

# Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 13.0%**

**+ 21.3%**

**- 16.6%**

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

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	121	107	- 11.6%	1,130	1,159	+ 2.6%
Closed Sales	141	164	+ 16.3%	1,040	1,060	+ 1.9%
Median Sales Price*	\$220,000	\$268,950	+ 22.3%	\$210,000	\$221,000	+ 5.2%
Inventory of Homes for Sale	1,112	939	- 15.6%	--	--	--
Months Supply of Inventory	9.3	7.7	- 17.2%	--	--	--
Cumulative Days on Market Until Sale	86	85	- 1.4%	108	88	- 18.3%
Percent of Original List Price Received*	92.9%	92.1%	- 0.9%	92.1%	92.5%	+ 0.4%
New Listings	177	180	+ 1.7%	1,881	1,864	- 0.9%

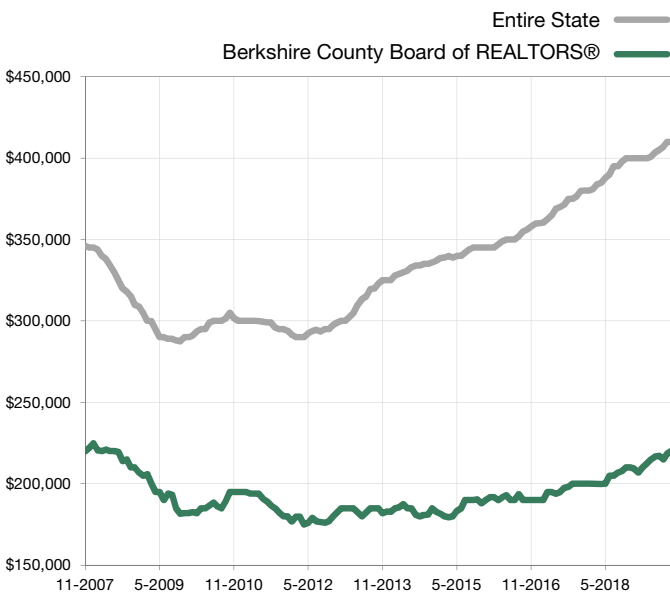
### Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	17	+ 30.8%	111	141	+ 27.0%
Closed Sales	21	19	- 9.5%	112	115	+ 2.7%
Median Sales Price*	\$275,000	\$205,000	- 25.5%	\$237,500	\$194,000	- 18.3%
Inventory of Homes for Sale	180	138	- 23.3%	--	--	--
Months Supply of Inventory	14.6	10.8	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	74	169	+ 126.4%	139	119	- 14.4%
Percent of Original List Price Received*	93.7%	91.3%	- 2.6%	92.9%	93.0%	+ 0.1%
New Listings	22	27	+ 22.7%	198	225	+ 13.6%

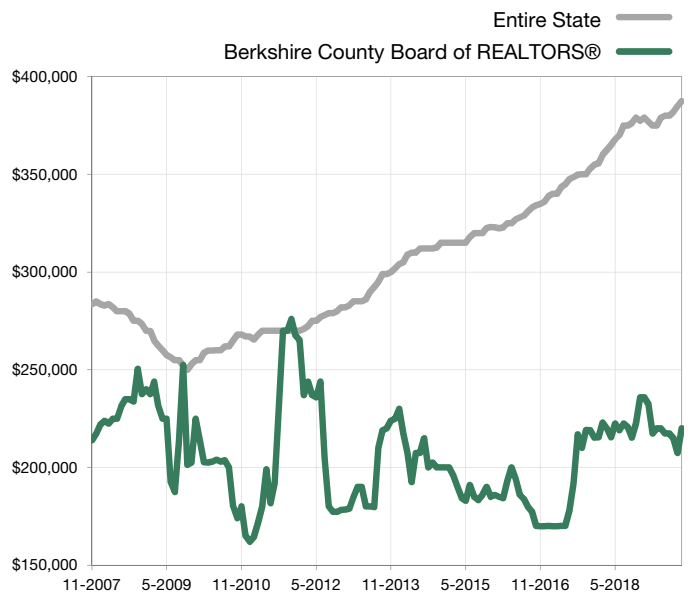
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### 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 – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**- 6.7%**

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

**+ 3.0%**

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

**- 14.0%**

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

### Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	521	570	+ 9.4%	4,224	4,386	+ 3.8%
Closed Sales	515	460	- 10.7%	4,022	3,982	- 1.0%
Median Sales Price*	\$426,750	<b>\$435,500</b>	+ 2.1%	\$415,000	<b>\$423,750</b>	+ 2.1%
Inventory of Homes for Sale	3,140	<b>2,611</b>	- 16.8%	--	--	--
Months Supply of Inventory	6.9	<b>5.7</b>	- 16.6%	--	--	--
Cumulative Days on Market Until Sale	90	<b>95</b>	+ 5.7%	102	<b>105</b>	+ 2.9%
Percent of Original List Price Received*	94.8%	<b>94.4%</b>	- 0.4%	94.9%	<b>94.1%</b>	- 0.8%
New Listings	812	<b>712</b>	- 12.3%	6,614	<b>6,260</b>	- 5.4%

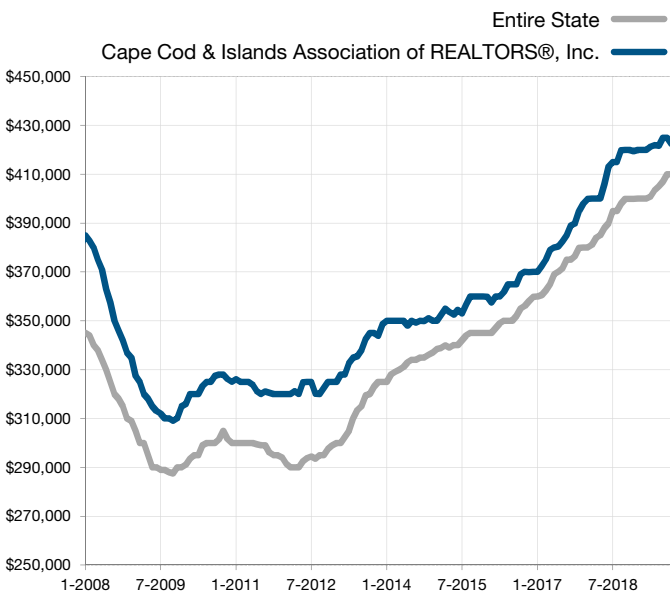
### Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	115	130	+ 13.0%	1,008	1,031	+ 2.3%
Closed Sales	127	139	+ 9.4%	962	918	- 4.6%
Median Sales Price*	\$267,900	<b>\$342,500</b>	+ 27.8%	\$277,250	<b>\$285,000</b>	+ 2.8%
Inventory of Homes for Sale	611	<b>614</b>	+ 0.5%	--	--	--
Months Supply of Inventory	5.7	<b>6.0</b>	+ 5.0%	--	--	--
Cumulative Days on Market Until Sale	72	<b>106</b>	+ 46.7%	95	<b>102</b>	+ 7.7%
Percent of Original List Price Received*	95.5%	<b>94.8%</b>	- 0.7%	95.5%	<b>94.7%</b>	- 0.8%
New Listings	126	<b>170</b>	+ 34.9%	1,402	<b>1,485</b>	+ 5.9%

