

Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 21.3%

Year-Over-Year
Change in
Closed Sales
All Properties

- 11.2%

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

- 25.9%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	140	170	+ 21.4%	563	545	- 3.2%
Closed Sales	125	94	- 24.8%	465	393	- 15.5%
Median Sales Price*	\$194,500	\$185,825	- 4.5%	\$192,600	\$194,125	+ 0.8%
Inventory of Homes for Sale	1,139	837	- 26.5%	--	--	--
Months Supply of Inventory	9.8	7.4	- 24.9%	--	--	--
Cumulative Days on Market Until Sale	147	120	- 18.1%	142	139	- 2.3%
Percent of Original List Price Received*	90.8%	91.2%	+ 0.5%	89.1%	90.2%	+ 1.2%
New Listings	321	293	- 8.7%	995	852	- 14.4%

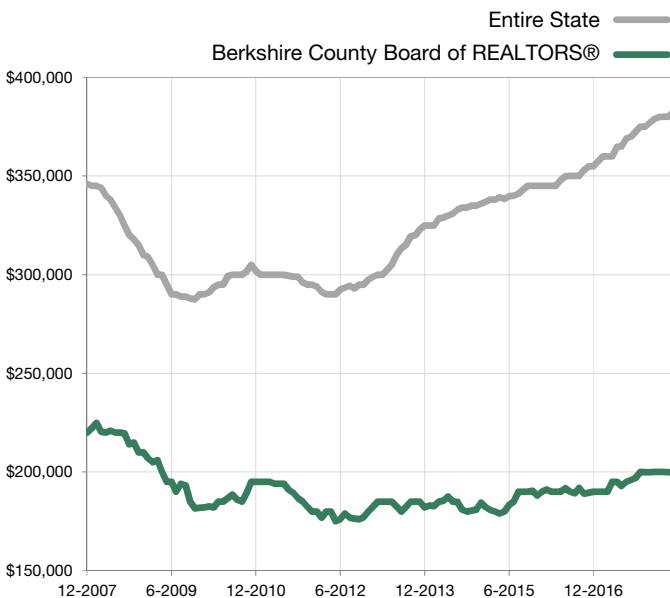
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	11	- 8.3%	53	49	- 7.5%
Closed Sales	11	13	+ 18.2%	40	46	+ 15.0%
Median Sales Price*	\$227,500	\$182,000	- 20.0%	\$220,000	\$220,450	+ 0.2%
Inventory of Homes for Sale	213	165	- 22.5%	--	--	--
Months Supply of Inventory	21.3	14.2	- 33.1%	--	--	--
Cumulative Days on Market Until Sale	189	69	- 63.6%	174	179	+ 2.8%
Percent of Original List Price Received*	92.4%	93.7%	+ 1.4%	91.4%	92.3%	+ 1.0%
New Listings	35	28	- 20.0%	119	93	- 21.8%

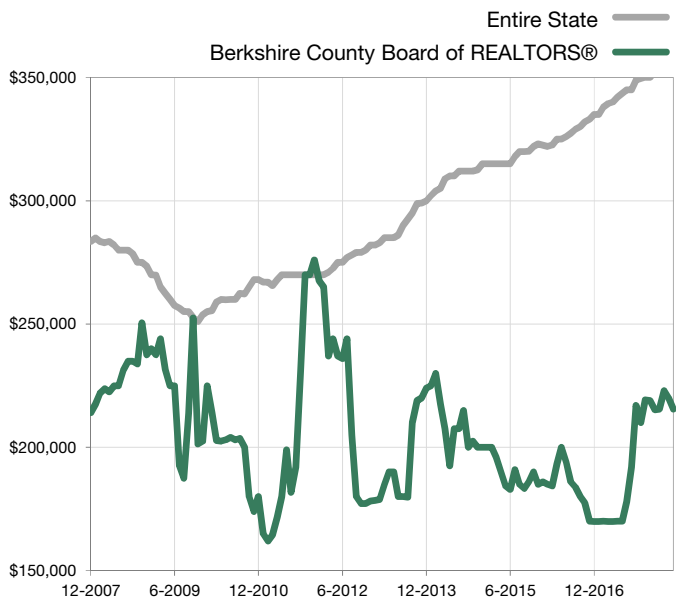
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 7.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.3%

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

- 18.9%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	564	622	+ 10.3%	2,404	2,275	- 5.4%
Closed Sales	580	533	- 8.1%	2,095	1,961	- 6.4%
Median Sales Price*	\$406,000	\$420,000	+ 3.4%	\$380,000	\$400,000	+ 5.3%
Inventory of Homes for Sale	3,108	2,541	- 18.2%	--	--	--
Months Supply of Inventory	6.2	5.5	- 12.4%	--	--	--
Cumulative Days on Market Until Sale	130	108	- 17.2%	139	114	- 17.9%
Percent of Original List Price Received*	95.6%	95.7%	+ 0.1%	94.0%	94.8%	+ 0.8%
New Listings	905	994	+ 9.8%	3,543	3,437	- 3.0%

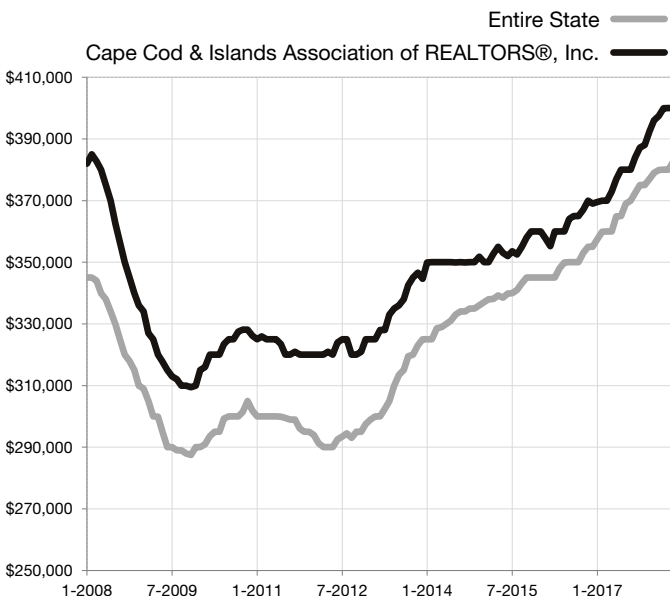
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	130	145	+ 11.5%	506	520	+ 2.8%
Closed Sales	112	105	- 6.3%	420	434	+ 3.3%
Median Sales Price*	\$274,500	\$260,000	- 5.3%	\$253,750	\$278,250	+ 9.7%
Inventory of Homes for Sale	646	505	- 21.8%	--	--	--
Months Supply of Inventory	6.3	4.7	- 25.8%	--	--	--
Cumulative Days on Market Until Sale	156	118	- 24.5%	153	117	- 23.2%
Percent of Original List Price Received*	94.0%	94.1%	+ 0.1%	94.6%	94.7%	+ 0.1%
New Listings	217	181	- 16.6%	706	719	+ 1.8%

