

Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 6.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.4%

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

- 31.7%

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

Single-Family Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	614	730	+ 18.9%	8,969	9,192	+ 2.5%
Closed Sales	788	833	+ 5.7%	8,615	8,734	+ 1.4%
Median Sales Price*	\$254,000	\$280,000	+ 10.2%	\$261,500	\$279,000	+ 6.7%
Inventory of Homes for Sale	2,665	1,853	-30.5%	--	--	--
Months Supply of Inventory	3.4	2.3	-32.4%	--	--	--
Cumulative Days on Market Until Sale	77	64	-16.9%	92	63	-31.5%
Percent of Original List Price Received*	96.1%	97.1%	+ 1.0%	96.3%	97.6%	+ 1.3%
New Listings	721	711	-1.4%	11,804	11,609	-1.7%

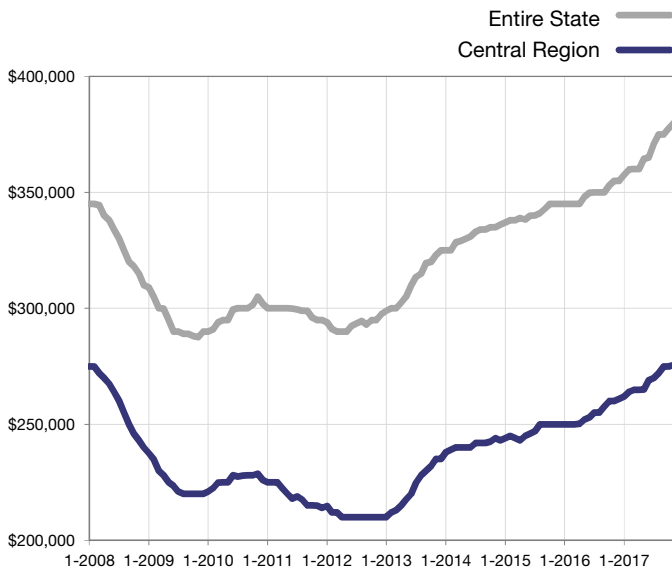
Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	146	172	+ 17.8%	1,880	1,995	+ 6.1%
Closed Sales	161	197	+ 22.4%	1,786	1,904	+ 6.6%
Median Sales Price*	\$205,000	\$233,000	+ 13.7%	\$196,250	\$209,900	+ 7.0%
Inventory of Homes for Sale	488	322	-34.0%	--	--	--
Months Supply of Inventory	3.0	1.9	-36.7%	--	--	--
Cumulative Days on Market Until Sale	69	58	-15.9%	89	66	-25.8%
Percent of Original List Price Received*	96.4%	97.5%	+ 1.1%	96.6%	98.0%	+ 1.4%
New Listings	139	139	0.0%	2,361	2,318	-1.8%

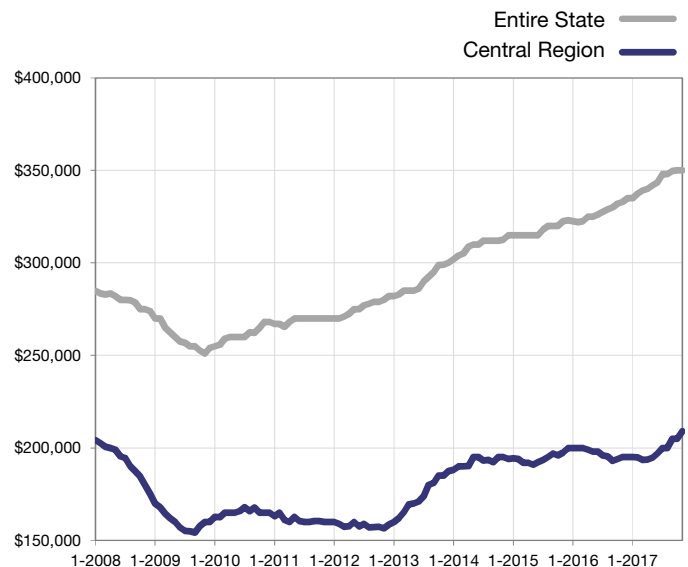
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

