

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 1.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.6%

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	822	969	+ 17.9%	6,665	6,867	+ 3.0%
Closed Sales	1,045	1,017	-2.7%	6,219	6,165	-0.9%
Median Sales Price*	\$300,000	\$315,000	+ 5.0%	\$277,500	\$295,000	+ 6.3%
Inventory of Homes for Sale	2,549	2,279	-10.6%	--	--	--
Months Supply of Inventory	3.2	2.9	-9.4%	--	--	--
Cumulative Days on Market Until Sale	54	44	-18.5%	65	55	-15.4%
Percent of Original List Price Received*	98.3%	98.3%	0.0%	97.5%	98.2%	+ 0.7%
New Listings	1,135	1,244	+ 9.6%	8,648	8,981	+ 3.9%

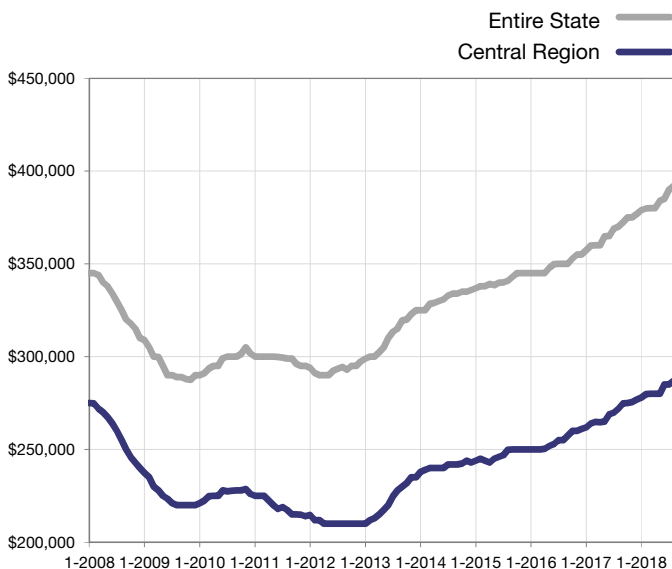
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	206	200	-2.9%	1,445	1,450	+ 0.3%
Closed Sales	218	203	-6.9%	1,348	1,298	-3.7%
Median Sales Price*	\$219,000	\$220,500	+ 0.7%	\$205,000	\$215,000	+ 4.9%
Inventory of Homes for Sale	487	327	-32.9%	--	--	--
Months Supply of Inventory	2.9	1.9	-34.5%	--	--	--
Cumulative Days on Market Until Sale	60	40	-33.3%	70	55	-21.4%
Percent of Original List Price Received*	98.5%	99.4%	+ 0.9%	97.7%	98.8%	+ 1.1%
New Listings	224	221	-1.3%	1,775	1,706	-3.9%

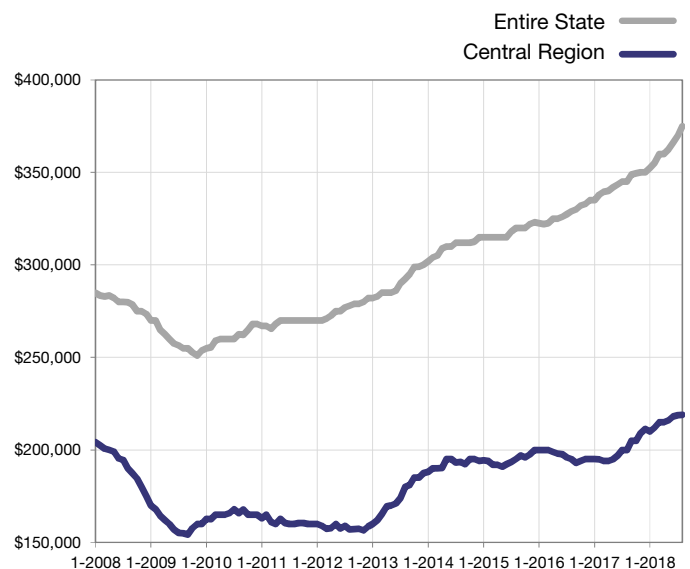
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

