

Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 35.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.1%

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

- 20.2%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	67	65	- 3.0%	67	65	- 3.0%
Closed Sales	56	75	+ 33.9%	56	75	+ 33.9%
Median Sales Price*	\$164,125	\$184,750	+ 12.6%	\$164,125	\$184,750	+ 12.6%
Inventory of Homes for Sale	1,200	980	- 18.3%	--	--	--
Months Supply of Inventory	13.4	9.6	- 28.7%	--	--	--
Cumulative Days on Market Until Sale	121	188	+ 55.6%	121	188	+ 55.6%
Percent of Original List Price Received*	87.6%	86.7%	- 1.0%	87.6%	86.7%	- 1.0%
New Listings	126	144	+ 14.3%	126	144	+ 14.3%

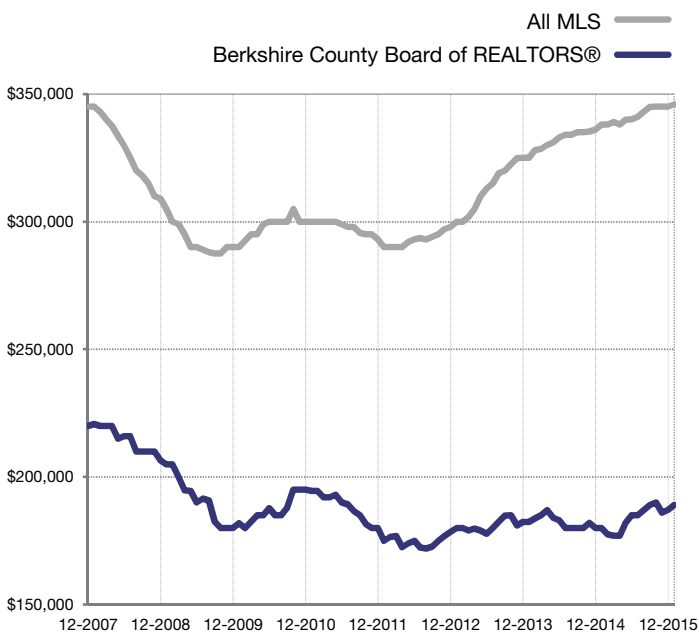
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	4	4	0.0%	4	4	0.0%
Closed Sales	1	2	+ 100.0%	1	2	+ 100.0%
Median Sales Price*	\$320,000	\$247,500	- 22.7%	\$320,000	\$247,500	- 22.7%
Inventory of Homes for Sale	185	125	- 32.4%	--	--	--
Months Supply of Inventory	26.7	10.8	- 59.5%	--	--	--
Cumulative Days on Market Until Sale	104	55	- 47.1%	104	55	- 47.1%
Percent of Original List Price Received*	80.0%	87.4%	+ 9.3%	80.0%	87.4%	+ 9.3%
New Listings	26	12	- 53.8%	26	12	- 53.8%

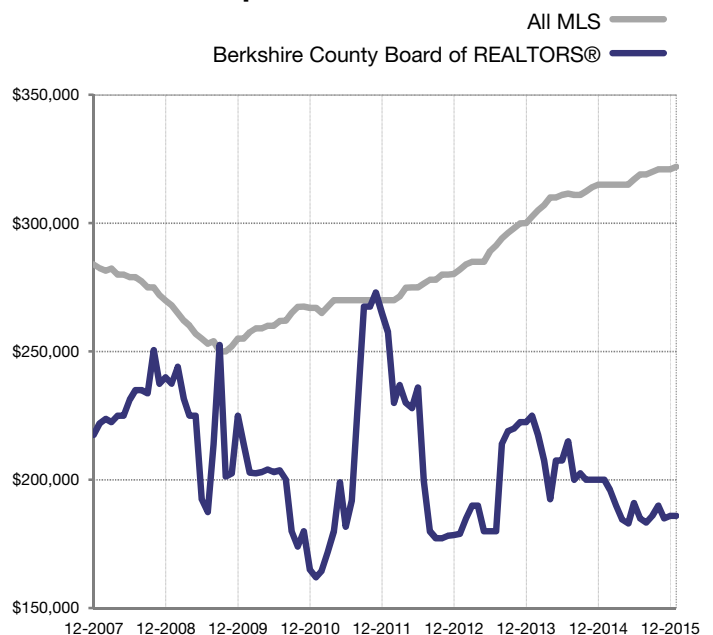
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Bristol Association of REALTORS®

+ 12.0%

Year-Over-Year
Change in
Closed Sales
All Properties

- 0.4%

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

- 14.7%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	104	157	+ 51.0%	104	157	+ 51.0%
Closed Sales	99	100	+ 1.0%	99	100	+ 1.0%
Median Sales Price*	\$280,000	\$293,500	+ 4.8%	\$280,000	\$293,500	+ 4.8%
Inventory of Homes for Sale	604	483	- 20.0%	--	--	--
Months Supply of Inventory	4.2	3.1	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	137	107	- 21.8%	137	107	- 21.8%
Percent of Original List Price Received*	93.4%	94.8%	+ 1.4%	93.4%	94.8%	+ 1.4%
New Listings	130	176	+ 35.4%	130	176	+ 35.4%

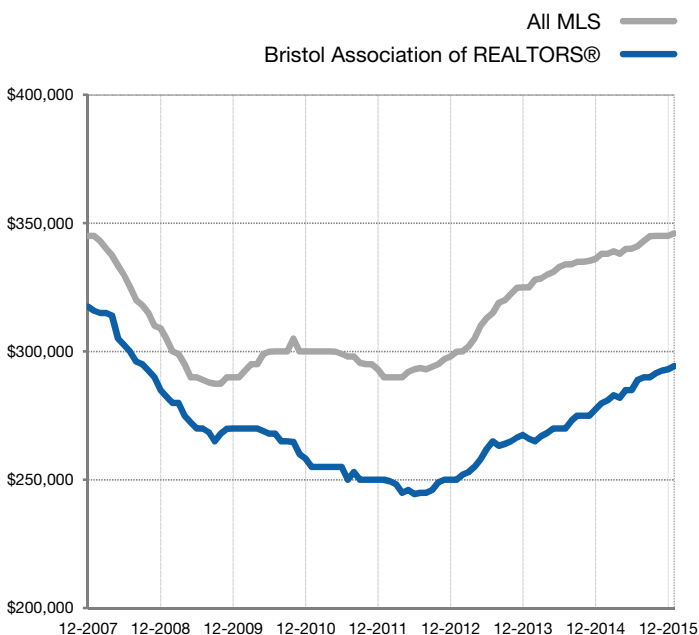
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	21	35	+ 66.7%	21	35	+ 66.7%
Closed Sales	18	31	+ 72.2%	18	31	+ 72.2%
Median Sales Price*	\$191,750	\$207,000	+ 8.0%	\$191,750	\$207,000	+ 8.0%
Inventory of Homes for Sale	98	116	+ 18.4%	--	--	--
Months Supply of Inventory	2.8	3.0	+ 8.3%	--	--	--
Cumulative Days on Market Until Sale	117	99	- 15.5%	117	99	- 15.5%
Percent of Original List Price Received*	96.1%	98.8%	+ 2.7%	96.1%	98.8%	+ 2.7%
New Listings	25	48	+ 92.0%	25	48	+ 92.0%

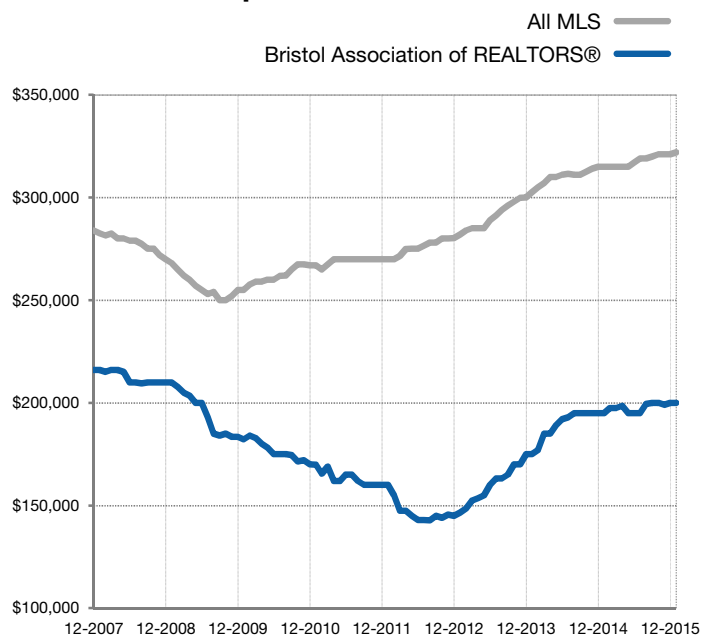
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 13.1%