+ 2.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.3%

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

- 31.3%

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

Single-Family Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	599	671	+ 12.0%	8,498	8,378	-1.4%
Closed Sales	749	745	-0.5%	8,136	8,039	-1.2%
Median Sales Price*	\$390,000	\$420,000	+ 7.7%	\$389,900	\$420,000	+ 7.7%
Inventory of Homes for Sale	1,817	1,296	-28.7%	--	--	--
Months Supply of Inventory	2.4	1.8	-25.0%	--	--	--
Cumulative Days on Market Until Sale	60	52	-13.3%	74	53	-28.4%
Percent of Original List Price Received*	97.2%	97.7%	+ 0.5%	97.4%	98.5%	+ 1.1%
New Listings	614	683	+ 11.2%	10,702	10,350	-3.3%

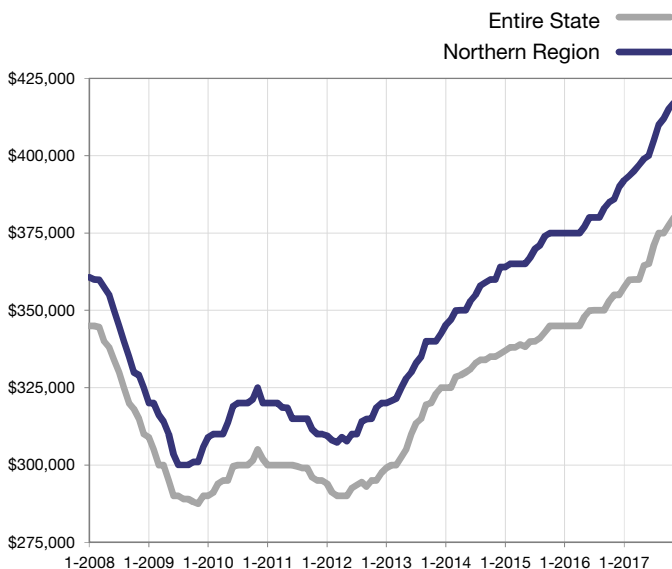
Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	305	297	-2.6%	3,779	3,780	+ 0.0%
Closed Sales	334	360	+ 7.8%	3,612	3,665	+ 1.5%
Median Sales Price*	\$262,250	\$264,950	+ 1.0%	\$246,818	\$265,950	+ 7.8%
Inventory of Homes for Sale	712	508	-28.7%	--	--	--
Months Supply of Inventory	2.2	1.5	-31.8%	--	--	--
Cumulative Days on Market Until Sale	58	47	-19.0%	70	48	-31.4%
Percent of Original List Price Received*	97.6%	99.1%	+ 1.5%	97.6%	99.2%	+ 1.6%
New Listings	303	325	+ 7.3%	4,520	4,486	-0.8%

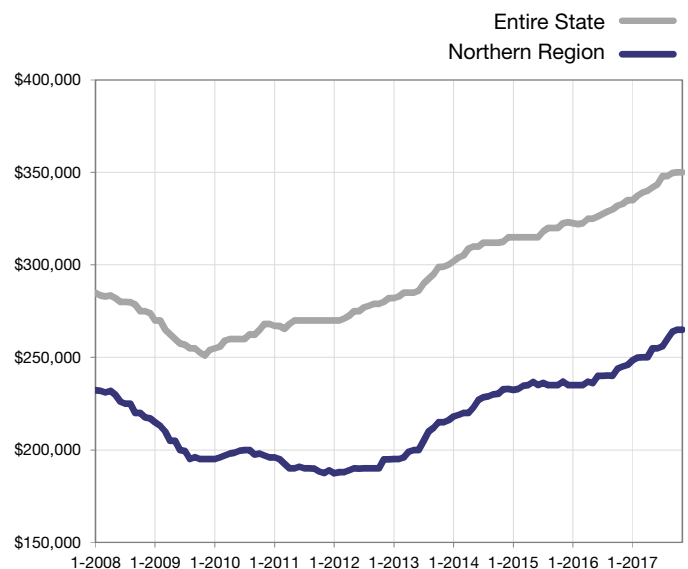
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

