

Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 13.3%

+ 21.6%

- 26.7%

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

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	104	123	+ 18.3%	407	429	+ 5.4%
Closed Sales	111	92	- 17.1%	340	337	- 0.9%
Median Sales Price*	\$178,277	\$218,750	+ 22.7%	\$180,000	\$192,200	+ 6.8%
Inventory of Homes for Sale	1,239	851	- 31.3%	--	--	--
Months Supply of Inventory	11.4	7.4	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	124	161	+ 30.5%	144	139	- 3.7%
Percent of Original List Price Received*	89.8%	88.4%	- 1.5%	89.1%	88.4%	- 0.8%
New Listings	293	227	- 22.5%	788	632	- 19.8%

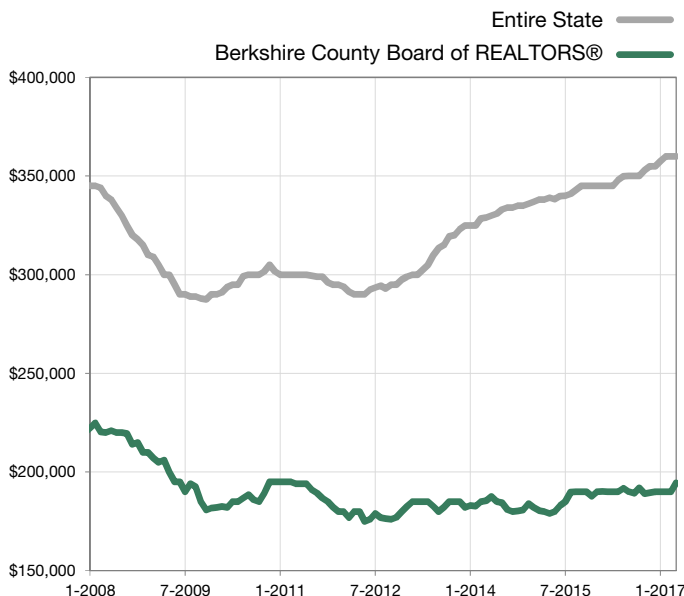
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	13	+ 85.7%	24	42	+ 75.0%
Closed Sales	9	12	+ 33.3%	20	29	+ 45.0%
Median Sales Price*	\$195,000	\$191,000	- 2.1%	\$186,250	\$193,900	+ 4.1%
Inventory of Homes for Sale	148	165	+ 11.5%	--	--	--
Months Supply of Inventory	14.3	16.9	+ 18.2%	--	--	--
Cumulative Days on Market Until Sale	206	156	- 24.0%	169	169	- 0.5%
Percent of Original List Price Received*	88.9%	91.1%	+ 2.5%	89.6%	91.0%	+ 1.6%
New Listings	24	37	+ 54.2%	66	77	+ 16.7%

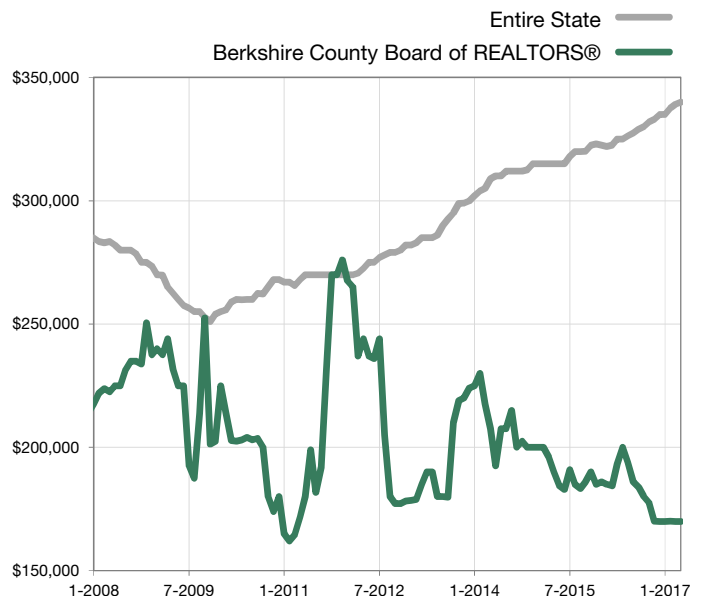
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 14.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.8%

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

- 32.2%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	581	580	- 0.2%	1,864	1,925	+ 3.3%
Closed Sales	511	438	- 14.3%	1,539	1,495	- 2.9%
Median Sales Price*	\$365,000	\$385,000	+ 5.5%	\$350,000	\$374,250	+ 6.9%
Inventory of Homes for Sale	3,994	2,747	- 31.2%	--	--	--
Months Supply of Inventory	8.3	5.5	- 33.6%	--	--	--
Cumulative Days on Market Until Sale	153	127	- 17.0%	165	131	- 20.4%
Percent of Original List Price Received*	93.4%	94.5%	+ 1.3%	92.2%	93.4%	+ 1.3%
New Listings	969	832	- 14.1%	3,095	2,654	- 14.2%

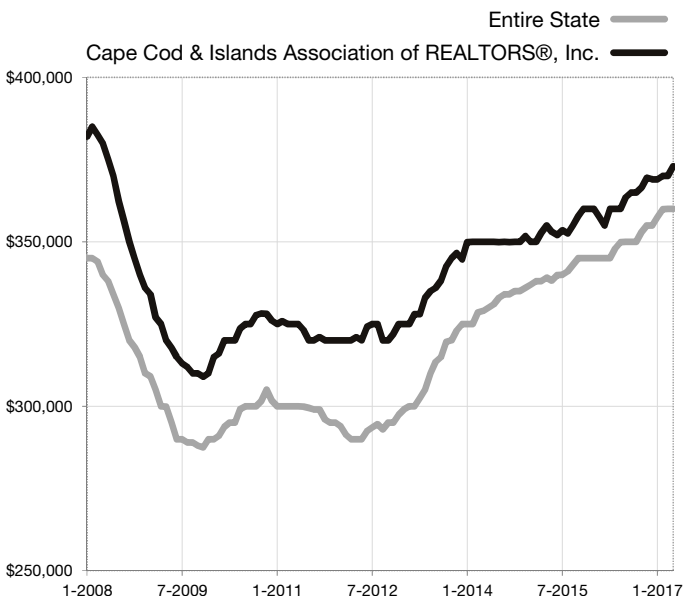
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	129	107	- 17.1%	386	386	0.0%
Closed Sales	112	92	- 17.9%	356	300	- 15.7%
Median Sales Price*	\$249,000	\$257,500	+ 3.4%	\$249,000	\$245,000	- 1.6%
Inventory of Homes for Sale	861	547	- 36.5%	--	--	--
Months Supply of Inventory	7.7	5.4	- 29.7%	--	--	--
Cumulative Days on Market Until Sale	164	150	- 8.6%	164	142	- 13.2%
Percent of Original List Price Received*	94.3%	95.1%	+ 0.9%	94.3%	95.0%	+ 0.7%
New Listings	211	130	- 38.4%	673	478	- 29.0%

