

# Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**- 2.8%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**- 6.8%**

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

**- 23.7%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	140	119	- 15.0%	613	673	+ 9.8%
Closed Sales	133	131	- 1.5%	503	587	+ 16.7%
Median Sales Price*	\$220,000	<b>\$209,000</b>	- 5.0%	\$180,849	<b>\$189,900</b>	+ 5.0%
Inventory of Homes for Sale	1,641	<b>1,227</b>	- 25.2%	--	--	--
Months Supply of Inventory	17.3	<b>11.1</b>	- 35.6%	--	--	--
Cumulative Days on Market Until Sale	146	<b>124</b>	- 14.8%	145	<b>137</b>	- 5.8%
Percent of Original List Price Received*	89.3%	<b>92.7%</b>	+ 3.8%	89.2%	<b>89.8%</b>	+ 0.8%
New Listings	364	<b>271</b>	- 25.5%	1,462	<b>1,301</b>	- 11.0%

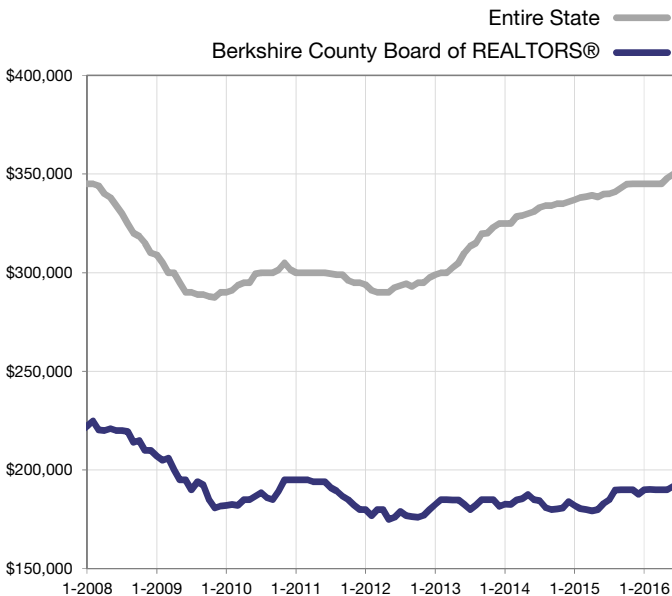
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	11	9	- 18.2%	68	44	- 35.3%
Closed Sales	11	9	- 18.2%	46	37	- 19.6%
Median Sales Price*	\$225,000	<b>\$158,000</b>	- 29.8%	\$165,450	<b>\$177,500</b>	+ 7.3%
Inventory of Homes for Sale	167	<b>152</b>	- 9.0%	--	--	--
Months Supply of Inventory	18.7	<b>15.6</b>	- 16.8%	--	--	--
Cumulative Days on Market Until Sale	147	<b>208</b>	+ 41.7%	156	<b>182</b>	+ 16.8%
Percent of Original List Price Received*	90.1%	<b>93.4%</b>	+ 3.7%	90.1%	<b>91.2%</b>	+ 1.2%
New Listings	21	<b>26</b>	+ 23.8%	129	<b>118</b>	- 8.5%

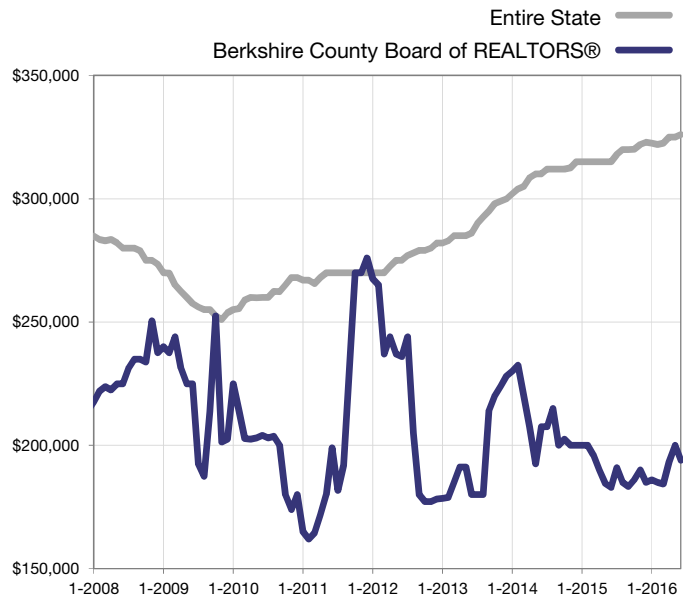
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**+ 4.0%**

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

**+ 5.6%**

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

**- 29.1%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	585	<b>834</b>	+ 42.6%	2,546	<b>3,424</b>	+ 34.5%
Closed Sales	599	<b>668</b>	+ 11.5%	2,256	<b>2,792</b>	+ 23.8%
Median Sales Price*	\$351,000	<b>\$369,500</b>	+ 5.3%	\$351,200	<b>\$356,800</b>	+ 1.6%
Inventory of Homes for Sale	4,874	<b>3,448</b>	- 29.3%	--	--	--
Months Supply of Inventory	12.1	<b>7.0</b>	- 41.9%	--	--	--
Cumulative Days on Market Until Sale	145	<b>147</b>	+ 1.1%	171	<b>166</b>	- 3.1%
Percent of Original List Price Received*	93.7%	<b>94.3%</b>	+ 0.6%	92.4%	<b>93.0%</b>	+ 0.7%
New Listings	1,044	<b>862</b>	- 17.4%	5,254	<b>4,921</b>	- 6.3%

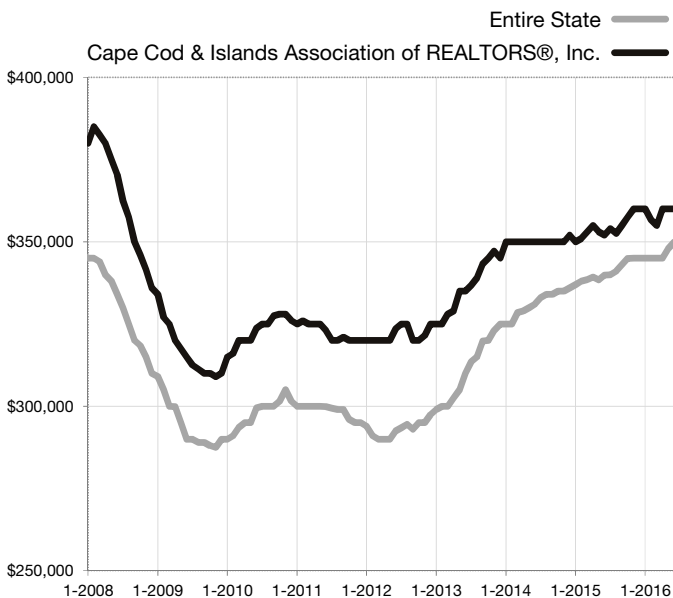
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	137	<b>186</b>	+ 35.8%	624	<b>728</b>	+ 16.7%
Closed Sales	171	<b>133</b>	- 22.2%	569	<b>596</b>	+ 4.7%
Median Sales Price*	\$238,000	<b>\$273,900</b>	+ 15.1%	\$240,000	<b>\$257,000</b>	+ 7.1%
Inventory of Homes for Sale	974	<b>700</b>	- 28.1%	--	--	--
Months Supply of Inventory	9.4	<b>6.5</b>	- 31.4%	--	--	--
Cumulative Days on Market Until Sale	131	<b>162</b>	+ 23.4%	154	<b>157</b>	+ 2.2%
Percent of Original List Price Received*	94.9%	<b>94.3%</b>	- 0.6%	93.9%	<b>94.2%</b>	+ 0.3%
New Listings	168	<b>171</b>	+ 1.8%	1,081	<b>1,003</b>	- 7.2%

