

Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 13.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.5%

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

- 33.3%

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

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	971	1,189	+ 22.5%	3,398	4,381	+ 28.9%
Closed Sales	651	743	+ 14.1%	2,367	2,985	+ 26.1%
Median Sales Price*	\$250,000	\$256,900	+ 2.8%	\$237,500	\$246,200	+ 3.7%
Inventory of Homes for Sale	3,879	2,549	-34.3%	--	--	--
Months Supply of Inventory	6.4	3.4	-46.9%	--	--	--
Cumulative Days on Market Until Sale	115	101	-12.2%	132	117	-11.4%
Percent of Original List Price Received*	95.6%	96.2%	+ 0.6%	93.7%	94.9%	+ 1.3%
New Listings	1,696	1,335	-21.3%	5,449	5,446	-0.1%

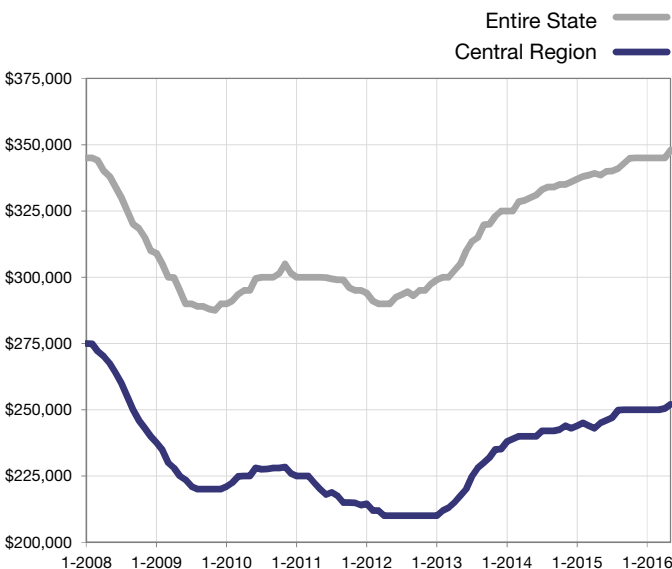
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	209	210	+ 0.5%	773	898	+ 16.2%
Closed Sales	158	172	+ 8.9%	542	630	+ 16.2%
Median Sales Price*	\$191,750	\$186,050	-3.0%	\$188,750	\$188,500	-0.1%
Inventory of Homes for Sale	658	497	-24.5%	--	--	--
Months Supply of Inventory	5.1	3.2	-37.3%	--	--	--
Cumulative Days on Market Until Sale	89	78	-12.4%	109	103	-5.5%
Percent of Original List Price Received*	95.3%	96.8%	+ 1.6%	95.4%	96.1%	+ 0.7%
New Listings	314	237	-24.5%	1,116	1,114	-0.2%

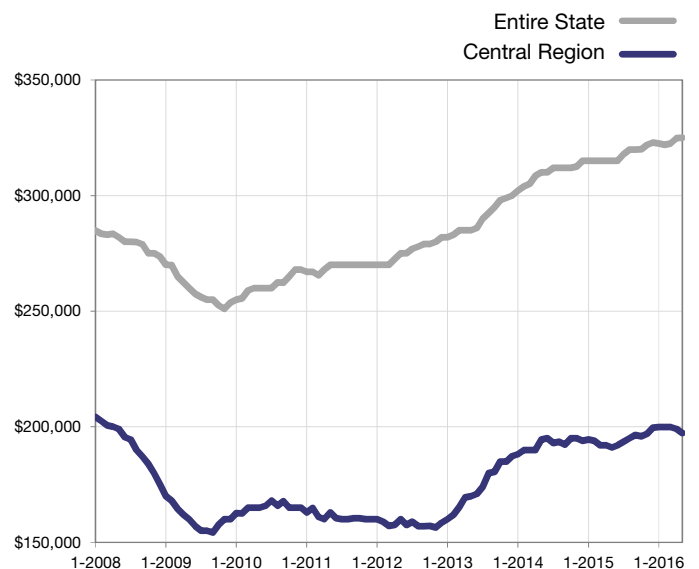
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

