Market Action Report — March 2018

Zip Code: 02108 - Boston, MA

Price Range: All | Properties: SFH - Condo - Twn

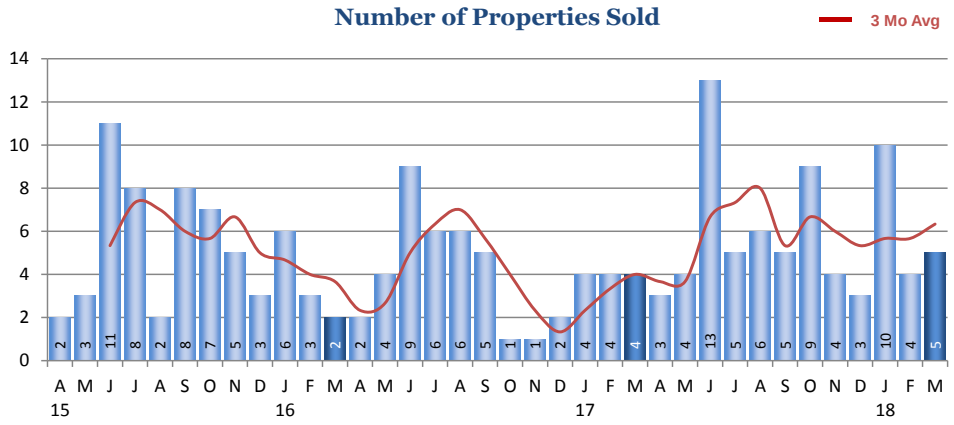
COLDWELL BANKER RESIDENTIAL BROKERAGE

Market Profile & Trends Overview	Month	Trending versus*: LM	L3M	PYM	LY	YTD	Trending versus*: Prior YTD	Prior Year
Median List Price of all Current Listings	$3,687,500	4%		23%				
Average List Price of all Current Listings	$4,611,059	3%		22%				
March Median Sales Price	$2,060,000	49%	13%	0%	15%	$1,758,000	33%	-2%
March Average Sales Price	$6,128,100	359%	90%	203%	115%	$3,264,079	120%	15%
Total Properties Currently for Sale (Inventory)	34	0%		26%				
March Number of Properties Sold	5	25%		25%		19	58%	
March Average Days on Market (Solds)	34	-79%	-65%	-52%	-53%	86	-4%	19%
Asking Price per Square Foot (based on New Listings)	$1,343	-4%	-3%	2%	1%	$1,386	12%	4%
March Sold Price per Square Foot	$2,117	74%	51%	79%	70%	$1,429	33%	15%
March Month's Supply of Inventory	6.8	-20%	12%	1%	-9%	6.1	-21%	-19%
March Sale Price vs List Price Ratio	109.8%	18.3%	11.3%	17.2%	14.6%	101.0%	9%	5%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2017) / YTD = Year-to-date

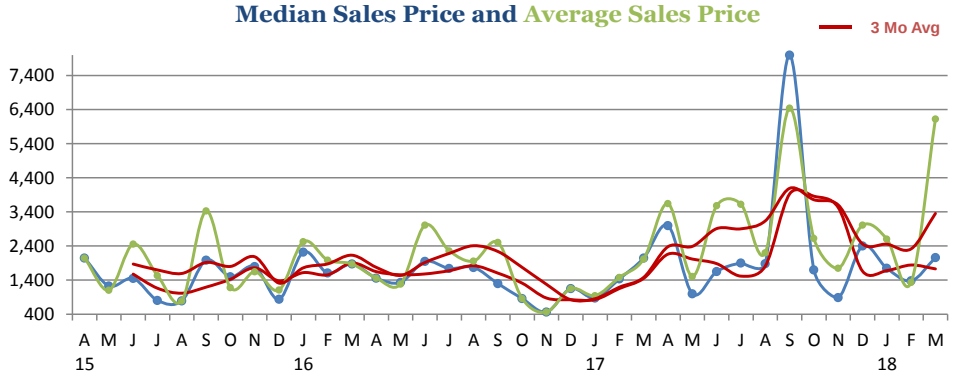
Property Sales

March Property sales were 5, up 25.0% from 4 in March of 2017 and 25.0% higher than the 4 sales last month. March 2018 sales were at their highest level compared to March of 2017 and 2016. March YTD sales of 19 are running 58.3% ahead of last year's year-to-date sales of 12.



