

# Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 2.5%**

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

**+ 8.6%**

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

**- 20.9%**

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

### Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	132	166	+ 25.8%	859	873	+ 1.6%
Closed Sales	145	144	- 0.7%	749	718	- 4.1%
Median Sales Price*	\$199,900	<b>\$219,000</b>	+ 9.6%	\$195,000	<b>\$204,950</b>	+ 5.1%
Inventory of Homes for Sale	1,222	<b>963</b>	- 21.2%	--	--	--
Months Supply of Inventory	10.5	<b>8.3</b>	- 21.0%	--	--	--
Cumulative Days on Market Until Sale	95	<b>94</b>	- 0.3%	129	<b>120</b>	- 6.4%
Percent of Original List Price Received*	92.4%	<b>93.9%</b>	+ 1.7%	90.2%	<b>91.7%</b>	+ 1.6%
New Listings	218	<b>268</b>	+ 22.9%	1,491	<b>1,413</b>	- 5.2%

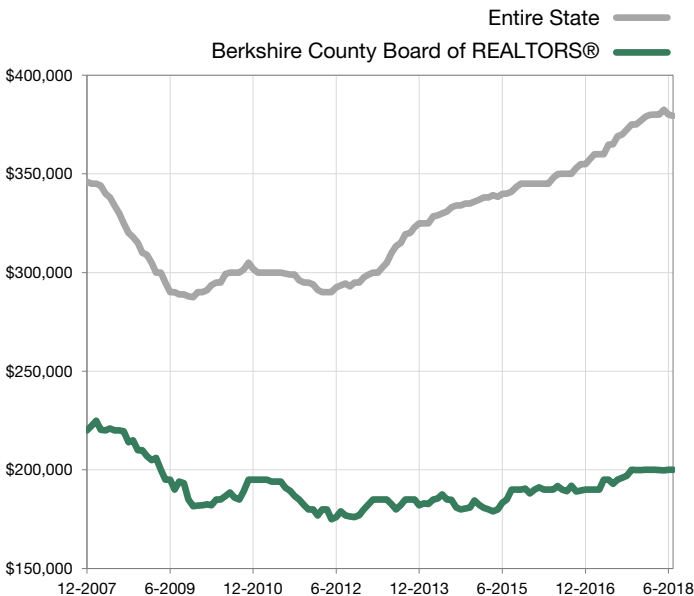
### Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	15	11	- 26.7%	92	78	- 15.2%
Closed Sales	12	17	+ 41.7%	67	74	+ 10.4%
Median Sales Price*	\$215,000	<b>\$207,500</b>	- 3.5%	\$220,000	<b>\$230,950</b>	+ 5.0%
Inventory of Homes for Sale	208	<b>168</b>	- 19.2%	--	--	--
Months Supply of Inventory	19.7	<b>14.4</b>	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	96	<b>107</b>	+ 11.5%	160	<b>152</b>	- 4.9%
Percent of Original List Price Received*	91.9%	<b>95.1%</b>	+ 3.5%	91.9%	<b>93.0%</b>	+ 1.1%
New Listings	33	<b>21</b>	- 36.4%	172	<b>140</b>	- 18.6%

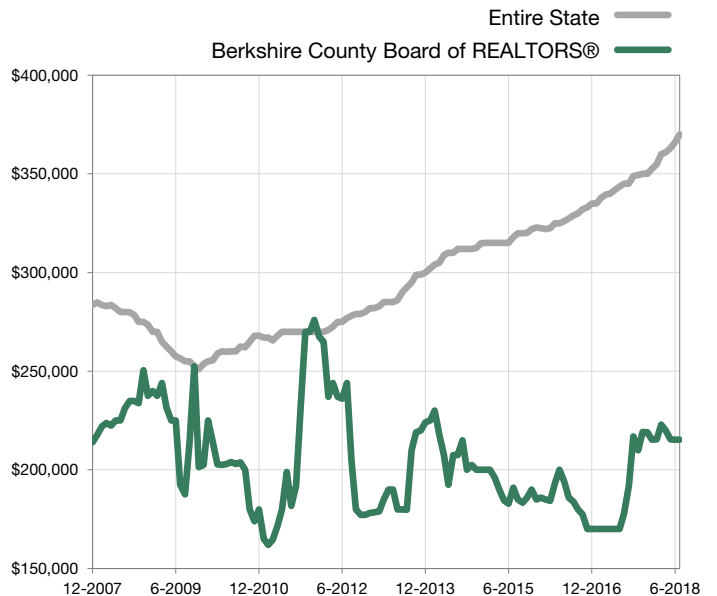
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**- 8.5%**

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

**+ 8.2%**

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

**- 12.4%**

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

### Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	501	<b>562</b>	+ 12.2%	3,422	<b>3,275</b>	- 4.3%
Closed Sales	493	<b>440</b>	- 10.8%	3,220	<b>2,990</b>	- 7.1%
Median Sales Price*	\$370,000	<b>\$424,950</b>	+ 14.9%	\$382,500	<b>\$415,000</b>	+ 8.5%
Inventory of Homes for Sale	3,151	<b>2,743</b>	- 12.9%	--	--	--
Months Supply of Inventory	6.4	<b>6.0</b>	- 6.3%	--	--	--
Cumulative Days on Market Until Sale	101	<b>83</b>	- 18.5%	129	<b>105</b>	- 18.4%
Percent of Original List Price Received*	95.3%	<b>96.2%</b>	+ 1.0%	94.5%	<b>95.2%</b>	+ 0.6%
New Listings	693	<b>781</b>	+ 12.7%	5,007	<b>4,995</b>	- 0.2%

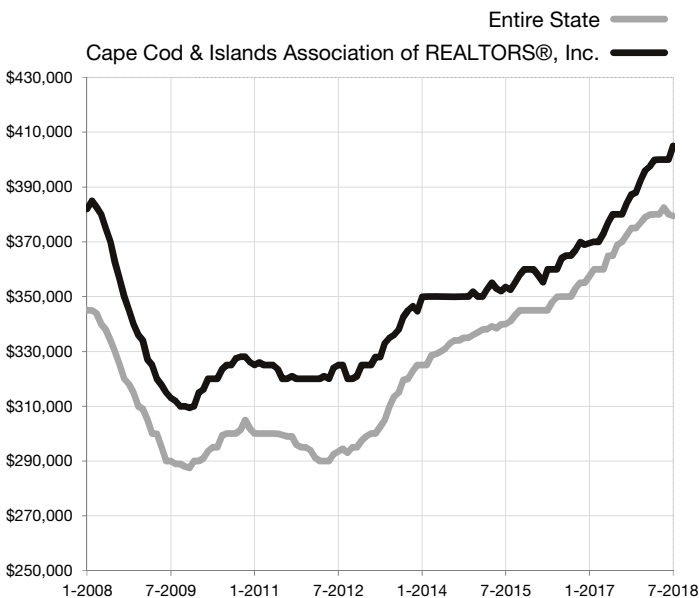
### Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	119	<b>134</b>	+ 12.6%	762	<b>769</b>	+ 0.9%
Closed Sales	93	<b>96</b>	+ 3.2%	670	<b>688</b>	+ 2.7%
Median Sales Price*	\$297,000	<b>\$285,000</b>	- 4.0%	\$255,000	<b>\$284,000</b>	+ 11.4%
Inventory of Homes for Sale	623	<b>564</b>	- 9.5%	--	--	--
Months Supply of Inventory	6.1	<b>5.2</b>	- 13.9%	--	--	--
Cumulative Days on Market Until Sale	118	<b>98</b>	- 16.8%	140	<b>108</b>	- 23.1%
Percent of Original List Price Received*	95.1%	<b>96.6%</b>	+ 1.5%	94.9%	<b>95.4%</b>	+ 0.6%
New Listings	131	<b>179</b>	+ 36.6%	999	<b>1,087</b>	+ 8.8%

