



Central Region

+ 38.4%

Year-Over-Year
Change in
Closed Sales
All Properties

- 4.6%

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

- 23.1%

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

Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	420	720	+ 71.4%	858	1,324	+ 54.3%
Closed Sales	350	485	+ 38.6%	747	1,007	+ 34.8%
Median Sales Price*	\$240,000	\$227,000	-5.4%	\$235,000	\$234,000	-0.4%
Inventory of Homes for Sale	2,935	2,235	-23.9%	--	--	--
Months Supply of Inventory	4.8	3.1	-35.4%	--	--	--
Cumulative Days on Market Until Sale	139	126	-9.4%	132	121	-8.3%
Percent of Original List Price Received*	91.6%	93.5%	+ 2.1%	92.7%	94.0%	+ 1.4%
New Listings	509	754	+ 48.1%	1,145	1,444	+ 26.1%

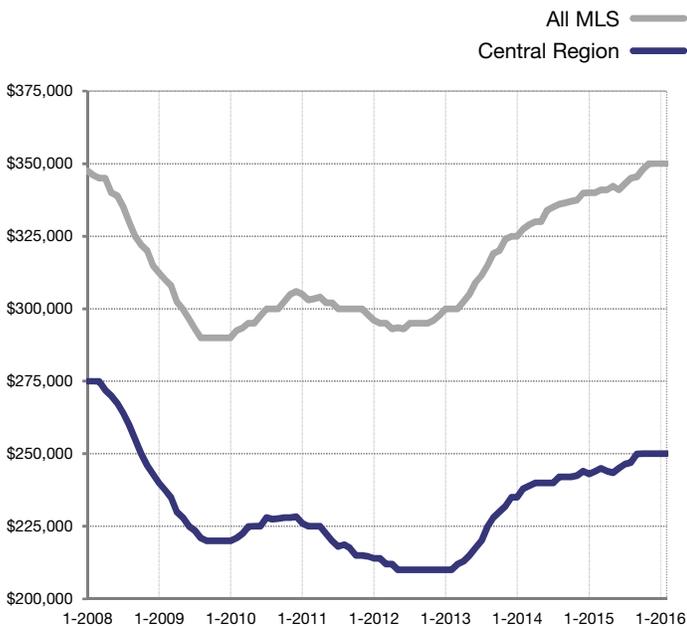
Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	99	181	+ 82.8%	188	313	+ 66.5%
Closed Sales	77	106	+ 37.7%	163	202	+ 23.9%
Median Sales Price*	\$187,500	\$181,000	-3.5%	\$187,500	\$194,250	+ 3.6%
Inventory of Homes for Sale	535	433	-19.1%	--	--	--
Months Supply of Inventory	4.1	2.9	-29.3%	--	--	--
Cumulative Days on Market Until Sale	103	113	+ 9.7%	118	109	-7.6%
Percent of Original List Price Received*	95.1%	95.6%	+ 0.5%	95.5%	95.1%	-0.4%
New Listings	129	182	+ 41.1%	263	344	+ 30.8%

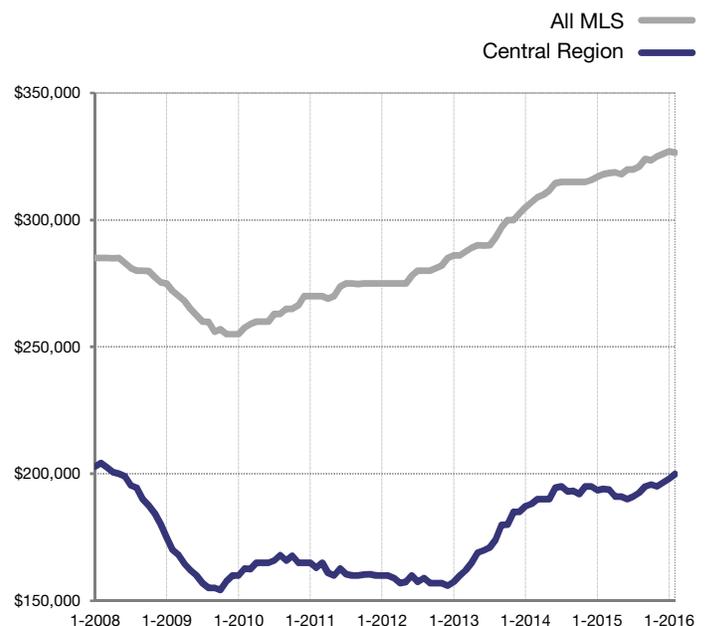
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

