

Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 10.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.8%

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

- 33.9%

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

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	830	950	+ 14.5%	5,174	6,148	+ 18.8%
Closed Sales	1,051	937	-10.8%	4,404	5,038	+ 14.4%
Median Sales Price*	\$260,000	\$280,000	+ 7.7%	\$250,000	\$259,900	+ 4.0%
Inventory of Homes for Sale	4,033	2,655	-34.2%	--	--	--
Months Supply of Inventory	6.3	3.6	-42.9%	--	--	--
Cumulative Days on Market Until Sale	88	82	-6.8%	113	104	-8.0%
Percent of Original List Price Received*	96.4%	97.3%	+ 0.9%	95.0%	95.9%	+ 0.9%
New Listings	1,211	1,069	-11.7%	8,064	7,897	-2.1%

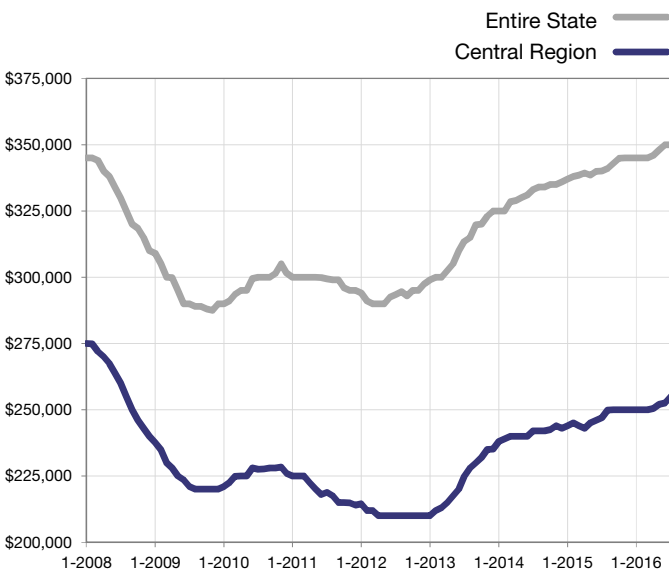
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	169	198	+ 17.2%	1,110	1,285	+ 15.8%
Closed Sales	195	166	-14.9%	961	1,069	+ 11.2%
Median Sales Price*	\$209,000	\$197,900	-5.3%	\$195,890	\$193,750	-1.1%
Inventory of Homes for Sale	684	489	-28.5%	--	--	--
Months Supply of Inventory	5.0	3.2	-36.0%	--	--	--
Cumulative Days on Market Until Sale	82	85	+ 3.7%	100	94	-6.0%
Percent of Original List Price Received*	97.3%	96.4%	-0.9%	96.1%	96.5%	+ 0.4%
New Listings	213	196	-8.0%	1,571	1,582	+ 0.7%

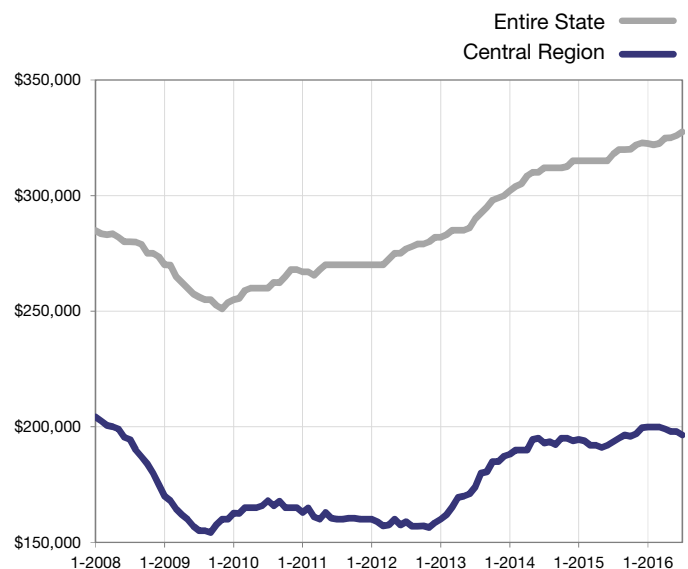
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 16.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.9%

