

Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

+ 2.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.4%

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

- 28.8%

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

Single-Family Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 665 | 753 | + 13.2% | 2,047 | 2,128 | + 4.0% |
| Closed Sales | 438 | 437 | - 0.2% | 1,524 | 1,509 | - 1.0% |
| Median Sales Price* | \$275,000 | \$293,500 | + 6.7% | \$265,000 | \$285,000 | + 7.5% |
| Inventory of Homes for Sale | 1,447 | 1,074 | - 25.8% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 1.9 | - 26.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 76 | 59 | - 21.5% | 80 | 69 | - 14.1% |
| Percent of Original List Price Received* | 97.9% | 98.4% | + 0.5% | 96.5% | 97.2% | + 0.7% |
| New Listings | 824 | 954 | + 15.8% | 2,616 | 2,533 | - 3.2% |

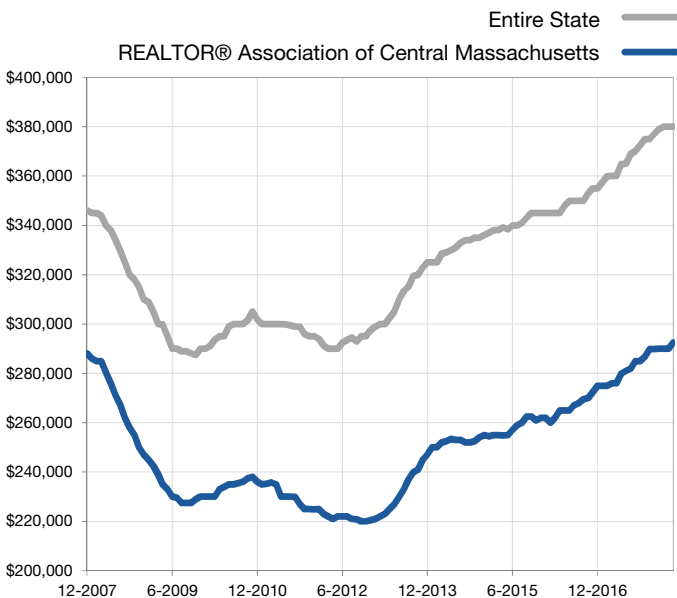
Condominium Properties

| | April | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 124 | 189 | + 52.4% | 496 | 535 | + 7.9% |
| Closed Sales | 107 | 119 | + 11.2% | 408 | 385 | - 5.6% |
| Median Sales Price* | \$206,250 | \$224,900 | + 9.0% | \$196,000 | \$212,000 | + 8.2% |
| Inventory of Homes for Sale | 390 | 234 | - 40.0% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 1.7 | - 41.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 76 | 57 | - 24.4% | 78 | 61 | - 22.8% |
| Percent of Original List Price Received* | 98.0% | 98.8% | + 0.8% | 96.7% | 98.1% | + 1.4% |
| New Listings | 191 | 213 | + 11.5% | 665 | 604 | - 9.2% |

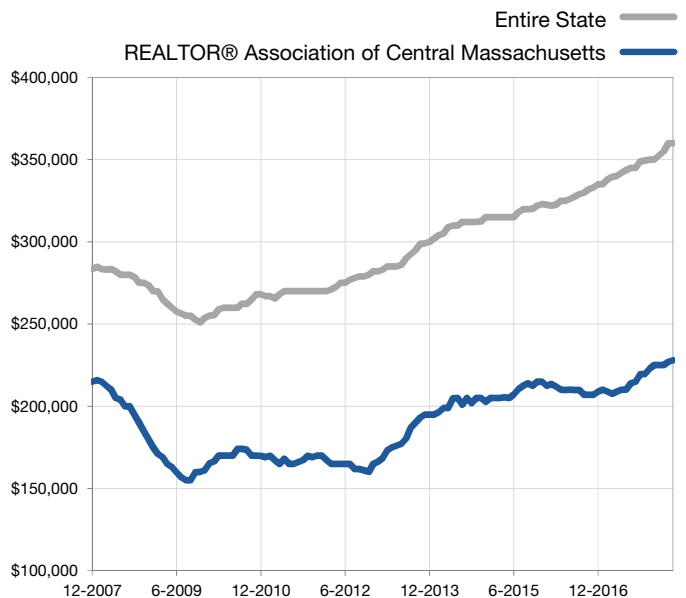
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.