

Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 13.4%

+ 3.3%

- 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

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	995	1,087	+ 9.2%	4,883	4,967	+ 1.7%
Closed Sales	1,084	944	-12.9%	4,046	3,983	-1.6%
Median Sales Price*	\$320,300	\$330,000	+ 3.0%	\$289,900	\$300,000	+ 3.5%
Inventory of Homes for Sale	2,470	2,063	-16.5%	--	--	--
Months Supply of Inventory	3.2	2.7	-15.6%	--	--	--
Cumulative Days on Market Until Sale	43	48	+ 11.6%	61	65	+ 6.6%
Percent of Original List Price Received*	99.1%	99.2%	+ 0.1%	97.6%	97.2%	-0.4%
New Listings	1,395	1,312	-5.9%	6,525	6,417	-1.7%

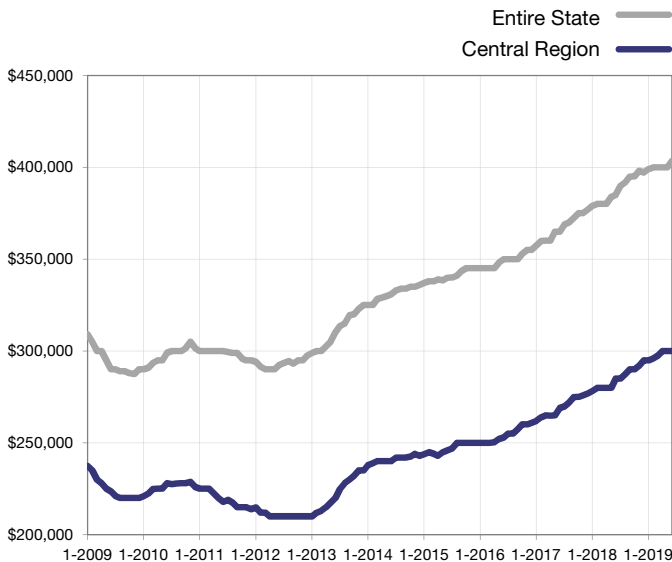
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	186	215	+ 15.6%	1,043	1,003	-3.8%
Closed Sales	224	183	-18.3%	906	834	-7.9%
Median Sales Price*	\$227,500	\$240,000	+ 5.5%	\$215,000	\$225,000	+ 4.7%
Inventory of Homes for Sale	382	354	-7.3%	--	--	--
Months Supply of Inventory	2.2	2.2	0.0%	--	--	--
Cumulative Days on Market Until Sale	51	44	-13.7%	59	57	-3.4%
Percent of Original List Price Received*	99.0%	99.1%	+ 0.1%	98.5%	98.5%	0.0%
New Listings	244	250	+ 2.5%	1,254	1,259	+ 0.4%

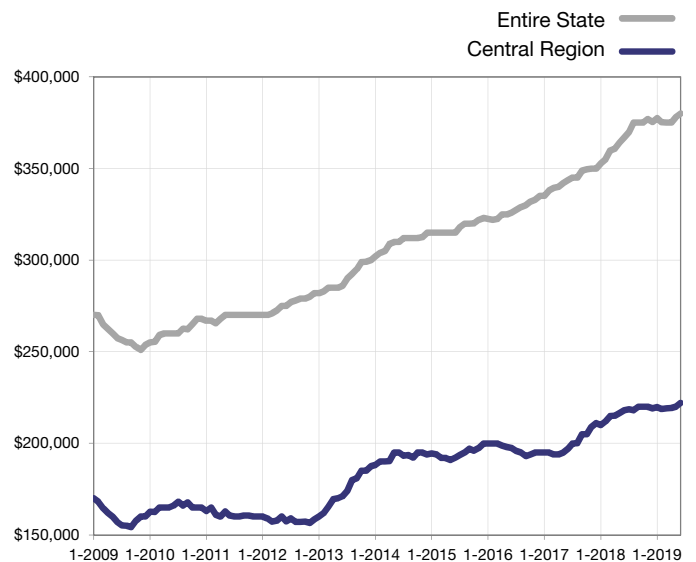
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

