

Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 5.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.2%

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

- 35.8%

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

Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	601	587	- 2.3%	1,382	1,421	+ 2.8%
Closed Sales	384	373	- 2.9%	1,086	1,065	- 1.9%
Median Sales Price*	\$269,950	\$276,500	+ 2.4%	\$262,594	\$280,000	+ 6.6%
Inventory of Homes for Sale	1,412	915	- 35.2%	--	--	--
Months Supply of Inventory	2.6	1.7	- 35.7%	--	--	--
Cumulative Days on Market Until Sale	82	78	- 5.2%	82	73	- 11.1%
Percent of Original List Price Received*	96.5%	96.9%	+ 0.4%	95.9%	96.7%	+ 0.8%
New Listings	830	649	- 21.8%	1,792	1,581	- 11.8%

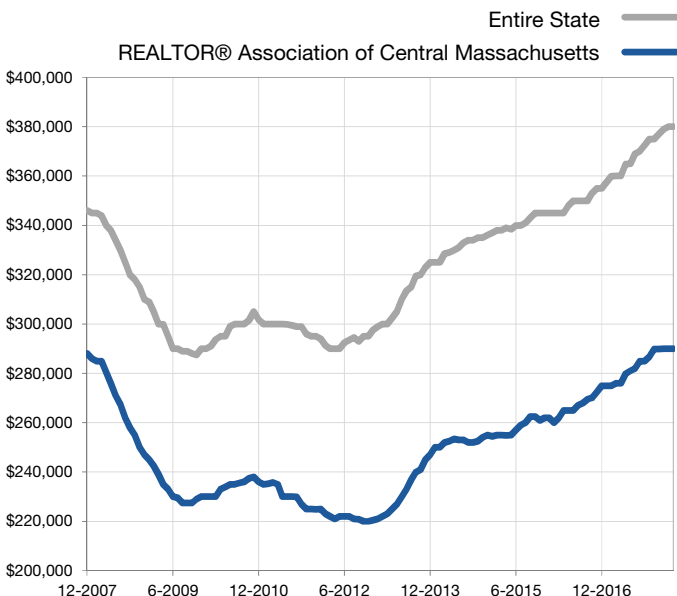
Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	166	154	- 7.2%	372	355	- 4.6%
Closed Sales	112	98	- 12.5%	301	265	- 12.0%
Median Sales Price*	\$172,000	\$211,400	+ 22.9%	\$191,450	\$199,900	+ 4.4%
Inventory of Homes for Sale	344	213	- 38.1%	--	--	--
Months Supply of Inventory	2.6	1.6	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	72	79	+ 9.7%	79	62	- 21.7%
Percent of Original List Price Received*	96.0%	98.4%	+ 2.5%	96.2%	97.7%	+ 1.6%
New Listings	214	167	- 22.0%	474	391	- 17.5%

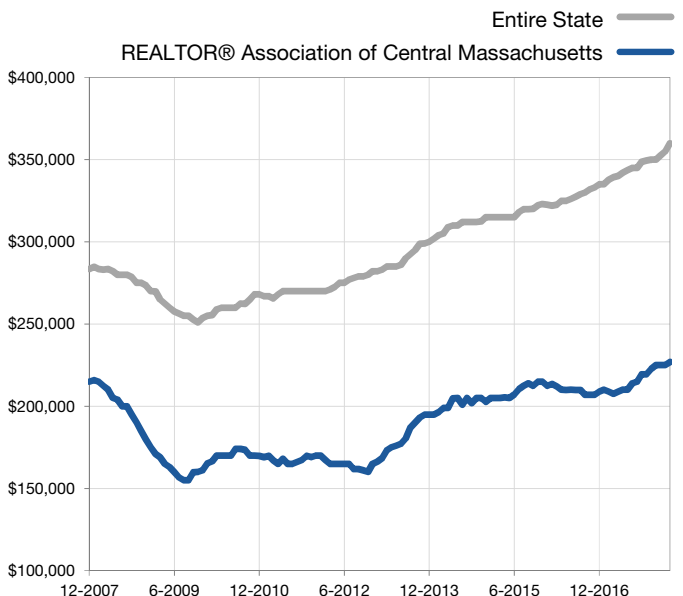
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.