

# Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**- 6.0%**

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

**+ 18.8%**

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

**- 29.6%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	112	114	+ 1.8%	1,188	1,270	+ 6.9%
Closed Sales	139	140	+ 0.7%	1,145	1,177	+ 2.8%
Median Sales Price*	\$177,250	<b>\$212,000</b>	+ 19.6%	\$190,000	<b>\$200,000</b>	+ 5.3%
Inventory of Homes for Sale	1,310	<b>981</b>	- 25.1%	--	--	--
Months Supply of Inventory	11.7	<b>8.3</b>	- 28.5%	--	--	--
Cumulative Days on Market Until Sale	113	<b>113</b>	+ 0.6%	124	<b>119</b>	- 3.7%
Percent of Original List Price Received*	89.7%	<b>90.8%</b>	+ 1.2%	90.4%	<b>90.8%</b>	+ 0.5%
New Listings	146	<b>164</b>	+ 12.3%	2,155	<b>1,990</b>	- 7.7%

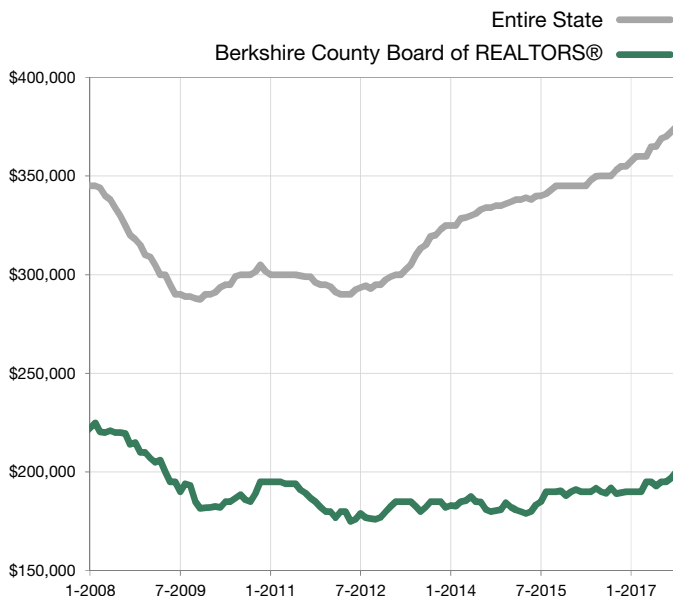
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	<b>0</b>	- 100.0%	97	<b>62</b>	- 36.1%
Closed Sales	10	<b>0</b>	- 100.0%	82	<b>64</b>	- 22.0%
Median Sales Price*	\$232,500	<b>\$0</b>	- 100.0%	\$170,100	<b>\$191,950</b>	+ 12.8%
Inventory of Homes for Sale	133	<b>35</b>	- 73.7%	--	--	--
Months Supply of Inventory	15.6	<b>3.9</b>	- 74.9%	--	--	--
Cumulative Days on Market Until Sale	133	<b>0</b>	- 100.0%	145	<b>162</b>	+ 11.5%
Percent of Original List Price Received*	89.7%	<b>0.0%</b>	- 100.0%	91.6%	<b>92.0%</b>	+ 0.4%
New Listings	8	<b>0</b>	- 100.0%	195	<b>56</b>	- 71.3%

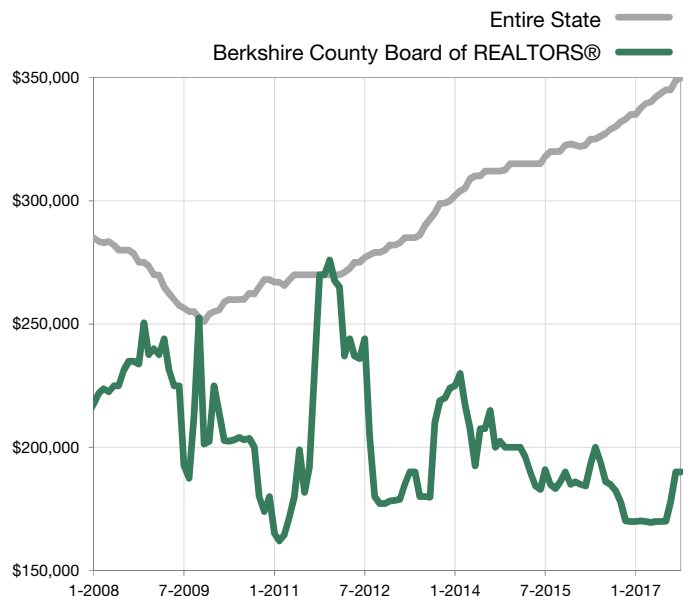
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**- 5.3%**

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

**+ 6.7%**

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

**- 27.7%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	537	575	+ 7.1%	5,167	5,066	- 2.0%
Closed Sales	545	492	- 9.7%	4,964	4,703	- 5.3%
Median Sales Price*	\$380,000	<b>\$428,000</b>	+ 12.6%	\$365,000	<b>\$390,000</b>	+ 6.8%
Inventory of Homes for Sale	3,989	<b>2,932</b>	- 26.5%	--	--	--
Months Supply of Inventory	8.1	<b>6.1</b>	- 24.3%	--	--	--
Cumulative Days on Market Until Sale	123	<b>108</b>	- 11.9%	142	<b>110</b>	- 22.2%
Percent of Original List Price Received*	93.8%	<b>94.3%</b>	+ 0.5%	93.2%	<b>94.5%</b>	+ 1.3%
New Listings	675	<b>670</b>	- 0.7%	7,895	<b>7,259</b>	- 8.1%

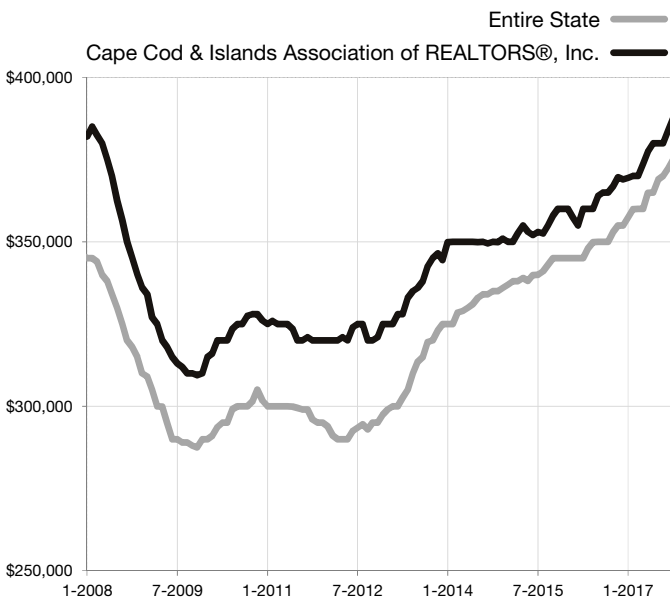
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	116	137	+ 18.1%	1,075	1,155	+ 7.4%
Closed Sales	101	120	+ 18.8%	1,056	1,060	+ 0.4%
Median Sales Price*	\$295,000	<b>\$320,000</b>	+ 8.5%	\$261,000	<b>\$265,000</b>	+ 1.5%
Inventory of Homes for Sale	819	<b>544</b>	- 33.6%	--	--	--
Months Supply of Inventory	7.8	<b>5.1</b>	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	127	<b>114</b>	- 10.5%	140	<b>121</b>	- 13.5%
Percent of Original List Price Received*	93.3%	<b>95.3%</b>	+ 2.1%	94.3%	<b>95.0%</b>	+ 0.7%
New Listings	148	<b>138</b>	- 6.8%	1,611	<b>1,449</b>	- 10.1%

