

# Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**+ 2.4%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 6.6%**

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

**- 15.5%**

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

### Single-Family Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	786	<b>886</b>	+ 12.7%	1,913	<b>2,054</b>	+ 7.4%
Closed Sales	558	<b>574</b>	+ 2.9%	1,563	<b>1,551</b>	-0.8%
Median Sales Price*	\$263,250	<b>\$285,000</b>	+ 8.3%	\$264,000	<b>\$276,000</b>	+ 4.5%
Inventory of Homes for Sale	1,692	<b>1,460</b>	-13.7%	--	--	--
Months Supply of Inventory	2.1	<b>1.9</b>	-9.5%	--	--	--
Cumulative Days on Market Until Sale	75	<b>76</b>	+ 1.3%	73	<b>76</b>	+ 4.1%
Percent of Original List Price Received*	97.2%	<b>97.1%</b>	-0.1%	96.8%	<b>95.7%</b>	-1.1%
New Listings	953	<b>990</b>	+ 3.9%	2,259	<b>2,316</b>	+ 2.5%

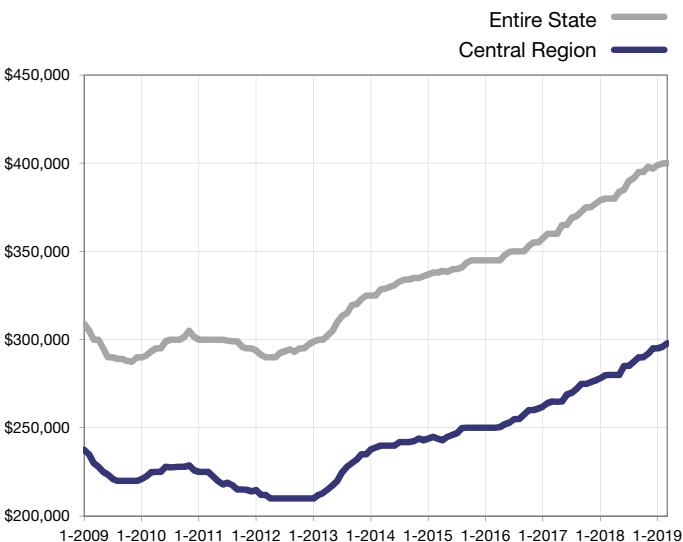
### Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	185	<b>170</b>	-8.1%	444	<b>431</b>	-2.9%
Closed Sales	131	<b>125</b>	-4.6%	352	<b>346</b>	-1.7%
Median Sales Price*	\$204,900	<b>\$212,500</b>	+ 3.7%	\$191,500	<b>\$205,000</b>	+ 7.0%
Inventory of Homes for Sale	341	<b>286</b>	-16.1%	--	--	--
Months Supply of Inventory	2.0	<b>1.7</b>	-15.0%	--	--	--
Cumulative Days on Market Until Sale	77	<b>67</b>	-13.0%	66	<b>66</b>	0.0%
Percent of Original List Price Received*	98.3%	<b>97.0%</b>	-1.3%	97.7%	<b>97.6%</b>	-0.1%
New Listings	217	<b>221</b>	+ 1.8%	523	<b>515</b>	-1.5%

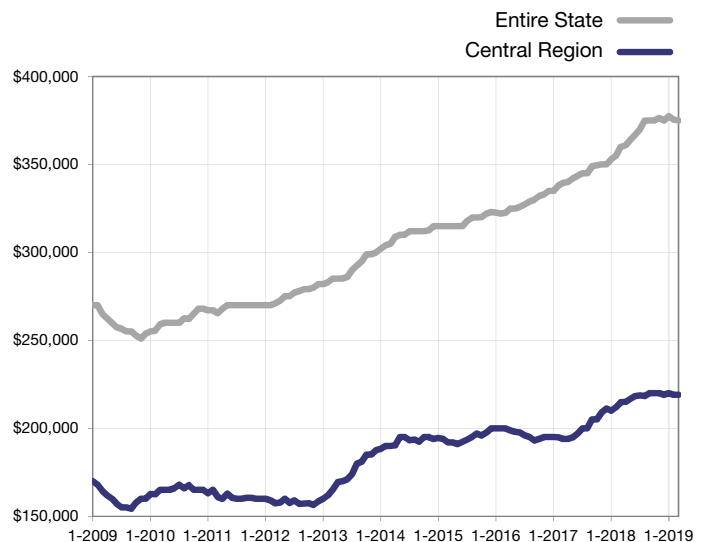
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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

