

# Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 8.2%**

**+ 5.5%**

**- 7.4%**

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

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	563	<b>615</b>	+ 9.2%	5,786	<b>5,790</b>	+ 0.1%
Closed Sales	600	<b>546</b>	- 9.0%	5,475	<b>5,402</b>	- 1.3%
Median Sales Price*	\$290,000	<b>\$305,000</b>	+ 5.2%	\$290,000	<b>\$309,900</b>	+ 6.9%
Inventory of Homes for Sale	1,705	<b>1,597</b>	- 6.3%	--	--	--
Months Supply of Inventory	3.1	<b>2.9</b>	- 6.6%	--	--	--
Cumulative Days on Market Until Sale	58	<b>50</b>	- 13.0%	61	<b>53</b>	- 14.4%
Percent of Original List Price Received*	97.8%	<b>96.8%</b>	- 1.0%	97.9%	<b>98.0%</b>	+ 0.2%
New Listings	712	<b>738</b>	+ 3.7%	7,621	<b>7,802</b>	+ 2.4%

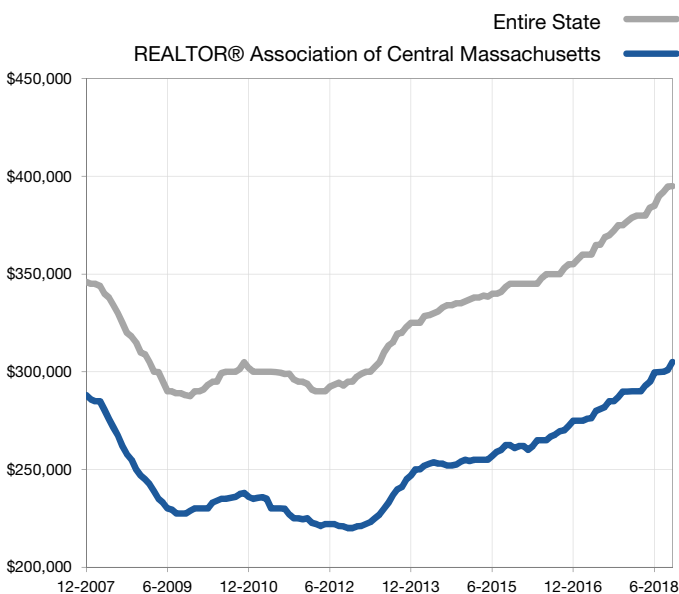
### Condominium Properties

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	163	<b>155</b>	- 4.9%	1,428	<b>1,378</b>	- 3.5%
Closed Sales	146	<b>139</b>	- 4.8%	1,345	<b>1,293</b>	- 3.9%
Median Sales Price*	\$212,250	<b>\$245,000</b>	+ 15.4%	\$221,000	<b>\$229,000</b>	+ 3.6%
Inventory of Homes for Sale	347	<b>304</b>	- 12.4%	--	--	--
Months Supply of Inventory	2.6	<b>2.3</b>	- 12.2%	--	--	--
Cumulative Days on Market Until Sale	54	<b>46</b>	- 13.5%	64	<b>51</b>	- 20.8%
Percent of Original List Price Received*	99.3%	<b>98.0%</b>	- 1.3%	98.1%	<b>98.8%</b>	+ 0.7%
New Listings	161	<b>166</b>	+ 3.1%	1,728	<b>1,701</b>	- 1.6%

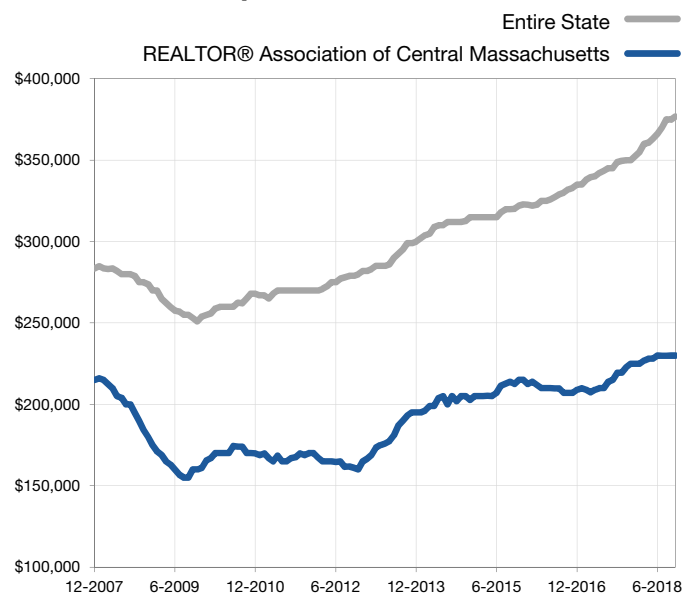
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.