

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 12.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.3%

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

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	171	130	- 24.0%	1,030	1,012	- 1.7%
Closed Sales	156	179	+ 14.7%	905	900	- 0.6%
Median Sales Price*	\$215,250	\$225,000	+ 4.5%	\$199,000	\$208,000	+ 4.5%
Inventory of Homes for Sale	1,173	989	- 15.7%	--	--	--
Months Supply of Inventory	9.9	8.3	- 16.0%	--	--	--
Cumulative Days on Market Until Sale	101	77	- 23.7%	124	112	- 9.7%
Percent of Original List Price Received*	92.8%	93.7%	+ 1.0%	90.7%	92.1%	+ 1.6%
New Listings	196	226	+ 15.3%	1,687	1,643	- 2.6%

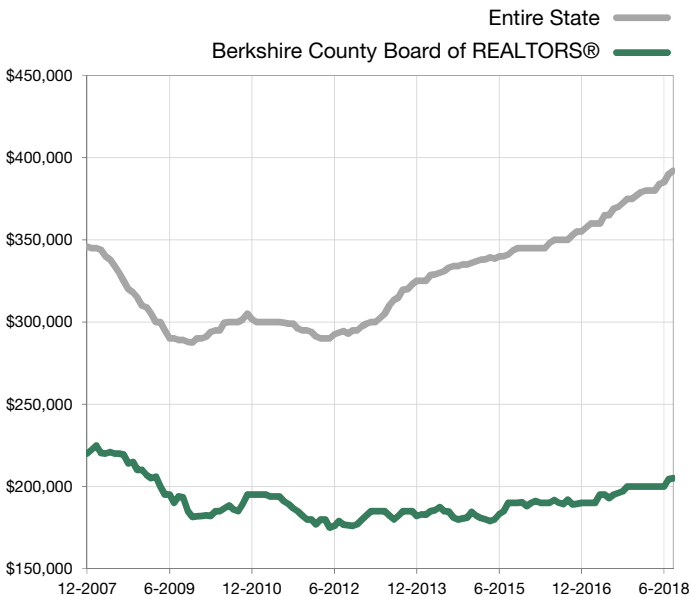
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	16	+ 100.0%	100	95	- 5.0%
Closed Sales	17	16	- 5.9%	84	90	+ 7.1%
Median Sales Price*	\$233,000	\$246,500	+ 5.8%	\$220,000	\$237,500	+ 8.0%
Inventory of Homes for Sale	216	153	- 29.2%	--	--	--
Months Supply of Inventory	19.8	13.2	- 33.2%	--	--	--
Cumulative Days on Market Until Sale	113	161	+ 43.2%	150	154	+ 2.3%
Percent of Original List Price Received*	95.0%	91.3%	- 3.9%	92.6%	92.7%	+ 0.1%
New Listings	26	18	- 30.8%	198	158	- 20.2%

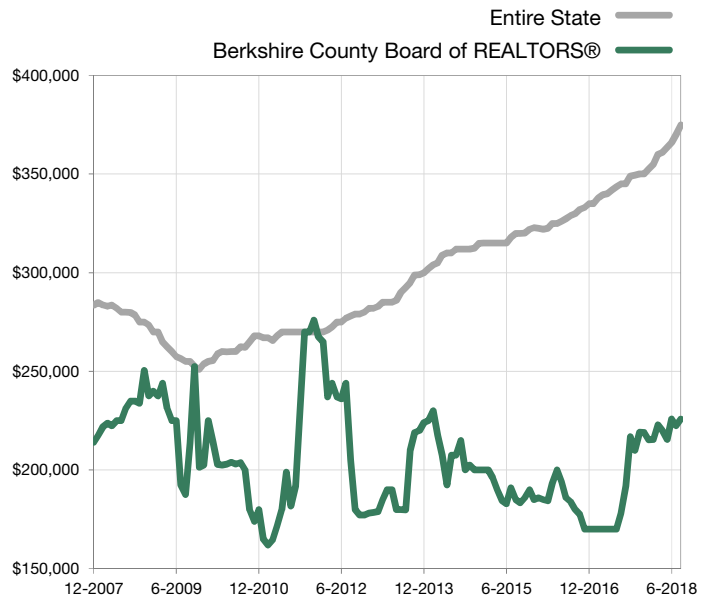
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 5.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.0%

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

- 9.6%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	539	605	+ 12.2%	3,961	3,823	- 3.5%
Closed Sales	522	499	- 4.4%	3,743	3,514	- 6.1%
Median Sales Price*	\$375,945	\$398,500	+ 6.0%	\$380,000	\$410,000	+ 7.9%
Inventory of Homes for Sale	3,211	2,878	- 10.4%	--	--	--
Months Supply of Inventory	6.5	6.3	- 3.6%	--	--	--
Cumulative Days on Market Until Sale	92	87	- 5.8%	122	103	- 16.2%
Percent of Original List Price Received*	95.2%	95.2%	- 0.0%	94.6%	95.1%	+ 0.5%
New Listings	790	873	+ 10.5%	5,795	5,841	+ 0.8%

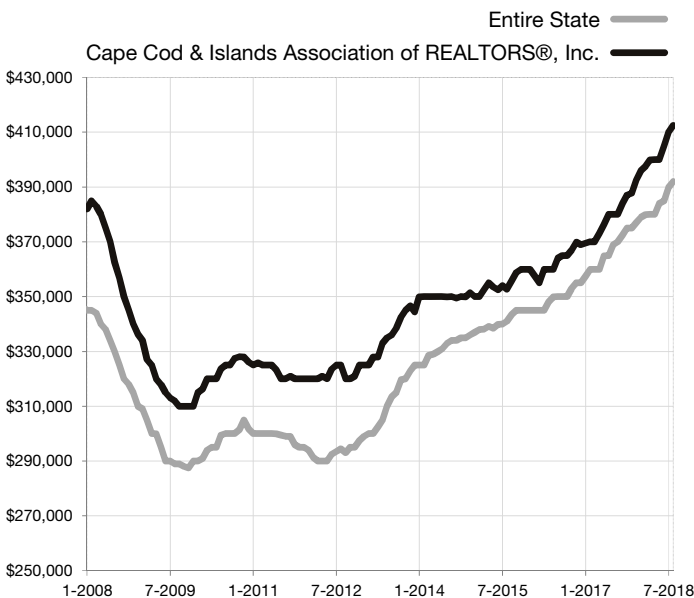
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	122	135	+ 10.7%	884	905	+ 2.4%
Closed Sales	143	129	- 9.8%	813	821	+ 1.0%
Median Sales Price*	\$243,000	\$260,000	+ 7.0%	\$252,000	\$280,000	+ 11.1%
Inventory of Homes for Sale	635	600	- 5.5%	--	--	--
Months Supply of Inventory	6.1	5.6	- 7.7%	--	--	--
Cumulative Days on Market Until Sale	91	81	- 11.2%	130	98	- 24.5%
Percent of Original List Price Received*	94.8%	95.9%	+ 1.2%	94.9%	95.5%	+ 0.6%
New Listings	164	192	+ 17.1%	1,163	1,281	+ 10.1%