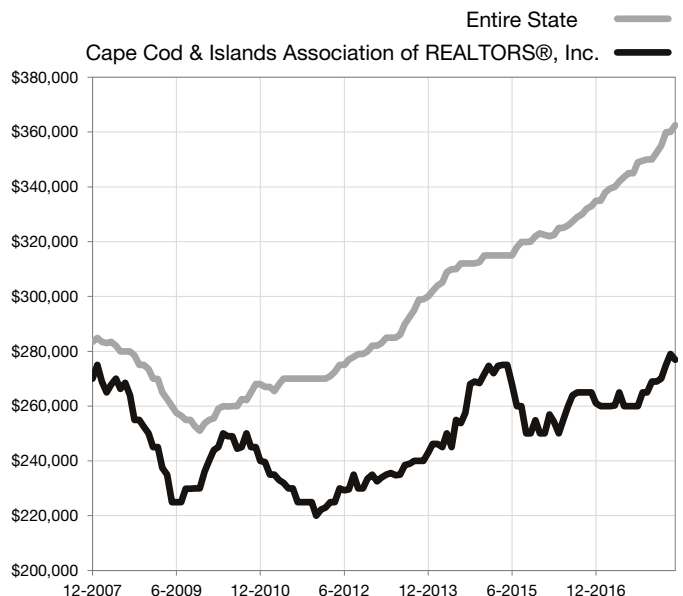
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,826	1,879	+ 2.9%	6,122	6,061	- 1.0%
Closed Sales	1,247	1,215	- 2.6%	4,288	4,088	- 4.7%
Median Sales Price*	\$597,000	\$629,500	+ 5.4%	\$561,875	\$590,000	+ 5.0%
Inventory of Homes for Sale	2,774	2,558	- 7.8%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--
Cumulative Days on Market Until Sale	47	39	- 17.0%	64	51	- 20.3%
Percent of Original List Price Received*	100.6%	101.4%	+ 0.8%	98.6%	99.7%	+ 1.1%
New Listings	2,249	2,474	+ 10.0%	7,988	8,051	+ 0.8%

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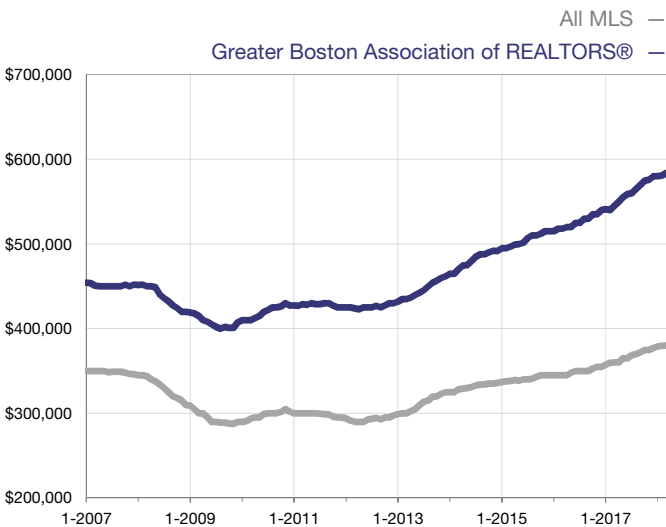
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,313	1,357	+ 3.4%	4,972	4,986	+ 0.3%
Closed Sales	1,089	1,050	- 3.6%	3,742	3,768	+ 0.7%
Median Sales Price*	\$525,000	\$550,000	+ 4.8%	\$516,400	\$550,000	+ 6.5%
Inventory of Homes for Sale	1,640	1,622	- 1.1%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--
Cumulative Days on Market Until Sale	33	32	- 3.0%	44	42	- 4.5%
Percent of Original List Price Received*	102.1%	102.4%	+ 0.3%	100.4%	100.9%	+ 0.5%
New Listings	1,600	1,707	+ 6.7%	6,130	6,311	+ 3.0%

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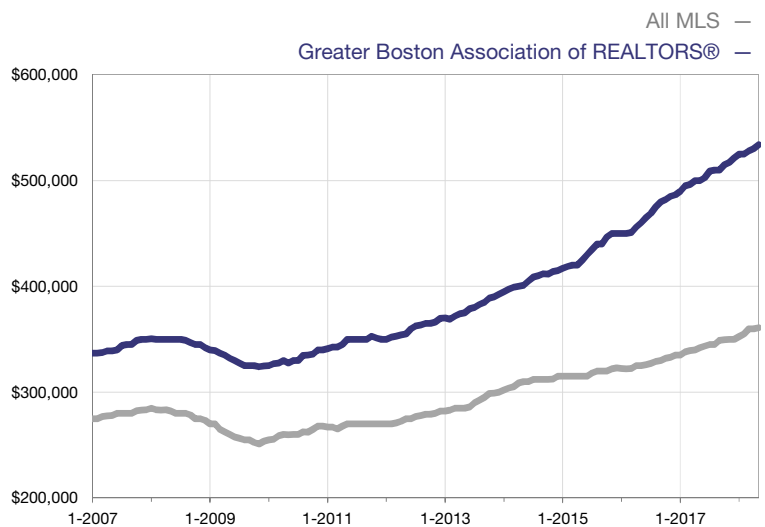
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

