

Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 4.6%

+ 6.1%

- 8.1%

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

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	830	865	+ 4.2%	8,349	8,346	-0.0%
Closed Sales	861	808	-6.2%	7,919	7,821	-1.2%
Median Sales Price*	\$280,000	\$293,000	+ 4.6%	\$278,025	\$295,000	+ 6.1%
Inventory of Homes for Sale	2,524	2,369	-6.1%	--	--	--
Months Supply of Inventory	3.2	3.0	-6.3%	--	--	--
Cumulative Days on Market Until Sale	58	51	-12.1%	64	54	-15.6%
Percent of Original List Price Received*	97.8%	97.0%	-0.8%	97.6%	98.0%	+ 0.4%
New Listings	1,002	1,084	+ 8.2%	10,889	11,204	+ 2.9%

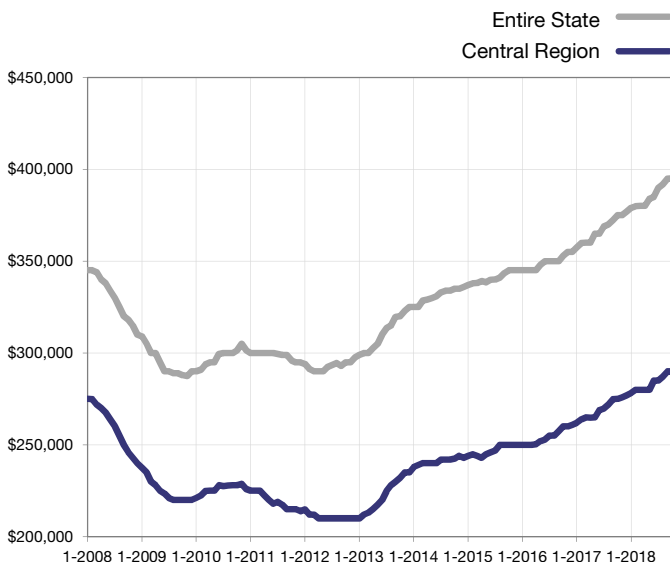
Condominium Properties

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	191	195	+ 2.1%	1,809	1,775	-1.9%
Closed Sales	177	179	+ 1.1%	1,709	1,668	-2.4%
Median Sales Price*	\$209,300	\$228,000	+ 8.9%	\$206,000	\$219,900	+ 6.7%
Inventory of Homes for Sale	455	371	-18.5%	--	--	--
Months Supply of Inventory	2.7	2.2	-18.5%	--	--	--
Cumulative Days on Market Until Sale	56	45	-19.6%	67	53	-20.9%
Percent of Original List Price Received*	99.3%	98.1%	-1.2%	98.0%	98.8%	+ 0.8%
New Listings	201	217	+ 8.0%	2,183	2,161	-1.0%

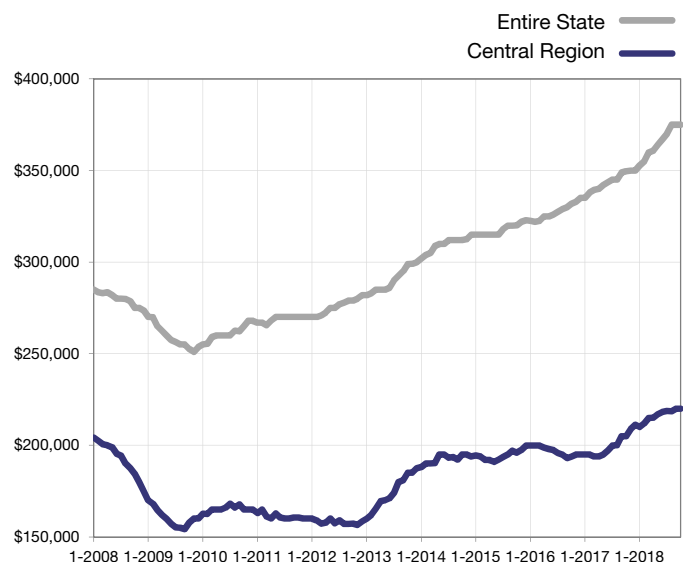
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 0.3%

