

# Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**- 4.6%**

**+ 6.1%**

**- 8.1%**

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	830	865	+ 4.2%	8,349	8,346	-0.0%
Closed Sales	861	808	-6.2%	7,919	7,821	-1.2%
Median Sales Price*	\$280,000	<b>\$293,000</b>	+ 4.6%	\$278,025	<b>\$295,000</b>	+ 6.1%
Inventory of Homes for Sale	2,524	<b>2,369</b>	-6.1%	--	--	--
Months Supply of Inventory	3.2	<b>3.0</b>	-6.3%	--	--	--
Cumulative Days on Market Until Sale	58	<b>51</b>	-12.1%	64	<b>54</b>	-15.6%
Percent of Original List Price Received*	97.8%	<b>97.0%</b>	-0.8%	97.6%	<b>98.0%</b>	+ 0.4%
New Listings	1,002	<b>1,084</b>	+ 8.2%	10,889	<b>11,204</b>	+ 2.9%

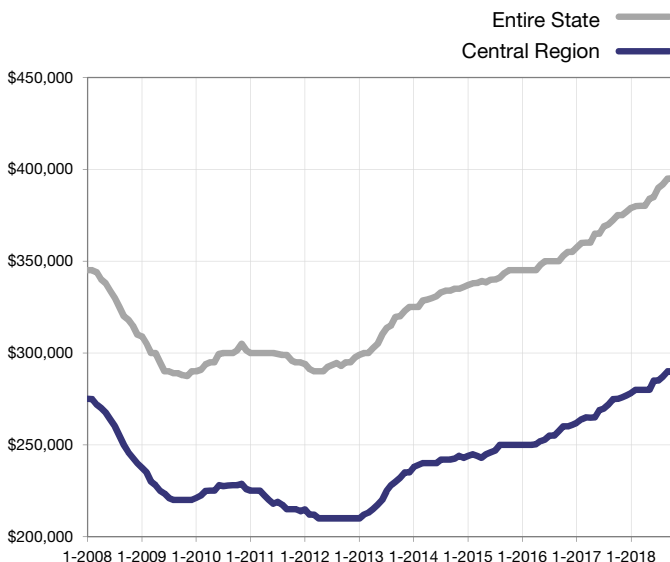
### Condominium Properties

	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	191	195	+ 2.1%	1,809	1,775	-1.9%
Closed Sales	177	179	+ 1.1%	1,709	1,668	-2.4%
Median Sales Price*	\$209,300	<b>\$228,000</b>	+ 8.9%	\$206,000	<b>\$219,900</b>	+ 6.7%
Inventory of Homes for Sale	455	<b>371</b>	-18.5%	--	--	--
Months Supply of Inventory	2.7	<b>2.2</b>	-18.5%	--	--	--
Cumulative Days on Market Until Sale	56	<b>45</b>	-19.6%	67	<b>53</b>	-20.9%
Percent of Original List Price Received*	99.3%	<b>98.1%</b>	-1.2%	98.0%	<b>98.8%</b>	+ 0.8%
New Listings	201	<b>217</b>	+ 8.0%	2,183	<b>2,161</b>	-1.0%

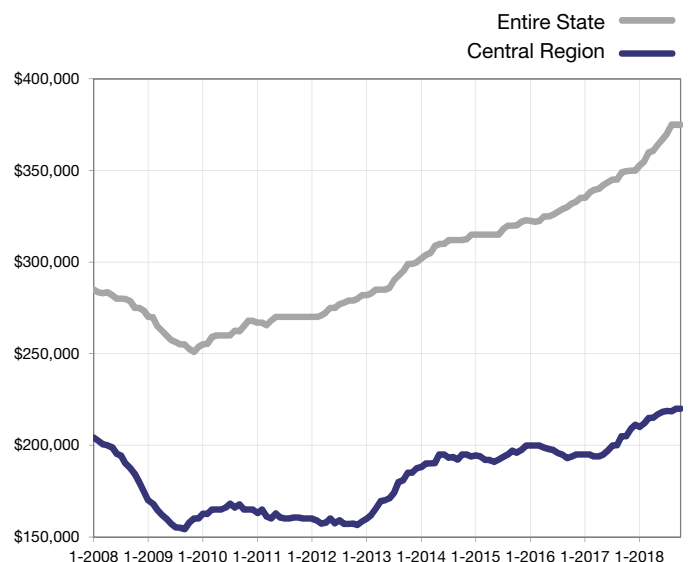
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.