

Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 5.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.9%

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

- 31.2%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	880	913	+ 3.8%	6,812	6,886	+ 1.1%
Closed Sales	1,089	1,015	-6.8%	6,164	6,181	+ 0.3%
Median Sales Price*	\$275,000	\$300,000	+ 9.1%	\$261,000	\$277,500	+ 6.3%
Inventory of Homes for Sale	3,003	2,133	-29.0%	--	--	--
Months Supply of Inventory	4.0	2.7	-32.5%	--	--	--
Cumulative Days on Market Until Sale	81	52	-35.8%	100	65	-35.0%
Percent of Original List Price Received*	97.5%	98.3%	+ 0.8%	96.2%	97.5%	+ 1.4%
New Listings	1,093	1,140	+ 4.3%	8,969	8,661	-3.4%

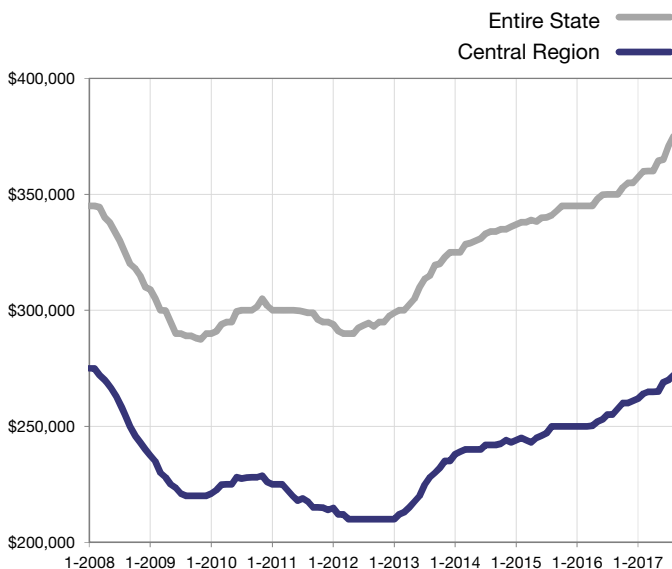
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	185	229	+ 23.8%	1,422	1,486	+ 4.5%
Closed Sales	215	211	-1.9%	1,292	1,338	+ 3.6%
Median Sales Price*	\$207,500	\$218,000	+ 5.1%	\$196,750	\$203,900	+ 3.6%
Inventory of Homes for Sale	539	392	-27.3%	--	--	--
Months Supply of Inventory	3.4	2.3	-32.4%	--	--	--
Cumulative Days on Market Until Sale	90	59	-34.4%	94	70	-25.5%
Percent of Original List Price Received*	97.1%	98.4%	+ 1.3%	96.7%	97.6%	+ 0.9%
New Listings	209	224	+ 7.2%	1,791	1,769	-1.2%

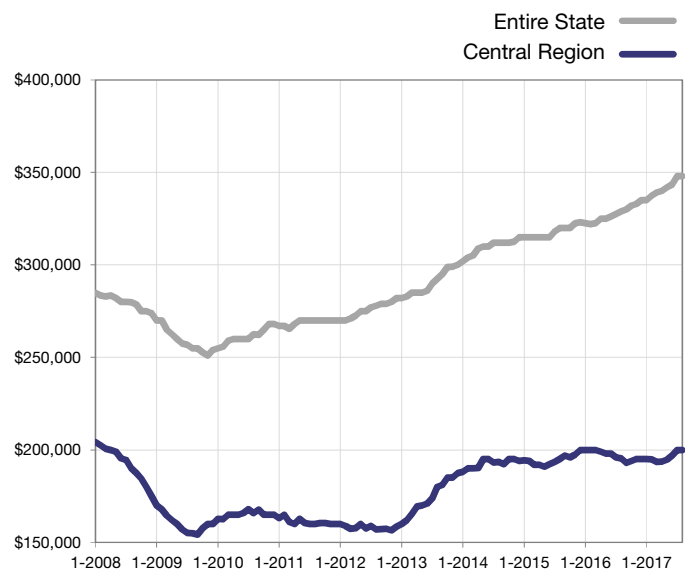
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