+ 22.3%

Year-Over-Year
Change in
Closed Sales
All Properties

- 2.1%

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

- 21.5%

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

Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	456	749	+ 64.3%	981	1,382	+ 40.9%
Closed Sales	370	480	+ 29.7%	889	1,120	+ 26.0%
Median Sales Price*	\$359,950	\$359,500	-0.1%	\$369,000	\$365,000	-1.1%
Inventory of Homes for Sale	1,804	1,434	-20.5%	--	--	--
Months Supply of Inventory	2.3	1.7	-26.1%	--	--	--
Cumulative Days on Market Until Sale	102	103	+ 1.0%	100	100	0.0%
Percent of Original List Price Received*	94.7%	95.0%	+ 0.3%	94.2%	95.0%	+ 0.8%
New Listings	460	785	+ 70.7%	1,105	1,492	+ 35.0%

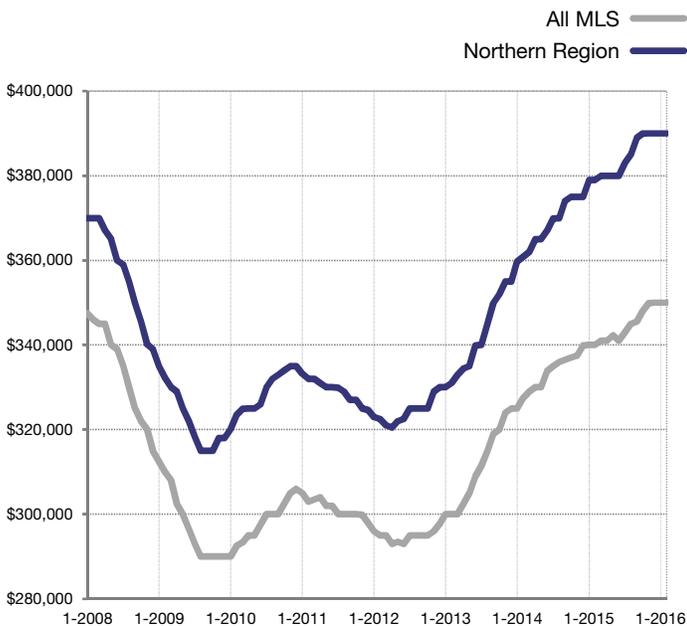
Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	230	335	+ 45.7%	483	610	+ 26.3%
Closed Sales	185	199	+ 7.6%	407	473	+ 16.2%
Median Sales Price*	\$234,500	\$222,500	-5.1%	\$240,950	\$233,750	-3.0%
Inventory of Homes for Sale	844	646	-23.5%	--	--	--
Months Supply of Inventory	2.5	1.8	-28.0%	--	--	--
Cumulative Days on Market Until Sale	110	93	-15.5%	102	93	-8.8%
Percent of Original List Price Received*	95.7%	95.7%	0.0%	96.0%	95.6%	-0.4%
New Listings	253	366	+ 44.7%	555	656	+ 18.2%

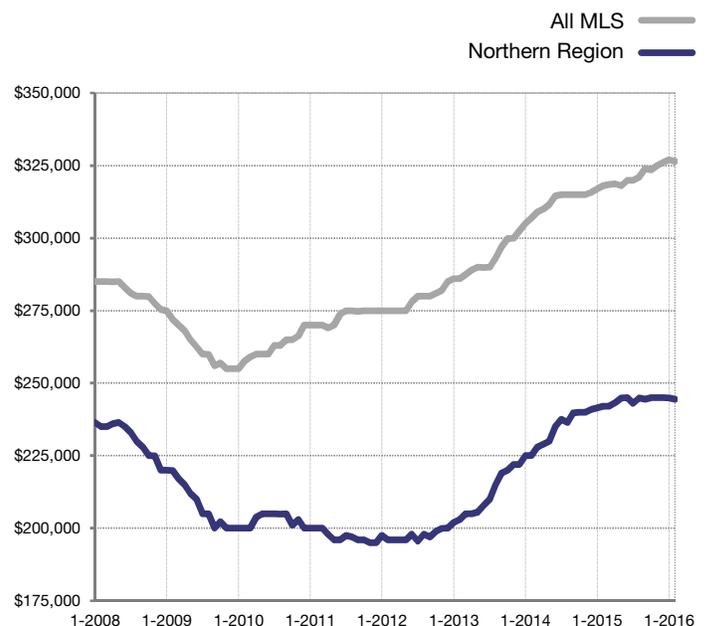
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties