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

- 33.4%

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

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	897	927	+ 3.3%	5,268	5,728	+ 8.7%
Closed Sales	1,106	896	-19.0%	4,388	4,752	+ 8.3%
Median Sales Price*	\$392,750	\$402,000	+ 2.4%	\$374,700	\$385,000	+ 2.7%
Inventory of Homes for Sale	2,719	1,876	-31.0%	--	--	--
Months Supply of Inventory	4.1	2.6	-36.6%	--	--	--
Cumulative Days on Market Until Sale	65	71	+ 9.2%	87	83	-4.6%
Percent of Original List Price Received*	97.5%	98.5%	+ 1.0%	96.4%	97.2%	+ 0.8%
New Listings	1,138	1,011	-11.2%	7,355	7,198	-2.1%

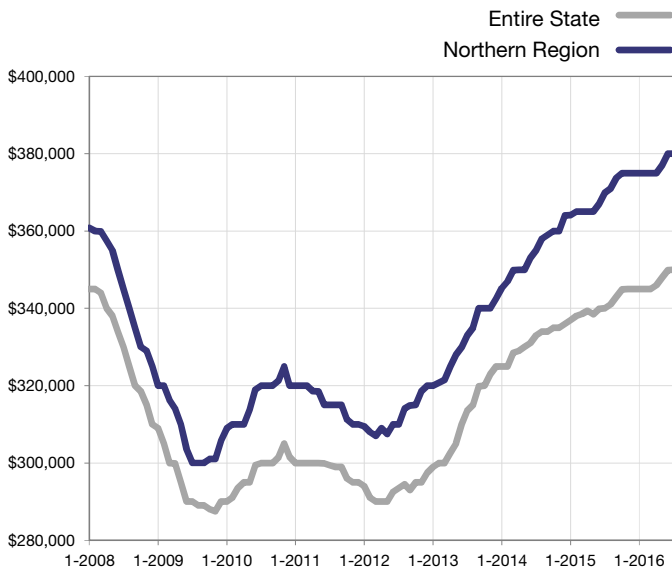
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	354	390	+ 10.2%	2,342	2,539	+ 8.4%
Closed Sales	454	371	-18.3%	2,007	2,129	+ 6.1%
Median Sales Price*	\$255,000	\$250,000	-2.0%	\$236,375	\$243,000	+ 2.8%
Inventory of Homes for Sale	1,025	671	-34.5%	--	--	--
Months Supply of Inventory	3.6	2.1	-41.7%	--	--	--
Cumulative Days on Market Until Sale	78	67	-14.1%	85	78	-8.2%
Percent of Original List Price Received*	97.1%	98.2%	+ 1.1%	96.8%	97.4%	+ 0.6%
New Listings	463	406	-12.3%	3,063	2,963	-3.3%

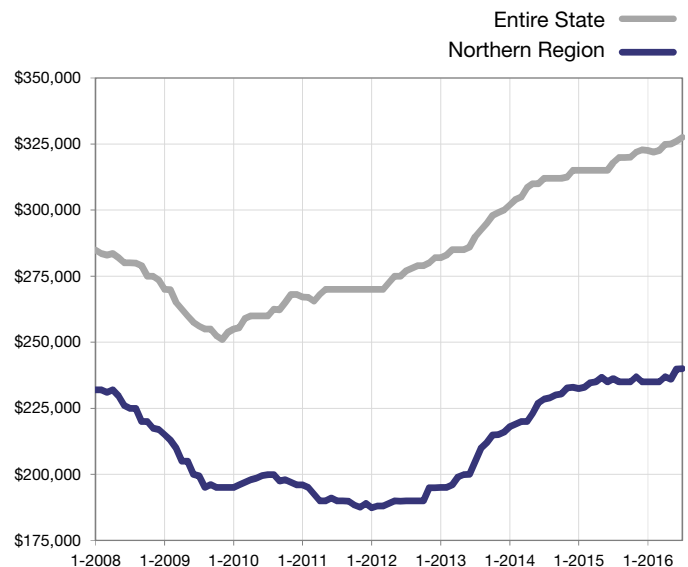
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 8.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.6%

