



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

## Market Profile & Trends Overview

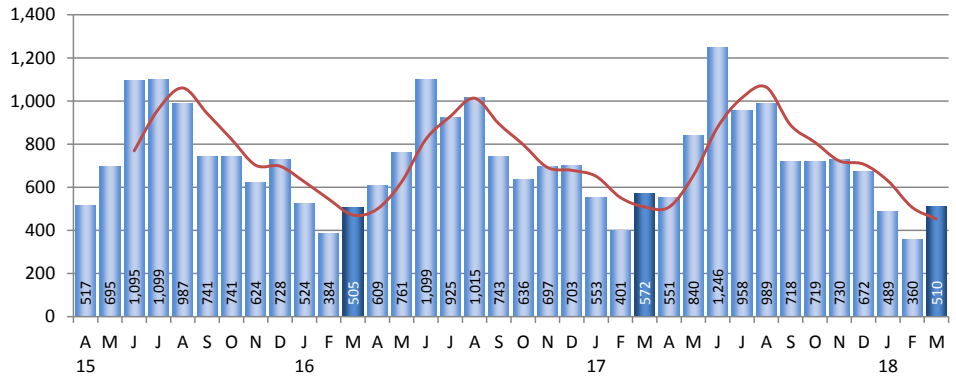
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$650,000	4%		10%				
Average List Price of all Current Listings	\$1,047,813	8%		13%				
March Median Sales Price	\$455,000	8%	1%	6%	-1%	\$445,000	6%	-3%
March Average Sales Price	\$595,447	7%	4%	-0%	-1%	\$578,472	-2%	-4%
Total Properties Currently for Sale (Inventory)	1,231	-3%		-25%				
March Number of Properties Sold	510	42%		-11%		1,359	-11%	
March Average Days on Market (Solds)	51	-7%	-4%	-27%	6%	54	-21%	13%
Asking Price per Square Foot (based on New Listings)	\$333	3%	3%	4%	7%	\$325	3%	5%
March Sold Price per Square Foot	\$309	1%	2%	1%	1%	\$303	4%	-1%
March Month's Supply of Inventory	2.4	-31%	-11%	-16%	1%	2.7	-7%	14%
March Sale Price vs List Price Ratio	98.8%	.7%	1.2%	.8%	.3%	97.8%	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 510, down 10.8% from 572 in March of 2017 and 41.7% higher than the 360 sales last month. March 2018 sales were at a mid level compared to March of 2017 and 2016. March YTD sales of 1,359 are running 10.9% behind last year's year-to-date sales of 1,526.

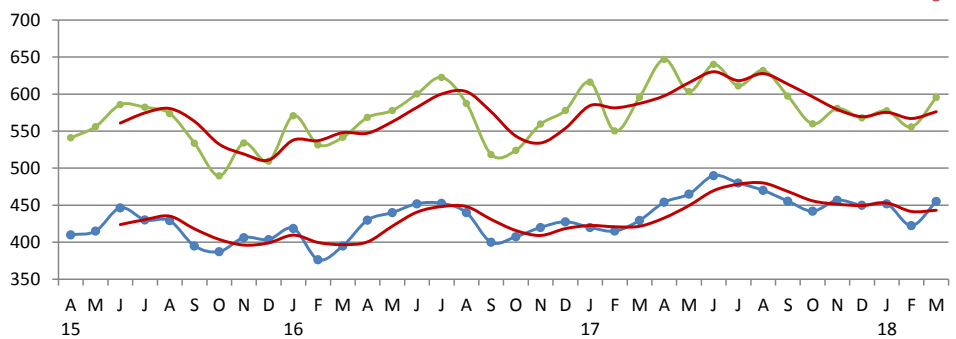
Number of Properties Sold



## Prices

The Median Sales Price in March was \$455,000, up 5.9% from \$429,500 in March of 2017 and up 7.7% from \$422,500 last month. The Average Sales Price in March was \$595,447, down 0.1% from \$595,788 in March of 2017 and up 7.1% from \$555,763 last month. March 2018 ASP was at a mid range compared to March of 2017 and 2016.

