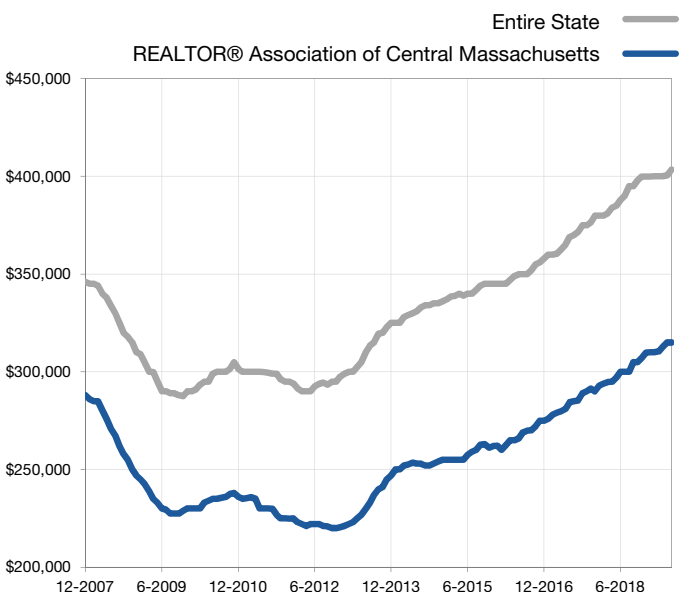
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	146	171	+ 17.1%	815	792	- 2.8%
Closed Sales	180	146	- 18.9%	711	659	- 7.3%
Median Sales Price*	\$241,500	\$255,000	+ 5.6%	\$225,000	\$236,750	+ 5.2%
Inventory of Homes for Sale	297	285	- 4.0%	--	--	--
Months Supply of Inventory	2.2	2.3	+ 4.9%	--	--	--
Cumulative Days on Market Until Sale	52	46	- 11.2%	57	59	+ 4.3%
Percent of Original List Price Received*	98.9%	99.1%	+ 0.2%	98.5%	98.5%	+ 0.0%
New Listings	190	197	+ 3.7%	983	988	+ 0.5%

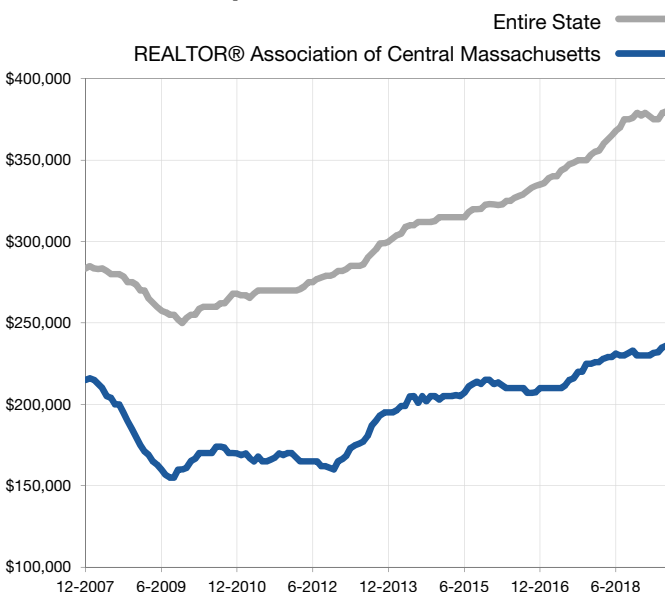
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 10.4%

+ 3.1%

- 24.5%

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

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	627	671	+ 7.0%	3,090	3,233	+ 4.6%
Closed Sales	686	603	- 12.1%	2,634	2,615	- 0.7%
Median Sales Price*	\$232,750	\$240,000	+ 3.1%	\$212,000	\$220,000	+ 3.8%
Inventory of Homes for Sale	1,893	1,451	- 23.3%	--	--	--
Months Supply of Inventory	3.8	2.9	- 22.9%	--	--	--
Cumulative Days on Market Until Sale	58	55	- 5.7%	75	76	+ 1.9%
Percent of Original List Price Received*	97.7%	98.2%	+ 0.6%	95.9%	95.9%	+ 0.0%
New Listings	901	836	- 7.2%	4,261	4,113	- 3.5%