**+ 5.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 4.3%**

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

**- 3.5%**

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

### Single-Family Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	711	<b>788</b>	+ 10.8%	1,662	<b>1,840</b>	+ 10.7%
Closed Sales	483	<b>513</b>	+ 6.2%	1,421	<b>1,434</b>	+ 0.9%
Median Sales Price*	\$415,000	<b>\$435,500</b>	+ 4.9%	\$414,000	<b>\$435,000</b>	+ 5.1%
Inventory of Homes for Sale	1,125	<b>1,117</b>	-0.7%	--	--	--
Months Supply of Inventory	1.6	<b>1.5</b>	-6.3%	--	--	--
Cumulative Days on Market Until Sale	69	<b>65</b>	-5.8%	65	<b>67</b>	+ 3.1%
Percent of Original List Price Received*	97.7%	<b>97.0%</b>	-0.7%	97.3%	<b>96.2%</b>	-1.1%
New Listings	801	<b>957</b>	+ 19.5%	1,937	<b>2,145</b>	+ 10.7%

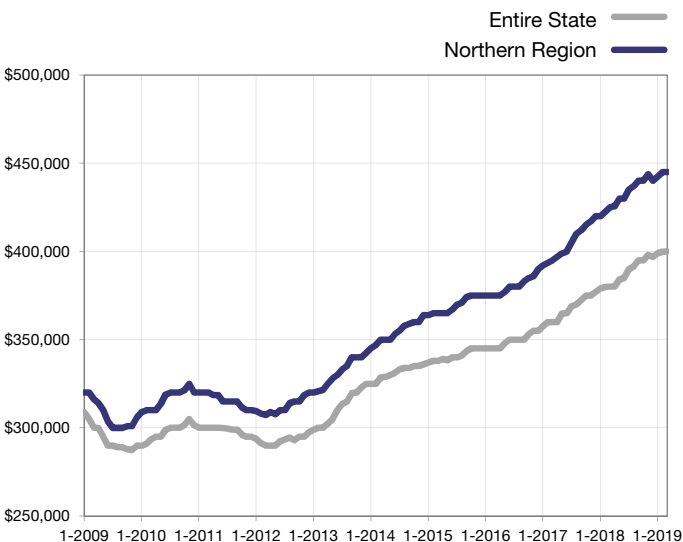
### Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	370	<b>381</b>	+ 3.0%	887	<b>932</b>	+ 5.1%
Closed Sales	257	<b>269</b>	+ 4.7%	686	<b>675</b>	-1.6%
Median Sales Price*	\$257,900	<b>\$300,000</b>	+ 16.3%	\$265,000	<b>\$289,900</b>	+ 9.4%
Inventory of Homes for Sale	444	<b>475</b>	+ 7.0%	--	--	--
Months Supply of Inventory	1.4	<b>1.5</b>	+ 7.1%	--	--	--
Cumulative Days on Market Until Sale	52	<b>56</b>	+ 7.7%	55	<b>57</b>	+ 3.6%
Percent of Original List Price Received*	99.3%	<b>98.1%</b>	-1.2%	98.7%	<b>97.7%</b>	-1.0%
New Listings	428	<b>408</b>	-4.7%	1,004	<b>1,042</b>	+ 3.8%

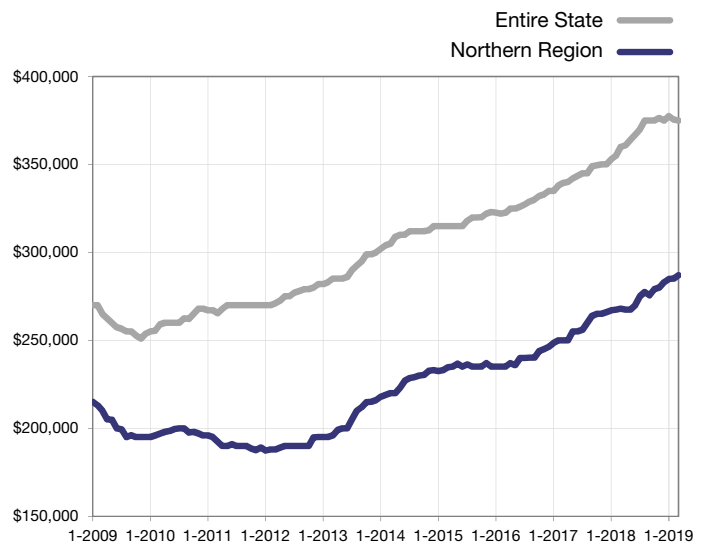
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Southeast Region

