

# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 2.3%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**+ 4.5%**

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

**- 25.1%**

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

### Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	101	101	0.0%	162	185	+ 14.2%
Closed Sales	82	83	+ 1.2%	157	164	+ 4.5%
Median Sales Price*	\$195,000	<b>\$203,500</b>	+ 4.4%	\$190,000	<b>\$190,500</b>	+ 0.3%
Inventory of Homes for Sale	1,120	<b>792</b>	- 29.3%	--	--	--
Months Supply of Inventory	10.5	<b>6.9</b>	- 34.9%	--	--	--
Cumulative Days on Market Until Sale	144	<b>148</b>	+ 3.1%	162	<b>139</b>	- 14.1%
Percent of Original List Price Received*	88.6%	<b>87.0%</b>	- 1.9%	87.9%	<b>87.4%</b>	- 0.6%
New Listings	124	<b>96</b>	- 22.6%	272	<b>217</b>	- 20.2%

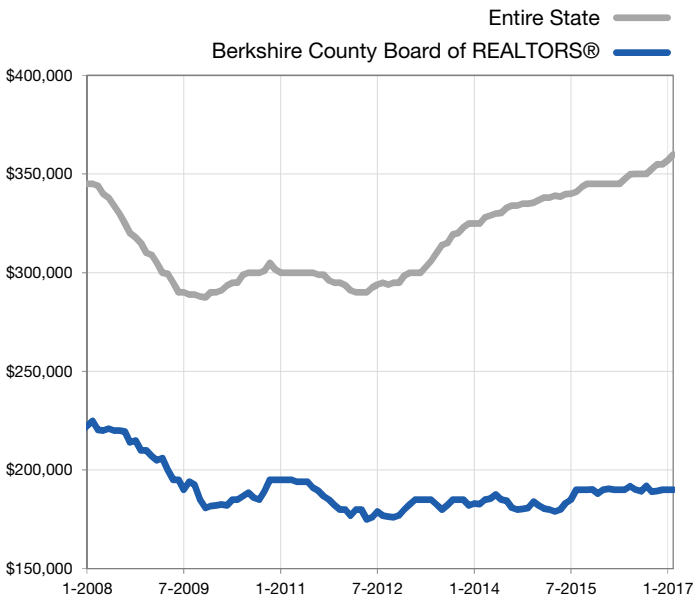
### Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	7	+ 75.0%	8	11	+ 37.5%
Closed Sales	5	6	+ 20.0%	7	9	+ 28.6%
Median Sales Price*	\$146,000	<b>\$206,950</b>	+ 41.7%	\$210,000	<b>\$220,000</b>	+ 4.8%
Inventory of Homes for Sale	141	<b>152</b>	+ 7.8%	--	--	--
Months Supply of Inventory	12.8	<b>16.6</b>	+ 29.4%	--	--	--
Cumulative Days on Market Until Sale	169	<b>175</b>	+ 3.4%	150	<b>191</b>	+ 27.6%
Percent of Original List Price Received*	88.3%	<b>92.9%</b>	+ 5.3%	88.0%	<b>94.9%</b>	+ 7.8%
New Listings	13	<b>13</b>	0.0%	25	<b>22</b>	- 12.0%

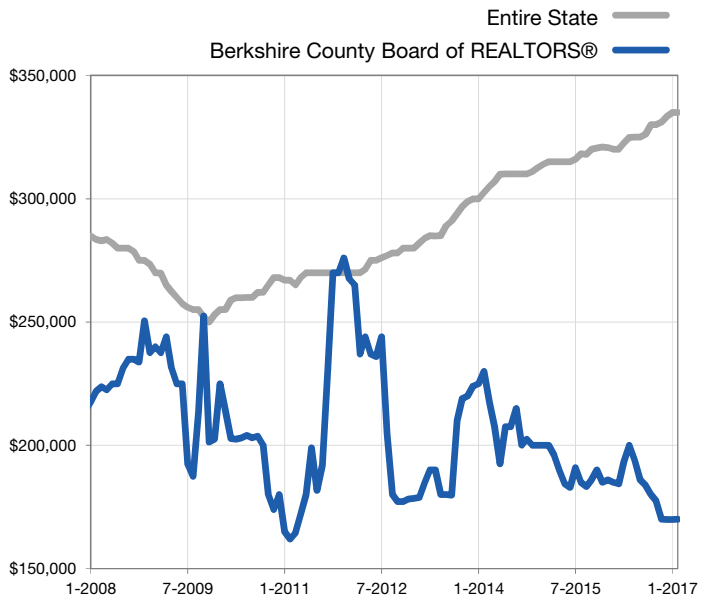
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Cape Cod & Islands Association of REALTORS®, Inc.

**- 28.6%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 10.9%**

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

**- 35.6%**

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

### Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	488	<b>449</b>	- 8.0%	925	<b>847</b>	- 8.4%
Closed Sales	371	<b>278</b>	- 25.1%	783	<b>748</b>	- 4.5%
Median Sales Price*	\$320,000	<b>\$365,000</b>	+ 14.1%	\$330,000	<b>\$362,500</b>	+ 9.8%
Inventory of Homes for Sale	4,395	<b>2,801</b>	- 36.3%	--	--	--
Months Supply of Inventory	7.7	<b>4.4</b>	- 43.5%	--	--	--
Cumulative Days on Market Until Sale	156	<b>143</b>	- 8.3%	163	<b>127</b>	- 22.2%
Percent of Original List Price Received*	91.6%	<b>92.4%</b>	+ 0.9%	91.2%	<b>92.6%</b>	+ 1.5%
New Listings	813	<b>576</b>	- 29.2%	1,500	<b>1,120</b>	- 25.3%

