

# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 13.6%**

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

**- 2.3%**

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

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	94	<b>135</b>	+ 43.6%	224	<b>301</b>	+ 34.4%
Closed Sales	56	<b>71</b>	+ 26.8%	175	<b>228</b>	+ 30.3%
Median Sales Price*	\$171,000	<b>\$167,000</b>	- 2.3%	\$170,000	<b>\$186,250</b>	+ 9.6%
Inventory of Homes for Sale	1,236	<b>978</b>	- 20.9%	--	--	--
Months Supply of Inventory	13.7	<b>9.1</b>	- 33.6%	--	--	--
Cumulative Days on Market Until Sale	144	<b>135</b>	- 6.0%	133	<b>154</b>	+ 15.5%
Percent of Original List Price Received*	90.2%	<b>90.9%</b>	+ 0.8%	89.1%	<b>88.8%</b>	- 0.3%
New Listings	175	<b>213</b>	+ 21.7%	430	<b>472</b>	+ 9.8%

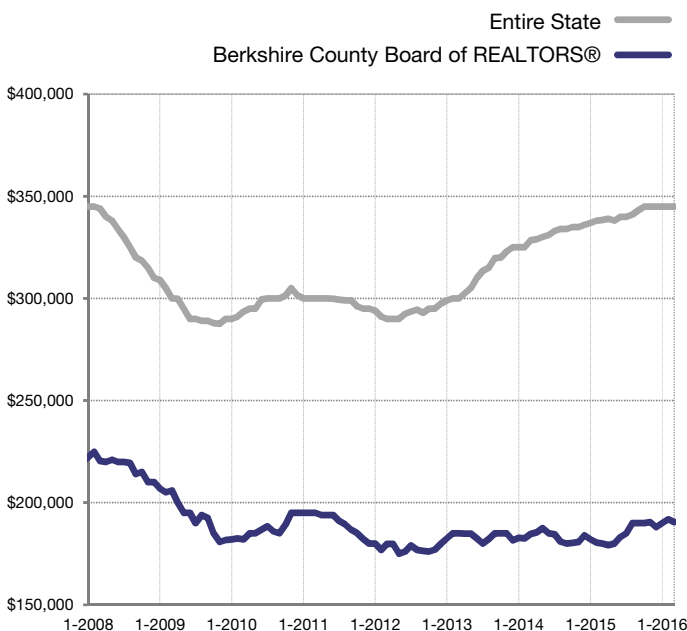
### Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	11	<b>8</b>	- 27.3%	24	<b>15</b>	- 37.5%
Closed Sales	10	<b>4</b>	- 60.0%	11	<b>11</b>	0.0%
Median Sales Price*	\$155,750	<b>\$163,750</b>	+ 5.1%	\$184,000	<b>\$177,500</b>	- 3.5%
Inventory of Homes for Sale	176	<b>131</b>	- 25.6%	--	--	--
Months Supply of Inventory	24.2	<b>12.5</b>	- 48.4%	--	--	--
Cumulative Days on Market Until Sale	145	<b>117</b>	- 19.5%	141	<b>137</b>	- 3.0%
Percent of Original List Price Received*	92.1%	<b>93.8%</b>	+ 1.8%	90.9%	<b>90.1%</b>	- 0.9%
New Listings	21	<b>18</b>	- 14.3%	54	<b>43</b>	- 20.4%

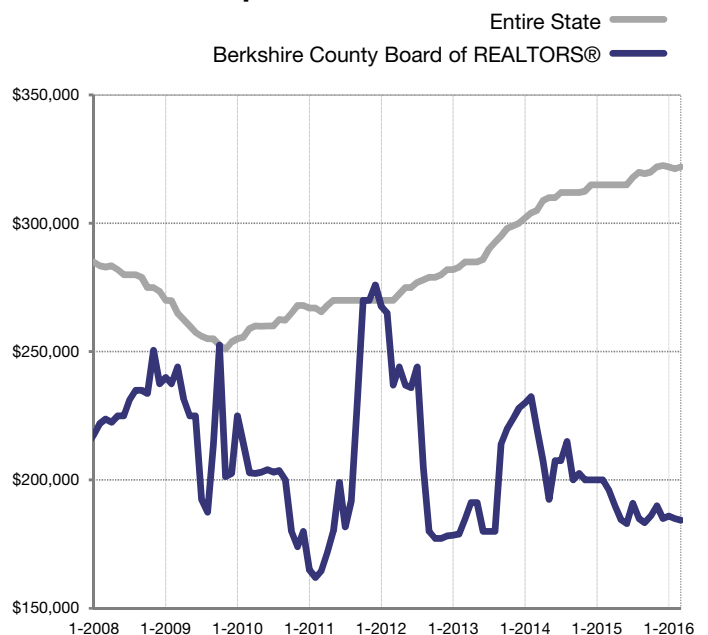
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

### Single-Family Properties



### Condominium Properties



# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**+ 33.0%**

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

**- 6.0%**

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

**- 19.5%**

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

### Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	352	<b>839</b>	+ 138.4%	911	<b>1,651</b>	+ 81.2%
Closed Sales	284	<b>379</b>	+ 33.5%	827	<b>1,007</b>	+ 21.8%
Median Sales Price*	\$360,000	<b>\$345,000</b>	- 4.2%	\$358,000	<b>\$339,500</b>	- 5.2%
Inventory of Homes for Sale	3,754	<b>3,041</b>	- 19.0%	--	--	--
Months Supply of Inventory	9.3	<b>6.6</b>	- 29.6%	--	--	--
Cumulative Days on Market Until Sale	172	<b>175</b>	+ 1.5%	185	<b>178</b>	- 3.6%
Percent of Original List Price Received*	91.8%	<b>92.8%</b>	+ 1.1%	90.8%	<b>91.7%</b>	+ 1.0%
New Listings	779	<b>921</b>	+ 18.2%	1,766	<b>2,079</b>	+ 17.7%