**- 0.9%**

**+ 7.7%**

**- 12.4%**

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

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

### Single-Family Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	485	<b>521</b>	+ 7.4%	1,242	<b>1,349</b>	+ 8.6%
Closed Sales	410	<b>409</b>	-0.2%	1,061	<b>1,061</b>	0.0%
Median Sales Price*	\$290,500	<b>\$318,000</b>	+ 9.5%	\$289,900	<b>\$310,000</b>	+ 6.9%
Inventory of Homes for Sale	1,341	<b>1,140</b>	-15.0%	--	--	--
Months Supply of Inventory	2.6	<b>2.3</b>	-11.5%	--	--	--
Cumulative Days on Market Until Sale	76	<b>81</b>	+ 6.6%	77	<b>77</b>	0.0%
Percent of Original List Price Received*	97.2%	<b>95.4%</b>	-1.9%	96.3%	<b>95.6%</b>	-0.7%
New Listings	574	<b>599</b>	+ 4.4%	1,542	<b>1,551</b>	+ 0.6%

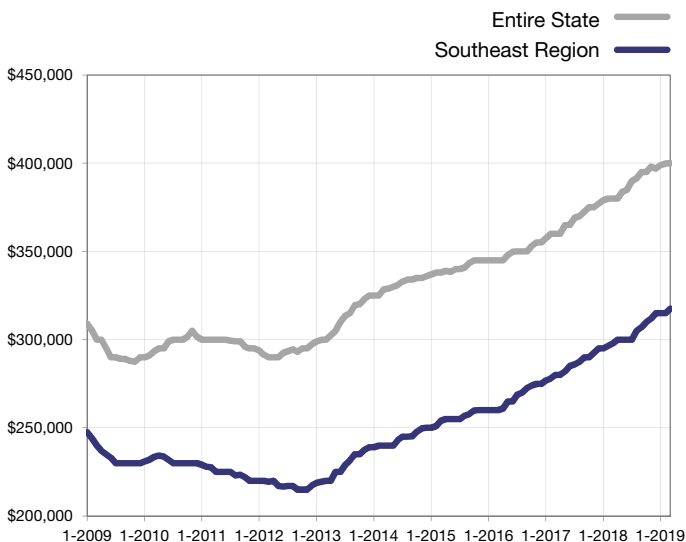
### Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	95	<b>112</b>	+ 17.9%	198	<b>252</b>	+ 27.3%
Closed Sales	77	<b>61</b>	-20.8%	161	<b>172</b>	+ 6.8%
Median Sales Price*	\$175,000	<b>\$210,000</b>	+ 20.0%	\$195,000	<b>\$198,950</b>	+ 2.0%
Inventory of Homes for Sale	155	<b>156</b>	+ 0.6%	--	--	--
Months Supply of Inventory	1.9	<b>1.9</b>	0.0%	--	--	--
Cumulative Days on Market Until Sale	51	<b>68</b>	+ 33.3%	62	<b>74</b>	+ 19.4%
Percent of Original List Price Received*	96.5%	<b>97.6%</b>	+ 1.1%	97.3%	<b>96.4%</b>	-0.9%
New Listings	83	<b>107</b>	+ 28.9%	230	<b>286</b>	+ 24.3%

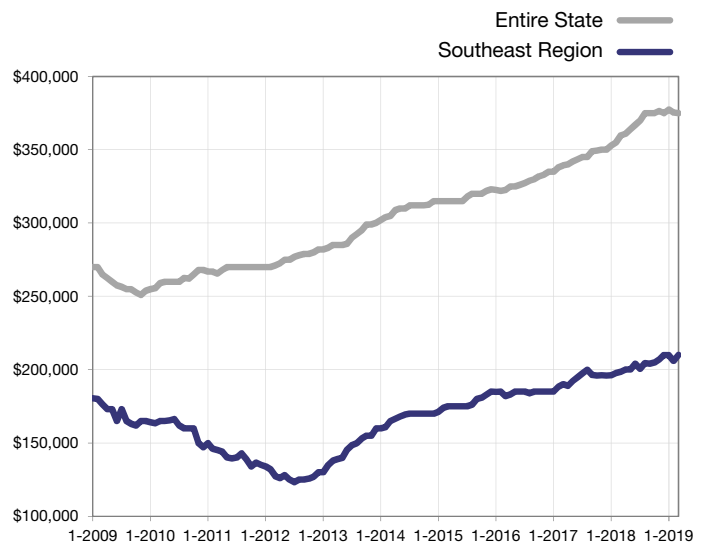
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### Single-Family Properties



