

# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**- 3.7%**

**+ 2.3%**

**- 11.3%**

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

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	171	162	- 5.3%	871	872	+ 0.1%
Closed Sales	147	143	- 2.7%	718	732	+ 1.9%
Median Sales Price*	\$217,000	<b>\$220,000</b>	+ 1.4%	\$205,000	<b>\$219,000</b>	+ 6.8%
Inventory of Homes for Sale	1,089	972	- 10.7%	--	--	--
Months Supply of Inventory	9.3	8.0	- 14.1%	--	--	--
Cumulative Days on Market Until Sale	95	74	- 22.3%	120	93	- 22.8%
Percent of Original List Price Received*	93.9%	94.1%	+ 0.3%	91.6%	92.5%	+ 0.9%
New Listings	281	237	- 15.7%	1,470	1,469	- 0.1%

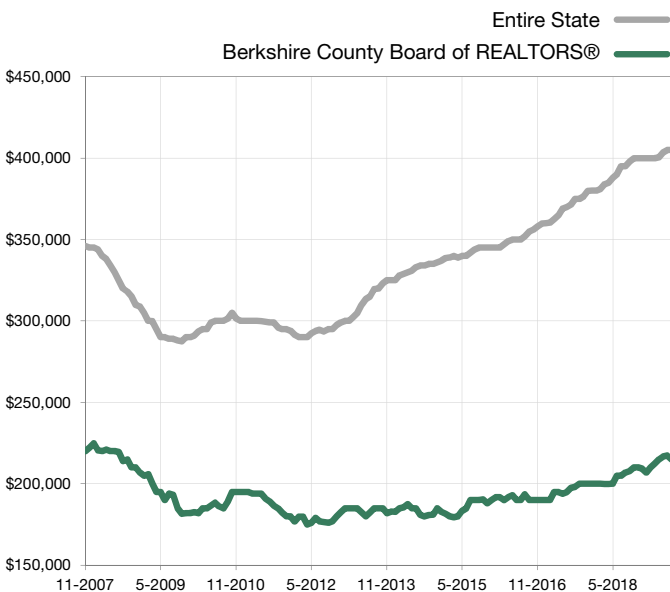
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	12	24	+ 100.0%	81	101	+ 24.7%
Closed Sales	17	15	- 11.8%	75	70	- 6.7%
Median Sales Price*	\$207,500	<b>\$194,000</b>	- 6.5%	\$225,900	<b>\$189,000</b>	- 16.3%
Inventory of Homes for Sale	189	162	- 14.3%	--	--	--
Months Supply of Inventory	16.1	13.3	- 17.2%	--	--	--
Cumulative Days on Market Until Sale	107	115	+ 7.4%	151	111	- 26.5%
Percent of Original List Price Received*	95.1%	93.9%	- 1.3%	93.0%	93.3%	+ 0.3%
New Listings	24	20	- 16.7%	154	181	+ 17.5%

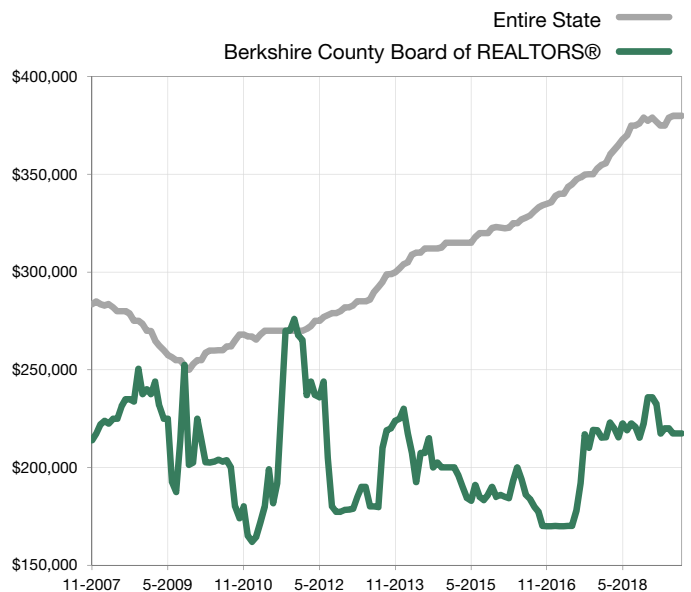
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**- 2.1%**

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

**- 1.0%**

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

**- 7.7%**

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

### Single-Family Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	521	<b>553</b>	+ 6.1%	3,153	<b>3,369</b>	+ 6.9%
Closed Sales	458	<b>441</b>	- 3.7%	2,994	<b>3,002</b>	+ 0.3%
Median Sales Price*	\$425,000	<b>\$425,000</b>	0.0%	\$417,500	<b>\$420,000</b>	+ 0.6%
Inventory of Homes for Sale	2,925	<b>2,636</b>	- 9.9%	--	--	--
Months Supply of Inventory	6.4	<b>5.7</b>	- 10.8%	--	--	--
Cumulative Days on Market Until Sale	87	<b>102</b>	+ 18.3%	106	<b>108</b>	+ 1.5%
Percent of Original List Price Received*	95.8%	<b>94.7%</b>	- 1.1%	94.9%	<b>94.1%</b>	- 0.8%
New Listings	768	<b>688</b>	- 10.4%	4,940	<b>4,879</b>	- 1.2%

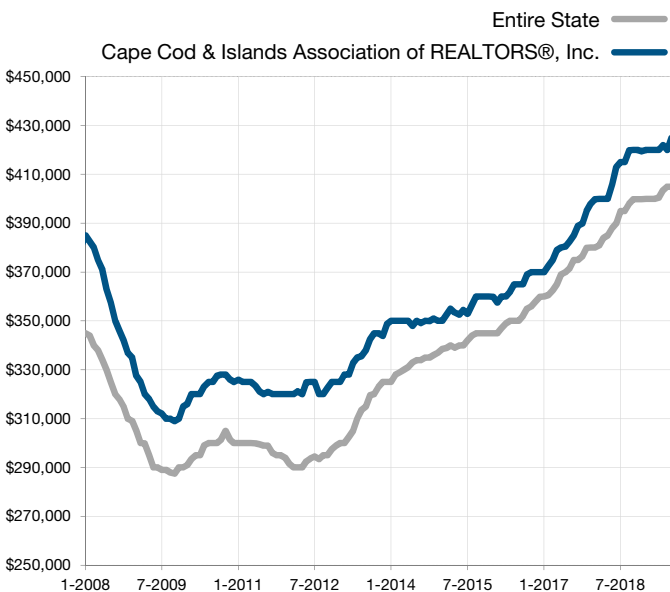
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	134	<b>154</b>	+ 14.9%	766	<b>781</b>	+ 2.0%
Closed Sales	101	<b>106</b>	+ 5.0%	698	<b>658</b>	- 5.7%
Median Sales Price*	\$285,000	<b>\$264,500</b>	- 7.2%	\$285,000	<b>\$275,000</b>	- 3.5%
Inventory of Homes for Sale	590	<b>608</b>	+ 3.1%	--	--	--
Months Supply of Inventory	5.4	<b>5.9</b>	+ 8.4%	--	--	--
Cumulative Days on Market Until Sale	82	<b>86</b>	+ 4.7%	102	<b>102</b>	+ 0.6%
Percent of Original List Price Received*	96.2%	<b>95.7%</b>	- 0.6%	95.4%	<b>94.6%</b>	- 0.8%
New Listings	177	<b>127</b>	- 28.2%	1,087	<b>1,140</b>	+ 4.9%

