



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

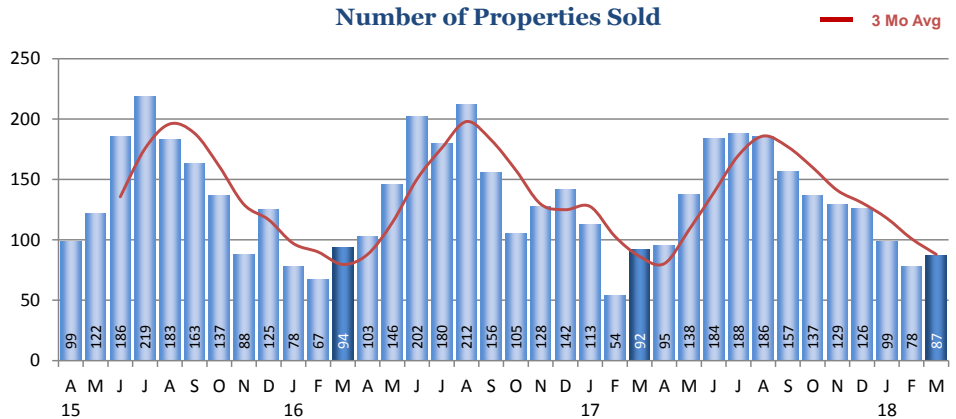
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$359,900	6%		20%				
Average List Price of all Current Listings	\$413,329	7%		23%				
March Median Sales Price	\$237,900	-10%	-5%	-12%	-8%	\$245,500	0%	-5%
March Average Sales Price	\$251,671	-9%	-7%	-12%	-11%	\$263,897	1%	-6%
Total Properties Currently for Sale (Inventory)	418	0%		-18%				
March Number of Properties Sold	87	12%		-5%		264	2%	
March Average Days on Market (Solds)	88	-2%	0%	-32%	6%	97	-14%	17%
Asking Price per Square Foot (based on New Listings)	\$181	4%	3%	3%	3%	\$180	4%	2%
March Sold Price per Square Foot	\$156	-5%	-4%	-8%	-7%	\$161	2%	-4%
March Month's Supply of Inventory	4.8	-10%	1%	-13%	4%	4.8	-21%	3%
March Sale Price vs List Price Ratio	94.1%	-6%	-1%	-3%	-1.2%	94.0%	0%	-1%

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

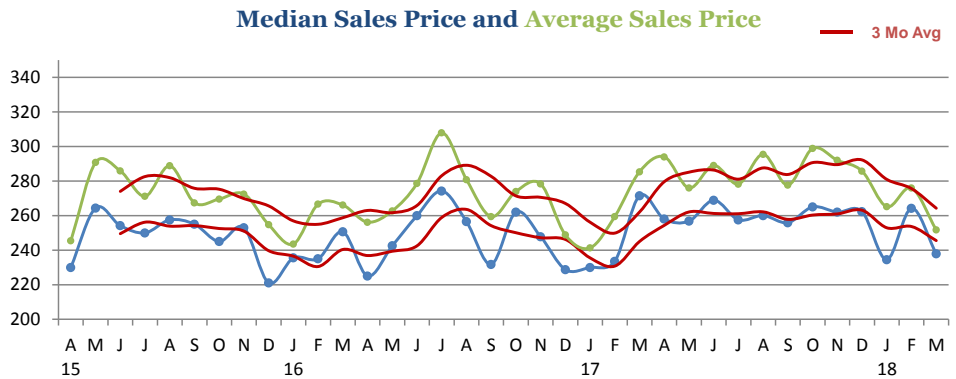
## Property Sales

March Property sales were 87, down 5.4% from 92 in March of 2017 and 11.5% higher than the 78 sales last month. March 2018 sales were at their lowest level compared to March of 2017 and 2016. March YTD sales of 264 are running 1.9% ahead of last year's year-to-date sales of 259.