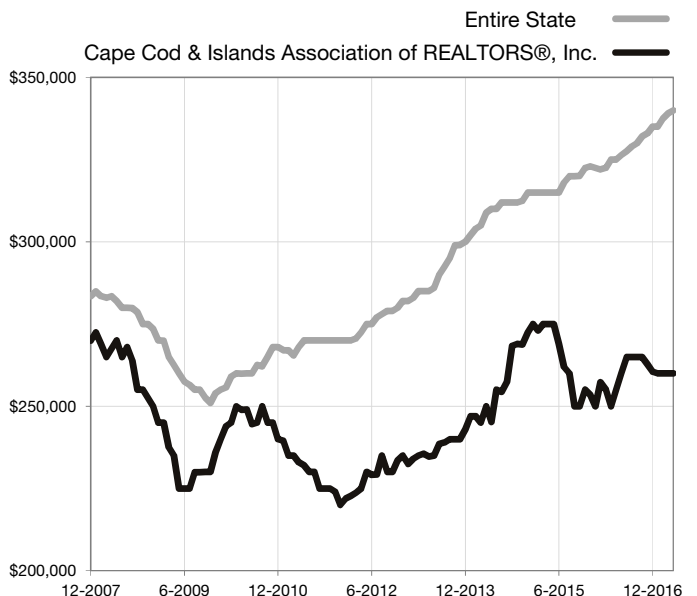
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,585	1,467	- 7.4%	4,578	4,429	- 3.3%
Closed Sales	930	849	- 8.7%	3,141	3,036	- 3.3%
Median Sales Price*	\$530,000	\$591,900	+ 11.7%	\$505,000	\$545,000	+ 7.9%
Inventory of Homes for Sale	3,220	2,320	- 28.0%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	76	62	- 18.4%	83	70	- 15.7%
Percent of Original List Price Received*	98.4%	99.7%	+ 1.3%	97.0%	97.7%	+ 0.7%
New Listings	2,124	1,961	- 7.7%	6,321	5,767	- 8.8%

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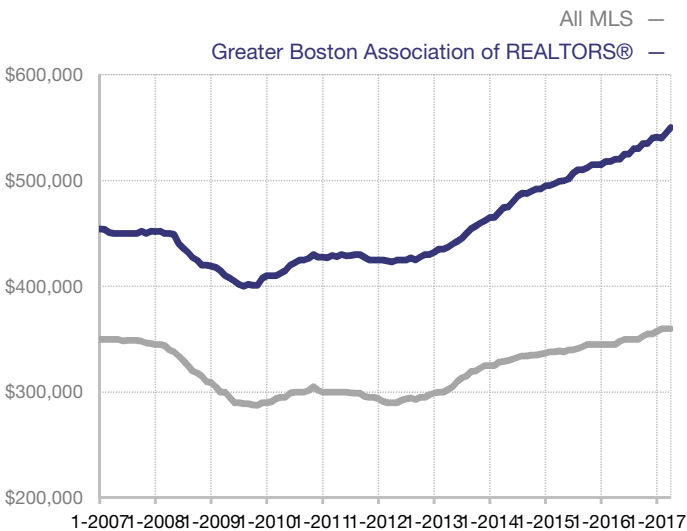
Condominium Properties

Key Metrics	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,300	1,178	- 9.4%	3,894	3,753	- 3.6%
Closed Sales	829	725	- 12.5%	2,662	2,632	- 1.1%
Median Sales Price*	\$480,456	\$520,000	+ 8.2%	\$466,708	\$513,650	+ 10.1%
Inventory of Homes for Sale	1,700	1,329	- 21.8%	--	--	--
Months Supply of Inventory	1.8	1.4	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	50	42	- 16.0%	59	49	- 16.9%
Percent of Original List Price Received*	101.0%	101.2%	+ 0.2%	99.4%	99.7%	+ 0.3%
New Listings	1,469	1,378	- 6.2%	4,756	4,514	- 5.1%

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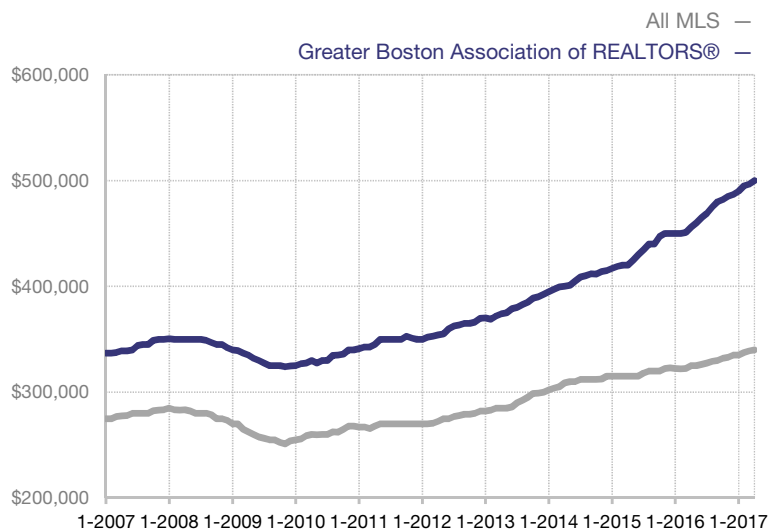
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – April 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