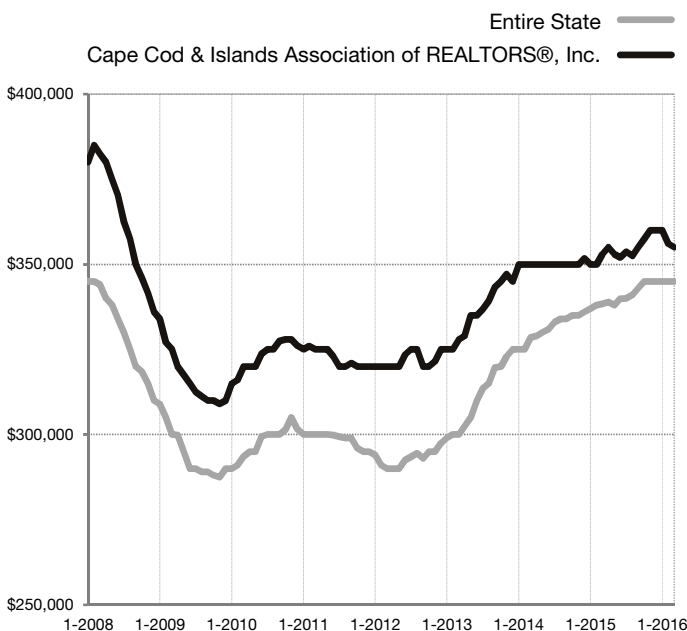
### Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	86	<b>173</b>	+ 101.2%	209	<b>339</b>	+ 62.2%
Closed Sales	68	<b>89</b>	+ 30.9%	182	<b>236</b>	+ 29.7%
Median Sales Price*	\$240,000	<b>\$190,000</b>	- 20.8%	\$245,000	<b>\$242,000</b>	- 1.2%
Inventory of Homes for Sale	872	<b>685</b>	- 21.4%	--	--	--
Months Supply of Inventory	8.7	<b>6.2</b>	- 28.0%	--	--	--
Cumulative Days on Market Until Sale	194	<b>149</b>	- 22.9%	181	<b>156</b>	- 13.7%
Percent of Original List Price Received*	93.1%	<b>94.5%</b>	+ 1.5%	92.7%	<b>94.1%</b>	+ 1.6%
New Listings	182	<b>207</b>	+ 13.7%	405	<b>466</b>	+ 15.1%

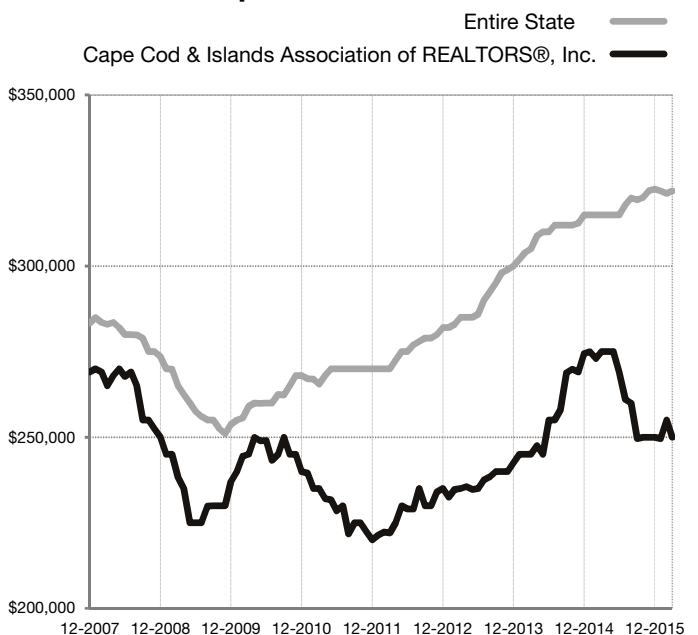
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Central Massachusetts Association of REALTORS®

**+ 24.6%**

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

**+ 1.2%**

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

**- 13.0%**

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

### Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	482	<b>699</b>	+ 45.0%	1,084	<b>1,587</b>	+ 46.4%
Closed Sales	322	<b>402</b>	+ 24.8%	830	<b>1,090</b>	+ 31.3%
Median Sales Price*	\$243,000	<b>\$265,000</b>	+ 9.1%	\$248,450	<b>\$249,900</b>	+ 0.6%
Inventory of Homes for Sale	1,949	<b>1,683</b>	- 13.6%	--	--	--
Months Supply of Inventory	4.5	<b>3.4</b>	- 25.7%	--	--	--
Cumulative Days on Market Until Sale	147	<b>126</b>	- 14.2%	136	<b>123</b>	- 9.2%
Percent of Original List Price Received*	93.3%	<b>94.3%</b>	+ 1.1%	93.2%	<b>93.9%</b>	+ 0.8%
New Listings	710	<b>971</b>	+ 36.8%	1,476	<b>1,962</b>	+ 32.9%

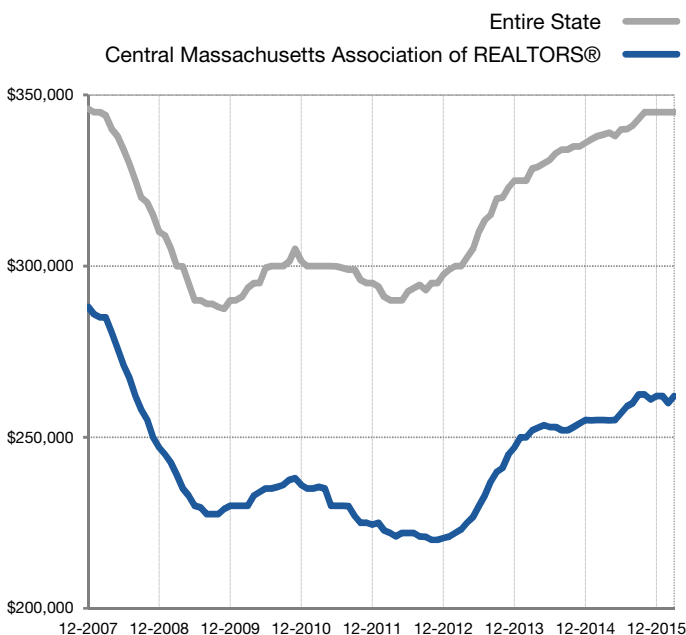
### Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	136	<b>166</b>	+ 22.1%	286	<b>409</b>	+ 43.0%
Closed Sales	81	<b>100</b>	+ 23.5%	209	<b>267</b>	+ 27.8%
Median Sales Price*	\$230,000	<b>\$197,500</b>	- 14.1%	\$215,000	<b>\$202,000</b>	- 6.0%
Inventory of Homes for Sale	411	<b>371</b>	- 9.7%	--	--	--
Months Supply of Inventory	4.0	<b>3.1</b>	- 22.3%	--	--	--
Cumulative Days on Market Until Sale	122	<b>123</b>	+ 0.1%	116	<b>116</b>	+ 0.2%
Percent of Original List Price Received*	95.9%	<b>96.7%</b>	+ 0.8%	96.0%	<b>95.7%</b>	- 0.4%
New Listings	194	<b>208</b>	+ 7.2%	404	<b>499</b>	+ 23.5%

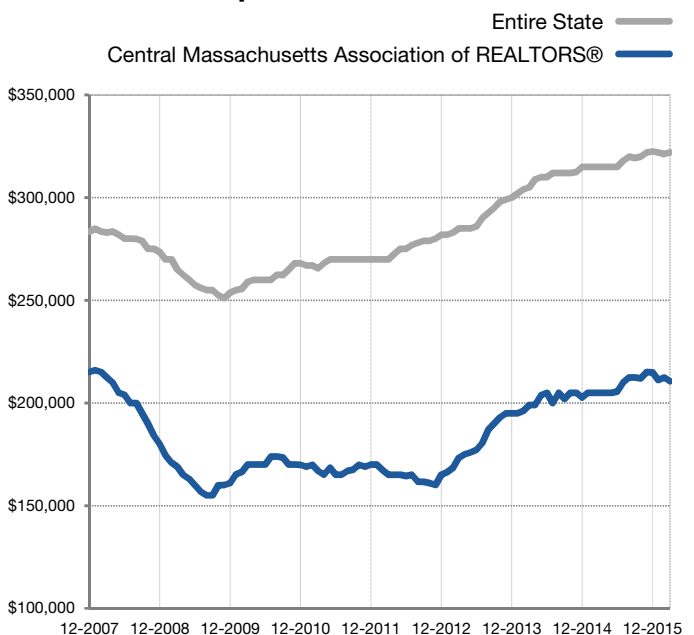
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update for March 2016