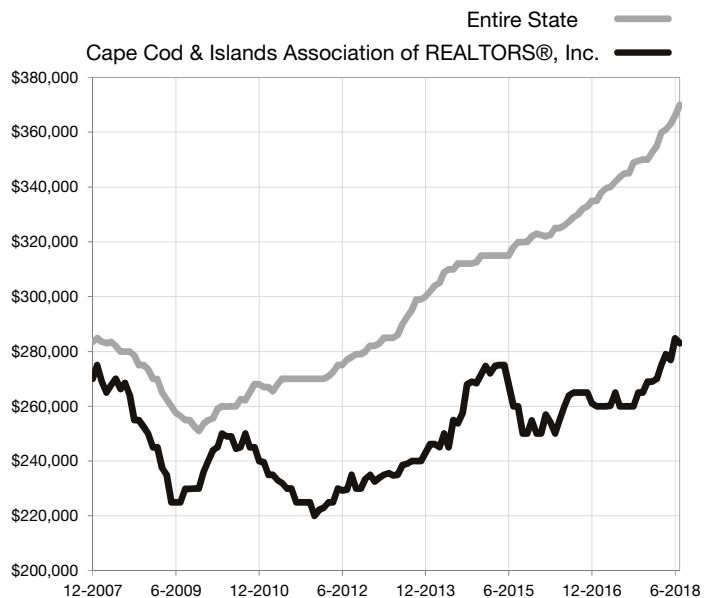
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,129	<b>1,289</b>	+ 14.2%	8,822	<b>8,865</b>	+ 0.5%
Closed Sales	1,559	<b>1,635</b>	+ 4.9%	7,787	<b>7,572</b>	- 2.8%
Median Sales Price*	\$601,000	<b>\$650,000</b>	+ 8.2%	\$580,000	<b>\$619,500</b>	+ 6.8%
Inventory of Homes for Sale	2,662	<b>2,364</b>	- 11.2%	--	--	--
Months Supply of Inventory	2.3	<b>2.1</b>	- 8.7%	--	--	--
Cumulative Days on Market Until Sale	36	<b>33</b>	- 8.3%	52	<b>43</b>	- 17.3%
Percent of Original List Price Received*	100.3%	<b>100.8%</b>	+ 0.5%	99.4%	<b>100.3%</b>	+ 0.9%
New Listings	1,312	<b>1,349</b>	+ 2.8%	11,135	<b>11,303</b>	+ 1.5%

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

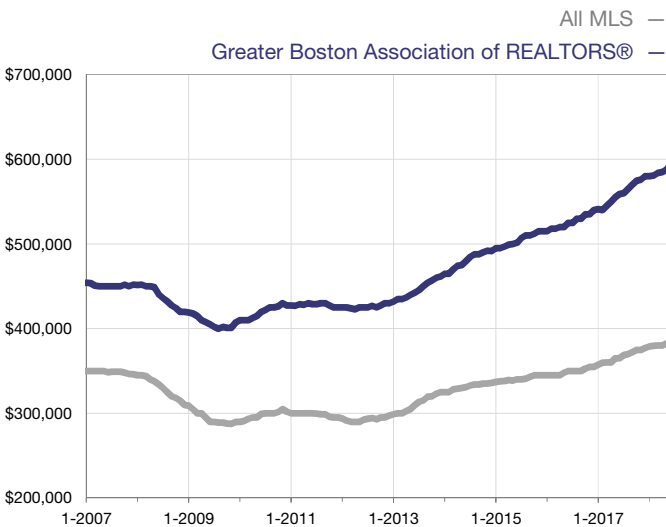
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	877	<b>993</b>	+ 13.2%	7,146	<b>7,192</b>	+ 0.6%
Closed Sales	1,168	<b>1,235</b>	+ 5.7%	6,285	<b>6,360</b>	+ 1.2%
Median Sales Price*	\$530,000	<b>\$600,000</b>	+ 13.2%	\$520,000	<b>\$569,725</b>	+ 9.6%
Inventory of Homes for Sale	1,683	<b>1,435</b>	- 14.7%	--	--	--
Months Supply of Inventory	1.8	<b>1.6</b>	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	31	<b>32</b>	+ 3.2%	39	<b>38</b>	- 2.6%
Percent of Original List Price Received*	101.7%	<b>101.3%</b>	- 0.4%	101.1%	<b>101.2%</b>	+ 0.1%
New Listings	1,099	<b>1,012</b>	- 7.9%	8,731	<b>8,805</b>	+ 0.8%

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

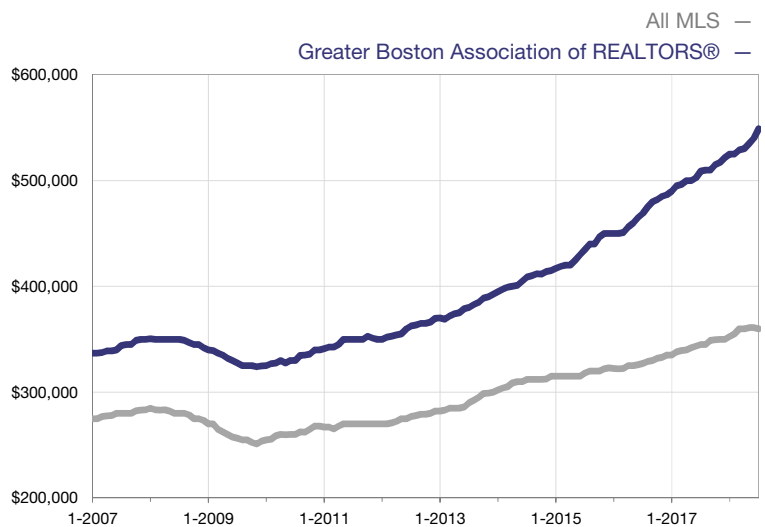
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**- 15.7%**