+ 3.7%

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

- 26.9%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	110	99	- 10.0%	368	337	- 8.4%
Closed Sales	81	84	+ 3.7%	286	264	- 7.7%
Median Sales Price*	\$245,000	\$250,000	+ 2.0%	\$240,000	\$253,000	+ 5.4%
Inventory of Homes for Sale	400	296	- 26.0%	--	--	--
Months Supply of Inventory	4.7	3.3	- 29.3%	--	--	--
Cumulative Days on Market Until Sale	119	102	- 14.9%	121	95	- 21.4%
Percent of Original List Price Received*	94.9%	96.4%	+ 1.6%	93.6%	95.9%	+ 2.4%
New Listings	122	120	- 1.6%	435	413	- 5.1%

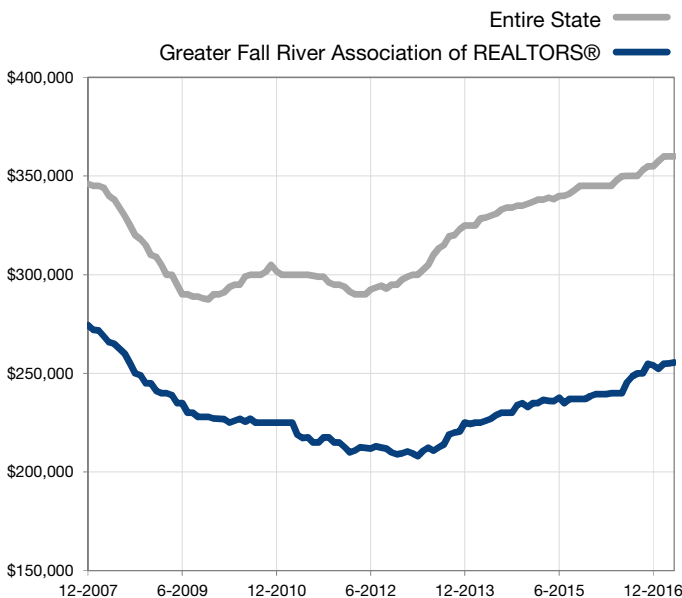
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	15	+ 66.7%	42	50	+ 19.0%
Closed Sales	10	7	- 30.0%	33	33	0.0%
Median Sales Price*	\$181,000	\$152,000	- 16.0%	\$120,500	\$176,500	+ 46.5%
Inventory of Homes for Sale	54	36	- 33.3%	--	--	--
Months Supply of Inventory	7.3	3.8	- 47.5%	--	--	--
Cumulative Days on Market Until Sale	215	66	- 69.4%	178	93	- 47.9%
Percent of Original List Price Received*	92.7%	89.6%	- 3.4%	90.0%	93.9%	+ 4.3%
New Listings	13	14	+ 7.7%	52	49	- 5.8%

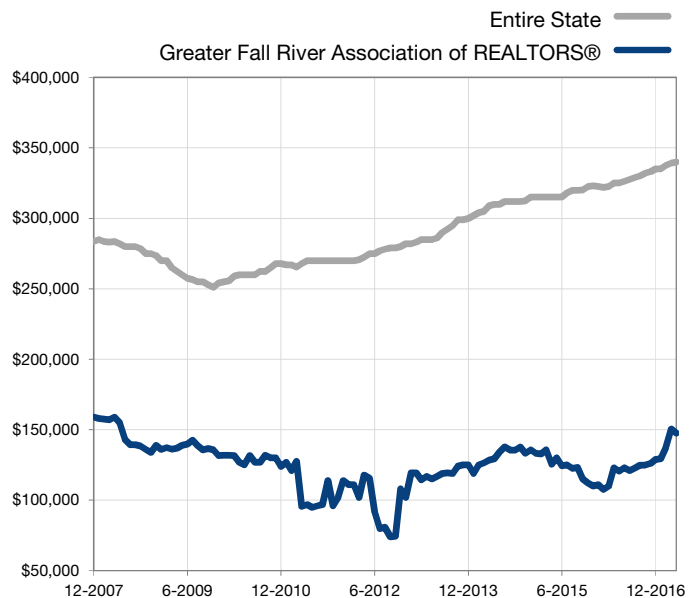
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

- 5.3%

Year-Over-Year
Change in
Closed Sales
All Properties

- 3.9%

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

- 27.4%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	100	65	- 35.0%	234	221	- 5.6%
Closed Sales	47	46	- 2.1%	155	172	+ 11.0%
Median Sales Price*	\$439,900	\$429,950	- 2.3%	\$392,500	\$419,500	+ 6.9%
Inventory of Homes for Sale	250	171	- 31.6%	--	--	--
Months Supply of Inventory	4.1	2.7	- 34.3%	--	--	--
Cumulative Days on Market Until Sale	105	72	- 30.9%	116	94	- 19.2%
Percent of Original List Price Received*	96.6%	97.8%	+ 1.3%	93.5%	95.9%	+ 2.6%
New Listings	114	107	- 6.1%	371	319	- 14.0%

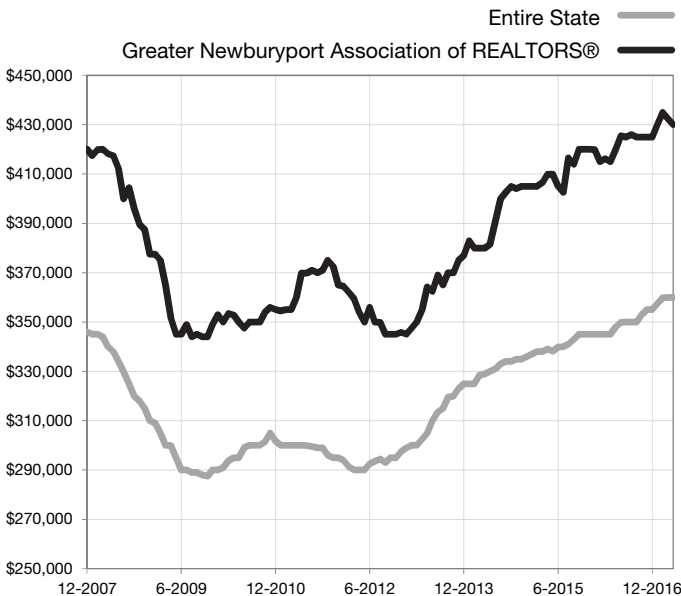
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	47	47	0.0%	136	129	- 5.1%
Closed Sales	29	26	- 10.3%	99	87	- 12.1%
Median Sales Price*	\$322,500	\$314,275	- 2.6%	\$295,000	\$304,450	+ 3.2%
Inventory of Homes for Sale	104	86	- 17.3%	--	--	--
Months Supply of Inventory	2.9	2.6	- 11.2%	--	--	--
Cumulative Days on Market Until Sale	97	34	- 64.9%	97	65	- 33.4%
Percent of Original List Price Received*	96.3%	98.9%	+ 2.7%	95.7%	97.3%	+ 1.7%
New Listings	55	60	+ 9.1%	179	183	+ 2.2%

