

Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 6.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.4%

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

- 36.6%

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

Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	621	669	+ 7.7%	1,187	1,288	+ 8.5%
Closed Sales	491	463	-5.7%	1,012	1,003	-0.9%
Median Sales Price*	\$228,500	\$245,000	+ 7.2%	\$235,000	\$247,500	+ 5.3%
Inventory of Homes for Sale	2,631	1,627	-38.2%	--	--	--
Months Supply of Inventory	3.7	2.1	-43.2%	--	--	--
Cumulative Days on Market Until Sale	126	86	-31.7%	122	85	-30.3%
Percent of Original List Price Received*	93.6%	95.3%	+ 1.8%	93.9%	95.2%	+ 1.4%
New Listings	752	683	-9.2%	1,437	1,353	-5.8%

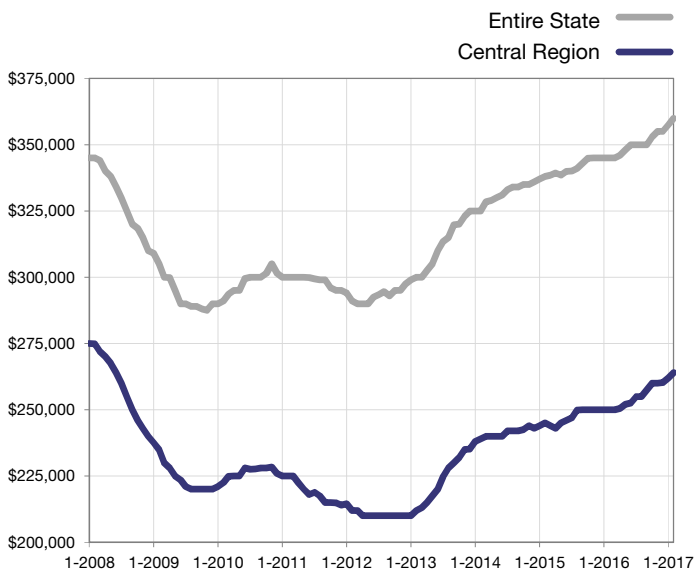
Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	156	158	+ 1.3%	275	281	+ 2.2%
Closed Sales	109	99	-9.2%	206	229	+ 11.2%
Median Sales Price*	\$186,900	\$173,500	-7.2%	\$197,250	\$185,000	-6.2%
Inventory of Homes for Sale	509	374	-26.5%	--	--	--
Months Supply of Inventory	3.4	2.3	-32.4%	--	--	--
Cumulative Days on Market Until Sale	111	81	-27.0%	108	87	-19.4%
Percent of Original List Price Received*	95.6%	96.5%	+ 0.9%	95.0%	96.4%	+ 1.5%
New Listings	179	154	-14.0%	342	348	+ 1.8%

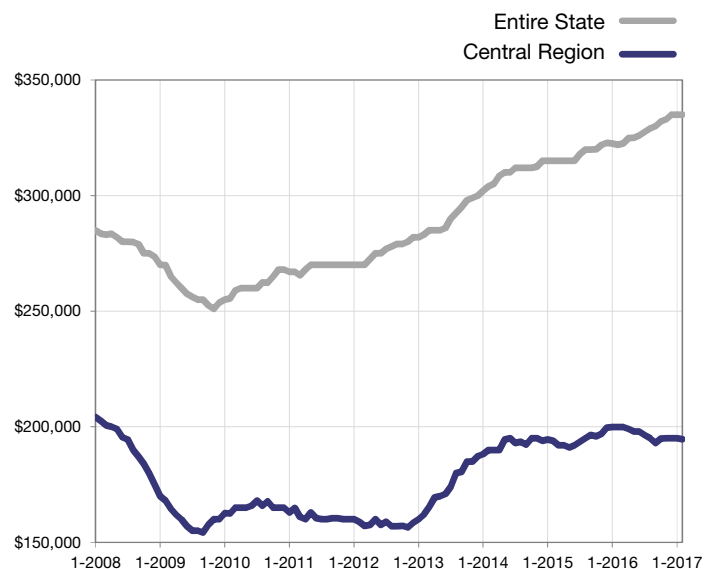
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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