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



## Greater Boston Association of REALTORS®

Single-Family Homes	March			Year to Date		
Key Metrics	2015	2016	Percent Change	Thru 3-2015	Thru 3-2016	Percent Change
Closed Sales	687	773	+ 12.5%	1,938	2,208	+ 13.9%
Median Sales Price*	\$469,000	\$472,000	+ 0.6%	\$475,000	\$490,000	+ 3.2%
Inventory of Homes for Sale	2,280	2,618	+ 14.8%	--	--	--
Months Supply of Inventory	2.1	2.2	+ 4.8%	--	--	--
Days on Market Until Sale	92	80	- 13.0%	90	80	- 11.1%
Percent of Original List Price Received*	96.5%	97.6%	+ 1.1%	95.9%	96.4%	+ 0.5%
New Listings	1,506	2,196	+ 45.8%	2,998	4,228	+ 41.0%
Pending Sales	1,118	1,519	+ 35.9%	2,467	3,134	+ 27.0%

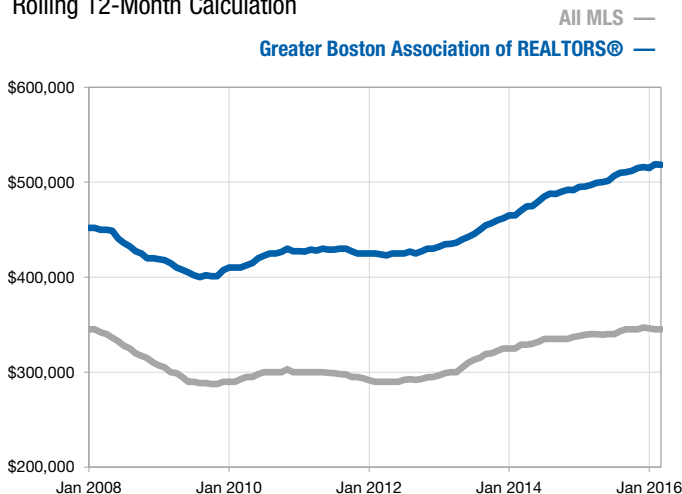
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condominiums	March			Year to Date		
Key Metrics	2015	2016	Percent Change	Thru 3-2015	Thru 3-2016	Percent Change
Closed Sales	577	750	+ 30.0%	1,515	1,827	+ 20.6%
Median Sales Price*	\$455,000	\$480,000	+ 5.5%	\$443,500	\$460,000	+ 3.7%
Inventory of Homes for Sale	1,399	1,478	+ 5.6%	--	--	--
Months Supply of Inventory	1.6	1.6	0.0%	--	--	--
Days on Market Until Sale	66	60	- 9.1%	66	60	- 9.1%
Percent of Original List Price Received*	98.7%	99.7%	+ 1.0%	98.3%	98.7%	+ 0.4%
New Listings	1,264	1,530	+ 21.0%	2,601	3,282	+ 26.2%
Pending Sales	995	1,174	+ 18.0%	2,109	2,680	+ 27.1%

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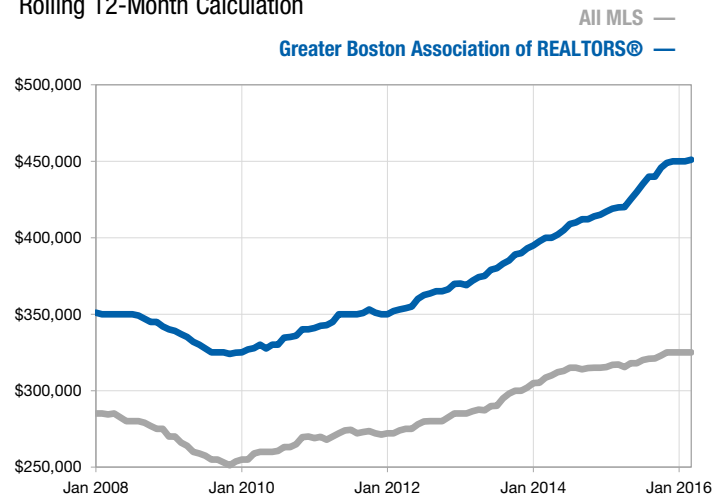
### Median Sales Price - Single-Family Homes

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 – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**+ 65.5%**

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

**- 3.8%**

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

**- 19.1%**

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

### Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	73	<b>119</b>	+ 63.0%	178	<b>289</b>	+ 62.4%
Closed Sales	48	<b>81</b>	+ 68.8%	148	<b>206</b>	+ 39.2%
Median Sales Price*	\$236,750	<b>\$238,000</b>	+ 0.5%	\$234,950	<b>\$238,500</b>	+ 1.5%
Inventory of Homes for Sale	460	<b>370</b>	- 19.6%	--	--	--
Months Supply of Inventory	6.9	<b>4.4</b>	- 36.7%	--	--	--
Cumulative Days on Market Until Sale	115	<b>108</b>	- 6.8%	150	<b>120</b>	- 20.1%
Percent of Original List Price Received*	94.3%	<b>94.3%</b>	+ 0.1%	91.8%	<b>93.1%</b>	+ 1.4%
New Listings	118	<b>119</b>	+ 0.8%	288	<b>318</b>	+ 10.4%

