

# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 40.4%**

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

**+ 13.4%**

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

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	58	<b>96</b>	+ 65.5%	116	<b>155</b>	+ 33.6%
Closed Sales	57	<b>75</b>	+ 31.6%	110	<b>147</b>	+ 33.6%
Median Sales Price*	\$172,000	<b>\$198,000</b>	+ 15.1%	\$167,875	<b>\$193,000</b>	+ 15.0%
Inventory of Homes for Sale	1,154	<b>897</b>	- 22.3%	--	--	--
Months Supply of Inventory	13.4	<b>9.2</b>	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	139	<b>148</b>	+ 7.0%	129	<b>169</b>	+ 30.6%
Percent of Original List Price Received*	89.1%	<b>88.2%</b>	- 1.0%	88.3%	<b>87.4%</b>	- 1.0%
New Listings	120	<b>105</b>	- 12.5%	241	<b>239</b>	- 0.8%

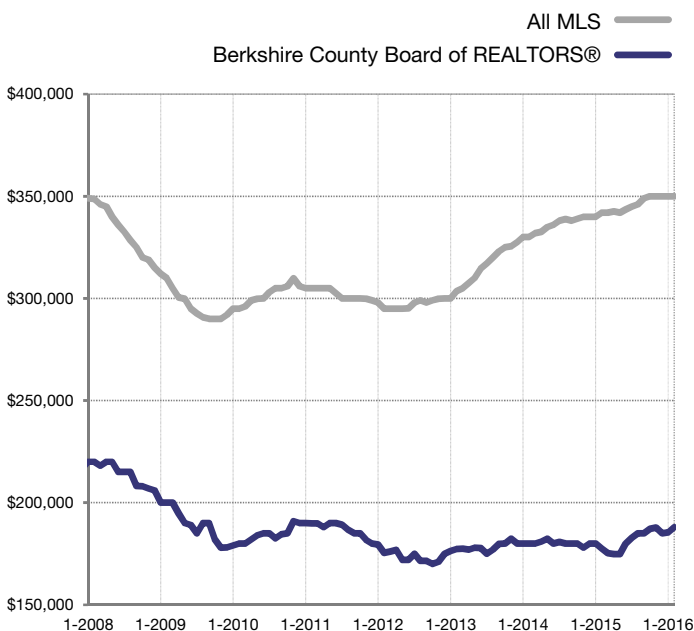
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	9	<b>3</b>	- 66.7%	13	<b>8</b>	- 38.5%
Closed Sales	0	<b>5</b>	--	1	<b>6</b>	+ 500.0%
Median Sales Price*	\$0	<b>\$146,000</b>	--	\$320,000	<b>\$178,000</b>	- 44.4%
Inventory of Homes for Sale	144	<b>119</b>	- 17.4%	--	--	--
Months Supply of Inventory	23.0	<b>11.9</b>	- 48.2%	--	--	--
Cumulative Days on Market Until Sale	0	<b>169</b>	--	104	<b>150</b>	+ 44.2%
Percent of Original List Price Received*	0.0%	<b>88.3%</b>	--	80.0%	<b>89.1%</b>	+ 11.4%
New Listings	8	<b>13</b>	+ 62.5%	34	<b>25</b>	- 26.5%

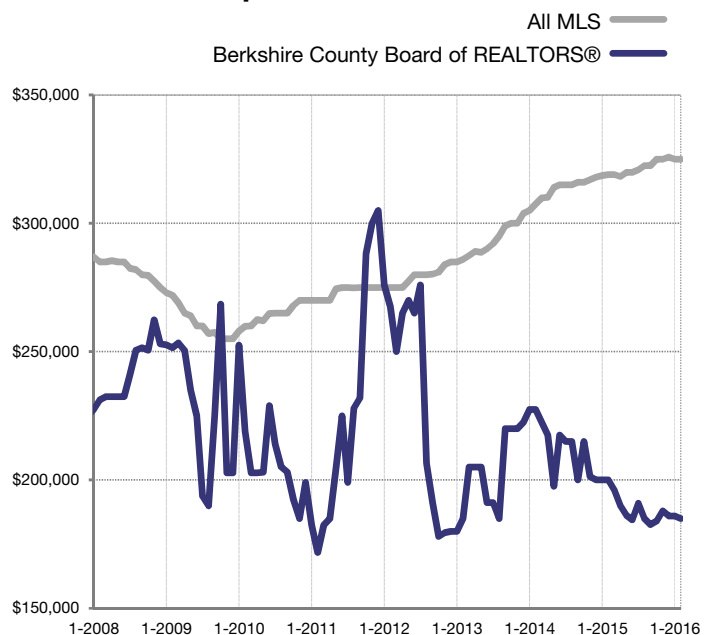
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

### Single-Family Properties



### Condominium Properties



# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Bristol Association of REALTORS®

**+ 21.4%**

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

**- 5.5%**

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

**- 16.8%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	95	<b>189</b>	+ 98.9%	199	<b>340</b>	+ 70.9%
Closed Sales	92	<b>107</b>	+ 16.3%	191	<b>213</b>	+ 11.5%
Median Sales Price*	\$285,000	<b>\$282,140</b>	- 1.0%	\$285,000	<b>\$288,950</b>	+ 1.4%
Inventory of Homes for Sale	557	<b>441</b>	- 20.8%	--	--	--
Months Supply of Inventory	3.9	<b>2.8</b>	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	126	<b>126</b>	- 0.5%	132	<b>117</b>	- 11.4%
Percent of Original List Price Received*	94.5%	<b>95.4%</b>	+ 0.9%	94.0%	<b>95.1%</b>	+ 1.2%
New Listings	104	<b>192</b>	+ 84.6%	234	<b>368</b>	+ 57.3%

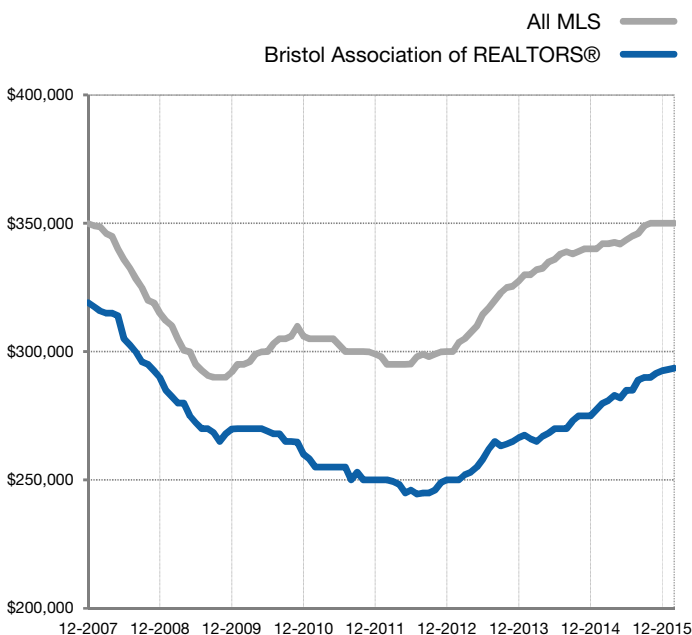
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	20	<b>48</b>	+ 140.0%	41	<b>80</b>	+ 95.1%
Closed Sales	25	<b>35</b>	+ 40.0%	43	<b>68</b>	+ 58.1%
Median Sales Price*	\$189,900	<b>\$186,000</b>	- 2.1%	\$189,900	<b>\$186,250</b>	- 1.9%
Inventory of Homes for Sale	105	<b>110</b>	+ 4.8%	--	--	--
Months Supply of Inventory	3.0	<b>2.8</b>	- 6.1%	--	--	--
Cumulative Days on Market Until Sale	142	<b>121</b>	- 14.6%	131	<b>110</b>	- 16.1%
Percent of Original List Price Received*	94.0%	<b>95.7%</b>	+ 1.8%	94.9%	<b>96.8%</b>	+ 2.0%
New Listings	35	<b>43</b>	+ 22.9%	60	<b>91</b>	+ 51.7%

