

Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norton

Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	19	8	- 57.9%	151	129	- 14.6%
Closed Sales	20	11	- 45.0%	137	124	- 9.5%
Median Sales Price*	\$363,950	\$375,000	+ 3.0%	\$340,000	\$368,950	+ 8.5%
Inventory of Homes for Sale	43	46	+ 7.0%	--	--	--
Months Supply of Inventory	2.9	3.0	+ 3.4%	--	--	--
Cumulative Days on Market Until Sale	66	90	+ 36.4%	76	54	- 28.9%
Percent of Original List Price Received*	98.9%	99.5%	+ 0.6%	98.3%	100.0%	+ 1.7%
New Listings	27	25	- 7.4%	184	178	- 3.3%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	3	2	- 33.3%	50	57	+ 14.0%
Closed Sales	2	8	+ 300.0%	46	56	+ 21.7%
Median Sales Price*	\$410,000	\$290,000	- 29.3%	\$223,700	\$242,500	+ 8.4%
Inventory of Homes for Sale	26	17	- 34.6%	--	--	--
Months Supply of Inventory	5.0	2.6	- 48.0%	--	--	--
Cumulative Days on Market Until Sale	75	39	- 48.0%	63	46	- 27.0%
Percent of Original List Price Received*	98.1%	98.7%	+ 0.6%	98.0%	99.5%	+ 1.5%
New Listings	11	8	- 27.3%	76	68	- 10.5%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

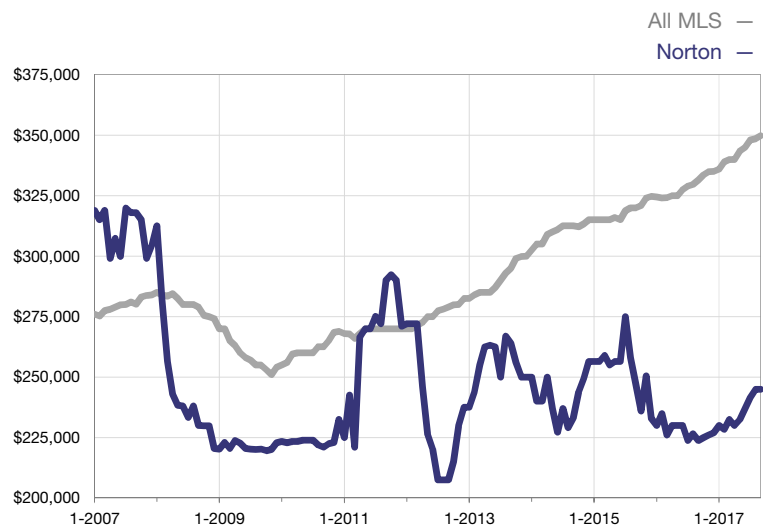
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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