

Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 0.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.5%

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

- 39.1%

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

Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	890	986	+ 10.8%	2,076	2,214	+ 6.6%
Closed Sales	570	560	-1.8%	1,582	1,577	-0.3%
Median Sales Price*	\$245,500	\$254,200	+ 3.5%	\$238,250	\$250,000	+ 4.9%
Inventory of Homes for Sale	2,857	1,732	-39.4%	--	--	--
Months Supply of Inventory	4.0	2.2	-45.0%	--	--	--
Cumulative Days on Market Until Sale	124	91	-26.6%	122	87	-28.7%
Percent of Original List Price Received*	94.4%	96.1%	+ 1.8%	94.1%	95.6%	+ 1.6%
New Listings	1,358	1,215	-10.5%	2,792	2,566	-8.1%

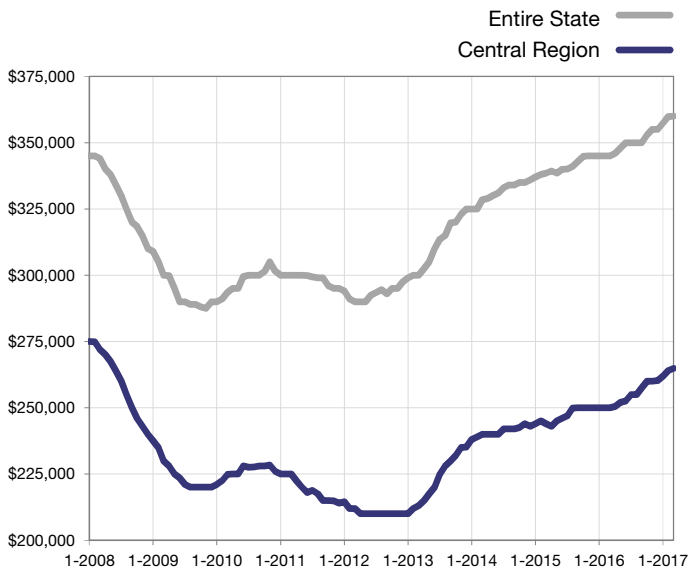
Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	175	239	+ 36.6%	450	512	+ 13.8%
Closed Sales	118	143	+ 21.2%	324	374	+ 15.4%
Median Sales Price*	\$186,000	\$169,000	-9.1%	\$192,250	\$183,000	-4.8%
Inventory of Homes for Sale	572	375	-34.4%	--	--	--
Months Supply of Inventory	3.8	2.2	-42.1%	--	--	--
Cumulative Days on Market Until Sale	124	80	-35.5%	114	85	-25.4%
Percent of Original List Price Received*	96.3%	95.8%	-0.5%	95.5%	96.2%	+ 0.7%
New Listings	272	257	-5.5%	617	605	-1.9%

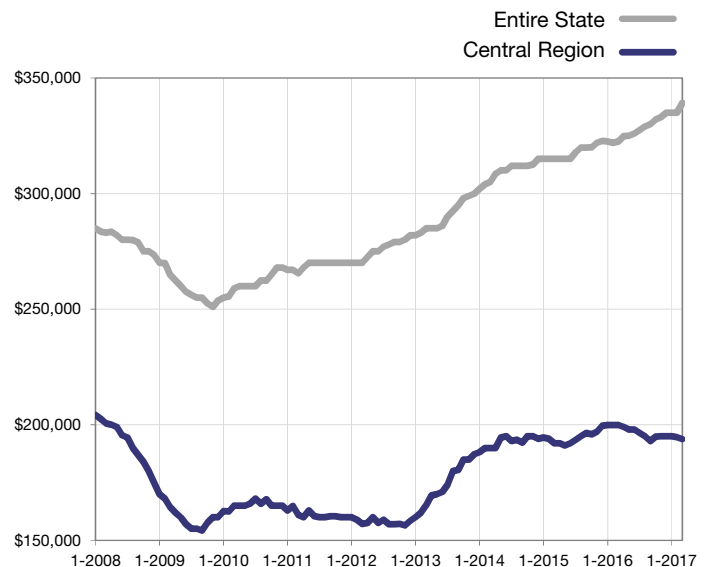
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