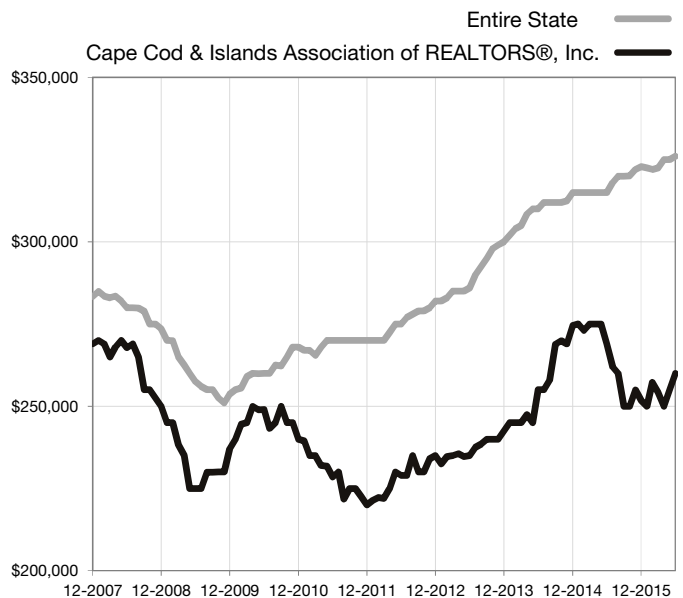
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Central Massachusetts Association of REALTORS®

**+ 13.3%**

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

**+ 2.2%**

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

**- 32.8%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	645	<b>817</b>	+ 26.7%	3,012	<b>3,788</b>	+ 25.8%
Closed Sales	690	<b>775</b>	+ 12.3%	2,309	<b>2,839</b>	+ 23.0%
Median Sales Price*	\$281,700	<b>\$292,750</b>	+ 3.9%	\$260,000	<b>\$267,000</b>	+ 2.7%
Inventory of Homes for Sale	2,660	<b>1,771</b>	- 33.4%	--	--	--
Months Supply of Inventory	6.1	<b>3.4</b>	- 44.6%	--	--	--
Cumulative Days on Market Until Sale	92	<b>87</b>	- 5.6%	118	<b>108</b>	- 8.8%
Percent of Original List Price Received*	96.8%	<b>97.2%</b>	+ 0.4%	94.8%	<b>95.5%</b>	+ 0.8%
New Listings	969	<b>991</b>	+ 2.3%	4,717	<b>4,780</b>	+ 1.3%

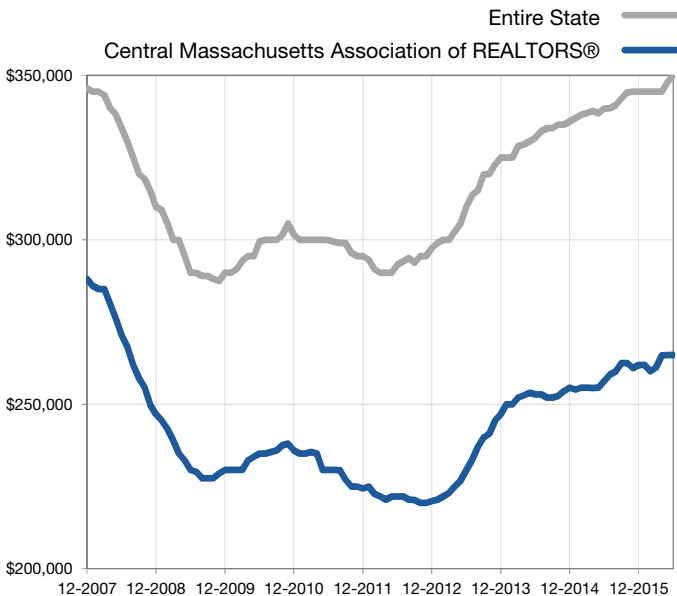
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	137	<b>186</b>	+ 35.8%	762	<b>914</b>	+ 19.9%
Closed Sales	177	<b>207</b>	+ 16.9%	609	<b>732</b>	+ 20.2%
Median Sales Price*	\$214,000	<b>\$215,000</b>	+ 0.5%	\$215,000	<b>\$207,000</b>	- 3.7%
Inventory of Homes for Sale	534	<b>376</b>	- 29.6%	--	--	--
Months Supply of Inventory	5.0	<b>3.0</b>	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	82	<b>74</b>	- 9.5%	99	<b>95</b>	- 3.7%
Percent of Original List Price Received*	96.4%	<b>97.9%</b>	+ 1.5%	95.9%	<b>96.7%</b>	+ 0.9%
New Listings	199	<b>208</b>	+ 4.5%	1,091	<b>1,118</b>	+ 2.5%

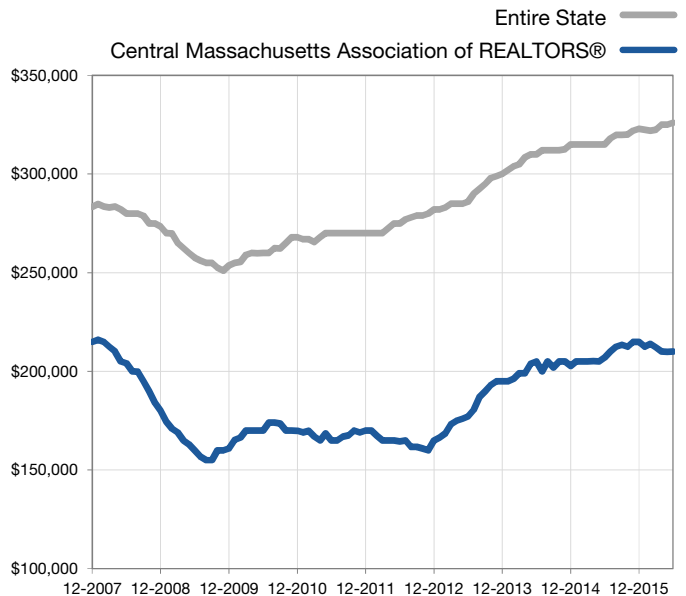
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update for June 2016