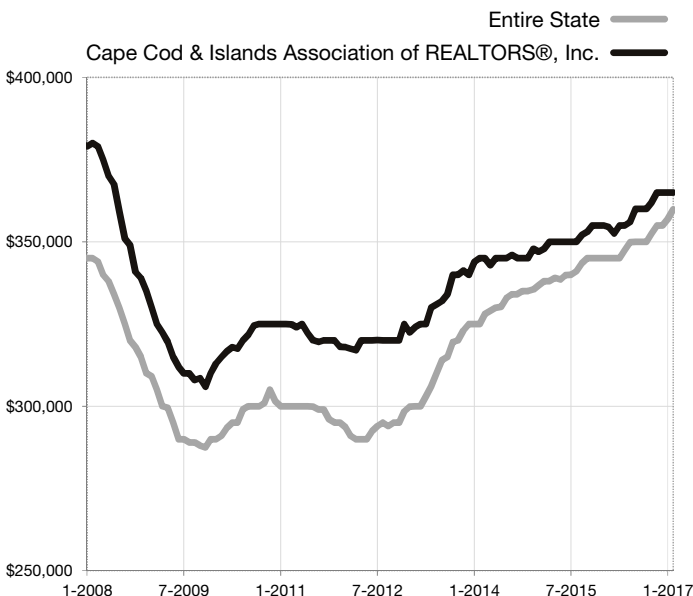
### Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	89	<b>87</b>	- 2.2%	167	<b>165</b>	- 1.2%
Closed Sales	80	<b>44</b>	- 45.0%	168	<b>135</b>	- 19.6%
Median Sales Price*	\$332,500	<b>\$240,000</b>	- 27.8%	\$274,000	<b>\$245,000</b>	- 10.6%
Inventory of Homes for Sale	868	<b>586</b>	- 32.5%	--	--	--
Months Supply of Inventory	6.9	<b>4.8</b>	- 30.6%	--	--	--
Cumulative Days on Market Until Sale	185	<b>129</b>	- 30.2%	170	<b>144</b>	- 15.3%
Percent of Original List Price Received*	94.9%	<b>90.6%</b>	- 4.6%	94.1%	<b>92.9%</b>	- 1.3%
New Listings	162	<b>106</b>	- 34.6%	305	<b>220</b>	- 27.9%

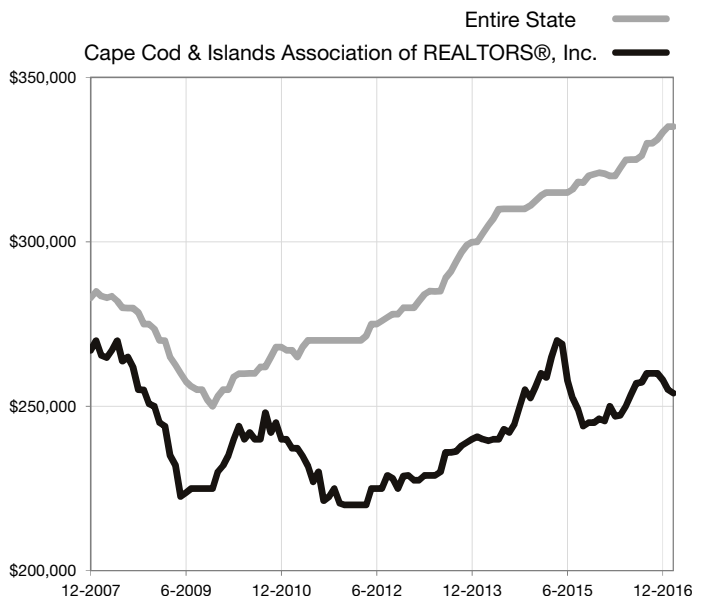
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**0.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 26.8%**

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

**- 33.2%**

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

### Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	75	<b>77</b>	+ 2.7%	158	<b>142</b>	- 10.1%
Closed Sales	59	<b>59</b>	0.0%	123	<b>120</b>	- 2.4%
Median Sales Price*	\$224,900	<b>\$275,000</b>	+ 22.3%	\$237,500	<b>\$250,550</b>	+ 5.5%
Inventory of Homes for Sale	449	<b>292</b>	- 35.0%	--	--	--
Months Supply of Inventory	5.5	<b>3.2</b>	- 42.1%	--	--	--
Cumulative Days on Market Until Sale	147	<b>79</b>	- 46.0%	131	<b>91</b>	- 30.4%
Percent of Original List Price Received*	91.3%	<b>94.5%</b>	+ 3.5%	92.2%	<b>95.5%</b>	+ 3.6%
New Listings	102	<b>83</b>	- 18.6%	197	<b>166</b>	- 15.7%

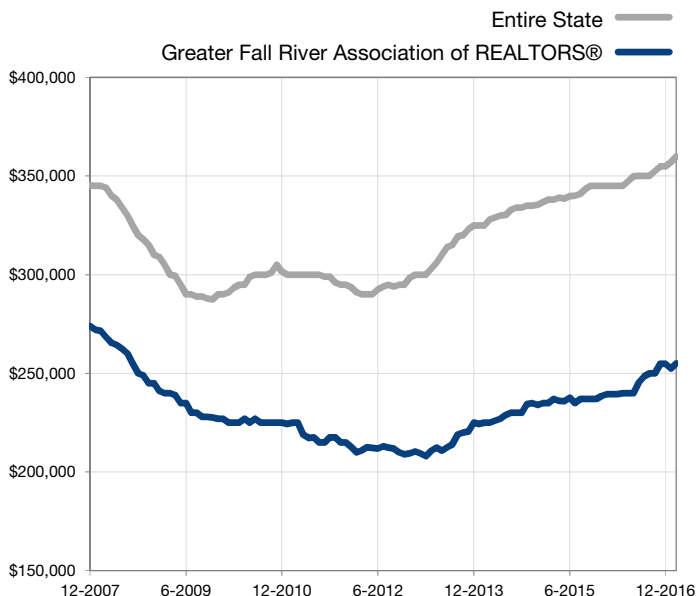
### Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	<b>10</b>	- 23.1%	26	<b>25</b>	- 3.8%
Closed Sales	10	<b>10</b>	0.0%	13	<b>12</b>	- 7.7%
Median Sales Price*	\$59,000	<b>\$188,950</b>	+ 220.3%	\$70,000	<b>\$202,400</b>	+ 189.1%
Inventory of Homes for Sale	54	<b>44</b>	- 18.5%	--	--	--
Months Supply of Inventory	7.4	<b>4.7</b>	- 36.7%	--	--	--
Cumulative Days on Market Until Sale	163	<b>109</b>	- 33.1%	143	<b>110</b>	- 22.6%
Percent of Original List Price Received*	79.7%	<b>94.5%</b>	+ 18.6%	83.8%	<b>94.2%</b>	+ 12.4%
New Listings	11	<b>10</b>	- 9.1%	27	<b>25</b>	- 7.4%

