

Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 4.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.3%

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

- 15.2%

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

Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	810	955	+ 17.9%	5,844	5,997	+ 2.6%
Closed Sales	962	1,040	+ 8.1%	5,174	5,129	-0.9%
Median Sales Price*	\$290,000	\$300,000	+ 3.4%	\$273,000	\$290,000	+ 6.2%
Inventory of Homes for Sale	2,449	2,165	-11.6%	--	--	--
Months Supply of Inventory	3.1	2.7	-12.9%	--	--	--
Cumulative Days on Market Until Sale	48	43	-10.4%	68	57	-16.2%
Percent of Original List Price Received*	98.7%	98.9%	+ 0.2%	97.3%	98.2%	+ 0.9%
New Listings	1,059	1,150	+ 8.6%	7,513	7,743	+ 3.1%

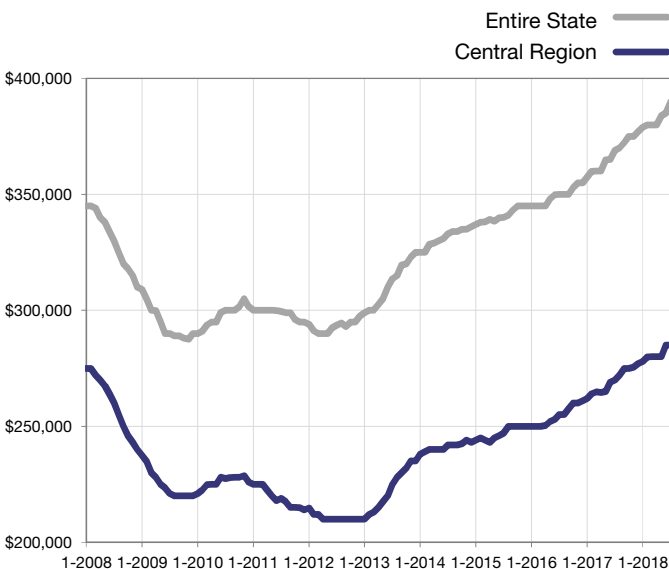
Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	179	204	+ 14.0%	1,239	1,263	+ 1.9%
Closed Sales	200	181	-9.5%	1,130	1,092	-3.4%
Median Sales Price*	\$216,450	\$215,000	-0.7%	\$200,000	\$215,000	+ 7.5%
Inventory of Homes for Sale	501	326	-34.9%	--	--	--
Months Supply of Inventory	3.0	1.9	-36.7%	--	--	--
Cumulative Days on Market Until Sale	65	49	-24.6%	72	58	-19.4%
Percent of Original List Price Received*	98.2%	99.2%	+ 1.0%	97.5%	98.7%	+ 1.2%
New Listings	232	228	-1.7%	1,551	1,480	-4.6%

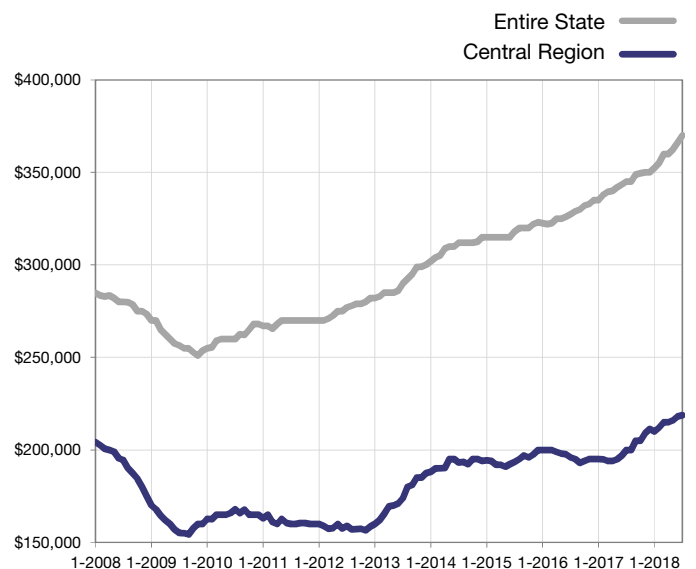
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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

