



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

Market Profile & Trends Overview

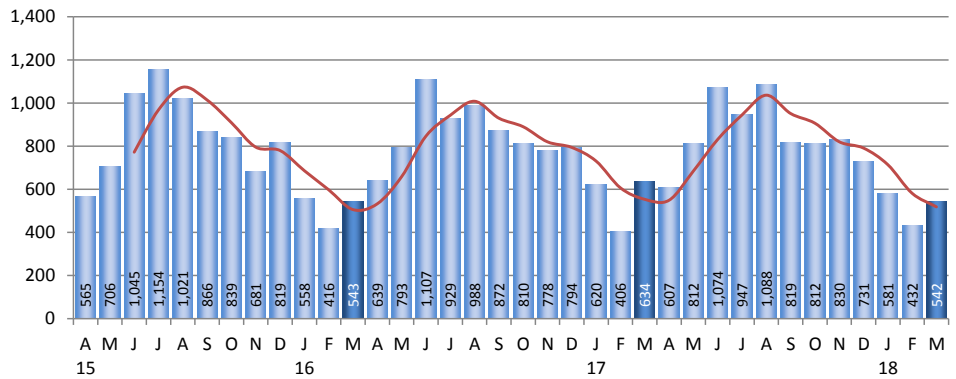
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$529,900	9%		6%				
Average List Price of all Current Listings	\$754,503	5%		6%				
March Median Sales Price	\$373,000	4%	-1%	10%	-2%	\$375,000	7%	-2%
March Average Sales Price	\$444,070	8%	1%	10%	-1%	\$434,564	5%	-3%
Total Properties Currently for Sale (Inventory)	1,225	-5%		-29%				
March Number of Properties Sold	542	25%		-15%		1,555	-6%	
March Average Days on Market (Solds)	58	-9%	4%	-12%	16%	58	-11%	16%
Asking Price per Square Foot (based on New Listings)	\$268	1%	3%	9%	7%	\$262	7%	5%
March Sold Price per Square Foot	\$245	2%	0%	7%	1%	\$245	9%	1%
March Month's Supply of Inventory	2.3	-25%	-8%	-17%	-10%	2.4	-19%	-2%
March Sale Price vs List Price Ratio	97.8%	.5%	.5%	.1%	-.5%	97.5%	1%	-1%

* 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 542, down 14.5% from 634 in March of 2017 and 25.5% higher than the 432 sales last month. March 2018 sales were at their lowest level compared to March of 2017 and 2016. March YTD sales of 1,555 are running 6.3% behind last year's year-to-date sales of 1,660.

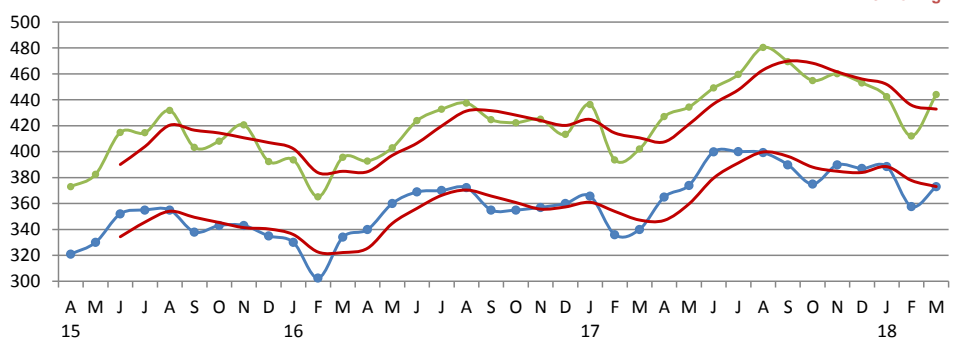
Number of Properties Sold



Prices

The Median Sales Price in March was \$373,000, up 9.7% from \$340,000 in March of 2017 and up 4.3% from \$357,700 last month. The Average Sales Price in March was \$444,070, up 10.5% from \$402,023 in March of 2017 and up 7.8% from \$412,120 last month. March 2018 ASP was at the highest level compared to March of 2017 and 2016.