Southeast Region

+ 27.2%

Year-Over-Year
Change in
Closed Sales
All Properties

- 3.8%

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

- 16.9%

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

The Southeast Region now includes data from the North Bristol and former Tri-County boards of REALTORS®.

Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	258	476	+ 84.5%	526	869	+ 65.2%
Closed Sales	231	288	+ 24.7%	499	599	+ 20.0%
Median Sales Price*	\$257,000	\$252,500	-1.8%	\$255,900	\$265,000	+ 3.6%
Inventory of Homes for Sale	1,760	1,430	-18.8%	--	--	--
Months Supply of Inventory	4.8	3.3	-31.3%	--	--	--
Cumulative Days on Market Until Sale	130	124	-4.6%	131	115	-12.2%
Percent of Original List Price Received*	93.2%	93.9%	+ 0.8%	93.1%	94.0%	+ 1.0%
New Listings	303	502	+ 65.7%	704	948	+ 34.7%

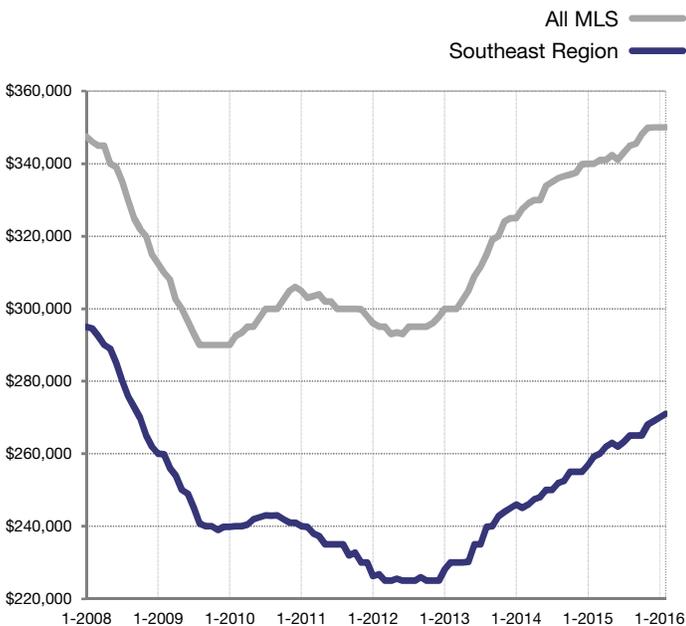
Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	32	78	+ 143.8%	66	145	+ 119.7%
Closed Sales	45	63	+ 40.0%	73	117	+ 60.3%
Median Sales Price*	\$198,000	\$185,000	-6.6%	\$195,000	\$186,500	-4.4%
Inventory of Homes for Sale	219	215	-1.8%	--	--	--
Months Supply of Inventory	3.5	3.1	-11.4%	--	--	--
Cumulative Days on Market Until Sale	148	113	-23.6%	133	107	-19.5%
Percent of Original List Price Received*	92.4%	93.7%	+ 1.4%	93.4%	94.9%	+ 1.6%
New Listings	52	80	+ 53.8%	101	169	+ 67.3%