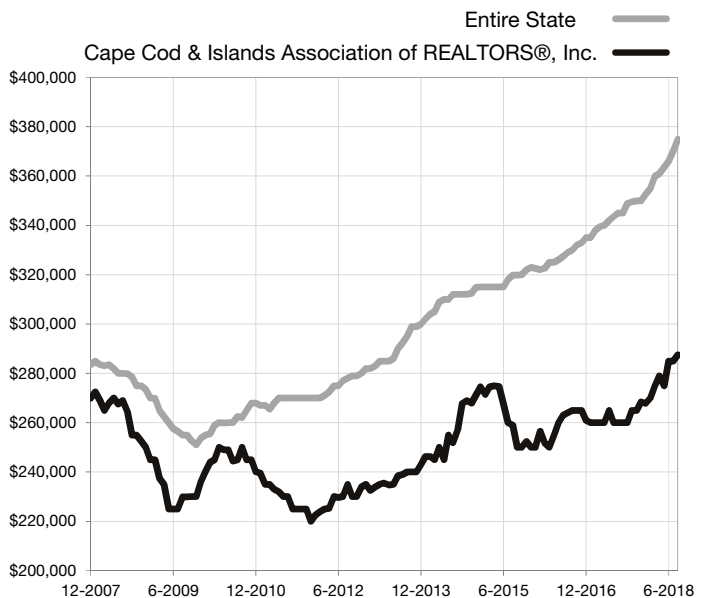
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,152	1,140	- 1.0%	9,972	9,901	- 0.7%
Closed Sales	1,624	1,670	+ 2.8%	9,411	9,256	- 1.6%
Median Sales Price*	\$605,000	\$625,000	+ 3.3%	\$585,000	\$620,000	+ 6.0%
Inventory of Homes for Sale	2,441	2,211	- 9.4%	--	--	--
Months Supply of Inventory	2.1	1.9	- 9.5%	--	--	--
Cumulative Days on Market Until Sale	43	39	- 9.3%	50	42	- 16.0%
Percent of Original List Price Received*	99.1%	99.1%	0.0%	99.4%	100.1%	+ 0.7%
New Listings	1,233	1,240	+ 0.6%	12,368	12,528	+ 1.3%

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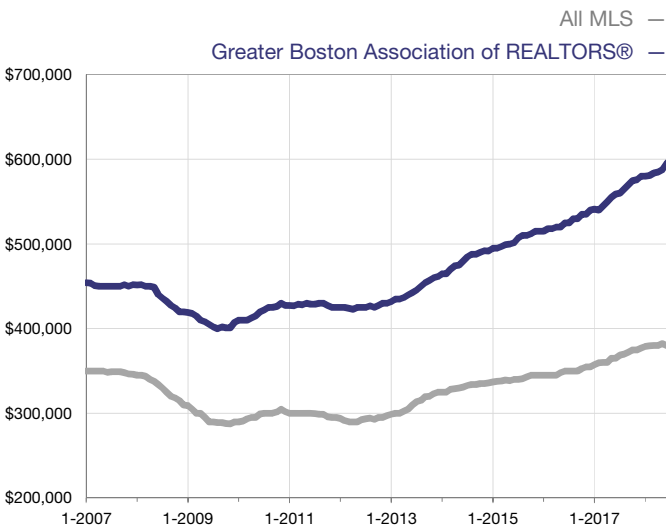
Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	827	806	- 2.5%	7,973	7,948	- 0.3%
Closed Sales	1,191	1,227	+ 3.0%	7,476	7,627	+ 2.0%
Median Sales Price*	\$530,000	\$572,000	+ 7.9%	\$521,619	\$570,000	+ 9.3%
Inventory of Homes for Sale	1,578	1,375	- 12.9%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--
Cumulative Days on Market Until Sale	34	35	+ 2.9%	38	38	0.0%
Percent of Original List Price Received*	100.8%	100.2%	- 0.6%	101.1%	101.0%	- 0.1%
New Listings	912	966	+ 5.9%	9,643	9,770	+ 1.3%

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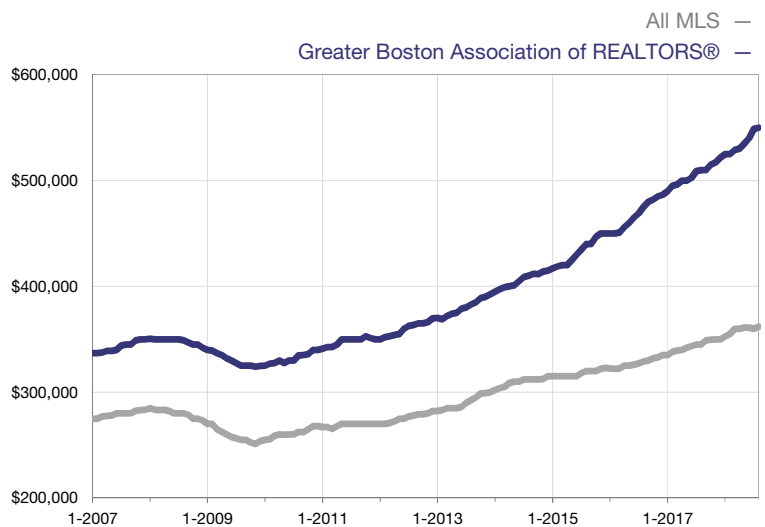
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

