

Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 3.9%

Year-Over-Year
Change in
Closed Sales
All Properties

- 2.6%

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

- 20.4%

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

Single-Family Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	74	60	- 18.9%	1,427	1,442	+ 1.1%
Closed Sales	116	108	- 6.9%	1,431	1,446	+ 1.0%
Median Sales Price*	\$190,000	\$185,000	- 2.6%	\$199,900	\$210,000	+ 5.1%
Inventory of Homes for Sale	884	705	- 20.2%	--	--	--
Months Supply of Inventory	7.4	5.9	- 21.1%	--	--	--
Cumulative Days on Market Until Sale	128	87	- 31.8%	117	104	- 10.8%
Percent of Original List Price Received*	90.5%	90.9%	+ 0.4%	90.8%	91.8%	+ 1.2%
New Listings	68	70	+ 2.9%	2,226	2,194	- 1.4%

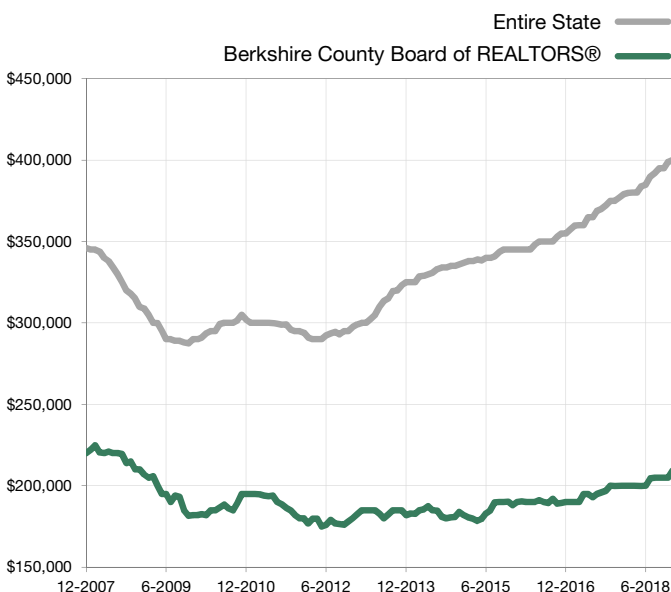
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	3	- 57.1%	147	142	- 3.4%
Closed Sales	12	15	+ 25.0%	133	151	+ 13.5%
Median Sales Price*	\$196,500	\$345,000	+ 75.6%	\$219,000	\$236,000	+ 7.8%
Inventory of Homes for Sale	177	140	- 20.9%	--	--	--
Months Supply of Inventory	16.0	11.1	- 30.3%	--	--	--
Cumulative Days on Market Until Sale	217	196	- 9.5%	151	158	+ 4.5%
Percent of Original List Price Received*	89.9%	88.9%	- 1.0%	92.2%	92.2%	- 0.1%
New Listings	16	13	- 18.8%	258	229	- 11.2%

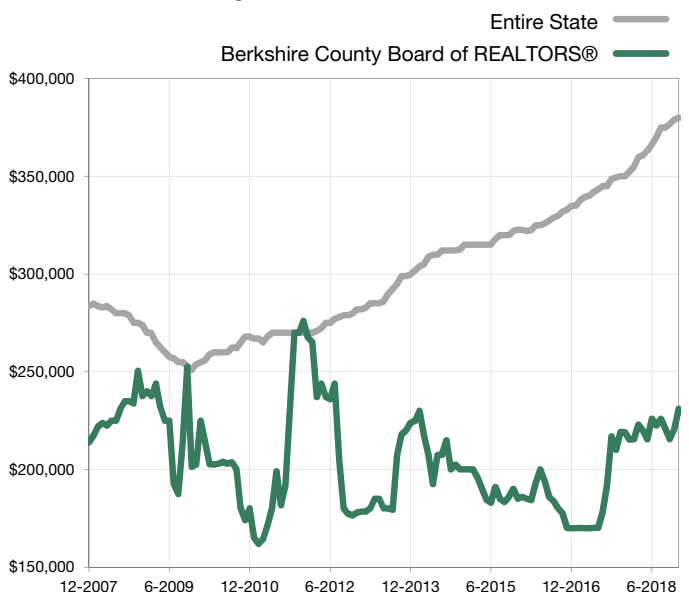
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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 – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 21.0%

Year-Over-Year
Change in
Closed Sales
All Properties

- 6.6%

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

- 7.7%

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

Single-Family Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	328	323	- 1.5%	5,765	5,560	- 3.6%
Closed Sales	488	376	- 23.0%	5,713	5,514	- 3.5%
Median Sales Price*	\$415,000	\$384,000	- 7.5%	\$392,500	\$419,000	+ 6.8%
Inventory of Homes for Sale	2,293	2,121	- 7.5%	--	--	--
Months Supply of Inventory	4.8	4.6	- 4.2%	--	--	--
Cumulative Days on Market Until Sale	111	95	- 14.6%	118	101	- 14.6%
Percent of Original List Price Received*	93.3%	92.7%	- 0.6%	94.3%	94.7%	+ 0.5%
New Listings	222	246	+ 10.8%	7,905	8,161	+ 3.2%

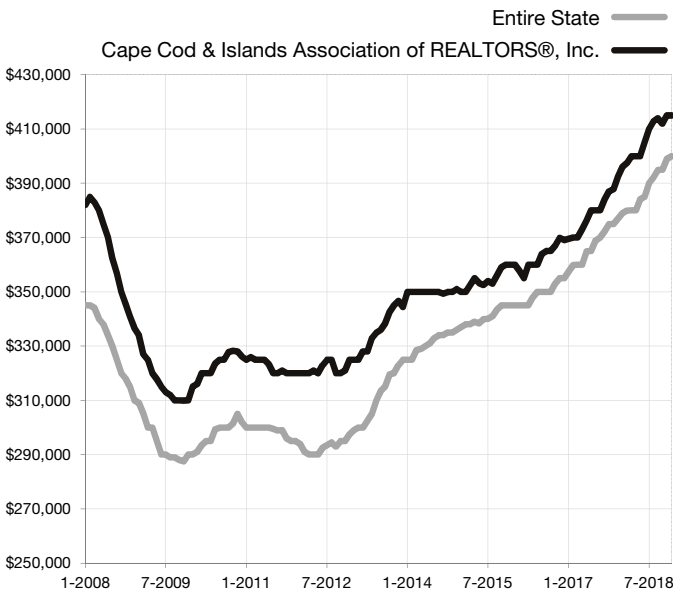
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	66	50	- 24.2%	1,295	1,275	- 1.5%
Closed Sales	87	78	- 10.3%	1,281	1,271	- 0.8%
Median Sales Price*	\$310,000	\$259,000	- 16.5%	\$269,000	\$283,000	+ 5.2%
Inventory of Homes for Sale	476	436	- 8.4%	--	--	--
Months Supply of Inventory	4.5	4.1	- 7.7%	--	--	--
Cumulative Days on Market Until Sale	80	106	+ 33.1%	122	97	- 20.2%
Percent of Original List Price Received*	95.6%	93.6%	- 2.1%	95.0%	95.3%	+ 0.3%
New Listings	54	64	+ 18.5%	1,624	1,721	+ 6.0%