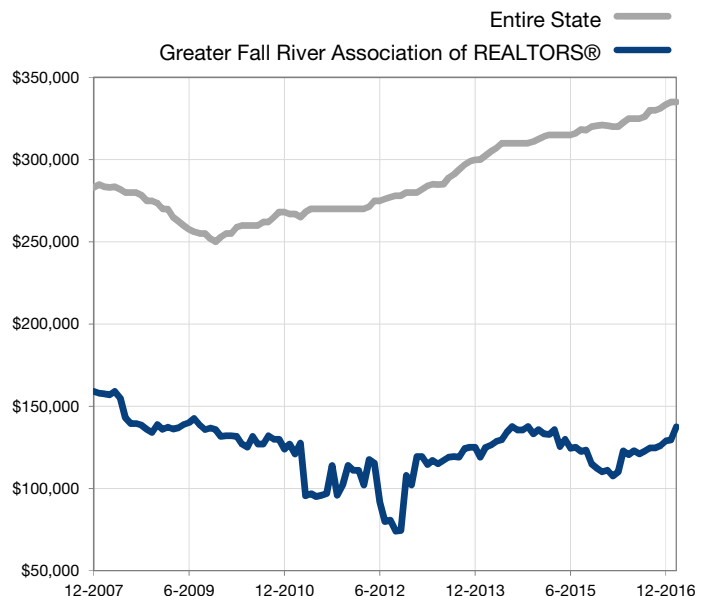
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Newburyport Association of REALTORS®

**- 7.1%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 22.2%**

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

**- 38.0%**

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

### Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	41	51	+ 24.4%	80	90	+ 12.5%
Closed Sales	31	27	- 12.9%	66	74	+ 12.1%
Median Sales Price*	\$332,500	<b>\$400,000</b>	+ 20.3%	\$363,000	<b>\$427,000</b>	+ 17.6%
Inventory of Homes for Sale	194	120	- 38.1%	--	--	--
Months Supply of Inventory	3.3	1.9	- 41.6%	--	--	--
Cumulative Days on Market Until Sale	116	101	- 13.4%	115	108	- 5.9%
Percent of Original List Price Received*	90.3%	93.4%	+ 3.4%	91.4%	94.5%	+ 3.5%
New Listings	64	50	- 21.9%	129	105	- 18.6%

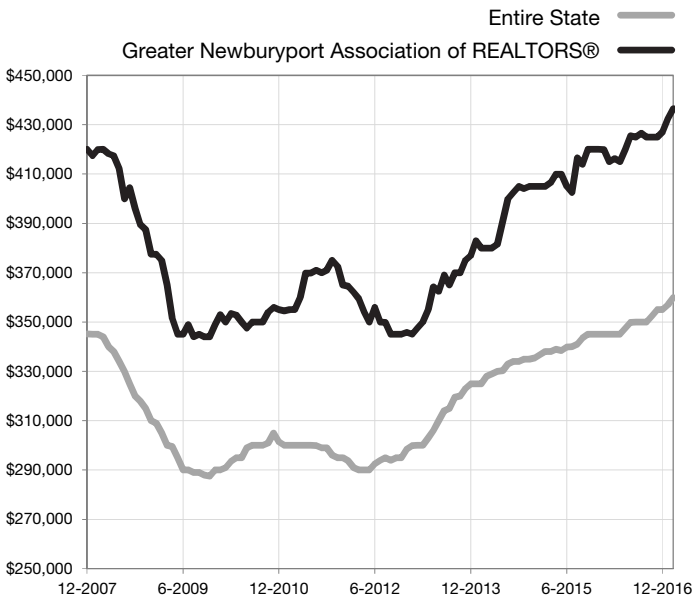
### Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	23	19	- 17.4%	47	44	- 6.4%
Closed Sales	11	12	+ 9.1%	48	32	- 33.3%
Median Sales Price*	\$279,900	<b>\$290,125</b>	+ 3.7%	\$316,000	<b>\$289,750</b>	- 8.3%
Inventory of Homes for Sale	101	63	- 37.6%	--	--	--
Months Supply of Inventory	2.8	1.9	- 33.6%	--	--	--
Cumulative Days on Market Until Sale	79	57	- 26.9%	101	91	- 9.9%
Percent of Original List Price Received*	94.2%	96.8%	+ 2.8%	95.2%	95.4%	+ 0.3%
New Listings	38	21	- 44.7%	73	69	- 5.5%

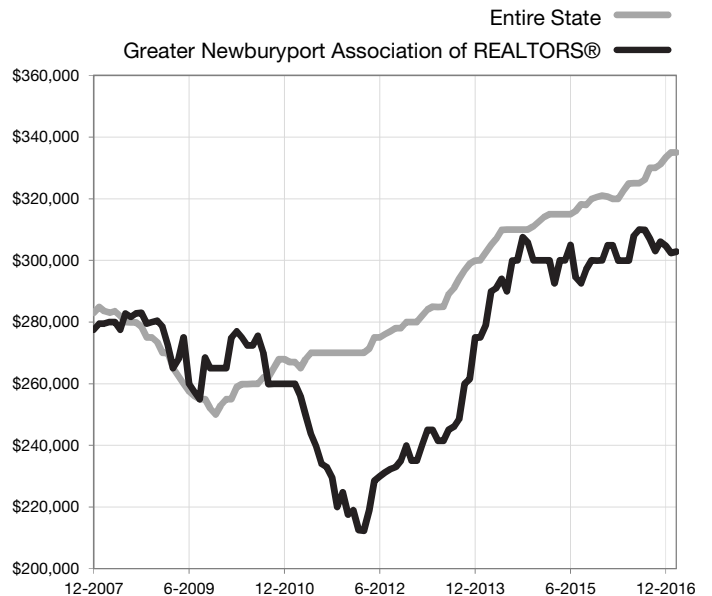
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**- 4.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**- 2.2%**

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

**- 35.0%**

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

### Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	174	<b>207</b>	+ 19.0%	345	<b>412</b>	+ 19.4%
Closed Sales	149	<b>150</b>	+ 0.7%	327	<b>311</b>	- 4.9%
Median Sales Price*	\$214,000	<b>\$205,000</b>	- 4.2%	\$215,000	<b>\$210,000</b>	- 2.3%
Inventory of Homes for Sale	869	<b>536</b>	- 38.3%	--	--	--
Months Supply of Inventory	3.9	<b>2.3</b>	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	124	<b>92</b>	- 25.9%	122	<b>93</b>	- 24.0%
Percent of Original List Price Received*	94.1%	<b>94.9%</b>	+ 0.9%	94.2%	<b>94.7%</b>	+ 0.5%
New Listings	228	<b>182</b>	- 20.2%	446	<b>385</b>	- 13.7%