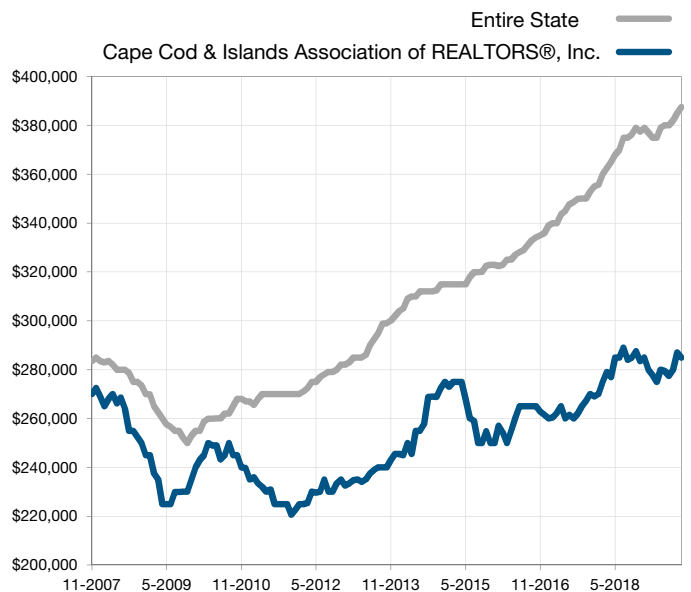
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1,102	<b>1,169</b>	+ 6.1%	10,790	<b>11,013</b>	+ 2.1%
Closed Sales	993	<b>1,061</b>	+ 6.8%	10,236	<b>10,290</b>	+ 0.5%
Median Sales Price*	\$595,000	<b>\$605,000</b>	+ 1.7%	\$619,000	<b>\$629,000</b>	+ 1.6%
Inventory of Homes for Sale	3,074	<b>2,654</b>	- 13.7%	--	--	--
Months Supply of Inventory	2.7	<b>2.3</b>	- 14.8%	--	--	--
Cumulative Days on Market Until Sale	42	<b>47</b>	+ 11.9%	42	<b>48</b>	+ 14.3%
Percent of Original List Price Received*	98.5%	<b>97.7%</b>	- 0.8%	99.8%	<b>98.5%</b>	- 1.3%
New Listings	1,936	<b>1,869</b>	- 3.5%	14,402	<b>14,451</b>	+ 0.3%

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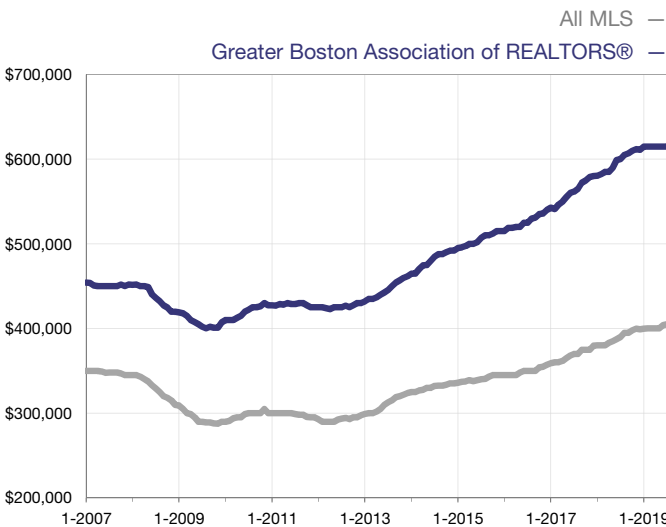
### Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	777	<b>999</b>	+ 28.6%	8,607	<b>9,116</b>	+ 5.9%
Closed Sales	762	<b>788</b>	+ 3.4%	8,441	<b>8,204</b>	- 2.8%
Median Sales Price*	\$575,000	<b>\$549,500</b>	- 4.4%	\$570,000	<b>\$574,500</b>	+ 0.8%
Inventory of Homes for Sale	2,215	<b>2,328</b>	+ 5.1%	--	--	--
Months Supply of Inventory	2.4	<b>2.6</b>	+ 8.3%	--	--	--
Cumulative Days on Market Until Sale	41	<b>48</b>	+ 17.1%	38	<b>45</b>	+ 18.4%
Percent of Original List Price Received*	99.4%	<b>98.6%</b>	- 0.8%	100.8%	<b>99.1%</b>	- 1.7%
New Listings	1,572	<b>1,776</b>	+ 13.0%	11,335	<b>12,353</b>	+ 9.0%

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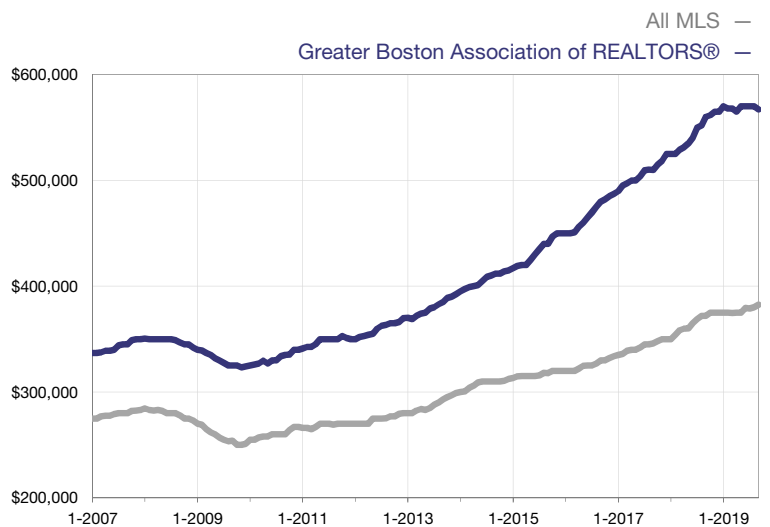
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**- 7.2%**

