

Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 1.3%

Year-Over-Year Change in Closed Sales All Properties

+ 5.3%

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

- 31.9%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	259	291	+ 12.4%	1,994	2,131	+ 6.9%
Closed Sales	329	320	- 2.7%	1,840	1,899	+ 3.2%
Median Sales Price*	\$250,900	\$275,000	+ 9.6%	\$235,000	\$244,900	+ 4.2%
Inventory of Homes for Sale	1,009	686	- 32.0%	--	--	--
Months Supply of Inventory	4.4	2.9	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	81	52	- 35.4%	101	71	- 30.0%
Percent of Original List Price Received*	97.6%	98.3%	+ 0.7%	96.2%	96.9%	+ 0.8%
New Listings	333	356	+ 6.9%	2,726	2,631	- 3.5%

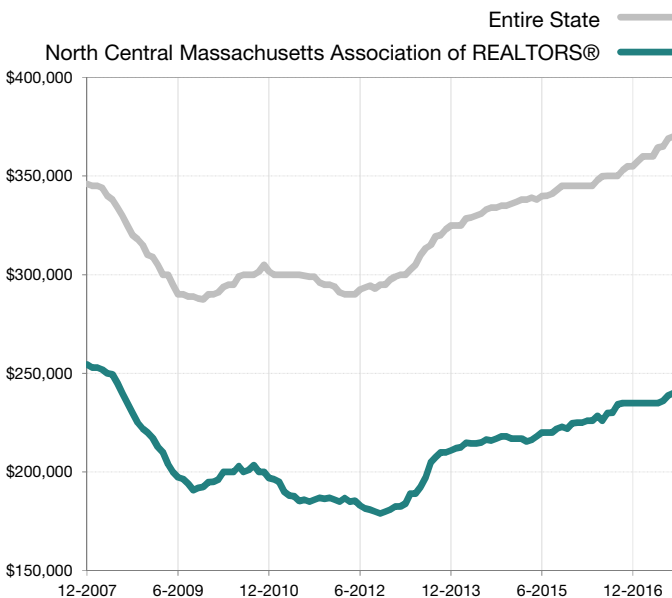
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	40	44	+ 10.0%	274	333	+ 21.5%
Closed Sales	48	52	+ 8.3%	244	290	+ 18.9%
Median Sales Price*	\$160,000	\$167,000	+ 4.4%	\$159,000	\$160,000	+ 0.6%
Inventory of Homes for Sale	120	83	- 30.8%	--	--	--
Months Supply of Inventory	3.9	2.3	- 40.9%	--	--	--
Cumulative Days on Market Until Sale	126	58	- 53.8%	104	81	- 21.5%
Percent of Original List Price Received*	96.5%	99.3%	+ 2.9%	96.1%	97.4%	+ 1.3%
New Listings	46	42	- 8.7%	359	377	+ 5.0%

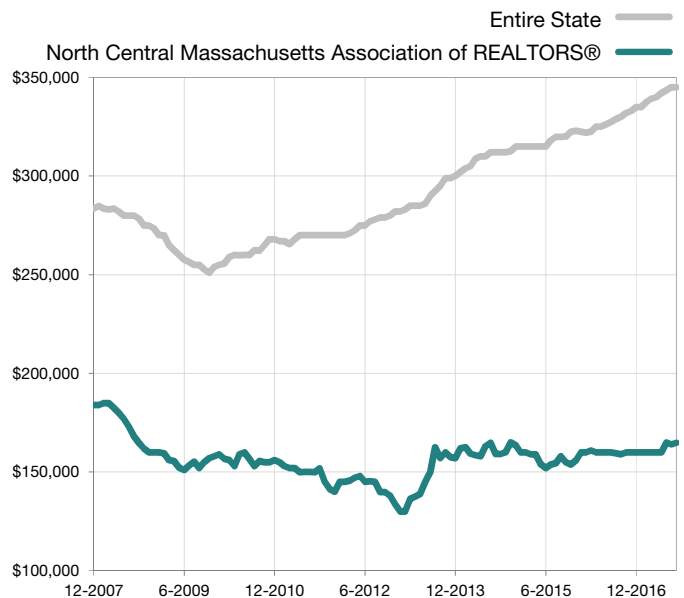
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.