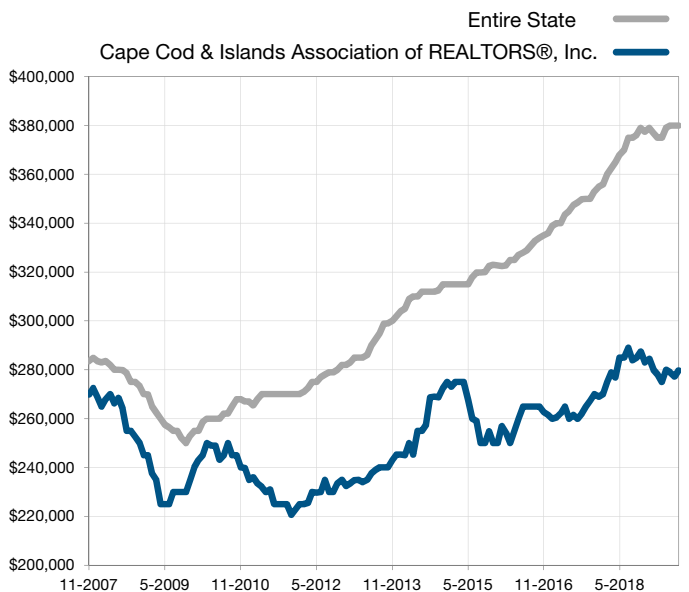
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1,178	<b>1,265</b>	+ 7.4%	8,636	<b>8,891</b>	+ 3.0%
Closed Sales	1,651	<b>1,669</b>	+ 1.1%	7,559	<b>7,643</b>	+ 1.1%
Median Sales Price*	\$650,000	<b>\$656,000</b>	+ 0.9%	\$620,000	<b>\$628,000</b>	+ 1.3%
Inventory of Homes for Sale	2,727	<b>2,550</b>	- 6.5%	--	--	--
Months Supply of Inventory	2.4	<b>2.2</b>	- 8.3%	--	--	--
Cumulative Days on Market Until Sale	33	<b>38</b>	+ 15.2%	43	<b>48</b>	+ 11.6%
Percent of Original List Price Received*	100.7%	<b>99.2%</b>	- 1.5%	100.1%	<b>98.7%</b>	- 1.4%
New Listings	1,341	<b>1,332</b>	- 0.7%	11,243	<b>11,540</b>	+ 2.6%

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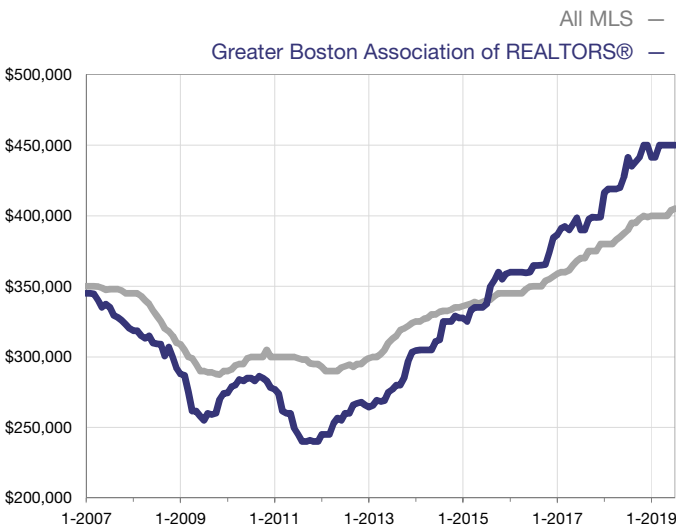
### Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	954	<b>976</b>	+ 2.3%	7,078	<b>7,365</b>	+ 4.1%
Closed Sales	1,278	<b>1,135</b>	- 11.2%	6,407	<b>6,217</b>	- 3.0%
Median Sales Price*	\$599,900	<b>\$582,250</b>	- 2.9%	\$570,000	<b>\$575,000</b>	+ 0.9%
Inventory of Homes for Sale	1,747	<b>2,044</b>	+ 17.0%	--	--	--
Months Supply of Inventory	1.9	<b>2.3</b>	+ 21.1%	--	--	--
Cumulative Days on Market Until Sale	32	<b>37</b>	+ 15.6%	39	<b>46</b>	+ 17.9%
Percent of Original List Price Received*	101.3%	<b>99.5%</b>	- 1.8%	101.1%	<b>99.2%</b>	- 1.9%
New Listings	1,009	<b>1,086</b>	+ 7.6%	8,796	<b>9,672</b>	+ 10.0%

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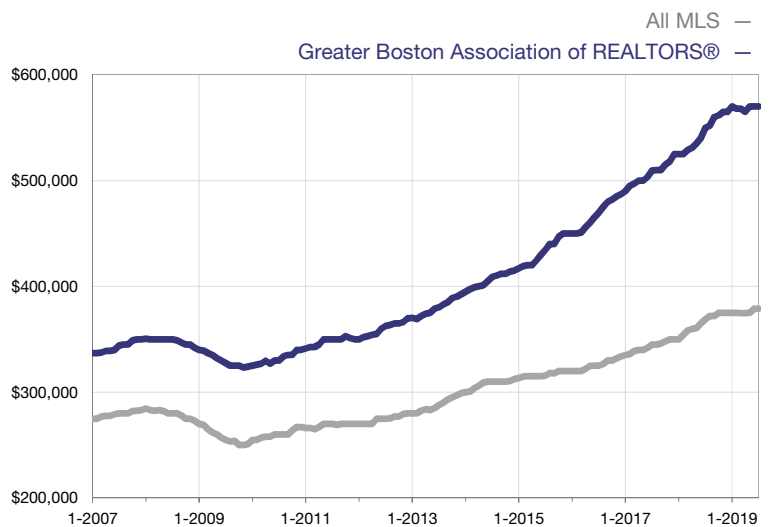
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**+ 34.3%**