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

**+ 10.9%**

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

**- 31.5%**

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

### Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	81	95	+ 17.3%	826	846	+ 2.4%
Closed Sales	98	93	- 5.1%	785	776	- 1.1%
Median Sales Price*	\$282,500	<b>\$298,000</b>	+ 5.5%	\$275,000	<b>\$299,000</b>	+ 8.7%
Inventory of Homes for Sale	419	296	- 29.4%	--	--	--
Months Supply of Inventory	4.6	3.5	- 24.1%	--	--	--
Cumulative Days on Market Until Sale	67	82	+ 22.4%	70	76	+ 9.8%
Percent of Original List Price Received*	96.8%	96.7%	- 0.1%	96.5%	95.6%	- 1.0%
New Listings	138	133	- 3.6%	1,171	1,122	- 4.2%

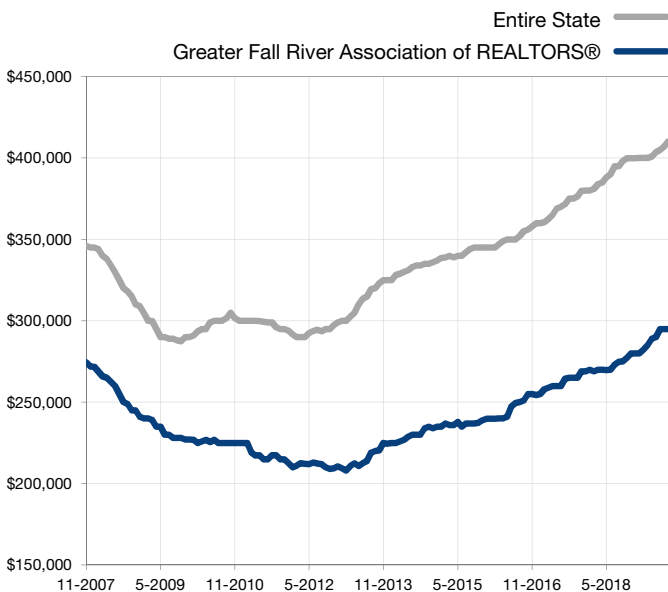
### Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	8	12	+ 50.0%	81	91	+ 12.3%
Closed Sales	13	10	- 23.1%	78	79	+ 1.3%
Median Sales Price*	\$151,000	<b>\$179,950</b>	+ 19.2%	\$169,750	<b>\$168,000</b>	- 1.0%
Inventory of Homes for Sale	32	13	- 59.4%	--	--	--
Months Supply of Inventory	3.4	1.5	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	43	32	- 24.2%	66	62	- 5.9%
Percent of Original List Price Received*	94.0%	97.2%	+ 3.4%	95.6%	95.7%	+ 0.1%
New Listings	13	9	- 30.8%	115	106	- 7.8%

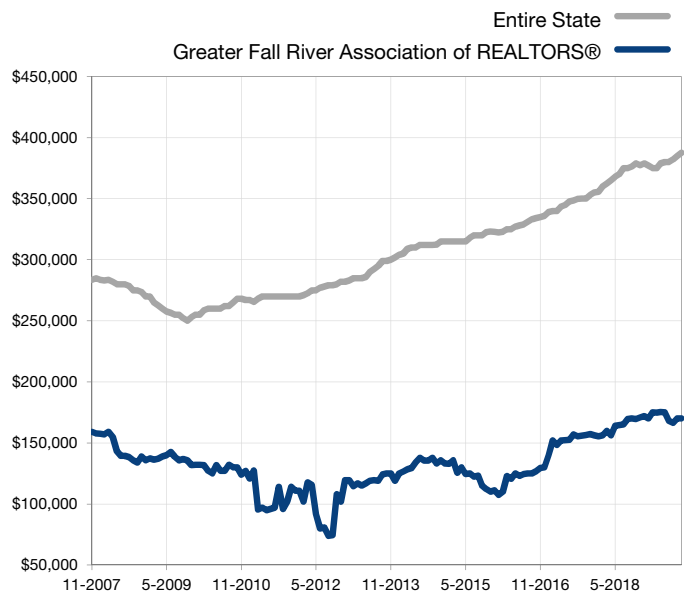
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Greater Newburyport REALTORS®

**+ 19.6%**

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

**+ 9.7%**

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

**- 26.8%**

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

### Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	56	<b>80</b>	+ 42.9%	580	<b>662</b>	+ 14.1%
Closed Sales	66	<b>72</b>	+ 9.1%	547	<b>604</b>	+ 10.4%
Median Sales Price*	\$522,500	<b>\$605,000</b>	+ 15.8%	\$480,000	<b>\$530,000</b>	+ 10.4%
Inventory of Homes for Sale	232	<b>165</b>	- 28.9%	--	--	--
Months Supply of Inventory	3.8	<b>2.6</b>	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	58	<b>67</b>	+ 15.0%	64	<b>57</b>	- 11.8%
Percent of Original List Price Received*	95.2%	<b>96.4%</b>	+ 1.2%	96.8%	<b>97.2%</b>	+ 0.4%
New Listings	100	<b>110</b>	+ 10.0%	852	<b>875</b>	+ 2.7%

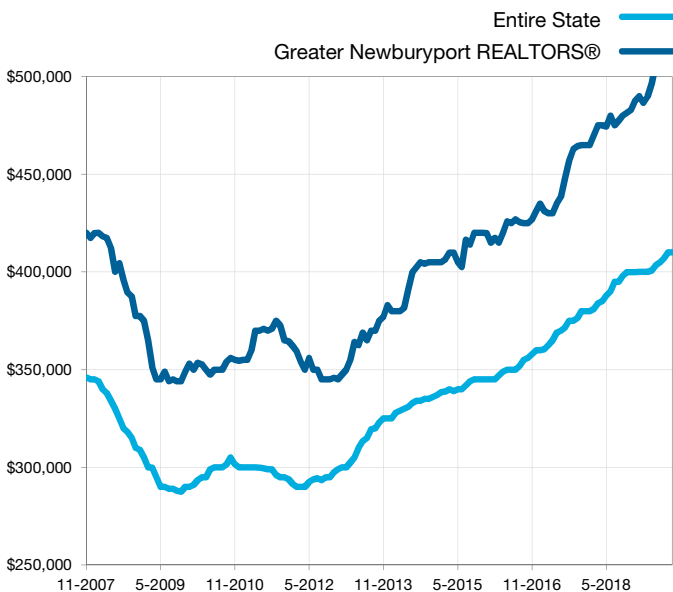
### Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	43	<b>35</b>	- 18.6%	325	<b>328</b>	+ 0.9%
Closed Sales	36	<b>50</b>	+ 38.9%	293	<b>328</b>	+ 11.9%
Median Sales Price*	\$347,500	<b>\$407,500</b>	+ 17.3%	\$341,500	<b>\$365,000</b>	+ 6.9%
Inventory of Homes for Sale	107	<b>83</b>	- 22.4%	--	--	--
Months Supply of Inventory	3.2	<b>2.3</b>	- 27.0%	--	--	--
Cumulative Days on Market Until Sale	47	<b>42</b>	- 12.1%	49	<b>51</b>	+ 3.9%
Percent of Original List Price Received*	99.2%	<b>99.9%</b>	+ 0.7%	98.5%	<b>98.5%</b>	- 0.1%
New Listings	65	<b>41</b>	- 36.9%	453	<b>430</b>	- 5.1%