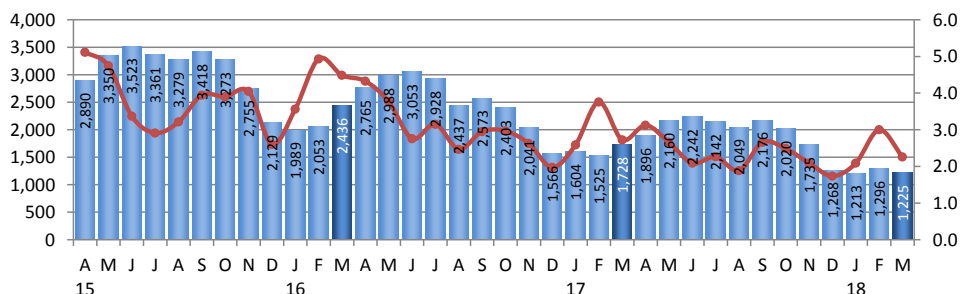
Median Sales Price and Average Sales Price



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 1,225, down 5.5% from 1,296 last month and down 29.1% from 1,728 in March of last year. March 2018 Inventory was at its lowest level compared with March of 2017 and 2016.

Total Inventory & Month's Supply of Inventory (MSI)



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2018 MSI of 2.3 months was at its lowest level compared with March of 2017 and 2016.

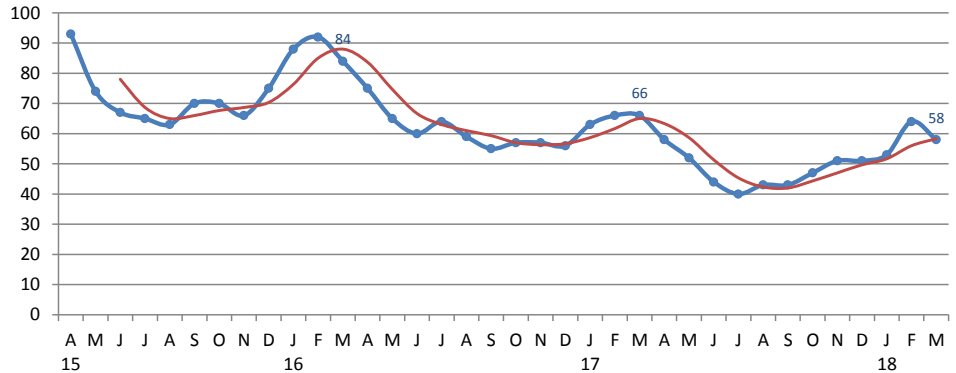


Price Range: All | Properties: SFH - Condo - Twn

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 58, down 9.4% from 64 days last month and down 12.1% from 66 days in March of last year. The March 2018 DOM was at its lowest level compared with March of 2017 and 2016.

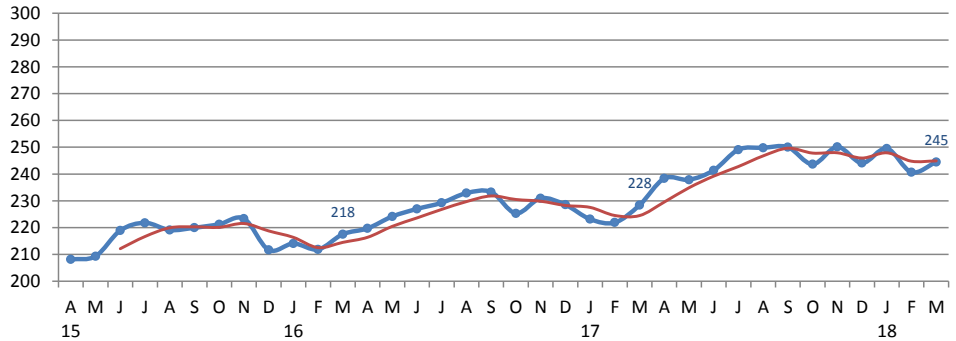
Days On Market for Sold Properties



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 \$245 was up 1.6% from \$241 last month and up 7.1% from 228 in March of last year.

Selling Price per Square Foot



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 97.8% was up from 97.3% last month and up from 97.7% in March of last year.

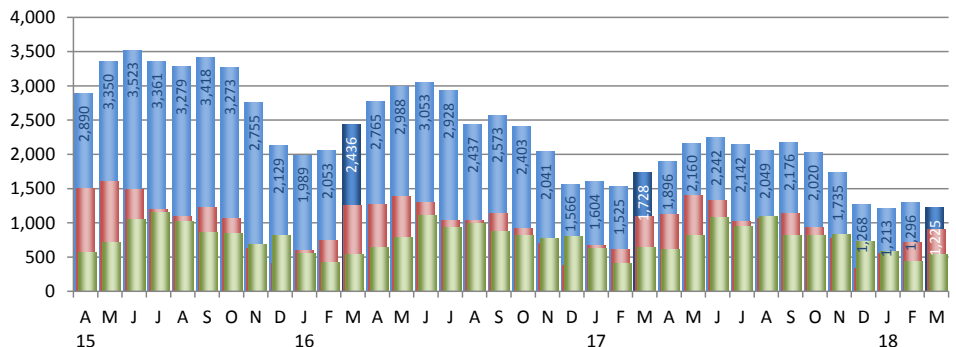
Selling Price versus Listing Price Ratio



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 909, up 28.2% from 709 last month and down 17.3% from 1,099 in March of last year.