+ 2.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.9%

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

- 15.2%

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

Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	819	917	+ 12.0%	5,291	5,429	+ 2.6%
Closed Sales	927	968	+ 4.4%	4,685	4,712	+ 0.6%
Median Sales Price*	\$435,000	\$457,000	+ 5.1%	\$417,500	\$445,000	+ 6.6%
Inventory of Homes for Sale	1,854	1,597	-13.9%	--	--	--
Months Supply of Inventory	2.5	2.2	-12.0%	--	--	--
Cumulative Days on Market Until Sale	40	37	-7.5%	56	50	-10.7%
Percent of Original List Price Received*	99.6%	100.2%	+ 0.6%	98.6%	99.2%	+ 0.6%
New Listings	970	1,033	+ 6.5%	6,754	6,891	+ 2.0%

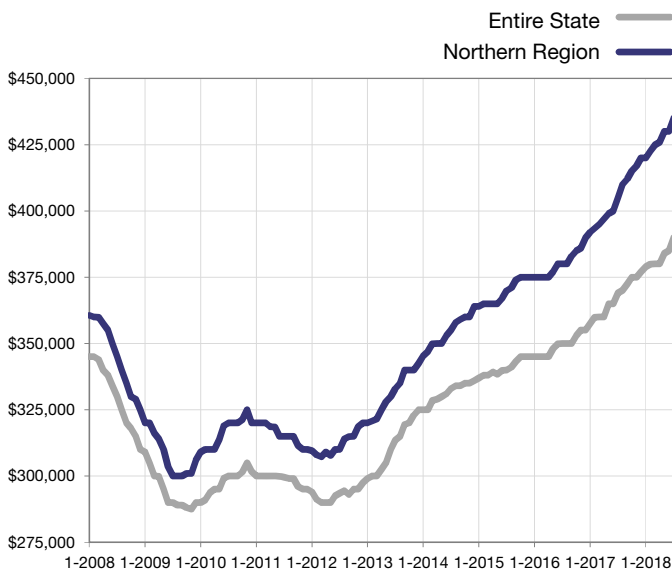
Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	342	390	+ 14.0%	2,450	2,529	+ 3.2%
Closed Sales	382	384	+ 0.5%	2,239	2,217	-1.0%
Median Sales Price*	\$264,450	\$300,000	+ 13.4%	\$264,000	\$280,000	+ 6.1%
Inventory of Homes for Sale	636	549	-13.7%	--	--	--
Months Supply of Inventory	1.9	1.7	-10.5%	--	--	--
Cumulative Days on Market Until Sale	41	37	-9.8%	52	44	-15.4%
Percent of Original List Price Received*	100.2%	99.9%	-0.3%	99.1%	99.7%	+ 0.6%
New Listings	383	444	+ 15.9%	2,924	2,998	+ 2.5%

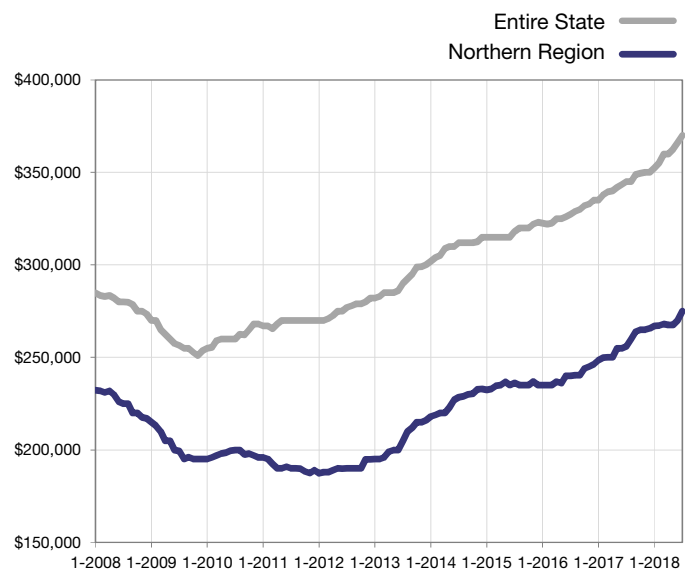
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

