

# Local Market Update – September 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

**+ 1.7%**

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

**- 29.2%**

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

### Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	229	<b>263</b>	+ 14.8%	2,221	<b>2,358</b>	+ 6.2%
Closed Sales	249	<b>267</b>	+ 7.2%	2,089	<b>2,175</b>	+ 4.1%
Median Sales Price*	\$259,000	<b>\$255,000</b>	- 1.5%	\$237,500	<b>\$245,000</b>	+ 3.2%
Inventory of Homes for Sale	1,035	<b>735</b>	- 29.0%	--	--	--
Months Supply of Inventory	4.5	<b>3.0</b>	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	73	<b>65</b>	- 10.3%	98	<b>70</b>	- 28.2%
Percent of Original List Price Received*	96.2%	<b>97.5%</b>	+ 1.3%	96.2%	<b>97.0%</b>	+ 0.8%
New Listings	358	<b>354</b>	- 1.1%	3,084	<b>2,981</b>	- 3.3%

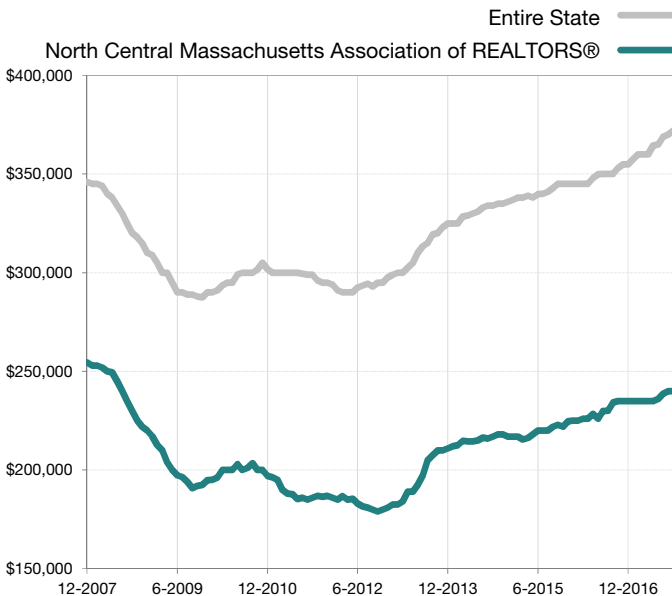
### Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	33	<b>32</b>	- 3.0%	307	<b>359</b>	+ 16.9%
Closed Sales	44	<b>41</b>	- 6.8%	288	<b>332</b>	+ 15.3%
Median Sales Price*	\$154,750	<b>\$168,000</b>	+ 8.6%	\$158,750	<b>\$161,750</b>	+ 1.9%
Inventory of Homes for Sale	131	<b>90</b>	- 31.3%	--	--	--
Months Supply of Inventory	4.2	<b>2.5</b>	- 39.9%	--	--	--
Cumulative Days on Market Until Sale	101	<b>42</b>	- 58.7%	103	<b>77</b>	- 25.6%
Percent of Original List Price Received*	95.9%	<b>98.2%</b>	+ 2.4%	96.1%	<b>97.5%</b>	+ 1.4%
New Listings	58	<b>39</b>	- 32.8%	417	<b>416</b>	- 0.2%

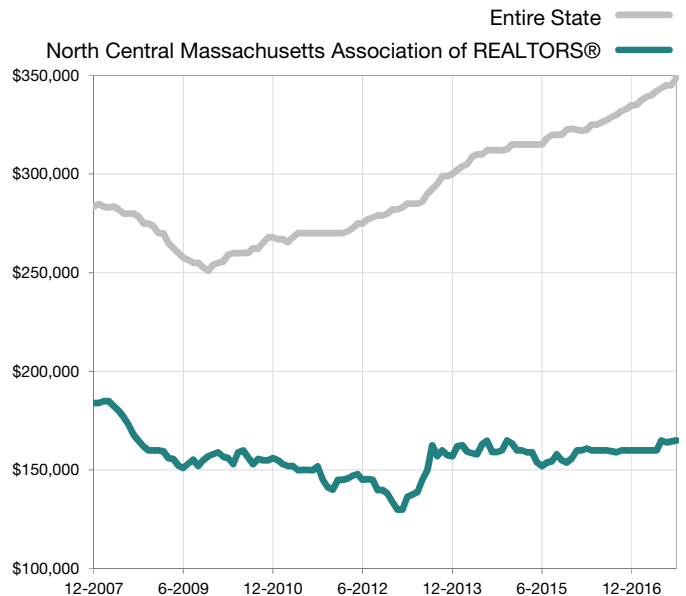
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.