

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 6.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.2%

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

- 17.8%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,002	1,143	+ 14.1%	5,036	5,178	+ 2.8%
Closed Sales	1,130	1,066	-5.7%	4,212	4,058	-3.7%
Median Sales Price*	\$293,750	\$320,000	+ 8.9%	\$269,900	\$285,778	+ 5.9%
Inventory of Homes for Sale	2,392	2,062	-13.8%	--	--	--
Months Supply of Inventory	3.0	2.6	-13.3%	--	--	--
Cumulative Days on Market Until Sale	52	43	-17.3%	72	61	-15.3%
Percent of Original List Price Received*	98.7%	99.5%	+ 0.8%	97.0%	98.1%	+ 1.1%
New Listings	1,285	1,412	+ 9.9%	6,454	6,597	+ 2.2%

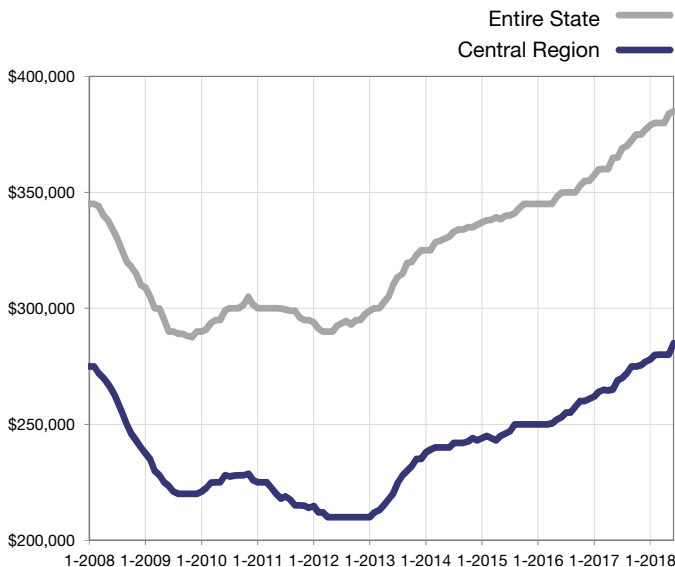
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	194	203	+ 4.6%	1,060	1,076	+ 1.5%
Closed Sales	236	217	-8.1%	930	903	-2.9%
Median Sales Price*	\$216,200	\$226,000	+ 4.5%	\$194,950	\$215,000	+ 10.3%
Inventory of Homes for Sale	489	312	-36.2%	--	--	--
Months Supply of Inventory	3.0	1.8	-40.0%	--	--	--
Cumulative Days on Market Until Sale	69	52	-24.6%	74	59	-20.3%
Percent of Original List Price Received*	98.4%	99.1%	+ 0.7%	97.4%	98.6%	+ 1.2%
New Listings	222	241	+ 8.6%	1,319	1,251	-5.2%

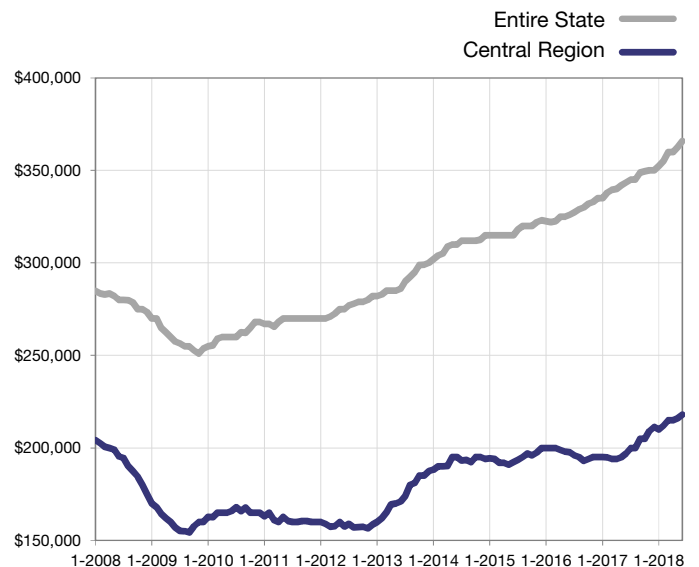
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

