

# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**- 10.1%**

**+ 6.9%**

**- 23.7%**

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

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	862	<b>956</b>	+ 10.9%	5,743	<b>5,837</b>	+ 1.6%
Closed Sales	1,045	<b>929</b>	-11.1%	5,091	<b>4,925</b>	-3.3%
Median Sales Price*	\$302,300	<b>\$325,000</b>	+ 7.5%	\$291,250	<b>\$305,000</b>	+ 4.7%
Inventory of Homes for Sale	2,541	<b>1,976</b>	-22.2%	--	--	--
Months Supply of Inventory	3.2	<b>2.6</b>	-18.8%	--	--	--
Cumulative Days on Market Until Sale	42	<b>49</b>	+ 16.7%	57	<b>62</b>	+ 8.8%
Percent of Original List Price Received*	98.5%	<b>98.5%</b>	0.0%	97.8%	<b>97.5%</b>	-0.3%
New Listings	1,143	<b>1,028</b>	-10.1%	7,669	<b>7,439</b>	-3.0%

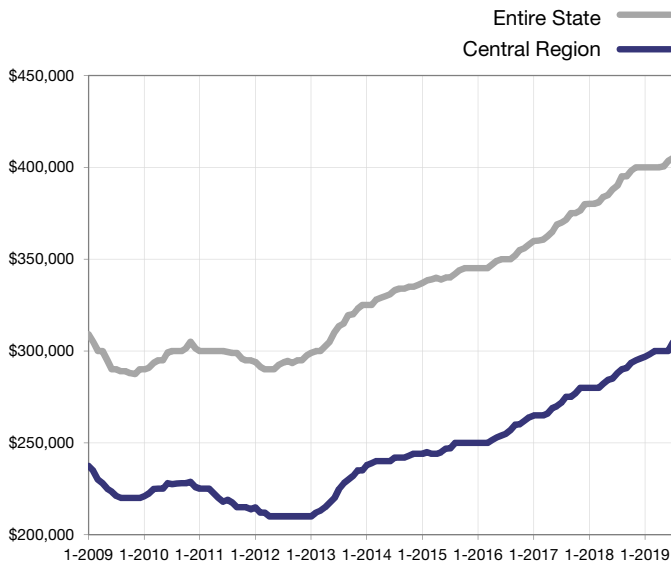
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	188	<b>223</b>	+ 18.6%	1,231	<b>1,216</b>	-1.2%
Closed Sales	186	<b>175</b>	-5.9%	1,092	<b>1,014</b>	-7.1%
Median Sales Price*	\$215,000	<b>\$215,000</b>	0.0%	\$215,000	<b>\$222,900</b>	+ 3.7%
Inventory of Homes for Sale	392	<b>344</b>	-12.2%	--	--	--
Months Supply of Inventory	2.3	<b>2.2</b>	-4.3%	--	--	--
Cumulative Days on Market Until Sale	49	<b>45</b>	-8.2%	58	<b>54</b>	-6.9%
Percent of Original List Price Received*	99.2%	<b>98.8%</b>	-0.4%	98.6%	<b>98.6%</b>	0.0%
New Listings	229	<b>220</b>	-3.9%	1,483	<b>1,486</b>	+ 0.2%

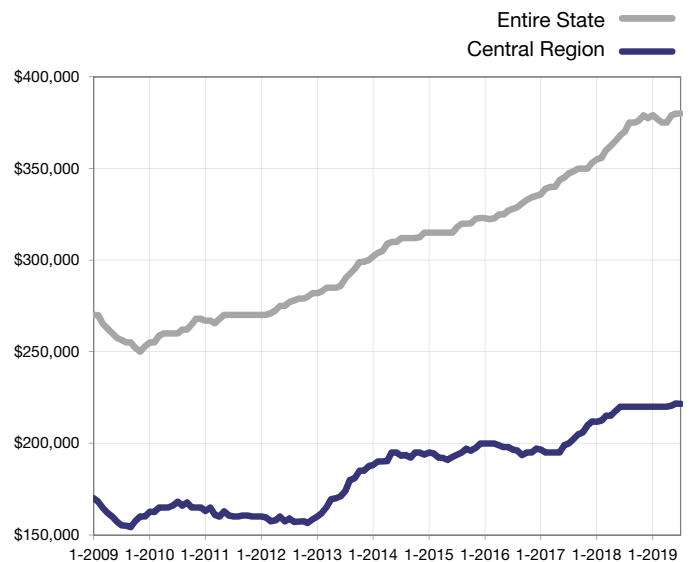
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.