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

**+ 5.1%**

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

**- 20.5%**

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

### Single-Family Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	97	<b>110</b>	+ 13.4%	631	<b>659</b>	+ 4.4%
Closed Sales	102	<b>132</b>	+ 29.4%	572	<b>569</b>	- 0.5%
Median Sales Price*	\$291,000	<b>\$316,000</b>	+ 8.6%	\$272,500	<b>\$298,500</b>	+ 9.5%
Inventory of Homes for Sale	382	<b>304</b>	- 20.4%	--	--	--
Months Supply of Inventory	4.1	<b>3.5</b>	- 14.2%	--	--	--
Cumulative Days on Market Until Sale	44	<b>56</b>	+ 24.9%	71	<b>75</b>	+ 5.8%
Percent of Original List Price Received*	98.5%	<b>96.2%</b>	- 2.4%	96.4%	<b>95.4%</b>	- 1.1%
New Listings	151	<b>119</b>	- 21.2%	881	<b>873</b>	- 0.9%

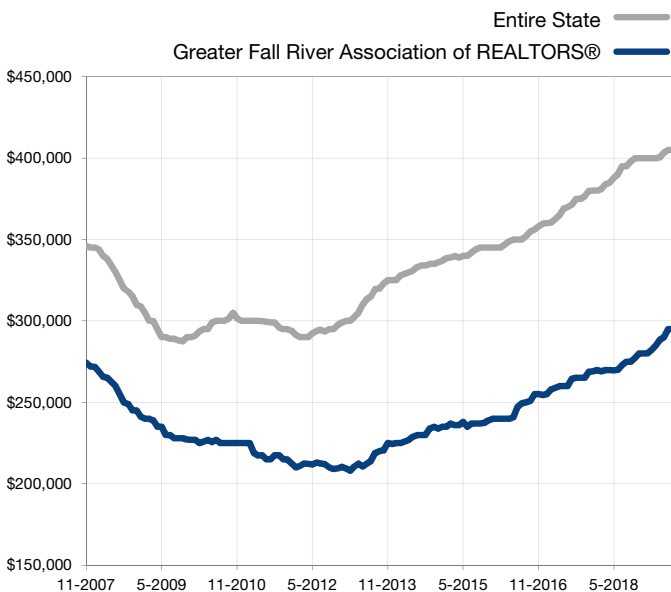
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	<b>11</b>	- 21.4%	65	<b>64</b>	- 1.5%
Closed Sales	6	<b>13</b>	+ 116.7%	55	<b>57</b>	+ 3.6%
Median Sales Price*	\$214,450	<b>\$156,000</b>	- 27.3%	\$169,500	<b>\$165,000</b>	- 2.7%
Inventory of Homes for Sale	33	<b>26</b>	- 21.2%	--	--	--
Months Supply of Inventory	3.7	<b>3.1</b>	- 16.6%	--	--	--
Cumulative Days on Market Until Sale	84	<b>50</b>	- 41.0%	70	<b>64</b>	- 9.4%
Percent of Original List Price Received*	94.9%	<b>96.5%</b>	+ 1.7%	95.8%	<b>95.6%</b>	- 0.3%
New Listings	17	<b>14</b>	- 17.6%	90	<b>82</b>	- 8.9%

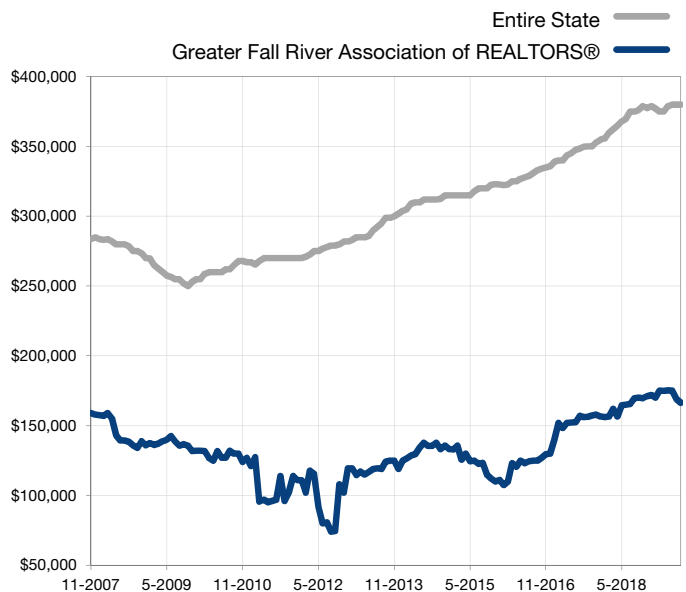
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – July 2019

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## Greater Newburyport REALTORS®

**+ 13.5%**

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

**+ 0.5%**

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

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	82	<b>88</b>	+ 7.3%	459	<b>512</b>	+ 11.5%
Closed Sales	87	<b>102</b>	+ 17.2%	397	<b>444</b>	+ 11.8%
Median Sales Price*	\$510,000	<b>\$538,750</b>	+ 5.6%	\$477,500	<b>\$532,750</b>	+ 11.6%
Inventory of Homes for Sale	219	<b>171</b>	- 21.9%	--	--	--
Months Supply of Inventory	3.6	<b>2.7</b>	- 25.2%	--	--	--
Cumulative Days on Market Until Sale	46	<b>51</b>	+ 10.1%	66	<b>57</b>	- 12.8%
Percent of Original List Price Received*	97.0%	<b>98.2%</b>	+ 1.3%	96.9%	<b>97.1%</b>	+ 0.2%
New Listings	102	<b>85</b>	- 16.7%	662	<b>687</b>	+ 3.8%

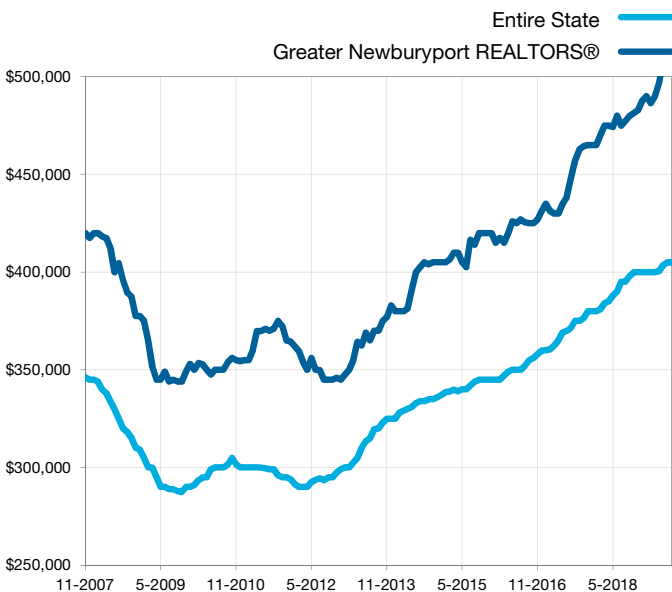
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	39	<b>39</b>	0.0%	245	<b>257</b>	+ 4.9%
Closed Sales	39	<b>41</b>	+ 5.1%	217	<b>238</b>	+ 9.7%
Median Sales Price*	\$377,000	<b>\$340,000</b>	- 9.8%	\$341,500	<b>\$363,500</b>	+ 6.4%
Inventory of Homes for Sale	96	<b>77</b>	- 19.8%	--	--	--
Months Supply of Inventory	2.8	<b>2.2</b>	- 20.8%	--	--	--
Cumulative Days on Market Until Sale	63	<b>39</b>	- 37.8%	51	<b>53</b>	+ 4.3%
Percent of Original List Price Received*	98.5%	<b>98.1%</b>	- 0.5%	98.3%	<b>98.2%</b>	- 0.1%
New Listings	52	<b>45</b>	- 13.5%	344	<b>333</b>	- 3.2%