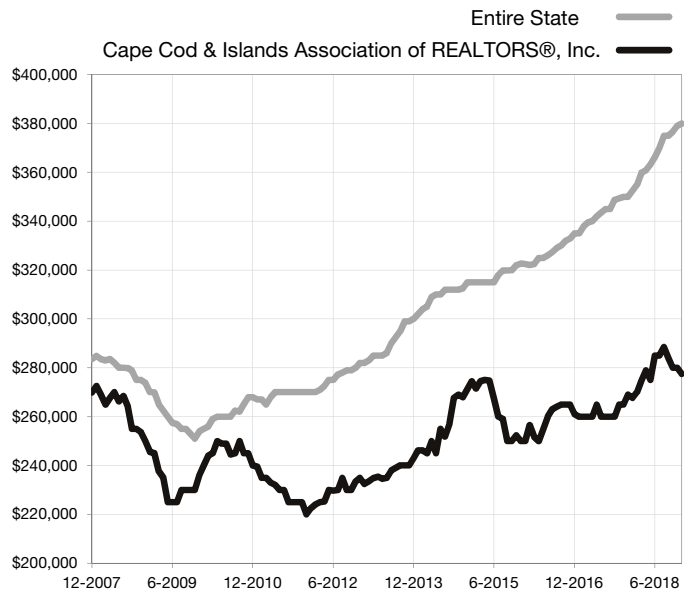
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	580	636	+ 9.7%	13,751	13,632	- 0.9%
Closed Sales	1,053	959	- 8.9%	13,862	13,554	- 2.2%
Median Sales Price*	\$589,000	\$590,000	+ 0.2%	\$580,000	\$610,000	+ 5.2%
Inventory of Homes for Sale	1,599	1,483	- 7.3%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	56	58	+ 3.6%	50	44	- 12.0%
Percent of Original List Price Received*	97.9%	96.6%	- 1.3%	99.1%	99.4%	+ 0.3%
New Listings	411	425	+ 3.4%	16,821	17,258	+ 2.6%

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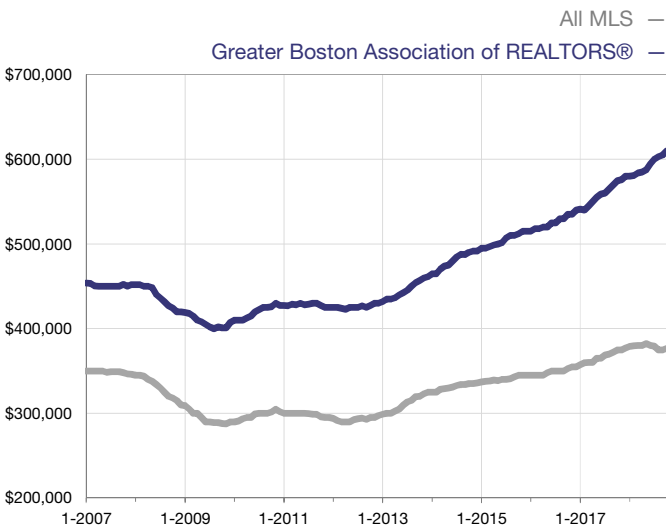
Condominium Properties

Key Metrics	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	521	511	- 1.9%	11,139	10,733	- 3.6%
Closed Sales	826	719	- 13.0%	11,017	10,820	- 1.8%
Median Sales Price*	\$540,000	\$535,000	- 0.9%	\$522,250	\$565,000	+ 8.2%
Inventory of Homes for Sale	1,108	1,336	+ 20.6%	--	--	--
Months Supply of Inventory	1.2	1.5	+ 25.0%	--	--	--
Cumulative Days on Market Until Sale	46	46	0.0%	38	39	+ 2.6%
Percent of Original List Price Received*	99.3%	98.2%	- 1.1%	100.7%	100.5%	- 0.2%
New Listings	350	343	- 2.0%	13,358	13,829	+ 3.5%

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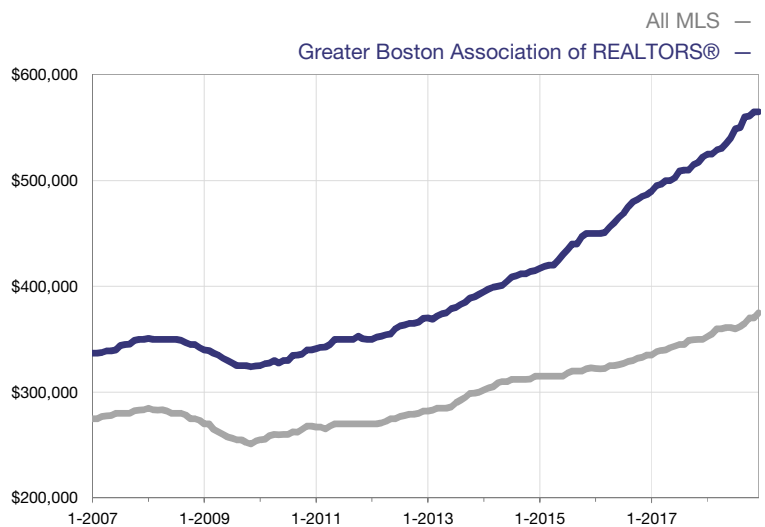
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