+ 8.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.8%

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

- 28.2%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	117	112	- 4.3%	431	454	+ 5.3%
Closed Sales	84	94	+ 11.9%	351	376	+ 7.1%
Median Sales Price*	\$278,500	\$272,250	- 2.2%	\$257,250	\$263,250	+ 2.3%
Inventory of Homes for Sale	390	288	- 26.2%	--	--	--
Months Supply of Inventory	4.4	3.0	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	75	68	- 9.2%	90	80	- 11.3%
Percent of Original List Price Received*	95.7%	97.2%	+ 1.5%	95.8%	95.9%	+ 0.2%
New Listings	172	170	- 1.2%	583	585	+ 0.3%

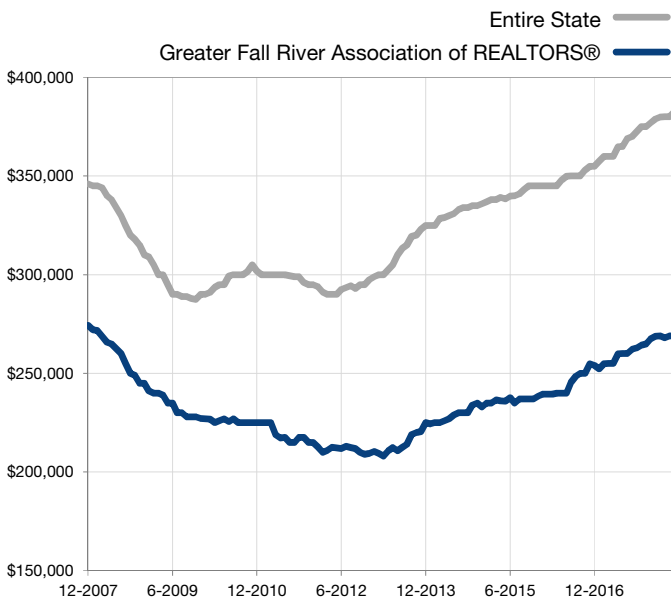
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	10	- 9.1%	58	44	- 24.1%
Closed Sales	10	8	- 20.0%	43	38	- 11.6%
Median Sales Price*	\$155,000	\$140,750	- 9.2%	\$175,000	\$165,000	- 5.7%
Inventory of Homes for Sale	42	22	- 47.6%	--	--	--
Months Supply of Inventory	4.3	2.3	- 47.6%	--	--	--
Cumulative Days on Market Until Sale	132	74	- 44.1%	102	82	- 19.9%
Percent of Original List Price Received*	92.1%	93.2%	+ 1.2%	93.5%	95.3%	+ 2.0%
New Listings	10	13	+ 30.0%	59	55	- 6.8%

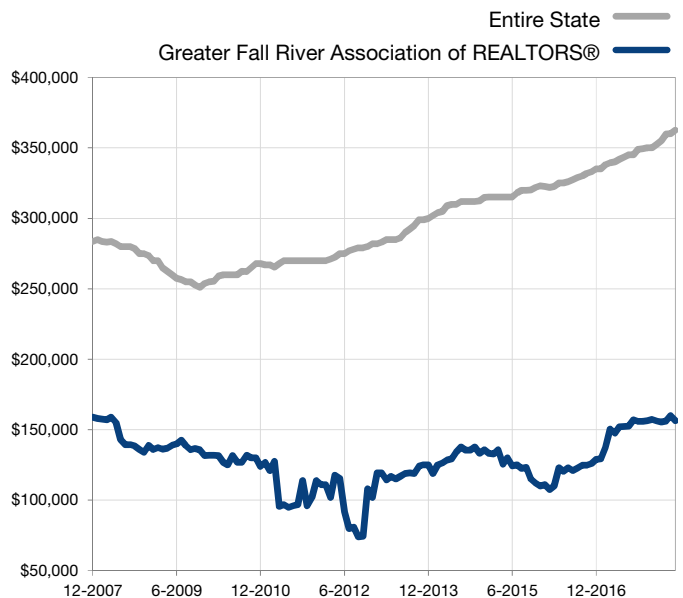
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

- 12.9%

+ 20.2%

- 13.7%

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

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	76	111	+ 46.1%	286	323	+ 12.9%
Closed Sales	64	63	- 1.6%	236	221	- 6.4%
Median Sales Price*	\$445,250	\$469,900	+ 5.5%	\$424,500	\$469,900	+ 10.7%
Inventory of Homes for Sale	216	182	- 15.7%	--	--	--
Months Supply of Inventory	3.4	3.1	- 8.5%	--	--	--
Cumulative Days on Market Until Sale	53	72	+ 36.7%	83	79	- 4.6%
Percent of Original List Price Received*	98.8%	98.2%	- 0.5%	96.6%	97.1%	+ 0.5%
New Listings	125	155	+ 24.0%	439	457	+ 4.1%

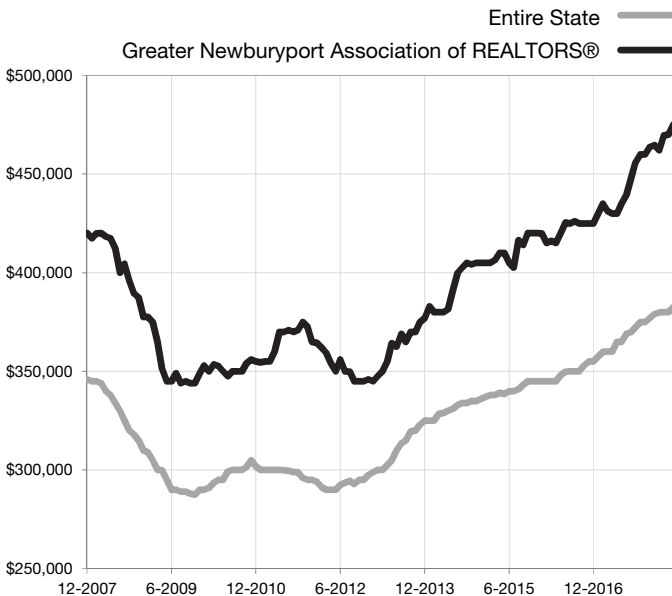
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	60	46	- 23.3%	189	166	- 12.2%
Closed Sales	52	38	- 26.9%	139	135	- 2.9%
Median Sales Price*	\$322,790	\$425,250	+ 31.7%	\$315,000	\$299,000	- 5.1%
Inventory of Homes for Sale	90	82	- 8.9%	--	--	--
Months Supply of Inventory	2.6	2.2	- 13.5%	--	--	--
Cumulative Days on Market Until Sale	68	56	- 17.9%	66	50	- 24.7%
Percent of Original List Price Received*	99.5%	98.7%	- 0.8%	98.1%	98.0%	- 0.1%
New Listings	61	63	+ 3.3%	247	239	- 3.2%