Year-Over-Year
Change in
Closed Sales
All Properties

- 5.4%

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

- 24.1%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	279	461	+ 65.2%	279	461	+ 65.2%
Closed Sales	276	306	+ 10.9%	276	306	+ 10.9%
Median Sales Price*	\$356,250	\$342,250	- 3.9%	\$356,250	\$342,250	- 3.9%
Inventory of Homes for Sale	3,590	2,722	- 24.2%	--	--	--
Months Supply of Inventory	9.4	6.4	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	186	182	- 1.8%	186	182	- 1.8%
Percent of Original List Price Received*	90.8%	90.9%	+ 0.1%	90.8%	90.9%	+ 0.1%
New Listings	578	505	- 12.6%	578	505	- 12.6%

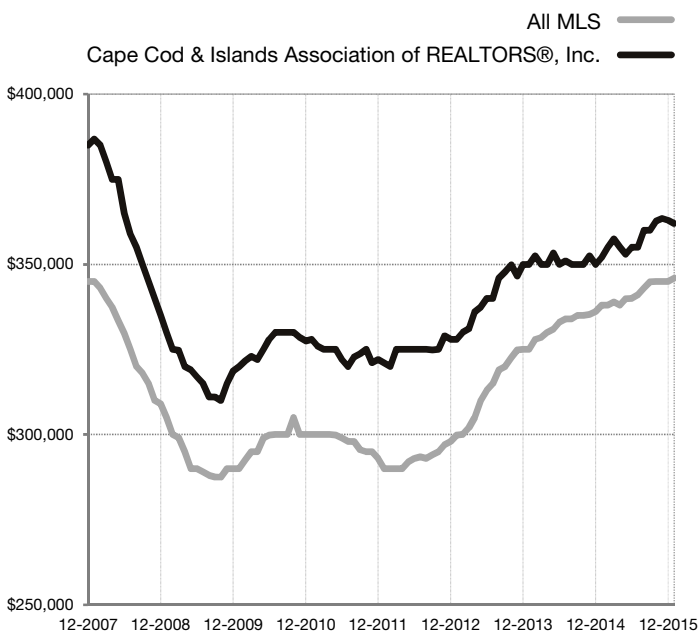
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	62	91	+ 46.8%	62	91	+ 46.8%
Closed Sales	59	73	+ 23.7%	59	73	+ 23.7%
Median Sales Price*	\$295,000	\$265,000	- 10.2%	\$295,000	\$265,000	- 10.2%
Inventory of Homes for Sale	732	560	- 23.5%	--	--	--
Months Supply of Inventory	7.9	5.6	- 29.8%	--	--	--
Cumulative Days on Market Until Sale	181	151	- 16.5%	181	151	- 16.5%
Percent of Original List Price Received*	92.4%	92.7%	+ 0.3%	92.4%	92.7%	+ 0.3%
New Listings	119	107	- 10.1%	119	107	- 10.1%

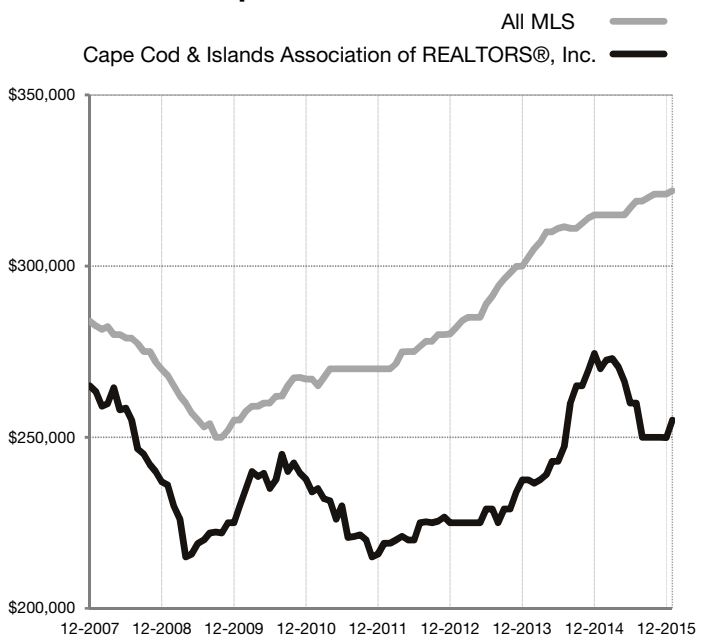
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Eastern Middlesex Association of REALTORS®

+ 19.7%

Year-Over-Year
Change in
Closed Sales
All Properties

- 9.4%

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

- 24.9%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	95	82	- 13.7%	95	82	- 13.7%
Closed Sales	84	102	+ 21.4%	84	102	+ 21.4%
Median Sales Price*	\$462,500	\$430,500	- 6.9%	\$462,500	\$430,500	- 6.9%
Inventory of Homes for Sale	153	112	- 26.8%	--	--	--
Months Supply of Inventory	1.2	0.8	- 30.6%	--	--	--
Cumulative Days on Market Until Sale	96	70	- 26.9%	96	70	- 26.9%
Percent of Original List Price Received*	96.4%	96.3%	- 0.2%	96.4%	96.3%	- 0.2%
New Listings	89	83	- 6.7%	89	83	- 6.7%

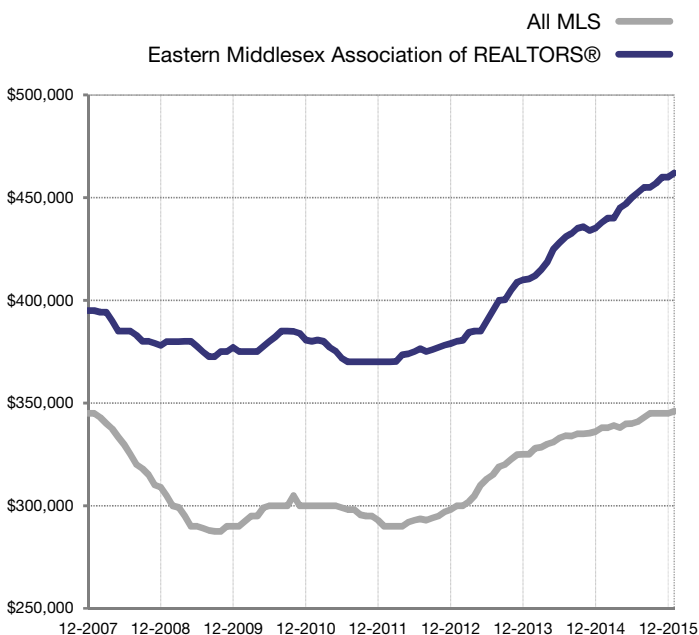
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	21	35	+ 66.7%	21	35	+ 66.7%
Closed Sales	33	38	+ 15.2%	33	38	+ 15.2%
Median Sales Price*	\$395,000	\$288,750	- 26.9%	\$395,000	\$288,750	- 26.9%
Inventory of Homes for Sale	76	60	- 21.1%	--	--	--
Months Supply of Inventory	1.4	1.2	- 12.7%	--	--	--
Cumulative Days on Market Until Sale	86	73	- 15.5%	86	73	- 15.5%
Percent of Original List Price Received*	98.1%	97.4%	- 0.8%	98.1%	97.4%	- 0.8%
New Listings	32	42	+ 31.3%	32	42	+ 31.3%

