

Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 1.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.1%

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

- 28.6%

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	759	949	+ 25.0%	7,568	7,724	+ 2.1%
Closed Sales	868	822	-5.3%	7,032	7,025	-0.1%
Median Sales Price*	\$260,000	\$277,000	+ 6.5%	\$260,550	\$277,500	+ 6.5%
Inventory of Homes for Sale	3,050	2,259	-25.9%	--	--	--
Months Supply of Inventory	4.0	2.9	-27.5%	--	--	--
Cumulative Days on Market Until Sale	71	57	-19.7%	96	64	-33.3%
Percent of Original List Price Received*	96.7%	98.3%	+ 1.7%	96.3%	97.6%	+ 1.3%
New Listings	1,133	1,243	+ 9.7%	10,101	9,899	-2.0%

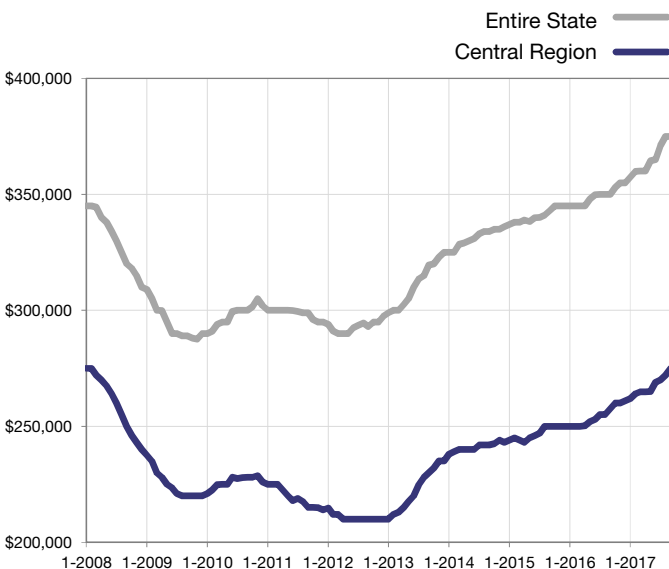
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	166	186	+ 12.0%	1,587	1,652	+ 4.1%
Closed Sales	171	179	+ 4.7%	1,463	1,525	+ 4.2%
Median Sales Price*	\$183,000	\$218,000	+ 19.1%	\$194,900	\$205,000	+ 5.2%
Inventory of Homes for Sale	558	405	-27.4%	--	--	--
Months Supply of Inventory	3.5	2.4	-31.4%	--	--	--
Cumulative Days on Market Until Sale	80	52	-35.0%	92	68	-26.1%
Percent of Original List Price Received*	95.7%	99.1%	+ 3.6%	96.6%	97.8%	+ 1.2%
New Listings	242	208	-14.0%	2,034	1,978	-2.8%

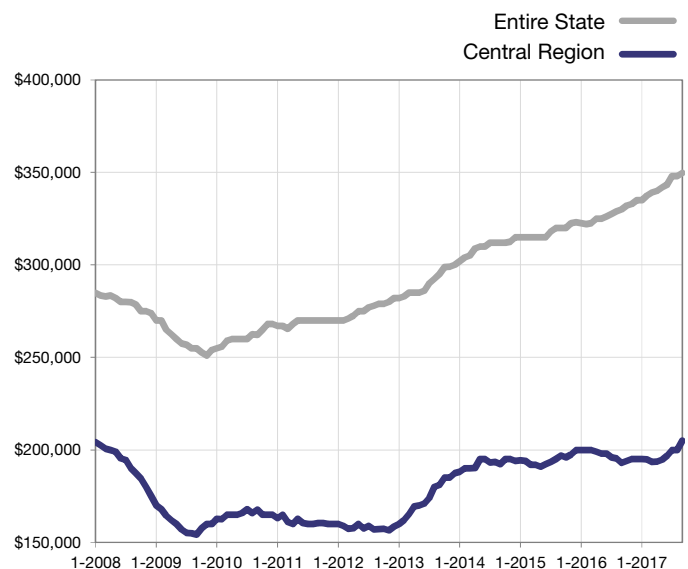
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

