

Berkshire County Board of REALTORS®

+ 9.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 0.2%

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

- 23.1%

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

Single-Family Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	140	140	0.0%	1,269	1,321	+ 4.1%
Closed Sales	149	147	- 1.3%	1,189	1,211	+ 1.9%
Median Sales Price*	\$223,000	\$216,250	- 3.0%	\$212,000	\$220,000	+ 3.8%
Inventory of Homes for Sale	1,084	839	- 22.6%	--	--	--
Months Supply of Inventory	9.0	6.9	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	89	87	- 2.9%	106	88	- 16.6%
Percent of Original List Price Received*	91.1%	90.8%	- 0.3%	92.0%	92.3%	+ 0.3%
New Listings	191	153	- 19.9%	2,079	2,030	- 2.4%

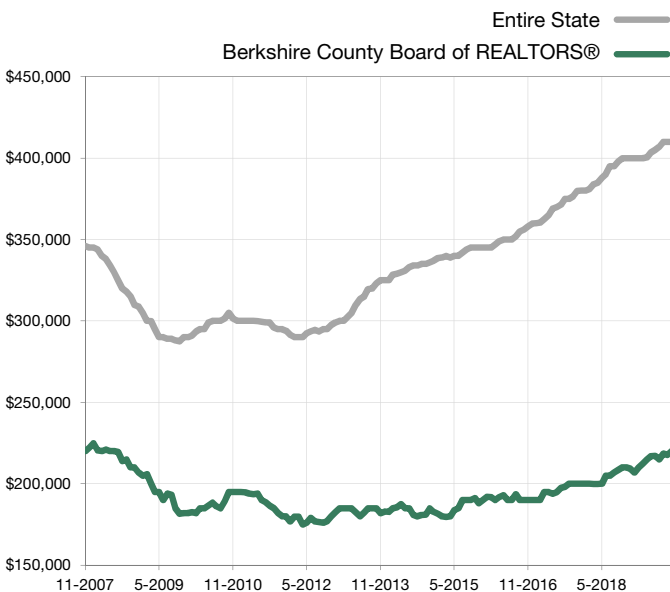
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	20	+ 53.8%	124	166	+ 33.9%
Closed Sales	11	28	+ 154.5%	123	143	+ 16.3%
Median Sales Price*	\$158,000	\$220,000	+ 39.2%	\$225,900	\$199,500	- 11.7%
Inventory of Homes for Sale	173	128	- 26.0%	--	--	--
Months Supply of Inventory	14.0	9.0	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	226	114	- 49.6%	146	118	- 19.7%
Percent of Original List Price Received*	91.6%	90.4%	- 1.2%	92.8%	92.5%	- 0.3%
New Listings	11	19	+ 72.7%	208	244	+ 17.3%

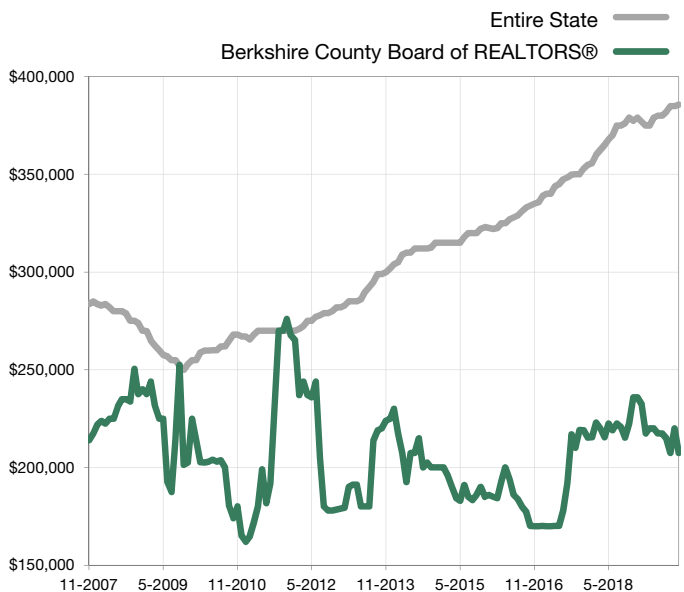
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 3.4%

Year-Over-Year
Change in
Closed Sales
All Properties

- 7.6%

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

- 17.5%

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

Single-Family Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	514	551	+ 7.2%	4,739	4,874	+ 2.8%
Closed Sales	535	491	- 8.2%	4,558	4,483	- 1.6%
Median Sales Price*	\$475,000	\$435,500	- 8.3%	\$420,000	\$425,000	+ 1.2%
Inventory of Homes for Sale	3,147	2,461	- 21.8%	--	--	--
Months Supply of Inventory	6.9	5.4	- 20.7%	--	--	--
Cumulative Days on Market Until Sale	100	105	+ 4.4%	102	105	+ 3.3%
Percent of Original List Price Received*	93.6%	94.2%	+ 0.6%	94.7%	94.2%	- 0.6%
New Listings	808	595	- 26.4%	7,427	6,844	- 7.8%

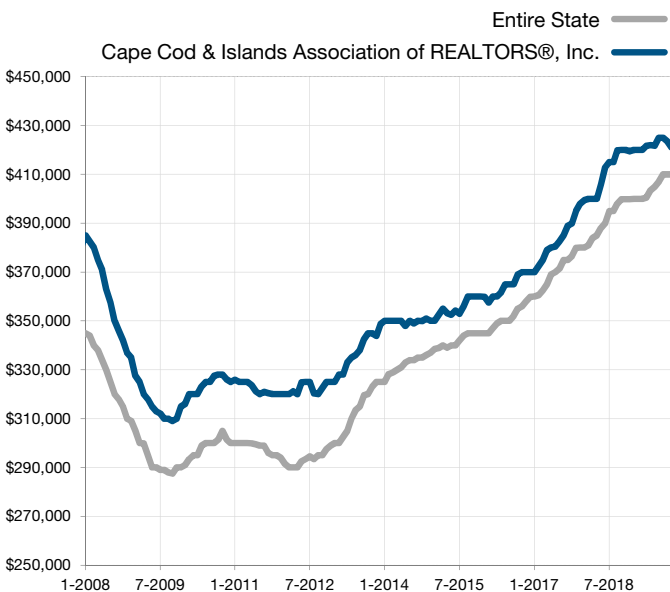
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	127	117	- 7.9%	1,135	1,144	+ 0.8%
Closed Sales	121	143	+ 18.2%	1,083	1,065	- 1.7%
Median Sales Price*	\$340,000	\$297,000	- 12.6%	\$285,000	\$287,000	+ 0.7%
Inventory of Homes for Sale	589	622	+ 5.6%	--	--	--
Months Supply of Inventory	5.5	5.9	+ 7.8%	--	--	--
Cumulative Days on Market Until Sale	99	115	+ 15.8%	95	104	+ 9.3%
Percent of Original List Price Received*	95.5%	93.4%	- 2.1%	95.5%	94.6%	- 1.0%
New Listings	154	156	+ 1.3%	1,556	1,649	+ 6.0%

