

# Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**- 11.1%**

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

**+ 9.3%**

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

**- 34.9%**

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

### Single-Family Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	584	<b>678</b>	+ 16.1%	1,148	<b>1,247</b>	+ 8.6%
Closed Sales	475	<b>407</b>	-14.3%	1,022	<b>993</b>	-2.8%
Median Sales Price*	\$245,000	<b>\$260,000</b>	+ 6.1%	\$247,500	<b>\$264,500</b>	+ 6.9%
Inventory of Homes for Sale	1,989	<b>1,330</b>	-33.1%	--	--	--
Months Supply of Inventory	2.5	<b>1.7</b>	-32.0%	--	--	--
Cumulative Days on Market Until Sale	86	<b>75</b>	-12.8%	85	<b>72</b>	-15.3%
Percent of Original List Price Received*	95.3%	<b>96.6%</b>	+ 1.4%	95.3%	<b>96.5%</b>	+ 1.3%
New Listings	678	<b>726</b>	+ 7.1%	1,346	<b>1,316</b>	-2.2%

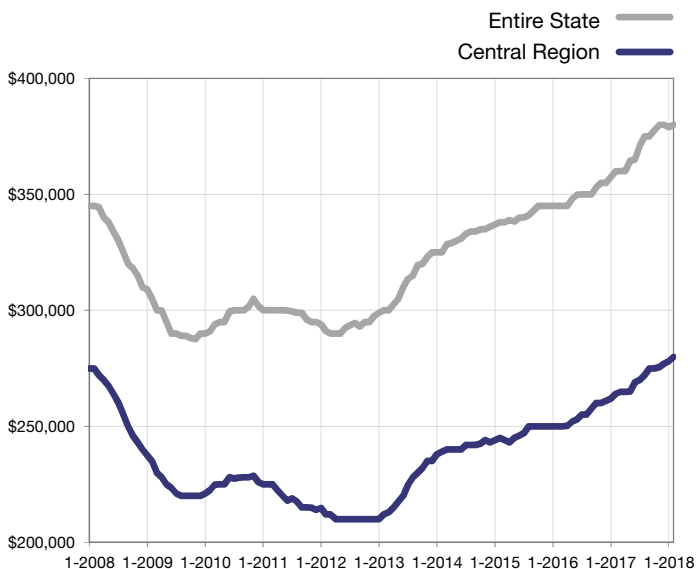
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	143	<b>146</b>	+ 2.1%	264	<b>280</b>	+ 6.1%
Closed Sales	102	<b>89</b>	-12.7%	234	<b>215</b>	-8.1%
Median Sales Price*	\$174,200	<b>\$180,500</b>	+ 3.6%	\$186,717	<b>\$183,500</b>	-1.7%
Inventory of Homes for Sale	446	<b>271</b>	-39.2%	--	--	--
Months Supply of Inventory	2.7	<b>1.6</b>	-40.7%	--	--	--
Cumulative Days on Market Until Sale	80	<b>60</b>	-25.0%	88	<b>58</b>	-34.1%
Percent of Original List Price Received*	96.5%	<b>97.4%</b>	+ 0.9%	96.3%	<b>97.4%</b>	+ 1.1%
New Listings	156	<b>166</b>	+ 6.4%	351	<b>304</b>	-13.4%

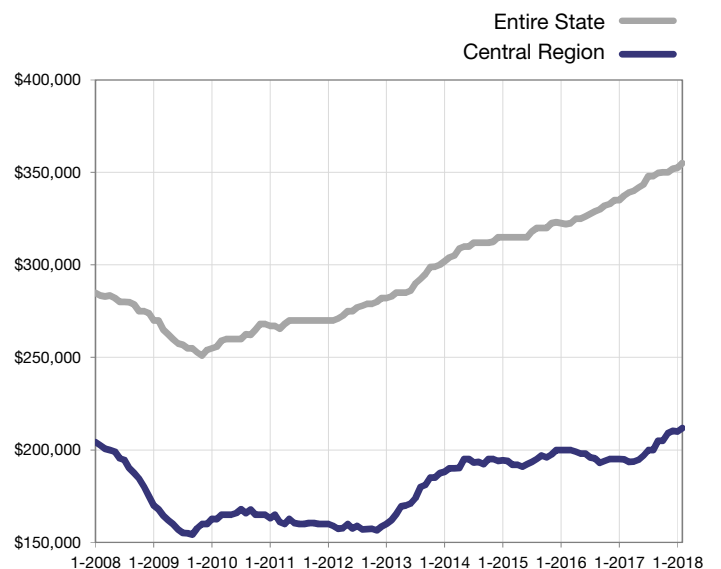
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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