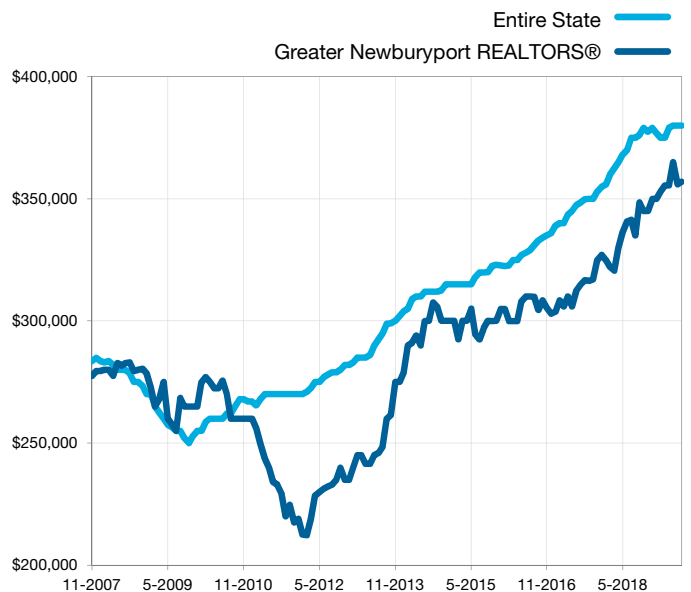
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**- 9.4%**

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

**- 0.7%**

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

**- 16.4%**

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

### Single-Family Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	289	<b>297</b>	+ 2.8%	1,738	<b>1,767</b>	+ 1.7%
Closed Sales	312	<b>283</b>	- 9.3%	1,538	<b>1,509</b>	- 1.9%
Median Sales Price*	\$285,000	<b>\$295,000</b>	+ 3.5%	\$260,000	<b>\$272,500</b>	+ 4.8%
Inventory of Homes for Sale	822	<b>687</b>	- 16.4%	--	--	--
Months Supply of Inventory	3.5	<b>2.9</b>	- 14.8%	--	--	--
Cumulative Days on Market Until Sale	42	<b>54</b>	+ 28.8%	61	<b>62</b>	+ 0.4%
Percent of Original List Price Received*	98.5%	<b>98.9%</b>	+ 0.4%	97.9%	<b>97.3%</b>	- 0.5%
New Listings	372	<b>347</b>	- 6.7%	2,305	<b>2,311</b>	+ 0.3%

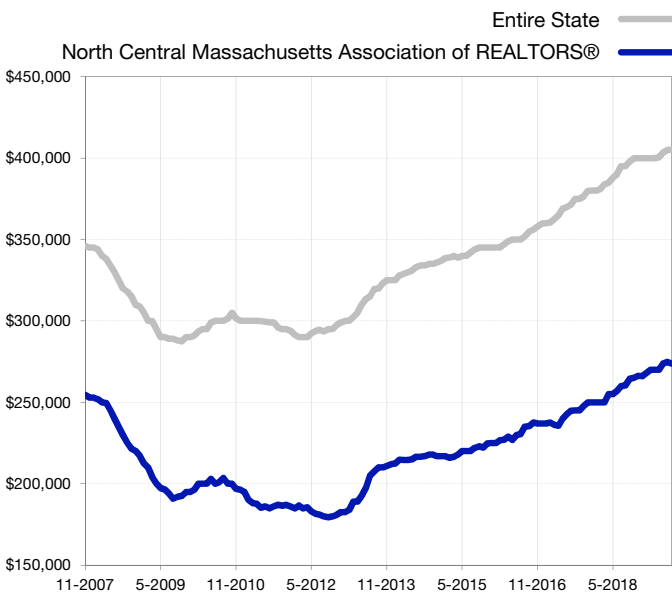
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	46	<b>48</b>	+ 4.3%	274	<b>257</b>	- 6.2%
Closed Sales	48	<b>43</b>	- 10.4%	243	<b>219</b>	- 9.9%
Median Sales Price*	\$209,900	<b>\$174,400</b>	- 16.9%	\$190,000	<b>\$180,000</b>	- 5.3%
Inventory of Homes for Sale	75	<b>63</b>	- 16.0%	--	--	--
Months Supply of Inventory	2.1	<b>1.7</b>	- 16.6%	--	--	--
Cumulative Days on Market Until Sale	73	<b>40</b>	- 44.7%	69	<b>45</b>	- 34.2%
Percent of Original List Price Received*	100.5%	<b>98.5%</b>	- 2.0%	98.9%	<b>98.4%</b>	- 0.5%
New Listings	44	<b>46</b>	+ 4.5%	315	<b>318</b>	+ 1.0%

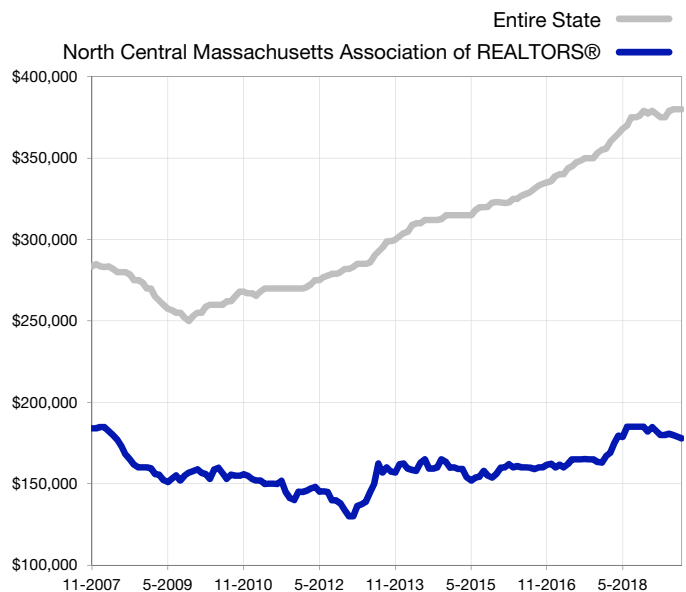
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 1.4%**

