

Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 1.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.6%

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

- 35.6%

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

Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	839	917	+ 9.3%	5,933	6,075	+ 2.4%
Closed Sales	960	947	-1.4%	5,075	5,151	+ 1.5%
Median Sales Price*	\$279,900	\$290,000	+ 3.6%	\$260,000	\$272,999	+ 5.0%
Inventory of Homes for Sale	3,093	2,023	-34.6%	--	--	--
Months Supply of Inventory	4.1	2.6	-36.6%	--	--	--
Cumulative Days on Market Until Sale	82	48	-41.5%	104	68	-34.6%
Percent of Original List Price Received*	97.4%	98.7%	+ 1.3%	95.9%	97.3%	+ 1.5%
New Listings	1,059	1,055	-0.4%	7,876	7,516	-4.6%

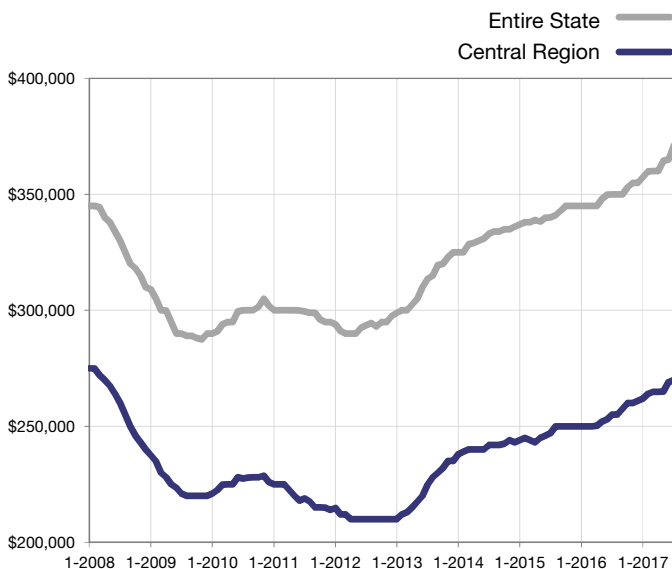
Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	170	197	+ 15.9%	1,237	1,276	+ 3.2%
Closed Sales	171	194	+ 13.5%	1,076	1,122	+ 4.3%
Median Sales Price*	\$195,900	\$215,400	+ 10.0%	\$193,500	\$200,000	+ 3.4%
Inventory of Homes for Sale	582	410	-29.6%	--	--	--
Months Supply of Inventory	3.7	2.5	-32.4%	--	--	--
Cumulative Days on Market Until Sale	85	64	-24.7%	94	72	-23.4%
Percent of Original List Price Received*	96.8%	98.2%	+ 1.4%	96.6%	97.5%	+ 0.9%
New Listings	197	230	+ 16.8%	1,582	1,546	-2.3%

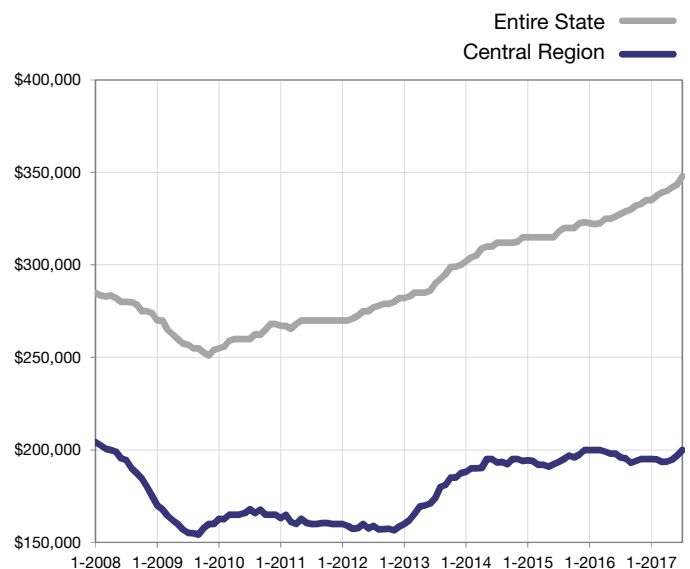
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 1.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.1%

