

# Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**+ 9.2%**

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

**+ 9.4%**

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

**- 36.7%**

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

### Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,030	<b>1,221</b>	+ 18.5%	4,089	<b>4,262</b>	+ 4.2%
Closed Sales	757	<b>839</b>	+ 10.8%	3,004	<b>3,059</b>	+ 1.8%
Median Sales Price*	\$257,000	<b>\$280,500</b>	+ 9.1%	\$247,000	<b>\$259,900</b>	+ 5.2%
Inventory of Homes for Sale	3,054	<b>1,974</b>	-35.4%	--	--	--
Months Supply of Inventory	4.1	<b>2.5</b>	-39.0%	--	--	--
Cumulative Days on Market Until Sale	100	<b>64</b>	-36.0%	116	<b>79</b>	-31.9%
Percent of Original List Price Received*	96.3%	<b>97.6%</b>	+ 1.3%	94.9%	<b>96.5%</b>	+ 1.7%
New Listings	1,332	<b>1,428</b>	+ 7.2%	5,429	<b>5,182</b>	-4.5%

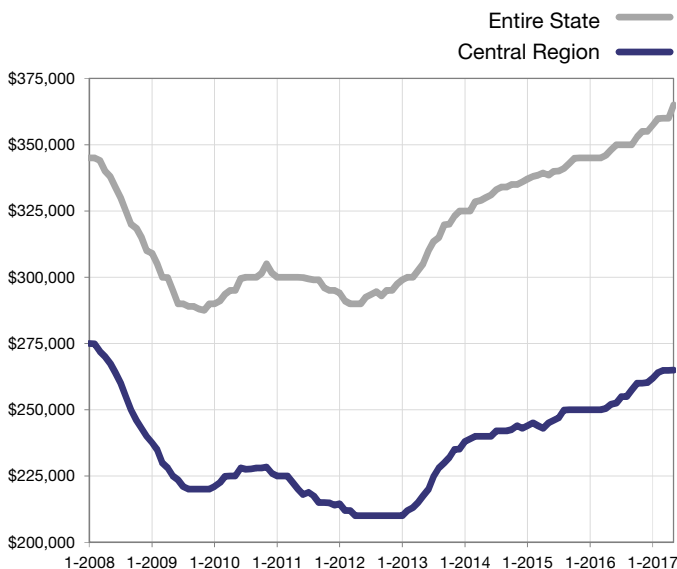
### Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	190	<b>253</b>	+ 33.2%	857	<b>906</b>	+ 5.7%
Closed Sales	180	<b>179</b>	-0.6%	639	<b>691</b>	+ 8.1%
Median Sales Price*	\$188,500	<b>\$195,000</b>	+ 3.4%	\$190,000	<b>\$186,434</b>	-1.9%
Inventory of Homes for Sale	593	<b>402</b>	-32.2%	--	--	--
Months Supply of Inventory	3.9	<b>2.4</b>	-38.5%	--	--	--
Cumulative Days on Market Until Sale	79	<b>60</b>	-24.1%	103	<b>75</b>	-27.2%
Percent of Original List Price Received*	97.2%	<b>98.4%</b>	+ 1.2%	96.2%	<b>97.0%</b>	+ 0.8%
New Listings	237	<b>250</b>	+ 5.5%	1,117	<b>1,089</b>	-2.5%

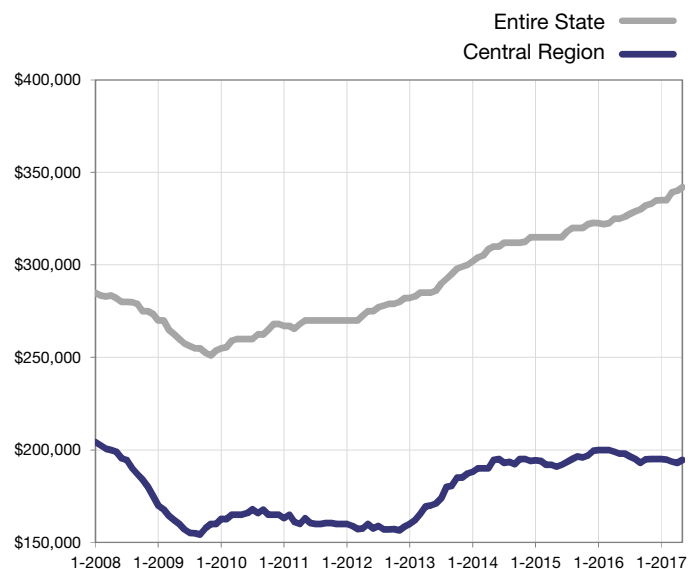
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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