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## West Region

**- 0.2%**

**+ 3.0%**

**- 18.1%**

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	610	<b>729</b>	+ 19.5%	1,469	<b>1,700</b>	+ 15.7%
Closed Sales	447	<b>429</b>	-4.0%	1,282	<b>1,223</b>	-4.6%
Median Sales Price*	\$200,000	<b>\$207,000</b>	+ 3.5%	\$197,000	<b>\$200,000</b>	+ 1.5%
Inventory of Homes for Sale	2,207	<b>1,856</b>	-15.9%	--	--	--
Months Supply of Inventory	3.5	<b>3.0</b>	-14.3%	--	--	--
Cumulative Days on Market Until Sale	103	<b>84</b>	-18.4%	97	<b>90</b>	-7.2%
Percent of Original List Price Received*	93.8%	<b>94.0%</b>	+ 0.2%	93.8%	<b>93.5%</b>	-0.3%
New Listings	793	<b>824</b>	+ 3.9%	1,879	<b>2,012</b>	+ 7.1%

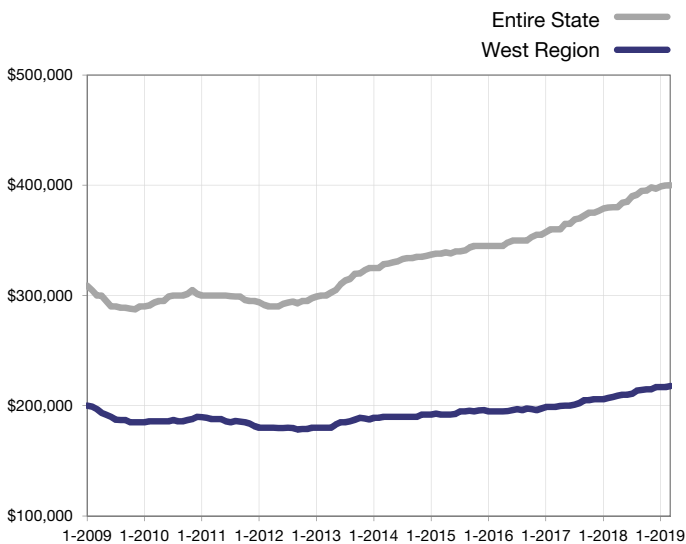
### Condominium Properties

	March			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	81	<b>105</b>	+ 29.6%	205	<b>259</b>	+ 26.3%
Closed Sales	65	<b>82</b>	+ 26.2%	173	<b>192</b>	+ 11.0%
Median Sales Price*	\$138,900	<b>\$156,000</b>	+ 12.3%	\$157,000	<b>\$158,000</b>	+ 0.6%
Inventory of Homes for Sale	406	<b>313</b>	-22.9%	--	--	--
Months Supply of Inventory	4.8	<b>3.6</b>	-25.0%	--	--	--
Cumulative Days on Market Until Sale	116	<b>132</b>	+ 13.8%	120	<b>107</b>	-10.8%
Percent of Original List Price Received*	95.7%	<b>95.5%</b>	-0.2%	95.6%	<b>95.5%</b>	-0.1%
New Listings	105	<b>134</b>	+ 27.6%	259	<b>320</b>	+ 23.6%

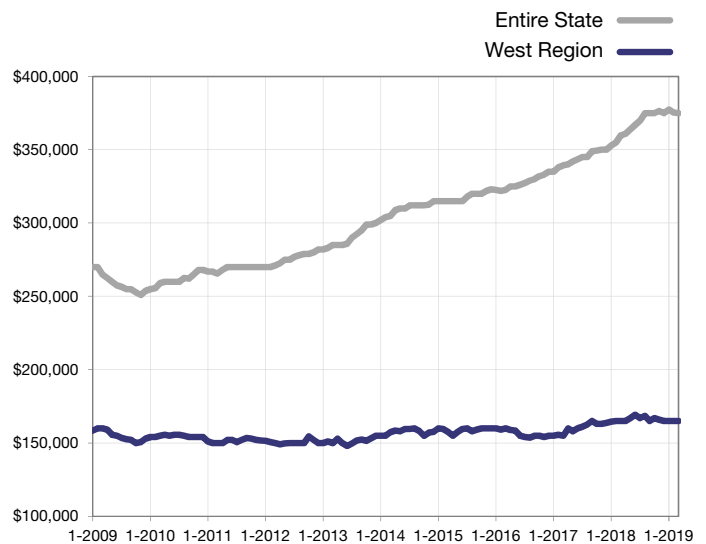
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