

# Local Market Update – December 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

**+ 5.9%**

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

**- 33.3%**

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	492	554	+ 12.6%	9,461	9,675	+ 2.3%
Closed Sales	773	774	+ 0.1%	9,388	9,522	+ 1.4%
Median Sales Price*	\$259,500	<b>\$269,950</b>	+ 4.0%	\$261,000	<b>\$277,000</b>	+ 6.1%
Inventory of Homes for Sale	2,182	<b>1,479</b>	-32.2%	--	--	--
Months Supply of Inventory	2.8	<b>1.9</b>	-32.1%	--	--	--
Cumulative Days on Market Until Sale	73	<b>65</b>	-11.0%	91	<b>64</b>	-29.7%
Percent of Original List Price Received*	95.8%	<b>95.9%</b>	+ 0.1%	96.2%	<b>97.4%</b>	+ 1.2%
New Listings	419	<b>459</b>	+ 9.5%	12,222	<b>12,066</b>	-1.3%

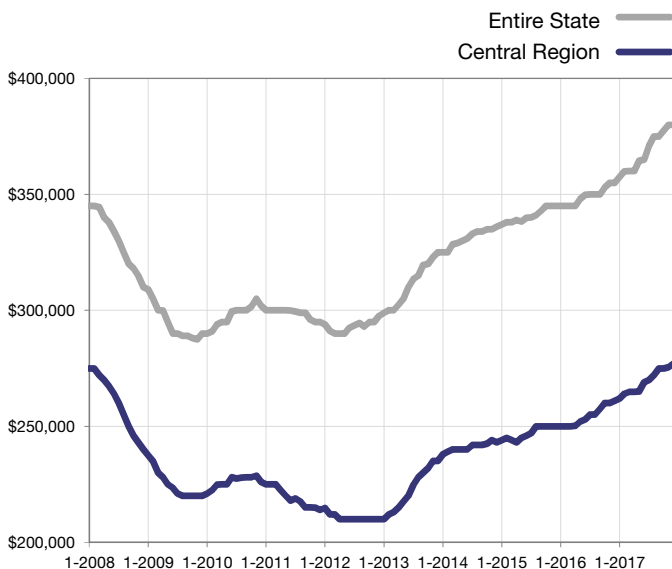
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	96	108	+ 12.5%	1,975	2,084	+ 5.5%
Closed Sales	170	170	0.0%	1,956	2,076	+ 6.1%
Median Sales Price*	\$182,500	<b>\$228,000</b>	+ 24.9%	\$195,000	<b>\$210,250</b>	+ 7.8%
Inventory of Homes for Sale	425	<b>282</b>	-33.6%	--	--	--
Months Supply of Inventory	2.6	<b>1.6</b>	-38.5%	--	--	--
Cumulative Days on Market Until Sale	69	<b>65</b>	-5.8%	87	<b>66</b>	-24.1%
Percent of Original List Price Received*	96.8%	<b>98.0%</b>	+ 1.2%	96.6%	<b>98.0%</b>	+ 1.4%
New Listings	96	<b>94</b>	-2.1%	2,458	<b>2,414</b>	-1.8%

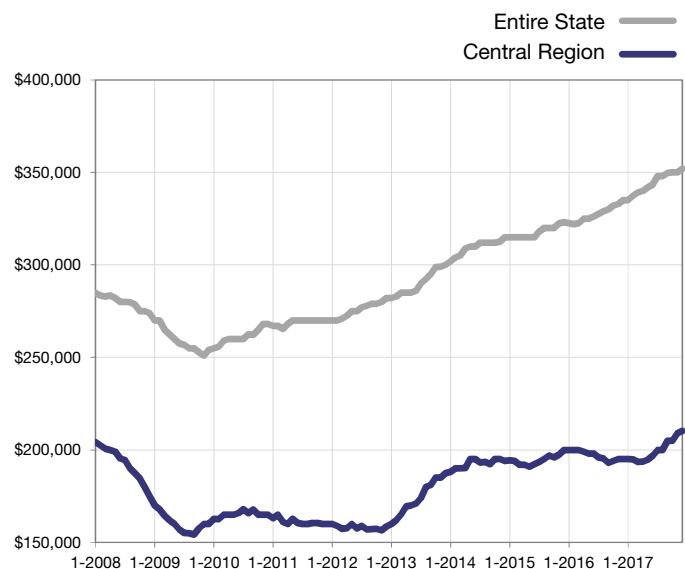
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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