+ 14.9%

+ 8.0%

- 26.9%

Year-Over-Year
Change in
Closed Sales
All Properties

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

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

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	419	505	+ 20.5%	5,866	5,965	+ 1.7%
Closed Sales	501	586	+ 17.0%	5,597	5,725	+ 2.3%
Median Sales Price*	\$286,500	\$304,500	+ 6.3%	\$275,000	\$295,000	+ 7.3%
Inventory of Homes for Sale	1,819	1,392	-23.5%	--	--	--
Months Supply of Inventory	3.6	2.7	-25.0%	--	--	--
Cumulative Days on Market Until Sale	72	70	-2.8%	89	65	-27.0%
Percent of Original List Price Received*	96.9%	95.9%	-1.0%	96.4%	97.6%	+ 1.2%
New Listings	466	512	+ 9.9%	7,596	7,637	+ 0.5%

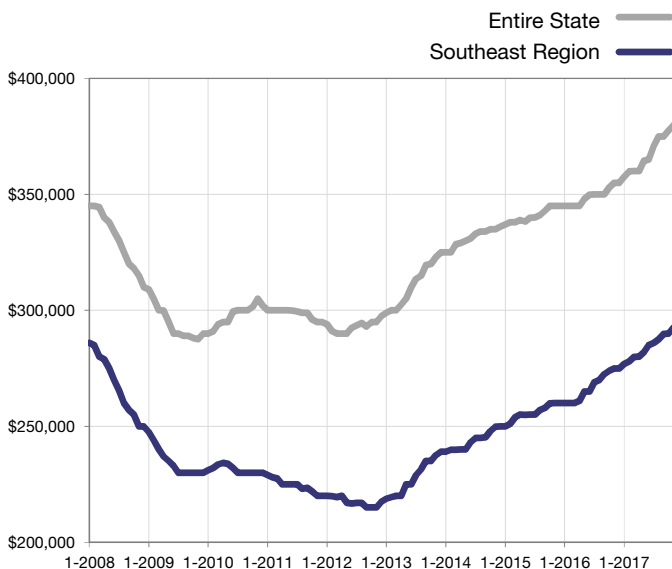
Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	66	77	+ 16.7%	873	952	+ 9.0%
Closed Sales	79	79	0.0%	867	911	+ 5.1%
Median Sales Price*	\$187,000	\$205,000	+ 9.6%	\$185,000	\$199,450	+ 7.8%
Inventory of Homes for Sale	242	161	-33.5%	--	--	--
Months Supply of Inventory	3.1	2.0	-35.5%	--	--	--
Cumulative Days on Market Until Sale	61	49	-19.7%	93	60	-35.5%
Percent of Original List Price Received*	96.2%	96.9%	+ 0.7%	95.8%	97.7%	+ 2.0%
New Listings	74	62	-16.2%	1,125	1,114	-1.0%

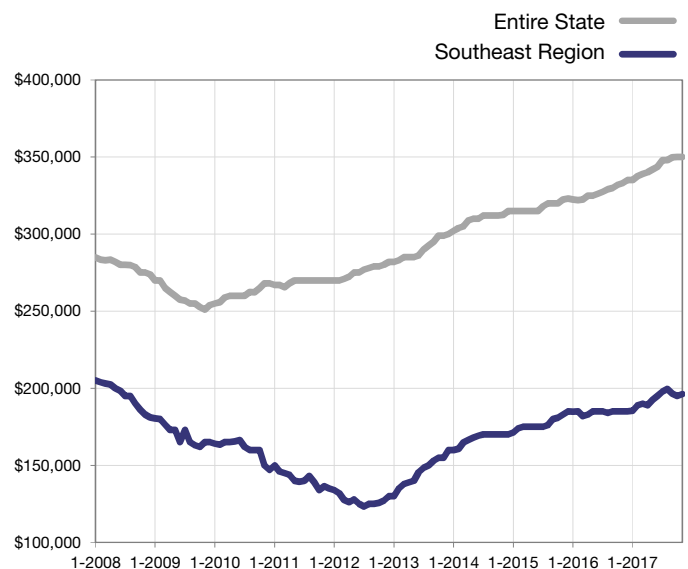
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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West Region