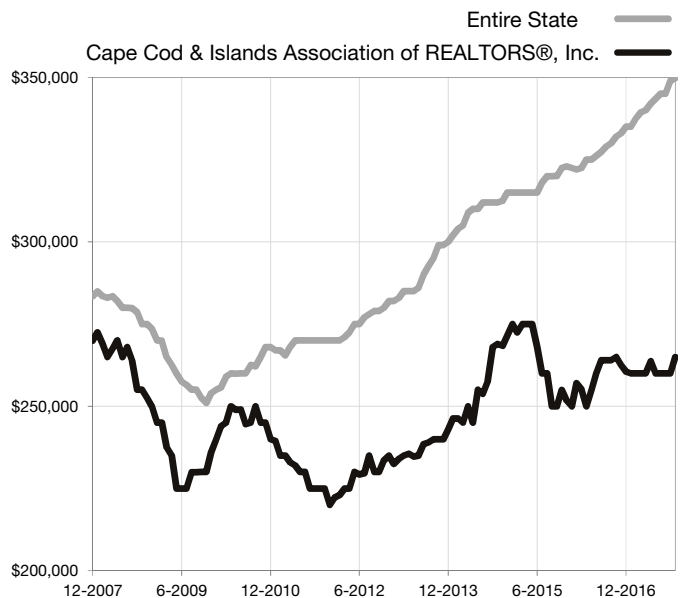
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,134	<b>1,232</b>	+ 8.6%	12,473	<b>12,447</b>	- 0.2%
Closed Sales	963	<b>1,106</b>	+ 14.8%	11,775	<b>11,623</b>	- 1.3%
Median Sales Price*	\$525,000	<b>\$565,000</b>	+ 7.6%	\$540,000	<b>\$580,000</b>	+ 7.4%
Inventory of Homes for Sale	3,102	<b>2,280</b>	- 26.5%	--	--	--
Months Supply of Inventory	2.7	<b>2.0</b>	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	60	<b>47</b>	- 21.7%	64	<b>50</b>	- 21.9%
Percent of Original List Price Received*	98.0%	<b>99.3%</b>	+ 1.3%	98.5%	<b>99.3%</b>	+ 0.8%
New Listings	1,264	<b>1,301</b>	+ 2.9%	16,169	<b>15,543</b>	- 3.9%

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

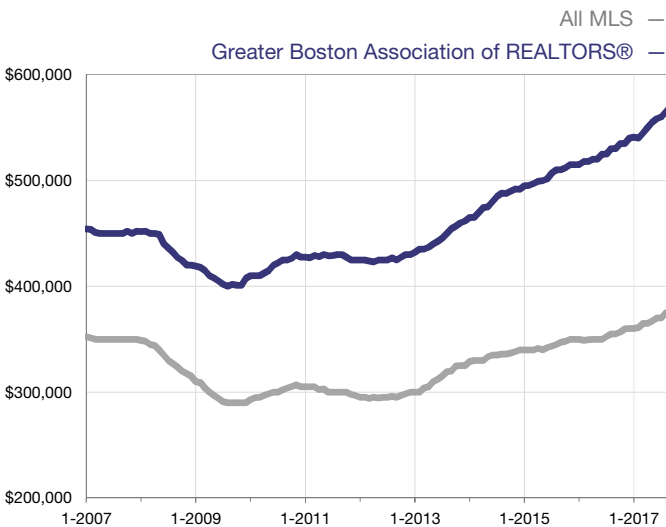
### Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	919	<b>1,023</b>	+ 11.3%	9,949	<b>9,949</b>	0.0%
Closed Sales	827	<b>839</b>	+ 1.5%	9,409	<b>9,187</b>	- 2.4%
Median Sales Price*	\$480,000	<b>\$505,000</b>	+ 5.2%	\$487,500	<b>\$520,000</b>	+ 6.7%
Inventory of Homes for Sale	1,864	<b>1,509</b>	- 19.0%	--	--	--
Months Supply of Inventory	2.0	<b>1.7</b>	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	43	<b>35</b>	- 18.6%	48	<b>38</b>	- 20.8%
Percent of Original List Price Received*	99.7%	<b>100.5%</b>	+ 0.8%	100.5%	<b>100.9%</b>	+ 0.4%
New Listings	1,071	<b>1,081</b>	+ 0.9%	12,251	<b>12,156</b>	- 0.8%

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

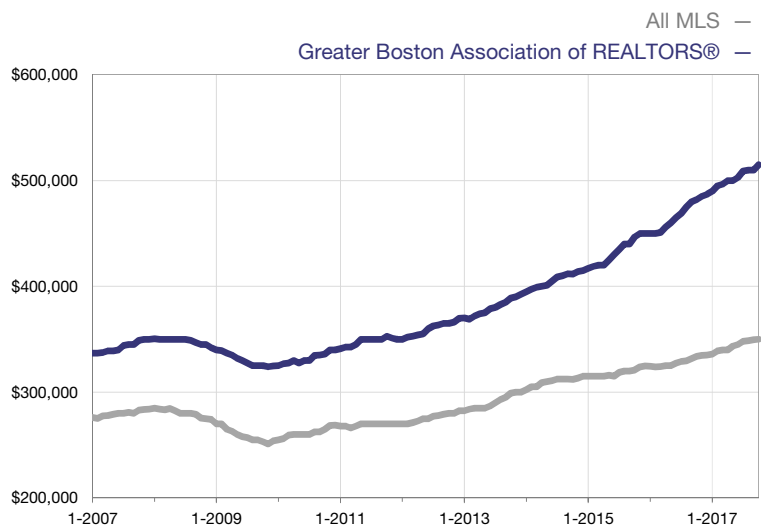
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**+ 16.7%**