- 7.4%

+ 10.0%

- 28.6%

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

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	748	831	+ 11.1%	7,137	7,025	-1.6%
Closed Sales	840	775	-7.7%	6,624	6,477	-2.2%
Median Sales Price*	\$392,750	\$410,000	+ 4.4%	\$389,000	\$420,000	+ 8.0%
Inventory of Homes for Sale	2,245	1,669	-25.7%	--	--	--
Months Supply of Inventory	3.1	2.3	-25.8%	--	--	--
Cumulative Days on Market Until Sale	59	48	-18.6%	77	53	-31.2%
Percent of Original List Price Received*	97.9%	98.3%	+ 0.4%	97.5%	98.6%	+ 1.1%
New Listings	1,074	1,062	-1.1%	9,225	8,824	-4.3%

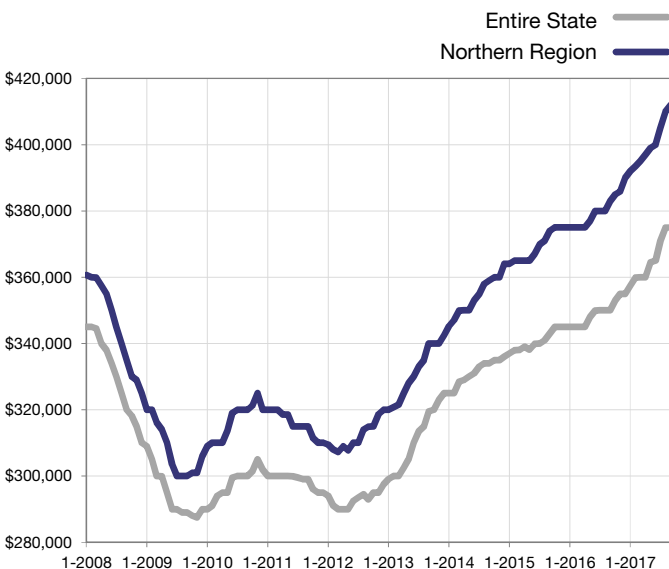
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	335	338	+ 0.9%	3,172	3,161	-0.3%
Closed Sales	389	318	-18.3%	2,947	2,991	+ 1.5%
Median Sales Price*	\$245,500	\$285,000	+ 16.1%	\$245,000	\$266,875	+ 8.9%
Inventory of Homes for Sale	817	574	-29.7%	--	--	--
Months Supply of Inventory	2.5	1.7	-32.0%	--	--	--
Cumulative Days on Market Until Sale	58	32	-44.8%	73	48	-34.2%
Percent of Original List Price Received*	98.1%	100.2%	+ 2.1%	97.6%	99.2%	+ 1.6%
New Listings	455	435	-4.4%	3,855	3,780	-1.9%

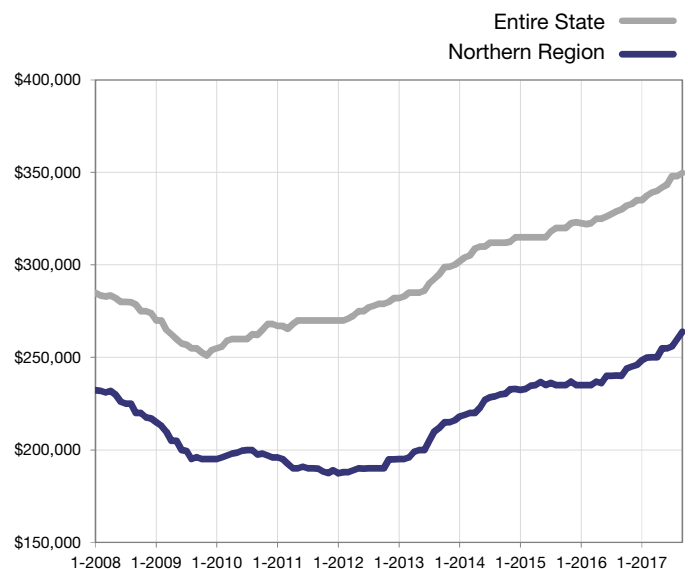
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

