

# Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**- 11.3%**

**+ 2.9%**

**- 15.6%**

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

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	540	<b>615</b>	+ 13.9%	540	<b>615</b>	+ 13.9%
Closed Sales	589	<b>501</b>	-14.9%	589	<b>501</b>	-14.9%
Median Sales Price*	\$265,000	<b>\$270,000</b>	+ 1.9%	\$265,000	<b>\$270,000</b>	+ 1.9%
Inventory of Homes for Sale	1,693	<b>1,494</b>	-11.8%	--	--	--
Months Supply of Inventory	2.1	<b>1.9</b>	-9.5%	--	--	--
Cumulative Days on Market Until Sale	70	<b>72</b>	+ 2.9%	70	<b>72</b>	+ 2.9%
Percent of Original List Price Received*	96.6%	<b>94.6%</b>	-2.1%	96.6%	<b>94.6%</b>	-2.1%
New Listings	587	<b>682</b>	+ 16.2%	587	<b>682</b>	+ 16.2%

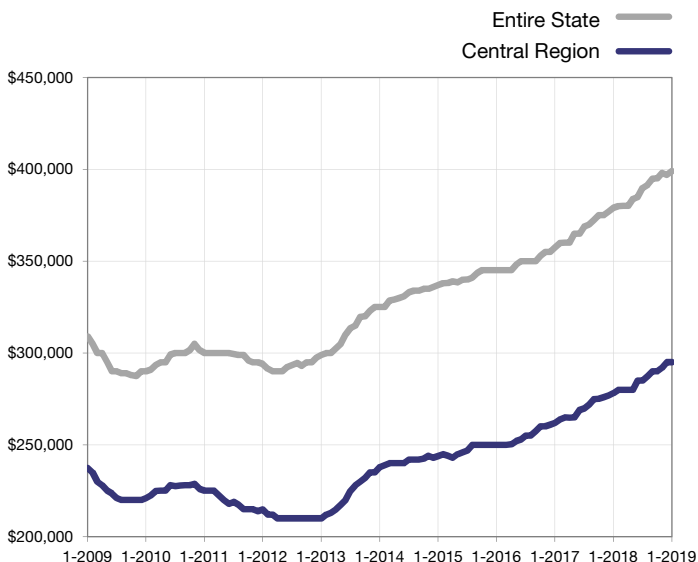
### Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	126	<b>149</b>	+ 18.3%	126	<b>149</b>	+ 18.3%
Closed Sales	126	<b>107</b>	-15.1%	126	<b>107</b>	-15.1%
Median Sales Price*	\$184,250	<b>\$206,000</b>	+ 11.8%	\$184,250	<b>\$206,000</b>	+ 11.8%
Inventory of Homes for Sale	328	<b>251</b>	-23.5%	--	--	--
Months Supply of Inventory	1.9	<b>1.5</b>	-21.1%	--	--	--
Cumulative Days on Market Until Sale	56	<b>58</b>	+ 3.6%	56	<b>58</b>	+ 3.6%
Percent of Original List Price Received*	97.3%	<b>98.2%</b>	+ 0.9%	97.3%	<b>98.2%</b>	+ 0.9%
New Listings	140	<b>143</b>	+ 2.1%	140	<b>143</b>	+ 2.1%

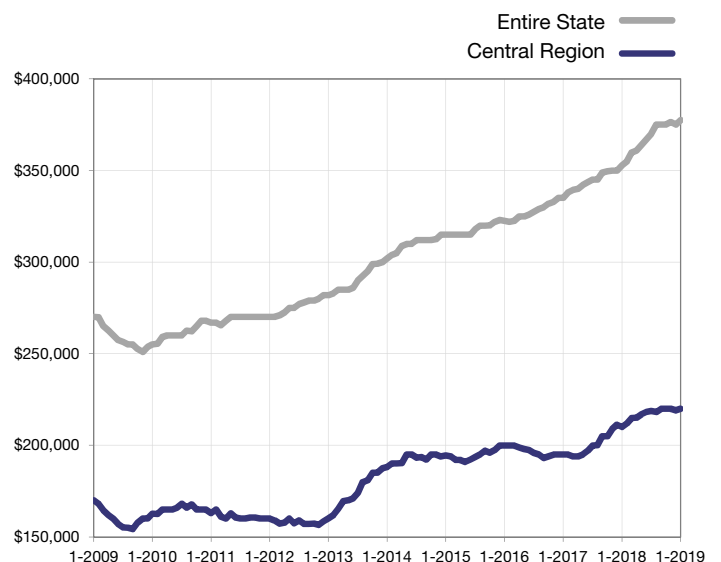
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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.

