



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

## Market Profile & Trends Overview

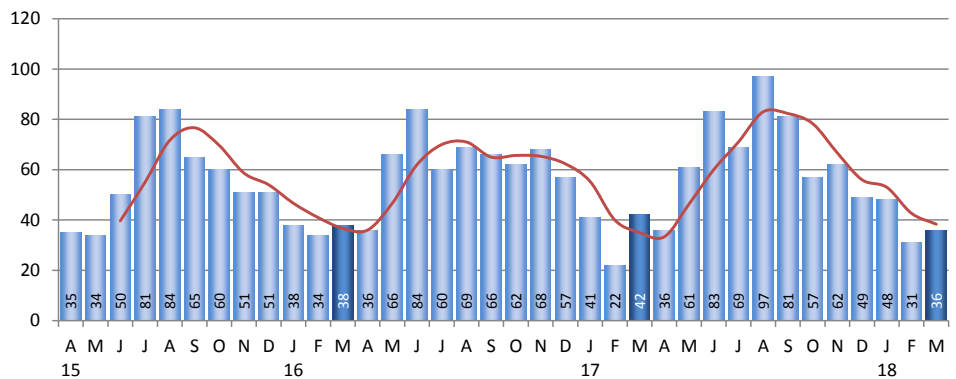
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$239,500	6%		-0%				
Average List Price of all Current Listings	\$303,286	11%		13%				
March Median Sales Price	\$196,250	9%	4%	11%	-2%	\$185,000	6%	-8%
March Average Sales Price	\$220,833	10%	7%	28%	2%	\$203,103	11%	-6%
Total Properties Currently for Sale (Inventory)	171	-3%		-38%				
March Number of Properties Sold	36	16%		-14%		115	10%	
March Average Days on Market (Solds)	129	40%	25%	-8%	24%	106	-18%	2%
Asking Price per Square Foot (based on New Listings)	\$149	13%	9%	9%	8%	\$138	2%	0%
March Sold Price per Square Foot	\$130	9%	2%	13%	0%	\$126	16%	-3%
March Month's Supply of Inventory	4.8	-16%	-1%	-27%	-18%	4.8	-42%	-17%
March Sale Price vs List Price Ratio	92.2%	-1.1%	-1.0%	2.0%	-1.5%	93.1%	3%	-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 36, down 14.3% from 42 in March of 2017 and 16.1% higher than the 31 sales last month. March 2018 sales were at their lowest level compared to March of 2017 and 2016. March YTD sales of 115 are running 9.5% ahead of last year's year-to-date sales of 105.

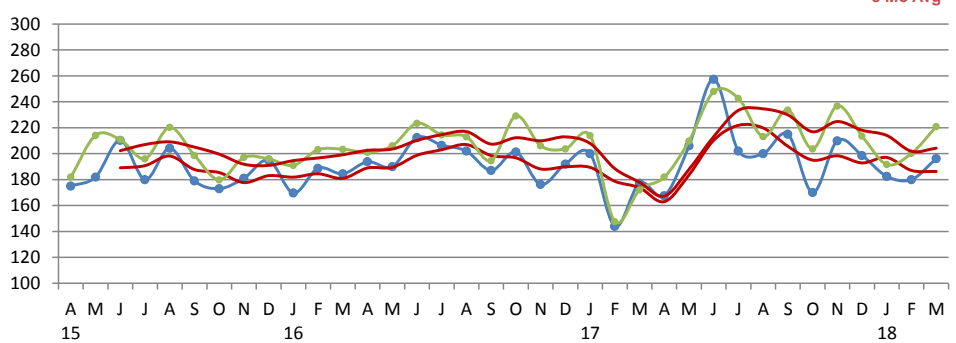
Number of Properties Sold



## Prices

The Median Sales Price in March was \$196,250, up 10.7% from \$177,250 in March of 2017 and up 9.0% from \$180,000 last month. The Average Sales Price in March was \$220,833, up 28.3% from \$172,060 in March of 2017 and up 10.3% from \$200,244 last month. March 2018 ASP was at the highest level compared to March of 2017 and 2016.

