

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 5.4%

+ 9.1%

- 9.7%

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

Single-Family Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	857	803	-6.3%	7,519	7,576	+ 0.8%
Closed Sales	839	799	-4.8%	7,058	7,000	-0.8%
Median Sales Price*	\$277,750	\$306,000	+ 10.2%	\$277,500	\$295,000	+ 6.3%
Inventory of Homes for Sale	2,656	2,428	-8.6%	--	--	--
Months Supply of Inventory	3.4	3.1	-8.8%	--	--	--
Cumulative Days on Market Until Sale	57	51	-10.5%	64	54	-15.6%
Percent of Original List Price Received*	98.3%	97.5%	-0.8%	97.6%	98.2%	+ 0.6%
New Listings	1,239	1,143	-7.7%	9,887	10,126	+ 2.4%

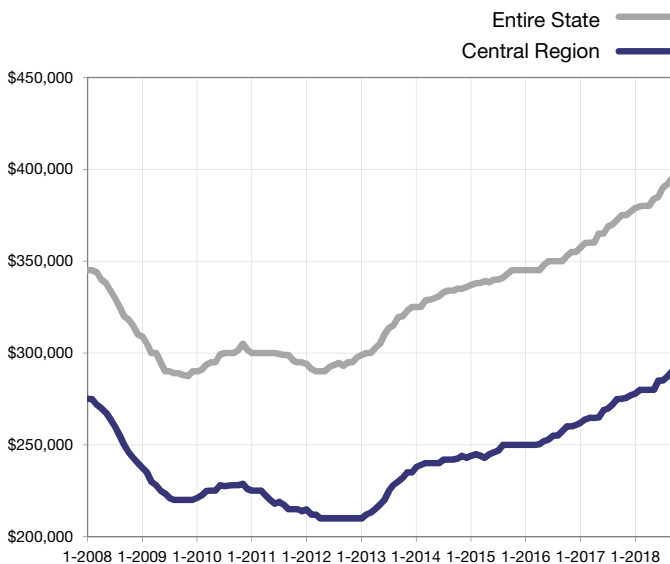
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	173	151	-12.7%	1,618	1,590	-1.7%
Closed Sales	184	181	-1.6%	1,532	1,485	-3.1%
Median Sales Price*	\$217,000	\$222,000	+ 2.3%	\$205,300	\$217,900	+ 6.1%
Inventory of Homes for Sale	482	381	-21.0%	--	--	--
Months Supply of Inventory	2.9	2.2	-24.1%	--	--	--
Cumulative Days on Market Until Sale	52	46	-11.5%	68	54	-20.6%
Percent of Original List Price Received*	99.1%	99.2%	+ 0.1%	97.8%	98.9%	+ 1.1%
New Listings	207	231	+ 11.6%	1,982	1,939	-2.2%

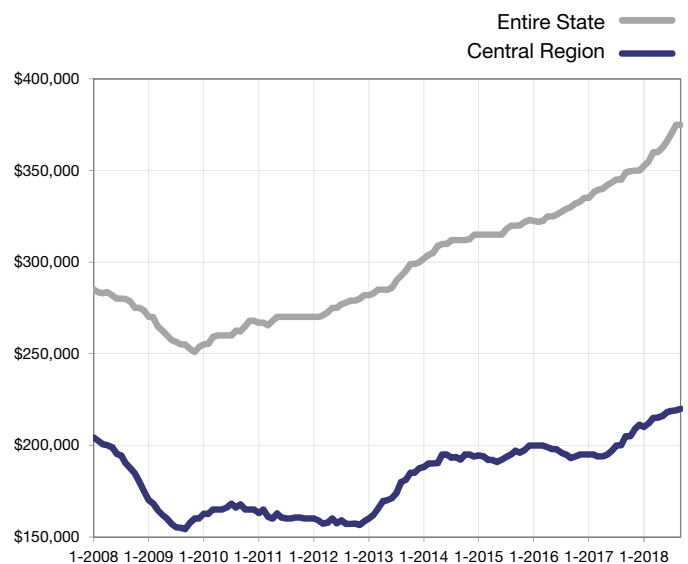
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 11.9%

