

# Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 3.0%**

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

**+ 7.1%**

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

**- 7.5%**

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

### Single-Family Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	619	<b>541</b>	- 12.6%	5,223	<b>5,238</b>	+ 0.3%
Closed Sales	569	<b>549</b>	- 3.5%	4,875	<b>4,845</b>	- 0.6%
Median Sales Price*	\$289,950	<b>\$315,000</b>	+ 8.6%	\$290,000	<b>\$310,000</b>	+ 6.9%
Inventory of Homes for Sale	1,789	<b>1,686</b>	- 5.8%	--	--	--
Months Supply of Inventory	3.3	<b>3.1</b>	- 7.3%	--	--	--
Cumulative Days on Market Until Sale	54	<b>50</b>	- 7.2%	62	<b>53</b>	- 14.6%
Percent of Original List Price Received*	98.7%	<b>97.7%</b>	- 1.0%	97.9%	<b>98.2%</b>	+ 0.3%
New Listings	885	<b>813</b>	- 8.1%	6,909	<b>7,070</b>	+ 2.3%

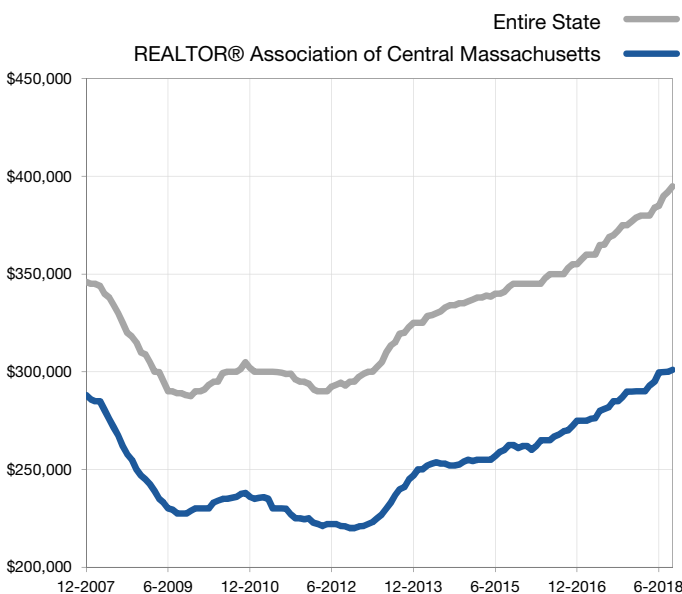
### Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	142	<b>113</b>	- 20.4%	1,265	<b>1,229</b>	- 2.8%
Closed Sales	142	<b>141</b>	- 0.7%	1,199	<b>1,151</b>	- 4.0%
Median Sales Price*	\$234,500	<b>\$245,000</b>	+ 4.5%	\$222,375	<b>\$228,000</b>	+ 2.5%
Inventory of Homes for Sale	380	<b>320</b>	- 15.8%	--	--	--
Months Supply of Inventory	2.9	<b>2.4</b>	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	55	<b>47</b>	- 14.2%	66	<b>52</b>	- 21.6%
Percent of Original List Price Received*	99.4%	<b>99.3%</b>	- 0.1%	98.0%	<b>98.9%</b>	+ 1.0%
New Listings	169	<b>182</b>	+ 7.7%	1,567	<b>1,530</b>	- 2.4%

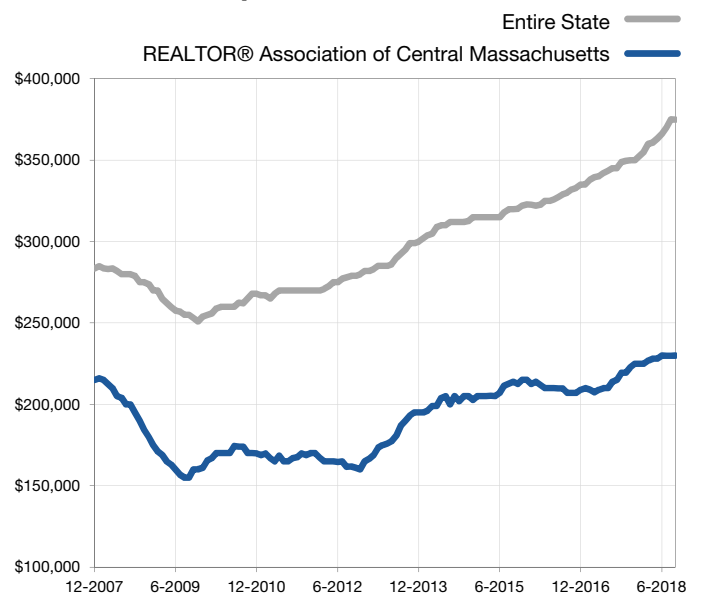
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.