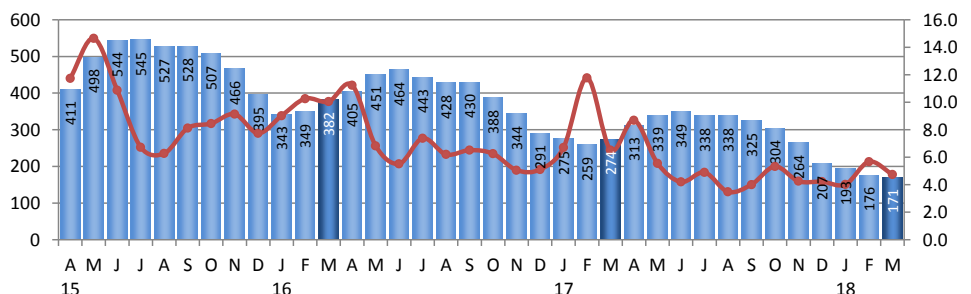
Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 171, down 2.8% from 176 last month and down 37.6% from 274 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 4.8 months was at its lowest level compared with March of 2017 and 2016.

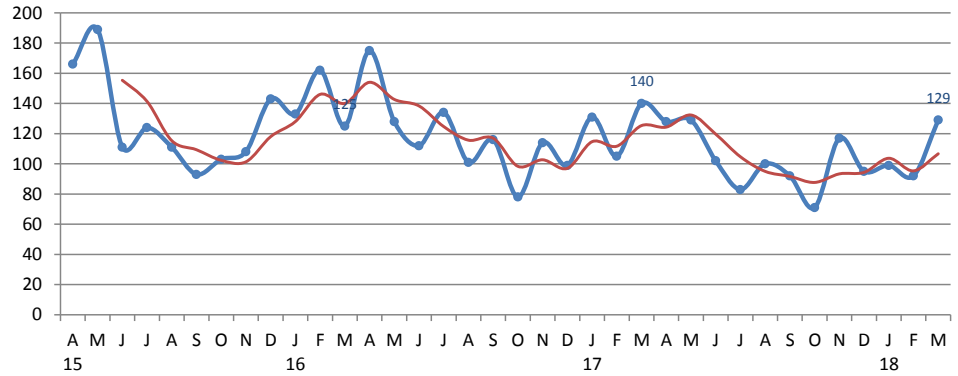


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### Market Time

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 129, up 40.2% from 92 days last month and down 7.9% from 140 days in March of last year. The March 2018 DOM was at a mid level compared with March of 2017 and 2016.

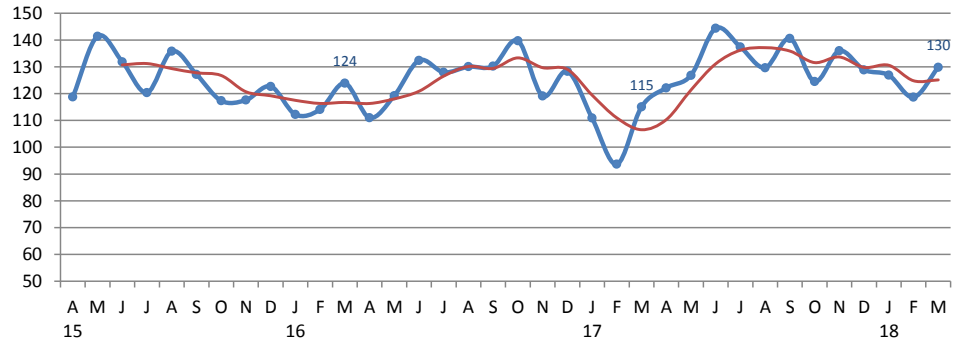
Days On Market for Sold Properties



### 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 \$130 was up 9.4% from \$119 last month and up 12.8% from 115 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 92.2% was down from 93.2% last month and up from 90.4% in March of last year.

