

Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 9.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.5%

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

- 36.0%

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

Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	566	656	+ 15.9%	566	656	+ 15.9%
Closed Sales	521	535	+ 2.7%	521	535	+ 2.7%
Median Sales Price*	\$240,000	\$250,000	+ 4.2%	\$240,000	\$250,000	+ 4.2%
Inventory of Homes for Sale	2,715	1,686	-37.9%	--	--	--
Months Supply of Inventory	3.9	2.2	-43.6%	--	--	--
Cumulative Days on Market Until Sale	117	85	-27.4%	117	85	-27.4%
Percent of Original List Price Received*	94.2%	95.2%	+ 1.1%	94.2%	95.2%	+ 1.1%
New Listings	685	671	-2.0%	685	671	-2.0%

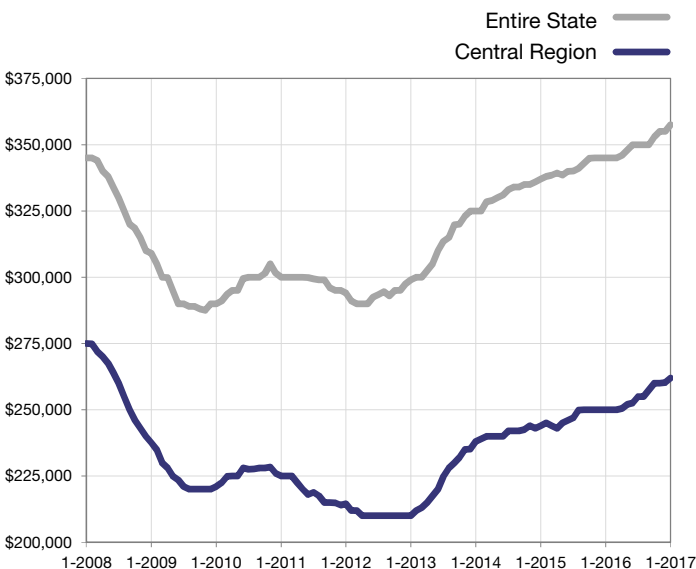
Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	120	132	+ 10.0%	120	132	+ 10.0%
Closed Sales	97	129	+ 33.0%	97	129	+ 33.0%
Median Sales Price*	\$198,895	\$195,000	-2.0%	\$198,895	\$195,000	-2.0%
Inventory of Homes for Sale	532	390	-26.7%	--	--	--
Months Supply of Inventory	3.6	2.4	-33.3%	--	--	--
Cumulative Days on Market Until Sale	105	93	-11.4%	105	93	-11.4%
Percent of Original List Price Received*	94.3%	96.4%	+ 2.2%	94.3%	96.4%	+ 2.2%
New Listings	162	194	+ 19.8%	162	194	+ 19.8%

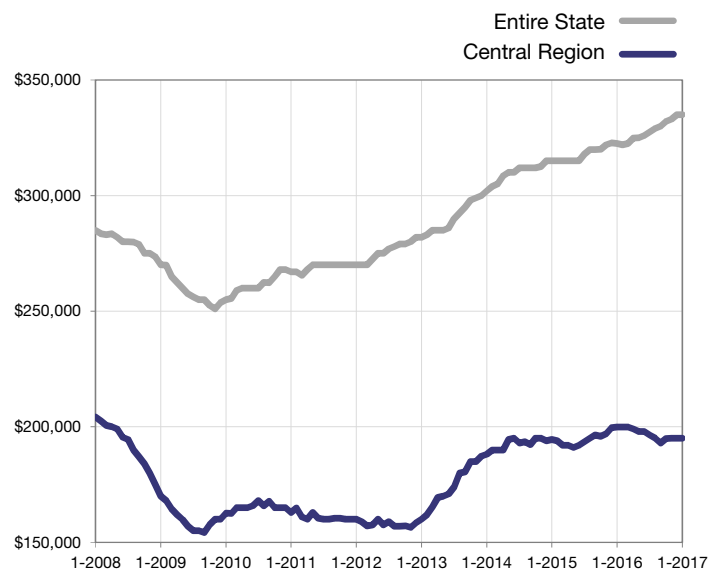
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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