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

**+ 4.0%**

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

**- 27.7%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	78	<b>129</b>	+ 65.4%	959	<b>1,015</b>	+ 5.8%
Closed Sales	97	<b>108</b>	+ 11.3%	905	<b>909</b>	+ 0.4%
Median Sales Price*	\$254,900	<b>\$265,000</b>	+ 4.0%	\$252,700	<b>\$265,750</b>	+ 5.2%
Inventory of Homes for Sale	440	<b>329</b>	- 25.2%	--	--	--
Months Supply of Inventory	5.0	<b>3.6</b>	- 27.4%	--	--	--
Cumulative Days on Market Until Sale	86	<b>87</b>	+ 1.8%	108	<b>81</b>	- 25.2%
Percent of Original List Price Received*	97.0%	<b>96.2%</b>	- 0.8%	95.0%	<b>96.6%</b>	+ 1.6%
New Listings	128	<b>150</b>	+ 17.2%	1,274	<b>1,310</b>	+ 2.8%

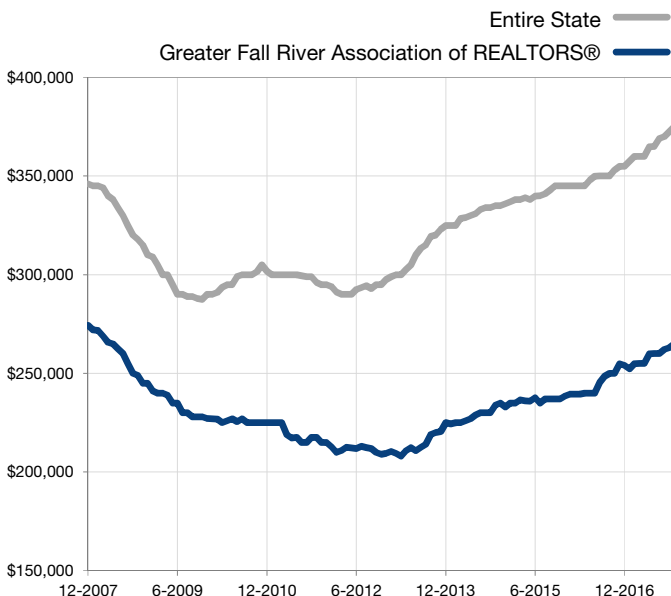
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	<b>13</b>	+ 85.7%	99	<b>107</b>	+ 8.1%
Closed Sales	5	<b>11</b>	+ 120.0%	91	<b>96</b>	+ 5.5%
Median Sales Price*	\$105,000	<b>\$154,900</b>	+ 47.5%	\$125,000	<b>\$156,500</b>	+ 25.2%
Inventory of Homes for Sale	65	<b>36</b>	- 44.6%	--	--	--
Months Supply of Inventory	7.2	<b>3.7</b>	- 48.8%	--	--	--
Cumulative Days on Market Until Sale	110	<b>94</b>	- 14.6%	139	<b>113</b>	- 18.5%
Percent of Original List Price Received*	88.4%	<b>89.5%</b>	+ 1.3%	91.4%	<b>92.8%</b>	+ 1.5%
New Listings	16	<b>13</b>	- 18.8%	153	<b>129</b>	- 15.7%

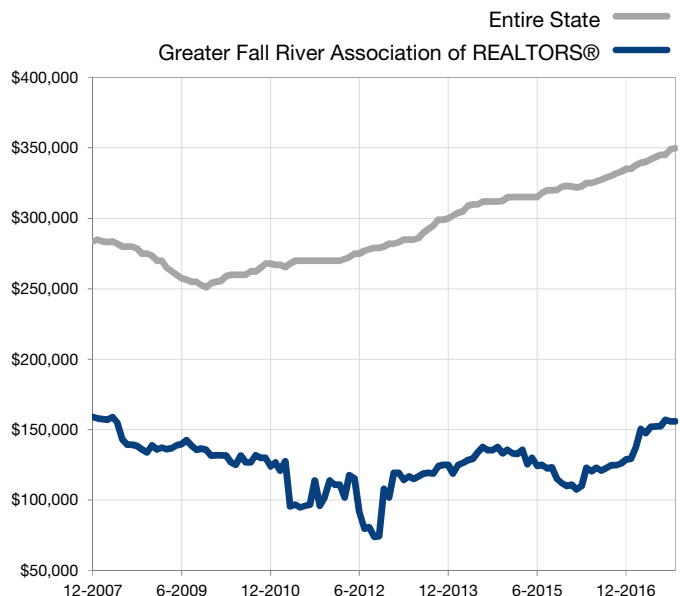
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Newburyport Association of REALTORS®

**+ 3.2%**

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

**+ 14.8%**

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

**- 23.7%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	65	<b>68</b>	+ 4.6%	668	<b>635</b>	- 4.9%
Closed Sales	54	<b>66</b>	+ 22.2%	623	<b>600</b>	- 3.7%
Median Sales Price*	\$412,500	<b>\$450,000</b>	+ 9.1%	\$425,000	<b>\$463,750</b>	+ 9.1%
Inventory of Homes for Sale	278	<b>195</b>	- 29.9%	--	--	--
Months Supply of Inventory	4.5	<b>3.2</b>	- 28.3%	--	--	--
Cumulative Days on Market Until Sale	86	<b>63</b>	- 26.7%	92	<b>67</b>	- 27.9%
Percent of Original List Price Received*	93.4%	<b>98.8%</b>	+ 5.8%	95.2%	<b>97.5%</b>	+ 2.4%
New Listings	81	<b>96</b>	+ 18.5%	1,001	<b>914</b>	- 8.7%

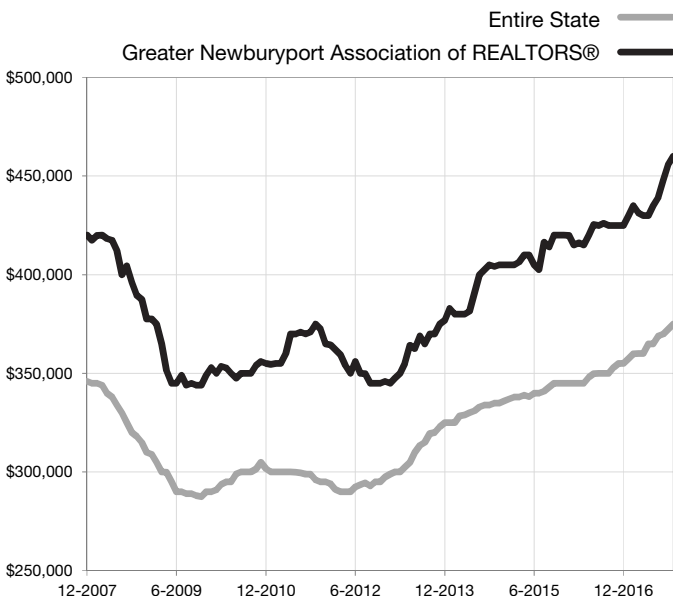
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	40	<b>41</b>	+ 2.5%	363	<b>392</b>	+ 8.0%
Closed Sales	39	<b>30</b>	- 23.1%	336	<b>364</b>	+ 8.3%
Median Sales Price*	\$285,000	<b>\$282,000</b>	- 1.1%	\$305,500	<b>\$319,950</b>	+ 4.7%
Inventory of Homes for Sale	97	<b>91</b>	- 6.2%	--	--	--
Months Supply of Inventory	2.9	<b>2.5</b>	- 14.2%	--	--	--
Cumulative Days on Market Until Sale	68	<b>57</b>	- 16.3%	82	<b>57</b>	- 30.4%
Percent of Original List Price Received*	97.5%	<b>98.1%</b>	+ 0.6%	97.4%	<b>98.6%</b>	+ 1.3%
New Listings	37	<b>55</b>	+ 48.6%	468	<b>514</b>	+ 9.8%