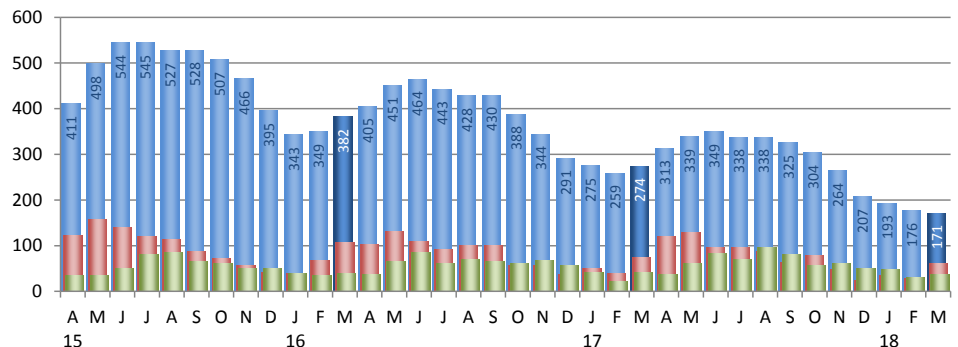
Selling Price versus Listing Price Ratio



### 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 60, up 106.9% from 29 last month and down 18.9% from 74 in March of last year.

Inventory / New Listings / Sales



# Inventory / Listings / Sales

March 2018

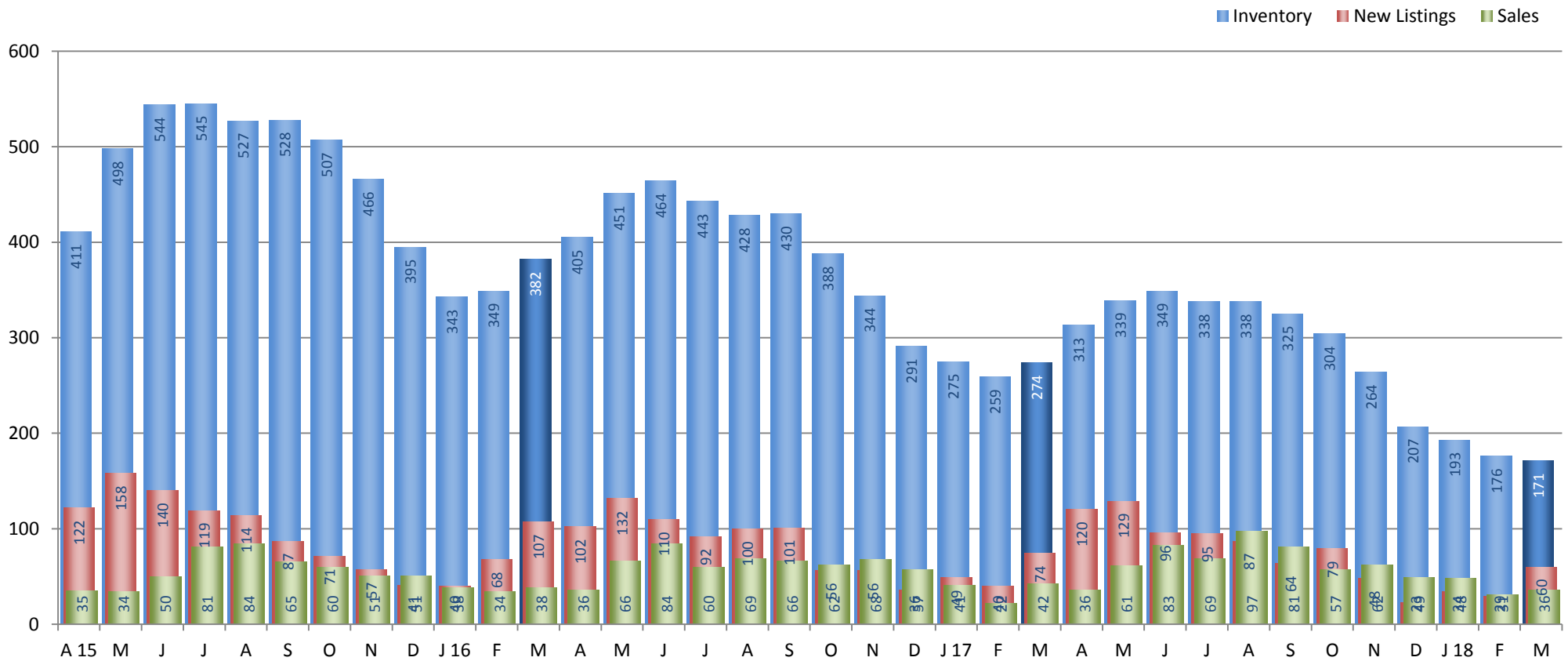
County: Franklin, MA



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