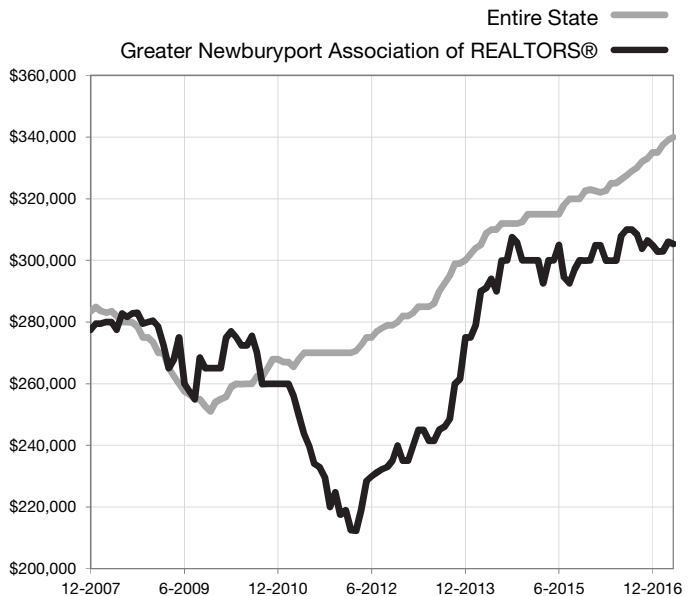
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 1.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.7%

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

- 30.8%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	304	297	- 2.3%	928	961	+ 3.6%
Closed Sales	194	194	0.0%	681	695	+ 2.1%
Median Sales Price*	\$218,000	\$215,000	- 1.4%	\$219,875	\$217,500	- 1.1%
Inventory of Homes for Sale	926	638	- 31.1%	--	--	--
Months Supply of Inventory	4.1	2.7	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	132	86	- 34.7%	125	95	- 23.7%
Percent of Original List Price Received*	93.9%	95.4%	+ 1.6%	94.2%	95.0%	+ 0.9%
New Listings	397	368	- 7.3%	1,233	1,136	- 7.9%

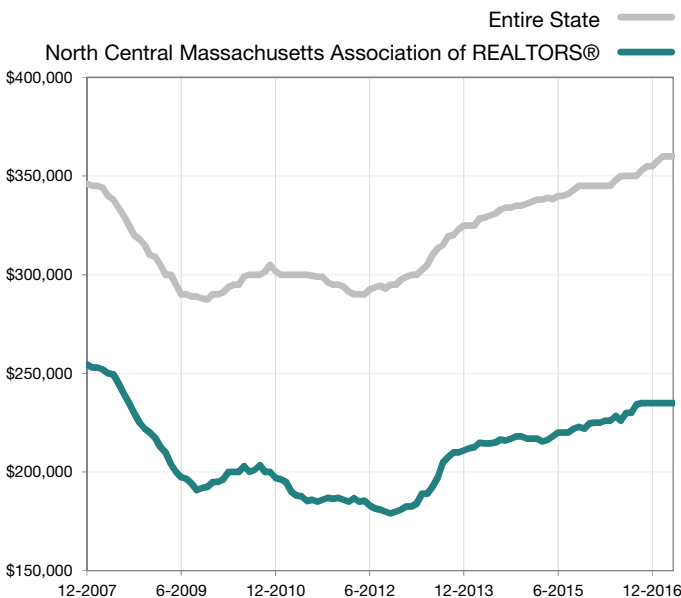
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	38	39	+ 2.6%	118	150	+ 27.1%
Closed Sales	26	30	+ 15.4%	81	105	+ 29.6%
Median Sales Price*	\$146,750	\$152,450	+ 3.9%	\$157,500	\$151,340	- 3.9%
Inventory of Homes for Sale	142	101	- 28.9%	--	--	--
Months Supply of Inventory	4.8	3.0	- 38.6%	--	--	--
Cumulative Days on Market Until Sale	118	48	- 59.7%	106	89	- 16.2%
Percent of Original List Price Received*	96.0%	95.2%	- 0.8%	94.9%	95.9%	+ 1.0%
New Listings	45	41	- 8.9%	165	179	+ 8.5%

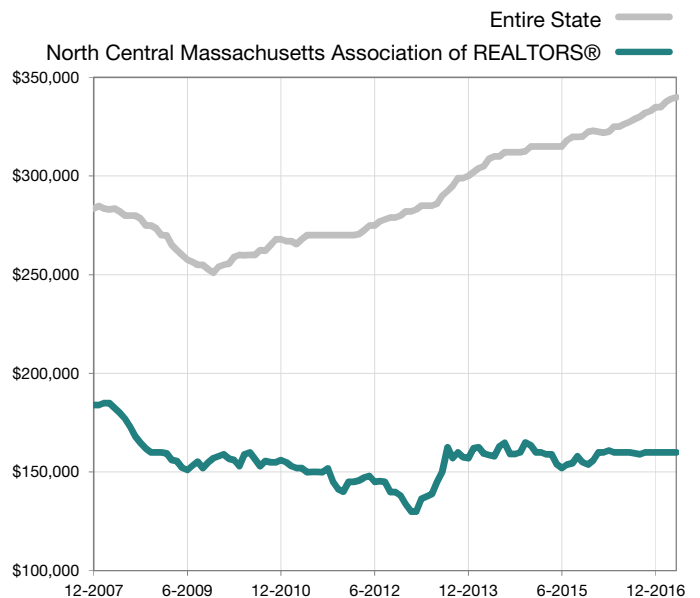
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 4.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.9%