Prices

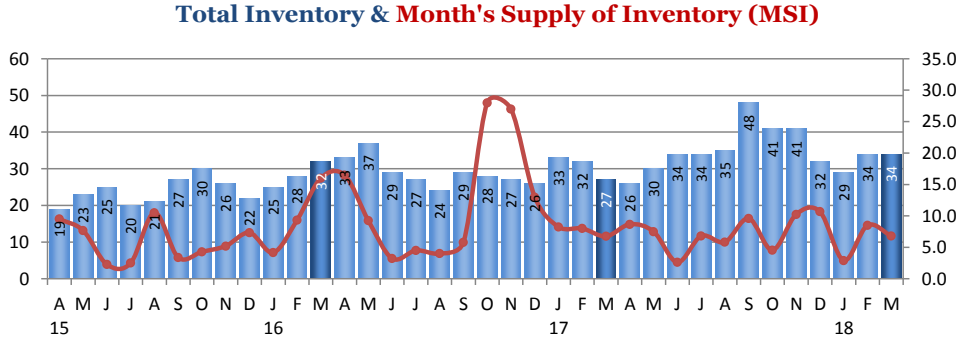
The Median Sales Price in March was $2,060,000, up 0.5% from $2,050,000 in March of 2017 and up 49.2% from $1,380,500 last month. The Average Sales Price in March was $6,128,100, up 203.4% from $2,020,000 in March of 2017 and up 358.5% from $1,336,500 last month. March 2018 ASP was at the highest level compared to March of 2017 and 2016.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 34, equal to 34 last month and up 25.9% from 27 in March of last year. March 2018 Inventory was at its highest level compared with March of 2017 and 2016.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2018 MSI of 6.8 months was at a mid level compared with March of 2017 and 2016.



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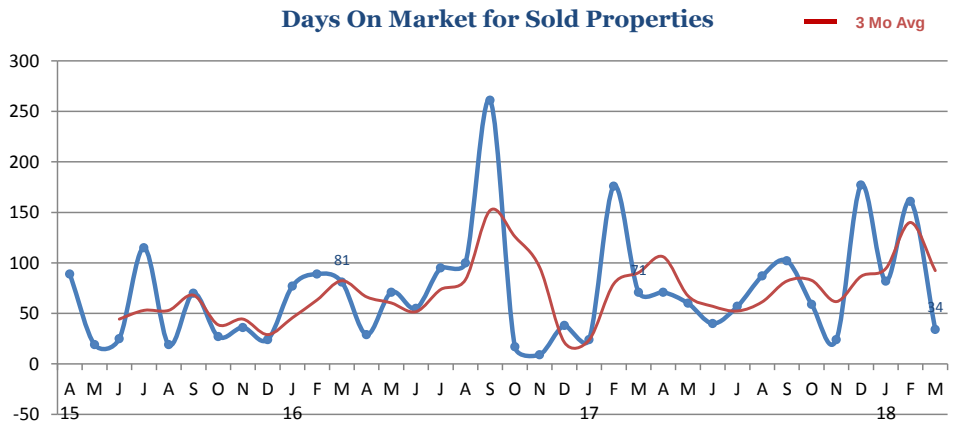
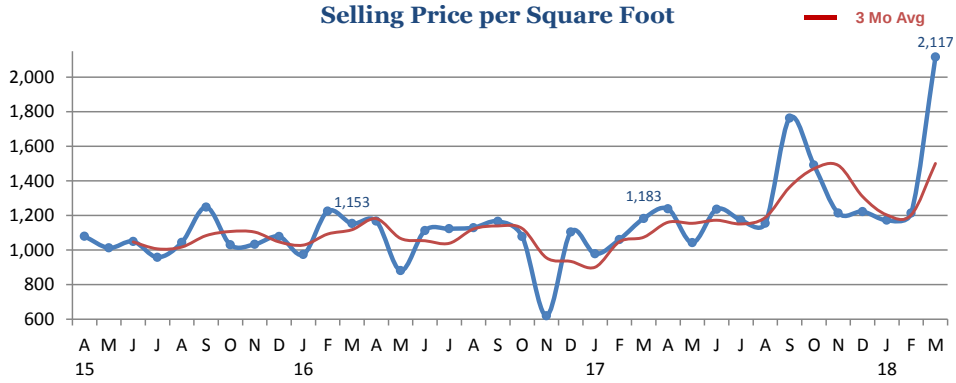
Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for March was 34, down 78.9% from 161 days last month and down 52.1% from 71 days in March of last year. The March 2018 DOM was at its lowest level compared with March of 2017 and 2016.



