

# Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**- 1.6%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 2.1%**

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

**- 37.2%**

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

### Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,131	<b>1,031</b>	-8.8%	3,298	<b>3,140</b>	-4.8%
Closed Sales	658	<b>625</b>	-5.0%	2,237	<b>2,208</b>	-1.3%
Median Sales Price*	\$254,666	<b>\$252,000</b>	-1.0%	\$243,750	<b>\$250,000</b>	+ 2.6%
Inventory of Homes for Sale	2,515	<b>1,844</b>	-26.7%	--	--	--
Months Supply of Inventory	3.4	<b>2.4</b>	-29.4%	--	--	--
Cumulative Days on Market Until Sale	120	<b>79</b>	-34.2%	122	<b>85</b>	-30.3%
Percent of Original List Price Received*	95.3%	<b>97.1%</b>	+ 1.9%	94.5%	<b>96.0%</b>	+ 1.6%
New Listings	1,314	<b>1,194</b>	-9.1%	4,114	<b>3,758</b>	-8.7%

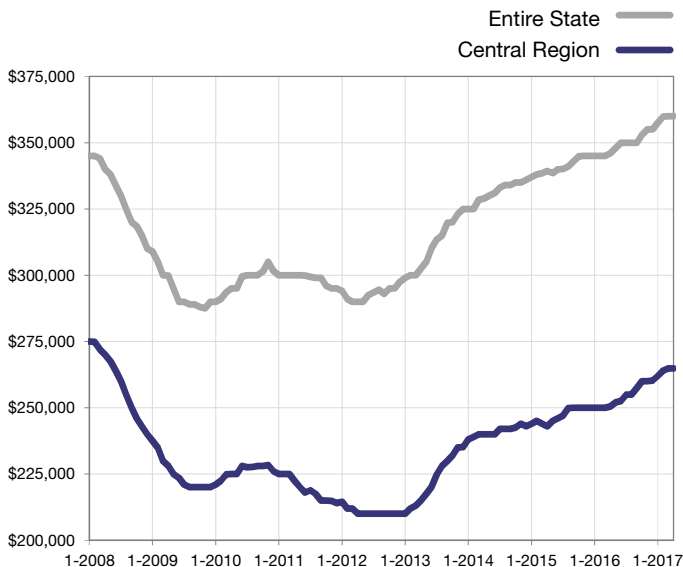
### Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	243	<b>187</b>	-23.0%	712	<b>681</b>	-4.4%
Closed Sales	133	<b>134</b>	+ 0.8%	456	<b>509</b>	+ 11.6%
Median Sales Price*	\$191,900	<b>\$181,500</b>	-5.4%	\$192,000	<b>\$182,500</b>	-4.9%
Inventory of Homes for Sale	494	<b>419</b>	-15.2%	--	--	--
Months Supply of Inventory	3.3	<b>2.5</b>	-24.2%	--	--	--
Cumulative Days on Market Until Sale	107	<b>68</b>	-36.4%	112	<b>80</b>	-28.6%
Percent of Original List Price Received*	96.7%	<b>97.2%</b>	+ 0.5%	95.8%	<b>96.4%</b>	+ 0.6%
New Listings	263	<b>231</b>	-12.2%	878	<b>839</b>	-4.4%

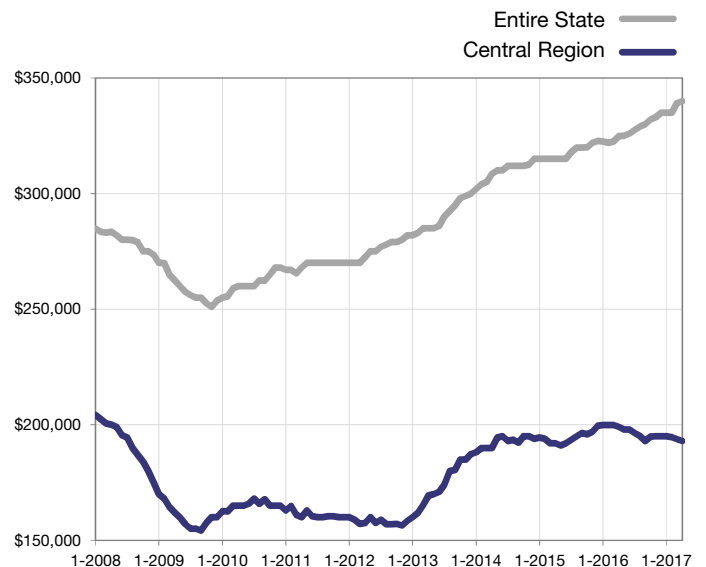
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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

