

Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 2.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.7%

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

- 37.3%

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

Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,141	1,127	-1.2%	5,359	5,276	-1.5%
Closed Sales	1,070	1,099	+ 2.7%	4,066	4,173	+ 2.6%
Median Sales Price*	\$275,000	\$292,450	+ 6.3%	\$255,000	\$269,900	+ 5.8%
Inventory of Homes for Sale	2,640	2,004	-24.1%	--	--	--
Months Supply of Inventory	3.5	2.5	-28.6%	--	--	--
Cumulative Days on Market Until Sale	86	54	-37.2%	108	72	-33.3%
Percent of Original List Price Received*	97.4%	98.7%	+ 1.3%	95.5%	97.0%	+ 1.6%
New Listings	1,397	1,290	-7.7%	6,831	6,469	-5.3%

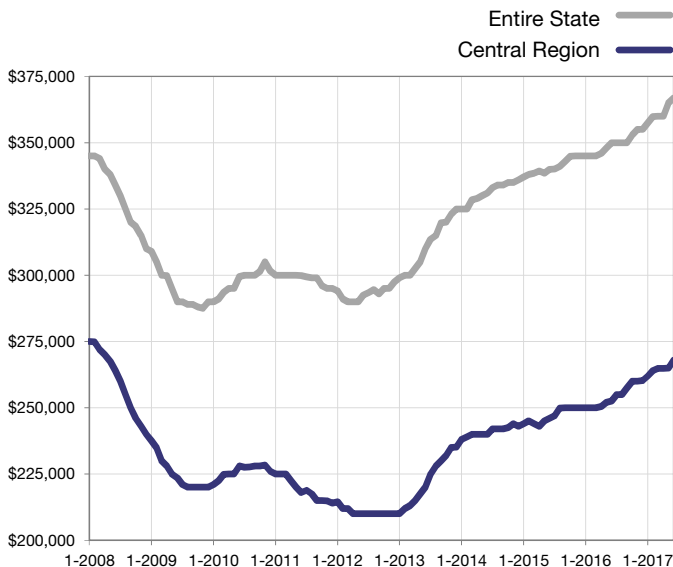
Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	241	208	-13.7%	1,123	1,090	-2.9%
Closed Sales	257	227	-11.7%	895	920	+ 2.8%
Median Sales Price*	\$204,450	\$215,500	+ 5.4%	\$193,500	\$194,900	+ 0.7%
Inventory of Homes for Sale	491	399	-18.7%	--	--	--
Months Supply of Inventory	3.1	2.4	-22.6%	--	--	--
Cumulative Days on Market Until Sale	80	69	-13.8%	96	74	-22.9%
Percent of Original List Price Received*	97.3%	98.6%	+ 1.3%	96.5%	97.4%	+ 0.9%
New Listings	265	220	-17.0%	1,386	1,309	-5.6%

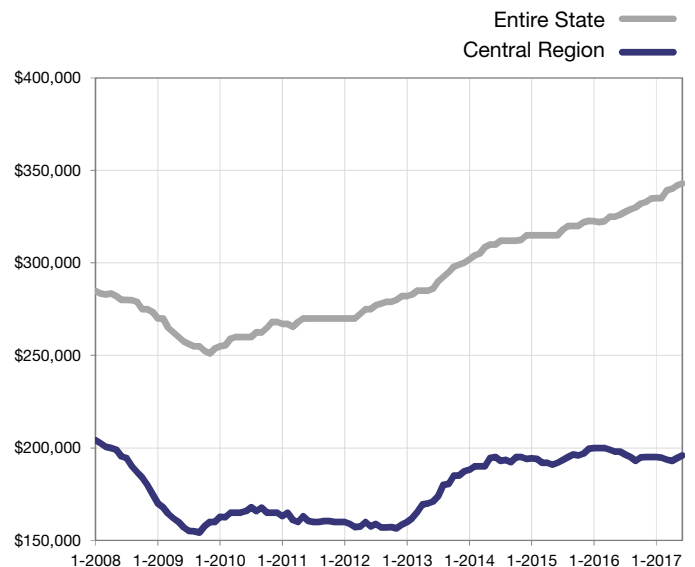
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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.



