

Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 5.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.0%

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

- 30.1%

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

Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	790	919	+ 16.3%	8,357	8,559	+ 2.4%
Closed Sales	794	842	+ 6.0%	7,827	7,883	+ 0.7%
Median Sales Price*	\$272,500	\$280,000	+ 2.8%	\$262,000	\$278,000	+ 6.1%
Inventory of Homes for Sale	2,908	2,102	-27.7%	--	--	--
Months Supply of Inventory	3.8	2.7	-28.9%	--	--	--
Cumulative Days on Market Until Sale	74	58	-21.6%	94	63	-33.0%
Percent of Original List Price Received*	96.6%	97.8%	+ 1.2%	96.3%	97.6%	+ 1.3%
New Listings	981	1,006	+ 2.5%	11,083	10,904	-1.6%

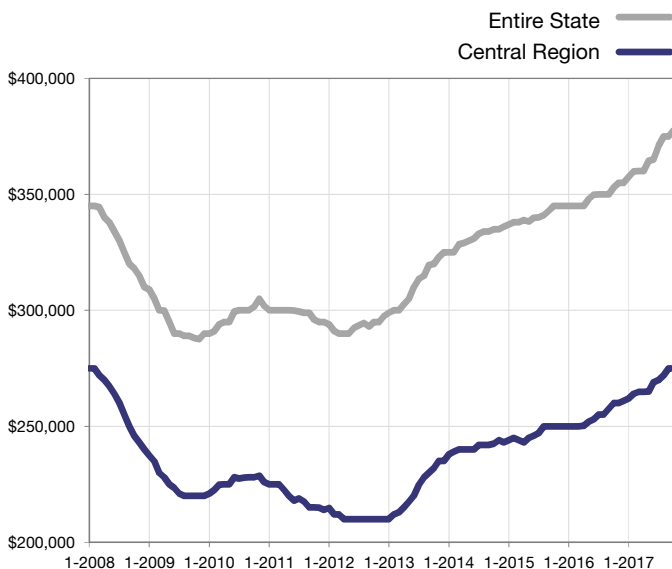
Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	147	205	+ 39.5%	1,734	1,835	+ 5.8%
Closed Sales	162	174	+ 7.4%	1,625	1,704	+ 4.9%
Median Sales Price*	\$207,500	\$209,150	+ 0.8%	\$195,000	\$206,000	+ 5.6%
Inventory of Homes for Sale	546	382	-30.0%	--	--	--
Months Supply of Inventory	3.5	2.3	-34.3%	--	--	--
Cumulative Days on Market Until Sale	81	56	-30.9%	91	67	-26.4%
Percent of Original List Price Received*	97.0%	99.4%	+ 2.5%	96.6%	98.0%	+ 1.4%
New Listings	189	200	+ 5.8%	2,222	2,178	-2.0%

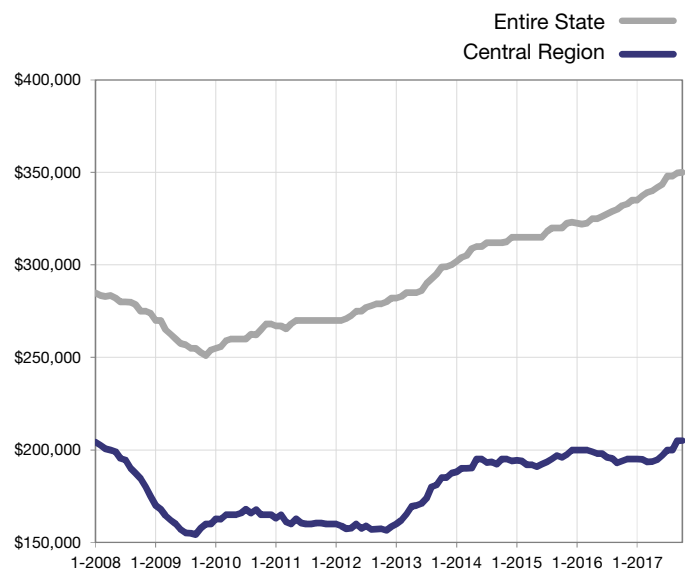
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 0.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.7%

