

# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 38.4%**

**+ 23.3%**

**- 9.9%**

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

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	129	116	- 10.1%	380	408	+ 7.4%
Closed Sales	90	125	+ 38.9%	300	341	+ 13.7%
Median Sales Price*	\$176,250	<b>\$218,800</b>	+ 24.1%	\$195,000	<b>\$208,450</b>	+ 6.9%
Inventory of Homes for Sale	862	759	- 11.9%	--	--	--
Months Supply of Inventory	7.4	6.1	- 17.7%	--	--	--
Cumulative Days on Market Until Sale	150	103	- 31.6%	144	97	- 32.5%
Percent of Original List Price Received*	90.8%	91.0%	+ 0.3%	89.9%	91.1%	+ 1.3%
New Listings	204	214	+ 4.9%	585	635	+ 8.5%

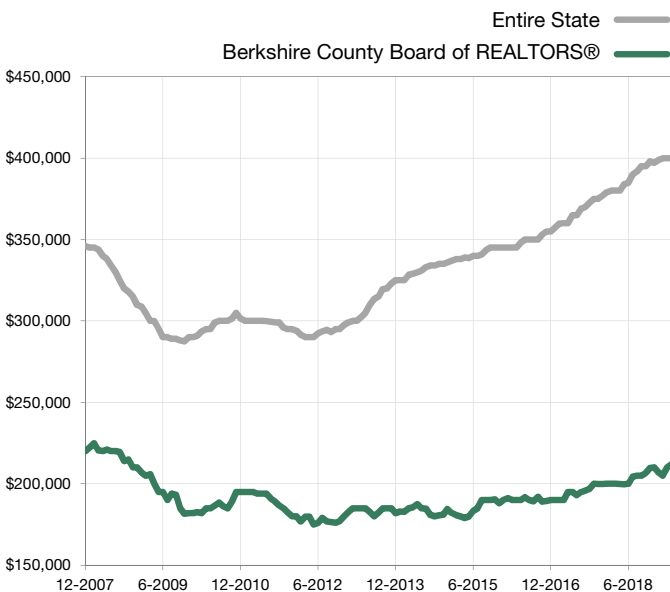
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	10	- 23.1%	38	40	+ 5.3%
Closed Sales	9	12	+ 33.3%	33	30	- 9.1%
Median Sales Price*	\$215,000	<b>\$225,000</b>	+ 4.7%	\$225,900	<b>\$160,750</b>	- 28.8%
Inventory of Homes for Sale	175	175	0.0%	--	--	--
Months Supply of Inventory	15.3	14.2	- 7.4%	--	--	--
Cumulative Days on Market Until Sale	221	103	- 53.5%	219	132	- 39.5%
Percent of Original List Price Received*	93.6%	93.6%	- 0.0%	91.8%	92.4%	+ 0.6%
New Listings	27	37	+ 37.0%	71	114	+ 60.6%

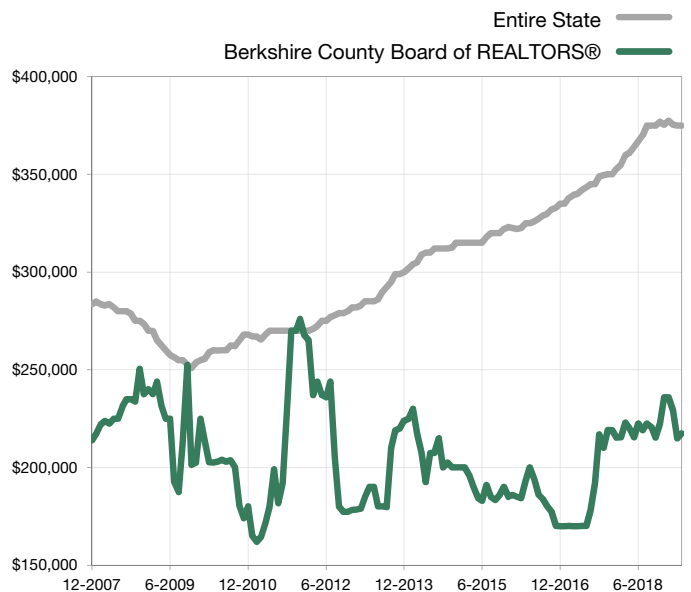
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Cape Cod & Islands Association of REALTORS®, Inc.

**0.0%**

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

**+ 1.8%**

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

**+ 0.7%**

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

### Single-Family Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	491	<b>597</b>	+ 21.6%	1,604	<b>1,831</b>	+ 14.2%
Closed Sales	442	<b>445</b>	+ 0.7%	1,436	<b>1,419</b>	- 1.2%
Median Sales Price*	\$393,000	<b>\$415,000</b>	+ 5.6%	\$400,000	<b>\$405,000</b>	+ 1.3%
Inventory of Homes for Sale	2,512	<b>2,431</b>	- 3.2%	--	--	--
Months Supply of Inventory	5.4	<b>5.3</b>	- 1.5%	--	--	--
Cumulative Days on Market Until Sale	106	<b>114</b>	+ 7.3%	116	<b>117</b>	+ 0.9%
Percent of Original List Price Received*	95.6%	<b>94.6%</b>	- 1.0%	94.4%	<b>93.2%</b>	- 1.3%
New Listings	816	<b>871</b>	+ 6.7%	2,439	<b>2,636</b>	+ 8.1%

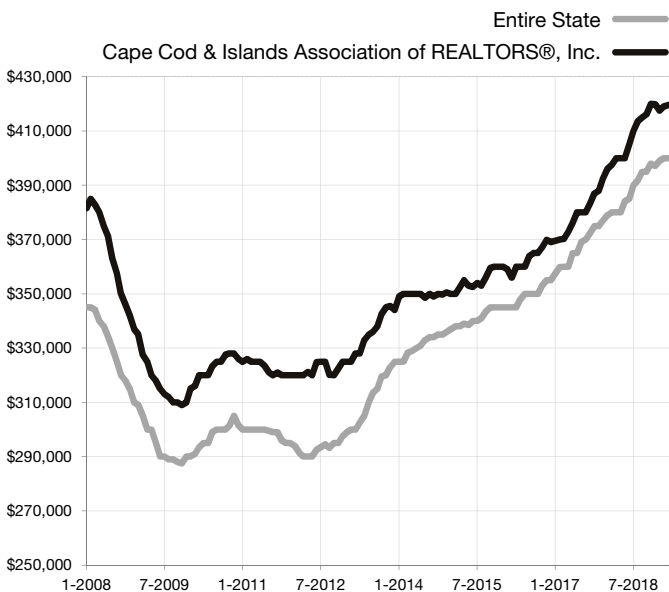
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	109	<b>126</b>	+ 15.6%	371	<b>375</b>	+ 1.1%
Closed Sales	119	<b>116</b>	- 2.5%	334	<b>286</b>	- 14.4%
Median Sales Price*	\$299,900	<b>\$252,250</b>	- 15.9%	\$283,000	<b>\$260,000</b>	- 8.1%
Inventory of Homes for Sale	519	<b>620</b>	+ 19.5%	--	--	--
Months Supply of Inventory	4.8	<b>6.0</b>	+ 26.4%	--	--	--
Cumulative Days on Market Until Sale	107	<b>92</b>	- 13.6%	115	<b>101</b>	- 11.7%
Percent of Original List Price Received*	95.5%	<b>94.5%</b>	- 1.1%	95.0%	<b>94.1%</b>	- 1.0%
New Listings	175	<b>235</b>	+ 34.3%	538	<b>645</b>	+ 19.9%

