

Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 12.6%

+ 6.7%

- 13.1%

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

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	92	120	+ 30.4%	251	280	+ 11.6%
Closed Sales	86	74	- 14.0%	210	213	+ 1.4%
Median Sales Price*	\$196,000	\$211,361	+ 7.8%	\$196,000	\$195,000	- 0.5%
Inventory of Homes for Sale	832	710	- 14.7%	--	--	--
Months Supply of Inventory	7.2	5.9	- 18.1%	--	--	--
Cumulative Days on Market Until Sale	129	91	- 29.0%	141	95	- 32.8%
Percent of Original List Price Received*	91.0%	91.3%	+ 0.3%	89.5%	90.9%	+ 1.6%
New Listings	155	154	- 0.6%	380	417	+ 9.7%

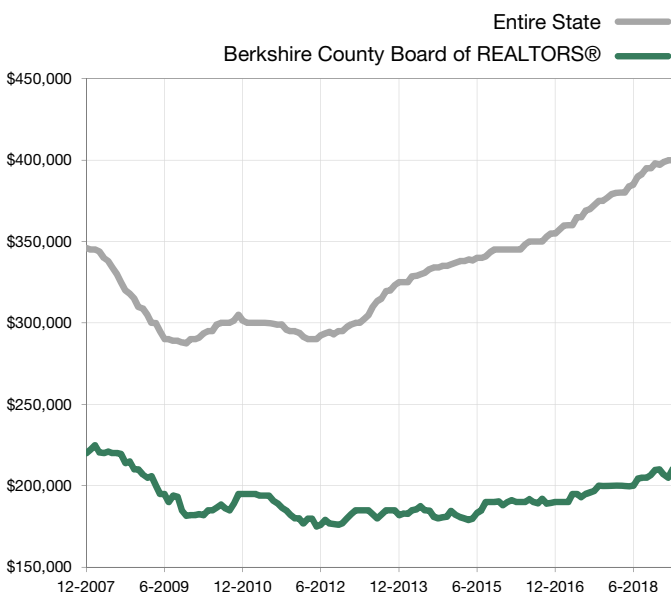
Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	15	9	- 40.0%	25	29	+ 16.0%
Closed Sales	9	9	0.0%	24	18	- 25.0%
Median Sales Price*	\$300,000	\$128,000	- 57.3%	\$232,950	\$145,000	- 37.8%
Inventory of Homes for Sale	165	156	- 5.5%	--	--	--
Months Supply of Inventory	14.1	12.9	- 8.7%	--	--	--
Cumulative Days on Market Until Sale	216	130	- 40.0%	219	152	- 30.3%
Percent of Original List Price Received*	92.9%	93.1%	+ 0.3%	91.1%	91.6%	+ 0.5%
New Listings	28	27	- 3.6%	45	77	+ 71.1%

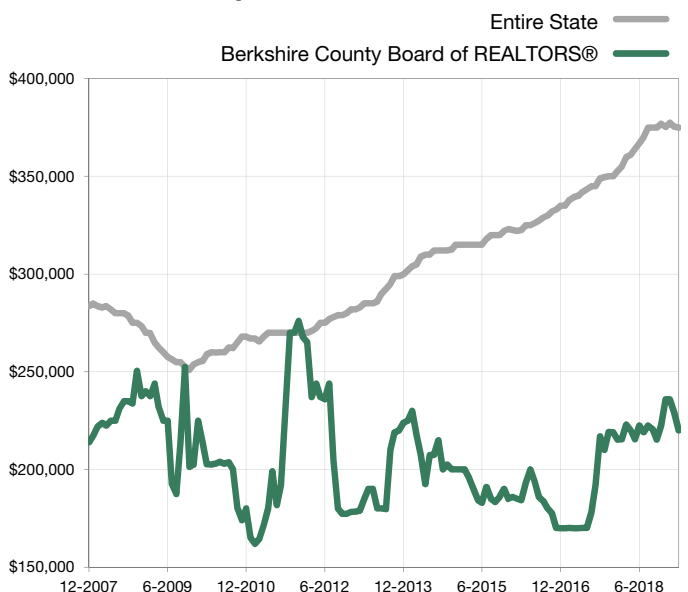
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 2.5%

Year-Over-Year
Change in
Closed Sales
All Properties

- 1.6%

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

+ 0.6%

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

Single-Family Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	432	563	+ 30.3%	1,114	1,281	+ 15.0%
Closed Sales	376	388	+ 3.2%	995	969	- 2.6%
Median Sales Price*	\$410,000	\$410,000	0.0%	\$400,650	\$400,900	+ 0.1%
Inventory of Homes for Sale	2,302	2,265	- 1.6%	--	--	--
Months Supply of Inventory	4.9	4.9	+ 0.4%	--	--	--
Cumulative Days on Market Until Sale	123	115	- 6.1%	120	118	- 1.6%
Percent of Original List Price Received*	95.1%	93.5%	- 1.7%	93.9%	92.6%	- 1.4%
New Listings	641	733	+ 14.4%	1,627	1,771	+ 8.9%

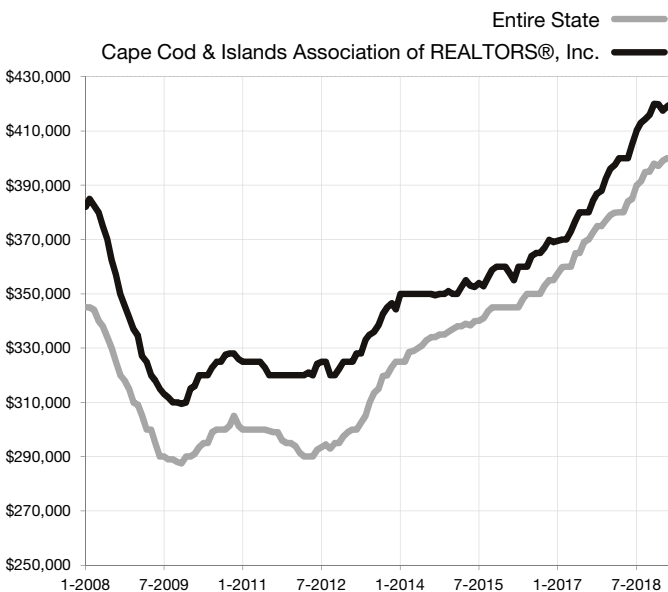
Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	96	119	+ 24.0%	262	258	- 1.5%
Closed Sales	72	71	- 1.4%	215	171	- 20.5%
Median Sales Price*	\$278,750	\$268,000	- 3.9%	\$279,000	\$260,000	- 6.8%
Inventory of Homes for Sale	477	532	+ 11.5%	--	--	--
Months Supply of Inventory	4.5	5.2	+ 15.9%	--	--	--
Cumulative Days on Market Until Sale	103	101	- 2.2%	119	107	- 10.1%
Percent of Original List Price Received*	95.0%	94.2%	- 0.8%	94.7%	93.8%	- 1.0%
New Listings	128	157	+ 22.7%	363	412	+ 13.5%