Inventory / New Listings / Sales



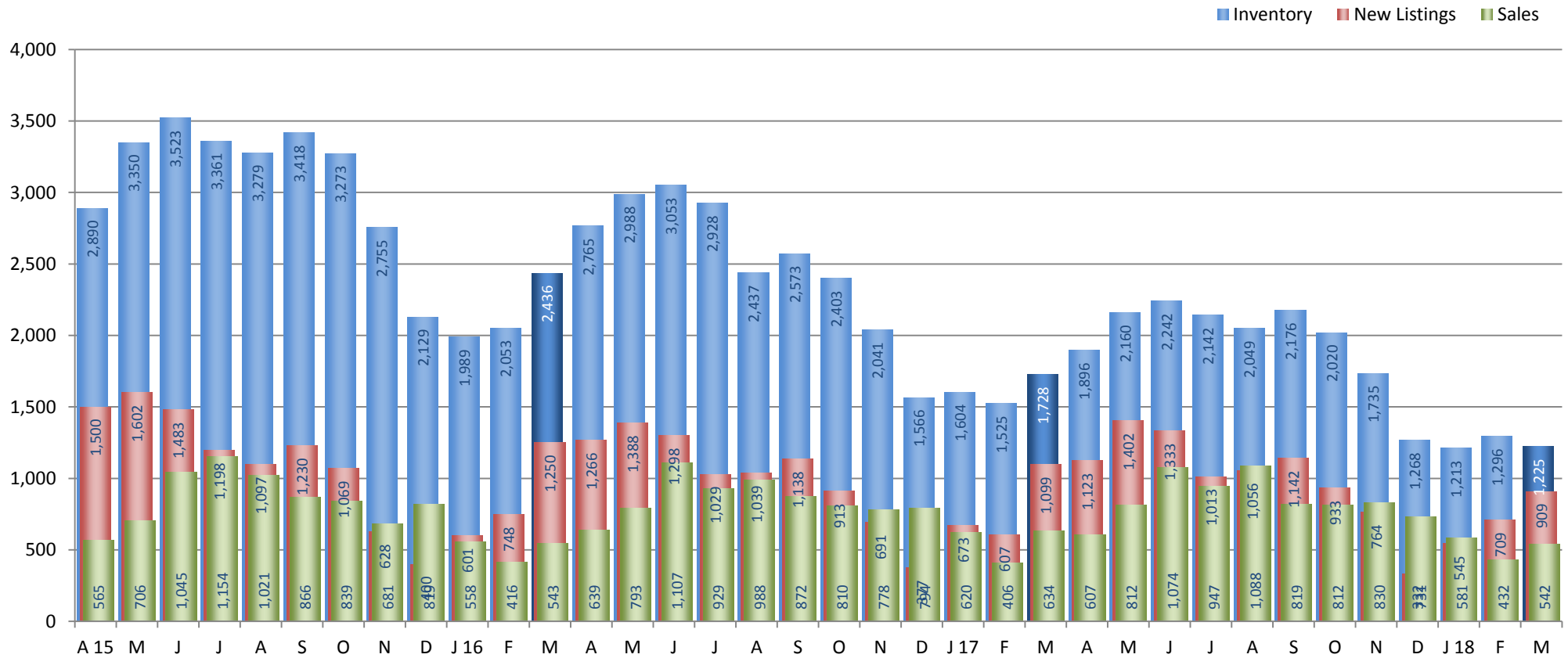
County: *Essex, MA*



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

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 909, up 28.2% from 709 last month and down 17.3% from 1,099 in March of last year.



Copyright © Coldwell Banker Residential Brokerage | Price Range: All | Property Types: SFH - Condo - Twn

Data is provided courtesy of MLS Property Information Network, Inc., Northern New England Real Estate Network, Inc., Rhode Island Association of REALTORS and State-Wide Multiple Listing Service, Inc., Maine Real Estate Information System, Inc. and may not reflect the current market. Coldwell Banker does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.