

Local Market Update – March 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 6.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.2%

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

- 36.1%

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

Single-Family Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	866	867	+ 0.1%	2,014	2,049	+ 1.7%
Closed Sales	568	544	-4.2%	1,590	1,544	-2.9%
Median Sales Price*	\$253,000	\$265,000	+ 4.7%	\$250,000	\$264,000	+ 5.6%
Inventory of Homes for Sale	2,107	1,363	-35.3%	--	--	--
Months Supply of Inventory	2.7	1.7	-37.0%	--	--	--
Cumulative Days on Market Until Sale	91	75	-17.6%	87	73	-16.1%
Percent of Original List Price Received*	96.0%	97.2%	+ 1.3%	95.5%	96.8%	+ 1.4%
New Listings	1,212	953	-21.4%	2,558	2,267	-11.4%

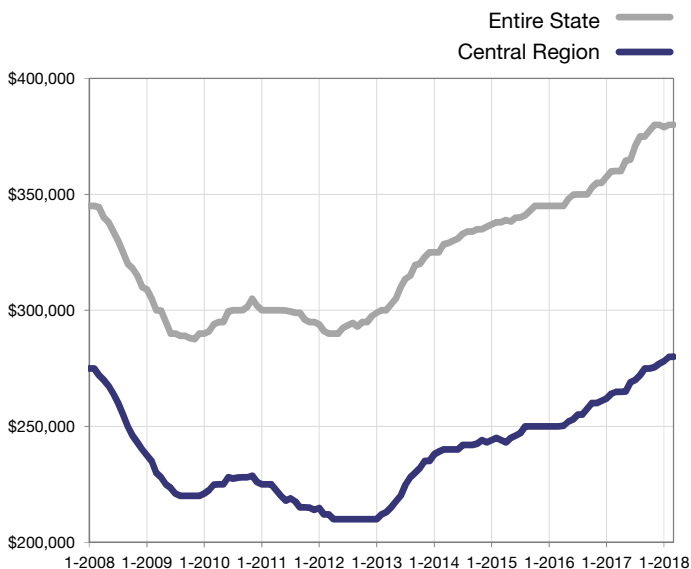
Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	216	202	-6.5%	480	470	-2.1%
Closed Sales	143	130	-9.1%	377	350	-7.2%
Median Sales Price*	\$169,000	\$204,950	+ 21.3%	\$183,950	\$193,250	+ 5.1%
Inventory of Homes for Sale	456	278	-39.0%	--	--	--
Months Supply of Inventory	2.7	1.6	-40.7%	--	--	--
Cumulative Days on Market Until Sale	80	78	-2.5%	85	66	-22.4%
Percent of Original List Price Received*	95.8%	98.3%	+ 2.6%	96.2%	97.7%	+ 1.6%
New Listings	261	219	-16.1%	612	523	-14.5%

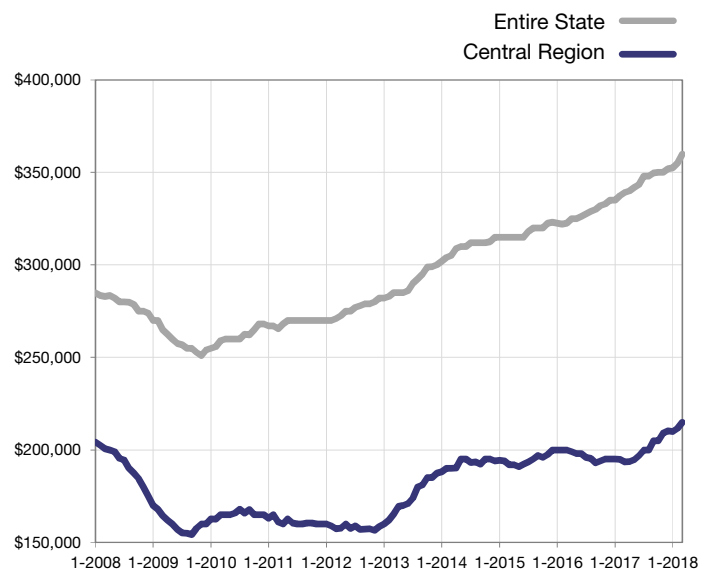
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 14.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.2%