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

- 31.9%

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

Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	766	808	+ 5.5%	7,899	7,773	-1.6%
Closed Sales	762	794	+ 4.2%	7,387	7,285	-1.4%
Median Sales Price*	\$390,000	\$410,500	+ 5.3%	\$389,000	\$420,000	+ 8.0%
Inventory of Homes for Sale	2,109	1,507	-28.5%	--	--	--
Months Supply of Inventory	2.9	2.1	-27.6%	--	--	--
Cumulative Days on Market Until Sale	62	49	-21.0%	75	53	-29.3%
Percent of Original List Price Received*	96.9%	98.3%	+ 1.4%	97.4%	98.6%	+ 1.2%
New Listings	863	860	-0.3%	10,088	9,677	-4.1%

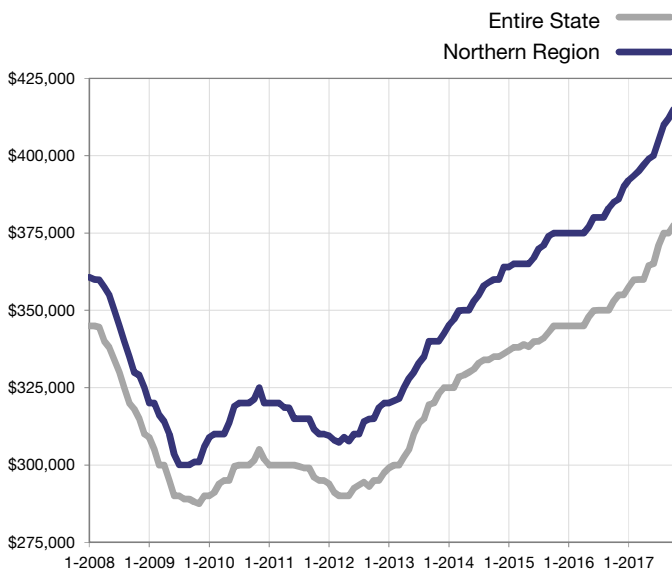
Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	303	371	+ 22.4%	3,474	3,509	+ 1.0%
Closed Sales	332	303	-8.7%	3,278	3,303	+ 0.8%
Median Sales Price*	\$250,000	\$268,000	+ 7.2%	\$245,000	\$267,000	+ 9.0%
Inventory of Homes for Sale	785	531	-32.4%	--	--	--
Months Supply of Inventory	2.4	1.6	-33.3%	--	--	--
Cumulative Days on Market Until Sale	53	42	-20.8%	71	48	-32.4%
Percent of Original List Price Received*	97.6%	99.2%	+ 1.6%	97.6%	99.2%	+ 1.6%
New Listings	362	380	+ 5.0%	4,217	4,160	-1.4%

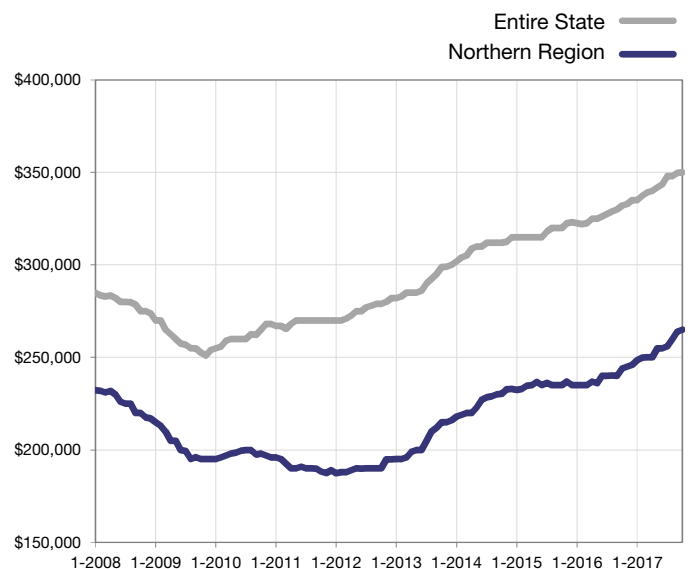
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 0.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.7%

