

Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 10.7%

+ 5.8%

- 15.8%

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

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	496	548	+ 10.5%	9,502	9,452	-0.5%
Closed Sales	800	708	-11.5%	9,564	9,352	-2.2%
Median Sales Price*	\$269,200	\$290,000	+ 7.7%	\$277,000	\$295,000	+ 6.5%
Inventory of Homes for Sale	1,849	1,608	-13.0%	--	--	--
Months Supply of Inventory	2.3	2.1	-8.7%	--	--	--
Cumulative Days on Market Until Sale	64	65	+ 1.6%	64	55	-14.1%
Percent of Original List Price Received*	96.0%	95.1%	-0.9%	97.4%	97.6%	+ 0.2%
New Listings	457	425	-7.0%	12,059	12,336	+ 2.3%

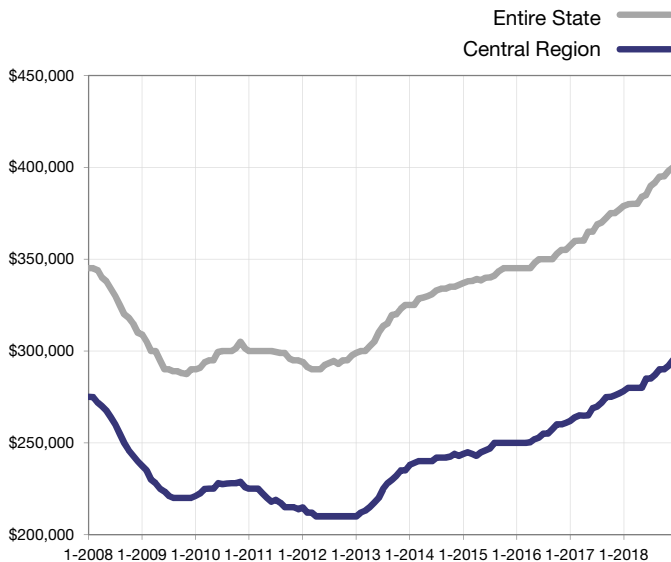
Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	102	105	+ 2.9%	2,064	2,006	-2.8%
Closed Sales	177	149	-15.8%	2,087	2,004	-4.0%
Median Sales Price*	\$230,000	\$212,500	-7.6%	\$211,250	\$219,000	+ 3.7%
Inventory of Homes for Sale	346	273	-21.1%	--	--	--
Months Supply of Inventory	2.0	1.6	-20.0%	--	--	--
Cumulative Days on Market Until Sale	68	57	-16.2%	66	54	-18.2%
Percent of Original List Price Received*	98.1%	97.9%	-0.2%	98.0%	98.6%	+ 0.6%
New Listings	94	81	-13.8%	2,414	2,378	-1.5%

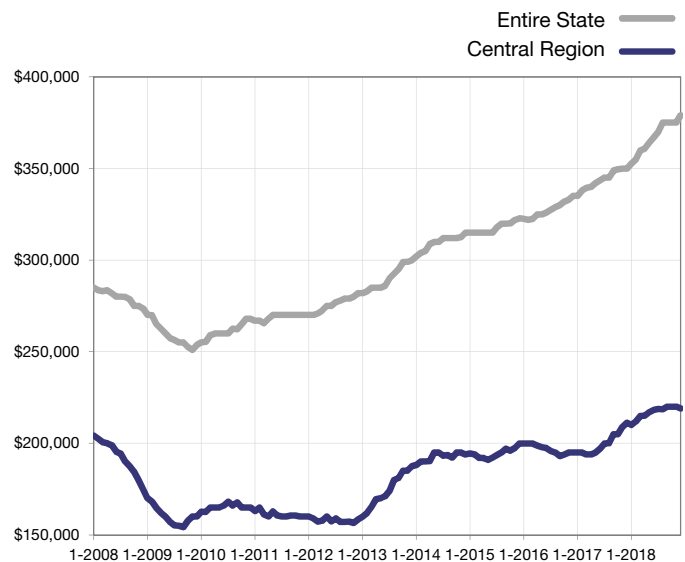
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.