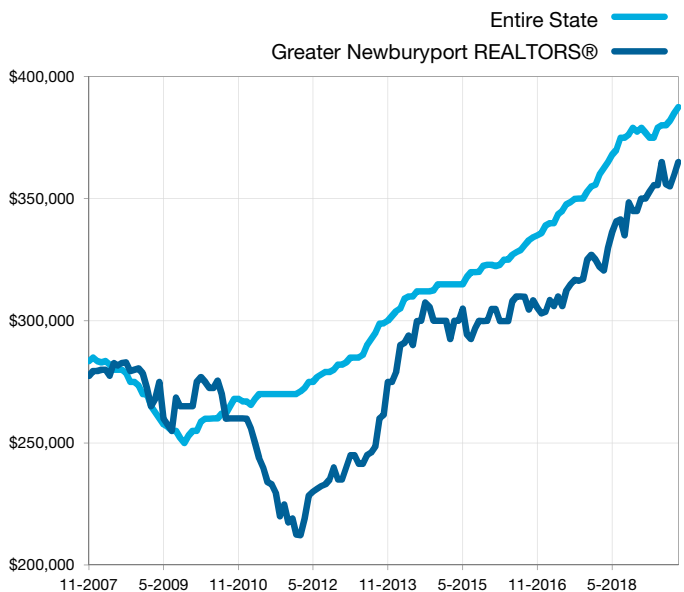
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**+ 10.0%**

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

**+ 1.7%**

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

**- 17.5%**

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

### Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	224	<b>298</b>	+ 33.0%	2,240	<b>2,308</b>	+ 3.0%
Closed Sales	248	<b>277</b>	+ 11.7%	2,121	<b>2,095</b>	- 1.2%
Median Sales Price*	\$290,000	<b>\$300,000</b>	+ 3.4%	\$266,000	<b>\$278,900</b>	+ 4.8%
Inventory of Homes for Sale	870	<b>704</b>	- 19.1%	--	--	--
Months Supply of Inventory	3.7	<b>3.0</b>	- 17.7%	--	--	--
Cumulative Days on Market Until Sale	52	<b>51</b>	- 1.6%	58	<b>58</b>	+ 0.5%
Percent of Original List Price Received*	97.0%	<b>96.7%</b>	- 0.3%	97.7%	<b>97.4%</b>	- 0.4%
New Listings	326	<b>356</b>	+ 9.2%	3,021	<b>3,026</b>	+ 0.2%

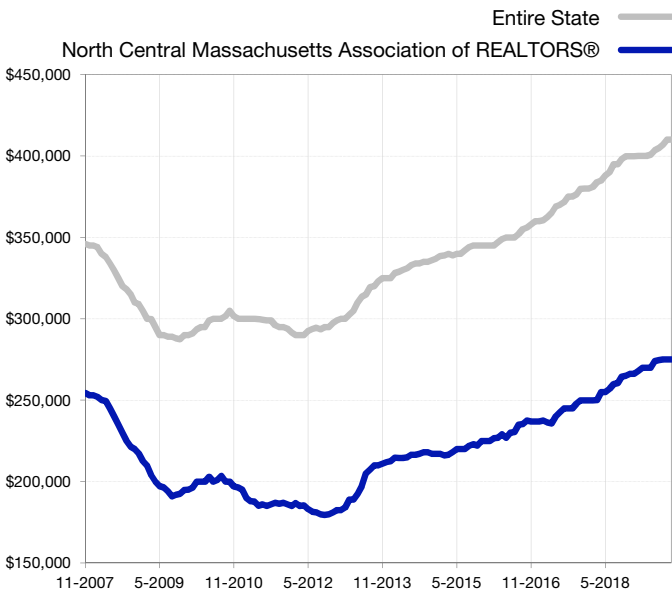
### Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	34	<b>42</b>	+ 23.5%	353	<b>333</b>	- 5.7%
Closed Sales	41	<b>41</b>	0.0%	336	<b>303</b>	- 9.8%
Median Sales Price*	\$178,000	<b>\$189,000</b>	+ 6.2%	\$186,000	<b>\$184,900</b>	- 0.6%
Inventory of Homes for Sale	80	<b>80</b>	0.0%	--	--	--
Months Supply of Inventory	2.2	<b>2.3</b>	+ 0.9%	--	--	--
Cumulative Days on Market Until Sale	43	<b>36</b>	- 15.4%	61	<b>44</b>	- 26.8%
Percent of Original List Price Received*	99.2%	<b>98.3%</b>	- 0.9%	98.9%	<b>98.4%</b>	- 0.5%
New Listings	49	<b>57</b>	+ 16.3%	410	<b>427</b>	+ 4.1%

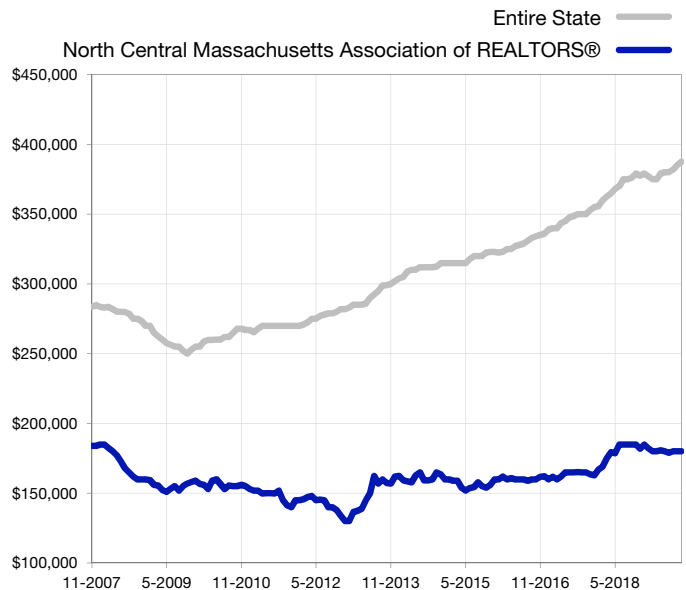
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 4.9%**