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



## Greater Boston Association of REALTORS®

Single-Family Homes	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
<b>Key Metrics</b>						
Closed Sales	1,870	<b>1,916</b>	+ 2.5%	5,622	<b>6,301</b>	+ 12.1%
Median Sales Price*	\$560,000	<b>\$585,000</b>	+ 4.5%	\$515,000	<b>\$535,000</b>	+ 3.9%
Inventory of Homes for Sale	3,698	<b>3,015</b>	- 18.5%	--	--	--
Months Supply of Inventory	3.4	<b>2.5</b>	- 26.5%	--	--	--
Days on Market Until Sale	52	<b>49</b>	- 5.8%	70	<b>65</b>	- 7.1%
Percent of Original List Price Received*	99.7%	<b>99.8%</b>	+ 0.1%	98.0%	<b>98.3%</b>	+ 0.3%
New Listings	2,271	<b>2,131</b>	- 6.2%	10,247	<b>10,536</b>	+ 2.8%
Pending Sales	1,788	<b>1,698</b>	- 5.0%	7,538	<b>8,143</b>	+ 8.0%

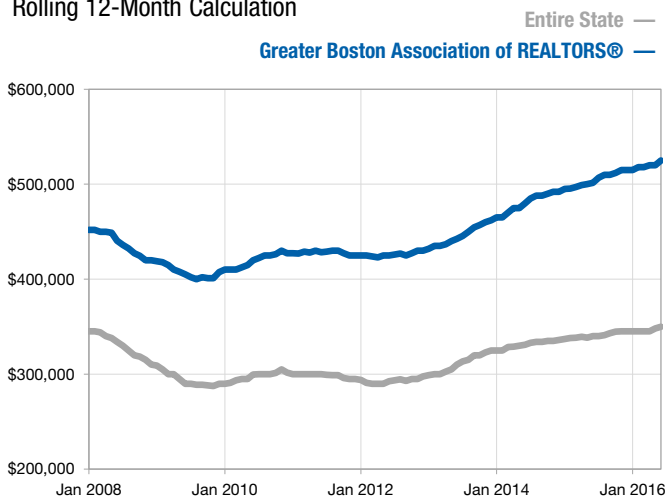
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condominiums	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
<b>Key Metrics</b>						
Closed Sales	1,389	<b>1,388</b>	- 0.1%	4,553	<b>5,160</b>	+ 13.3%
Median Sales Price*	\$460,000	<b>\$505,000</b>	+ 9.8%	\$450,000	<b>\$480,000</b>	+ 6.7%
Inventory of Homes for Sale	1,933	<b>1,457</b>	- 24.6%	--	--	--
Months Supply of Inventory	2.3	<b>1.6</b>	- 30.4%	--	--	--
Days on Market Until Sale	39	<b>41</b>	+ 5.1%	52	<b>50</b>	- 3.8%
Percent of Original List Price Received*	101.6%	<b>101.7%</b>	+ 0.1%	100.2%	<b>100.5%</b>	+ 0.3%
New Listings	1,567	<b>1,435</b>	- 8.4%	7,557	<b>7,628</b>	+ 0.9%
Pending Sales	1,386	<b>1,238</b>	- 10.7%	6,070	<b>6,477</b>	+ 6.7%

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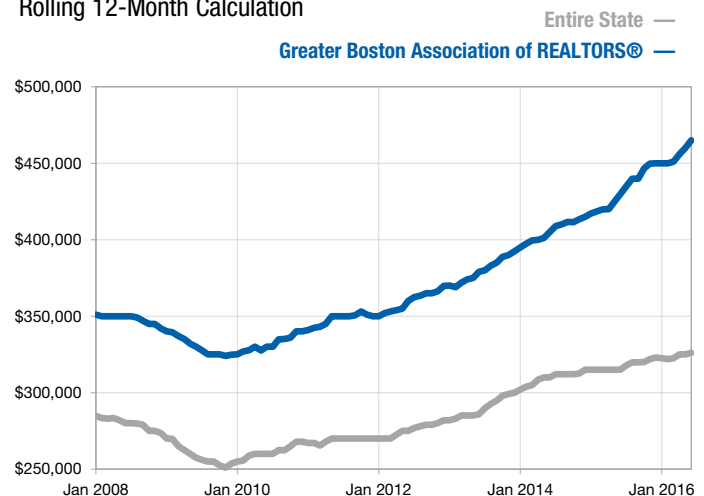
### Median Sales Price - Single-Family Homes

Rolling 12-Month Calculation



### Median Sales Price - Condominiums

Rolling 12-Month Calculation



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# Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**+ 7.5%**

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

**+ 2.8%**

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

**- 33.8%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	106	<b>124</b>	+ 17.0%	461	<b>621</b>	+ 34.7%
Closed Sales	103	<b>102</b>	- 1.0%	385	<b>489</b>	+ 27.0%
Median Sales Price*	\$249,950	<b>\$259,950</b>	+ 4.0%	\$238,000	<b>\$245,000</b>	+ 2.9%
Inventory of Homes for Sale	583	<b>388</b>	- 33.4%	--	--	--
Months Supply of Inventory	8.2	<b>4.4</b>	- 46.0%	--	--	--
Cumulative Days on Market Until Sale	91	<b>103</b>	+ 12.9%	129	<b>116</b>	- 10.1%
Percent of Original List Price Received*	95.0%	<b>96.4%</b>	+ 1.5%	93.7%	<b>94.7%</b>	+ 1.1%
New Listings	176	<b>165</b>	- 6.3%	815	<b>764</b>	- 6.3%

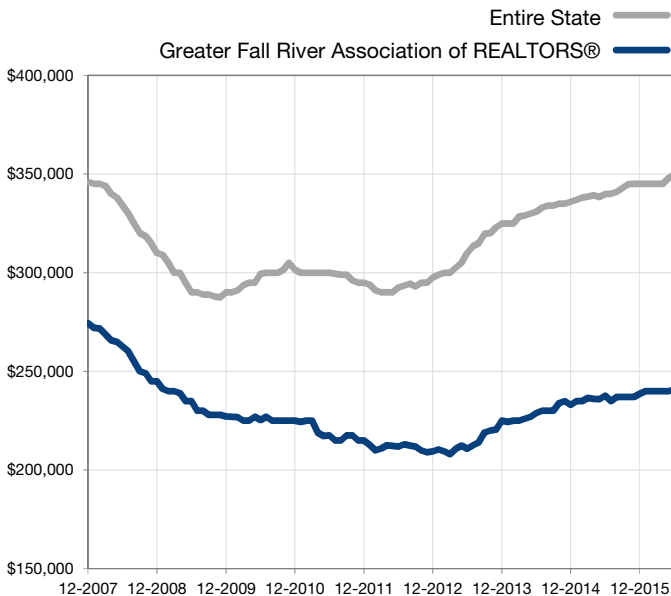
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	10	<b>10</b>	0.0%	40	<b>71</b>	+ 77.5%
Closed Sales	4	<b>13</b>	+ 225.0%	33	<b>53</b>	+ 60.6%
Median Sales Price*	\$121,000	<b>\$175,000</b>	+ 44.6%	\$91,000	<b>\$120,500</b>	+ 32.4%
Inventory of Homes for Sale	68	<b>43</b>	- 36.8%	--	--	--
Months Supply of Inventory	8.9	<b>5.2</b>	- 41.2%	--	--	--
Cumulative Days on Market Until Sale	122	<b>107</b>	- 11.9%	146	<b>160</b>	+ 9.3%
Percent of Original List Price Received*	98.2%	<b>93.2%</b>	- 5.1%	86.9%	<b>90.3%</b>	+ 3.9%
New Listings	25	<b>11</b>	- 56.0%	92	<b>82</b>	- 10.9%

