

Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 7.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.3%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 27.2%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	621	622	+ 0.2%	4,818	4,755	- 1.3%
Closed Sales	760	695	- 8.6%	4,324	4,282	- 1.0%
Median Sales Price*	\$289,101	\$315,000	+ 9.0%	\$275,000	\$290,000	+ 5.5%
Inventory of Homes for Sale	1,994	1,447	- 27.4%	--	--	--
Months Supply of Inventory	3.8	2.7	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	80	52	- 35.1%	99	62	- 36.9%
Percent of Original List Price Received*	97.4%	98.3%	+ 0.9%	96.2%	97.7%	+ 1.6%
New Listings	760	784	+ 3.2%	6,243	6,030	- 3.4%

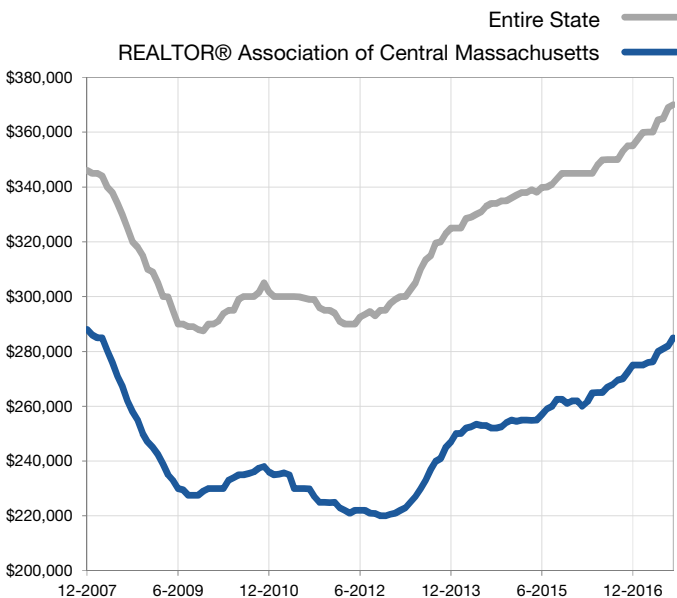
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	145	185	+ 27.6%	1,148	1,153	+ 0.4%
Closed Sales	167	159	- 4.8%	1,048	1,048	0.0%
Median Sales Price*	\$220,000	\$241,000	+ 9.5%	\$209,900	\$220,000	+ 4.8%
Inventory of Homes for Sale	419	309	- 26.3%	--	--	--
Months Supply of Inventory	3.3	2.4	- 27.9%	--	--	--
Cumulative Days on Market Until Sale	80	60	- 25.3%	91	67	- 26.6%
Percent of Original List Price Received*	97.2%	98.1%	+ 0.9%	96.8%	97.7%	+ 0.9%
New Listings	163	182	+ 11.7%	1,432	1,392	- 2.8%

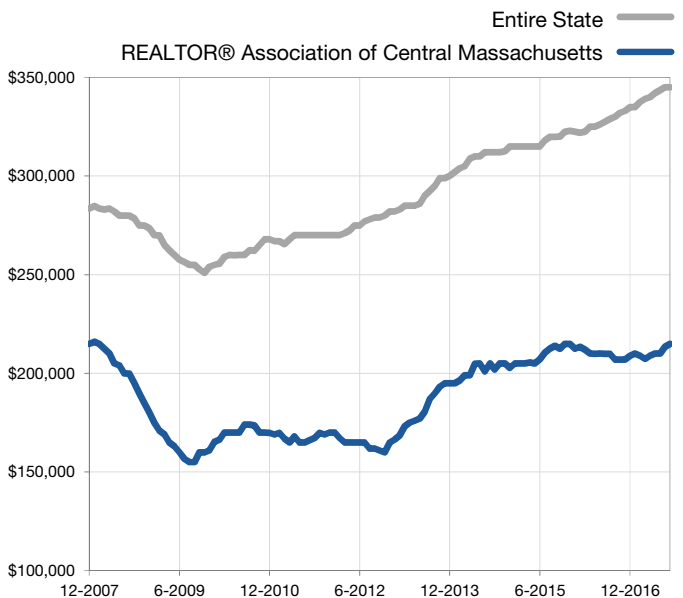
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.