**- 11.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 6.8%**

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

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,012	815	-19.5%	2,934	2,581	-12.0%
Closed Sales	606	528	-12.9%	2,074	1,995	-3.8%
Median Sales Price*	\$375,000	<b>\$399,900</b>	+ 6.6%	\$364,900	<b>\$395,000</b>	+ 8.2%
Inventory of Homes for Sale	1,671	<b>1,330</b>	-20.4%	--	--	--
Months Supply of Inventory	2.3	<b>1.8</b>	-21.7%	--	--	--
Cumulative Days on Market Until Sale	90	<b>60</b>	-33.3%	99	<b>67</b>	-32.3%
Percent of Original List Price Received*	96.9%	<b>98.8%</b>	+ 2.0%	95.7%	<b>97.5%</b>	+ 1.9%
New Listings	1,212	<b>1,049</b>	-13.4%	3,611	<b>3,163</b>	-12.4%

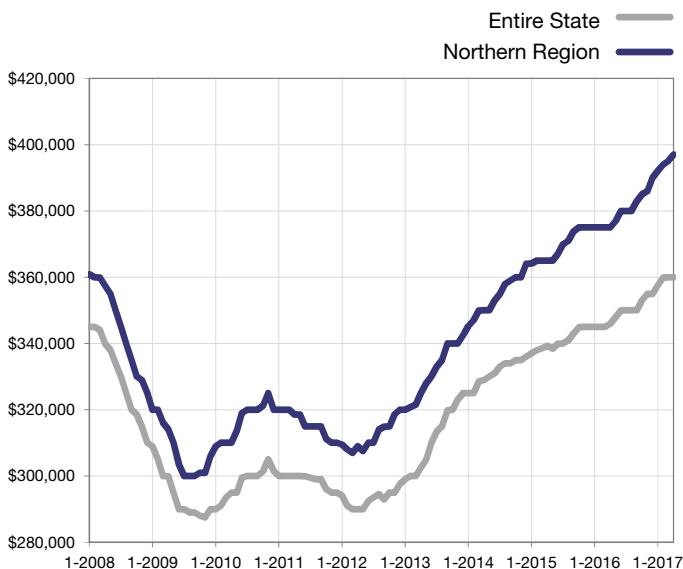
### Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	466	396	-15.0%	1,333	1,277	-4.2%
Closed Sales	268	271	+ 1.1%	919	1,023	+ 11.3%
Median Sales Price*	\$250,000	<b>\$265,000</b>	+ 6.0%	\$236,000	<b>\$257,000</b>	+ 8.9%
Inventory of Homes for Sale	652	493	-24.4%	--	--	--
Months Supply of Inventory	2.1	<b>1.5</b>	-28.6%	--	--	--
Cumulative Days on Market Until Sale	83	<b>55</b>	-33.7%	91	<b>61</b>	-33.0%
Percent of Original List Price Received*	97.5%	<b>99.0%</b>	+ 1.5%	96.3%	<b>98.3%</b>	+ 2.1%
New Listings	497	442	-11.1%	1,543	1,493	-3.2%

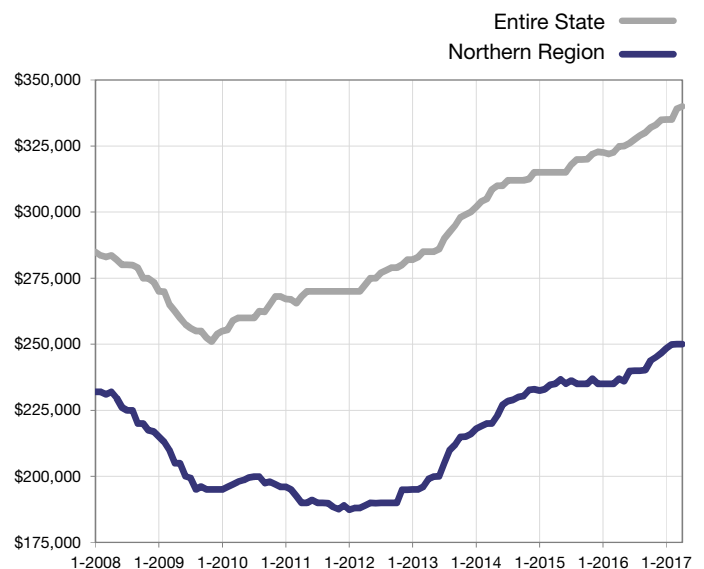
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Southeast Region