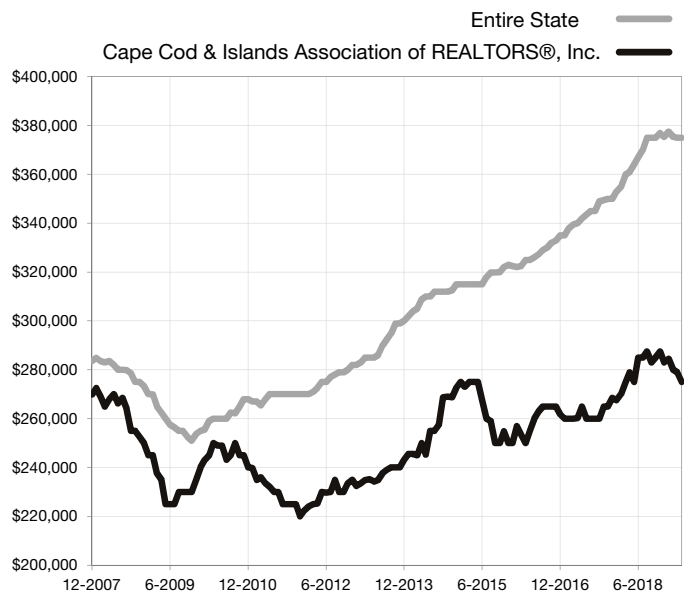
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1,448	<b>1,576</b>	+ 8.8%	4,123	<b>4,457</b>	+ 8.1%
Closed Sales	859	<b>942</b>	+ 9.7%	2,873	<b>3,037</b>	+ 5.7%
Median Sales Price*	\$610,000	<b>\$618,000</b>	+ 1.3%	\$570,000	<b>\$595,000</b>	+ 4.4%
Inventory of Homes for Sale	2,350	<b>2,256</b>	- 4.0%	--	--	--
Months Supply of Inventory	2.1	<b>2.0</b>	- 4.8%	--	--	--
Cumulative Days on Market Until Sale	50	<b>55</b>	+ 10.0%	56	<b>62</b>	+ 10.7%
Percent of Original List Price Received*	100.6%	<b>98.6%</b>	- 2.0%	99.0%	<b>97.2%</b>	- 1.8%
New Listings	2,150	<b>1,992</b>	- 7.3%	5,559	<b>5,795</b>	+ 4.2%

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

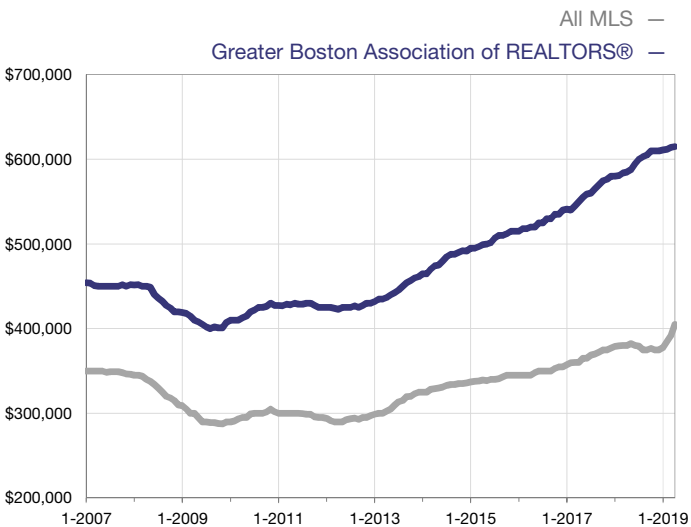
### Condominium Properties

Key Metrics	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1,156	<b>1,341</b>	+ 16.0%	3,584	<b>3,918</b>	+ 9.3%
Closed Sales	883	<b>839</b>	- 5.0%	2,737	<b>2,625</b>	- 4.1%
Median Sales Price*	\$594,190	<b>\$559,000</b>	- 5.9%	\$553,560	<b>\$550,000</b>	- 0.6%
Inventory of Homes for Sale	1,659	<b>1,909</b>	+ 15.1%	--	--	--
Months Supply of Inventory	1.8	<b>2.1</b>	+ 16.7%	--	--	--
Cumulative Days on Market Until Sale	39	<b>48</b>	+ 23.1%	47	<b>55</b>	+ 17.0%
Percent of Original List Price Received*	101.9%	<b>99.5%</b>	- 2.4%	100.3%	<b>98.4%</b>	- 1.9%
New Listings	1,679	<b>1,701</b>	+ 1.3%	4,615	<b>5,197</b>	+ 12.6%

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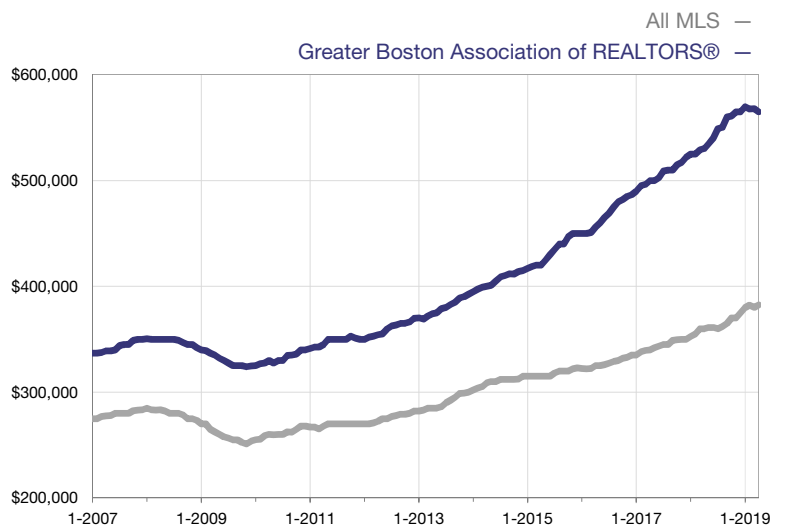
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**- 36.5%**