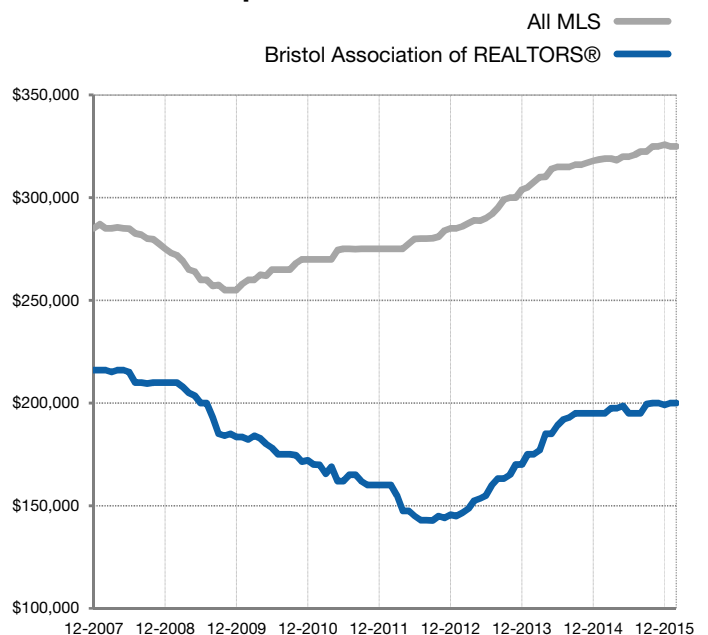
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Cape Cod & Islands Association of REALTORS®, Inc.

**+ 14.3%**

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

**- 7.1%**

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

**- 21.0%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	257	<b>529</b>	+ 105.8%	537	<b>913</b>	+ 70.0%
Closed Sales	237	<b>271</b>	+ 14.3%	513	<b>588</b>	+ 14.6%
Median Sales Price*	\$365,000	<b>\$313,000</b>	- 14.2%	\$358,500	<b>\$332,000</b>	- 7.4%
Inventory of Homes for Sale	3,487	<b>2,759</b>	- 20.9%	--	--	--
Months Supply of Inventory	9.0	<b>6.4</b>	- 29.3%	--	--	--
Cumulative Days on Market Until Sale	198	<b>172</b>	- 13.2%	191	<b>180</b>	- 6.1%
Percent of Original List Price Received*	89.7%	<b>91.6%</b>	+ 2.1%	90.3%	<b>91.2%</b>	+ 0.9%
New Listings	378	<b>588</b>	+ 55.6%	957	<b>1,097</b>	+ 14.6%

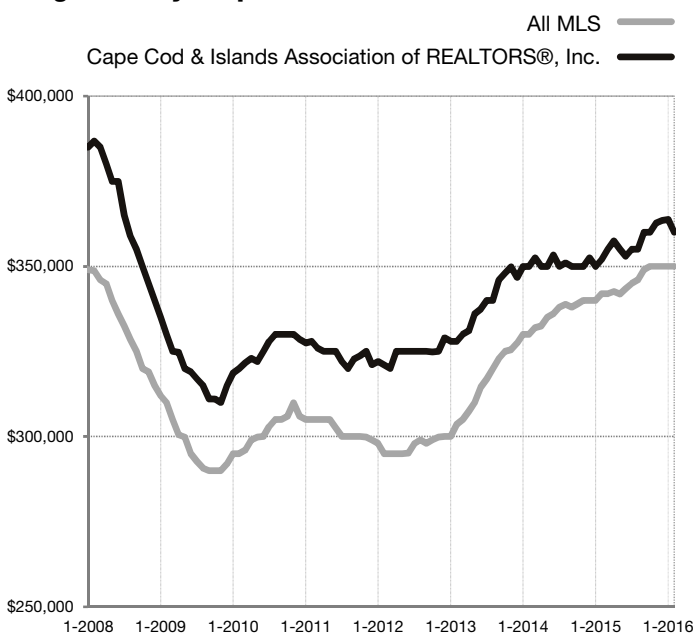
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	54	<b>119</b>	+ 120.4%	116	<b>195</b>	+ 68.1%
Closed Sales	49	<b>56</b>	+ 14.3%	108	<b>130</b>	+ 20.4%
Median Sales Price*	\$220,000	<b>\$332,500</b>	+ 51.1%	\$267,000	<b>\$269,000</b>	+ 0.7%
Inventory of Homes for Sale	732	<b>572</b>	- 21.9%	--	--	--
Months Supply of Inventory	7.9	<b>5.6</b>	- 29.0%	--	--	--
Cumulative Days on Market Until Sale	172	<b>170</b>	- 1.6%	177	<b>158</b>	- 10.6%
Percent of Original List Price Received*	92.6%	<b>94.6%</b>	+ 2.2%	92.5%	<b>93.6%</b>	+ 1.2%
New Listings	92	<b>122</b>	+ 32.6%	210	<b>231</b>	+ 10.0%

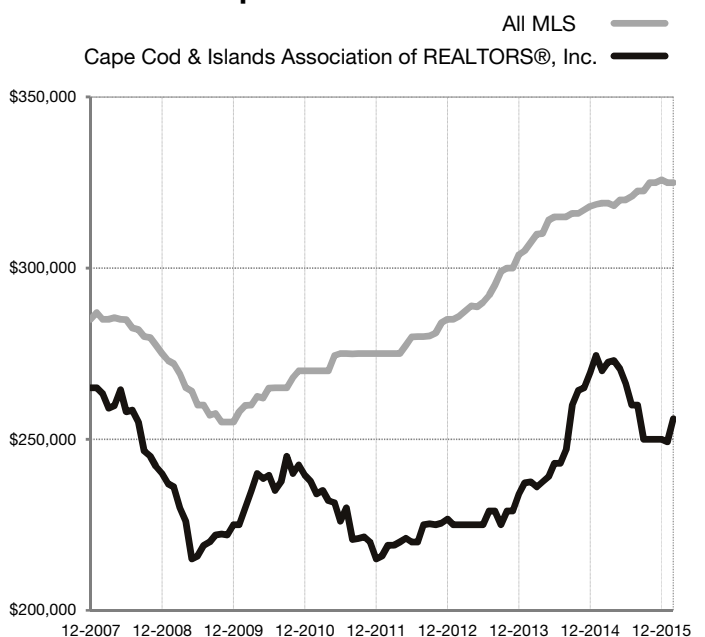
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Eastern Middlesex Association of REALTORS®

**- 17.8%**

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

**+ 6.8%**

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

**- 7.3%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	60	<b>94</b>	+ 56.7%	155	<b>171</b>	+ 10.3%
Closed Sales	65	<b>58</b>	- 10.8%	149	<b>160</b>	+ 7.4%
Median Sales Price*	\$435,550	<b>\$470,000</b>	+ 7.9%	\$443,000	<b>\$451,250</b>	+ 1.9%
Inventory of Homes for Sale	128	<b>126</b>	- 1.6%	--	--	--
Months Supply of Inventory	1.0	<b>0.9</b>	- 5.3%	--	--	--
Cumulative Days on Market Until Sale	88	<b>83</b>	- 6.5%	93	<b>75</b>	- 19.4%
Percent of Original List Price Received*	96.6%	<b>97.3%</b>	+ 0.8%	96.5%	<b>96.7%</b>	+ 0.2%
New Listings	51	<b>108</b>	+ 111.8%	140	<b>191</b>	+ 36.4%