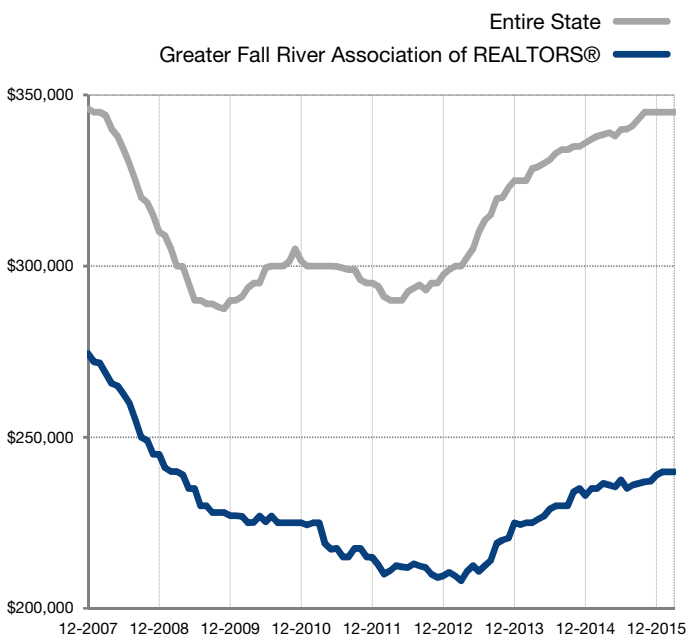
### Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	5	<b>12</b>	+ 140.0%	13	<b>39</b>	+ 200.0%
Closed Sales	7	<b>10</b>	+ 42.9%	12	<b>23</b>	+ 91.7%
Median Sales Price*	\$87,000	<b>\$115,250</b>	+ 32.5%	\$98,500	<b>\$110,000</b>	+ 11.7%
Inventory of Homes for Sale	53	<b>45</b>	- 15.1%	--	--	--
Months Supply of Inventory	6.9	<b>6.0</b>	- 13.2%	--	--	--
Cumulative Days on Market Until Sale	65	<b>187</b>	+ 190.1%	131	<b>162</b>	+ 23.3%
Percent of Original List Price Received*	90.3%	<b>95.2%</b>	+ 5.4%	85.8%	<b>88.8%</b>	+ 3.5%
New Listings	15	<b>12</b>	- 20.0%	32	<b>39</b>	+ 21.9%

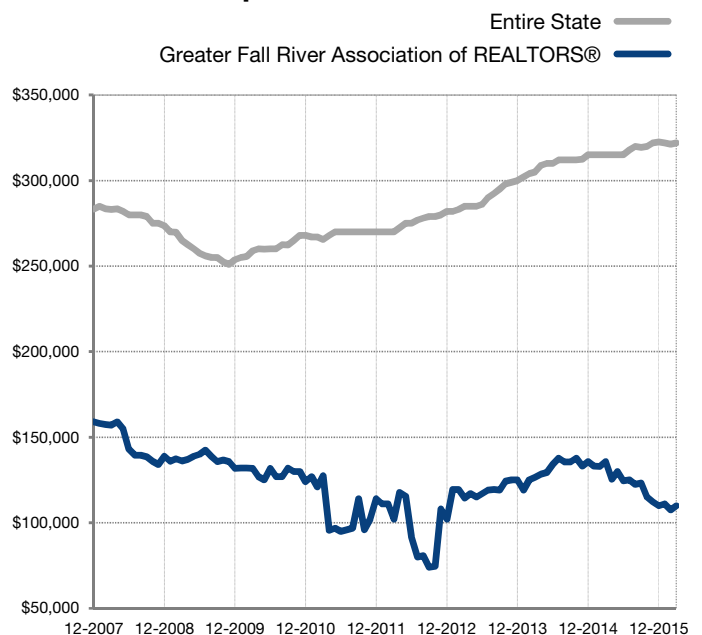
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Newburyport Association of REALTORS®

**+ 64.1%**

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

**- 8.0%**

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

**- 6.0%**

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

### Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	56	<b>63</b>	+ 12.5%	104	<b>151</b>	+ 45.2%
Closed Sales	24	<b>42</b>	+ 75.0%	74	<b>108</b>	+ 45.9%
Median Sales Price*	\$395,000	<b>\$452,000</b>	+ 14.4%	\$380,000	<b>\$377,889</b>	- 0.6%
Inventory of Homes for Sale	210	<b>230</b>	+ 9.5%	--	--	--
Months Supply of Inventory	4.0	<b>3.7</b>	- 7.6%	--	--	--
Cumulative Days on Market Until Sale	178	<b>130</b>	- 26.8%	151	<b>121</b>	- 20.2%
Percent of Original List Price Received*	93.4%	<b>93.3%</b>	- 0.1%	92.4%	<b>92.1%</b>	- 0.3%
New Listings	93	<b>128</b>	+ 37.6%	172	<b>262</b>	+ 52.3%

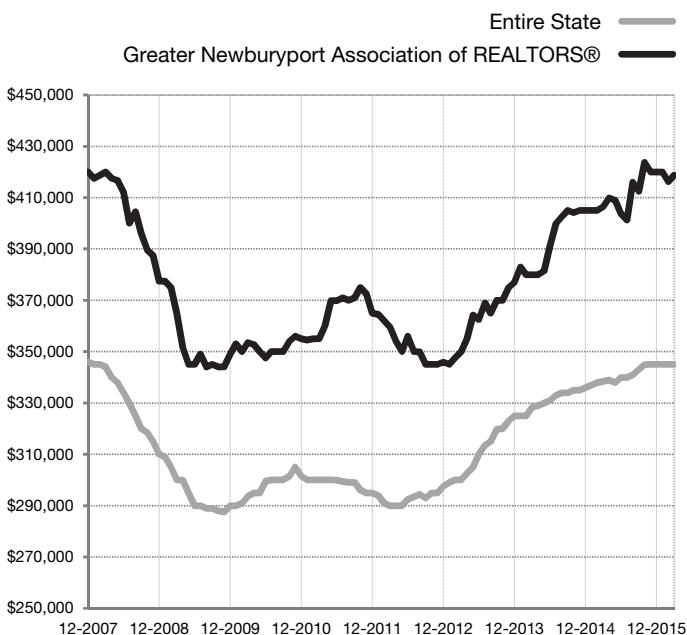
### Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	43	<b>50</b>	+ 16.3%	91	<b>98</b>	+ 7.7%
Closed Sales	15	<b>22</b>	+ 46.7%	59	<b>70</b>	+ 18.6%
Median Sales Price*	\$250,000	<b>\$232,450</b>	- 7.0%	\$280,000	<b>\$287,750</b>	+ 2.8%
Inventory of Homes for Sale	121	<b>81</b>	- 33.1%	--	--	--
Months Supply of Inventory	3.7	<b>2.2</b>	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	161	<b>89</b>	- 44.6%	117	<b>97</b>	- 17.3%
Percent of Original List Price Received*	94.6%	<b>96.2%</b>	+ 1.7%	95.1%	<b>95.5%</b>	+ 0.4%
New Listings	69	<b>50</b>	- 27.5%	128	<b>121</b>	- 5.5%

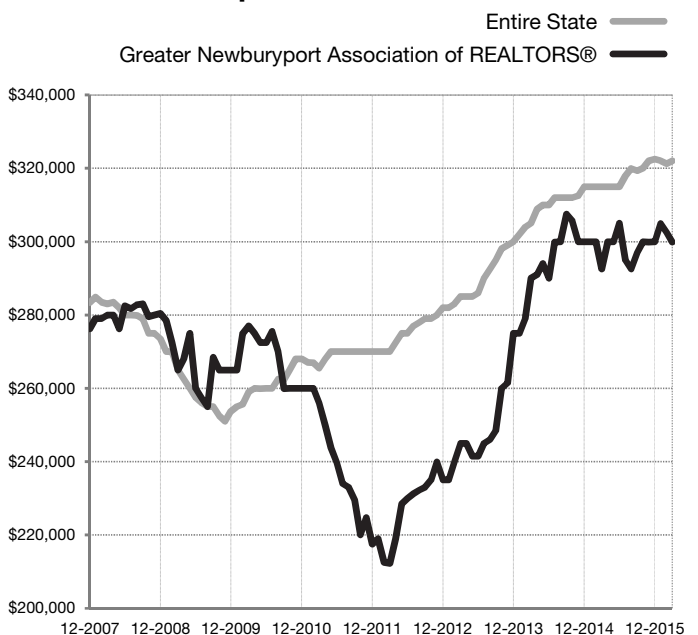
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts  
Association of REALTORS®, Inc.

