



MARKET TRENDS REPORT

MASSACHUSETTS | CONNECTICUT | MAINE
NEW HAMPSHIRE | RHODE ISLAND | VERMONT

2018



TABLE OF CONTENTS

MASSACHUSETTS

- 3** MASSACHUSETTS
- 4** GREATER BOSTON
- 5** NORTH SHORE
- 6** CAPE COD
- 7** MARTHA'S VINEYARD & NANTUCKET
- 8** METRO WEST
- 9** GREATER WORCESTER
- 10** MERRIMACK VALLEY
- 11** PIONEER VALLEY
- 12** BERKSHIRES

CONNECTICUT

- 13** CONNECTICUT
- 14** NORTHEASTERN
- 15** MIDDLESEX COUNTY
- 16** HARTFORD COUNTY
- 17** FAIRFIELD COUNTY
- 18** NEW HAVEN COUNTY
- 19** TOLLAND COUNTY

MAINE

- 20** MAINE
- 21** YORK COUNTY & MAINE BEACHES
- 22** GREATER PORTLAND
- 23** MIDCOAST
- 24** DOWNEAST
- 25** AROOSTOOK
- 26** LAKES & MOUNTAIN

NEW HAMPSHIRE

- 27** NEW HAMPSHIRE
- 28** GREATER MANCHESTER
- 29** LAKES REGION
- 30** MERRIMACK VALLEY
- 31** WHITE MOUNTAINS
- 32** GREAT NORTH WOODS
- 33** MANADNOCK REGION
- 34** DARTMOUTH
- 35** PORTSMOUTH

RHODE ISLAND

- 36** RHODE ISLAND
- 37** WASHINGTON COUNTY
- 38** NEWPORT COUNTY
- 39** BRISTOL COUNTY
- 40** KENT COUNTY

VERMONT

- 41** VERMONT
- 42** SOUTHERN VERMONT
- 43** CENTRAL VERMONT
- 44** CHAMPLAIN VALLEY
- 45** THE ISLANDS
- 46** NORTHEAST KINGDOM

47 CONTACTS





MASSACHUSETTS

Like most of New England, Massachusetts is largely a sellers' market with low inventory and fast-moving properties.

The average sales price in Massachusetts increased by about 7% to \$470,016, the highest average sales price in New England, and its average days on market decreased by about 13% from 75 days to 66 days, compared to this time last year. With most of the new inventory slotted to be luxury properties, there are no signs that the price increases will slow down as buyers snap up any affordably-priced units.

Viewed as a bargain compared to cities like New York or San Francisco, Boston is seeing an influx of buyers with resources, especially foreign investors. Usually offering cash and above asking price, these buyers are continually winning and pushing out first-time buyers and buyers with families to the edges of the city and beyond. Recently, there has been more pressure on legislators to find ways to increase both affordable and market-rate housing in the city proper but it remains to be seen whether this will come to fruition or if there will be enough to make a difference.

The luxury market is holding fairly steady in Massachusetts with the lowest increase in average luxury sales price in New England with about a 4% increase in average luxury sales price from \$1,574,322 to \$1,634,364.

GREATER BOSTON

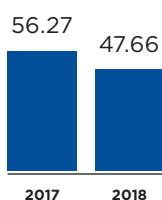
MASSACHUSETTS

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

↑ 7.12%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Suffolk, Norfolk, Middlesex counties

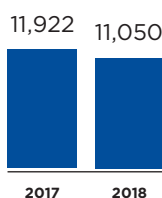
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 15.30%

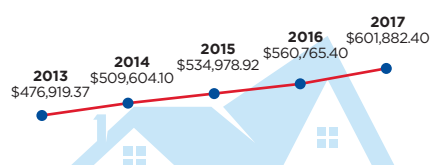
Units sold in Q1:



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®

NORTH SHORE

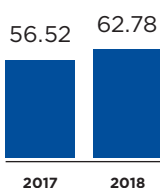
MASSACHUSETTS

2017 2018
\$411,653.01 \$435,020.85

↑ 5.68%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Essex county

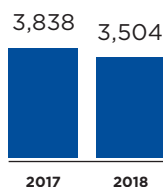
Average days on
market for Q1:



Average days on
market for
Q1 percent
change:

↓ 9.97%

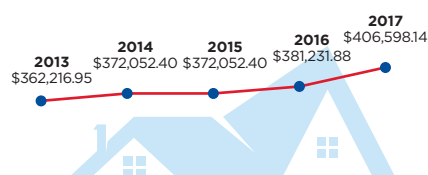
Units sold in Q1:



Units sold
in Q1 percent
change:

↓ 8.70%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

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 & bath(s)

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Updated kitchen & bath(s)

**TOP UP-AND-COMING
NEIGHBORHOODS:**

N/A

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:
\$1,658,294.19

**2018 MARKET
TRENDS REPORT**

RE/MAX®

CAPE COD MASSACHUSETTS

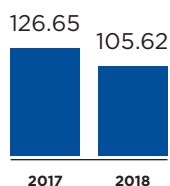
↑ **8.43%**
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017
\$463,466.50

2018
\$502,550.52

Barnstable county

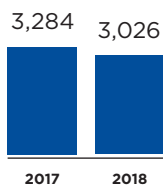
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ **16.60%**

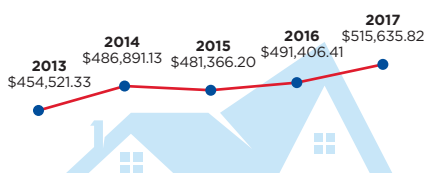
Units sold in Q1:



Units sold in Q1 percent change:

↓ **7.86%**

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



**RETIREE
BUYERS**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**SELLERS'
MARKET**

Typical Seller:



**MOVE-UP
SELLERS**

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

+/- 14 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Renovated kitchen & bath(s)
- New furnace or AC unit

"MUST HAVE" AMENITIES FOR BUYERS:

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

TOP UP-AND-COMING NEIGHBORHOODS:

Provincetown,
Truro, Wellfleet

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

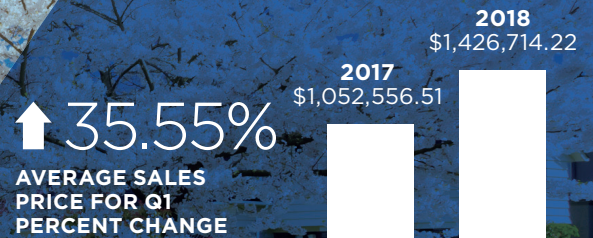


Average luxury sales price:
\$1,861,599.66

**2018 MARKET
TRENDS REPORT**

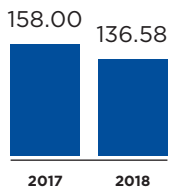
RE/MAX®

MARTHA'S VINEYARD & NANTUCKET MASSACHUSETTS



Dukes, Nantucket counties

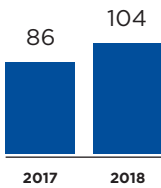
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 13.56%

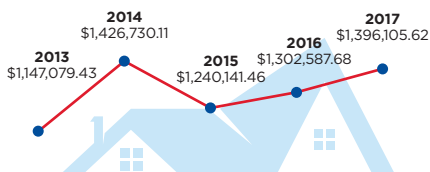
Units sold in Q1:



Units sold in Q1 percent change:

↑ 20.93%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**SELLERS'
MARKET**

Typical Seller:



**SINGLE
SELLERS**

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

ONE MONTH OR LONGER

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen & bath(s)
- Clean, decluttered home

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Access to beach (resort destination)

**TOP UP-AND-COMING
NEIGHBORHOODS:**

Ocean Heights,
Lambert's Cove, Katama

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:

\$2,041,818.97

**2018 MARKET
TRENDS REPORT**

RE/MAX®

METRO WEST

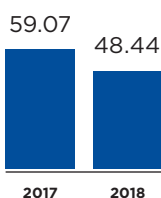
MASSACHUSETTS

2017 \$575,269.42 2018 \$613,196.68

↑ 6.59%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Middlesex, Norfolk counties

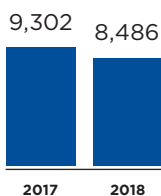
Average days on
market for Q1:



Average days on market for
Q1 percent
change:

↓ 18.00%

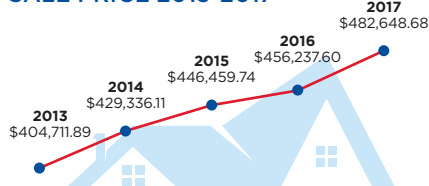
Units sold in Q1:



Units sold
in Q1 percent
change:

↓ 8.77%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:

**NO TYPICAL
BUYER**

Typical Seller:

**DEPENDS ON
PRICE RANGE**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**SELLERS'
MARKET**

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

ABOUT 30 DAYS

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen & bath(s)
- Clean, decluttered home

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Updated kitchen & bath(s)
- Renovated home (not needing updates)

**TOP UP-AND-COMING
NEIGHBORHOODS:**

N/A

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:

\$1,475,052.14

**2018 MARKET
TRENDS REPORT**

RE/MAX®

GREATER WORCESTER

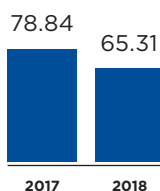
MASSACHUSETTS

2017 \$252,006.97 2018 \$270,090.22

↑ 7.18%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Worcester county

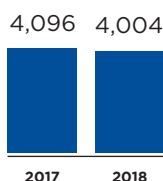
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 17.16%

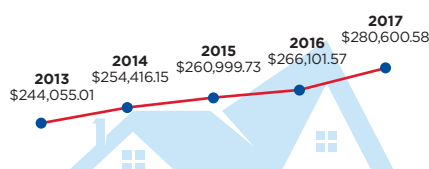
Units sold in Q1:



Units sold in Q1 percent change:

↓ 2.25%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

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:

2-3 DAYS

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen & bath(s)
- Clean, decluttered home

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Walkable community
- Updated kitchen & bath(s)
- Highway access

**TOP UP-AND-COMING
NEIGHBORHOODS:**

N/A

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:
\$1,303,914.50

**2018 MARKET
TRENDS REPORT**

RE/MAX

MERRIMACK VALLEY

MASSACHUSETTS

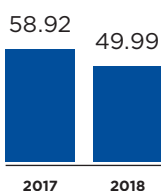
↑ **8.26%**
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017
\$509,398.11

2018
\$551,489.09

Middlesex, Essex counties

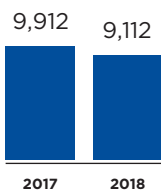
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ **15.16%**

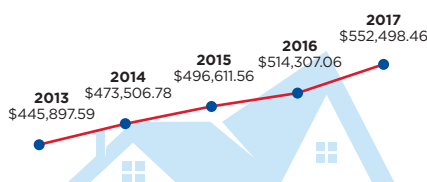
Units sold in Q1:



Units sold in Q1 percent change:

↓ **8.07%**

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



BUYERS WITH FAMILIES

Type of Home in Greatest Demand:



SINGLE FAMILY

Typical Seller:



MOVE-UP SELLERS

Current Market Dynamics:



SELLERS' MARKET

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

2-3 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Renovated kitchen & bath(s)
- New appliances

"MUST HAVE" AMENITIES FOR BUYERS:

- Large yard
- Updated kitchen & bath(s)
- Preferred school district

TOP UP-AND-COMING NEIGHBORHOODS:

North Andover, country club neighborhoods, downtown areas in Andover

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:

\$1,454,587.44

2018 MARKET TRENDS REPORT

RE/MAX

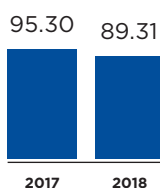
PIONEER VALLEY MASSACHUSETTS

↑ **7.84%**
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017 \$192,355.89 2018 \$207,435.54

Franklin, Hampshire, Hampden counties

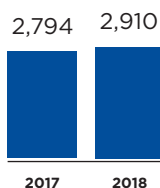
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ **6.29%**

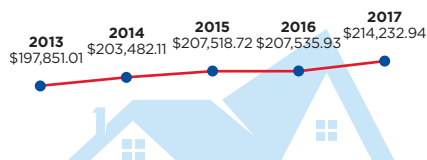
Units sold in Q1:



Units sold in Q1 percent change:

↑ **4.15%**

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Type of Home in Greatest Demand:



SINGLE FAMILY

Typical Seller:



**SINGLE
SELLERS**

Current Market Dynamics:



**SELLERS'
MARKET**

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

+/- 7 DAYS

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Outdoor entertaining space
- Updated windows & doors

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Large yard

**TOP UP-AND-COMING
NEIGHBORHOODS:**

Palmer, Monson, Ware

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:
\$1,213,333.33

**2018 MARKET
TRENDS REPORT**

RE/MAX

BERKSHIRES

MASSACHUSETTS

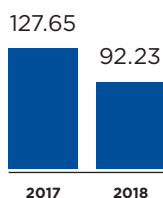
↓ **39.07%**
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017
\$186,727.35

2018
\$113,771.15

Lee, Adams, Pittsfield, Great Barrington regions

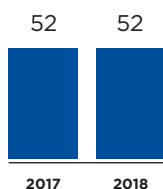
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ **27.75%**

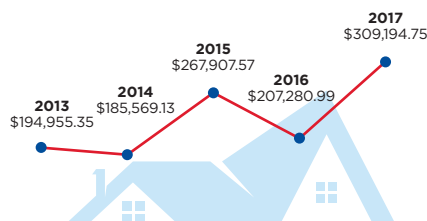
Units sold in Q1:



Units sold in Q1 percent change:

↔ **0.00%**

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

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:

ONE MONTH OR LONGER

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen
- New appliances
- Clean, decluttered home

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Large yard
- Updated kitchen & bath(s)

**TOP UP-AND-COMING
NEIGHBORHOODS:**

N/A

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



CONNECTICUT

At this point in the year, Connecticut seems to be the outlier compared to the other New England states that are boasting hot sellers' markets.

As the only overall balanced real estate market, it had the highest decrease in total units sold at about 12%, the highest decrease in total sales volume at about 9%, and the only increase in average days on market at about 11%, from 94 days to 104, compared to this time last year. However, average sales price is up about 4%, from \$294,290 to \$306,201.

With Connecticut's weakening economic conditions, a lack of inventory, and buyers looking to enter the market before increasing interest rates hit, the real estate market in Connecticut is one to watch.