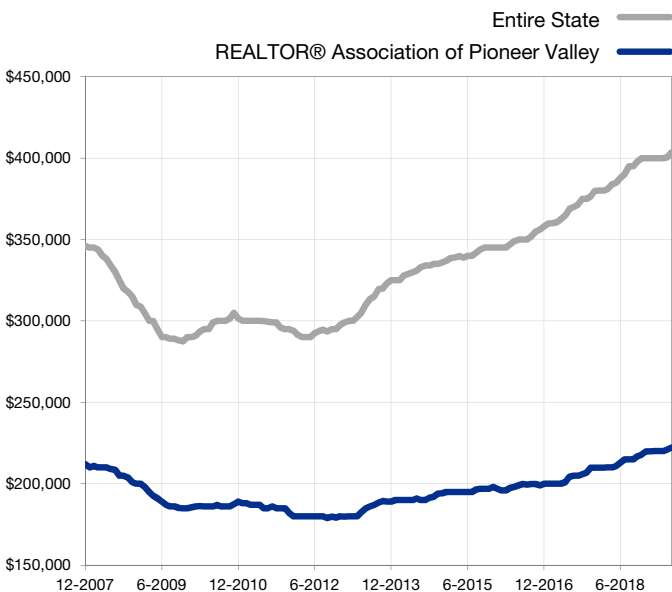
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	95	87	- 8.4%	457	495	+ 8.3%
Closed Sales	83	86	+ 3.6%	369	414	+ 12.2%
Median Sales Price*	\$175,000	\$181,750	+ 3.9%	\$161,500	\$158,500	- 1.9%
Inventory of Homes for Sale	257	172	- 33.1%	--	--	--
Months Supply of Inventory	3.5	2.3	- 34.3%	--	--	--
Cumulative Days on Market Until Sale	87	59	- 32.5%	93	81	- 12.8%
Percent of Original List Price Received*	97.8%	97.0%	- 0.9%	96.9%	96.3%	- 0.6%
New Listings	119	86	- 27.7%	551	555	+ 0.7%

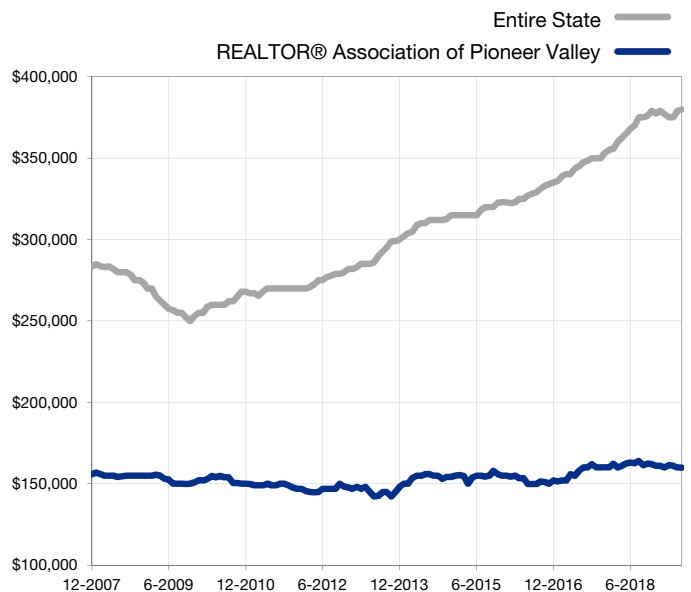
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 12.4%

+ 8.1%

- 17.6%

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

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	490	536	+ 9.4%	2,493	2,633	+ 5.6%
Closed Sales	530	490	- 7.5%	2,121	2,139	+ 0.8%
Median Sales Price*	\$325,000	\$350,000	+ 7.7%	\$310,000	\$334,000	+ 7.7%
Inventory of Homes for Sale	1,329	1,079	- 18.8%	--	--	--
Months Supply of Inventory	3.3	2.6	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	54	50	- 7.2%	66	67	+ 1.9%
Percent of Original List Price Received*	98.3%	98.9%	+ 0.6%	96.9%	97.1%	+ 0.2%
New Listings	713	635	- 10.9%	3,347	3,254	- 2.8%

