

Local Market Update – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 12.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.4%

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

- 16.1%

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

Single-Family Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	120	105	- 12.5%	344	416	+ 20.9%
Closed Sales	96	111	+ 15.6%	271	340	+ 25.5%
Median Sales Price*	\$167,000	\$178,277	+ 6.8%	\$170,000	\$180,000	+ 5.9%
Inventory of Homes for Sale	1,325	1,112	- 16.1%	--	--	--
Months Supply of Inventory	14.3	10.2	- 28.3%	--	--	--
Cumulative Days on Market Until Sale	170	124	- 27.2%	146	144	- 1.6%
Percent of Original List Price Received*	88.1%	89.8%	+ 2.0%	88.7%	89.1%	+ 0.4%
New Listings	291	288	- 1.0%	717	766	+ 6.8%

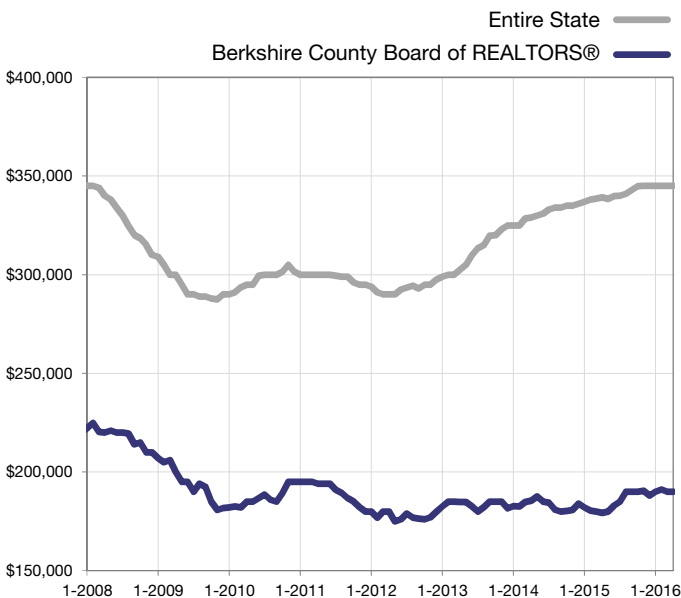
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	14	7	- 50.0%	38	24	- 36.8%
Closed Sales	11	9	- 18.2%	22	20	- 9.1%
Median Sales Price*	\$155,000	\$195,000	+ 25.8%	\$162,500	\$186,250	+ 14.6%
Inventory of Homes for Sale	159	133	- 16.4%	--	--	--
Months Supply of Inventory	20.1	12.9	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	220	206	- 6.5%	178	169	- 5.0%
Percent of Original List Price Received*	87.3%	88.9%	+ 1.8%	89.0%	89.6%	+ 0.6%
New Listings	20	18	- 10.0%	75	59	- 21.3%

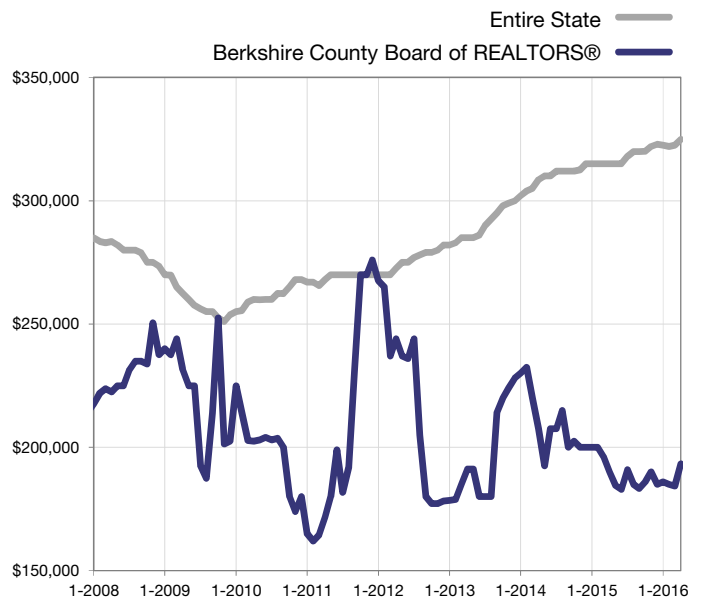
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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 – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 41.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.7%

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

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	477	762	+ 59.7%	1,387	2,141	+ 54.4%
Closed Sales	331	498	+ 50.5%	1,158	1,515	+ 30.8%
Median Sales Price*	\$345,000	\$365,000	+ 5.8%	\$352,000	\$350,000	- 0.6%
Inventory of Homes for Sale	4,319	3,357	- 22.3%	--	--	--
Months Supply of Inventory	10.8	7.0	- 34.9%	--	--	--
Cumulative Days on Market Until Sale	172	174	+ 1.0%	181	177	- 2.3%
Percent of Original List Price Received*	93.2%	93.4%	+ 0.2%	91.5%	92.3%	+ 0.9%
New Listings	1,243	944	- 24.1%	3,009	3,033	+ 0.8%

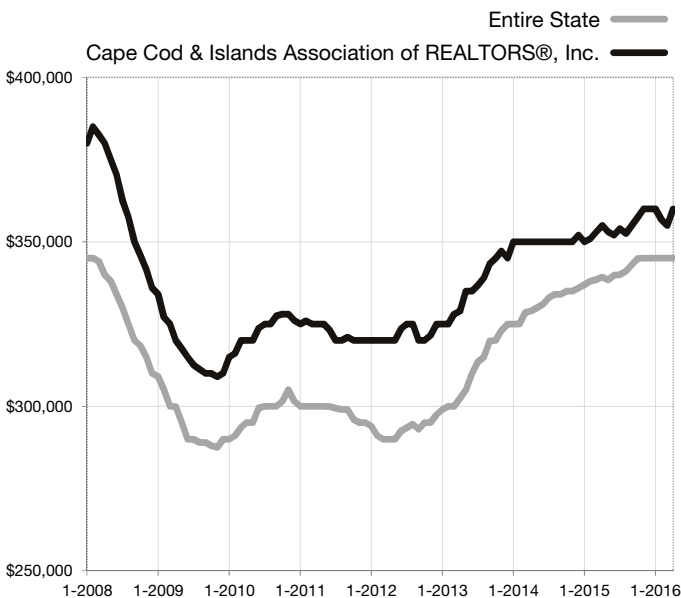
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	147	178	+ 21.1%	355	452	+ 27.3%
Closed Sales	101	111	+ 9.9%	283	356	+ 25.8%
Median Sales Price*	\$279,000	\$249,000	- 10.8%	\$254,800	\$249,000	- 2.3%
Inventory of Homes for Sale	934	741	- 20.7%	--	--	--
Months Supply of Inventory	9.2	6.6	- 28.2%	--	--	--
Cumulative Days on Market Until Sale	165	155	- 6.3%	175	154	- 12.0%
Percent of Original List Price Received*	95.2%	94.1%	- 1.1%	93.5%	94.2%	+ 0.7%
New Listings	273	206	- 24.5%	679	670	- 1.3%