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

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	746	775	+ 3.9%	1,717	1,754	+ 2.2%
Closed Sales	542	477	-12.0%	1,471	1,413	-3.9%
Median Sales Price*	\$399,000	\$419,900	+ 5.2%	\$390,000	\$415,000	+ 6.4%
Inventory of Homes for Sale	1,340	914	-31.8%	--	--	--
Months Supply of Inventory	1.8	1.3	-27.8%	--	--	--
Cumulative Days on Market Until Sale	74	69	-6.8%	70	65	-7.1%
Percent of Original List Price Received*	97.9%	97.7%	-0.2%	97.1%	97.3%	+ 0.2%
New Listings	970	811	-16.4%	2,110	1,948	-7.7%

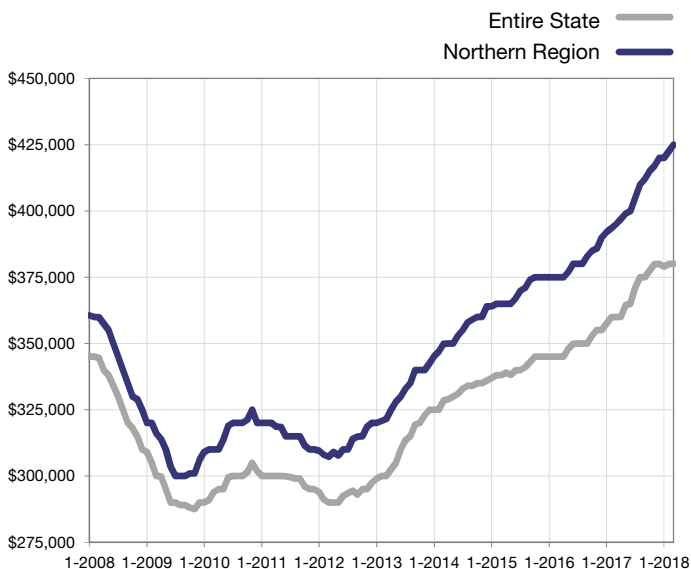
Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	380	392	+ 3.2%	866	913	+ 5.4%
Closed Sales	306	253	-17.3%	752	680	-9.6%
Median Sales Price*	\$251,000	\$258,000	+ 2.8%	\$254,000	\$265,000	+ 4.3%
Inventory of Homes for Sale	588	375	-36.2%	--	--	--
Months Supply of Inventory	1.8	1.2	-33.3%	--	--	--
Cumulative Days on Market Until Sale	66	53	-19.7%	63	55	-12.7%
Percent of Original List Price Received*	98.8%	99.3%	+ 0.5%	98.1%	98.6%	+ 0.5%
New Listings	451	423	-6.2%	1,054	999	-5.2%

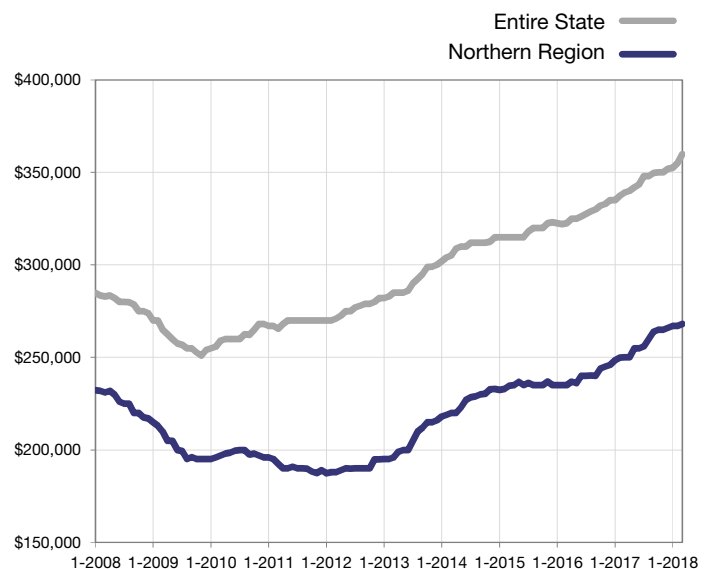
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 4.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.6%