- 1.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.6%

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

- 12.9%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	845	831	-1.7%	6,135	6,168	+ 0.5%
Closed Sales	1,020	998	-2.2%	5,705	5,721	+ 0.3%
Median Sales Price*	\$440,000	\$465,000	+ 5.7%	\$420,050	\$449,250	+ 7.0%
Inventory of Homes for Sale	1,819	1,618	-11.1%	--	--	--
Months Supply of Inventory	2.5	2.2	-12.0%	--	--	--
Cumulative Days on Market Until Sale	45	43	-4.4%	54	48	-11.1%
Percent of Original List Price Received*	98.9%	98.9%	0.0%	98.6%	99.1%	+ 0.5%
New Listings	995	979	-1.6%	7,749	7,867	+ 1.5%

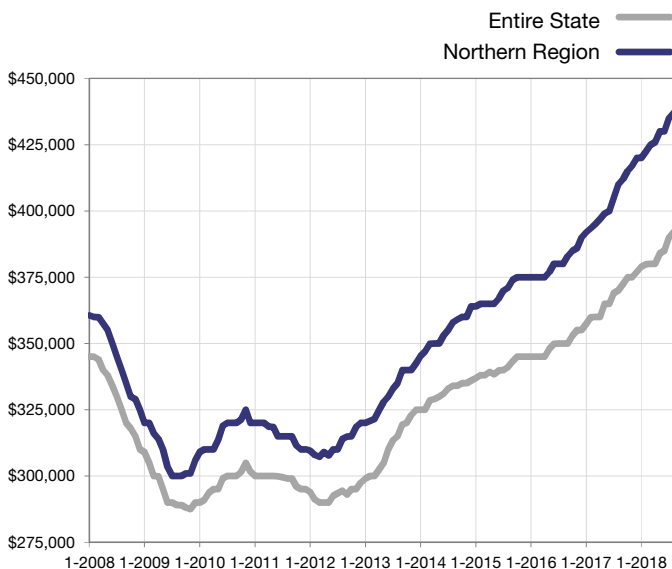
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	351	380	+ 8.3%	2,801	2,876	+ 2.7%
Closed Sales	437	436	-0.2%	2,676	2,660	-0.6%
Median Sales Price*	\$275,500	\$290,000	+ 5.3%	\$265,000	\$283,000	+ 6.8%
Inventory of Homes for Sale	632	555	-12.2%	--	--	--
Months Supply of Inventory	1.9	1.7	-10.5%	--	--	--
Cumulative Days on Market Until Sale	46	43	-6.5%	51	44	-13.7%
Percent of Original List Price Received*	99.4%	99.7%	+ 0.3%	99.1%	99.7%	+ 0.6%
New Listings	420	418	-0.5%	3,344	3,419	+ 2.2%

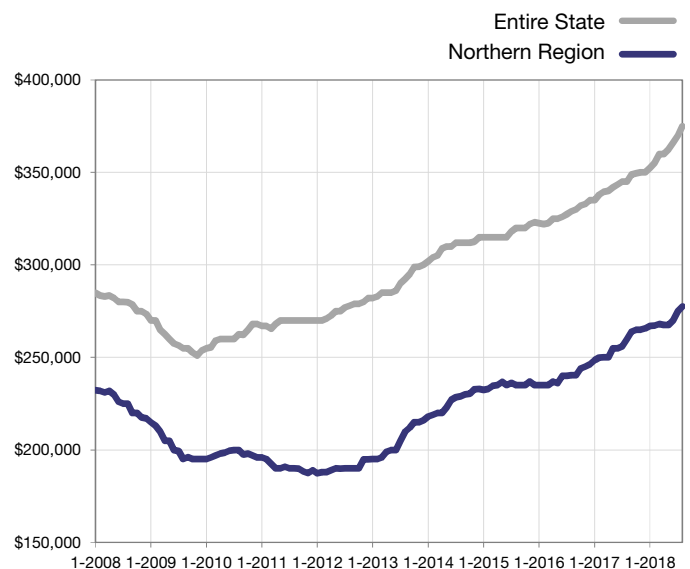
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