+ 8.1%

+ 12.8%

- 35.9%

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

Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	509	534	+ 4.9%	509	534	+ 4.9%
Closed Sales	530	540	+ 1.9%	530	540	+ 1.9%
Median Sales Price*	\$355,000	\$399,000	+ 12.4%	\$355,000	\$399,000	+ 12.4%
Inventory of Homes for Sale	1,659	1,093	-34.1%	--	--	--
Months Supply of Inventory	2.3	1.5	-34.8%	--	--	--
Cumulative Days on Market Until Sale	104	64	-38.5%	104	64	-38.5%
Percent of Original List Price Received*	94.6%	96.5%	+ 2.0%	94.6%	96.5%	+ 2.0%
New Listings	610	574	-5.9%	610	574	-5.9%

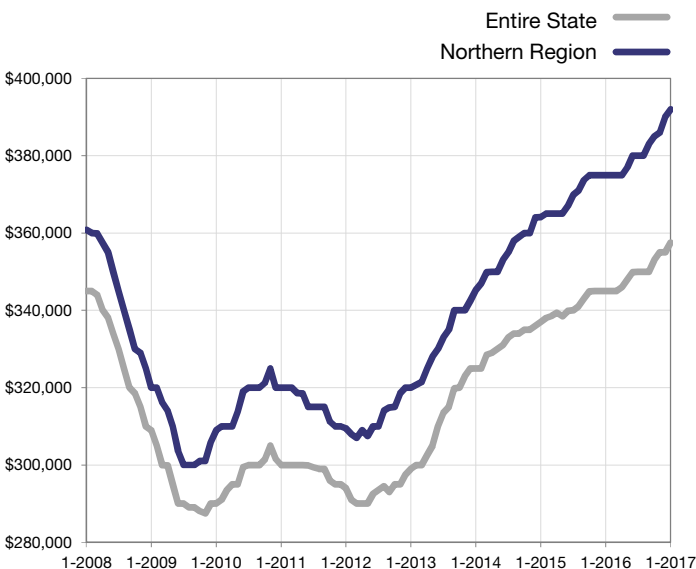
Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	221	278	+ 25.8%	221	278	+ 25.8%
Closed Sales	235	263	+ 11.9%	235	263	+ 11.9%
Median Sales Price*	\$235,500	\$273,000	+ 15.9%	\$235,500	\$273,000	+ 15.9%
Inventory of Homes for Sale	694	472	-32.0%	--	--	--
Months Supply of Inventory	2.2	1.4	-36.4%	--	--	--
Cumulative Days on Market Until Sale	97	63	-35.1%	97	63	-35.1%
Percent of Original List Price Received*	95.3%	97.3%	+ 2.1%	95.3%	97.3%	+ 2.1%
New Listings	246	343	+ 39.4%	246	343	+ 39.4%

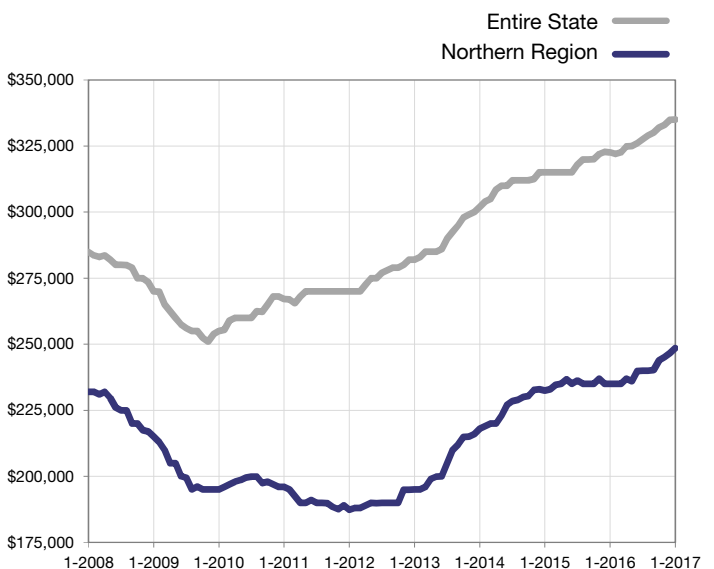
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