**+ 0.9%**

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

**+ 8.1%**

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

**- 31.9%**

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

### Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,026	<b>1,091</b>	+ 6.3%	3,778	<b>3,611</b>	-4.4%
Closed Sales	738	<b>715</b>	-3.1%	2,822	<b>2,719</b>	-3.6%
Median Sales Price*	\$398,000	<b>\$419,000</b>	+ 5.3%	\$370,000	<b>\$399,000</b>	+ 7.8%
Inventory of Homes for Sale	2,132	<b>1,542</b>	-27.7%	--	--	--
Months Supply of Inventory	2.9	<b>2.1</b>	-27.6%	--	--	--
Cumulative Days on Market Until Sale	72	<b>56</b>	-22.2%	92	<b>64</b>	-30.4%
Percent of Original List Price Received*	98.4%	<b>99.2%</b>	+ 0.8%	96.4%	<b>98.0%</b>	+ 1.7%
New Listings	1,331	<b>1,370</b>	+ 2.9%	4,926	<b>4,532</b>	-8.0%

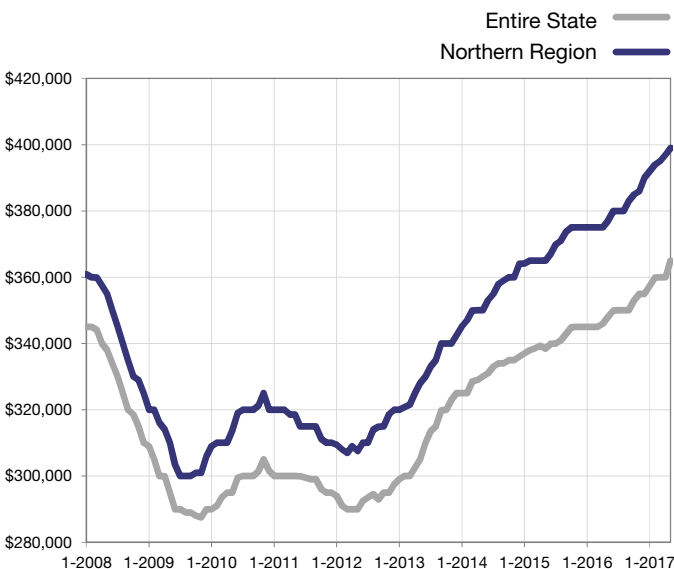
### Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	439	<b>491</b>	+ 11.8%	1,707	<b>1,740</b>	+ 1.9%
Closed Sales	353	<b>365</b>	+ 3.4%	1,278	<b>1,389</b>	+ 8.7%
Median Sales Price*	\$235,000	<b>\$275,000</b>	+ 17.0%	\$235,500	<b>\$262,600</b>	+ 11.5%
Inventory of Homes for Sale	822	<b>508</b>	-38.2%	--	--	--
Months Supply of Inventory	2.6	<b>1.5</b>	-42.3%	--	--	--
Cumulative Days on Market Until Sale	78	<b>50</b>	-35.9%	87	<b>58</b>	-33.3%
Percent of Original List Price Received*	98.0%	<b>99.6%</b>	+ 1.6%	96.8%	<b>98.6%</b>	+ 1.9%
New Listings	524	<b>514</b>	-1.9%	2,074	<b>2,009</b>	-3.1%

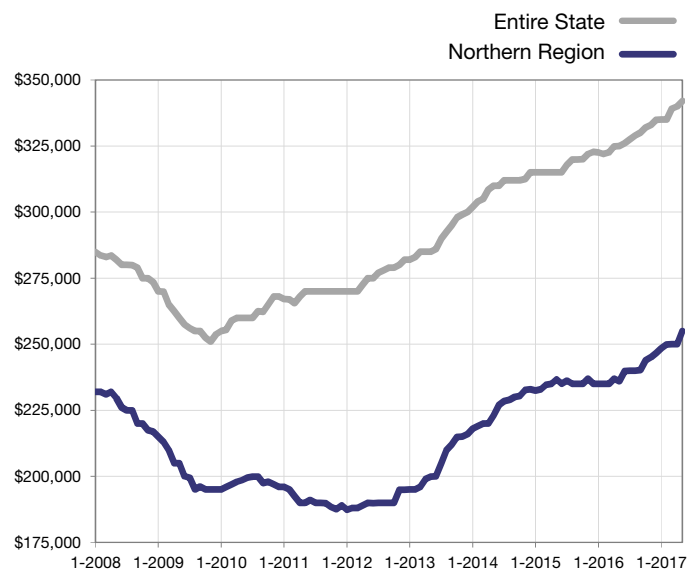
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Southeast Region