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

**+ 3.7%**

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

**- 19.5%**

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

### Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	105	<b>110</b>	+ 4.8%	650	<b>657</b>	+ 1.1%
Closed Sales	114	<b>101</b>	- 11.4%	572	<b>574</b>	+ 0.3%
Median Sales Price*	\$275,000	<b>\$290,000</b>	+ 5.5%	\$265,000	<b>\$270,000</b>	+ 1.9%
Inventory of Homes for Sale	395	<b>320</b>	- 19.0%	--	--	--
Months Supply of Inventory	4.5	<b>3.4</b>	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	75	<b>45</b>	- 40.0%	85	<b>71</b>	- 15.9%
Percent of Original List Price Received*	98.6%	<b>98.7%</b>	+ 0.1%	96.4%	<b>96.7%</b>	+ 0.2%
New Listings	140	<b>154</b>	+ 10.0%	873	<b>889</b>	+ 1.8%

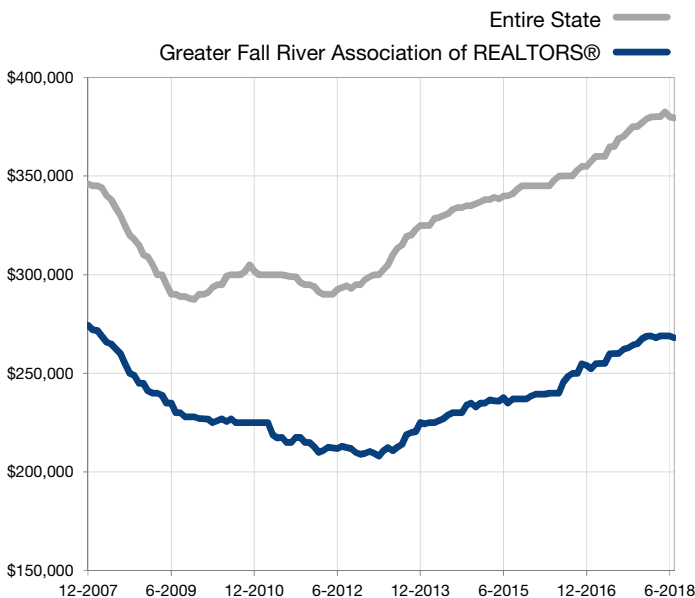
### Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	13	<b>14</b>	+ 7.7%	79	<b>66</b>	- 16.5%
Closed Sales	13	<b>6</b>	- 53.8%	67	<b>55</b>	- 17.9%
Median Sales Price*	\$165,000	<b>\$214,450</b>	+ 30.0%	\$165,000	<b>\$169,500</b>	+ 2.7%
Inventory of Homes for Sale	41	<b>31</b>	- 24.4%	--	--	--
Months Supply of Inventory	4.4	<b>3.4</b>	- 22.3%	--	--	--
Cumulative Days on Market Until Sale	81	<b>84</b>	+ 3.7%	113	<b>70</b>	- 37.8%
Percent of Original List Price Received*	93.9%	<b>94.9%</b>	+ 1.1%	93.7%	<b>95.8%</b>	+ 2.3%
New Listings	15	<b>18</b>	+ 20.0%	90	<b>91</b>	+ 1.1%

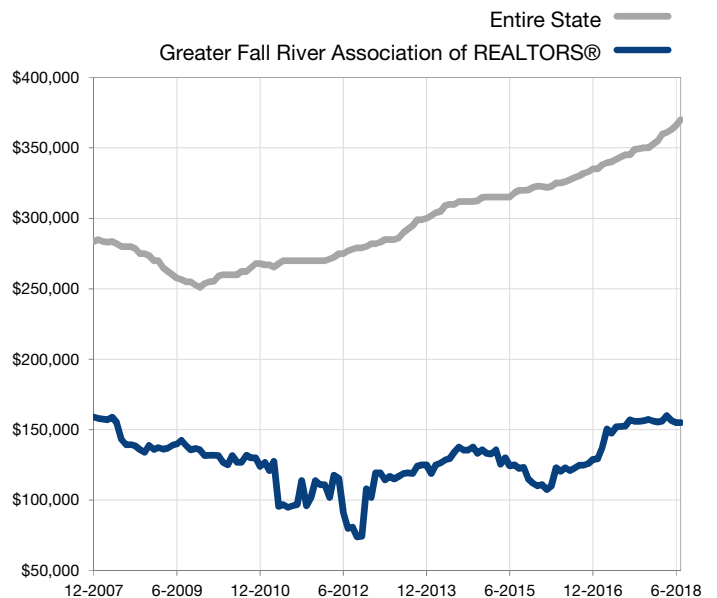
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Newburyport Association of REALTORS®

**+ 0.8%**

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

**+ 5.4%**

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

**- 12.2%**

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

### Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	63	<b>91</b>	+ 44.4%	431	<b>478</b>	+ 10.9%
Closed Sales	77	<b>89</b>	+ 15.6%	388	<b>402</b>	+ 3.6%
Median Sales Price*	\$485,000	<b>\$510,000</b>	+ 5.2%	\$447,000	<b>\$475,000</b>	+ 6.3%
Inventory of Homes for Sale	215	<b>186</b>	- 13.5%	--	--	--
Months Supply of Inventory	3.6	<b>3.0</b>	- 14.7%	--	--	--
Cumulative Days on Market Until Sale	57	<b>46</b>	- 20.4%	70	<b>65</b>	- 6.8%
Percent of Original List Price Received*	97.6%	<b>98.0%</b>	+ 0.3%	97.1%	<b>97.4%</b>	+ 0.3%
New Listings	78	<b>103</b>	+ 32.1%	630	<b>666</b>	+ 5.7%

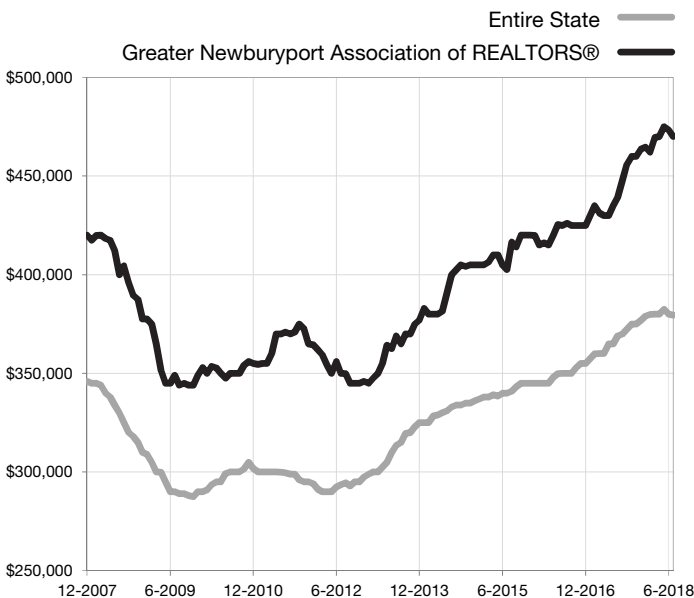
### Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	40	<b>44</b>	+ 10.0%	278	<b>254</b>	- 8.6%
Closed Sales	50	<b>39</b>	- 22.0%	250	<b>218</b>	- 12.8%
Median Sales Price*	\$367,250	<b>\$377,000</b>	+ 2.7%	\$317,525	<b>\$340,750</b>	+ 7.3%
Inventory of Homes for Sale	89	<b>81</b>	- 9.0%	--	--	--
Months Supply of Inventory	2.4	<b>2.4</b>	- 2.6%	--	--	--
Cumulative Days on Market Until Sale	45	<b>63</b>	+ 40.8%	61	<b>51</b>	- 15.8%
Percent of Original List Price Received*	98.5%	<b>98.5%</b>	+ 0.1%	98.4%	<b>98.3%</b>	- 0.0%
New Listings	45	<b>53</b>	+ 17.8%	356	<b>348</b>	- 2.2%