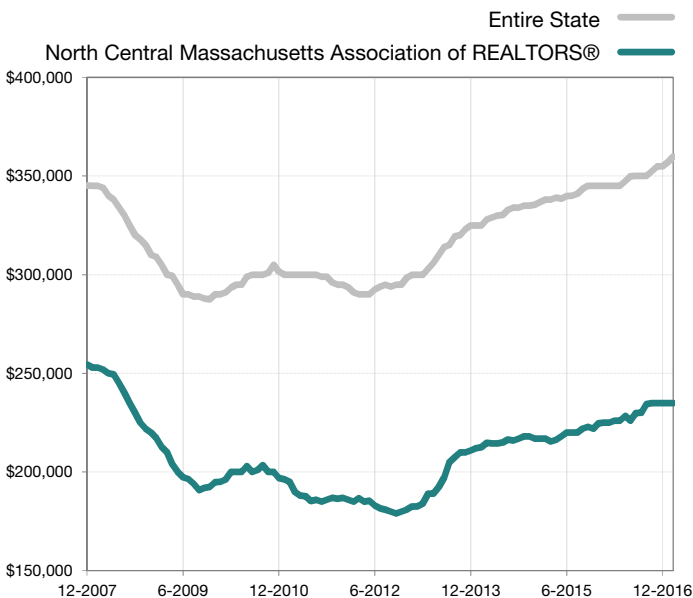
### Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	28	<b>32</b>	+ 14.3%	46	<b>60</b>	+ 30.4%
Closed Sales	25	<b>17</b>	- 32.0%	39	<b>44</b>	+ 12.8%
Median Sales Price*	\$160,000	<b>\$137,950</b>	- 13.8%	\$165,000	<b>\$149,000</b>	- 9.7%
Inventory of Homes for Sale	122	<b>108</b>	- 11.5%	--	--	--
Months Supply of Inventory	4.1	<b>3.3</b>	- 19.2%	--	--	--
Cumulative Days on Market Until Sale	93	<b>96</b>	+ 2.7%	89	<b>104</b>	+ 16.1%
Percent of Original List Price Received*	95.7%	<b>97.3%</b>	+ 1.6%	94.8%	<b>96.9%</b>	+ 2.2%
New Listings	23	<b>45</b>	+ 95.7%	58	<b>90</b>	+ 55.2%

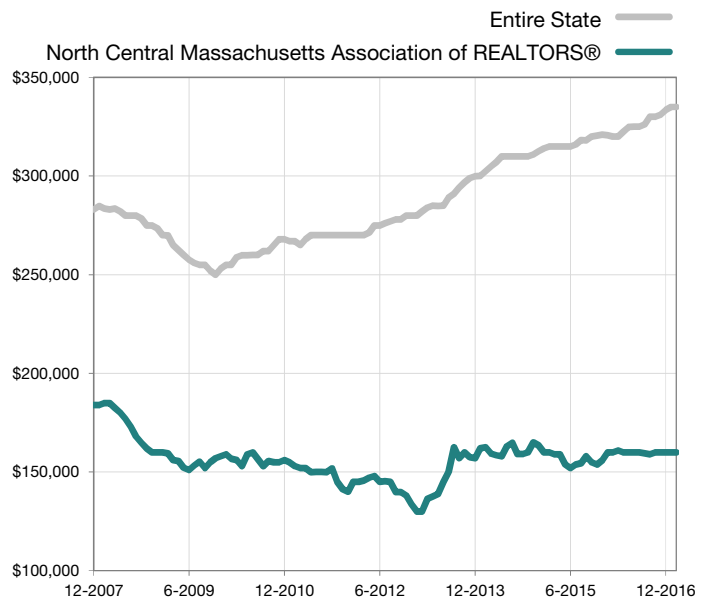
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 7.3%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 12.6%**

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

**- 31.6%**

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

### Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	256	<b>259</b>	+ 1.2%	487	<b>487</b>	0.0%
Closed Sales	199	<b>179</b>	- 10.1%	436	<b>449</b>	+ 3.0%
Median Sales Price*	\$352,000	<b>\$376,500</b>	+ 7.0%	\$359,950	<b>\$392,000</b>	+ 8.9%
Inventory of Homes for Sale	732	<b>514</b>	- 29.8%	--	--	--
Months Supply of Inventory	2.1	<b>1.5</b>	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	112	<b>64</b>	- 43.1%	109	<b>61</b>	- 43.9%
Percent of Original List Price Received*	94.2%	<b>96.6%</b>	+ 2.5%	94.1%	<b>96.0%</b>	+ 2.0%
New Listings	297	<b>277</b>	- 6.7%	546	<b>518</b>	- 5.1%

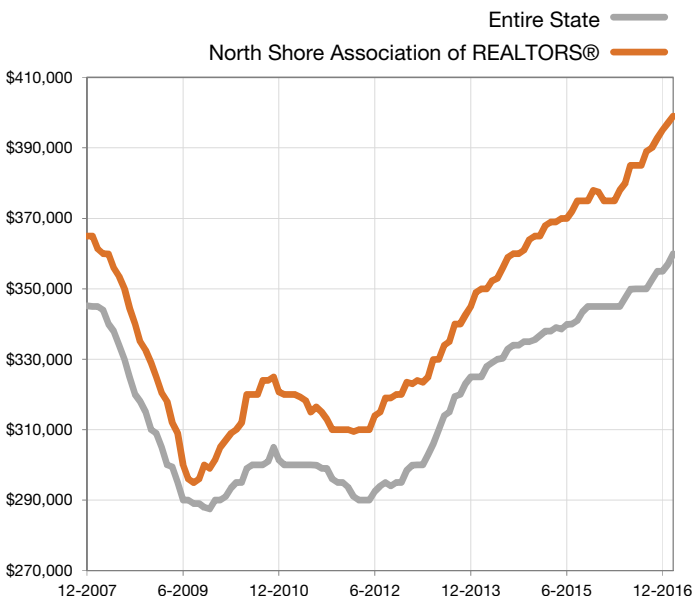
### Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	136	<b>132</b>	- 2.9%	226	<b>269</b>	+ 19.0%
Closed Sales	89	<b>88</b>	- 1.1%	195	<b>221</b>	+ 13.3%
Median Sales Price*	\$219,000	<b>\$280,000</b>	+ 27.9%	\$232,500	<b>\$292,000</b>	+ 25.6%
Inventory of Homes for Sale	344	<b>222</b>	- 35.5%	--	--	--
Months Supply of Inventory	2.3	<b>1.4</b>	- 38.2%	--	--	--
Cumulative Days on Market Until Sale	105	<b>67</b>	- 36.2%	104	<b>66</b>	- 36.5%
Percent of Original List Price Received*	95.0%	<b>97.6%</b>	+ 2.7%	94.8%	<b>97.3%</b>	+ 2.6%
New Listings	148	<b>130</b>	- 12.2%	252	<b>291</b>	+ 15.5%