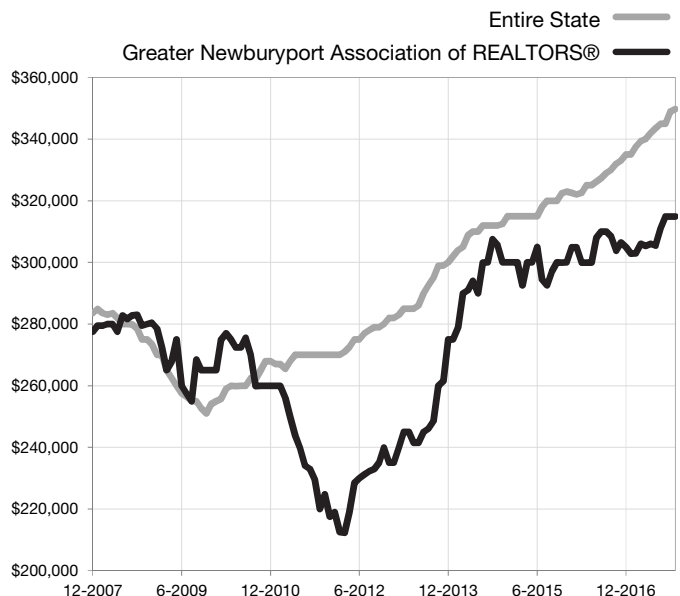
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**+ 5.1%**

Year-Over-Year Change in Closed Sales All Properties

**+ 1.5%**

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

**- 29.7%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	264	<b>290</b>	+ 9.8%	2,485	<b>2,624</b>	+ 5.6%
Closed Sales	243	<b>259</b>	+ 6.6%	2,332	<b>2,440</b>	+ 4.6%
Median Sales Price*	\$245,000	<b>\$249,900</b>	+ 2.0%	\$238,000	<b>\$245,000</b>	+ 2.9%
Inventory of Homes for Sale	971	<b>681</b>	- 29.9%	--	--	--
Months Supply of Inventory	4.2	<b>2.8</b>	- 34.0%	--	--	--
Cumulative Days on Market Until Sale	79	<b>58</b>	- 26.8%	96	<b>69</b>	- 28.1%
Percent of Original List Price Received*	96.4%	<b>97.7%</b>	+ 1.4%	96.2%	<b>97.1%</b>	+ 0.9%
New Listings	304	<b>294</b>	- 3.3%	3,388	<b>3,273</b>	- 3.4%

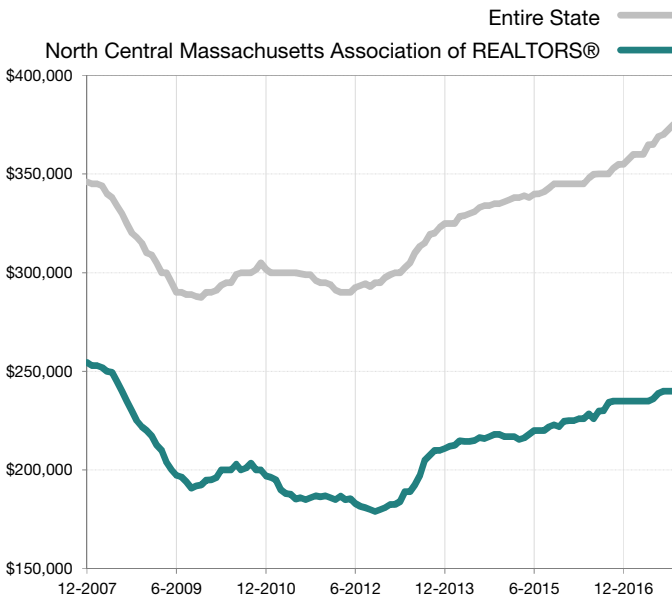
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	33	<b>32</b>	- 3.0%	340	<b>387</b>	+ 13.8%
Closed Sales	33	<b>31</b>	- 6.1%	321	<b>364</b>	+ 13.4%
Median Sales Price*	\$174,900	<b>\$186,000</b>	+ 6.3%	\$159,900	<b>\$162,500</b>	+ 1.6%
Inventory of Homes for Sale	129	<b>92</b>	- 28.7%	--	--	--
Months Supply of Inventory	4.1	<b>2.6</b>	- 37.3%	--	--	--
Cumulative Days on Market Until Sale	100	<b>66</b>	- 33.8%	103	<b>76</b>	- 26.3%
Percent of Original List Price Received*	100.2%	<b>99.2%</b>	- 1.0%	96.5%	<b>97.6%</b>	+ 1.2%
New Listings	40	<b>40</b>	0.0%	457	<b>455</b>	- 0.4%

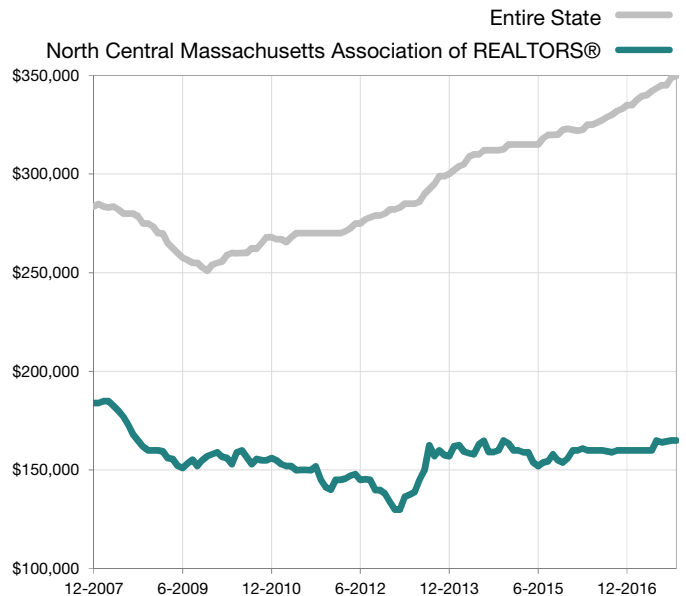
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 3.3%**

