

Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 1.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 0.0%

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

- 31.5%

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

Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	171	216	+ 26.3%	171	216	+ 26.3%
Closed Sales	178	162	- 9.0%	178	162	- 9.0%
Median Sales Price*	\$216,000	\$220,000	+ 1.9%	\$216,000	\$220,000	+ 1.9%
Inventory of Homes for Sale	877	592	- 32.5%	--	--	--
Months Supply of Inventory	4.0	2.5	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	121	95	- 21.7%	121	95	- 21.7%
Percent of Original List Price Received*	94.4%	94.6%	+ 0.2%	94.4%	94.6%	+ 0.2%
New Listings	219	203	- 7.3%	219	203	- 7.3%

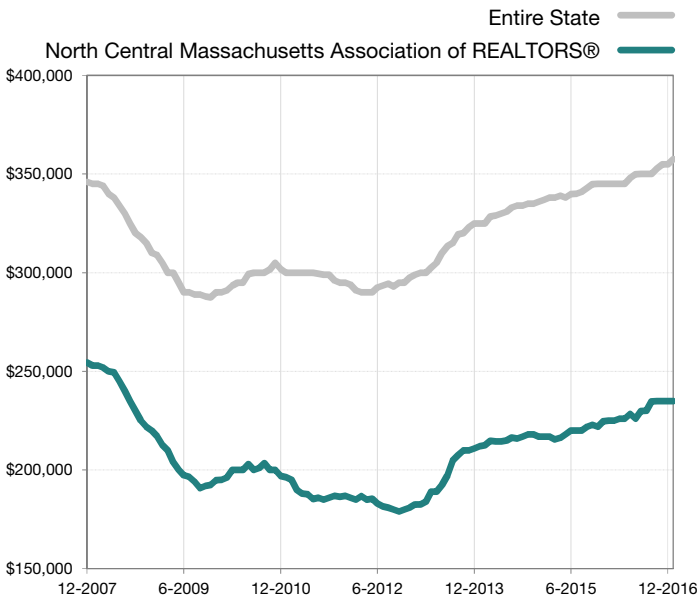
Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	18	28	+ 55.6%	18	28	+ 55.6%
Closed Sales	14	27	+ 92.9%	14	27	+ 92.9%
Median Sales Price*	\$178,750	\$165,500	- 7.4%	\$178,750	\$165,500	- 7.4%
Inventory of Homes for Sale	135	101	- 25.2%	--	--	--
Months Supply of Inventory	4.6	3.0	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	82	109	+ 31.8%	82	109	+ 31.8%
Percent of Original List Price Received*	93.1%	96.7%	+ 3.8%	93.1%	96.7%	+ 3.8%
New Listings	34	45	+ 32.4%	34	45	+ 32.4%

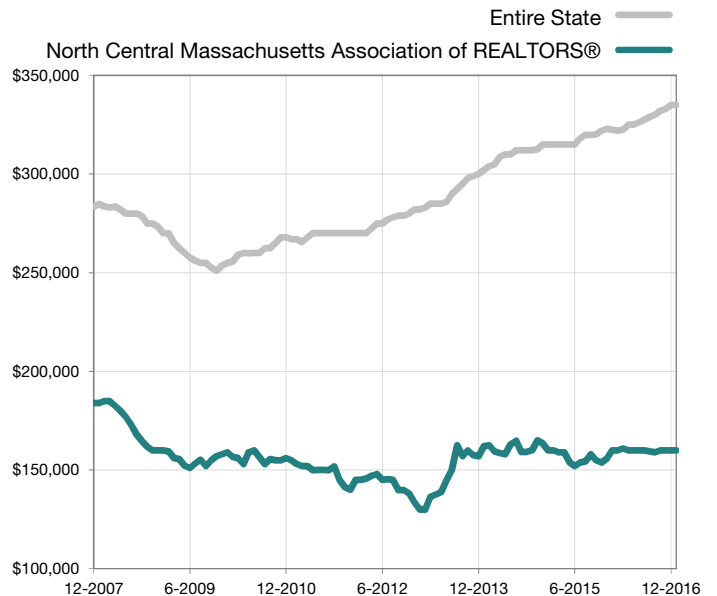
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.