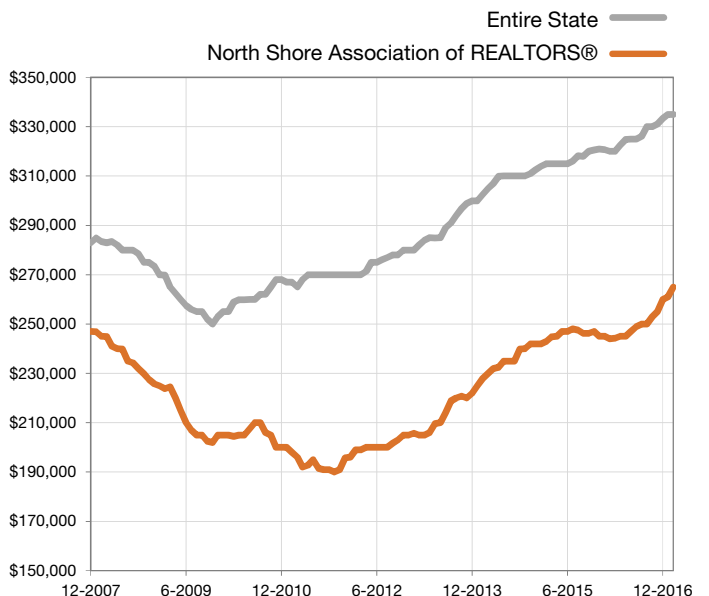
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 8.4%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**- 3.3%**

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

**- 37.1%**

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

### Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	262	<b>238</b>	- 9.2%	500	<b>475</b>	- 5.0%
Closed Sales	190	<b>170</b>	- 10.5%	448	<b>395</b>	- 11.8%
Median Sales Price*	\$337,900	<b>\$339,950</b>	+ 0.6%	\$336,000	<b>\$378,000</b>	+ 12.5%
Inventory of Homes for Sale	678	<b>433</b>	- 36.1%	--	--	--
Months Supply of Inventory	2.2	<b>1.3</b>	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	105	<b>79</b>	- 24.9%	103	<b>67</b>	- 34.5%
Percent of Original List Price Received*	95.4%	<b>97.4%</b>	+ 2.1%	95.4%	<b>97.7%</b>	+ 2.4%
New Listings	289	<b>251</b>	- 13.1%	584	<b>525</b>	- 10.1%

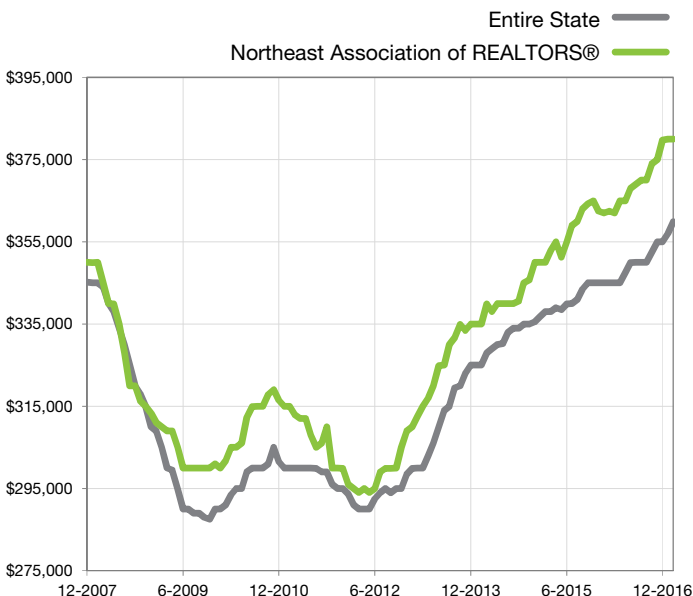
### Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	97	<b>103</b>	+ 6.2%	204	<b>205</b>	+ 0.5%
Closed Sales	83	<b>80</b>	- 3.6%	175	<b>192</b>	+ 9.7%
Median Sales Price*	\$215,000	<b>\$201,250</b>	- 6.4%	\$214,000	<b>\$202,750</b>	- 5.3%
Inventory of Homes for Sale	253	<b>153</b>	- 39.5%	--	--	--
Months Supply of Inventory	2.0	<b>1.1</b>	- 45.6%	--	--	--
Cumulative Days on Market Until Sale	89	<b>52</b>	- 41.2%	87	<b>51</b>	- 41.4%
Percent of Original List Price Received*	96.3%	<b>98.3%</b>	+ 2.2%	96.1%	<b>98.1%</b>	+ 2.2%
New Listings	130	<b>106</b>	- 18.5%	238	<b>239</b>	+ 0.4%

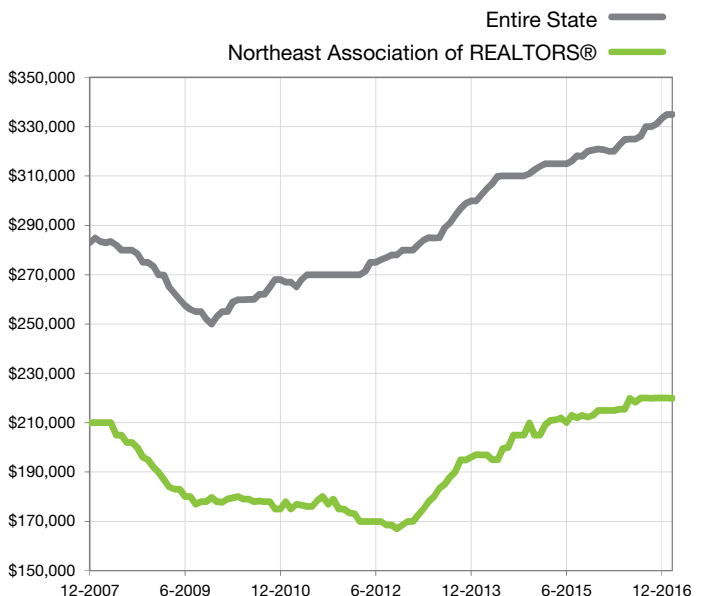
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 7.3%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 8.7%**