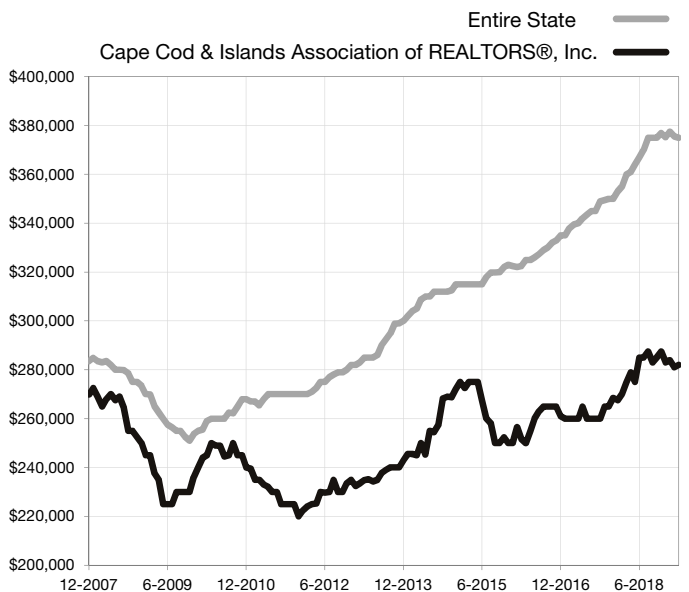
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1,245	1,324	+ 6.3%	2,676	2,949	+ 10.2%
Closed Sales	740	789	+ 6.6%	2,014	2,086	+ 3.6%
Median Sales Price*	\$575,000	\$596,950	+ 3.8%	\$554,900	\$588,500	+ 6.1%
Inventory of Homes for Sale	1,823	1,947	+ 6.8%	--	--	--
Months Supply of Inventory	1.6	1.7	+ 6.3%	--	--	--
Cumulative Days on Market Until Sale	58	64	+ 10.3%	59	66	+ 11.9%
Percent of Original List Price Received*	99.4%	97.8%	- 1.6%	98.3%	96.7%	- 1.6%
New Listings	1,534	1,661	+ 8.3%	3,409	3,815	+ 11.9%

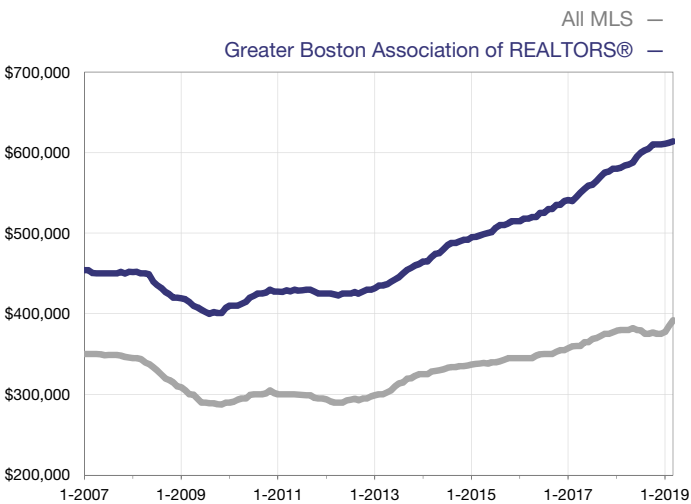
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Condominium Properties

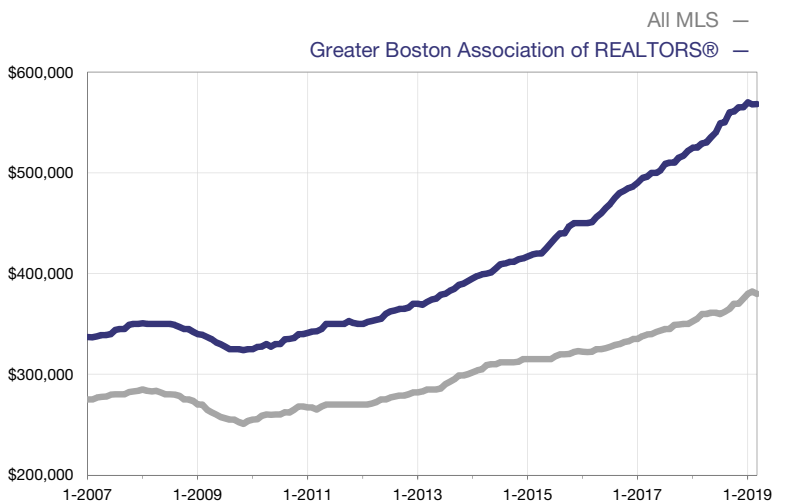
Key Metrics	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1,081	1,111	+ 2.8%	2,429	2,608	+ 7.4%
Closed Sales	767	687	- 10.4%	1,854	1,774	- 4.3%
Median Sales Price*	\$549,000	\$550,000	+ 0.2%	\$539,450	\$549,000	+ 1.8%
Inventory of Homes for Sale	1,243	1,749	+ 40.7%	--	--	--
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--
Cumulative Days on Market Until Sale	49	56	+ 14.3%	50	58	+ 16.0%
Percent of Original List Price Received*	100.7%	98.9%	- 1.8%	99.6%	97.9%	- 1.7%
New Listings	1,229	1,444	+ 17.5%	2,936	3,493	+ 19.0%

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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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