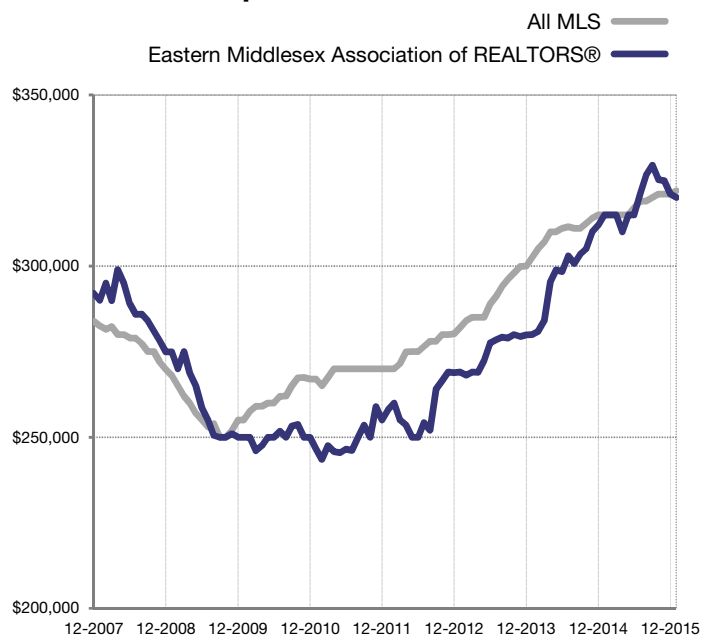
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Former Tri-County Board of REALTORS®

+ 22.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.9%

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

- 19.6%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	34	53	+ 55.9%	34	53	+ 55.9%
Closed Sales	44	49	+ 11.4%	44	49	+ 11.4%
Median Sales Price*	\$262,000	\$290,000	+ 10.7%	\$262,000	\$290,000	+ 10.7%
Inventory of Homes for Sale	126	105	- 16.7%	--	--	--
Months Supply of Inventory	2.3	1.7	- 25.7%	--	--	--
Cumulative Days on Market Until Sale	95	71	- 25.4%	95	71	- 25.4%
Percent of Original List Price Received*	94.1%	97.1%	+ 3.2%	94.1%	97.1%	+ 3.2%
New Listings	37	51	+ 37.8%	37	51	+ 37.8%

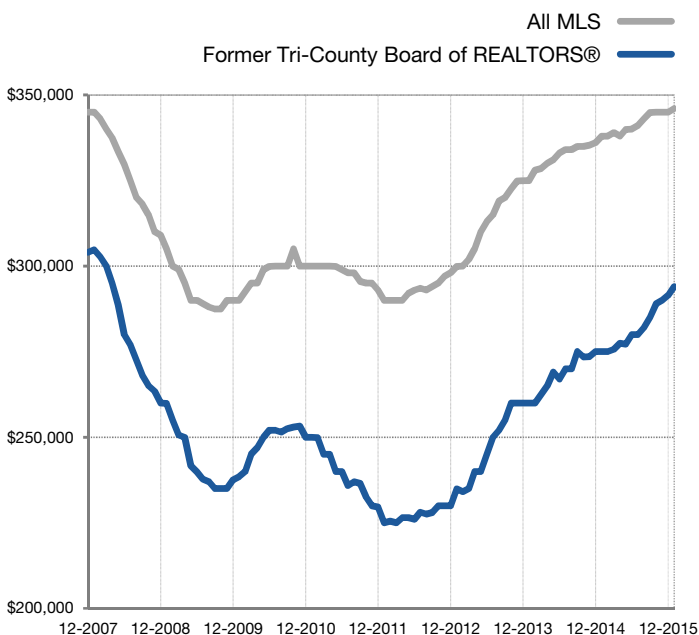
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	6	15	+ 150.0%	6	15	+ 150.0%
Closed Sales	4	10	+ 150.0%	4	10	+ 150.0%
Median Sales Price*	\$219,500	\$221,500	+ 0.9%	\$219,500	\$221,500	+ 0.9%
Inventory of Homes for Sale	32	22	- 31.3%	--	--	--
Months Supply of Inventory	2.7	1.5	- 46.1%	--	--	--
Cumulative Days on Market Until Sale	68	70	+ 2.6%	68	70	+ 2.6%
Percent of Original List Price Received*	101.2%	98.2%	- 3.0%	101.2%	98.2%	- 3.0%
New Listings	14	15	+ 7.1%	14	15	+ 7.1%

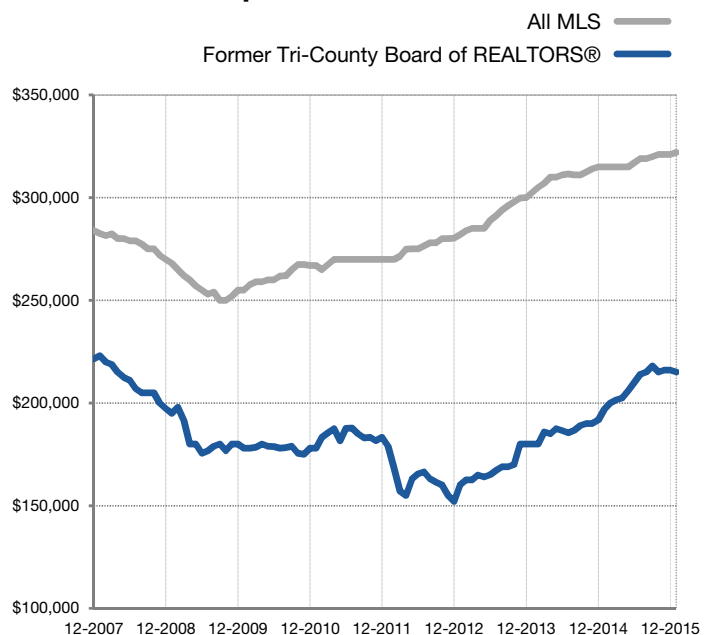
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update for January 2016

A RESEARCH TOOL PROVIDED BY THE GREATER BOSTON ASSOCIATION OF REALTORS®



Greater Boston Association of REALTORS®

Single-Family Homes	January			Year to Date		
Key Metrics	2015	2016	Percent Change	Thru 1-2015	Thru 1-2016	Percent Change
Closed Sales	717	845	+ 17.9%	717	845	+ 17.9%
Median Sales Price*	\$485,500	\$490,000	+ 0.9%	\$485,500	\$490,000	+ 0.9%
Inventory of Homes for Sale	2,285	2,018	- 11.7%	--	--	--
Months Supply of Inventory	2.1	1.7	- 19.0%	--	--	--
Days on Market Until Sale	84	73	- 13.1%	84	73	- 13.1%
Percent of Original List Price Received*	95.9%	95.8%	- 0.1%	95.9%	95.8%	- 0.1%
New Listings	847	906	+ 7.0%	847	906	+ 7.0%
Pending Sales	710	744	+ 4.8%	710	744	+ 4.8%

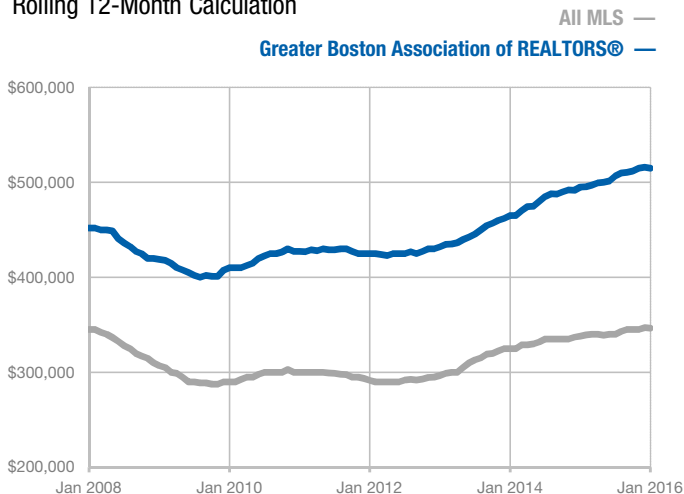
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condominiums	January			Year to Date		
Key Metrics	2015	2016	Percent Change	Thru 1-2015	Thru 1-2016	Percent Change
Closed Sales	486	595	+ 22.4%	486	595	+ 22.4%
Median Sales Price*	\$447,000	\$440,000	- 1.6%	\$447,000	\$440,000	- 1.6%
Inventory of Homes for Sale	1,291	1,213	- 6.0%	--	--	--
Months Supply of Inventory	1.5	1.4	- 6.7%	--	--	--
Days on Market Until Sale	59	58	- 1.7%	59	58	- 1.7%
Percent of Original List Price Received*	97.8%	97.9%	+ 0.1%	97.8%	97.9%	+ 0.1%
New Listings	709	810	+ 14.2%	709	810	+ 14.2%
Pending Sales	549	688	+ 25.3%	549	688	+ 25.3%

* 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.