## North Central Massachusetts Association of REALTORS®

- 2.2%

+ 18.4%

- 20.3%

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

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	220	315	+ 43.2%	475	675	+ 42.1%
Closed Sales	157	159	+ 1.3%	394	486	+ 23.4%
Median Sales Price*	\$204,000	\$227,000	+ 11.3%	\$193,500	\$220,000	+ 13.7%
Inventory of Homes for Sale	1,029	804	- 21.9%	--	--	--
Months Supply of Inventory	5.7	3.6	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	144	121	- 16.2%	141	122	- 13.6%
Percent of Original List Price Received*	92.1%	94.3%	+ 2.4%	92.1%	94.5%	+ 2.6%
New Listings	333	392	+ 17.7%	709	842	+ 18.8%

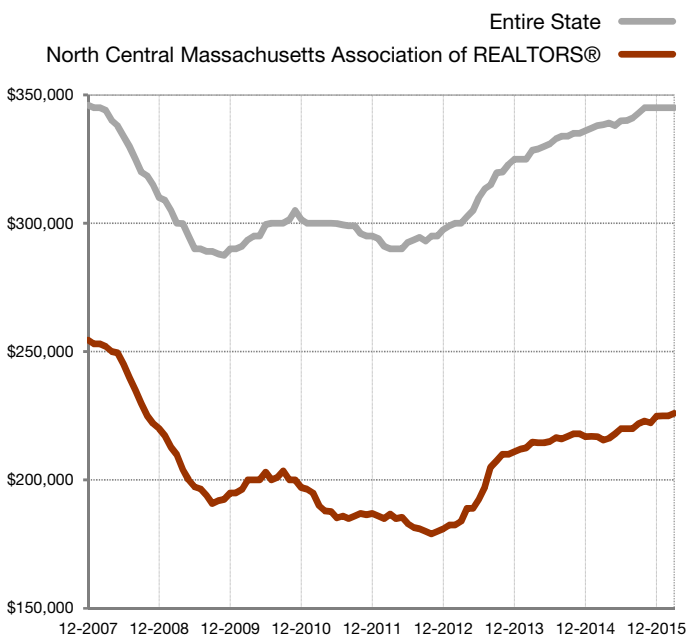
### Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	30	36	+ 20.0%	69	85	+ 23.2%
Closed Sales	22	16	- 27.3%	57	55	- 3.5%
Median Sales Price*	\$126,450	\$144,125	+ 14.0%	\$127,000	\$159,000	+ 25.2%
Inventory of Homes for Sale	135	124	- 8.1%	--	--	--
Months Supply of Inventory	5.3	4.2	- 20.7%	--	--	--
Cumulative Days on Market Until Sale	121	126	+ 4.1%	131	100	- 24.1%
Percent of Original List Price Received*	92.6%	93.4%	+ 0.9%	93.0%	94.4%	+ 1.4%
New Listings	34	62	+ 82.4%	90	118	+ 31.1%

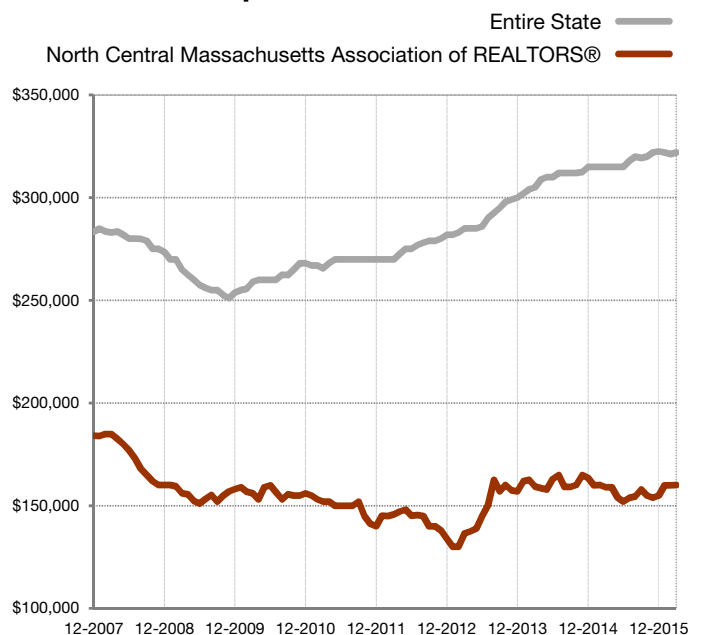
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties





# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 16.4%**

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

**+ 3.9%**

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

**- 17.4%**

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

### Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	318	<b>395</b>	+ 24.2%	730	<b>902</b>	+ 23.6%
Closed Sales	206	<b>233</b>	+ 13.1%	575	<b>669</b>	+ 16.3%
Median Sales Price*	\$359,000	<b>\$372,000</b>	+ 3.6%	\$369,000	<b>\$365,000</b>	- 1.1%
Inventory of Homes for Sale	842	<b>711</b>	- 15.6%	--	--	--
Months Supply of Inventory	2.7	<b>2.1</b>	- 25.1%	--	--	--
Cumulative Days on Market Until Sale	117	<b>95</b>	- 19.1%	111	<b>103</b>	- 6.7%
Percent of Original List Price Received*	94.9%	<b>96.4%</b>	+ 1.6%	94.0%	<b>94.9%</b>	+ 0.9%
New Listings	421	<b>515</b>	+ 22.3%	881	<b>1,072</b>	+ 21.7%