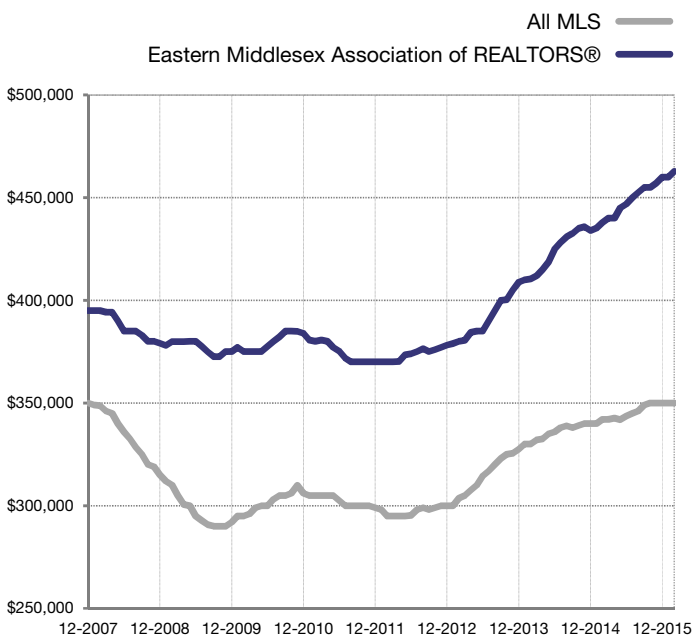
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	23	<b>48</b>	+ 108.7%	44	<b>83</b>	+ 88.6%
Closed Sales	25	<b>16</b>	- 36.0%	58	<b>55</b>	- 5.2%
Median Sales Price*	\$346,000	<b>\$369,750</b>	+ 6.9%	\$368,500	<b>\$309,375</b>	- 16.0%
Inventory of Homes for Sale	78	<b>65</b>	- 16.7%	--	--	--
Months Supply of Inventory	1.4	<b>1.3</b>	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	131	<b>49</b>	- 63.0%	105	<b>67</b>	- 36.3%
Percent of Original List Price Received*	99.4%	<b>97.1%</b>	- 2.2%	98.7%	<b>97.3%</b>	- 1.3%
New Listings	30	<b>53</b>	+ 76.7%	62	<b>95</b>	+ 53.2%

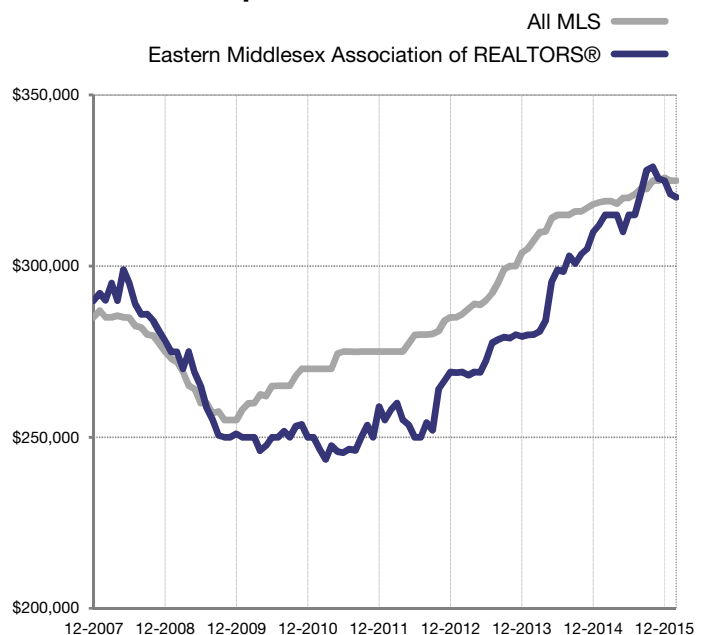
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Former Tri-County Board of REALTORS®

**+ 18.6%**

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

**- 4.3%**

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

**- 25.5%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	31	<b>84</b>	+ 171.0%	65	<b>131</b>	+ 101.5%
Closed Sales	33	<b>39</b>	+ 18.2%	77	<b>89</b>	+ 15.6%
Median Sales Price*	\$261,000	<b>\$260,000</b>	- 0.4%	\$262,000	<b>\$280,000</b>	+ 6.9%
Inventory of Homes for Sale	113	<b>80</b>	- 29.2%	--	--	--
Months Supply of Inventory	2.0	<b>1.3</b>	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	91	<b>88</b>	- 3.5%	93	<b>78</b>	- 16.7%
Percent of Original List Price Received*	97.6%	<b>97.7%</b>	+ 0.1%	95.6%	<b>97.4%</b>	+ 1.9%
New Listings	25	<b>62</b>	+ 148.0%	62	<b>113</b>	+ 82.3%

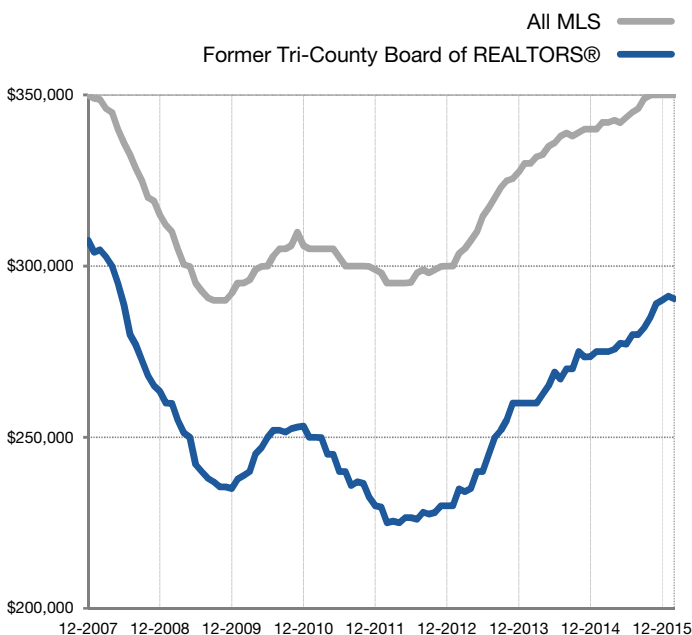
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	4	<b>12</b>	+ 200.0%	10	<b>25</b>	+ 150.0%
Closed Sales	10	<b>12</b>	+ 20.0%	14	<b>22</b>	+ 57.1%
Median Sales Price*	\$218,725	<b>\$227,500</b>	+ 4.0%	\$219,500	<b>\$225,000</b>	+ 2.5%
Inventory of Homes for Sale	28	<b>25</b>	- 10.7%	--	--	--
Months Supply of Inventory	2.3	<b>1.6</b>	- 27.8%	--	--	--
Cumulative Days on Market Until Sale	101	<b>80</b>	- 20.7%	92	<b>75</b>	- 17.7%
Percent of Original List Price Received*	94.5%	<b>98.7%</b>	+ 4.4%	96.4%	<b>98.4%</b>	+ 2.1%
New Listings	3	<b>16</b>	+ 433.3%	17	<b>31</b>	+ 82.4%

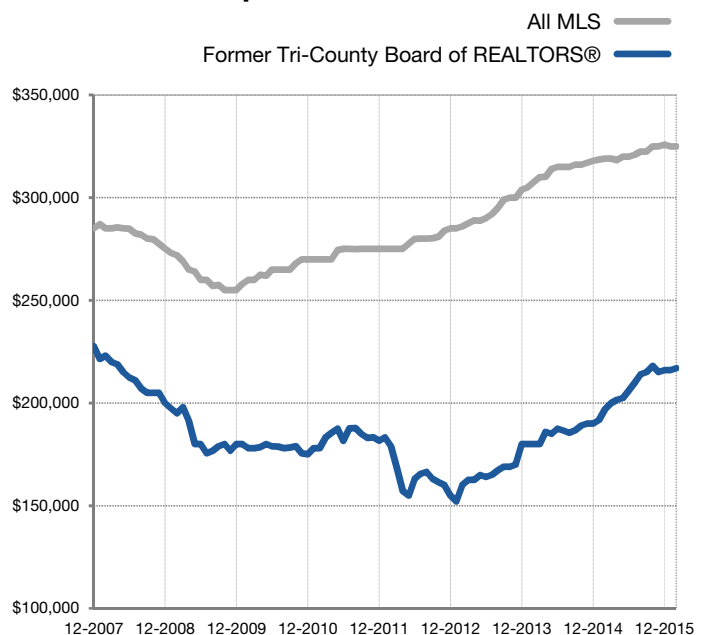
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**+ 28.3%**

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

**- 5.4%**

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

**- 9.8%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	52	85	+ 63.5%	105	178	+ 69.5%
Closed Sales	51	58	+ 13.7%	100	123	+ 23.0%
Median Sales Price*	\$230,000	<b>\$224,950</b>	- 2.2%	\$228,950	<b>\$239,000</b>	+ 4.4%
Inventory of Homes for Sale	444	397	- 10.6%	--	--	--
Months Supply of Inventory	6.6	4.9	- 26.5%	--	--	--
Cumulative Days on Market Until Sale	160	146	- 8.6%	167	129	- 22.8%
Percent of Original List Price Received*	90.1%	91.2%	+ 1.2%	90.6%	92.2%	+ 1.8%
New Listings	77	101	+ 31.2%	170	198	+ 16.5%