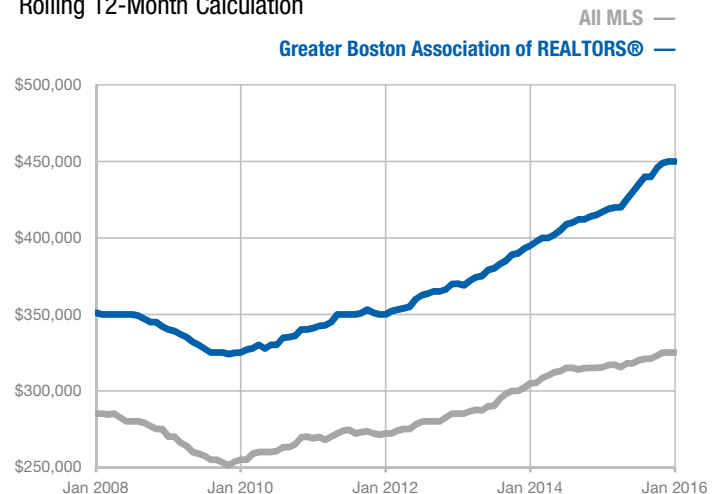
Median Sales Price - Single-Family Homes

Rolling 12-Month Calculation



Median Sales Price - Condominiums

Rolling 12-Month Calculation



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.

Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

+ 28.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 16.9%

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

- 6.1%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	53	99	+ 86.8%	53	99	+ 86.8%
Closed Sales	49	64	+ 30.6%	49	64	+ 30.6%
Median Sales Price*	\$227,900	\$248,950	+ 9.2%	\$227,900	\$248,950	+ 9.2%
Inventory of Homes for Sale	445	408	- 8.3%	--	--	--
Months Supply of Inventory	6.8	5.1	- 25.6%	--	--	--
Cumulative Days on Market Until Sale	175	115	- 34.2%	175	115	- 34.2%
Percent of Original List Price Received*	91.2%	93.1%	+ 2.2%	91.2%	93.1%	+ 2.2%
New Listings	93	97	+ 4.3%	93	97	+ 4.3%

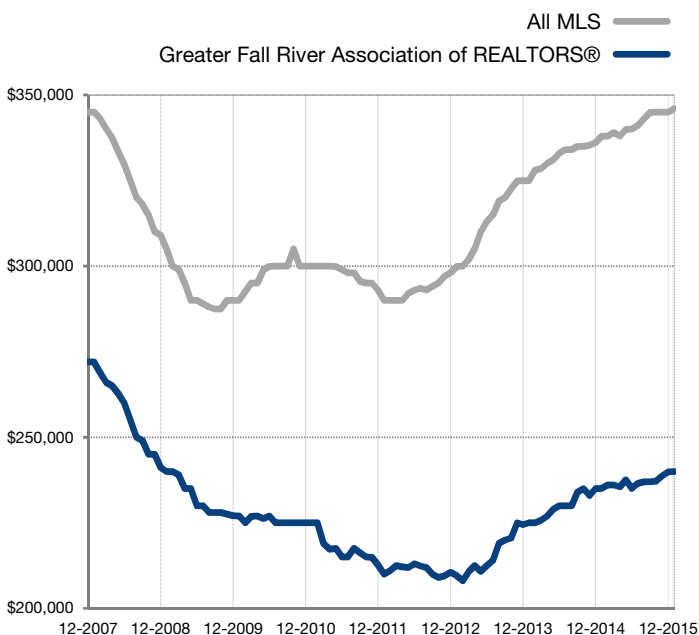
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	14	+ 366.7%	3	14	+ 366.7%
Closed Sales	3	3	0.0%	3	3	0.0%
Median Sales Price*	\$110,000	\$174,900	+ 59.0%	\$110,000	\$174,900	+ 59.0%
Inventory of Homes for Sale	47	54	+ 14.9%	--	--	--
Months Supply of Inventory	6.1	8.2	+ 33.8%	--	--	--
Cumulative Days on Market Until Sale	119	76	- 36.2%	119	76	- 36.2%
Percent of Original List Price Received*	80.1%	97.7%	+ 22.0%	80.1%	97.7%	+ 22.0%
New Listings	7	16	+ 128.6%	7	16	+ 128.6%

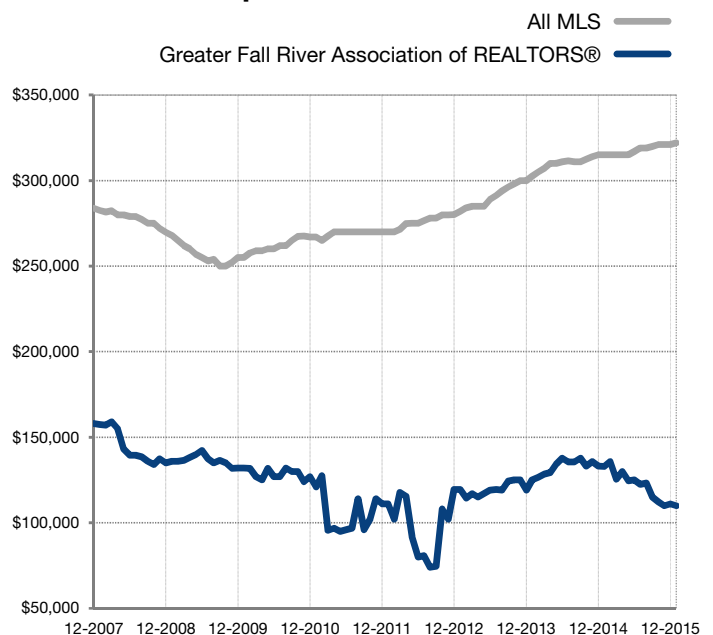
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

+ 16.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.2%

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

- 13.3%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	22	37	+ 68.2%	22	37	+ 68.2%
Closed Sales	27	31	+ 14.8%	27	31	+ 14.8%
Median Sales Price*	\$385,000	\$387,500	+ 0.6%	\$385,000	\$387,500	+ 0.6%
Inventory of Homes for Sale	161	144	- 10.6%	--	--	--
Months Supply of Inventory	3.3	2.7	- 19.1%	--	--	--
Cumulative Days on Market Until Sale	160	111	- 30.6%	160	111	- 30.6%
Percent of Original List Price Received*	90.0%	91.8%	+ 2.0%	90.0%	91.8%	+ 2.0%
New Listings	37	52	+ 40.5%	37	52	+ 40.5%