+ 11.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.3%

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

- 11.5%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	130	128	- 1.5%	780	771	- 1.2%
Closed Sales	102	112	+ 9.8%	674	688	+ 2.1%
Median Sales Price*	\$278,200	\$304,500	+ 9.5%	\$267,250	\$275,000	+ 2.9%
Inventory of Homes for Sale	370	333	- 10.0%	--	--	--
Months Supply of Inventory	4.2	3.5	- 16.2%	--	--	--
Cumulative Days on Market Until Sale	72	66	- 8.7%	83	70	- 15.2%
Percent of Original List Price Received*	96.8%	96.8%	- 0.0%	96.5%	96.7%	+ 0.2%
New Listings	141	152	+ 7.8%	1,014	1,040	+ 2.6%

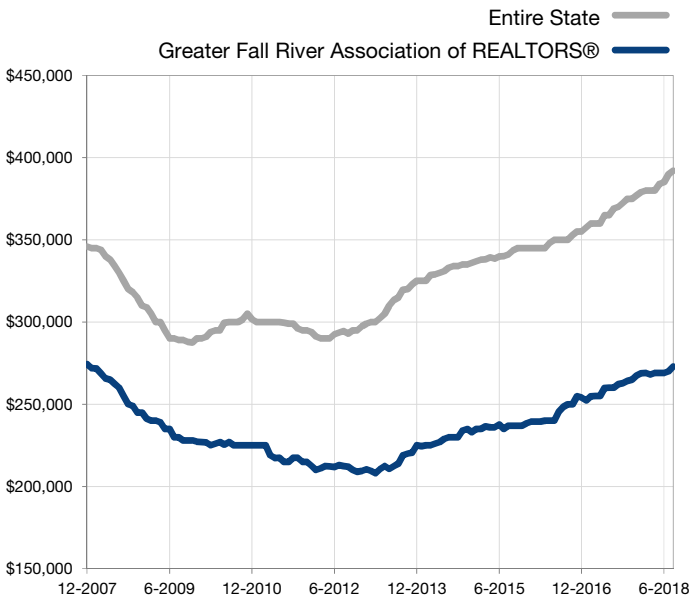
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	10	+ 25.0%	87	76	- 12.6%
Closed Sales	7	10	+ 42.9%	74	65	- 12.2%
Median Sales Price*	\$155,000	\$205,000	+ 32.3%	\$162,500	\$170,000	+ 4.6%
Inventory of Homes for Sale	37	27	- 27.0%	--	--	--
Months Supply of Inventory	4.3	2.9	- 32.2%	--	--	--
Cumulative Days on Market Until Sale	98	70	- 28.1%	112	70	- 37.0%
Percent of Original List Price Received*	91.8%	96.7%	+ 5.3%	93.5%	96.0%	+ 2.6%
New Listings	10	13	+ 30.0%	100	104	+ 4.0%

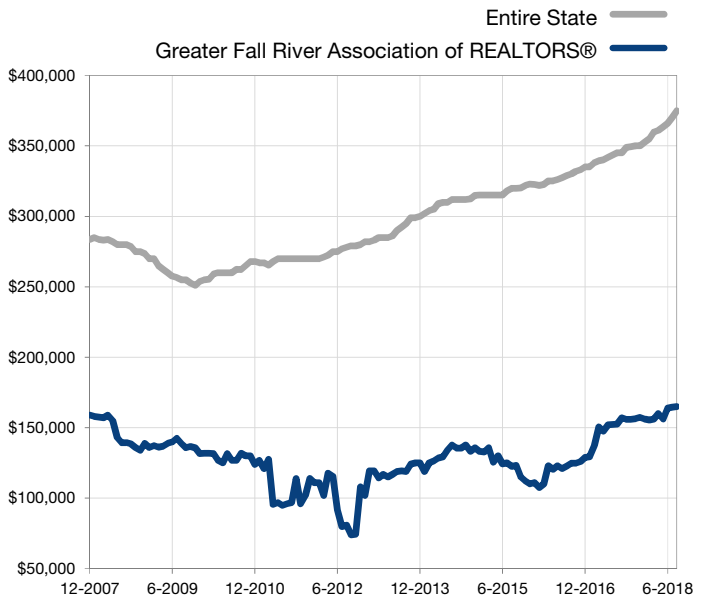
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

- 6.1%

Year-Over-Year
Change in
Closed Sales
All Properties

- 5.6%

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

- 13.0%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	68	71	+ 4.4%	499	541	+ 8.4%
Closed Sales	82	85	+ 3.7%	470	487	+ 3.6%
Median Sales Price*	\$500,000	\$470,000	- 6.0%	\$460,000	\$475,000	+ 3.3%
Inventory of Homes for Sale	217	185	- 14.7%	--	--	--
Months Supply of Inventory	3.6	3.0	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	52	61	+ 16.7%	67	65	- 3.6%
Percent of Original List Price Received*	98.7%	98.2%	- 0.6%	97.3%	97.5%	+ 0.2%
New Listings	89	91	+ 2.2%	719	760	+ 5.7%

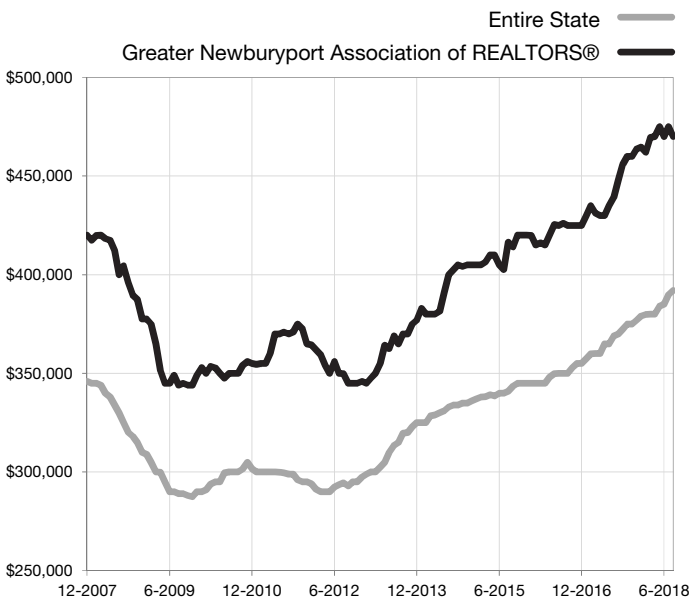
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	35	40	+ 14.3%	313	286	- 8.6%
Closed Sales	50	39	- 22.0%	300	257	- 14.3%
Median Sales Price*	\$329,950	\$299,000	- 9.4%	\$319,950	\$340,000	+ 6.3%
Inventory of Homes for Sale	90	82	- 8.9%	--	--	--
Months Supply of Inventory	2.4	2.5	+ 3.4%	--	--	--
Cumulative Days on Market Until Sale	51	37	- 27.5%	59	49	- 17.1%
Percent of Original List Price Received*	99.7%	98.9%	- 0.8%	98.6%	98.4%	- 0.1%
New Listings	47	44	- 6.4%	403	389	- 3.5%