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

**+ 7.1%**

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

**- 24.5%**

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

### Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	326	375	+ 15.0%	3,125	3,282	+ 5.0%
Closed Sales	332	331	- 0.3%	2,971	3,009	+ 1.3%
Median Sales Price*	\$443,250	<b>\$470,000</b>	+ 6.0%	\$450,000	<b>\$469,000</b>	+ 4.2%
Inventory of Homes for Sale	982	698	- 28.9%	--	--	--
Months Supply of Inventory	2.9	2.1	- 29.9%	--	--	--
Cumulative Days on Market Until Sale	44	46	+ 4.1%	48	51	+ 5.2%
Percent of Original List Price Received*	97.5%	97.7%	+ 0.2%	98.8%	97.9%	- 0.9%
New Listings	530	502	- 5.3%	4,096	4,021	- 1.8%

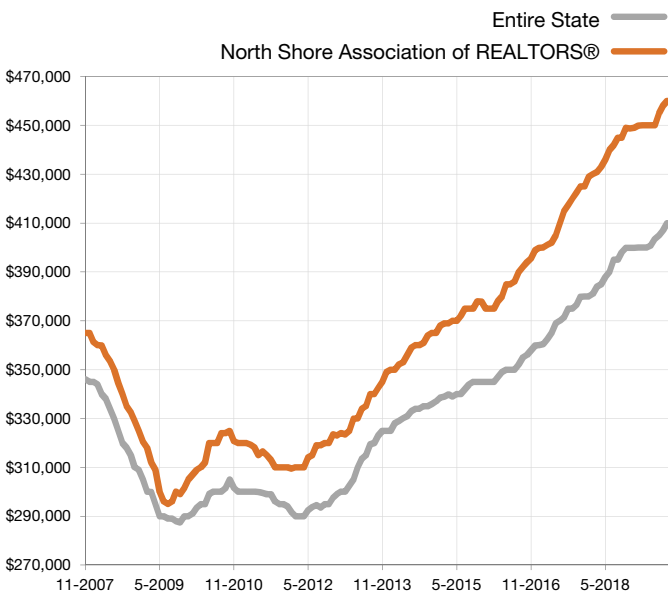
### Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	137	181	+ 32.1%	1,463	1,537	+ 5.1%
Closed Sales	133	157	+ 18.0%	1,401	1,393	- 0.6%
Median Sales Price*	\$289,000	<b>\$324,900</b>	+ 12.4%	\$300,000	<b>\$315,000</b>	+ 5.0%
Inventory of Homes for Sale	347	305	- 12.1%	--	--	--
Months Supply of Inventory	2.2	2.0	- 9.8%	--	--	--
Cumulative Days on Market Until Sale	37	49	+ 31.9%	44	49	+ 10.5%
Percent of Original List Price Received*	99.2%	98.1%	- 1.1%	99.5%	98.5%	- 1.0%
New Listings	209	242	+ 15.8%	1,796	1,841	+ 2.5%

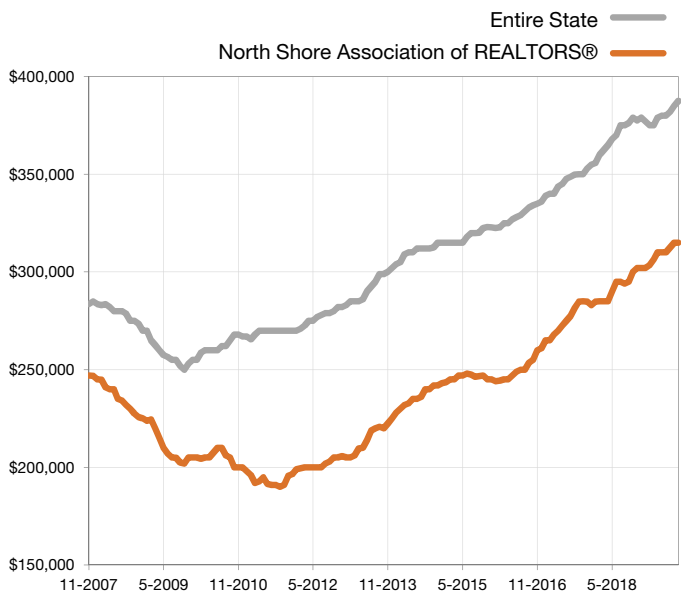
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 5.0%**

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

**+ 4.2%**

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

**- 28.0%**

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

### Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	284	<b>365</b>	+ 28.5%	2,995	<b>3,222</b>	+ 7.6%
Closed Sales	318	<b>334</b>	+ 5.0%	2,899	<b>2,977</b>	+ 2.7%
Median Sales Price*	\$435,000	<b>\$430,500</b>	- 1.0%	\$438,000	<b>\$450,000</b>	+ 2.7%
Inventory of Homes for Sale	910	<b>629</b>	- 30.9%	--	--	--
Months Supply of Inventory	2.8	<b>1.9</b>	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	40	<b>46</b>	+ 16.9%	44	<b>47</b>	+ 6.2%
Percent of Original List Price Received*	99.0%	<b>98.7%</b>	- 0.2%	99.2%	<b>98.5%</b>	- 0.7%
New Listings	484	<b>467</b>	- 3.5%	3,985	<b>3,942</b>	- 1.1%

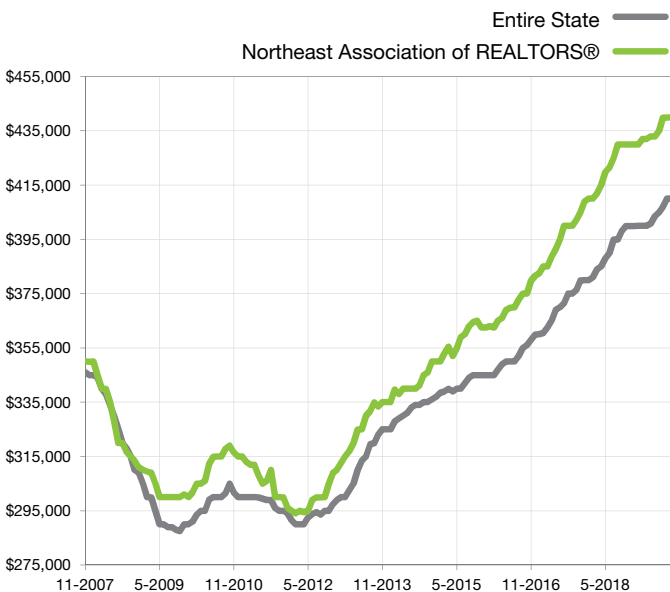
### Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	132	<b>134</b>	+ 1.5%	1,346	<b>1,272</b>	- 5.5%
Closed Sales	126	<b>132</b>	+ 4.8%	1,263	<b>1,168</b>	- 7.5%
Median Sales Price*	\$234,000	<b>\$274,750</b>	+ 17.4%	\$247,000	<b>\$266,000</b>	+ 7.7%
Inventory of Homes for Sale	265	<b>217</b>	- 18.1%	--	--	--
Months Supply of Inventory	1.9	<b>1.7</b>	- 12.8%	--	--	--
Cumulative Days on Market Until Sale	31	<b>45</b>	+ 48.7%	40	<b>44</b>	+ 9.3%
Percent of Original List Price Received*	99.8%	<b>99.4%</b>	- 0.4%	99.8%	<b>99.2%</b>	- 0.6%
New Listings	163	<b>165</b>	+ 1.2%	1,598	<b>1,447</b>	- 9.4%