+ 13.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.3%

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

- 32.5%

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

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1,014	1,116	+ 10.1%	3,319	3,961	+ 19.3%
Closed Sales	632	725	+ 14.7%	2,287	2,807	+ 22.7%
Median Sales Price*	\$362,500	\$398,000	+ 9.8%	\$357,000	\$370,000	+ 3.6%
Inventory of Homes for Sale	2,563	1,804	-29.6%	--	--	--
Months Supply of Inventory	4.1	2.4	-41.5%	--	--	--
Cumulative Days on Market Until Sale	87	72	-17.2%	103	92	-10.7%
Percent of Original List Price Received*	97.0%	98.4%	+ 1.4%	95.4%	96.4%	+ 1.0%
New Listings	1,525	1,336	-12.4%	4,783	4,943	+ 3.3%

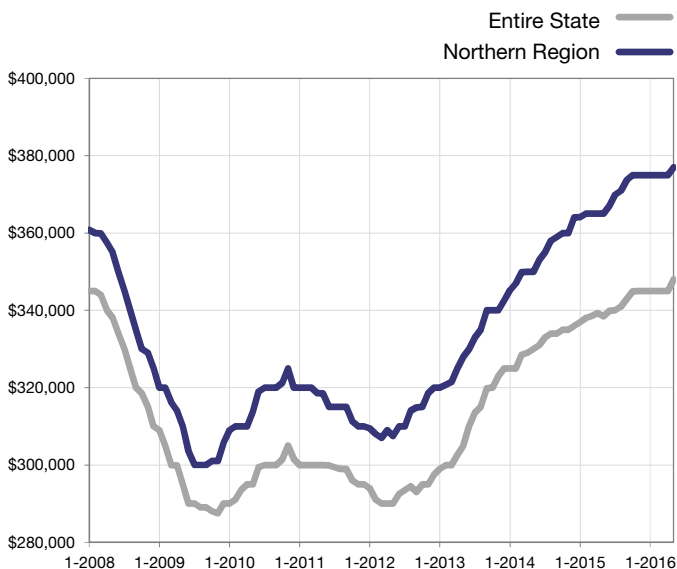
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	390	498	+ 27.7%	1,546	1,799	+ 16.4%
Closed Sales	313	348	+ 11.2%	1,109	1,271	+ 14.6%
Median Sales Price*	\$240,000	\$235,000	-2.1%	\$232,950	\$235,500	+ 1.1%
Inventory of Homes for Sale	1,005	655	-34.8%	--	--	--
Months Supply of Inventory	3.6	2.1	-41.7%	--	--	--
Cumulative Days on Market Until Sale	79	78	-1.3%	93	87	-6.5%
Percent of Original List Price Received*	97.6%	98.1%	+ 0.5%	96.4%	96.8%	+ 0.4%
New Listings	576	524	-9.0%	2,073	2,069	-0.2%

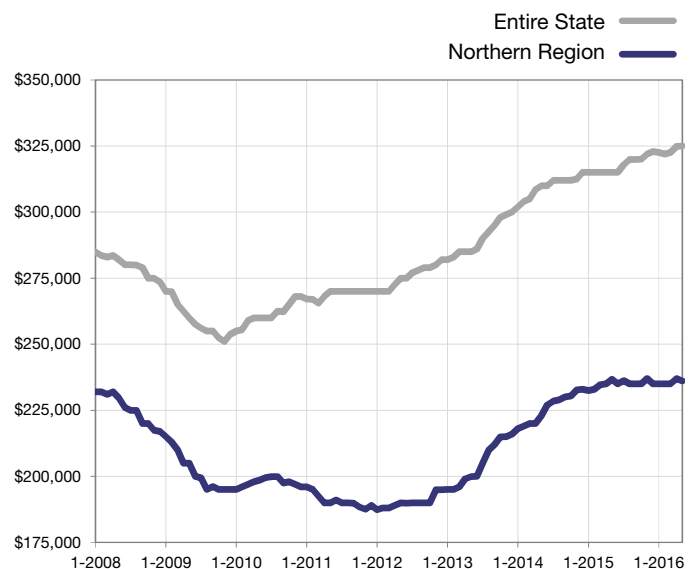
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