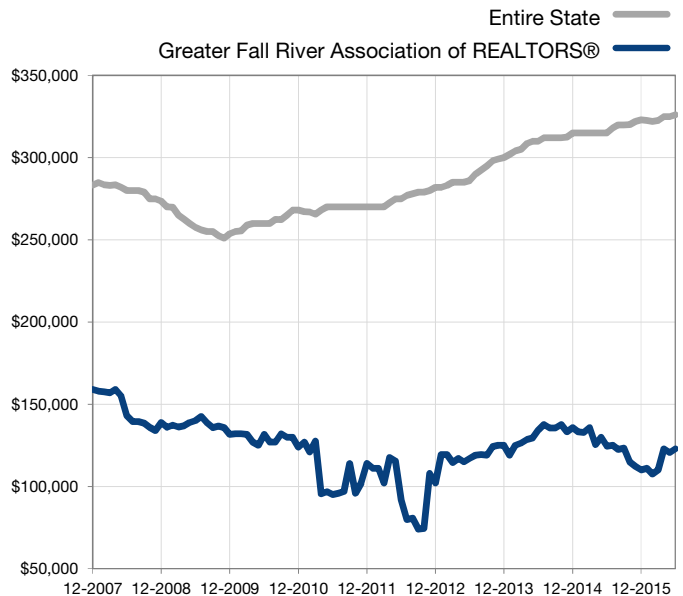
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Newburyport Association of REALTORS®

**- 2.7%**

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

**+ 15.3%**

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

**- 24.2%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	79	<b>102</b>	+ 29.1%	355	<b>423</b>	+ 19.2%
Closed Sales	94	<b>94</b>	0.0%	265	<b>317</b>	+ 19.6%
Median Sales Price*	\$394,375	<b>\$449,950</b>	+ 14.1%	\$399,999	<b>\$427,000</b>	+ 6.8%
Inventory of Homes for Sale	346	<b>255</b>	- 26.3%	--	--	--
Months Supply of Inventory	6.8	<b>4.1</b>	- 40.3%	--	--	--
Cumulative Days on Market Until Sale	104	<b>78</b>	- 24.8%	115	<b>101</b>	- 12.4%
Percent of Original List Price Received*	96.2%	<b>96.7%</b>	+ 0.5%	95.0%	<b>94.8%</b>	- 0.2%
New Listings	144	<b>112</b>	- 22.2%	622	<b>623</b>	+ 0.2%

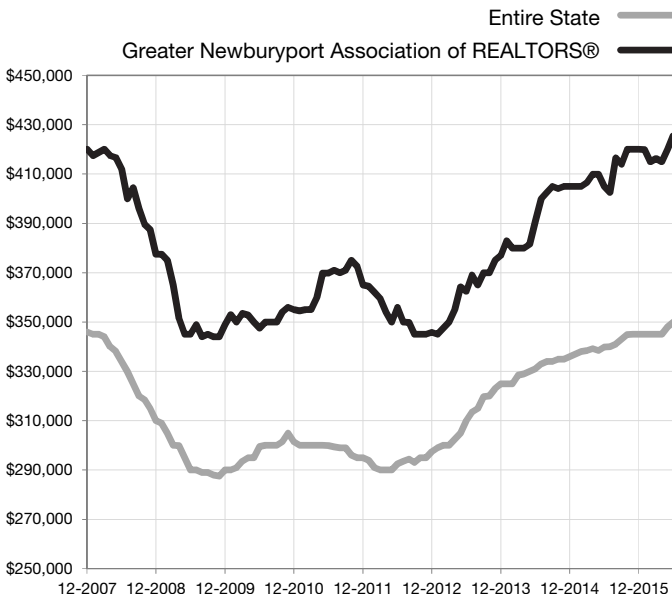
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	53	<b>33</b>	- 37.7%	257	<b>208</b>	- 19.1%
Closed Sales	52	<b>48</b>	- 7.7%	192	<b>186</b>	- 3.1%
Median Sales Price*	\$291,500	<b>\$334,950</b>	+ 14.9%	\$304,900	<b>\$319,450</b>	+ 4.8%
Inventory of Homes for Sale	133	<b>108</b>	- 18.8%	--	--	--
Months Supply of Inventory	3.9	<b>3.1</b>	- 19.6%	--	--	--
Cumulative Days on Market Until Sale	86	<b>66</b>	- 23.8%	101	<b>91</b>	- 9.5%
Percent of Original List Price Received*	98.2%	<b>99.3%</b>	+ 1.1%	96.7%	<b>96.7%</b>	+ 0.1%
New Listings	47	<b>50</b>	+ 6.4%	332	<b>279</b>	- 16.0%

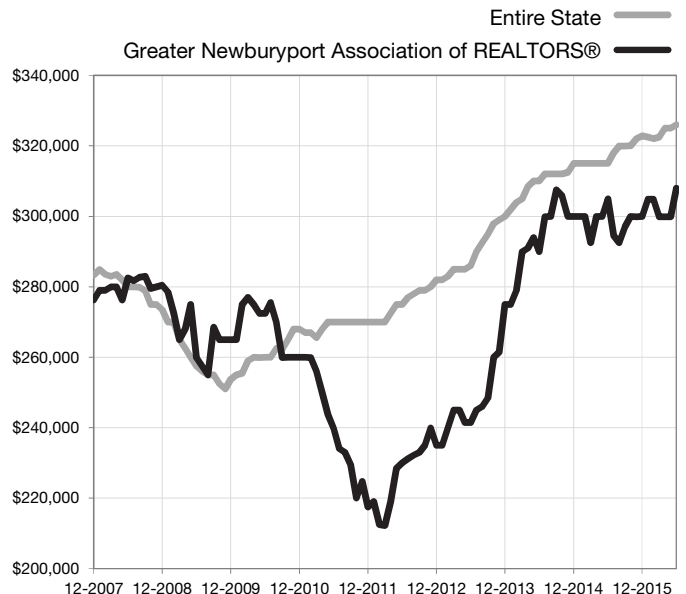
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### Single-Family Properties



### Condominium Properties



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North Central Massachusetts  
Association of REALTORS®, Inc.

