

Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 1.4%

Year-Over-Year
Change in
Closed Sales
All Properties

- 1.1%

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

- 33.9%

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	279	390	+ 39.8%	1,206	1,313	+ 8.9%
Closed Sales	252	255	+ 1.2%	933	953	+ 2.1%
Median Sales Price*	\$247,450	\$247,500	+ 0.0%	\$225,000	\$222,125	- 1.3%
Inventory of Homes for Sale	994	662	- 33.4%	--	--	--
Months Supply of Inventory	4.3	2.8	- 35.6%	--	--	--
Cumulative Days on Market Until Sale	102	69	- 32.8%	119	88	- 25.8%
Percent of Original List Price Received*	96.3%	97.1%	+ 0.9%	94.8%	95.6%	+ 0.9%
New Listings	411	423	+ 2.9%	1,644	1,556	- 5.4%

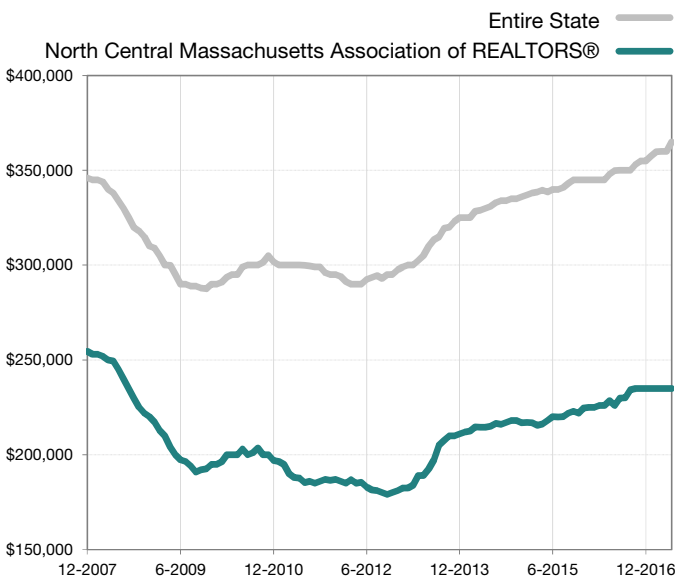
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	30	52	+ 73.3%	148	195	+ 31.8%
Closed Sales	33	34	+ 3.0%	114	139	+ 21.9%
Median Sales Price*	\$145,000	\$152,500	+ 5.2%	\$154,750	\$152,500	- 1.5%
Inventory of Homes for Sale	149	94	- 36.9%	--	--	--
Months Supply of Inventory	5.0	2.7	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	80	90	+ 12.5%	98	89	- 9.5%
Percent of Original List Price Received*	98.6%	98.0%	- 0.7%	96.0%	96.4%	+ 0.4%
New Listings	47	49	+ 4.3%	212	228	+ 7.5%

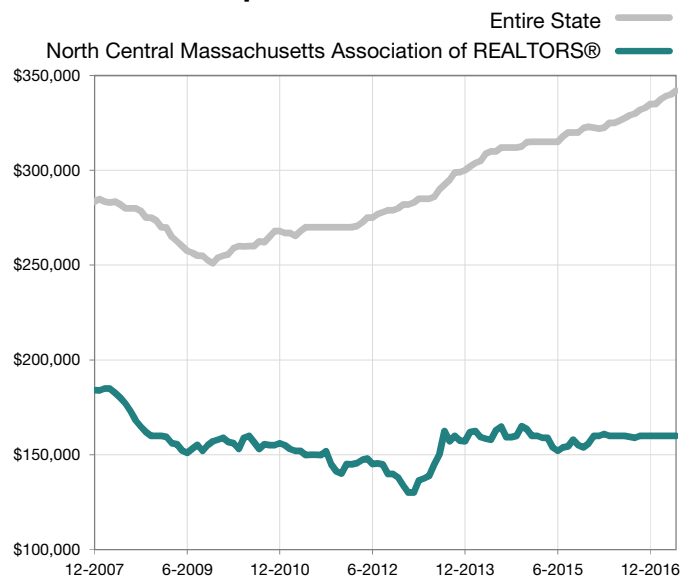
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.