

Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

+ 6.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.1%

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

- 27.3%

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

Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	526	629	+ 19.6%	5,872	5,935	+ 1.1%
Closed Sales	551	583	+ 5.8%	5,495	5,443	- 0.9%
Median Sales Price*	\$284,000	\$290,000	+ 2.1%	\$275,000	\$290,000	+ 5.5%
Inventory of Homes for Sale	1,937	1,421	- 26.6%	--	--	--
Months Supply of Inventory	3.6	2.6	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	72	58	- 19.8%	93	61	- 34.4%
Percent of Original List Price Received*	96.7%	97.8%	+ 1.1%	96.3%	97.8%	+ 1.6%
New Listings	677	712	+ 5.2%	7,695	7,631	- 0.8%

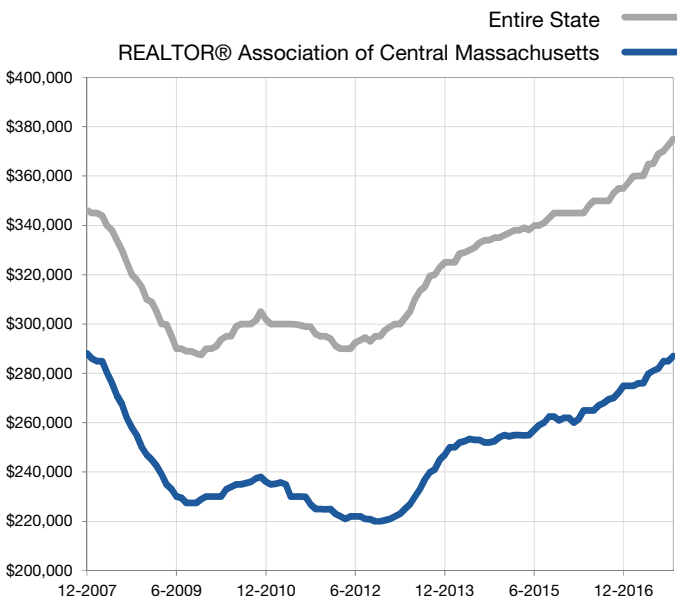
Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	114	173	+ 51.8%	1,394	1,448	+ 3.9%
Closed Sales	129	143	+ 10.9%	1,304	1,340	+ 2.8%
Median Sales Price*	\$217,000	\$209,500	- 3.5%	\$209,000	\$220,000	+ 5.3%
Inventory of Homes for Sale	417	290	- 30.5%	--	--	--
Months Supply of Inventory	3.3	2.2	- 34.3%	--	--	--
Cumulative Days on Market Until Sale	76	54	- 29.3%	88	64	- 26.6%
Percent of Original List Price Received*	96.1%	99.4%	+ 3.4%	96.6%	98.1%	+ 1.5%
New Listings	149	160	+ 7.4%	1,765	1,723	- 2.4%

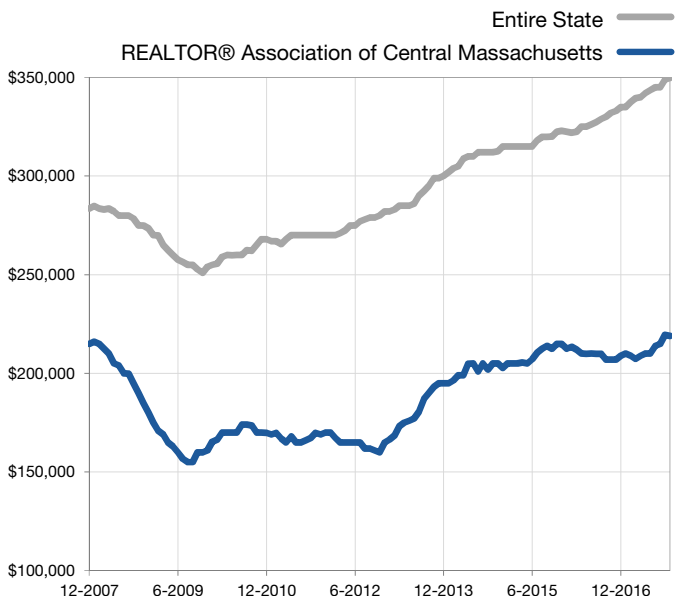
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.