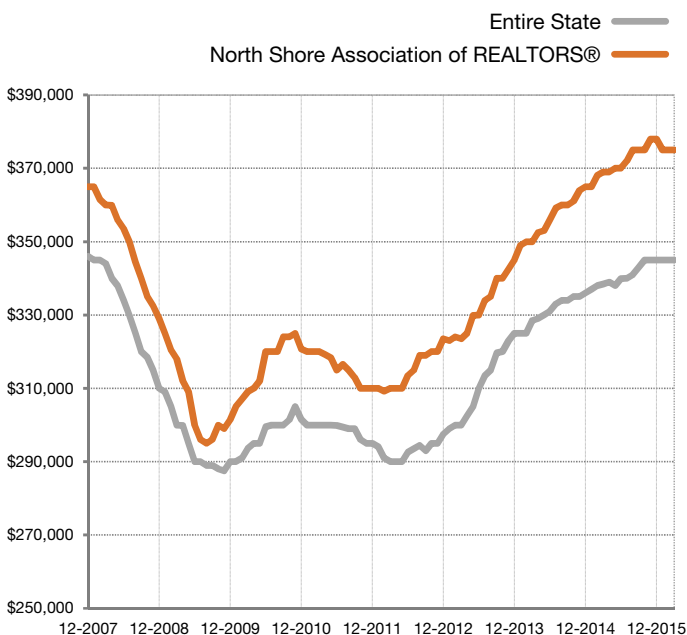
### Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	147	<b>213</b>	+ 44.9%	336	<b>447</b>	+ 33.0%
Closed Sales	93	<b>115</b>	+ 23.7%	239	<b>309</b>	+ 29.3%
Median Sales Price*	\$245,000	<b>\$257,000</b>	+ 4.9%	\$245,000	<b>\$235,000</b>	- 4.1%
Inventory of Homes for Sale	404	<b>318</b>	- 21.3%	--	--	--
Months Supply of Inventory	3.1	<b>2.1</b>	- 32.6%	--	--	--
Cumulative Days on Market Until Sale	98	<b>97</b>	- 1.0%	97	<b>101</b>	+ 4.6%
Percent of Original List Price Received*	95.5%	<b>96.3%</b>	+ 0.9%	95.3%	<b>95.4%</b>	+ 0.1%
New Listings	205	<b>240</b>	+ 17.1%	423	<b>492</b>	+ 16.3%

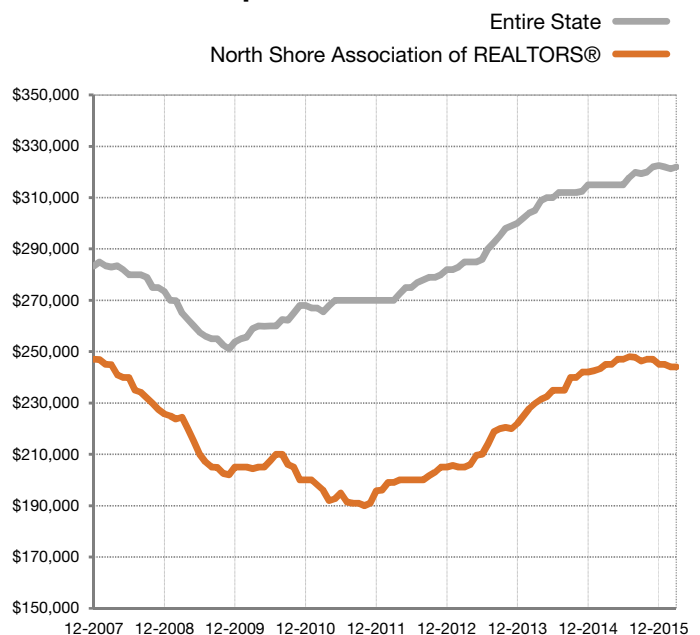
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

### Single-Family Properties



### Condominium Properties





# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 19.3%**

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

**- 4.1%**

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

**- 15.4%**

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

### Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	276	<b>417</b>	+ 51.1%	630	<b>945</b>	+ 50.0%
Closed Sales	187	<b>238</b>	+ 27.3%	498	<b>690</b>	+ 38.6%
Median Sales Price*	\$362,500	<b>\$351,250</b>	- 3.1%	\$340,000	<b>\$345,000</b>	+ 1.5%
Inventory of Homes for Sale	743	<b>607</b>	- 18.3%	--	--	--
Months Supply of Inventory	2.7	<b>1.9</b>	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	111	<b>95</b>	- 14.0%	99	<b>100</b>	+ 1.2%
Percent of Original List Price Received*	95.5%	<b>96.7%</b>	+ 1.3%	94.6%	<b>95.9%</b>	+ 1.4%
New Listings	395	<b>487</b>	+ 23.3%	807	<b>1,072</b>	+ 32.8%

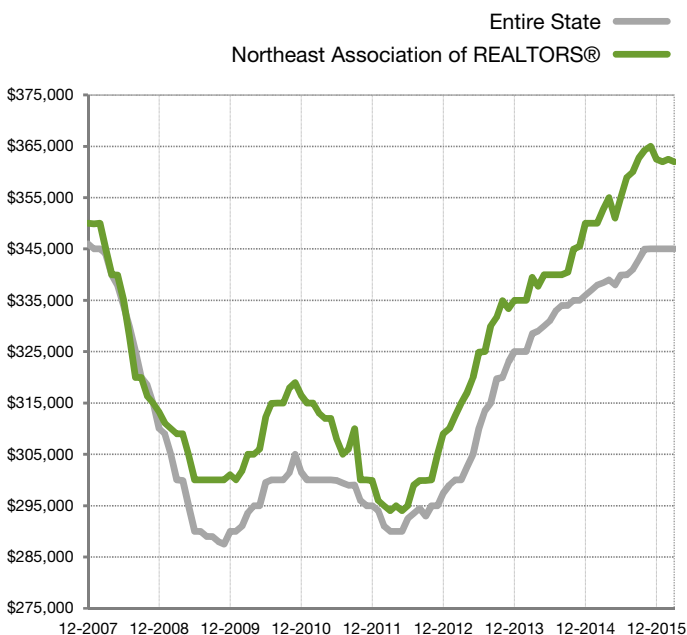
### Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	128	<b>158</b>	+ 23.4%	321	<b>368</b>	+ 14.6%
Closed Sales	93	<b>96</b>	+ 3.2%	247	<b>270</b>	+ 9.3%
Median Sales Price*	\$215,000	<b>\$225,000</b>	+ 4.7%	\$210,000	<b>\$215,000</b>	+ 2.4%
Inventory of Homes for Sale	263	<b>244</b>	- 7.2%	--	--	--
Months Supply of Inventory	2.3	<b>2.0</b>	- 15.1%	--	--	--
Cumulative Days on Market Until Sale	99	<b>75</b>	- 24.6%	103	<b>82</b>	- 19.8%
Percent of Original List Price Received*	96.5%	<b>96.7%</b>	+ 0.2%	96.4%	<b>96.3%</b>	- 0.1%
New Listings	144	<b>195</b>	+ 35.4%	356	<b>434</b>	+ 21.9%