- 10.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.7%

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

- 13.9%

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

Single-Family Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	54	69	+ 27.8%	1,114	1,052	- 5.6%
Closed Sales	88	82	- 6.8%	1,123	1,040	- 7.4%
Median Sales Price*	\$268,950	\$285,500	+ 6.2%	\$267,250	\$279,000	+ 4.4%
Inventory of Homes for Sale	325	280	- 13.8%	--	--	--
Months Supply of Inventory	3.5	3.2	- 7.0%	--	--	--
Cumulative Days on Market Until Sale	77	104	+ 35.2%	80	73	- 8.9%
Percent of Original List Price Received*	95.4%	92.5%	- 3.0%	96.1%	96.0%	- 0.1%
New Listings	68	54	- 20.6%	1,453	1,438	- 1.0%

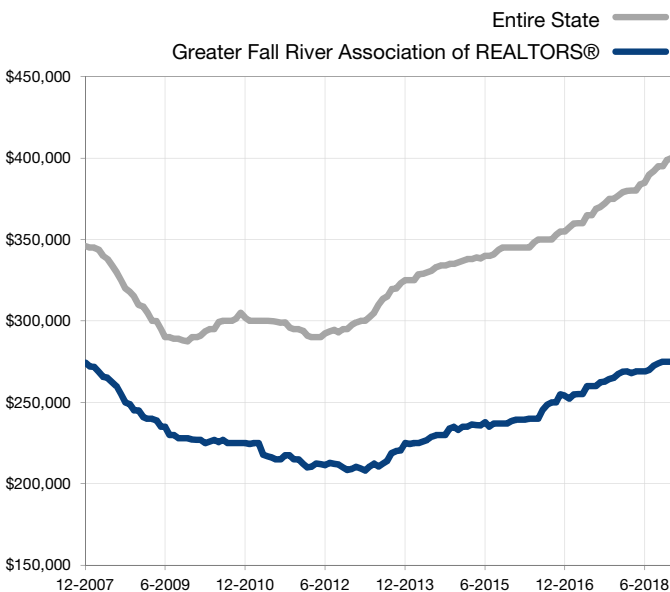
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	7	0.0%	124	104	- 16.1%
Closed Sales	13	8	- 38.5%	121	101	- 16.5%
Median Sales Price*	\$155,000	\$196,500	+ 26.8%	\$157,250	\$170,000	+ 8.1%
Inventory of Homes for Sale	27	23	- 14.8%	--	--	--
Months Supply of Inventory	2.7	2.7	+ 2.1%	--	--	--
Cumulative Days on Market Until Sale	58	141	+ 142.5%	104	74	- 28.8%
Percent of Original List Price Received*	95.8%	89.8%	- 6.3%	93.3%	95.1%	+ 1.9%
New Listings	4	9	+ 125.0%	142	143	+ 0.7%

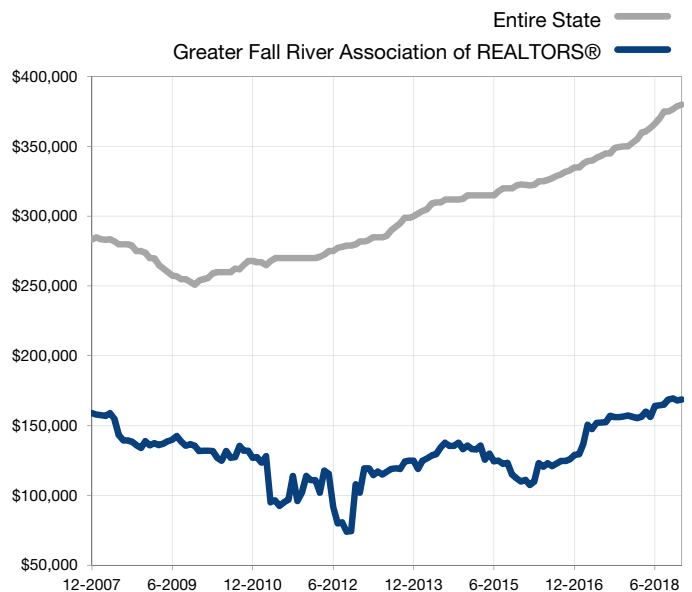
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

- 22.0%

+ 10.6%

- 7.6%

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

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	36	41	+ 13.9%	707	742	+ 5.0%
Closed Sales	51	43	- 15.7%	720	715	- 0.7%
Median Sales Price*	\$452,500	\$469,000	+ 3.6%	\$463,750	\$480,000	+ 3.5%
Inventory of Homes for Sale	130	106	- 18.5%	--	--	--
Months Supply of Inventory	2.2	1.8	- 17.9%	--	--	--
Cumulative Days on Market Until Sale	61	86	+ 40.8%	68	63	- 6.9%
Percent of Original List Price Received*	97.1%	93.6%	- 3.6%	97.3%	96.7%	- 0.5%
New Listings	25	27	+ 8.0%	1,003	1,018	+ 1.5%

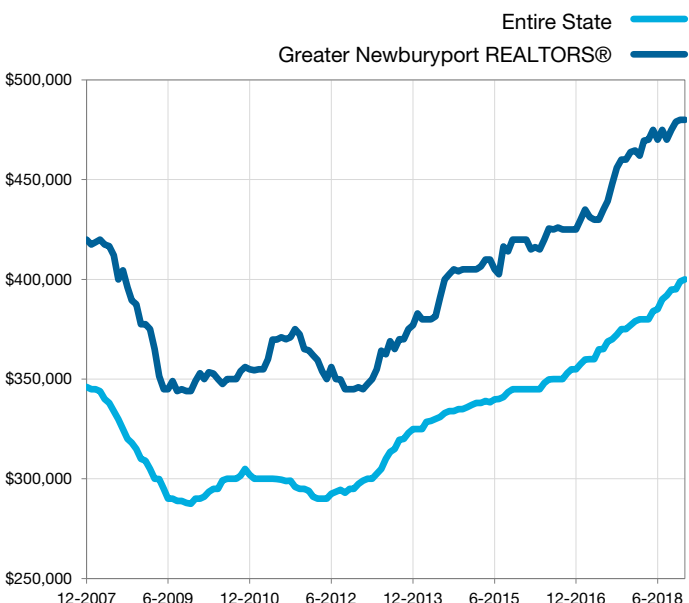
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	16	21	+ 31.3%	442	418	- 5.4%
Closed Sales	40	28	- 30.0%	443	393	- 11.3%
Median Sales Price*	\$391,250	\$424,000	+ 8.4%	\$320,580	\$345,000	+ 7.6%
Inventory of Homes for Sale	54	64	+ 18.5%	--	--	--
Months Supply of Inventory	1.5	2.0	+ 33.6%	--	--	--
Cumulative Days on Market Until Sale	51	72	+ 40.7%	57	52	- 8.3%
Percent of Original List Price Received*	97.2%	95.1%	- 2.2%	98.4%	98.3%	- 0.2%
New Listings	10	13	+ 30.0%	560	545	- 2.7%