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

- 30.0%

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

Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	843	885	+ 5.0%	5,567	5,413	-2.8%
Closed Sales	916	912	-0.4%	4,775	4,665	-2.3%
Median Sales Price*	\$401,500	\$435,000	+ 8.3%	\$385,000	\$417,000	+ 8.3%
Inventory of Homes for Sale	2,201	1,615	-26.6%	--	--	--
Months Supply of Inventory	3.0	2.2	-26.7%	--	--	--
Cumulative Days on Market Until Sale	71	40	-43.7%	83	56	-32.5%
Percent of Original List Price Received*	98.5%	99.6%	+ 1.1%	97.2%	98.6%	+ 1.4%
New Listings	1,004	974	-3.0%	7,177	6,774	-5.6%

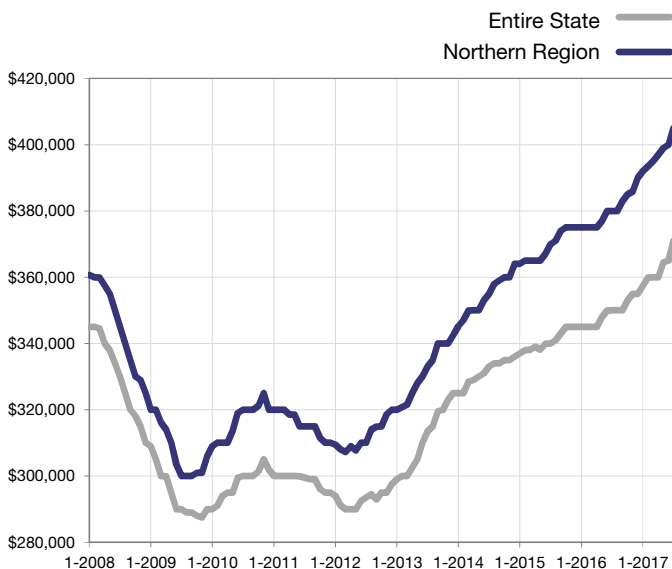
Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	358	367	+ 2.5%	2,470	2,502	+ 1.3%
Closed Sales	382	376	-1.6%	2,147	2,233	+ 4.0%
Median Sales Price*	\$250,000	\$264,950	+ 6.0%	\$243,450	\$264,000	+ 8.4%
Inventory of Homes for Sale	821	517	-37.0%	--	--	--
Months Supply of Inventory	2.6	1.5	-42.3%	--	--	--
Cumulative Days on Market Until Sale	66	40	-39.4%	78	52	-33.3%
Percent of Original List Price Received*	98.3%	100.2%	+ 1.9%	97.4%	99.1%	+ 1.7%
New Listings	408	382	-6.4%	2,972	2,915	-1.9%

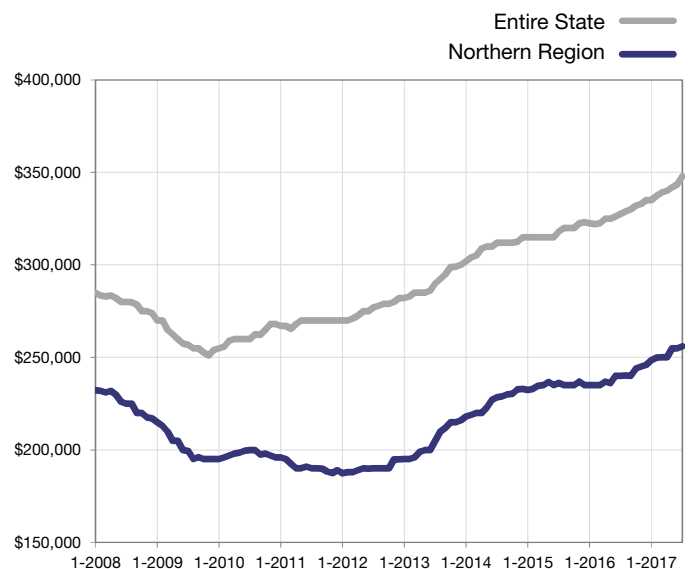
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