## North Central Massachusetts Association of REALTORS®

**+ 0.6%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**- 7.9%**

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

**- 33.0%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	301	<b>324</b>	+ 7.6%	1,332	<b>1,571</b>	+ 17.9%
Closed Sales	296	<b>295</b>	- 0.3%	1,044	<b>1,227</b>	+ 17.5%
Median Sales Price*	\$252,500	<b>\$240,000</b>	- 5.0%	\$222,250	<b>\$230,000</b>	+ 3.5%
Inventory of Homes for Sale	1,303	<b>869</b>	- 33.3%	--	--	--
Months Supply of Inventory	6.9	<b>3.8</b>	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	99	<b>82</b>	- 16.7%	126	<b>110</b>	- 13.0%
Percent of Original List Price Received*	96.3%	<b>98.0%</b>	+ 1.7%	94.0%	<b>95.5%</b>	+ 1.6%
New Listings	435	<b>406</b>	- 6.7%	2,136	<b>2,051</b>	- 4.0%

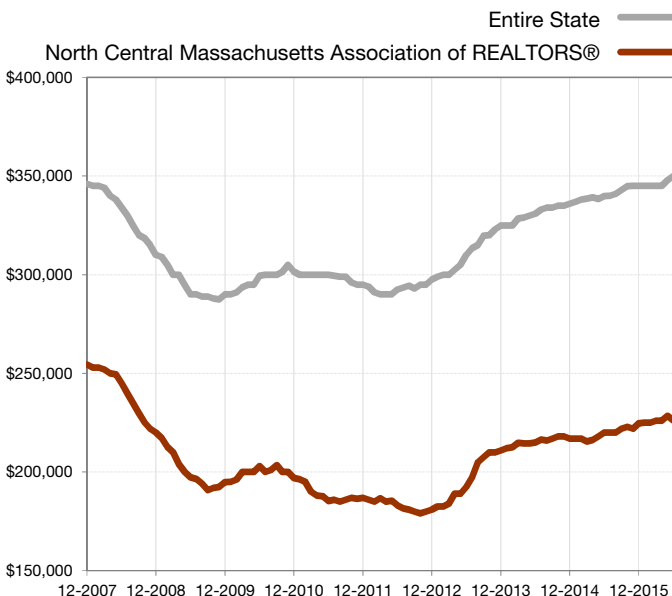
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	31	<b>55</b>	+ 77.4%	179	<b>209</b>	+ 16.8%
Closed Sales	47	<b>50</b>	+ 6.4%	157	<b>163</b>	+ 3.8%
Median Sales Price*	\$180,800	<b>\$160,000</b>	- 11.5%	\$149,100	<b>\$158,500</b>	+ 6.3%
Inventory of Homes for Sale	166	<b>115</b>	- 30.7%	--	--	--
Months Supply of Inventory	6.3	<b>3.8</b>	- 39.6%	--	--	--
Cumulative Days on Market Until Sale	141	<b>104</b>	- 26.2%	127	<b>99</b>	- 22.2%
Percent of Original List Price Received*	97.7%	<b>94.8%</b>	- 3.0%	95.2%	<b>95.5%</b>	+ 0.3%
New Listings	43	<b>57</b>	+ 32.6%	267	<b>268</b>	+ 0.4%

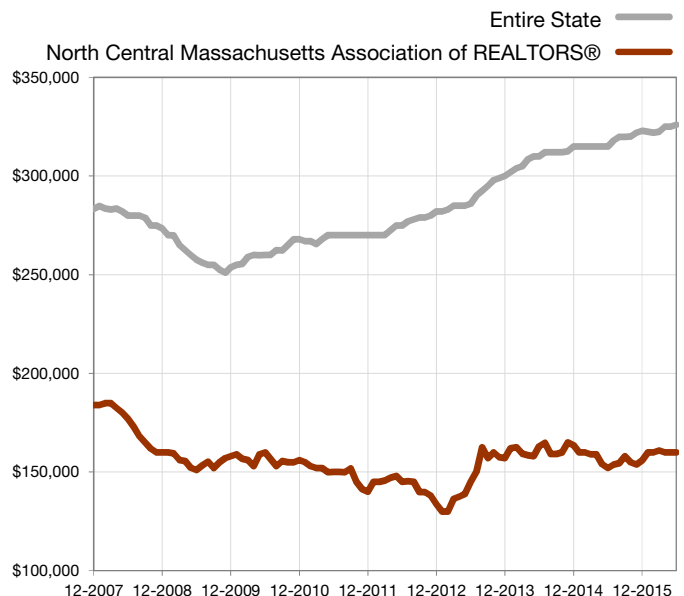
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### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 5.3%**

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

**+ 4.3%**

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

**- 31.5%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	509	<b>471</b>	- 7.5%	2,114	<b>2,228</b>	+ 5.4%
Closed Sales	457	<b>454</b>	- 0.7%	1,587	<b>1,754</b>	+ 10.5%
Median Sales Price*	\$380,000	<b>\$415,000</b>	+ 9.2%	\$370,000	<b>\$388,300</b>	+ 4.9%
Inventory of Homes for Sale	1,251	<b>907</b>	- 27.5%	--	--	--
Months Supply of Inventory	4.1	<b>2.6</b>	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	77	<b>74</b>	- 3.9%	97	<b>88</b>	- 9.2%
Percent of Original List Price Received*	97.0%	<b>98.7%</b>	+ 1.7%	95.8%	<b>97.0%</b>	+ 1.2%
New Listings	686	<b>594</b>	- 13.4%	2,897	<b>2,825</b>	- 2.5%

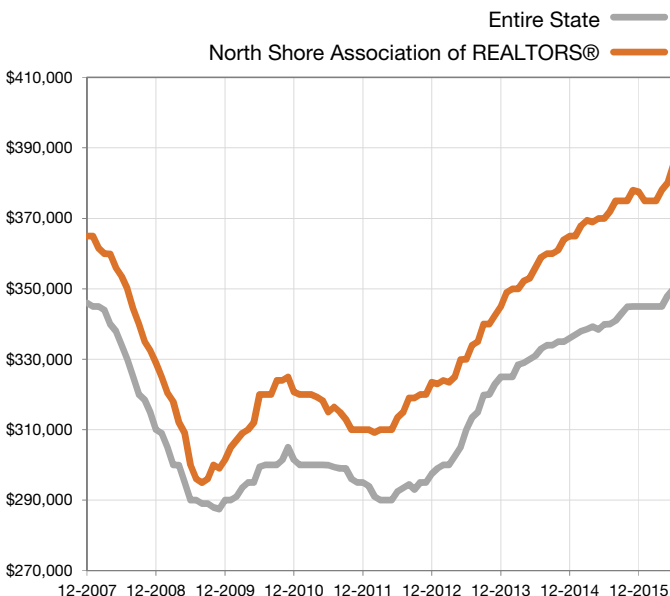
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	228	<b>208</b>	- 8.8%	930	<b>1,071</b>	+ 15.2%
Closed Sales	198	<b>236</b>	+ 19.2%	693	<b>857</b>	+ 23.7%
Median Sales Price*	\$249,450	<b>\$256,500</b>	+ 2.8%	\$246,500	<b>\$250,000</b>	+ 1.4%
Inventory of Homes for Sale	547	<b>324</b>	- 40.8%	--	--	--
Months Supply of Inventory	4.2	<b>2.0</b>	- 51.9%	--	--	--
Cumulative Days on Market Until Sale	77	<b>68</b>	- 11.6%	88	<b>87</b>	- 2.0%
Percent of Original List Price Received*	96.8%	<b>98.0%</b>	+ 1.3%	96.2%	<b>97.1%</b>	+ 0.9%
New Listings	288	<b>227</b>	- 21.2%	1,286	<b>1,218</b>	- 5.3%