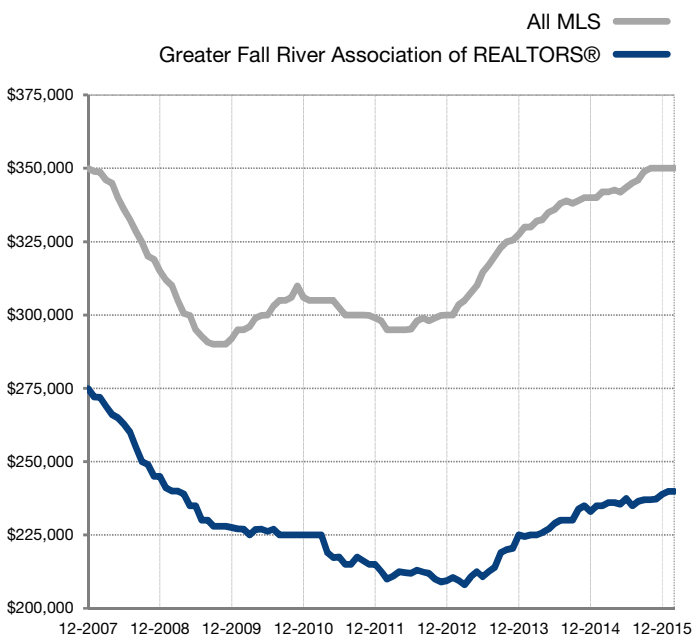
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	5	15	+ 200.0%	8	29	+ 262.5%
Closed Sales	2	10	+ 400.0%	5	13	+ 160.0%
Median Sales Price*	\$92,500	<b>\$59,000</b>	- 36.2%	\$110,000	<b>\$70,000</b>	- 36.4%
Inventory of Homes for Sale	48	47	- 2.1%	--	--	--
Months Supply of Inventory	6.5	6.5	+ 0.2%	--	--	--
Cumulative Days on Market Until Sale	385	163	- 57.7%	225	143	- 36.6%
Percent of Original List Price Received*	78.4%	79.7%	+ 1.6%	79.4%	83.8%	+ 5.6%
New Listings	10	11	+ 10.0%	17	27	+ 58.8%

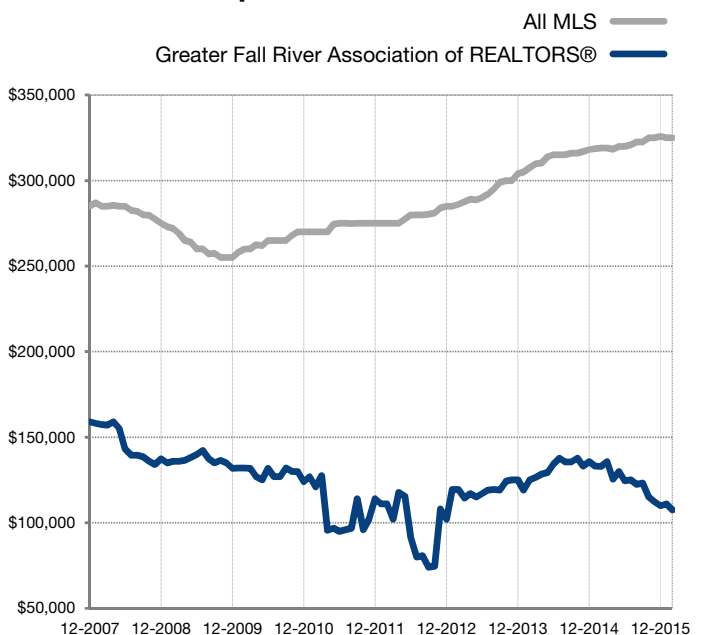
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties

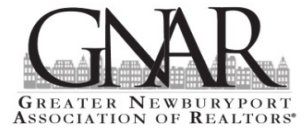


### Condominium Properties



# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Newburyport Association of REALTORS®

**+ 20.0%**

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

**- 5.5%**

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

**- 11.2%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	21	<b>46</b>	+ 119.0%	43	<b>81</b>	+ 88.4%
Closed Sales	15	<b>27</b>	+ 80.0%	42	<b>59</b>	+ 40.5%
Median Sales Price*	\$395,000	<b>\$332,500</b>	- 15.8%	\$390,000	<b>\$355,000</b>	- 9.0%
Inventory of Homes for Sale	167	<b>153</b>	- 8.4%	--	--	--
Months Supply of Inventory	3.5	<b>2.8</b>	- 19.2%	--	--	--
Cumulative Days on Market Until Sale	130	<b>112</b>	- 14.0%	149	<b>112</b>	- 25.0%
Percent of Original List Price Received*	92.5%	<b>90.7%</b>	- 2.0%	90.9%	<b>91.2%</b>	+ 0.3%
New Listings	39	<b>62</b>	+ 59.0%	76	<b>114</b>	+ 50.0%

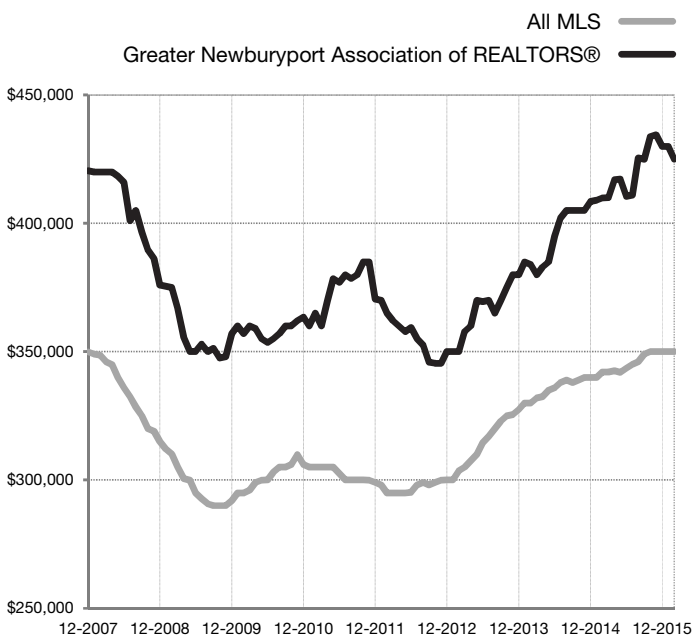
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	20	<b>20</b>	0.0%	46	<b>44</b>	- 4.3%
Closed Sales	15	<b>9</b>	- 40.0%	43	<b>42</b>	- 2.3%
Median Sales Price*	\$294,000	<b>\$225,000</b>	- 23.5%	\$294,000	<b>\$327,500</b>	+ 11.4%
Inventory of Homes for Sale	92	<b>77</b>	- 16.3%	--	--	--
Months Supply of Inventory	2.8	<b>2.4</b>	- 16.3%	--	--	--
Cumulative Days on Market Until Sale	100	<b>87</b>	- 13.0%	105	<b>92</b>	- 11.7%
Percent of Original List Price Received*	94.6%	<b>94.4%</b>	- 0.2%	95.2%	<b>94.5%</b>	- 0.7%
New Listings	23	<b>31</b>	+ 34.8%	51	<b>62</b>	+ 21.6%

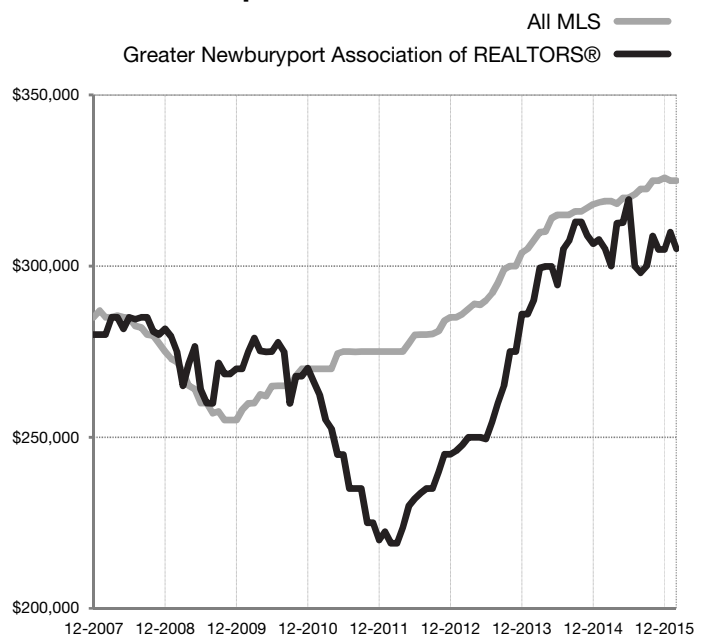
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties





# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts  
Association of REALTORS®, Inc.