+ 3.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.4%

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

- 23.1%

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

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	533	541	+ 1.5%	4,939	4,944	+ 0.1%
Closed Sales	619	600	-3.1%	4,541	4,574	+ 0.7%
Median Sales Price*	\$285,000	\$300,000	+ 5.3%	\$275,000	\$294,900	+ 7.2%
Inventory of Homes for Sale	2,015	1,619	-19.7%	--	--	--
Months Supply of Inventory	4.0	3.2	-20.0%	--	--	--
Cumulative Days on Market Until Sale	80	59	-26.3%	93	64	-31.2%
Percent of Original List Price Received*	96.4%	98.1%	+ 1.8%	96.3%	97.8%	+ 1.6%
New Listings	709	755	+ 6.5%	6,469	6,413	-0.9%

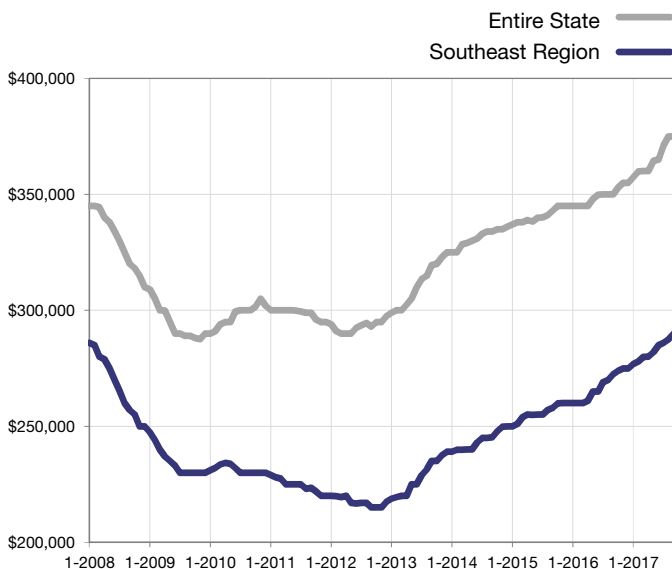
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	78	86	+ 10.3%	751	790	+ 5.2%
Closed Sales	63	101	+ 60.3%	714	740	+ 3.6%
Median Sales Price*	\$245,000	\$200,000	-18.4%	\$185,000	\$200,000	+ 8.1%
Inventory of Homes for Sale	253	196	-22.5%	--	--	--
Months Supply of Inventory	3.3	2.4	-27.3%	--	--	--
Cumulative Days on Market Until Sale	97	54	-44.3%	100	61	-39.0%
Percent of Original List Price Received*	95.9%	97.6%	+ 1.8%	95.6%	97.9%	+ 2.4%
New Listings	102	112	+ 9.8%	954	947	-0.7%

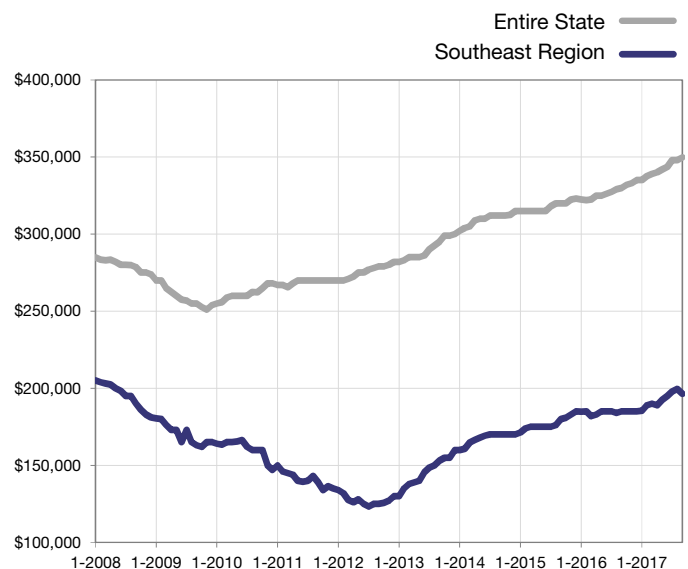
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Single-Family Properties