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

- 24.8%

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

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	510	639	+ 25.3%	5,449	5,522	+ 1.3%
Closed Sales	554	534	-3.6%	5,096	5,123	+ 0.5%
Median Sales Price*	\$270,000	\$285,900	+ 5.9%	\$275,000	\$292,750	+ 6.5%
Inventory of Homes for Sale	1,966	1,536	-21.9%	--	--	--
Months Supply of Inventory	3.9	3.0	-23.1%	--	--	--
Cumulative Days on Market Until Sale	74	63	-14.9%	91	64	-29.7%
Percent of Original List Price Received*	97.0%	97.5%	+ 0.5%	96.3%	97.8%	+ 1.6%
New Listings	660	717	+ 8.6%	7,129	7,130	+ 0.0%

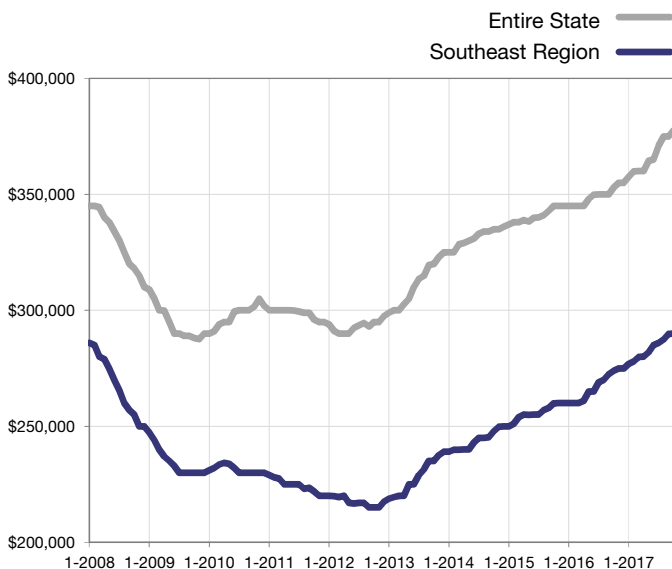
Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	56	99	+ 76.8%	807	880	+ 9.0%
Closed Sales	74	88	+ 18.9%	788	830	+ 5.3%
Median Sales Price*	\$198,000	\$187,450	-5.3%	\$185,000	\$199,000	+ 7.6%
Inventory of Homes for Sale	261	197	-24.5%	--	--	--
Months Supply of Inventory	3.4	2.4	-29.4%	--	--	--
Cumulative Days on Market Until Sale	66	62	-6.1%	97	61	-37.1%
Percent of Original List Price Received*	96.8%	97.3%	+ 0.5%	95.7%	97.8%	+ 2.2%
New Listings	97	103	+ 6.2%	1,051	1,050	-0.1%

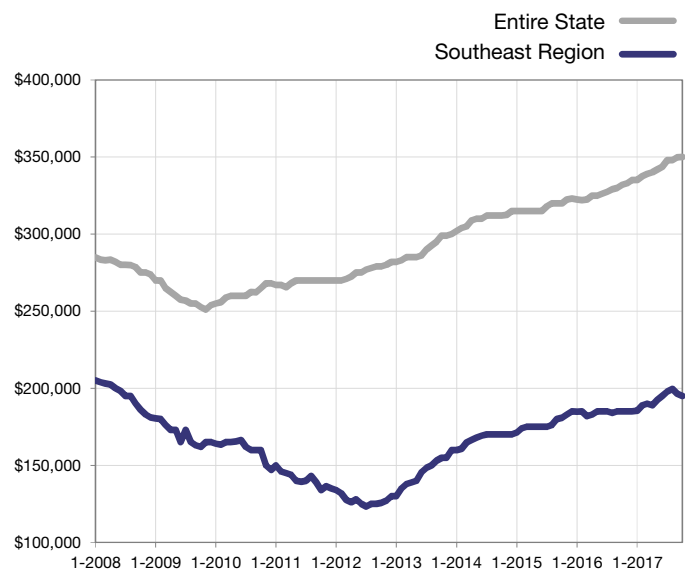
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Single-Family Properties