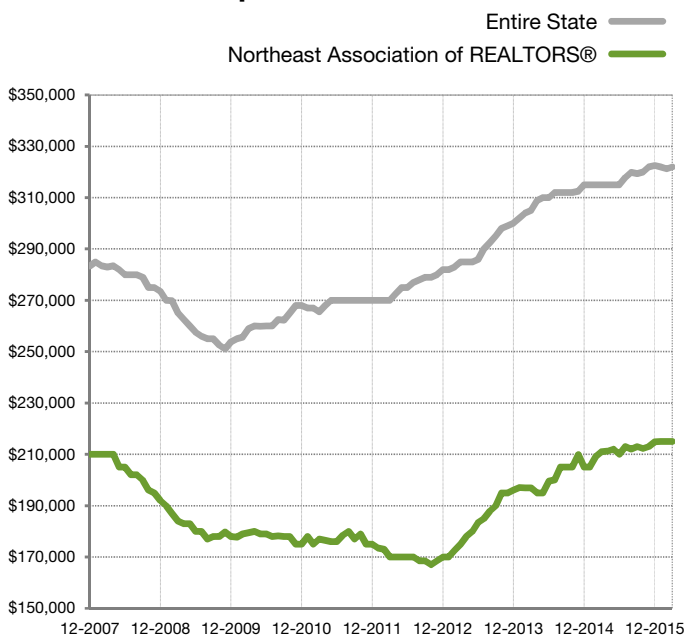
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Plymouth and South Shore Association of REALTORS®

**+ 23.0%**

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

**+ 4.7%**

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

**- 16.4%**

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

### Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	442	<b>659</b>	+ 49.1%	966	<b>1,407</b>	+ 45.7%
Closed Sales	301	<b>355</b>	+ 17.9%	777	<b>938</b>	+ 20.7%
Median Sales Price*	\$325,000	<b>\$349,950</b>	+ 7.7%	\$335,000	<b>\$351,000</b>	+ 4.8%
Inventory of Homes for Sale	1,491	<b>1,280</b>	- 14.2%	--	--	--
Months Supply of Inventory	3.4	<b>2.7</b>	- 21.3%	--	--	--
Cumulative Days on Market Until Sale	120	<b>115</b>	- 4.4%	120	<b>110</b>	- 8.1%
Percent of Original List Price Received*	94.4%	<b>94.7%</b>	+ 0.3%	94.1%	<b>94.7%</b>	+ 0.6%
New Listings	658	<b>860</b>	+ 30.7%	1,299	<b>1,753</b>	+ 34.9%

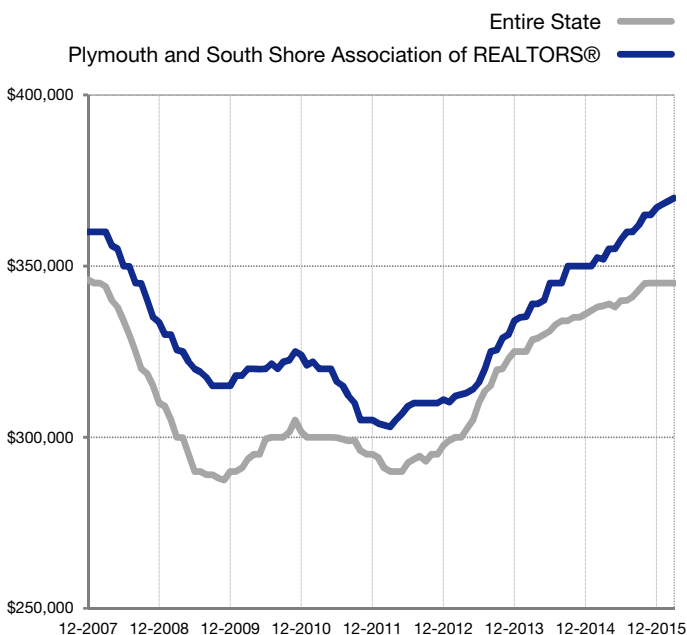
### Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	175	<b>185</b>	+ 5.7%	359	<b>404</b>	+ 12.5%
Closed Sales	81	<b>115</b>	+ 42.0%	239	<b>301</b>	+ 25.9%
Median Sales Price*	\$230,000	<b>\$250,000</b>	+ 8.7%	\$245,000	<b>\$250,000</b>	+ 2.0%
Inventory of Homes for Sale	430	<b>326</b>	- 24.2%	--	--	--
Months Supply of Inventory	3.3	<b>2.2</b>	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	106	<b>101</b>	- 4.6%	111	<b>94</b>	- 15.6%
Percent of Original List Price Received*	95.9%	<b>97.5%</b>	+ 1.7%	96.5%	<b>97.0%</b>	+ 0.5%
New Listings	211	<b>225</b>	+ 6.6%	460	<b>493</b>	+ 7.2%

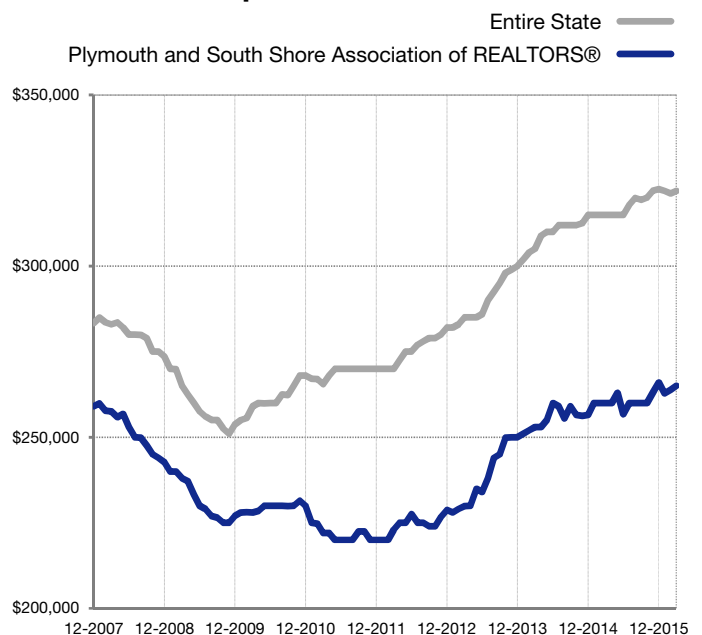
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR Association of Pioneer Valley®

**+ 32.6%**

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

**+ 2.8%**

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

**- 15.3%**

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

### Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	411	<b>637</b>	+ 55.0%	1,000	<b>1,443</b>	+ 44.3%
Closed Sales	280	<b>387</b>	+ 38.2%	788	<b>1,035</b>	+ 31.3%
Median Sales Price*	\$180,000	<b>\$184,900</b>	+ 2.7%	\$185,000	<b>\$180,000</b>	- 2.7%
Inventory of Homes for Sale	2,271	<b>1,952</b>	- 14.0%	--	--	--
Months Supply of Inventory	5.8	<b>4.3</b>	- 25.5%	--	--	--
Cumulative Days on Market Until Sale	149	<b>144</b>	- 3.0%	149	<b>140</b>	- 6.1%
Percent of Original List Price Received*	92.2%	<b>92.4%</b>	+ 0.2%	91.7%	<b>92.1%</b>	+ 0.5%
New Listings	690	<b>840</b>	+ 21.7%	1,516	<b>1,821</b>	+ 20.1%

