

# Local Market Update – August 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**- 2.2%**

**+ 6.6%**

**- 26.2%**

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

	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	868	<b>955</b>	+ 10.0%	6,613	<b>6,703</b>	+ 1.4%
Closed Sales	1,041	<b>1,014</b>	-2.6%	6,134	<b>5,952</b>	-3.0%
Median Sales Price*	\$315,000	<b>\$327,500</b>	+ 4.0%	\$295,000	<b>\$310,000</b>	+ 5.1%
Inventory of Homes for Sale	2,643	<b>1,979</b>	-25.1%	--	--	--
Months Supply of Inventory	3.4	<b>2.6</b>	-23.5%	--	--	--
Cumulative Days on Market Until Sale	44	<b>46</b>	+ 4.5%	55	<b>59</b>	+ 7.3%
Percent of Original List Price Received*	98.1%	<b>98.1%</b>	0.0%	97.8%	<b>97.6%</b>	-0.2%
New Listings	1,232	<b>1,110</b>	-9.9%	8,902	<b>8,549</b>	-4.0%

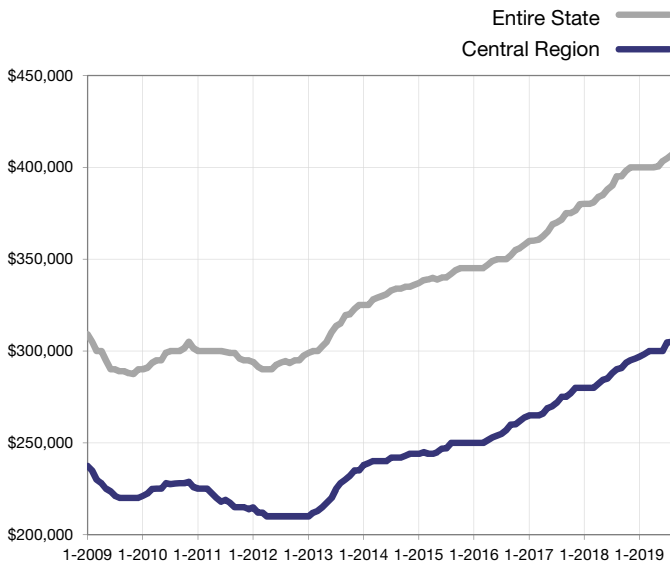
### Condominium Properties

	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	188	<b>191</b>	+ 1.6%	1,417	<b>1,390</b>	-1.9%
Closed Sales	206	<b>208</b>	+ 1.0%	1,296	<b>1,230</b>	-5.1%
Median Sales Price*	\$218,750	<b>\$240,000</b>	+ 9.7%	\$215,000	<b>\$227,000</b>	+ 5.6%
Inventory of Homes for Sale	395	<b>344</b>	-12.9%	--	--	--
Months Supply of Inventory	2.3	<b>2.1</b>	-8.7%	--	--	--
Cumulative Days on Market Until Sale	40	<b>49</b>	+ 22.5%	55	<b>54</b>	-1.8%
Percent of Original List Price Received*	98.8%	<b>98.8%</b>	0.0%	98.7%	<b>98.6%</b>	-0.1%
New Listings	224	<b>207</b>	-7.6%	1,708	<b>1,692</b>	-0.9%

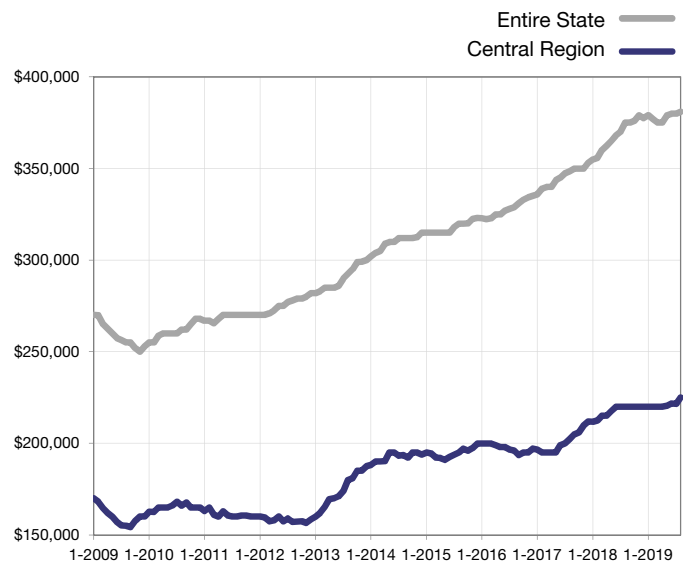
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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 – August 2019