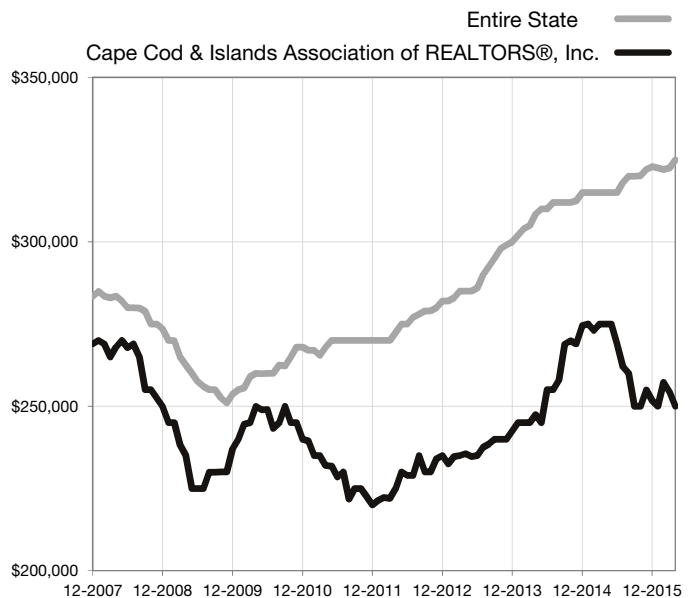
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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 – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Central Massachusetts Association of REALTORS®

+ 32.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.4%

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

- 20.7%

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

Single-Family Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	591	749	+ 26.7%	1,668	2,256	+ 35.3%
Closed Sales	340	467	+ 37.4%	1,168	1,559	+ 33.5%
Median Sales Price*	\$247,000	\$271,500	+ 9.9%	\$248,000	\$255,000	+ 2.8%
Inventory of Homes for Sale	2,277	1,782	- 21.7%	--	--	--
Months Supply of Inventory	5.4	3.5	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	139	115	- 17.2%	136	121	- 11.7%
Percent of Original List Price Received*	93.5%	95.8%	+ 2.5%	93.3%	94.5%	+ 1.3%
New Listings	1,092	913	- 16.4%	2,561	2,875	+ 12.3%

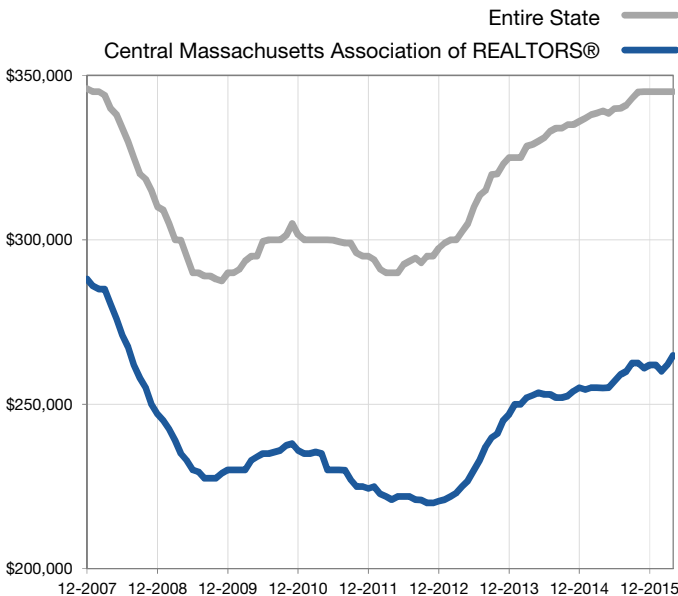
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	165	193	+ 17.0%	453	571	+ 26.0%
Closed Sales	94	108	+ 14.9%	303	376	+ 24.1%
Median Sales Price*	\$212,500	\$203,500	- 4.2%	\$215,000	\$203,450	- 5.4%
Inventory of Homes for Sale	459	388	- 15.5%	--	--	--
Months Supply of Inventory	4.4	3.2	- 28.4%	--	--	--
Cumulative Days on Market Until Sale	112	104	- 6.9%	115	113	- 1.3%
Percent of Original List Price Received*	95.4%	96.8%	+ 1.6%	95.8%	96.0%	+ 0.2%
New Listings	241	218	- 9.5%	646	713	+ 10.4%

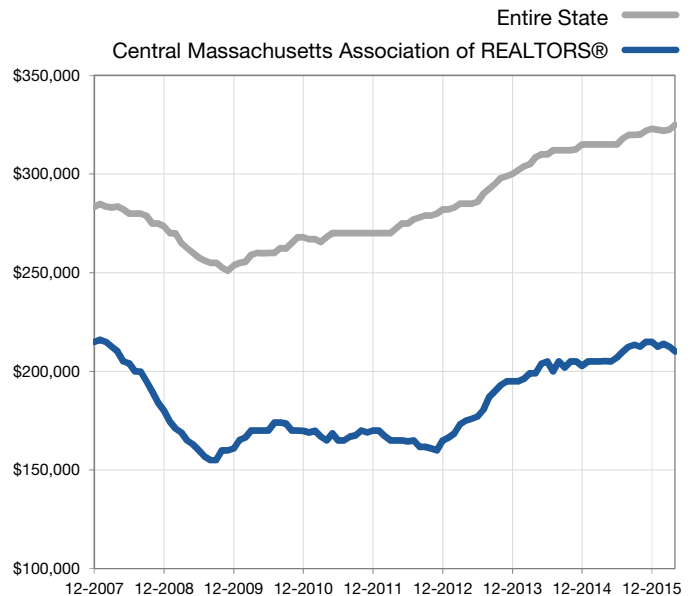
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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 for April 2016

