

Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 1.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.7%

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

- 30.8%

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

Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	304	297	- 2.3%	928	961	+ 3.6%
Closed Sales	194	194	0.0%	681	695	+ 2.1%
Median Sales Price*	\$218,000	\$215,000	- 1.4%	\$219,875	\$217,500	- 1.1%
Inventory of Homes for Sale	926	638	- 31.1%	--	--	--
Months Supply of Inventory	4.1	2.7	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	132	86	- 34.7%	125	95	- 23.7%
Percent of Original List Price Received*	93.9%	95.4%	+ 1.6%	94.2%	95.0%	+ 0.9%
New Listings	397	368	- 7.3%	1,233	1,136	- 7.9%

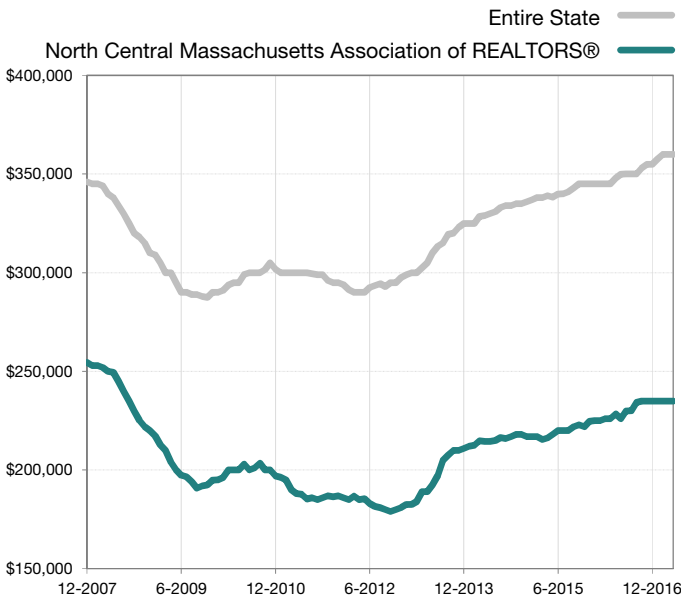
Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	38	39	+ 2.6%	118	150	+ 27.1%
Closed Sales	26	30	+ 15.4%	81	105	+ 29.6%
Median Sales Price*	\$146,750	\$152,450	+ 3.9%	\$157,500	\$151,340	- 3.9%
Inventory of Homes for Sale	142	101	- 28.9%	--	--	--
Months Supply of Inventory	4.8	3.0	- 38.6%	--	--	--
Cumulative Days on Market Until Sale	118	48	- 59.7%	106	89	- 16.2%
Percent of Original List Price Received*	96.0%	95.2%	- 0.8%	94.9%	95.9%	+ 1.0%
New Listings	45	41	- 8.9%	165	179	+ 8.5%

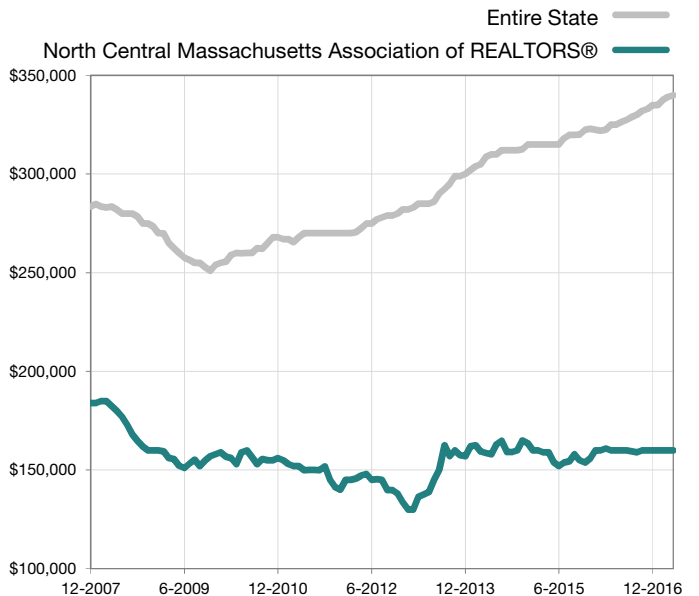
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.