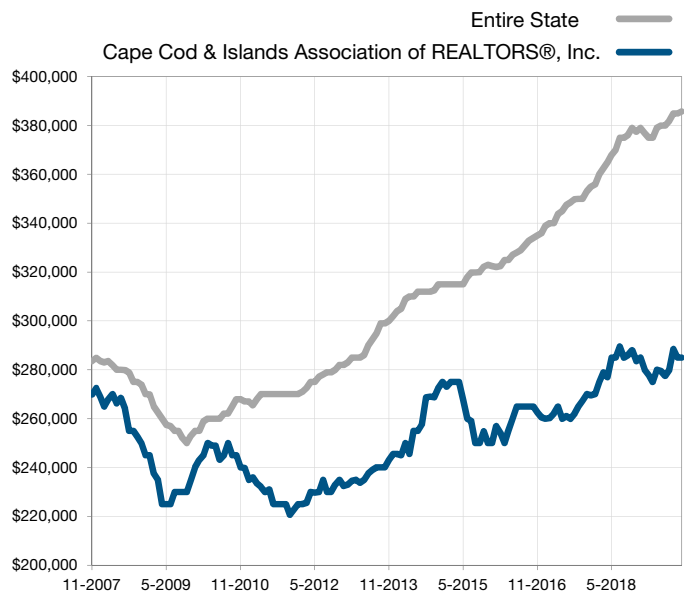
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1,239	1,352	+ 9.1%	12,030	12,268	+ 2.0%
Closed Sales	1,085	1,019	- 6.1%	11,322	11,314	- 0.1%
Median Sales Price*	\$605,000	\$595,000	- 1.7%	\$617,000	\$625,000	+ 1.3%
Inventory of Homes for Sale	2,993	2,560	- 14.5%	--	--	--
Months Supply of Inventory	2.7	2.3	- 14.8%	--	--	--
Cumulative Days on Market Until Sale	47	52	+ 10.6%	43	48	+ 11.6%
Percent of Original List Price Received*	98.4%	97.7%	- 0.7%	99.6%	98.4%	- 1.2%
New Listings	1,523	1,558	+ 2.3%	15,929	16,006	+ 0.5%

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

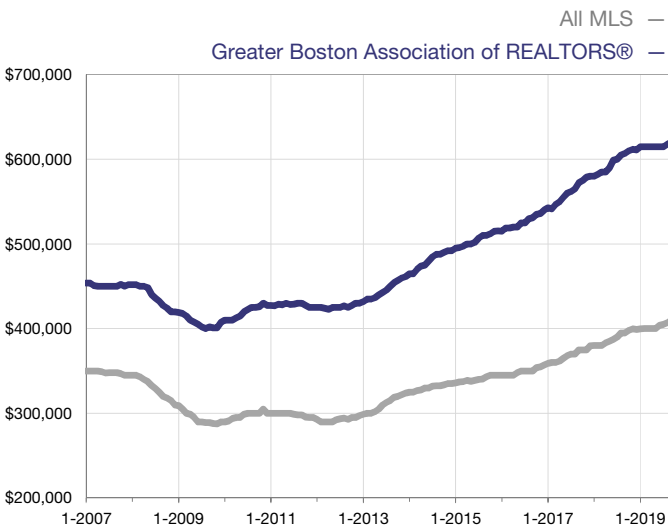
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	855	1,055	+ 23.4%	9,461	10,118	+ 6.9%
Closed Sales	799	843	+ 5.5%	9,240	9,069	- 1.9%
Median Sales Price*	\$540,000	\$549,500	+ 1.8%	\$569,000	\$570,000	+ 0.2%
Inventory of Homes for Sale	2,377	2,286	- 3.8%	--	--	--
Months Supply of Inventory	2.6	2.6	0.0%	--	--	--
Cumulative Days on Market Until Sale	39	47	+ 20.5%	38	46	+ 21.1%
Percent of Original List Price Received*	99.3%	98.2%	- 1.1%	100.7%	99.0%	- 1.7%
New Listings	1,299	1,312	+ 1.0%	12,631	13,667	+ 8.2%

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

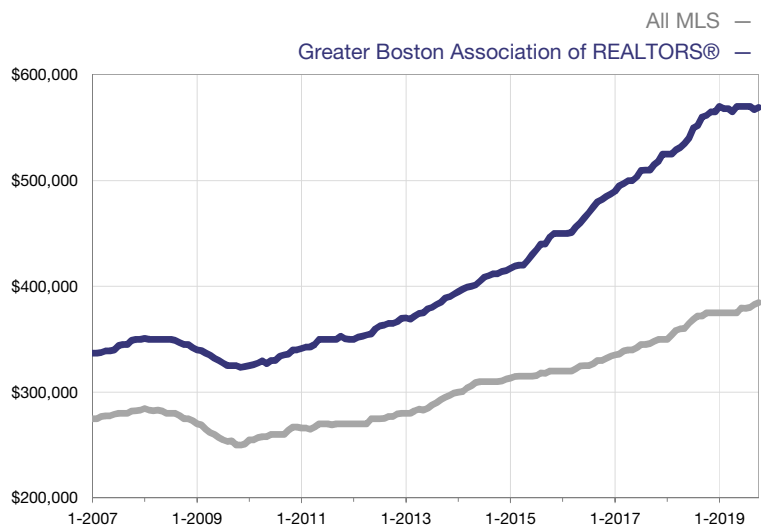
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