+ 5.2%

- 3.8%

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

Single-Family Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	767	716	-6.6%	6,902	6,825	-1.1%
Closed Sales	790	713	-9.7%	6,495	6,446	-0.8%
Median Sales Price*	\$410,000	\$440,000	+ 7.3%	\$420,000	\$448,500	+ 6.8%
Inventory of Homes for Sale	1,905	1,924	+ 1.0%	--	--	--
Months Supply of Inventory	2.6	2.7	+ 3.8%	--	--	--
Cumulative Days on Market Until Sale	48	43	-10.4%	53	48	-9.4%
Percent of Original List Price Received*	98.4%	98.2%	-0.2%	98.6%	99.0%	+ 0.4%
New Listings	1,053	1,131	+ 7.4%	8,802	8,995	+ 2.2%

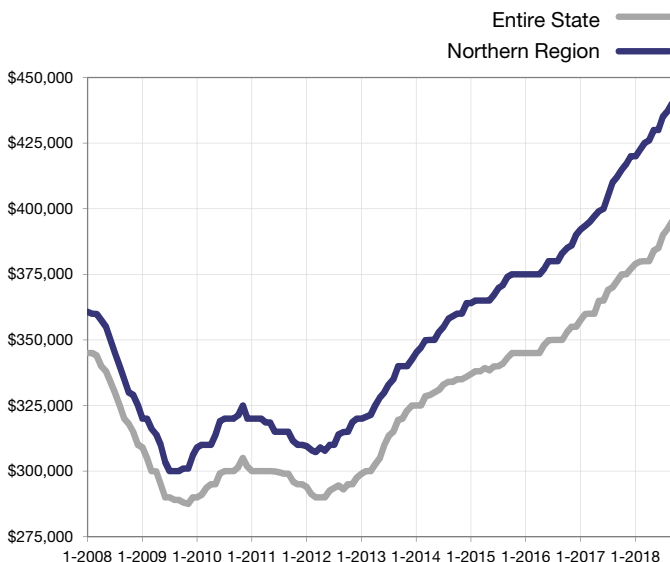
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	314	338	+ 7.6%	3,115	3,188	+ 2.3%
Closed Sales	330	291	-11.8%	3,006	2,959	-1.6%
Median Sales Price*	\$285,000	\$269,900	-5.3%	\$267,000	\$280,000	+ 4.9%
Inventory of Homes for Sale	689	611	-11.3%	--	--	--
Months Supply of Inventory	2.1	1.9	-9.5%	--	--	--
Cumulative Days on Market Until Sale	36	35	-2.8%	49	43	-12.2%
Percent of Original List Price Received*	100.1%	99.6%	-0.5%	99.2%	99.7%	+ 0.5%
New Listings	440	433	-1.6%	3,784	3,852	+ 1.8%

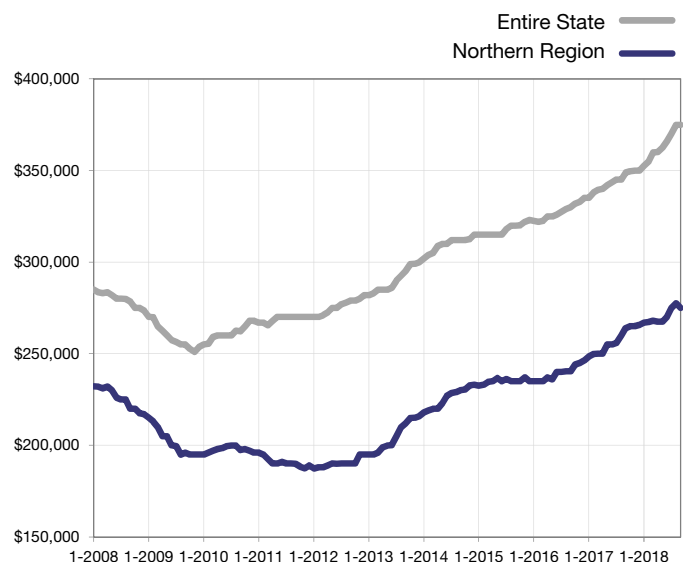
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 14.5%