- 7.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.5%

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

- 38.0%

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

Single-Family Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	559	548	-2.0%	1,067	1,052	-1.4%
Closed Sales	420	376	-10.5%	950	918	-3.4%
Median Sales Price*	\$347,225	\$370,500	+ 6.7%	\$350,000	\$385,000	+ 10.0%
Inventory of Homes for Sale	1,604	1,067	-33.5%	--	--	--
Months Supply of Inventory	2.2	1.4	-36.4%	--	--	--
Cumulative Days on Market Until Sale	109	73	-33.0%	106	68	-35.8%
Percent of Original List Price Received*	94.5%	96.7%	+ 2.3%	94.5%	96.6%	+ 2.2%
New Listings	650	578	-11.1%	1,259	1,148	-8.8%

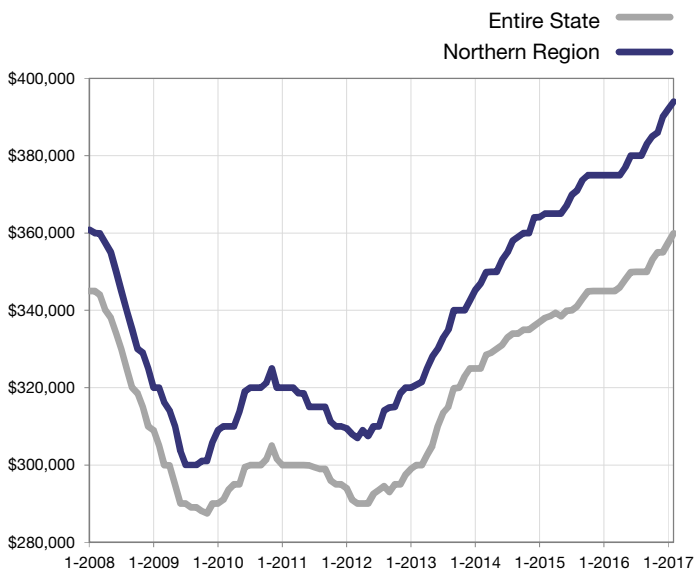
Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	256	254	-0.8%	477	518	+ 8.6%
Closed Sales	183	180	-1.6%	418	445	+ 6.5%
Median Sales Price*	\$219,000	\$232,450	+ 6.1%	\$230,000	\$257,000	+ 11.7%
Inventory of Homes for Sale	698	438	-37.2%	--	--	--
Months Supply of Inventory	2.2	1.3	-40.9%	--	--	--
Cumulative Days on Market Until Sale	96	60	-37.5%	97	61	-37.1%
Percent of Original List Price Received*	95.5%	97.9%	+ 2.5%	95.4%	97.5%	+ 2.2%
New Listings	316	257	-18.7%	563	599	+ 6.4%

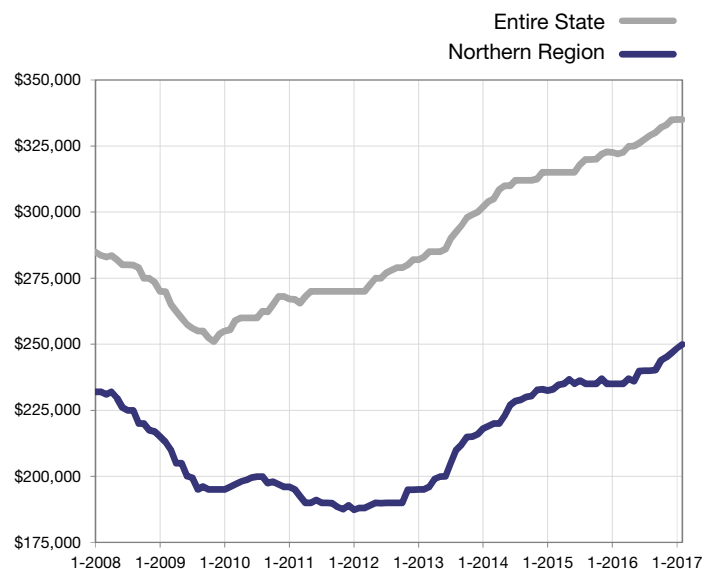
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 8.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.4%

