

# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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## Central Region

**- 1.7%**

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

**+ 3.6%**

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

**- 13.7%**

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

### Single-Family Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	822	<b>969</b>	+ 17.9%	6,665	<b>6,867</b>	+ 3.0%
Closed Sales	1,045	<b>1,017</b>	-2.7%	6,219	<b>6,165</b>	-0.9%
Median Sales Price*	\$300,000	<b>\$315,000</b>	+ 5.0%	\$277,500	<b>\$295,000</b>	+ 6.3%
Inventory of Homes for Sale	2,549	<b>2,279</b>	-10.6%	--	--	--
Months Supply of Inventory	3.2	<b>2.9</b>	-9.4%	--	--	--
Cumulative Days on Market Until Sale	54	<b>44</b>	-18.5%	65	<b>55</b>	-15.4%
Percent of Original List Price Received*	98.3%	<b>98.3%</b>	0.0%	97.5%	<b>98.2%</b>	+ 0.7%
New Listings	1,135	<b>1,244</b>	+ 9.6%	8,648	<b>8,981</b>	+ 3.9%

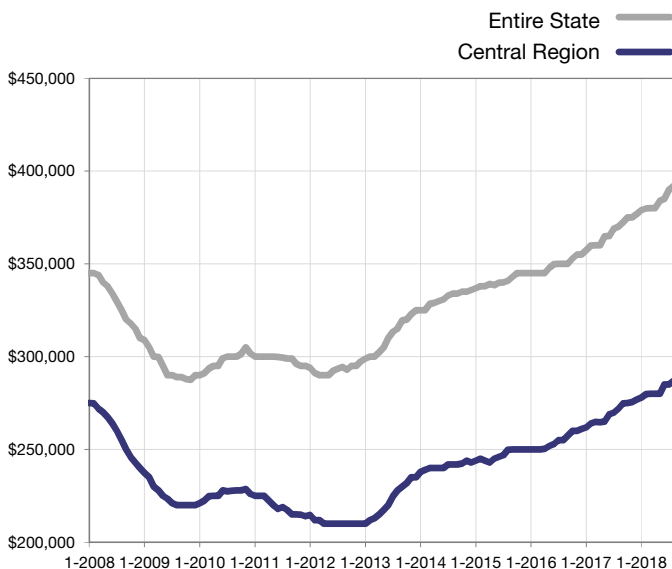
### Condominium Properties

	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	206	<b>200</b>	-2.9%	1,445	<b>1,450</b>	+ 0.3%
Closed Sales	218	<b>203</b>	-6.9%	1,348	<b>1,298</b>	-3.7%
Median Sales Price*	\$219,000	<b>\$220,500</b>	+ 0.7%	\$205,000	<b>\$215,000</b>	+ 4.9%
Inventory of Homes for Sale	487	<b>327</b>	-32.9%	--	--	--
Months Supply of Inventory	2.9	<b>1.9</b>	-34.5%	--	--	--
Cumulative Days on Market Until Sale	60	<b>40</b>	-33.3%	70	<b>55</b>	-21.4%
Percent of Original List Price Received*	98.5%	<b>99.4%</b>	+ 0.9%	97.7%	<b>98.8%</b>	+ 1.1%
New Listings	224	<b>221</b>	-1.3%	1,775	<b>1,706</b>	-3.9%

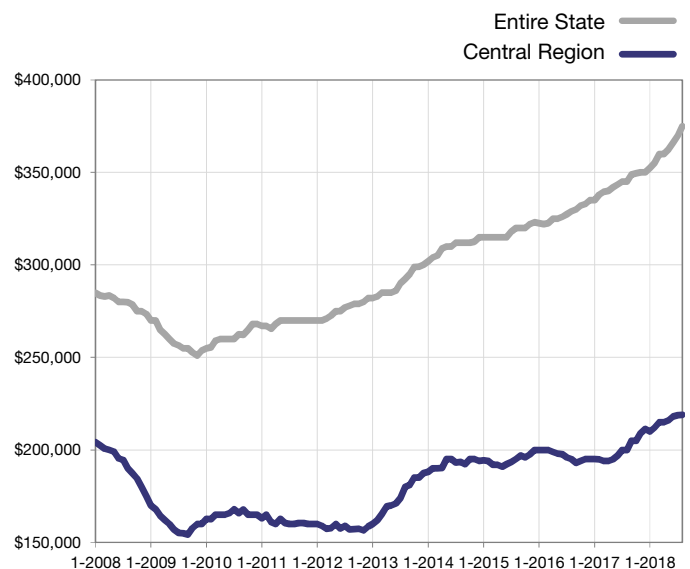
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.