+ 2.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.3%

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

- 29.5%

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

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	560	621	+ 10.9%	3,795	3,859	+ 1.7%
Closed Sales	572	565	-1.2%	3,300	3,315	+ 0.5%
Median Sales Price*	\$291,200	\$319,450	+ 9.7%	\$273,000	\$290,000	+ 6.2%
Inventory of Homes for Sale	2,136	1,529	-28.4%	--	--	--
Months Supply of Inventory	4.4	3.0	-31.8%	--	--	--
Cumulative Days on Market Until Sale	80	55	-31.3%	97	67	-30.9%
Percent of Original List Price Received*	97.4%	98.3%	+ 0.9%	96.1%	97.6%	+ 1.6%
New Listings	728	734	+ 0.8%	5,049	4,894	-3.1%

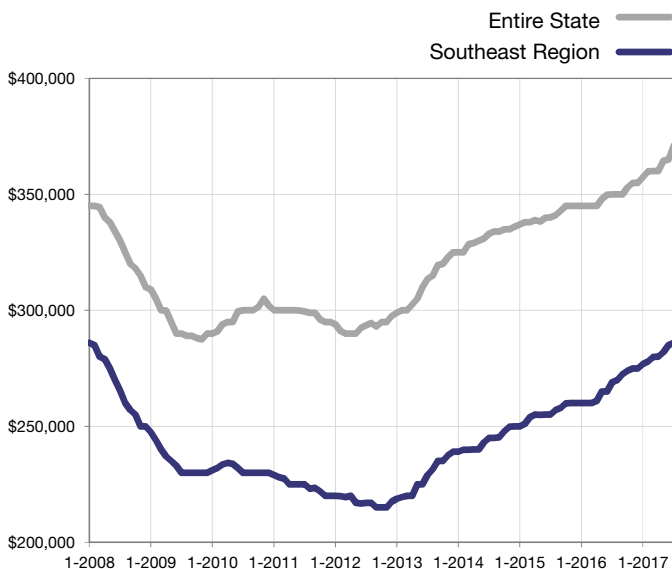
Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	64	105	+ 64.1%	587	633	+ 7.8%
Closed Sales	78	89	+ 14.1%	540	543	+ 0.6%
Median Sales Price*	\$184,950	\$223,000	+ 20.6%	\$184,250	\$200,000	+ 8.5%
Inventory of Homes for Sale	243	190	-21.8%	--	--	--
Months Supply of Inventory	3.2	2.4	-25.0%	--	--	--
Cumulative Days on Market Until Sale	78	44	-43.6%	102	64	-37.3%
Percent of Original List Price Received*	96.9%	97.9%	+ 1.0%	95.4%	97.9%	+ 2.6%
New Listings	94	112	+ 19.1%	737	735	-0.3%

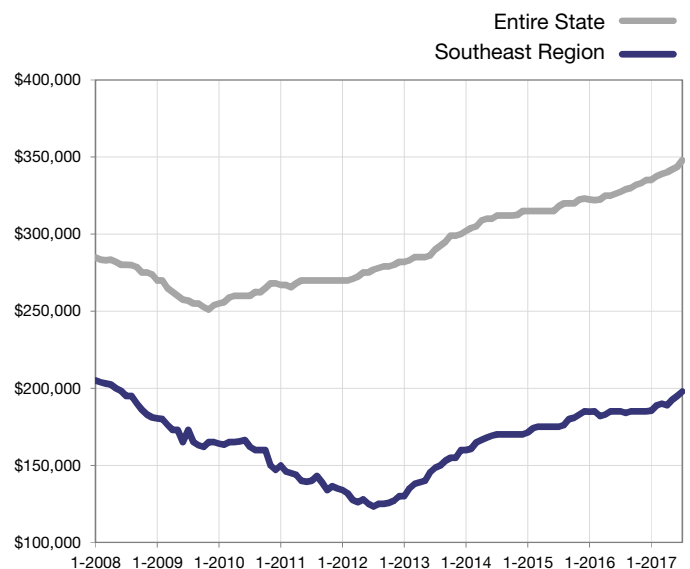
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Single-Family Properties