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

- 6.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.5%

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

- 31.8%

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

Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,040	1,080	+ 3.8%	4,907	4,621	-5.8%
Closed Sales	1,020	996	-2.4%	3,841	3,725	-3.0%
Median Sales Price*	\$413,000	\$440,000	+ 6.5%	\$380,000	\$410,000	+ 7.9%
Inventory of Homes for Sale	1,916	1,604	-16.3%	--	--	--
Months Supply of Inventory	2.6	2.2	-15.4%	--	--	--
Cumulative Days on Market Until Sale	70	48	-31.4%	86	60	-30.2%
Percent of Original List Price Received*	98.5%	99.1%	+ 0.6%	96.9%	98.3%	+ 1.4%
New Listings	1,261	1,274	+ 1.0%	6,198	5,805	-6.3%

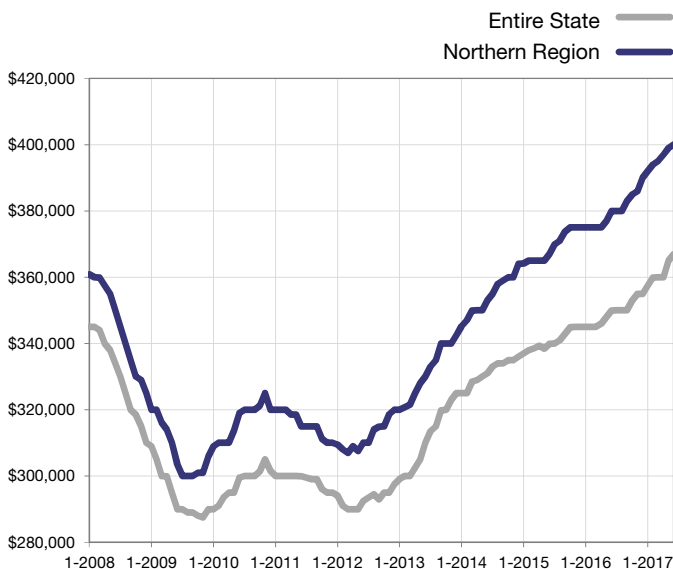
Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	454	441	-2.9%	2,199	2,152	-2.1%
Closed Sales	467	446	-4.5%	1,744	1,840	+ 5.5%
Median Sales Price*	\$250,000	\$264,500	+ 5.8%	\$240,000	\$263,950	+ 10.0%
Inventory of Homes for Sale	665	543	-18.3%	--	--	--
Months Supply of Inventory	2.1	1.6	-23.8%	--	--	--
Cumulative Days on Market Until Sale	63	41	-34.9%	81	54	-33.3%
Percent of Original List Price Received*	98.3%	99.5%	+ 1.2%	97.2%	98.8%	+ 1.6%
New Listings	484	515	+ 6.4%	2,553	2,528	-1.0%

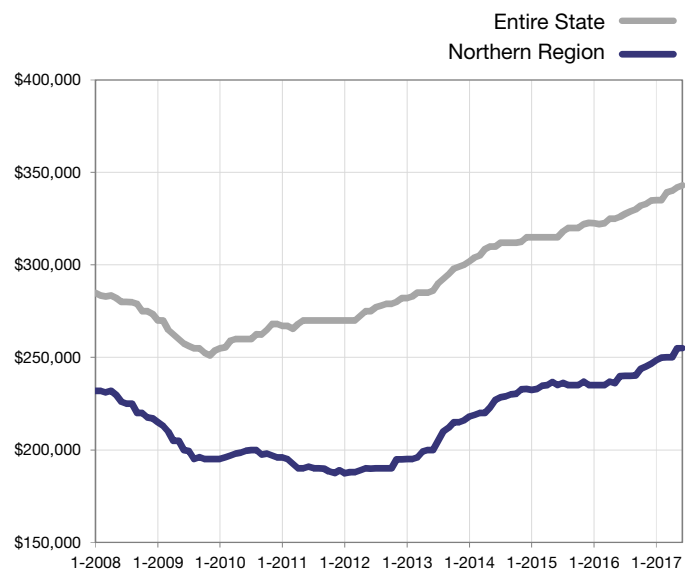
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 5.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.7%