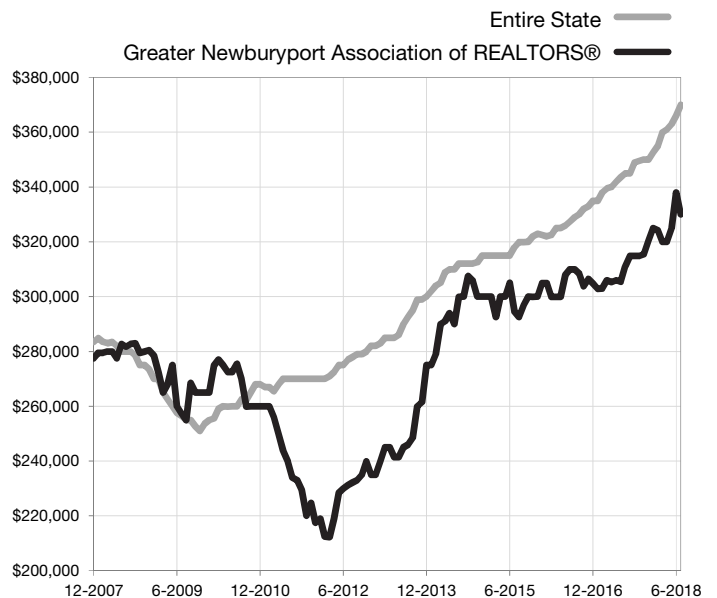
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**+ 11.4%**

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

**+ 10.4%**

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

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	258	<b>322</b>	+ 24.8%	1,796	<b>1,827</b>	+ 1.7%
Closed Sales	280	<b>315</b>	+ 12.5%	1,583	<b>1,559</b>	- 1.5%
Median Sales Price*	\$267,900	<b>\$280,000</b>	+ 4.5%	\$239,250	<b>\$256,250</b>	+ 7.1%
Inventory of Homes for Sale	805	<b>706</b>	- 12.3%	--	--	--
Months Supply of Inventory	3.3	<b>2.9</b>	- 12.6%	--	--	--
Cumulative Days on Market Until Sale	52	<b>42</b>	- 19.2%	75	<b>61</b>	- 18.0%
Percent of Original List Price Received*	98.1%	<b>99.3%</b>	+ 1.3%	96.6%	<b>98.4%</b>	+ 1.9%
New Listings	347	<b>373</b>	+ 7.5%	2,270	<b>2,335</b>	+ 2.9%

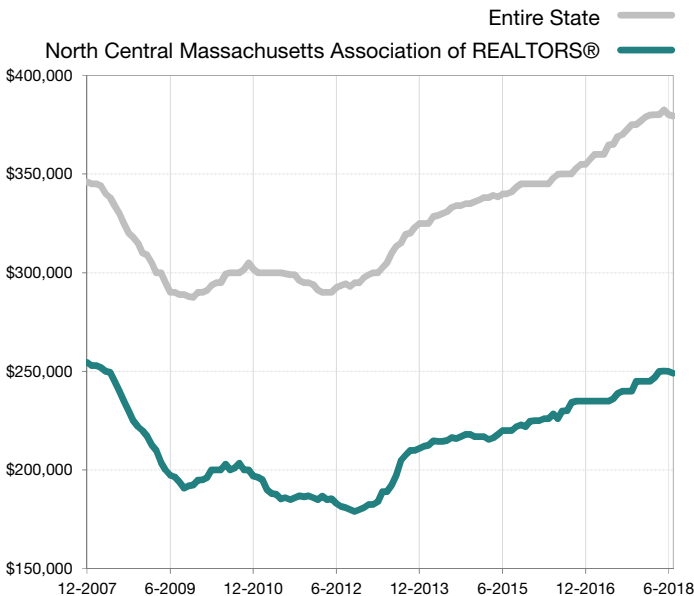
### Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	47	<b>47</b>	0.0%	283	<b>278</b>	- 1.8%
Closed Sales	44	<b>46</b>	+ 4.5%	238	<b>240</b>	+ 0.8%
Median Sales Price*	\$156,500	<b>\$209,900</b>	+ 34.1%	\$157,500	<b>\$190,000</b>	+ 20.6%
Inventory of Homes for Sale	106	<b>59</b>	- 44.3%	--	--	--
Months Supply of Inventory	3.0	<b>1.7</b>	- 44.2%	--	--	--
Cumulative Days on Market Until Sale	51	<b>73</b>	+ 44.7%	86	<b>69</b>	- 20.2%
Percent of Original List Price Received*	97.6%	<b>100.5%</b>	+ 3.0%	96.9%	<b>98.8%</b>	+ 2.0%
New Listings	51	<b>45</b>	- 11.8%	335	<b>314</b>	- 6.3%

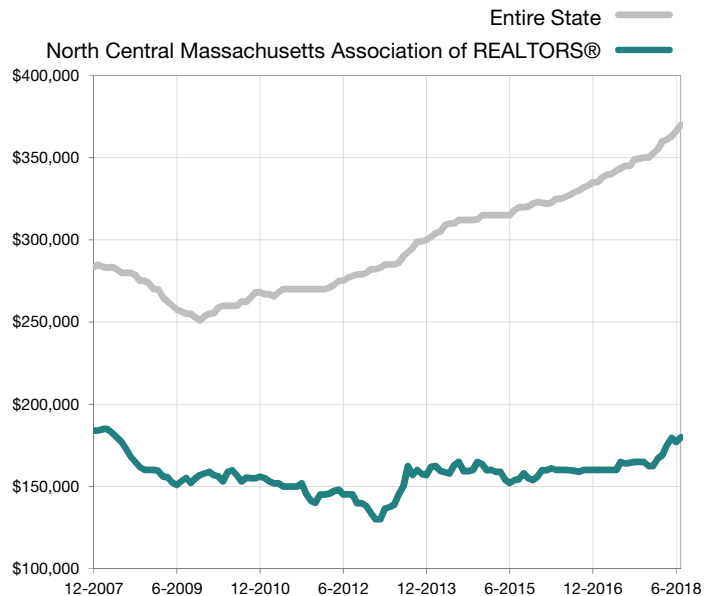
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 4.3%**

