

# Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**- 6.4%**

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

**+ 7.2%**

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

**- 36.1%**

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

### Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	866	<b>867</b>	+ 0.1%	2,014	<b>2,049</b>	+ 1.7%
Closed Sales	568	<b>544</b>	-4.2%	1,590	<b>1,544</b>	-2.9%
Median Sales Price*	\$253,000	<b>\$265,000</b>	+ 4.7%	\$250,000	<b>\$264,000</b>	+ 5.6%
Inventory of Homes for Sale	2,107	<b>1,363</b>	-35.3%	--	--	--
Months Supply of Inventory	2.7	<b>1.7</b>	-37.0%	--	--	--
Cumulative Days on Market Until Sale	91	<b>75</b>	-17.6%	87	<b>73</b>	-16.1%
Percent of Original List Price Received*	96.0%	<b>97.2%</b>	+ 1.3%	95.5%	<b>96.8%</b>	+ 1.4%
New Listings	1,212	<b>953</b>	-21.4%	2,558	<b>2,267</b>	-11.4%

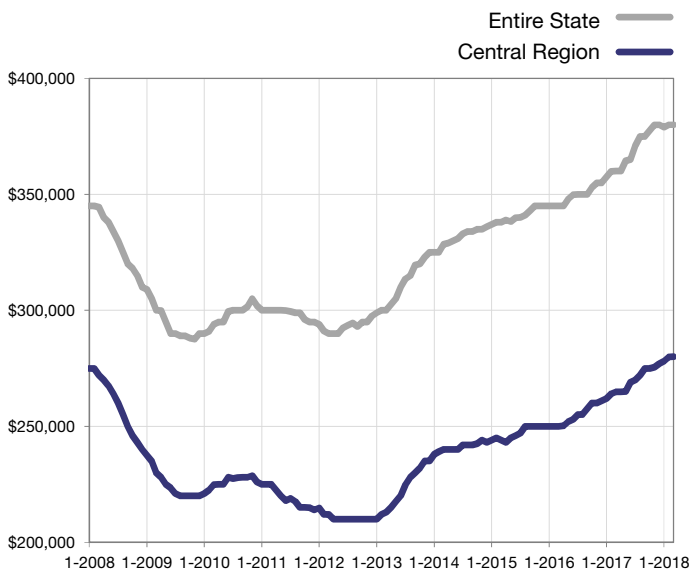
### Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	216	<b>202</b>	-6.5%	480	<b>470</b>	-2.1%
Closed Sales	143	<b>130</b>	-9.1%	377	<b>350</b>	-7.2%
Median Sales Price*	\$169,000	<b>\$204,950</b>	+ 21.3%	\$183,950	<b>\$193,250</b>	+ 5.1%
Inventory of Homes for Sale	456	<b>278</b>	-39.0%	--	--	--
Months Supply of Inventory	2.7	<b>1.6</b>	-40.7%	--	--	--
Cumulative Days on Market Until Sale	80	<b>78</b>	-2.5%	85	<b>66</b>	-22.4%
Percent of Original List Price Received*	95.8%	<b>98.3%</b>	+ 2.6%	96.2%	<b>97.7%</b>	+ 1.6%
New Listings	261	<b>219</b>	-16.1%	612	<b>523</b>	-14.5%

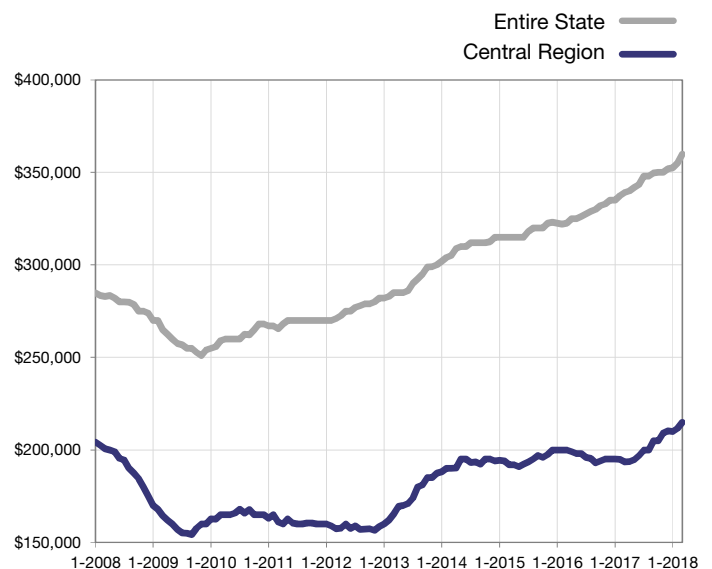
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.