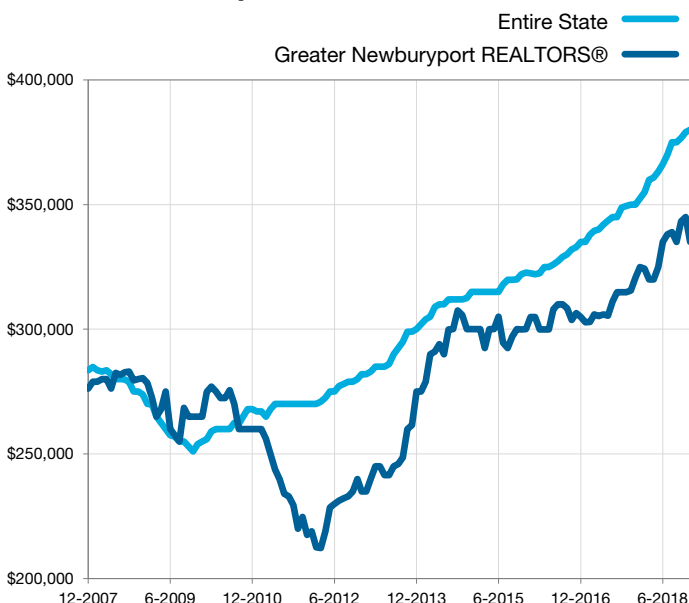
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 7.4%

+ 4.3%

- 16.0%

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

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	169	178	+ 5.3%	2,925	2,900	- 0.9%
Closed Sales	227	205	- 9.7%	2,927	2,874	- 1.8%
Median Sales Price*	\$238,200	\$257,500	+ 8.1%	\$245,000	\$265,000	+ 8.2%
Inventory of Homes for Sale	624	536	- 14.1%	--	--	--
Months Supply of Inventory	2.6	2.2	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	80	63	- 21.0%	69	58	- 17.1%
Percent of Original List Price Received*	94.8%	93.6%	- 1.2%	96.9%	97.6%	+ 0.7%
New Listings	139	137	- 1.4%	3,641	3,746	+ 2.9%

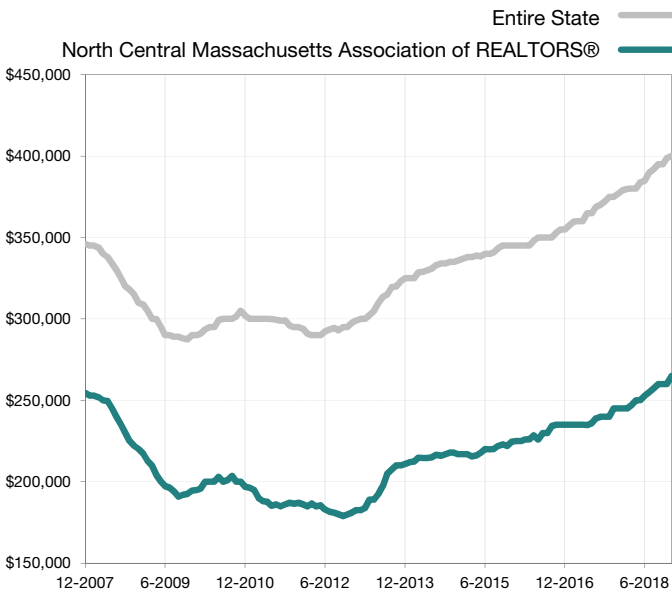
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	24	21	- 12.5%	434	451	+ 3.9%
Closed Sales	31	34	+ 9.7%	426	455	+ 6.8%
Median Sales Price*	\$160,000	\$162,500	+ 1.6%	\$162,500	\$182,000	+ 12.0%
Inventory of Homes for Sale	75	51	- 32.0%	--	--	--
Months Supply of Inventory	2.1	1.3	- 36.3%	--	--	--
Cumulative Days on Market Until Sale	63	56	- 11.0%	75	57	- 23.6%
Percent of Original List Price Received*	98.1%	97.0%	- 1.1%	97.7%	98.6%	+ 0.9%
New Listings	15	19	+ 26.7%	498	510	+ 2.4%

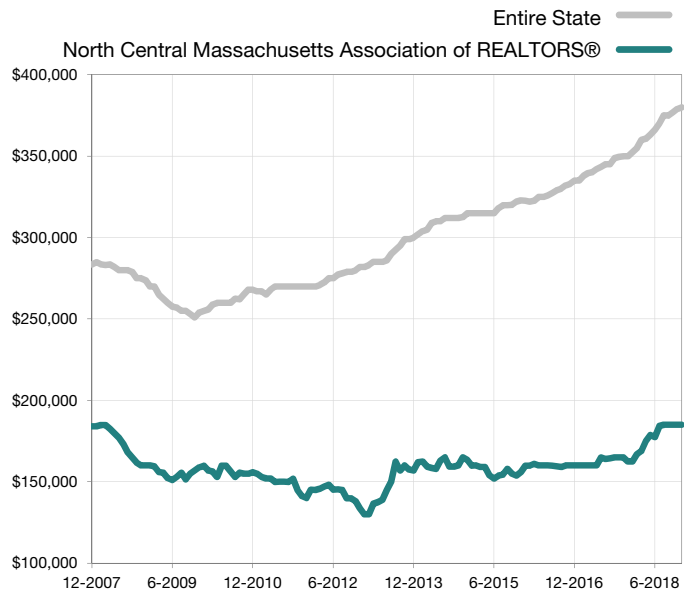
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 6.2%