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

- 34.6%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	402	368	- 8.5%	1,246	1,189	- 4.6%
Closed Sales	273	258	- 5.5%	946	965	+ 2.0%
Median Sales Price*	\$375,000	\$401,000	+ 6.9%	\$370,000	\$400,000	+ 8.1%
Inventory of Homes for Sale	923	636	- 31.1%	--	--	--
Months Supply of Inventory	2.7	1.8	- 30.6%	--	--	--
Cumulative Days on Market Until Sale	94	57	- 39.6%	101	61	- 39.1%
Percent of Original List Price Received*	97.2%	98.4%	+ 1.3%	95.5%	97.0%	+ 1.6%
New Listings	557	498	- 10.6%	1,618	1,458	- 9.9%

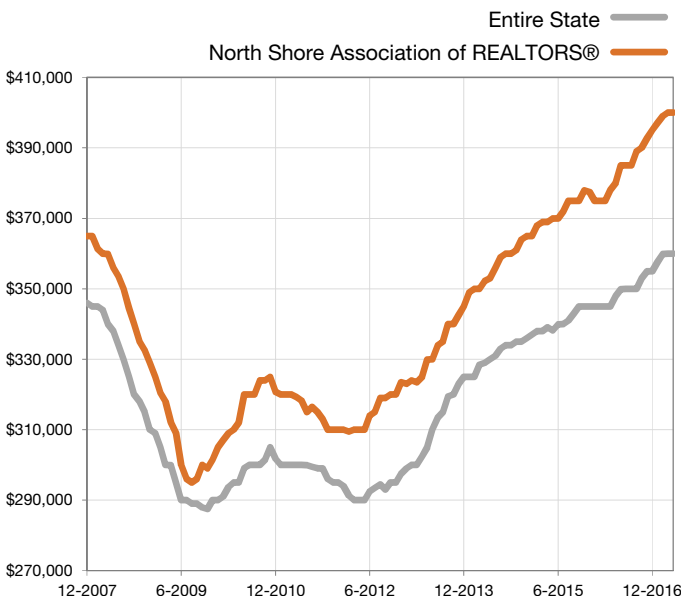
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	207	191	- 7.7%	619	631	+ 1.9%
Closed Sales	143	139	- 2.8%	453	526	+ 16.1%
Median Sales Price*	\$255,000	\$280,000	+ 9.8%	\$247,000	\$281,554	+ 14.0%
Inventory of Homes for Sale	400	229	- 42.8%	--	--	--
Months Supply of Inventory	2.6	1.4	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	86	69	- 20.4%	98	68	- 30.5%
Percent of Original List Price Received*	97.4%	98.1%	+ 0.7%	96.0%	97.8%	+ 1.9%
New Listings	253	212	- 16.2%	745	708	- 5.0%

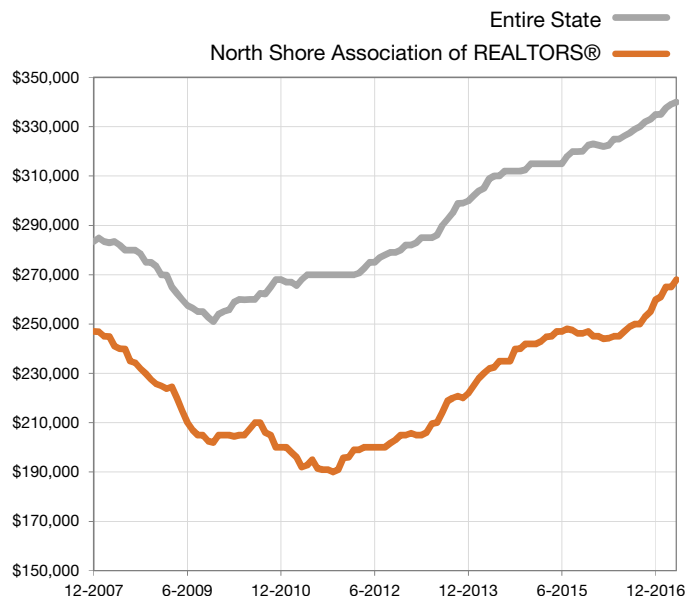
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 16.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.8%

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

- 35.9%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	393	382	- 2.8%	1,272	1,171	- 7.9%
Closed Sales	292	224	- 23.3%	983	858	- 12.7%
Median Sales Price*	\$366,999	\$386,250	+ 5.2%	\$349,900	\$380,000	+ 8.6%
Inventory of Homes for Sale	807	523	- 35.2%	--	--	--
Months Supply of Inventory	2.5	1.6	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	82	60	- 26.5%	95	68	- 28.0%
Percent of Original List Price Received*	96.7%	99.3%	+ 2.7%	96.1%	98.3%	+ 2.3%
New Listings	536	444	- 17.2%	1,606	1,386	- 13.7%

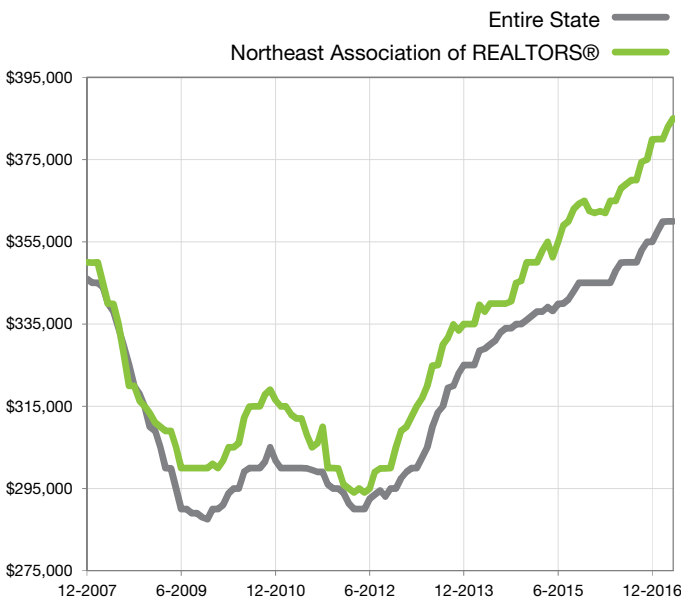
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	175	158	- 9.7%	515	517	+ 0.4%
Closed Sales	102	106	+ 3.9%	373	410	+ 9.9%
Median Sales Price*	\$219,900	\$227,500	+ 3.5%	\$215,250	\$210,000	- 2.4%
Inventory of Homes for Sale	286	178	- 37.8%	--	--	--
Months Supply of Inventory	2.3	1.3	- 44.7%	--	--	--
Cumulative Days on Market Until Sale	76	41	- 45.9%	81	51	- 37.2%
Percent of Original List Price Received*	98.0%	100.1%	+ 2.2%	96.7%	99.1%	+ 2.4%
New Listings	191	170	- 11.0%	627	602	- 4.0%