**+ 16.1%**

**- 11.5%**

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

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	100	111	+ 11.0%	336	325	- 3.3%
Closed Sales	94	61	- 35.1%	282	249	- 11.7%
Median Sales Price*	\$264,000	<b>\$300,000</b>	+ 13.6%	\$260,500	<b>\$285,000</b>	+ 9.4%
Inventory of Homes for Sale	295	268	- 9.2%	--	--	--
Months Supply of Inventory	3.1	3.2	+ 2.3%	--	--	--
Cumulative Days on Market Until Sale	76	77	+ 0.3%	84	78	- 7.2%
Percent of Original List Price Received*	95.6%	95.5%	- 0.1%	95.5%	94.6%	- 0.9%
New Listings	110	139	+ 26.4%	415	427	+ 2.9%

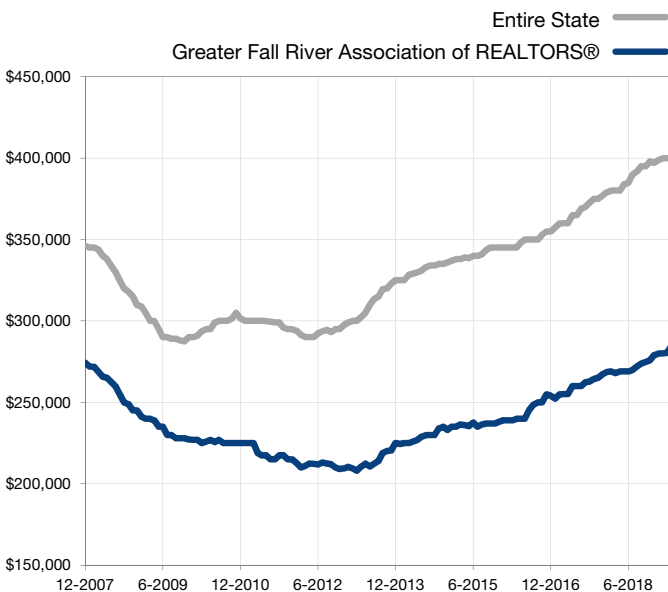
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	6	- 33.3%	34	33	- 2.9%
Closed Sales	10	5	- 50.0%	30	27	- 10.0%
Median Sales Price*	\$195,500	<b>\$165,000</b>	- 15.6%	\$165,500	<b>\$170,000</b>	+ 2.7%
Inventory of Homes for Sale	26	16	- 38.5%	--	--	--
Months Supply of Inventory	2.6	2.0	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	121	44	- 63.8%	84	75	- 9.8%
Percent of Original List Price Received*	96.5%	96.5%	- 0.0%	95.9%	95.6%	- 0.3%
New Listings	15	8	- 46.7%	42	36	- 14.3%

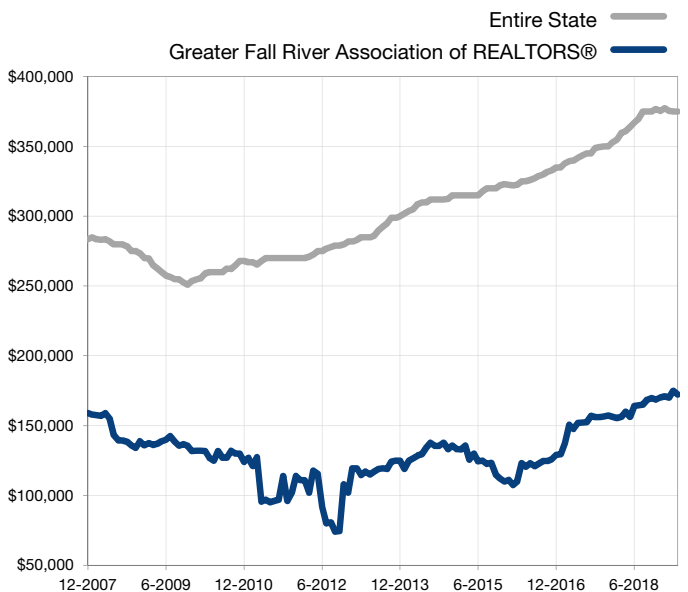
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Greater Newburyport REALTORS®

**+ 25.3%**

**- 0.0%**

**- 7.1%**

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

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	68	<b>90</b>	+ 32.4%	206	<b>240</b>	+ 16.5%
Closed Sales	50	<b>63</b>	+ 26.0%	158	<b>179</b>	+ 13.3%
Median Sales Price*	\$472,500	<b>\$499,900</b>	+ 5.8%	\$467,500	<b>\$489,900</b>	+ 4.8%
Inventory of Homes for Sale	170	<b>168</b>	- 1.2%	--	--	--
Months Supply of Inventory	2.9	<b>2.7</b>	- 5.3%	--	--	--
Cumulative Days on Market Until Sale	58	<b>63</b>	+ 8.9%	82	<b>68</b>	- 17.1%
Percent of Original List Price Received*	99.0%	<b>98.1%</b>	- 0.9%	96.6%	<b>96.0%</b>	- 0.6%
New Listings	113	<b>152</b>	+ 34.5%	301	<b>349</b>	+ 15.9%

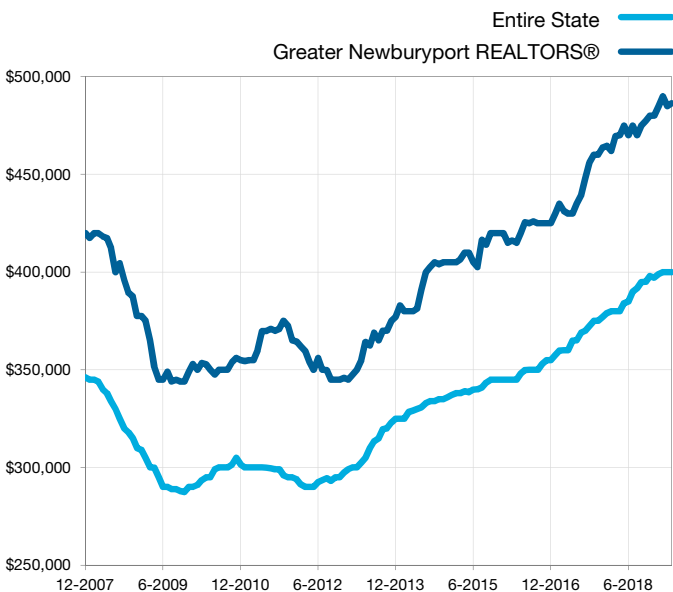
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	27	<b>35</b>	+ 29.6%	119	<b>132</b>	+ 10.9%
Closed Sales	29	<b>36</b>	+ 24.1%	97	<b>119</b>	+ 22.7%
Median Sales Price*	\$285,000	<b>\$382,450</b>	+ 34.2%	\$290,000	<b>\$362,000</b>	+ 24.8%
Inventory of Homes for Sale	85	<b>69</b>	- 18.8%	--	--	--
Months Supply of Inventory	2.3	<b>2.0</b>	- 11.4%	--	--	--
Cumulative Days on Market Until Sale	38	<b>58</b>	+ 53.0%	47	<b>61</b>	+ 28.5%
Percent of Original List Price Received*	97.8%	<b>99.2%</b>	+ 1.4%	97.7%	<b>98.1%</b>	+ 0.4%
New Listings	55	<b>52</b>	- 5.5%	177	<b>168</b>	- 5.1%