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

- 31.8%

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

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	547	541	-1.1%	1,325	1,334	+ 0.7%
Closed Sales	416	403	-3.1%	1,121	1,052	-6.2%
Median Sales Price*	\$280,000	\$292,500	+ 4.5%	\$272,900	\$289,900	+ 6.2%
Inventory of Homes for Sale	1,503	1,094	-27.2%	--	--	--
Months Supply of Inventory	2.9	2.1	-27.6%	--	--	--
Cumulative Days on Market Until Sale	80	76	-5.0%	78	78	0.0%
Percent of Original List Price Received*	97.5%	97.2%	-0.3%	96.7%	96.2%	-0.5%
New Listings	691	575	-16.8%	1,680	1,545	-8.0%

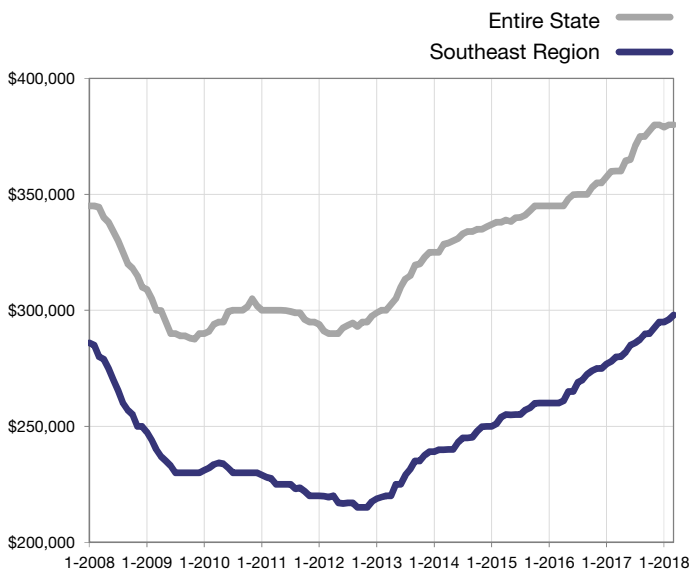
Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	85	99	+ 16.5%	237	203	-14.3%
Closed Sales	83	75	-9.6%	186	158	-15.1%
Median Sales Price*	\$186,000	\$175,000	-5.9%	\$187,000	\$195,000	+ 4.3%
Inventory of Homes for Sale	198	137	-30.8%	--	--	--
Months Supply of Inventory	2.5	1.7	-32.0%	--	--	--
Cumulative Days on Market Until Sale	66	51	-22.7%	71	62	-12.7%
Percent of Original List Price Received*	97.8%	96.6%	-1.2%	97.6%	97.5%	-0.1%
New Listings	110	82	-25.5%	278	229	-17.6%

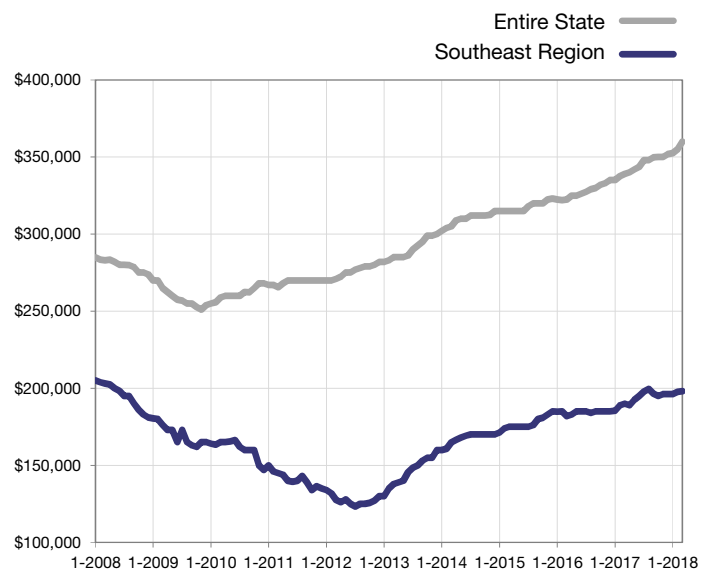
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Single-Family Properties