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## Northern Region

**- 0.5%**

**+ 5.4%**

**- 22.5%**

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

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	834	911	+ 9.2%	5,267	5,643	+ 7.1%
Closed Sales	974	1,023	+ 5.0%	4,696	4,814	+ 2.5%
Median Sales Price*	\$458,250	\$490,000	+ 6.9%	\$445,000	\$460,000	+ 3.4%
Inventory of Homes for Sale	1,872	1,445	-22.8%	--	--	--
Months Supply of Inventory	2.6	2.0	-23.1%	--	--	--
Cumulative Days on Market Until Sale	37	40	+ 8.1%	50	52	+ 4.0%
Percent of Original List Price Received*	99.9%	99.1%	-0.8%	98.9%	98.0%	-0.9%
New Listings	1,028	904	-12.1%	6,848	6,906	+ 0.8%

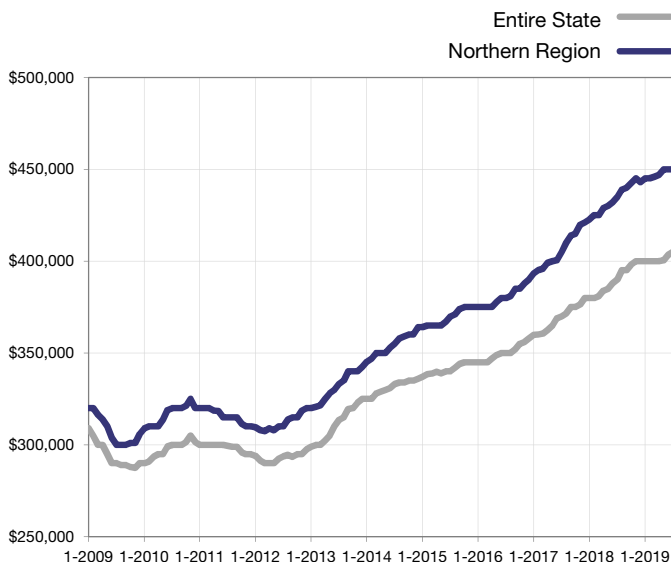
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	365	378	+ 3.6%	2,473	2,481	+ 0.3%
Closed Sales	389	355	-8.7%	2,216	2,134	-3.7%
Median Sales Price*	\$300,000	\$300,000	0.0%	\$280,000	\$300,000	+ 7.1%
Inventory of Homes for Sale	637	571	-10.4%	--	--	--
Months Supply of Inventory	1.9	1.8	-5.3%	--	--	--
Cumulative Days on Market Until Sale	37	37	0.0%	44	48	+ 9.1%
Percent of Original List Price Received*	99.7%	99.4%	-0.3%	99.5%	98.8%	-0.7%
New Listings	440	416	-5.5%	2,990	2,902	-2.9%

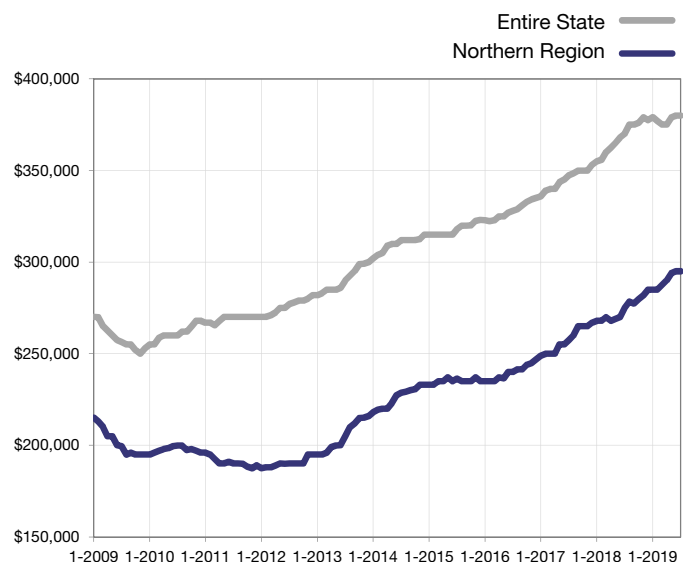
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – July 2019