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

**+ 5.6%**

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

**- 31.8%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	378	<b>376</b>	- 0.5%	3,666	<b>3,619</b>	- 1.3%
Closed Sales	394	<b>372</b>	- 5.6%	3,398	<b>3,414</b>	+ 0.5%
Median Sales Price*	\$399,950	<b>\$425,000</b>	+ 6.3%	\$395,000	<b>\$425,000</b>	+ 7.6%
Inventory of Homes for Sale	1,002	<b>705</b>	- 29.6%	--	--	--
Months Supply of Inventory	2.9	<b>2.0</b>	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	64	<b>50</b>	- 21.7%	77	<b>52</b>	- 31.8%
Percent of Original List Price Received*	97.1%	<b>98.7%</b>	+ 1.6%	97.4%	<b>98.4%</b>	+ 1.0%
New Listings	428	<b>383</b>	- 10.5%	4,674	<b>4,491</b>	- 3.9%

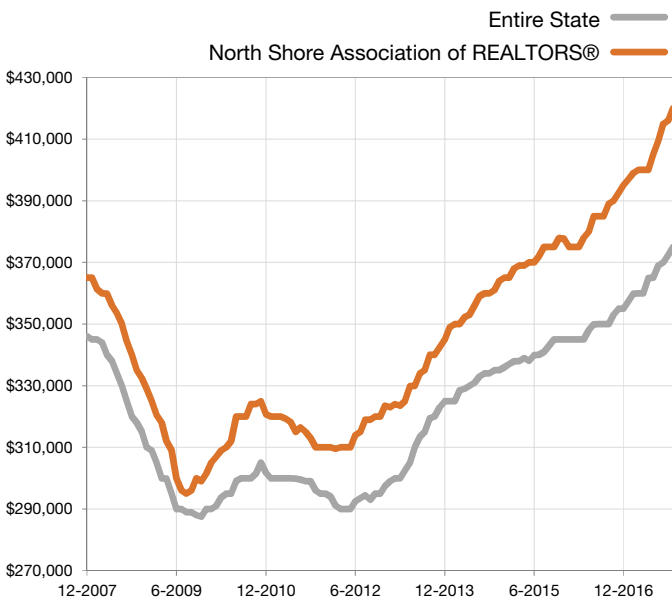
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	149	<b>178</b>	+ 19.5%	1,657	<b>1,706</b>	+ 3.0%
Closed Sales	155	<b>159</b>	+ 2.6%	1,558	<b>1,629</b>	+ 4.6%
Median Sales Price*	\$274,900	<b>\$284,900</b>	+ 3.6%	\$258,500	<b>\$285,250</b>	+ 10.3%
Inventory of Homes for Sale	395	<b>248</b>	- 37.2%	--	--	--
Months Supply of Inventory	2.6	<b>1.5</b>	- 40.4%	--	--	--
Cumulative Days on Market Until Sale	57	<b>44</b>	- 22.5%	77	<b>52</b>	- 32.0%
Percent of Original List Price Received*	97.6%	<b>98.8%</b>	+ 1.2%	97.4%	<b>98.9%</b>	+ 1.6%
New Listings	170	<b>174</b>	+ 2.4%	2,010	<b>1,992</b>	- 0.9%

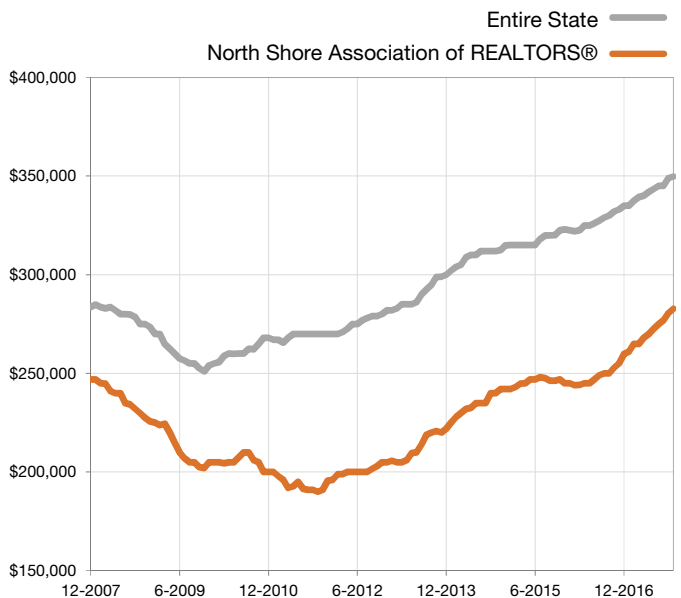
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 4.0%**

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

**+ 6.8%**

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

**- 28.8%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	323	<b>364</b>	+ 12.7%	3,565	<b>3,519</b>	- 1.3%
Closed Sales	314	<b>356</b>	+ 13.4%	3,366	<b>3,271</b>	- 2.8%
Median Sales Price*	\$380,000	<b>\$375,000</b>	- 1.3%	\$377,750	<b>\$401,000</b>	+ 6.2%
Inventory of Homes for Sale	829	<b>607</b>	- 26.8%	--	--	--
Months Supply of Inventory	2.5	<b>1.9</b>	- 26.5%	--	--	--
Cumulative Days on Market Until Sale	54	<b>46</b>	- 14.9%	71	<b>50</b>	- 28.7%
Percent of Original List Price Received*	97.3%	<b>97.9%</b>	+ 0.6%	97.8%	<b>98.9%</b>	+ 1.1%
New Listings	354	<b>381</b>	+ 7.6%	4,413	<b>4,272</b>	- 3.2%

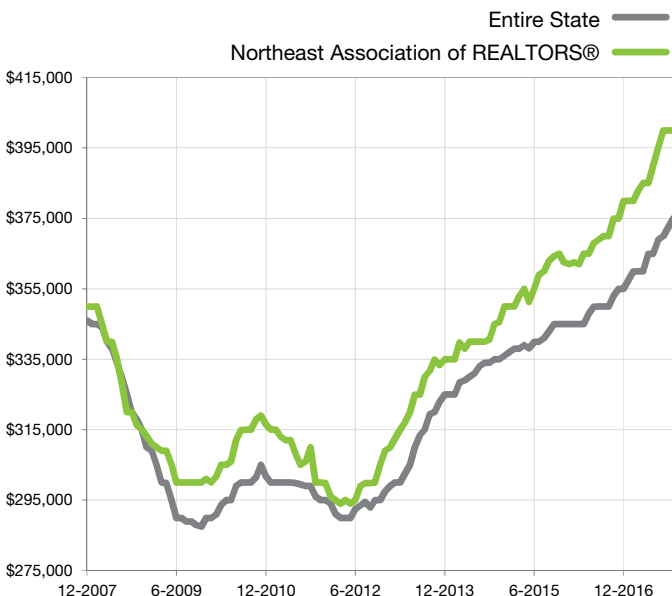
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	114	<b>152</b>	+ 33.3%	1,454	<b>1,411</b>	- 3.0%
Closed Sales	138	<b>114</b>	- 17.4%	1,384	<b>1,310</b>	- 5.3%
Median Sales Price*	\$210,000	<b>\$234,450</b>	+ 11.6%	\$220,000	<b>\$230,000</b>	+ 4.5%
Inventory of Homes for Sale	293	<b>192</b>	- 34.5%	--	--	--
Months Supply of Inventory	2.2	<b>1.5</b>	- 32.5%	--	--	--
Cumulative Days on Market Until Sale	45	<b>35</b>	- 21.5%	63	<b>40</b>	- 36.3%
Percent of Original List Price Received*	97.6%	<b>100.0%</b>	+ 2.5%	97.9%	<b>99.8%</b>	+ 1.9%
New Listings	155	<b>151</b>	- 2.6%	1,739	<b>1,654</b>	- 4.9%