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

- 37.4%

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

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	417	498	+ 19.4%	813	874	+ 7.5%
Closed Sales	323	311	-3.7%	648	697	+ 7.6%
Median Sales Price*	\$243,250	\$265,000	+ 8.9%	\$255,000	\$269,700	+ 5.8%
Inventory of Homes for Sale	1,908	1,198	-37.2%	--	--	--
Months Supply of Inventory	4.2	2.3	-45.2%	--	--	--
Cumulative Days on Market Until Sale	122	84	-31.1%	114	77	-32.5%
Percent of Original List Price Received*	93.9%	96.2%	+ 2.4%	93.9%	96.3%	+ 2.6%
New Listings	560	492	-12.1%	1,047	994	-5.1%

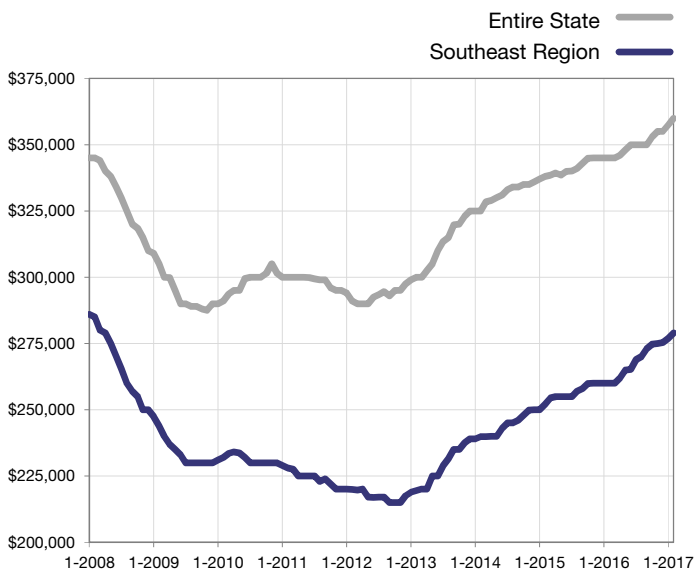
Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	72	88	+ 22.2%	130	166	+ 27.7%
Closed Sales	58	54	-6.9%	121	103	-14.9%
Median Sales Price*	\$173,750	\$181,250	+ 4.3%	\$177,000	\$194,900	+ 10.1%
Inventory of Homes for Sale	276	150	-45.7%	--	--	--
Months Supply of Inventory	4.0	2.0	-50.0%	--	--	--
Cumulative Days on Market Until Sale	117	79	-32.5%	112	78	-30.4%
Percent of Original List Price Received*	92.8%	97.9%	+ 5.5%	94.2%	97.5%	+ 3.5%
New Listings	90	85	-5.6%	182	166	-8.8%

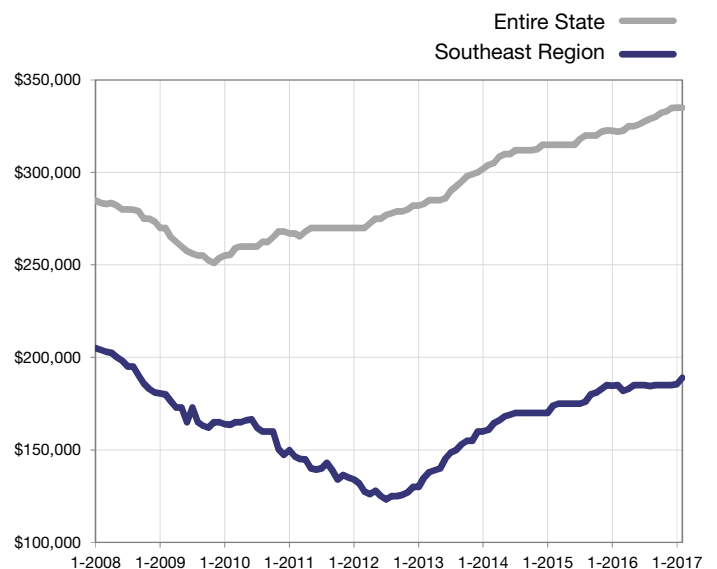
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Single-Family Properties