## Prices

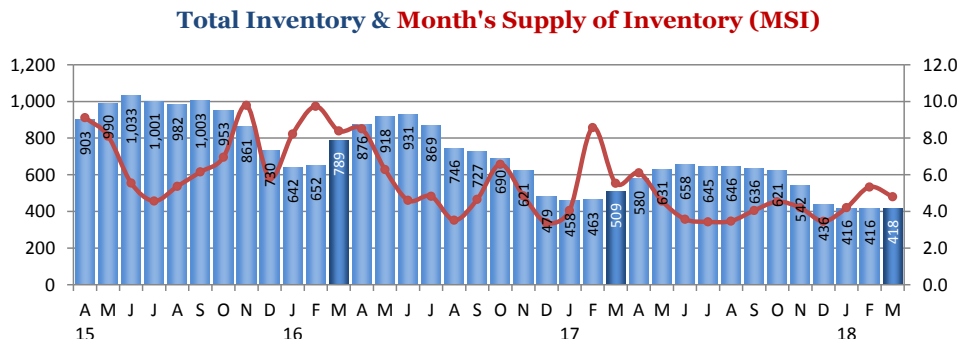
The Median Sales Price in March was \$237,900, down 12.4% from \$271,500 in March of 2017 and down 10.0% from \$264,200 last month. The Average Sales Price in March was \$251,671, down 11.8% from \$285,361 in March of 2017 and down 8.8% from \$275,993 last month. March 2018 ASP was at the lowest level compared to March of 2017 and 2016.



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 418, up 0.5% from 416 last month and down 17.9% from 509 in March of last year. March 2018 Inventory was at its lowest 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 4.8 months was at its lowest level compared with March of 2017 and 2016.



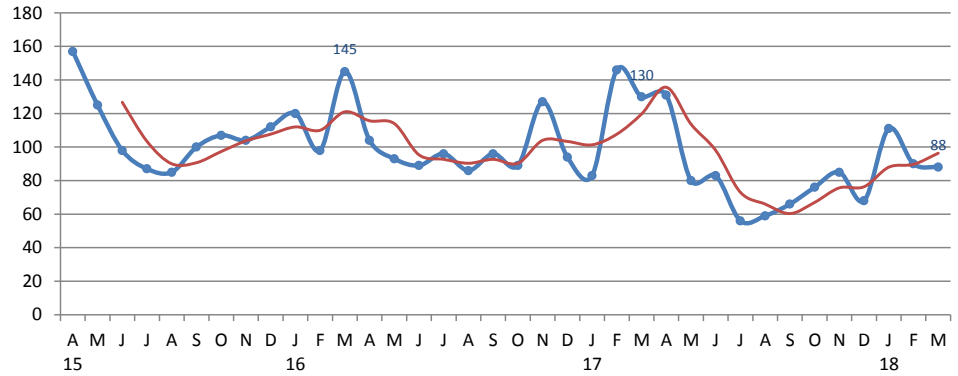


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### Market Time

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 88, down 2.2% from 90 days last month and down 32.3% from 130 days in March of last year. The March 2018 DOM was at its lowest level compared with March of 2017 and 2016.

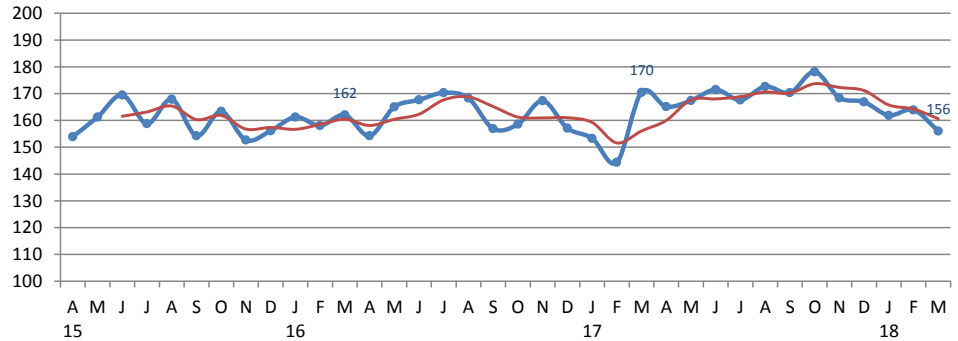
### Days On Market for Sold Properties



### 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 \$156 was down 4.8% from \$164 last month and down 8.5% from 170 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 94.1% was down from 94.7% last month and down from 94.4% in March of last year.