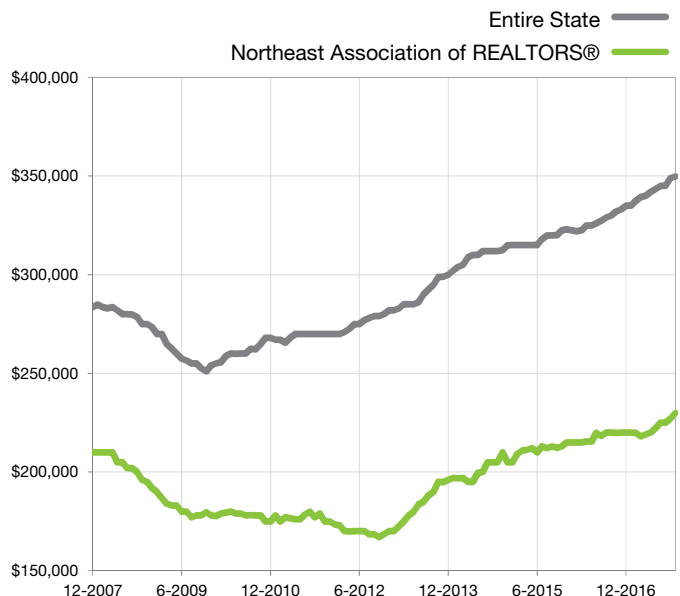
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**+ 6.8%**

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

**+ 2.1%**

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

**- 27.3%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	526	<b>629</b>	+ 19.6%	5,872	<b>5,935</b>	+ 1.1%
Closed Sales	551	<b>583</b>	+ 5.8%	5,495	<b>5,443</b>	- 0.9%
Median Sales Price*	\$284,000	<b>\$290,000</b>	+ 2.1%	\$275,000	<b>\$290,000</b>	+ 5.5%
Inventory of Homes for Sale	1,937	<b>1,421</b>	- 26.6%	--	--	--
Months Supply of Inventory	3.6	<b>2.6</b>	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	72	<b>58</b>	- 19.8%	93	<b>61</b>	- 34.4%
Percent of Original List Price Received*	96.7%	<b>97.8%</b>	+ 1.1%	96.3%	<b>97.8%</b>	+ 1.6%
New Listings	677	<b>712</b>	+ 5.2%	7,695	<b>7,631</b>	- 0.8%

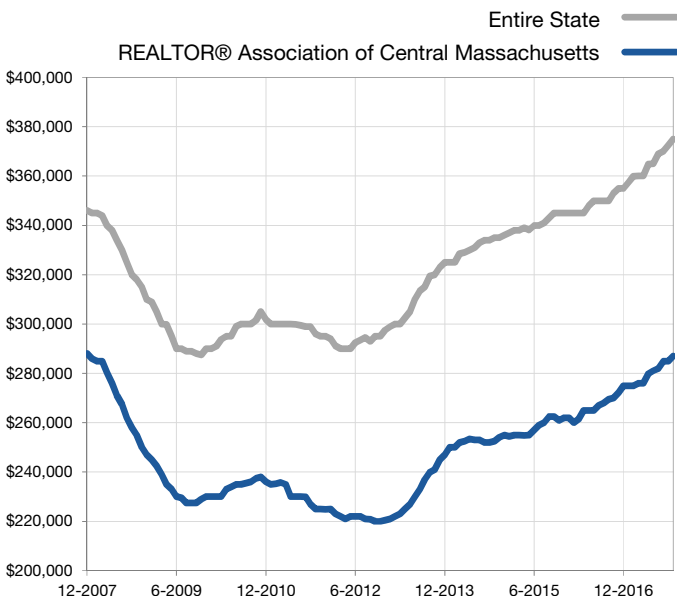
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	114	<b>173</b>	+ 51.8%	1,394	<b>1,448</b>	+ 3.9%
Closed Sales	129	<b>143</b>	+ 10.9%	1,304	<b>1,340</b>	+ 2.8%
Median Sales Price*	\$217,000	<b>\$209,500</b>	- 3.5%	\$209,000	<b>\$220,000</b>	+ 5.3%
Inventory of Homes for Sale	417	<b>290</b>	- 30.5%	--	--	--
Months Supply of Inventory	3.3	<b>2.2</b>	- 34.3%	--	--	--
Cumulative Days on Market Until Sale	76	<b>54</b>	- 29.3%	88	<b>64</b>	- 26.6%
Percent of Original List Price Received*	96.1%	<b>99.4%</b>	+ 3.4%	96.6%	<b>98.1%</b>	+ 1.5%
New Listings	149	<b>160</b>	+ 7.4%	1,765	<b>1,723</b>	- 2.4%

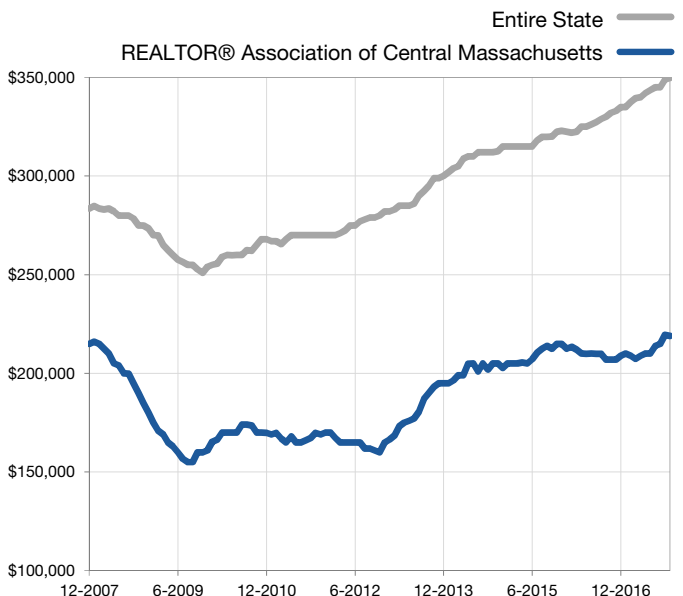
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 20.4%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**+ 5.3%**