+ 7.8%

+ 0.1%

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

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	742	883	+ 19.0%	7,644	7,660	+ 0.2%
Closed Sales	802	742	-7.5%	7,297	7,196	-1.4%
Median Sales Price*	\$410,000	\$429,950	+ 4.9%	\$420,000	\$445,000	+ 6.0%
Inventory of Homes for Sale	1,773	1,809	+ 2.0%	--	--	--
Months Supply of Inventory	2.4	2.5	+ 4.2%	--	--	--
Cumulative Days on Market Until Sale	49	45	-8.2%	53	48	-9.4%
Percent of Original List Price Received*	98.3%	97.8%	-0.5%	98.6%	98.9%	+ 0.3%
New Listings	855	987	+ 15.4%	9,657	9,975	+ 3.3%

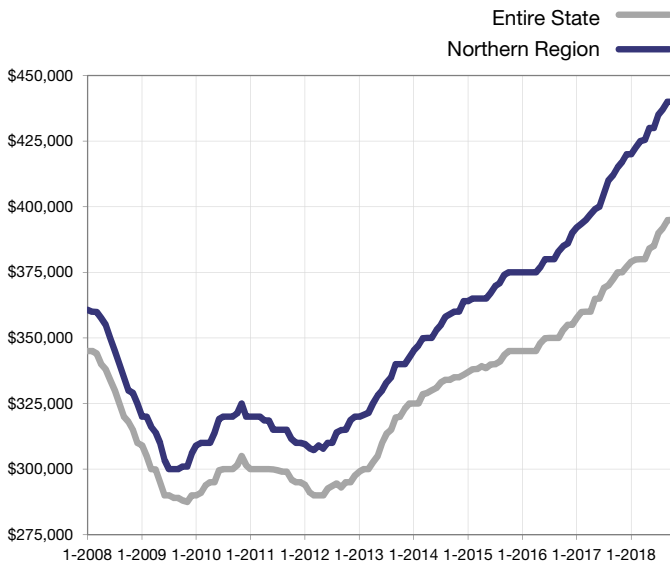
Condominium Properties

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	346	325	-6.1%	3,461	3,484	+ 0.7%
Closed Sales	304	342	+ 12.5%	3,310	3,307	-0.1%
Median Sales Price*	\$268,000	\$280,000	+ 4.5%	\$267,000	\$280,000	+ 4.9%
Inventory of Homes for Sale	656	636	-3.0%	--	--	--
Months Supply of Inventory	2.0	1.9	-5.0%	--	--	--
Cumulative Days on Market Until Sale	42	45	+ 7.1%	48	43	-10.4%
Percent of Original List Price Received*	99.2%	98.9%	-0.3%	99.2%	99.6%	+ 0.4%
New Listings	380	414	+ 8.9%	4,164	4,268	+ 2.5%

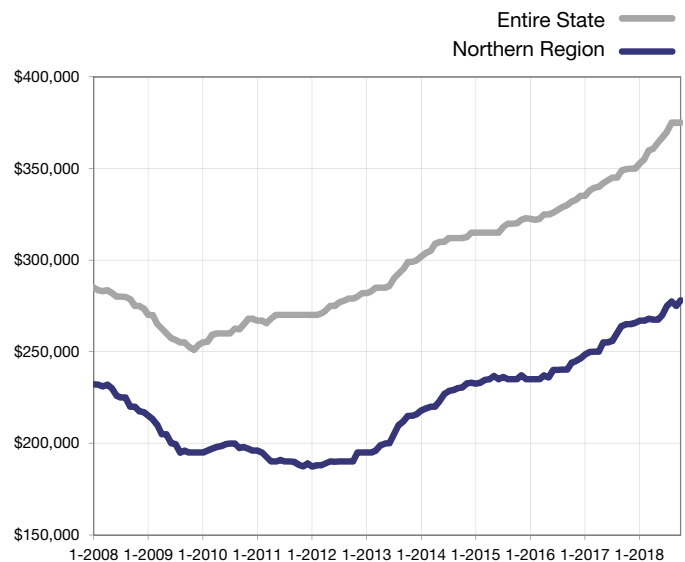
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