- 0.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.8%

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

- 15.8%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	992	1,066	+ 7.5%	4,473	4,606	+ 3.0%
Closed Sales	1,024	992	-3.1%	3,758	3,732	-0.7%
Median Sales Price*	\$440,000	\$467,000	+ 6.1%	\$410,000	\$440,000	+ 7.3%
Inventory of Homes for Sale	1,854	1,567	-15.5%	--	--	--
Months Supply of Inventory	2.5	2.2	-12.0%	--	--	--
Cumulative Days on Market Until Sale	47	42	-10.6%	60	53	-11.7%
Percent of Original List Price Received*	99.2%	100.0%	+ 0.8%	98.3%	98.9%	+ 0.6%
New Listings	1,263	1,338	+ 5.9%	5,784	5,866	+ 1.4%

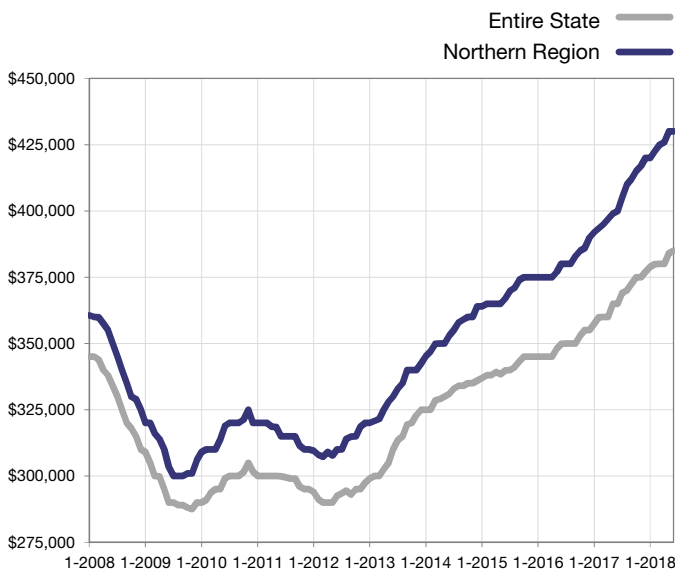
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	419	451	+ 7.6%	2,108	2,154	+ 2.2%
Closed Sales	462	468	+ 1.3%	1,857	1,825	-1.7%
Median Sales Price*	\$263,950	\$295,000	+ 11.8%	\$263,900	\$275,000	+ 4.2%
Inventory of Homes for Sale	655	549	-16.2%	--	--	--
Months Supply of Inventory	2.0	1.7	-15.0%	--	--	--
Cumulative Days on Market Until Sale	42	36	-14.3%	54	45	-16.7%
Percent of Original List Price Received*	99.6%	100.4%	+ 0.8%	98.9%	99.7%	+ 0.8%
New Listings	522	447	-14.4%	2,541	2,551	+ 0.4%

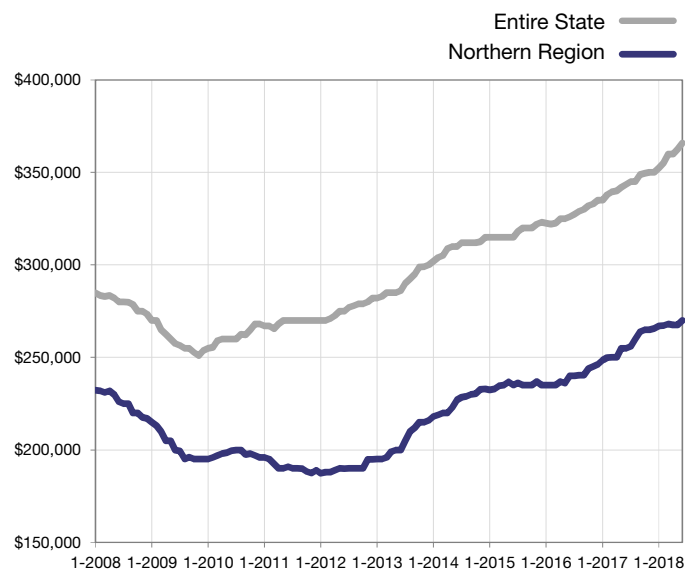
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 1.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.0%

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

- 23.8%

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

The Southeast Region includes data from the North Bristol and former Tri-County Boards of REALTORS®.