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



Greater Boston Association of REALTORS®

Single-Family Homes	April			Year to Date		
	2015	2016	Percent Change	Thru 4-2015	Thru 4-2016	Percent Change
Key Metrics						
Closed Sales	946	1,132	+ 19.7%	3,302	3,873	+ 17.3%
Median Sales Price*	\$465,000	\$485,000	+ 4.3%	\$449,950	\$464,500	+ 3.2%
Inventory of Homes for Sale	3,642	3,411	- 6.3%	--	--	--
Months Supply of Inventory	2.8	2.4	- 14.3%	--	--	--
Days on Market Until Sale	81	72	- 11.1%	88	79	- 10.2%
Percent of Original List Price Received*	97.1%	98.2%	+ 1.1%	96.1%	96.9%	+ 0.8%
New Listings	2,951	2,538	- 14.0%	6,546	7,569	+ 15.6%
Pending Sales	1,863	2,013	+ 8.1%	4,857	5,806	+ 19.5%

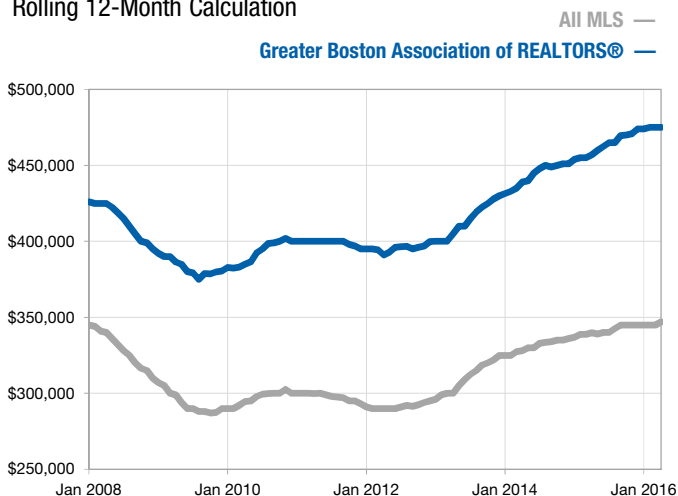
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condominiums	April			Year to Date		
	2015	2016	Percent Change	Thru 4-2015	Thru 4-2016	Percent Change
Key Metrics						
Closed Sales	781	895	+ 14.6%	2,513	2,961	+ 17.8%
Median Sales Price*	\$410,000	\$460,000	+ 12.2%	\$409,900	\$438,000	+ 6.9%
Inventory of Homes for Sale	1,937	1,650	- 14.8%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--
Days on Market Until Sale	60	48	- 20.0%	66	58	- 12.1%
Percent of Original List Price Received*	100.2%	100.8%	+ 0.6%	98.8%	99.2%	+ 0.4%
New Listings	1,897	1,657	- 12.7%	4,812	5,299	+ 10.1%
Pending Sales	1,412	1,501	+ 6.3%	3,790	4,453	+ 17.5%

* 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.

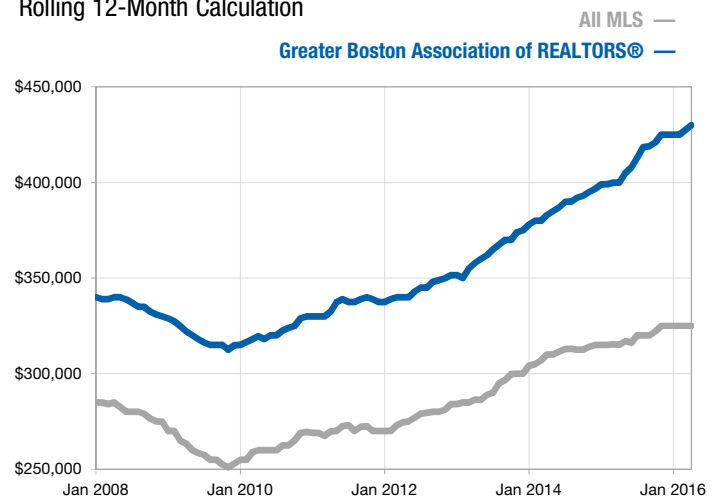
Median Sales Price - Single-Family Homes

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 – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

+ 17.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.5%

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

- 28.3%

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

Single-Family Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	73	119	+ 63.0%	250	389	+ 55.6%
Closed Sales	65	79	+ 21.5%	213	286	+ 34.3%
Median Sales Price*	\$239,900	\$249,000	+ 3.8%	\$235,000	\$240,000	+ 2.1%
Inventory of Homes for Sale	515	360	- 30.1%	--	--	--
Months Supply of Inventory	7.7	4.2	- 44.9%	--	--	--
Cumulative Days on Market Until Sale	159	121	- 24.0%	153	121	- 21.2%
Percent of Original List Price Received*	94.9%	95.4%	+ 0.5%	92.8%	93.8%	+ 1.1%
New Listings	174	122	- 29.9%	461	438	- 5.0%

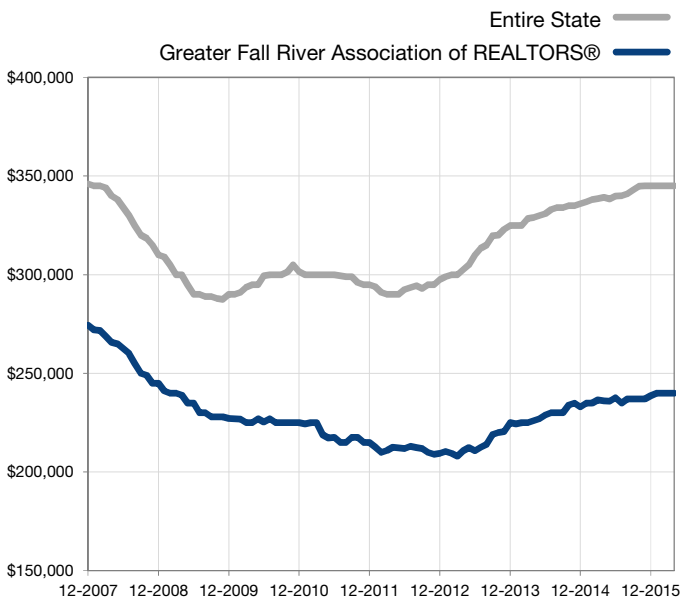
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	9	10	+ 11.1%	22	46	+ 109.1%
Closed Sales	11	10	- 9.1%	23	33	+ 43.5%
Median Sales Price*	\$68,000	\$181,000	+ 166.2%	\$68,000	\$120,500	+ 77.2%
Inventory of Homes for Sale	53	47	- 11.3%	--	--	--
Months Supply of Inventory	6.8	6.3	- 6.3%	--	--	--
Cumulative Days on Market Until Sale	135	215	+ 59.5%	133	178	+ 33.9%
Percent of Original List Price Received*	83.3%	92.7%	+ 11.3%	84.6%	90.0%	+ 6.3%
New Listings	12	13	+ 8.3%	44	52	+ 18.2%