**0.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 9.5%**

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

**- 34.4%**

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

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	729	<b>628</b>	-13.9%	2,198	<b>2,007</b>	-8.7%
Closed Sales	416	<b>428</b>	+ 2.9%	1,497	<b>1,546</b>	+ 3.3%
Median Sales Price*	\$262,500	<b>\$290,000</b>	+ 10.5%	\$260,000	<b>\$276,950</b>	+ 6.5%
Inventory of Homes for Sale	1,618	<b>1,330</b>	-17.8%	--	--	--
Months Supply of Inventory	3.4	<b>2.6</b>	-23.5%	--	--	--
Cumulative Days on Market Until Sale	103	<b>78</b>	-24.3%	109	<b>78</b>	-28.4%
Percent of Original List Price Received*	96.4%	<b>97.2%</b>	+ 0.8%	95.0%	<b>96.9%</b>	+ 2.0%
New Listings	811	<b>770</b>	-5.1%	2,637	<b>2,452</b>	-7.0%

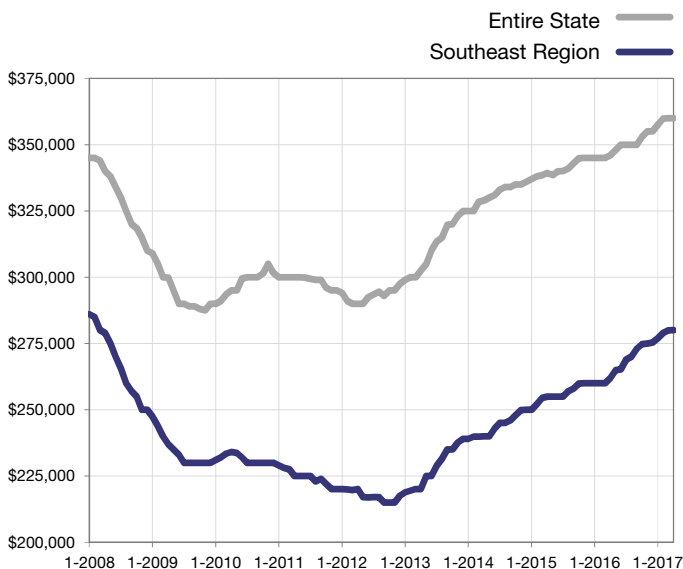
### Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	129	<b>98</b>	-24.0%	360	<b>346</b>	-3.9%
Closed Sales	60	<b>75</b>	+ 25.0%	249	<b>261</b>	+ 4.8%
Median Sales Price*	\$189,950	<b>\$177,500</b>	-6.6%	\$175,000	<b>\$185,000</b>	+ 5.7%
Inventory of Homes for Sale	223	<b>149</b>	-33.2%	--	--	--
Months Supply of Inventory	3.2	<b>1.9</b>	-40.6%	--	--	--
Cumulative Days on Market Until Sale	118	<b>66</b>	-44.1%	113	<b>68</b>	-39.8%
Percent of Original List Price Received*	95.4%	<b>97.2%</b>	+ 1.9%	94.8%	<b>97.5%</b>	+ 2.8%
New Listings	120	<b>90</b>	-25.0%	426	<b>369</b>	-13.4%

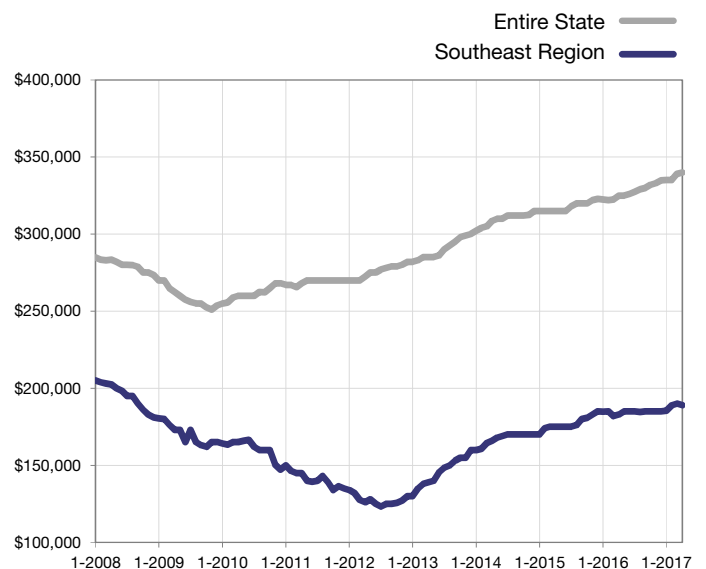
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### Single-Family Properties