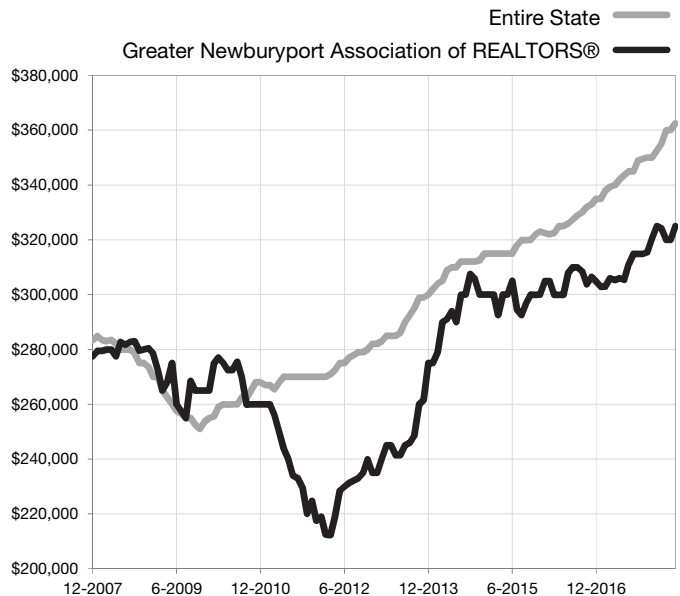
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 10.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.7%

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

- 24.3%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	354	345	- 2.5%	1,237	1,238	+ 0.1%
Closed Sales	259	231	- 10.8%	961	925	- 3.7%
Median Sales Price*	\$249,900	\$270,000	+ 8.0%	\$223,500	\$245,500	+ 9.8%
Inventory of Homes for Sale	780	618	- 20.8%	--	--	--
Months Supply of Inventory	3.3	2.6	- 21.9%	--	--	--
Cumulative Days on Market Until Sale	69	68	- 2.2%	88	71	- 19.4%
Percent of Original List Price Received*	97.1%	98.3%	+ 1.2%	95.5%	97.6%	+ 2.2%
New Listings	421	486	+ 15.4%	1,553	1,551	- 0.1%

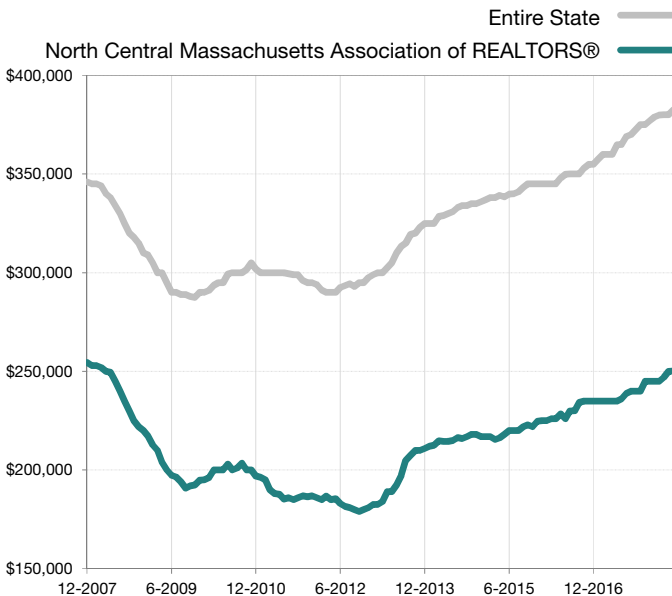
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	47	51	+ 8.5%	188	197	+ 4.8%
Closed Sales	34	31	- 8.8%	140	151	+ 7.9%
Median Sales Price*	\$152,500	\$179,500	+ 17.7%	\$152,500	\$187,000	+ 22.6%
Inventory of Homes for Sale	110	56	- 49.1%	--	--	--
Months Supply of Inventory	3.2	1.5	- 51.9%	--	--	--
Cumulative Days on Market Until Sale	90	76	- 16.1%	90	73	- 18.6%
Percent of Original List Price Received*	98.0%	99.6%	+ 1.7%	96.3%	98.2%	+ 2.0%
New Listings	50	52	+ 4.0%	229	217	- 5.2%

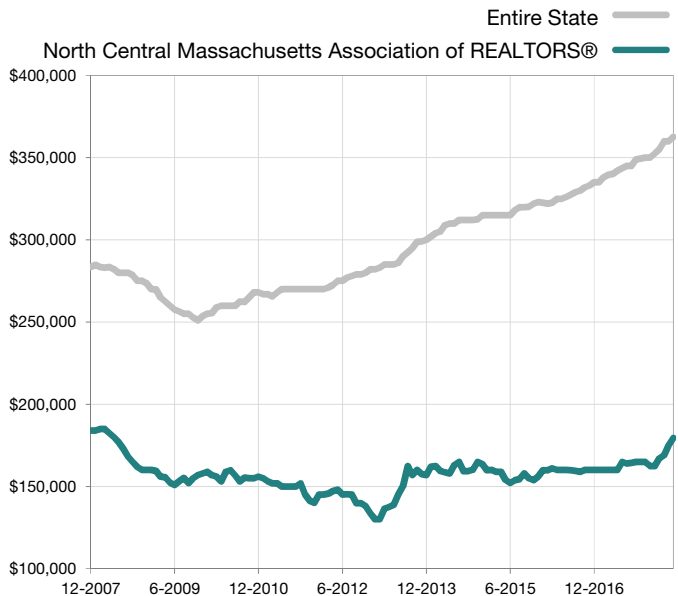
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 1.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.3%

