

Local Market Update – February 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

+ 6.7%

+ 8.6%

- 8.4%

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

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	513	535	+ 4.3%	951	1,092	+ 14.8%
Closed Sales	394	426	+ 8.1%	938	916	-2.3%
Median Sales Price*	\$399,900	\$430,000	+ 7.5%	\$411,500	\$432,500	+ 5.1%
Inventory of Homes for Sale	1,143	1,022	-10.6%	--	--	--
Months Supply of Inventory	1.6	1.4	-12.5%	--	--	--
Cumulative Days on Market Until Sale	67	69	+ 3.0%	63	68	+ 7.9%
Percent of Original List Price Received*	96.7%	96.1%	-0.6%	97.1%	95.7%	-1.4%
New Listings	671	624	-7.0%	1,136	1,194	+ 5.1%

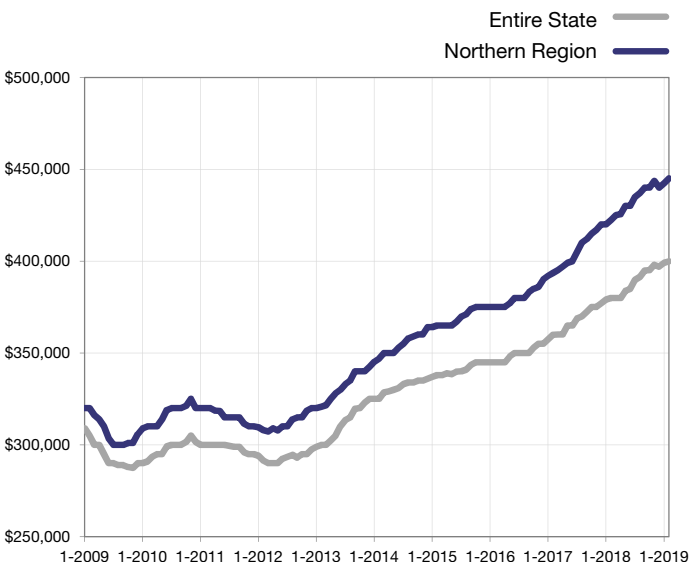
Condominium Properties

	February			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	252	287	+ 13.9%	517	561	+ 8.5%
Closed Sales	203	194	-4.4%	429	401	-6.5%
Median Sales Price*	\$254,000	\$266,500	+ 4.9%	\$269,900	\$280,000	+ 3.7%
Inventory of Homes for Sale	437	485	+ 11.0%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--
Cumulative Days on Market Until Sale	58	61	+ 5.2%	56	58	+ 3.6%
Percent of Original List Price Received*	98.8%	97.1%	-1.7%	98.3%	97.5%	-0.8%
New Listings	281	326	+ 16.0%	576	630	+ 9.4%

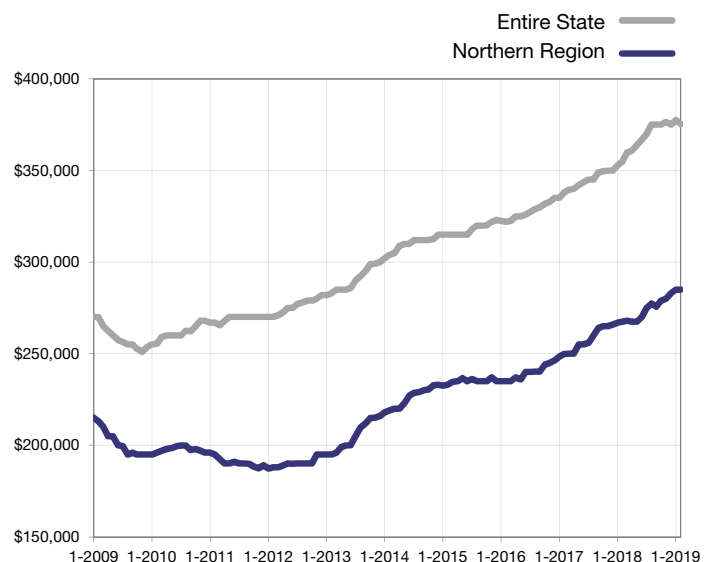
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.