Condominium Properties



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West Region

- 17.6%

+ 1.8%

- 30.5%

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

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	499	512	+ 2.6%	930	973	+ 4.6%
Closed Sales	387	317	-18.1%	803	740	-7.8%
Median Sales Price*	\$178,000	\$184,450	+ 3.6%	\$180,000	\$189,900	+ 5.5%
Inventory of Homes for Sale	3,230	2,214	-31.5%	--	--	--
Months Supply of Inventory	5.9	3.7	-37.3%	--	--	--
Cumulative Days on Market Until Sale	136	123	-9.6%	141	110	-22.0%
Percent of Original List Price Received*	91.5%	92.3%	+ 0.9%	91.2%	92.4%	+ 1.3%
New Listings	651	546	-16.1%	1,251	1,153	-7.8%

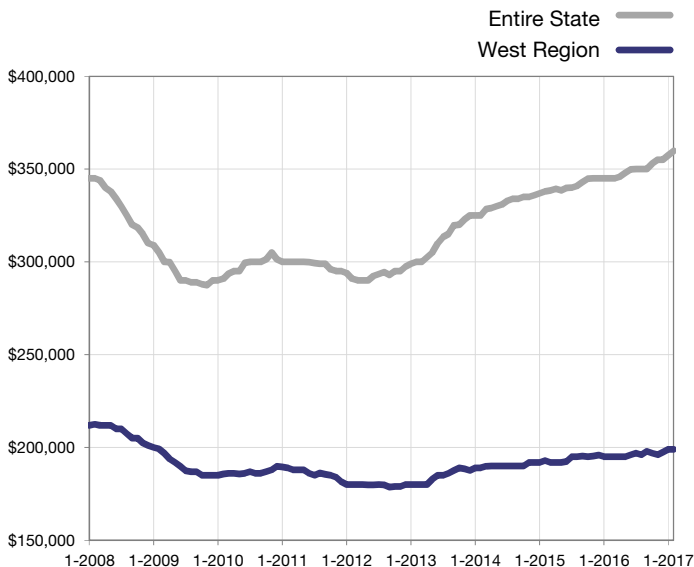
Condominium Properties

	February			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	64	59	-7.8%	124	119	-4.0%
Closed Sales	57	38	-33.3%	99	103	+ 4.0%
Median Sales Price*	\$141,250	\$157,500	+ 11.5%	\$153,900	\$158,000	+ 2.7%
Inventory of Homes for Sale	525	394	-25.0%	--	--	--
Months Supply of Inventory	6.4	4.9	-23.4%	--	--	--
Cumulative Days on Market Until Sale	189	154	-18.5%	154	145	-5.8%
Percent of Original List Price Received*	94.1%	92.3%	-1.9%	94.0%	93.5%	-0.5%
New Listings	83	78	-6.0%	172	159	-7.6%

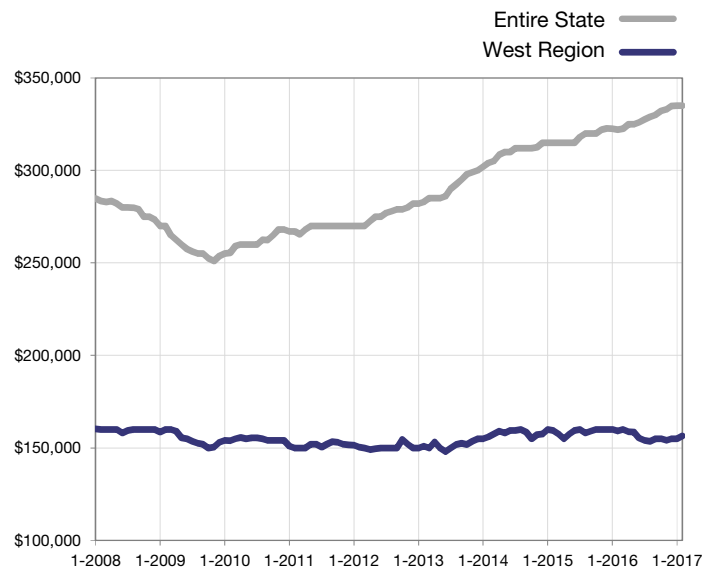
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