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	647	659	+ 1.9%	3,162	3,177	+ 0.5%
Closed Sales	652	611	-6.3%	2,758	2,602	-5.7%
Median Sales Price*	\$310,000	\$320,000	+ 3.2%	\$286,000	\$299,950	+ 4.9%
Inventory of Homes for Sale	1,770	1,434	-19.0%	--	--	--
Months Supply of Inventory	3.4	2.8	-17.6%	--	--	--
Cumulative Days on Market Until Sale	60	56	-6.7%	70	68	-2.9%
Percent of Original List Price Received*	98.6%	98.3%	-0.3%	97.5%	97.2%	-0.3%
New Listings	841	865	+ 2.9%	4,155	4,107	-1.2%

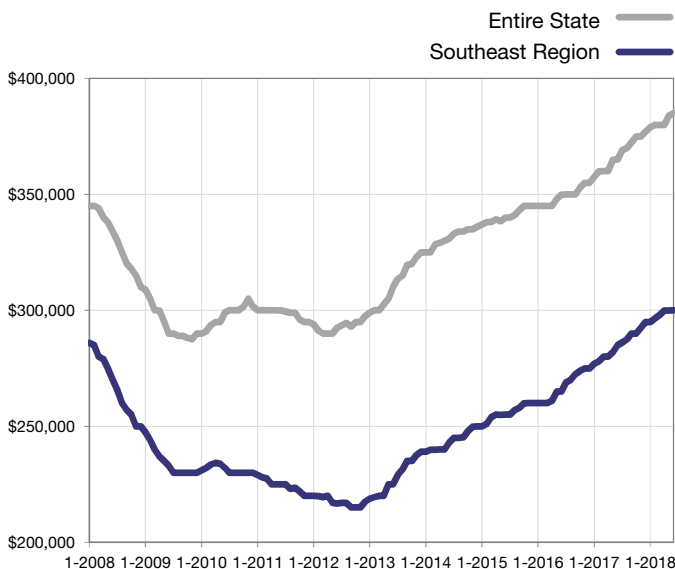
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	95	103	+ 8.4%	516	520	+ 0.8%
Closed Sales	95	111	+ 16.8%	454	439	-3.3%
Median Sales Price*	\$203,000	\$224,900	+ 10.8%	\$195,000	\$214,000	+ 9.7%
Inventory of Homes for Sale	224	152	-32.1%	--	--	--
Months Supply of Inventory	2.9	1.8	-37.9%	--	--	--
Cumulative Days on Market Until Sale	64	39	-39.1%	69	54	-21.7%
Percent of Original List Price Received*	99.4%	98.6%	-0.8%	97.9%	97.8%	-0.1%
New Listings	112	113	+ 0.9%	624	621	-0.5%

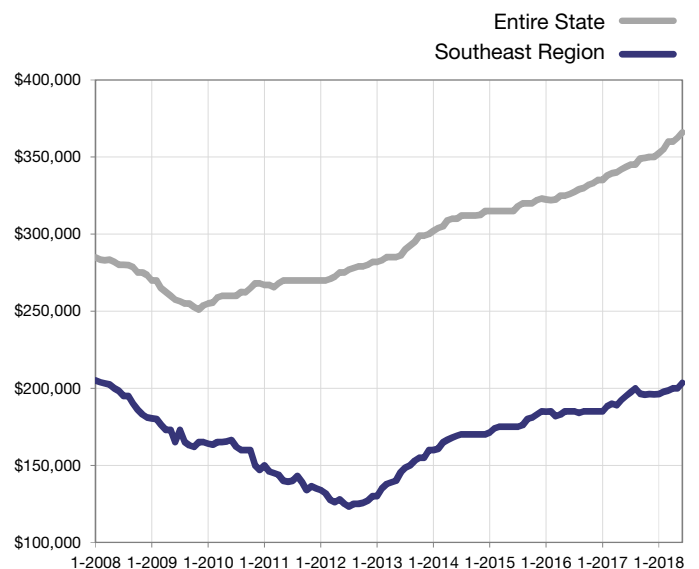
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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West Region