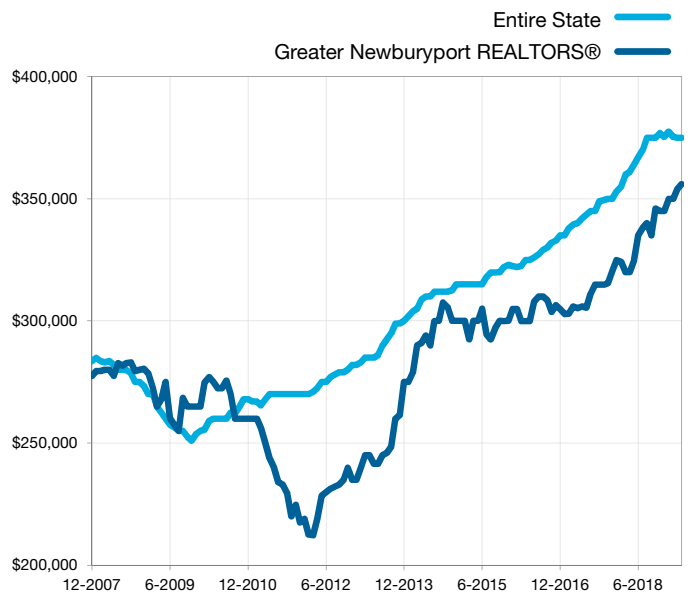
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**- 5.3%**

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

**+ 9.8%**

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

**- 9.5%**

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

### Single-Family Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	294	<b>328</b>	+ 11.6%	875	<b>929</b>	+ 6.2%
Closed Sales	212	<b>209</b>	- 1.4%	697	<b>710</b>	+ 1.9%
Median Sales Price*	\$250,050	<b>\$278,000</b>	+ 11.2%	\$235,750	<b>\$253,250</b>	+ 7.4%
Inventory of Homes for Sale	596	<b>547</b>	- 8.2%	--	--	--
Months Supply of Inventory	2.4	<b>2.3</b>	- 7.2%	--	--	--
Cumulative Days on Market Until Sale	69	<b>67</b>	- 3.7%	72	<b>69</b>	- 3.7%
Percent of Original List Price Received*	97.9%	<b>96.7%</b>	- 1.2%	97.4%	<b>95.9%</b>	- 1.6%
New Listings	375	<b>419</b>	+ 11.7%	1,057	<b>1,118</b>	+ 5.8%

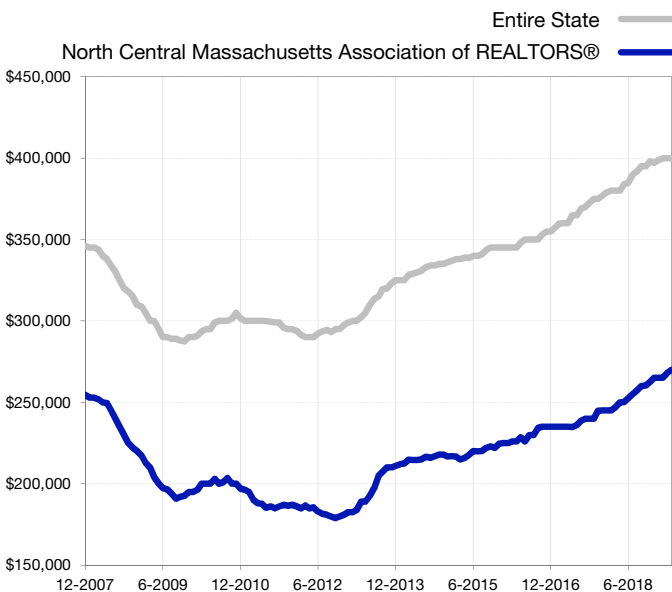
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	34	<b>48</b>	+ 41.2%	145	<b>131</b>	- 9.7%
Closed Sales	35	<b>25</b>	- 28.6%	120	<b>95</b>	- 20.8%
Median Sales Price*	\$187,000	<b>\$190,000</b>	+ 1.6%	\$187,150	<b>\$182,500</b>	- 2.5%
Inventory of Homes for Sale	70	<b>56</b>	- 20.0%	--	--	--
Months Supply of Inventory	1.9	<b>1.6</b>	- 18.7%	--	--	--
Cumulative Days on Market Until Sale	60	<b>48</b>	- 21.0%	73	<b>56</b>	- 23.3%
Percent of Original List Price Received*	98.0%	<b>101.4%</b>	+ 3.5%	97.9%	<b>97.6%</b>	- 0.3%
New Listings	34	<b>46</b>	+ 35.3%	166	<b>161</b>	- 3.0%

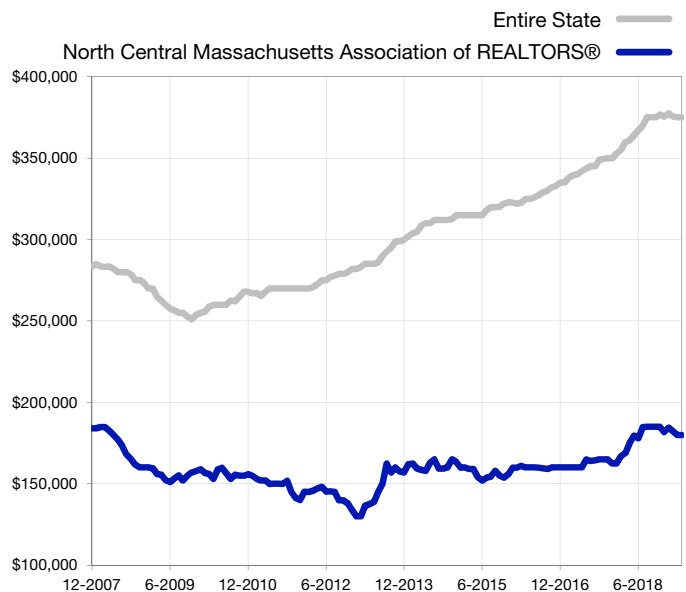
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 6.5%**

