

# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**- 3.4%**

**+ 11.1%**

**- 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

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	965	<b>1,020</b>	+ 5.7%	2,878	<b>3,023</b>	+ 5.0%
Closed Sales	657	<b>651</b>	-0.9%	2,220	<b>2,211</b>	-0.4%
Median Sales Price*	\$277,500	<b>\$305,000</b>	+ 9.9%	\$267,000	<b>\$285,000</b>	+ 6.7%
Inventory of Homes for Sale	1,904	<b>1,623</b>	-14.8%	--	--	--
Months Supply of Inventory	2.4	<b>2.1</b>	-12.5%	--	--	--
Cumulative Days on Market Until Sale	64	<b>71</b>	+ 10.9%	70	<b>75</b>	+ 7.1%
Percent of Original List Price Received*	98.2%	<b>97.3%</b>	-0.9%	97.3%	<b>96.1%</b>	-1.2%
New Listings	1,324	<b>1,294</b>	-2.3%	3,583	<b>3,611</b>	+ 0.8%

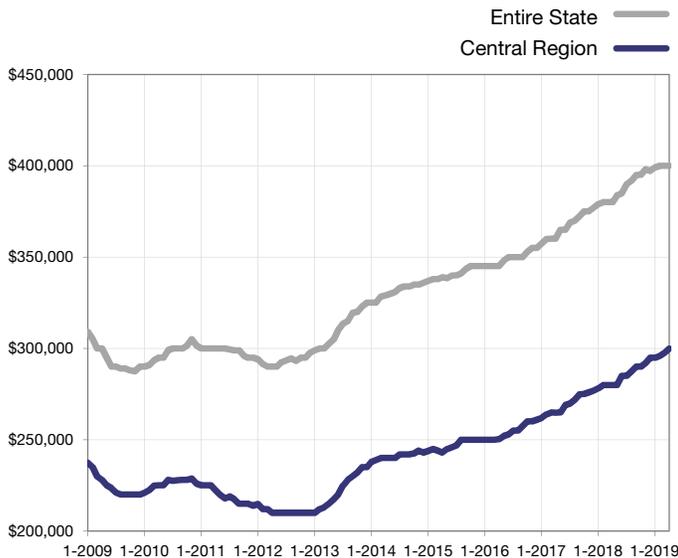
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	205	<b>204</b>	-0.5%	649	<b>622</b>	-4.2%
Closed Sales	159	<b>137</b>	-13.8%	511	<b>484</b>	-5.3%
Median Sales Price*	\$218,500	<b>\$227,000</b>	+ 3.9%	\$202,000	<b>\$207,500</b>	+ 2.7%
Inventory of Homes for Sale	363	<b>286</b>	-21.2%	--	--	--
Months Supply of Inventory	2.1	<b>1.7</b>	-19.0%	--	--	--
Cumulative Days on Market Until Sale	57	<b>60</b>	+ 5.3%	63	<b>64</b>	+ 1.6%
Percent of Original List Price Received*	98.6%	<b>99.5%</b>	+ 0.9%	98.0%	<b>98.1%</b>	+ 0.1%
New Listings	250	<b>218</b>	-12.8%	773	<b>733</b>	-5.2%

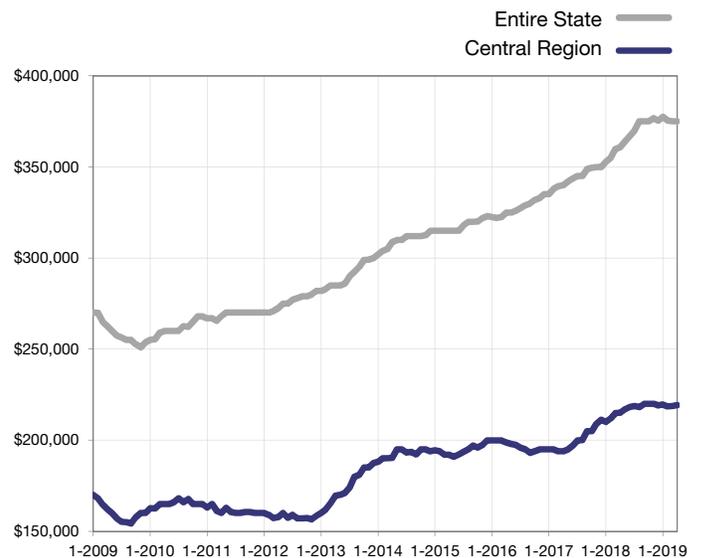
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Northern Region