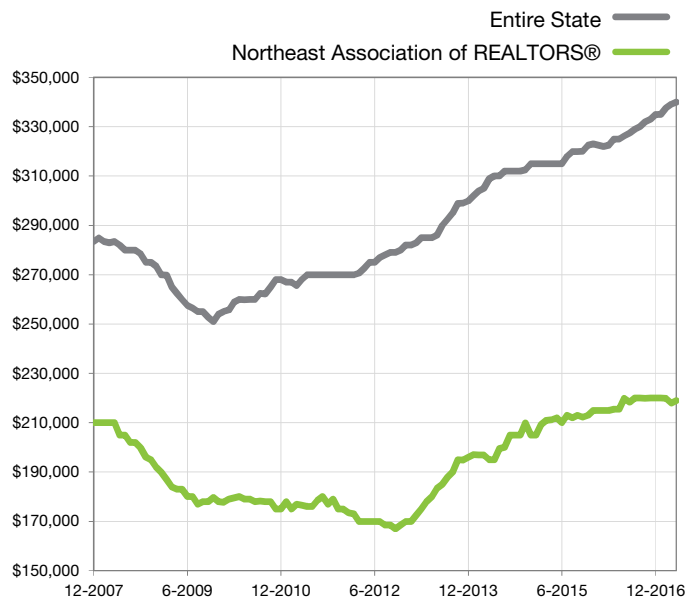
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 7.8%

Year-Over-Year
Change in
Closed Sales
All Properties

- 1.0%

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

- 38.3%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	682	734	+ 7.6%	2,133	2,179	+ 2.2%
Closed Sales	471	431	- 8.5%	1,566	1,513	- 3.4%
Median Sales Price*	\$271,500	\$276,250	+ 1.7%	\$255,000	\$265,000	+ 3.9%
Inventory of Homes for Sale	2,027	1,206	- 40.5%	--	--	--
Months Supply of Inventory	4.0	2.2	- 44.1%	--	--	--
Cumulative Days on Market Until Sale	116	76	- 34.3%	121	80	- 33.7%
Percent of Original List Price Received*	95.9%	97.8%	+ 2.0%	94.5%	96.4%	+ 2.0%
New Listings	908	826	- 9.0%	2,865	2,622	- 8.5%

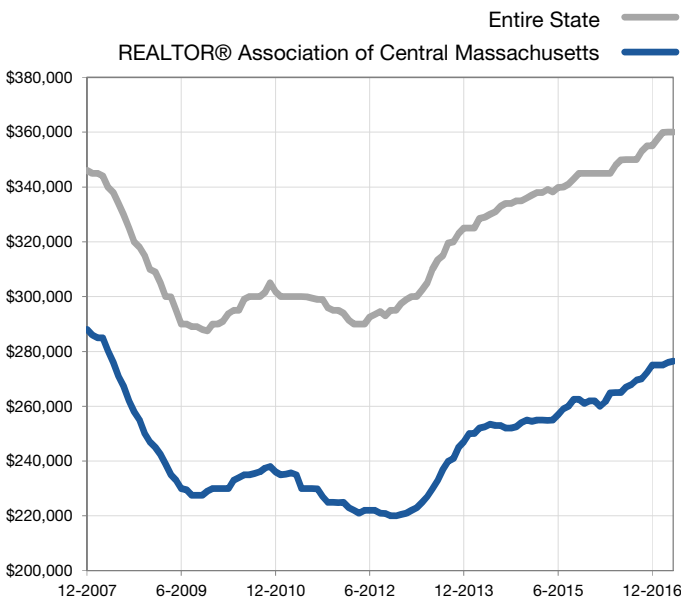
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	179	148	- 17.3%	549	531	- 3.3%
Closed Sales	109	104	- 4.6%	378	404	+ 6.9%
Median Sales Price*	\$205,000	\$197,000	- 3.9%	\$203,450	\$194,375	- 4.5%
Inventory of Homes for Sale	442	318	- 28.1%	--	--	--
Months Supply of Inventory	3.6	2.4	- 33.7%	--	--	--
Cumulative Days on Market Until Sale	104	73	- 29.7%	113	78	- 31.2%
Percent of Original List Price Received*	96.9%	97.8%	+ 0.9%	96.0%	96.6%	+ 0.5%
New Listings	218	190	- 12.8%	714	660	- 7.6%

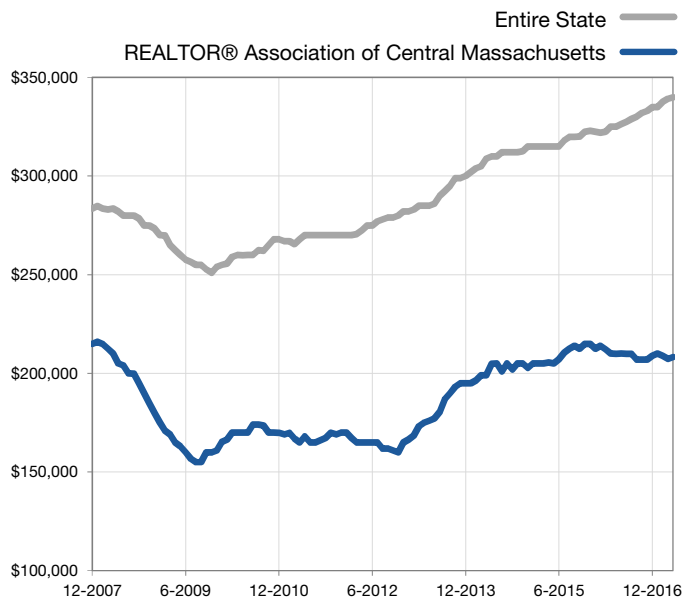
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 2.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.6%