+ 0.5%

+ 7.8%

- 13.0%

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

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

Single-Family Properties

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	582	558	-4.1%	5,388	5,300	-1.6%
Closed Sales	550	542	-1.5%	5,142	4,978	-3.2%
Median Sales Price*	\$285,000	\$315,500	+ 10.7%	\$292,500	\$310,000	+ 6.0%
Inventory of Homes for Sale	1,847	1,638	-11.3%	--	--	--
Months Supply of Inventory	3.6	3.2	-11.1%	--	--	--
Cumulative Days on Market Until Sale	62	57	-8.1%	64	61	-4.7%
Percent of Original List Price Received*	97.6%	96.8%	-0.8%	97.8%	97.4%	-0.4%
New Listings	714	718	+ 0.6%	7,117	7,145	+ 0.4%

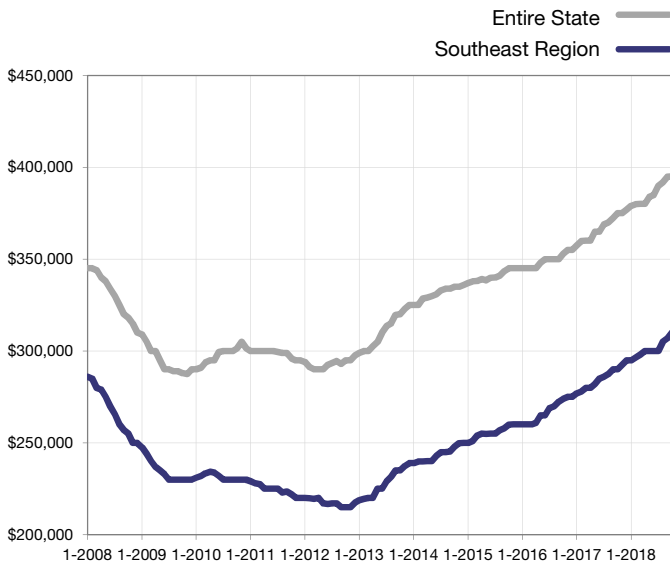
Condominium Properties

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	93	87	-6.5%	869	862	-0.8%
Closed Sales	92	86	-6.5%	835	815	-2.4%
Median Sales Price*	\$189,950	\$217,500	+ 14.5%	\$199,450	\$210,000	+ 5.3%
Inventory of Homes for Sale	234	204	-12.8%	--	--	--
Months Supply of Inventory	2.8	2.5	-10.7%	--	--	--
Cumulative Days on Market Until Sale	62	50	-19.4%	61	51	-16.4%
Percent of Original List Price Received*	97.4%	97.9%	+ 0.5%	97.8%	97.9%	+ 0.1%
New Listings	104	126	+ 21.2%	1,054	1,101	+ 4.5%

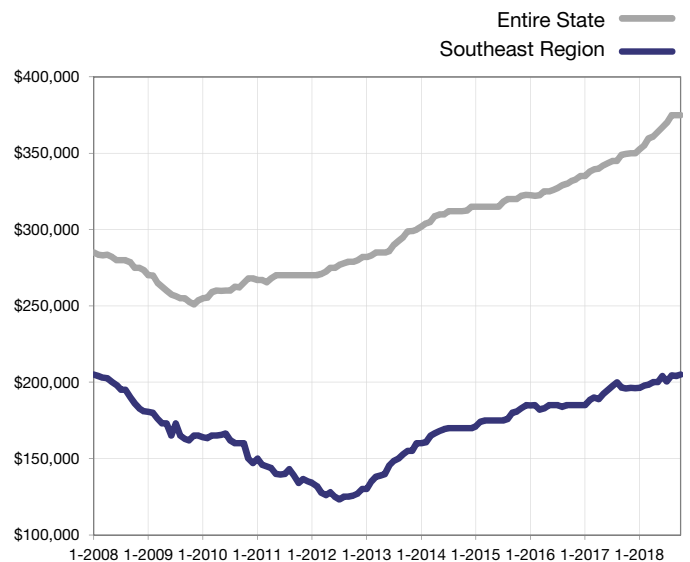
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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West Region

