

# Plymouth County Real Estate Market Review

## 2019 vs. 2018 Per Quarter

Prepared by Lisa Weener on Wednesday, January 22, 2020

### Condominium

| Listing Inventory                    | Q1           |              |              | Q2           |              |             | Q3           |              |              | Q4           |              |             |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|--------------|--------------|-------------|
|                                      | 2018         | 2019         | Var.         | 2018         | 2019         | Var.        | 2018         | 2019         | Var.         | 2018         | 2019         | Var.        |
| Listing Units                        | 227          | 257          | 30           | 261          | 301          | 40          | 307          | 297          | -10          | 255          | 198          | -57         |
| Median Days on Market                | 86           | 64           | -22          | 52           | 55           | 3           | 57           | 54           | -3           | 83           | 91           | 8           |
| Median List Price                    | \$479,000.00 | \$469,000.00 | -\$10,000.00 | \$454,000.00 | \$450,000.00 | -\$4,000.00 | \$439,000.00 | \$434,900.00 | -\$4,100.00  | \$449,000.00 | \$444,900.00 | -\$4,100.00 |
| Median List \$ / SqFt                | \$266.60     | \$269.17     | \$2.57       | \$256.44     | \$261.37     | \$4.93      | \$254.64     | \$261.03     | \$6.39       | \$254.79     | \$270.80     | \$16.01     |
| Approx. Absorption Rate              | 45.93%       | 41.54%       | -4.39%       | 40.23%       | 36.16%       | -4.07%      | 33.33%       | 36.73%       | 3.40%        | 39.41%       | 55.68%       | 16.27%      |
| Approx. Months Supply of Inventory   | 2.18         | 2.41         | 0.23         | 2.49         | 2.77         | 0.28        | 3.00         | 2.72         | -0.28        | 2.54         | 1.80         | -0.74       |
| Listed (Per Quarter)                 | Q1           |              |              | Q2           |              |             | Q3           |              |              | Q4           |              |             |
|                                      | 2018         | 2019         | Var.         | 2018         | 2019         | Var.        | 2018         | 2019         | Var.         | 2018         | 2019         | Var.        |
| Listing Units (Taken)                | 350          | 414          | 64           | 555          | 530          | -25         | 469          | 459          | -10          | 349          | 277          | -72         |
| Median Original List Price           | \$391,950.00 | \$369,400.00 | -\$22,550.00 | \$340,000.00 | \$359,450.00 | \$19,450.00 | \$329,000.00 | \$350,000.00 | \$21,000.00  | \$310,000.00 | \$349,000.00 | \$39,000.00 |
| Median Original List \$ / SqFt       | \$233.32     | \$235.69     | \$2.37       | \$230.56     | \$237.11     | \$6.55      | \$220.41     | \$241.32     | \$20.91      | \$228.36     | \$241.43     | \$13.07     |
| Listed & Price Changed (Per Quarter) | Q1           |              |              | Q2           |              |             | Q3           |              |              | Q4           |              |             |
|                                      | 2018         | 2019         | Var.         | 2018         | 2019         | Var.        | 2018         | 2019         | Var.         | 2018         | 2019         | Var.        |
| Listing Units (Price Changed)        | 40           | 60           | 20           | 82           | 82           | 0           | 110          | 103          | -7           | 60           | 52           | -8          |
| Median Original List Price           | \$387,450.00 | \$339,950.00 | -\$47,500.00 | \$384,000.00 | \$405,000.00 | \$21,000.00 | \$379,900.00 | \$340,000.00 | -\$39,900.00 | \$298,250.00 | \$337,450.00 | \$39,200.00 |
| Median Original List \$ / SqFt       | \$215.65     | \$230.00     | \$14.35      | \$242.90     | \$229.43     | -\$13.47    | \$244.58     | \$238.72     | -\$5.86      | \$215.89     | \$258.22     | \$42.33     |
| Went Pending (Per Quarter)           | Q1           |              |              | Q2           |              |             | Q3           |              |              | Q4           |              |             |
|                                      | 2018         | 2019         | Var.         | 2018         | 2019         | Var.        | 2018         | 2019         | Var.         | 2018         | 2019         | Var.        |
| Listing Units (Went Pending)         | 299          | 357          | 58           | 473          | 452          | -21         | 381          | 379          | -2           | 304          | 283          | -21         |
| Median List Price                    | \$329,900.00 | \$309,000.00 | -\$20,900.00 | \$329,900.00 | \$341,900.00 | \$12,000.00 | \$299,000.00 | \$320,000.00 | \$21,000.00  | \$289,900.00 | \$330,000.00 | \$40,100.00 |
| Median List \$ / SqFt                | \$222.98     | \$217.89     | -\$5.09      | \$224.86     | \$230.62     | \$5.76      | \$204.29     | \$228.96     | \$24.67      | \$208.63     | \$228.45     | \$19.82     |
| Median Days to Offer                 | 11           | 26           | 15           | 11           | 22           | 11          | 20           | 20           | 0            | 28           | 23           | -5          |

