

Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 3.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.2%

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

- 36.5%

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

Single-Family Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	564	608	+ 7.8%	564	608	+ 7.8%
Closed Sales	547	576	+ 5.3%	547	576	+ 5.3%
Median Sales Price*	\$250,000	\$265,000	+ 6.0%	\$250,000	\$265,000	+ 6.0%
Inventory of Homes for Sale	2,064	1,360	-34.1%	--	--	--
Months Supply of Inventory	2.6	1.7	-34.6%	--	--	--
Cumulative Days on Market Until Sale	85	70	-17.6%	85	70	-17.6%
Percent of Original List Price Received*	95.2%	96.5%	+ 1.4%	95.2%	96.5%	+ 1.4%
New Listings	668	589	-11.8%	668	589	-11.8%

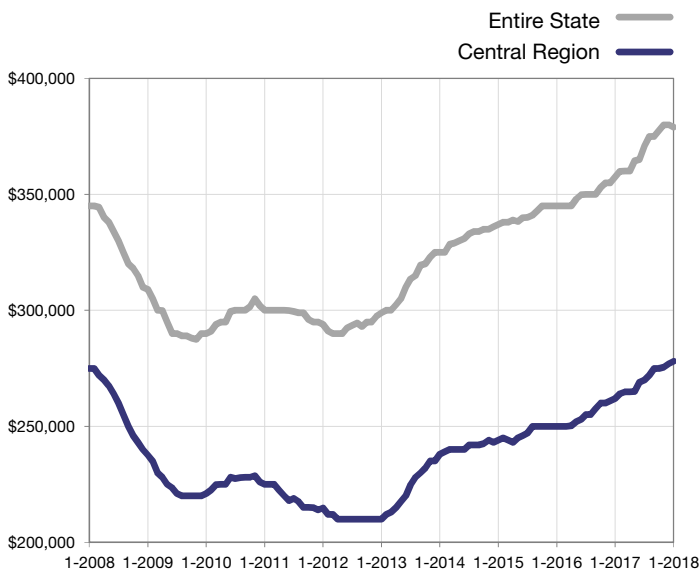
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	121	139	+ 14.9%	121	139	+ 14.9%
Closed Sales	132	124	-6.1%	132	124	-6.1%
Median Sales Price*	\$197,750	\$184,250	-6.8%	\$197,750	\$184,250	-6.8%
Inventory of Homes for Sale	461	263	-43.0%	--	--	--
Months Supply of Inventory	2.8	1.5	-46.4%	--	--	--
Cumulative Days on Market Until Sale	94	56	-40.4%	94	56	-40.4%
Percent of Original List Price Received*	96.3%	97.4%	+ 1.1%	96.3%	97.4%	+ 1.1%
New Listings	195	140	-28.2%	195	140	-28.2%

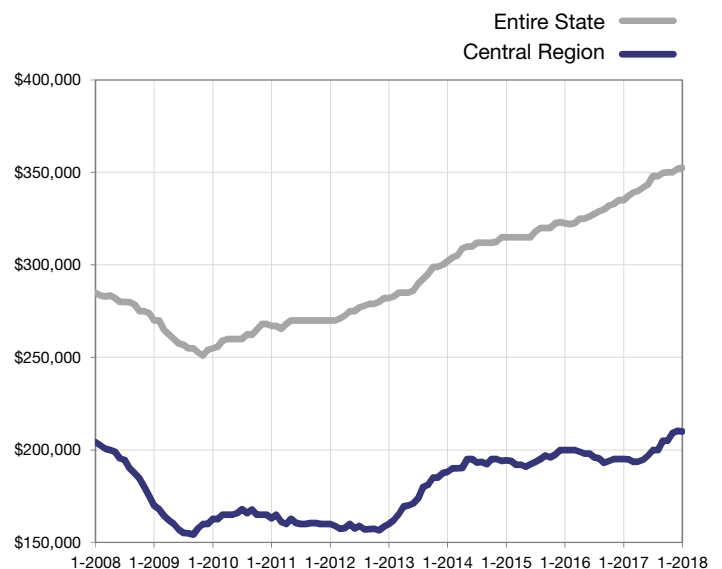
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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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Northern Region