- 25.5%

+ 19.0%

- 15.4%

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

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	106	75	- 29.2%	236	223	- 5.5%
Closed Sales	82	65	- 20.7%	188	188	0.0%
Median Sales Price*	\$252,500	\$300,000	+ 18.8%	\$257,500	\$281,000	+ 9.1%
Inventory of Homes for Sale	309	265	- 14.2%	--	--	--
Months Supply of Inventory	3.3	3.0	- 7.0%	--	--	--
Cumulative Days on Market Until Sale	85	92	+ 8.5%	88	78	- 10.8%
Percent of Original List Price Received*	96.1%	93.7%	- 2.5%	95.5%	94.4%	- 1.2%
New Listings	114	98	- 14.0%	305	288	- 5.6%

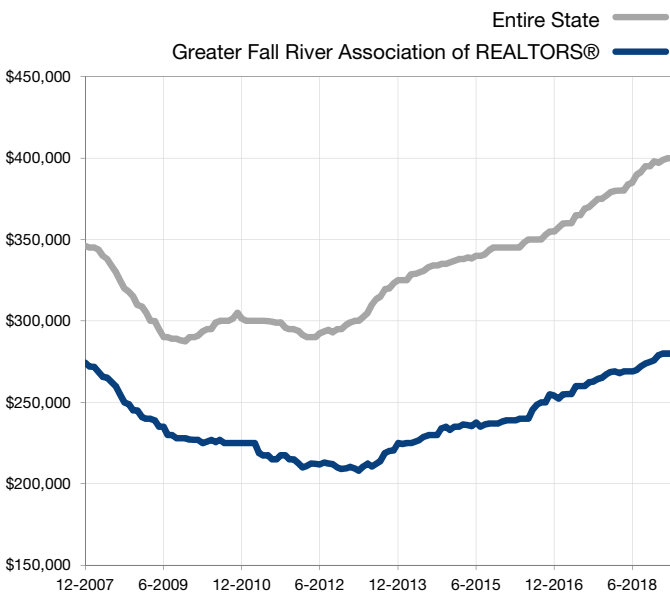
Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	11	- 15.4%	25	29	+ 16.0%
Closed Sales	12	5	- 58.3%	20	22	+ 10.0%
Median Sales Price*	\$165,500	\$182,400	+ 10.2%	\$165,500	\$175,200	+ 5.9%
Inventory of Homes for Sale	23	16	- 30.4%	--	--	--
Months Supply of Inventory	2.4	1.9	- 22.3%	--	--	--
Cumulative Days on Market Until Sale	51	57	+ 11.5%	65	83	+ 27.5%
Percent of Original List Price Received*	95.2%	97.9%	+ 2.8%	95.5%	95.4%	- 0.1%
New Listings	9	8	- 11.1%	27	28	+ 3.7%

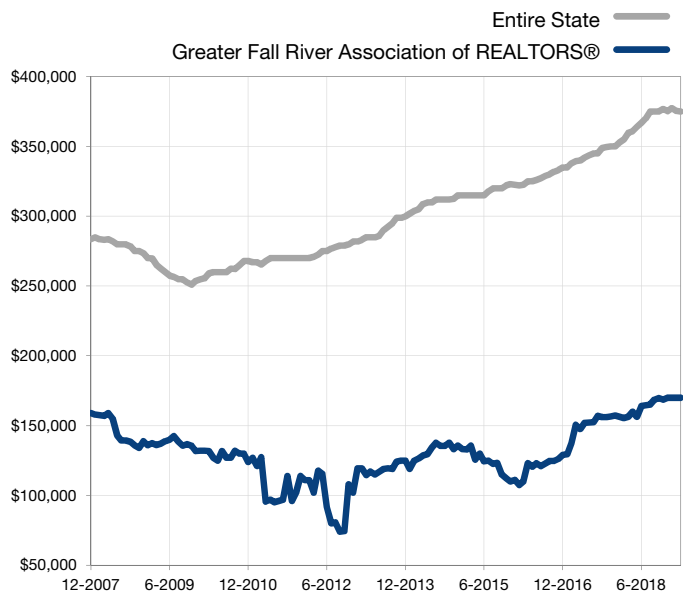
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

+ 25.0%

- 5.0%

- 15.0%

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

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	62	80	+ 29.0%	138	154	+ 11.6%
Closed Sales	35	37	+ 5.7%	108	116	+ 7.4%
Median Sales Price*	\$519,000	\$449,900	- 13.3%	\$461,000	\$485,500	+ 5.3%
Inventory of Homes for Sale	143	113	- 21.0%	--	--	--
Months Supply of Inventory	2.4	1.9	- 23.3%	--	--	--
Cumulative Days on Market Until Sale	103	70	- 32.3%	93	71	- 24.2%
Percent of Original List Price Received*	96.8%	94.9%	- 2.0%	95.5%	94.9%	- 0.6%
New Listings	85	91	+ 7.1%	188	196	+ 4.3%

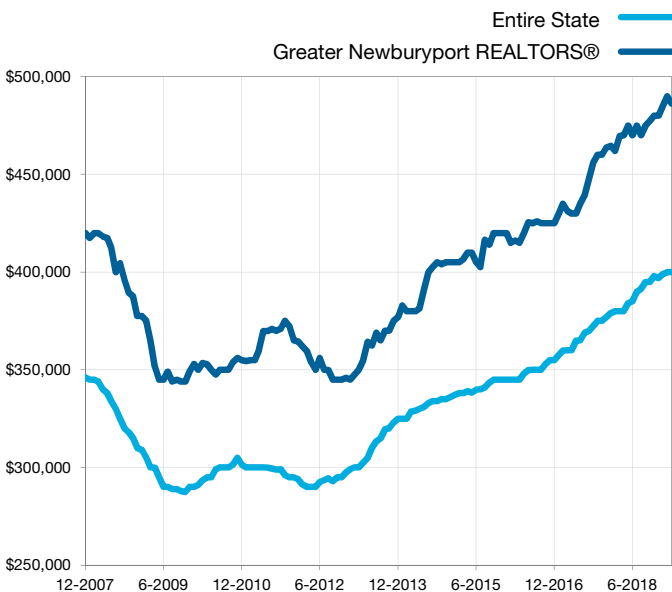
Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	46	35	- 23.9%	92	97	+ 5.4%
Closed Sales	25	38	+ 52.0%	68	83	+ 22.1%
Median Sales Price*	\$255,000	\$399,000	+ 56.5%	\$292,500	\$359,900	+ 23.0%
Inventory of Homes for Sale	63	62	- 1.6%	--	--	--
Months Supply of Inventory	1.7	1.8	+ 8.5%	--	--	--
Cumulative Days on Market Until Sale	50	54	+ 7.5%	51	62	+ 20.7%
Percent of Original List Price Received*	99.2%	99.0%	- 0.1%	97.7%	97.7%	- 0.0%
New Listings	51	30	- 41.2%	122	116	- 4.9%