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

- 17.9%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	455	514	+ 13.0%	1,599	1,634	+ 2.2%
Closed Sales	327	330	+ 0.9%	1,299	1,263	- 2.8%
Median Sales Price*	\$420,250	\$445,000	+ 5.9%	\$400,000	\$430,000	+ 7.5%
Inventory of Homes for Sale	827	659	- 20.3%	--	--	--
Months Supply of Inventory	2.4	1.9	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	59	44	- 25.2%	61	58	- 6.0%
Percent of Original List Price Received*	99.2%	99.5%	+ 0.3%	97.6%	98.3%	+ 0.7%
New Listings	606	674	+ 11.2%	2,065	2,060	- 0.2%

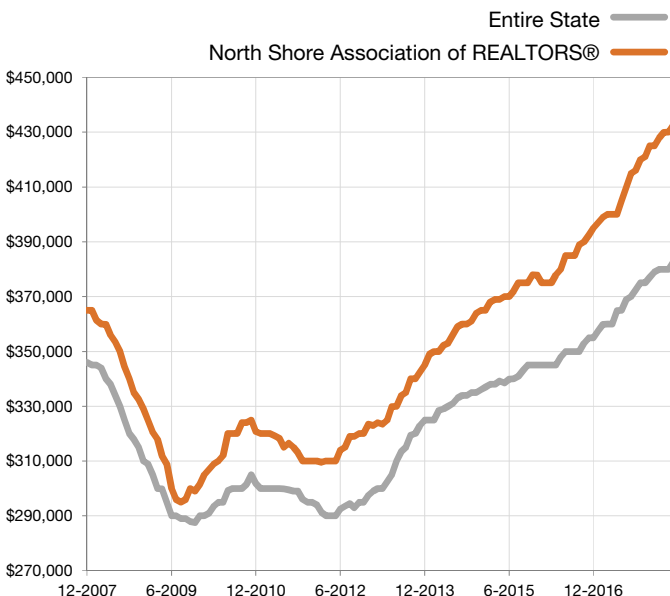
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	220	218	- 0.9%	823	825	+ 0.2%
Closed Sales	178	180	+ 1.1%	705	659	- 6.5%
Median Sales Price*	\$290,000	\$296,000	+ 2.1%	\$285,000	\$294,500	+ 3.3%
Inventory of Homes for Sale	305	270	- 11.5%	--	--	--
Months Supply of Inventory	1.9	1.7	- 9.3%	--	--	--
Cumulative Days on Market Until Sale	58	41	- 29.9%	66	50	- 24.4%
Percent of Original List Price Received*	99.5%	101.5%	+ 2.0%	98.3%	99.4%	+ 1.1%
New Listings	264	276	+ 4.5%	975	983	+ 0.8%

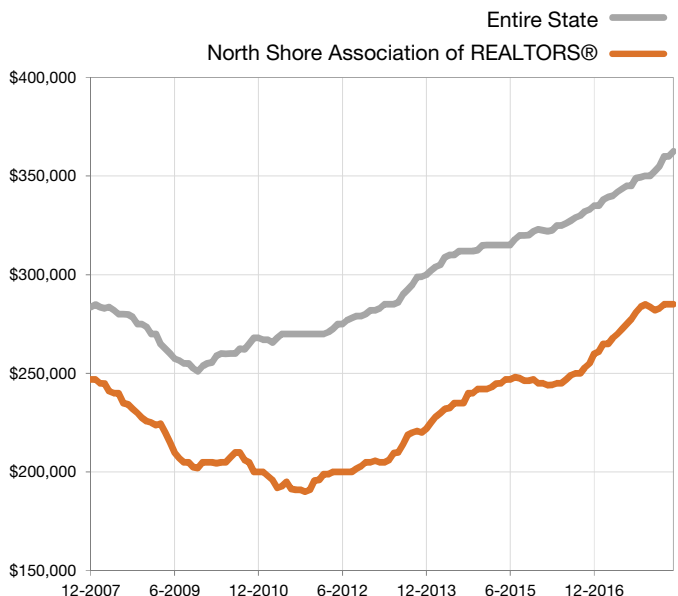
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 0.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.8%

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

- 17.7%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	478	472	- 1.3%	1,596	1,656	+ 3.8%
Closed Sales	335	326	- 2.7%	1,199	1,245	+ 3.8%
Median Sales Price*	\$402,500	\$445,250	+ 10.6%	\$383,350	\$418,250	+ 9.1%
Inventory of Homes for Sale	717	558	- 22.2%	--	--	--
Months Supply of Inventory	2.2	1.7	- 23.0%	--	--	--
Cumulative Days on Market Until Sale	54	41	- 24.5%	64	53	- 17.8%
Percent of Original List Price Received*	99.3%	100.2%	+ 0.9%	98.7%	98.9%	+ 0.2%
New Listings	635	628	- 1.1%	2,017	2,017	0.0%

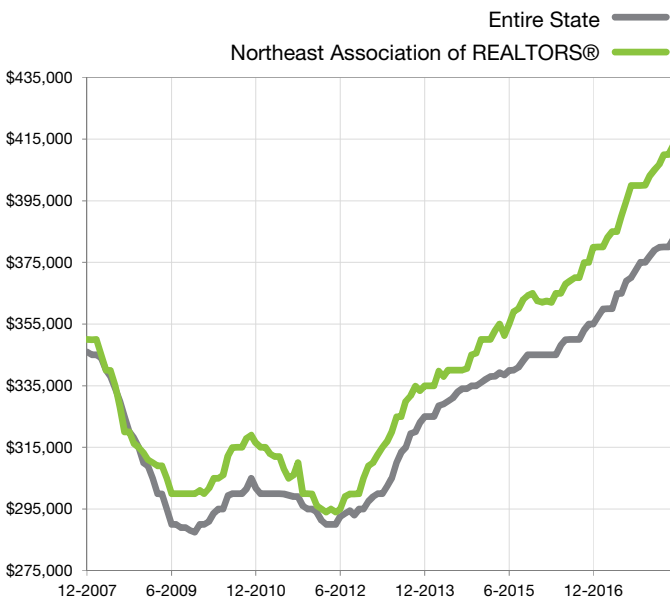
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	177	189	+ 6.8%	677	735	+ 8.6%
Closed Sales	141	149	+ 5.7%	551	560	+ 1.6%
Median Sales Price*	\$240,000	\$250,000	+ 4.2%	\$218,000	\$237,000	+ 8.7%
Inventory of Homes for Sale	228	220	- 3.5%	--	--	--
Months Supply of Inventory	1.6	1.7	+ 0.9%	--	--	--
Cumulative Days on Market Until Sale	33	44	+ 33.7%	46	47	+ 1.8%
Percent of Original List Price Received*	99.5%	100.3%	+ 0.8%	99.2%	99.9%	+ 0.7%
New Listings	195	224	+ 14.9%	797	880	+ 10.4%

