

The Real Estate Insider

Current Sales Data, Trends and Property Offerings in the Boston Real Estate Market by Marsh Properties - Since 1992

The Best Months to Sell Your Property

A six year analysis of quarterly condominium sales showed that the Spring quarter (April 1st - June 30th) and the Summer quarter (July 1st - Sept. 30th) represent the premier selling season.

These two quarters record the most sales, eclipsing sales in the 1st and 4th quarters most every year.

Sellers flood the market with inventory knowing the buyers will be out in droves. These buyers are energized as the grey of winter gives way to warmer weather and blooming flowers and trees.

Well, April is here! If your goal is to sell in 2018, we recommend getting your property on the market ASAP. If you list with Marsh Properties, we'll sell your property during this premier selling season at the highest price possible; as our Brokers have done for your friends, associates and neighbor since 1984!

Note: We chose to highlight the Back Bay and Waterfront neighborhoods. The sales data below, however, generally exemplifies trends



<u>Neighborhood</u>	<u>Year</u>	<u>Q1 Sales</u>	<u>Q2 Sales</u>	<u>Q3 Sales</u>	<u>Q4 Sales</u>
Back Bay	2012	79 (14%)	172 (30%)	180 (31%)	145 (25%)
	2013	85 (17%)	139 (27%)	176 (34%)	112 (22%)
	2014	74 (14%)	143 (33%)	129 (29%)	94 (21%)
	2015	54 (12%)	143 (33%)	137 (31%)	102 (23%)
	2016	93 (20%)	130 (28%)	128 (27%)	117 (25%)
	2017	77(19%)	126(30%)	120(29%)	93(22%)
	Waterfront	2012	27 (15%)	56 (31%)	56 (31%)
2013		16 (9%)	58 (34%)	55 (32%)	41 (24%)
2014		33 (21%)	37 (24%)	47 (31%)	36 (24%)
2015		34 (22%)	44 (28%)	47 (30%)	31 (20%)
2016		32 (21%)	43 (28%)	51 (33%)	29 (18%)
2017		25 (15%)	41 (24%)	47 (28%)	56 (33%)



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