+ 18.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.6%

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

- 34.7%

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		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	395	394	-0.3%	395	394	-0.3%
Closed Sales	323	379	+ 17.3%	323	379	+ 17.3%
Median Sales Price*	\$262,000	\$271,000	+ 3.4%	\$262,000	\$271,000	+ 3.4%
Inventory of Homes for Sale	1,926	1,262	-34.5%	--	--	--
Months Supply of Inventory	4.3	2.4	-44.2%	--	--	--
Cumulative Days on Market Until Sale	107	71	-33.6%	107	71	-33.6%
Percent of Original List Price Received*	93.9%	96.3%	+ 2.6%	93.9%	96.3%	+ 2.6%
New Listings	484	502	+ 3.7%	484	502	+ 3.7%

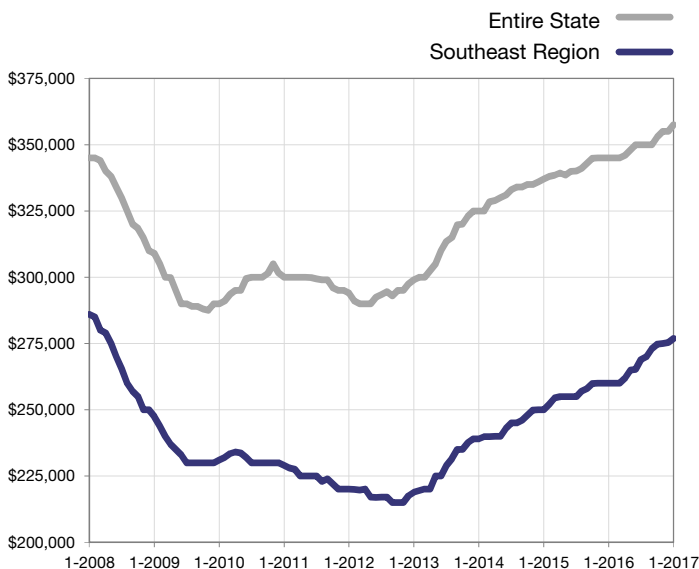
Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	58	83	+ 43.1%	58	83	+ 43.1%
Closed Sales	63	48	-23.8%	63	48	-23.8%
Median Sales Price*	\$180,000	\$199,000	+ 10.6%	\$180,000	\$199,000	+ 10.6%
Inventory of Homes for Sale	282	159	-43.6%	--	--	--
Months Supply of Inventory	4.2	2.1	-50.0%	--	--	--
Cumulative Days on Market Until Sale	107	72	-32.7%	107	72	-32.7%
Percent of Original List Price Received*	95.5%	97.0%	+ 1.6%	95.5%	97.0%	+ 1.6%
New Listings	92	81	-12.0%	92	81	-12.0%

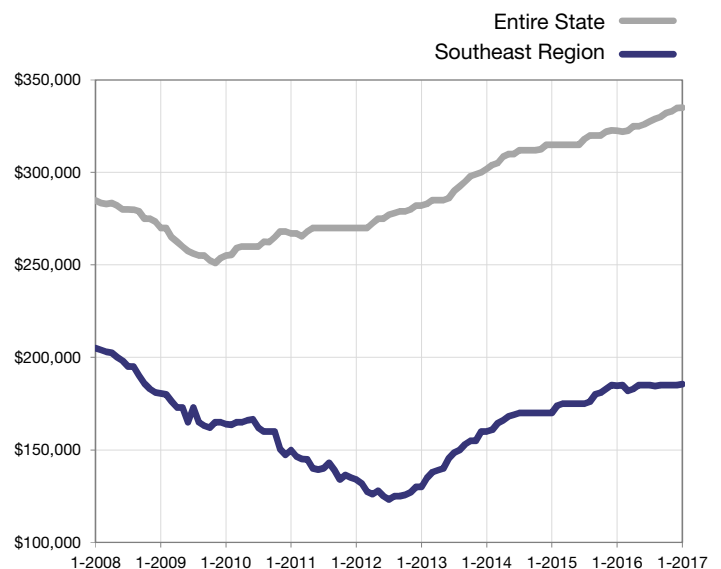
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Single-Family Properties