+ 4.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.2%

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

- 22.4%

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

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	550	612	+ 11.3%	3,710	3,731	+ 0.6%
Closed Sales	578	613	+ 6.1%	3,336	3,236	-3.0%
Median Sales Price*	\$317,500	\$325,000	+ 2.4%	\$290,000	\$305,000	+ 5.2%
Inventory of Homes for Sale	1,815	1,462	-19.4%	--	--	--
Months Supply of Inventory	3.5	2.9	-17.1%	--	--	--
Cumulative Days on Market Until Sale	54	47	-13.0%	68	64	-5.9%
Percent of Original List Price Received*	98.2%	98.4%	+ 0.2%	97.6%	97.5%	-0.1%
New Listings	730	762	+ 4.4%	4,884	4,869	-0.3%

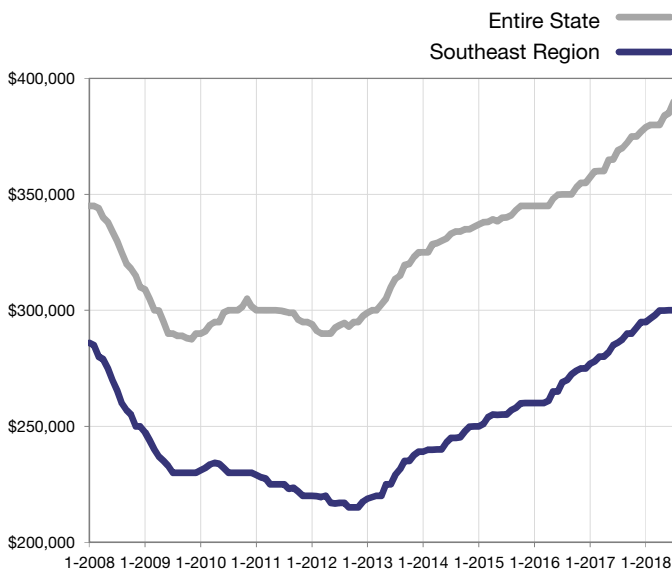
Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	94	108	+ 14.9%	609	617	+ 1.3%
Closed Sales	91	81	-11.0%	545	524	-3.9%
Median Sales Price*	\$218,000	\$210,000	-3.7%	\$200,000	\$213,500	+ 6.7%
Inventory of Homes for Sale	236	160	-32.2%	--	--	--
Months Supply of Inventory	3.0	2.0	-33.3%	--	--	--
Cumulative Days on Market Until Sale	44	57	+ 29.5%	65	55	-15.4%
Percent of Original List Price Received*	97.9%	98.7%	+ 0.8%	97.9%	98.0%	+ 0.1%
New Listings	114	124	+ 8.8%	738	744	+ 0.8%

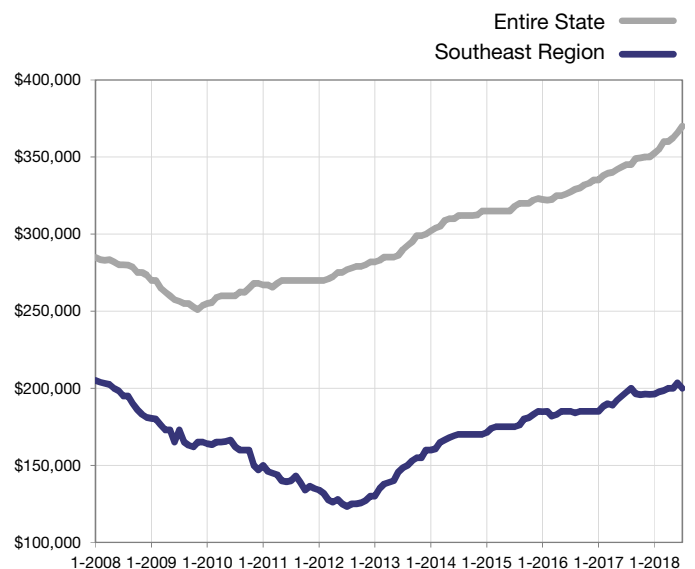
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Single-Family Properties