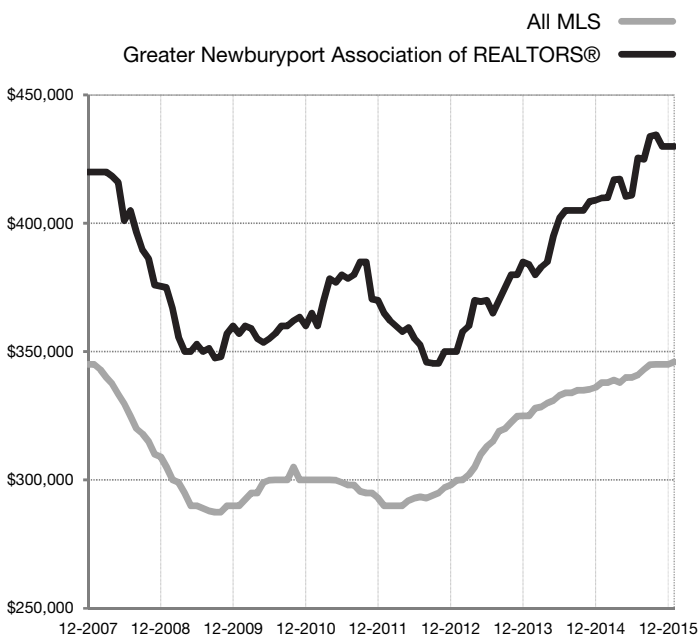
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	26	25	- 3.8%	26	25	- 3.8%
Closed Sales	28	33	+ 17.9%	28	33	+ 17.9%
Median Sales Price*	\$296,263	\$393,000	+ 32.7%	\$296,263	\$393,000	+ 32.7%
Inventory of Homes for Sale	95	78	- 17.9%	--	--	--
Months Supply of Inventory	2.9	2.4	- 17.5%	--	--	--
Cumulative Days on Market Until Sale	107	94	- 12.4%	107	94	- 12.4%
Percent of Original List Price Received*	95.5%	94.5%	- 1.0%	95.5%	94.5%	- 1.0%
New Listings	28	31	+ 10.7%	28	31	+ 10.7%

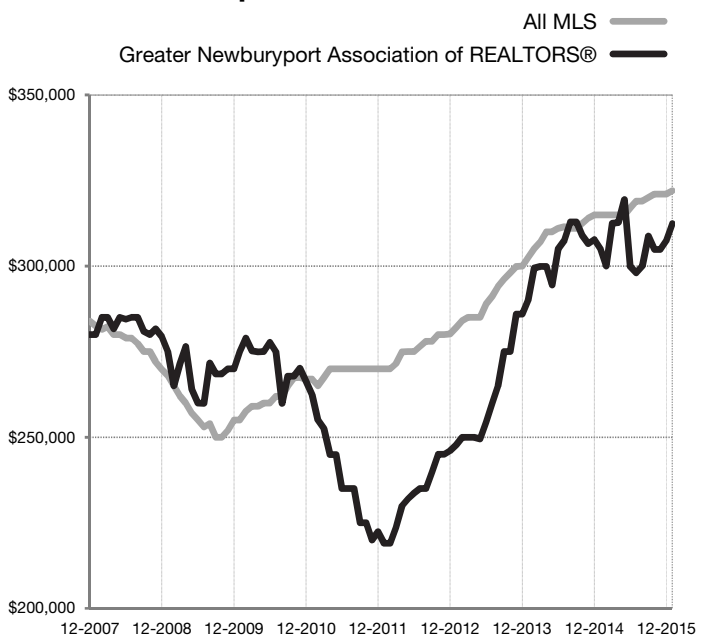
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts
Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

+ 38.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 22.1%

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

- 27.7%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	117	191	+ 63.2%	117	191	+ 63.2%
Closed Sales	116	172	+ 48.3%	116	172	+ 48.3%
Median Sales Price*	\$190,000	\$216,000	+ 13.7%	\$190,000	\$216,000	+ 13.7%
Inventory of Homes for Sale	1,016	723	- 28.8%	--	--	--
Months Supply of Inventory	5.9	3.5	- 41.2%	--	--	--
Cumulative Days on Market Until Sale	141	122	- 13.8%	141	122	- 13.8%
Percent of Original List Price Received*	92.8%	94.9%	+ 2.3%	92.8%	94.9%	+ 2.3%
New Listings	213	210	- 1.4%	213	210	- 1.4%

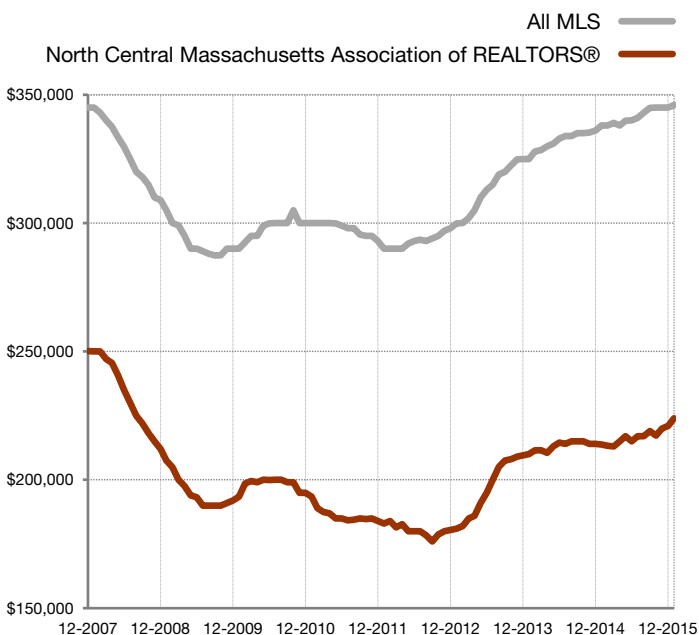
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	14	22	+ 57.1%	14	22	+ 57.1%
Closed Sales	18	14	- 22.2%	18	14	- 22.2%
Median Sales Price*	\$126,500	\$178,750	+ 41.3%	\$126,500	\$178,750	+ 41.3%
Inventory of Homes for Sale	148	119	- 19.6%	--	--	--
Months Supply of Inventory	6.0	4.2	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	107	82	- 22.8%	107	82	- 22.8%
Percent of Original List Price Received*	94.1%	93.1%	- 1.0%	94.1%	93.1%	- 1.0%
New Listings	29	34	+ 17.2%	29	34	+ 17.2%

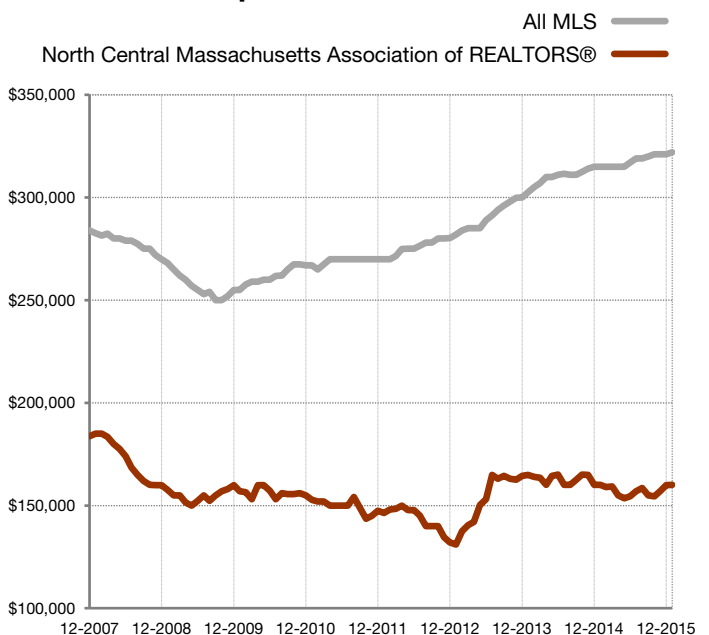
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 16.7%

Year-Over-Year
Change in
Closed Sales
All Properties

- 8.6%

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

- 27.8%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	230	281	+ 22.2%	230	281	+ 22.2%
Closed Sales	227	246	+ 8.4%	227	246	+ 8.4%
Median Sales Price*	\$383,000	\$360,000	- 6.0%	\$383,000	\$360,000	- 6.0%
Inventory of Homes for Sale	988	695	- 29.7%	--	--	--
Months Supply of Inventory	3.0	1.9	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	103	108	+ 4.1%	103	108	+ 4.1%
Percent of Original List Price Received*	93.5%	94.1%	+ 0.6%	93.5%	94.1%	+ 0.6%
New Listings	294	282	- 4.1%	294	282	- 4.1%

