

# Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**+ 9.9%**

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

**+ 12.7%**

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

**- 35.0%**

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

### Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	283	<b>335</b>	+ 18.4%	1,489	<b>1,610</b>	+ 8.1%
Closed Sales	304	<b>337</b>	+ 10.9%	1,237	<b>1,295</b>	+ 4.7%
Median Sales Price*	\$239,950	<b>\$260,000</b>	+ 8.4%	\$230,000	<b>\$233,950</b>	+ 1.7%
Inventory of Homes for Sale	1,015	<b>657</b>	- 35.3%	--	--	--
Months Supply of Inventory	4.4	<b>2.7</b>	- 38.1%	--	--	--
Cumulative Days on Market Until Sale	83	<b>57</b>	- 31.3%	110	<b>80</b>	- 27.0%
Percent of Original List Price Received*	98.2%	<b>98.6%</b>	+ 0.5%	95.6%	<b>96.3%</b>	+ 0.8%
New Listings	404	<b>371</b>	- 8.2%	2,048	<b>1,929</b>	- 5.8%

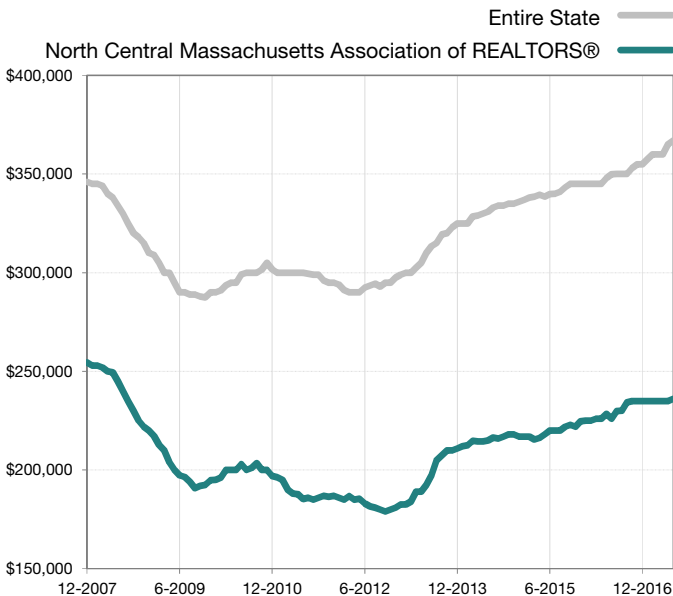
### Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	46	<b>51</b>	+ 10.9%	194	<b>243</b>	+ 25.3%
Closed Sales	51	<b>53</b>	+ 3.9%	165	<b>193</b>	+ 17.0%
Median Sales Price*	\$160,000	<b>\$212,000</b>	+ 32.5%	\$158,000	<b>\$160,000</b>	+ 1.3%
Inventory of Homes for Sale	142	<b>95</b>	- 33.1%	--	--	--
Months Supply of Inventory	4.7	<b>2.8</b>	- 41.5%	--	--	--
Cumulative Days on Market Until Sale	103	<b>104</b>	+ 1.5%	100	<b>94</b>	- 5.9%
Percent of Original List Price Received*	95.0%	<b>98.2%</b>	+ 3.4%	95.7%	<b>96.9%</b>	+ 1.2%
New Listings	57	<b>55</b>	- 3.5%	269	<b>282</b>	+ 4.8%

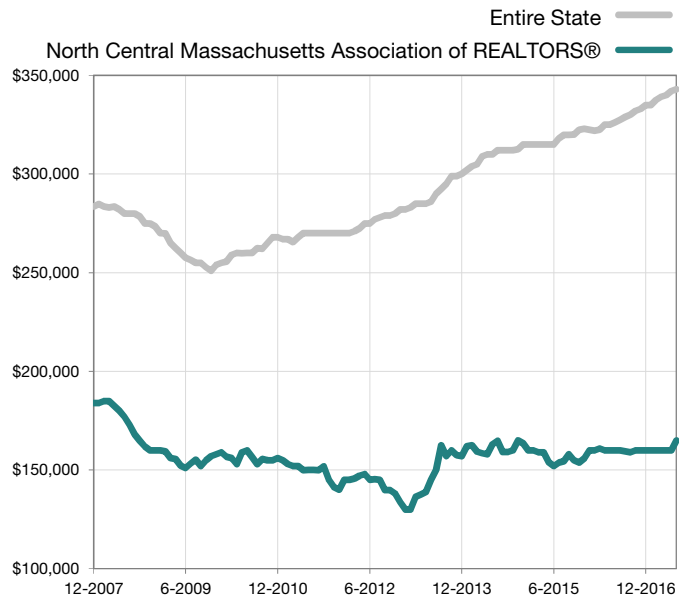
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.