+ 4.0%

+ 8.6%

- 19.2%

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

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	631	731	+ 15.8%	6,557	6,596	+ 0.6%
Closed Sales	669	664	-0.7%	6,210	6,222	+ 0.2%
Median Sales Price*	\$206,000	\$222,750	+ 8.1%	\$206,000	\$217,000	+ 5.3%
Inventory of Homes for Sale	3,179	2,624	-17.5%	--	--	--
Months Supply of Inventory	5.1	4.2	-17.6%	--	--	--
Cumulative Days on Market Until Sale	76	70	-7.9%	86	75	-12.8%
Percent of Original List Price Received*	94.8%	94.3%	-0.5%	94.8%	95.5%	+ 0.7%
New Listings	849	853	+ 0.5%	9,286	9,115	-1.8%

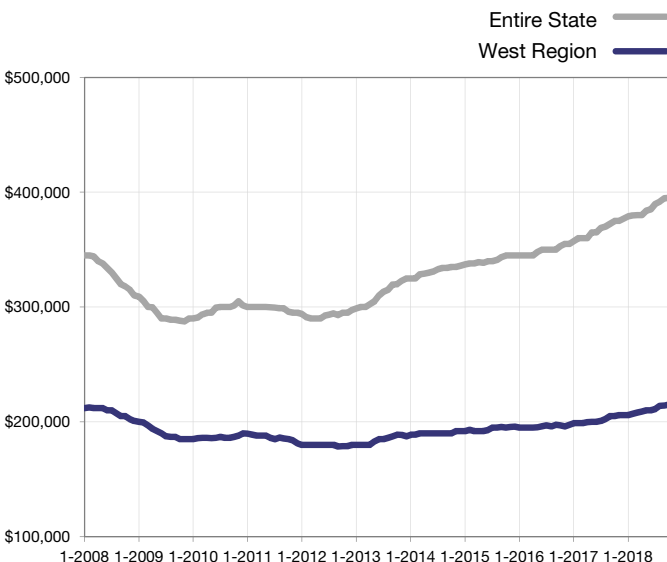
Condominium Properties

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	96	100	+ 4.2%	907	904	-0.3%
Closed Sales	85	91	+ 7.1%	863	854	-1.0%
Median Sales Price*	\$153,500	\$165,000	+ 7.5%	\$163,500	\$167,000	+ 2.1%
Inventory of Homes for Sale	505	366	-27.5%	--	--	--
Months Supply of Inventory	5.9	4.3	-27.1%	--	--	--
Cumulative Days on Market Until Sale	80	92	+ 15.0%	106	91	-14.2%
Percent of Original List Price Received*	96.4%	96.3%	-0.1%	95.4%	96.4%	+ 1.0%
New Listings	101	94	-6.9%	1,227	1,120	-8.7%

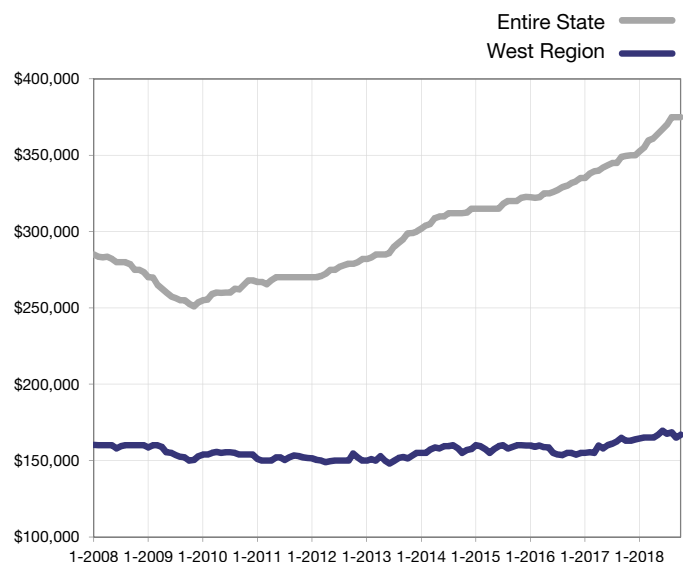
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