- 0.1%

+ 11.7%

- 18.8%

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

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	603	670	+ 11.1%	4,313	4,323	+ 0.2%
Closed Sales	644	626	-2.8%	3,981	3,876	-2.6%
Median Sales Price*	\$299,900	\$331,250	+ 10.5%	\$292,000	\$310,000	+ 6.2%
Inventory of Homes for Sale	1,819	1,524	-16.2%	--	--	--
Months Supply of Inventory	3.5	3.0	-14.3%	--	--	--
Cumulative Days on Market Until Sale	55	55	0.0%	65	62	-4.6%
Percent of Original List Price Received*	98.4%	97.3%	-1.1%	97.8%	97.5%	-0.3%
New Listings	765	814	+ 6.4%	5,649	5,678	+ 0.5%

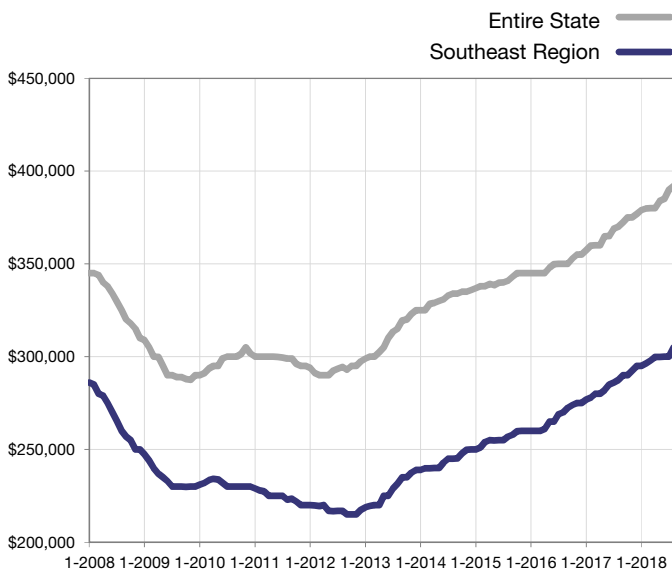
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	91	112	+ 23.1%	700	720	+ 2.9%
Closed Sales	95	112	+ 17.9%	640	640	0.0%
Median Sales Price*	\$185,000	\$205,000	+ 10.8%	\$199,950	\$210,000	+ 5.0%
Inventory of Homes for Sale	219	163	-25.6%	--	--	--
Months Supply of Inventory	2.8	2.0	-28.6%	--	--	--
Cumulative Days on Market Until Sale	50	45	-10.0%	62	53	-14.5%
Percent of Original List Price Received*	97.9%	97.9%	0.0%	97.8%	98.0%	+ 0.2%
New Listings	99	129	+ 30.3%	837	873	+ 4.3%

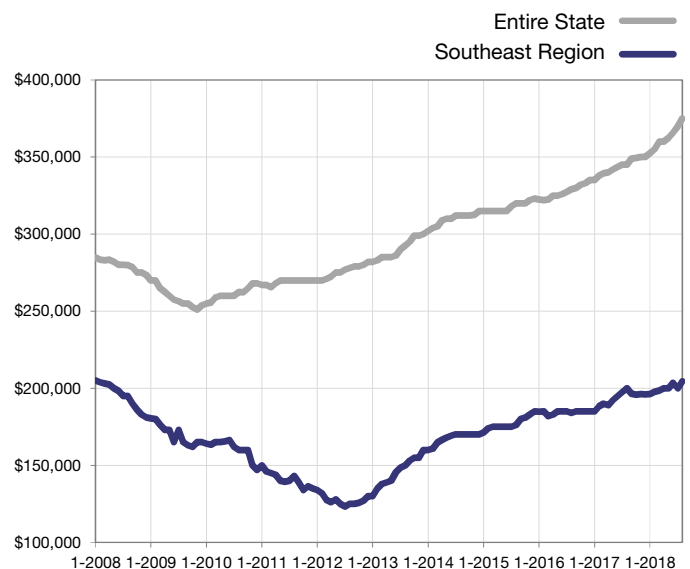
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Single-Family Properties