**+ 6.0%**

**- 18.0%**

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

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	397	426	+ 7.3%	2,434	2,567	+ 5.5%
Closed Sales	457	457	0.0%	2,174	2,195	+ 1.0%
Median Sales Price*	\$457,000	<b>\$489,900</b>	+ 7.2%	\$445,500	<b>\$460,000</b>	+ 3.3%
Inventory of Homes for Sale	881	677	- 23.2%	--	--	--
Months Supply of Inventory	2.6	2.0	- 22.9%	--	--	--
Cumulative Days on Market Until Sale	39	44	+ 13.7%	51	54	+ 6.6%
Percent of Original List Price Received*	100.0%	99.0%	- 1.0%	98.9%	97.8%	- 1.1%
New Listings	479	419	- 12.5%	3,142	3,115	- 0.9%

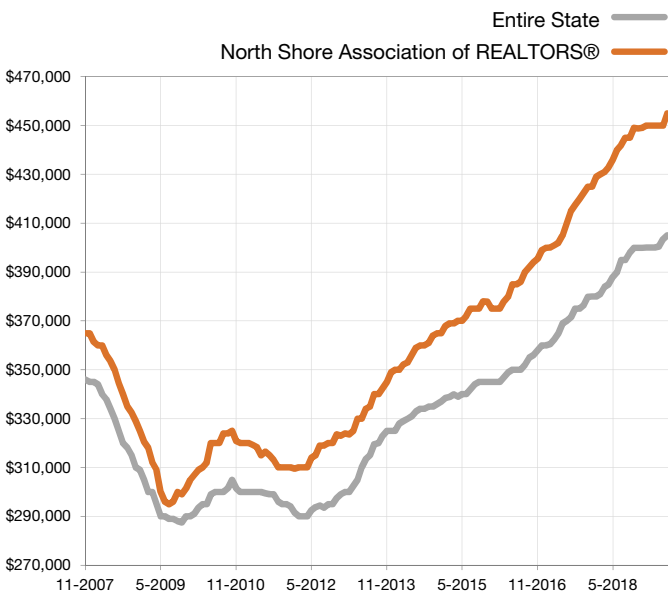
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	165	193	+ 17.0%	1,170	1,213	+ 3.7%
Closed Sales	182	173	- 4.9%	1,062	1,025	- 3.5%
Median Sales Price*	\$306,065	<b>\$316,100</b>	+ 3.3%	\$300,000	<b>\$315,000</b>	+ 5.0%
Inventory of Homes for Sale	300	292	- 2.7%	--	--	--
Months Supply of Inventory	1.9	1.9	+ 4.5%	--	--	--
Cumulative Days on Market Until Sale	33	38	+ 15.4%	44	50	+ 12.5%
Percent of Original List Price Received*	99.8%	99.3%	- 0.5%	99.5%	98.6%	- 1.0%
New Listings	193	214	+ 10.9%	1,401	1,431	+ 2.1%

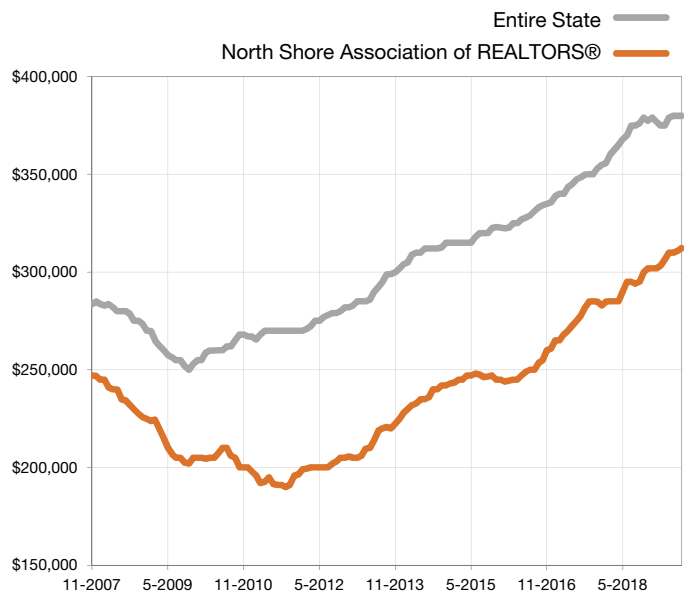
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Northeast Association of REALTORS®

**+ 1.2%**

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

**+ 6.3%**

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

**- 21.1%**

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

### Single-Family Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	355	<b>397</b>	+ 11.8%	2,374	<b>2,564</b>	+ 8.0%
Closed Sales	430	<b>464</b>	+ 7.9%	2,125	<b>2,175</b>	+ 2.4%
Median Sales Price*	\$450,000	<b>\$480,000</b>	+ 6.7%	\$436,000	<b>\$450,000</b>	+ 3.2%
Inventory of Homes for Sale	772	<b>597</b>	- 22.7%	--	--	--
Months Supply of Inventory	2.4	<b>1.8</b>	- 22.6%	--	--	--
Cumulative Days on Market Until Sale	34	<b>34</b>	+ 1.4%	46	<b>49</b>	+ 6.5%
Percent of Original List Price Received*	100.4%	<b>99.4%</b>	- 1.0%	99.3%	<b>98.4%</b>	- 0.9%
New Listings	447	<b>400</b>	- 10.5%	3,044	<b>3,104</b>	+ 2.0%

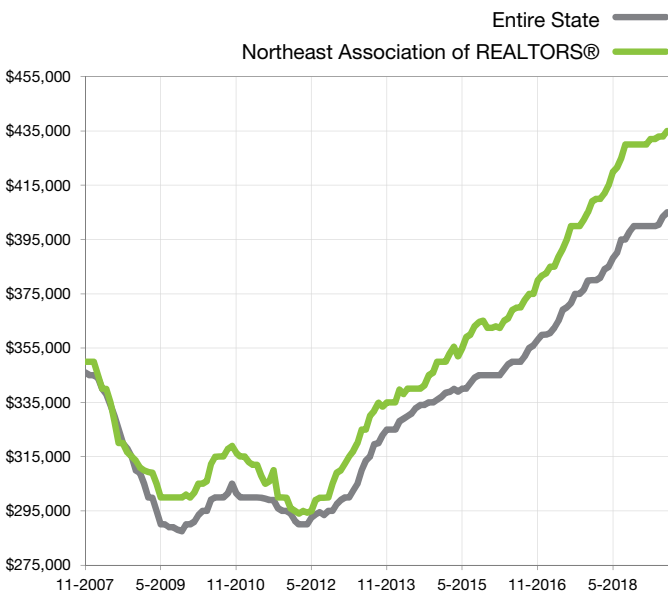
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	161	<b>146</b>	- 9.3%	1,058	<b>1,011</b>	- 4.4%
Closed Sales	168	<b>141</b>	- 16.1%	937	<b>871</b>	- 7.0%
Median Sales Price*	\$270,000	<b>\$257,501</b>	- 4.6%	\$245,500	<b>\$264,163</b>	+ 7.6%
Inventory of Homes for Sale	241	<b>202</b>	- 16.2%	--	--	--
Months Supply of Inventory	1.8	<b>1.5</b>	- 14.5%	--	--	--
Cumulative Days on Market Until Sale	36	<b>34</b>	- 5.2%	42	<b>45</b>	+ 7.5%
Percent of Original List Price Received*	99.8%	<b>99.9%</b>	+ 0.1%	99.8%	<b>99.2%</b>	- 0.6%
New Listings	195	<b>157</b>	- 19.5%	1,245	<b>1,138</b>	- 8.6%