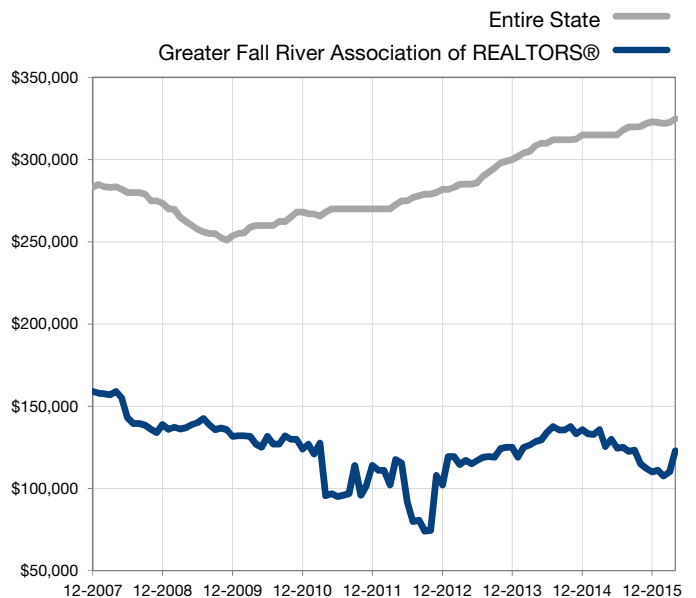
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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 – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

+ 7.1%

Year-Over-Year
Change in
Closed Sales
All Properties

- 6.7%

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

- 23.0%

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

Single-Family Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	79	112	+ 41.8%	182	253	+ 39.0%
Closed Sales	41	47	+ 14.6%	115	155	+ 34.8%
Median Sales Price*	\$432,000	\$439,900	+ 1.8%	\$395,000	\$392,500	- 0.6%
Inventory of Homes for Sale	272	222	- 18.4%	--	--	--
Months Supply of Inventory	5.2	3.6	- 30.3%	--	--	--
Cumulative Days on Market Until Sale	122	105	- 14.1%	141	116	- 17.6%
Percent of Original List Price Received*	96.2%	96.4%	+ 0.2%	93.7%	93.4%	- 0.4%
New Listings	155	115	- 25.8%	327	374	+ 14.4%

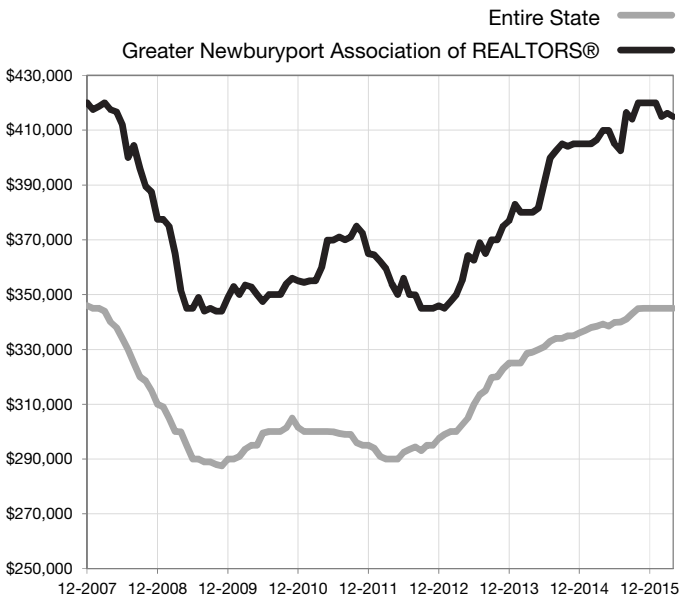
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	58	48	- 17.2%	149	140	- 6.0%
Closed Sales	29	28	- 3.4%	88	98	+ 11.4%
Median Sales Price*	\$371,500	\$324,250	- 12.7%	\$327,513	\$300,000	- 8.4%
Inventory of Homes for Sale	132	89	- 32.6%	--	--	--
Months Supply of Inventory	4.0	2.5	- 38.2%	--	--	--
Cumulative Days on Market Until Sale	107	96	- 10.8%	114	97	- 15.2%
Percent of Original List Price Received*	97.6%	96.2%	- 1.4%	95.9%	95.7%	- 0.2%
New Listings	79	54	- 31.6%	207	176	- 15.0%

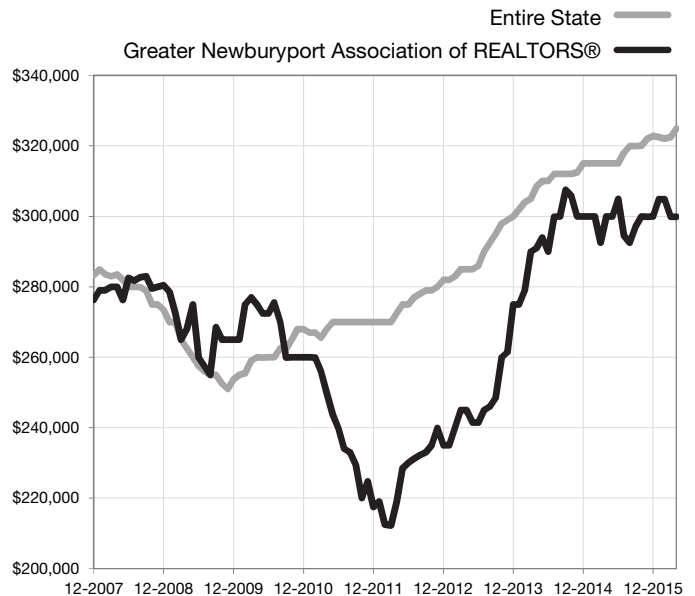
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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 – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