## North Central Massachusetts Association of REALTORS®

**+ 29.9%**

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

**+ 13.9%**

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

**- 25.8%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	124	<b>198</b>	+ 59.7%	241	<b>371</b>	+ 53.9%
Closed Sales	111	<b>142</b>	+ 27.9%	227	<b>315</b>	+ 38.8%
Median Sales Price*	\$175,000	<b>\$212,000</b>	+ 21.1%	\$180,000	<b>\$214,000</b>	+ 18.9%
Inventory of Homes for Sale	971	<b>723</b>	- 25.5%	--	--	--
Months Supply of Inventory	5.6	<b>3.4</b>	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	136	<b>122</b>	- 10.6%	139	<b>122</b>	- 12.1%
Percent of Original List Price Received*	91.5%	<b>94.1%</b>	+ 2.8%	92.1%	<b>94.5%</b>	+ 2.5%
New Listings	148	<b>220</b>	+ 48.6%	361	<b>431</b>	+ 19.4%

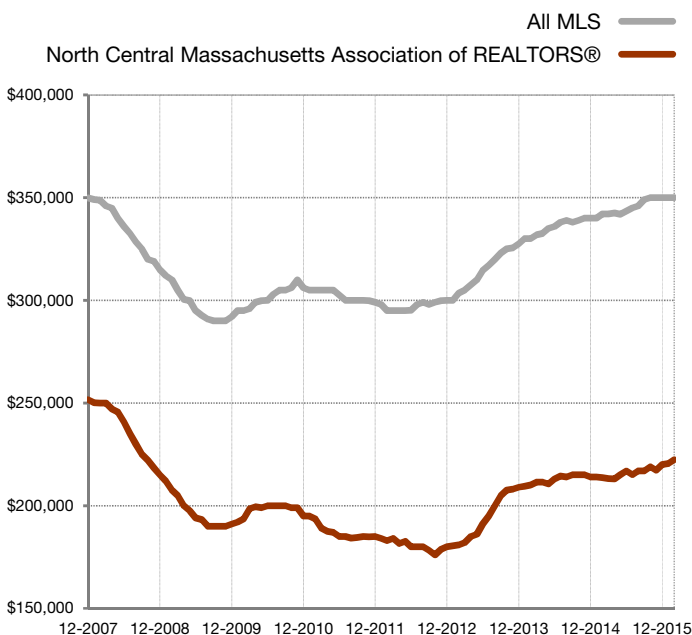
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	25	<b>31</b>	+ 24.0%	39	<b>51</b>	+ 30.8%
Closed Sales	16	<b>23</b>	+ 43.8%	34	<b>37</b>	+ 8.8%
Median Sales Price*	\$143,000	<b>\$159,000</b>	+ 11.2%	\$126,500	<b>\$160,000</b>	+ 26.5%
Inventory of Homes for Sale	139	<b>101</b>	- 27.3%	--	--	--
Months Supply of Inventory	5.7	<b>3.5</b>	- 39.0%	--	--	--
Cumulative Days on Market Until Sale	166	<b>99</b>	- 40.4%	135	<b>93</b>	- 31.2%
Percent of Original List Price Received*	92.2%	<b>95.4%</b>	+ 3.5%	93.2%	<b>94.6%</b>	+ 1.5%
New Listings	27	<b>18</b>	- 33.3%	56	<b>52</b>	- 7.1%

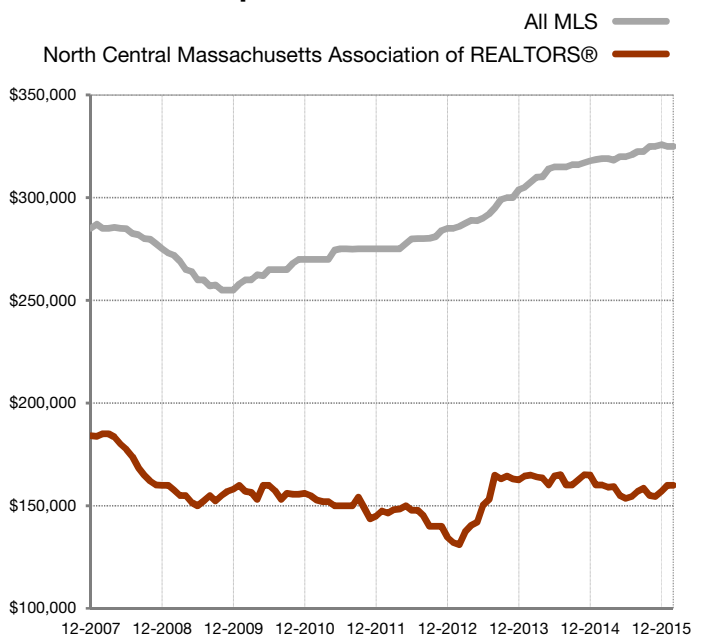
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

### Single-Family Properties



### Condominium Properties





# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 24.9%**

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

**- 3.8%**

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

**- 24.6%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	211	<b>323</b>	+ 53.1%	441	<b>592</b>	+ 34.2%
Closed Sales	165	<b>205</b>	+ 24.2%	392	<b>453</b>	+ 15.6%
Median Sales Price*	\$350,000	<b>\$350,000</b>	0.0%	\$369,000	<b>\$357,000</b>	- 3.3%
Inventory of Homes for Sale	891	<b>671</b>	- 24.7%	--	--	--
Months Supply of Inventory	2.7	<b>1.8</b>	- 32.5%	--	--	--
Cumulative Days on Market Until Sale	110	<b>111</b>	+ 0.9%	106	<b>109</b>	+ 2.7%
Percent of Original List Price Received*	93.6%	<b>94.3%</b>	+ 0.8%	93.6%	<b>94.2%</b>	+ 0.7%
New Listings	202	<b>345</b>	+ 70.8%	496	<b>626</b>	+ 26.2%

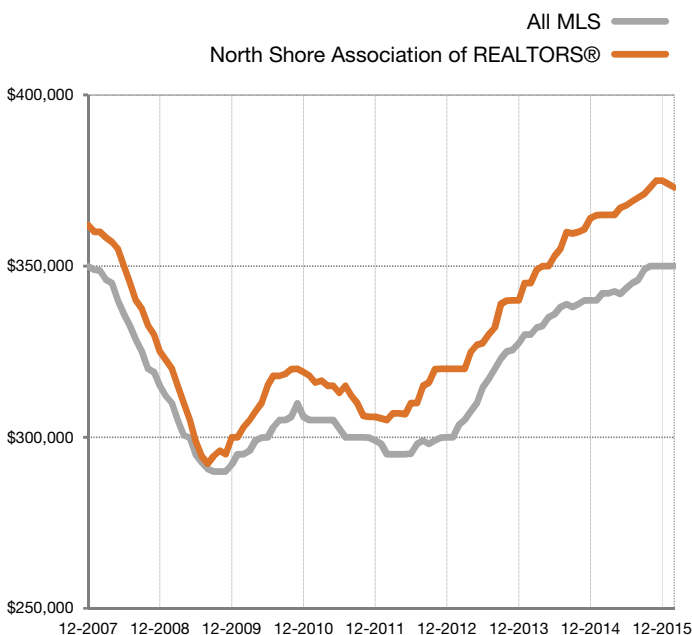
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	94	<b>160</b>	+ 70.2%	194	<b>263</b>	+ 35.6%
Closed Sales	72	<b>91</b>	+ 26.4%	151	<b>202</b>	+ 33.8%
Median Sales Price*	\$239,275	<b>\$219,500</b>	- 8.3%	\$243,275	<b>\$232,200</b>	- 4.6%
Inventory of Homes for Sale	398	<b>301</b>	- 24.4%	--	--	--
Months Supply of Inventory	3.0	<b>1.9</b>	- 35.6%	--	--	--
Cumulative Days on Market Until Sale	110	<b>103</b>	- 6.7%	96	<b>105</b>	+ 9.3%
Percent of Original List Price Received*	94.0%	<b>95.0%</b>	+ 1.0%	95.2%	<b>95.0%</b>	- 0.2%
New Listings	108	<b>152</b>	+ 40.7%	230	<b>266</b>	+ 15.7%