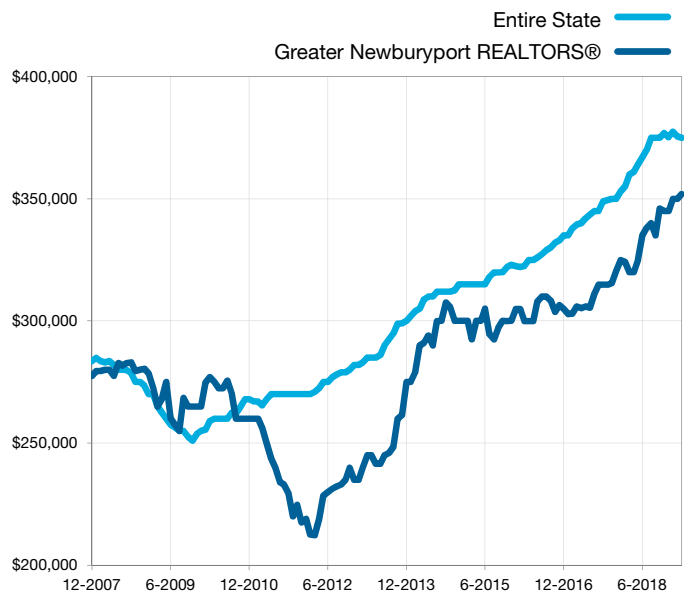
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 6.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.1%

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

- 15.0%

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

Single-Family Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	248	257	+ 3.6%	581	619	+ 6.5%
Closed Sales	176	195	+ 10.8%	485	500	+ 3.1%
Median Sales Price*	\$237,000	\$267,250	+ 12.8%	\$229,600	\$244,200	+ 6.4%
Inventory of Homes for Sale	563	482	- 14.4%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.9%	--	--	--
Cumulative Days on Market Until Sale	68	76	+ 11.5%	74	71	- 3.7%
Percent of Original List Price Received*	97.9%	97.0%	- 0.9%	97.2%	95.5%	- 1.8%
New Listings	304	312	+ 2.6%	682	699	+ 2.5%

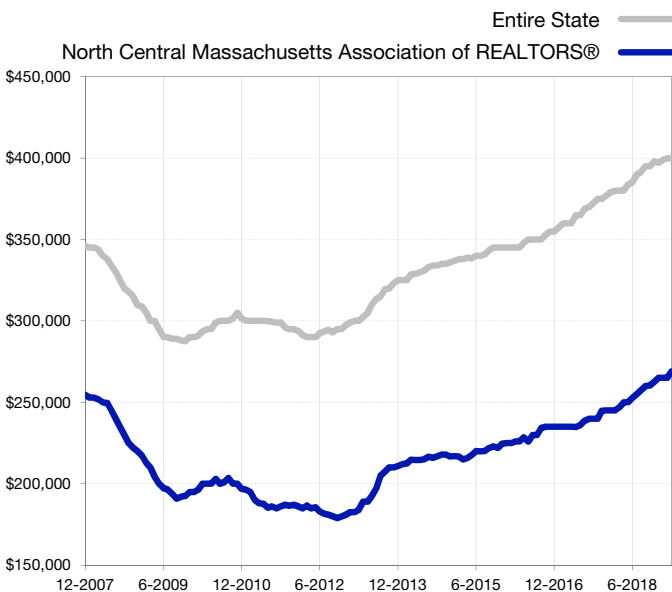
Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	47	34	- 27.7%	111	89	- 19.8%
Closed Sales	32	26	- 18.8%	85	70	- 17.6%
Median Sales Price*	\$199,250	\$183,750	- 7.8%	\$187,300	\$181,250	- 3.2%
Inventory of Homes for Sale	75	60	- 20.0%	--	--	--
Months Supply of Inventory	2.1	1.6	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	73	55	- 24.4%	78	58	- 24.6%
Percent of Original List Price Received*	97.7%	95.1%	- 2.7%	97.8%	96.2%	- 1.6%
New Listings	52	54	+ 3.8%	132	115	- 12.9%

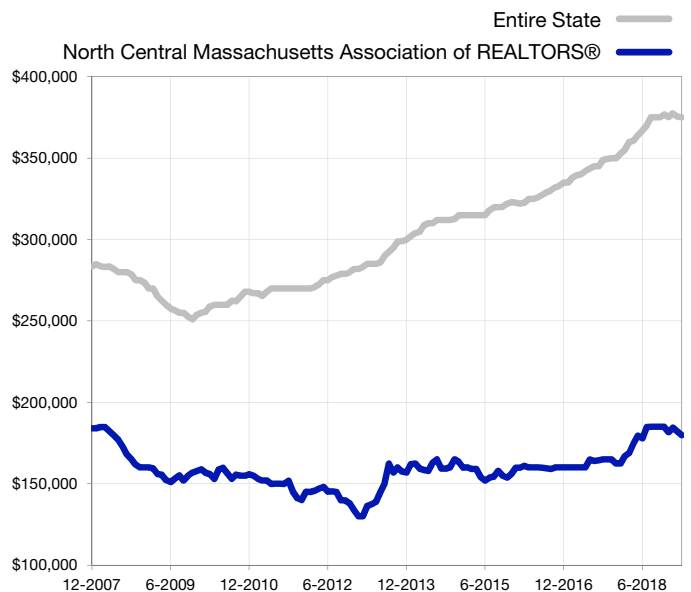
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 11.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.9%

