

GREATER BOSTON

MASSACHUSETTS

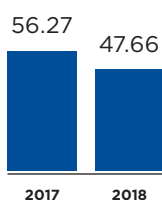
2017 \$617,129.63 2018 \$661,090.43

↑ 7.12%

AVERAGE SALES PRICE FOR Q1
PERCENT CHANGE

Suffolk, Norfolk, Middlesex counties

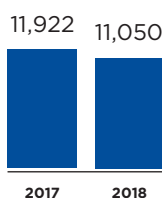
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 15.30%

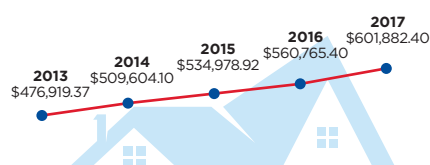
Units sold in Q1:



Units sold in Q1 percent change:

↓ 7.31%

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



FIRST-TIME BUYERS

Typical Seller:



MOVE-UP SELLERS

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



SELLERS' MARKET

Average time sellers of homes under \$300,000 accepted an offer:

+/- 7 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Renovated kitchen
- Modern paint colors
- Clean, decluttered home

"MUST HAVE" AMENITIES FOR BUYERS:

- Walkable community
- Proximity to retail & restaurants
- Updated kitchen & bath(s)

TOP UP-AND-COMING NEIGHBORHOODS:

Dorchester, Mattapan, Everett

Data and insight provided by RE/MAX INTEGRA, New England. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.

LUXURY MARKET



Average luxury sales price:

\$1,605,359.45

2018 MARKET TRENDS REPORT

RE/MAX