**- 9.8%**

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

**+ 7.0%**

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

**- 36.8%**

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	437	<b>483</b>	+ 10.5%	8,934	<b>8,799</b>	-1.5%
Closed Sales	771	<b>673</b>	-12.7%	8,907	<b>8,726</b>	-2.0%
Median Sales Price*	\$395,000	<b>\$425,000</b>	+ 7.6%	\$390,000	<b>\$420,000</b>	+ 7.7%
Inventory of Homes for Sale	1,380	<b>940</b>	-31.9%	--	--	--
Months Supply of Inventory	1.9	<b>1.3</b>	-31.6%	--	--	--
Cumulative Days on Market Until Sale	61	<b>55</b>	-9.8%	73	<b>53</b>	-27.4%
Percent of Original List Price Received*	96.7%	<b>96.8%</b>	+ 0.1%	97.3%	<b>98.4%</b>	+ 1.1%
New Listings	350	<b>348</b>	-0.6%	11,052	<b>10,697</b>	-3.2%

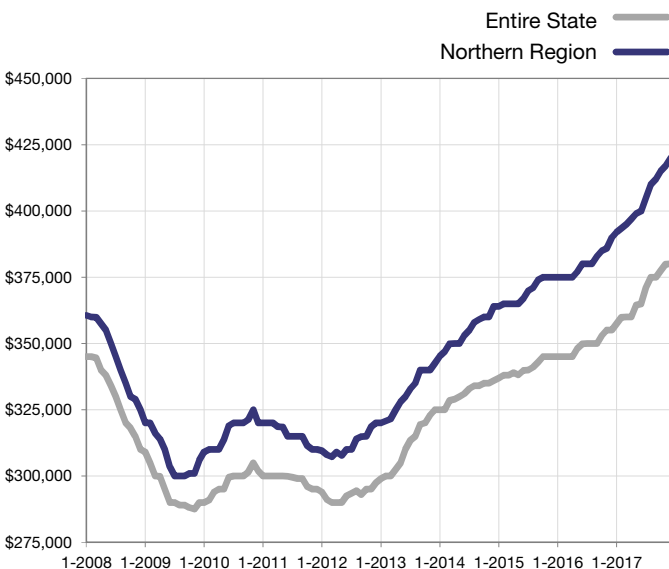
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	175	<b>208</b>	+ 18.9%	3,954	<b>3,971</b>	+ 0.4%
Closed Sales	311	<b>305</b>	-1.9%	3,923	<b>3,978</b>	+ 1.4%
Median Sales Price*	\$244,000	<b>\$264,000</b>	+ 8.2%	\$246,250	<b>\$266,000</b>	+ 8.0%
Inventory of Homes for Sale	586	<b>369</b>	-37.0%	--	--	--
Months Supply of Inventory	1.8	<b>1.1</b>	-38.9%	--	--	--
Cumulative Days on Market Until Sale	54	<b>47</b>	-13.0%	69	<b>48</b>	-30.4%
Percent of Original List Price Received*	97.6%	<b>98.2%</b>	+ 0.6%	97.6%	<b>99.1%</b>	+ 1.5%
New Listings	158	<b>123</b>	-22.2%	4,678	<b>4,613</b>	-1.4%

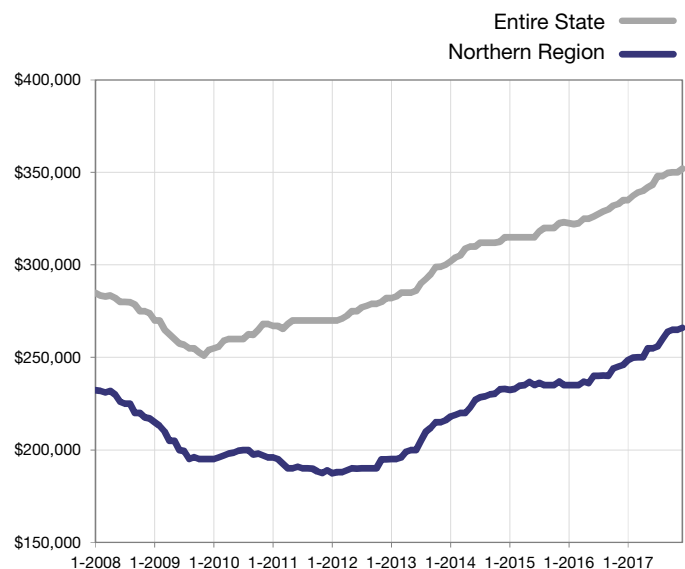
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Southeast Region