+ 7.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.3%

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

- 34.5%

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

Single-Family Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	76	126	+ 65.8%	902	965	+ 7.0%
Closed Sales	89	90	+ 1.1%	874	871	- 0.3%
Median Sales Price*	\$288,000	\$297,950	+ 3.5%	\$279,000	\$299,000	+ 7.2%
Inventory of Homes for Sale	421	282	- 33.0%	--	--	--
Months Supply of Inventory	4.7	3.3	- 29.8%	--	--	--
Cumulative Days on Market Until Sale	74	76	+ 3.4%	70	77	+ 10.1%
Percent of Original List Price Received*	94.9%	94.8%	- 0.1%	96.4%	95.5%	- 0.9%
New Listings	113	126	+ 11.5%	1,285	1,250	- 2.7%

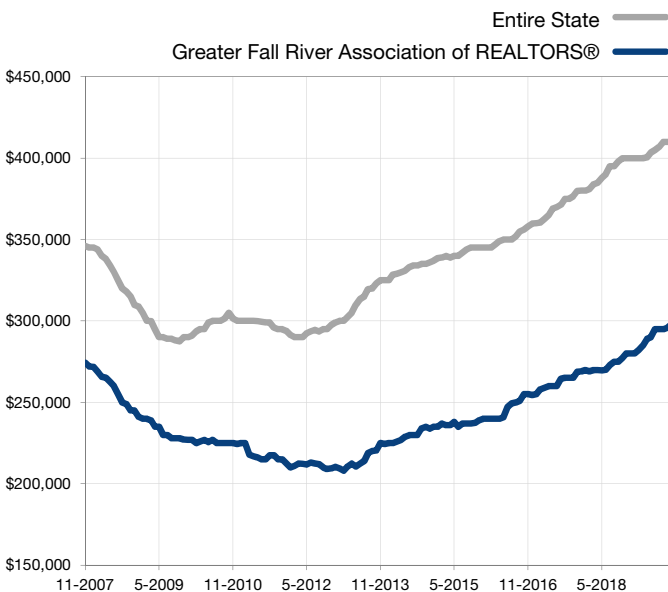
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	7	10	+ 42.9%	88	100	+ 13.6%
Closed Sales	8	14	+ 75.0%	86	93	+ 8.1%
Median Sales Price*	\$176,000	\$189,430	+ 7.6%	\$169,750	\$174,900	+ 3.0%
Inventory of Homes for Sale	31	14	- 54.8%	--	--	--
Months Supply of Inventory	3.4	1.6	- 53.2%	--	--	--
Cumulative Days on Market Until Sale	57	41	- 28.2%	65	59	- 9.6%
Percent of Original List Price Received*	92.5%	93.9%	+ 1.5%	95.4%	95.4%	+ 0.1%
New Listings	10	13	+ 30.0%	125	118	- 5.6%

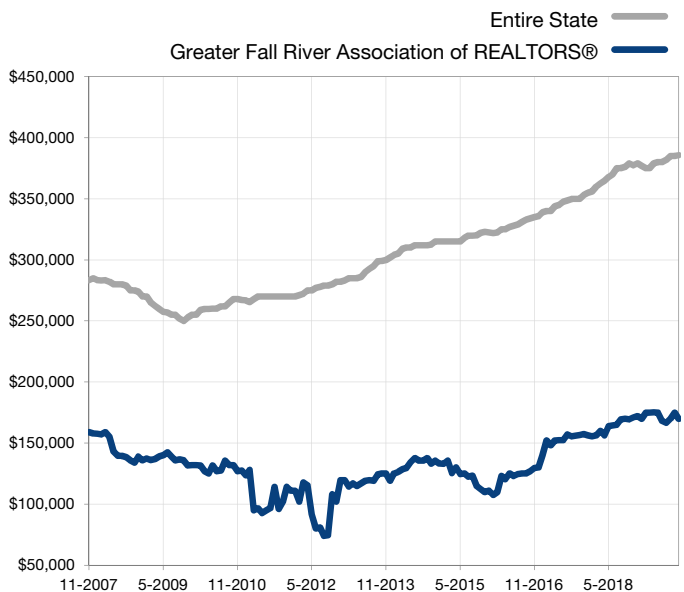
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

+ 34.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 24.9%

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

- 30.0%

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

Single-Family Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	65	67	+ 3.1%	645	721	+ 11.8%
Closed Sales	56	84	+ 50.0%	603	688	+ 14.1%
Median Sales Price*	\$494,950	\$548,500	+ 10.8%	\$480,000	\$531,250	+ 10.7%
Inventory of Homes for Sale	207	157	- 24.2%	--	--	--
Months Supply of Inventory	3.4	2.4	- 30.9%	--	--	--
Cumulative Days on Market Until Sale	53	65	+ 21.6%	63	58	- 8.9%
Percent of Original List Price Received*	96.0%	95.7%	- 0.3%	96.7%	97.0%	+ 0.3%
New Listings	77	83	+ 7.8%	932	957	+ 2.7%

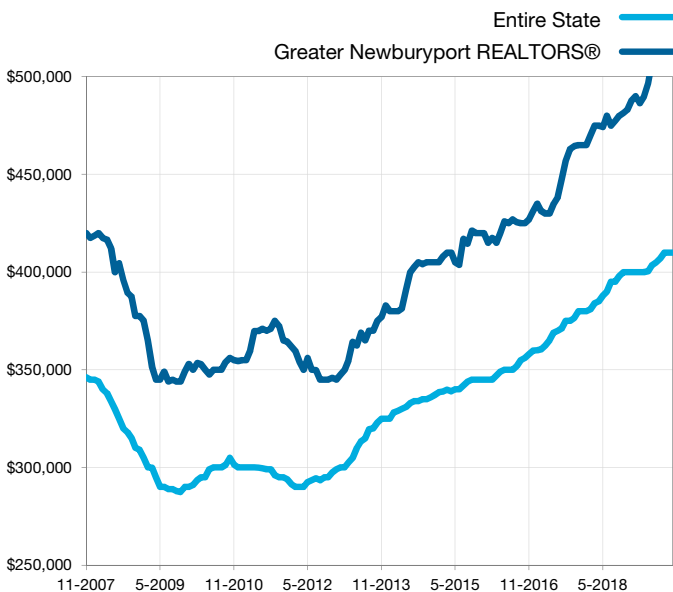
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	44	45	+ 2.3%	369	366	- 0.8%
Closed Sales	38	42	+ 10.5%	331	370	+ 11.8%
Median Sales Price*	\$354,000	\$472,450	+ 33.5%	\$345,000	\$375,000	+ 8.7%
Inventory of Homes for Sale	110	65	- 40.9%	--	--	--
Months Supply of Inventory	3.2	1.8	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	69	54	- 21.7%	51	51	- 0.1%
Percent of Original List Price Received*	97.1%	98.0%	+ 1.0%	98.4%	98.4%	+ 0.0%
New Listings	59	40	- 32.2%	509	471	- 7.5%