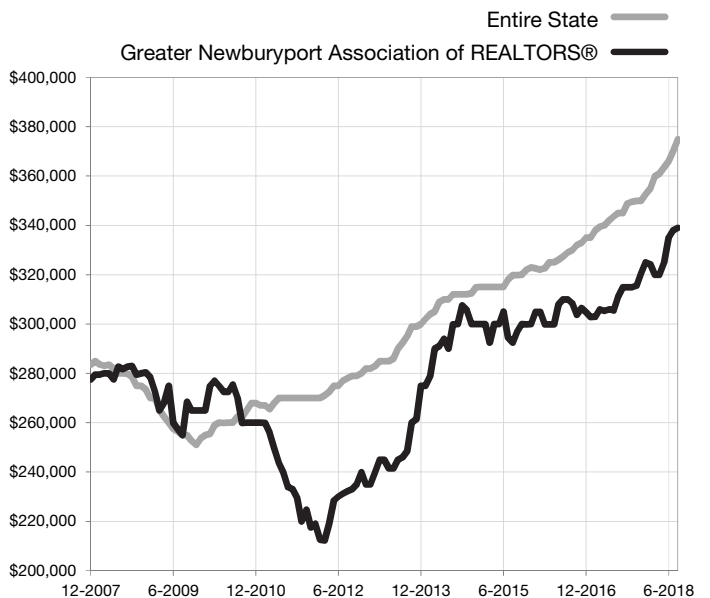
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 1.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.1%

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

- 16.9%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	262	314	+ 19.8%	2,058	2,113	+ 2.7%
Closed Sales	330	326	- 1.2%	1,913	1,892	- 1.1%
Median Sales Price*	\$269,000	\$285,000	+ 5.9%	\$244,000	\$261,000	+ 7.0%
Inventory of Homes for Sale	835	724	- 13.3%	--	--	--
Months Supply of Inventory	3.5	3.0	- 13.6%	--	--	--
Cumulative Days on Market Until Sale	53	45	- 15.9%	71	58	- 17.9%
Percent of Original List Price Received*	98.2%	97.5%	- 0.7%	96.9%	98.3%	+ 1.4%
New Listings	354	391	+ 10.5%	2,624	2,722	+ 3.7%

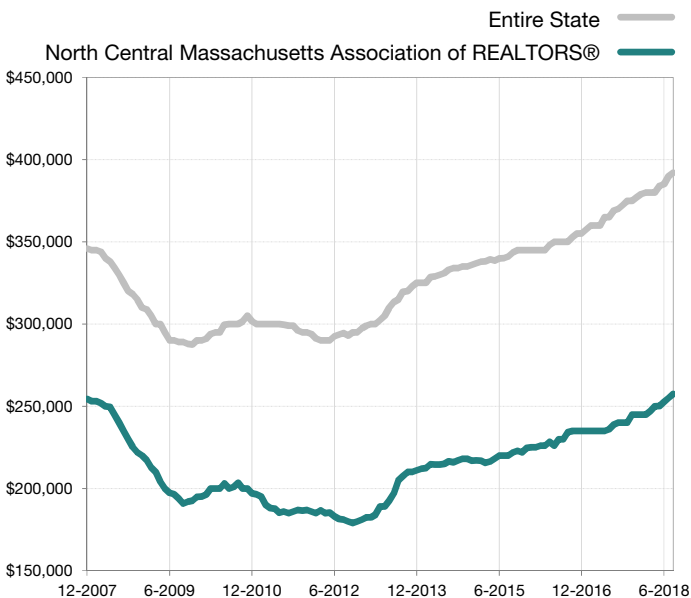
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	39	47	+ 20.5%	322	323	+ 0.3%
Closed Sales	53	51	- 3.8%	291	292	+ 0.3%
Median Sales Price*	\$165,000	\$181,500	+ 10.0%	\$160,000	\$189,500	+ 18.4%
Inventory of Homes for Sale	101	54	- 46.5%	--	--	--
Months Supply of Inventory	2.8	1.5	- 45.7%	--	--	--
Cumulative Days on Market Until Sale	61	37	- 39.1%	82	63	- 22.7%
Percent of Original List Price Received*	99.2%	98.9%	- 0.3%	97.4%	98.9%	+ 1.5%
New Listings	42	44	+ 4.8%	377	359	- 4.8%

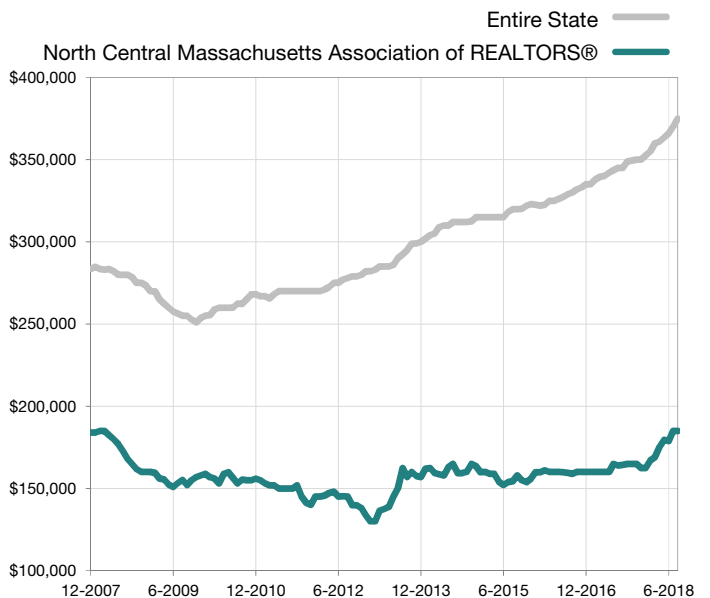
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 7.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.7%