- 8.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.0%

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

- 38.9%

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

Single-Family Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	479	483	+ 0.8%	479	483	+ 0.8%
Closed Sales	543	539	-0.7%	543	539	-0.7%
Median Sales Price*	\$399,000	\$422,000	+ 5.8%	\$399,000	\$422,000	+ 5.8%
Inventory of Homes for Sale	1,304	854	-34.5%	--	--	--
Months Supply of Inventory	1.8	1.2	-33.3%	--	--	--
Cumulative Days on Market Until Sale	64	60	-6.3%	64	60	-6.3%
Percent of Original List Price Received*	96.6%	97.6%	+ 1.0%	96.6%	97.6%	+ 1.0%
New Listings	564	465	-17.6%	564	465	-17.6%

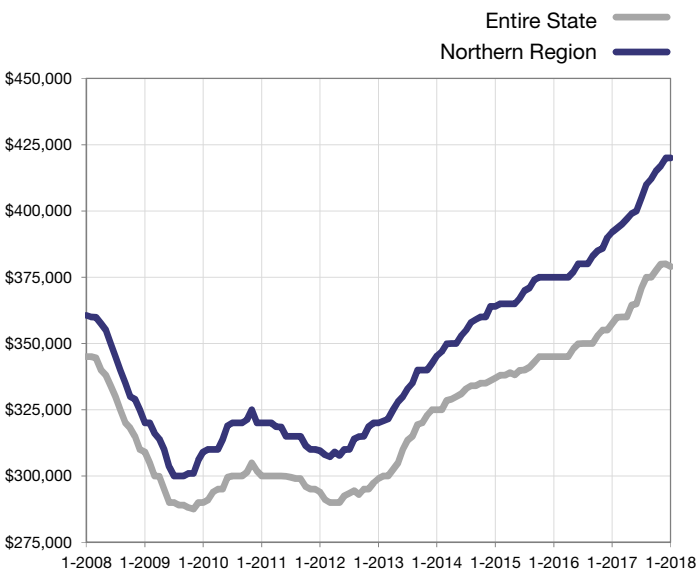
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	254	283	+ 11.4%	254	283	+ 11.4%
Closed Sales	265	224	-15.5%	265	224	-15.5%
Median Sales Price*	\$274,000	\$282,500	+ 3.1%	\$274,000	\$282,500	+ 3.1%
Inventory of Homes for Sale	593	356	-40.0%	--	--	--
Months Supply of Inventory	1.8	1.1	-38.9%	--	--	--
Cumulative Days on Market Until Sale	63	54	-14.3%	63	54	-14.3%
Percent of Original List Price Received*	97.3%	97.8%	+ 0.5%	97.3%	97.8%	+ 0.5%
New Listings	343	296	-13.7%	343	296	-13.7%

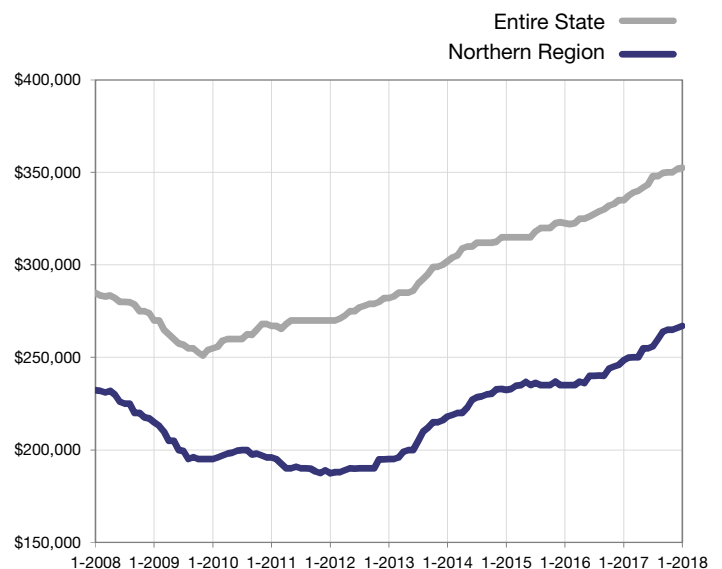
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 7.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.9%