**- 6.5%**

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

**+ 7.5%**

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

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	348	<b>363</b>	+ 4.3%	6,212	<b>6,262</b>	+ 0.8%
Closed Sales	534	<b>485</b>	-9.2%	6,131	<b>6,219</b>	+ 1.4%
Median Sales Price*	\$280,000	<b>\$295,000</b>	+ 5.4%	\$275,000	<b>\$295,000</b>	+ 7.3%
Inventory of Homes for Sale	1,602	<b>1,167</b>	-27.2%	--	--	--
Months Supply of Inventory	3.1	<b>2.3</b>	-25.8%	--	--	--
Cumulative Days on Market Until Sale	74	<b>62</b>	-16.2%	88	<b>65</b>	-26.1%
Percent of Original List Price Received*	96.6%	<b>96.2%</b>	-0.4%	96.4%	<b>97.5%</b>	+ 1.1%
New Listings	374	<b>318</b>	-15.0%	7,970	<b>7,951</b>	-0.2%

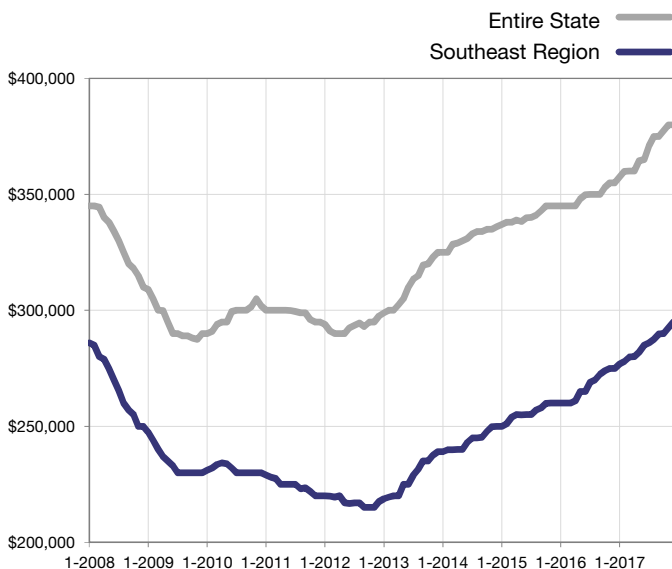
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	64	<b>59</b>	-7.8%	937	<b>1,004</b>	+ 7.2%
Closed Sales	74	<b>80</b>	+ 8.1%	941	<b>995</b>	+ 5.7%
Median Sales Price*	\$177,450	<b>\$182,700</b>	+ 3.0%	\$185,000	<b>\$196,250</b>	+ 6.1%
Inventory of Homes for Sale	212	<b>131</b>	-38.2%	--	--	--
Months Supply of Inventory	2.7	<b>1.6</b>	-40.7%	--	--	--
Cumulative Days on Market Until Sale	58	<b>48</b>	-17.2%	91	<b>59</b>	-35.2%
Percent of Original List Price Received*	96.6%	<b>97.6%</b>	+ 1.0%	95.8%	<b>97.7%</b>	+ 2.0%
New Listings	55	<b>40</b>	-27.3%	1,180	<b>1,157</b>	-1.9%

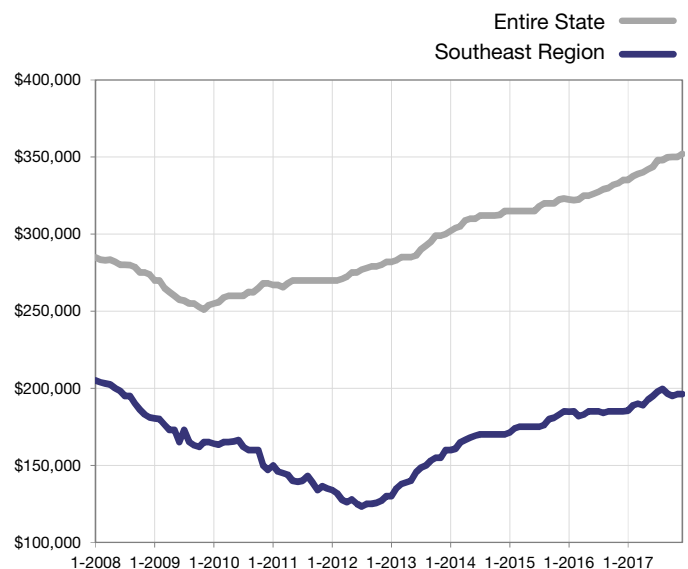
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### Single-Family Properties