- 10.8%

+ 4.9%

- 15.2%

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

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	979	1,103	+ 12.7%	4,433	4,800	+ 8.3%
Closed Sales	1,002	956	-4.6%	3,722	3,776	+ 1.5%
Median Sales Price*	\$467,000	\$479,000	+ 2.6%	\$440,000	\$455,000	+ 3.4%
Inventory of Homes for Sale	1,812	1,575	-13.1%	--	--	--
Months Supply of Inventory	2.5	2.2	-12.0%	--	--	--
Cumulative Days on Market Until Sale	42	42	0.0%	53	55	+ 3.8%
Percent of Original List Price Received*	100.0%	99.1%	-0.9%	98.7%	97.7%	-1.0%
New Listings	1,324	1,218	-8.0%	5,820	6,006	+ 3.2%

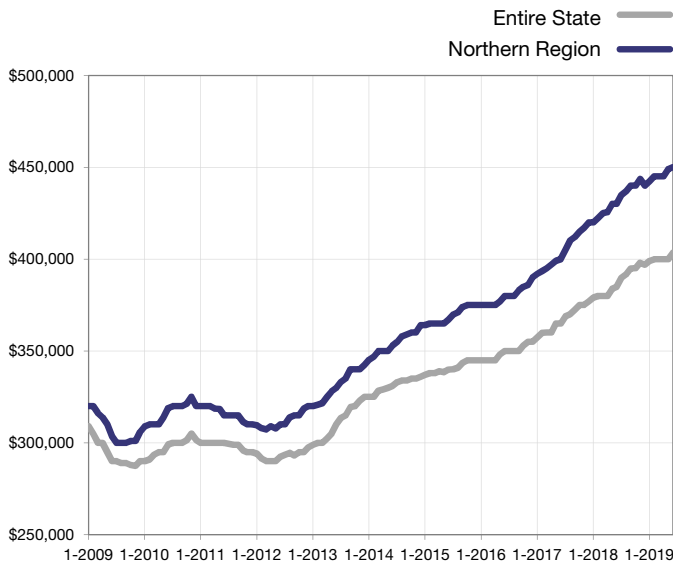
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	430	397	-7.7%	2,109	2,126	+ 0.8%
Closed Sales	473	385	-18.6%	1,827	1,769	-3.2%
Median Sales Price*	\$295,000	\$305,000	+ 3.4%	\$275,000	\$300,000	+ 9.1%
Inventory of Homes for Sale	623	569	-8.7%	--	--	--
Months Supply of Inventory	1.9	1.8	-5.3%	--	--	--
Cumulative Days on Market Until Sale	36	40	+ 11.1%	45	50	+ 11.1%
Percent of Original List Price Received*	100.3%	99.3%	-1.0%	99.5%	98.7%	-0.8%
New Listings	447	431	-3.6%	2,550	2,482	-2.7%

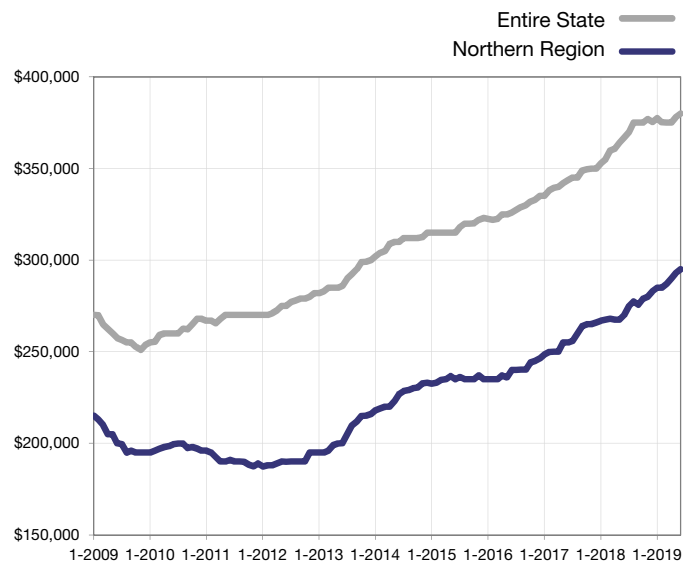
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 11.8%