Year-Over-Year
Change in
Closed Sales
All Properties

- 1.0%

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

- 2.9%

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

Single-Family Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	219	200	- 8.7%	4,070	4,039	- 0.8%
Closed Sales	320	305	- 4.7%	4,094	4,044	- 1.2%
Median Sales Price*	\$435,000	\$426,500	- 2.0%	\$425,000	\$448,000	+ 5.4%
Inventory of Homes for Sale	567	544	- 4.1%	--	--	--
Months Supply of Inventory	1.7	1.6	- 2.9%	--	--	--
Cumulative Days on Market Until Sale	59	50	- 14.0%	53	48	- 9.1%
Percent of Original List Price Received*	96.1%	97.0%	+ 0.9%	98.2%	98.4%	+ 0.2%
New Listings	154	143	- 7.1%	4,962	5,065	+ 2.1%

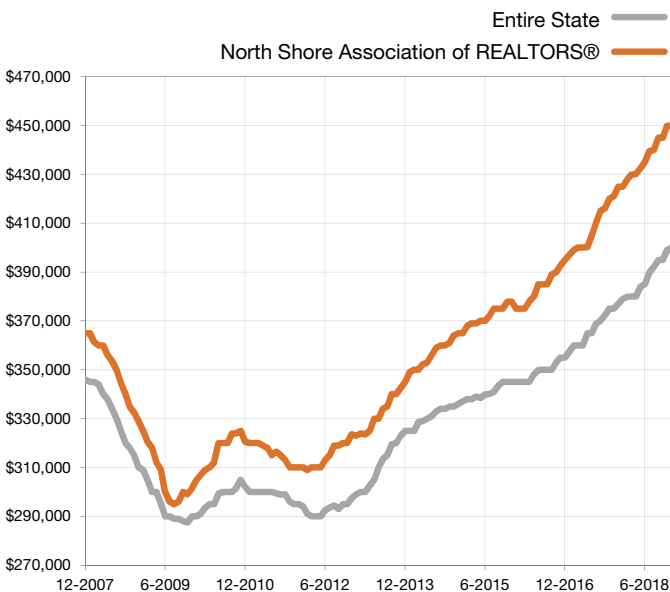
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	96	80	- 16.7%	1,917	1,822	- 5.0%
Closed Sales	150	136	- 9.3%	1,957	1,848	- 5.6%
Median Sales Price*	\$269,750	\$289,950	+ 7.5%	\$283,500	\$301,000	+ 6.2%
Inventory of Homes for Sale	228	228	0.0%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 5.9%	--	--	--
Cumulative Days on Market Until Sale	46	52	+ 13.2%	52	45	- 13.1%
Percent of Original List Price Received*	97.6%	97.1%	- 0.6%	98.8%	99.4%	+ 0.6%
New Listings	58	62	+ 6.9%	2,221	2,221	0.0%

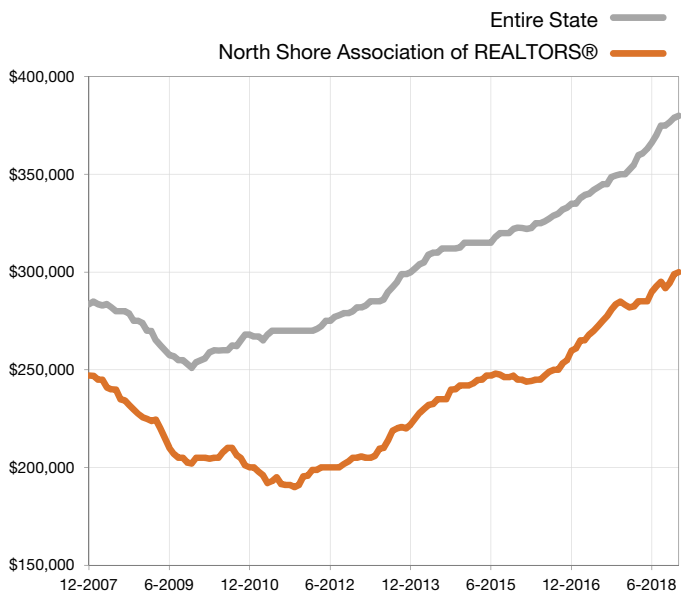
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 7.7%

Year-Over-Year
Change in
Closed Sales
All Properties

- 9.4%

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

- 4.1%

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

Single-Family Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	191	192	+ 0.5%	3,927	3,857	- 1.8%
Closed Sales	309	292	- 5.5%	3,924	3,893	- 0.8%
Median Sales Price*	\$415,000	\$379,750	- 8.5%	\$403,000	\$429,900	+ 6.7%
Inventory of Homes for Sale	492	469	- 4.7%	--	--	--
Months Supply of Inventory	1.5	1.4	- 3.9%	--	--	--
Cumulative Days on Market Until Sale	51	59	+ 16.1%	50	46	- 8.6%
Percent of Original List Price Received*	97.5%	96.3%	- 1.2%	98.7%	98.9%	+ 0.2%
New Listings	165	118	- 28.5%	4,715	4,831	+ 2.5%

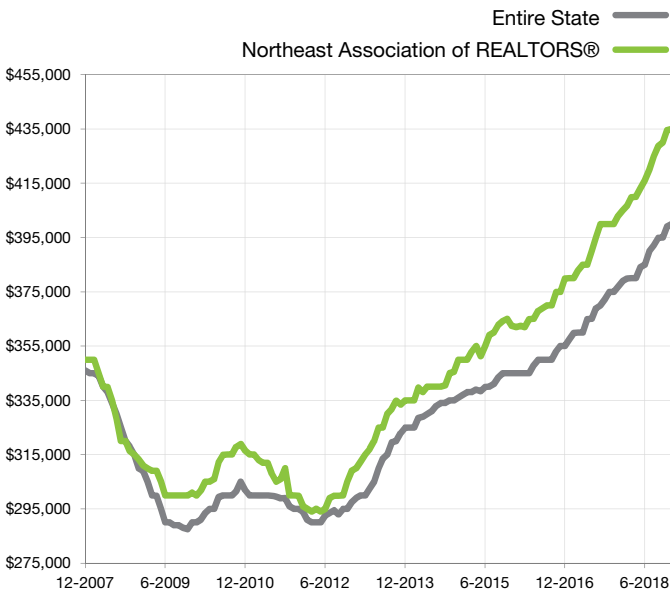
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	77	86	+ 11.7%	1,568	1,655	+ 5.5%
Closed Sales	119	103	- 13.4%	1,585	1,642	+ 3.6%
Median Sales Price*	\$227,000	\$254,000	+ 11.9%	\$234,205	\$250,000	+ 6.7%
Inventory of Homes for Sale	184	179	- 2.7%	--	--	--
Months Supply of Inventory	1.4	1.3	- 6.1%	--	--	--
Cumulative Days on Market Until Sale	46	41	- 12.1%	41	41	- 0.9%
Percent of Original List Price Received*	99.2%	97.4%	- 1.8%	99.7%	99.6%	- 0.2%
New Listings	56	74	+ 32.1%	1,837	1,951	+ 6.2%