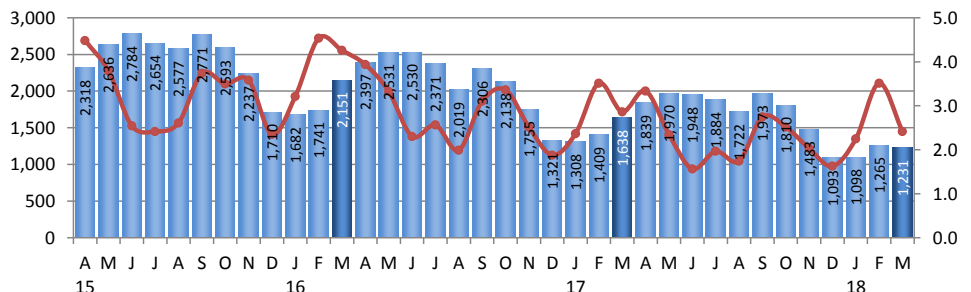
Median Sales Price and Average Sales Price



## Inventory & MSI

The Total Inventory of Properties available for sale as of March was 1,231, down 2.7% from 1,265 last month and down 24.8% from 1,638 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 2.4 months was at its lowest level compared with March of 2017 and 2016.

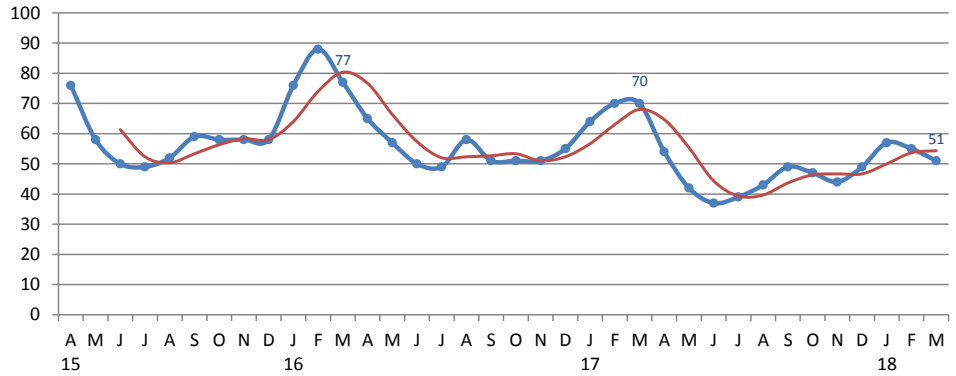


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## Market Time

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 51, down 7.3% from 55 days last month and down 27.1% from 70 days in March of last year. The March 2018 DOM was at its lowest level compared with March of 2017 and 2016.

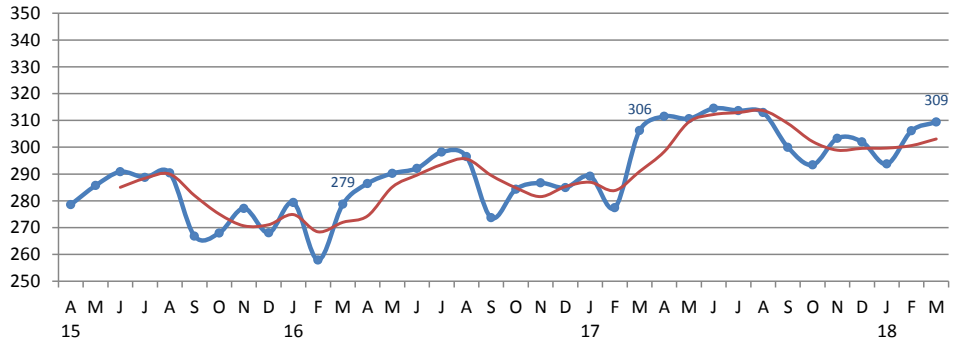
## Days On Market for Sold Properties



## 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 \$309 was up 1.1% from \$306 last month and up 1.0% from 306 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 98.8% was up from 98.1% last month and up from 98.0% in March of last year.