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## Northern Region

**- 8.4%**

**+ 2.9%**

**- 5.6%**

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

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	438	<b>573</b>	+ 30.8%	438	<b>573</b>	+ 30.8%
Closed Sales	544	<b>486</b>	-10.7%	544	<b>486</b>	-10.7%
Median Sales Price*	\$419,950	<b>\$435,000</b>	+ 3.6%	\$419,950	<b>\$435,000</b>	+ 3.6%
Inventory of Homes for Sale	1,095	<b>1,016</b>	-7.2%	--	--	--
Months Supply of Inventory	1.5	<b>1.4</b>	-6.7%	--	--	--
Cumulative Days on Market Until Sale	61	<b>67</b>	+ 9.8%	61	<b>67</b>	+ 9.8%
Percent of Original List Price Received*	97.4%	<b>95.3%</b>	-2.2%	97.4%	<b>95.3%</b>	-2.2%
New Listings	465	<b>570</b>	+ 22.6%	465	<b>570</b>	+ 22.6%

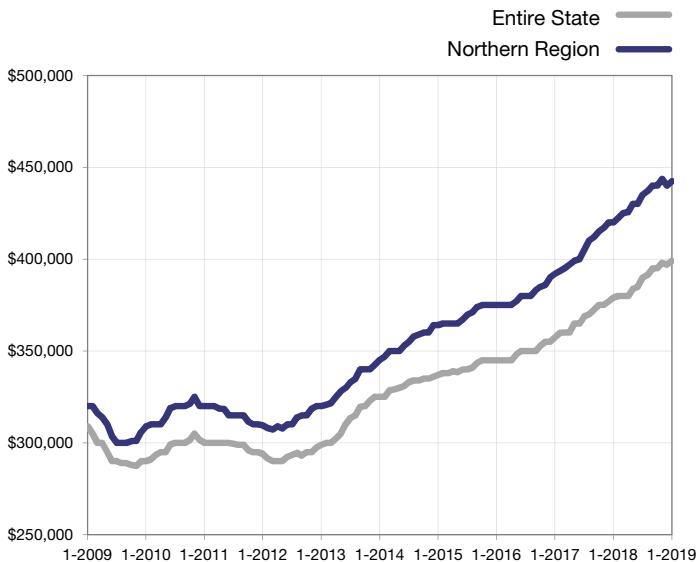
### Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	265	<b>288</b>	+ 8.7%	265	<b>288</b>	+ 8.7%
Closed Sales	226	<b>205</b>	-9.3%	226	<b>205</b>	-9.3%
Median Sales Price*	\$284,000	<b>\$300,000</b>	+ 5.6%	\$284,000	<b>\$300,000</b>	+ 5.6%
Inventory of Homes for Sale	440	<b>458</b>	+ 4.1%	--	--	--
Months Supply of Inventory	1.3	<b>1.4</b>	+ 7.7%	--	--	--
Cumulative Days on Market Until Sale	54	<b>56</b>	+ 3.7%	54	<b>56</b>	+ 3.7%
Percent of Original List Price Received*	97.8%	<b>98.0%</b>	+ 0.2%	97.8%	<b>98.0%</b>	+ 0.2%
New Listings	295	<b>304</b>	+ 3.1%	295	<b>304</b>	+ 3.1%

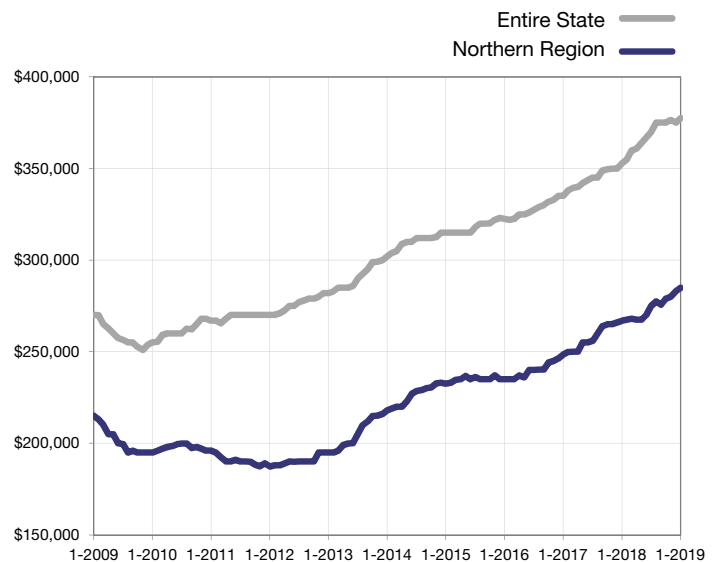
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Southeast Region