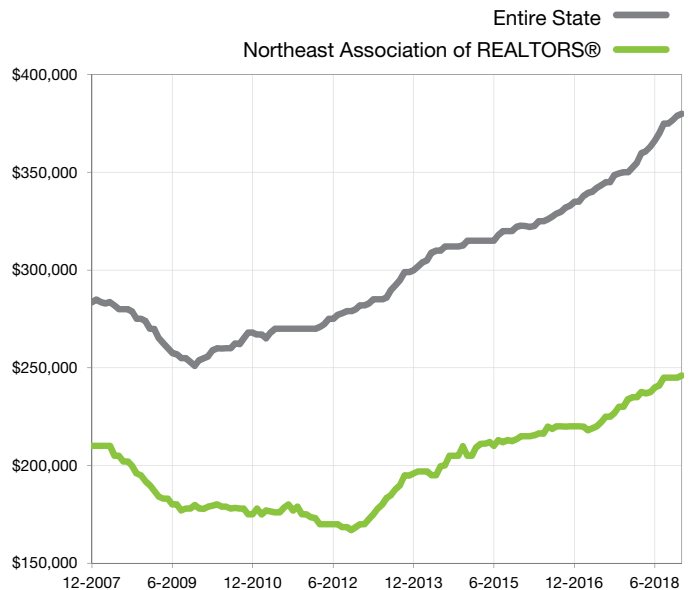
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 14.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.5%

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

- 13.5%

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

Single-Family Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	327	370	+ 13.1%	6,577	6,552	- 0.4%
Closed Sales	573	503	- 12.2%	6,637	6,478	- 2.4%
Median Sales Price*	\$279,085	\$308,500	+ 10.5%	\$289,900	\$308,500	+ 6.4%
Inventory of Homes for Sale	1,225	1,072	- 12.5%	--	--	--
Months Supply of Inventory	2.2	2.0	- 10.3%	--	--	--
Cumulative Days on Market Until Sale	58	65	+ 12.7%	61	54	- 12.3%
Percent of Original List Price Received*	96.5%	95.7%	- 0.8%	97.7%	97.7%	- 0.0%
New Listings	318	288	- 9.4%	8,418	8,590	+ 2.0%

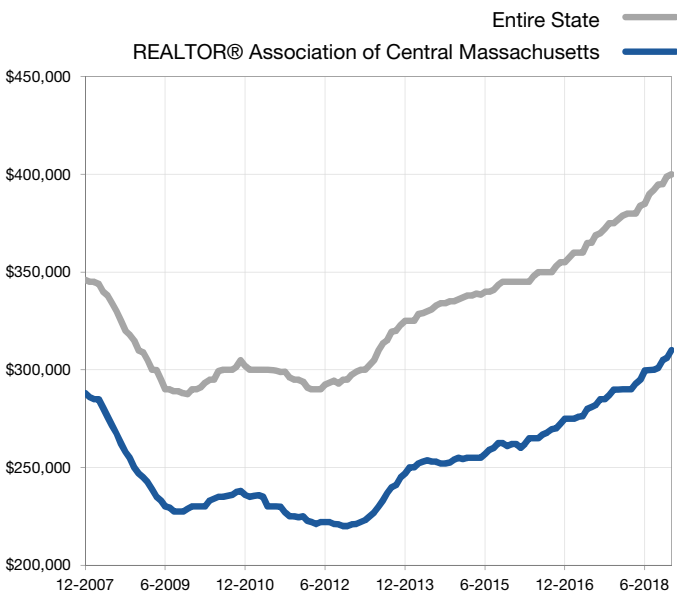
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	78	84	+ 7.7%	1,630	1,555	- 4.6%
Closed Sales	146	115	- 21.2%	1,661	1,549	- 6.7%
Median Sales Price*	\$245,500	\$231,000	- 5.9%	\$225,000	\$229,500	+ 2.0%
Inventory of Homes for Sale	271	222	- 18.1%	--	--	--
Months Supply of Inventory	2.0	1.7	- 12.2%	--	--	--
Cumulative Days on Market Until Sale	69	57	- 17.0%	64	53	- 17.5%
Percent of Original List Price Received*	98.1%	98.2%	+ 0.1%	98.0%	98.6%	+ 0.6%
New Listings	79	62	- 21.5%	1,916	1,868	- 2.5%

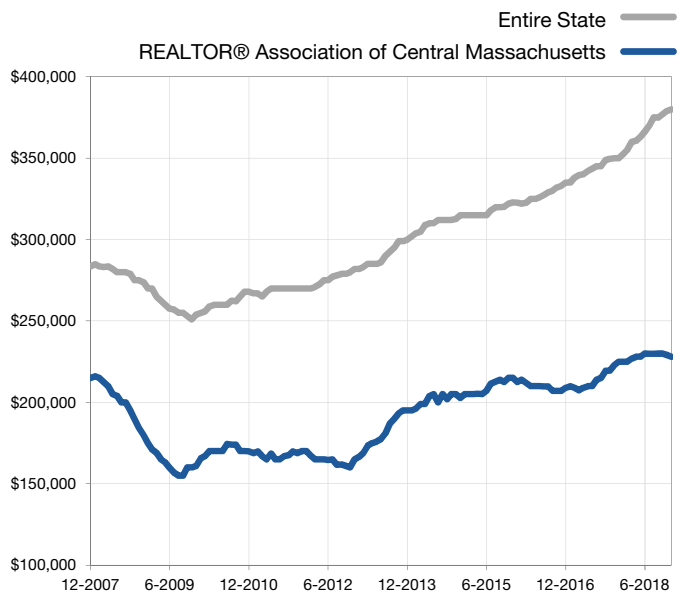
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 0.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.3%