### Condominium Properties



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## West Region

**- 3.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 5.3%**

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

**- 30.7%**

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

### Single-Family Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	782	773	-1.2%	2,470	2,371	-4.0%
Closed Sales	494	495	+ 0.2%	1,763	1,740	-1.3%
Median Sales Price*	\$188,250	\$197,500	+ 4.9%	\$183,950	\$190,000	+ 3.3%
Inventory of Homes for Sale	3,177	2,425	-23.7%	--	--	--
Months Supply of Inventory	5.6	4.0	-28.6%	--	--	--
Cumulative Days on Market Until Sale	124	107	-13.7%	137	107	-21.9%
Percent of Original List Price Received*	92.9%	94.0%	+ 1.2%	91.9%	93.2%	+ 1.4%
New Listings	1,191	1,090	-8.5%	3,490	3,119	-10.6%

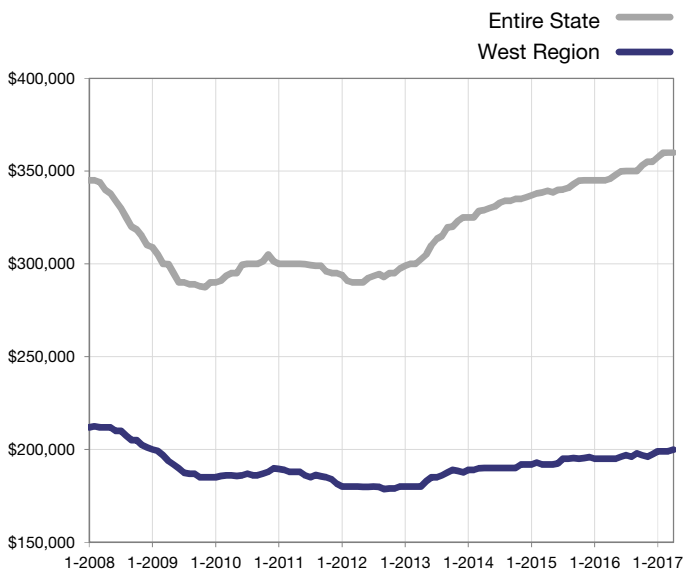
### Condominium Properties

	April			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	111	104	-6.3%	326	306	-6.1%
Closed Sales	74	55	-25.7%	242	238	-1.7%
Median Sales Price*	\$138,000	\$146,250	+ 6.0%	\$145,500	\$154,000	+ 5.8%
Inventory of Homes for Sale	486	451	-7.2%	--	--	--
Months Supply of Inventory	5.9	5.6	-5.1%	--	--	--
Cumulative Days on Market Until Sale	141	135	-4.3%	144	142	-1.4%
Percent of Original List Price Received*	92.3%	94.4%	+ 2.3%	93.6%	94.2%	+ 0.6%
New Listings	140	161	+ 15.0%	440	441	+ 0.2%

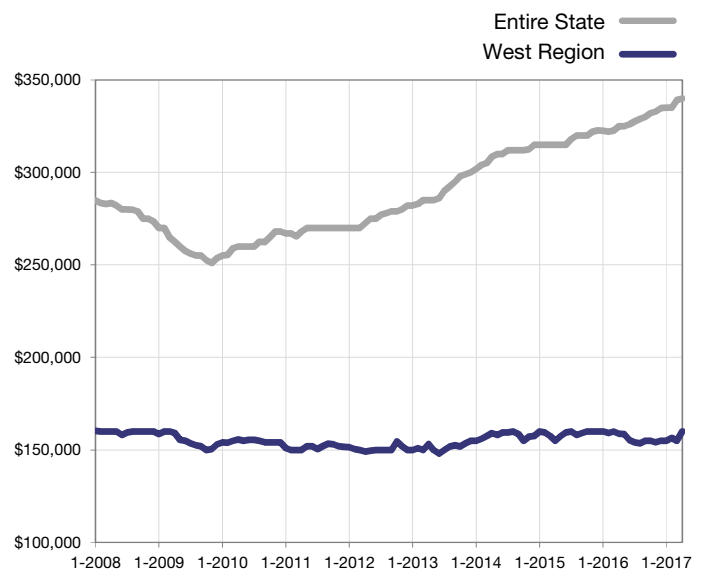
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