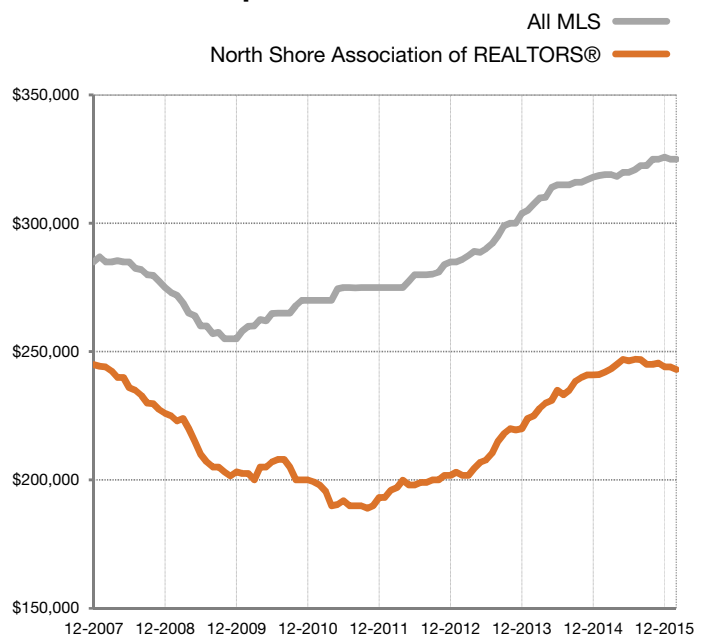
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 35.4%**

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

**+ 8.7%**

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

**- 22.0%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	168	<b>294</b>	+ 75.0%	354	<b>556</b>	+ 57.1%
Closed Sales	126	<b>186</b>	+ 47.6%	311	<b>445</b>	+ 43.1%
Median Sales Price*	\$320,500	<b>\$337,900</b>	+ 5.4%	\$330,000	<b>\$339,000</b>	+ 2.7%
Inventory of Homes for Sale	699	<b>552</b>	- 21.0%	--	--	--
Months Supply of Inventory	2.5	<b>1.7</b>	- 30.6%	--	--	--
Cumulative Days on Market Until Sale	97	<b>104</b>	+ 7.8%	92	<b>102</b>	+ 11.4%
Percent of Original List Price Received*	94.9%	<b>95.5%</b>	+ 0.6%	94.0%	<b>95.5%</b>	+ 1.5%
New Listings	180	<b>289</b>	+ 60.6%	413	<b>586</b>	+ 41.9%

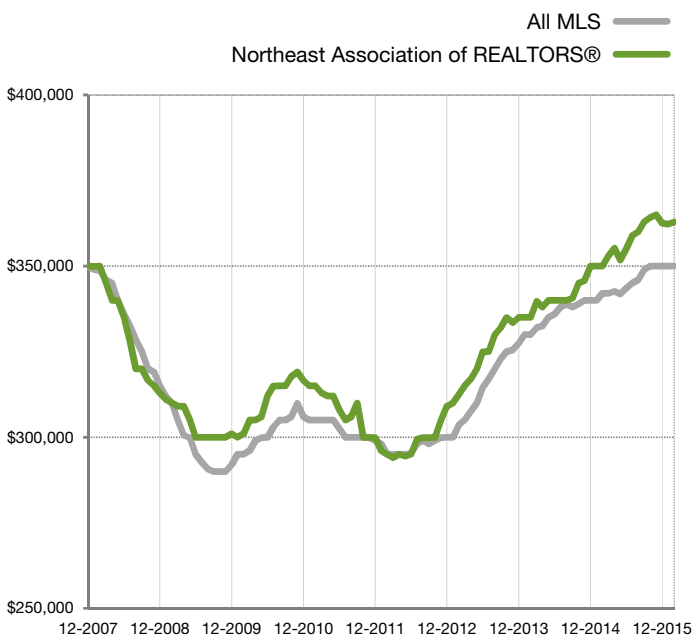
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	92	<b>108</b>	+ 17.4%	193	<b>219</b>	+ 13.5%
Closed Sales	72	<b>82</b>	+ 13.9%	154	<b>173</b>	+ 12.3%
Median Sales Price*	\$206,900	<b>\$215,000</b>	+ 3.9%	\$202,500	<b>\$212,000</b>	+ 4.7%
Inventory of Homes for Sale	280	<b>212</b>	- 24.3%	--	--	--
Months Supply of Inventory	2.4	<b>1.7</b>	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	107	<b>89</b>	- 17.6%	105	<b>87</b>	- 17.5%
Percent of Original List Price Received*	96.3%	<b>96.2%</b>	- 0.1%	96.3%	<b>96.0%</b>	- 0.3%
New Listings	91	<b>130</b>	+ 42.9%	211	<b>238</b>	+ 12.8%

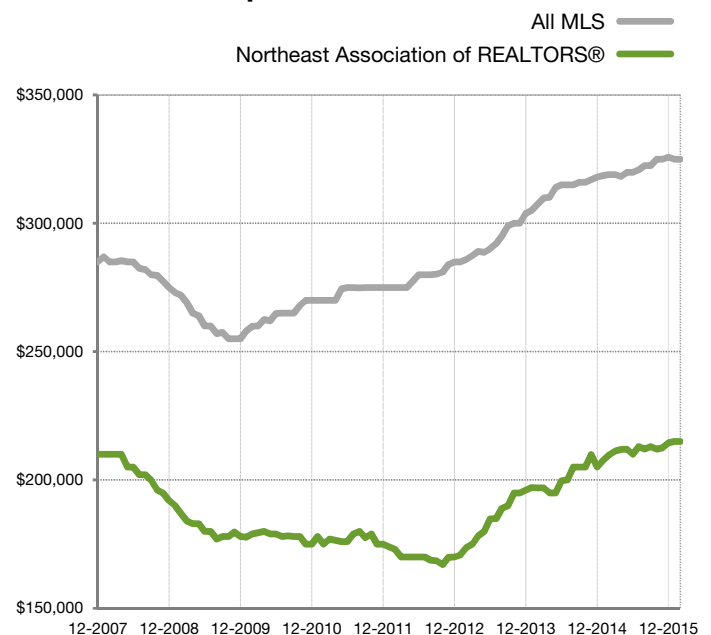
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Plymouth and South Shore Association of REALTORS®

**+ 13.6%**

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

**+ 5.2%**

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

**- 20.6%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	180	321	+ 78.3%	411	580	+ 41.1%
Closed Sales	165	181	+ 9.7%	363	434	+ 19.6%
Median Sales Price*	\$345,000	<b>\$374,400</b>	+ 8.5%	\$353,750	<b>\$379,450</b>	+ 7.3%
Inventory of Homes for Sale	1,122	915	- 18.4%	--	--	--
Months Supply of Inventory	3.3	2.5	- 24.0%	--	--	--
Cumulative Days on Market Until Sale	124	117	- 5.3%	123	112	- 9.5%
Percent of Original List Price Received*	93.8%	95.0%	+ 1.2%	93.4%	94.6%	+ 1.3%
New Listings	203	347	+ 70.9%	502	675	+ 34.5%