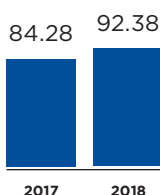
The luxury market in Connecticut is doing moderately well with about a 7% increase compared to this time last year, from \$1,726,229 to \$1,841,699.

NORTHEASTERN CONNECTICUT

2017 \$169,532.93
2018 \$197,951.24
↑16.76%
AVERAGE SALES PRICE FOR Q1 PERCENT CHANGE

Windham county

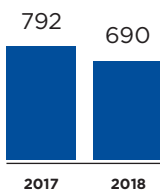
Average days on market for Q1:



Average days on market for Q1 percent change:

↑9.61%

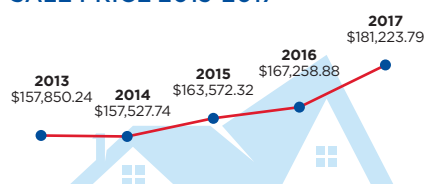
Units sold in Q1:



Units sold in Q1 percent change:

↓12.88%

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



BUYERS WITH FAMILIES

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:

2-3 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Renovated kitchen & bath(s)
- New appliances

"MUST HAVE" AMENITIES FOR BUYERS:

- Updated kitchen & bath(s)

TOP UP-AND-COMING NEIGHBORHOODS:

Rural areas

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:

\$2,000,000.00

2018 MARKET TRENDS REPORT

RE/MAX

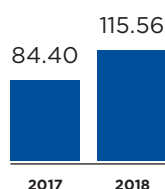
MIDDLESEX COUNTY CONNECTICUT

2017 2018
\$247,221.93 \$257,366.72

↑ 4.10%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Middletown, Old Saybrook regions

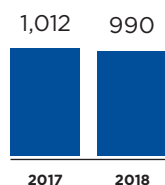
Average days on
market for Q1:



Average days on
market for
Q1 percent
change:

↑ 36.92%

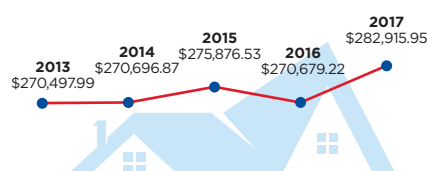
Units sold in Q1:



Units sold
in Q1 percent
change:

↓ 2.17%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**BUYERS'
MARKET**

Typical Seller:



OTHER

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

ONE MONTH OR LONGER

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen
- Clean, decluttered home

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Walkable community
- Updated kitchen & bath(s)

**TOP UP-AND-COMING
NEIGHBORHOODS:**

N/A

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:
\$1,996,666.67

**2018 MARKET
TRENDS REPORT**

RE/MAX®

HARTFORD COUNTY

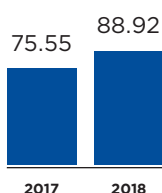
CONNECTICUT

↑ 1.92%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017 2018
\$217,500.41 \$221,680.07

West Hartford, Newington, Wethersfield,
South Windsor, Windsor regions

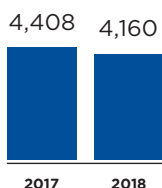
Average days on
market for Q1:



Average days on market for
Q1 percent
change:

↑ 17.70%

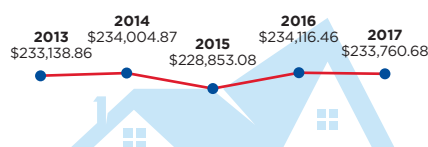
Units sold in Q1:



Units sold
in Q1 percent
change:

↓ 5.63%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Typical Seller:



**MOVE-UP
SELLERS**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**BALANCED
MARKET**

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

+/- 35 DAYS

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen & bath(s)
- Modern paint colors

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

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

**TOP UP-AND-COMING
NEIGHBORHOODS:**

Elmwood section
of west Hartford,
southern west Hartford

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:
\$1,133,214.29

**2018 MARKET
TRENDS REPORT**

RE/MAX®

FAIRFIELD COUNTY

CONNECTICUT

2017 \$503,487.54
2018 \$545,833.48

↑ 8.41%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Trumbull, Redding, Weston,
Easton, Bridgeport, Westport regions

Average days on
market for Q1:

107.58 112.26



2017 2018

Average days on market for
Q1 percent
change:

↑ 4.35%

Units sold in Q1:

5,296 4,466

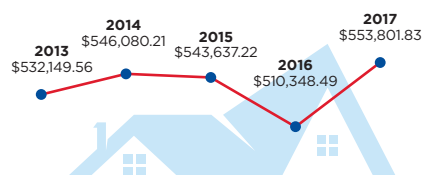


2017 2018

Units sold
in Q1 percent
change:

↓ 15.67%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Type of Home in Greatest Demand:



SINGLE FAMILY

Typical Seller:



**MOVE-UP
SELLERS**

Current Market Dynamics:



**SELLERS'
MARKET**

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

+/-30 DAYS

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen & bath(s)

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Updated kitchen & bath(s)

**TOP UP-AND-COMING
NEIGHBORHOODS:**

N/A

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:
\$1,883,878.39

**2018 MARKET
TRENDS REPORT**

RE/MAX®

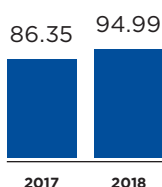
NEW HAVEN COUNTY CONNECTICUT

2017 2018
\$214,214.86 \$222,868.93

↑ 4.04%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

East Haven, New Haven, North Haven,
West Haven, Branford regions

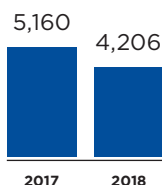
Average days on
market for Q1:



Average days on market for
Q1 percent
change:

↑ 10.01%

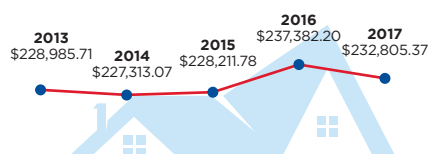
Units sold in Q1:



Units sold
in Q1 percent
change:

↓ 18.49%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



FIRST-TIME
BUYERS

Typical Seller:



RETIREE
SELLERS

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



BUYERS'
MARKET

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

+/- 30 DAYS

RECOMMENDED
RENOVATIONS
FOR SELLERS:

- Renovated kitchen & bath(s)
- Modern paint colors

"MUST HAVE"
AMENITIES
FOR BUYERS:

- Walkable community
- Updated kitchen & bath(s)

TOP UP-AND-COMING
NEIGHBORHOODS:

N/A

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:
\$1,511,711.76

2018 MARKET
TRENDS REPORT

RE/MAX®

TOLLAND COUNTY

CONNECTICUT

2017 \$192,301.26

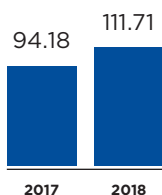
2018 \$224,480.44

↑ 16.73%

AVERAGE SALES PRICE FOR Q1 PERCENT CHANGE

Coventry, Ellington, Mansfield, Stafford, Vernon, Willington regions

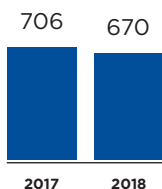
Average days on market for Q1:



Average days on market for Q1 percent change:

↑ 18.61%

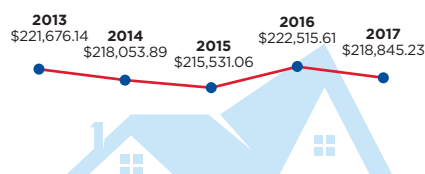
Units sold in Q1:



Units sold in Q1 percent change:

↓ 5.10%

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



FIRST-TIME BUYERS

Typical Seller:



RETIREE SELLERS

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



BALANCED MARKET

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

+/- 30 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Clean, decluttered home

"MUST HAVE" AMENITIES FOR BUYERS:

- Homes that qualify for ENA, USDA and VA financing

TOP UP-AND-COMING NEIGHBORHOODS:

N/A

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



MAINE

Maine's real estate market is the strongest sellers' market in New England. The state-wide average sales price increased the most dramatically of all New England states at about 10% to \$237,295.