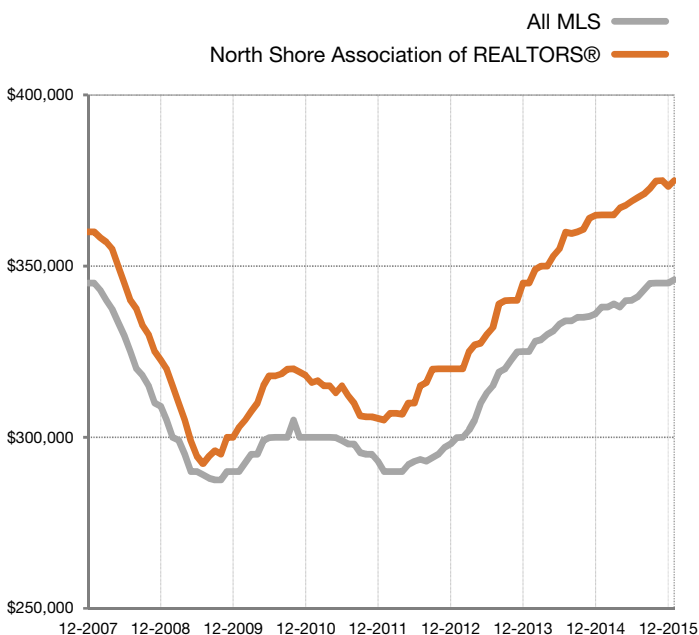
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	100	115	+ 15.0%	100	115	+ 15.0%
Closed Sales	79	111	+ 40.5%	79	111	+ 40.5%
Median Sales Price*	\$244,000	\$239,900	- 1.7%	\$244,000	\$239,900	- 1.7%
Inventory of Homes for Sale	413	317	- 23.2%	--	--	--
Months Supply of Inventory	3.1	2.0	- 33.7%	--	--	--
Cumulative Days on Market Until Sale	84	107	+ 28.1%	84	107	+ 28.1%
Percent of Original List Price Received*	96.3%	95.1%	- 1.2%	96.3%	95.1%	- 1.2%
New Listings	122	113	- 7.4%	122	113	- 7.4%

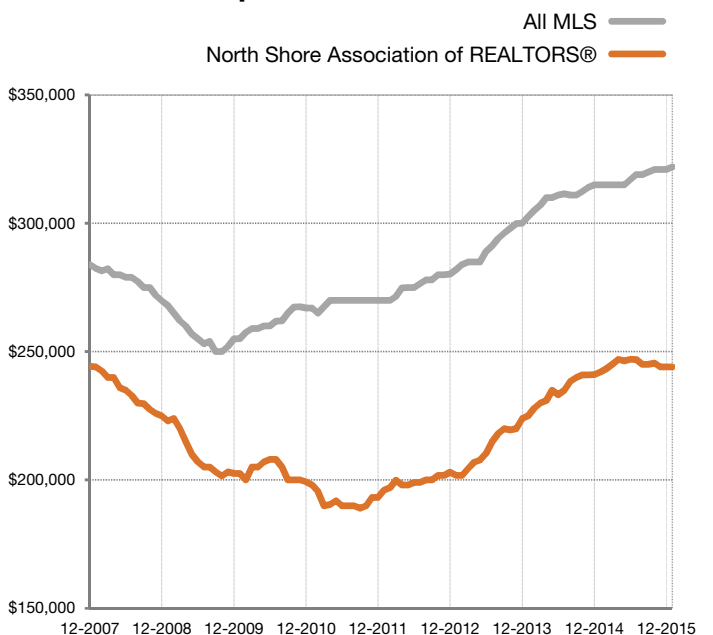
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 30.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.2%

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

- 26.5%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	186	276	+ 48.4%	186	276	+ 48.4%
Closed Sales	185	258	+ 39.5%	185	258	+ 39.5%
Median Sales Price*	\$333,500	\$339,000	+ 1.6%	\$333,500	\$339,000	+ 1.6%
Inventory of Homes for Sale	776	590	- 24.0%	--	--	--
Months Supply of Inventory	2.8	1.9	- 31.7%	--	--	--
Cumulative Days on Market Until Sale	88	101	+ 14.2%	88	101	+ 14.2%
Percent of Original List Price Received*	93.4%	95.5%	+ 2.2%	93.4%	95.5%	+ 2.2%
New Listings	233	296	+ 27.0%	233	296	+ 27.0%

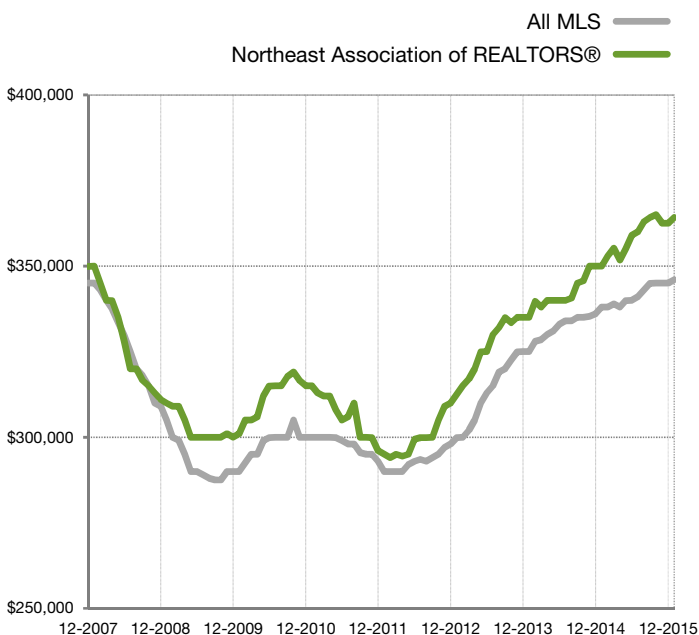
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	101	121	+ 19.8%	101	121	+ 19.8%
Closed Sales	82	91	+ 11.0%	82	91	+ 11.0%
Median Sales Price*	\$199,500	\$209,000	+ 4.8%	\$199,500	\$209,000	+ 4.8%
Inventory of Homes for Sale	298	199	- 33.2%	--	--	--
Months Supply of Inventory	2.6	1.6	- 37.6%	--	--	--
Cumulative Days on Market Until Sale	103	85	- 17.4%	103	85	- 17.4%
Percent of Original List Price Received*	96.4%	95.9%	- 0.5%	96.4%	95.9%	- 0.5%
New Listings	120	109	- 9.2%	120	109	- 9.2%

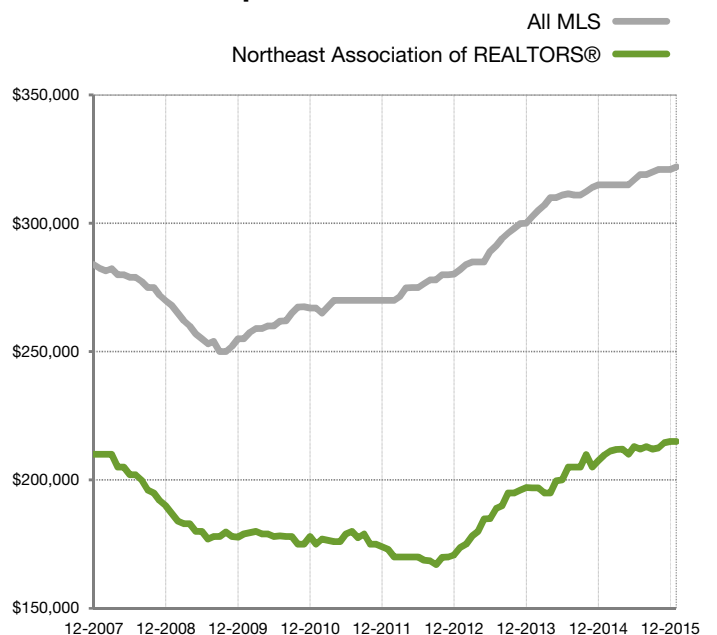
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Plymouth and South Shore Association of REALTORS®