Condominium Properties



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West Region

- 1.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.2%

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

- 25.7%

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	536	563	+ 5.0%	4,797	4,925	+ 2.7%
Closed Sales	584	549	-6.0%	4,487	4,529	+ 0.9%
Median Sales Price*	\$200,000	\$219,900	+ 9.9%	\$200,000	\$208,000	+ 4.0%
Inventory of Homes for Sale	2,548	1,919	-24.7%	--	--	--
Months Supply of Inventory	5.3	3.9	-26.4%	--	--	--
Cumulative Days on Market Until Sale	85	63	-25.9%	109	81	-25.7%
Percent of Original List Price Received*	94.3%	95.9%	+ 1.7%	94.3%	95.6%	+ 1.4%
New Listings	722	686	-5.0%	6,728	6,683	-0.7%

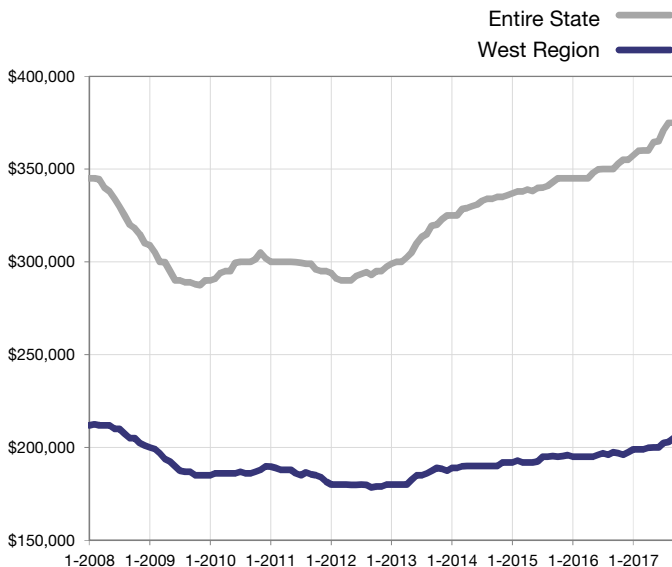
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	73	71	-2.7%	690	707	+ 2.5%
Closed Sales	85	110	+ 29.4%	656	678	+ 3.4%
Median Sales Price*	\$172,000	\$177,750	+ 3.3%	\$150,000	\$160,000	+ 6.7%
Inventory of Homes for Sale	384	282	-26.6%	--	--	--
Months Supply of Inventory	5.6	3.8	-32.1%	--	--	--
Cumulative Days on Market Until Sale	121	73	-39.7%	124	103	-16.9%
Percent of Original List Price Received*	95.8%	96.3%	+ 0.5%	95.5%	95.6%	+ 0.1%
New Listings	89	94	+ 5.6%	892	910	+ 2.0%

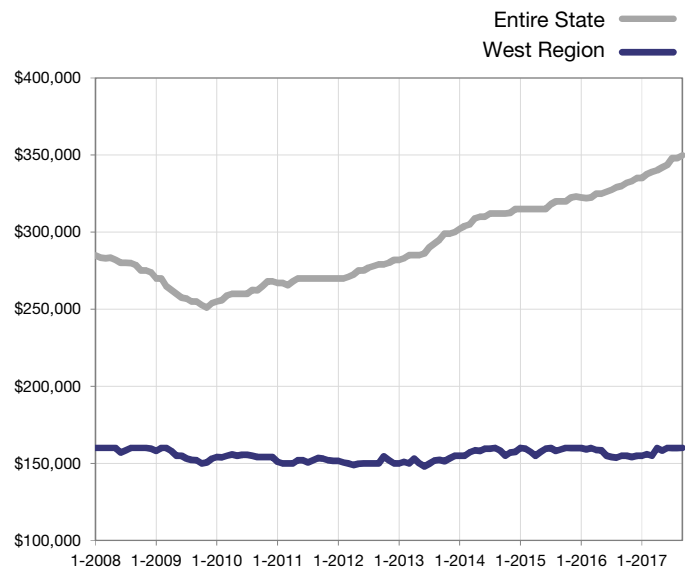
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