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

**- 1.5%**

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

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	355	<b>431</b>	+ 21.4%	1,096	<b>1,249</b>	+ 14.0%
Closed Sales	266	<b>235</b>	- 11.7%	937	<b>931</b>	- 0.6%
Median Sales Price*	\$440,000	<b>\$445,000</b>	+ 1.1%	\$427,000	<b>\$439,000</b>	+ 2.8%
Inventory of Homes for Sale	637	<b>614</b>	- 3.6%	--	--	--
Months Supply of Inventory	1.9	<b>1.8</b>	- 3.2%	--	--	--
Cumulative Days on Market Until Sale	53	<b>61</b>	+ 15.6%	62	<b>63</b>	+ 1.3%
Percent of Original List Price Received*	99.5%	<b>97.8%</b>	- 1.7%	97.9%	<b>96.4%</b>	- 1.6%
New Listings	522	<b>553</b>	+ 5.9%	1,377	<b>1,491</b>	+ 8.3%

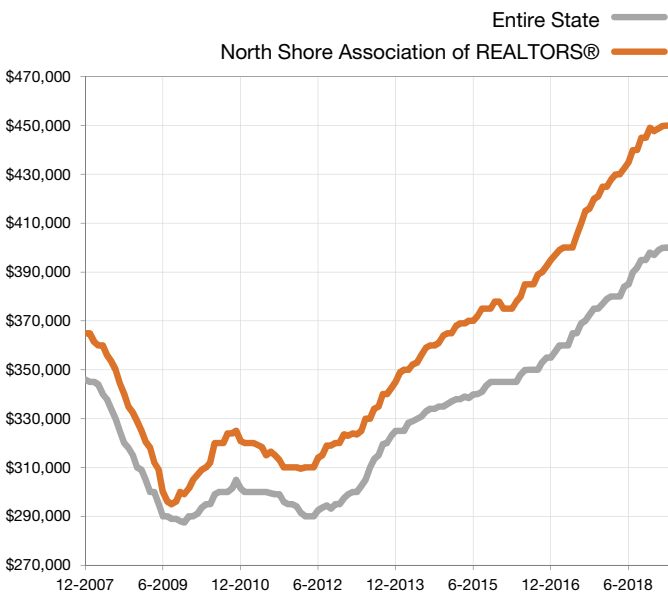
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	181	<b>186</b>	+ 2.8%	600	<b>625</b>	+ 4.2%
Closed Sales	151	<b>155</b>	+ 2.6%	482	<b>475</b>	- 1.5%
Median Sales Price*	\$285,000	<b>\$315,000</b>	+ 10.5%	\$291,750	<b>\$310,000</b>	+ 6.3%
Inventory of Homes for Sale	251	<b>248</b>	- 1.2%	--	--	--
Months Supply of Inventory	1.6	<b>1.6</b>	+ 2.6%	--	--	--
Cumulative Days on Market Until Sale	44	<b>60</b>	+ 36.4%	53	<b>60</b>	+ 14.2%
Percent of Original List Price Received*	99.1%	<b>98.4%</b>	- 0.6%	98.6%	<b>97.7%</b>	- 0.9%
New Listings	260	<b>219</b>	- 15.8%	710	<b>716</b>	+ 0.8%

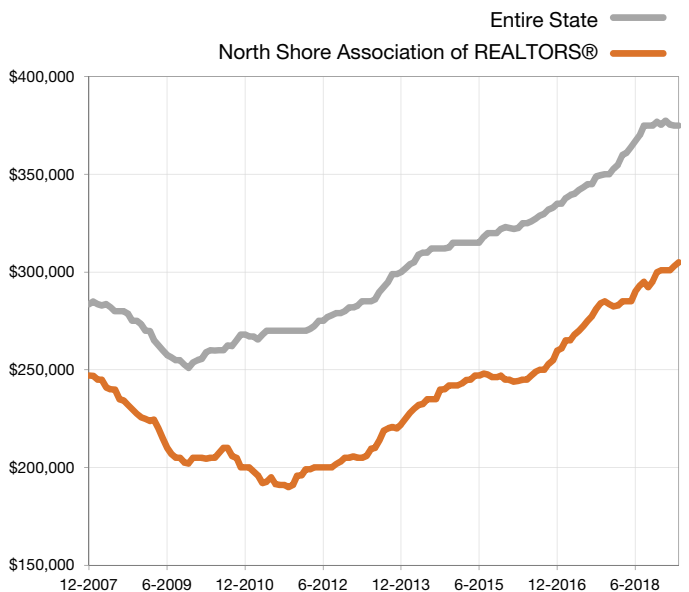
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 6.2%**

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

**+ 1.6%**

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

**- 5.3%**

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

### Single-Family Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	375	<b>432</b>	+ 15.2%	1,158	<b>1,264</b>	+ 9.2%
Closed Sales	277	<b>286</b>	+ 3.2%	919	<b>914</b>	- 0.5%
Median Sales Price*	\$430,000	<b>\$428,500</b>	- 0.3%	\$407,000	<b>\$425,000</b>	+ 4.4%
Inventory of Homes for Sale	523	<b>518</b>	- 1.0%	--	--	--
Months Supply of Inventory	1.6	<b>1.6</b>	+ 1.2%	--	--	--
Cumulative Days on Market Until Sale	51	<b>57</b>	+ 11.0%	57	<b>65</b>	+ 14.6%
Percent of Original List Price Received*	100.1%	<b>98.6%</b>	- 1.5%	98.4%	<b>97.3%</b>	- 1.1%
New Listings	490	<b>508</b>	+ 3.7%	1,384	<b>1,515</b>	+ 9.5%

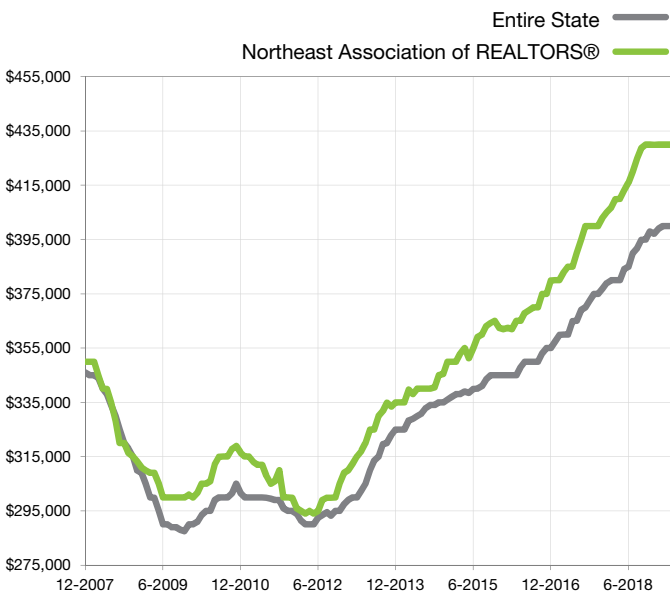
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	168	<b>172</b>	+ 2.4%	544	<b>557</b>	+ 2.4%
Closed Sales	125	<b>141</b>	+ 12.8%	412	<b>416</b>	+ 1.0%
Median Sales Price*	\$225,000	<b>\$255,000</b>	+ 13.3%	\$234,900	<b>\$250,000</b>	+ 6.4%
Inventory of Homes for Sale	225	<b>190</b>	- 15.6%	--	--	--
Months Supply of Inventory	1.7	<b>1.4</b>	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	36	<b>52</b>	+ 44.5%	48	<b>52</b>	+ 9.0%
Percent of Original List Price Received*	101.0%	<b>98.8%</b>	- 2.2%	99.8%	<b>98.4%</b>	- 1.3%
New Listings	227	<b>180</b>	- 20.7%	659	<b>611</b>	- 7.3%

