

Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

0.0%

Year-Over-Year Change in Closed Sales All Properties

+ 12.2%

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

- 32.4%

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

Single-Family Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	195	221	+ 13.3%	2,680	2,817	+ 5.1%
Closed Sales	254	253	- 0.4%	2,586	2,695	+ 4.2%
Median Sales Price*	\$226,250	\$250,054	+ 10.5%	\$236,500	\$246,900	+ 4.4%
Inventory of Homes for Sale	915	622	- 32.0%	--	--	--
Months Supply of Inventory	3.9	2.5	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	79	65	- 17.6%	94	69	- 27.2%
Percent of Original List Price Received*	95.7%	97.2%	+ 1.5%	96.2%	97.1%	+ 0.9%
New Listings	241	230	- 4.6%	3,629	3,501	- 3.5%

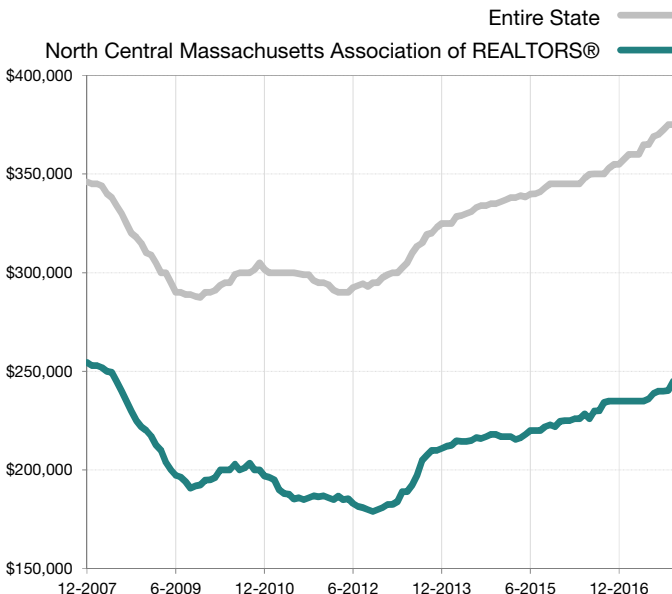
Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	33	36	+ 9.1%	373	421	+ 12.9%
Closed Sales	30	31	+ 3.3%	351	395	+ 12.5%
Median Sales Price*	\$175,500	\$183,750	+ 4.7%	\$160,000	\$163,000	+ 1.9%
Inventory of Homes for Sale	119	77	- 35.3%	--	--	--
Months Supply of Inventory	3.8	2.1	- 43.3%	--	--	--
Cumulative Days on Market Until Sale	82	80	- 2.8%	101	76	- 24.7%
Percent of Original List Price Received*	96.4%	97.8%	+ 1.4%	96.5%	97.7%	+ 1.2%
New Listings	35	29	- 17.1%	492	483	- 1.8%

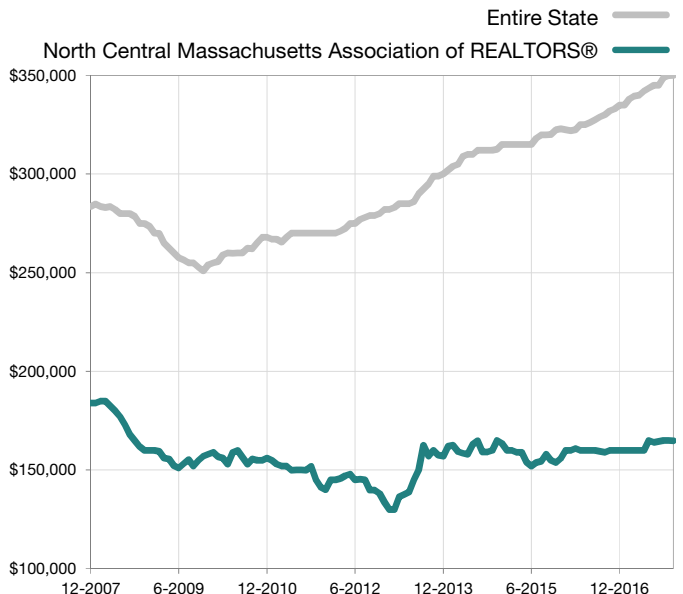
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.