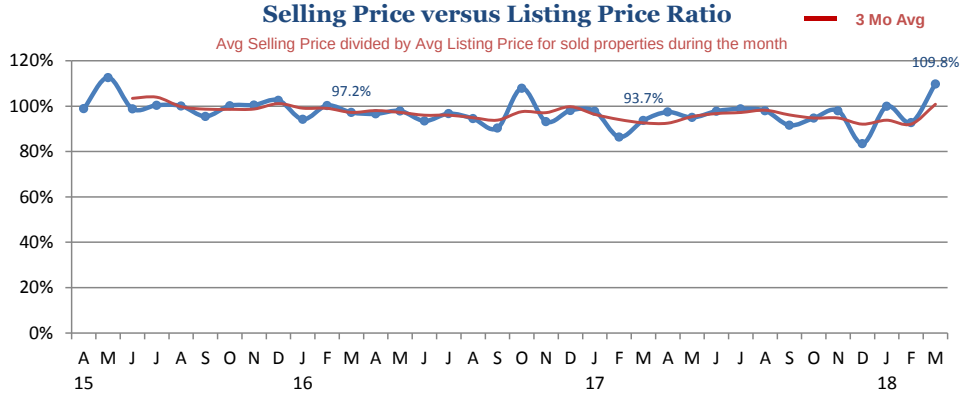
Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The March 2018 Selling Price per Square Foot of $2,117 was up 74.4% from $1,213 last month and up 78.9% from 1,183 in March of last year.



Selling Price vs Original Listings Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The March 2018 Selling Price vs Original List Price of 109.8% was up from 92.8% last month and up from 93.7% in March of last year.



Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in March 2018 was 10, down 44.4% from 18 last month and up 11.1% from 9 in March of last year.

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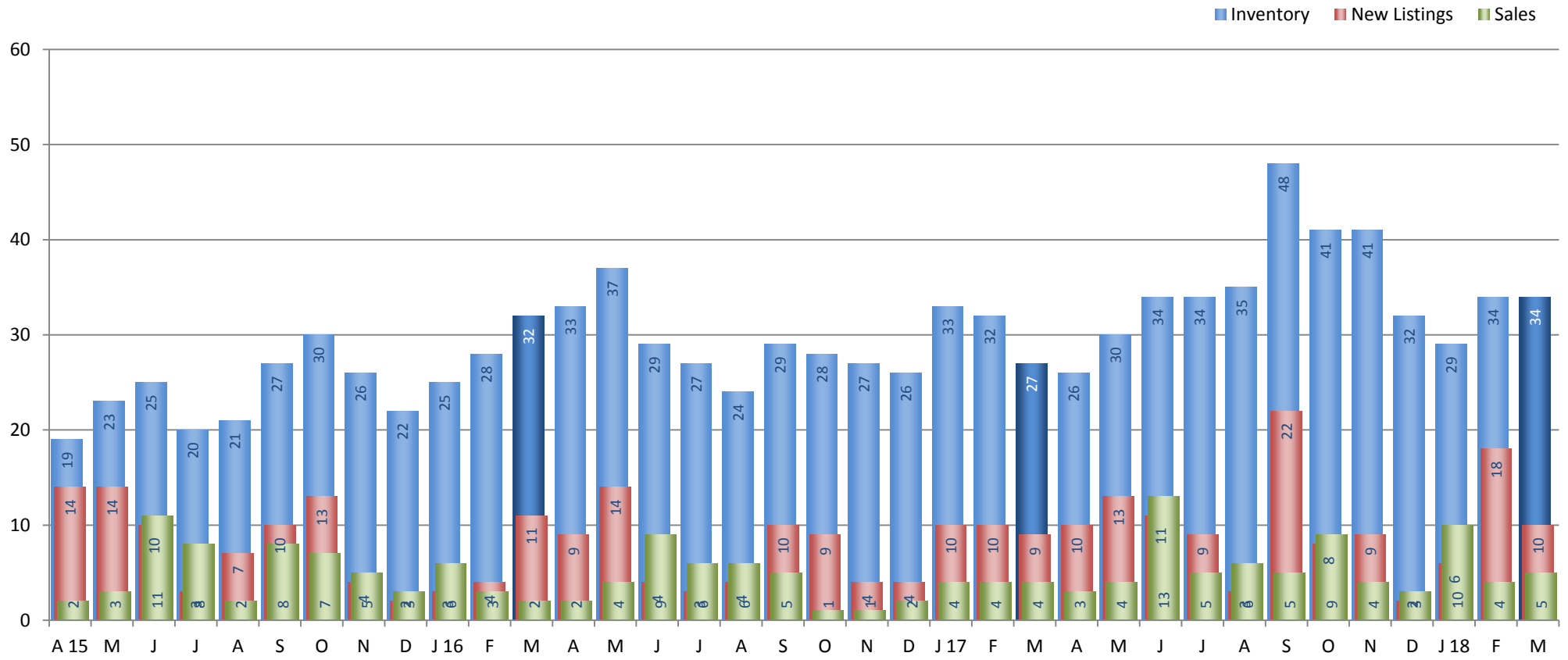

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