+ 0.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.8%

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

- 22.6%

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	823	846	+ 2.8%	3,904	3,932	+ 0.7%
Closed Sales	832	859	+ 3.2%	3,218	3,224	+ 0.2%
Median Sales Price*	\$218,000	\$232,000	+ 6.4%	\$200,000	\$210,000	+ 5.0%
Inventory of Homes for Sale	3,292	2,575	-21.8%	--	--	--
Months Supply of Inventory	5.4	4.2	-22.2%	--	--	--
Cumulative Days on Market Until Sale	80	65	-18.8%	100	84	-16.0%
Percent of Original List Price Received*	95.3%	97.1%	+ 1.9%	94.0%	95.3%	+ 1.4%
New Listings	1,170	1,178	+ 0.7%	5,654	5,428	-4.0%

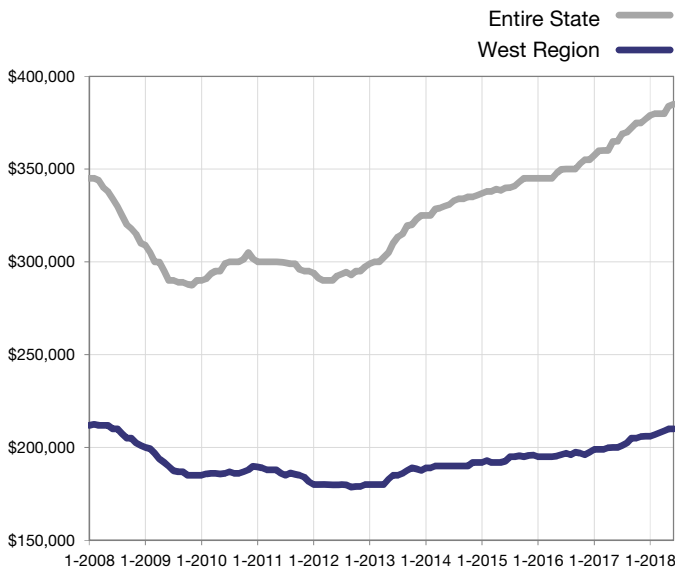
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	112	125	+ 11.6%	529	542	+ 2.5%
Closed Sales	109	95	-12.8%	427	427	0.0%
Median Sales Price*	\$169,000	\$179,500	+ 6.2%	\$158,900	\$165,000	+ 3.8%
Inventory of Homes for Sale	543	391	-28.0%	--	--	--
Months Supply of Inventory	6.7	4.5	-32.8%	--	--	--
Cumulative Days on Market Until Sale	95	93	-2.1%	127	103	-18.9%
Percent of Original List Price Received*	95.8%	97.2%	+ 1.5%	94.7%	96.3%	+ 1.7%
New Listings	140	146	+ 4.3%	781	671	-14.1%

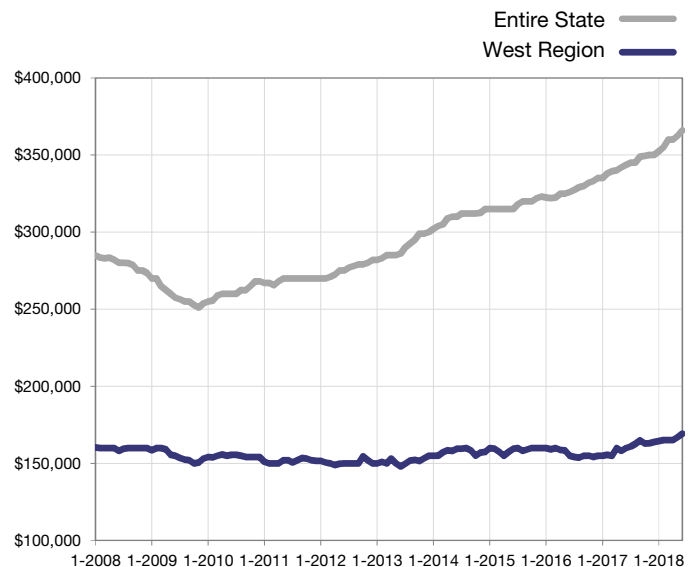
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