+ 33.5%

+ 10.0%

- 28.4%

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

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

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	579	747	+ 29.0%	2,030	2,863	+ 41.0%
Closed Sales	405	552	+ 36.3%	1,564	2,055	+ 31.4%
Median Sales Price*	\$252,500	\$277,750	+ 10.0%	\$253,500	\$265,000	+ 4.5%
Inventory of Homes for Sale	2,404	1,670	-30.5%	--	--	--
Months Supply of Inventory	6.2	3.4	-45.2%	--	--	--
Cumulative Days on Market Until Sale	114	95	-16.7%	125	105	-16.0%
Percent of Original List Price Received*	95.4%	96.6%	+ 1.3%	94.2%	95.5%	+ 1.4%
New Listings	968	851	-12.1%	3,216	3,488	+ 8.5%

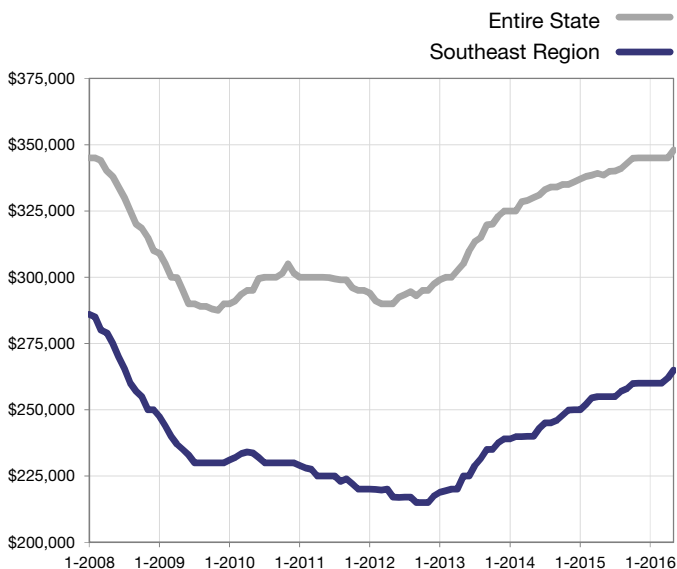
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	61	113	+ 85.2%	316	464	+ 46.8%
Closed Sales	70	86	+ 22.9%	272	336	+ 23.5%
Median Sales Price*	\$176,650	\$190,500	+ 7.8%	\$174,950	\$180,000	+ 2.9%
Inventory of Homes for Sale	313	219	-30.0%	--	--	--
Months Supply of Inventory	4.9	3.1	-36.7%	--	--	--
Cumulative Days on Market Until Sale	100	108	+ 8.0%	107	112	+ 4.7%
Percent of Original List Price Received*	97.5%	94.9%	-2.7%	94.8%	94.8%	0.0%
New Listings	131	114	-13.0%	488	540	+ 10.7%

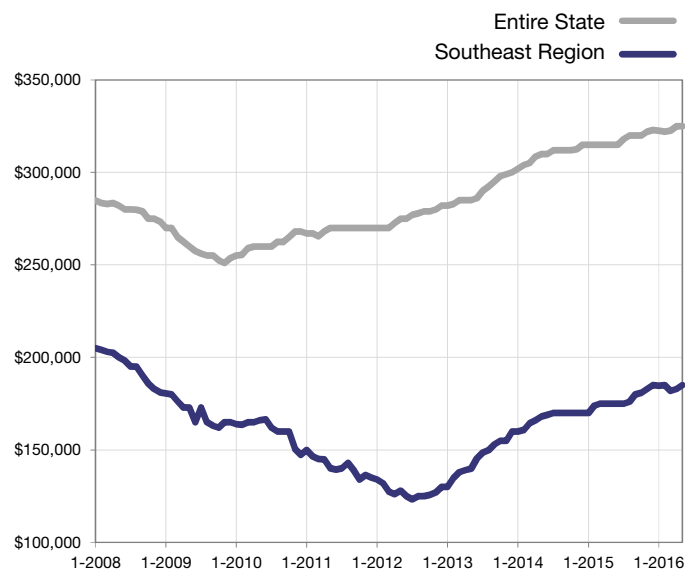
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Single-Family Properties