**+ 1.3%**

**+ 2.6%**

**- 9.5%**

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	798	<b>953</b>	+ 19.4%	2,460	<b>2,753</b>	+ 11.9%
Closed Sales	593	<b>584</b>	-1.5%	2,014	<b>2,024</b>	+ 0.5%
Median Sales Price*	\$439,900	<b>\$445,000</b>	+ 1.2%	\$420,000	<b>\$436,000</b>	+ 3.8%
Inventory of Homes for Sale	1,330	<b>1,300</b>	-2.3%	--	--	--
Months Supply of Inventory	1.8	<b>1.8</b>	0.0%	--	--	--
Cumulative Days on Market Until Sale	52	<b>59</b>	+ 13.5%	61	<b>65</b>	+ 6.6%
Percent of Original List Price Received*	99.7%	<b>98.2%</b>	-1.5%	98.0%	<b>96.8%</b>	-1.2%
New Listings	1,125	<b>1,213</b>	+ 7.8%	3,062	<b>3,355</b>	+ 9.6%

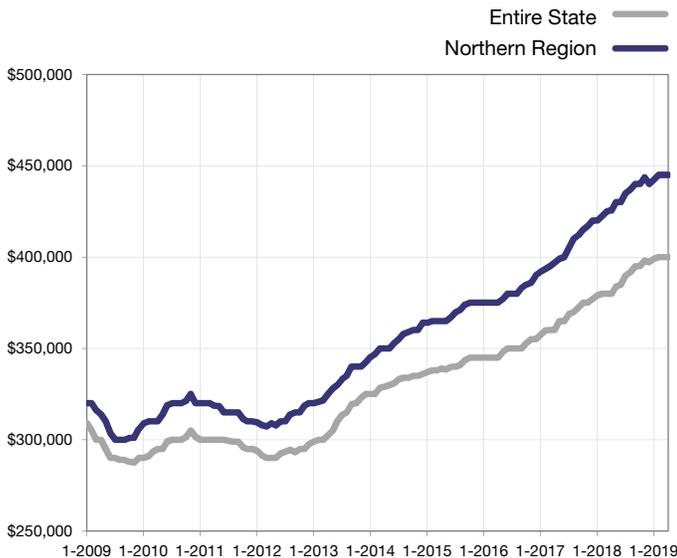
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	376	<b>393</b>	+ 4.5%	1,263	<b>1,314</b>	+ 4.0%
Closed Sales	305	<b>332</b>	+ 8.9%	991	<b>1,010</b>	+ 1.9%
Median Sales Price*	\$251,200	<b>\$300,000</b>	+ 19.4%	\$262,000	<b>\$294,250</b>	+ 12.3%
Inventory of Homes for Sale	561	<b>507</b>	-9.6%	--	--	--
Months Supply of Inventory	1.7	<b>1.6</b>	-5.9%	--	--	--
Cumulative Days on Market Until Sale	40	<b>56</b>	+ 40.0%	50	<b>57</b>	+ 14.0%
Percent of Original List Price Received*	99.8%	<b>98.7%</b>	-1.1%	99.0%	<b>98.1%</b>	-0.9%
New Listings	542	<b>451</b>	-16.8%	1,546	<b>1,495</b>	-3.3%

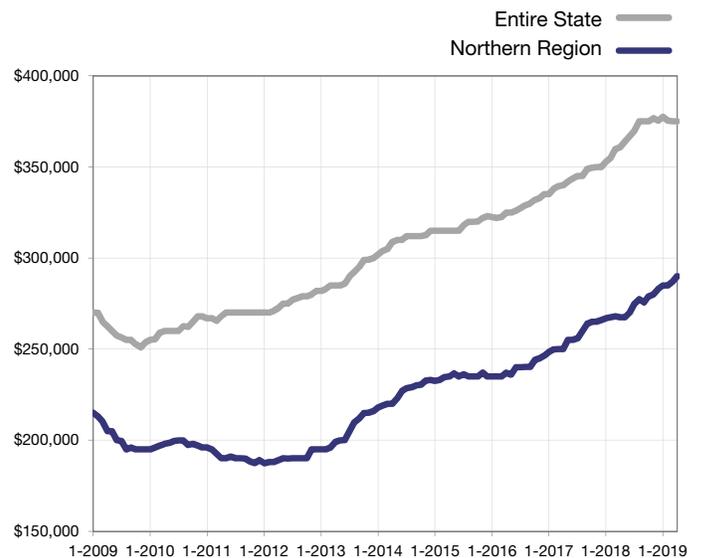
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Southeast Region