+ 27.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.3%

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

- 22.5%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	231	283	+ 22.5%	231	283	+ 22.5%
Closed Sales	198	249	+ 25.8%	198	249	+ 25.8%
Median Sales Price*	\$360,000	\$388,000	+ 7.8%	\$360,000	\$388,000	+ 7.8%
Inventory of Homes for Sale	1,204	963	- 20.0%	--	--	--
Months Supply of Inventory	3.5	2.6	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	123	104	- 15.3%	123	104	- 15.3%
Percent of Original List Price Received*	93.0%	94.4%	+ 1.5%	93.0%	94.4%	+ 1.5%
New Listings	299	331	+ 10.7%	299	331	+ 10.7%

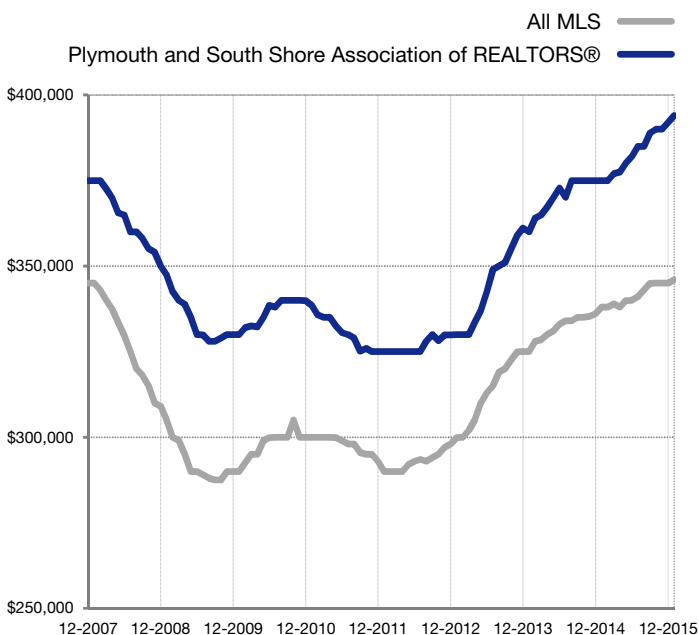
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	68	95	+ 39.7%	68	95	+ 39.7%
Closed Sales	71	93	+ 31.0%	71	93	+ 31.0%
Median Sales Price*	\$282,000	\$257,900	- 8.5%	\$282,000	\$257,900	- 8.5%
Inventory of Homes for Sale	370	257	- 30.5%	--	--	--
Months Supply of Inventory	3.3	2.1	- 35.8%	--	--	--
Cumulative Days on Market Until Sale	93	86	- 6.7%	93	86	- 6.7%
Percent of Original List Price Received*	98.3%	97.2%	- 1.2%	98.3%	97.2%	- 1.2%
New Listings	107	106	- 0.9%	107	106	- 0.9%

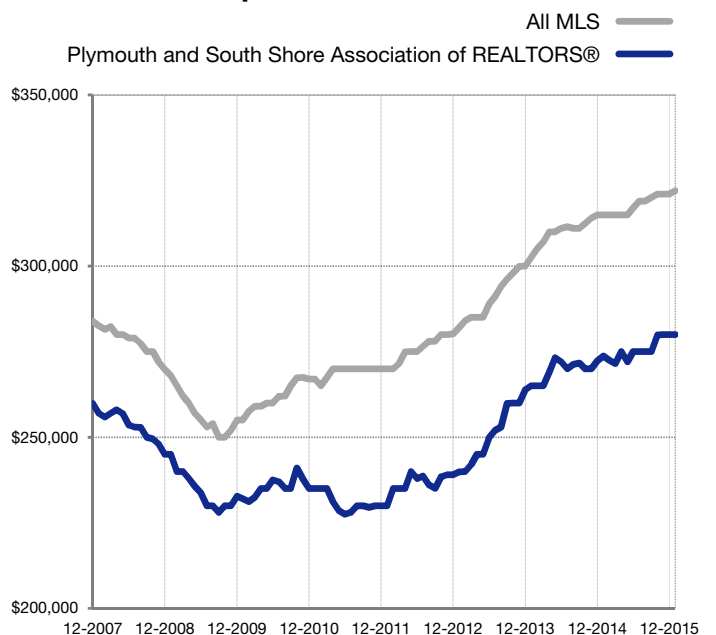
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR Association of Pioneer Valley®

+ 13.2%

Year-Over-Year
Change in
Closed Sales
All Properties

- 2.2%

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

- 14.4%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	301	422	+ 40.2%	301	422	+ 40.2%
Closed Sales	285	337	+ 18.2%	285	337	+ 18.2%
Median Sales Price*	\$185,000	\$182,000	- 1.6%	\$185,000	\$182,000	- 1.6%
Inventory of Homes for Sale	2,213	1,897	- 14.3%	--	--	--
Months Supply of Inventory	5.6	4.3	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	156	141	- 9.9%	156	141	- 9.9%
Percent of Original List Price Received*	91.0%	91.8%	+ 0.9%	91.0%	91.8%	+ 0.9%
New Listings	407	454	+ 11.5%	407	454	+ 11.5%

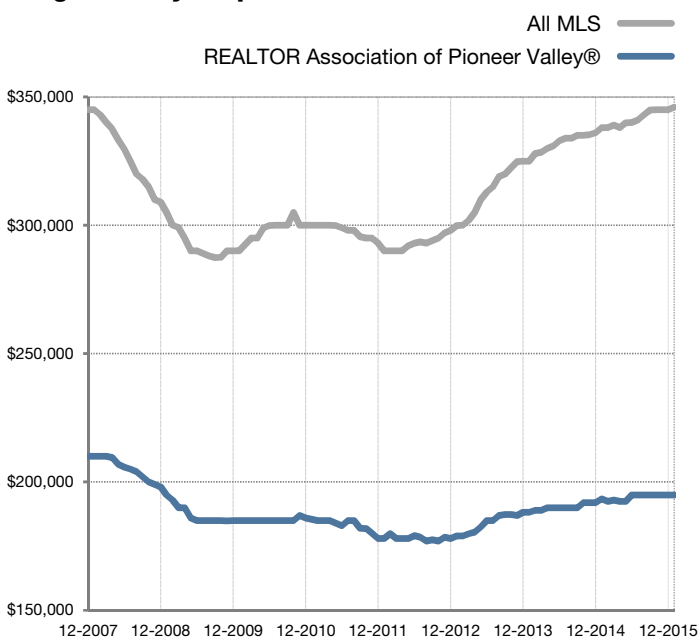
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	43	64	+ 48.8%	43	64	+ 48.8%
Closed Sales	48	40	- 16.7%	48	40	- 16.7%
Median Sales Price*	\$169,950	\$175,000	+ 3.0%	\$169,950	\$175,000	+ 3.0%
Inventory of Homes for Sale	422	359	- 14.9%	--	--	--
Months Supply of Inventory	6.7	5.2	- 22.0%	--	--	--
Cumulative Days on Market Until Sale	189	107	- 43.7%	189	107	- 43.7%
Percent of Original List Price Received*	92.3%	94.5%	+ 2.4%	92.3%	94.5%	+ 2.4%
New Listings	83	77	- 7.2%	83	77	- 7.2%

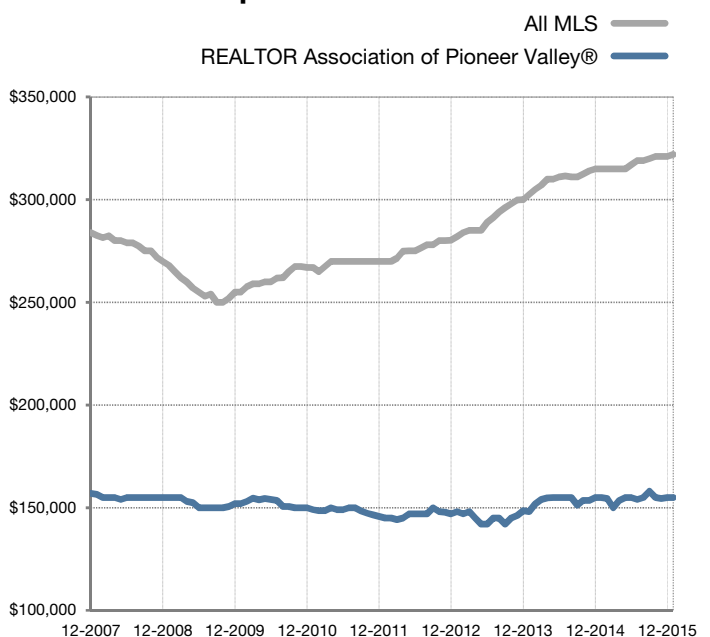
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Southeastern Massachusetts Association of REALTORS®