Condominium Properties



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West Region

- 4.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.4%

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

- 20.0%

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

Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	711	754	+ 6.0%	5,296	5,376	+ 1.5%
Closed Sales	855	838	-2.0%	4,852	4,891	+ 0.8%
Median Sales Price*	\$212,900	\$225,000	+ 5.7%	\$205,000	\$215,000	+ 4.9%
Inventory of Homes for Sale	3,348	2,707	-19.1%	--	--	--
Months Supply of Inventory	5.4	4.3	-20.4%	--	--	--
Cumulative Days on Market Until Sale	70	60	-14.3%	90	76	-15.6%
Percent of Original List Price Received*	95.7%	96.1%	+ 0.4%	94.7%	95.7%	+ 1.1%
New Listings	962	942	-2.1%	7,575	7,437	-1.8%

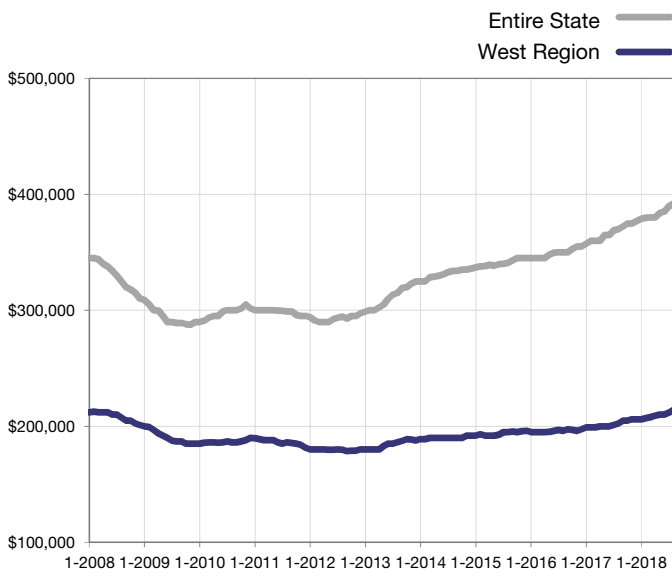
Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	103	91	-11.7%	730	730	0.0%
Closed Sales	118	110	-6.8%	654	658	+ 0.6%
Median Sales Price*	\$176,500	\$177,750	+ 0.7%	\$162,500	\$167,750	+ 3.2%
Inventory of Homes for Sale	520	375	-27.9%	--	--	--
Months Supply of Inventory	6.3	4.3	-31.7%	--	--	--
Cumulative Days on Market Until Sale	84	79	-6.0%	114	94	-17.5%
Percent of Original List Price Received*	96.5%	95.8%	-0.7%	95.1%	96.4%	+ 1.4%
New Listings	122	122	0.0%	1,015	901	-11.2%

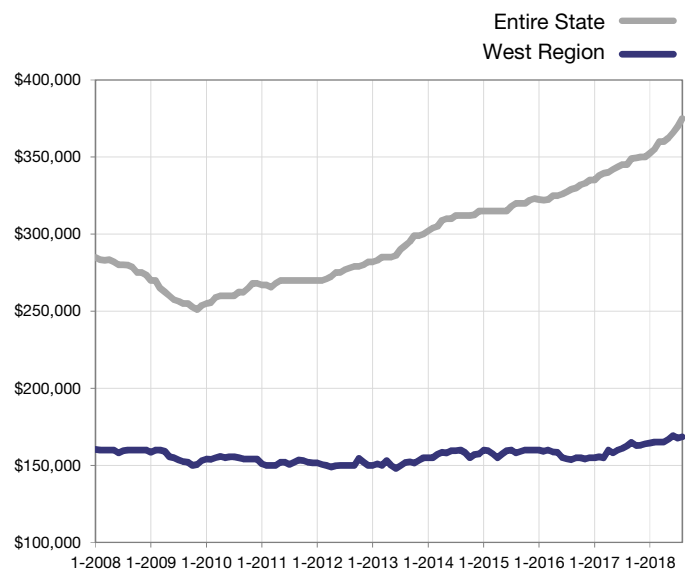
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