

Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 7.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.9%

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

- 36.9%

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

Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	141	192	+ 36.2%	2,821	2,990	+ 6.0%
Closed Sales	236	221	- 6.4%	2,822	2,921	+ 3.5%
Median Sales Price*	\$220,000	\$239,950	+ 9.1%	\$235,000	\$245,000	+ 4.3%
Inventory of Homes for Sale	771	491	- 36.3%	--	--	--
Months Supply of Inventory	3.3	2.0	- 38.5%	--	--	--
Cumulative Days on Market Until Sale	77	81	+ 5.3%	93	69	- 25.1%
Percent of Original List Price Received*	97.0%	94.5%	- 2.6%	96.2%	96.9%	+ 0.7%
New Listings	129	138	+ 7.0%	3,758	3,642	- 3.1%

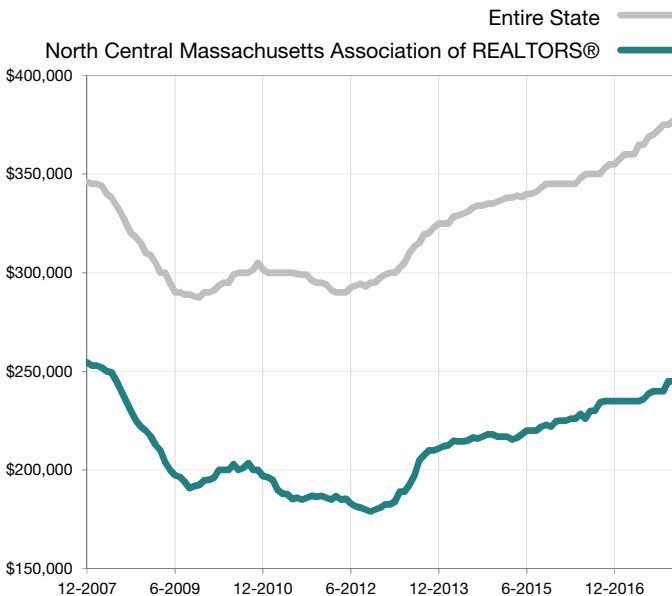
Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	16	24	+ 50.0%	389	438	+ 12.6%
Closed Sales	36	30	- 16.7%	387	425	+ 9.8%
Median Sales Price*	\$176,950	\$157,500	- 11.0%	\$160,000	\$162,000	+ 1.3%
Inventory of Homes for Sale	105	62	- 41.0%	--	--	--
Months Supply of Inventory	3.3	1.8	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	61	58	- 5.2%	97	75	- 23.2%
Percent of Original List Price Received*	96.5%	98.1%	+ 1.7%	96.5%	97.7%	+ 1.2%
New Listings	18	15	- 16.7%	510	498	- 2.4%

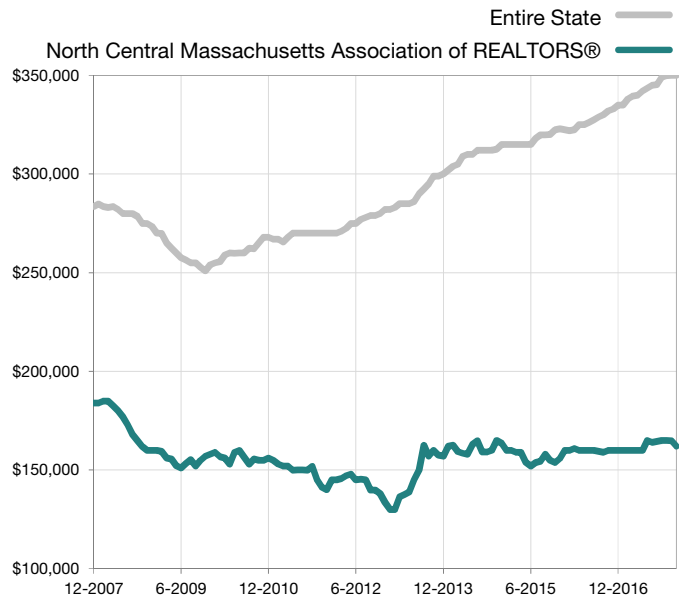
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.