Condominium Properties



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West Region

+ 5.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.6%

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

- 21.4%

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

Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	682	817	+ 19.8%	4,585	4,693	+ 2.4%
Closed Sales	778	805	+ 3.5%	3,996	4,044	+ 1.2%
Median Sales Price*	\$216,250	\$227,000	+ 5.0%	\$205,000	\$214,900	+ 4.8%
Inventory of Homes for Sale	3,351	2,656	-20.7%	--	--	--
Months Supply of Inventory	5.5	4.3	-21.8%	--	--	--
Cumulative Days on Market Until Sale	69	63	-8.7%	94	80	-14.9%
Percent of Original List Price Received*	96.4%	96.7%	+ 0.3%	94.5%	95.6%	+ 1.2%
New Listings	960	1,063	+ 10.7%	6,612	6,487	-1.9%

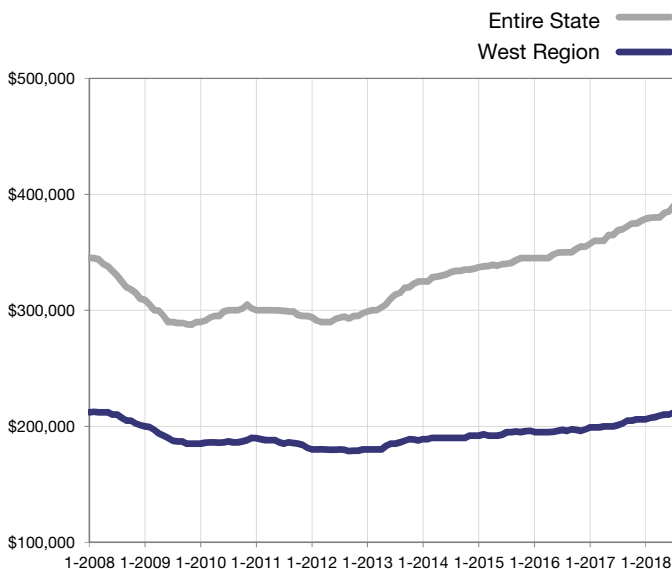
Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	98	114	+ 16.3%	627	646	+ 3.0%
Closed Sales	109	122	+ 11.9%	536	548	+ 2.2%
Median Sales Price*	\$180,000	\$168,500	-6.4%	\$160,000	\$166,000	+ 3.8%
Inventory of Homes for Sale	535	376	-29.7%	--	--	--
Months Supply of Inventory	6.5	4.3	-33.8%	--	--	--
Cumulative Days on Market Until Sale	95	81	-14.7%	120	98	-18.3%
Percent of Original List Price Received*	95.1%	97.5%	+ 2.5%	94.8%	96.5%	+ 1.8%
New Listings	110	109	-0.9%	893	778	-12.9%

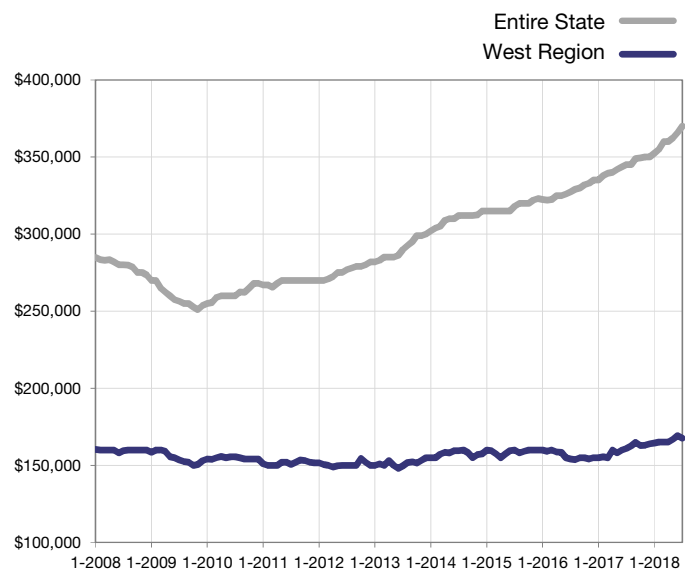
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