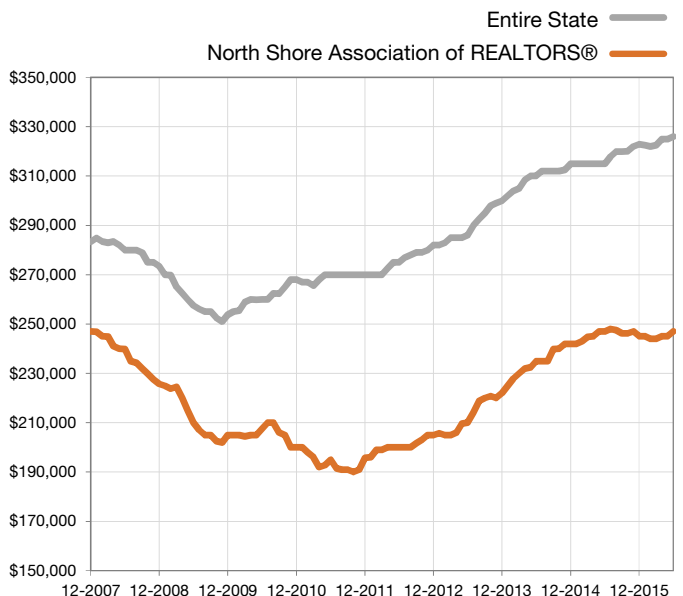
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### 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 – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 2.7%**

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

**+ 6.2%**

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

**- 32.9%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	466	<b>467</b>	+ 0.2%	1,903	<b>2,256</b>	+ 18.5%
Closed Sales	444	<b>472</b>	+ 6.3%	1,430	<b>1,770</b>	+ 23.8%
Median Sales Price*	\$381,000	<b>\$399,900</b>	+ 5.0%	\$355,000	<b>\$369,000</b>	+ 3.9%
Inventory of Homes for Sale	1,143	<b>754</b>	- 34.0%	--	--	--
Months Supply of Inventory	4.1	<b>2.3</b>	- 44.9%	--	--	--
Cumulative Days on Market Until Sale	66	<b>64</b>	- 1.6%	88	<b>81</b>	- 7.6%
Percent of Original List Price Received*	98.2%	<b>98.6%</b>	+ 0.4%	96.4%	<b>97.2%</b>	+ 0.8%
New Listings	605	<b>555</b>	- 8.3%	2,698	<b>2,750</b>	+ 1.9%

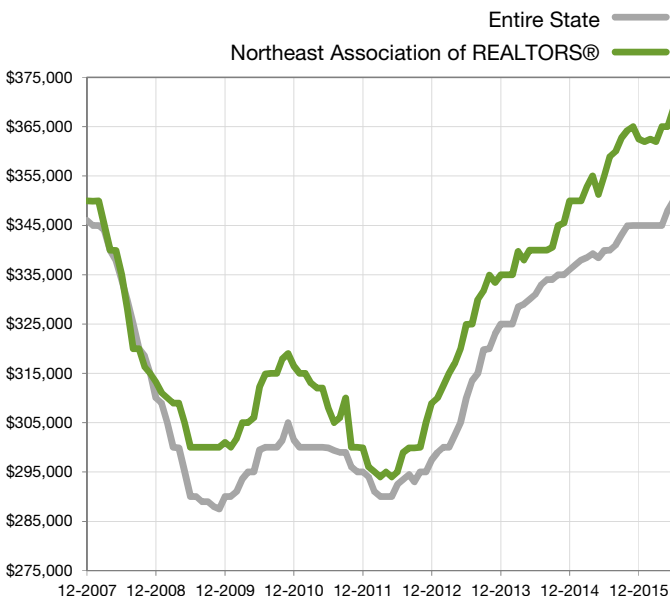
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	162	<b>213</b>	+ 31.5%	801	<b>920</b>	+ 14.9%
Closed Sales	194	<b>183</b>	- 5.7%	668	<b>701</b>	+ 4.9%
Median Sales Price*	\$209,200	<b>\$223,000</b>	+ 6.6%	\$210,000	<b>\$218,800</b>	+ 4.2%
Inventory of Homes for Sale	327	<b>233</b>	- 28.7%	--	--	--
Months Supply of Inventory	2.8	<b>1.9</b>	- 33.2%	--	--	--
Cumulative Days on Market Until Sale	63	<b>56</b>	- 11.0%	82	<b>71</b>	- 13.4%
Percent of Original List Price Received*	97.9%	<b>98.4%</b>	+ 0.5%	97.3%	<b>97.4%</b>	+ 0.1%
New Listings	191	<b>207</b>	+ 8.4%	982	<b>1,056</b>	+ 7.5%

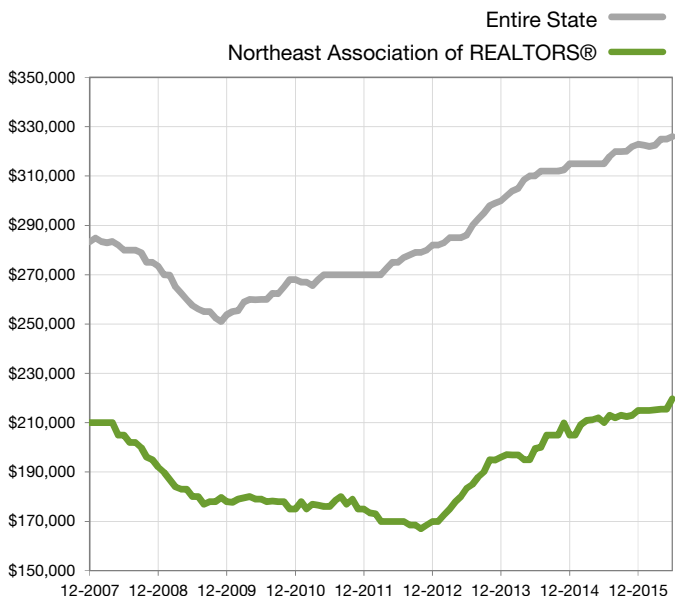
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Plymouth and South Shore Association of REALTORS®

