

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 5.4%

+ 9.1%

- 9.7%

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

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	857	803	-6.3%	7,519	7,576	+ 0.8%
Closed Sales	839	799	-4.8%	7,058	7,000	-0.8%
Median Sales Price*	\$277,750	\$306,000	+ 10.2%	\$277,500	\$295,000	+ 6.3%
Inventory of Homes for Sale	2,656	2,428	-8.6%	--	--	--
Months Supply of Inventory	3.4	3.1	-8.8%	--	--	--
Cumulative Days on Market Until Sale	57	51	-10.5%	64	54	-15.6%
Percent of Original List Price Received*	98.3%	97.5%	-0.8%	97.6%	98.2%	+ 0.6%
New Listings	1,239	1,143	-7.7%	9,887	10,126	+ 2.4%

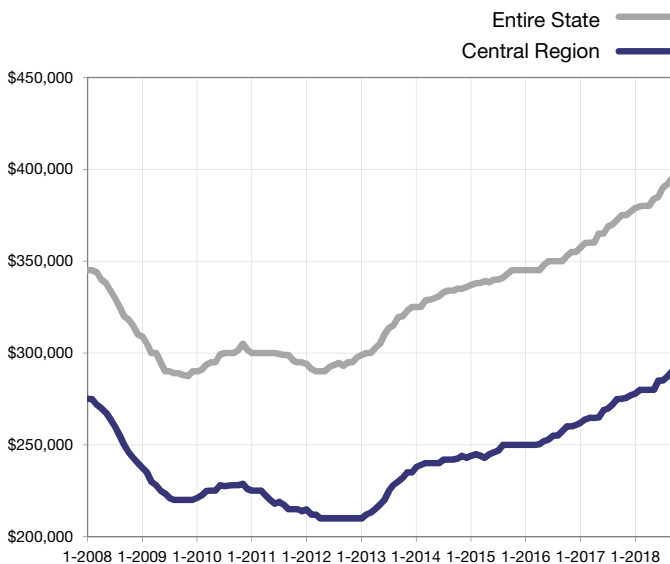
Condominium Properties

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	173	151	-12.7%	1,618	1,590	-1.7%
Closed Sales	184	181	-1.6%	1,532	1,485	-3.1%
Median Sales Price*	\$217,000	\$222,000	+ 2.3%	\$205,300	\$217,900	+ 6.1%
Inventory of Homes for Sale	482	381	-21.0%	--	--	--
Months Supply of Inventory	2.9	2.2	-24.1%	--	--	--
Cumulative Days on Market Until Sale	52	46	-11.5%	68	54	-20.6%
Percent of Original List Price Received*	99.1%	99.2%	+ 0.1%	97.8%	98.9%	+ 1.1%
New Listings	207	231	+ 11.6%	1,982	1,939	-2.2%

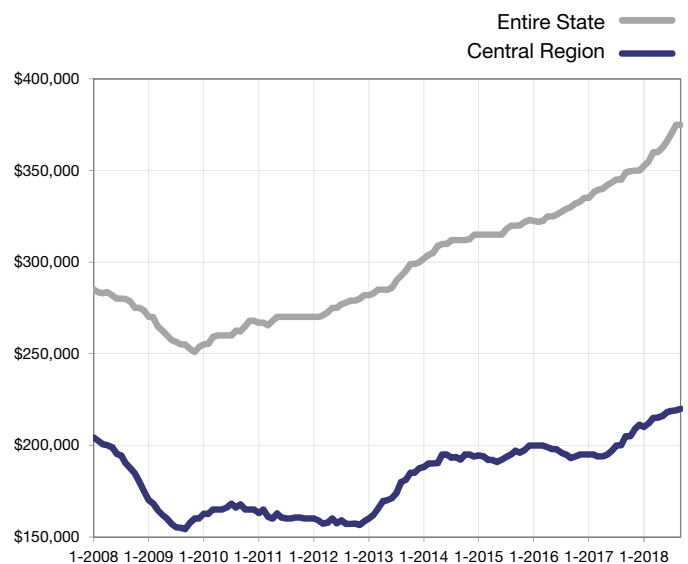
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.