

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 11.3%

+ 2.9%

- 15.6%

Year-Over-Year
Change in
Closed Sales
All Properties

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

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

Single-Family Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	540	615	+ 13.9%	540	615	+ 13.9%
Closed Sales	589	501	-14.9%	589	501	-14.9%
Median Sales Price*	\$265,000	\$270,000	+ 1.9%	\$265,000	\$270,000	+ 1.9%
Inventory of Homes for Sale	1,693	1,494	-11.8%	--	--	--
Months Supply of Inventory	2.1	1.9	-9.5%	--	--	--
Cumulative Days on Market Until Sale	70	72	+ 2.9%	70	72	+ 2.9%
Percent of Original List Price Received*	96.6%	94.6%	-2.1%	96.6%	94.6%	-2.1%
New Listings	587	682	+ 16.2%	587	682	+ 16.2%

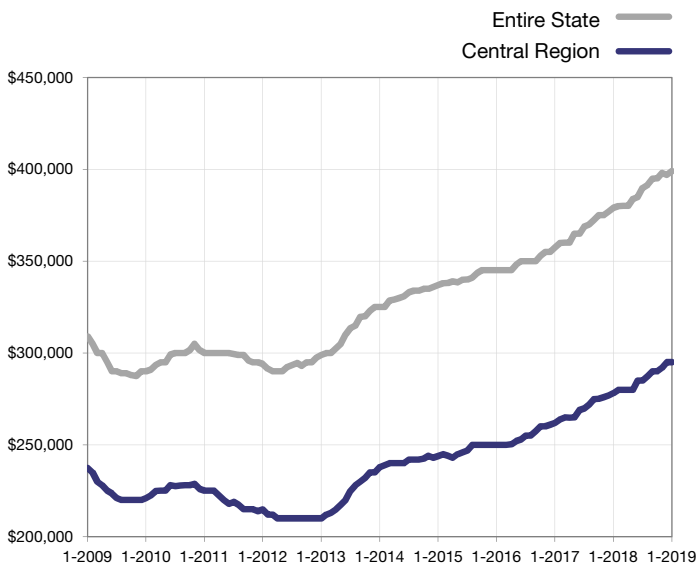
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	126	149	+ 18.3%	126	149	+ 18.3%
Closed Sales	126	107	-15.1%	126	107	-15.1%
Median Sales Price*	\$184,250	\$206,000	+ 11.8%	\$184,250	\$206,000	+ 11.8%
Inventory of Homes for Sale	328	251	-23.5%	--	--	--
Months Supply of Inventory	1.9	1.5	-21.1%	--	--	--
Cumulative Days on Market Until Sale	56	58	+ 3.6%	56	58	+ 3.6%
Percent of Original List Price Received*	97.3%	98.2%	+ 0.9%	97.3%	98.2%	+ 0.9%
New Listings	140	143	+ 2.1%	140	143	+ 2.1%

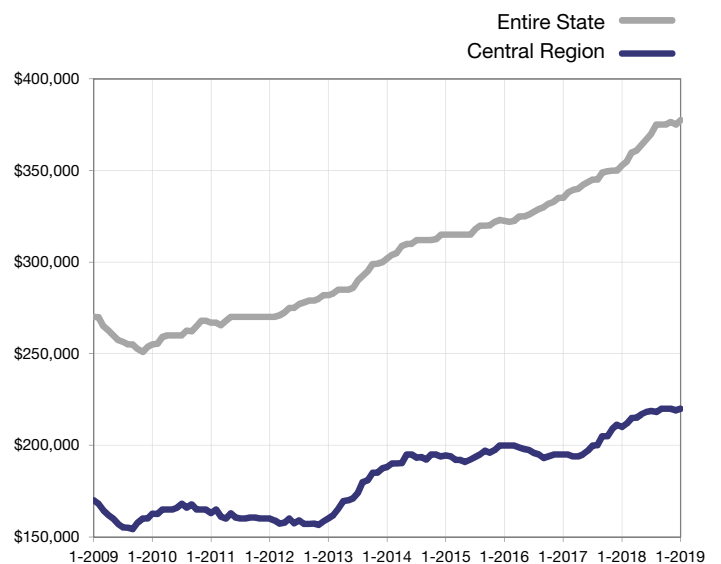
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.