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## 2019 vs. 2018 Per Quarter

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| Sold (Per Quarter)                            | Q1           |              |             | Q2           |              |             | Q3           |              |             | Q4           |              |             |
|---|--------------|--------------|-------------|--------------|--------------|-------------|--------------|--------------|-------------|--------------|--------------|-------------|
|   | 2018         | 2019         | Var.        | 2018         | 2019         | Var.        | 2018         | 2019         | Var.        | 2018         | 2019         | Var.        |
| Closed Units (Sold)                           | 204          | 279          | 75          | 337          | 362          | 25          | 359          | 362          | 3           | 306          | 317          | 11          |
| Median Days on Market                         | 31           | 38           | 7           | 26           | 30           | 4           | 27           | 30           | 3           | 30           | 34           | 4           |
| Median Days to Offer                          | 21           | 22           | 1           | 11           | 17           | 6           | 14           | 19           | 5           | 17           | 20           | 3           |
| Median Sale Price                             | \$284,950.00 | \$310,000.00 | \$25,050.00 | \$305,000.00 | \$311,500.00 | \$6,500.00  | \$295,000.00 | \$324,000.00 | \$29,000.00 | \$297,000.00 | \$316,000.00 | \$19,000.00 |
| Median Sale \$ / SqFt                         | \$205.73     | \$221.70     | \$15.97     | \$214.84     | \$220.09     | \$5.25      | \$211.50     | \$227.05     | \$15.55     | \$206.76     | \$225.69     | \$18.93     |
| Median List Price                             | \$286,950.00 | \$309,000.00 | \$22,050.00 | \$309,000.00 | \$319,450.00 | \$10,450.00 | \$299,000.00 | \$329,900.00 | \$30,900.00 | \$299,900.00 | \$324,900.00 | \$25,000.00 |
| Median List \$ / SqFt                         | \$210.03     | \$224.00     | \$13.97     | \$215.02     | \$221.35     | \$6.33      | \$214.75     | \$227.41     | \$12.66     | \$210.55     | \$226.70     | \$16.15     |
| Median Original List Price                    | \$293,750.00 | \$310,000.00 | \$16,250.00 | \$309,000.00 | \$324,950.00 | \$15,950.00 | \$299,900.00 | \$329,450.00 | \$29,550.00 | \$304,900.00 | \$329,900.00 | \$25,000.00 |
| Median Original List \$ / SqFt                | \$210.16     | \$232.14     | \$21.98     | \$216.12     | \$222.09     | \$5.97      | \$215.66     | \$228.71     | \$13.05     | \$215.21     | \$230.90     | \$15.69     |
| Median Sale Price as % of List Price          | 99.47%       | 100.00%      | 0.53%       | 100.00%      | 100.00%      | 0%          | 100.00%      | 99.82%       | -0.18%      | 98.96%       | 99.21%       | 0.25%       |
| Median Sale Price as % of Original List Price | 99.09%       | 98.91%       | -0.18%      | 99.92%       | 99.38%       | -0.54%      | 99.66%       | 98.95%       | -0.71%      | 98.27%       | 98.51%       | 0.24%       |
| Median Sale Price as % of Assessed Price      | N/A          | N/A          | N/A         | N/A          | N/A          | N/A         | N/A          | N/A          | N/A         | N/A          | N/A          | N/A         |
| Sold Units - Short Sale                       | 0            | 2            | 2           | 3            | 0            | -3          | 2            | 0            | -2          | 1            | 1            | 0           |
| Sold Units - Lender-Owned                     | 7            | 10           | 3           | 7            | 6            | -1          | 3            | 1            | -2          | 5            | 6            | 1           |
| 12-Month Activity                             | Q1           |              |             | Q2           |              |             | Q3           |              |             | Q4           |              |             |
|   | 2018         | 2019         | Var.        | 2018         | 2019         | Var.        | 2018         | 2019         | Var.        | 2018         | 2019         | Var.        |
| Units Listed                                  | 1559         | 1792         | 233         | 1661         | 1763         | 102         | 1717         | 1753         | 36          | 1723         | 1681         | -42         |
| Units Price Changed                           | 345          | 468          | 123         | 342          | 477          | 135         | 376          | 479          | 103         | 442          | 488          | 46          |
| Units Went Pending                            | 1375         | 1444         | 69          | 1435         | 1430         | -5          | 1433         | 1426         | -7          | 1396         | 1408         | 12          |
| Units Sold                                    | 1251         | 1281         | 30          | 1260         | 1306         | 46          | 1228         | 1309         | 81          | 1206         | 1323         | 117         |