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

**+ 7.6%**

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

**- 13.6%**

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

### Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	393	<b>432</b>	+ 9.9%	2,452	<b>2,498</b>	+ 1.9%
Closed Sales	429	<b>450</b>	+ 4.9%	2,191	<b>2,174</b>	- 0.8%
Median Sales Price*	\$443,000	<b>\$458,700</b>	+ 3.5%	\$420,650	<b>\$445,000</b>	+ 5.8%
Inventory of Homes for Sale	877	<b>749</b>	- 14.6%	--	--	--
Months Supply of Inventory	2.5	<b>2.2</b>	- 13.2%	--	--	--
Cumulative Days on Market Until Sale	42	<b>38</b>	- 10.8%	55	<b>50</b>	- 7.8%
Percent of Original List Price Received*	99.6%	<b>100.1%</b>	+ 0.5%	98.3%	<b>99.1%</b>	+ 0.8%
New Listings	445	<b>480</b>	+ 7.9%	3,114	<b>3,160</b>	+ 1.5%

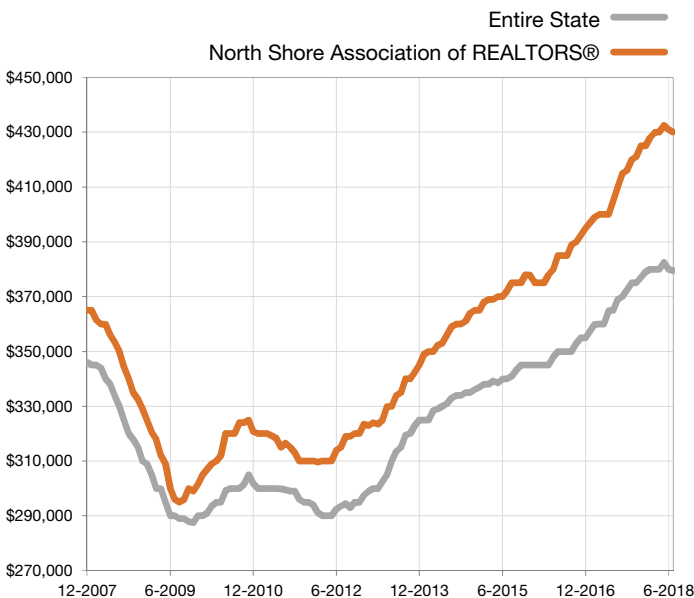
### Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	173	<b>172</b>	- 0.6%	1,199	<b>1,191</b>	- 0.7%
Closed Sales	173	<b>178</b>	+ 2.9%	1,080	<b>1,063</b>	- 1.6%
Median Sales Price*	\$285,000	<b>\$304,900</b>	+ 7.0%	\$284,200	<b>\$300,000</b>	+ 5.6%
Inventory of Homes for Sale	293	<b>262</b>	- 10.6%	--	--	--
Months Supply of Inventory	1.8	<b>1.6</b>	- 11.5%	--	--	--
Cumulative Days on Market Until Sale	43	<b>32</b>	- 24.7%	57	<b>44</b>	- 22.9%
Percent of Original List Price Received*	100.1%	<b>100.1%</b>	- 0.1%	98.7%	<b>99.8%</b>	+ 1.1%
New Listings	187	<b>194</b>	+ 3.7%	1,393	<b>1,400</b>	+ 0.5%

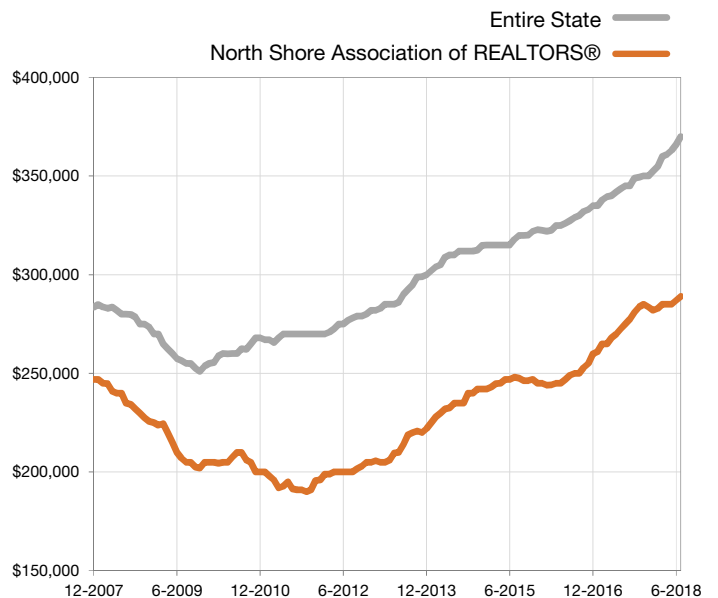
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 2.8%**

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

**+ 5.3%**

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

**- 14.6%**

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

### Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	363	<b>394</b>	+ 8.5%	2,408	<b>2,453</b>	+ 1.9%
Closed Sales	421	<b>429</b>	+ 1.9%	2,106	<b>2,136</b>	+ 1.4%
Median Sales Price*	\$428,000	<b>\$449,900</b>	+ 5.1%	\$402,500	<b>\$435,000</b>	+ 8.1%
Inventory of Homes for Sale	762	<b>662</b>	- 13.1%	--	--	--
Months Supply of Inventory	2.3	<b>2.0</b>	- 13.2%	--	--	--
Cumulative Days on Market Until Sale	34	<b>34</b>	- 2.3%	55	<b>46</b>	- 15.4%
Percent of Original List Price Received*	99.9%	<b>100.7%</b>	+ 0.8%	99.1%	<b>99.6%</b>	+ 0.5%
New Listings	447	<b>450</b>	+ 0.7%	3,010	<b>3,065</b>	+ 1.8%

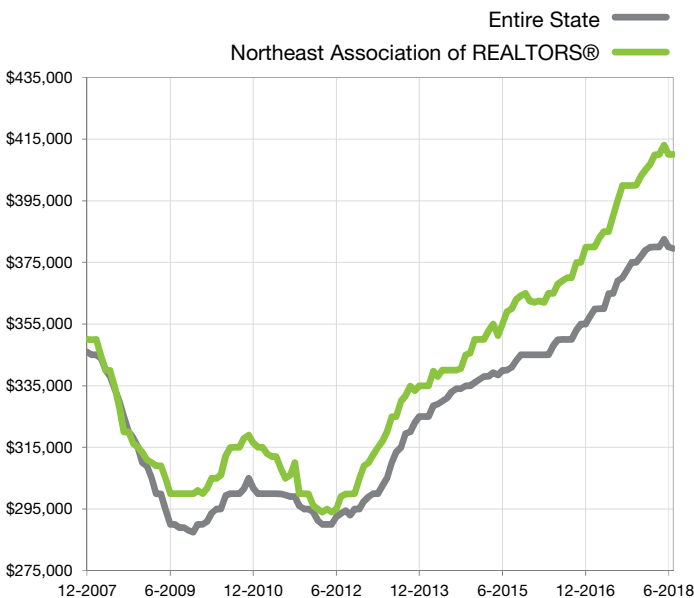
### Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	129	<b>174</b>	+ 34.9%	973	<b>1,084</b>	+ 11.4%
Closed Sales	159	<b>167</b>	+ 5.0%	909	<b>936</b>	+ 3.0%
Median Sales Price*	\$237,000	<b>\$268,000</b>	+ 13.1%	\$228,500	<b>\$245,000</b>	+ 7.2%
Inventory of Homes for Sale	254	<b>206</b>	- 18.9%	--	--	--
Months Supply of Inventory	1.8	<b>1.5</b>	- 16.6%	--	--	--
Cumulative Days on Market Until Sale	37	<b>36</b>	- 3.2%	42	<b>42</b>	- 1.9%
Percent of Original List Price Received*	100.8%	<b>100.0%</b>	- 0.8%	99.7%	<b>100.0%</b>	+ 0.3%
New Listings	151	<b>197</b>	+ 30.5%	1,175	<b>1,250</b>	+ 6.4%