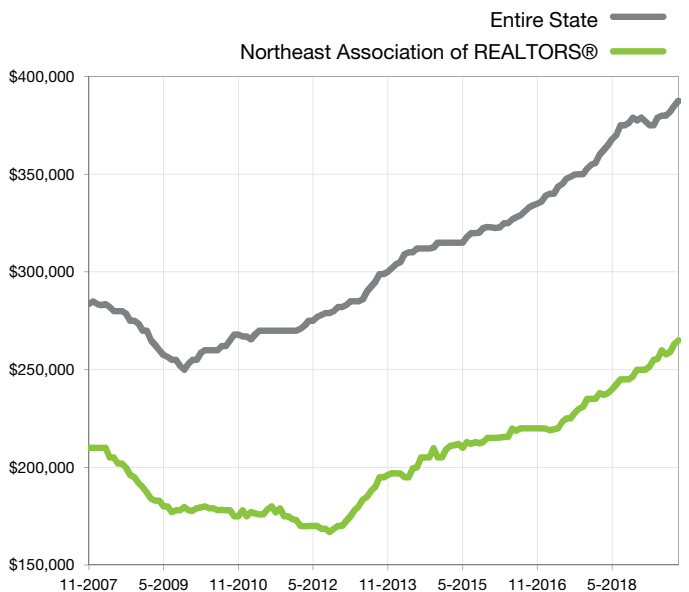
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 4.8%**

**+ 3.3%**

**- 26.7%**

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

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	475	<b>622</b>	+ 30.9%	5,070	<b>5,213</b>	+ 2.8%
Closed Sales	561	<b>528</b>	- 5.9%	4,820	<b>4,680</b>	- 2.9%
Median Sales Price*	\$315,000	<b>\$326,500</b>	+ 3.7%	\$310,000	<b>\$325,000</b>	+ 4.8%
Inventory of Homes for Sale	1,915	<b>1,398</b>	- 27.0%	--	--	--
Months Supply of Inventory	3.5	<b>2.7</b>	- 24.0%	--	--	--
Cumulative Days on Market Until Sale	50	<b>50</b>	+ 1.5%	53	<b>58</b>	+ 9.9%
Percent of Original List Price Received*	97.6%	<b>97.7%</b>	+ 0.1%	97.8%	<b>97.7%</b>	- 0.2%
New Listings	801	<b>828</b>	+ 3.4%	7,008	<b>6,696</b>	- 4.5%

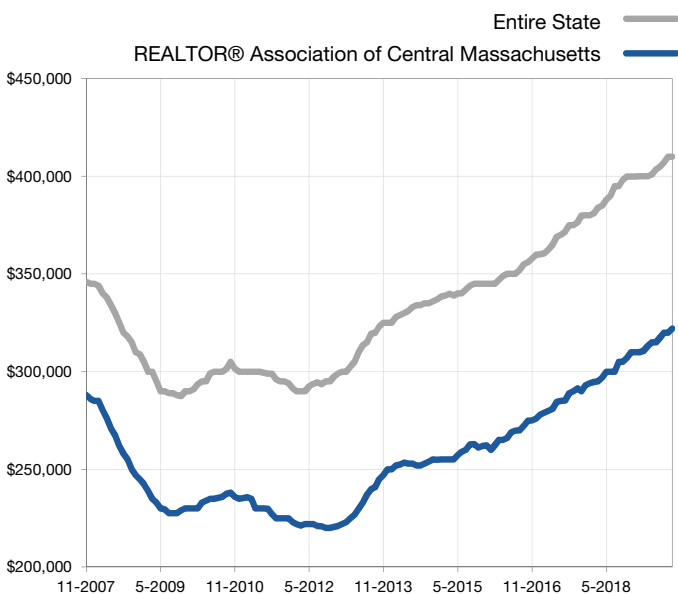
### Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	107	<b>144</b>	+ 34.6%	1,207	<b>1,223</b>	+ 1.3%
Closed Sales	142	<b>141</b>	- 0.7%	1,145	<b>1,116</b>	- 2.5%
Median Sales Price*	\$247,500	<b>\$247,000</b>	- 0.2%	\$228,765	<b>\$239,900</b>	+ 4.9%
Inventory of Homes for Sale	364	<b>273</b>	- 25.0%	--	--	--
Months Supply of Inventory	2.7	<b>2.2</b>	- 20.6%	--	--	--
Cumulative Days on Market Until Sale	48	<b>45</b>	- 4.6%	52	<b>54</b>	+ 5.4%
Percent of Original List Price Received*	99.1%	<b>98.8%</b>	- 0.3%	98.7%	<b>98.6%</b>	- 0.0%
New Listings	185	<b>159</b>	- 14.1%	1,529	<b>1,484</b>	- 2.9%

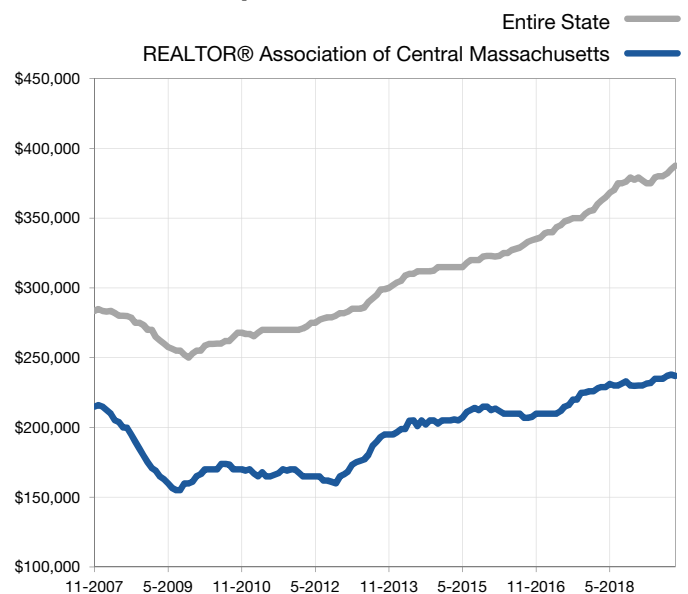
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 6.5%**