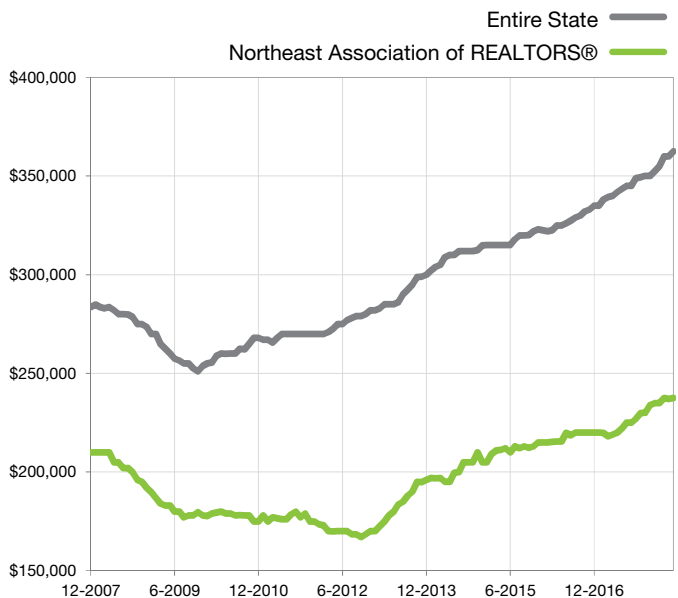
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 8.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.8%

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

- 21.0%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	750	829	+ 10.5%	2,797	2,891	+ 3.4%
Closed Sales	595	535	- 10.1%	2,119	2,053	- 3.1%
Median Sales Price*	\$289,950	\$315,000	+ 8.6%	\$274,000	\$290,000	+ 5.8%
Inventory of Homes for Sale	1,570	1,320	- 15.9%	--	--	--
Months Supply of Inventory	2.8	2.4	- 15.3%	--	--	--
Cumulative Days on Market Until Sale	62	55	- 11.5%	75	65	- 13.0%
Percent of Original List Price Received*	97.7%	98.3%	+ 0.7%	96.8%	97.5%	+ 0.7%
New Listings	1,000	1,116	+ 11.6%	3,616	3,642	+ 0.7%

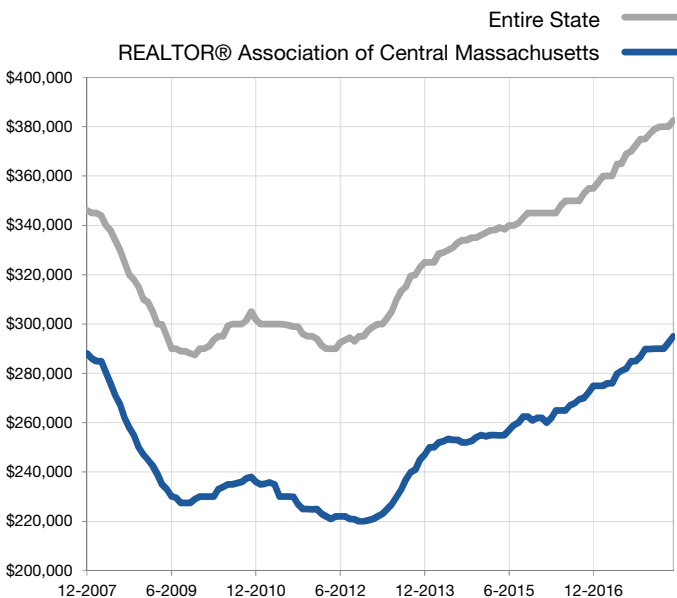
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	182	180	- 1.1%	678	695	+ 2.5%
Closed Sales	146	141	- 3.4%	554	532	- 4.0%
Median Sales Price*	\$220,000	\$220,000	0.0%	\$201,000	\$216,950	+ 7.9%
Inventory of Homes for Sale	387	227	- 41.3%	--	--	--
Months Supply of Inventory	2.9	1.7	- 42.7%	--	--	--
Cumulative Days on Market Until Sale	53	51	- 5.2%	72	57	- 20.0%
Percent of Original List Price Received*	98.5%	100.0%	+ 1.5%	97.2%	98.5%	+ 1.4%
New Listings	203	188	- 7.4%	868	793	- 8.6%

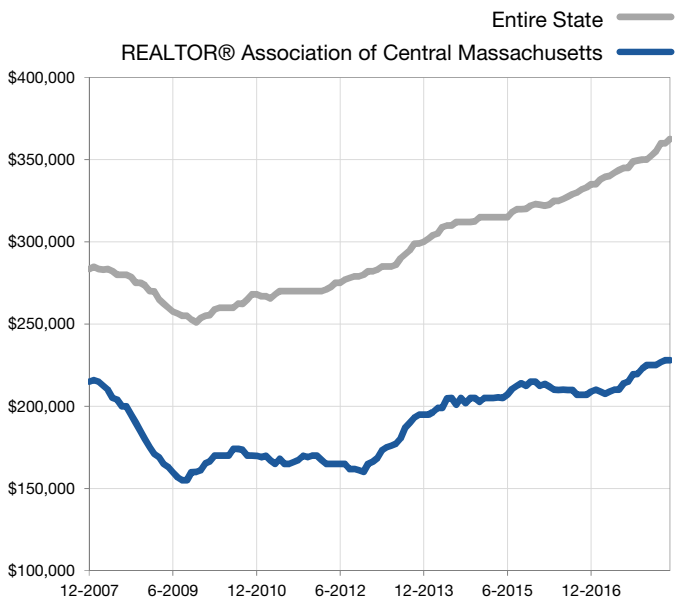
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 3.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.1%