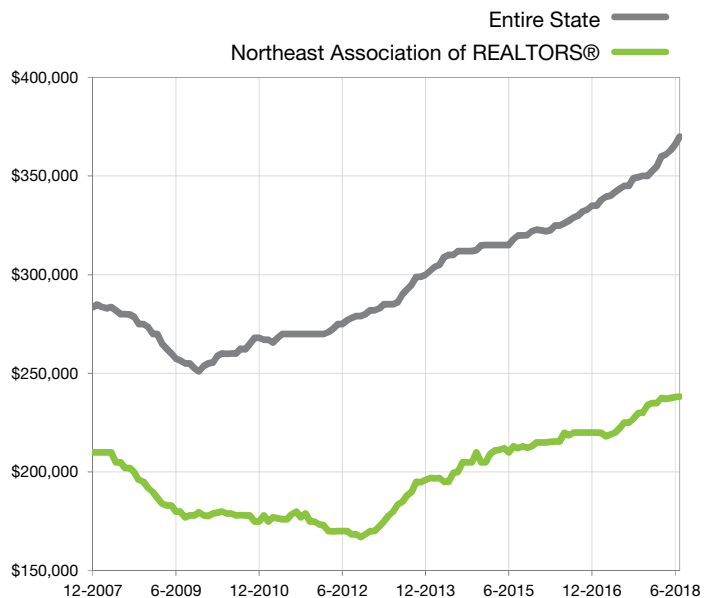
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**+ 2.6%**

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

**+ 3.4%**

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

**- 15.4%**

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

### Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	552	<b>633</b>	+ 14.7%	4,048	<b>4,170</b>	+ 3.0%
Closed Sales	682	<b>725</b>	+ 6.3%	3,591	<b>3,570</b>	- 0.6%
Median Sales Price*	\$302,950	<b>\$314,400</b>	+ 3.8%	\$285,000	<b>\$304,000</b>	+ 6.7%
Inventory of Homes for Sale	1,644	<b>1,459</b>	- 11.3%	--	--	--
Months Supply of Inventory	3.0	<b>2.6</b>	- 11.6%	--	--	--
Cumulative Days on Market Until Sale	47	<b>43</b>	- 8.7%	65	<b>55</b>	- 14.9%
Percent of Original List Price Received*	98.9%	<b>98.7%</b>	- 0.2%	97.6%	<b>98.1%</b>	+ 0.5%
New Listings	712	<b>777</b>	+ 9.1%	5,243	<b>5,408</b>	+ 3.1%

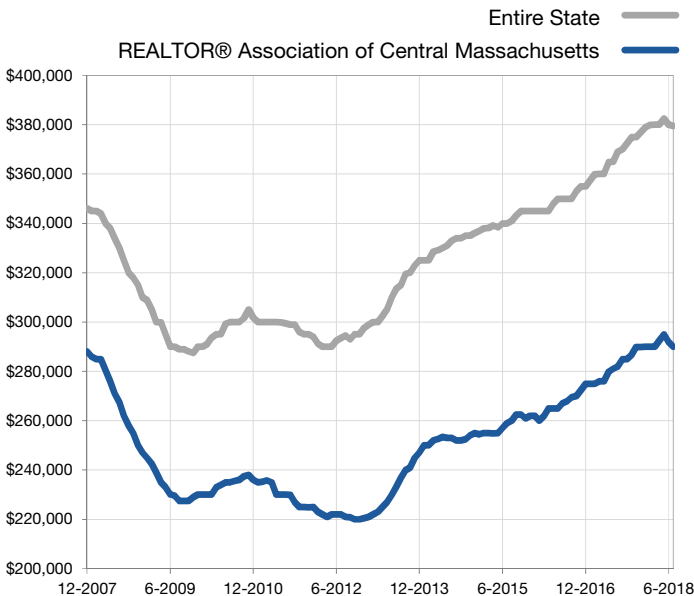
### Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	132	<b>157</b>	+ 18.9%	956	<b>985</b>	+ 3.0%
Closed Sales	156	<b>135</b>	- 13.5%	892	<b>852</b>	- 4.5%
Median Sales Price*	\$236,500	<b>\$228,000</b>	- 3.6%	\$215,200	<b>\$224,950</b>	+ 4.5%
Inventory of Homes for Sale	395	<b>267</b>	- 32.4%	--	--	--
Months Supply of Inventory	3.0	<b>2.0</b>	- 34.0%	--	--	--
Cumulative Days on Market Until Sale	69	<b>41</b>	- 39.8%	68	<b>54</b>	- 20.6%
Percent of Original List Price Received*	98.4%	<b>98.8%</b>	+ 0.4%	97.7%	<b>98.7%</b>	+ 1.1%
New Listings	181	<b>183</b>	+ 1.1%	1,216	<b>1,166</b>	- 4.1%

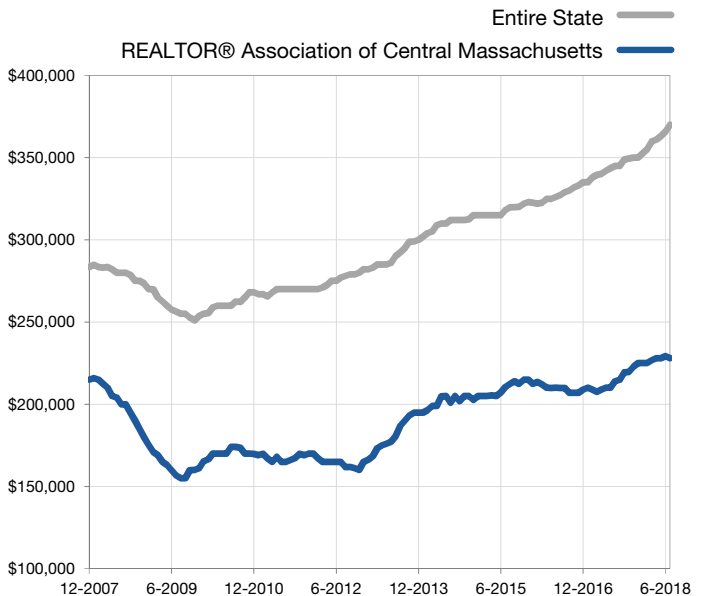
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 4.9%**