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

- 31.6%

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

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	710	721	+ 1.5%	3,460	3,311	-4.3%
Closed Sales	634	623	-1.7%	2,693	2,722	+ 1.1%
Median Sales Price*	\$280,000	\$313,000	+ 11.8%	\$268,000	\$285,972	+ 6.7%
Inventory of Homes for Sale	1,751	1,475	-15.8%	--	--	--
Months Supply of Inventory	3.6	2.9	-19.4%	--	--	--
Cumulative Days on Market Until Sale	86	60	-30.2%	101	70	-30.7%
Percent of Original List Price Received*	97.2%	98.6%	+ 1.4%	95.9%	97.5%	+ 1.7%
New Listings	859	842	-2.0%	4,340	4,161	-4.1%

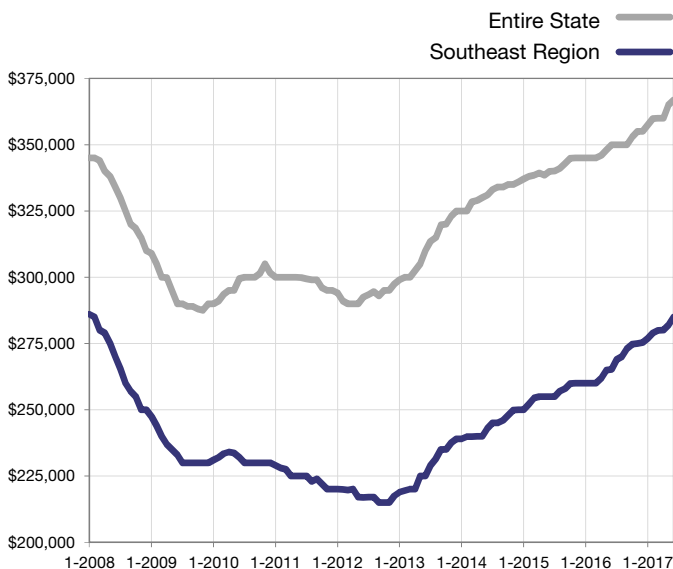
Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	105	108	+ 2.9%	551	545	-1.1%
Closed Sales	117	93	-20.5%	456	452	-0.9%
Median Sales Price*	\$197,900	\$209,000	+ 5.6%	\$184,250	\$195,000	+ 5.8%
Inventory of Homes for Sale	203	179	-11.8%	--	--	--
Months Supply of Inventory	2.7	2.3	-14.8%	--	--	--
Cumulative Days on Market Until Sale	92	64	-30.4%	107	68	-36.4%
Percent of Original List Price Received*	96.0%	99.4%	+ 3.5%	95.1%	97.9%	+ 2.9%
New Listings	101	114	+ 12.9%	642	626	-2.5%

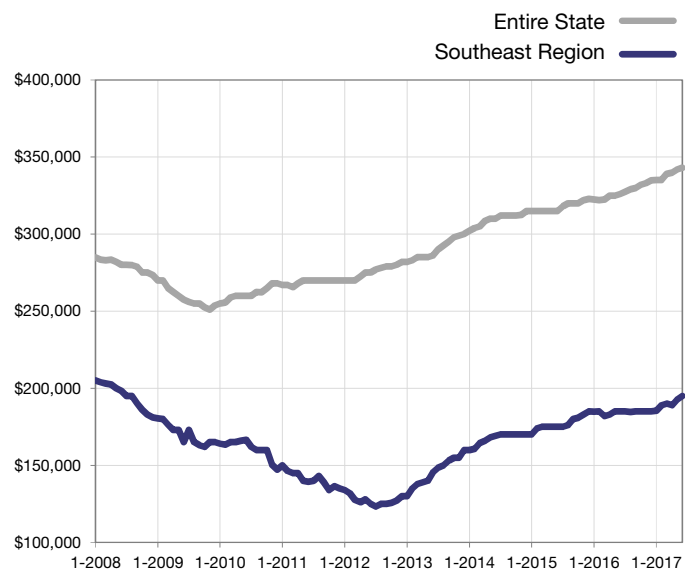
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Single-Family Properties