Condominium Properties



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West Region

- 10.4%

+ 6.7%

- 27.7%

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

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	658	689	+ 4.7%	1,563	1,593	+ 1.9%
Closed Sales	504	443	-12.1%	1,250	1,278	+ 2.2%
Median Sales Price*	\$188,500	\$200,000	+ 6.1%	\$189,450	\$197,000	+ 4.0%
Inventory of Homes for Sale	2,633	1,879	-28.6%	--	--	--
Months Supply of Inventory	4.4	3.0	-31.8%	--	--	--
Cumulative Days on Market Until Sale	103	102	-1.0%	108	96	-11.1%
Percent of Original List Price Received*	93.5%	93.8%	+ 0.3%	92.8%	93.8%	+ 1.1%
New Listings	871	789	-9.4%	2,047	1,871	-8.6%

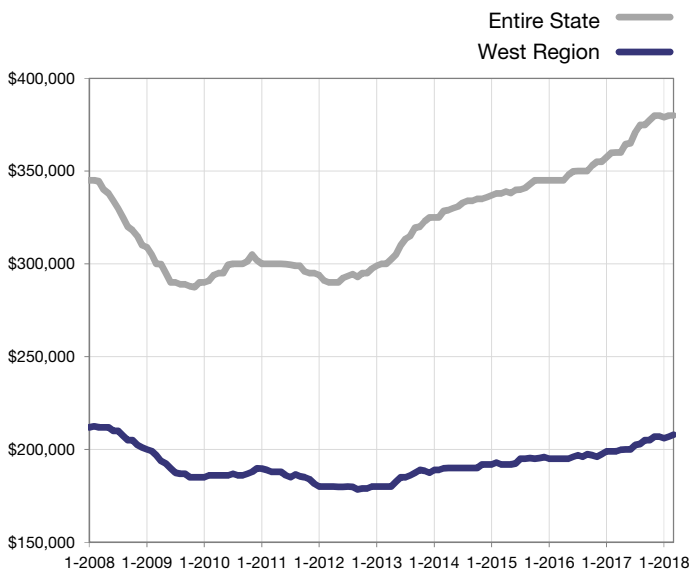
Condominium Properties

	March			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	85	87	+ 2.4%	198	215	+ 8.6%
Closed Sales	79	63	-20.3%	183	171	-6.6%
Median Sales Price*	\$148,000	\$138,900	-6.1%	\$155,000	\$157,000	+ 1.3%
Inventory of Homes for Sale	457	355	-22.3%	--	--	--
Months Supply of Inventory	5.6	4.2	-25.0%	--	--	--
Cumulative Days on Market Until Sale	142	116	-18.3%	144	120	-16.7%
Percent of Original List Price Received*	95.1%	95.7%	+ 0.6%	94.1%	95.6%	+ 1.6%
New Listings	124	101	-18.5%	283	253	-10.6%

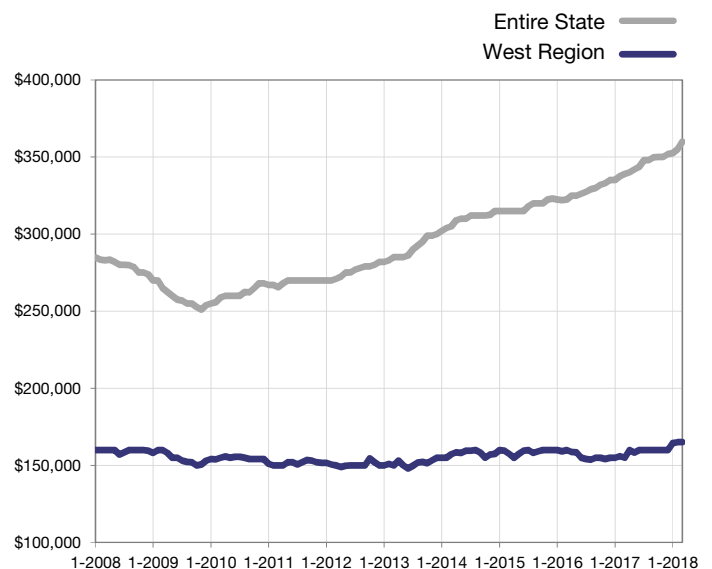
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