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

+ 2.6%

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

Single-Family Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	309	338	+ 9.4%	741	830	+ 12.0%
Closed Sales	223	253	+ 13.5%	671	693	+ 3.3%
Median Sales Price*	\$420,000	\$439,000	+ 4.5%	\$415,000	\$436,000	+ 5.1%
Inventory of Homes for Sale	531	525	- 1.1%	--	--	--
Months Supply of Inventory	1.6	1.5	- 1.5%	--	--	--
Cumulative Days on Market Until Sale	78	60	- 22.8%	66	64	- 3.0%
Percent of Original List Price Received*	97.4%	96.6%	- 0.8%	97.3%	95.9%	- 1.4%
New Listings	353	410	+ 16.1%	855	938	+ 9.7%

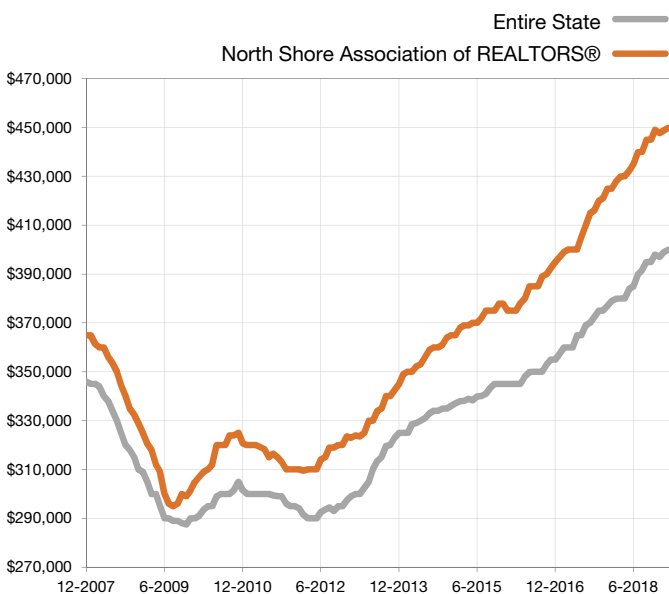
Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	171	182	+ 6.4%	419	445	+ 6.2%
Closed Sales	123	133	+ 8.1%	331	318	- 3.9%
Median Sales Price*	\$289,900	\$315,000	+ 8.7%	\$294,500	\$305,000	+ 3.6%
Inventory of Homes for Sale	198	223	+ 12.6%	--	--	--
Months Supply of Inventory	1.2	1.5	+ 16.6%	--	--	--
Cumulative Days on Market Until Sale	56	60	+ 7.0%	56	60	+ 6.5%
Percent of Original List Price Received*	99.1%	97.5%	- 1.6%	98.4%	97.3%	- 1.1%
New Listings	199	203	+ 2.0%	450	497	+ 10.4%

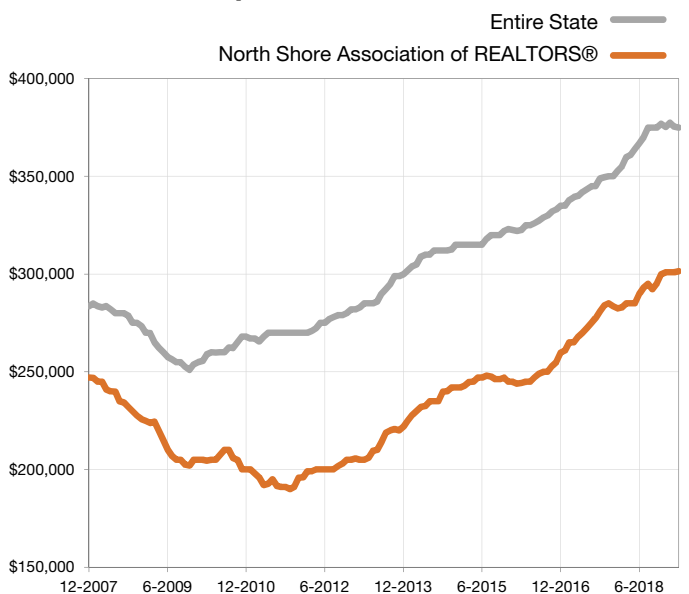
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 3.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.3%

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

+ 5.5%

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

Single-Family Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	340	370	+ 8.8%	783	856	+ 9.3%
Closed Sales	225	223	- 0.9%	642	625	- 2.6%
Median Sales Price*	\$389,500	\$425,900	+ 9.3%	\$399,900	\$420,000	+ 5.0%
Inventory of Homes for Sale	451	479	+ 6.2%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.5%	--	--	--
Cumulative Days on Market Until Sale	54	69	+ 26.4%	59	69	+ 16.4%
Percent of Original List Price Received*	98.1%	97.7%	- 0.4%	97.7%	96.8%	- 0.9%
New Listings	363	456	+ 25.6%	894	1,011	+ 13.1%

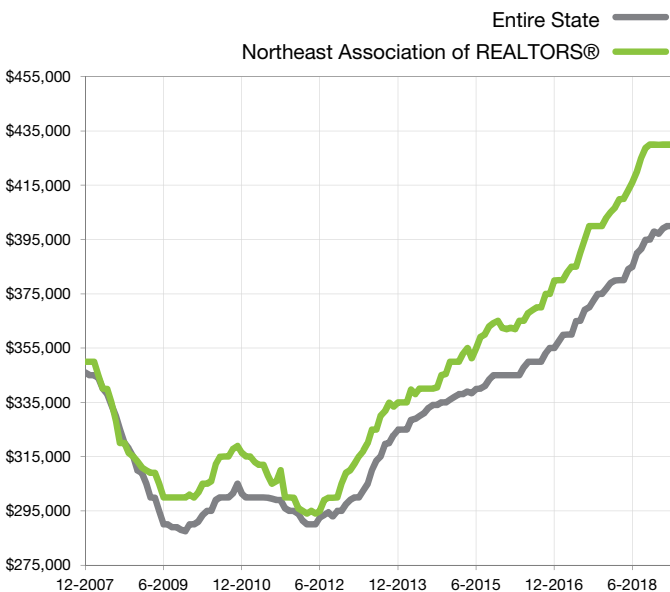
Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	153	164	+ 7.2%	376	390	+ 3.7%
Closed Sales	109	98	- 10.1%	287	274	- 4.5%
Median Sales Price*	\$238,000	\$253,950	+ 6.7%	\$237,000	\$250,000	+ 5.5%
Inventory of Homes for Sale	183	190	+ 3.8%	--	--	--
Months Supply of Inventory	1.4	1.4	- 0.4%	--	--	--
Cumulative Days on Market Until Sale	49	51	+ 4.5%	53	53	- 1.1%
Percent of Original List Price Received*	99.6%	98.5%	- 1.1%	99.2%	98.3%	- 1.0%
New Listings	178	175	- 1.7%	432	429	- 0.7%