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

**+ 4.0%**

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

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	550	<b>651</b>	+ 18.4%	3,726	<b>3,820</b>	+ 2.5%
Closed Sales	633	<b>661</b>	+ 4.4%	3,247	<b>3,326</b>	+ 2.4%
Median Sales Price*	\$219,900	<b>\$229,000</b>	+ 4.1%	\$205,000	<b>\$215,000</b>	+ 4.9%
Inventory of Homes for Sale	2,129	<b>1,693</b>	- 20.5%	--	--	--
Months Supply of Inventory	4.3	<b>3.3</b>	- 22.8%	--	--	--
Cumulative Days on Market Until Sale	63	<b>56</b>	- 11.6%	86	<b>71</b>	- 17.3%
Percent of Original List Price Received*	97.4%	<b>97.3%</b>	- 0.0%	95.5%	<b>96.4%</b>	+ 1.0%
New Listings	742	<b>795</b>	+ 7.1%	5,121	<b>5,074</b>	- 0.9%

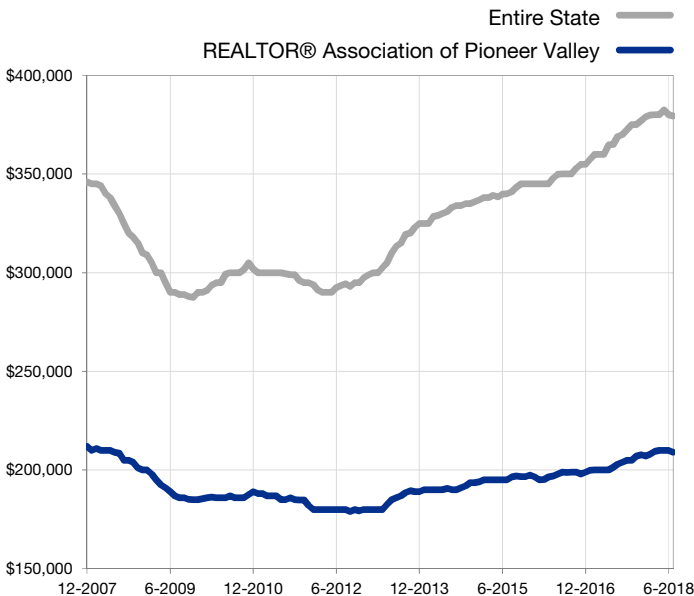
### Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	83	<b>103</b>	+ 24.1%	535	<b>568</b>	+ 6.2%
Closed Sales	97	<b>105</b>	+ 8.2%	469	<b>474</b>	+ 1.1%
Median Sales Price*	\$179,000	<b>\$167,000</b>	- 6.7%	\$157,000	<b>\$162,000</b>	+ 3.2%
Inventory of Homes for Sale	327	<b>208</b>	- 36.4%	--	--	--
Months Supply of Inventory	4.6	<b>2.8</b>	- 39.9%	--	--	--
Cumulative Days on Market Until Sale	95	<b>76</b>	- 20.1%	115	<b>89</b>	- 22.2%
Percent of Original List Price Received*	95.5%	<b>97.9%</b>	+ 2.5%	95.2%	<b>97.1%</b>	+ 2.0%
New Listings	77	<b>88</b>	+ 14.3%	721	<b>638</b>	- 11.5%

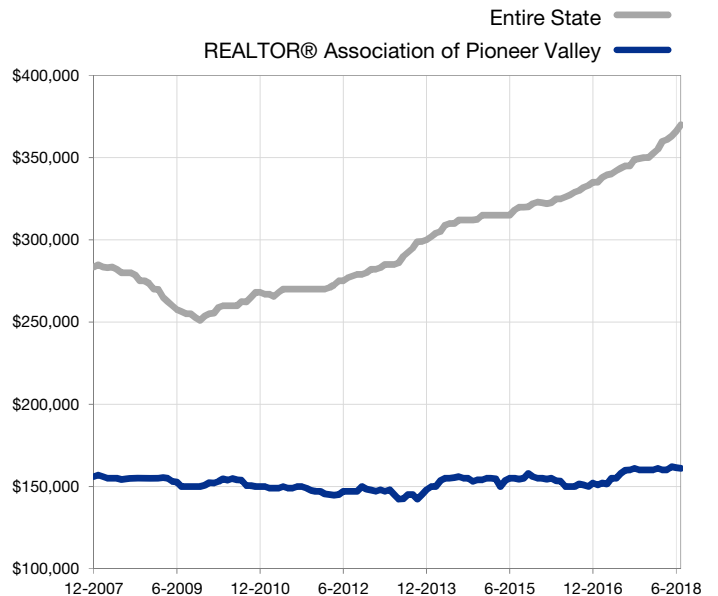
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**+ 8.3%**

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

**+ 4.2%**

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

**- 21.3%**

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

### Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	445	<b>502</b>	+ 12.8%	3,060	<b>3,074</b>	+ 0.5%
Closed Sales	464	<b>512</b>	+ 10.3%	2,764	<b>2,662</b>	- 3.7%
Median Sales Price*	\$325,500	<b>\$339,900</b>	+ 4.4%	\$298,750	<b>\$315,000</b>	+ 5.4%
Inventory of Homes for Sale	1,420	<b>1,142</b>	- 19.6%	--	--	--
Months Supply of Inventory	3.3	<b>2.7</b>	- 18.1%	--	--	--
Cumulative Days on Market Until Sale	49	<b>47</b>	- 3.5%	64	<b>62</b>	- 2.7%
Percent of Original List Price Received*	98.1%	<b>98.3%</b>	+ 0.2%	97.9%	<b>97.6%</b>	- 0.2%
New Listings	590	<b>608</b>	+ 3.1%	4,011	<b>3,980</b>	- 0.8%

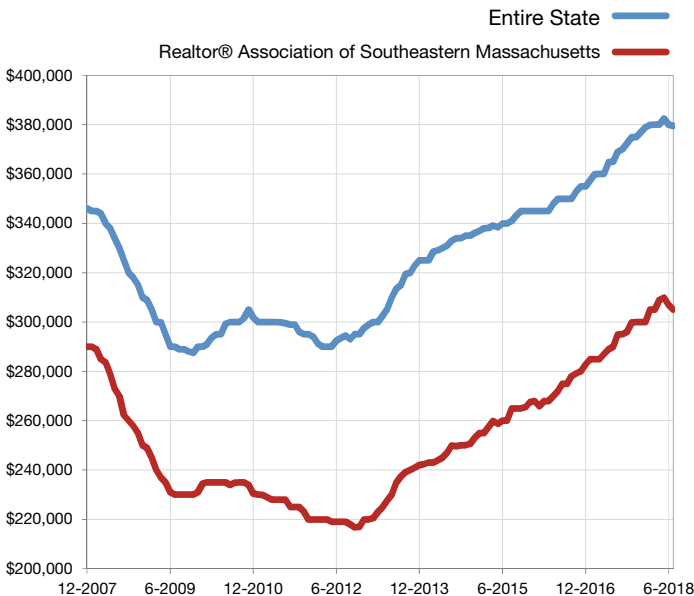
### Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	81	<b>94</b>	+ 16.0%	530	<b>551</b>	+ 4.0%
Closed Sales	78	<b>75</b>	- 3.8%	478	<b>469</b>	- 1.9%
Median Sales Price*	\$227,500	<b>\$210,000</b>	- 7.7%	\$205,000	<b>\$215,000</b>	+ 4.9%
Inventory of Homes for Sale	195	<b>129</b>	- 33.8%	--	--	--
Months Supply of Inventory	2.8	<b>1.8</b>	- 36.7%	--	--	--
Cumulative Days on Market Until Sale	38	<b>54</b>	+ 44.9%	58	<b>53</b>	- 8.9%
Percent of Original List Price Received*	98.5%	<b>99.1%</b>	+ 0.5%	98.5%	<b>98.2%</b>	- 0.3%
New Listings	99	<b>106</b>	+ 7.1%	648	<b>653</b>	+ 0.8%