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

**+ 8.1%**

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

**- 27.9%**

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

### Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	432	<b>596</b>	+ 38.0%	4,641	<b>4,957</b>	+ 6.8%
Closed Sales	504	<b>543</b>	+ 7.7%	4,476	<b>4,465</b>	- 0.2%
Median Sales Price*	\$216,500	<b>\$230,000</b>	+ 6.2%	\$218,000	<b>\$226,500</b>	+ 3.9%
Inventory of Homes for Sale	2,035	<b>1,480</b>	- 27.3%	--	--	--
Months Supply of Inventory	4.1	<b>3.0</b>	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	65	<b>55</b>	- 15.6%	68	<b>68</b>	- 0.9%
Percent of Original List Price Received*	95.5%	<b>97.1%</b>	+ 1.7%	96.1%	<b>96.4%</b>	+ 0.3%
New Listings	644	<b>702</b>	+ 9.0%	6,403	<b>6,306</b>	- 1.5%

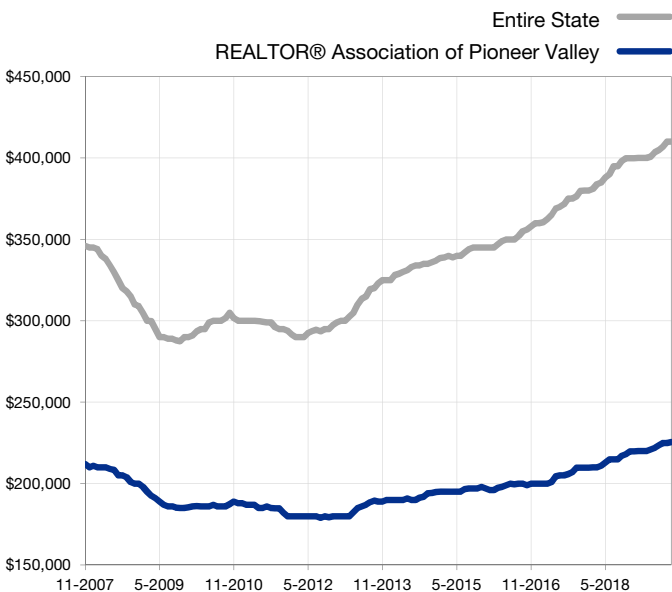
### Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	69	<b>72</b>	+ 4.3%	690	<b>710</b>	+ 2.9%
Closed Sales	83	<b>82</b>	- 1.2%	652	<b>677</b>	+ 3.8%
Median Sales Price*	\$161,000	<b>\$162,400</b>	+ 0.9%	\$162,750	<b>\$165,000</b>	+ 1.4%
Inventory of Homes for Sale	258	<b>174</b>	- 32.6%	--	--	--
Months Supply of Inventory	3.6	<b>2.3</b>	- 34.2%	--	--	--
Cumulative Days on Market Until Sale	66	<b>57</b>	- 12.6%	83	<b>72</b>	- 12.6%
Percent of Original List Price Received*	96.5%	<b>97.9%</b>	+ 1.5%	97.0%	<b>96.8%</b>	- 0.2%
New Listings	92	<b>74</b>	- 19.6%	835	<b>805</b>	- 3.6%

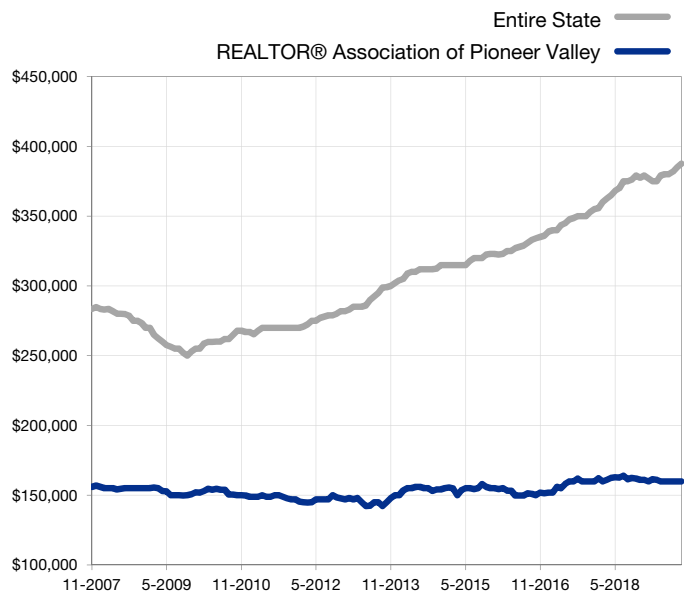
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**- 9.8%**

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

**+ 5.8%**

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

**- 22.4%**

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

### Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	403	455	+ 12.9%	3,818	3,945	+ 3.3%
Closed Sales	447	404	- 9.6%	3,612	3,571	- 1.1%
Median Sales Price*	\$325,000	<b>\$343,450</b>	+ 5.7%	\$320,000	<b>\$340,000</b>	+ 6.3%
Inventory of Homes for Sale	1,491	<b>1,155</b>	- 22.5%	--	--	--
Months Supply of Inventory	3.6	<b>2.9</b>	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	51	<b>55</b>	+ 7.3%	60	<b>61</b>	+ 2.7%
Percent of Original List Price Received*	97.5%	<b>97.2%</b>	- 0.3%	97.3%	<b>97.3%</b>	+ 0.1%
New Listings	611	<b>616</b>	+ 0.8%	5,217	<b>5,006</b>	- 4.0%

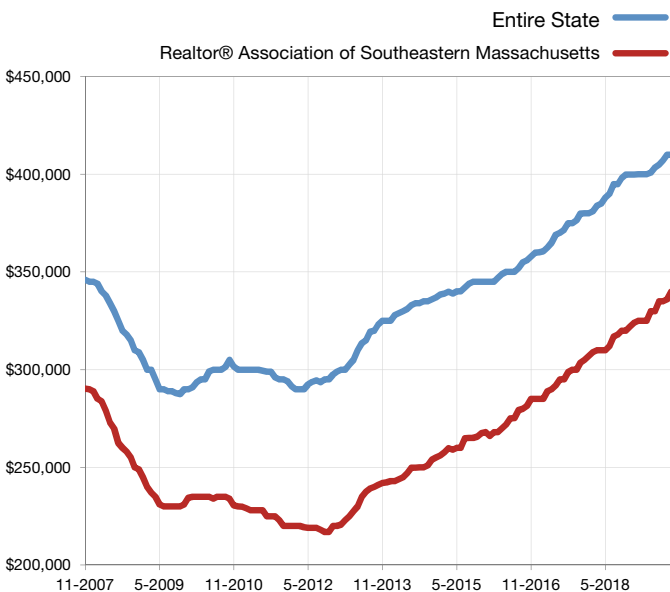
### Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	59	79	+ 33.9%	678	664	- 2.1%
Closed Sales	75	67	- 10.7%	648	596	- 8.0%
Median Sales Price*	\$209,000	<b>\$245,000</b>	+ 17.2%	\$215,000	<b>\$230,000</b>	+ 7.0%
Inventory of Homes for Sale	188	<b>148</b>	- 21.3%	--	--	--
Months Supply of Inventory	2.6	<b>2.2</b>	- 14.8%	--	--	--
Cumulative Days on Market Until Sale	39	<b>83</b>	+ 110.3%	50	<b>61</b>	+ 23.3%
Percent of Original List Price Received*	98.1%	<b>96.9%</b>	- 1.2%	98.0%	<b>97.6%</b>	- 0.4%
New Listings	84	<b>101</b>	+ 20.2%	853	<b>812</b>	- 4.8%