**+ 0.7%**

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

**+ 5.7%**

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

**- 30.7%**

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

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	630	<b>720</b>	+ 14.3%	2,638	<b>2,670</b>	+ 1.2%
Closed Sales	560	<b>528</b>	-5.7%	2,067	<b>2,086</b>	+ 0.9%
Median Sales Price*	\$279,000	<b>\$295,000</b>	+ 5.7%	\$265,000	<b>\$280,000</b>	+ 5.7%
Inventory of Homes for Sale	2,045	<b>1,446</b>	-29.3%	--	--	--
Months Supply of Inventory	4.2	<b>2.8</b>	-33.3%	--	--	--
Cumulative Days on Market Until Sale	95	<b>60</b>	-36.8%	106	<b>73</b>	-31.1%
Percent of Original List Price Received*	96.6%	<b>98.1%</b>	+ 1.6%	95.4%	<b>97.2%</b>	+ 1.9%
New Listings	848	<b>870</b>	+ 2.6%	3,471	<b>3,323</b>	-4.3%

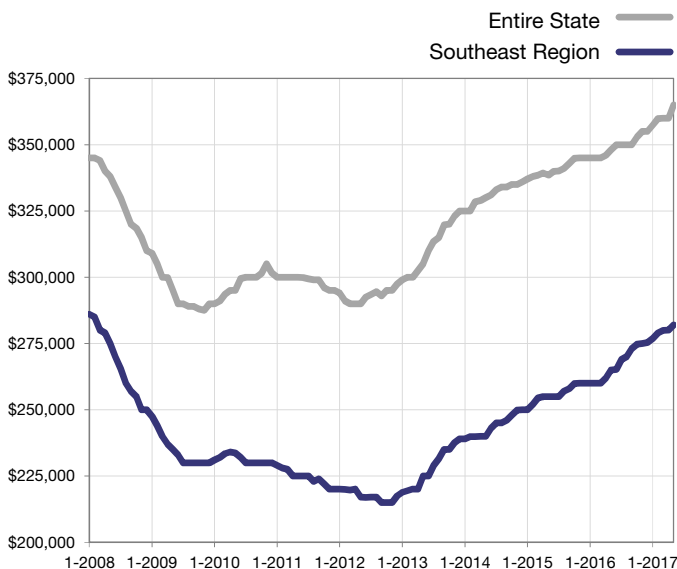
### Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	102	<b>112</b>	+ 9.8%	435	<b>452</b>	+ 3.9%
Closed Sales	88	<b>94</b>	+ 6.8%	339	<b>358</b>	+ 5.6%
Median Sales Price*	\$190,500	<b>\$207,500</b>	+ 8.9%	\$180,000	<b>\$194,600</b>	+ 8.1%
Inventory of Homes for Sale	264	<b>172</b>	-34.8%	--	--	--
Months Supply of Inventory	3.7	<b>2.2</b>	-40.5%	--	--	--
Cumulative Days on Market Until Sale	107	<b>68</b>	-36.4%	111	<b>68</b>	-38.7%
Percent of Original List Price Received*	95.0%	<b>97.8%</b>	+ 2.9%	94.8%	<b>97.6%</b>	+ 3.0%
New Listings	113	<b>143</b>	+ 26.5%	541	<b>510</b>	-5.7%

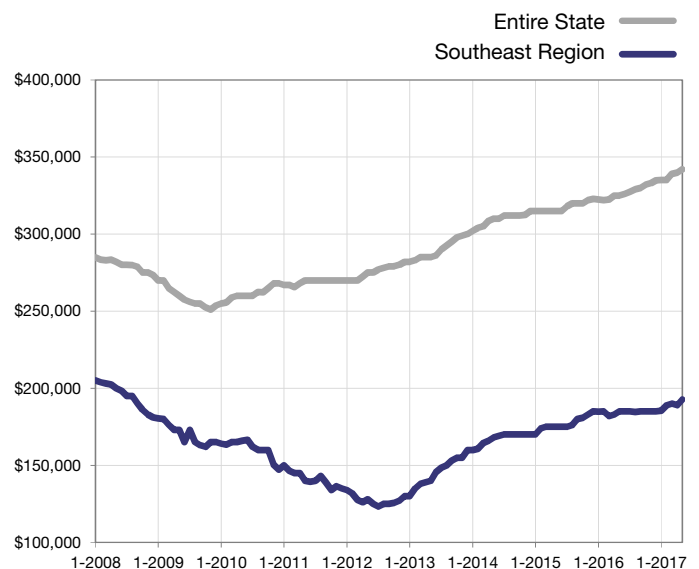
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## West Region