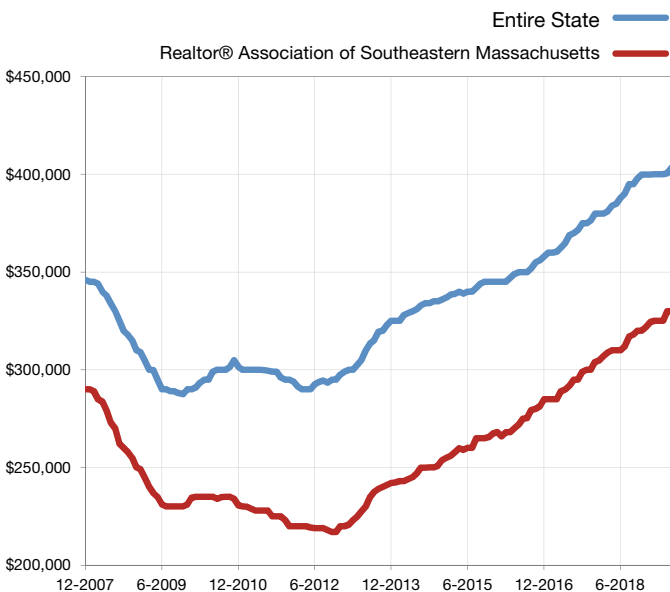
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	85	83	- 2.4%	447	454	+ 1.6%
Closed Sales	107	68	- 36.4%	393	382	- 2.8%
Median Sales Price*	\$230,000	\$225,450	- 2.0%	\$217,000	\$220,000	+ 1.4%
Inventory of Homes for Sale	162	149	- 8.0%	--	--	--
Months Supply of Inventory	2.2	2.1	- 5.1%	--	--	--
Cumulative Days on Market Until Sale	40	44	+ 9.9%	53	60	+ 13.7%
Percent of Original List Price Received*	98.9%	98.9%	+ 0.0%	97.7%	97.7%	- 0.0%
New Listings	95	90	- 5.3%	545	546	+ 0.2%

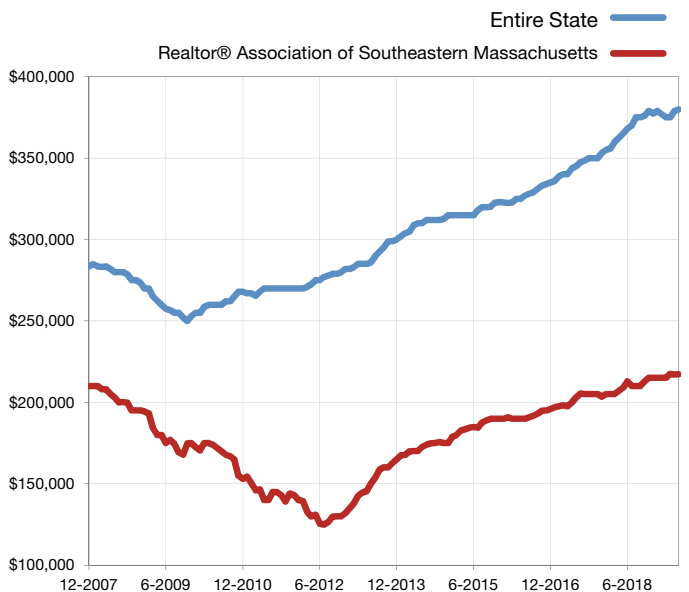
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