Total sales volume also increased the most in New England with a 15% increase compared to this time last year. Properties are selling faster than in 2017 as well: the average number of days on market for a Maine property decreased about 11% from 137 days to 123 days. With a shortage of inventory and not much more coming in the foreseeable future, buyers are forced to be more competitive. Many are losing out as sellers are seeing higher offers in cash.

In the Portland area, an already crowded market is seeing more buyers seeking second homes. While these types of buyers are usually more prevalent in scenic and rural areas, there has been a recent shift to cities and communities with more accessible amenities.

The luxury market in Maine is booming as well with the highest increase in average luxury sales price in New England – up about 13% compared to this time last year, Maine's average luxury sales price has reached \$1,709,313.

YORK COUNTY & MAINE BEACHES

MAINE

2017 \$266,956.21
2018 \$291,613.08

↑ 9.24%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

York county

Average days on
market for Q1:

92.67 91.14



2017

2018

Average days on
market for
Q1 percent
change:

↓ 1.65%

Units sold in Q1:

1,562 1,636



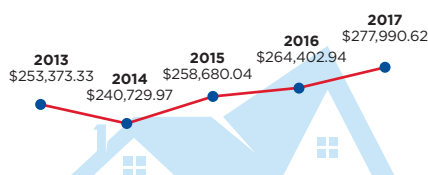
2017

2018

Units sold
in Q1 percent
change:

↑ 4.74%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



RETIREE
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:

- N/A

"MUST HAVE"
AMENITIES
FOR BUYERS:

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

TOP UP-AND-COMING
NEIGHBORHOODS:

Biddeford, Berwicks

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:
\$1,371,250.00

2018 MARKET
TRENDS REPORT

RE/MAX®

GREATER PORTLAND MAINE

↑ 10.26%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017 \$308,923.91
2018 \$340,624.03

Cumberland county

Average days on
market for Q1:

78.06 72.54



2017 2018

Average days on
market for
Q1 percent
change:

↓ 9.10%

Units sold in Q1:

2,038 2,048

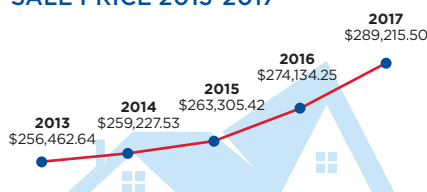


2017 2018

Units sold
in Q1 percent
change:

↑ 0.49%

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:

+/- 20 DAYS

RECOMMENDED
RENOVATIONS
FOR SELLERS:

- Renovated kitchen & bath(s)
- New appliances

"MUST HAVE"
AMENITIES
FOR BUYERS:

- Walkable community
- Updated kitchen & bath(s)

TOP UP-AND-COMING
NEIGHBORHOODS:

Deering, Bayside

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:

\$1,457,542.86

2018 MARKET
TRENDS REPORT

RE/MAX®

MIDCOAST MAINE

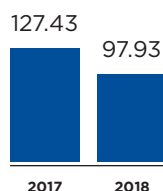
2017 2018
\$212,495.26 \$209,154.88

↓ 1.57%

AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Sagadahoc county

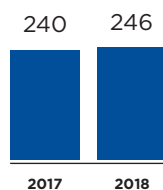
Average days on
market for Q1:



Average days on
market for
Q1 percent
change:

↓ 23.15%

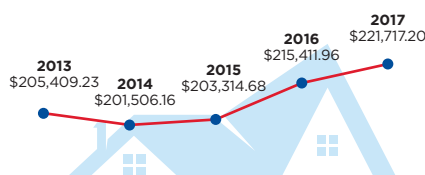
Units sold in Q1:



Units sold
in Q1 percent
change:

↑ 2.50%

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**SELLERS'
MARKET**

Typical Seller:



**MOVE-UP
SELLERS**

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

+/- 7 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Renovated kitchen & bath(s)
- Clean, decluttered home

"MUST HAVE" AMENITIES FOR BUYERS:

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

TOP UP-AND-COMING NEIGHBORHOODS:

Brunswick Landing

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:

\$1,302,750.00

**2018 MARKET
TRENDS REPORT**

RE/MAX®

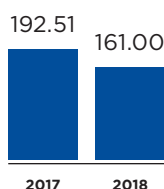
DOWNEAST MAINE

↑ 5.41%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017 \$212,843.01 2018 \$224,367.88

Lincoln, Knox, Waldo counties

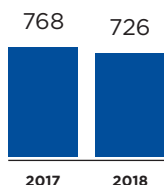
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 16.37%

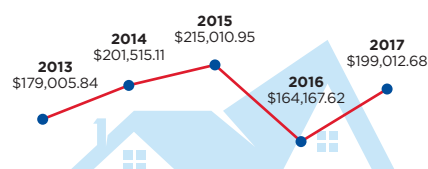
Units sold in Q1:



Units sold in Q1 percent change:

↓ 5.47%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Typical Seller:



**RETIREE
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:

+/- 30 DAYS

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen & bath(s)
- Clean, decluttered home

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

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

**TOP UP-AND-COMING
NEIGHBORHOODS:**

Belfast, Rockland

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:
\$3,619,166.67

**2018 MARKET
TRENDS REPORT**

RE/MAX

AROOSTOOK

MAINE

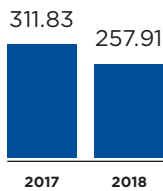
2017 \$81,998.23 2018 \$86,680.49

↑ 5.71%

AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Aroostook county

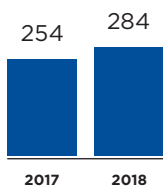
Average days on
market for Q1:



Average days on market for
Q1 percent
change:

↓ 17.29%

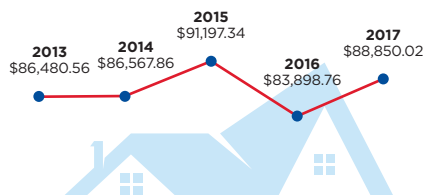
Units sold in Q1:



Units sold
in Q1 percent
change:

↑ 11.81%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Typical Seller:



**MOVE-UP
SELLERS**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**BUYERS'
MARKET**

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

+/- 30 DAYS

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen & bath(s)
- Clean, decluttered home

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Updated kitchen & bath(s)

**TOP UP-AND-COMING
NEIGHBORHOODS:**

N/A

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

**2018 MARKET
TRENDS REPORT**

RE/MAX®

LAKE & MOUNTAIN

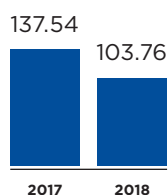
MAINE

↑ 14.41%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017 \$134,791.12
2018 \$154,210.72