**- 8.1%**

**+ 3.4%**

**- 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

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

### Single-Family Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	557	644	+ 15.6%	1,799	1,955	+ 8.7%
Closed Sales	423	381	-9.9%	1,484	1,453	-2.1%
Median Sales Price*	\$312,000	<b>\$327,000</b>	+ 4.8%	\$294,900	<b>\$314,450</b>	+ 6.6%
Inventory of Homes for Sale	1,432	<b>1,201</b>	-16.1%	--	--	--
Months Supply of Inventory	2.8	<b>2.4</b>	-14.3%	--	--	--
Cumulative Days on Market Until Sale	68	<b>71</b>	+ 4.4%	75	<b>75</b>	0.0%
Percent of Original List Price Received*	97.0%	<b>97.0%</b>	0.0%	96.5%	<b>96.0%</b>	-0.5%
New Listings	768	<b>778</b>	+ 1.3%	2,310	<b>2,327</b>	+ 0.7%

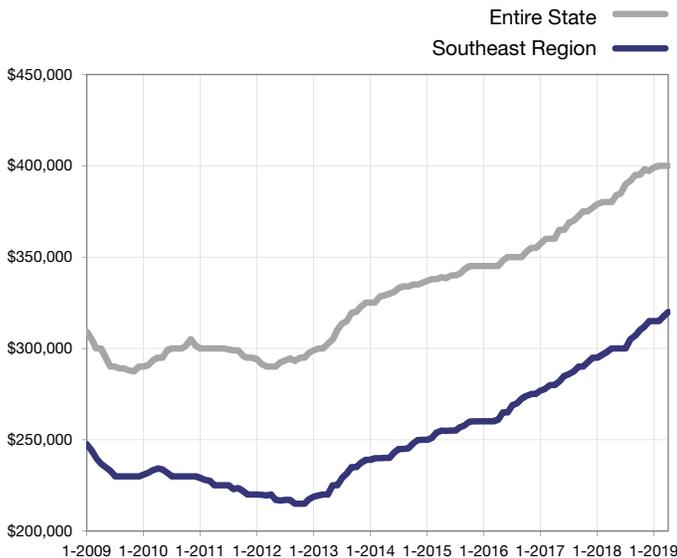
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	96	82	-14.6%	294	328	+ 11.6%
Closed Sales	74	83	+ 12.2%	235	256	+ 8.9%
Median Sales Price*	\$196,000	<b>\$220,000</b>	+ 12.2%	\$195,500	<b>\$205,000</b>	+ 4.9%
Inventory of Homes for Sale	171	<b>161</b>	-5.8%	--	--	--
Months Supply of Inventory	2.1	<b>2.0</b>	-4.8%	--	--	--
Cumulative Days on Market Until Sale	52	<b>61</b>	+ 17.3%	59	<b>70</b>	+ 18.6%
Percent of Original List Price Received*	97.8%	<b>98.4%</b>	+ 0.6%	97.5%	<b>97.0%</b>	-0.5%
New Listings	126	<b>94</b>	-25.4%	356	<b>381</b>	+ 7.0%

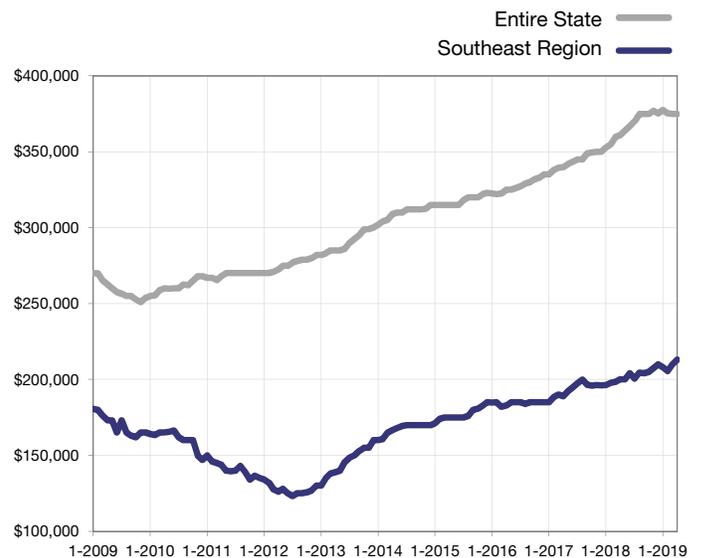
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – April 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## West Region