**+ 1.5%**

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

**+ 7.9%**

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

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	666	<b>736</b>	+ 10.5%	2,877	<b>3,390</b>	+ 17.8%
Closed Sales	652	<b>664</b>	+ 1.8%	2,181	<b>2,553</b>	+ 17.1%
Median Sales Price*	\$385,000	<b>\$400,000</b>	+ 3.9%	\$360,000	<b>\$376,500</b>	+ 4.6%
Inventory of Homes for Sale	2,144	<b>1,596</b>	- 25.6%	--	--	--
Months Supply of Inventory	5.0	<b>3.2</b>	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	76	<b>77</b>	+ 0.3%	105	<b>96</b>	- 8.4%
Percent of Original List Price Received*	97.6%	<b>97.3%</b>	- 0.4%	95.7%	<b>96.2%</b>	+ 0.5%
New Listings	949	<b>944</b>	- 0.5%	4,324	<b>4,516</b>	+ 4.4%

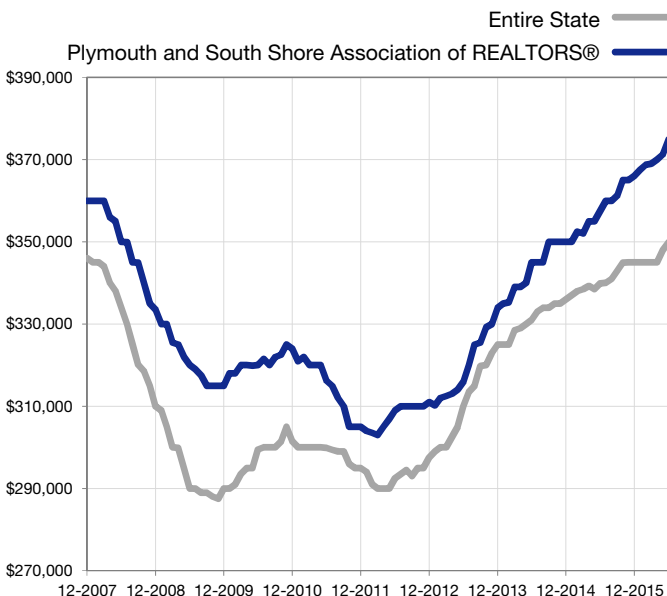
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	196	<b>226</b>	+ 15.3%	942	<b>971</b>	+ 3.1%
Closed Sales	201	<b>202</b>	+ 0.5%	713	<b>767</b>	+ 7.6%
Median Sales Price*	\$254,500	<b>\$278,400</b>	+ 9.4%	\$255,000	<b>\$265,000</b>	+ 3.9%
Inventory of Homes for Sale	504	<b>370</b>	- 26.6%	--	--	--
Months Supply of Inventory	3.7	<b>2.6</b>	- 31.9%	--	--	--
Cumulative Days on Market Until Sale	83	<b>82</b>	- 1.4%	97	<b>89</b>	- 8.2%
Percent of Original List Price Received*	97.3%	<b>98.0%</b>	+ 0.7%	96.8%	<b>97.7%</b>	+ 0.9%
New Listings	252	<b>215</b>	- 14.7%	1,213	<b>1,194</b>	- 1.6%

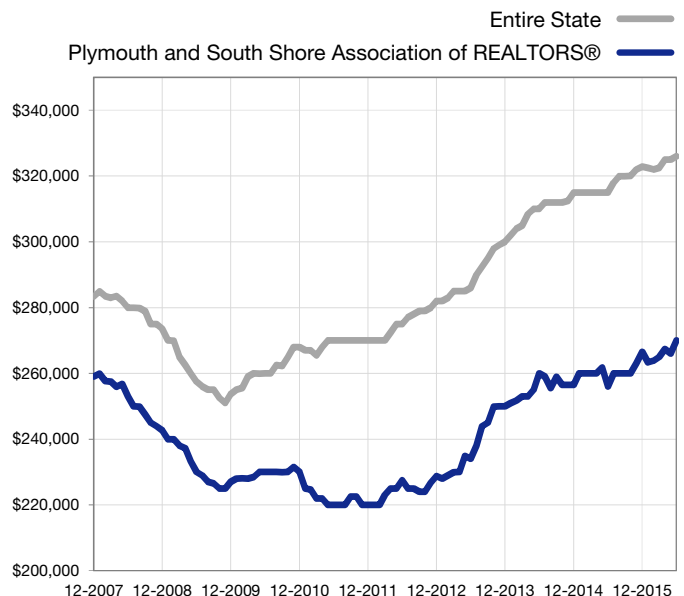
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 11.0%**

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

**+ 0.8%**

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

**- 27.5%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	603	<b>703</b>	+ 16.6%	2,698	<b>3,352</b>	+ 24.2%
Closed Sales	566	<b>657</b>	+ 16.1%	2,139	<b>2,627</b>	+ 22.8%
Median Sales Price*	\$205,000	<b>\$209,000</b>	+ 2.0%	\$193,125	<b>\$194,000</b>	+ 0.5%
Inventory of Homes for Sale	3,090	<b>2,210</b>	- 28.5%	--	--	--
Months Supply of Inventory	7.6	<b>4.7</b>	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	108	<b>94</b>	- 12.8%	134	<b>121</b>	- 10.0%
Percent of Original List Price Received*	95.1%	<b>95.6%</b>	+ 0.5%	93.1%	<b>93.8%</b>	+ 0.8%
New Listings	996	<b>895</b>	- 10.1%	4,621	<b>4,510</b>	- 2.4%

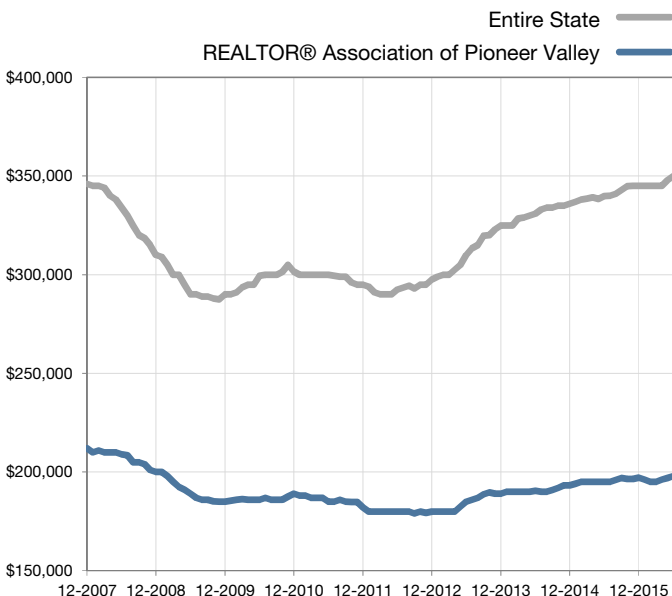
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	91	<b>74</b>	- 18.7%	467	<b>467</b>	0.0%
Closed Sales	116	<b>100</b>	- 13.8%	383	<b>393</b>	+ 2.6%
Median Sales Price*	\$176,250	<b>\$149,950</b>	- 14.9%	\$159,975	<b>\$148,000</b>	- 7.5%
Inventory of Homes for Sale	480	<b>378</b>	- 21.3%	--	--	--
Months Supply of Inventory	7.3	<b>5.4</b>	- 26.5%	--	--	--
Cumulative Days on Market Until Sale	100	<b>115</b>	+ 15.8%	150	<b>135</b>	- 10.5%
Percent of Original List Price Received*	95.4%	<b>97.2%</b>	+ 1.9%	94.1%	<b>95.2%</b>	+ 1.2%
New Listings	124	<b>120</b>	- 3.2%	687	<b>612</b>	- 10.9%