Condominium Properties



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West Region

- 15.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.1%

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

- 43.8%

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

Single-Family Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	822	755	-8.2%	4,025	3,636	-9.7%
Closed Sales	788	673	-14.6%	3,214	2,978	-7.3%
Median Sales Price*	\$209,000	\$218,000	+ 4.3%	\$193,000	\$200,000	+ 3.6%
Inventory of Homes for Sale	3,437	2,046	-40.5%	--	--	--
Months Supply of Inventory	5.9	3.5	-40.7%	--	--	--
Cumulative Days on Market Until Sale	99	76	-23.2%	124	99	-20.2%
Percent of Original List Price Received*	95.1%	96.0%	+ 0.9%	93.1%	94.2%	+ 1.2%
New Listings	1,166	902	-22.6%	5,811	4,679	-19.5%

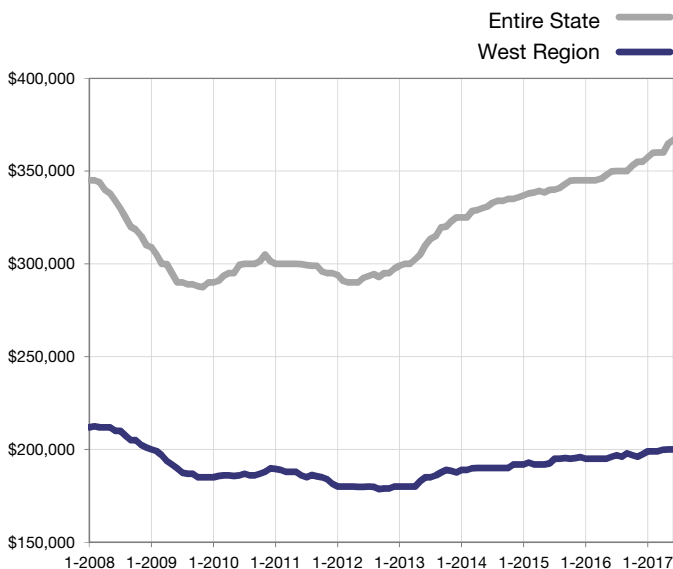
Condominium Properties

	June			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	83	101	+ 21.7%	511	502	-1.8%
Closed Sales	109	91	-16.5%	430	401	-6.7%
Median Sales Price*	\$152,000	\$169,000	+ 11.2%	\$150,000	\$157,000	+ 4.7%
Inventory of Homes for Sale	530	365	-31.1%	--	--	--
Months Supply of Inventory	6.6	4.7	-28.8%	--	--	--
Cumulative Days on Market Until Sale	123	82	-33.3%	139	123	-11.5%
Percent of Original List Price Received*	96.8%	96.3%	-0.5%	94.9%	94.8%	-0.1%
New Listings	146	123	-15.8%	730	667	-8.6%

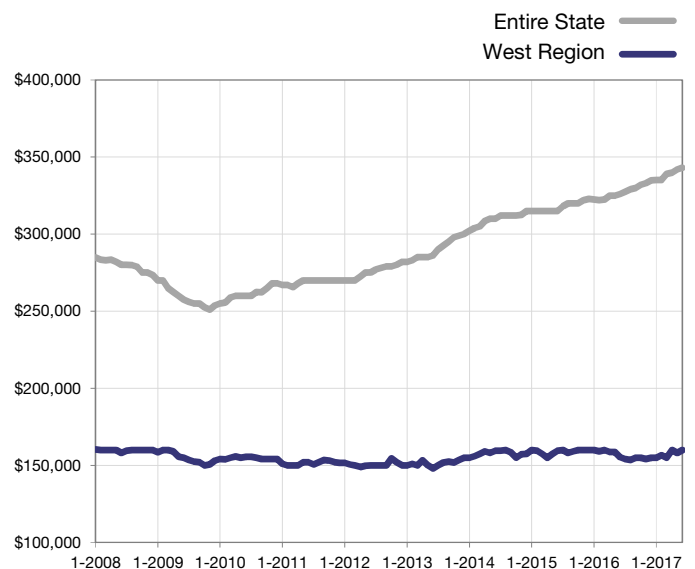
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