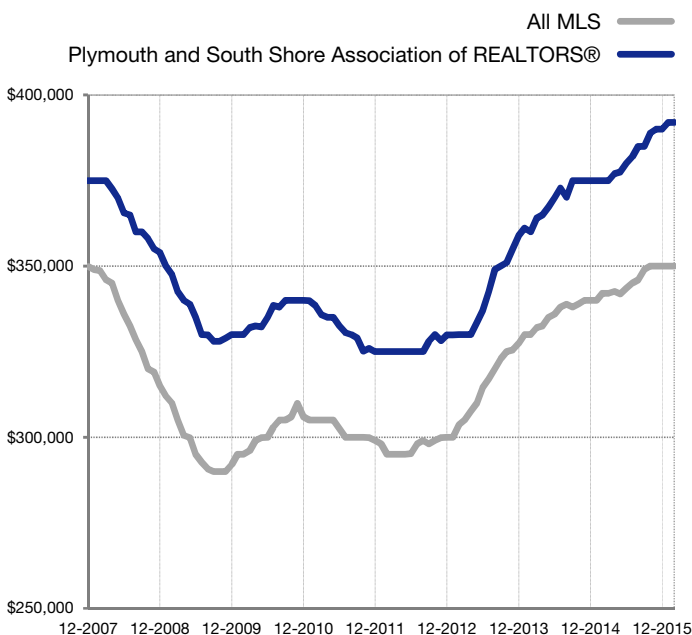
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	87	103	+ 18.4%	155	192	+ 23.9%
Closed Sales	55	69	+ 25.5%	126	162	+ 28.6%
Median Sales Price*	\$237,000	<b>\$260,028</b>	+ 9.7%	\$271,000	<b>\$259,500</b>	- 4.2%
Inventory of Homes for Sale	371	270	- 27.2%	--	--	--
Months Supply of Inventory	3.3	2.2	- 33.8%	--	--	--
Cumulative Days on Market Until Sale	115	98	- 15.4%	103	91	- 11.1%
Percent of Original List Price Received*	94.7%	96.2%	+ 1.5%	96.7%	96.7%	+ 0.0%
New Listings	113	125	+ 10.6%	220	231	+ 5.0%

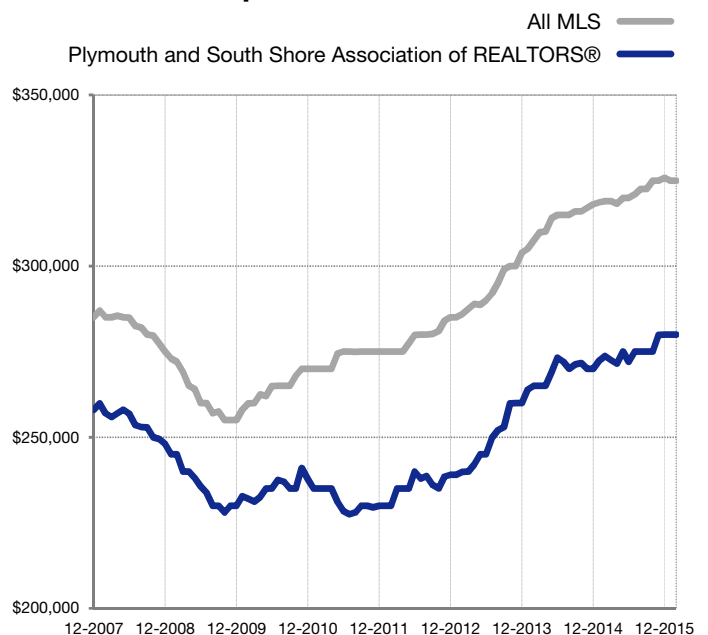
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR Association of Pioneer Valley®

**+ 35.1%**

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

**- 8.0%**

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

**- 15.5%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	296	<b>466</b>	+ 57.4%	597	<b>862</b>	+ 44.4%
Closed Sales	231	<b>301</b>	+ 30.3%	516	<b>646</b>	+ 25.2%
Median Sales Price*	\$184,750	<b>\$172,000</b>	- 6.9%	\$185,000	<b>\$177,000</b>	- 4.3%
Inventory of Homes for Sale	2,159	<b>1,842</b>	- 14.7%	--	--	--
Months Supply of Inventory	5.4	<b>4.1</b>	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	135	<b>135</b>	+ 0.3%	147	<b>138</b>	- 6.3%
Percent of Original List Price Received*	92.1%	<b>92.2%</b>	+ 0.1%	91.5%	<b>92.0%</b>	+ 0.5%
New Listings	432	<b>533</b>	+ 23.4%	839	<b>985</b>	+ 17.4%

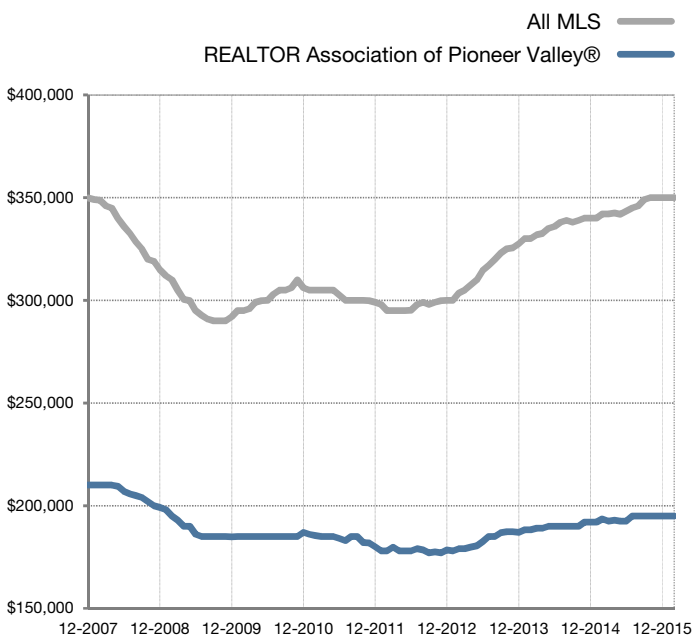
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	39	<b>67</b>	+ 71.8%	82	<b>129</b>	+ 57.3%
Closed Sales	31	<b>53</b>	+ 71.0%	79	<b>94</b>	+ 19.0%
Median Sales Price*	\$150,000	<b>\$139,000</b>	- 7.3%	\$160,000	<b>\$153,700</b>	- 3.9%
Inventory of Homes for Sale	440	<b>354</b>	- 19.5%	--	--	--
Months Supply of Inventory	7.1	<b>5.0</b>	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	186	<b>191</b>	+ 2.4%	188	<b>153</b>	- 18.6%
Percent of Original List Price Received*	93.6%	<b>94.7%</b>	+ 1.1%	92.8%	<b>94.6%</b>	+ 1.9%
New Listings	83	<b>72</b>	- 13.3%	166	<b>149</b>	- 10.2%

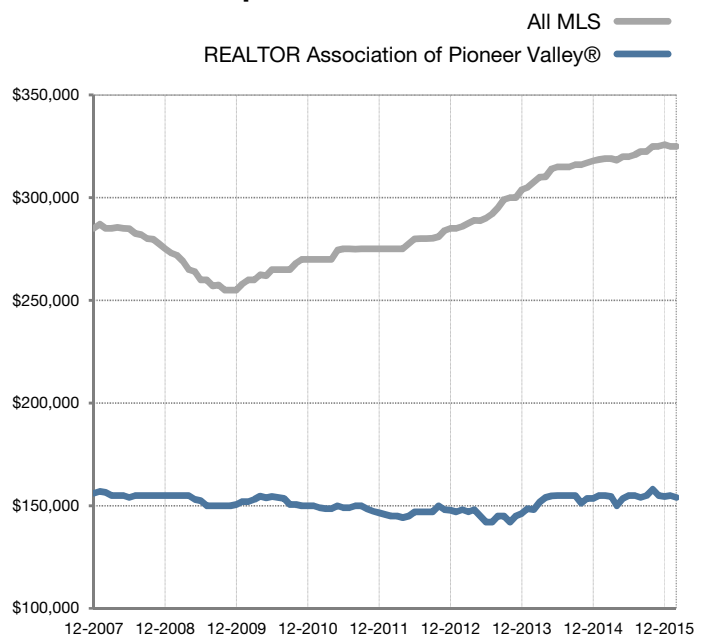
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Southeastern Massachusetts Association of REALTORS®