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

- 31.8%

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

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	338	380	+ 12.4%	338	380	+ 12.4%
Closed Sales	389	355	-8.7%	389	355	-8.7%
Median Sales Price*	\$274,900	\$280,000	+ 1.9%	\$274,900	\$280,000	+ 1.9%
Inventory of Homes for Sale	1,568	1,121	-28.5%	--	--	--
Months Supply of Inventory	3.0	2.2	-26.7%	--	--	--
Cumulative Days on Market Until Sale	72	69	-4.2%	72	69	-4.2%
Percent of Original List Price Received*	96.4%	96.1%	-0.3%	96.4%	96.1%	-0.3%
New Listings	500	435	-13.0%	500	435	-13.0%

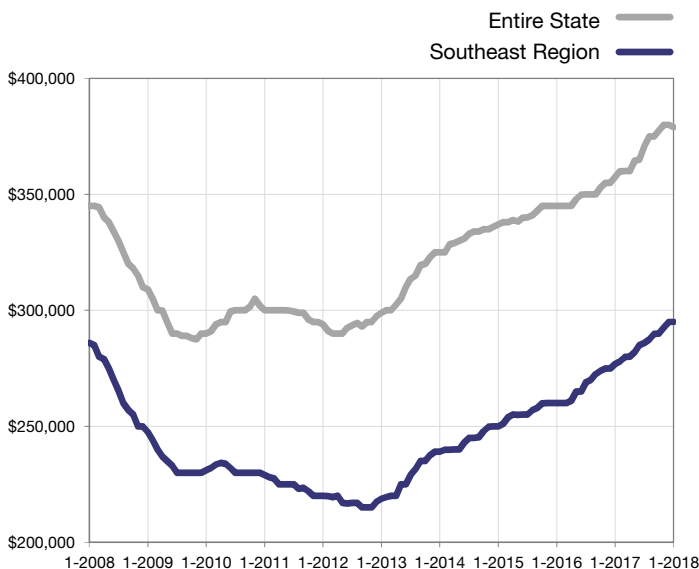
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	69	44	-36.2%	69	44	-36.2%
Closed Sales	48	50	+ 4.2%	48	50	+ 4.2%
Median Sales Price*	\$199,000	\$214,500	+ 7.8%	\$199,000	\$214,500	+ 7.8%
Inventory of Homes for Sale	200	130	-35.0%	--	--	--
Months Supply of Inventory	2.6	1.6	-38.5%	--	--	--
Cumulative Days on Market Until Sale	62	73	+ 17.7%	62	73	+ 17.7%
Percent of Original List Price Received*	97.0%	96.4%	-0.6%	97.0%	96.4%	-0.6%
New Listings	81	52	-35.8%	81	52	-35.8%

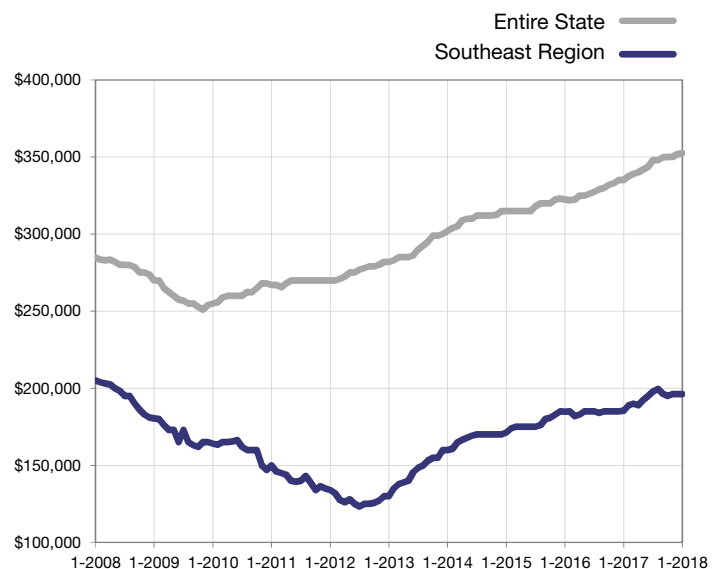
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Single-Family Properties