**- 0.5%**

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

**+ 7.5%**

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

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	493	<b>559</b>	+ 13.4%	971	<b>1,024</b>	+ 5.5%
Closed Sales	386	<b>387</b>	+ 0.3%	929	<b>932</b>	+ 0.3%
Median Sales Price*	\$368,000	<b>\$399,900</b>	+ 8.7%	\$385,000	<b>\$413,500</b>	+ 7.4%
Inventory of Homes for Sale	1,261	<b>929</b>	-26.3%	--	--	--
Months Supply of Inventory	1.7	<b>1.3</b>	-23.5%	--	--	--
Cumulative Days on Market Until Sale	74	<b>67</b>	-9.5%	68	<b>63</b>	-7.4%
Percent of Original List Price Received*	96.6%	<b>96.7%</b>	+ 0.1%	96.6%	<b>97.2%</b>	+ 0.6%
New Listings	576	<b>682</b>	+ 18.4%	1,140	<b>1,145</b>	+ 0.4%

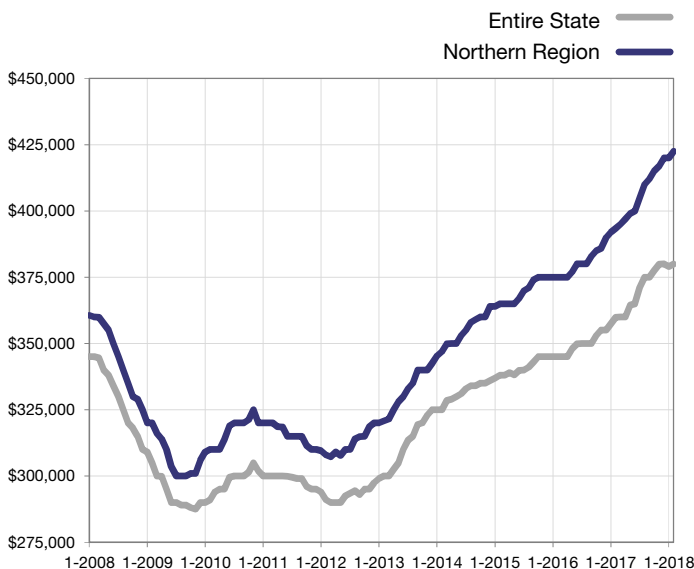
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	232	<b>266</b>	+ 14.7%	486	<b>541</b>	+ 11.3%
Closed Sales	181	<b>196</b>	+ 8.3%	446	<b>421</b>	-5.6%
Median Sales Price*	\$235,000	<b>\$253,250</b>	+ 7.8%	\$256,000	<b>\$268,000</b>	+ 4.7%
Inventory of Homes for Sale	566	<b>344</b>	-39.2%	--	--	--
Months Supply of Inventory	1.7	<b>1.0</b>	-41.2%	--	--	--
Cumulative Days on Market Until Sale	60	<b>57</b>	-5.0%	61	<b>55</b>	-9.8%
Percent of Original List Price Received*	97.9%	<b>98.7%</b>	+ 0.8%	97.5%	<b>98.2%</b>	+ 0.7%
New Listings	260	<b>276</b>	+ 6.2%	603	<b>572</b>	-5.1%

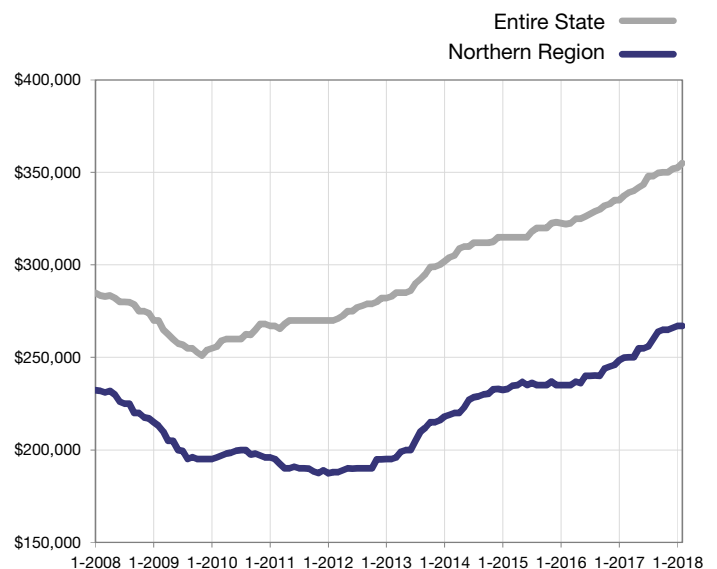
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Southeast Region

**- 10.5%**

**+ 13.5%**

**- 28.0%**

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

The Southeast Region includes data from the North Bristol and former Tri-County Boards of REALTORS®.