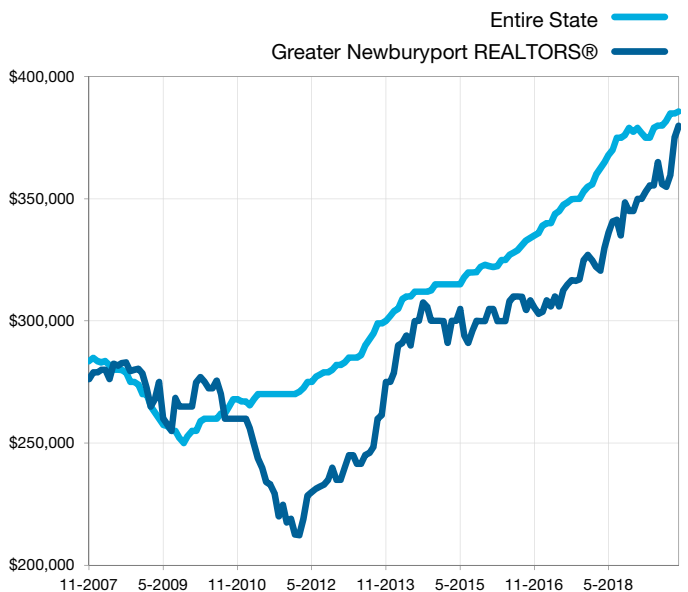
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 4.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.7%

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

- 25.3%

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

Single-Family Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	226	280	+ 23.9%	2,468	2,555	+ 3.5%
Closed Sales	263	281	+ 6.8%	2,386	2,377	- 0.4%
Median Sales Price*	\$275,000	\$280,000	+ 1.8%	\$267,250	\$279,000	+ 4.4%
Inventory of Homes for Sale	910	680	- 25.3%	--	--	--
Months Supply of Inventory	3.8	2.9	- 24.3%	--	--	--
Cumulative Days on Market Until Sale	52	55	+ 6.5%	57	58	+ 1.0%
Percent of Original List Price Received*	97.1%	97.1%	+ 0.0%	97.7%	97.3%	- 0.3%
New Listings	344	319	- 7.3%	3,367	3,344	- 0.7%

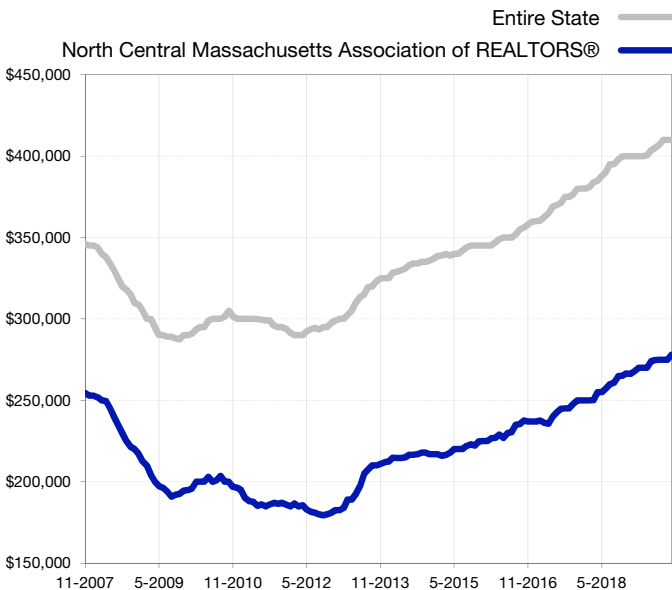
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	36	46	+ 27.8%	387	380	- 1.8%
Closed Sales	40	35	- 12.5%	374	340	- 9.1%
Median Sales Price*	\$172,250	\$185,000	+ 7.4%	\$185,000	\$184,950	- 0.0%
Inventory of Homes for Sale	89	66	- 25.8%	--	--	--
Months Supply of Inventory	2.4	1.9	- 23.2%	--	--	--
Cumulative Days on Market Until Sale	42	40	- 5.3%	58	44	- 24.9%
Percent of Original List Price Received*	98.3%	98.9%	+ 0.6%	98.8%	98.4%	- 0.4%
New Listings	51	44	- 13.7%	461	474	+ 2.8%

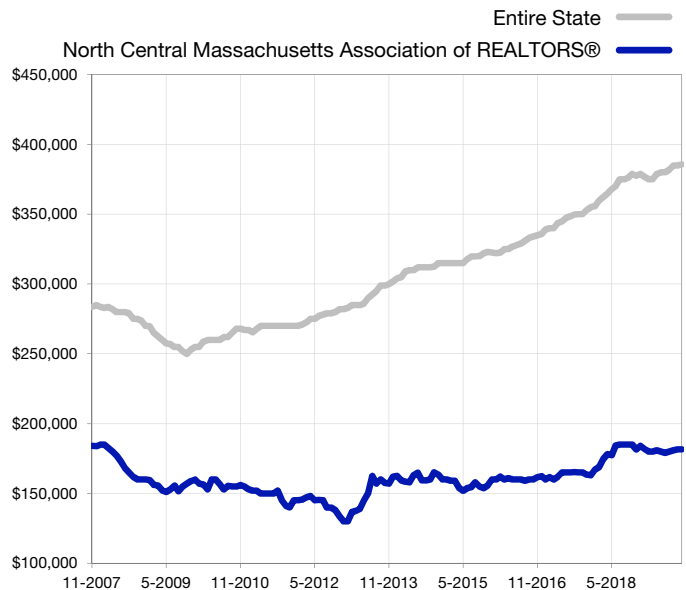
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 1.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.7%