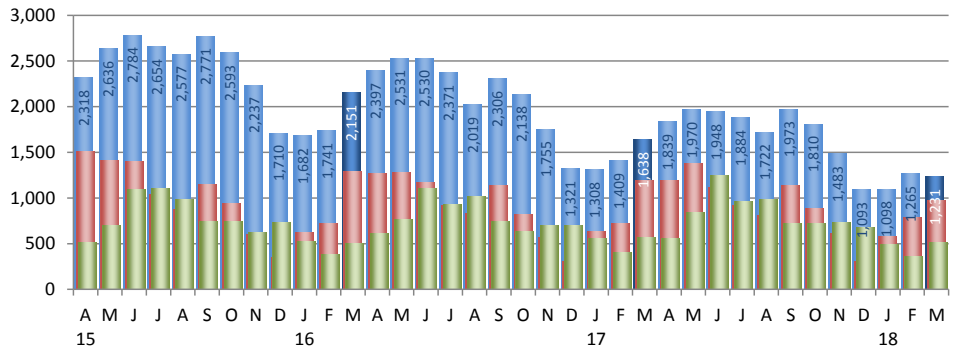
## Selling Price versus Listing Price Ratio



## 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 971, up 23.4% from 787 last month and down 18.8% from 1,196 in March of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

March 2018

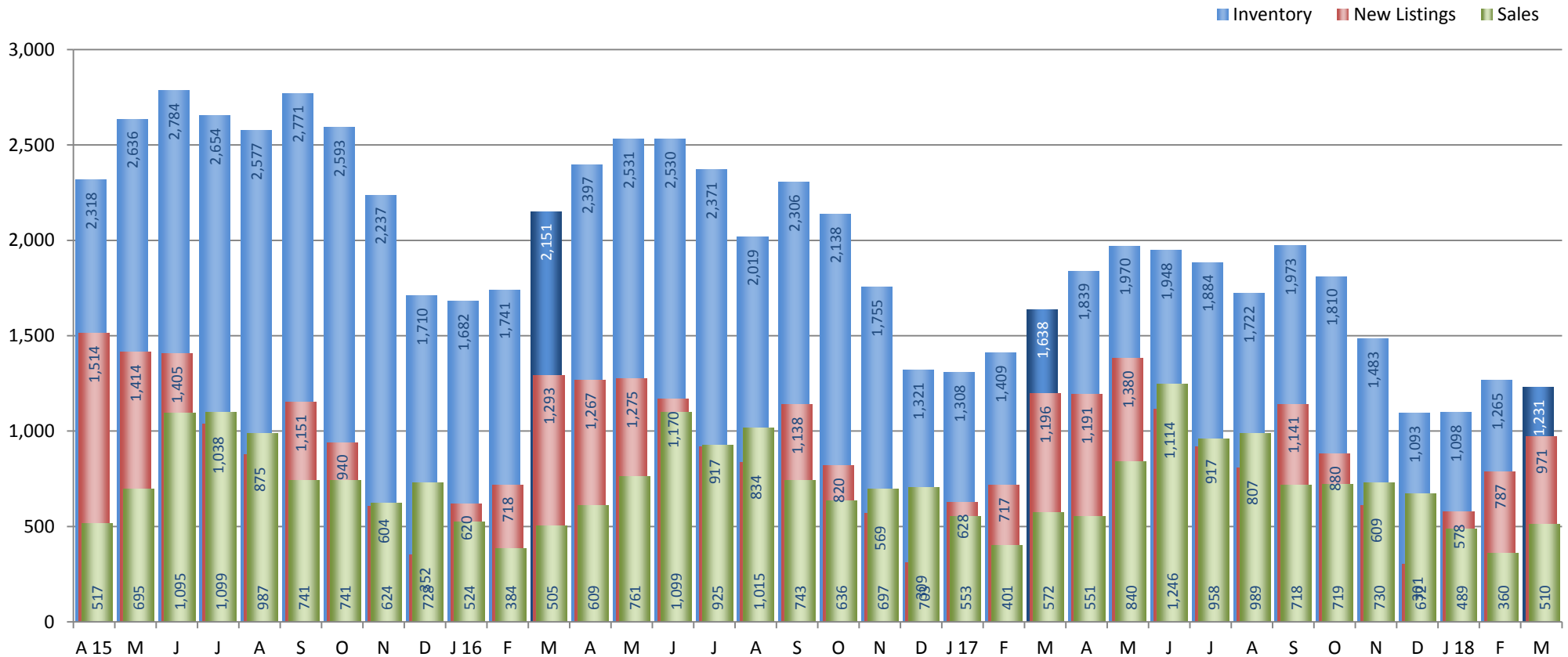
County: Norfolk, MA



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