

Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 7.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.0%

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

- 24.7%

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	530	686	+ 29.4%	5,347	5,366	+ 0.4%
Closed Sales	619	555	- 10.3%	4,943	4,850	- 1.9%
Median Sales Price*	\$265,000	\$289,950	+ 9.4%	\$274,575	\$290,000	+ 5.6%
Inventory of Homes for Sale	2,015	1,524	- 24.4%	--	--	--
Months Supply of Inventory	3.8	2.8	- 25.2%	--	--	--
Cumulative Days on Market Until Sale	70	53	- 24.3%	95	61	- 35.6%
Percent of Original List Price Received*	96.9%	98.6%	+ 1.8%	96.3%	97.8%	+ 1.6%
New Listings	775	889	+ 14.7%	7,017	6,918	- 1.4%

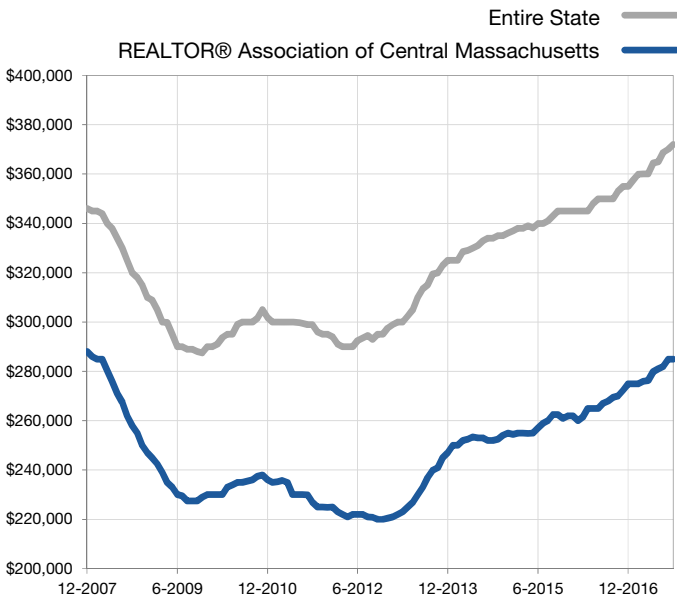
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	133	154	+ 15.8%	1,280	1,293	+ 1.0%
Closed Sales	127	138	+ 8.7%	1,175	1,193	+ 1.5%
Median Sales Price*	\$189,900	\$234,500	+ 23.5%	\$207,500	\$222,000	+ 7.0%
Inventory of Homes for Sale	427	315	- 26.2%	--	--	--
Months Supply of Inventory	3.4	2.4	- 29.3%	--	--	--
Cumulative Days on Market Until Sale	72	56	- 23.1%	89	66	- 26.1%
Percent of Original List Price Received*	95.7%	99.4%	+ 3.9%	96.7%	97.9%	+ 1.3%
New Listings	184	169	- 8.2%	1,617	1,562	- 3.4%

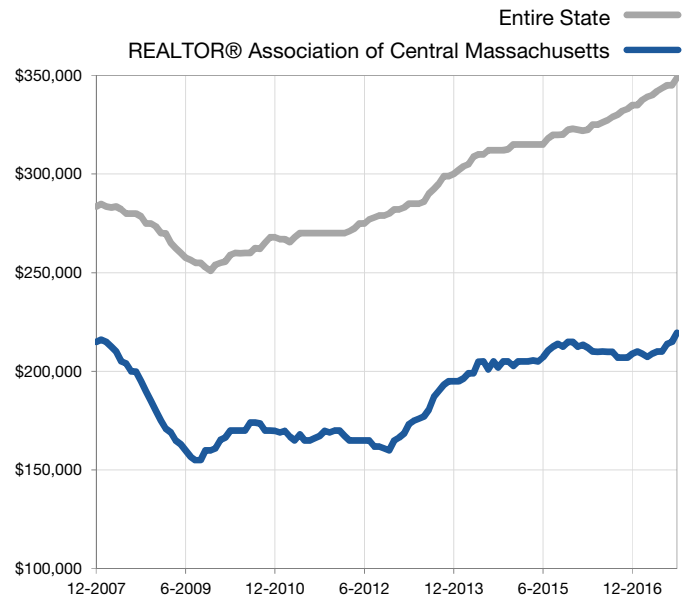
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.