+ 23.0%

Year-Over-Year Change in Closed Sales All Properties

- 4.4%

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

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	285	335	+ 17.5%	760	976	+ 28.4%
Closed Sales	154	193	+ 25.3%	548	680	+ 24.1%
Median Sales Price*	\$210,500	\$218,500	+ 3.8%	\$200,000	\$220,000	+ 10.0%
Inventory of Homes for Sale	1,136	816	- 28.2%	--	--	--
Months Supply of Inventory	6.2	3.6	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	143	132	- 8.1%	142	125	- 12.0%
Percent of Original List Price Received*	93.3%	94.0%	+ 0.8%	92.4%	94.3%	+ 2.1%
New Listings	486	397	- 18.3%	1,192	1,235	+ 3.6%

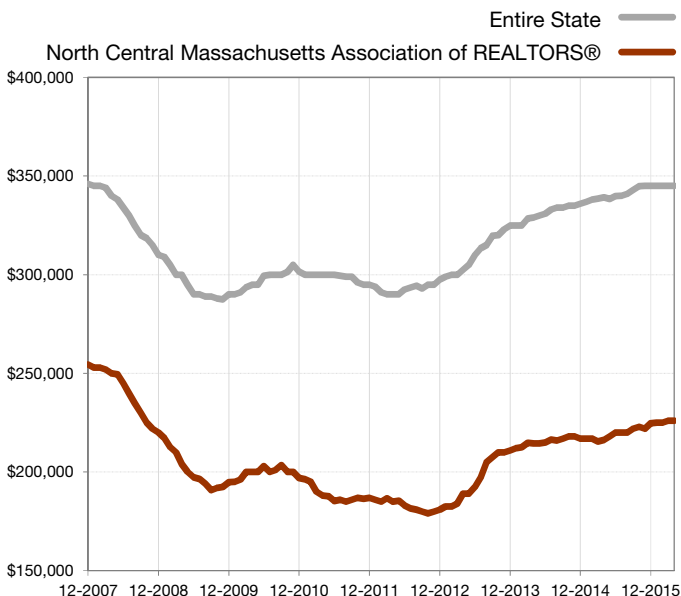
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	42	43	+ 2.4%	111	124	+ 11.7%
Closed Sales	24	26	+ 8.3%	81	81	0.0%
Median Sales Price*	\$156,750	\$146,750	- 6.4%	\$129,000	\$157,500	+ 22.1%
Inventory of Homes for Sale	147	127	- 13.6%	--	--	--
Months Supply of Inventory	5.8	4.3	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	117	118	+ 1.0%	127	106	- 16.9%
Percent of Original List Price Received*	96.1%	96.0%	- 0.1%	93.9%	94.9%	+ 1.0%
New Listings	66	45	- 31.8%	156	164	+ 5.1%

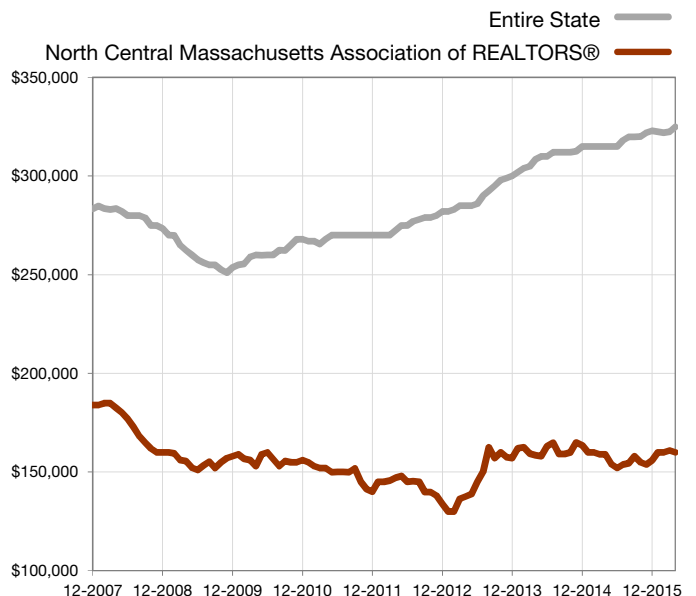
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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 – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 16.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.8%

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

- 21.2%

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

Single-Family Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	404	434	+ 7.4%	1,131	1,302	+ 15.1%
Closed Sales	242	272	+ 12.4%	816	943	+ 15.6%
Median Sales Price*	\$352,500	\$375,750	+ 6.6%	\$363,650	\$370,000	+ 1.7%
Inventory of Homes for Sale	1,017	814	- 20.0%	--	--	--
Months Supply of Inventory	3.3	2.3	- 29.5%	--	--	--
Cumulative Days on Market Until Sale	111	94	- 15.0%	111	100	- 9.5%
Percent of Original List Price Received*	95.8%	97.2%	+ 1.5%	94.5%	95.5%	+ 1.1%
New Listings	650	562	- 13.5%	1,525	1,631	+ 7.0%

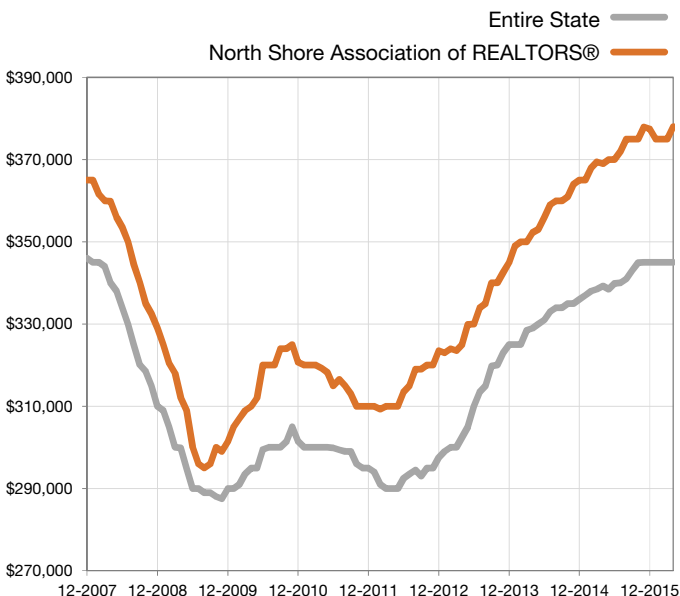
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	183	218	+ 19.1%	517	638	+ 23.4%
Closed Sales	114	142	+ 24.6%	353	452	+ 28.0%
Median Sales Price*	\$245,500	\$256,500	+ 4.5%	\$245,000	\$247,000	+ 0.8%
Inventory of Homes for Sale	457	348	- 23.9%	--	--	--
Months Supply of Inventory	3.4	2.2	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	103	86	- 16.3%	99	98	- 1.2%
Percent of Original List Price Received*	95.8%	97.4%	+ 1.6%	95.5%	96.0%	+ 0.6%
New Listings	281	249	- 11.4%	700	740	+ 5.7%