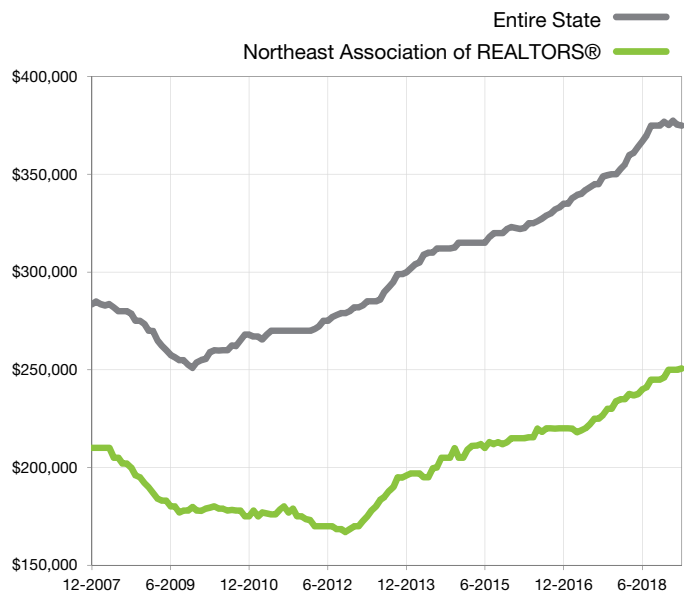
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 0.6%

+ 6.2%

- 13.7%

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

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	538	629	+ 16.9%	1,332	1,435	+ 7.7%
Closed Sales	382	379	- 0.8%	1,078	1,051	- 2.5%
Median Sales Price*	\$276,000	\$295,900	+ 7.2%	\$280,000	\$292,600	+ 4.5%
Inventory of Homes for Sale	1,129	978	- 13.4%	--	--	--
Months Supply of Inventory	2.0	1.8	- 11.2%	--	--	--
Cumulative Days on Market Until Sale	77	76	- 1.7%	73	79	+ 8.6%
Percent of Original List Price Received*	97.0%	97.2%	+ 0.2%	96.7%	95.8%	- 0.9%
New Listings	649	678	+ 4.5%	1,577	1,617	+ 2.5%

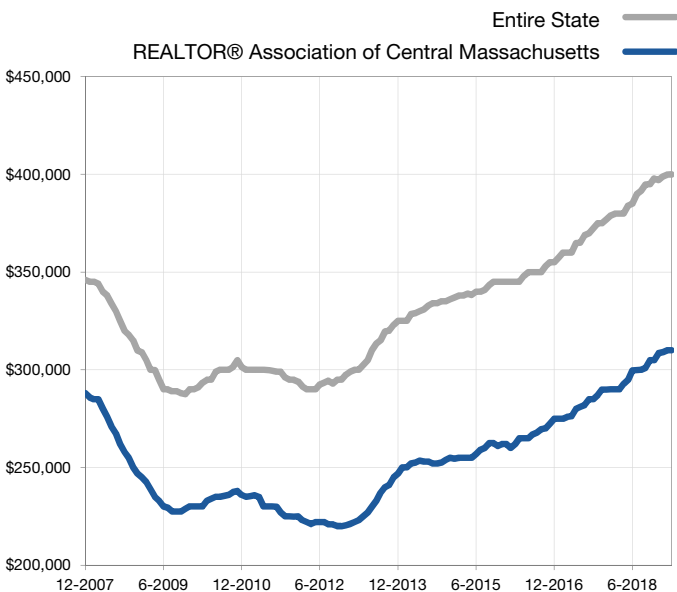
Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	138	136	- 1.4%	333	342	+ 2.7%
Closed Sales	99	99	0.0%	267	276	+ 3.4%
Median Sales Price*	\$204,900	\$227,000	+ 10.8%	\$198,000	\$212,000	+ 7.1%
Inventory of Homes for Sale	266	226	- 15.0%	--	--	--
Months Supply of Inventory	2.0	1.7	- 11.6%	--	--	--
Cumulative Days on Market Until Sale	79	70	- 11.3%	62	68	+ 10.1%
Percent of Original List Price Received*	98.5%	97.5%	- 1.0%	97.7%	97.9%	+ 0.2%
New Listings	165	167	+ 1.2%	391	400	+ 2.3%

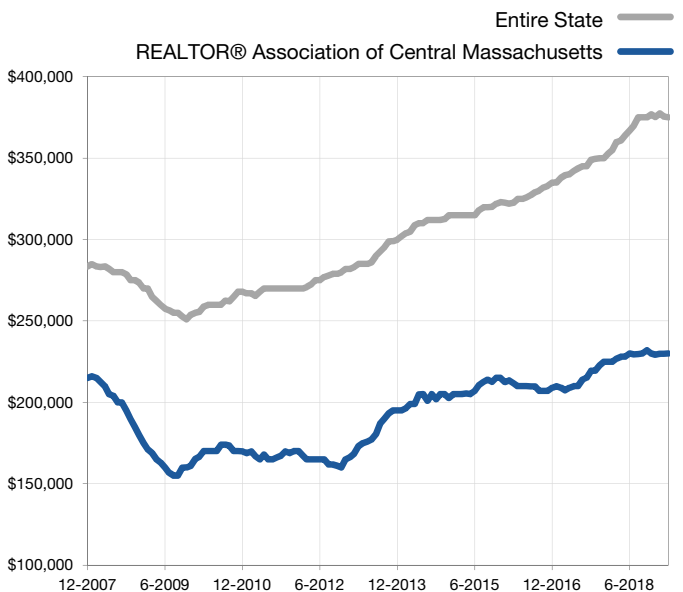
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 2.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.5%