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## West Region

**- 5.2%**

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

**- 0.1%**

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

**- 29.9%**

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

### Single-Family Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	286	375	+ 31.1%	5,947	6,218	+ 4.6%
Closed Sales	507	463	-8.7%	5,938	6,053	+ 1.9%
Median Sales Price*	\$199,250	\$200,000	+ 0.4%	\$198,000	\$207,000	+ 4.5%
Inventory of Homes for Sale	1,859	1,287	-30.8%	--	--	--
Months Supply of Inventory	3.8	2.6	-31.6%	--	--	--
Cumulative Days on Market Until Sale	95	80	-15.8%	104	79	-24.0%
Percent of Original List Price Received*	94.3%	94.7%	+ 0.4%	94.3%	95.5%	+ 1.3%
New Listings	305	332	+ 8.9%	8,122	8,136	+ 0.2%

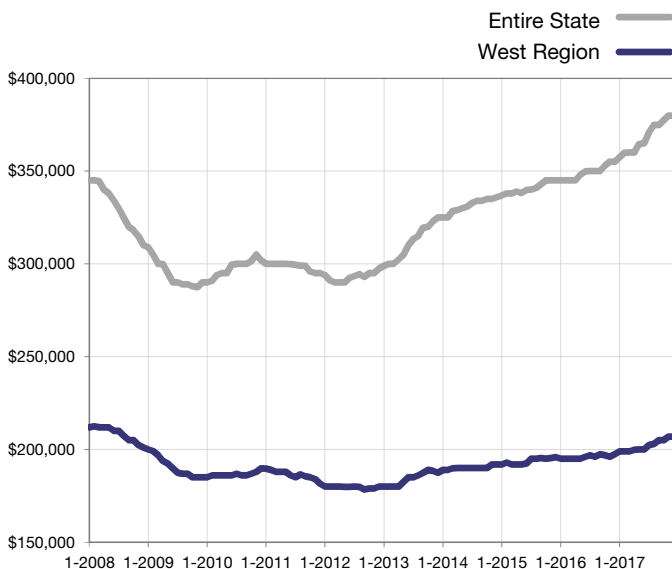
### Condominium Properties

	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	49	43	-12.2%	872	886	+ 1.6%
Closed Sales	75	72	-4.0%	861	898	+ 4.3%
Median Sales Price*	\$162,500	\$160,500	-1.2%	\$152,000	\$159,900	+ 5.2%
Inventory of Homes for Sale	282	223	-20.9%	--	--	--
Months Supply of Inventory	3.9	3.0	-23.1%	--	--	--
Cumulative Days on Market Until Sale	128	87	-32.0%	121	98	-19.0%
Percent of Original List Price Received*	94.5%	97.1%	+ 2.8%	95.7%	95.9%	+ 0.2%
New Listings	41	37	-9.8%	1,085	1,099	+ 1.3%

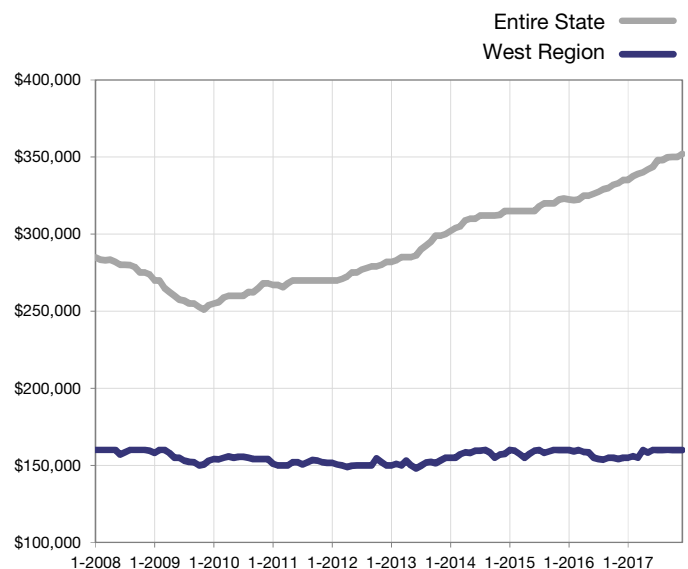
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