**+ 25.5%**

**+ 6.1%**

**- 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	722	<b>758</b>	+ 5.0%	2,191	<b>2,407</b>	+ 9.9%
Closed Sales	473	<b>595</b>	+ 25.8%	1,755	<b>1,820</b>	+ 3.7%
Median Sales Price*	\$209,950	<b>\$221,450</b>	+ 5.5%	\$200,000	<b>\$209,900</b>	+ 5.0%
Inventory of Homes for Sale	2,368	<b>1,955</b>	-17.4%	--	--	--
Months Supply of Inventory	3.8	<b>3.1</b>	-18.4%	--	--	--
Cumulative Days on Market Until Sale	91	<b>88</b>	-3.3%	95	<b>89</b>	-6.3%
Percent of Original List Price Received*	95.2%	<b>95.1%</b>	-0.1%	94.2%	<b>94.0%</b>	-0.2%
New Listings	1,033	<b>987</b>	-4.5%	2,913	<b>3,002</b>	+ 3.1%

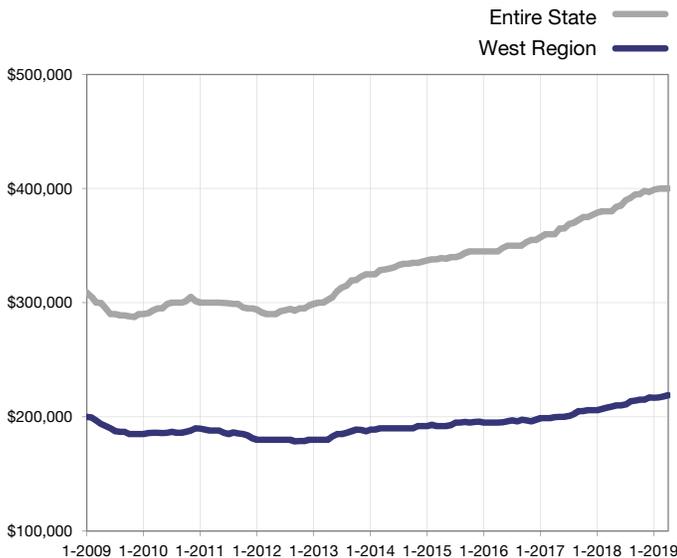
### Condominium Properties

	April			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	116	<b>106</b>	-8.6%	321	<b>361</b>	+ 12.5%
Closed Sales	59	<b>84</b>	+ 42.4%	232	<b>277</b>	+ 19.4%
Median Sales Price*	\$161,500	<b>\$159,250</b>	-1.4%	\$157,750	<b>\$157,750</b>	0.0%
Inventory of Homes for Sale	405	<b>346</b>	-14.6%	--	--	--
Months Supply of Inventory	4.7	<b>3.9</b>	-17.0%	--	--	--
Cumulative Days on Market Until Sale	103	<b>84</b>	-18.4%	116	<b>98</b>	-15.5%
Percent of Original List Price Received*	96.4%	<b>95.3%</b>	-1.1%	95.8%	<b>95.4%</b>	-0.4%
New Listings	142	<b>149</b>	+ 4.9%	400	<b>469</b>	+ 17.3%

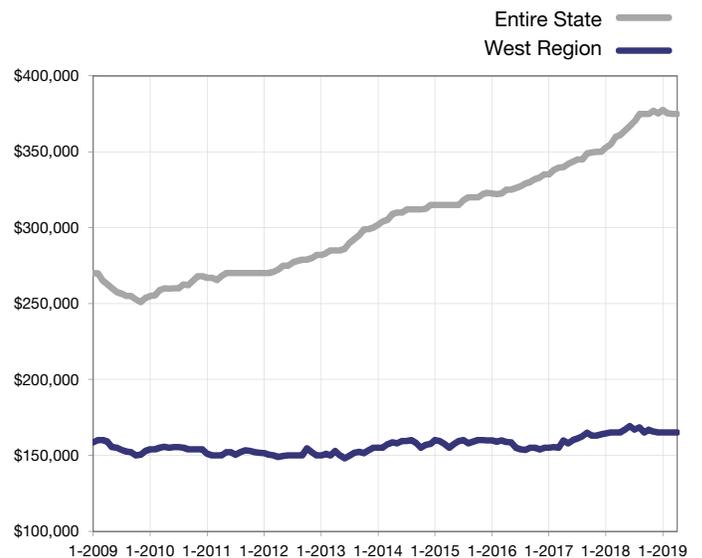
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.