Condominium Properties



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West Region

+ 16.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.4%

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

- 24.5%

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

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	731	891	+ 21.9%	2,571	3,289	+ 27.9%
Closed Sales	543	646	+ 19.0%	1,943	2,419	+ 24.5%
Median Sales Price*	\$198,500	\$203,250	+ 2.4%	\$187,000	\$188,500	+ 0.8%
Inventory of Homes for Sale	4,426	3,290	-25.7%	--	--	--
Months Supply of Inventory	9.0	5.7	-36.7%	--	--	--
Cumulative Days on Market Until Sale	136	117	-14.0%	144	132	-8.3%
Percent of Original List Price Received*	93.0%	93.8%	+ 0.9%	91.7%	92.4%	+ 0.8%
New Listings	1,478	1,140	-22.9%	4,719	4,637	-1.7%

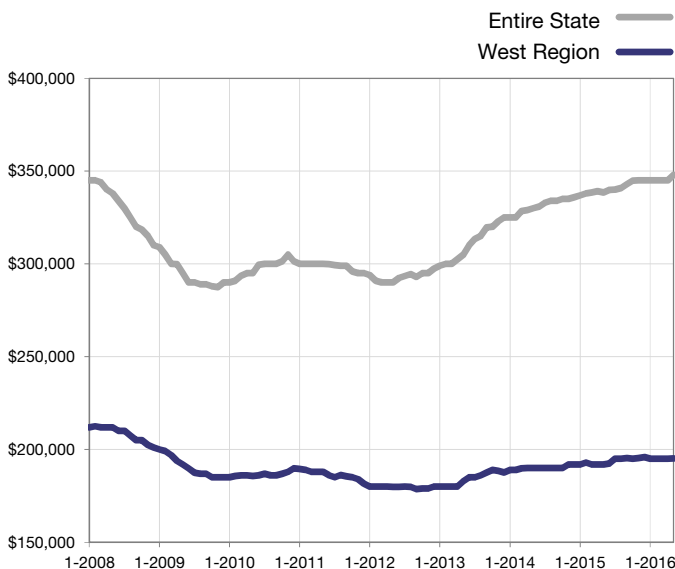
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	126	114	-9.5%	433	439	+ 1.4%
Closed Sales	80	75	-6.3%	302	317	+ 5.0%
Median Sales Price*	\$165,450	\$165,000	-0.3%	\$152,500	\$149,900	-1.7%
Inventory of Homes for Sale	649	494	-23.9%	--	--	--
Months Supply of Inventory	9.0	6.1	-32.2%	--	--	--
Cumulative Days on Market Until Sale	133	145	+ 9.0%	171	145	-15.2%
Percent of Original List Price Received*	94.0%	95.6%	+ 1.7%	93.1%	94.1%	+ 1.1%
New Listings	164	143	-12.8%	673	584	-13.2%

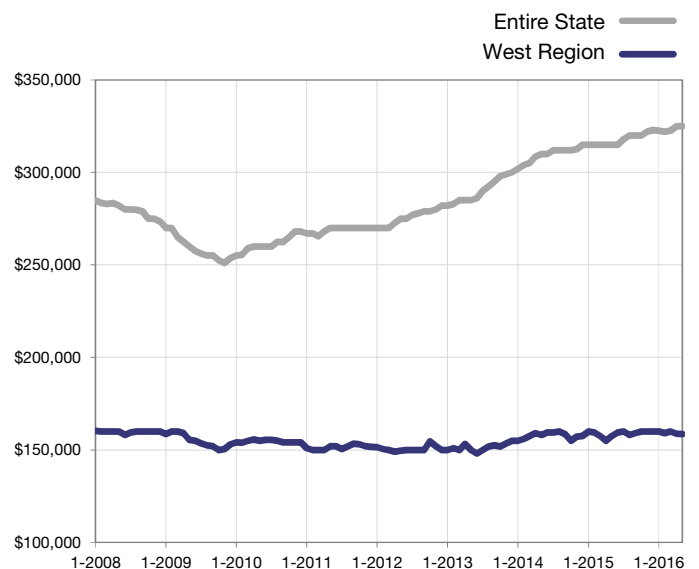
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