Condominium Properties



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West Region

+ 8.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.2%

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

- 30.8%

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

Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	431	481	+ 11.6%	431	481	+ 11.6%
Closed Sales	416	419	+ 0.7%	416	419	+ 0.7%
Median Sales Price*	\$184,000	\$193,900	+ 5.4%	\$184,000	\$193,900	+ 5.4%
Inventory of Homes for Sale	3,338	2,292	-31.3%	--	--	--
Months Supply of Inventory	6.1	3.8	-37.7%	--	--	--
Cumulative Days on Market Until Sale	146	101	-30.8%	146	101	-30.8%
Percent of Original List Price Received*	90.8%	92.5%	+ 1.9%	90.8%	92.5%	+ 1.9%
New Listings	600	610	+ 1.7%	600	610	+ 1.7%

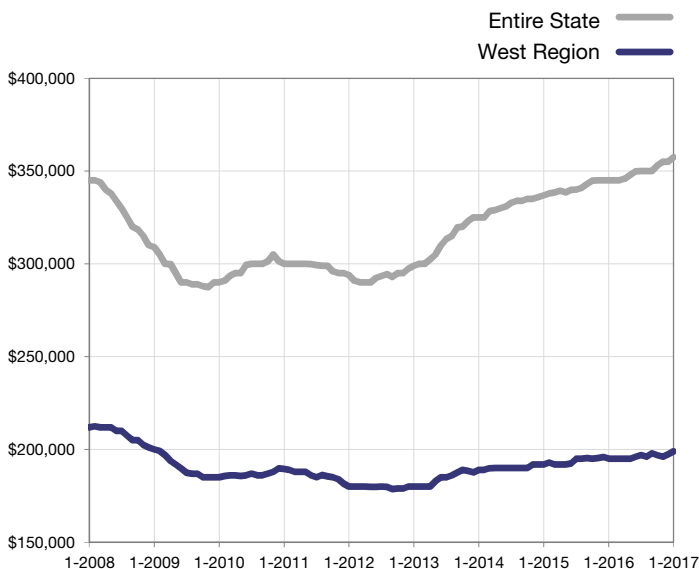
Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	60	64	+ 6.7%	60	64	+ 6.7%
Closed Sales	42	65	+ 54.8%	42	65	+ 54.8%
Median Sales Price*	\$175,000	\$165,000	-5.7%	\$175,000	\$165,000	-5.7%
Inventory of Homes for Sale	530	392	-26.0%	--	--	--
Months Supply of Inventory	6.7	4.7	-29.9%	--	--	--
Cumulative Days on Market Until Sale	105	141	+ 34.3%	105	141	+ 34.3%
Percent of Original List Price Received*	94.0%	94.3%	+ 0.3%	94.0%	94.3%	+ 0.3%
New Listings	89	80	-10.1%	89	80	-10.1%

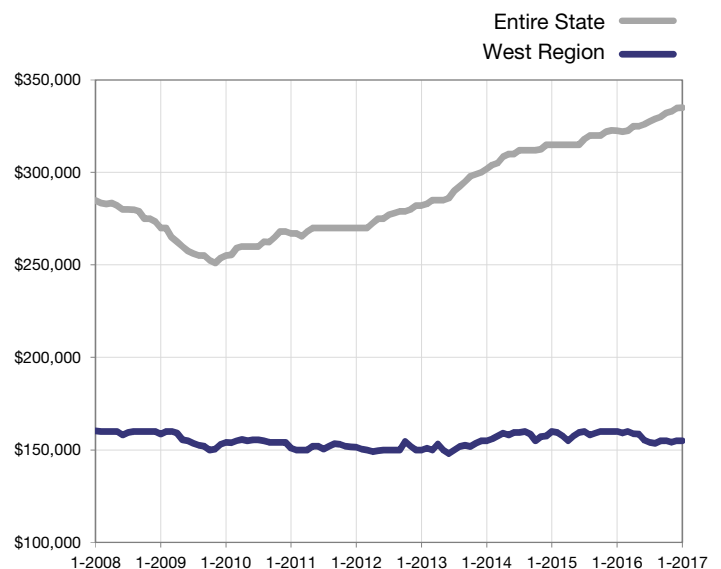
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