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

**- 24.9%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	475	575	+ 21.1%	5,244	5,411	+ 3.2%
Closed Sales	432	521	+ 20.6%	4,889	5,018	+ 2.6%
Median Sales Price*	\$194,000	\$205,550	+ 6.0%	\$200,000	\$208,000	+ 4.0%
Inventory of Homes for Sale	2,303	1,734	- 24.7%	--	--	--
Months Supply of Inventory	4.9	3.5	- 28.9%	--	--	--
Cumulative Days on Market Until Sale	81	64	- 21.2%	106	78	- 26.3%
Percent of Original List Price Received*	94.8%	95.9%	+ 1.2%	94.4%	95.7%	+ 1.4%
New Listings	579	671	+ 15.9%	7,209	7,233	+ 0.3%

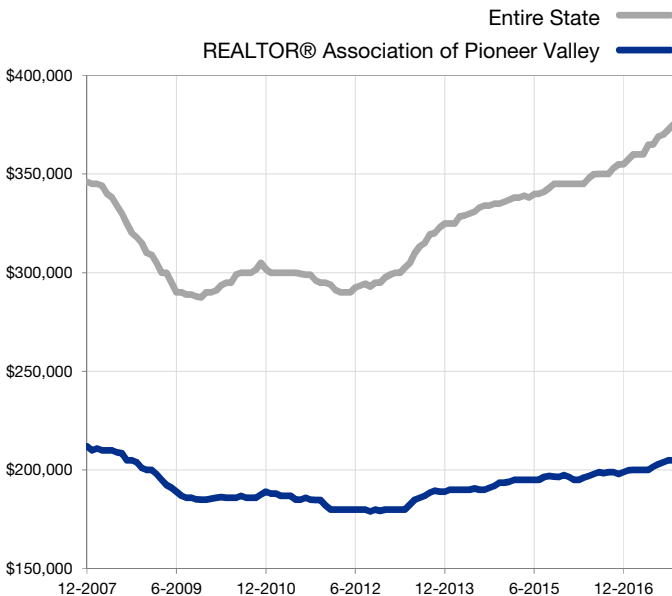
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	65	87	+ 33.8%	758	789	+ 4.1%
Closed Sales	62	74	+ 19.4%	720	753	+ 4.6%
Median Sales Price*	\$165,000	\$152,750	- 7.4%	\$152,000	\$160,000	+ 5.3%
Inventory of Homes for Sale	352	261	- 25.9%	--	--	--
Months Supply of Inventory	5.1	3.5	- 31.7%	--	--	--
Cumulative Days on Market Until Sale	112	71	- 36.6%	123	100	- 19.1%
Percent of Original List Price Received*	95.7%	96.7%	+ 1.1%	95.6%	95.7%	+ 0.1%
New Listings	77	86	+ 11.7%	968	996	+ 2.9%

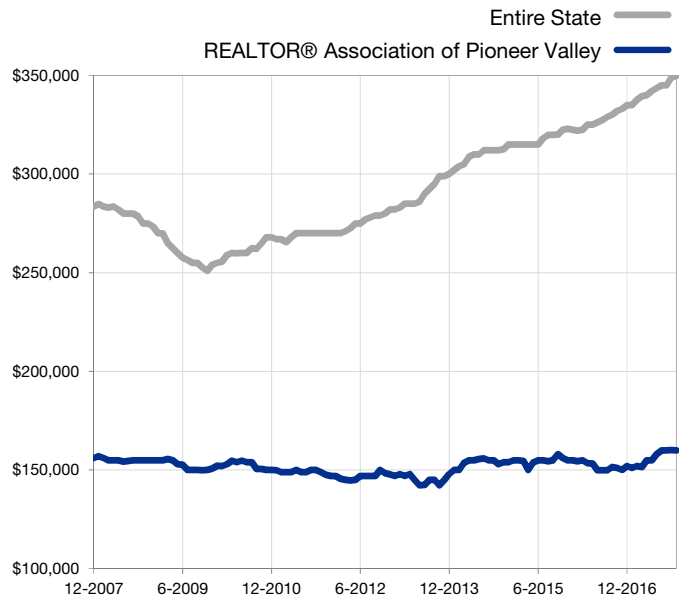
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**- 4.4%**

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

**+ 7.5%**

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

**- 20.6%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	432	<b>510</b>	+ 18.1%	4,490	<b>4,507</b>	+ 0.4%
Closed Sales	457	<b>426</b>	- 6.8%	4,191	<b>4,214</b>	+ 0.5%
Median Sales Price*	\$272,788	<b>\$297,000</b>	+ 8.9%	\$280,000	<b>\$300,000</b>	+ 7.1%
Inventory of Homes for Sale	1,526	<b>1,207</b>	- 20.9%	--	--	--
Months Supply of Inventory	3.7	<b>2.9</b>	- 22.6%	--	--	--
Cumulative Days on Market Until Sale	71	<b>56</b>	- 21.0%	87	<b>61</b>	- 30.6%
Percent of Original List Price Received*	97.0%	<b>97.8%</b>	+ 0.9%	96.6%	<b>98.0%</b>	+ 1.4%
New Listings	532	<b>567</b>	+ 6.6%	5,855	<b>5,820</b>	- 0.6%

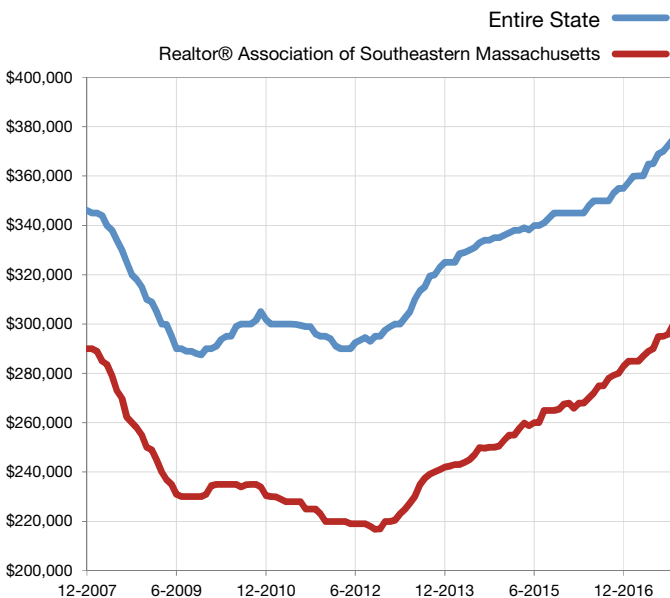
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	49	<b>86</b>	+ 75.5%	708	<b>773</b>	+ 9.2%
Closed Sales	69	<b>77</b>	+ 11.6%	697	<b>734</b>	+ 5.3%
Median Sales Price*	\$205,500	<b>\$195,900</b>	- 4.7%	\$195,000	<b>\$204,450</b>	+ 4.8%
Inventory of Homes for Sale	196	<b>161</b>	- 17.9%	--	--	--
Months Supply of Inventory	2.9	<b>2.2</b>	- 22.9%	--	--	--
Cumulative Days on Market Until Sale	63	<b>57</b>	- 9.9%	91	<b>54</b>	- 40.8%
Percent of Original List Price Received*	97.4%	<b>98.4%</b>	+ 1.0%	96.3%	<b>98.4%</b>	+ 2.2%
New Listings	81	<b>90</b>	+ 11.1%	898	<b>921</b>	+ 2.6%

