

Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 5.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.4%

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

- 36.4%

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

Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	265	280	+ 5.7%	632	628	- 0.6%
Closed Sales	184	171	- 7.1%	504	479	- 5.0%
Median Sales Price*	\$227,950	\$237,000	+ 4.0%	\$218,275	\$229,150	+ 5.0%
Inventory of Homes for Sale	695	448	- 35.5%	--	--	--
Months Supply of Inventory	2.9	1.9	- 36.9%	--	--	--
Cumulative Days on Market Until Sale	110	69	- 37.2%	99	74	- 25.4%
Percent of Original List Price Received*	95.0%	97.9%	+ 3.0%	94.8%	97.2%	+ 2.5%
New Listings	382	304	- 20.4%	766	686	- 10.4%

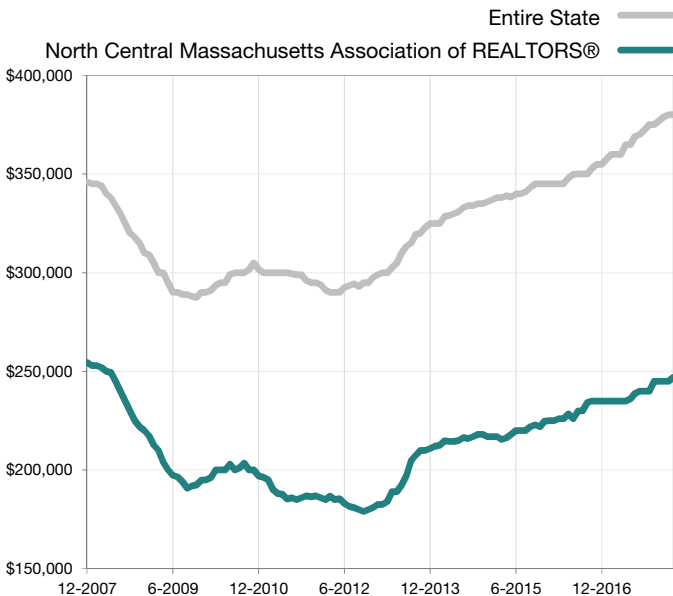
Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	50	48	- 4.0%	108	115	+ 6.5%
Closed Sales	31	32	+ 3.2%	76	85	+ 11.8%
Median Sales Price*	\$160,000	\$199,250	+ 24.5%	\$152,670	\$187,300	+ 22.7%
Inventory of Homes for Sale	112	65	- 42.0%	--	--	--
Months Supply of Inventory	3.3	1.8	- 45.6%	--	--	--
Cumulative Days on Market Until Sale	107	73	- 31.5%	106	78	- 27.1%
Percent of Original List Price Received*	95.1%	97.7%	+ 2.8%	96.1%	97.8%	+ 1.8%
New Listings	47	52	+ 10.6%	138	132	- 4.3%

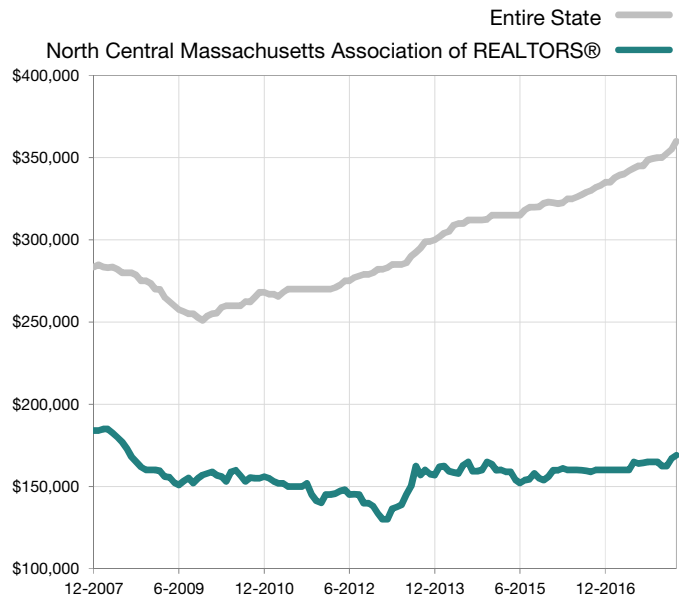
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.