

# Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**+ 5.1%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 1.5%**

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

**- 29.7%**

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

### Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	264	<b>290</b>	+ 9.8%	2,485	<b>2,624</b>	+ 5.6%
Closed Sales	243	<b>259</b>	+ 6.6%	2,332	<b>2,440</b>	+ 4.6%
Median Sales Price*	\$245,000	<b>\$249,900</b>	+ 2.0%	\$238,000	<b>\$245,000</b>	+ 2.9%
Inventory of Homes for Sale	971	<b>681</b>	- 29.9%	--	--	--
Months Supply of Inventory	4.2	<b>2.8</b>	- 34.0%	--	--	--
Cumulative Days on Market Until Sale	79	<b>58</b>	- 26.8%	96	<b>69</b>	- 28.1%
Percent of Original List Price Received*	96.4%	<b>97.7%</b>	+ 1.4%	96.2%	<b>97.1%</b>	+ 0.9%
New Listings	304	<b>294</b>	- 3.3%	3,388	<b>3,273</b>	- 3.4%

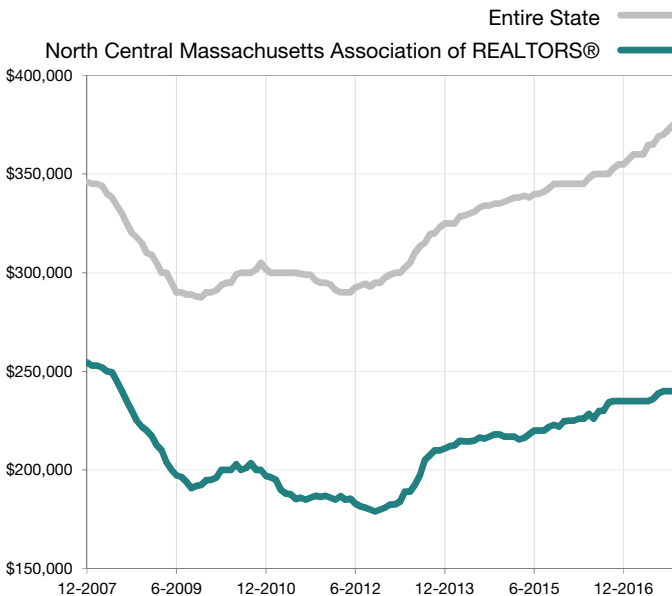
### Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	33	<b>32</b>	- 3.0%	340	<b>387</b>	+ 13.8%
Closed Sales	33	<b>31</b>	- 6.1%	321	<b>364</b>	+ 13.4%
Median Sales Price*	\$174,900	<b>\$186,000</b>	+ 6.3%	\$159,900	<b>\$162,500</b>	+ 1.6%
Inventory of Homes for Sale	129	<b>92</b>	- 28.7%	--	--	--
Months Supply of Inventory	4.1	<b>2.6</b>	- 37.3%	--	--	--
Cumulative Days on Market Until Sale	100	<b>66</b>	- 33.8%	103	<b>76</b>	- 26.3%
Percent of Original List Price Received*	100.2%	<b>99.2%</b>	- 1.0%	96.5%	<b>97.6%</b>	+ 1.2%
New Listings	40	<b>40</b>	0.0%	457	<b>455</b>	- 0.4%

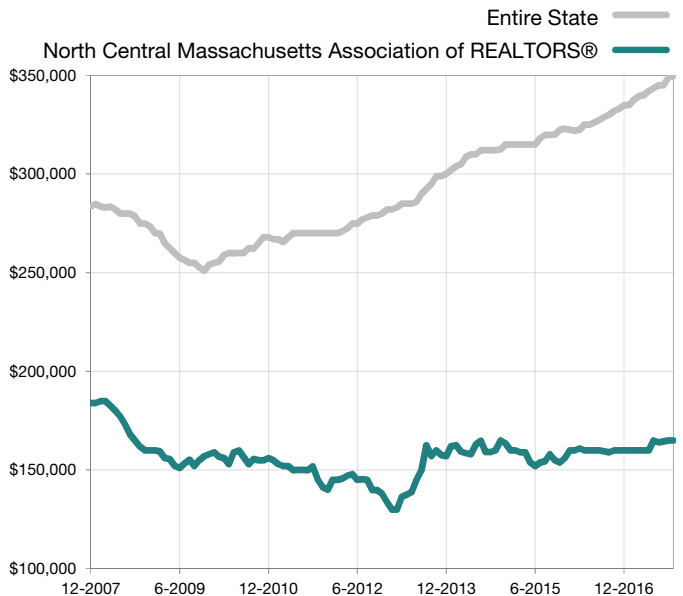
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.