

# Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**+ 2.6%**

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

**+ 3.4%**

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

**- 15.4%**

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

### Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	552	<b>633</b>	+ 14.7%	4,048	<b>4,170</b>	+ 3.0%
Closed Sales	682	<b>725</b>	+ 6.3%	3,591	<b>3,570</b>	- 0.6%
Median Sales Price*	\$302,950	<b>\$314,400</b>	+ 3.8%	\$285,000	<b>\$304,000</b>	+ 6.7%
Inventory of Homes for Sale	1,644	<b>1,459</b>	- 11.3%	--	--	--
Months Supply of Inventory	3.0	<b>2.6</b>	- 11.6%	--	--	--
Cumulative Days on Market Until Sale	47	<b>43</b>	- 8.7%	65	<b>55</b>	- 14.9%
Percent of Original List Price Received*	98.9%	<b>98.7%</b>	- 0.2%	97.6%	<b>98.1%</b>	+ 0.5%
New Listings	712	<b>777</b>	+ 9.1%	5,243	<b>5,408</b>	+ 3.1%

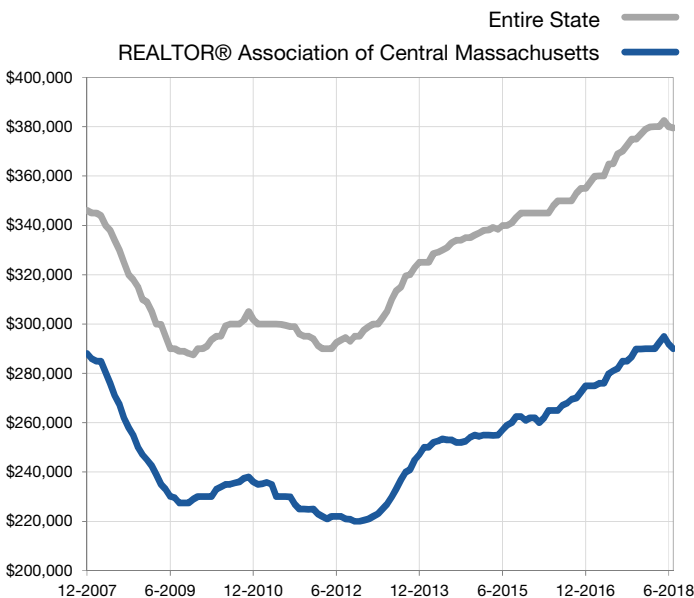
### Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	132	<b>157</b>	+ 18.9%	956	<b>985</b>	+ 3.0%
Closed Sales	156	<b>135</b>	- 13.5%	892	<b>852</b>	- 4.5%
Median Sales Price*	\$236,500	<b>\$228,000</b>	- 3.6%	\$215,200	<b>\$224,950</b>	+ 4.5%
Inventory of Homes for Sale	395	<b>267</b>	- 32.4%	--	--	--
Months Supply of Inventory	3.0	<b>2.0</b>	- 34.0%	--	--	--
Cumulative Days on Market Until Sale	69	<b>41</b>	- 39.8%	68	<b>54</b>	- 20.6%
Percent of Original List Price Received*	98.4%	<b>98.8%</b>	+ 0.4%	97.7%	<b>98.7%</b>	+ 1.1%
New Listings	181	<b>183</b>	+ 1.1%	1,216	<b>1,166</b>	- 4.1%

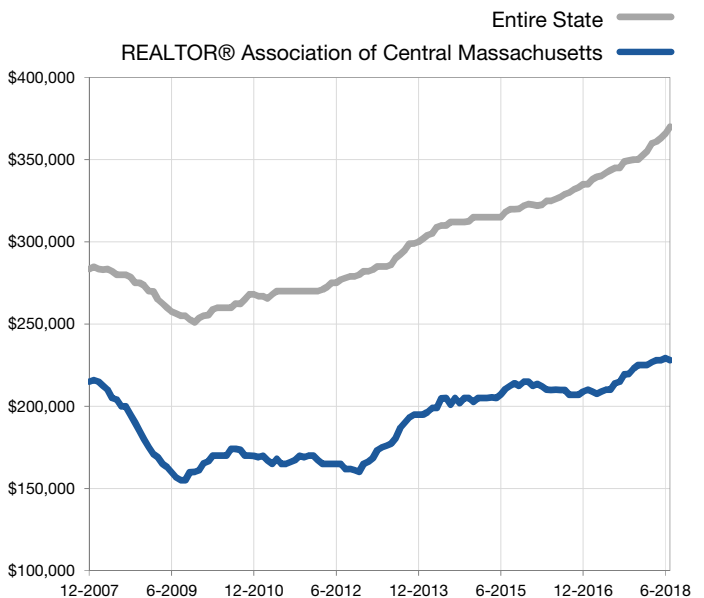
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.