+ 8.0%

- 19.7%

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

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

Single-Family Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	594	671	+ 13.0%	3,027	3,191	+ 5.4%
Closed Sales	625	571	-8.6%	2,591	2,572	-0.7%
Median Sales Price*	\$320,000	\$345,000	+ 7.8%	\$300,000	\$325,000	+ 8.3%
Inventory of Homes for Sale	1,684	1,391	-17.4%	--	--	--
Months Supply of Inventory	3.4	2.8	-17.6%	--	--	--
Cumulative Days on Market Until Sale	56	54	-3.6%	68	70	+ 2.9%
Percent of Original List Price Received*	98.0%	98.5%	+ 0.5%	96.7%	96.8%	+ 0.1%
New Listings	862	804	-6.7%	4,077	4,010	-1.6%

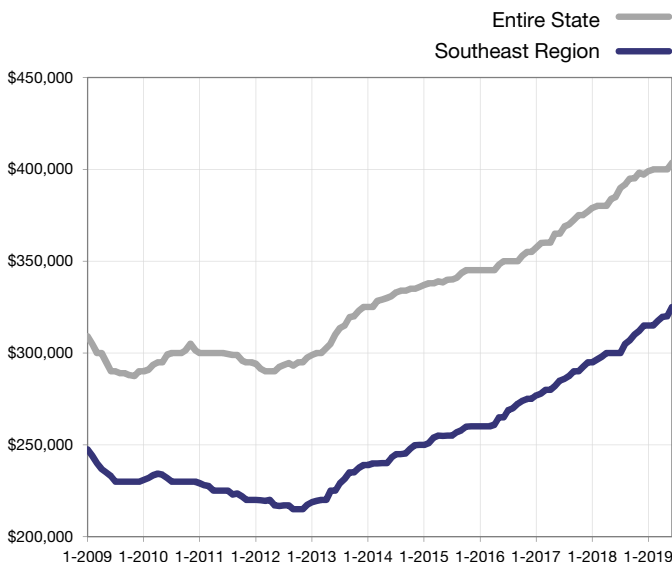
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	93	97	+ 4.3%	498	508	+ 2.0%
Closed Sales	117	72	-38.5%	442	425	-3.8%
Median Sales Price*	\$226,900	\$224,500	-1.1%	\$214,500	\$216,450	+ 0.9%
Inventory of Homes for Sale	193	173	-10.4%	--	--	--
Months Supply of Inventory	2.3	2.2	-4.3%	--	--	--
Cumulative Days on Market Until Sale	39	43	+ 10.3%	54	60	+ 11.1%
Percent of Original List Price Received*	98.8%	98.4%	-0.4%	97.5%	97.4%	-0.1%
New Listings	113	101	-10.6%	618	613	-0.8%

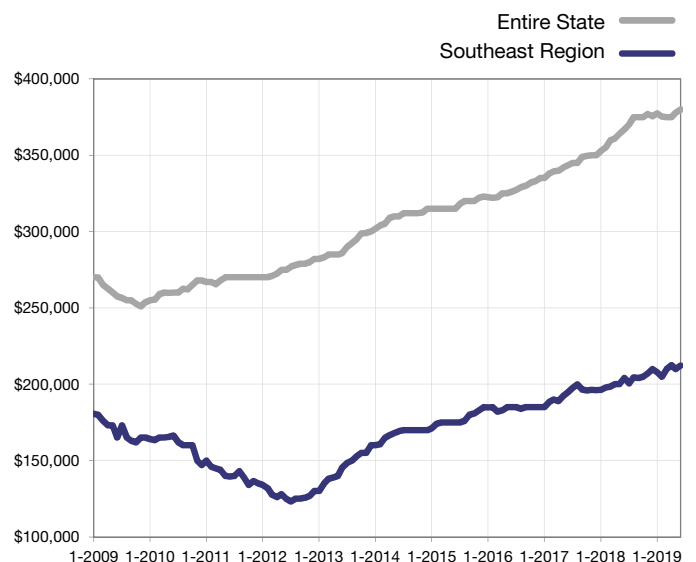
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Single-Family Properties