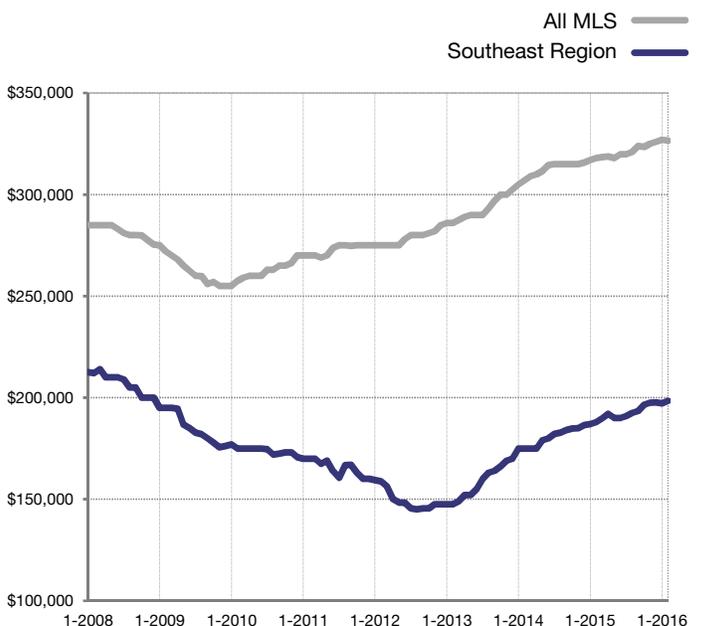
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties





West Region

+ 38.2%

Year-Over-Year
Change in
Closed Sales
All Properties

- 4.0%

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

- 18.2%

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

Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	348	553	+ 58.9%	700	995	+ 42.1%
Closed Sales	278	371	+ 33.5%	619	781	+ 26.2%
Median Sales Price*	\$185,000	\$178,000	-3.8%	\$185,000	\$182,000	-1.6%
Inventory of Homes for Sale	3,278	2,700	-17.6%	--	--	--
Months Supply of Inventory	6.9	5.0	-27.5%	--	--	--
Cumulative Days on Market Until Sale	137	136	-0.7%	145	141	-2.8%
Percent of Original List Price Received*	91.5%	91.4%	-0.1%	90.9%	91.1%	+ 0.2%
New Listings	538	621	+ 15.4%	1,052	1,201	+ 14.2%

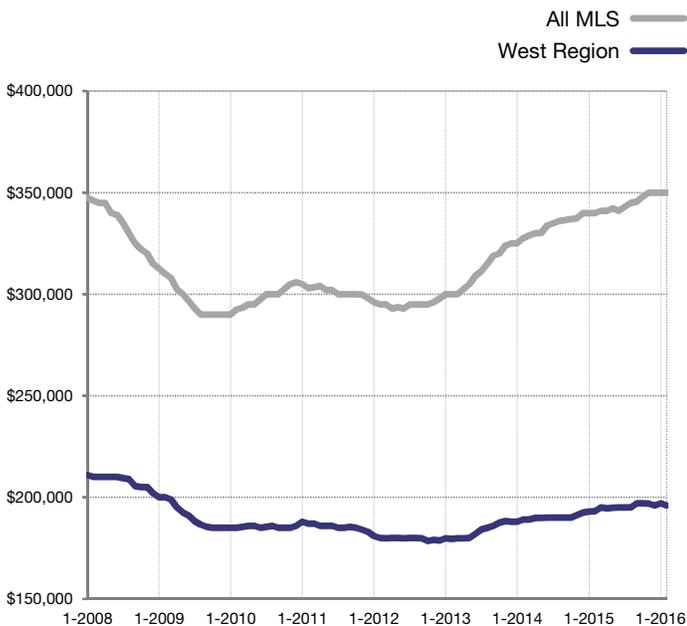
Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	48	70	+ 45.8%	96	135	+ 40.6%
Closed Sales	31	56	+ 80.6%	81	98	+ 21.0%
Median Sales Price*	\$150,000	\$143,625	-4.3%	\$164,000	\$156,950	-4.3%
Inventory of Homes for Sale	609	478	-21.5%	--	--	--
Months Supply of Inventory	9.0	5.9	-34.4%	--	--	--
Cumulative Days on Market Until Sale	186	189	+ 1.6%	185	153	-17.3%
Percent of Original List Price Received*	93.6%	94.2%	+ 0.6%	92.7%	94.1%	+ 1.5%
New Listings	90	83	-7.8%	198	172	-13.1%

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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties