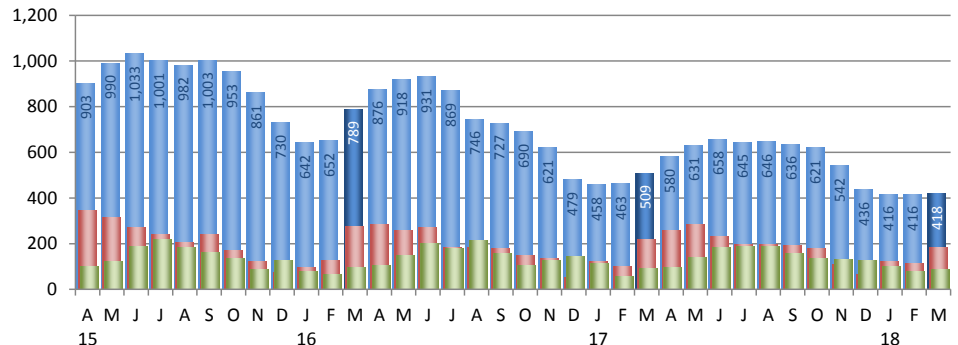
### Selling Price versus Listing Price Ratio



### 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 182, up 61.1% from 113 last month and down 16.1% from 217 in March of last year.

### Inventory / New Listings / Sales



# Inventory / Listings / Sales

March 2018

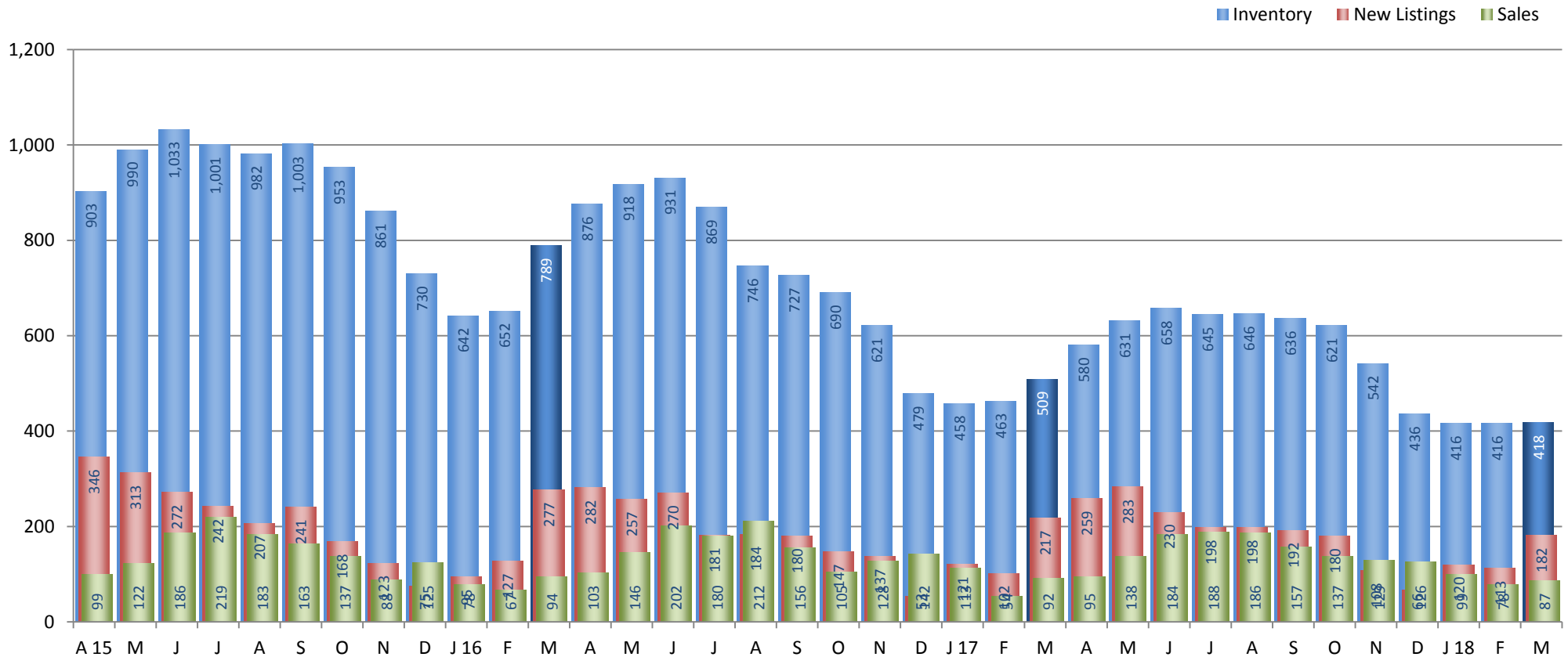
County: Hampshire, MA



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