+ 3.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.1%

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

- 28.9%

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

Single-Family Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	397	521	+ 31.2%	5,660	5,911	+ 4.4%
Closed Sales	502	507	+ 1.0%	5,431	5,583	+ 2.8%
Median Sales Price*	\$189,500	\$210,627	+ 11.1%	\$198,000	\$207,500	+ 4.8%
Inventory of Homes for Sale	2,222	1,576	-29.1%	--	--	--
Months Supply of Inventory	4.5	3.1	-31.1%	--	--	--
Cumulative Days on Market Until Sale	90	77	-14.4%	105	79	-24.8%
Percent of Original List Price Received*	94.6%	95.0%	+ 0.4%	94.3%	95.6%	+ 1.4%
New Listings	506	468	-7.5%	7,815	7,813	-0.0%

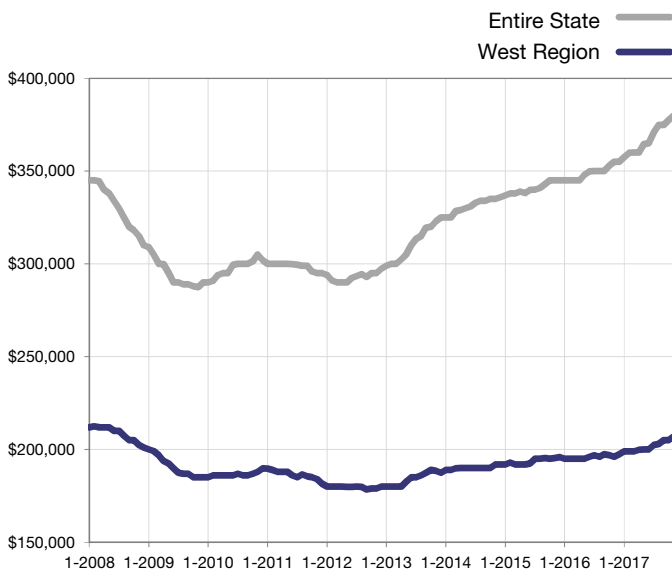
Condominium Properties

	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	67	65	-3.0%	823	850	+ 3.3%
Closed Sales	68	68	0.0%	786	822	+ 4.6%
Median Sales Price*	\$150,000	\$156,000	+ 4.0%	\$150,000	\$159,400	+ 6.3%
Inventory of Homes for Sale	324	248	-23.5%	--	--	--
Months Supply of Inventory	4.6	3.3	-28.3%	--	--	--
Cumulative Days on Market Until Sale	102	93	-8.8%	120	99	-17.5%
Percent of Original List Price Received*	98.0%	96.6%	-1.4%	95.8%	95.8%	0.0%
New Listings	75	64	-14.7%	1,044	1,061	+ 1.6%

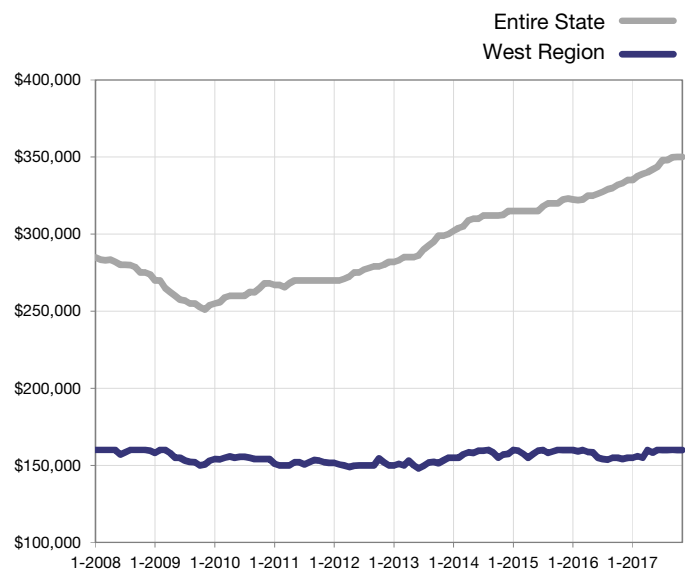
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