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

**- 36.9%**

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

### Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	447	<b>462</b>	+ 3.4%	842	<b>876</b>	+ 4.0%
Closed Sales	342	<b>313</b>	- 8.5%	685	<b>692</b>	+ 1.0%
Median Sales Price*	\$236,500	<b>\$260,000</b>	+ 9.9%	\$245,000	<b>\$260,000</b>	+ 6.1%
Inventory of Homes for Sale	1,762	<b>1,091</b>	- 38.1%	--	--	--
Months Supply of Inventory	3.6	<b>2.0</b>	- 44.5%	--	--	--
Cumulative Days on Market Until Sale	127	<b>83</b>	- 34.9%	121	<b>81</b>	- 32.9%
Percent of Original List Price Received*	93.4%	<b>95.5%</b>	+ 2.3%	93.7%	<b>95.5%</b>	+ 1.9%
New Listings	524	<b>501</b>	- 4.4%	991	<b>968</b>	- 2.3%

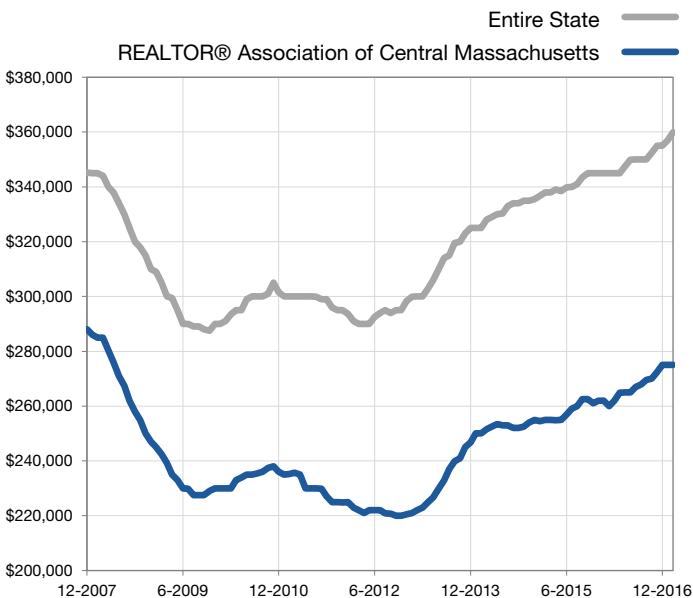
### Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	128	<b>126</b>	- 1.6%	229	<b>221</b>	- 3.5%
Closed Sales	84	<b>82</b>	- 2.4%	167	<b>185</b>	+ 10.8%
Median Sales Price*	\$216,200	<b>\$185,000</b>	- 14.4%	\$206,000	<b>\$197,000</b>	- 4.4%
Inventory of Homes for Sale	387	<b>266</b>	- 31.3%	--	--	--
Months Supply of Inventory	3.2	<b>2.0</b>	- 37.9%	--	--	--
Cumulative Days on Market Until Sale	117	<b>78</b>	- 33.5%	113	<b>84</b>	- 25.8%
Percent of Original List Price Received*	95.6%	<b>96.3%</b>	+ 0.7%	95.1%	<b>96.3%</b>	+ 1.3%
New Listings	156	<b>109</b>	- 30.1%	284	<b>258</b>	- 9.2%

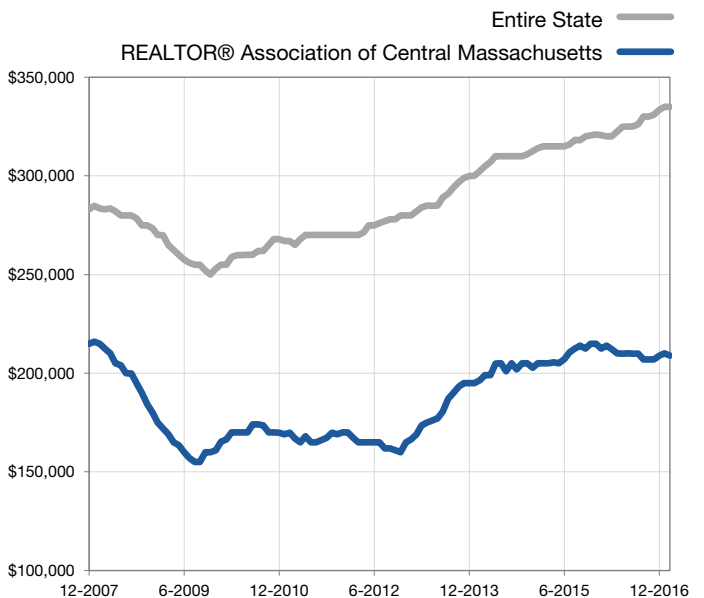
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 25.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 2.1%**

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

**- 33.3%**

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

### Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	398	<b>411</b>	+ 3.3%	768	<b>788</b>	+ 2.6%
Closed Sales	305	<b>234</b>	- 23.3%	646	<b>576</b>	- 10.8%
Median Sales Price*	\$174,500	<b>\$180,000</b>	+ 3.2%	\$179,500	<b>\$187,500</b>	+ 4.5%
Inventory of Homes for Sale	2,110	<b>1,422</b>	- 32.6%	--	--	--
Months Supply of Inventory	4.7	<b>2.9</b>	- 38.2%	--	--	--
Cumulative Days on Market Until Sale	134	<b>114</b>	- 14.7%	136	<b>102</b>	- 24.9%
Percent of Original List Price Received*	92.3%	<b>94.2%</b>	+ 2.0%	92.0%	<b>93.8%</b>	+ 2.0%
New Listings	527	<b>450</b>	- 14.6%	979	<b>936</b>	- 4.4%