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

- 32.7%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	603	650	+ 7.8%	1,922	1,942	+ 1.0%
Closed Sales	394	403	+ 2.3%	1,433	1,403	- 2.1%
Median Sales Price*	\$194,450	\$194,000	- 0.2%	\$184,900	\$190,000	+ 2.8%
Inventory of Homes for Sale	2,374	1,574	- 33.7%	--	--	--
Months Supply of Inventory	5.2	3.2	- 37.7%	--	--	--
Cumulative Days on Market Until Sale	126	95	- 24.6%	135	100	- 26.4%
Percent of Original List Price Received*	93.6%	95.2%	+ 1.7%	92.5%	94.3%	+ 1.9%
New Listings	905	863	- 4.6%	2,724	2,487	- 8.7%

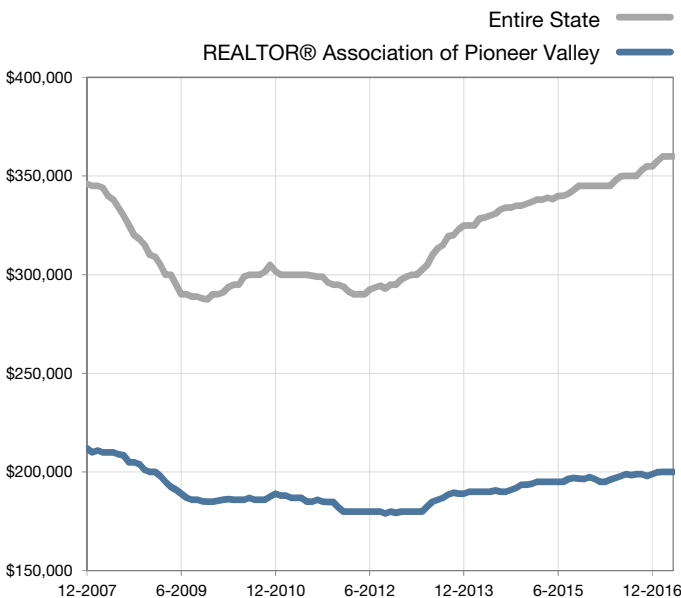
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	98	91	- 7.1%	295	264	- 10.5%
Closed Sales	65	43	- 33.8%	222	209	- 5.9%
Median Sales Price*	\$131,000	\$138,000	+ 5.3%	\$141,125	\$145,000	+ 2.7%
Inventory of Homes for Sale	388	286	- 26.3%	--	--	--
Months Supply of Inventory	5.4	4.0	- 25.6%	--	--	--
Cumulative Days on Market Until Sale	131	129	- 1.7%	142	138	- 2.9%
Percent of Original List Price Received*	92.8%	95.4%	+ 2.8%	94.0%	94.6%	+ 0.6%
New Listings	121	124	+ 2.5%	382	364	- 4.7%

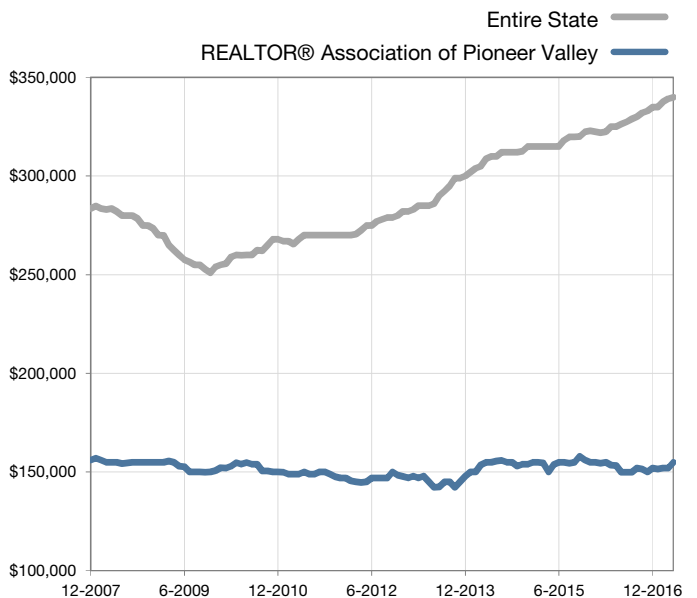
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

+ 3.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.2%

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

- 36.2%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	525	529	+ 0.8%	1,641	1,670	+ 1.8%
Closed Sales	345	344	- 0.3%	1,221	1,282	+ 5.0%
Median Sales Price*	\$263,950	\$300,000	+ 13.7%	\$262,000	\$282,050	+ 7.7%
Inventory of Homes for Sale	1,579	1,034	- 34.5%	--	--	--
Months Supply of Inventory	4.1	2.4	- 40.2%	--	--	--
Cumulative Days on Market Until Sale	102	73	- 28.8%	107	74	- 30.4%
Percent of Original List Price Received*	96.7%	97.3%	+ 0.7%	95.3%	97.1%	+ 1.8%
New Listings	687	650	- 5.4%	2,188	2,039	- 6.8%

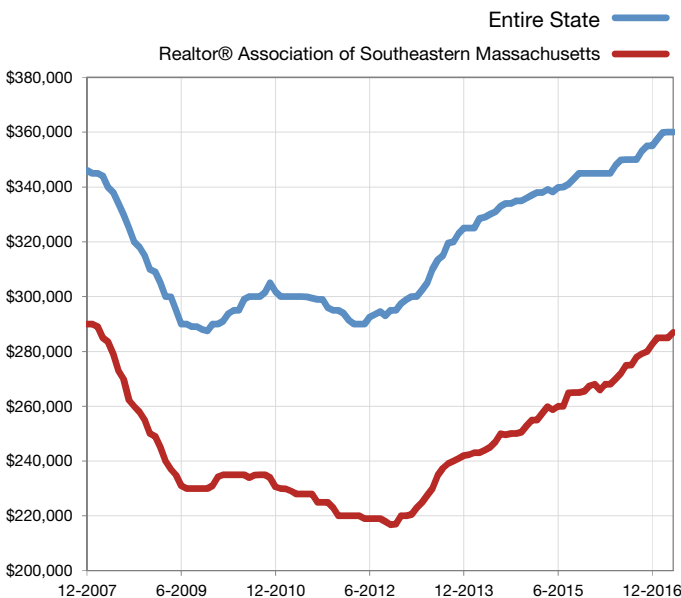
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	108	83	- 23.1%	291	296	+ 1.7%
Closed Sales	52	68	+ 30.8%	218	228	+ 4.6%
Median Sales Price*	\$189,950	\$178,250	- 6.2%	\$180,000	\$185,500	+ 3.1%
Inventory of Homes for Sale	219	113	- 48.4%	--	--	--
Months Supply of Inventory	3.5	1.6	- 54.0%	--	--	--
Cumulative Days on Market Until Sale	99	66	- 33.5%	103	64	- 37.7%
Percent of Original List Price Received*	95.6%	98.0%	+ 2.5%	95.5%	98.0%	+ 2.7%
New Listings	108	76	- 29.6%	376	320	- 14.9%