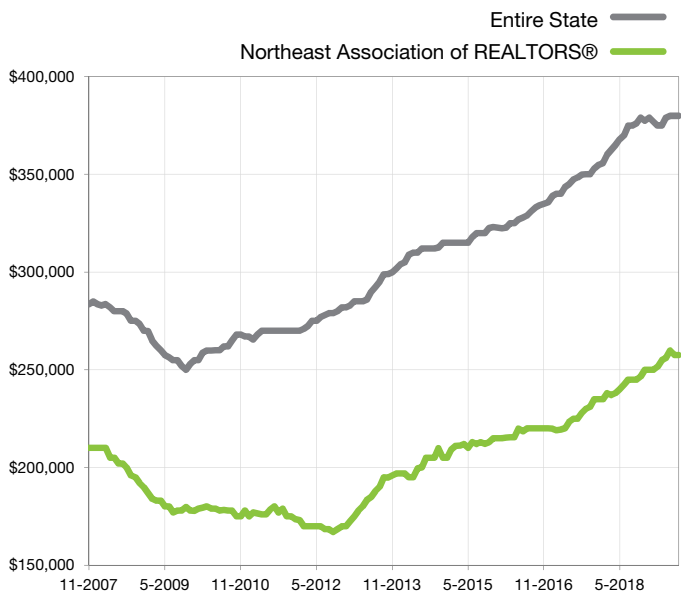
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### 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 – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 10.7%**

**+ 6.7%**

**- 22.9%**

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

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	573	<b>659</b>	+ 15.0%	4,005	<b>4,070</b>	+ 1.6%
Closed Sales	733	<b>646</b>	- 11.9%	3,553	<b>3,416</b>	- 3.9%
Median Sales Price*	\$314,900	<b>\$335,000</b>	+ 6.4%	\$305,000	<b>\$321,000</b>	+ 5.2%
Inventory of Homes for Sale	1,719	<b>1,289</b>	- 25.0%	--	--	--
Months Supply of Inventory	3.1	<b>2.5</b>	- 21.9%	--	--	--
Cumulative Days on Market Until Sale	43	<b>46</b>	+ 8.6%	55	<b>62</b>	+ 11.9%
Percent of Original List Price Received*	98.5%	<b>98.3%</b>	- 0.2%	97.8%	<b>97.5%</b>	- 0.2%
New Listings	771	<b>681</b>	- 11.7%	5,364	<b>5,128</b>	- 4.4%

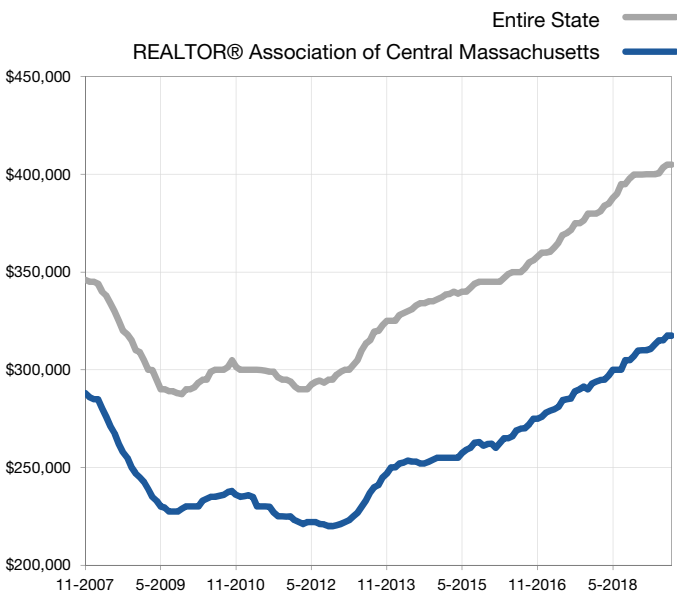
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	142	<b>175</b>	+ 23.2%	957	<b>959</b>	+ 0.2%
Closed Sales	138	<b>132</b>	- 4.3%	849	<b>795</b>	- 6.4%
Median Sales Price*	\$229,000	<b>\$232,500</b>	+ 1.5%	\$225,000	<b>\$235,000</b>	+ 4.4%
Inventory of Homes for Sale	317	<b>281</b>	- 11.4%	--	--	--
Months Supply of Inventory	2.4	<b>2.3</b>	- 4.0%	--	--	--
Cumulative Days on Market Until Sale	41	<b>47</b>	+ 13.8%	54	<b>57</b>	+ 4.9%
Percent of Original List Price Received*	98.8%	<b>98.9%</b>	+ 0.1%	98.6%	<b>98.6%</b>	+ 0.0%
New Listings	185	<b>174</b>	- 5.9%	1,168	<b>1,168</b>	0.0%

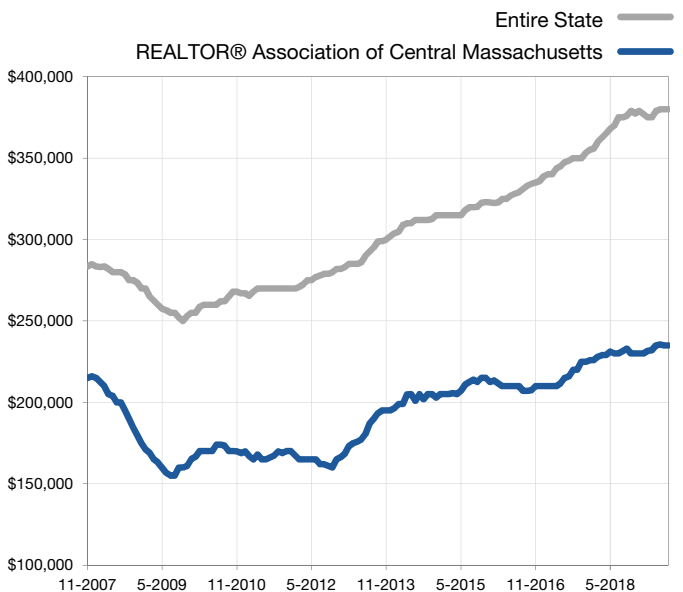
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 5.2%**