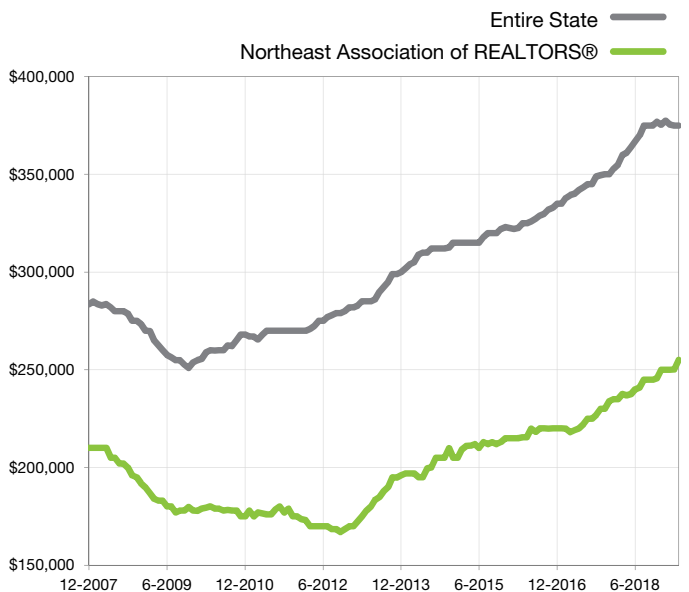
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 2.6%**

**+ 10.5%**

**- 18.4%**

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

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	671	<b>692</b>	+ 3.1%	2,003	<b>2,094</b>	+ 4.5%
Closed Sales	445	<b>442</b>	- 0.7%	1,523	<b>1,501</b>	- 1.4%
Median Sales Price*	\$293,500	<b>\$315,000</b>	+ 7.3%	\$284,500	<b>\$300,000</b>	+ 5.4%
Inventory of Homes for Sale	1,308	<b>1,076</b>	- 17.7%	--	--	--
Months Supply of Inventory	2.4	<b>2.0</b>	- 15.7%	--	--	--
Cumulative Days on Market Until Sale	61	<b>73</b>	+ 19.9%	69	<b>77</b>	+ 11.2%
Percent of Original List Price Received*	98.4%	<b>97.5%</b>	- 0.9%	97.2%	<b>96.3%</b>	- 0.9%
New Listings	949	<b>875</b>	- 7.8%	2,526	<b>2,493</b>	- 1.3%

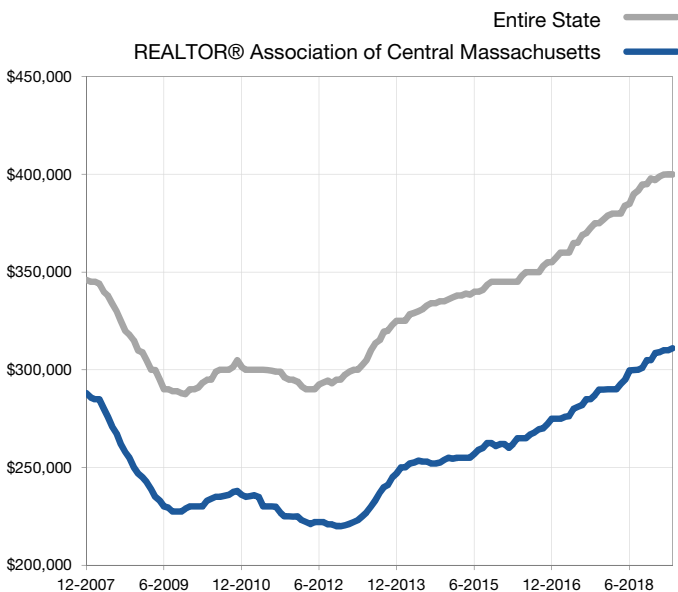
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	171	<b>156</b>	- 8.8%	504	<b>491</b>	- 2.6%
Closed Sales	124	<b>112</b>	- 9.7%	391	<b>389</b>	- 0.5%
Median Sales Price*	\$224,950	<b>\$232,500</b>	+ 3.4%	\$212,000	<b>\$215,000</b>	+ 1.4%
Inventory of Homes for Sale	293	<b>230</b>	- 21.5%	--	--	--
Months Supply of Inventory	2.1	<b>1.8</b>	- 16.8%	--	--	--
Cumulative Days on Market Until Sale	56	<b>63</b>	+ 11.8%	60	<b>66</b>	+ 10.7%
Percent of Original List Price Received*	98.8%	<b>99.1%</b>	+ 0.3%	98.0%	<b>98.2%</b>	+ 0.2%
New Listings	216	<b>172</b>	- 20.4%	607	<b>572</b>	- 5.8%

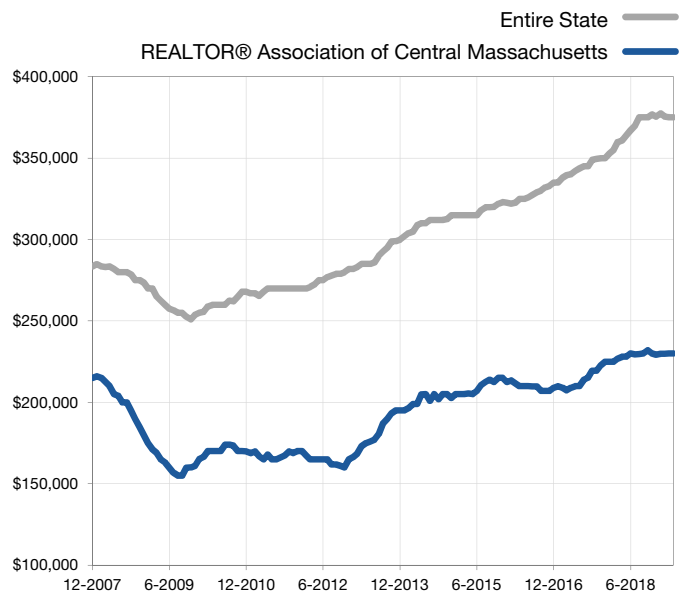
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 25.2%**