### Single-Family Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	440	<b>472</b>	+ 7.3%	778	<b>833</b>	+ 7.1%
Closed Sales	316	<b>280</b>	-11.4%	705	<b>642</b>	-8.9%
Median Sales Price*	\$260,000	<b>\$293,500</b>	+ 12.9%	\$269,000	<b>\$285,000</b>	+ 5.9%
Inventory of Homes for Sale	1,489	<b>1,111</b>	-25.4%	--	--	--
Months Supply of Inventory	2.9	<b>2.2</b>	-24.1%	--	--	--
Cumulative Days on Market Until Sale	84	<b>91</b>	+ 8.3%	77	<b>79</b>	+ 2.6%
Percent of Original List Price Received*	96.1%	<b>94.9%</b>	-1.2%	96.3%	<b>95.6%</b>	-0.7%
New Listings	490	<b>536</b>	+ 9.4%	990	<b>971</b>	-1.9%

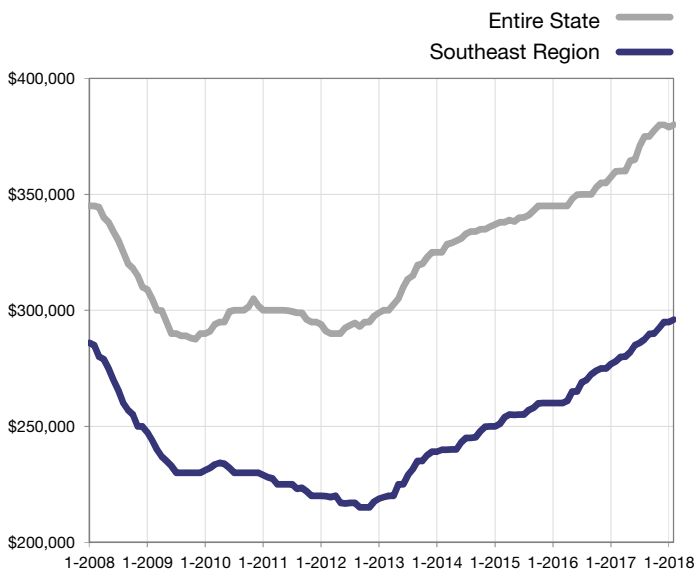
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	83	<b>70</b>	-15.7%	152	<b>110</b>	-27.6%
Closed Sales	55	<b>32</b>	-41.8%	103	<b>82</b>	-20.4%
Median Sales Price*	\$182,500	<b>\$211,000</b>	+ 15.6%	\$194,900	<b>\$213,000</b>	+ 9.3%
Inventory of Homes for Sale	187	<b>150</b>	-19.8%	--	--	--
Months Supply of Inventory	2.4	<b>1.8</b>	-25.0%	--	--	--
Cumulative Days on Market Until Sale	79	<b>69</b>	-12.7%	71	<b>71</b>	0.0%
Percent of Original List Price Received*	97.9%	<b>101.5%</b>	+ 3.7%	97.5%	<b>98.4%</b>	+ 0.9%
New Listings	87	<b>94</b>	+ 8.0%	168	<b>146</b>	-13.1%

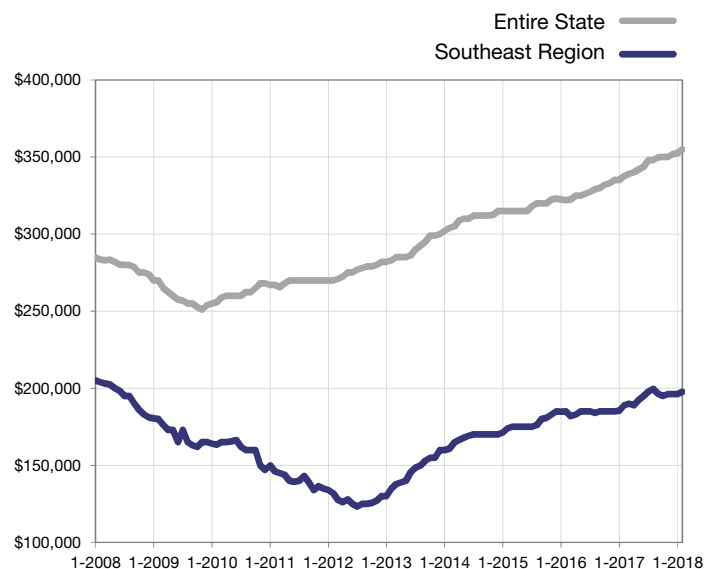
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## West Region