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

- 15.0%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	401	395	- 1.5%	2,853	2,852	- 0.0%
Closed Sales	482	464	- 3.7%	2,673	2,644	- 1.1%
Median Sales Price*	\$440,000	\$465,000	+ 5.7%	\$425,000	\$450,000	+ 5.9%
Inventory of Homes for Sale	870	726	- 16.6%	--	--	--
Months Supply of Inventory	2.5	2.1	- 14.2%	--	--	--
Cumulative Days on Market Until Sale	48	42	- 12.8%	53	49	- 8.5%
Percent of Original List Price Received*	98.9%	98.8%	- 0.0%	98.4%	99.0%	+ 0.6%
New Listings	477	428	- 10.3%	3,591	3,582	- 0.3%

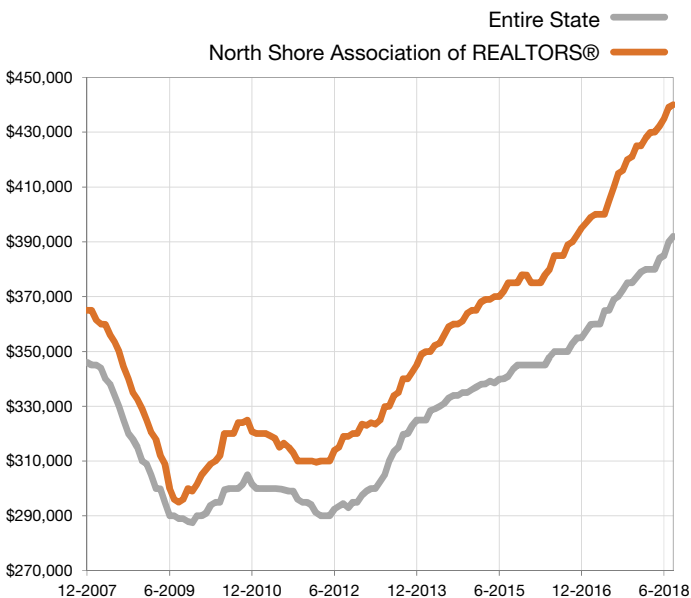
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	170	166	- 2.4%	1,369	1,347	- 1.6%
Closed Sales	235	198	- 15.7%	1,315	1,265	- 3.8%
Median Sales Price*	\$292,500	\$323,950	+ 10.8%	\$285,000	\$301,000	+ 5.6%
Inventory of Homes for Sale	290	260	- 10.3%	--	--	--
Months Supply of Inventory	1.8	1.6	- 7.2%	--	--	--
Cumulative Days on Market Until Sale	51	48	- 5.1%	56	45	- 20.4%
Percent of Original List Price Received*	99.0%	99.8%	+ 0.8%	98.8%	99.8%	+ 1.0%
New Listings	202	187	- 7.4%	1,595	1,592	- 0.2%

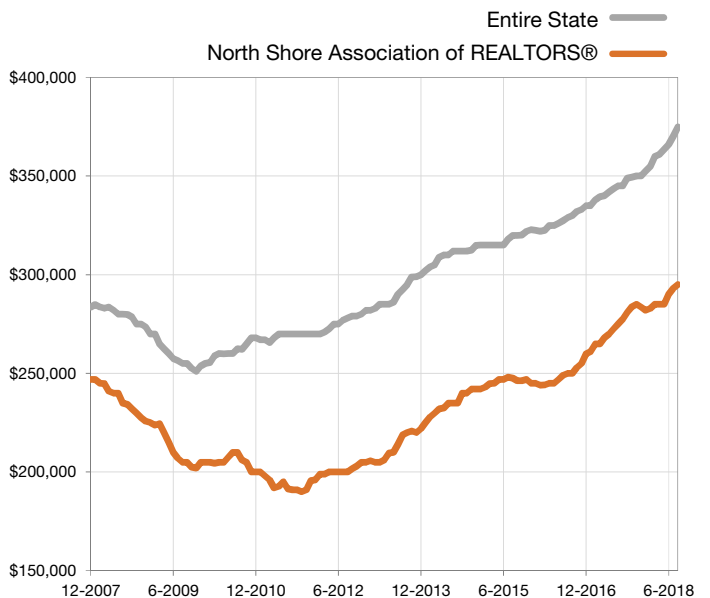
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 6.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.1%

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

- 6.5%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	376	365	- 2.9%	2,783	2,775	- 0.3%
Closed Sales	456	449	- 1.5%	2,562	2,590	+ 1.1%
Median Sales Price*	\$425,000	\$460,000	+ 8.2%	\$410,000	\$438,000	+ 6.8%
Inventory of Homes for Sale	732	707	- 3.4%	--	--	--
Months Supply of Inventory	2.2	2.1	- 4.0%	--	--	--
Cumulative Days on Market Until Sale	40	40	- 0.4%	52	45	- 13.3%
Percent of Original List Price Received*	99.0%	99.1%	+ 0.1%	99.1%	99.5%	+ 0.4%
New Listings	429	460	+ 7.2%	3,439	3,525	+ 2.5%

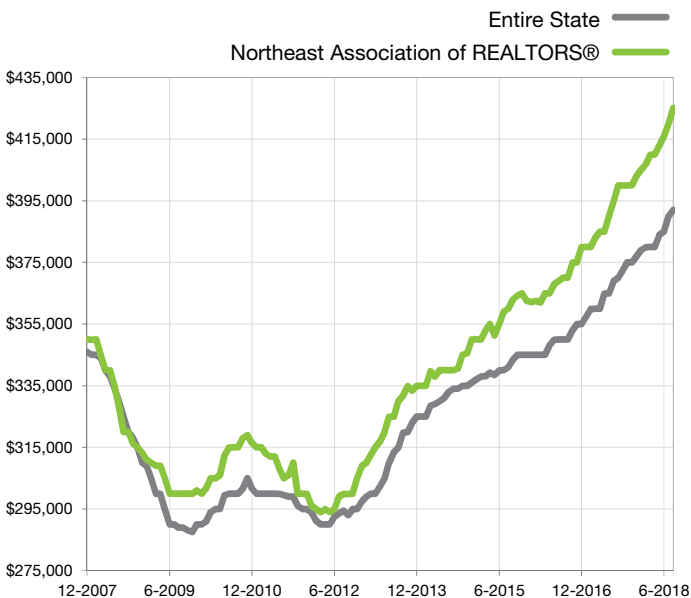
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	146	174	+ 19.2%	1,119	1,243	+ 11.1%
Closed Sales	152	199	+ 30.9%	1,061	1,138	+ 7.3%
Median Sales Price*	\$245,450	\$264,000	+ 7.6%	\$230,000	\$250,000	+ 8.7%
Inventory of Homes for Sale	252	213	- 15.5%	--	--	--
Months Supply of Inventory	1.9	1.5	- 17.8%	--	--	--
Cumulative Days on Market Until Sale	36	39	+ 8.0%	41	41	- 0.9%
Percent of Original List Price Received*	99.8%	99.8%	- 0.0%	99.7%	99.9%	+ 0.2%
New Listings	171	187	+ 9.4%	1,346	1,438	+ 6.8%