**- 6.7%**

**+ 7.4%**

**- 13.3%**

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

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	336	424	+ 26.2%	336	424	+ 26.2%
Closed Sales	361	331	-8.3%	361	331	-8.3%
Median Sales Price*	\$280,000	<b>\$304,000</b>	+ 8.6%	\$280,000	<b>\$304,000</b>	+ 8.6%
Inventory of Homes for Sale	1,416	<b>1,214</b>	-14.3%	--	--	--
Months Supply of Inventory	2.7	<b>2.5</b>	-7.4%	--	--	--
Cumulative Days on Market Until Sale	70	<b>67</b>	-4.3%	70	<b>67</b>	-4.3%
Percent of Original List Price Received*	96.2%	<b>96.3%</b>	+ 0.1%	96.2%	<b>96.3%</b>	+ 0.1%
New Listings	434	<b>471</b>	+ 8.5%	434	<b>471</b>	+ 8.5%

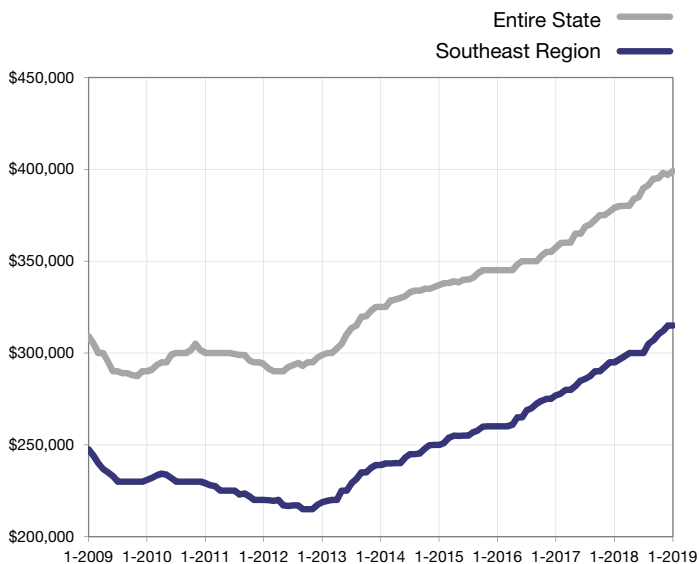
### Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	40	<b>78</b>	+ 95.0%	40	<b>78</b>	+ 95.0%
Closed Sales	51	<b>38</b>	-25.5%	51	<b>38</b>	-25.5%
Median Sales Price*	\$215,000	<b>\$195,700</b>	-9.0%	\$215,000	<b>\$195,700</b>	-9.0%
Inventory of Homes for Sale	155	<b>159</b>	+ 2.6%	--	--	--
Months Supply of Inventory	1.9	<b>2.0</b>	+ 5.3%	--	--	--
Cumulative Days on Market Until Sale	73	<b>68</b>	-6.8%	73	<b>68</b>	-6.8%
Percent of Original List Price Received*	96.2%	<b>94.6%</b>	-1.7%	96.2%	<b>94.6%</b>	-1.7%
New Listings	52	<b>85</b>	+ 63.5%	52	<b>85</b>	+ 63.5%

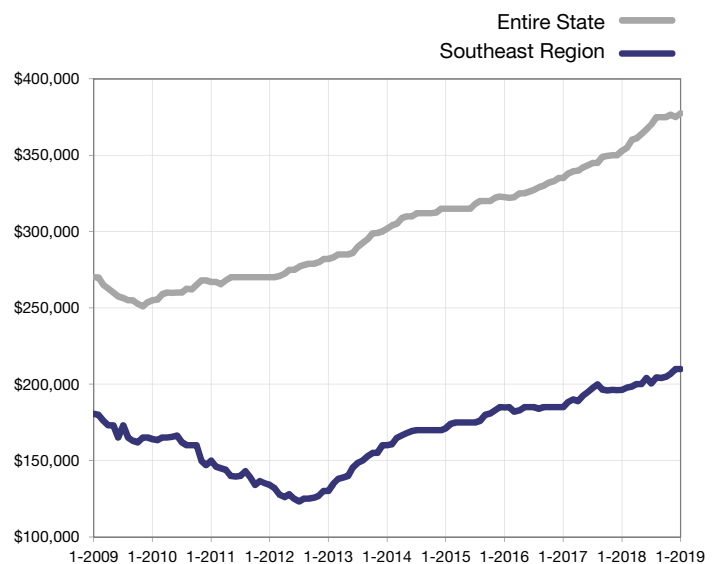
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## West Region