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

**+ 4.0%**

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

**- 26.4%**

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

### Single-Family Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	578	<b>683</b>	+ 18.2%	3,668	<b>3,853</b>	+ 5.0%
Closed Sales	665	<b>642</b>	- 3.5%	3,299	<b>3,268</b>	- 0.9%
Median Sales Price*	\$229,000	<b>\$239,900</b>	+ 4.8%	\$215,000	<b>\$225,000</b>	+ 4.7%
Inventory of Homes for Sale	1,953	<b>1,443</b>	- 26.1%	--	--	--
Months Supply of Inventory	3.9	<b>2.9</b>	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	56	<b>53</b>	- 4.7%	71	<b>72</b>	+ 1.0%
Percent of Original List Price Received*	97.2%	<b>97.4%</b>	+ 0.2%	96.1%	<b>96.2%</b>	+ 0.0%
New Listings	787	<b>777</b>	- 1.3%	5,047	<b>4,893</b>	- 3.1%

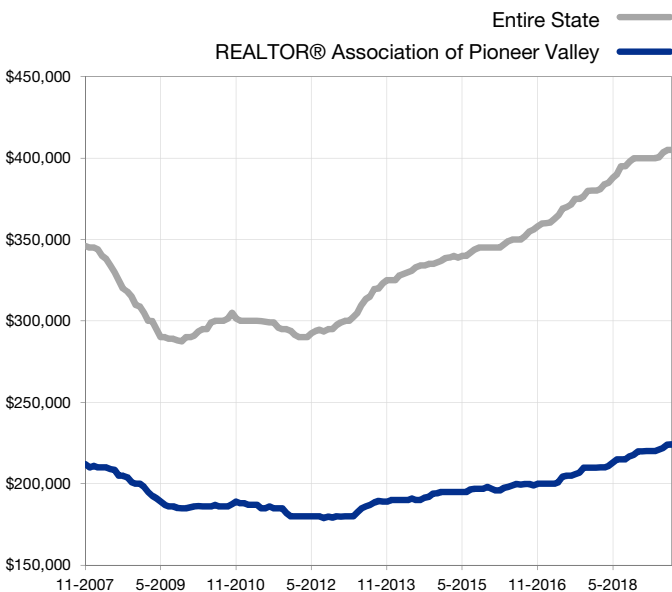
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	96	<b>84</b>	- 12.5%	553	<b>575</b>	+ 4.0%
Closed Sales	105	<b>88</b>	- 16.2%	474	<b>503</b>	+ 6.1%
Median Sales Price*	\$167,000	<b>\$181,500</b>	+ 8.7%	\$162,000	<b>\$164,950</b>	+ 1.8%
Inventory of Homes for Sale	241	<b>172</b>	- 28.6%	--	--	--
Months Supply of Inventory	3.2	<b>2.3</b>	- 28.0%	--	--	--
Cumulative Days on Market Until Sale	76	<b>52</b>	- 31.6%	89	<b>76</b>	- 15.0%
Percent of Original List Price Received*	97.9%	<b>97.4%</b>	- 0.5%	97.1%	<b>96.5%</b>	- 0.6%
New Listings	88	<b>86</b>	- 2.3%	639	<b>642</b>	+ 0.5%

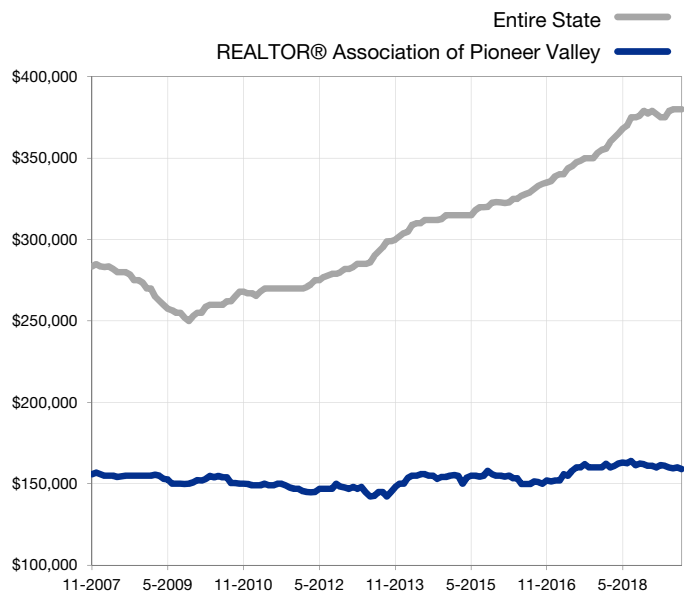
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**- 10.7%**

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

**+ 7.8%**

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

**- 19.6%**

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

### Single-Family Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	438	<b>519</b>	+ 18.5%	2,931	<b>3,096</b>	+ 5.6%
Closed Sales	521	<b>458</b>	- 12.1%	2,642	<b>2,611</b>	- 1.2%
Median Sales Price*	\$335,000	<b>\$355,000</b>	+ 6.0%	\$315,000	<b>\$339,000</b>	+ 7.6%
Inventory of Homes for Sale	1,366	<b>1,080</b>	- 20.9%	--	--	--
Months Supply of Inventory	3.3	<b>2.7</b>	- 19.2%	--	--	--
Cumulative Days on Market Until Sale	48	<b>48</b>	- 1.4%	63	<b>64</b>	+ 1.9%
Percent of Original List Price Received*	98.3%	<b>98.2%</b>	- 0.1%	97.2%	<b>97.3%</b>	+ 0.1%
New Listings	604	<b>587</b>	- 2.8%	3,951	<b>3,842</b>	- 2.8%

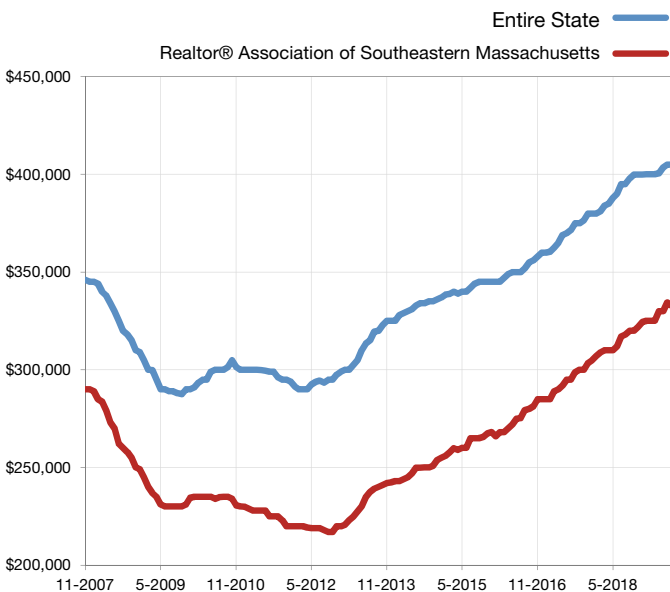
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	85	<b>74</b>	- 12.9%	532	<b>519</b>	- 2.4%
Closed Sales	77	<b>76</b>	- 1.3%	470	<b>458</b>	- 2.6%
Median Sales Price*	\$215,000	<b>\$239,000</b>	+ 11.2%	\$215,750	<b>\$223,000</b>	+ 3.4%
Inventory of Homes for Sale	168	<b>154</b>	- 8.3%	--	--	--
Months Supply of Inventory	2.3	<b>2.2</b>	- 5.4%	--	--	--
Cumulative Days on Market Until Sale	53	<b>46</b>	- 12.6%	53	<b>58</b>	+ 9.3%
Percent of Original List Price Received*	99.1%	<b>97.2%</b>	- 1.8%	97.9%	<b>97.6%</b>	- 0.3%
New Listings	106	<b>83</b>	- 21.7%	651	<b>630</b>	- 3.2%