+ 1.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.8%

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

- 31.4%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	825	918	+ 11.3%	6,389	6,273	-1.8%
Closed Sales	1,009	1,007	-0.2%	5,784	5,689	-1.6%
Median Sales Price*	\$400,000	\$442,250	+ 10.6%	\$388,000	\$420,175	+ 8.3%
Inventory of Homes for Sale	2,155	1,546	-28.3%	--	--	--
Months Supply of Inventory	2.9	2.1	-27.6%	--	--	--
Cumulative Days on Market Until Sale	61	45	-26.2%	79	54	-31.6%
Percent of Original List Price Received*	98.3%	98.9%	+ 0.6%	97.4%	98.6%	+ 1.2%
New Listings	974	1,002	+ 2.9%	8,151	7,767	-4.7%

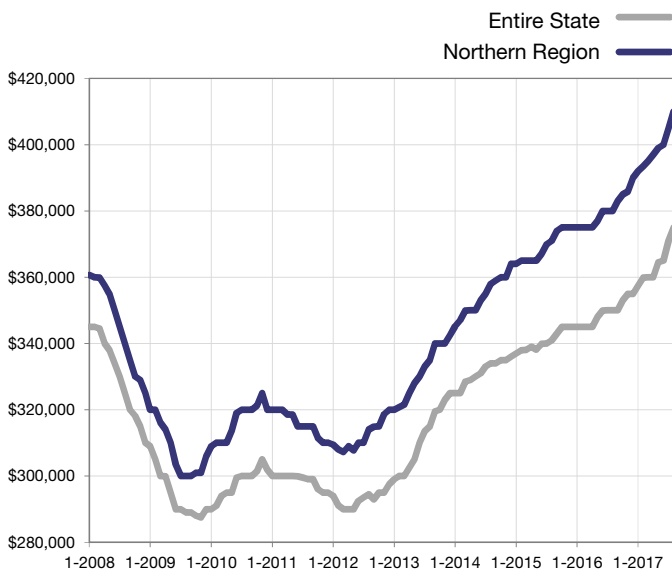
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	368	383	+ 4.1%	2,838	2,852	+ 0.5%
Closed Sales	411	431	+ 4.9%	2,558	2,670	+ 4.4%
Median Sales Price*	\$250,000	\$275,500	+ 10.2%	\$245,000	\$265,000	+ 8.2%
Inventory of Homes for Sale	792	502	-36.6%	--	--	--
Months Supply of Inventory	2.5	1.5	-40.0%	--	--	--
Cumulative Days on Market Until Sale	62	43	-30.6%	76	50	-34.2%
Percent of Original List Price Received*	98.2%	99.4%	+ 1.2%	97.5%	99.1%	+ 1.6%
New Listings	428	419	-2.1%	3,400	3,340	-1.8%

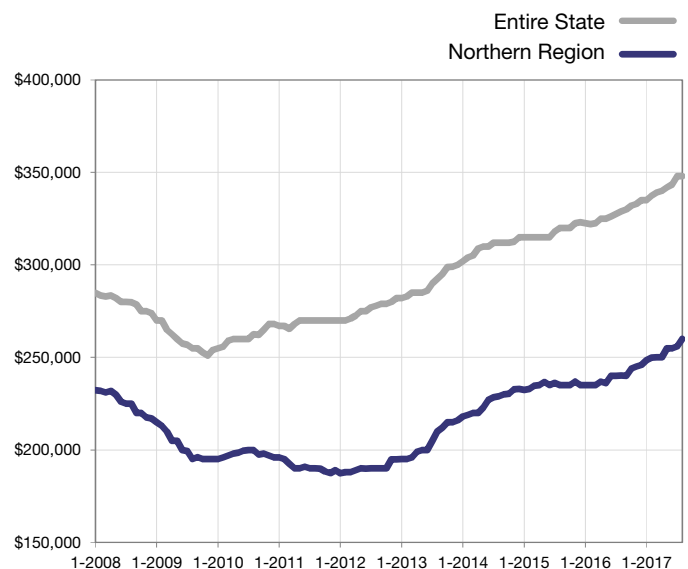
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