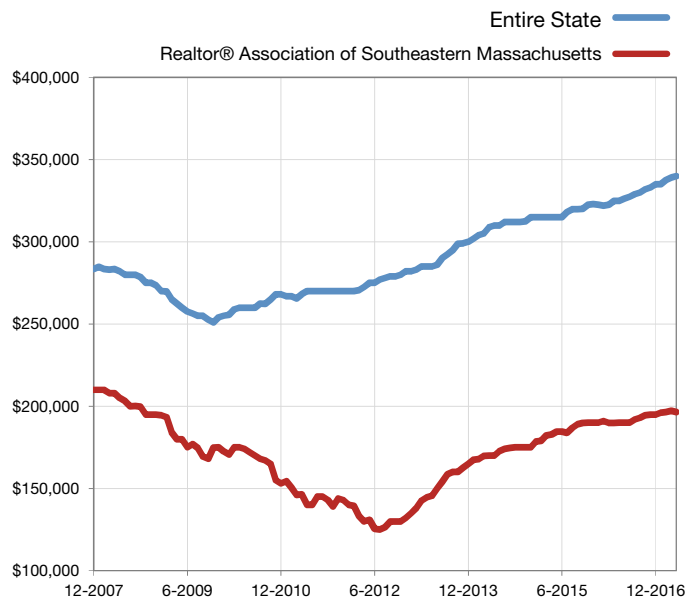
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

- 13.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.0%

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

- 24.8%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	614	628	+ 2.3%	1,900	1,885	- 0.8%
Closed Sales	436	377	- 13.5%	1,391	1,384	- 0.5%
Median Sales Price*	\$390,000	\$399,875	+ 2.5%	\$360,000	\$390,000	+ 8.3%
Inventory of Homes for Sale	1,663	1,254	- 24.6%	--	--	--
Months Supply of Inventory	3.4	2.5	- 26.4%	--	--	--
Cumulative Days on Market Until Sale	100	76	- 23.4%	108	81	- 24.8%
Percent of Original List Price Received*	96.8%	97.0%	+ 0.2%	95.4%	96.5%	+ 1.2%
New Listings	903	821	- 9.1%	2,646	2,467	- 6.8%

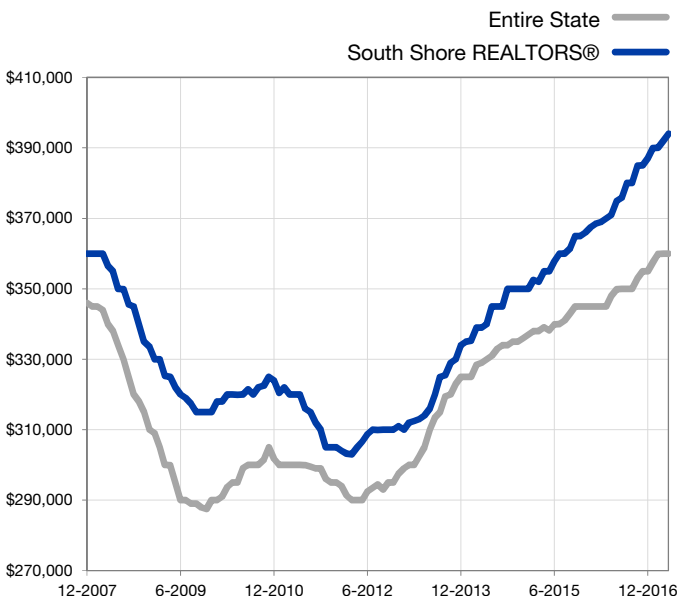
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	172	208	+ 20.9%	537	695	+ 29.4%
Closed Sales	121	103	- 14.9%	425	427	+ 0.5%
Median Sales Price*	\$282,500	\$285,000	+ 0.9%	\$256,000	\$280,000	+ 9.4%
Inventory of Homes for Sale	462	343	- 25.8%	--	--	--
Months Supply of Inventory	3.1	2.4	- 22.5%	--	--	--
Cumulative Days on Market Until Sale	87	74	- 14.6%	92	71	- 22.5%
Percent of Original List Price Received*	97.3%	98.1%	+ 0.8%	97.1%	97.5%	+ 0.4%
New Listings	263	208	- 20.9%	763	828	+ 8.5%

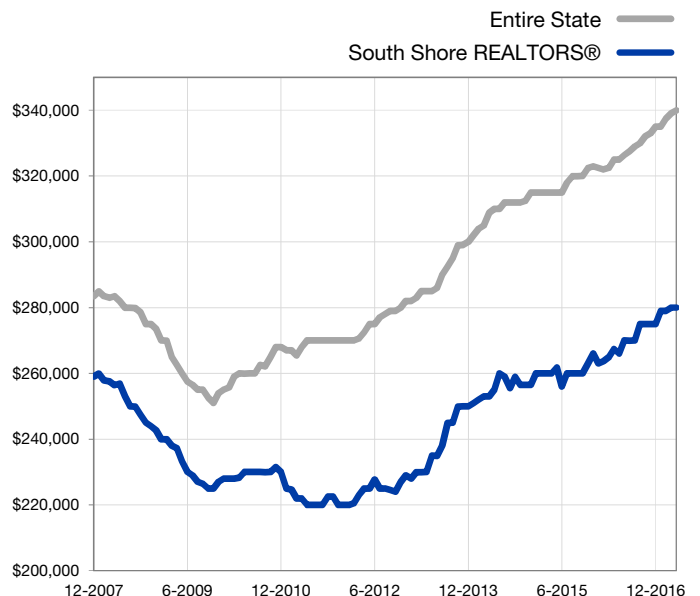
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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