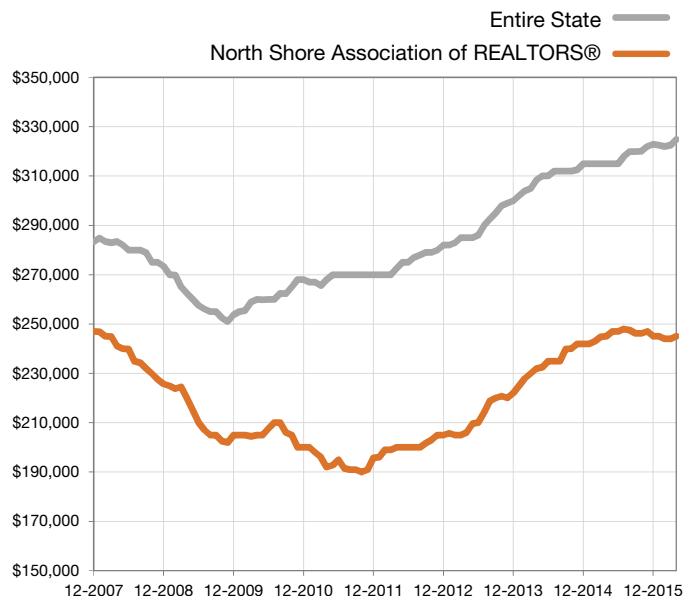
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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 – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 17.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 18.5%

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

- 20.9%

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

Single-Family Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	365	420	+ 15.1%	993	1,318	+ 32.7%
Closed Sales	227	291	+ 28.2%	724	982	+ 35.6%
Median Sales Price*	\$333,000	\$366,000	+ 9.9%	\$339,900	\$349,900	+ 2.9%
Inventory of Homes for Sale	913	715	- 21.7%	--	--	--
Months Supply of Inventory	3.3	2.2	- 33.6%	--	--	--
Cumulative Days on Market Until Sale	112	82	- 26.5%	103	95	- 8.0%
Percent of Original List Price Received*	96.3%	96.7%	+ 0.4%	95.1%	96.1%	+ 1.0%
New Listings	601	537	- 10.6%	1,407	1,606	+ 14.1%

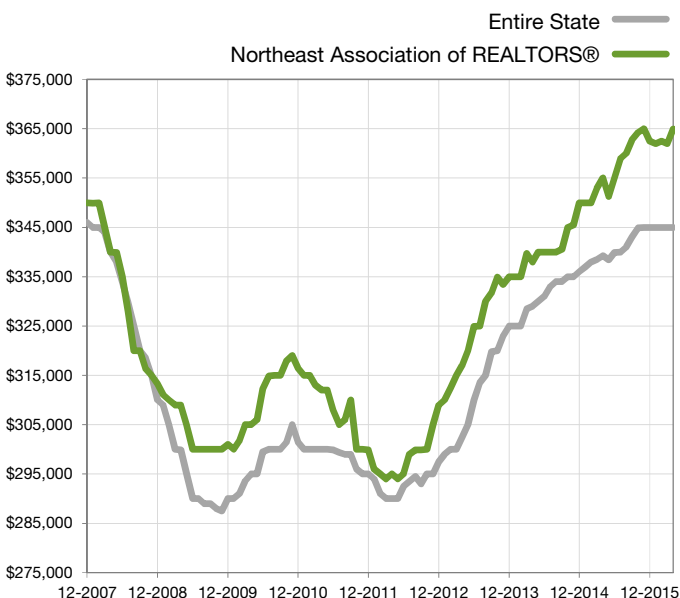
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	169	187	+ 10.7%	490	535	+ 9.2%
Closed Sales	108	102	- 5.6%	355	373	+ 5.1%
Median Sales Price*	\$212,750	\$219,900	+ 3.4%	\$210,000	\$215,250	+ 2.5%
Inventory of Homes for Sale	300	244	- 18.7%	--	--	--
Months Supply of Inventory	2.6	2.0	- 24.9%	--	--	--
Cumulative Days on Market Until Sale	80	76	- 4.1%	96	81	- 15.4%
Percent of Original List Price Received*	96.9%	98.0%	+ 1.1%	96.6%	96.7%	+ 0.2%
New Listings	234	192	- 17.9%	590	627	+ 6.3%

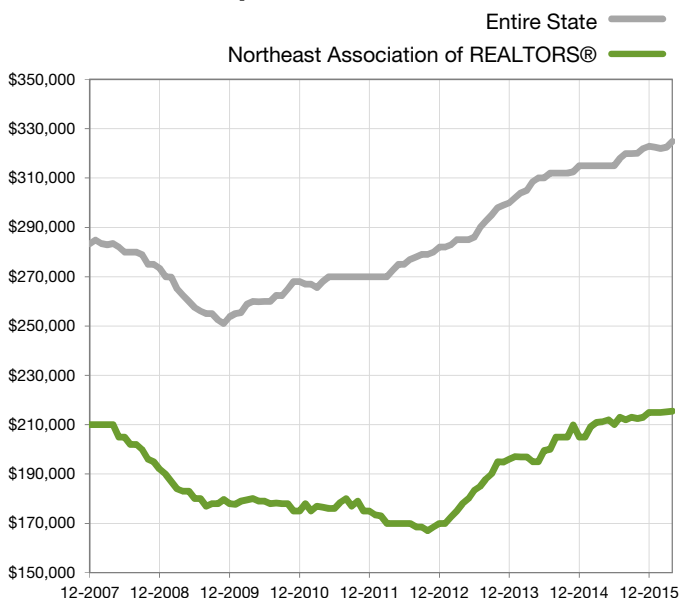
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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 – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Plymouth and South Shore Association of REALTORS®