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## Northern Region

**- 2.8%**

**+ 6.7%**

**- 26.4%**

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

	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	768	<b>832</b>	+ 8.3%	6,035	<b>6,410</b>	+ 6.2%
Closed Sales	1,005	<b>1,021</b>	+ 1.6%	5,700	<b>5,844</b>	+ 2.5%
Median Sales Price*	\$465,000	<b>\$480,000</b>	+ 3.2%	\$450,000	<b>\$462,000</b>	+ 2.7%
Inventory of Homes for Sale	1,857	<b>1,376</b>	-25.9%	--	--	--
Months Supply of Inventory	2.6	<b>1.9</b>	-26.9%	--	--	--
Cumulative Days on Market Until Sale	42	<b>40</b>	-4.8%	49	<b>50</b>	+ 2.0%
Percent of Original List Price Received*	98.8%	<b>98.6%</b>	-0.2%	98.9%	<b>98.1%</b>	-0.8%
New Listings	971	<b>863</b>	-11.1%	7,818	<b>7,760</b>	-0.7%

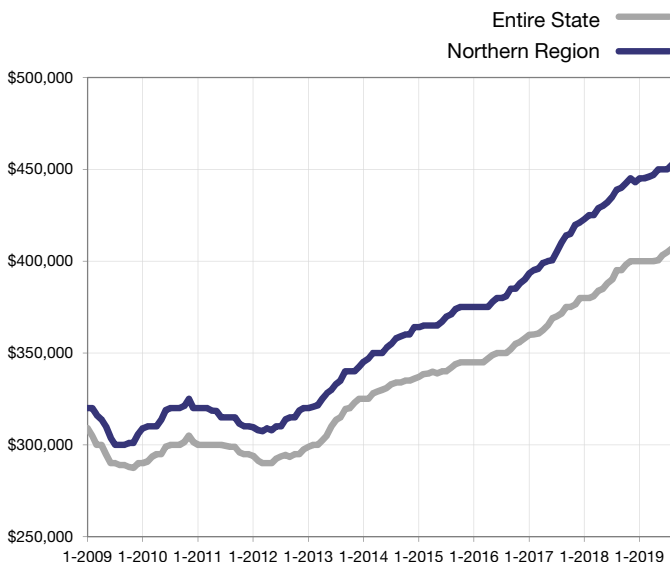
### Condominium Properties

	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	348	<b>358</b>	+ 2.9%	2,821	<b>2,814</b>	-0.2%
Closed Sales	446	<b>396</b>	-11.2%	2,663	<b>2,542</b>	-4.5%
Median Sales Price*	\$290,000	<b>\$300,250</b>	+ 3.5%	\$284,000	<b>\$300,000</b>	+ 5.6%
Inventory of Homes for Sale	655	<b>546</b>	-16.6%	--	--	--
Months Supply of Inventory	2.0	<b>1.7</b>	-15.0%	--	--	--
Cumulative Days on Market Until Sale	45	<b>42</b>	-6.7%	44	<b>47</b>	+ 6.8%
Percent of Original List Price Received*	99.7%	<b>98.9%</b>	-0.8%	99.5%	<b>98.8%</b>	-0.7%
New Listings	419	<b>366</b>	-12.6%	3,412	<b>3,278</b>	-3.9%

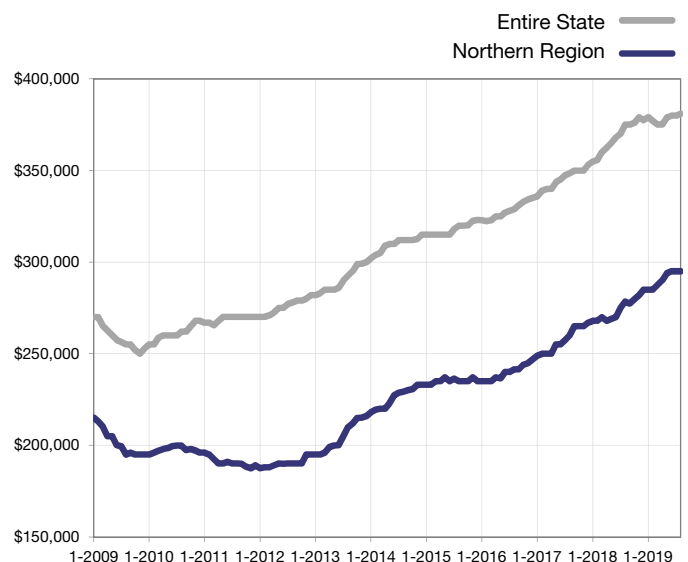
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – August 2019

