

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 13.3%

+ 1.9%

- 13.0%

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	395	423	+ 7.1%	395	423	+ 7.1%
Closed Sales	394	342	- 13.2%	394	342	- 13.2%
Median Sales Price*	\$283,750	\$285,000	+ 0.4%	\$283,750	\$285,000	+ 0.4%
Inventory of Homes for Sale	1,130	1,002	- 11.3%	--	--	--
Months Supply of Inventory	2.0	1.9	- 8.4%	--	--	--
Cumulative Days on Market Until Sale	68	77	+ 12.8%	68	77	+ 12.8%
Percent of Original List Price Received*	96.5%	95.0%	- 1.6%	96.5%	95.0%	- 1.6%
New Listings	437	492	+ 12.6%	437	492	+ 12.6%

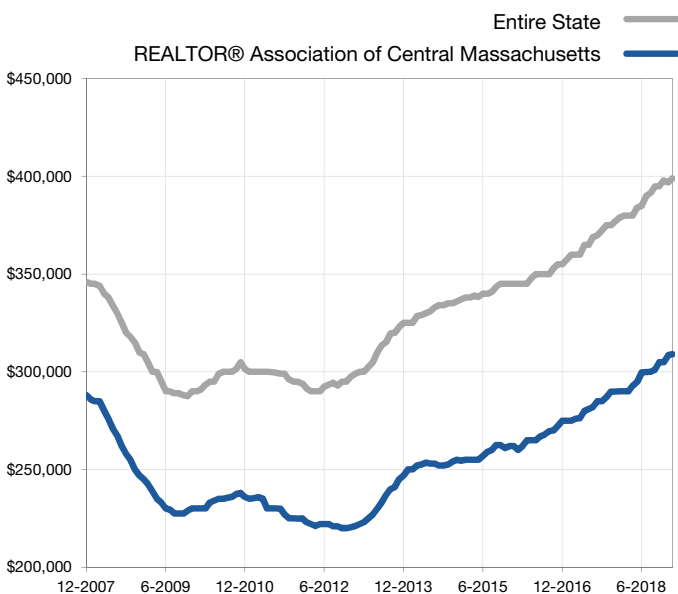
Condominium Properties

	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	91	116	+ 27.5%	91	116	+ 27.5%
Closed Sales	96	83	- 13.5%	96	83	- 13.5%
Median Sales Price*	\$189,500	\$210,950	+ 11.3%	\$189,500	\$210,950	+ 11.3%
Inventory of Homes for Sale	259	207	- 20.1%	--	--	--
Months Supply of Inventory	1.9	1.6	- 14.2%	--	--	--
Cumulative Days on Market Until Sale	49	56	+ 12.8%	49	56	+ 12.8%
Percent of Original List Price Received*	97.1%	98.7%	+ 1.6%	97.1%	98.7%	+ 1.6%
New Listings	101	112	+ 10.9%	101	112	+ 10.9%

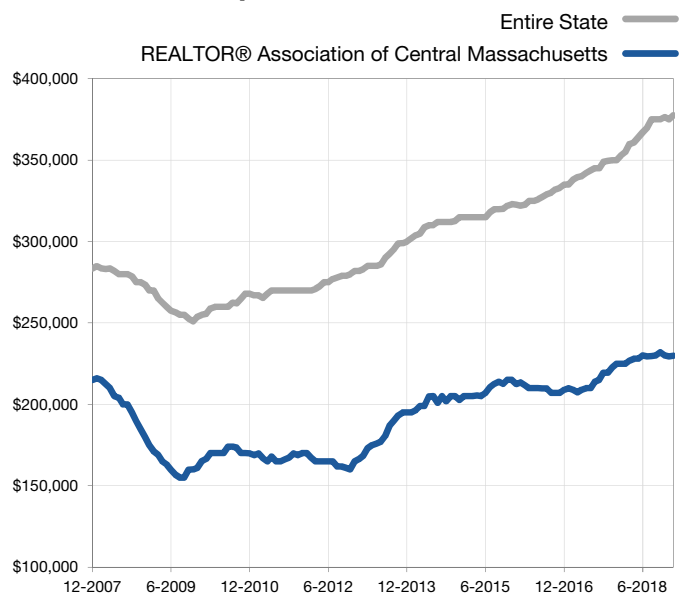
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.