+ 36.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.6%

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

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	627	657	+ 4.8%	1,583	1,994	+ 26.0%
Closed Sales	303	428	+ 41.3%	1,079	1,381	+ 28.0%
Median Sales Price*	\$360,000	\$390,000	+ 8.3%	\$344,000	\$360,000	+ 4.7%
Inventory of Homes for Sale	1,750	1,493	- 14.7%	--	--	--
Months Supply of Inventory	4.1	3.1	- 24.3%	--	--	--
Cumulative Days on Market Until Sale	136	99	- 26.9%	124	107	- 13.7%
Percent of Original List Price Received*	94.6%	96.8%	+ 2.3%	94.2%	95.3%	+ 1.2%
New Listings	1,027	918	- 10.6%	2,314	2,666	+ 15.2%

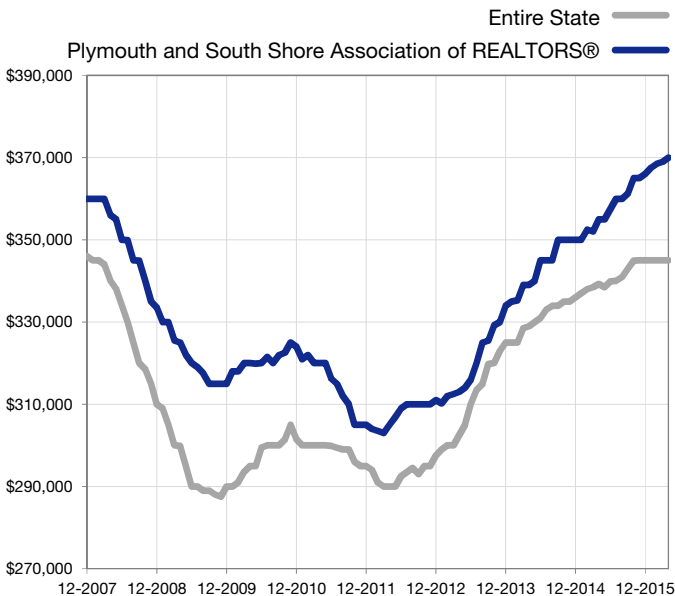
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	197	185	- 6.1%	551	571	+ 3.6%
Closed Sales	101	122	+ 20.8%	340	425	+ 25.0%
Median Sales Price*	\$241,000	\$282,250	+ 17.1%	\$243,750	\$256,000	+ 5.0%
Inventory of Homes for Sale	468	383	- 18.2%	--	--	--
Months Supply of Inventory	3.6	2.6	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	101	87	- 14.1%	108	92	- 15.0%
Percent of Original List Price Received*	94.5%	97.4%	+ 3.1%	95.9%	97.1%	+ 1.3%
New Listings	269	255	- 5.2%	723	748	+ 3.5%

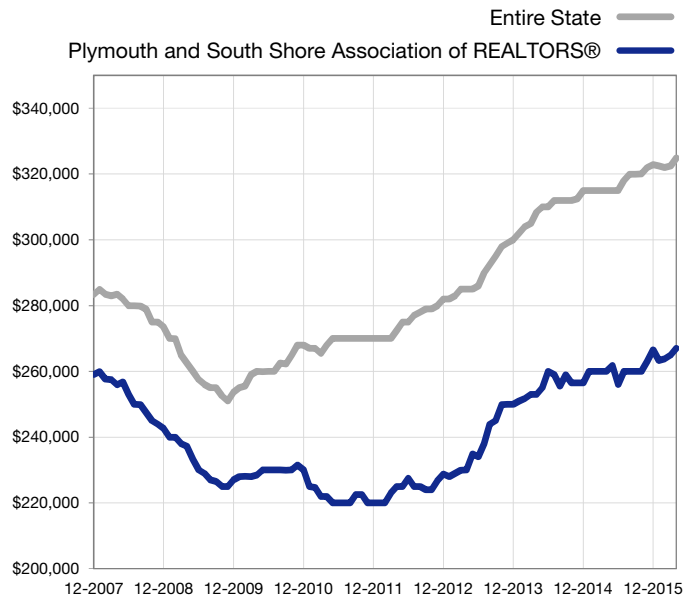
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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 – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 14.0%

Year-Over-Year
Change in
Closed Sales
All Properties

- 1.1%

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

- 18.0%

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

Single-Family Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	499	647	+ 29.7%	1,496	2,015	+ 34.7%
Closed Sales	341	392	+ 15.0%	1,129	1,432	+ 26.8%
Median Sales Price*	\$187,000	\$194,450	+ 4.0%	\$185,000	\$184,900	- 0.1%
Inventory of Homes for Sale	2,567	2,141	- 16.6%	--	--	--
Months Supply of Inventory	6.5	4.7	- 28.2%	--	--	--
Cumulative Days on Market Until Sale	143	126	- 11.8%	147	136	- 7.8%
Percent of Original List Price Received*	92.1%	93.7%	+ 1.7%	91.8%	92.5%	+ 0.8%
New Listings	1,013	904	- 10.8%	2,525	2,727	+ 8.0%

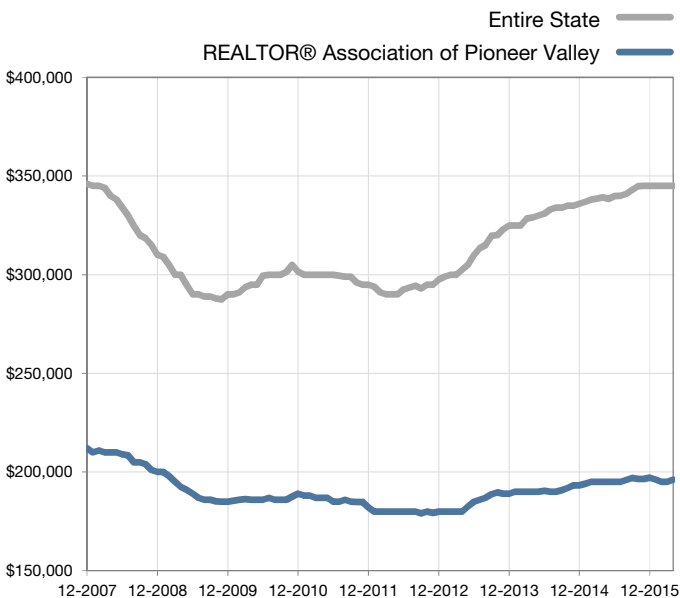
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	110	103	- 6.4%	269	302	+ 12.3%
Closed Sales	60	65	+ 8.3%	200	222	+ 11.0%
Median Sales Price*	\$134,450	\$131,000	- 2.6%	\$148,700	\$141,125	- 5.1%
Inventory of Homes for Sale	482	359	- 25.5%	--	--	--
Months Supply of Inventory	7.5	5.0	- 32.6%	--	--	--
Cumulative Days on Market Until Sale	166	131	- 20.8%	185	142	- 23.2%
Percent of Original List Price Received*	93.7%	92.8%	- 1.0%	93.2%	94.0%	+ 0.8%
New Listings	160	123	- 23.1%	434	383	- 11.8%

