

Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 11.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.4%

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

- 16.0%

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

Single-Family Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	258	322	+ 24.8%	1,796	1,827	+ 1.7%
Closed Sales	280	315	+ 12.5%	1,583	1,559	- 1.5%
Median Sales Price*	\$267,900	\$280,000	+ 4.5%	\$239,250	\$256,250	+ 7.1%
Inventory of Homes for Sale	805	706	- 12.3%	--	--	--
Months Supply of Inventory	3.3	2.9	- 12.6%	--	--	--
Cumulative Days on Market Until Sale	52	42	- 19.2%	75	61	- 18.0%
Percent of Original List Price Received*	98.1%	99.3%	+ 1.3%	96.6%	98.4%	+ 1.9%
New Listings	347	373	+ 7.5%	2,270	2,335	+ 2.9%

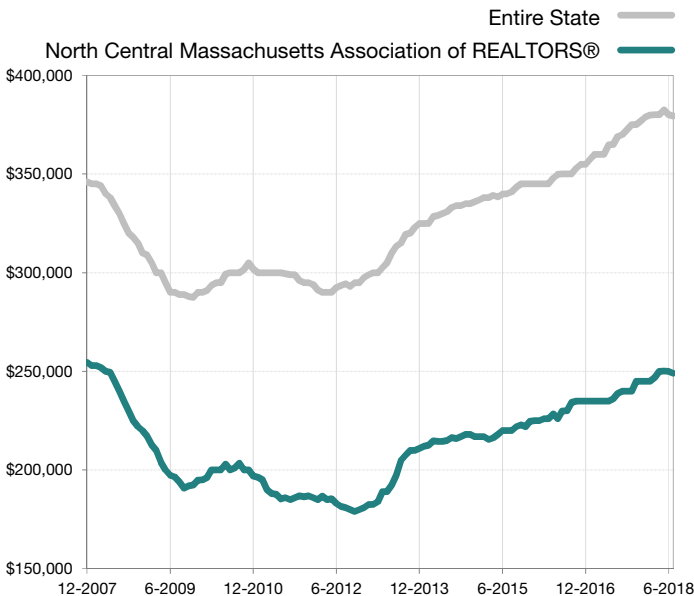
Condominium Properties

	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	47	47	0.0%	283	278	- 1.8%
Closed Sales	44	46	+ 4.5%	238	240	+ 0.8%
Median Sales Price*	\$156,500	\$209,900	+ 34.1%	\$157,500	\$190,000	+ 20.6%
Inventory of Homes for Sale	106	59	- 44.3%	--	--	--
Months Supply of Inventory	3.0	1.7	- 44.2%	--	--	--
Cumulative Days on Market Until Sale	51	73	+ 44.7%	86	69	- 20.2%
Percent of Original List Price Received*	97.6%	100.5%	+ 3.0%	96.9%	98.8%	+ 2.0%
New Listings	51	45	- 11.8%	335	314	- 6.3%

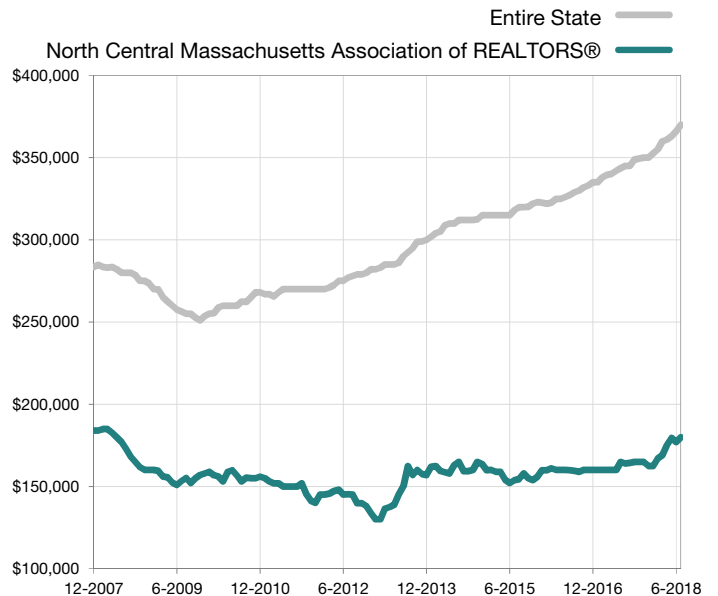
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.