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

- 19.4%

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

Single-Family Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	518	609	+ 17.6%	1,218	1,420	+ 16.6%
Closed Sales	361	355	- 1.7%	1,072	1,010	- 5.8%
Median Sales Price*	\$203,000	\$205,000	+ 1.0%	\$197,000	\$202,500	+ 2.8%
Inventory of Homes for Sale	1,375	1,146	- 16.7%	--	--	--
Months Supply of Inventory	2.7	2.3	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	97	82	- 15.1%	88	89	+ 0.9%
Percent of Original List Price Received*	94.5%	94.6%	+ 0.1%	94.6%	94.1%	- 0.6%
New Listings	638	670	+ 5.0%	1,499	1,595	+ 6.4%

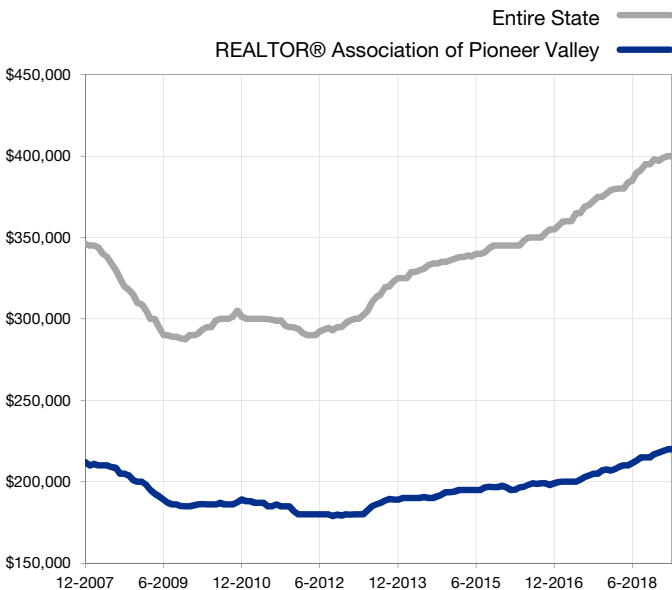
Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	66	96	+ 45.5%	180	230	+ 27.8%
Closed Sales	56	73	+ 30.4%	149	174	+ 16.8%
Median Sales Price*	\$136,250	\$165,000	+ 21.1%	\$145,900	\$158,000	+ 8.3%
Inventory of Homes for Sale	241	157	- 34.9%	--	--	--
Months Supply of Inventory	3.3	2.1	- 35.4%	--	--	--
Cumulative Days on Market Until Sale	100	132	+ 32.8%	104	103	- 1.4%
Percent of Original List Price Received*	96.2%	95.8%	- 0.4%	96.3%	95.9%	- 0.4%
New Listings	77	107	+ 39.0%	214	243	+ 13.6%

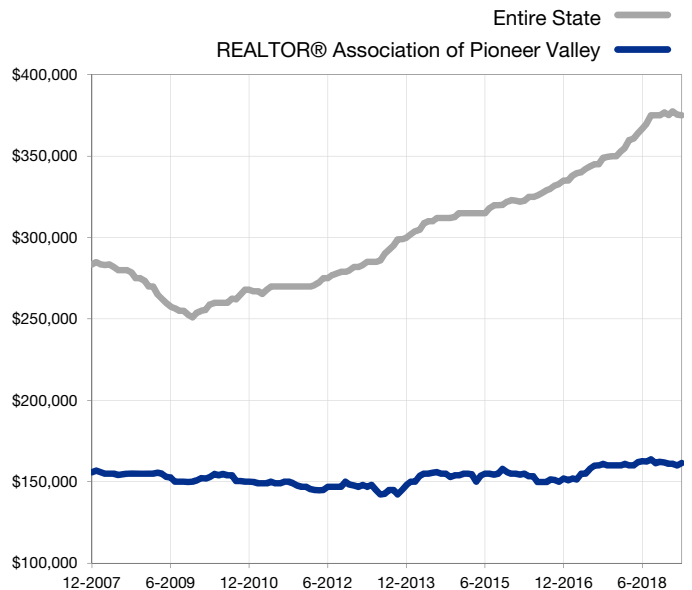
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

+ 1.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.9%

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

- 12.8%

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

Single-Family Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	379	446	+ 17.7%	1,006	1,126	+ 11.9%
Closed Sales	328	344	+ 4.9%	873	873	0.0%
Median Sales Price*	\$299,900	\$320,000	+ 6.7%	\$293,000	\$315,000	+ 7.5%
Inventory of Homes for Sale	1,032	875	- 15.2%	--	--	--
Months Supply of Inventory	2.5	2.1	- 13.2%	--	--	--
Cumulative Days on Market Until Sale	73	80	+ 8.6%	75	76	+ 1.6%
Percent of Original List Price Received*	97.5%	95.8%	- 1.7%	96.4%	95.9%	- 0.5%
New Listings	460	501	+ 8.9%	1,237	1,263	+ 2.1%

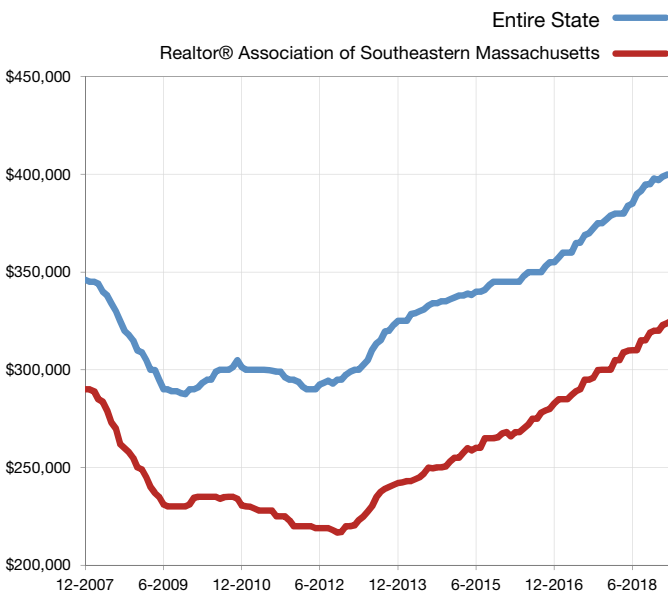
Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	82	101	+ 23.2%	173	223	+ 28.9%
Closed Sales	65	56	- 13.8%	141	150	+ 6.4%
Median Sales Price*	\$179,900	\$211,500	+ 17.6%	\$205,000	\$200,000	- 2.4%
Inventory of Homes for Sale	132	140	+ 6.1%	--	--	--
Months Supply of Inventory	1.8	1.9	+ 5.3%	--	--	--
Cumulative Days on Market Until Sale	52	69	+ 34.2%	62	73	+ 17.7%
Percent of Original List Price Received*	96.8%	97.6%	+ 0.8%	97.6%	96.5%	- 1.1%
New Listings	74	99	+ 33.8%	203	258	+ 27.1%