Condominium Properties



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West Region

+ 6.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.7%

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

- 28.2%

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

Single-Family Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	504	631	+ 25.2%	3,726	3,906	+ 4.8%
Closed Sales	587	625	+ 6.5%	3,264	3,257	-0.2%
Median Sales Price*	\$222,000	\$220,000	-0.9%	\$196,500	\$205,000	+ 4.3%
Inventory of Homes for Sale	2,621	1,901	-27.5%	--	--	--
Months Supply of Inventory	5.5	3.8	-30.9%	--	--	--
Cumulative Days on Market Until Sale	99	66	-33.3%	117	87	-25.6%
Percent of Original List Price Received*	95.9%	97.3%	+ 1.5%	94.2%	95.4%	+ 1.3%
New Listings	697	757	+ 8.6%	5,266	5,212	-1.0%

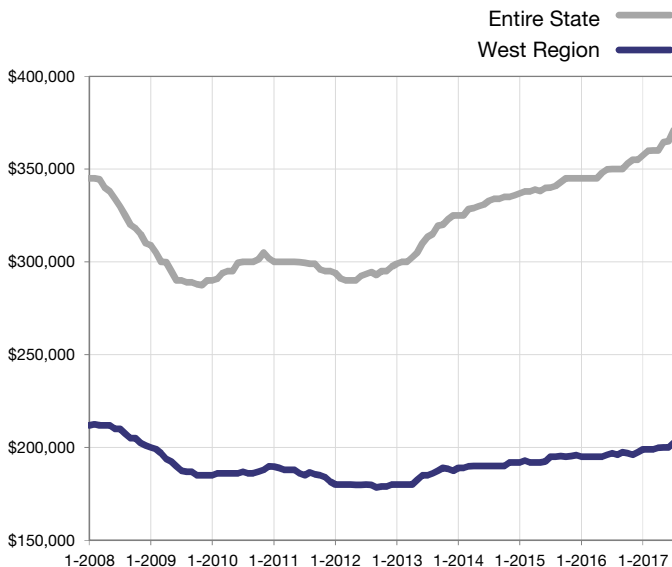
Condominium Properties

	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	82	91	+ 11.0%	533	549	+ 3.0%
Closed Sales	84	94	+ 11.9%	477	466	-2.3%
Median Sales Price*	\$146,500	\$175,000	+ 19.5%	\$147,400	\$155,000	+ 5.2%
Inventory of Homes for Sale	416	294	-29.3%	--	--	--
Months Supply of Inventory	6.0	4.2	-30.0%	--	--	--
Cumulative Days on Market Until Sale	99	97	-2.0%	128	115	-10.2%
Percent of Original List Price Received*	96.2%	95.5%	-0.7%	95.4%	95.2%	-0.2%
New Listings	102	77	-24.5%	715	720	+ 0.7%

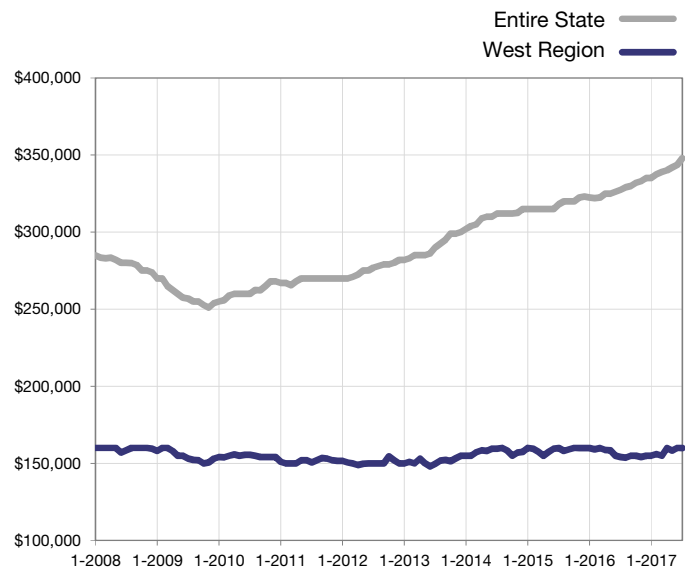
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