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

**+ 3.9%**

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

**- 21.3%**

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

### Single-Family Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	593	642	+ 8.3%	1,811	1,999	+ 10.4%
Closed Sales	383	470	+ 22.7%	1,455	1,479	+ 1.6%
Median Sales Price*	\$212,250	<b>\$222,000</b>	+ 4.6%	\$202,000	<b>\$210,000</b>	+ 4.0%
Inventory of Homes for Sale	1,506	<b>1,196</b>	- 20.6%	--	--	--
Months Supply of Inventory	3.0	<b>2.4</b>	- 20.6%	--	--	--
Cumulative Days on Market Until Sale	77	<b>84</b>	+ 8.9%	85	<b>87</b>	+ 2.6%
Percent of Original List Price Received*	96.2%	<b>96.1%</b>	- 0.0%	95.0%	<b>94.7%</b>	- 0.3%
New Listings	829	<b>773</b>	- 6.8%	2,328	<b>2,367</b>	+ 1.7%

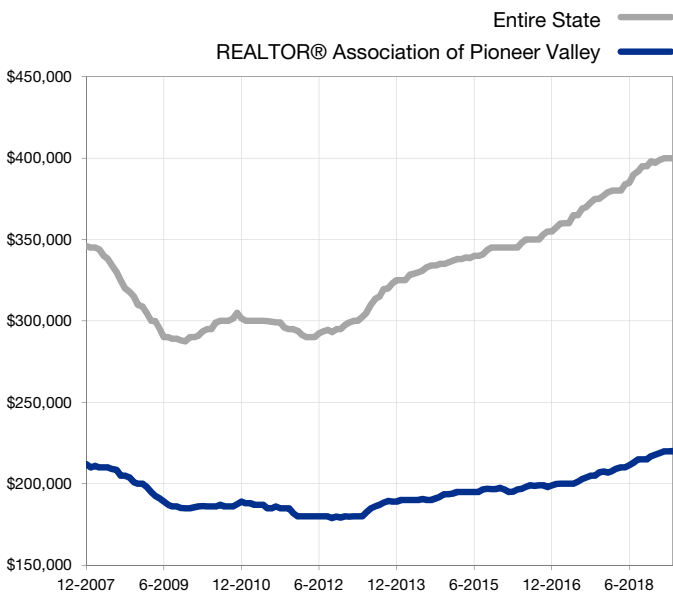
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	103	96	- 6.8%	283	321	+ 13.4%
Closed Sales	50	72	+ 44.0%	199	247	+ 24.1%
Median Sales Price*	\$160,700	<b>\$155,950</b>	- 3.0%	\$155,000	<b>\$156,500</b>	+ 1.0%
Inventory of Homes for Sale	230	171	- 25.7%	--	--	--
Months Supply of Inventory	3.1	<b>2.2</b>	- 27.7%	--	--	--
Cumulative Days on Market Until Sale	81	<b>81</b>	+ 0.1%	98	<b>94</b>	- 4.8%
Percent of Original List Price Received*	96.9%	<b>95.6%</b>	- 1.4%	96.4%	<b>95.8%</b>	- 0.7%
New Listings	115	<b>112</b>	- 2.6%	329	<b>355</b>	+ 7.9%

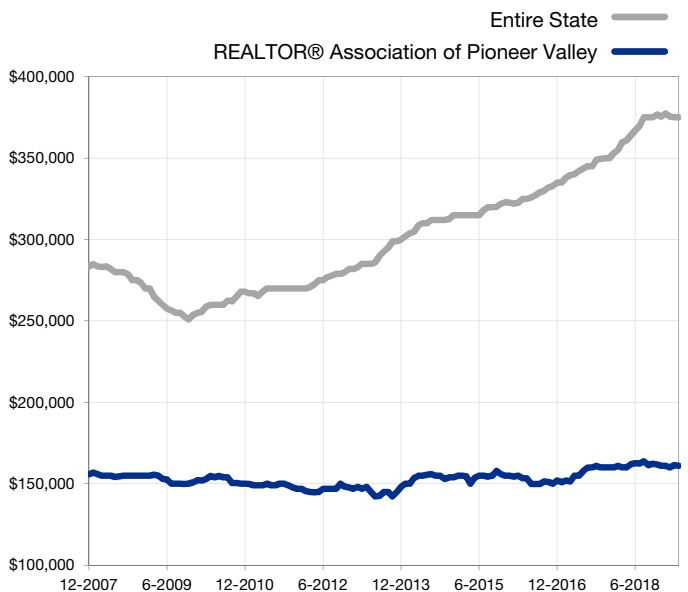
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**+ 1.3%**

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

**+ 0.0%**

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

**- 15.9%**

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

### Single-Family Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	457	<b>533</b>	+ 16.6%	1,463	<b>1,630</b>	+ 11.4%
Closed Sales	329	<b>320</b>	- 2.7%	1,202	<b>1,204</b>	+ 0.2%
Median Sales Price*	\$325,400	<b>\$329,000</b>	+ 1.1%	\$300,000	<b>\$320,000</b>	+ 6.7%
Inventory of Homes for Sale	1,137	<b>933</b>	- 17.9%	--	--	--
Months Supply of Inventory	2.7	<b>2.3</b>	- 16.4%	--	--	--
Cumulative Days on Market Until Sale	65	<b>70</b>	+ 7.1%	72	<b>75</b>	+ 3.6%
Percent of Original List Price Received*	97.4%	<b>97.3%</b>	- 0.1%	96.7%	<b>96.3%</b>	- 0.4%
New Listings	658	<b>639</b>	- 2.9%	1,895	<b>1,900</b>	+ 0.3%

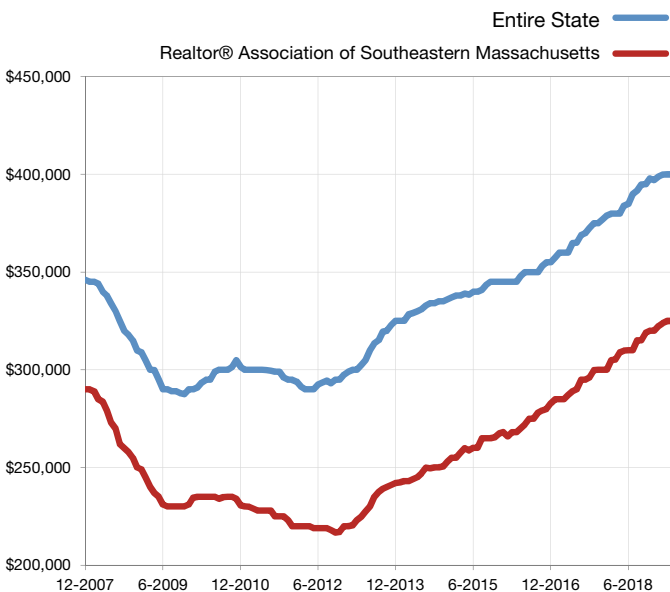
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	87	<b>76</b>	- 12.6%	260	<b>295</b>	+ 13.5%
Closed Sales	64	<b>78</b>	+ 21.9%	205	<b>229</b>	+ 11.7%
Median Sales Price*	\$196,000	<b>\$222,250</b>	+ 13.4%	\$198,000	<b>\$213,000</b>	+ 7.6%
Inventory of Homes for Sale	145	<b>145</b>	0.0%	--	--	--
Months Supply of Inventory	2.0	<b>2.0</b>	- 3.2%	--	--	--
Cumulative Days on Market Until Sale	41	<b>62</b>	+ 51.9%	55	<b>69</b>	+ 24.6%
Percent of Original List Price Received*	98.0%	<b>98.5%</b>	+ 0.5%	97.7%	<b>97.2%</b>	- 0.5%
New Listings	111	<b>86</b>	- 22.5%	314	<b>345</b>	+ 9.9%