+ 2.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.9%

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

- 27.0%

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

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	613	679	+ 10.8%	4,407	4,474	+ 1.5%
Closed Sales	622	627	+ 0.8%	3,922	3,952	+ 0.8%
Median Sales Price*	\$293,000	\$300,000	+ 2.4%	\$275,000	\$292,000	+ 6.2%
Inventory of Homes for Sale	2,022	1,515	-25.1%	--	--	--
Months Supply of Inventory	4.1	3.0	-26.8%	--	--	--
Cumulative Days on Market Until Sale	85	54	-36.5%	95	65	-31.6%
Percent of Original List Price Received*	96.8%	98.3%	+ 1.5%	96.2%	97.7%	+ 1.6%
New Listings	711	770	+ 8.3%	5,760	5,659	-1.8%

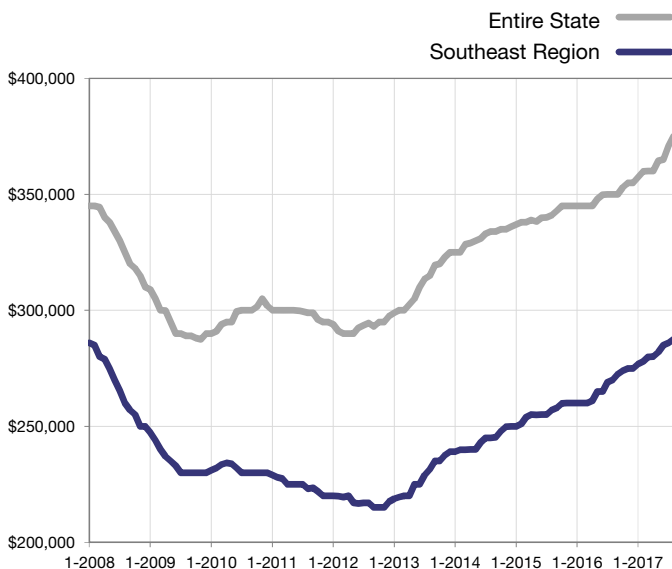
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	86	100	+ 16.3%	673	721	+ 7.1%
Closed Sales	111	93	-16.2%	651	638	-2.0%
Median Sales Price*	\$175,000	\$180,000	+ 2.9%	\$182,500	\$199,450	+ 9.3%
Inventory of Homes for Sale	248	174	-29.8%	--	--	--
Months Supply of Inventory	3.1	2.3	-25.8%	--	--	--
Cumulative Days on Market Until Sale	91	50	-45.1%	100	62	-38.0%
Percent of Original List Price Received*	96.6%	97.9%	+ 1.3%	95.6%	97.9%	+ 2.4%
New Listings	115	100	-13.0%	852	836	-1.9%

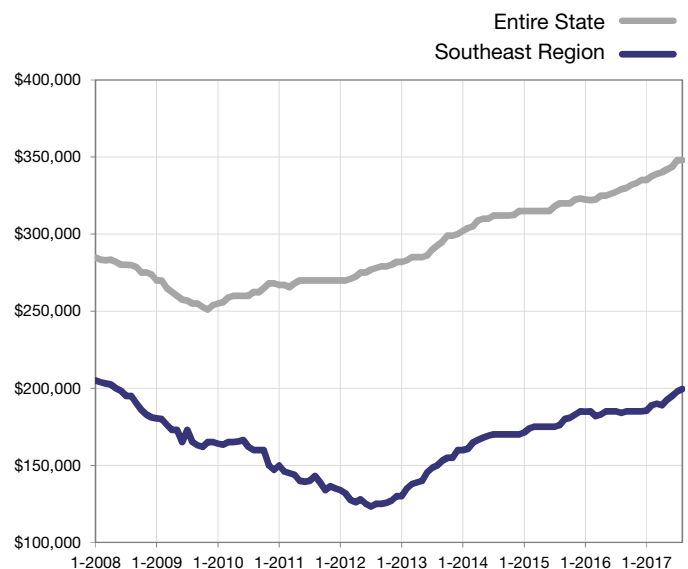
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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West Region