Condominium Properties



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West Region

- 14.5%

+ 4.3%

- 19.7%

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

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	773	804	+ 4.0%	3,790	3,922	+ 3.5%
Closed Sales	866	728	-15.9%	3,205	3,201	-0.1%
Median Sales Price*	\$232,000	\$239,750	+ 3.3%	\$210,000	\$220,000	+ 4.8%
Inventory of Homes for Sale	2,925	2,416	-17.4%	--	--	--
Months Supply of Inventory	4.8	3.9	-18.8%	--	--	--
Cumulative Days on Market Until Sale	66	61	-7.6%	84	80	-4.8%
Percent of Original List Price Received*	96.7%	97.6%	+ 0.9%	95.0%	95.2%	+ 0.2%
New Listings	1,195	1,128	-5.6%	5,448	5,336	-2.1%

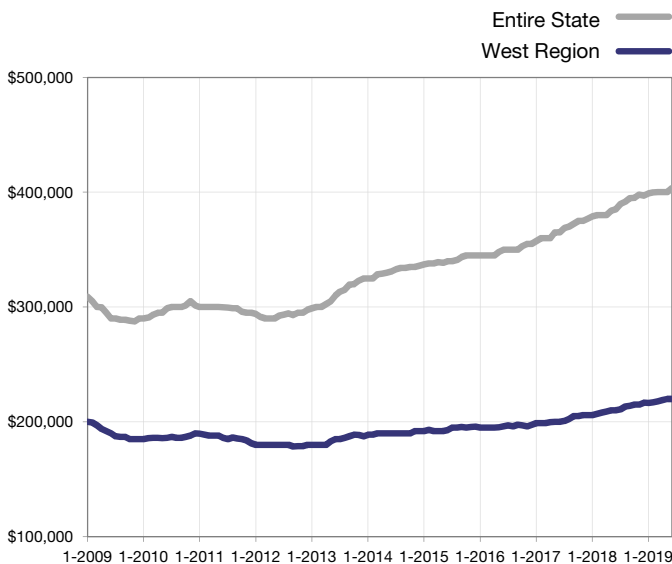
Condominium Properties

	June			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	110	103	-6.4%	526	568	+ 8.0%
Closed Sales	95	94	-1.1%	427	469	+ 9.8%
Median Sales Price*	\$179,500	\$181,750	+ 1.3%	\$165,000	\$159,950	-3.1%
Inventory of Homes for Sale	442	345	-21.9%	--	--	--
Months Supply of Inventory	5.2	3.9	-25.0%	--	--	--
Cumulative Days on Market Until Sale	89	56	-37.1%	102	84	-17.6%
Percent of Original List Price Received*	97.1%	96.9%	-0.2%	96.2%	95.9%	-0.3%
New Listings	146	102	-30.1%	680	715	+ 5.1%

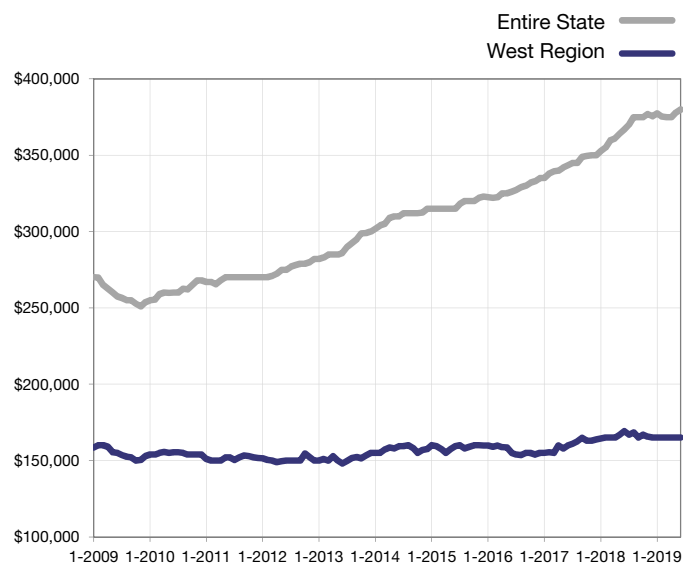
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