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

- 26.6%

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

Single-Family Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	391	384	- 1.8%	3,517	3,634	+ 3.3%
Closed Sales	369	359	- 2.7%	3,340	3,372	+ 1.0%
Median Sales Price*	\$444,900	\$470,000	+ 5.6%	\$450,000	\$469,900	+ 4.4%
Inventory of Homes for Sale	954	686	- 28.1%	--	--	--
Months Supply of Inventory	2.9	2.0	- 29.1%	--	--	--
Cumulative Days on Market Until Sale	45	44	- 0.3%	48	50	+ 4.7%
Percent of Original List Price Received*	97.8%	98.2%	+ 0.4%	98.7%	97.9%	- 0.8%
New Listings	481	449	- 6.7%	4,579	4,463	- 2.5%

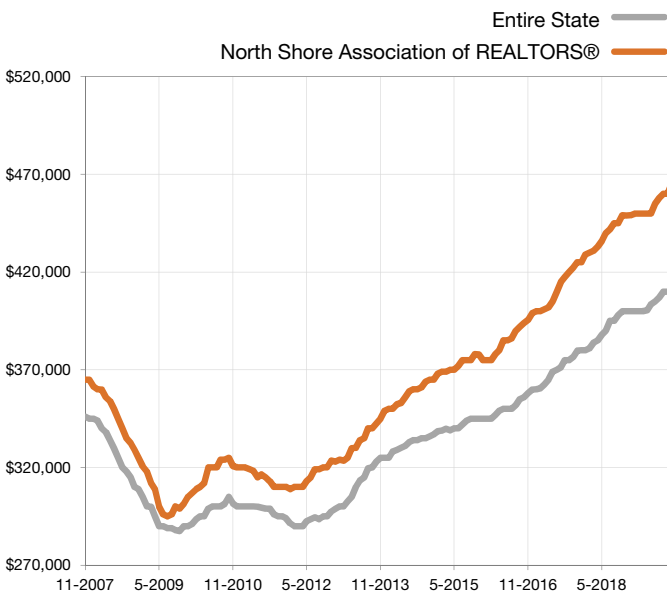
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	147	191	+ 29.9%	1,609	1,713	+ 6.5%
Closed Sales	152	156	+ 2.6%	1,553	1,554	+ 0.1%
Median Sales Price*	\$301,500	\$329,950	+ 9.4%	\$300,000	\$316,550	+ 5.5%
Inventory of Homes for Sale	371	287	- 22.6%	--	--	--
Months Supply of Inventory	2.4	1.9	- 21.2%	--	--	--
Cumulative Days on Market Until Sale	42	46	+ 8.4%	44	49	+ 10.2%
Percent of Original List Price Received*	99.2%	98.1%	- 1.0%	99.5%	98.5%	- 1.0%
New Listings	216	196	- 9.3%	2,011	2,043	+ 1.6%

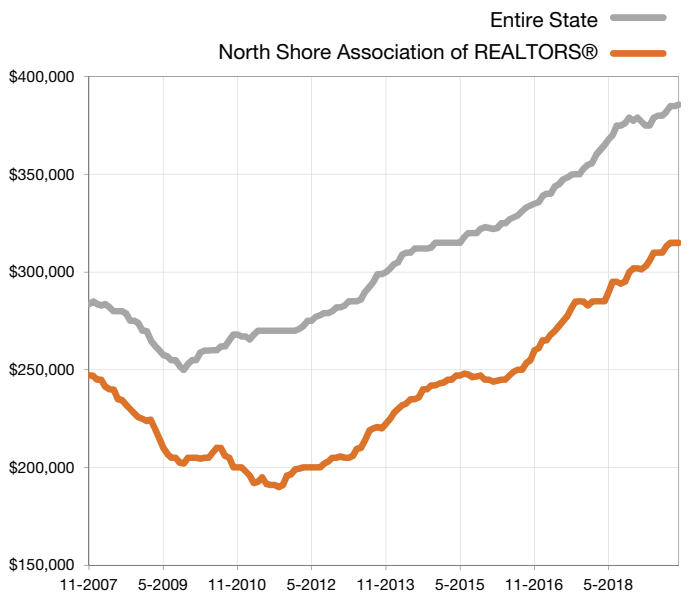
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 5.8%

+ 14.3%

- 32.7%

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

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	343	416	+ 21.3%	3,337	3,606	+ 8.1%
Closed Sales	326	318	- 2.5%	3,225	3,300	+ 2.3%
Median Sales Price*	\$400,000	\$441,500	+ 10.4%	\$435,000	\$450,000	+ 3.4%
Inventory of Homes for Sale	892	574	- 35.7%	--	--	--
Months Supply of Inventory	2.8	1.7	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	45	46	+ 3.8%	44	47	+ 5.9%
Percent of Original List Price Received*	98.0%	98.0%	- 0.0%	99.1%	98.5%	- 0.6%
New Listings	417	431	+ 3.4%	4,399	4,371	- 0.6%

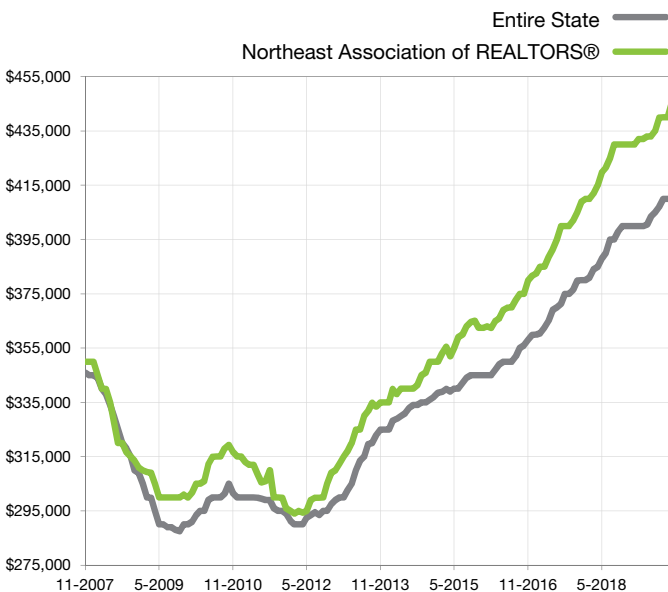
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	112	137	+ 22.3%	1,458	1,401	- 3.9%
Closed Sales	157	137	- 12.7%	1,420	1,306	- 8.0%
Median Sales Price*	\$250,000	\$277,000	+ 10.8%	\$247,200	\$267,200	+ 8.1%
Inventory of Homes for Sale	270	208	- 23.0%	--	--	--
Months Supply of Inventory	1.9	1.6	- 14.8%	--	--	--
Cumulative Days on Market Until Sale	43	39	- 8.7%	41	44	+ 7.3%
Percent of Original List Price Received*	98.9%	99.8%	+ 1.0%	99.7%	99.3%	- 0.4%
New Listings	146	141	- 3.4%	1,746	1,592	- 8.8%