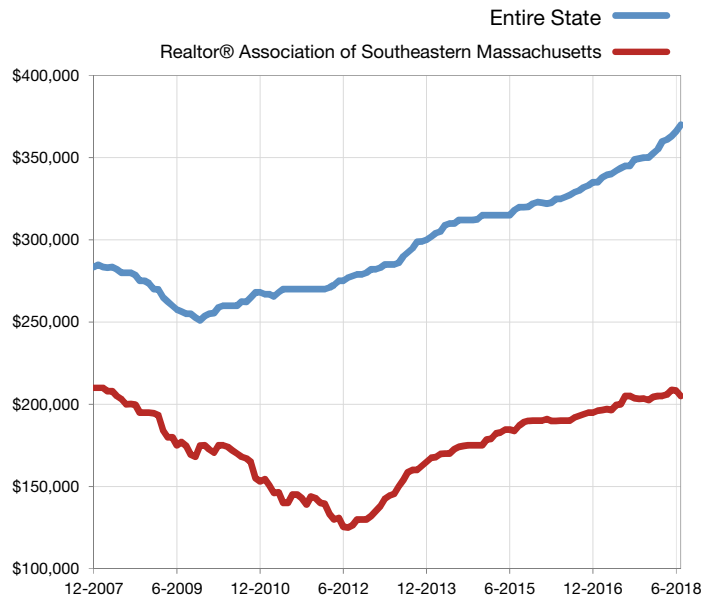
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price 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 – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## South Shore REALTORS®

**- 4.1%**

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

**+ 7.5%**

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

**- 19.9%**

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

### Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	588	<b>686</b>	+ 16.7%	3,816	<b>3,947</b>	+ 3.4%
Closed Sales	666	<b>657</b>	- 1.4%	3,332	<b>3,341</b>	+ 0.3%
Median Sales Price*	\$410,550	<b>\$440,000</b>	+ 7.2%	\$407,610	<b>\$435,000</b>	+ 6.7%
Inventory of Homes for Sale	1,632	<b>1,364</b>	- 16.4%	--	--	--
Months Supply of Inventory	3.2	<b>2.7</b>	- 17.1%	--	--	--
Cumulative Days on Market Until Sale	46	<b>43</b>	- 6.8%	65	<b>57</b>	- 12.7%
Percent of Original List Price Received*	98.7%	<b>98.7%</b>	- 0.0%	97.9%	<b>98.2%</b>	+ 0.3%
New Listings	723	<b>743</b>	+ 2.8%	5,129	<b>5,143</b>	+ 0.3%

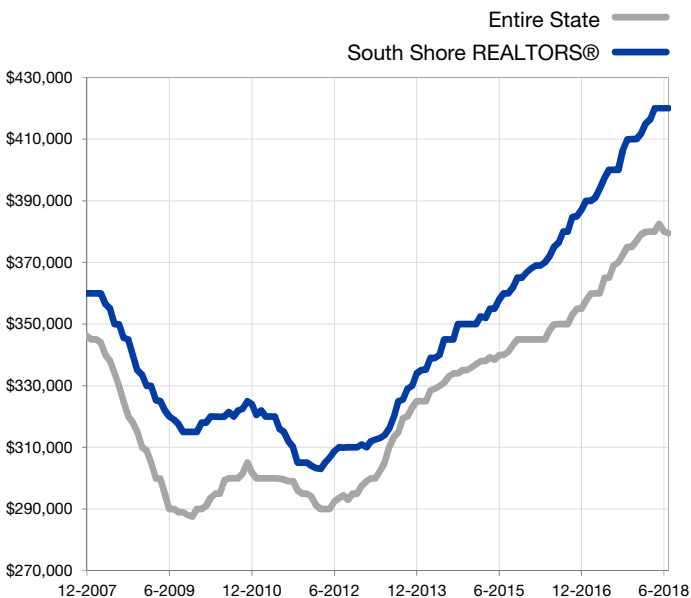
### Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	160	<b>190</b>	+ 18.8%	1,200	<b>1,269</b>	+ 5.8%
Closed Sales	211	<b>184</b>	- 12.8%	1,096	<b>1,067</b>	- 2.6%
Median Sales Price*	\$315,000	<b>\$330,000</b>	+ 4.8%	\$301,500	<b>\$335,000</b>	+ 11.1%
Inventory of Homes for Sale	459	<b>310</b>	- 32.5%	--	--	--
Months Supply of Inventory	3.0	<b>2.0</b>	- 33.8%	--	--	--
Cumulative Days on Market Until Sale	64	<b>48</b>	- 26.2%	65	<b>54</b>	- 16.5%
Percent of Original List Price Received*	100.0%	<b>100.2%</b>	+ 0.2%	98.7%	<b>99.7%</b>	+ 1.0%
New Listings	196	<b>203</b>	+ 3.6%	1,521	<b>1,519</b>	- 0.1%

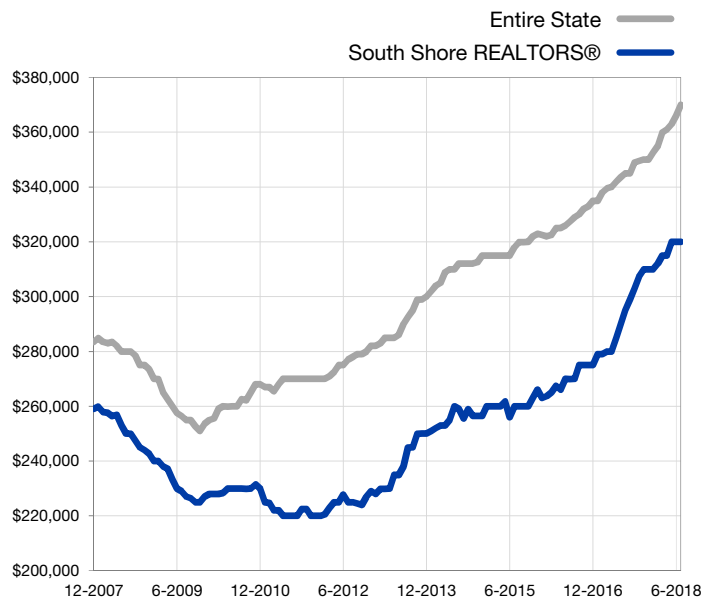
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.