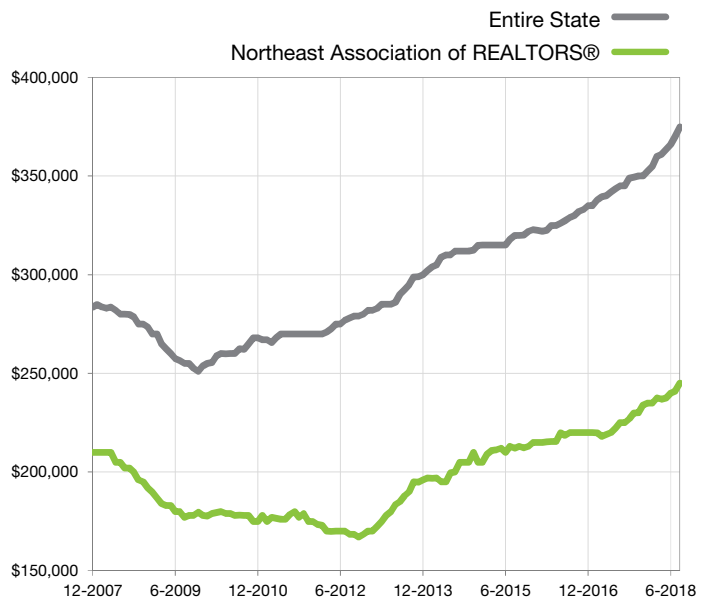
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 4.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.3%

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

- 13.0%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	560	655	+ 17.0%	4,607	4,754	+ 3.2%
Closed Sales	715	691	- 3.4%	4,306	4,273	- 0.8%
Median Sales Price*	\$315,000	\$325,000	+ 3.2%	\$290,000	\$309,000	+ 6.6%
Inventory of Homes for Sale	1,714	1,555	- 9.3%	--	--	--
Months Supply of Inventory	3.1	2.8	- 10.1%	--	--	--
Cumulative Days on Market Until Sale	54	44	- 18.6%	63	53	- 15.4%
Percent of Original List Price Received*	98.4%	98.6%	+ 0.3%	97.8%	98.2%	+ 0.5%
New Listings	781	853	+ 9.2%	6,024	6,259	+ 3.9%

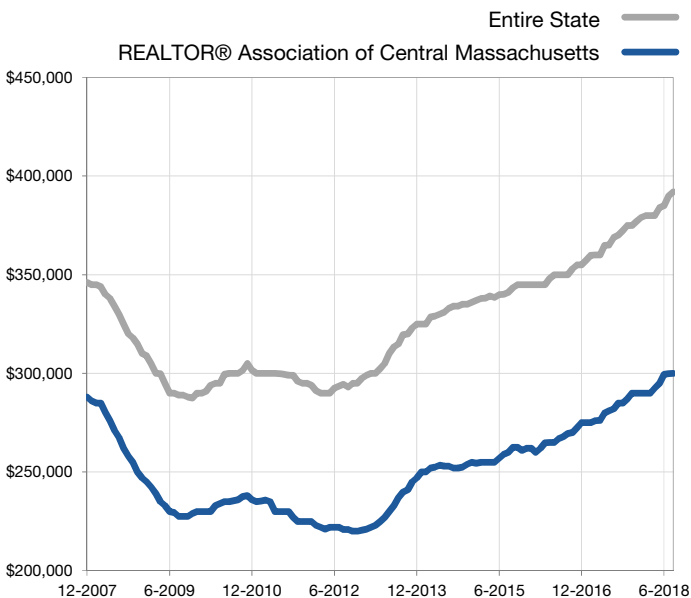
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	167	153	- 8.4%	1,123	1,127	+ 0.4%
Closed Sales	165	152	- 7.9%	1,057	1,006	- 4.8%
Median Sales Price*	\$241,000	\$244,975	+ 1.6%	\$220,000	\$227,250	+ 3.3%
Inventory of Homes for Sale	386	273	- 29.3%	--	--	--
Months Supply of Inventory	2.9	2.0	- 30.6%	--	--	--
Cumulative Days on Market Until Sale	60	41	- 32.7%	67	52	- 22.3%
Percent of Original List Price Received*	98.3%	99.6%	+ 1.2%	97.8%	98.8%	+ 1.1%
New Listings	182	177	- 2.7%	1,398	1,347	- 3.6%

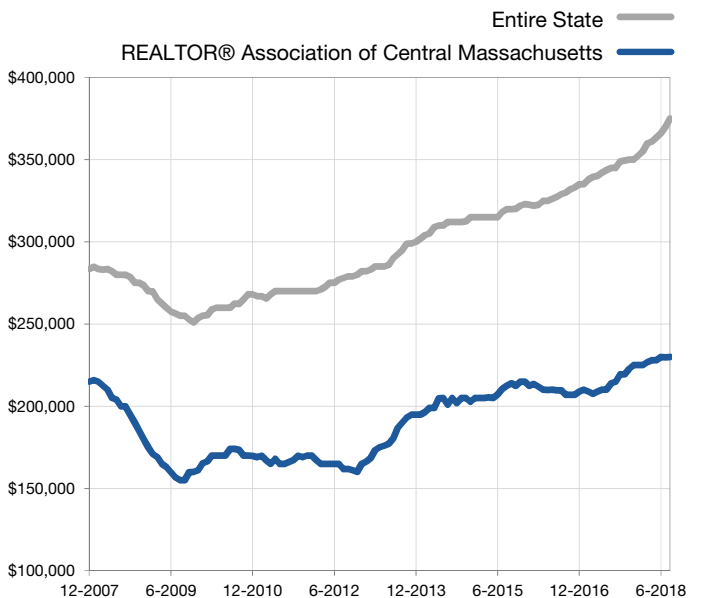
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 5.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.9%