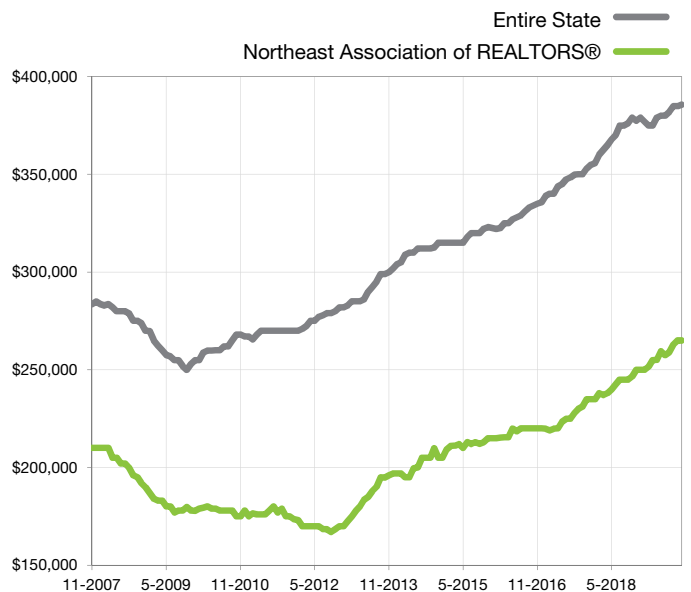
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.

REALTOR® Association of Central Massachusetts

+ 13.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.9%

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

- 27.6%

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

Single-Family Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	563	616	+ 9.4%	5,634	5,772	+ 2.4%
Closed Sales	548	639	+ 16.6%	5,369	5,332	- 0.7%
Median Sales Price*	\$305,000	\$320,000	+ 4.9%	\$310,000	\$325,000	+ 4.8%
Inventory of Homes for Sale	1,819	1,314	- 27.8%	--	--	--
Months Supply of Inventory	3.3	2.5	- 26.4%	--	--	--
Cumulative Days on Market Until Sale	50	52	+ 3.5%	53	57	+ 9.1%
Percent of Original List Price Received*	96.7%	97.7%	+ 1.0%	97.7%	97.7%	- 0.0%
New Listings	725	685	- 5.5%	7,732	7,375	- 4.6%

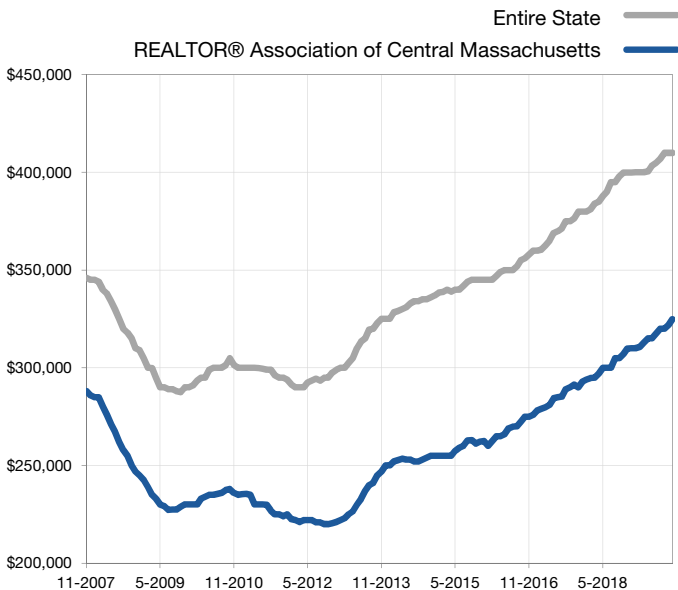
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	141	138	- 2.1%	1,347	1,345	- 0.1%
Closed Sales	142	142	0.0%	1,286	1,261	- 1.9%
Median Sales Price*	\$244,700	\$255,000	+ 4.2%	\$229,950	\$240,000	+ 4.4%
Inventory of Homes for Sale	357	261	- 26.9%	--	--	--
Months Supply of Inventory	2.7	2.1	- 22.9%	--	--	--
Cumulative Days on Market Until Sale	46	53	+ 15.8%	51	54	+ 6.6%
Percent of Original List Price Received*	98.0%	98.3%	+ 0.2%	98.6%	98.6%	+ 0.0%
New Listings	167	152	- 9.0%	1,696	1,643	- 3.1%

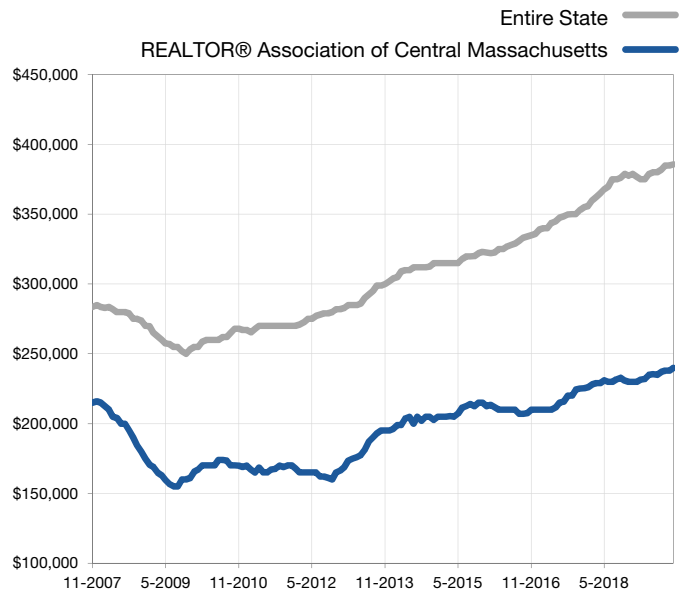
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 8.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.3%