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

- 25.4%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	683	741	+ 8.5%	2,518	2,606	+ 3.5%
Closed Sales	508	510	+ 0.4%	1,921	1,964	+ 2.2%
Median Sales Price*	\$207,500	\$220,000	+ 6.0%	\$194,000	\$205,000	+ 5.7%
Inventory of Homes for Sale	2,024	1,541	- 23.9%	--	--	--
Months Supply of Inventory	4.2	3.1	- 26.4%	--	--	--
Cumulative Days on Market Until Sale	93	68	- 26.5%	98	81	- 17.5%
Percent of Original List Price Received*	95.7%	97.1%	+ 1.5%	94.7%	95.6%	+ 1.0%
New Listings	1,007	1,057	+ 5.0%	3,489	3,389	- 2.9%

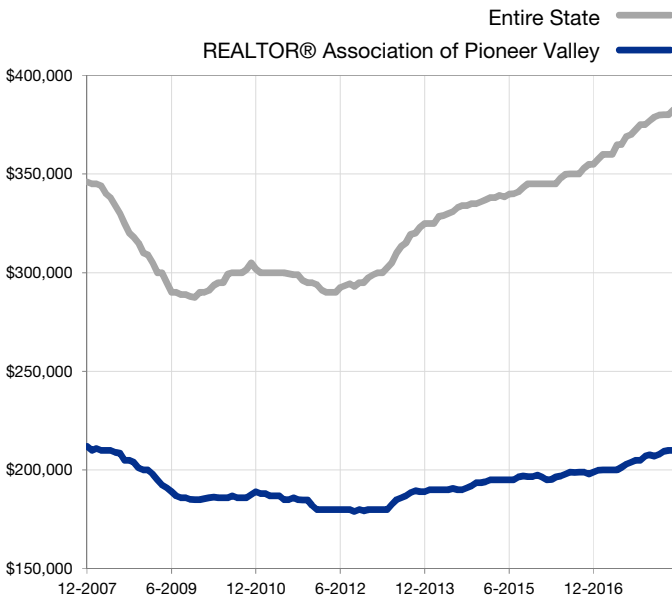
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	118	84	- 28.8%	364	370	+ 1.6%
Closed Sales	68	85	+ 25.0%	278	284	+ 2.2%
Median Sales Price*	\$145,500	\$161,500	+ 11.0%	\$146,000	\$157,000	+ 7.5%
Inventory of Homes for Sale	342	223	- 34.8%	--	--	--
Months Supply of Inventory	4.8	3.0	- 39.0%	--	--	--
Cumulative Days on Market Until Sale	114	85	- 26.0%	132	94	- 28.6%
Percent of Original List Price Received*	95.2%	97.0%	+ 1.9%	94.7%	96.6%	+ 2.0%
New Listings	158	102	- 35.4%	521	431	- 17.3%

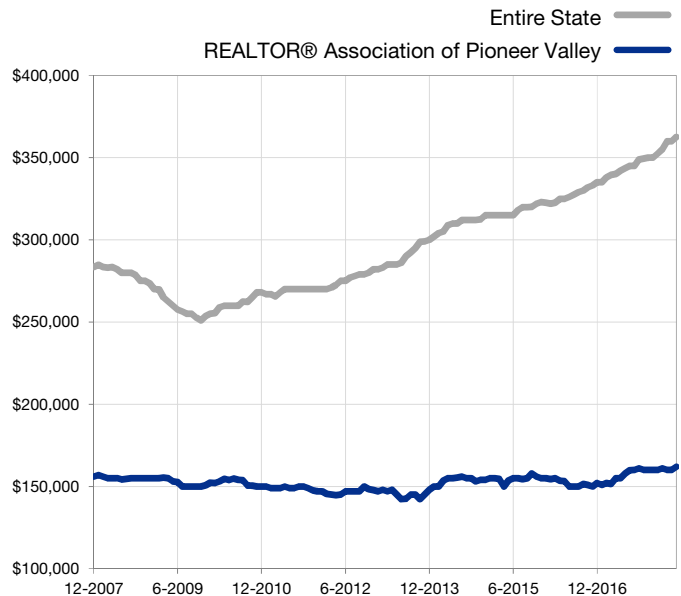
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 9.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.4%

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

- 24.5%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	523	630	+ 20.5%	2,084	2,136	+ 2.5%
Closed Sales	461	408	- 11.5%	1,755	1,603	- 8.7%
Median Sales Price*	\$300,000	\$305,000	+ 1.7%	\$285,900	\$300,000	+ 4.9%
Inventory of Homes for Sale	1,349	1,018	- 24.5%	--	--	--
Months Supply of Inventory	3.2	2.5	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	57	61	+ 6.2%	70	70	- 0.8%
Percent of Original List Price Received*	98.5%	98.2%	- 0.3%	97.4%	97.1%	- 0.4%
New Listings	693	759	+ 9.5%	2,732	2,658	- 2.7%

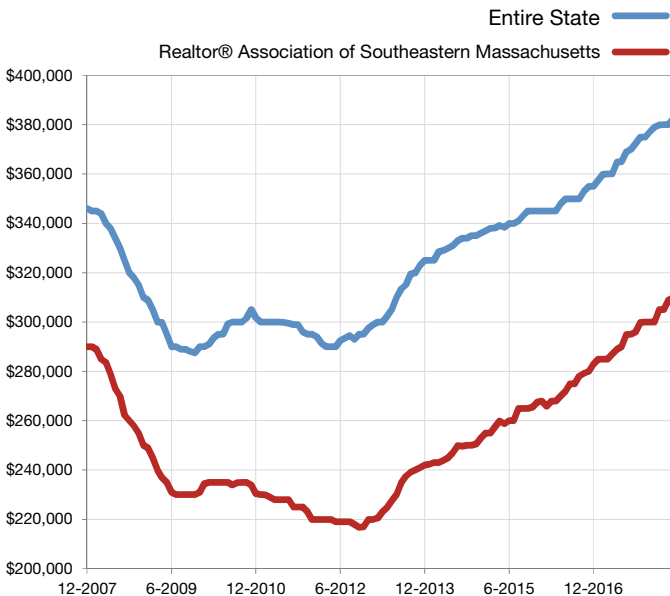
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	85	118	+ 38.8%	363	380	+ 4.7%
Closed Sales	85	84	- 1.2%	316	289	- 8.5%
Median Sales Price*	\$210,000	\$236,750	+ 12.7%	\$195,000	\$215,000	+ 10.3%
Inventory of Homes for Sale	185	140	- 24.3%	--	--	--
Months Supply of Inventory	2.6	2.0	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	63	61	- 3.0%	66	57	- 13.7%
Percent of Original List Price Received*	98.4%	98.1%	- 0.3%	98.1%	97.8%	- 0.3%
New Listings	134	139	+ 3.7%	453	453	0.0%