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## Southeast Region

**- 3.3%**

**+ 5.4%**

**- 23.7%**

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

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	535	<b>629</b>	+ 17.6%	3,562	<b>3,755</b>	+ 5.4%
Closed Sales	623	<b>590</b>	-5.3%	3,214	<b>3,180</b>	-1.1%
Median Sales Price*	\$325,000	<b>\$350,000</b>	+ 7.7%	\$305,000	<b>\$330,000</b>	+ 8.2%
Inventory of Homes for Sale	1,748	<b>1,384</b>	-20.8%	--	--	--
Months Supply of Inventory	3.5	<b>2.8</b>	-20.0%	--	--	--
Cumulative Days on Market Until Sale	48	<b>49</b>	+ 2.1%	64	<b>66</b>	+ 3.1%
Percent of Original List Price Received*	98.3%	<b>97.7%</b>	-0.6%	97.0%	<b>96.9%</b>	-0.1%
New Listings	755	<b>706</b>	-6.5%	4,832	<b>4,715</b>	-2.4%

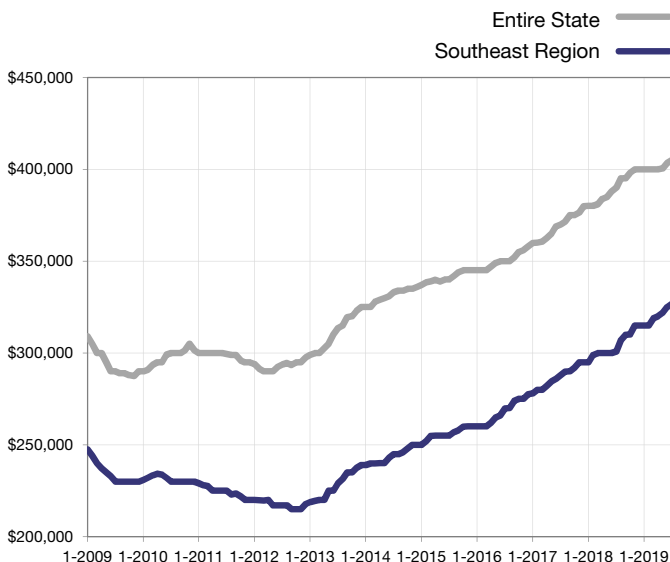
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	99	<b>85</b>	-14.1%	597	<b>583</b>	-2.3%
Closed Sales	83	<b>89</b>	+ 7.2%	525	<b>515</b>	-1.9%
Median Sales Price*	\$215,000	<b>\$223,225</b>	+ 3.8%	\$215,000	<b>\$218,000</b>	+ 1.4%
Inventory of Homes for Sale	201	<b>180</b>	-10.4%	--	--	--
Months Supply of Inventory	2.5	<b>2.3</b>	-8.0%	--	--	--
Cumulative Days on Market Until Sale	55	<b>47</b>	-14.5%	55	<b>58</b>	+ 5.5%
Percent of Original List Price Received*	98.8%	<b>97.1%</b>	-1.7%	97.7%	<b>97.4%</b>	-0.3%
New Listings	123	<b>97</b>	-21.1%	741	<b>712</b>	-3.9%

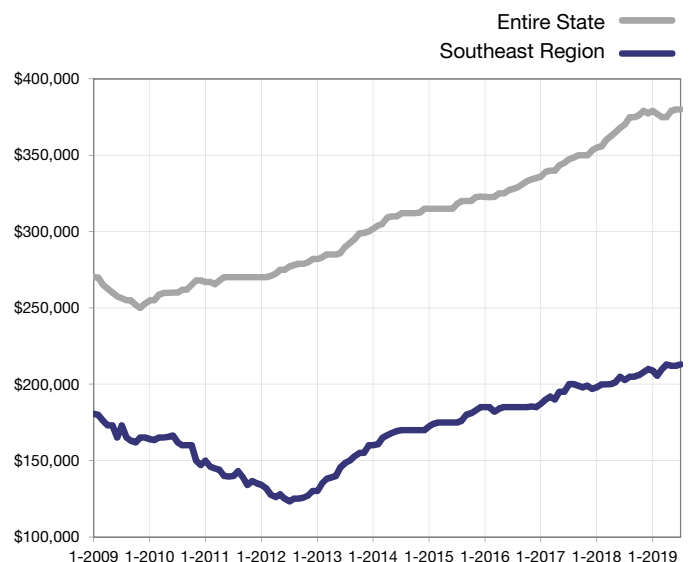
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### Single-Family Properties