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

- 21.7%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	540	624	+ 15.6%	4,266	4,364	+ 2.3%
Closed Sales	699	659	- 5.7%	3,947	3,991	+ 1.1%
Median Sales Price*	\$212,500	\$225,000	+ 5.9%	\$206,000	\$217,000	+ 5.3%
Inventory of Homes for Sale	2,175	1,718	- 21.0%	--	--	--
Months Supply of Inventory	4.4	3.4	- 22.1%	--	--	--
Cumulative Days on Market Until Sale	63	56	- 11.7%	82	68	- 16.4%
Percent of Original List Price Received*	96.4%	96.7%	+ 0.4%	95.6%	96.5%	+ 0.9%
New Listings	766	716	- 6.5%	5,888	5,794	- 1.6%

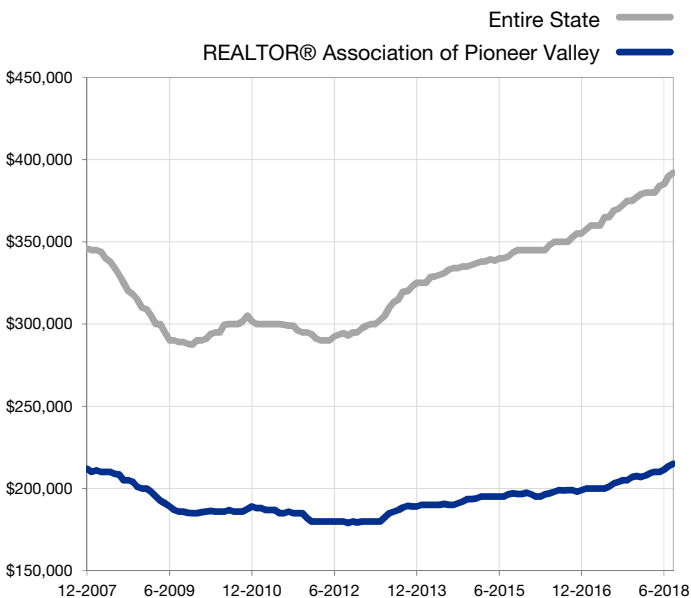
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	95	75	- 21.1%	630	635	+ 0.8%
Closed Sales	101	94	- 6.9%	570	568	- 0.4%
Median Sales Price*	\$167,000	\$169,250	+ 1.3%	\$158,000	\$164,000	+ 3.8%
Inventory of Homes for Sale	304	222	- 27.0%	--	--	--
Months Supply of Inventory	4.2	3.0	- 29.9%	--	--	--
Cumulative Days on Market Until Sale	80	65	- 17.7%	108	85	- 21.4%
Percent of Original List Price Received*	96.8%	96.5%	- 0.2%	95.5%	97.0%	+ 1.6%
New Listings	96	104	+ 8.3%	817	743	- 9.1%

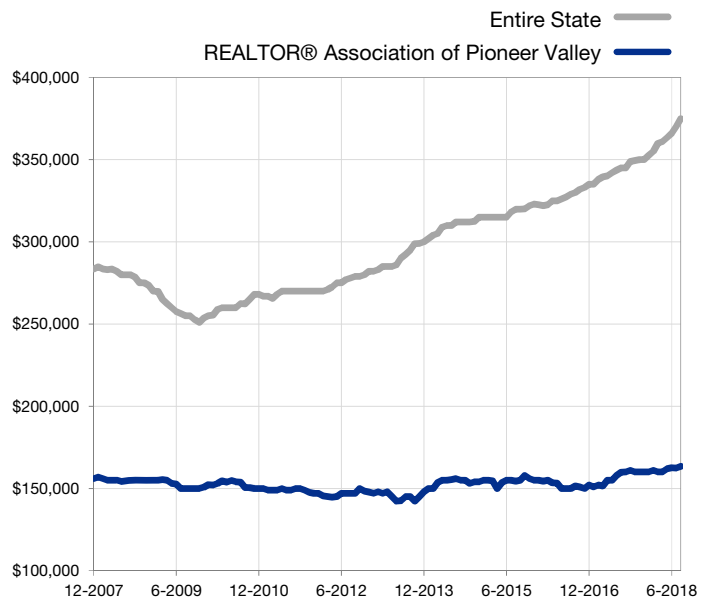
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 2.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.0%

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

- 18.6%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	473	542	+ 14.6%	3,533	3,552	+ 0.5%
Closed Sales	542	514	- 5.2%	3,307	3,188	- 3.6%
Median Sales Price*	\$303,450	\$339,450	+ 11.9%	\$299,900	\$319,000	+ 6.4%
Inventory of Homes for Sale	1,449	1,191	- 17.8%	--	--	--
Months Supply of Inventory	3.4	2.9	- 15.6%	--	--	--
Cumulative Days on Market Until Sale	51	52	+ 2.1%	62	61	- 2.2%
Percent of Original List Price Received*	98.7%	97.4%	- 1.3%	98.0%	97.6%	- 0.4%
New Listings	624	662	+ 6.1%	4,635	4,638	+ 0.1%

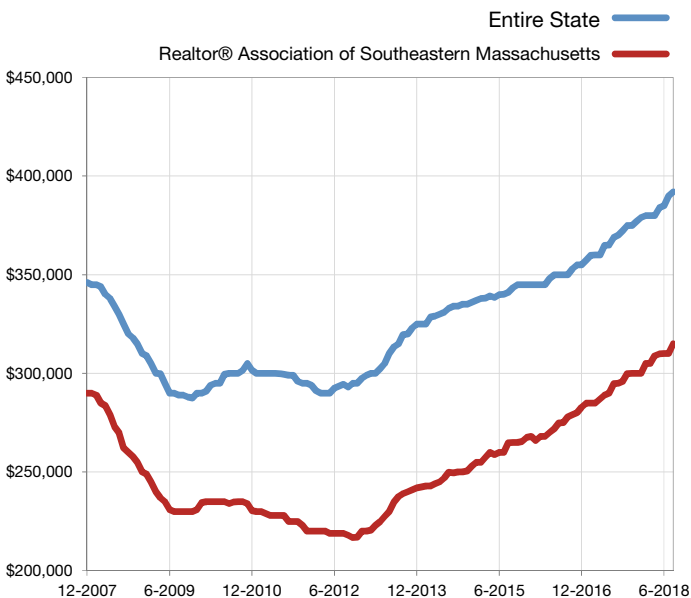
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	83	102	+ 22.9%	613	644	+ 5.1%
Closed Sales	88	102	+ 15.9%	566	575	+ 1.6%
Median Sales Price*	\$193,950	\$205,000	+ 5.7%	\$203,500	\$215,000	+ 5.7%
Inventory of Homes for Sale	182	136	- 25.3%	--	--	--
Months Supply of Inventory	2.6	1.8	- 30.6%	--	--	--
Cumulative Days on Market Until Sale	46	43	- 7.8%	56	51	- 9.5%
Percent of Original List Price Received*	98.4%	98.1%	- 0.4%	98.4%	98.2%	- 0.2%
New Listings	89	116	+ 30.3%	737	769	+ 4.3%