+ 9.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.3%

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

- 26.8%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	536	612	+ 14.2%	4,262	4,441	+ 4.2%
Closed Sales	639	695	+ 8.8%	3,903	3,968	+ 1.7%
Median Sales Price*	\$209,900	\$212,000	+ 1.0%	\$199,900	\$206,000	+ 3.1%
Inventory of Homes for Sale	2,599	1,943	-25.2%	--	--	--
Months Supply of Inventory	5.4	3.9	-27.8%	--	--	--
Cumulative Days on Market Until Sale	89	64	-28.1%	112	83	-25.9%
Percent of Original List Price Received*	94.9%	96.2%	+ 1.4%	94.3%	95.6%	+ 1.4%
New Listings	739	778	+ 5.3%	6,006	5,993	-0.2%

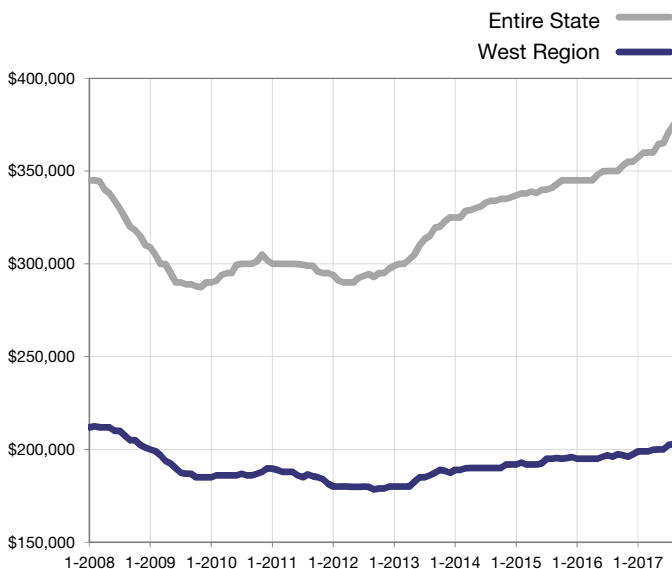
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	84	103	+ 22.6%	617	643	+ 4.2%
Closed Sales	93	99	+ 6.5%	570	565	-0.9%
Median Sales Price*	\$160,750	\$162,900	+ 1.3%	\$149,000	\$157,000	+ 5.4%
Inventory of Homes for Sale	396	269	-32.1%	--	--	--
Months Supply of Inventory	5.8	3.8	-34.5%	--	--	--
Cumulative Days on Market Until Sale	106	79	-25.5%	124	109	-12.1%
Percent of Original List Price Received*	96.3%	96.8%	+ 0.5%	95.5%	95.5%	0.0%
New Listings	88	96	+ 9.1%	803	817	+ 1.7%

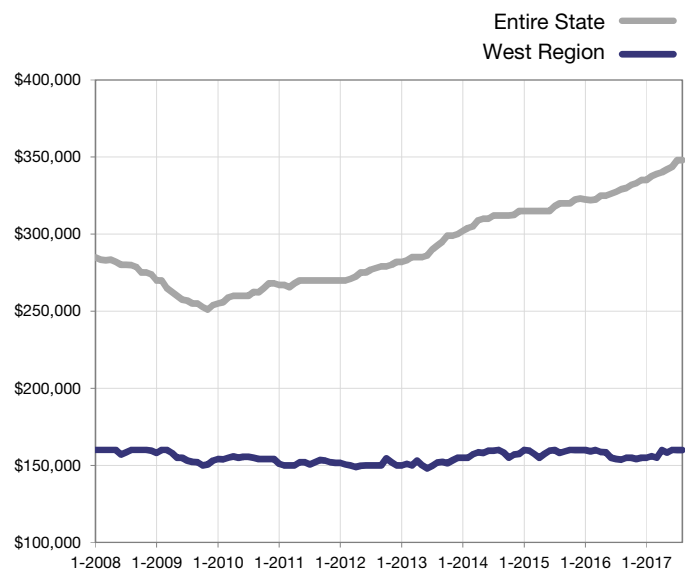
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