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

- 18.2%

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

Single-Family Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	321	364	+ 13.4%	6,076	6,004	- 1.2%
Closed Sales	464	470	+ 1.3%	6,009	6,016	+ 0.1%
Median Sales Price*	\$203,000	\$222,500	+ 9.6%	\$207,500	\$218,680	+ 5.4%
Inventory of Homes for Sale	1,507	1,263	- 16.2%	--	--	--
Months Supply of Inventory	3.0	2.5	- 16.3%	--	--	--
Cumulative Days on Market Until Sale	79	74	- 6.3%	78	68	- 12.8%
Percent of Original List Price Received*	94.8%	94.8%	+ 0.0%	95.6%	96.0%	+ 0.5%
New Listings	327	337	+ 3.1%	8,018	7,924	- 1.2%

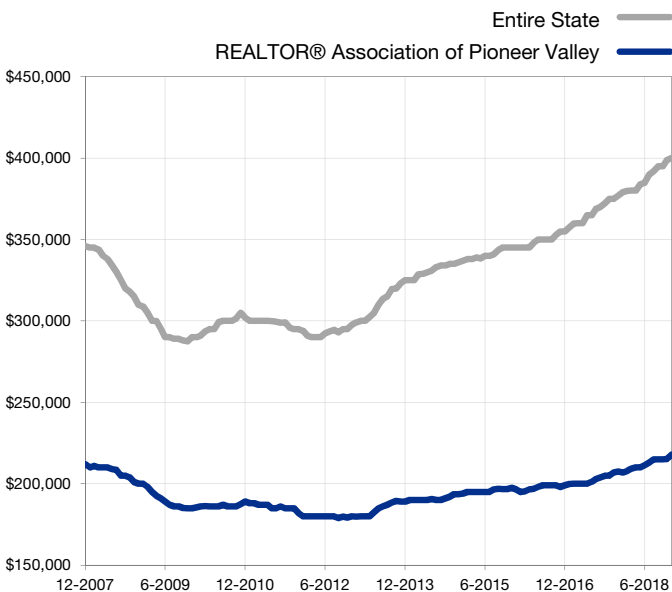
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	40	43	+ 7.5%	877	879	+ 0.2%
Closed Sales	72	61	- 15.3%	899	863	- 4.0%
Median Sales Price*	\$160,500	\$137,800	- 14.1%	\$160,000	\$160,500	+ 0.3%
Inventory of Homes for Sale	250	175	- 30.0%	--	--	--
Months Supply of Inventory	3.3	2.4	- 27.1%	--	--	--
Cumulative Days on Market Until Sale	87	62	- 28.7%	98	78	- 20.6%
Percent of Original List Price Received*	97.1%	96.2%	- 0.9%	95.9%	96.9%	+ 1.0%
New Listings	36	36	0.0%	1,097	1,017	- 7.3%

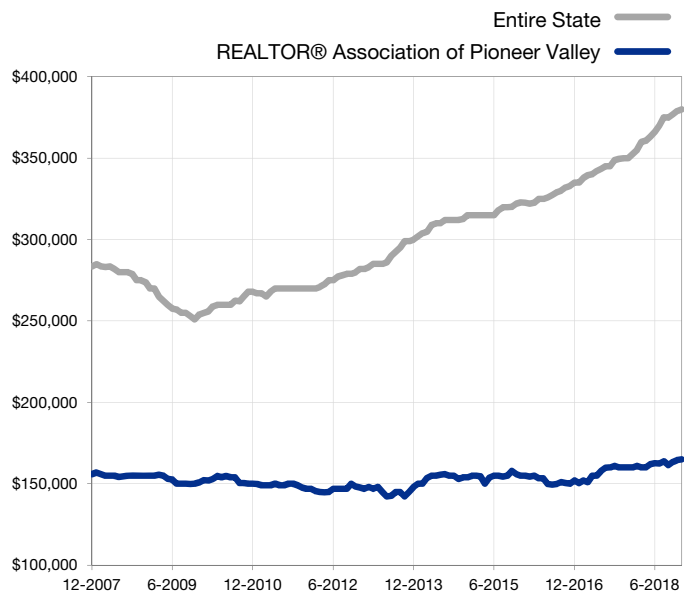
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 11.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.1%

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

- 11.4%

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

Single-Family Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	266	297	+ 11.7%	5,040	4,946	- 1.9%
Closed Sales	409	365	- 10.8%	5,115	4,915	- 3.9%
Median Sales Price*	\$315,000	\$320,750	+ 1.8%	\$300,000	\$320,000	+ 6.7%
Inventory of Homes for Sale	1,147	991	- 13.6%	--	--	--
Months Supply of Inventory	2.7	2.4	- 10.1%	--	--	--
Cumulative Days on Market Until Sale	58	67	+ 15.0%	61	60	- 2.8%
Percent of Original List Price Received*	96.6%	95.4%	- 1.3%	97.8%	97.3%	- 0.5%
New Listings	250	266	+ 6.4%	6,491	6,523	+ 0.5%

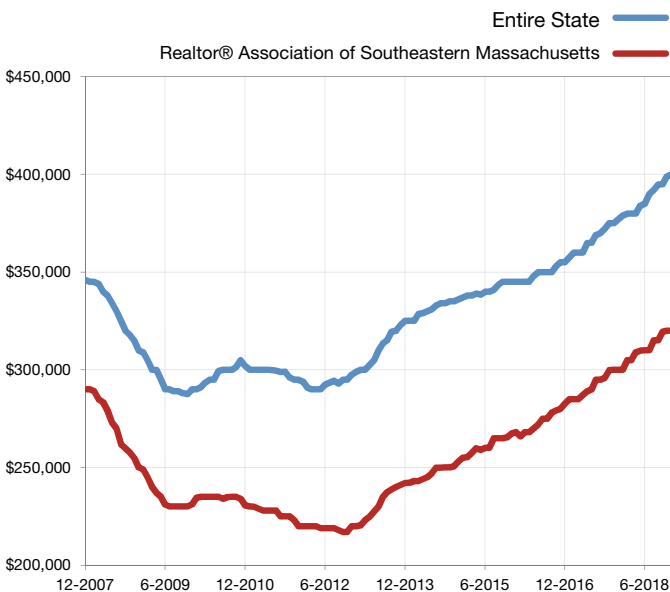
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	47	57	+ 21.3%	867	879	+ 1.4%
Closed Sales	72	59	- 18.1%	881	857	- 2.7%
Median Sales Price*	\$182,700	\$197,500	+ 8.1%	\$202,000	\$215,000	+ 6.4%
Inventory of Homes for Sale	127	138	+ 8.7%	--	--	--
Months Supply of Inventory	1.7	1.9	+ 11.7%	--	--	--
Cumulative Days on Market Until Sale	44	53	+ 19.8%	53	49	- 7.6%
Percent of Original List Price Received*	98.3%	97.0%	- 1.3%	98.3%	98.1%	- 0.2%
New Listings	36	50	+ 38.9%	1,014	1,092	+ 7.7%