+ 21.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.9%

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

- 24.8%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	77	109	+ 41.6%	77	109	+ 41.6%
Closed Sales	76	88	+ 15.8%	76	88	+ 15.8%
Median Sales Price*	\$233,500	\$240,500	+ 3.0%	\$233,500	\$240,500	+ 3.0%
Inventory of Homes for Sale	664	500	- 24.7%	--	--	--
Months Supply of Inventory	6.5	4.1	- 37.6%	--	--	--
Cumulative Days on Market Until Sale	117	116	- 1.0%	117	116	- 1.0%
Percent of Original List Price Received*	93.3%	92.1%	- 1.3%	93.3%	92.1%	- 1.3%
New Listings	141	119	- 15.6%	141	119	- 15.6%

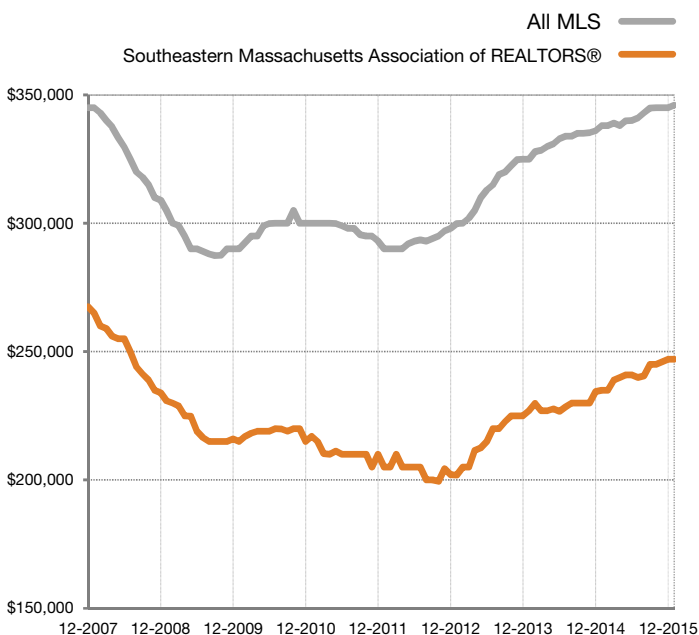
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	4	8	+ 100.0%	4	8	+ 100.0%
Closed Sales	3	8	+ 166.7%	3	8	+ 166.7%
Median Sales Price*	\$172,500	\$169,750	- 1.6%	\$172,500	\$169,750	- 1.6%
Inventory of Homes for Sale	37	27	- 27.0%	--	--	--
Months Supply of Inventory	5.3	3.8	- 27.9%	--	--	--
Cumulative Days on Market Until Sale	101	149	+ 47.4%	101	149	+ 47.4%
Percent of Original List Price Received*	96.1%	85.9%	- 10.5%	96.1%	85.9%	- 10.5%
New Listings	3	10	+ 233.3%	3	10	+ 233.3%

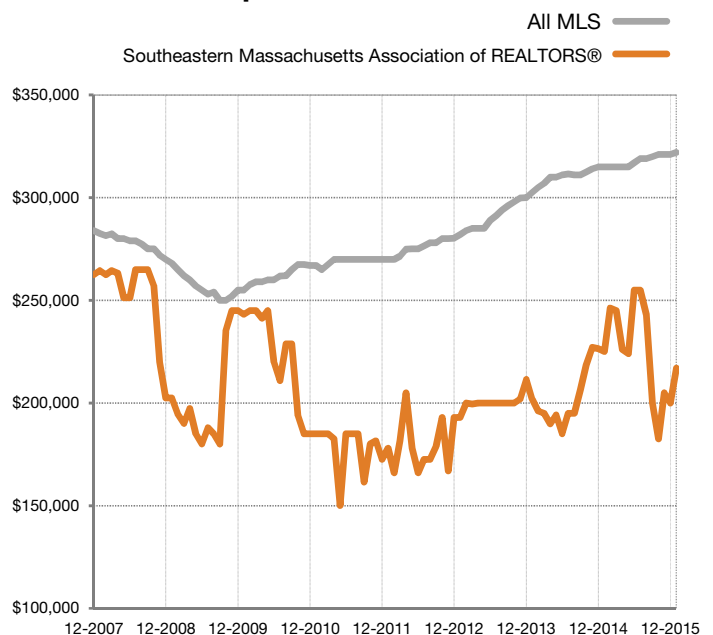
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Worcester Regional Association of REALTORS®

+ 22.2%

Year-Over-Year
Change in
Closed Sales
All Properties

- 2.4%

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

- 21.7%

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

Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	316	461	+ 45.9%	316	461	+ 45.9%
Closed Sales	276	337	+ 22.1%	276	337	+ 22.1%
Median Sales Price*	\$244,750	\$249,000	+ 1.7%	\$244,750	\$249,000	+ 1.7%
Inventory of Homes for Sale	2,053	1,580	- 23.0%	--	--	--
Months Supply of Inventory	4.7	3.3	- 31.2%	--	--	--
Cumulative Days on Market Until Sale	119	113	- 4.9%	119	113	- 4.9%
Percent of Original List Price Received*	94.0%	94.1%	+ 0.1%	94.0%	94.1%	+ 0.1%
New Listings	410	476	+ 16.1%	410	476	+ 16.1%

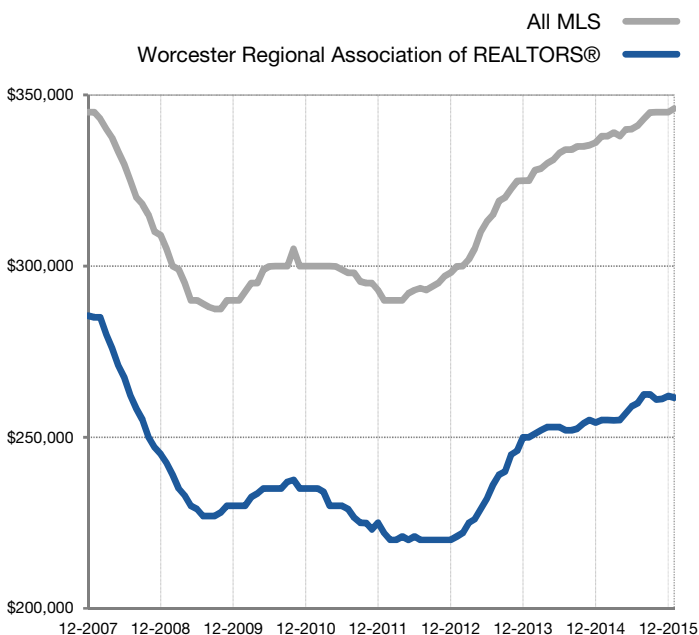
Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	75	122	+ 62.7%	75	122	+ 62.7%
Closed Sales	67	82	+ 22.4%	67	82	+ 22.4%
Median Sales Price*	\$229,000	\$205,000	- 10.5%	\$229,000	\$205,000	- 10.5%
Inventory of Homes for Sale	394	335	- 15.0%	--	--	--
Months Supply of Inventory	3.7	2.9	- 22.5%	--	--	--
Cumulative Days on Market Until Sale	136	108	- 20.5%	136	108	- 20.5%
Percent of Original List Price Received*	96.2%	94.9%	- 1.4%	96.2%	94.9%	- 1.4%
New Listings	106	130	+ 22.6%	106	130	+ 22.6%

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

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties