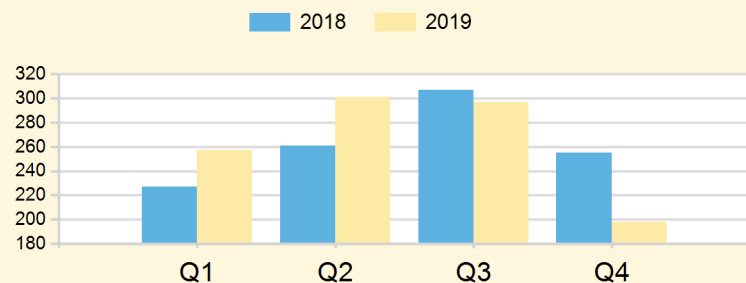
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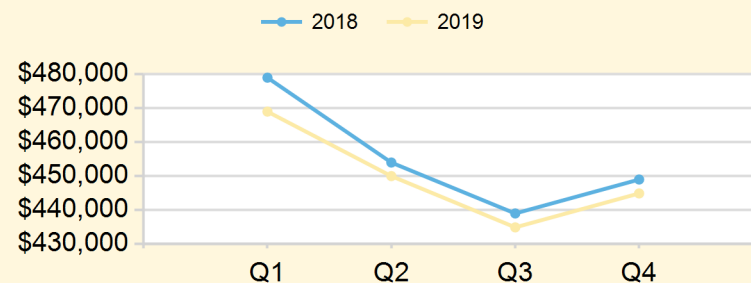
### Condominium

**Listing Inventory on the Last Day of Each Quarter**



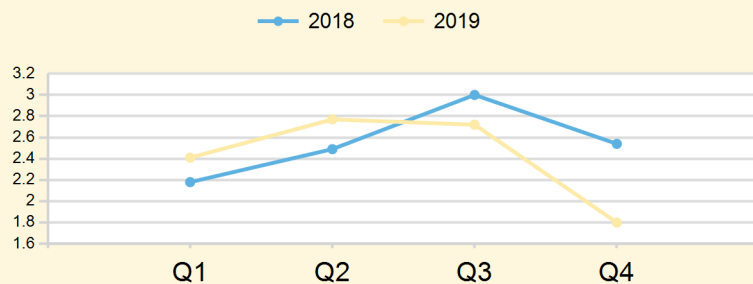
|      | Q1  | Q2  | Q3  | Q4  |
|------|-----|-----|-----|-----|
| 2018 | 227 | 261 | 307 | 255 |
| 2019 | 257 | 301 | 297 | 198 |

**Median List Price on the Last Day of Each Quarter**



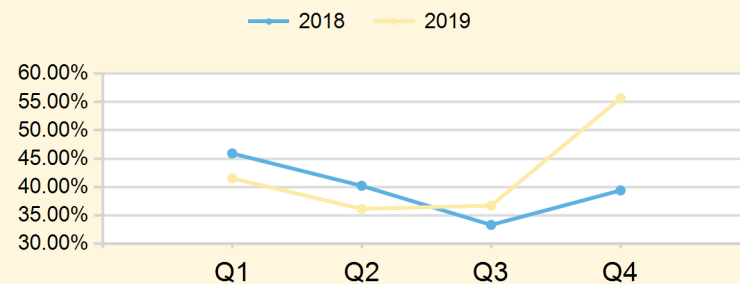
|      | Q1           | Q2           | Q3           | Q4           |
|------|--------------|--------------|--------------|--------------|
| 2018 | \$479,000.00 | \$454,000.00 | \$439,000.00 | \$449,000.00 |
| 2019 | \$469,000.00 | \$450,000.00 | \$434,900.00 | \$444,900.00 |

**Approx. Months supply per Quarter**



|      | Q1   | Q2   | Q3   | Q4   |
|------|------|------|------|------|
| 2018 | 2.18 | 2.49 | 3.00 | 2.54 |
| 2019 | 2.41 | 2.77 | 2.72 | 1.80 |

**Approx. Absorption Rate Per Quarter**



|      | Q1     | Q2     | Q3     | Q4     |
|------|--------|--------|--------|--------|
| 2018 | 45.93% | 40.23% | 33.33% | 39.41% |
| 2019 | 41.54% | 36.16% | 36.73% | 55.68% |

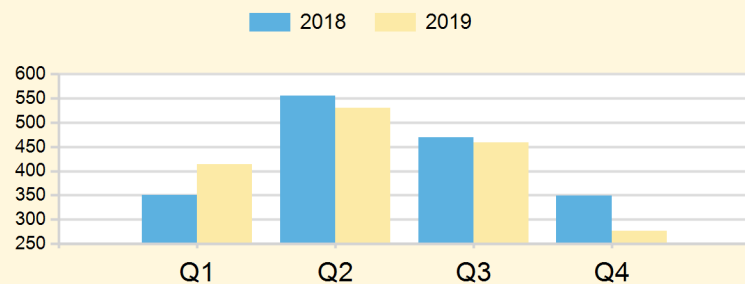
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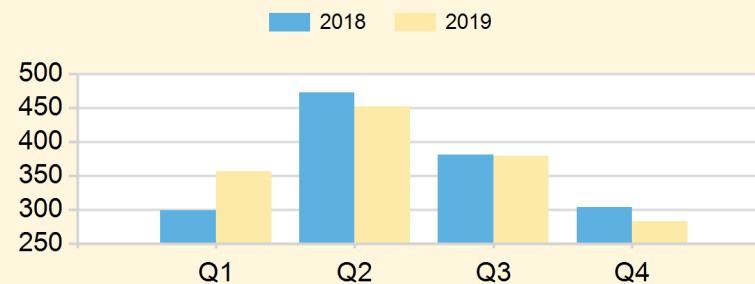
### Condominium

**Properties Listed During Each Quarter**



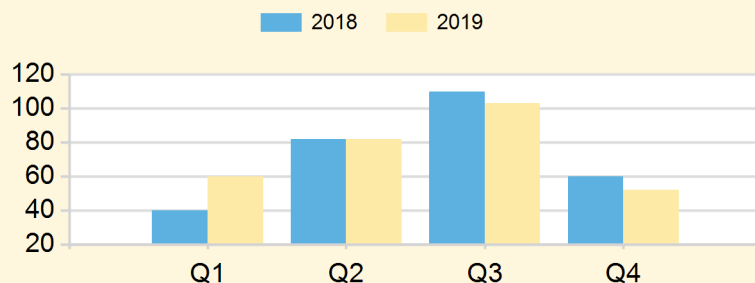
|      | Q1  | Q2  | Q3  | Q4  |
|------|-----|-----|-----|-----|
| 2018 | 350 | 555 | 469 | 349 |
| 2019 | 414 | 530 | 459 | 277 |

**Went Pending During Each Quarter**



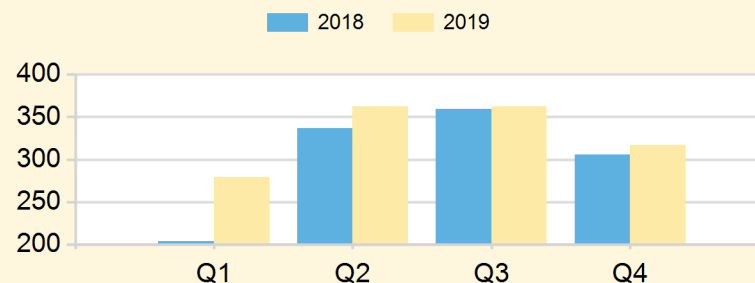
|      | Q1  | Q2  | Q3  | Q4  |
|------|-----|-----|-----|-----|
| 2018 | 299 | 473 | 381 | 304 |
| 2019 | 357 | 452 | 379 | 283 |

**Price Changed During Each Quarter**



|      | Q1 | Q2 | Q3  | Q4 |
|------|----|----|-----|----|
| 2018 | 40 | 82 | 110 | 60 |
| 2019 | 60 | 82 | 103 | 52 |

**Sold Listings During Each Quarter**



|      | Q1  | Q2  | Q3  | Q4  |
|------|-----|-----|-----|-----|
| 2018 | 204 | 337 | 359 | 306 |
| 2019 | 279 | 362 | 362 | 317 |

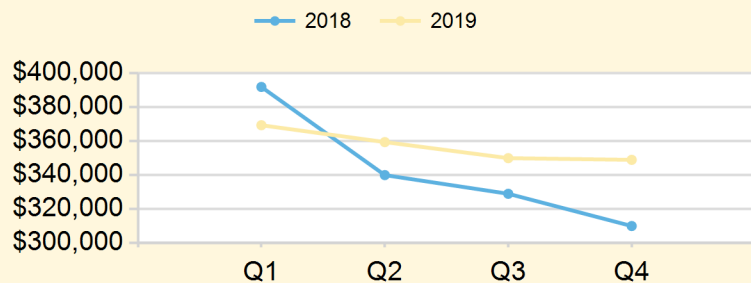
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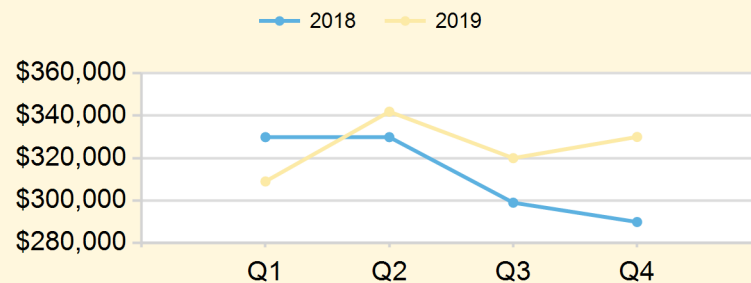
### Condominium

**Listed Properties - Median List Price For Each Quarter**



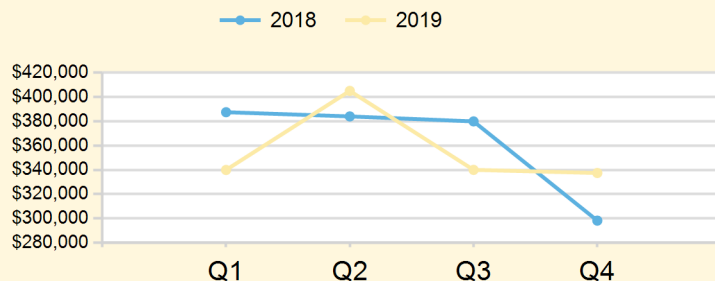
|      | Q1           | Q2           | Q3           | Q4           |
|------|--------------|--------------|--------------|--------------|
| 2018 | \$391,950.00 | \$340,000.00 | \$329,000.00 | \$310,000.00 |
| 2019 | \$369,400.00 | \$359,450.00 | \$350,000.00 | \$349,000.00 |

**Went Pending - Median List Price For Each Quarter**



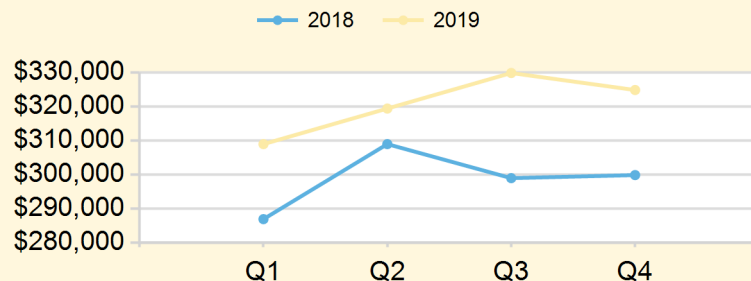
|      | Q1           | Q2           | Q3           | Q4           |
|------|--------------|--------------|--------------|--------------|
| 2018 | \$329,900.00 | \$329,900.00 | \$299,000.00 | \$289,900.00 |
| 2019 | \$309,000.00 | \$341,900.00 | \$320,000.00 | \$330,000.00 |

**Price Changed - Median List Price For Each Quarter**



|      | Q1           | Q2           | Q3           | Q4           |
|------|--------------|--------------|--------------|--------------|
| 2018 | \$387,450.00 | \$384,000.00 | \$379,900.00 | \$298,250.00 |
| 2019 | \$339,950.00 | \$405,000.00 | \$340,000.00 | \$337,450.00 |

**Sold Listings - Median List Price For Each Quarter**



|      | Q1           | Q2           | Q3           | Q4           |
|------|--------------|--------------|--------------|--------------|
| 2018 | \$286,950.00 | \$309,000.00 | \$299,000.00 | \$299,900.00 |
| 2019 | \$309,000.00 | \$319,450.00 | \$329,900.00 | \$324,900.00 |

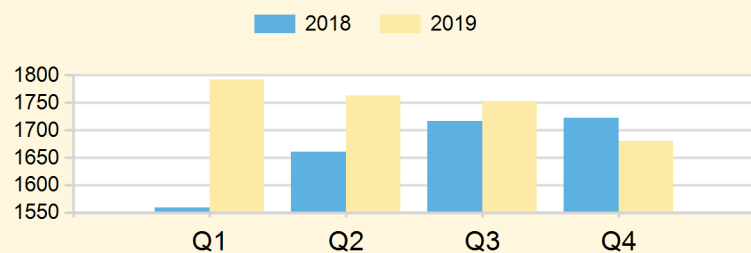
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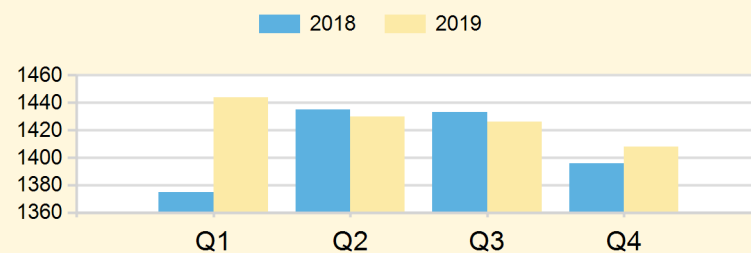
### Condominium

**Listed Between the Last Day of Each Quarter and 12 Months**



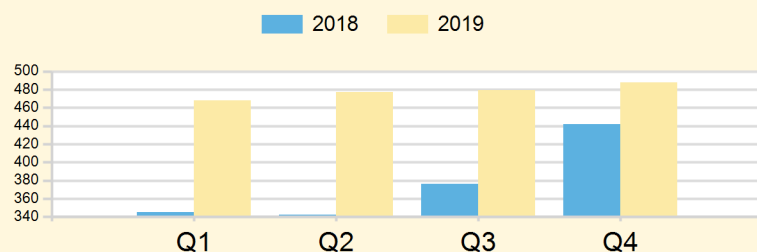
|      | Q1    | Q2    | Q3    | Q4    |
|------|-------|-------|-------|-------|
| 2018 | 1,559 | 1,661 | 1,717 | 1,723 |
| 2019 | 1,792 | 1,763 | 1,753 | 1,681 |

**Went Pending Between the Last Day of Each Quarter and 12 Months**



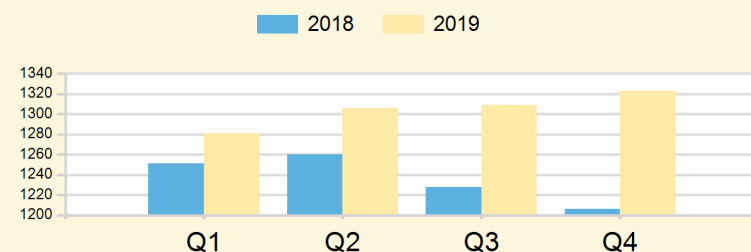
|      | Q1    | Q2    | Q3    | Q4    |
|------|-------|-------|-------|-------|
| 2018 | 1,375 | 1,435 | 1,433 | 1,396 |
| 2019 | 1,444 | 1,430 | 1,426 | 1,408 |

**Price Changed Between the Last Day of Each Quarter and 12 Months**



|      | Q1  | Q2  | Q3  | Q4  |
|------|-----|-----|-----|-----|
| 2018 | 345 | 342 | 376 | 442 |
| 2019 | 468 | 477 | 479 | 488 |

**Sold Between the Last Day of Each Quarter and 12 Months**



|      | Q1    | Q2    | Q3    | Q4    |
|------|-------|-------|-------|-------|
| 2018 | 1,251 | 1,260 | 1,228 | 1,206 |
| 2019 | 1,281 | 1,306 | 1,309 | 1,323 |