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

- 24.4%

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

Single-Family Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	523	546	+ 4.4%	5,164	5,445	+ 5.4%
Closed Sales	514	570	+ 10.9%	4,990	5,042	+ 1.0%
Median Sales Price*	\$224,450	\$230,000	+ 2.5%	\$219,000	\$227,500	+ 3.9%
Inventory of Homes for Sale	1,941	1,470	- 24.3%	--	--	--
Months Supply of Inventory	3.9	2.9	- 25.1%	--	--	--
Cumulative Days on Market Until Sale	65	54	- 15.7%	68	66	- 2.3%
Percent of Original List Price Received*	95.2%	96.3%	+ 1.2%	96.0%	96.4%	+ 0.4%
New Listings	670	667	- 0.4%	7,068	6,984	- 1.2%

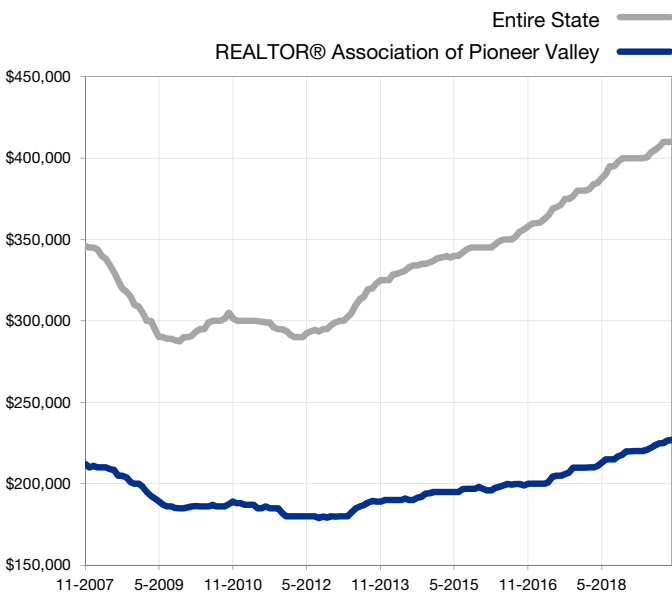
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	76	80	+ 5.3%	766	785	+ 2.5%
Closed Sales	80	75	- 6.3%	732	752	+ 2.7%
Median Sales Price*	\$166,919	\$172,500	+ 3.3%	\$163,500	\$165,000	+ 0.9%
Inventory of Homes for Sale	249	186	- 25.3%	--	--	--
Months Supply of Inventory	3.4	2.5	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	74	50	- 31.8%	82	70	- 14.2%
Percent of Original List Price Received*	96.9%	97.5%	+ 0.6%	97.0%	96.8%	- 0.1%
New Listings	82	108	+ 31.7%	917	912	- 0.5%

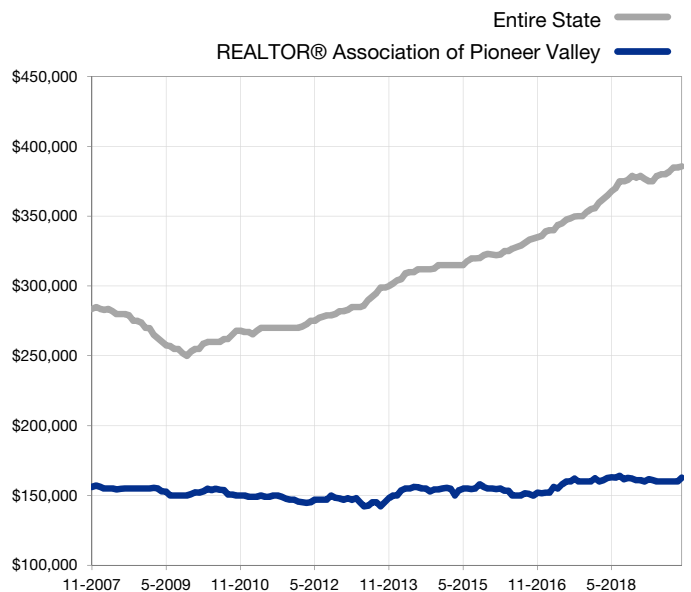
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 8.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.1%

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

- 28.6%

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

Single-Family Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	416	503	+ 20.9%	4,233	4,395	+ 3.8%
Closed Sales	465	412	- 11.4%	4,078	3,993	- 2.1%
Median Sales Price*	\$319,900	\$344,750	+ 7.8%	\$320,000	\$340,000	+ 6.3%
Inventory of Homes for Sale	1,503	1,090	- 27.5%	--	--	--
Months Supply of Inventory	3.6	2.7	- 25.2%	--	--	--
Cumulative Days on Market Until Sale	55	49	- 9.9%	59	60	+ 1.6%
Percent of Original List Price Received*	97.0%	97.3%	+ 0.4%	97.2%	97.3%	+ 0.1%
New Listings	598	541	- 9.5%	5,814	5,546	- 4.6%

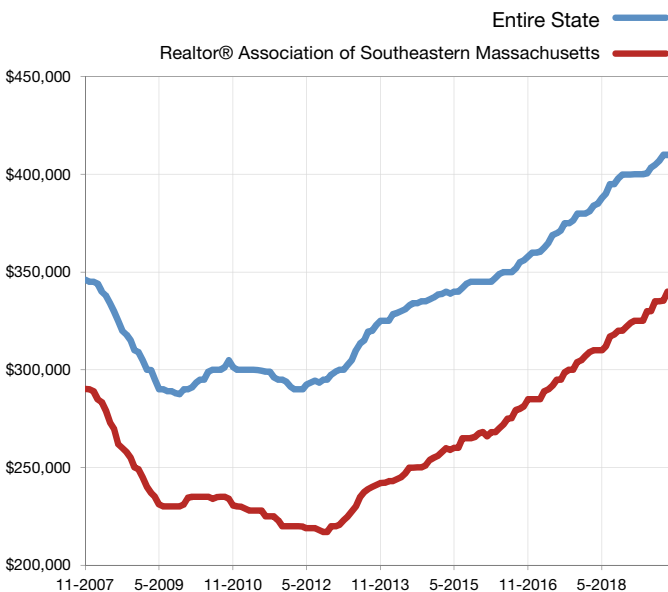
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	73	87	+ 19.2%	751	743	- 1.1%
Closed Sales	77	82	+ 6.5%	725	680	- 6.2%
Median Sales Price*	\$220,000	\$222,500	+ 1.1%	\$215,000	\$228,000	+ 6.0%
Inventory of Homes for Sale	222	142	- 36.0%	--	--	--
Months Supply of Inventory	3.1	2.1	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	50	57	+ 13.1%	50	61	+ 21.8%
Percent of Original List Price Received*	97.6%	97.5%	- 0.0%	97.9%	97.6%	- 0.4%
New Listings	117	96	- 17.9%	971	907	- 6.6%