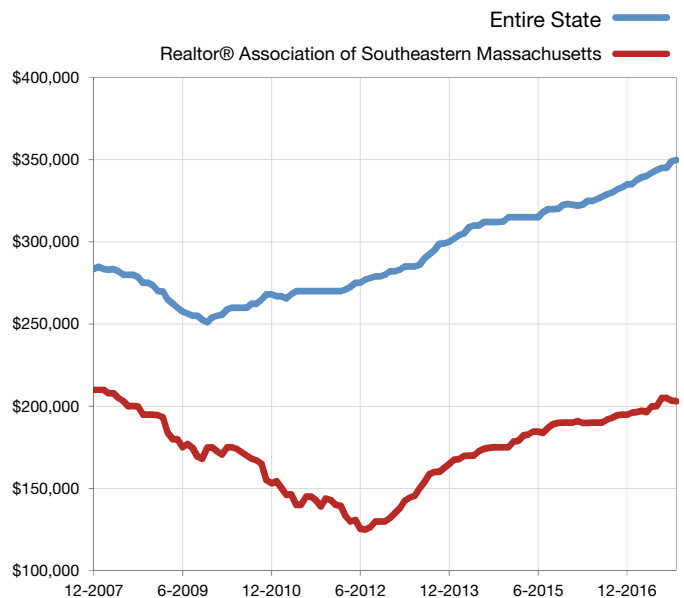
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## South Shore REALTORS®

**+ 14.2%**

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

**+ 5.5%**

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

**- 17.6%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	504	<b>567</b>	+ 12.5%	5,347	<b>5,505</b>	+ 3.0%
Closed Sales	490	<b>521</b>	+ 6.3%	4,954	<b>5,138</b>	+ 3.7%
Median Sales Price*	\$400,000	<b>\$426,000</b>	+ 6.5%	\$385,000	<b>\$414,400</b>	+ 7.6%
Inventory of Homes for Sale	1,710	<b>1,427</b>	- 16.5%	--	--	--
Months Supply of Inventory	3.5	<b>2.8</b>	- 21.0%	--	--	--
Cumulative Days on Market Until Sale	67	<b>59</b>	- 12.7%	82	<b>62</b>	- 23.8%
Percent of Original List Price Received*	96.2%	<b>97.1%</b>	+ 0.9%	96.7%	<b>97.7%</b>	+ 1.0%
New Listings	538	<b>672</b>	+ 24.9%	7,249	<b>7,278</b>	+ 0.4%

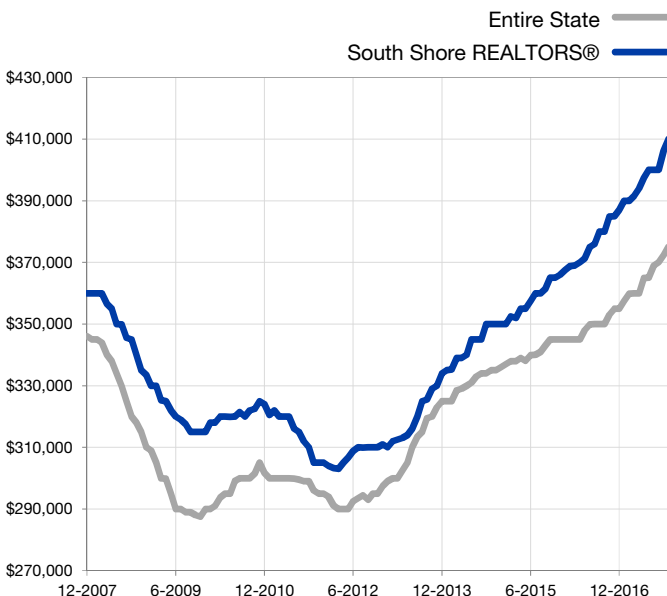
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	143	<b>212</b>	+ 48.3%	1,530	<b>1,798</b>	+ 17.5%
Closed Sales	114	<b>169</b>	+ 48.2%	1,412	<b>1,628</b>	+ 15.3%
Median Sales Price*	\$265,950	<b>\$312,500</b>	+ 17.5%	\$271,150	<b>\$309,900</b>	+ 14.3%
Inventory of Homes for Sale	449	<b>352</b>	- 21.6%	--	--	--
Months Supply of Inventory	3.1	<b>2.2</b>	- 29.2%	--	--	--
Cumulative Days on Market Until Sale	68	<b>61</b>	- 10.2%	78	<b>63</b>	- 18.9%
Percent of Original List Price Received*	99.5%	<b>97.9%</b>	- 1.7%	97.9%	<b>98.6%</b>	+ 0.7%
New Listings	168	<b>238</b>	+ 41.7%	1,975	<b>2,189</b>	+ 10.8%

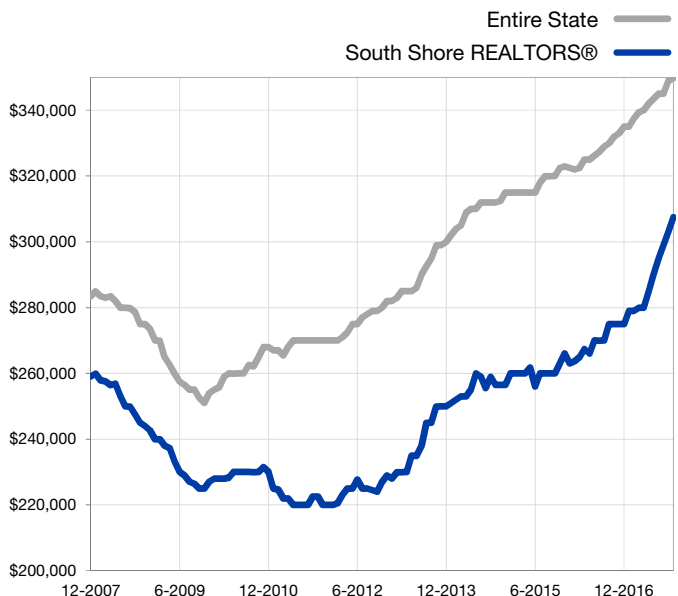
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.