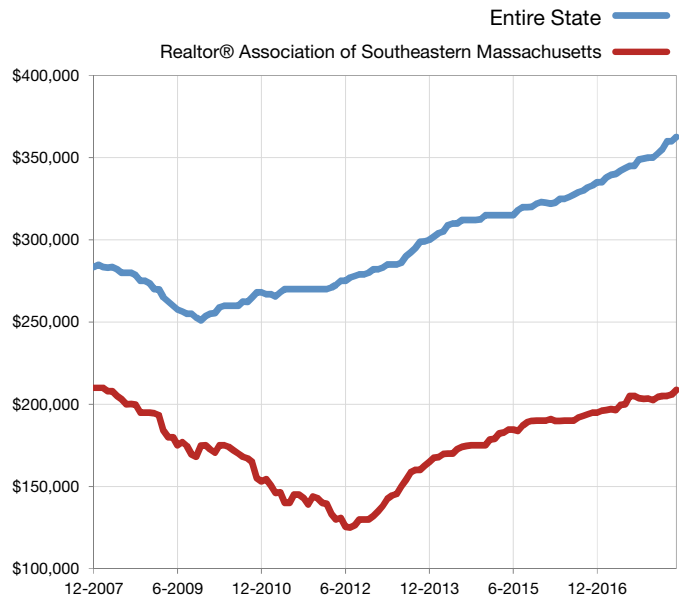
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

+ 0.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.8%

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

- 16.0%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	770	740	- 3.9%	2,546	2,638	+ 3.6%
Closed Sales	507	523	+ 3.2%	1,902	1,941	+ 2.1%
Median Sales Price*	\$422,000	\$435,000	+ 3.1%	\$398,722	\$425,000	+ 6.6%
Inventory of Homes for Sale	1,532	1,325	- 13.5%	--	--	--
Months Supply of Inventory	3.1	2.6	- 15.9%	--	--	--
Cumulative Days on Market Until Sale	66	53	- 18.5%	78	67	- 13.7%
Percent of Original List Price Received*	98.7%	98.7%	+ 0.0%	97.1%	97.7%	+ 0.7%
New Listings	991	1,135	+ 14.5%	3,447	3,473	+ 0.8%

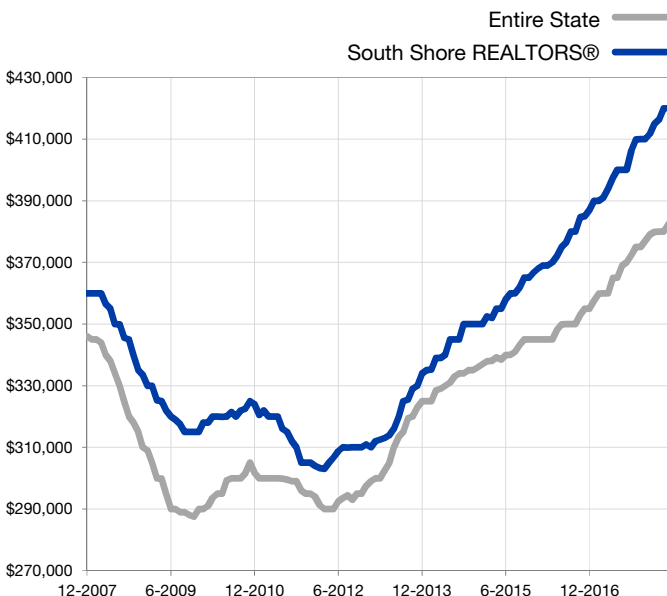
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	208	263	+ 26.4%	838	897	+ 7.0%
Closed Sales	184	174	- 5.4%	615	635	+ 3.3%
Median Sales Price*	\$317,250	\$360,000	+ 13.5%	\$290,000	\$322,500	+ 11.2%
Inventory of Homes for Sale	441	333	- 24.5%	--	--	--
Months Supply of Inventory	3.0	2.0	- 32.5%	--	--	--
Cumulative Days on Market Until Sale	70	55	- 21.6%	71	58	- 18.0%
Percent of Original List Price Received*	99.6%	99.5%	- 0.1%	98.1%	99.1%	+ 1.1%
New Listings	254	296	+ 16.5%	1,080	1,084	+ 0.4%

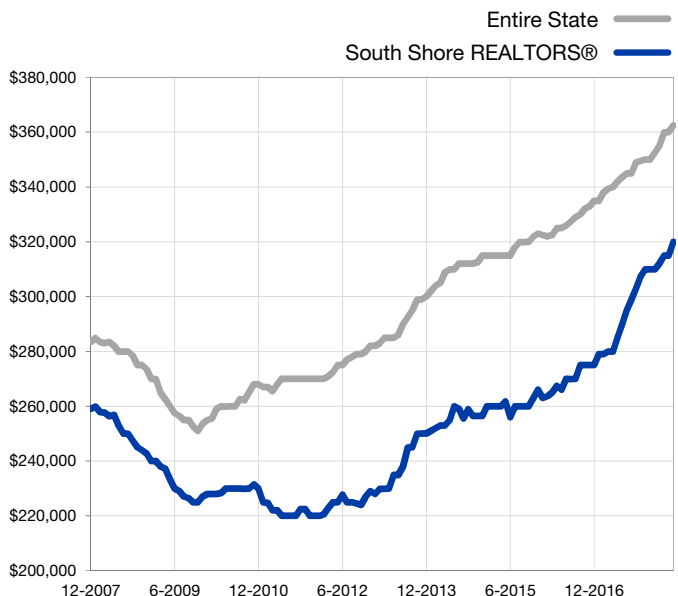
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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