Condominium Properties



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West Region

+ 3.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.7%

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

- 29.9%

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

Single-Family Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	446	452	+ 1.3%	446	452	+ 1.3%
Closed Sales	425	476	+ 12.0%	425	476	+ 12.0%
Median Sales Price*	\$194,000	\$197,000	+ 1.5%	\$194,000	\$197,000	+ 1.5%
Inventory of Homes for Sale	2,716	1,883	-30.7%	--	--	--
Months Supply of Inventory	4.5	3.0	-33.3%	--	--	--
Cumulative Days on Market Until Sale	100	93	-7.0%	100	93	-7.0%
Percent of Original List Price Received*	92.5%	93.2%	+ 0.8%	92.5%	93.2%	+ 0.8%
New Listings	616	505	-18.0%	616	505	-18.0%

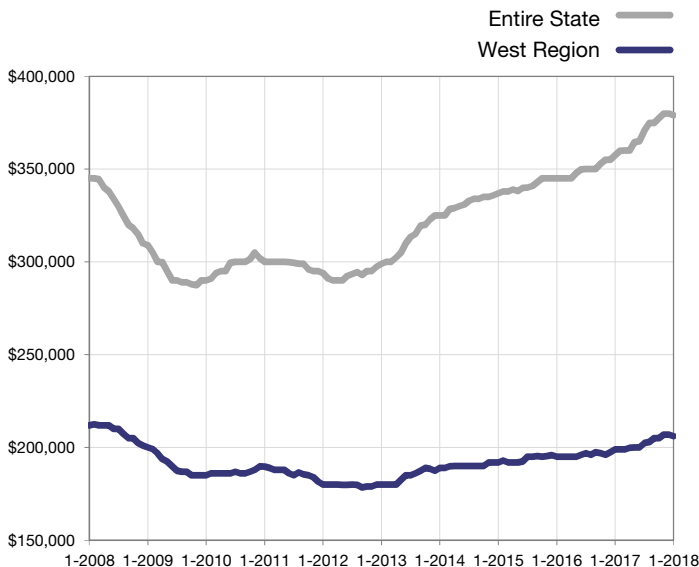
Condominium Properties

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	57	73	+ 28.1%	57	73	+ 28.1%
Closed Sales	65	54	-16.9%	65	54	-16.9%
Median Sales Price*	\$165,000	\$174,975	+ 6.0%	\$165,000	\$174,975	+ 6.0%
Inventory of Homes for Sale	458	350	-23.6%	--	--	--
Months Supply of Inventory	5.5	4.1	-25.5%	--	--	--
Cumulative Days on Market Until Sale	141	129	-8.5%	141	129	-8.5%
Percent of Original List Price Received*	94.3%	94.8%	+ 0.5%	94.3%	94.8%	+ 0.5%
New Listings	82	81	-1.2%	82	81	-1.2%

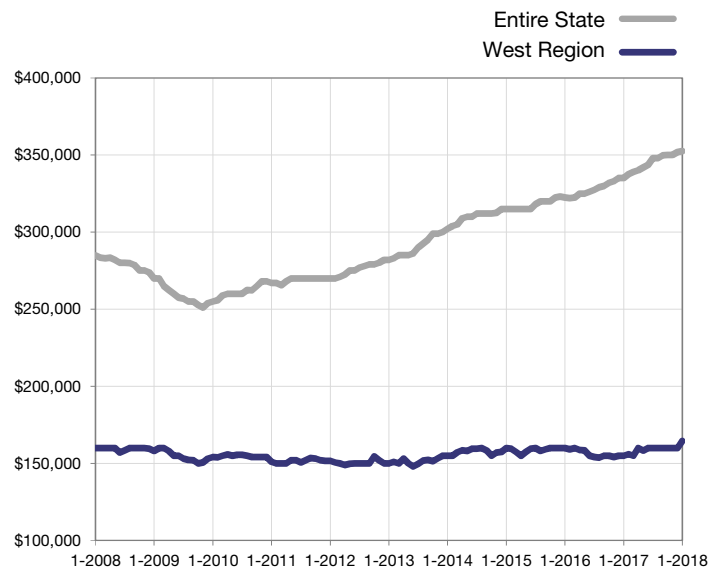
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