

Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 10.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.7%

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

- 24.3%

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

Single-Family Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	354	345	- 2.5%	1,237	1,238	+ 0.1%
Closed Sales	259	231	- 10.8%	961	925	- 3.7%
Median Sales Price*	\$249,900	\$270,000	+ 8.0%	\$223,500	\$245,500	+ 9.8%
Inventory of Homes for Sale	780	618	- 20.8%	--	--	--
Months Supply of Inventory	3.3	2.6	- 21.9%	--	--	--
Cumulative Days on Market Until Sale	69	68	- 2.2%	88	71	- 19.4%
Percent of Original List Price Received*	97.1%	98.3%	+ 1.2%	95.5%	97.6%	+ 2.2%
New Listings	421	486	+ 15.4%	1,553	1,551	- 0.1%

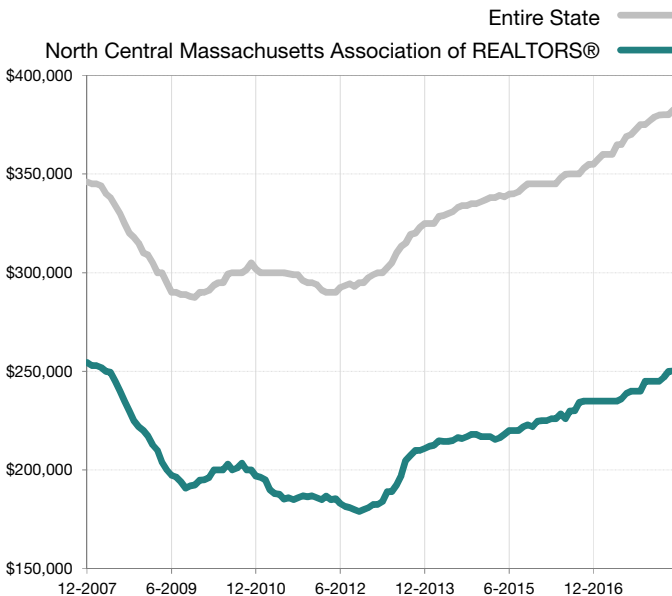
Condominium Properties

	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	47	51	+ 8.5%	188	197	+ 4.8%
Closed Sales	34	31	- 8.8%	140	151	+ 7.9%
Median Sales Price*	\$152,500	\$179,500	+ 17.7%	\$152,500	\$187,000	+ 22.6%
Inventory of Homes for Sale	110	56	- 49.1%	--	--	--
Months Supply of Inventory	3.2	1.5	- 51.9%	--	--	--
Cumulative Days on Market Until Sale	90	76	- 16.1%	90	73	- 18.6%
Percent of Original List Price Received*	98.0%	99.6%	+ 1.7%	96.3%	98.2%	+ 2.0%
New Listings	50	52	+ 4.0%	229	217	- 5.2%

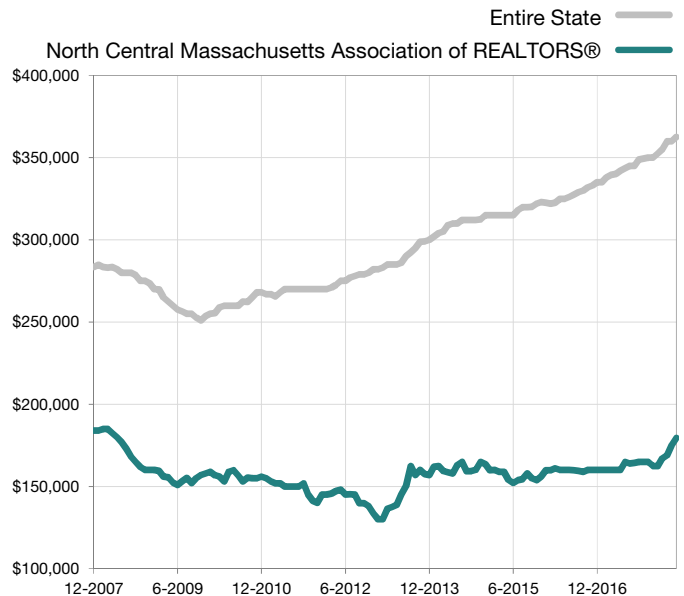
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.