**+ 42.9%**

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

**- 6.0%**

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

**- 21.0%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	80	<b>116</b>	+ 45.0%	157	<b>216</b>	+ 37.6%
Closed Sales	55	<b>84</b>	+ 52.7%	131	<b>173</b>	+ 32.1%
Median Sales Price*	\$245,000	<b>\$220,450</b>	- 10.0%	\$235,000	<b>\$233,000</b>	- 0.9%
Inventory of Homes for Sale	639	<b>503</b>	- 21.3%	--	--	--
Months Supply of Inventory	6.4	<b>4.0</b>	- 37.2%	--	--	--
Cumulative Days on Market Until Sale	133	<b>123</b>	- 7.9%	124	<b>119</b>	- 3.9%
Percent of Original List Price Received*	91.0%	<b>92.0%</b>	+ 1.2%	92.3%	<b>92.1%</b>	- 0.2%
New Listings	98	<b>143</b>	+ 45.9%	239	<b>262</b>	+ 9.6%

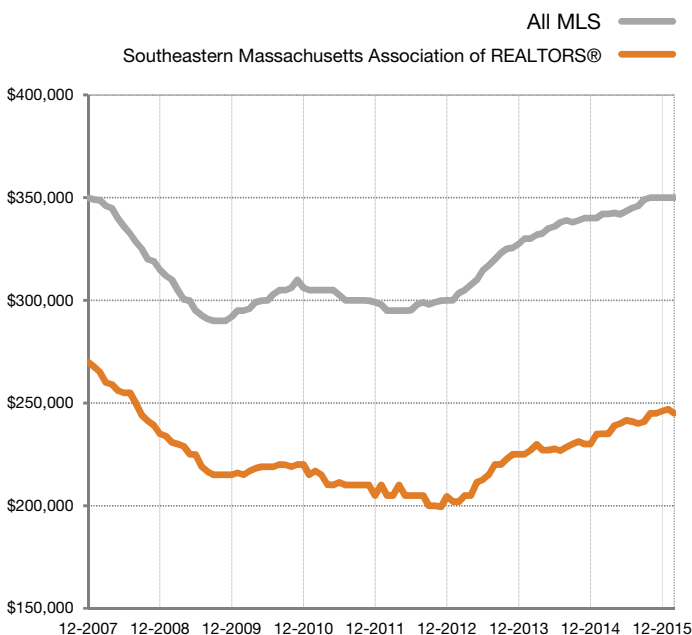
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	<b>3</b>	0.0%	7	<b>11</b>	+ 57.1%
Closed Sales	8	<b>6</b>	- 25.0%	11	<b>14</b>	+ 27.3%
Median Sales Price*	\$76,500	<b>\$179,950</b>	+ 135.2%	\$103,000	<b>\$171,000</b>	+ 66.0%
Inventory of Homes for Sale	38	<b>32</b>	- 15.8%	--	--	--
Months Supply of Inventory	5.1	<b>4.6</b>	- 8.7%	--	--	--
Cumulative Days on Market Until Sale	167	<b>45</b>	- 73.0%	149	<b>105</b>	- 29.9%
Percent of Original List Price Received*	88.2%	<b>95.1%</b>	+ 7.8%	90.3%	<b>89.9%</b>	- 0.5%
New Listings	4	<b>10</b>	+ 150.0%	7	<b>20</b>	+ 185.7%

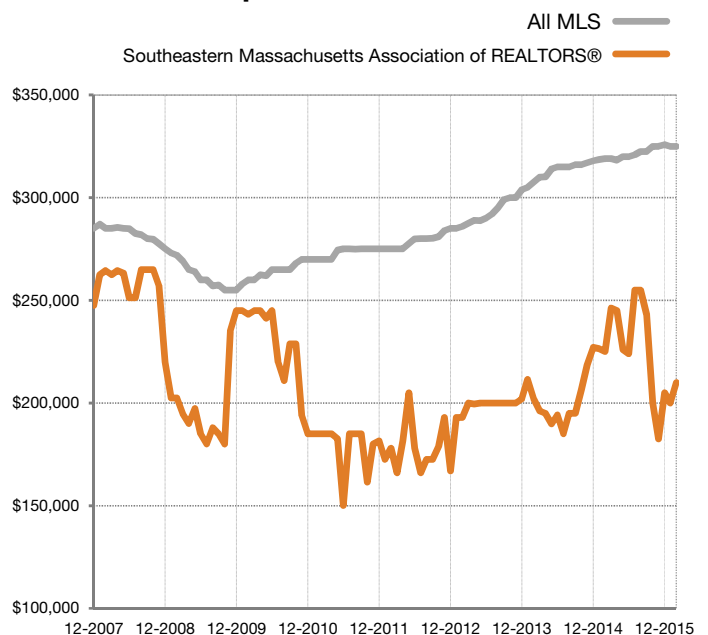
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Worcester Regional Association of REALTORS®

**+ 41.1%**

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

**- 8.0%**

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

**- 22.3%**

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

### Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	294	<b>521</b>	+ 77.2%	610	<b>944</b>	+ 54.8%
Closed Sales	238	<b>340</b>	+ 42.9%	514	<b>686</b>	+ 33.5%
Median Sales Price*	\$259,500	<b>\$235,000</b>	- 9.4%	\$250,450	<b>\$241,000</b>	- 3.8%
Inventory of Homes for Sale	1,968	<b>1,506</b>	- 23.5%	--	--	--
Months Supply of Inventory	4.5	<b>3.0</b>	- 33.2%	--	--	--
Cumulative Days on Market Until Sale	140	<b>127</b>	- 9.4%	129	<b>121</b>	- 6.0%
Percent of Original List Price Received*	91.8%	<b>93.3%</b>	+ 1.7%	93.0%	<b>93.7%</b>	+ 0.8%
New Listings	364	<b>529</b>	+ 45.3%	774	<b>1,006</b>	+ 30.0%

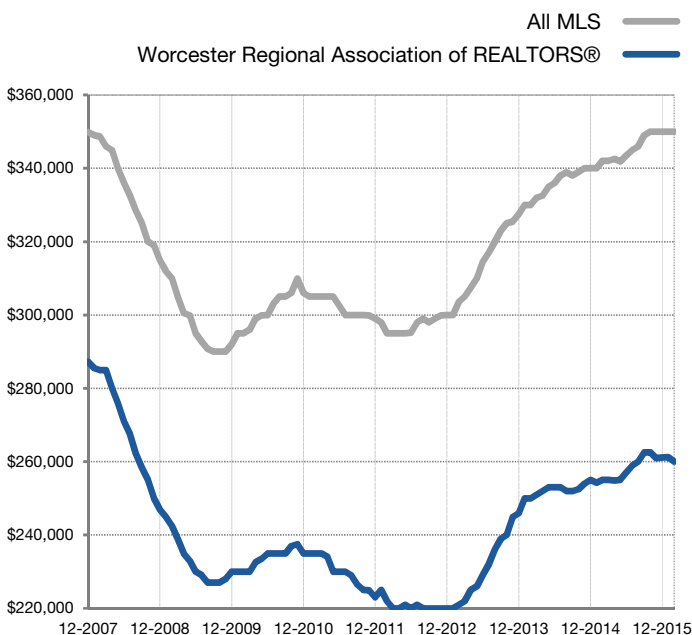
### Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	74	<b>149</b>	+ 101.4%	149	<b>261</b>	+ 75.2%
Closed Sales	61	<b>82</b>	+ 34.4%	128	<b>164</b>	+ 28.1%
Median Sales Price*	\$203,000	<b>\$208,250</b>	+ 2.6%	\$213,700	<b>\$205,000</b>	- 4.1%
Inventory of Homes for Sale	394	<b>329</b>	- 16.5%	--	--	--
Months Supply of Inventory	3.7	<b>2.8</b>	- 26.0%	--	--	--
Cumulative Days on Market Until Sale	86	<b>117</b>	+ 35.5%	112	<b>113</b>	+ 0.4%
Percent of Original List Price Received*	95.9%	<b>95.6%</b>	- 0.3%	96.1%	<b>95.2%</b>	- 0.9%
New Listings	102	<b>159</b>	+ 55.9%	208	<b>288</b>	+ 38.5%

\* 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