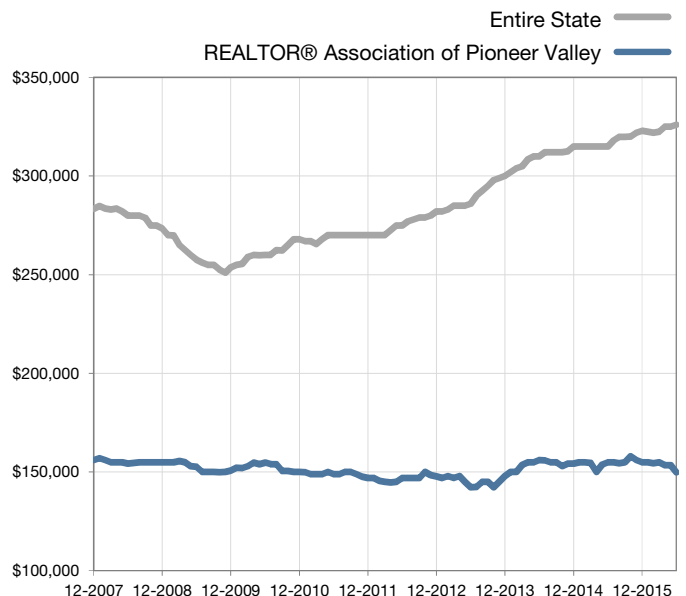
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTORS® Association of Southeastern Massachusetts

**+ 15.6%**

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

**+ 3.0%**

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

**- 31.0%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	528	<b>586</b>	+ 11.0%	2,203	<b>2,839</b>	+ 28.9%
Closed Sales	480	<b>532</b>	+ 10.8%	1,762	<b>2,204</b>	+ 25.1%
Median Sales Price*	\$275,000	<b>\$287,000</b>	+ 4.4%	\$260,000	<b>\$274,950</b>	+ 5.8%
Inventory of Homes for Sale	1,947	<b>1,363</b>	- 30.0%	--	--	--
Months Supply of Inventory	6.0	<b>3.4</b>	- 43.0%	--	--	--
Cumulative Days on Market Until Sale	88	<b>83</b>	- 5.8%	112	<b>97</b>	- 13.2%
Percent of Original List Price Received*	96.7%	<b>97.4%</b>	+ 0.7%	95.0%	<b>96.1%</b>	+ 1.2%
New Listings	760	<b>694</b>	- 8.7%	3,337	<b>3,576</b>	+ 7.2%

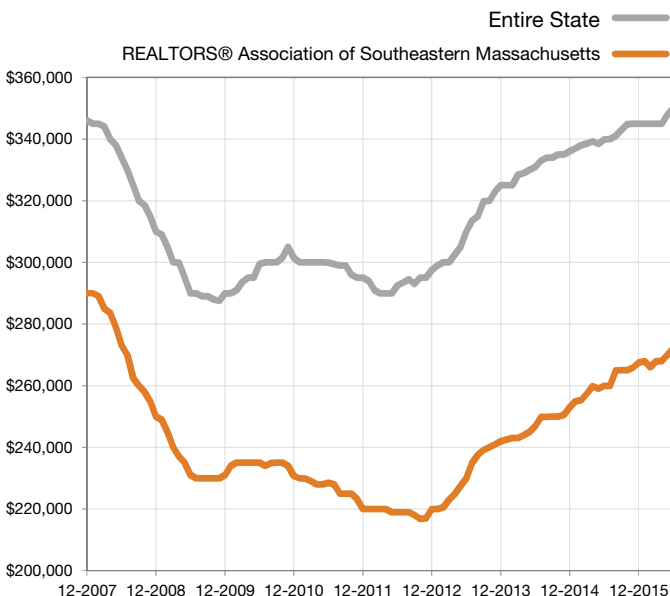
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	76	<b>95</b>	+ 25.0%	362	<b>480</b>	+ 32.6%
Closed Sales	70	<b>104</b>	+ 48.6%	313	<b>403</b>	+ 28.8%
Median Sales Price*	\$191,500	<b>\$198,950</b>	+ 3.9%	\$189,000	<b>\$187,000</b>	- 1.1%
Inventory of Homes for Sale	261	<b>160</b>	- 38.7%	--	--	--
Months Supply of Inventory	4.6	<b>2.4</b>	- 48.2%	--	--	--
Cumulative Days on Market Until Sale	94	<b>90</b>	- 4.0%	100	<b>100</b>	- 0.7%
Percent of Original List Price Received*	96.2%	<b>96.3%</b>	+ 0.1%	96.0%	<b>95.8%</b>	- 0.2%
New Listings	106	<b>90</b>	- 15.1%	527	<b>560</b>	+ 6.3%

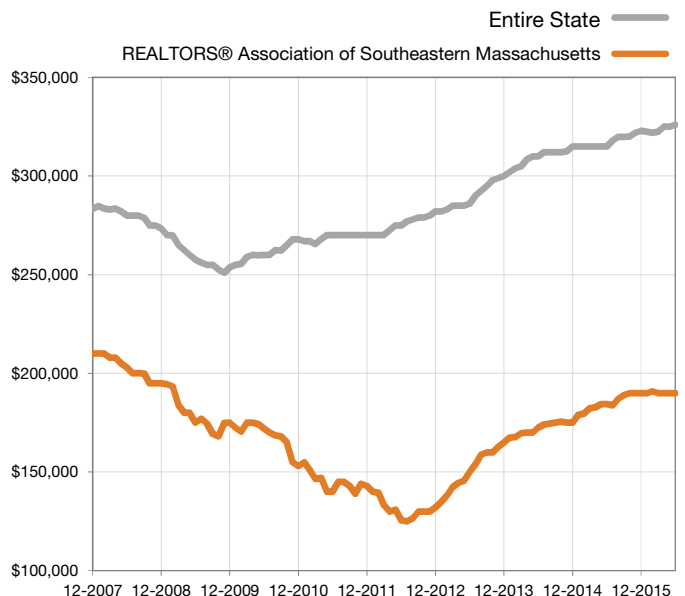
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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