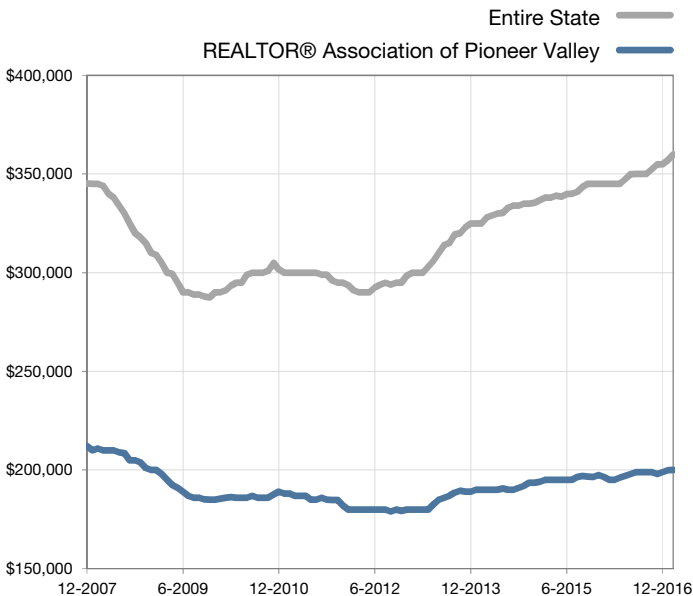
### Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	60	<b>52</b>	- 13.3%	116	<b>108</b>	- 6.9%
Closed Sales	52	<b>32</b>	- 38.5%	92	<b>94</b>	+ 2.2%
Median Sales Price*	\$140,125	<b>\$150,000</b>	+ 7.0%	\$153,700	<b>\$155,000</b>	+ 0.8%
Inventory of Homes for Sale	384	<b>242</b>	- 37.0%	--	--	--
Months Supply of Inventory	5.4	<b>3.4</b>	- 38.2%	--	--	--
Cumulative Days on Market Until Sale	191	<b>150</b>	- 21.9%	154	<b>141</b>	- 8.5%
Percent of Original List Price Received*	94.7%	<b>92.2%</b>	- 2.7%	94.5%	<b>93.4%</b>	- 1.2%
New Listings	70	<b>65</b>	- 7.1%	147	<b>137</b>	- 6.8%

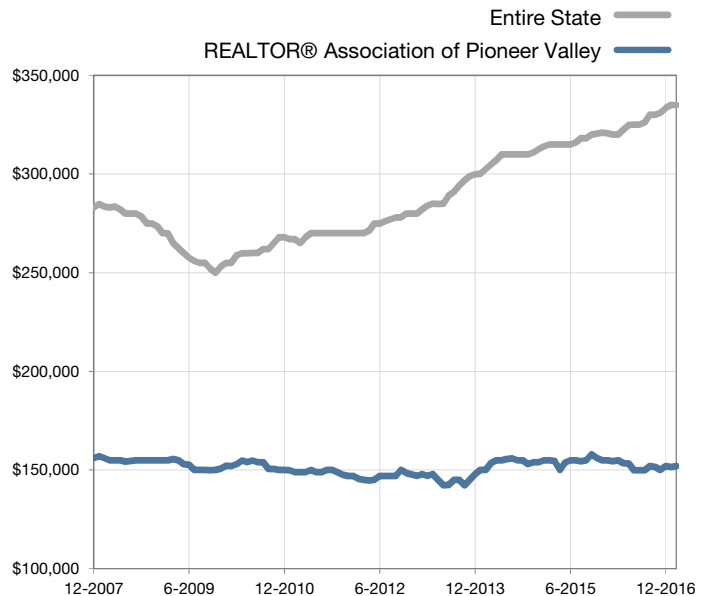
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**- 5.1%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 4.2%**

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

**- 39.8%**

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

### Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	342	421	+ 23.1%	655	732	+ 11.8%
Closed Sales	264	252	- 4.5%	525	577	+ 9.9%
Median Sales Price*	\$249,900	<b>\$259,950</b>	+ 4.0%	\$255,000	<b>\$272,900</b>	+ 7.0%
Inventory of Homes for Sale	1,459	906	- 37.9%	--	--	--
Months Supply of Inventory	3.9	2.1	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	117	85	- 27.3%	110	74	- 33.1%
Percent of Original List Price Received*	94.5%	<b>96.6%</b>	+ 2.3%	94.3%	<b>96.4%</b>	+ 2.3%
New Listings	458	409	- 10.7%	850	828	- 2.6%

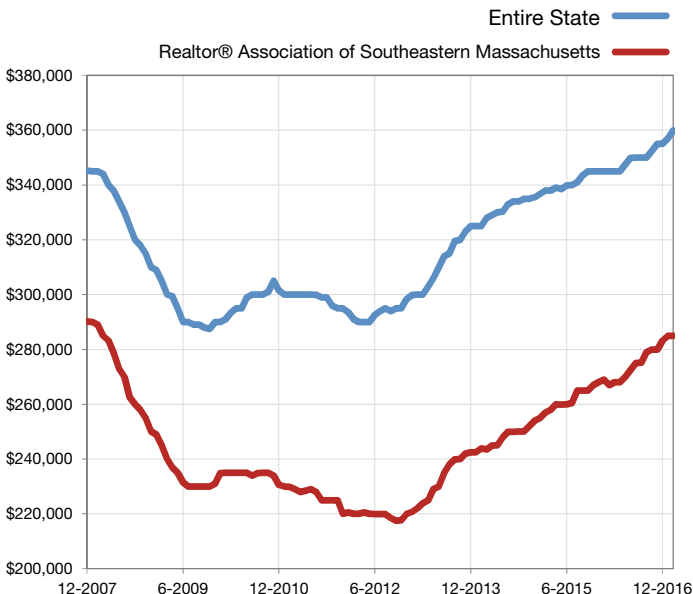
### Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	59	78	+ 32.2%	104	141	+ 35.6%
Closed Sales	48	44	- 8.3%	108	91	- 15.7%
Median Sales Price*	\$185,000	<b>\$178,250</b>	- 3.6%	\$182,000	<b>\$189,000</b>	+ 3.8%
Inventory of Homes for Sale	222	106	- 52.3%	--	--	--
Months Supply of Inventory	3.6	1.6	- 56.5%	--	--	--
Cumulative Days on Market Until Sale	107	72	- 32.6%	108	73	- 32.1%
Percent of Original List Price Received*	95.5%	<b>98.7%</b>	+ 3.3%	95.4%	<b>98.0%</b>	+ 2.7%
New Listings	79	75	- 5.1%	155	141	- 9.0%