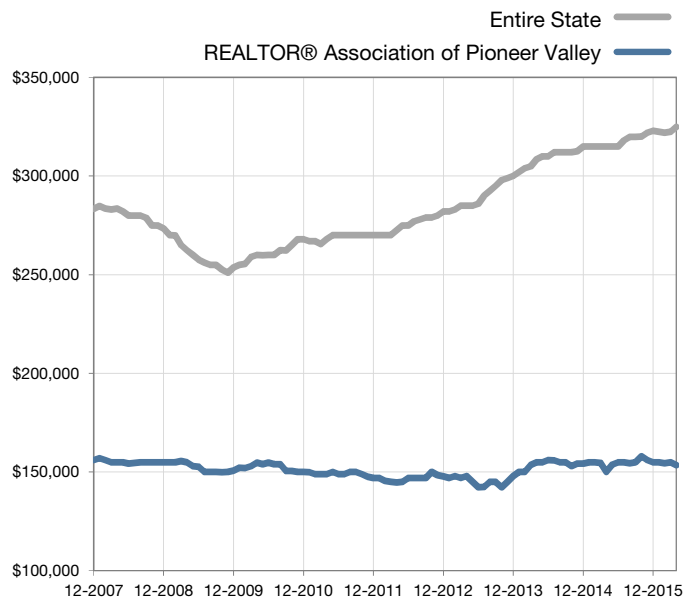
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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 – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTORS® Association of Southeastern Massachusetts

+ 20.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.4%

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

- 18.0%

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

Single-Family Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	421	581	+ 38.0%	1,201	1,755	+ 46.1%
Closed Sales	264	343	+ 29.9%	946	1,217	+ 28.6%
Median Sales Price*	\$260,000	\$263,950	+ 1.5%	\$257,000	\$262,250	+ 2.0%
Inventory of Homes for Sale	1,660	1,350	- 18.7%	--	--	--
Months Supply of Inventory	5.2	3.5	- 32.7%	--	--	--
Cumulative Days on Market Until Sale	132	102	- 23.0%	124	107	- 13.8%
Percent of Original List Price Received*	94.6%	96.6%	+ 2.2%	93.9%	95.3%	+ 1.5%
New Listings	722	690	- 4.4%	1,786	2,200	+ 23.2%

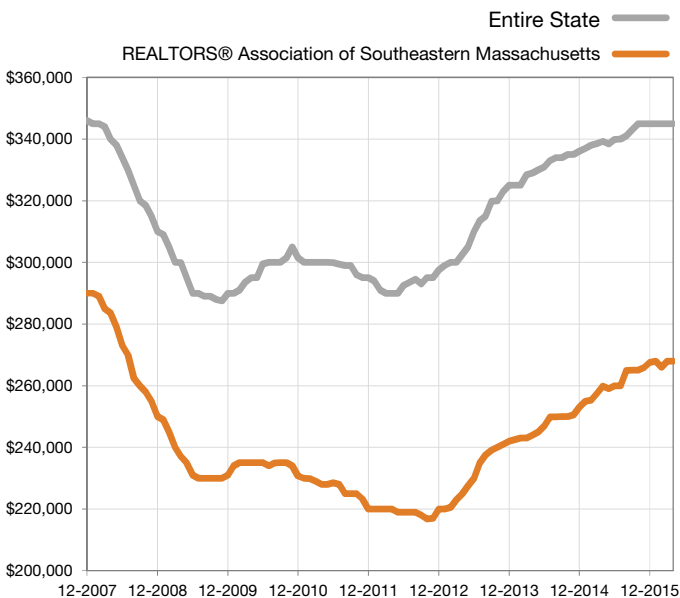
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	81	117	+ 44.4%	233	309	+ 32.6%
Closed Sales	64	51	- 20.3%	179	217	+ 21.2%
Median Sales Price*	\$192,200	\$189,900	- 1.2%	\$183,000	\$180,000	- 1.6%
Inventory of Homes for Sale	209	183	- 12.4%	--	--	--
Months Supply of Inventory	3.7	2.9	- 20.7%	--	--	--
Cumulative Days on Market Until Sale	86	99	+ 15.3%	107	103	- 3.2%
Percent of Original List Price Received*	96.1%	95.6%	- 0.6%	95.1%	95.5%	+ 0.5%
New Listings	120	107	- 10.8%	313	373	+ 19.2%

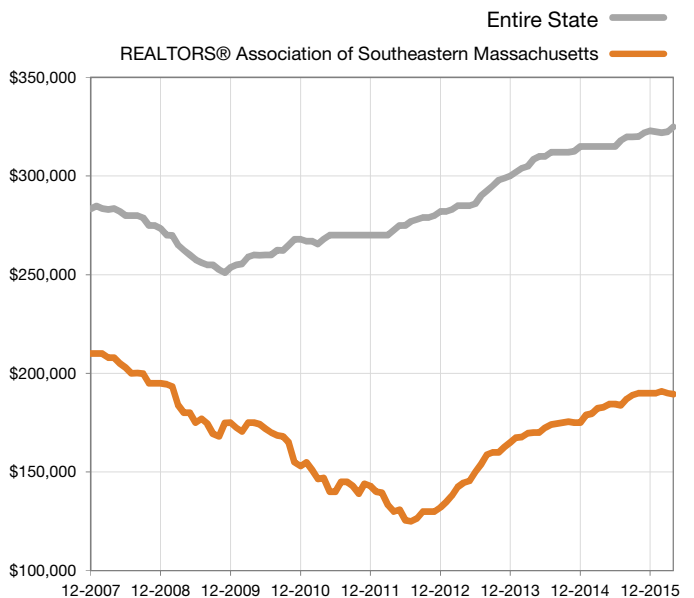
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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.