+ 12.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.5%

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

- 39.8%

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

Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	793	819	+ 3.3%	1,858	1,824	-1.8%
Closed Sales	522	536	+ 2.7%	1,472	1,462	-0.7%
Median Sales Price*	\$370,000	\$400,000	+ 8.1%	\$355,000	\$390,000	+ 9.9%
Inventory of Homes for Sale	1,812	1,141	-37.0%	--	--	--
Months Supply of Inventory	2.5	1.5	-40.0%	--	--	--
Cumulative Days on Market Until Sale	97	73	-24.7%	103	70	-32.0%
Percent of Original List Price Received*	96.2%	97.8%	+ 1.7%	95.1%	97.0%	+ 2.0%
New Listings	1,128	973	-13.7%	2,388	2,119	-11.3%

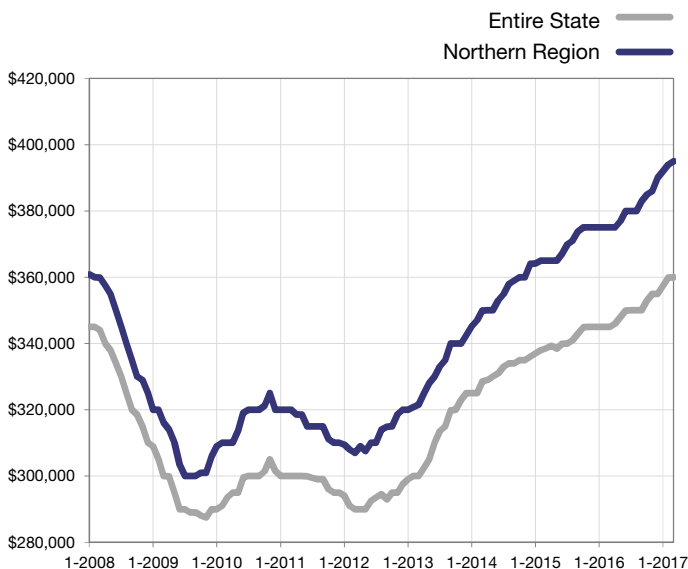
Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	364	414	+ 13.7%	841	911	+ 8.3%
Closed Sales	233	302	+ 29.6%	651	748	+ 14.9%
Median Sales Price*	\$235,000	\$252,250	+ 7.3%	\$231,000	\$254,200	+ 10.0%
Inventory of Homes for Sale	761	458	-39.8%	--	--	--
Months Supply of Inventory	2.4	1.4	-41.7%	--	--	--
Cumulative Days on Market Until Sale	89	65	-27.0%	94	63	-33.0%
Percent of Original List Price Received*	96.5%	98.8%	+ 2.4%	95.8%	98.0%	+ 2.3%
New Listings	490	448	-8.6%	1,052	1,048	-0.4%

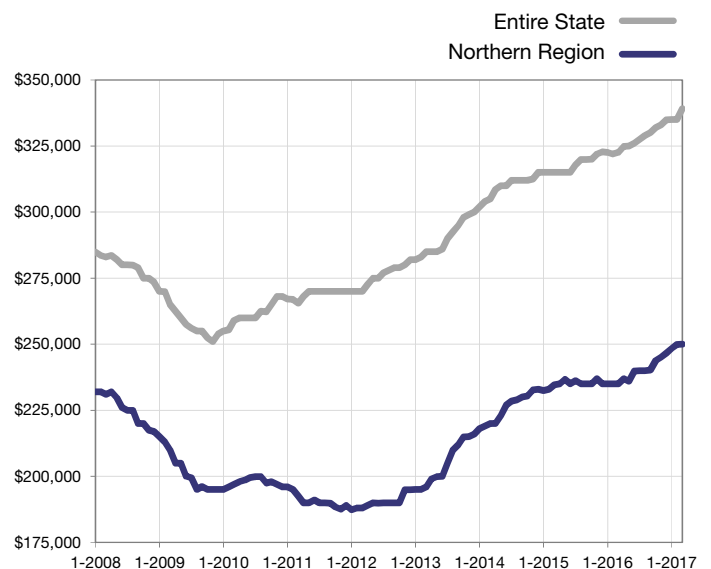
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 1.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.3%

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

- 37.7%

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

The Southeast Region includes data from the North Bristol and former Tri-County Boards of REALTORS®.

Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	568	616	+ 8.5%	1,376	1,443	+ 4.9%
Closed Sales	436	402	-7.8%	1,080	1,103	+ 2.1%
Median Sales Price*	\$260,000	\$280,000	+ 7.7%	\$257,500	\$271,000	+ 5.2%
Inventory of Homes for Sale	1,936	1,223	-36.8%	--	--	--
Months Supply of Inventory	4.2	2.4	-42.9%	--	--	--
Cumulative Days on Market Until Sale	105	77	-26.7%	111	77	-30.6%
Percent of Original List Price Received*	95.4%	97.7%	+ 2.4%	94.5%	96.8%	+ 2.4%
New Listings	772	692	-10.4%	1,814	1,684	-7.2%

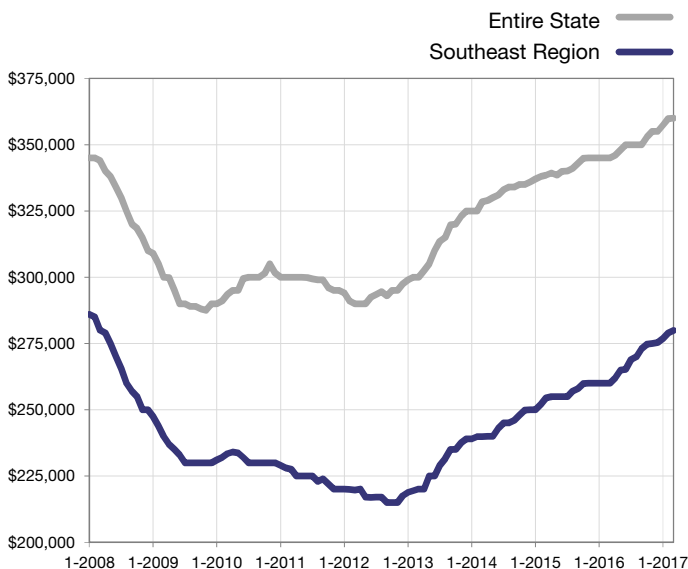
Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	86	101	+ 17.4%	216	260	+ 20.4%
Closed Sales	68	81	+ 19.1%	189	184	-2.6%
Median Sales Price*	\$164,000	\$187,000	+ 14.0%	\$174,900	\$188,000	+ 7.5%
Inventory of Homes for Sale	286	154	-46.2%	--	--	--
Months Supply of Inventory	4.0	2.0	-50.0%	--	--	--
Cumulative Days on Market Until Sale	111	67	-39.6%	111	69	-37.8%
Percent of Original List Price Received*	95.5%	97.9%	+ 2.5%	94.7%	97.7%	+ 3.2%
New Listings	126	110	-12.7%	307	277	-9.8%

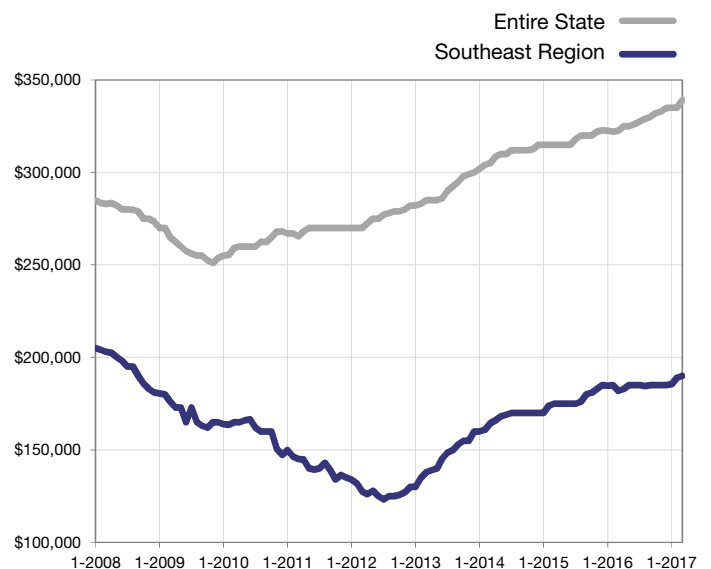
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Single-Family Properties