**+ 14.0%**

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

**+ 8.5%**

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

**- 28.4%**

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

### Single-Family Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	459	<b>521</b>	+ 13.5%	905	<b>945</b>	+ 4.4%
Closed Sales	321	<b>352</b>	+ 9.7%	746	<b>831</b>	+ 11.4%
Median Sales Price*	\$184,450	<b>\$195,000</b>	+ 5.7%	\$189,950	<b>\$195,000</b>	+ 2.7%
Inventory of Homes for Sale	2,613	<b>1,857</b>	-28.9%	--	--	--
Months Supply of Inventory	4.3	<b>3.0</b>	-30.2%	--	--	--
Cumulative Days on Market Until Sale	124	<b>93</b>	-25.0%	111	<b>93</b>	-16.2%
Percent of Original List Price Received*	92.2%	<b>94.7%</b>	+ 2.7%	92.4%	<b>93.8%</b>	+ 1.5%
New Listings	556	<b>577</b>	+ 3.8%	1,173	<b>1,082</b>	-7.8%

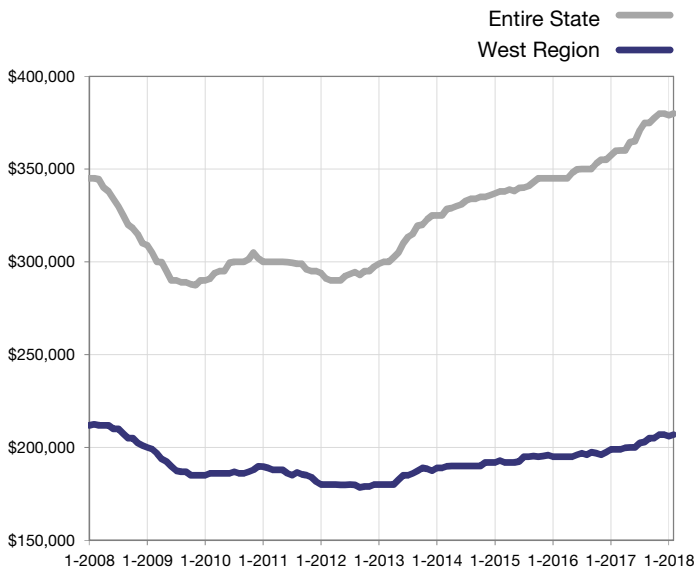
### Condominium Properties

	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	56	<b>64</b>	+ 14.3%	113	<b>131</b>	+ 15.9%
Closed Sales	39	<b>54</b>	+ 38.5%	104	<b>108</b>	+ 3.8%
Median Sales Price*	\$157,000	<b>\$157,500</b>	+ 0.3%	\$157,500	<b>\$168,750</b>	+ 7.1%
Inventory of Homes for Sale	455	<b>351</b>	-22.9%	--	--	--
Months Supply of Inventory	5.6	<b>4.1</b>	-26.8%	--	--	--
Cumulative Days on Market Until Sale	153	<b>116</b>	-24.2%	145	<b>123</b>	-15.2%
Percent of Original List Price Received*	91.8%	<b>96.1%</b>	+ 4.7%	93.3%	<b>95.5%</b>	+ 2.4%
New Listings	77	<b>70</b>	-9.1%	159	<b>151</b>	-5.0%

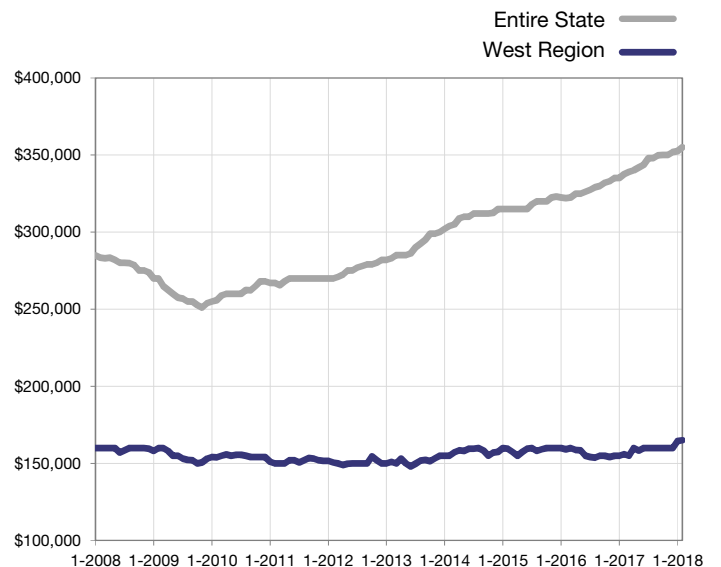
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