+ 6.8%

- 16.9%

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

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	496	539	+ 8.7%	4,809	4,803	-0.1%
Closed Sales	611	533	-12.8%	4,592	4,424	-3.7%
Median Sales Price*	\$300,000	\$319,900	+ 6.6%	\$295,000	\$310,000	+ 5.1%
Inventory of Homes for Sale	1,910	1,634	-14.5%	--	--	--
Months Supply of Inventory	3.7	3.2	-13.5%	--	--	--
Cumulative Days on Market Until Sale	59	53	-10.2%	65	61	-6.2%
Percent of Original List Price Received*	98.1%	97.3%	-0.8%	97.8%	97.4%	-0.4%
New Listings	754	748	-0.8%	6,403	6,425	+ 0.3%

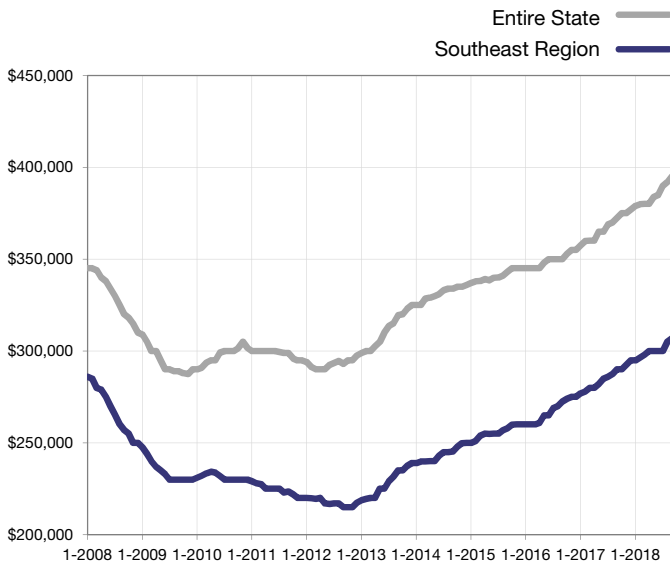
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	76	75	-1.3%	776	779	+ 0.4%
Closed Sales	103	85	-17.5%	743	727	-2.2%
Median Sales Price*	\$200,000	\$194,000	-3.0%	\$200,000	\$210,000	+ 5.0%
Inventory of Homes for Sale	240	179	-25.4%	--	--	--
Months Supply of Inventory	3.0	2.2	-26.7%	--	--	--
Cumulative Days on Market Until Sale	54	40	-25.9%	61	51	-16.4%
Percent of Original List Price Received*	97.5%	97.4%	-0.1%	97.8%	97.9%	+ 0.1%
New Listings	113	99	-12.4%	950	974	+ 2.5%

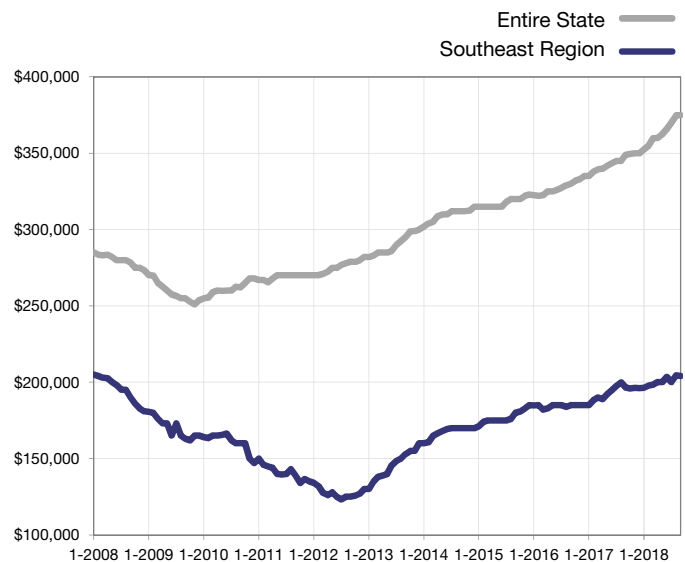
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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West Region