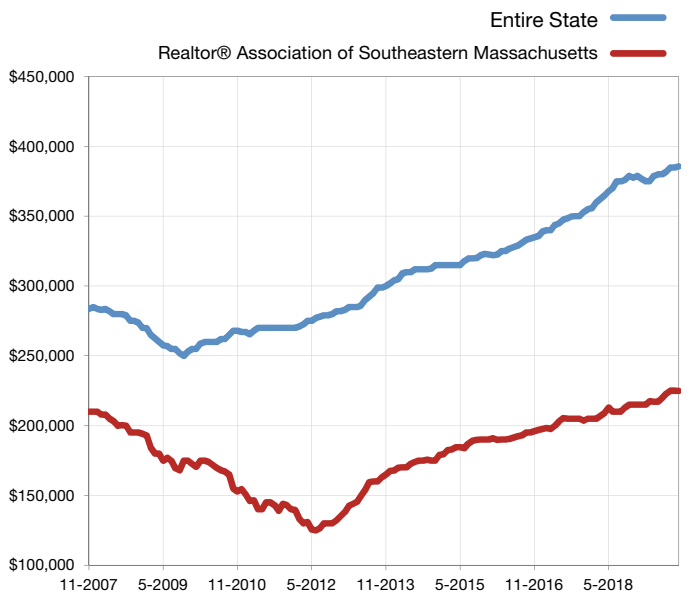
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.

South Shore REALTORS®

- 0.6%

+ 2.4%

- 15.9%

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

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	467	576	+ 23.3%	5,277	5,424	+ 2.8%
Closed Sales	524	535	+ 2.1%	5,064	4,980	- 1.7%
Median Sales Price*	\$432,000	\$445,000	+ 3.0%	\$435,450	\$450,000	+ 3.3%
Inventory of Homes for Sale	1,658	1,349	- 18.6%	--	--	--
Months Supply of Inventory	3.3	2.7	- 17.2%	--	--	--
Cumulative Days on Market Until Sale	56	59	+ 5.1%	55	59	+ 6.2%
Percent of Original List Price Received*	96.9%	96.6%	- 0.3%	97.7%	97.2%	- 0.5%
New Listings	684	686	+ 0.3%	7,223	7,282	+ 0.8%

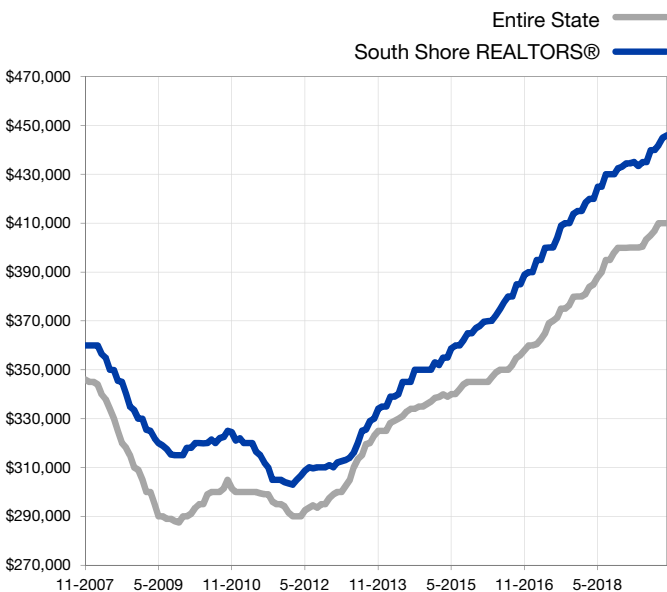
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	156	181	+ 16.0%	1,729	1,744	+ 0.9%
Closed Sales	181	166	- 8.3%	1,613	1,641	+ 1.7%
Median Sales Price*	\$333,000	\$340,000	+ 2.1%	\$330,000	\$345,000	+ 4.5%
Inventory of Homes for Sale	444	419	- 5.6%	--	--	--
Months Supply of Inventory	2.8	2.5	- 9.1%	--	--	--
Cumulative Days on Market Until Sale	51	60	+ 17.0%	53	59	+ 10.7%
Percent of Original List Price Received*	98.4%	96.8%	- 1.6%	99.4%	98.3%	- 1.2%
New Listings	202	217	+ 7.4%	2,224	2,293	+ 3.1%

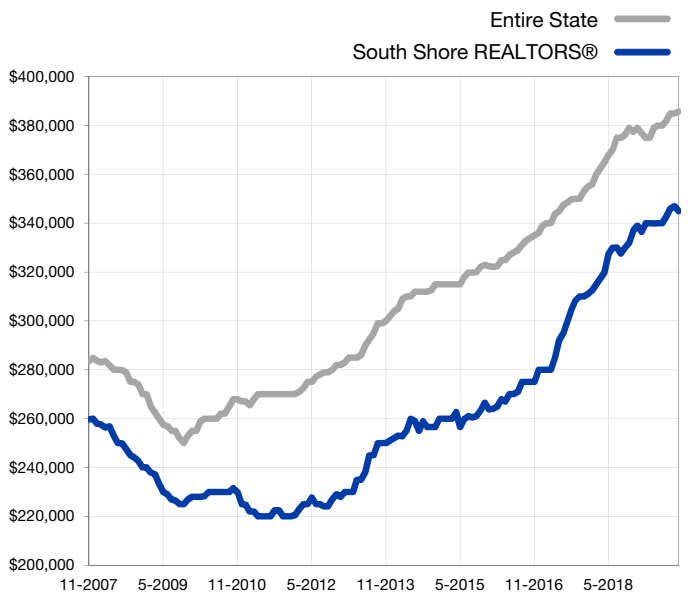
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.