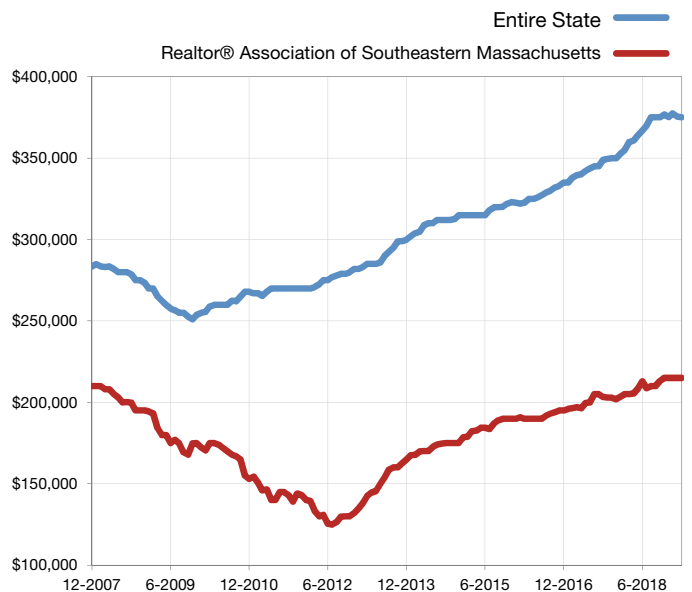
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

+ 2.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.1%

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

+ 9.6%

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

Single-Family Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	493	560	+ 13.6%	1,250	1,269	+ 1.5%
Closed Sales	409	371	- 9.3%	1,011	952	- 5.8%
Median Sales Price*	\$417,000	\$420,000	+ 0.7%	\$414,500	\$420,000	+ 1.3%
Inventory of Homes for Sale	956	1,049	+ 9.7%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 12.2%	--	--	--
Cumulative Days on Market Until Sale	78	73	- 6.6%	75	77	+ 2.3%
Percent of Original List Price Received*	97.3%	97.0%	- 0.4%	96.6%	95.9%	- 0.7%
New Listings	571	715	+ 25.2%	1,432	1,668	+ 16.5%

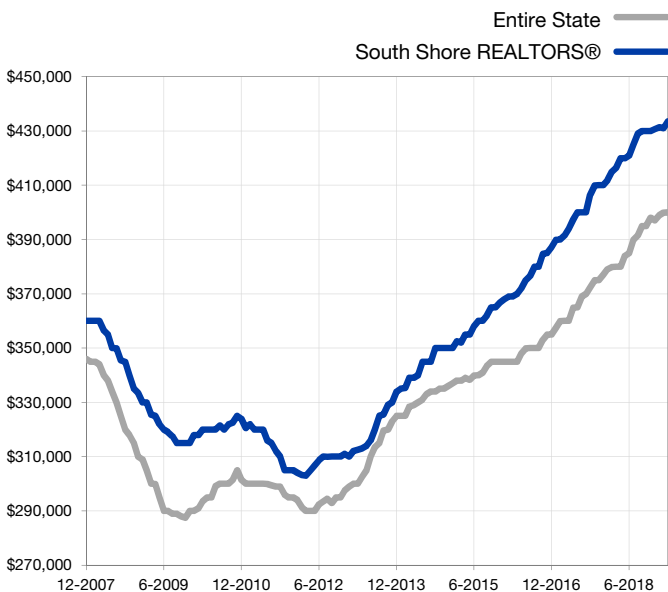
Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	146	210	+ 43.8%	432	473	+ 9.5%
Closed Sales	121	174	+ 43.8%	332	369	+ 11.1%
Median Sales Price*	\$310,000	\$385,868	+ 24.5%	\$301,500	\$331,500	+ 10.0%
Inventory of Homes for Sale	327	357	+ 9.2%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 6.0%	--	--	--
Cumulative Days on Market Until Sale	50	56	+ 11.1%	57	63	+ 10.1%
Percent of Original List Price Received*	99.8%	98.5%	- 1.3%	98.7%	97.7%	- 1.1%
New Listings	190	249	+ 31.1%	531	596	+ 12.2%

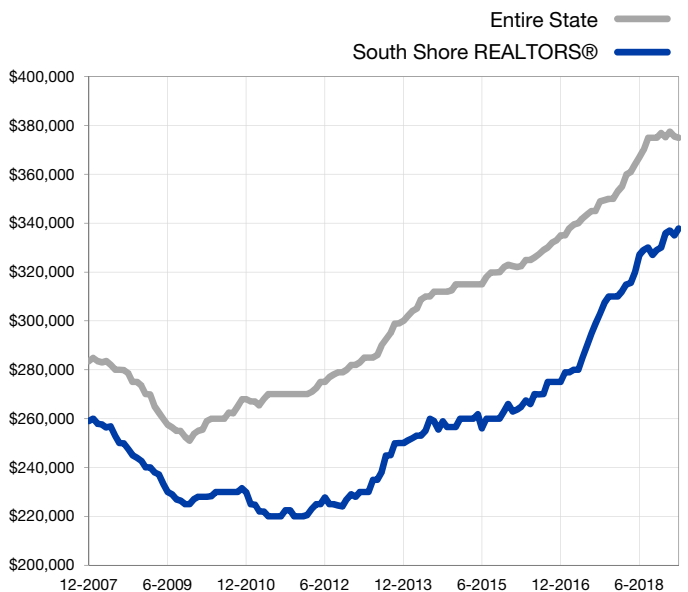
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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