- 9.4%

+ 0.3%

- 17.0%

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

Single-Family Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	628	609	-3.0%	5,927	5,918	-0.2%
Closed Sales	689	639	-7.3%	5,541	5,545	+ 0.1%
Median Sales Price*	\$215,000	\$218,360	+ 1.6%	\$206,000	\$215,500	+ 4.6%
Inventory of Homes for Sale	3,265	2,765	-15.3%	--	--	--
Months Supply of Inventory	5.3	4.5	-15.1%	--	--	--
Cumulative Days on Market Until Sale	70	70	0.0%	87	75	-13.8%
Percent of Original List Price Received*	95.1%	95.2%	+ 0.1%	94.8%	95.6%	+ 0.8%
New Listings	858	819	-4.5%	8,434	8,254	-2.1%

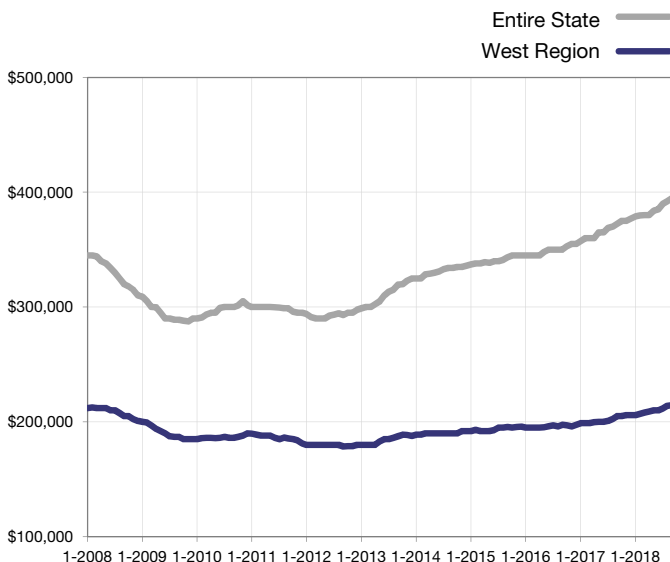
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	81	89	+ 9.9%	811	813	+ 0.2%
Closed Sales	124	100	-19.4%	778	759	-2.4%
Median Sales Price*	\$182,500	\$171,250	-6.2%	\$164,950	\$168,500	+ 2.2%
Inventory of Homes for Sale	533	379	-28.9%	--	--	--
Months Supply of Inventory	6.3	4.5	-28.6%	--	--	--
Cumulative Days on Market Until Sale	83	67	-19.3%	109	91	-16.5%
Percent of Original List Price Received*	96.0%	96.2%	+ 0.2%	95.2%	96.4%	+ 1.3%
New Listings	111	113	+ 1.8%	1,127	1,016	-9.8%

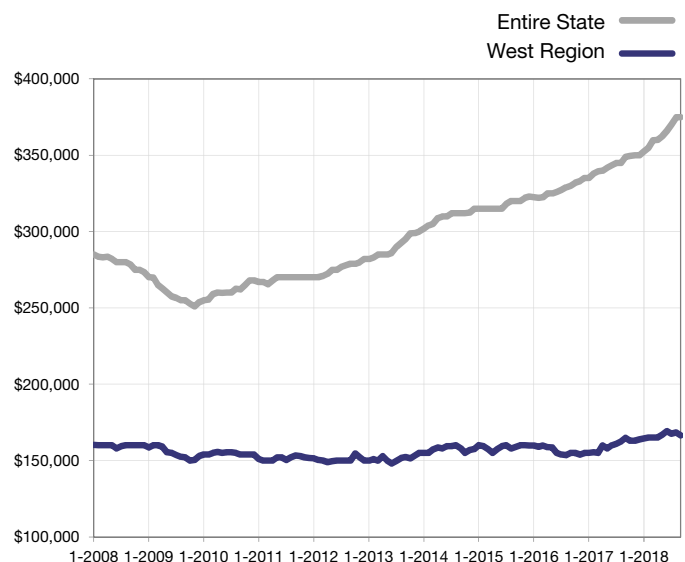
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