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

- 31.4%

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

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	512	625	+ 22.1%	3,175	3,970	+ 25.0%
Closed Sales	624	566	-9.3%	2,772	3,279	+ 18.3%
Median Sales Price*	\$267,000	\$291,200	+ 9.1%	\$259,000	\$273,000	+ 5.4%
Inventory of Homes for Sale	2,586	1,793	-30.7%	--	--	--
Months Supply of Inventory	6.3	3.7	-41.3%	--	--	--
Cumulative Days on Market Until Sale	95	79	-16.8%	111	97	-12.6%
Percent of Original List Price Received*	96.4%	97.4%	+ 1.0%	95.1%	96.1%	+ 1.1%
New Listings	754	726	-3.7%	4,906	5,061	+ 3.2%

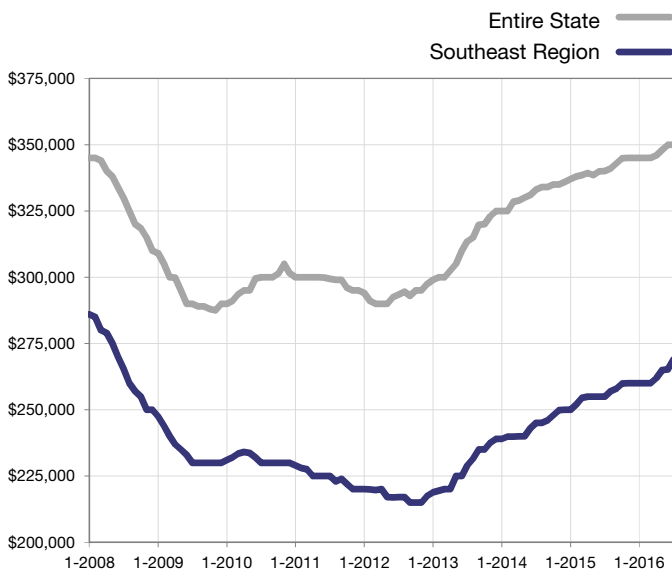
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	67	72	+ 7.5%	469	609	+ 29.9%
Closed Sales	79	76	-3.8%	425	538	+ 26.6%
Median Sales Price*	\$189,000	\$186,950	-1.1%	\$181,000	\$184,250	+ 1.8%
Inventory of Homes for Sale	352	204	-42.0%	--	--	--
Months Supply of Inventory	5.5	2.7	-50.9%	--	--	--
Cumulative Days on Market Until Sale	93	76	-18.3%	102	102	0.0%
Percent of Original List Price Received*	96.3%	97.0%	+ 0.7%	95.3%	95.4%	+ 0.1%
New Listings	108	93	-13.9%	727	737	+ 1.4%

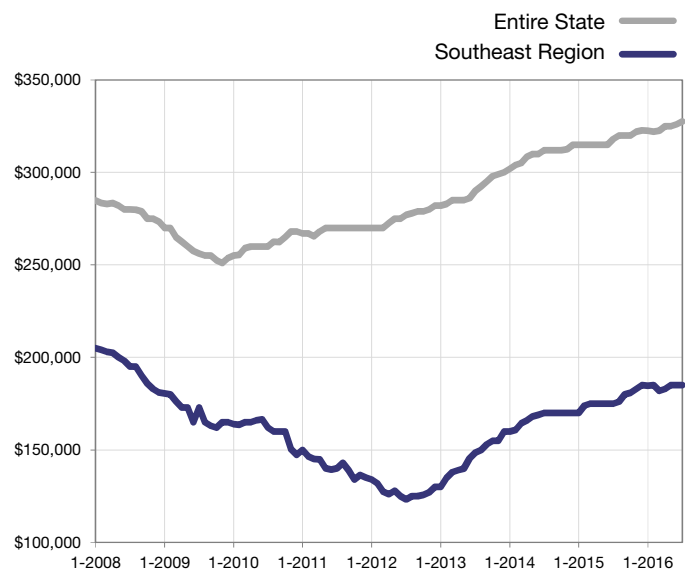
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Single-Family Properties