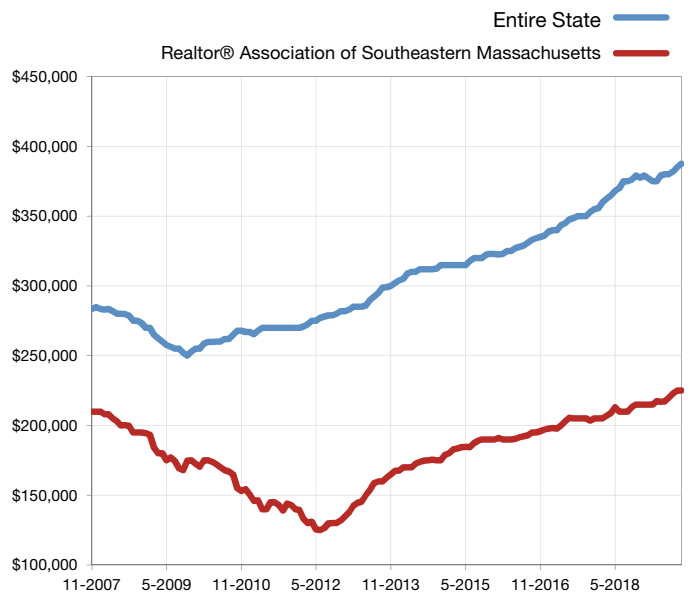
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## South Shore REALTORS®

**- 3.6%**

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

**+ 7.3%**

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

**- 13.1%**

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

### Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	500	<b>579</b>	+ 15.8%	4,810	<b>4,894</b>	+ 1.7%
Closed Sales	470	<b>471</b>	+ 0.2%	4,540	<b>4,428</b>	- 2.5%
Median Sales Price*	\$430,500	<b>\$445,000</b>	+ 3.4%	\$438,000	<b>\$450,000</b>	+ 2.7%
Inventory of Homes for Sale	1,666	<b>1,423</b>	- 14.6%	--	--	--
Months Supply of Inventory	3.3	<b>2.9</b>	- 12.6%	--	--	--
Cumulative Days on Market Until Sale	50	<b>53</b>	+ 6.0%	55	<b>58</b>	+ 6.2%
Percent of Original List Price Received*	97.5%	<b>96.9%</b>	- 0.6%	97.8%	<b>97.2%</b>	- 0.6%
New Listings	750	<b>766</b>	+ 2.1%	6,537	<b>6,602</b>	+ 1.0%

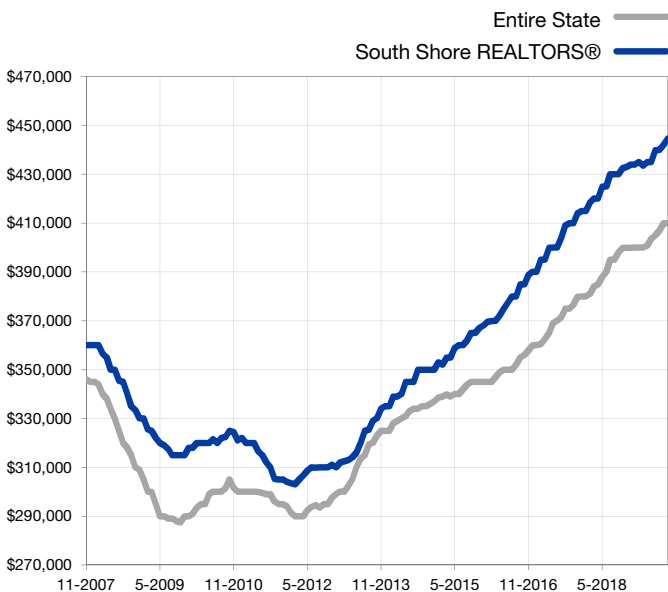
### Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	152	<b>181</b>	+ 19.1%	1,573	<b>1,573</b>	0.0%
Closed Sales	164	<b>140</b>	- 14.6%	1,432	<b>1,458</b>	+ 1.8%
Median Sales Price*	\$312,450	<b>\$347,000</b>	+ 11.1%	\$330,000	<b>\$343,500</b>	+ 4.1%
Inventory of Homes for Sale	457	<b>421</b>	- 7.9%	--	--	--
Months Supply of Inventory	2.9	<b>2.6</b>	- 11.4%	--	--	--
Cumulative Days on Market Until Sale	52	<b>50</b>	- 4.4%	53	<b>58</b>	+ 9.5%
Percent of Original List Price Received*	99.3%	<b>98.2%</b>	- 1.1%	99.6%	<b>98.4%</b>	- 1.2%
New Listings	214	<b>243</b>	+ 13.6%	2,024	<b>2,071</b>	+ 2.3%

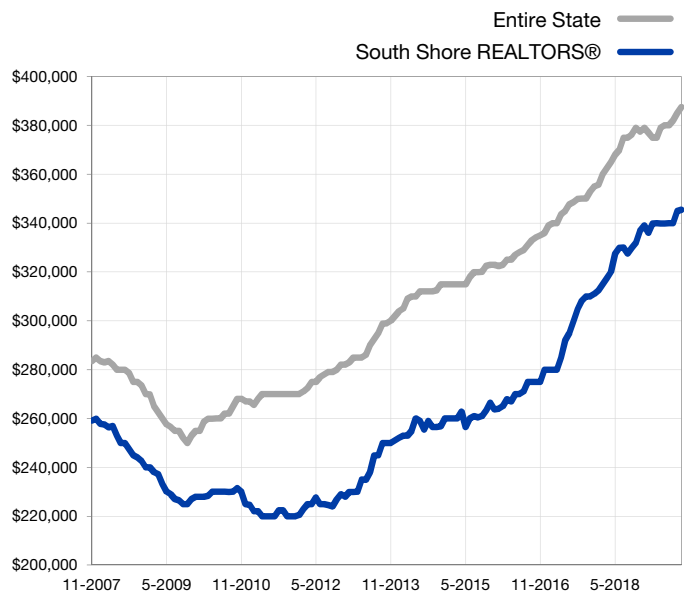
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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