- 10.9%

+ 4.8%

- 4.4%

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

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	681	709	+ 4.1%	3,188	3,246	+ 1.8%
Closed Sales	725	670	- 7.6%	2,661	2,570	- 3.4%
Median Sales Price*	\$457,500	\$463,500	+ 1.3%	\$437,000	\$442,500	+ 1.3%
Inventory of Homes for Sale	1,606	1,496	- 6.8%	--	--	--
Months Supply of Inventory	3.2	3.0	- 3.9%	--	--	--
Cumulative Days on Market Until Sale	44	47	+ 6.8%	61	64	+ 4.0%
Percent of Original List Price Received*	98.5%	98.4%	- 0.1%	97.7%	97.1%	- 0.5%
New Listings	927	864	- 6.8%	4,361	4,496	+ 3.1%

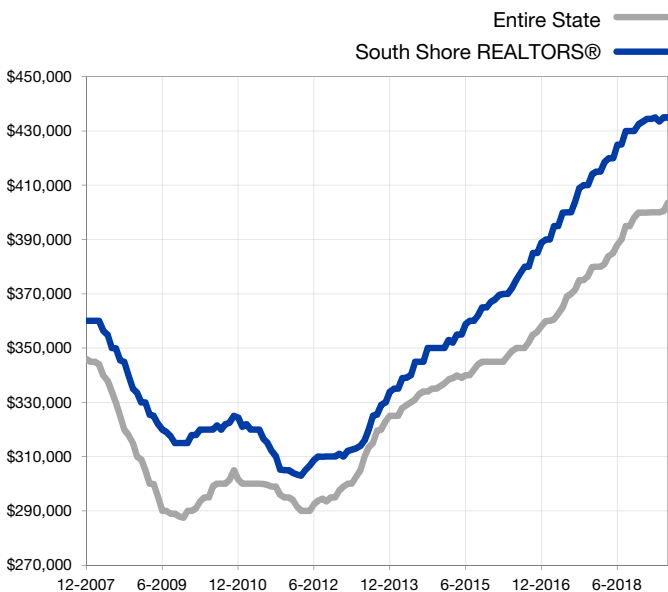
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	195	204	+ 4.6%	1,067	1,064	- 0.3%
Closed Sales	248	197	- 20.6%	882	897	+ 1.7%
Median Sales Price*	\$345,000	\$352,995	+ 2.3%	\$335,500	\$340,000	+ 1.3%
Inventory of Homes for Sale	395	417	+ 5.6%	--	--	--
Months Supply of Inventory	2.5	2.5	+ 3.3%	--	--	--
Cumulative Days on Market Until Sale	48	58	+ 19.7%	56	61	+ 9.6%
Percent of Original List Price Received*	100.6%	99.1%	- 1.5%	99.5%	98.2%	- 1.3%
New Listings	232	238	+ 2.6%	1,321	1,362	+ 3.1%

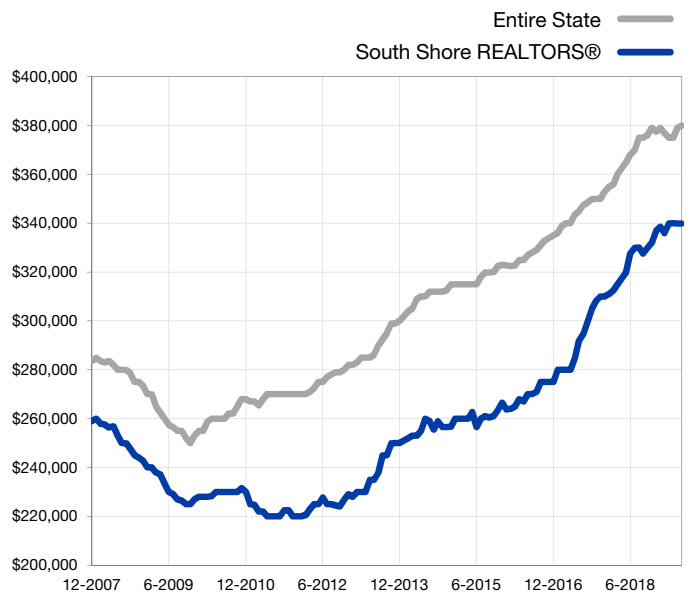
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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