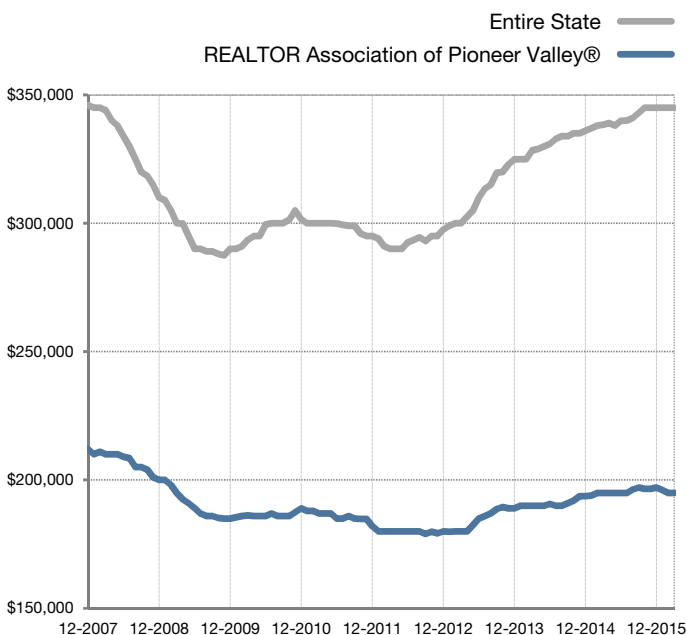
### Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	76	<b>89</b>	+ 17.1%	159	<b>210</b>	+ 32.1%
Closed Sales	60	<b>64</b>	+ 6.7%	140	<b>156</b>	+ 11.4%
Median Sales Price*	\$148,700	<b>\$146,750</b>	- 1.3%	\$152,500	<b>\$152,750</b>	+ 0.2%
Inventory of Homes for Sale	448	<b>351</b>	- 21.7%	--	--	--
Months Supply of Inventory	7.1	<b>5.0</b>	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	204	<b>137</b>	- 32.9%	194	<b>147</b>	- 24.0%
Percent of Original List Price Received*	93.3%	<b>94.5%</b>	+ 1.3%	93.1%	<b>94.5%</b>	+ 1.6%
New Listings	108	<b>112</b>	+ 3.7%	274	<b>259</b>	- 5.5%

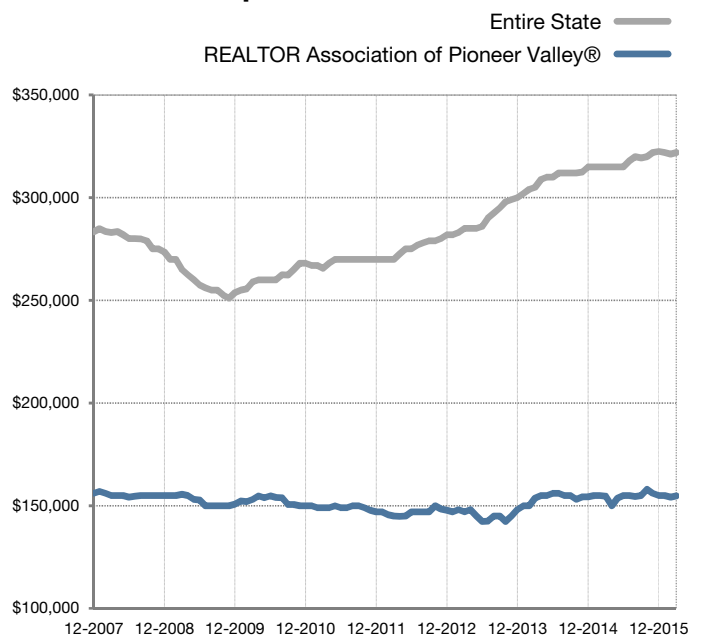
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR Association of Southeastern Massachusetts

**+ 37.0%**

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

**+ 4.0%**

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

**- 13.5%**

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

### Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	337	<b>544</b>	+ 61.4%	790	<b>1,249</b>	+ 58.1%
Closed Sales	251	<b>342</b>	+ 36.3%	683	<b>864</b>	+ 26.5%
Median Sales Price*	\$254,000	<b>\$279,000</b>	+ 9.8%	\$255,000	<b>\$261,500</b>	+ 2.5%
Inventory of Homes for Sale	1,495	<b>1,258</b>	- 15.9%	--	--	--
Months Supply of Inventory	4.6	<b>3.3</b>	- 28.7%	--	--	--
Cumulative Days on Market Until Sale	116	<b>106</b>	- 8.5%	120	<b>109</b>	- 8.9%
Percent of Original List Price Received*	93.8%	<b>95.5%</b>	+ 1.9%	93.7%	<b>94.8%</b>	+ 1.2%
New Listings	473	<b>659</b>	+ 39.3%	1,077	<b>1,512</b>	+ 40.4%

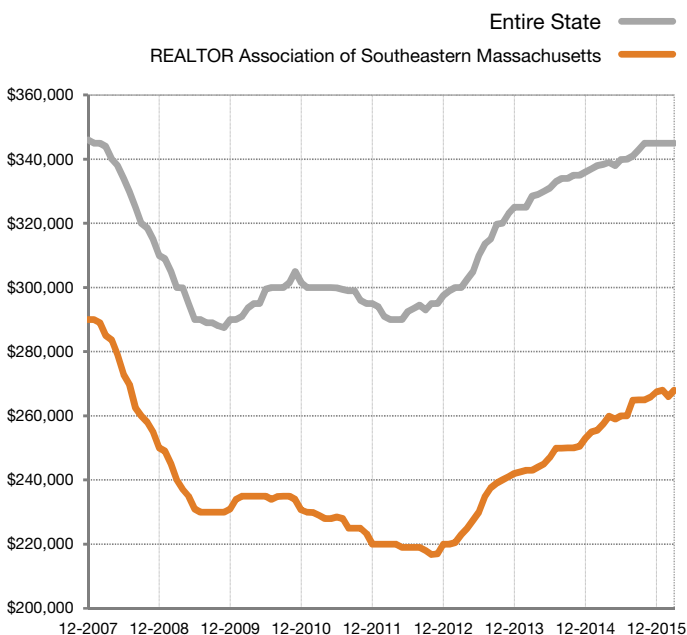
### Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	74	<b>93</b>	+ 25.7%	151	<b>208</b>	+ 37.7%
Closed Sales	38	<b>54</b>	+ 42.1%	115	<b>162</b>	+ 40.9%
Median Sales Price*	\$202,500	<b>\$179,900</b>	- 11.2%	\$181,000	<b>\$180,000</b>	- 0.6%
Inventory of Homes for Sale	187	<b>197</b>	+ 5.3%	--	--	--
Months Supply of Inventory	3.4	<b>3.1</b>	- 8.5%	--	--	--
Cumulative Days on Market Until Sale	103	<b>96</b>	- 6.7%	118	<b>104</b>	- 12.2%
Percent of Original List Price Received*	95.4%	<b>95.5%</b>	+ 0.1%	94.4%	<b>95.5%</b>	+ 1.1%
New Listings	104	<b>113</b>	+ 8.7%	194	<b>267</b>	+ 37.6%

\* 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

