

Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 20.5%

Year-Over-Year
Change in
Closed Sales
All Properties

- 2.7%

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

- 35.4%

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

Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	279	301	+ 7.9%	624	693	+ 11.1%
Closed Sales	160	181	+ 13.1%	487	498	+ 2.3%
Median Sales Price*	\$227,250	\$228,900	+ 0.7%	\$220,000	\$217,575	- 1.1%
Inventory of Homes for Sale	912	585	- 35.9%	--	--	--
Months Supply of Inventory	4.1	2.5	- 39.9%	--	--	--
Cumulative Days on Market Until Sale	121	110	- 8.6%	122	99	- 18.9%
Percent of Original List Price Received*	94.4%	95.1%	+ 0.8%	94.3%	94.9%	+ 0.6%
New Listings	390	385	- 1.3%	836	770	- 7.9%

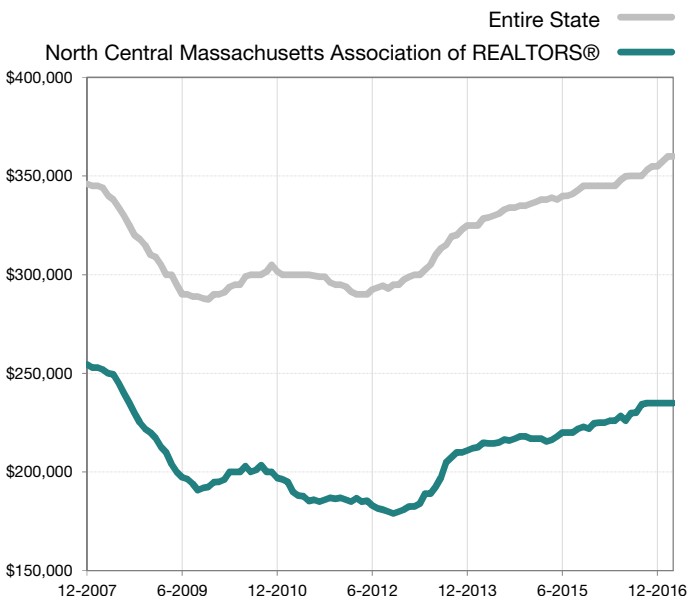
Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	34	58	+ 70.6%	80	116	+ 45.0%
Closed Sales	16	31	+ 93.8%	55	75	+ 36.4%
Median Sales Price*	\$144,125	\$160,000	+ 11.0%	\$159,000	\$151,340	- 4.8%
Inventory of Homes for Sale	141	95	- 32.6%	--	--	--
Months Supply of Inventory	4.8	2.8	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	126	107	- 14.8%	100	105	+ 5.2%
Percent of Original List Price Received*	93.4%	95.1%	+ 1.8%	94.4%	96.2%	+ 1.9%
New Listings	62	46	- 25.8%	120	136	+ 13.3%

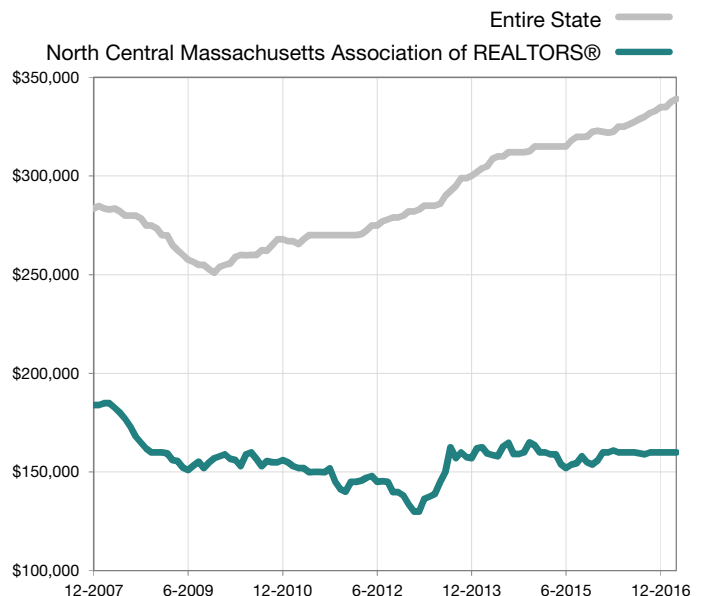
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.