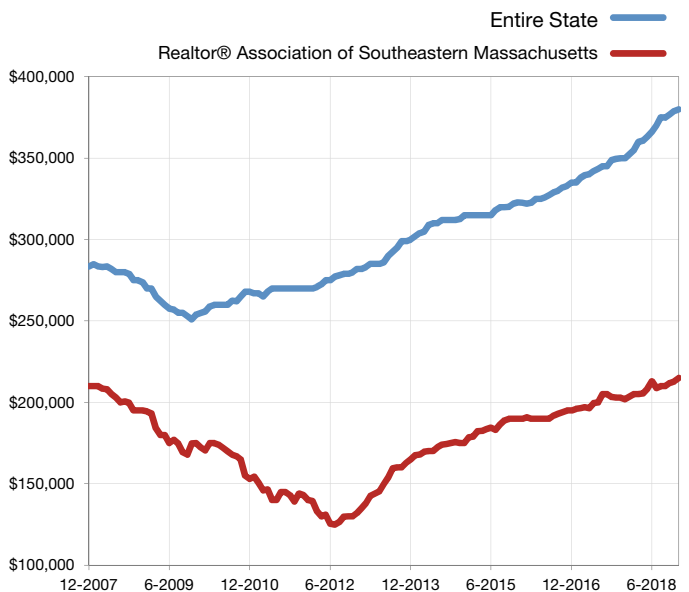
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

- 1.0%

+ 1.3%

- 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

Single-Family Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	286	327	+ 14.3%	6,105	6,063	- 0.7%
Closed Sales	450	430	- 4.4%	6,135	6,039	- 1.6%
Median Sales Price*	\$404,000	\$417,000	+ 3.2%	\$410,000	\$430,250	+ 4.9%
Inventory of Homes for Sale	1,127	951	- 15.6%	--	--	--
Months Supply of Inventory	2.2	1.9	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	65	63	- 3.5%	63	56	- 10.6%
Percent of Original List Price Received*	96.3%	95.4%	- 1.0%	97.4%	97.6%	+ 0.2%
New Listings	256	258	+ 0.8%	7,966	7,972	+ 0.1%

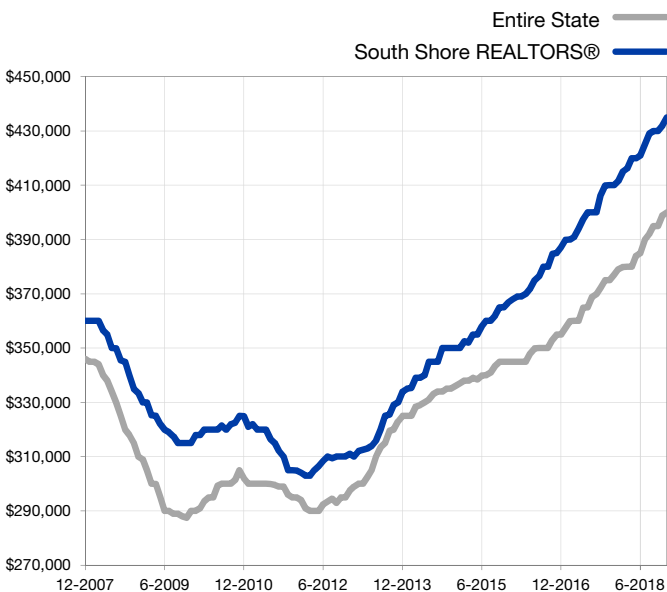
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	105	99	- 5.7%	2,010	1,964	- 2.3%
Closed Sales	134	148	+ 10.4%	1,935	1,941	+ 0.3%
Median Sales Price*	\$299,800	\$342,000	+ 14.1%	\$310,000	\$335,000	+ 8.1%
Inventory of Homes for Sale	316	304	- 3.8%	--	--	--
Months Supply of Inventory	2.0	1.9	- 4.1%	--	--	--
Cumulative Days on Market Until Sale	51	58	+ 14.3%	61	53	- 12.4%
Percent of Original List Price Received*	98.4%	98.4%	- 0.1%	98.7%	99.4%	+ 0.7%
New Listings	90	83	- 7.8%	2,447	2,486	+ 1.6%

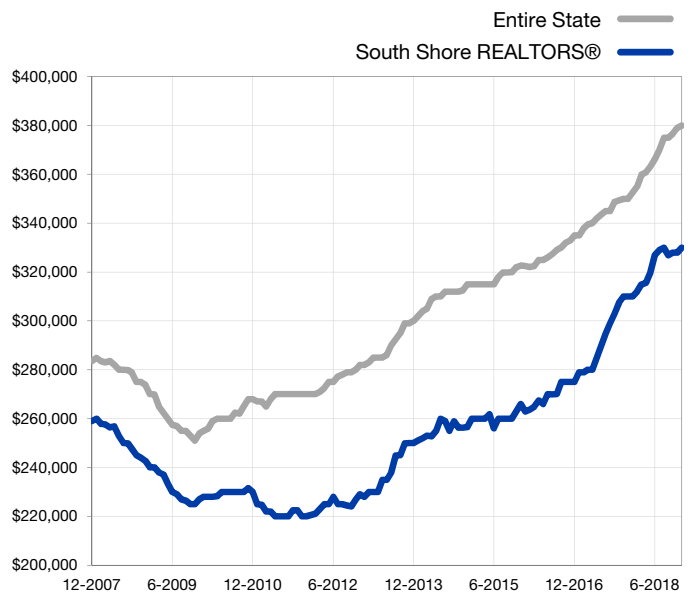
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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