

Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 22.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.7%

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

- 35.5%

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

Single-Family Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	175	216	+ 23.4%	367	366	- 0.3%
Closed Sales	154	111	- 27.9%	320	305	- 4.7%
Median Sales Price*	\$205,000	\$205,000	0.0%	\$210,000	\$224,250	+ 6.8%
Inventory of Homes for Sale	668	448	- 32.9%	--	--	--
Months Supply of Inventory	2.8	1.8	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	91	84	- 7.8%	93	77	- 17.3%
Percent of Original List Price Received*	94.9%	97.1%	+ 2.4%	94.7%	96.8%	+ 2.3%
New Listings	181	229	+ 26.5%	384	382	- 0.5%

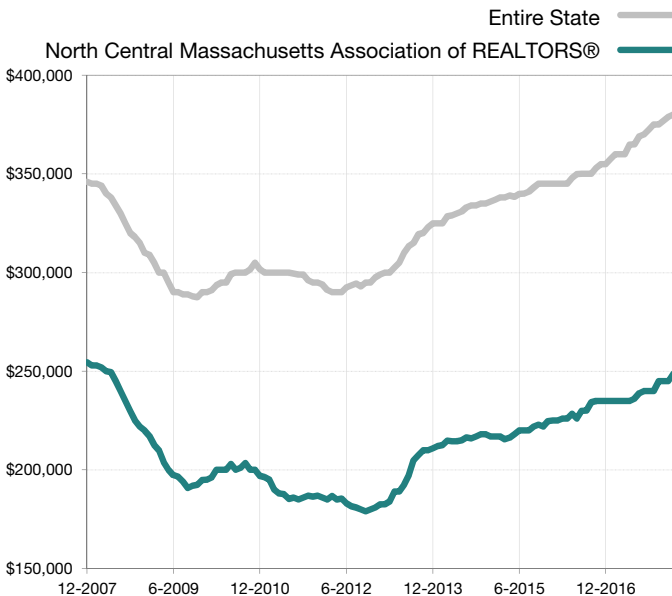
Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	30	32	+ 6.7%	58	69	+ 19.0%
Closed Sales	17	21	+ 23.5%	45	51	+ 13.3%
Median Sales Price*	\$137,950	\$180,000	+ 30.5%	\$150,000	\$172,000	+ 14.7%
Inventory of Homes for Sale	123	62	- 49.6%	--	--	--
Months Supply of Inventory	3.8	1.7	- 54.1%	--	--	--
Cumulative Days on Market Until Sale	96	75	- 21.4%	106	77	- 27.2%
Percent of Original List Price Received*	97.3%	97.8%	+ 0.5%	96.7%	97.9%	+ 1.2%
New Listings	46	41	- 10.9%	91	79	- 13.2%

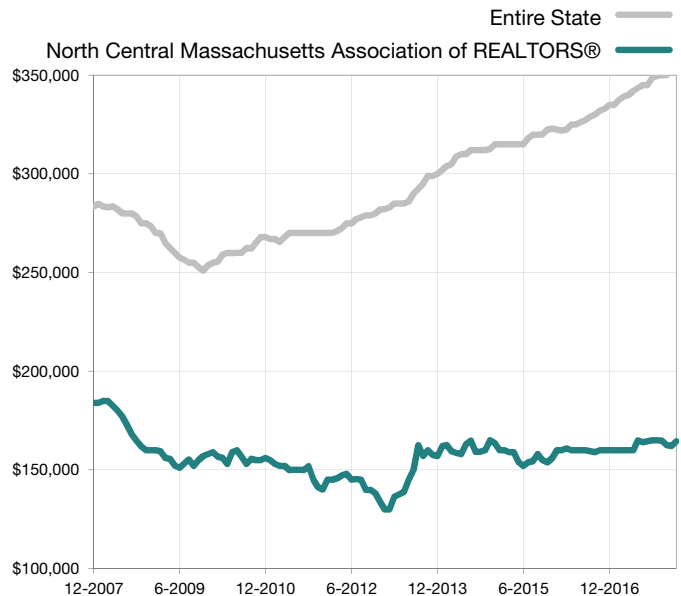
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.