

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 11.6%

+ 5.3%

- 19.4%

Year-Over-Year
Change in
Closed Sales
All Properties

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

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

Single-Family Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	301	340	+ 13.0%	1,538	1,551	+ 0.8%
Closed Sales	342	309	- 9.6%	1,303	1,238	- 5.0%
Median Sales Price*	\$260,000	\$280,750	+ 8.0%	\$233,900	\$250,000	+ 6.9%
Inventory of Homes for Sale	784	659	- 15.9%	--	--	--
Months Supply of Inventory	3.3	2.8	- 15.2%	--	--	--
Cumulative Days on Market Until Sale	55	52	- 4.9%	80	66	- 16.7%
Percent of Original List Price Received*	98.6%	99.8%	+ 1.2%	96.3%	98.2%	+ 1.9%
New Listings	370	420	+ 13.5%	1,923	1,964	+ 2.1%

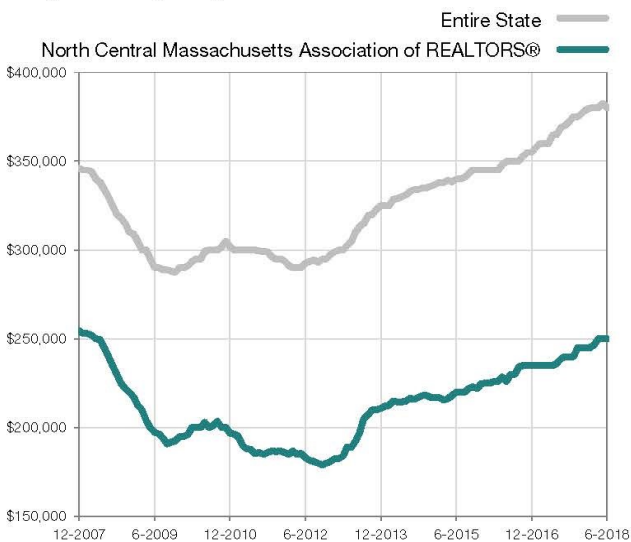
Condominium Properties

	June			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	48	45	- 6.3%	236	237	+ 0.4%
Closed Sales	54	41	- 24.1%	194	192	- 1.0%
Median Sales Price*	\$204,000	\$184,900	- 9.4%	\$158,500	\$186,000	+ 17.4%
Inventory of Homes for Sale	111	62	- 44.1%	--	--	--
Months Supply of Inventory	3.2	1.8	- 45.2%	--	--	--
Cumulative Days on Market Until Sale	106	51	- 52.3%	94	68	- 27.6%
Percent of Original List Price Received*	98.0%	99.2%	+ 1.2%	96.8%	98.4%	+ 1.7%
New Listings	55	53	- 3.6%	284	270	- 4.9%

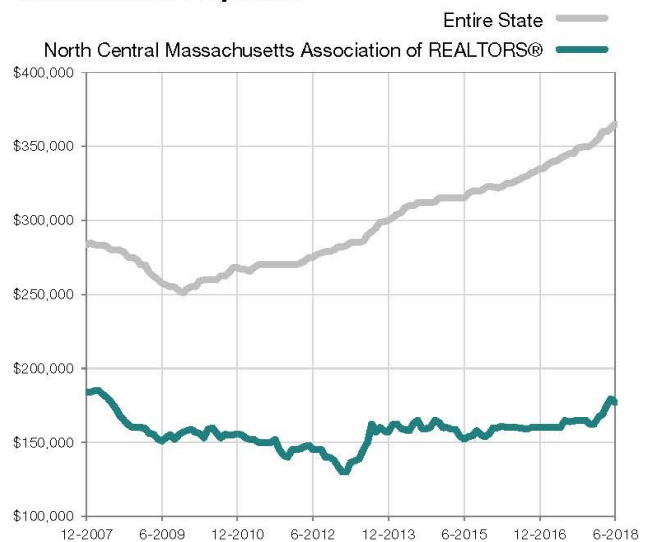
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Provided by MAR. Report © 2018 ShowingTime.