**- 12.0%**

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

**+ 2.9%**

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

**- 36.7%**

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

### Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	808	<b>828</b>	+ 2.5%	3,129	<b>3,036</b>	-3.0%
Closed Sales	649	<b>557</b>	-14.2%	2,416	<b>2,301</b>	-4.8%
Median Sales Price*	\$200,000	<b>\$210,000</b>	+ 5.0%	\$188,500	<b>\$194,700</b>	+ 3.3%
Inventory of Homes for Sale	3,617	<b>2,211</b>	-38.9%	--	--	--
Months Supply of Inventory	6.3	<b>3.7</b>	-41.3%	--	--	--
Cumulative Days on Market Until Sale	115	<b>101</b>	-12.2%	131	<b>106</b>	-19.1%
Percent of Original List Price Received*	93.9%	<b>95.1%</b>	+ 1.3%	92.4%	<b>93.7%</b>	+ 1.4%
New Listings	1,136	<b>1,088</b>	-4.2%	4,611	<b>3,957</b>	-14.2%

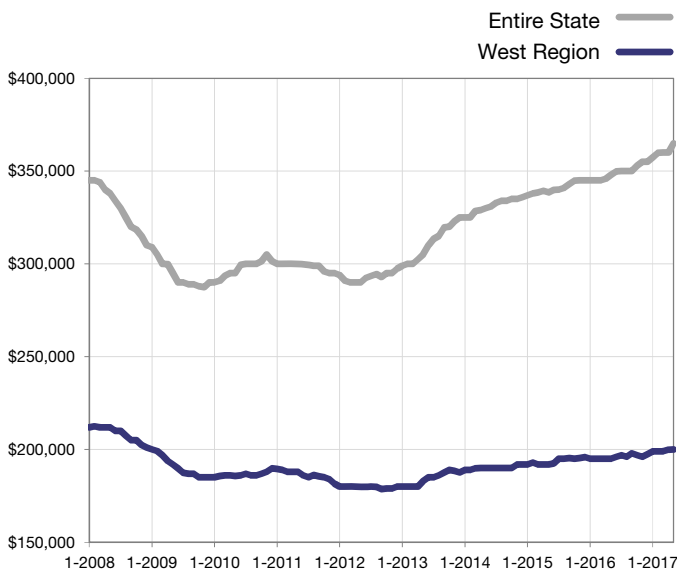
### Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	103	<b>134</b>	+ 30.1%	422	<b>419</b>	-0.7%
Closed Sales	80	<b>72</b>	-10.0%	322	<b>309</b>	-4.0%
Median Sales Price*	\$163,500	<b>\$152,000</b>	-7.0%	\$149,450	<b>\$154,000</b>	+ 3.0%
Inventory of Homes for Sale	545	<b>421</b>	-22.8%	--	--	--
Months Supply of Inventory	6.7	<b>5.3</b>	-20.9%	--	--	--
Cumulative Days on Market Until Sale	141	<b>111</b>	-21.3%	144	<b>134</b>	-6.9%
Percent of Original List Price Received*	95.8%	<b>95.4%</b>	-0.4%	94.2%	<b>94.4%</b>	+ 0.2%
New Listings	145	<b>164</b>	+ 13.1%	590	<b>574</b>	-2.7%

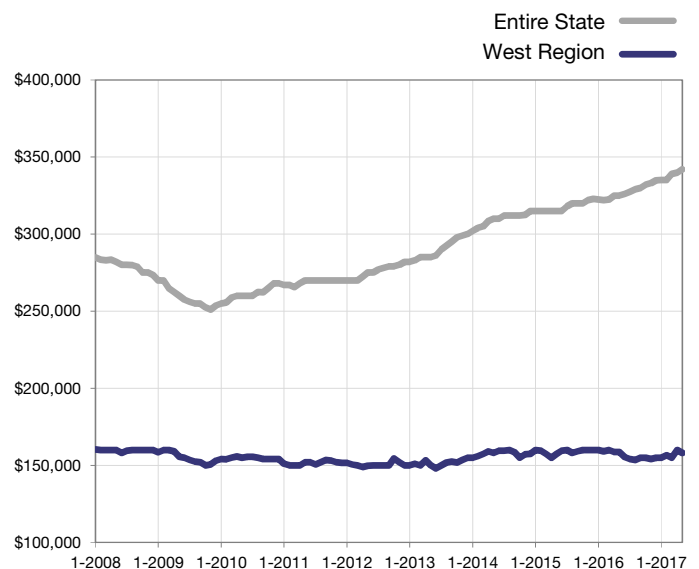
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