Oxford, Androscoggin counties

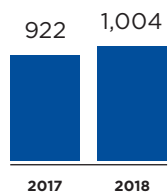
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 24.56%

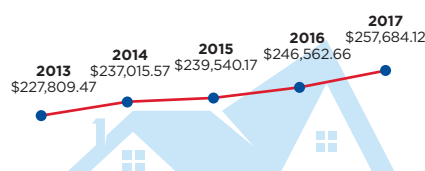
Units sold in Q1:



Units sold in Q1 percent change:

↑ 8.89%

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Typical Seller:



**INVESTORS/
FLIPPERS**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**SELLERS'
MARKET**

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

2-3 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Clean, decluttered home

"MUST HAVE" AMENITIES FOR BUYERS:

- Large yard

TOP UP-AND-COMING NEIGHBORHOODS:

Buxton, Hollis, Auburn, Waterboro

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:

\$1,618,566.67

**2018 MARKET
TRENDS REPORT**

RE/MAX



NEW HAMPSHIRE

New Hampshire boasts a strong sellers' market, with offers being accepted for homes under \$300,000 within 2-3 days. The average days on market for a property has decreased the most in New England by 13%, from 99 days to 87 and the average sales price has also increased by about 6% compared to this time last year to \$279,586.

In New Hampshire, first-time buyers, buyers with families and those with limited down payments are continually getting beaten out by buyers with more resources up front, who also often offer above asking price. Buyers need to be educated, prepared and more creative with their offers, ready to move quickly if an opportunity presents itself. However, there does seem to be more inventory on the way as construction projects begin to wrap up.

The luxury market is doing well with about a 7% increase compared to the same time last year, from \$1,399,353 to \$1,495,178. With more favorable tax laws for retirees, New Hampshire has been seeing more buyers in the luxury market from Connecticut and New York that are preparing for retirement.

GREATER MANCHESTER

NEW HAMPSHIRE

2017 \$263,881.24 2018 \$279,307.59

↑ 5.85%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Hillsborough county

Average days on market for Q1:

72.02 68.68



2017 2018

Average days on market for Q1 percent change:

↓ 4.64%

Units sold in Q1:

2,048 2,092

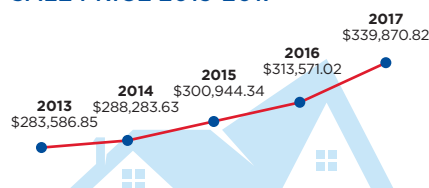


2017 2018

Units sold in Q1 percent change:

↑ 2.15%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Type of Home in Greatest Demand:



SINGLE FAMILY

Typical Seller:



**MOVE-UP
SELLERS**

Current Market Dynamics:



**SELLERS'
MARKET**

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

2-3 DAYS

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Clean, decluttered home
- New appliances
- Modern paint colors

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Updated kitchen & bath(s)
- Large yard
- Newly built home

**TOP UP-AND-COMING
NEIGHBORHOODS:**

All in demand

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:
\$1,569,853.79

**2018 MARKET
TRENDS REPORT**

RE/MAX®

LAKE REGION

NEW HAMPSHIRE

2017
\$271,972.86

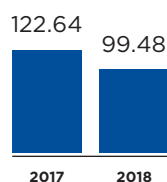
2018
\$251,687.21

↓ 7.46%

AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Belknap county

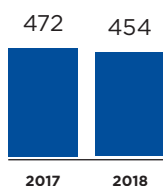
Average days on
market for Q1:



Average days on
market for
Q1 percent
change:

↓ 18.88%

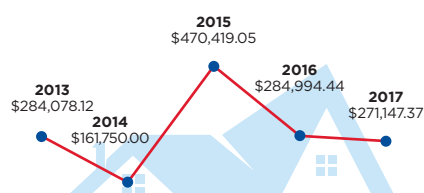
Units sold in Q1:



Units sold
in Q1 percent
change:

↓ 3.81%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**FIRST-TIME
BUYERS**

Typical Seller:



**SELLERS
WITH FAMILIES**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**BALANCED
MARKET**

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

2-3 DAYS

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen & bath(s)
- New appliances

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Proximity to retail & restaurants
- Newly built home
- Updated kitchen & bath(s)

**TOP UP-AND-COMING
NEIGHBORHOODS:**

South Down Shores,
Windemere Ridge

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:
\$1,666,000.00

**2018 MARKET
TRENDS REPORT**

RE/MAX®

MERRIMACK VALLEY

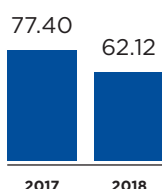
NEW HAMPSHIRE

↑ **21.93%**
AVERAGE SALES PRICE FOR Q1 PERCENT CHANGE

2017 \$273,363.61
2018 \$333,298.75

Hillsborough, Merrimack counties

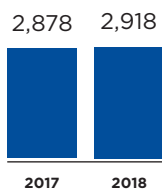
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ **19.74%**

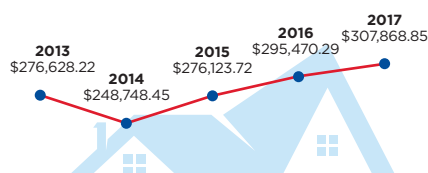
Units sold in Q1:



Units sold in Q1 percent change:

↓ **1.39%**

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



BUYERS WITH FAMILIES

Type of Home in Greatest Demand:



SINGLE FAMILY

Typical Seller:



ALL SELLERS

Current Market Dynamics:



SELLERS' MARKET

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

DEPENDS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Renovated kitchen & bath(s)
- Clean, decluttered home

"MUST HAVE" AMENITIES FOR BUYERS:

- Newly built home
- Updated kitchen & bath(s)

TOP UP-AND-COMING NEIGHBORHOODS:

N/A

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:
\$1,231,335.00

2018 MARKET TRENDS REPORT

RE/MAX

WHITE MOUNTAINS

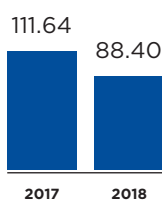
NEW HAMPSHIRE

↑ **15.84%**
AVERAGE SALES PRICE FOR Q1
PERCENT CHANGE

2017 \$193,000.00
2018 \$223,580.00

Carroll county

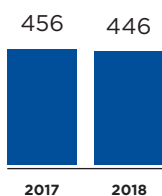
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ **20.82%**

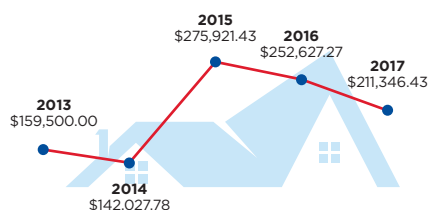
Units sold in Q1:



Units sold in Q1 percent change:

↓ **2.19%**

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



VACATION HOME BUYERS

Typical Seller:



VACATION HOME 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:

+/- 30 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Clean, decluttered home

"MUST HAVE" AMENITIES FOR BUYERS:

- Proximity to retail & restaurants

TOP UP-AND-COMING NEIGHBORHOODS:

N/A

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:

\$1,697,142.86

2018 MARKET TRENDS REPORT

RE/MAX

GREAT NORTH WOODS

NEW HAMPSHIRE

2017 \$123,188.85
2018 \$141,074.12

↑ 14.52%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Coos county

Average days on market for Q1:

186.08 184.31



2017 2018

Average days on market for Q1 percent change:

↓ 0.95%

Units sold in Q1:

182 182



2017 2018

Units sold in Q1 percent change:
↔ 0.00%

AVERAGE RESIDENTIAL SALE PRICE 2013-2017

2013 \$117,250.49
2014 \$118,586.54
2015 \$117,560.10
2016 \$113,272.30
2017 \$125,060.04



Typical Buyer:



BUYERS WITH FAMILIES

Typical Seller:



RETIREE SELLERS

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



BUYERS' MARKET

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

+/- 30 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Renovated kitchen & bath(s)
- Clean, decluttered home

"MUST HAVE" AMENITIES FOR BUYERS:

- Large yard
- Updated kitchen & bath(s)

TOP UP-AND-COMING NEIGHBORHOODS:

Gorham, Randolph, Lancaster

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

MANADNOCK

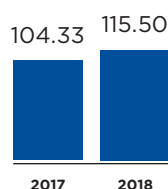
NEW HAMPSHIRE

↑15.06%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017 \$198,378.33
2018 \$228,250.00

Cheshire county

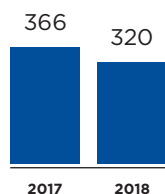
Average days on market for Q1:



Average days on market for Q1 percent change:

↑10.71%

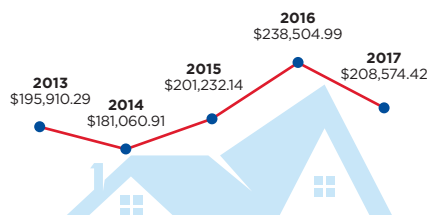
Units sold in Q1:



Units sold in Q1 percent change:

↓12.57%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

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:

2-3 DAYS

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen & bath(s)
- Updated windows & doors

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Newly built home
- Updated kitchen & bath(s)
- Privacy

**TOP UP-AND-COMING
NEIGHBORHOODS:**

Weare, New Boston

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

DARTMOUTH

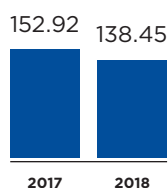
NEW HAMPSHIRE

↑ 14.32%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017 \$193,500.98
2018 \$221,205.78

Sullivan, Grafton counties

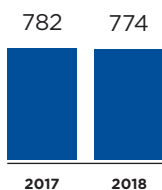
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 9.46%

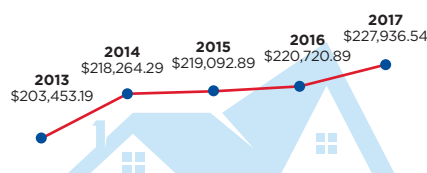
Units sold in Q1:



Units sold in Q1 percent change:

↓ 1.02%

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:

2-3 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Renovated kitchen & bath(s)
- Modern paint colors

"MUST HAVE" AMENITIES FOR BUYERS:

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

TOP UP-AND-COMING NEIGHBORHOODS:

Grantham, Enfield, Newport

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:
\$1,094,000.00

2018 MARKET
TRENDS REPORT

RE/MAX

PORTSMOUTH

NEW HAMPSHIRE

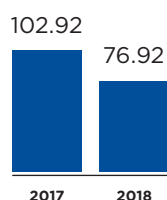
2017 \$336,785.07 2018 \$334,249.96

↓ 0.75%

AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Rockingham county

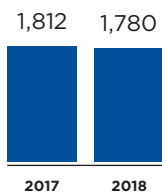
Average days on
market for Q1:



Average days on
market for
Q1 percent
change:

↓ 25.26%

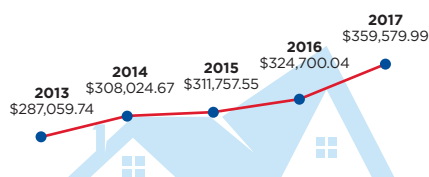
Units sold in Q1:



Units sold
in Q1 percent
change:

↓ 1.77%

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:

2-3 DAYS

RECOMMENDED
RENOVATIONS
FOR SELLERS:

- Renovated kitchen & bath(s)
- New furnace and AC unit

"MUST HAVE"
AMENITIES
FOR BUYERS:

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

TOP UP-AND-COMING
NEIGHBORHOODS:

North Shore, anything
along I-93 or I-95

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:
\$1,700,018.64

2018 MARKET
TRENDS REPORT

RE/MAX®



RHODE ISLAND

Rhode Island's residential real estate market is off to a strong start in 2018, for sellers at least. It seems almost impossible, but homes are going from "for sale" to "sold" even faster than they did this time a year ago.

The average days on market for a property has dropped nearly 13%, from 73 days to 64, the lowest in New England. The average sales price is up about 8% across the state compared to the same time last year, and with only an average of 2-7 days before a seller accepts an offer for a home under \$300,000, inventory is moving quickly.

The increasingly low inventory is driving prices higher across the state and leaving buyers, including many buyers with families, competing fiercely to find their new home.

The luxury market, however, is slowing down – Rhode Island had the highest decrease in average luxury sales price in New England, dropping by a whopping 30% to \$1,385,600 from last year's \$1,980,214.

WASHINGTON COUNTY

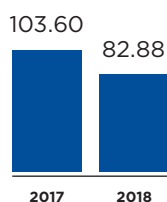
RHODE ISLAND

↑ 10.62%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017 \$354,179.86 2018 \$391,803.05

Ashaway, Bradford, Carolina, Hope Valley,
Kingston, Narragansett, Watch Hill, Wyoming regions

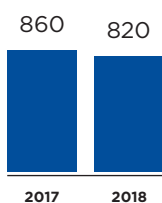
Average days on
market for Q1:



Average days on
market for Q1 percent
change:

↓ 20.00%

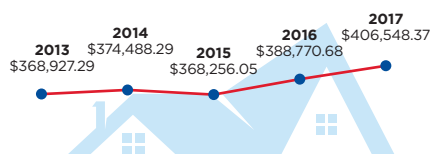
Units sold in Q1:



Units sold
in Q1 percent
change:

↓ 4.65%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

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 & bath(s)
- Clean, decluttered home

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

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

**TOP UP-AND-COMING
NEIGHBORHOODS:**

Southern RI – near
ocean/beach

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:
\$1,389,291.67

**2018 MARKET
TRENDS REPORT**

RE/MAX®

NEWPORT COUNTY

RHODE ISLAND

2017
\$513,283.80

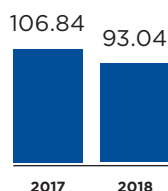
2018
\$474,879.77

↓ 7.48%

AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Newport, Jamestown, Little Compton, Middletown, Portsmouth, Tiverton regions

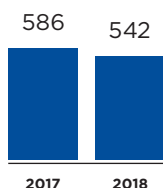
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 12.92%

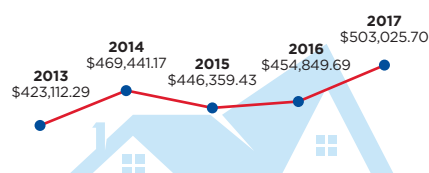
Units sold in Q1:



Units sold in Q1 percent change:

↓ 7.51%

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 & bath(s)
- Updated windows & doors

"MUST HAVE" AMENITIES FOR BUYERS:

- Large yard
- Updated kitchen & bath(s)

TOP UP-AND-COMING NEIGHBORHOODS:

The Point – Newport, Yachting Village – Newport, Sea Meadow, Portsmouth

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:

\$1,493,350.00

2018 MARKET TRENDS REPORT

RE/MAX

BRISTOL COUNTY

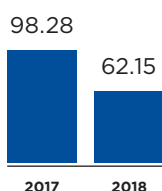
RHODE ISLAND

↑ **16.35%**
AVERAGE SALES PRICE FOR Q1
PERCENT CHANGE

2017 \$384,314.35
2018 \$447,162.56

Bristol, Barrington, Warren regions

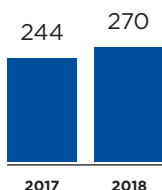
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ **36.76%**

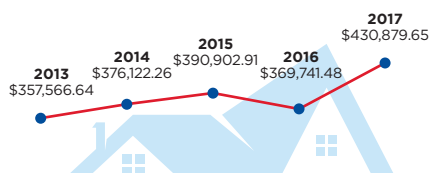
Units sold in Q1:



Units sold in Q1 percent change:

↑ **10.66%**

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



BUYERS WITH FAMILIES

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:

2-3 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

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

"MUST HAVE" AMENITIES FOR BUYERS:

- Walkable community
- Updated kitchen & bath(s)

TOP UP-AND-COMING NEIGHBORHOODS:

Riverside/East Providence, Downtown Warren, Downtown Bristol, Hampden Meadows, Barrington

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:
\$1,276,992.31

2018 MARKET TRENDS REPORT

RE/MAX

KENT COUNTY

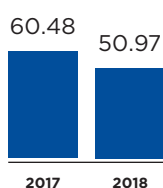
RHODE ISLAND

2017 \$224,154.49
2018 \$240,414.40

↑ 7.25%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

East Greenwich, West Greenwich,
Coventry, Warwick, West Warwick regions

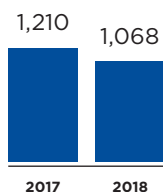
Average days on
market for Q1:



Average days on market for
Q1 percent
change:

↓ 15.72%

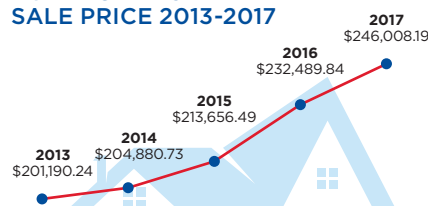
Units sold in Q1:



Units sold
in Q1 percent
change:

↓ 11.74%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**SELLERS'
MARKET**

Typical Seller:



**MOVE-UP
SELLERS**

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

+/- 7 DAYS

**RECOMMENDED
RENOVATIONS
FOR SELLERS:**

- Renovated kitchen & bath(s)
- New appliances

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Walkable community
- Newly built home
- Updated kitchen & bath(s)

**TOP UP-AND-COMING
NEIGHBORHOODS:**

Hill & Harbor district
of East Greenwich

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:
\$970,000.00

**2018 MARKET
TRENDS REPORT**

RE/MAX



VERMONT

Mostly a seller's market, Vermont is seeing properties go fairly quickly. The average days on market for a property has decreased by nearly 11% and average sales price has increased by 3.25% compared to this time last year, the lowest increase in New England.

With a lack of inventory and not enough new properties being built or coming onto market, there's been a recent shift towards rental housing in Vermont. This has also reinforced the sellers' market – in the sub-\$400,000 market, sellers are getting away with doing less for their properties as buyers become increasingly pressed to make offers quickly and accept homes as is.

The luxury market in Vermont isn't faring as well as other New England states with Vermont being the only other state in New England besides Rhode Island to show a decrease in average luxury sales price – compared to this time last year, Vermont's average luxury sales price dropped about 8% to \$1,336,033 from \$1,455,537.

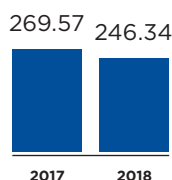
SOUTHERN VERMONT

2017 \$262,914.44
2018 \$303,882.45

↑ 15.58%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Bennington county

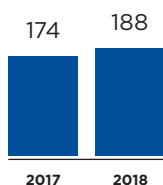
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 8.62%

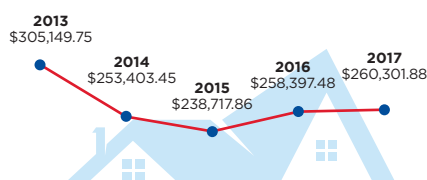
Units sold in Q1:



Units sold in Q1 percent change:

↑ 8.05%

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



BUYERS WITH FAMILIES

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



SELLERS' MARKET

Typical Seller:



MOVE-UP SELLERS

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

+/- 30 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Renovated kitchen & bath(s)
- Clean, decluttered home

"MUST HAVE" AMENITIES FOR BUYERS:

- Large yard
- Updated kitchen & bath(s)
- Views

TOP UP-AND-COMING NEIGHBORHOODS:

N/A

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:
\$1,266,000.00

**2018 MARKET
TRENDS REPORT**

RE/MAX

CENTRAL VERMONT

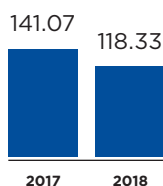
VERMONT

2017 2018
\$263,407.09 \$275,144.89

↑ 4.46%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Chittenden, Rutland counties

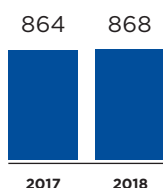
Average days on
market for Q1:



Average days on
market for
Q1 percent
change:

↓ 16.12%

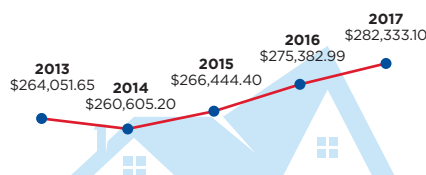
Units sold in Q1:



Units sold
in Q1 percent
change:

↑ 0.46%

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



**BALANCED
MARKET**

Typical Seller:



**SINGLE
SELLERS**

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

+/- 30 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:

- Modern paint colors
- Clean, decluttered home

"MUST HAVE" AMENITIES FOR BUYERS:

- Updated kitchen & bath(s)

TOP UP-AND-COMING NEIGHBORHOODS:

Rutland Town,
Clarendon, Ira

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:

\$1,309,628.57

**2018 MARKET
TRENDS REPORT**

RE/MAX®

CHAMPLAIN VALLEY

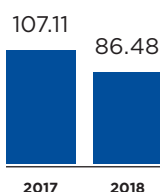
VERMONT

2017 2018
\$297,619.10 \$297,138.44

↓ 0.16%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Chittenden, Clinton, Essex counties

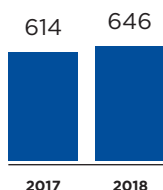
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 19.26%

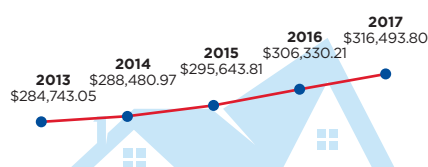
Units sold in Q1:



Units sold in Q1 percent change:

↑ 5.21%

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:

+/- 30 DAYS

RECOMMENDED
RENOVATIONS
FOR SELLERS:

- Renovated kitchen & bath(s)
- Clean, decluttered home

"MUST HAVE"
AMENITIES
FOR BUYERS:

- Updated kitchen & bath(s)

TOP UP-AND-COMING
NEIGHBORHOODS:

Hinesburg, Milton,
Westford

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:
\$1,050,000.00

2018 MARKET
TRENDS REPORT

RE/MAX®

THE ISLANDS VERMONT

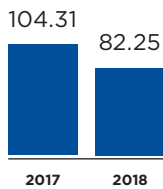
2017 2018
\$282,373.60 \$280,313.84

↓ 0.73%

AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

Chittenden, Franklin counties

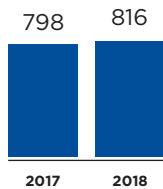
Average days on
market for Q1:



Average days on
market for
Q1 percent
change:

↓ 21.15%

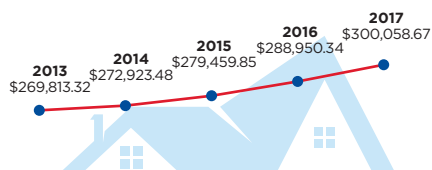
Units sold in Q1:



Units sold
in Q1 percent
change:

↑ 2.26%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Typical Seller:



**RETIREE
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
- Updated windows & doors
- Clean, decluttered home

**"MUST HAVE"
AMENITIES
FOR BUYERS:**

- Walkable community
- Proximity to retail & restaurants
- Proximity to job centers

**TOP UP-AND-COMING
NEIGHBORHOODS:**

Georgia, Fairfax,
Monkton, Starksboro,
Bristol

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:
\$1,050,000.00

**2018 MARKET
TRENDS REPORT**

RE/MAX®

NORTHEAST KINGDOM

VERMONT

↓ 9.12%

AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017
\$157,868.52

2018
\$143,472.30

Orleans, Caledonia counties

Average days on
market for Q1:

214.33 198.70



2017 2018

Average days on market for
Q1 percent
change:

↓ 7.29%

Units sold in Q1:

218 220

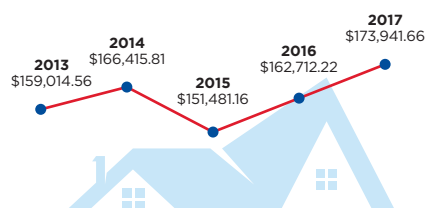


2017 2018

Units sold
in Q1 percent
change:

↑ 0.92%

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:



BUYERS'
MARKET

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

ONE MONTH OR LONGER

RECOMMENDED
RENOVATIONS
FOR SELLERS:

- Renovated kitchen
- New appliances
- Clean, decluttered home

"MUST HAVE"
AMENITIES
FOR BUYERS:

- Move-in ready

TOP UP-AND-COMING
NEIGHBORHOODS:

Danville, Lyndonville,
Barre

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

CONTACTS

MASSACHUSETTS

GREATER BOSTON

Paul Turcotte
RE/MAX Destiny
(617) 576-3800

NORTH SHORE

Kathy Sullivan
RE/MAX On the Move |
Insight | Advantage
(978) 927-9100

CAPE COD

Gregg Russo
RE/MAX Long Point
(508) 487-7711

MARTHA'S VINEYARD & NANTUCKET

Doug Reece
RE/MAX On Island
(508) 696-3704

METRO WEST

Bill Wright
RE/MAX Executive Realty
(508) 435-6700

GREATER WORCESTER

Jeff Burk
RE/MAX Vision
(508) 595-9900

MERRIMACK VALLEY

Tom Carroll
RE/MAX Partners
(978) 475-2100

PIONEER VALLEY

Matt Jackson
RE/MAX Swift River Valley
(413) 345-6650

BERKSHIRES

Bill Miner
RE/MAX Compass
(413) 568-0040

CONNECTICUT

NORTHEASTERN

Mike Meehan
RE/MAX Bell Park Realty
(860) 774-7600

MIDDLESEX COUNTY

Craig Milton
RE/MAX Valley Shore
(860) 388-1228

HARTFORD COUNTY

Lou Mira
RE/MAX Premier Realtors
(860) 561-6106

FAIRFIELD COUNTY

Jeff Wright
RE/MAX Right Choice
(203) 268-1118

NEW HAVEN COUNTY

Greg Scott
RE/MAX Alliance
(203) 488-1641

TOLLAND COUNTY

Earl Melendy
RE/MAX Destination
(860) 875-1818

MAINE

YORK COUNTY & MAINE BEACHES

Don Wunder
RE/MAX Realty One
(207) 363-2497

GREATER PORTLAND

Derrick Buckspan
RE/MAX Shoreline
(207) 553-7500

MIDCOAST

Sue Spann
RE/MAX Riverside
(207) 725-8505

DOWNEAST

Ellis Cohn
RE/MAX Jaret & Cohn
(207) 236-9626

AROOSTOOK

Jane Towle
RE/MAX Central
(207) 769-2900

LAKES & MOUNTAIN

Casey Gray
RE/MAX Coastal
(207) 773-6400

NEW HAMPSHIRE GREATER MANCHESTER

Joe Beauchemin
RE/MAX Synergy
(603) 472-3900

LAKES REGION

Chris Kelly
RE/MAX Bayside
(603) 279-0079

MERRIMACK VALLEY

Rick Stoudt
RE/MAX Properties
(603) 589-8800

WHITE MOUNTAINS

Paul Wheeler
RE/MAX Presidential
(603) 356-9444

GREAT NORTH WOODS

Matt Martel
RE/MAX Northern Edge Realty
(603) 752-0003

MANADNOCK

Rebecca Lehtonen
RE/MAX Town Square
(603) 878-3242

DARTMOUTH

Gerry Stark
RE/MAX Upper Valley Partners
(603) 298-8900

PORTSMOUTH

Dan Twombly
RE/MAX On the Move |
Insight | Advantage
(603) 964-3300

RHODE ISLAND WASHINGTON COUNTY

Mike Mita
RE/MAX Flagship
(401) 789-2255

NEWPORT COUNTY

Bruce Allen
RE/MAX Professionals of Newport
(401) 849-0100

BRISTOL COUNTY

Michelle Cartwright
RE/MAX River's Edge
(401) 245-2000

KENT COUNTY

David Iannucci
RE/MAX Professionals
(401) 884-6050

VERMONT

SOUTHERN VERMONT

David Citron
RE/MAX Four Seasons
(802) 362-4067

CENTRAL VERMONT

Josh Lemieux
RE/MAX Summit
(802) 772-0670

CHAMPLAIN VALLEY

Rich Gardner
RE/MAX North Professionals
(802) 655-3333

THE ISLANDS

David Parsons
RE/MAX North Professionals
(802) 655-3333

NORTHEAST KINGDOM

Russ Ingalls
RE/MAX All Seasons Realty
(802) 626-4343





**About RE/MAX INTEGRA and
RE/MAX INTEGRA, New England:**

Since its inception in 1985, RE/MAX of New England has grown to over 200 offices and 2,700 Sales Associates throughout Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont, providing franchised residential and commercial real estate services to its franchisees and their real estate professionals.