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## Southeast Region

**- 2.8%**

**+ 3.9%**

**- 27.6%**

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

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

### Single-Family Properties

	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	601	611	+ 1.7%	4,161	4,283	+ 2.9%
Closed Sales	638	642	+ 0.6%	3,852	3,835	-0.4%
Median Sales Price*	\$333,000	<b>\$340,000</b>	+ 2.1%	\$310,000	<b>\$332,000</b>	+ 7.1%
Inventory of Homes for Sale	1,813	<b>1,374</b>	-24.2%	--	--	--
Months Supply of Inventory	3.6	<b>2.8</b>	-22.2%	--	--	--
Cumulative Days on Market Until Sale	55	<b>58</b>	+ 5.5%	63	<b>64</b>	+ 1.6%
Percent of Original List Price Received*	97.3%	<b>97.2%</b>	-0.1%	97.1%	<b>97.0%</b>	-0.1%
New Listings	804	<b>671</b>	-16.5%	5,637	<b>5,387</b>	-4.4%

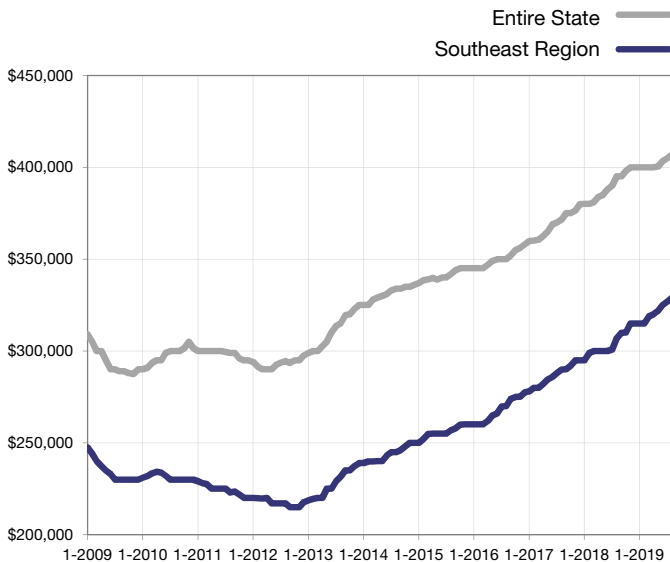
### Condominium Properties

	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	95	95	0.0%	692	671	-3.0%
Closed Sales	113	79	-30.1%	638	597	-6.4%
Median Sales Price*	\$205,000	<b>\$238,000</b>	+ 16.1%	\$210,000	<b>\$219,900</b>	+ 4.7%
Inventory of Homes for Sale	209	<b>167</b>	-20.1%	--	--	--
Months Supply of Inventory	2.5	<b>2.2</b>	-12.0%	--	--	--
Cumulative Days on Market Until Sale	46	<b>67</b>	+ 45.7%	53	<b>59</b>	+ 11.3%
Percent of Original List Price Received*	97.9%	<b>97.1%</b>	-0.8%	97.8%	<b>97.4%</b>	-0.4%
New Listings	131	<b>96</b>	-26.7%	872	<b>805</b>	-7.7%

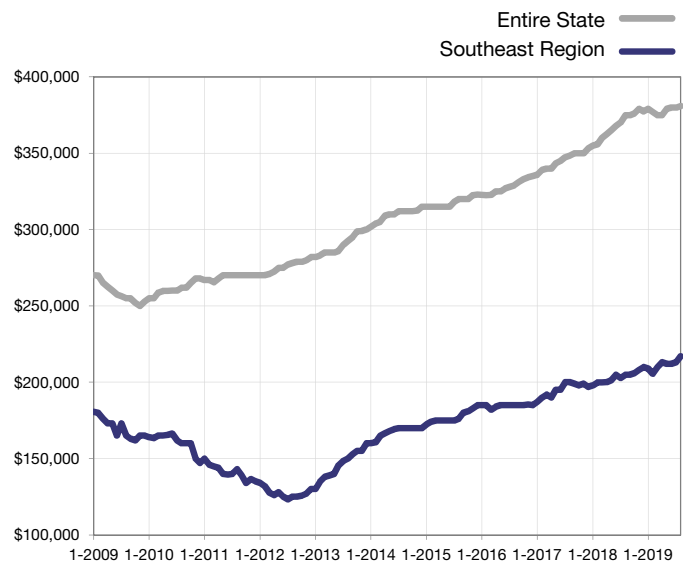
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## West Region