**- 7.7%**

**+ 2.1%**

**- 17.3%**

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

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	404	<b>486</b>	+ 20.3%	404	<b>486</b>	+ 20.3%
Closed Sales	479	<b>425</b>	-11.3%	479	<b>425</b>	-11.3%
Median Sales Price*	\$195,500	<b>\$199,000</b>	+ 1.8%	\$195,500	<b>\$199,000</b>	+ 1.8%
Inventory of Homes for Sale	2,233	<b>1,895</b>	-15.1%	--	--	--
Months Supply of Inventory	3.6	<b>3.1</b>	-13.9%	--	--	--
Cumulative Days on Market Until Sale	94	<b>91</b>	-3.2%	94	<b>91</b>	-3.2%
Percent of Original List Price Received*	93.2%	<b>93.1%</b>	-0.1%	93.2%	<b>93.1%</b>	-0.1%
New Listings	501	<b>578</b>	+ 15.4%	501	<b>578</b>	+ 15.4%

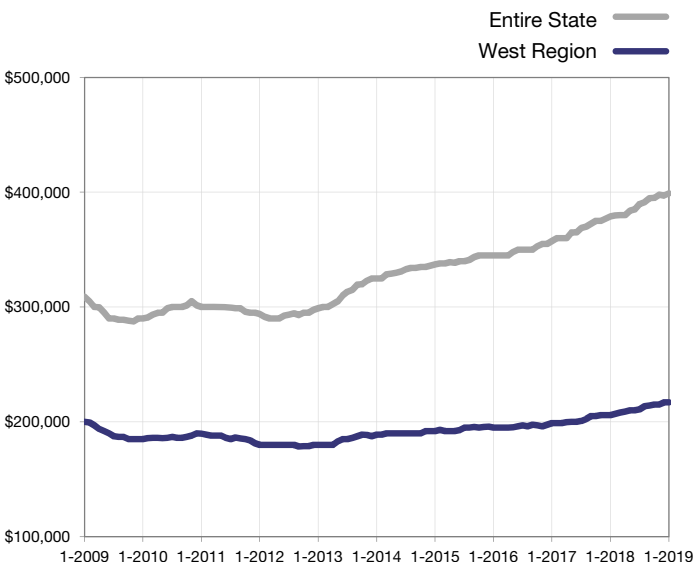
### Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	67	<b>88</b>	+ 31.3%	67	<b>88</b>	+ 31.3%
Closed Sales	54	<b>53</b>	-1.9%	54	<b>53</b>	-1.9%
Median Sales Price*	\$174,975	<b>\$176,000</b>	+ 0.6%	\$174,975	<b>\$176,000</b>	+ 0.6%
Inventory of Homes for Sale	416	<b>295</b>	-29.1%	--	--	--
Months Supply of Inventory	4.9	<b>3.5</b>	-28.6%	--	--	--
Cumulative Days on Market Until Sale	129	<b>89</b>	-31.0%	129	<b>89</b>	-31.0%
Percent of Original List Price Received*	94.8%	<b>95.8%</b>	+ 1.1%	94.8%	<b>95.8%</b>	+ 1.1%
New Listings	82	<b>87</b>	+ 6.1%	82	<b>87</b>	+ 6.1%

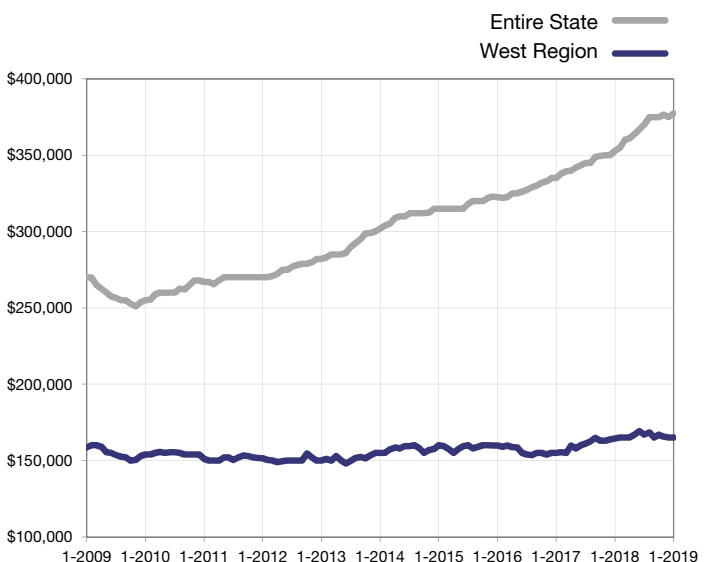
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