### Condominium Properties



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## West Region

**- 4.3%**

**+ 4.8%**

**- 22.5%**

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

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	749	<b>845</b>	+ 12.8%	4,539	<b>4,725</b>	+ 4.1%
Closed Sales	812	<b>785</b>	-3.3%	4,017	<b>4,000</b>	-0.4%
Median Sales Price*	\$227,000	<b>\$239,000</b>	+ 5.3%	\$215,000	<b>\$224,900</b>	+ 4.6%
Inventory of Homes for Sale	3,042	<b>2,415</b>	-20.6%	--	--	--
Months Supply of Inventory	4.9	<b>3.9</b>	-20.4%	--	--	--
Cumulative Days on Market Until Sale	63	<b>57</b>	-9.5%	80	<b>76</b>	-5.0%
Percent of Original List Price Received*	96.6%	<b>96.8%</b>	+ 0.2%	95.3%	<b>95.5%</b>	+ 0.2%
New Listings	1,068	<b>1,014</b>	-5.1%	6,517	<b>6,362</b>	-2.4%

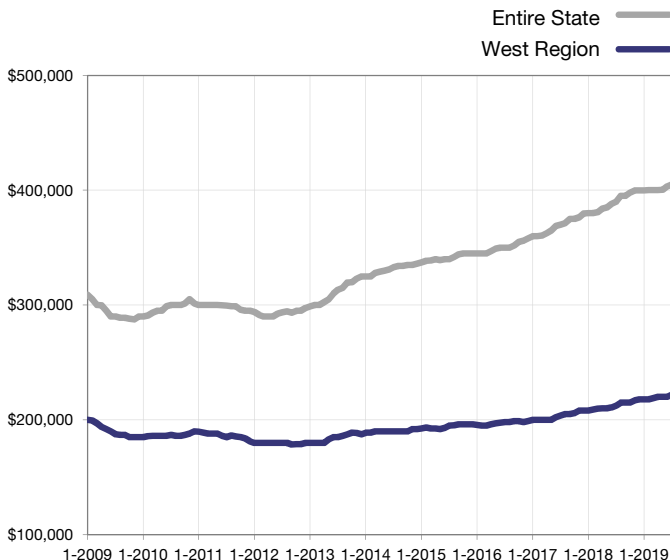
### Condominium Properties

	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	108	<b>108</b>	0.0%	634	<b>676</b>	+ 6.6%
Closed Sales	122	<b>103</b>	-15.6%	549	<b>573</b>	+ 4.4%
Median Sales Price*	\$168,500	<b>\$183,000</b>	+ 8.6%	\$165,000	<b>\$166,000</b>	+ 0.6%
Inventory of Homes for Sale	430	<b>334</b>	-22.3%	--	--	--
Months Supply of Inventory	4.9	<b>3.9</b>	-20.4%	--	--	--
Cumulative Days on Market Until Sale	81	<b>61</b>	-24.7%	97	<b>80</b>	-17.5%
Percent of Original List Price Received*	97.5%	<b>96.9%</b>	-0.6%	96.5%	<b>96.1%</b>	-0.4%
New Listings	112	<b>106</b>	-5.4%	793	<b>823</b>	+ 3.8%

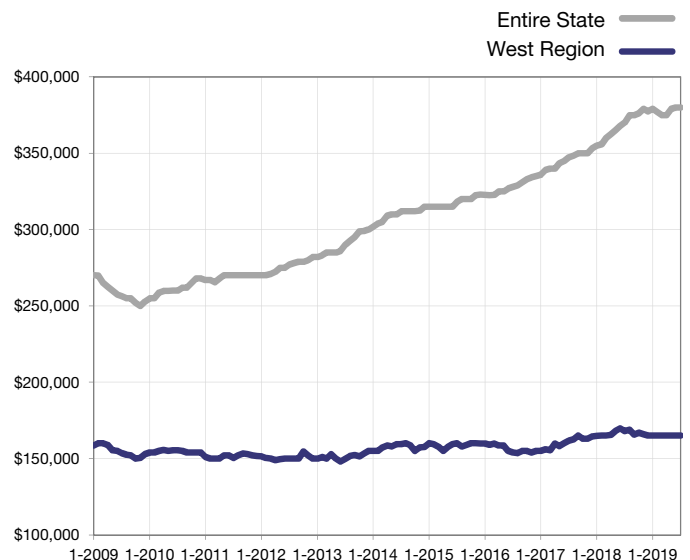
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