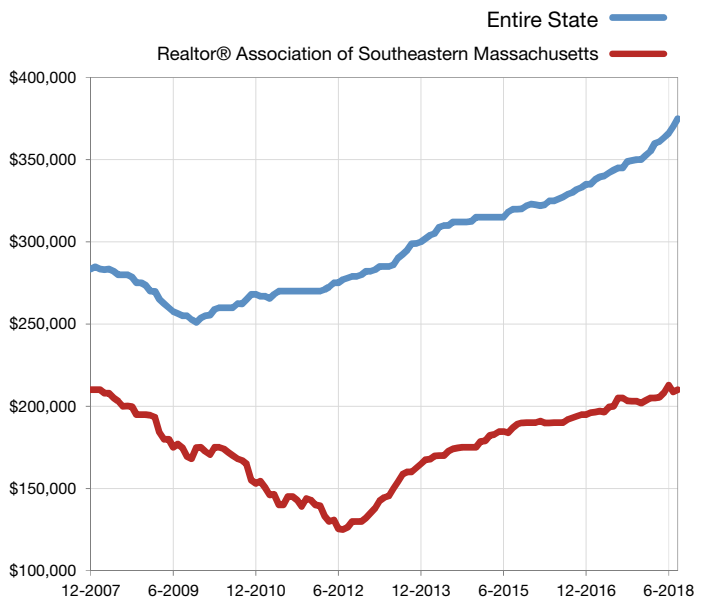
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

+ 1.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.7%

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

- 13.7%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	561	546	- 2.7%	4,376	4,435	+ 1.3%
Closed Sales	717	731	+ 2.0%	4,049	4,086	+ 0.9%
Median Sales Price*	\$415,000	\$439,900	+ 6.0%	\$409,900	\$435,000	+ 6.1%
Inventory of Homes for Sale	1,607	1,404	- 12.6%	--	--	--
Months Supply of Inventory	3.1	2.7	- 13.2%	--	--	--
Cumulative Days on Market Until Sale	57	45	- 20.7%	64	55	- 14.0%
Percent of Original List Price Received*	97.6%	97.9%	+ 0.3%	97.8%	98.2%	+ 0.3%
New Listings	695	701	+ 0.9%	5,824	5,837	+ 0.2%

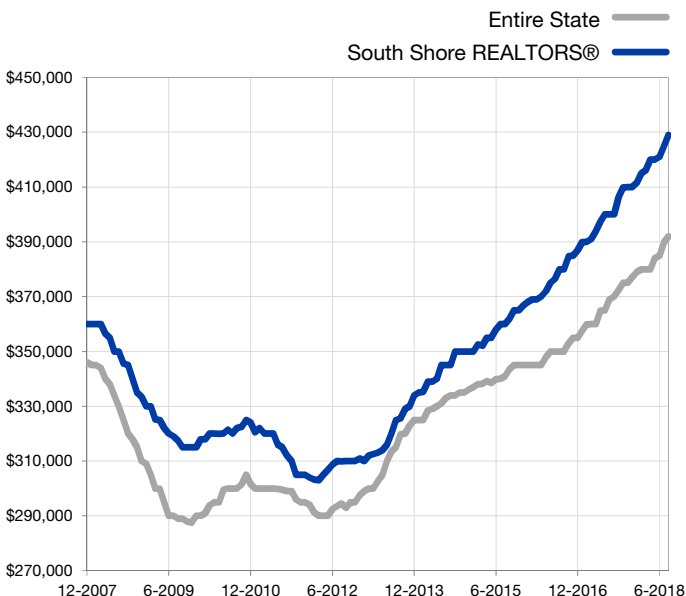
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	180	182	+ 1.1%	1,380	1,446	+ 4.8%
Closed Sales	192	194	+ 1.0%	1,288	1,264	- 1.9%
Median Sales Price*	\$312,000	\$325,000	+ 4.2%	\$303,000	\$333,900	+ 10.2%
Inventory of Homes for Sale	450	371	- 17.6%	--	--	--
Months Supply of Inventory	2.9	2.3	- 19.9%	--	--	--
Cumulative Days on Market Until Sale	65	48	- 26.3%	65	53	- 17.7%
Percent of Original List Price Received*	98.2%	99.4%	+ 1.2%	98.6%	99.7%	+ 1.0%
New Listings	198	281	+ 41.9%	1,719	1,802	+ 4.8%

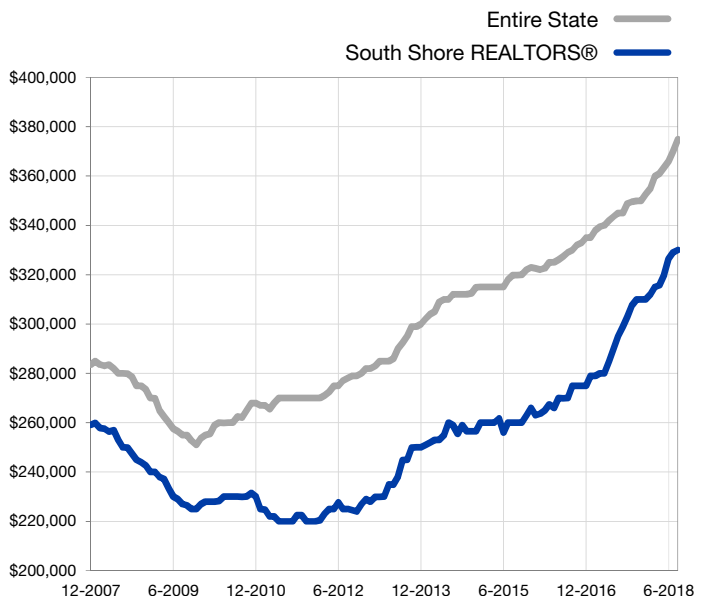
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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