

# Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 14.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 7.5%**

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

**- 13.5%**

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

### Single-Family Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	327	370	+ 13.1%	6,577	6,552	- 0.4%
Closed Sales	573	503	- 12.2%	6,637	6,478	- 2.4%
Median Sales Price*	\$279,085	<b>\$308,500</b>	+ 10.5%	\$289,900	<b>\$308,500</b>	+ 6.4%
Inventory of Homes for Sale	1,225	<b>1,072</b>	- 12.5%	--	--	--
Months Supply of Inventory	2.2	<b>2.0</b>	- 10.3%	--	--	--
Cumulative Days on Market Until Sale	58	<b>65</b>	+ 12.7%	61	<b>54</b>	- 12.3%
Percent of Original List Price Received*	96.5%	<b>95.7%</b>	- 0.8%	97.7%	<b>97.7%</b>	- 0.0%
New Listings	318	<b>288</b>	- 9.4%	8,418	<b>8,590</b>	+ 2.0%

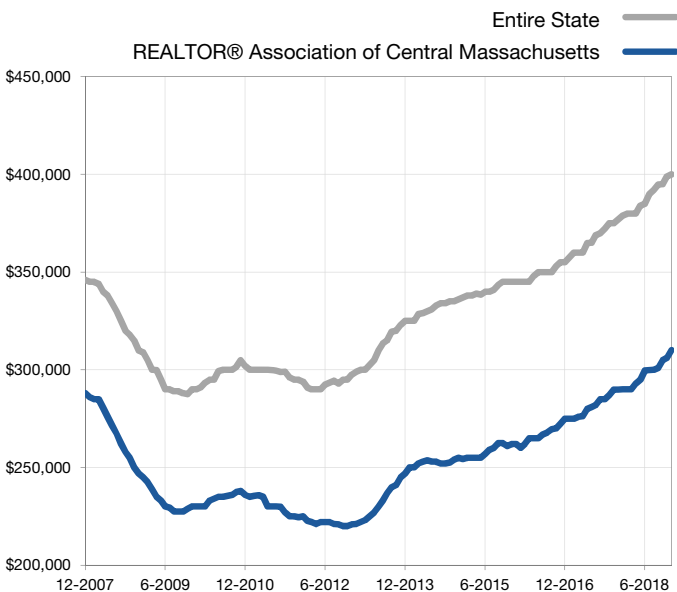
### Condominium Properties

	December			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	78	<b>84</b>	+ 7.7%	1,630	<b>1,555</b>	- 4.6%
Closed Sales	146	<b>115</b>	- 21.2%	1,661	<b>1,549</b>	- 6.7%
Median Sales Price*	\$245,500	<b>\$231,000</b>	- 5.9%	\$225,000	<b>\$229,500</b>	+ 2.0%
Inventory of Homes for Sale	271	<b>222</b>	- 18.1%	--	--	--
Months Supply of Inventory	2.0	<b>1.7</b>	- 12.2%	--	--	--
Cumulative Days on Market Until Sale	69	<b>57</b>	- 17.0%	64	<b>53</b>	- 17.5%
Percent of Original List Price Received*	98.1%	<b>98.2%</b>	+ 0.1%	98.0%	<b>98.6%</b>	+ 0.6%
New Listings	79	<b>62</b>	- 21.5%	1,916	<b>1,868</b>	- 2.5%

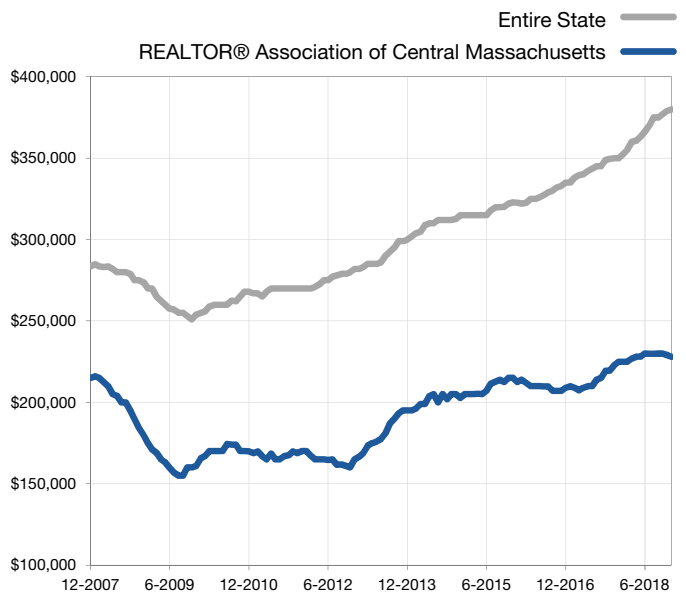
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.