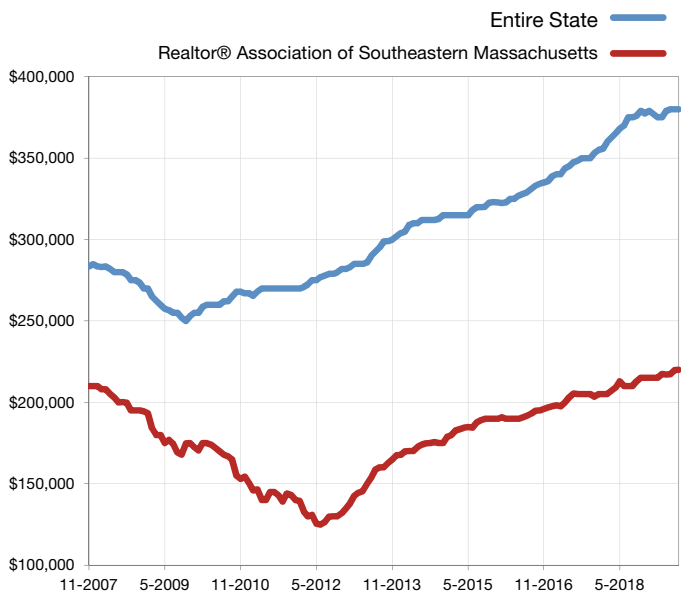
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## South Shore REALTORS®

**- 0.5%**

**+ 6.9%**

**- 6.0%**

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

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	622	<b>636</b>	+ 2.3%	3,810	<b>3,832</b>	+ 0.6%
Closed Sales	666	<b>648</b>	- 2.7%	3,327	<b>3,238</b>	- 2.7%
Median Sales Price*	\$440,000	<b>\$465,000</b>	+ 5.7%	\$439,000	<b>\$449,900</b>	+ 2.5%
Inventory of Homes for Sale	1,549	<b>1,396</b>	- 9.9%	--	--	--
Months Supply of Inventory	3.0	<b>2.8</b>	- 7.0%	--	--	--
Cumulative Days on Market Until Sale	44	<b>47</b>	+ 6.5%	58	<b>60</b>	+ 4.2%
Percent of Original List Price Received*	98.6%	<b>97.5%</b>	- 1.0%	97.8%	<b>97.2%</b>	- 0.6%
New Listings	732	<b>680</b>	- 7.1%	5,093	<b>5,173</b>	+ 1.6%

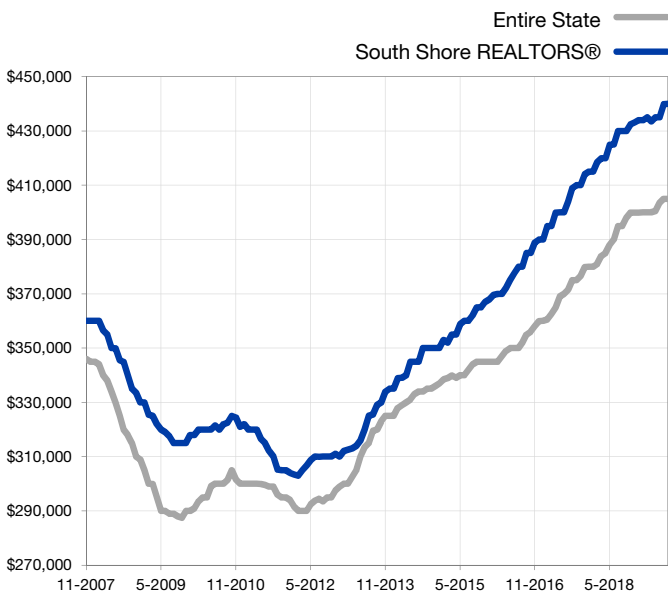
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	185	<b>193</b>	+ 4.3%	1,252	<b>1,246</b>	- 0.5%
Closed Sales	188	<b>202</b>	+ 7.4%	1,070	<b>1,106</b>	+ 3.4%
Median Sales Price*	\$330,000	<b>\$340,500</b>	+ 3.2%	\$335,000	<b>\$340,000</b>	+ 1.5%
Inventory of Homes for Sale	370	<b>407</b>	+ 10.0%	--	--	--
Months Supply of Inventory	2.3	<b>2.5</b>	+ 5.2%	--	--	--
Cumulative Days on Market Until Sale	47	<b>52</b>	+ 10.6%	54	<b>60</b>	+ 10.5%
Percent of Original List Price Received*	100.2%	<b>99.4%</b>	- 0.8%	99.6%	<b>98.5%</b>	- 1.2%
New Listings	206	<b>221</b>	+ 7.3%	1,527	<b>1,584</b>	+ 3.7%

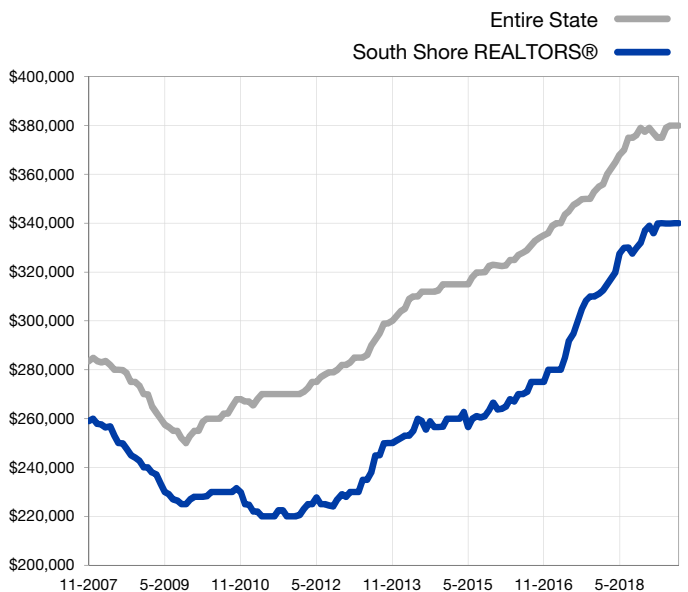
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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