Condominium Properties



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West Region

- 10.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.5%

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

- 25.7%

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

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	732	692	-5.5%	4,044	4,646	+ 14.9%
Closed Sales	785	703	-10.4%	3,428	3,943	+ 15.0%
Median Sales Price*	\$207,000	\$218,000	+ 5.3%	\$195,000	\$195,450	+ 0.2%
Inventory of Homes for Sale	4,816	3,498	-27.4%	--	--	--
Months Supply of Inventory	9.4	6.0	-36.2%	--	--	--
Cumulative Days on Market Until Sale	102	103	+ 1.0%	128	120	-6.3%
Percent of Original List Price Received*	94.2%	95.1%	+ 1.0%	92.8%	93.5%	+ 0.8%
New Listings	1,150	929	-19.2%	7,233	6,743	-6.8%

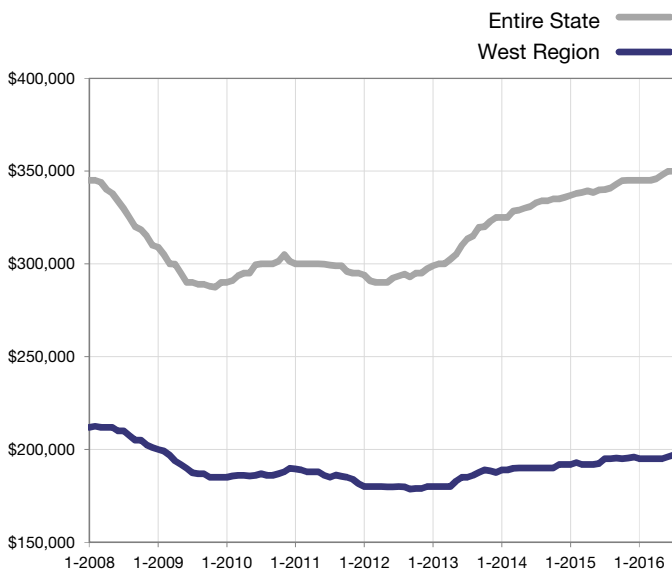
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	105	103	-1.9%	640	602	-5.9%
Closed Sales	118	94	-20.3%	547	525	-4.0%
Median Sales Price*	\$159,950	\$150,000	-6.2%	\$160,000	\$150,000	-6.3%
Inventory of Homes for Sale	643	559	-13.1%	--	--	--
Months Supply of Inventory	8.4	7.1	-15.5%	--	--	--
Cumulative Days on Market Until Sale	138	98	-29.0%	148	131	-11.5%
Percent of Original List Price Received*	93.5%	95.8%	+ 2.5%	93.6%	95.0%	+ 1.5%
New Listings	130	147	+ 13.1%	948	880	-7.2%

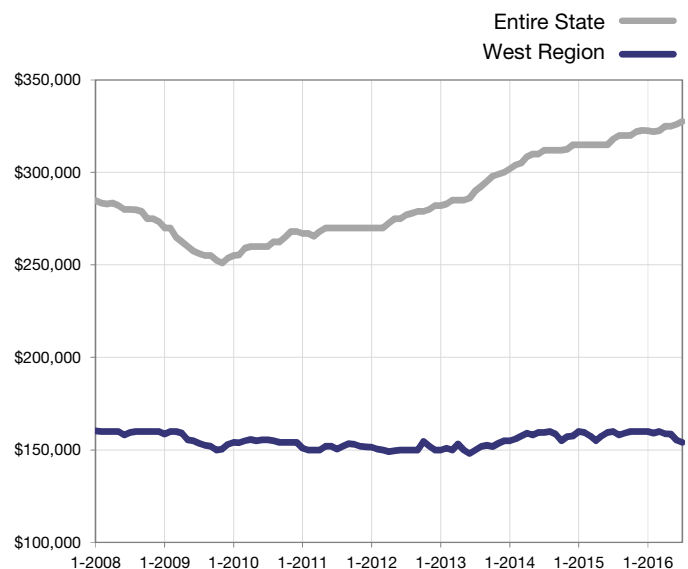
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