**- 4.2%**

**+ 2.3%**

**- 24.0%**

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

	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	681	<b>795</b>	+ 16.7%	5,220	<b>5,479</b>	+ 5.0%
Closed Sales	854	<b>800</b>	-6.3%	4,871	<b>4,805</b>	-1.4%
Median Sales Price*	\$225,000	<b>\$229,900</b>	+ 2.2%	\$216,450	<b>\$225,000</b>	+ 4.0%
Inventory of Homes for Sale	3,096	<b>2,405</b>	-22.3%	--	--	--
Months Supply of Inventory	5.0	<b>3.9</b>	-22.0%	--	--	--
Cumulative Days on Market Until Sale	60	<b>59</b>	-1.7%	76	<b>73</b>	-3.9%
Percent of Original List Price Received*	95.9%	<b>96.1%</b>	+ 0.2%	95.4%	<b>95.6%</b>	+ 0.2%
New Listings	945	<b>924</b>	-2.2%	7,461	<b>7,289</b>	-2.3%

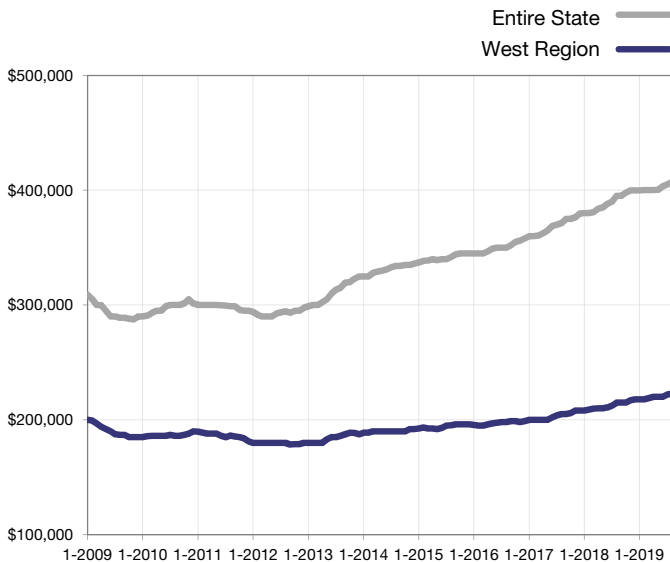
### Condominium Properties

	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	85	<b>90</b>	+ 5.9%	719	<b>767</b>	+ 6.7%
Closed Sales	111	<b>115</b>	+ 3.6%	660	<b>689</b>	+ 4.4%
Median Sales Price*	\$180,500	<b>\$180,000</b>	-0.3%	\$167,750	<b>\$169,999</b>	+ 1.3%
Inventory of Homes for Sale	434	<b>308</b>	-29.0%	--	--	--
Months Supply of Inventory	5.0	<b>3.5</b>	-30.0%	--	--	--
Cumulative Days on Market Until Sale	79	<b>75</b>	-5.1%	94	<b>79</b>	-16.0%
Percent of Original List Price Received*	95.9%	<b>96.2%</b>	+ 0.3%	96.4%	<b>96.1%</b>	-0.3%
New Listings	124	<b>96</b>	-22.6%	917	<b>923</b>	+ 0.7%

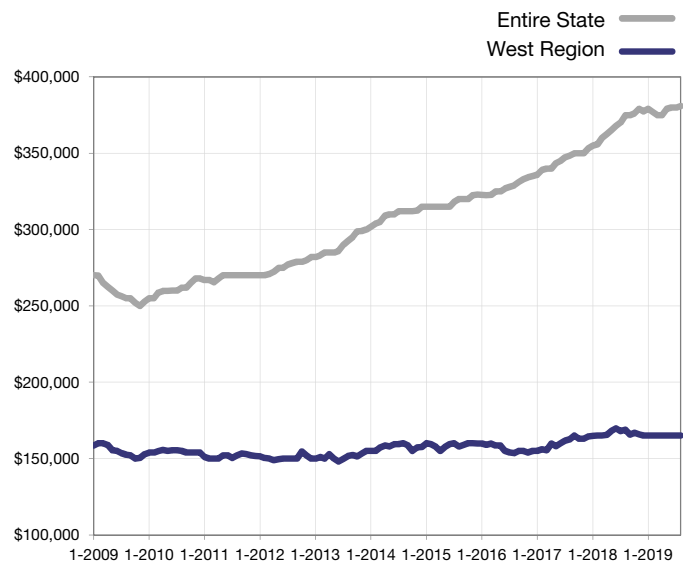
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