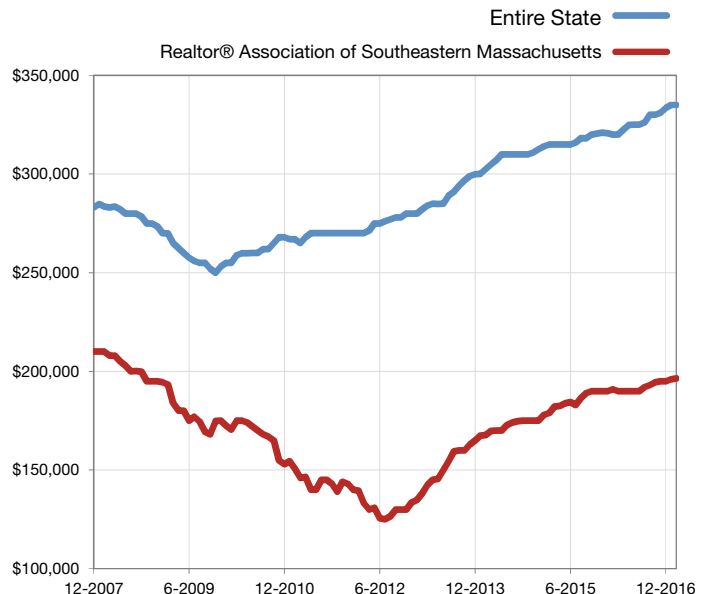
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## South Shore REALTORS®

**+ 8.1%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 8.9%**

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

**- 26.4%**

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

### Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	390	<b>402</b>	+ 3.1%	726	<b>757</b>	+ 4.3%
Closed Sales	254	<b>276</b>	+ 8.7%	599	<b>620</b>	+ 3.5%
Median Sales Price*	\$350,000	<b>\$383,650</b>	+ 9.6%	\$354,900	<b>\$390,000</b>	+ 9.9%
Inventory of Homes for Sale	1,393	<b>968</b>	- 30.5%	--	--	--
Months Supply of Inventory	2.9	<b>1.9</b>	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	117	<b>93</b>	- 20.1%	110	<b>83</b>	- 24.2%
Percent of Original List Price Received*	94.8%	<b>95.8%</b>	+ 1.1%	94.5%	<b>95.5%</b>	+ 1.0%
New Listings	474	<b>459</b>	- 3.2%	905	<b>899</b>	- 0.7%

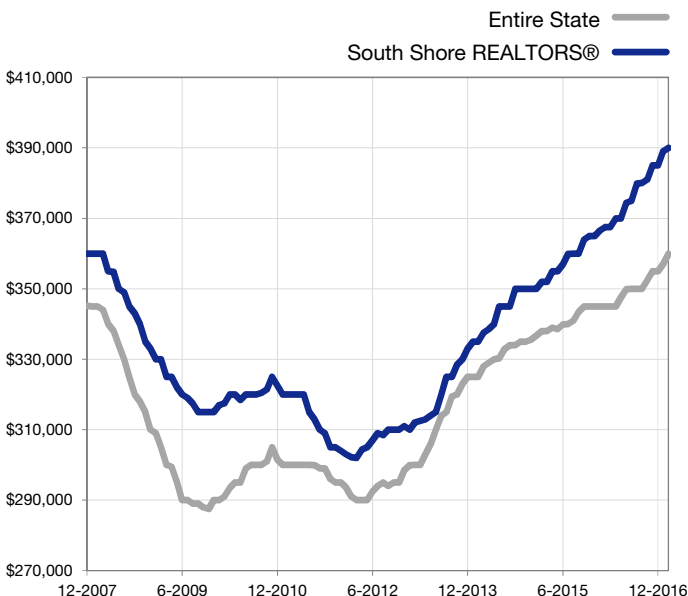
### Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	108	<b>145</b>	+ 34.3%	210	<b>294</b>	+ 40.0%
Closed Sales	78	<b>83</b>	+ 6.4%	186	<b>195</b>	+ 4.8%
Median Sales Price*	\$252,500	<b>\$249,900</b>	- 1.0%	\$247,250	<b>\$281,900</b>	+ 14.0%
Inventory of Homes for Sale	359	<b>322</b>	- 10.3%	--	--	--
Months Supply of Inventory	2.5	<b>2.2</b>	- 10.3%	--	--	--
Cumulative Days on Market Until Sale	97	<b>58</b>	- 40.8%	90	<b>73</b>	- 19.2%
Percent of Original List Price Received*	96.2%	<b>97.2%</b>	+ 1.1%	96.6%	<b>96.6%</b>	- 0.1%
New Listings	149	<b>186</b>	+ 24.8%	274	<b>357</b>	+ 30.3%

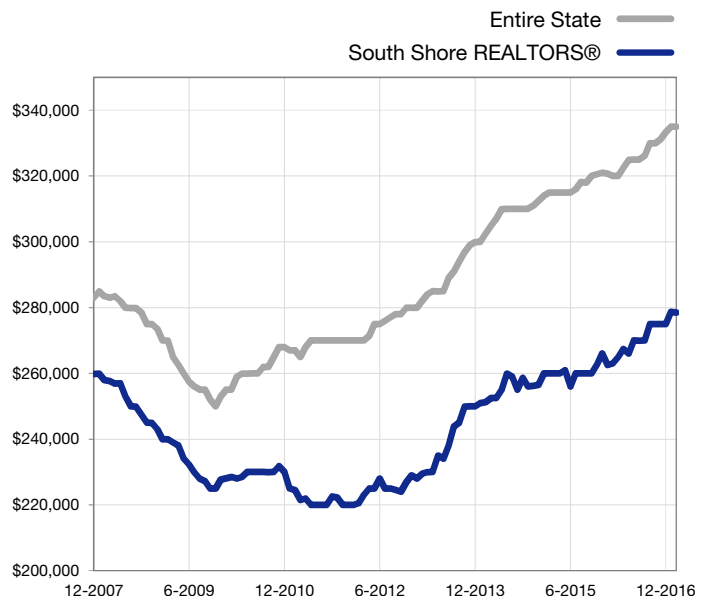
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.