Condominium Properties



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West Region

+ 6.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.9%

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

- 33.4%

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

Single-Family Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	693	715	+ 3.2%	1,623	1,648	+ 1.5%
Closed Sales	465	495	+ 6.5%	1,268	1,240	-2.2%
Median Sales Price*	\$182,500	\$187,500	+ 2.7%	\$181,500	\$188,500	+ 3.9%
Inventory of Homes for Sale	3,362	2,235	-33.5%	--	--	--
Months Supply of Inventory	6.0	3.7	-38.3%	--	--	--
Cumulative Days on Market Until Sale	142	102	-28.2%	142	107	-24.6%
Percent of Original List Price Received*	92.1%	93.4%	+ 1.4%	91.5%	92.8%	+ 1.4%
New Listings	1,063	864	-18.7%	2,313	2,023	-12.5%

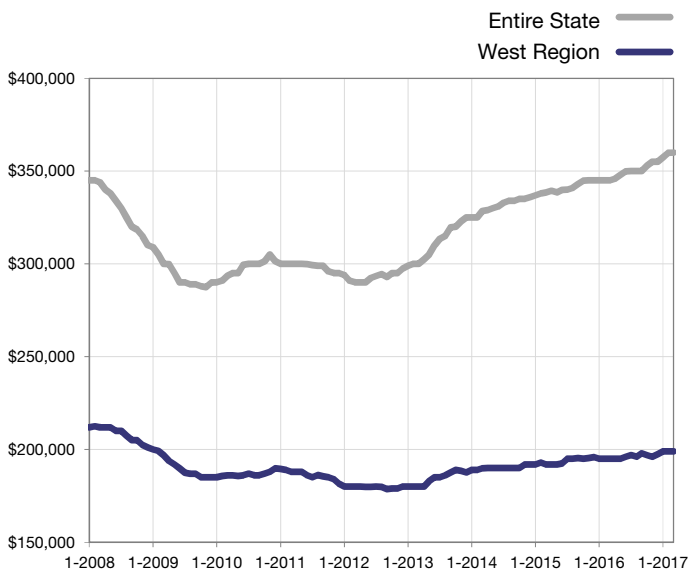
Condominium Properties

	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	90	93	+ 3.3%	214	209	-2.3%
Closed Sales	69	77	+ 11.6%	168	181	+ 7.7%
Median Sales Price*	\$150,000	\$145,000	-3.3%	\$153,700	\$155,000	+ 0.8%
Inventory of Homes for Sale	530	400	-24.5%	--	--	--
Months Supply of Inventory	6.5	4.9	-24.6%	--	--	--
Cumulative Days on Market Until Sale	135	140	+ 3.7%	146	143	-2.1%
Percent of Original List Price Received*	94.5%	94.9%	+ 0.4%	94.2%	94.0%	-0.2%
New Listings	131	122	-6.9%	303	281	-7.3%

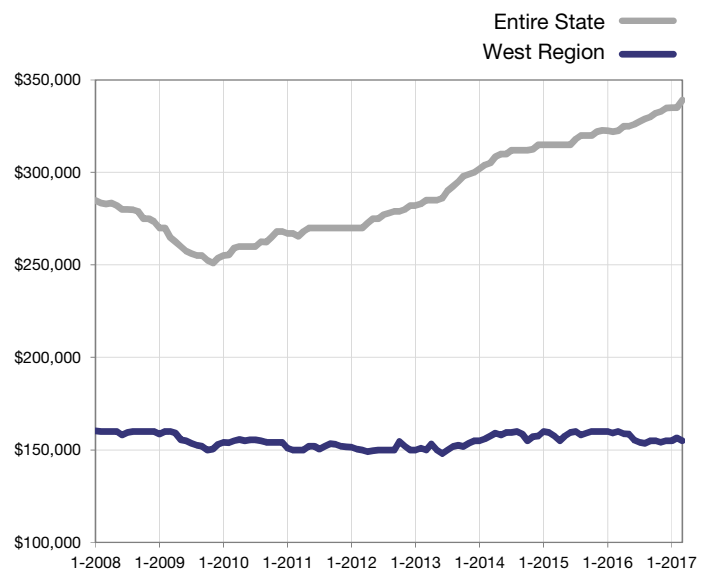
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