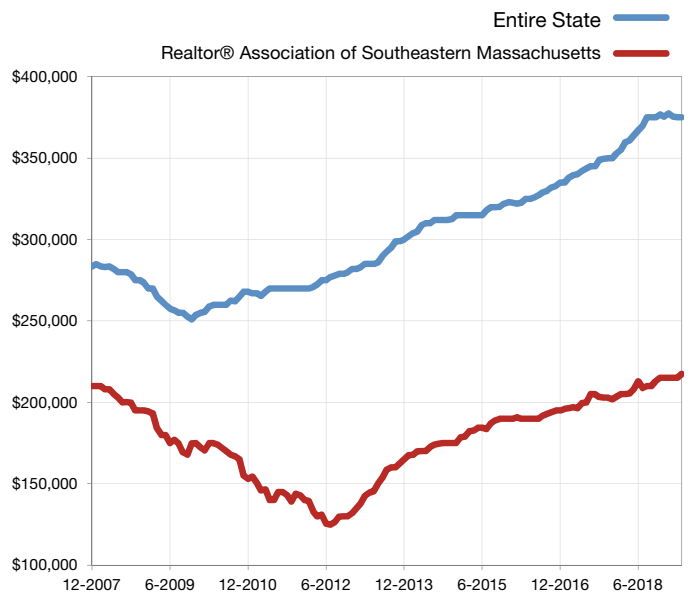
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## South Shore REALTORS®

**- 3.0%**

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

**- 1.8%**

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

**+ 3.8%**

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

### Single-Family Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	608	<b>680</b>	+ 11.8%	1,858	<b>1,915</b>	+ 3.1%
Closed Sales	411	<b>375</b>	- 8.8%	1,423	<b>1,332</b>	- 6.4%
Median Sales Price*	\$456,500	<b>\$440,000</b>	- 3.6%	\$424,950	<b>\$425,000</b>	+ 0.0%
Inventory of Homes for Sale	1,161	<b>1,178</b>	+ 1.5%	--	--	--
Months Supply of Inventory	2.3	<b>2.4</b>	+ 4.8%	--	--	--
Cumulative Days on Market Until Sale	64	<b>67</b>	+ 4.7%	72	<b>74</b>	+ 2.7%
Percent of Original List Price Received*	99.3%	<b>97.1%</b>	- 2.2%	97.4%	<b>96.2%</b>	- 1.2%
New Listings	900	<b>887</b>	- 1.4%	2,332	<b>2,549</b>	+ 9.3%

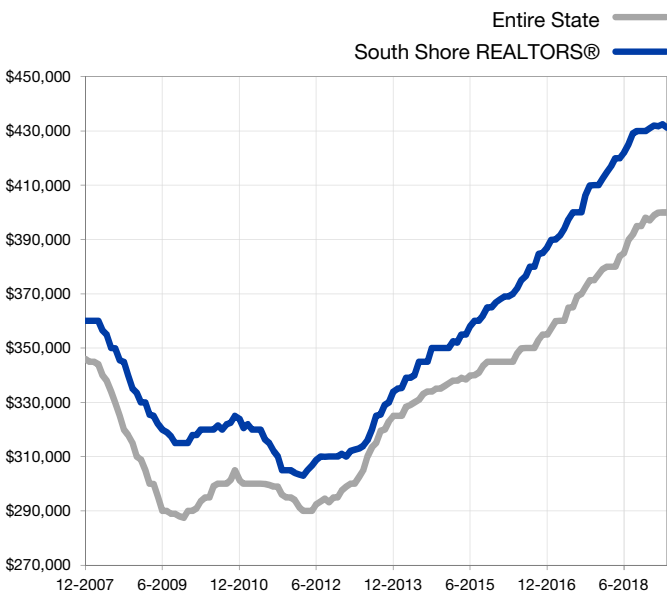
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	190	<b>218</b>	+ 14.7%	622	<b>680</b>	+ 9.3%
Closed Sales	127	<b>147</b>	+ 15.7%	459	<b>518</b>	+ 12.9%
Median Sales Price*	\$315,000	<b>\$330,000</b>	+ 4.8%	\$307,500	<b>\$330,000</b>	+ 7.3%
Inventory of Homes for Sale	370	<b>411</b>	+ 11.1%	--	--	--
Months Supply of Inventory	2.3	<b>2.4</b>	+ 7.9%	--	--	--
Cumulative Days on Market Until Sale	66	<b>56</b>	- 15.6%	60	<b>61</b>	+ 1.9%
Percent of Original List Price Received*	100.0%	<b>98.4%</b>	- 1.6%	99.1%	<b>97.9%</b>	- 1.2%
New Listings	260	<b>284</b>	+ 9.2%	791	<b>886</b>	+ 12.0%

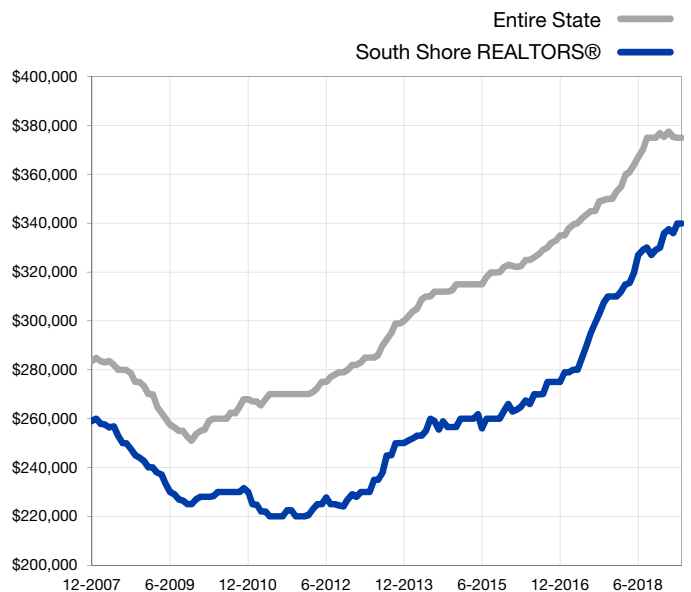
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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