Condominium Properties



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West Region

+ 17.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.1%

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

- 25.2%

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

Single-Family Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	472	579	+ 22.7%	5,268	5,459	+ 3.6%
Closed Sales	441	527	+ 19.5%	4,928	5,064	+ 2.8%
Median Sales Price*	\$192,000	\$205,050	+ 6.8%	\$199,110	\$207,500	+ 4.2%
Inventory of Homes for Sale	2,375	1,802	-24.1%	--	--	--
Months Supply of Inventory	5.0	3.6	-28.0%	--	--	--
Cumulative Days on Market Until Sale	85	67	-21.2%	106	79	-25.5%
Percent of Original List Price Received*	94.4%	95.8%	+ 1.5%	94.3%	95.6%	+ 1.4%
New Listings	582	678	+ 16.5%	7,309	7,347	+ 0.5%

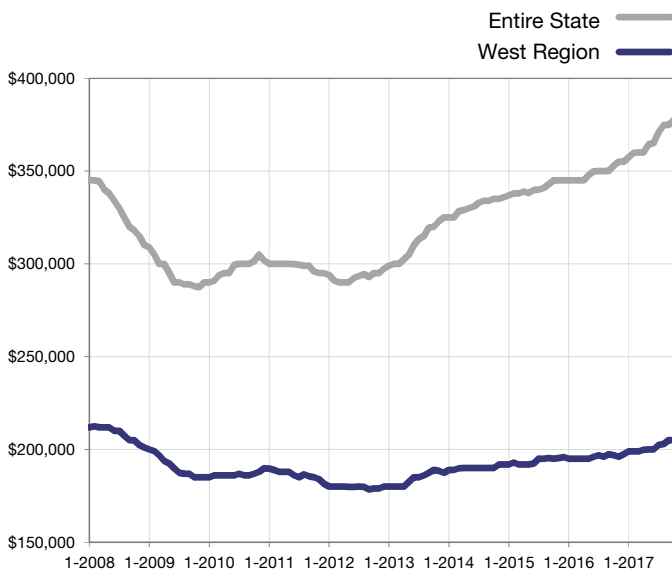
Condominium Properties

	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	66	87	+ 31.8%	756	790	+ 4.5%
Closed Sales	62	74	+ 19.4%	718	754	+ 5.0%
Median Sales Price*	\$165,000	\$152,750	-7.4%	\$151,500	\$159,900	+ 5.5%
Inventory of Homes for Sale	352	264	-25.0%	--	--	--
Months Supply of Inventory	5.1	3.5	-31.4%	--	--	--
Cumulative Days on Market Until Sale	105	71	-32.4%	122	100	-18.0%
Percent of Original List Price Received*	95.9%	96.7%	+ 0.8%	95.6%	95.7%	+ 0.1%
New Listings	77	86	+ 11.7%	969	997	+ 2.9%

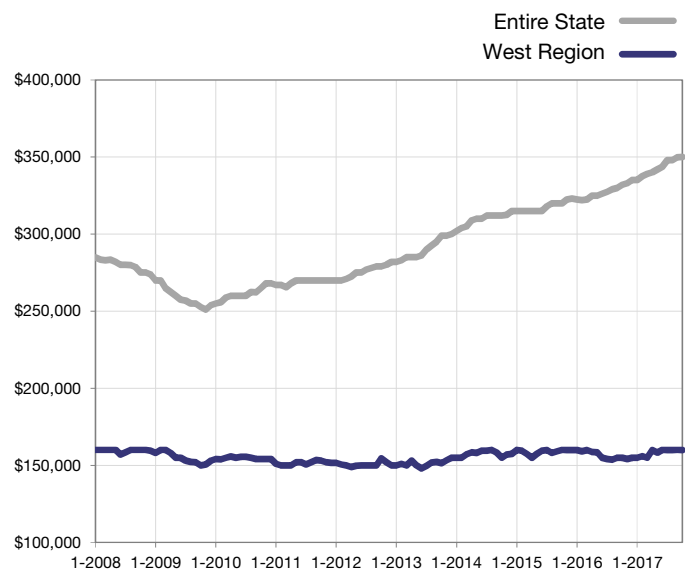
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