

Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 14.7%

+ 3.6%

- 37.0%

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

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	777	1,020	+ 31.3%	5,949	7,071	+ 18.9%
Closed Sales	927	1,051	+ 13.4%	5,331	6,109	+ 14.6%
Median Sales Price*	\$267,000	\$275,000	+ 3.0%	\$255,000	\$261,000	+ 2.4%
Inventory of Homes for Sale	4,056	2,539	-37.4%	--	--	--
Months Supply of Inventory	6.2	3.4	-45.2%	--	--	--
Cumulative Days on Market Until Sale	93	79	-15.1%	109	99	-9.2%
Percent of Original List Price Received*	95.5%	97.5%	+ 2.1%	95.1%	96.2%	+ 1.2%
New Listings	1,114	1,095	-1.7%	9,179	8,989	-2.1%

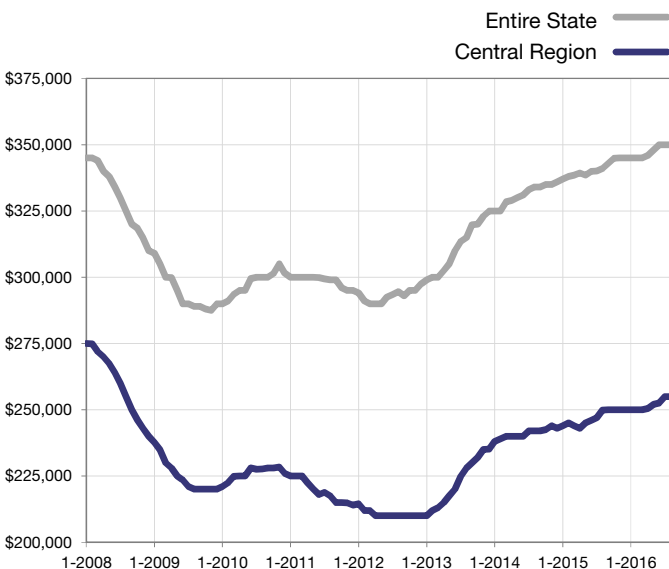
Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	171	211	+ 23.4%	1,279	1,476	+ 15.4%
Closed Sales	176	208	+ 18.2%	1,137	1,282	+ 12.8%
Median Sales Price*	\$211,800	\$206,000	-2.7%	\$200,000	\$196,750	-1.6%
Inventory of Homes for Sale	679	439	-35.3%	--	--	--
Months Supply of Inventory	4.9	2.8	-42.9%	--	--	--
Cumulative Days on Market Until Sale	94	89	-5.3%	99	93	-6.1%
Percent of Original List Price Received*	96.2%	97.1%	+ 0.9%	96.1%	96.6%	+ 0.5%
New Listings	226	208	-8.0%	1,797	1,790	-0.4%

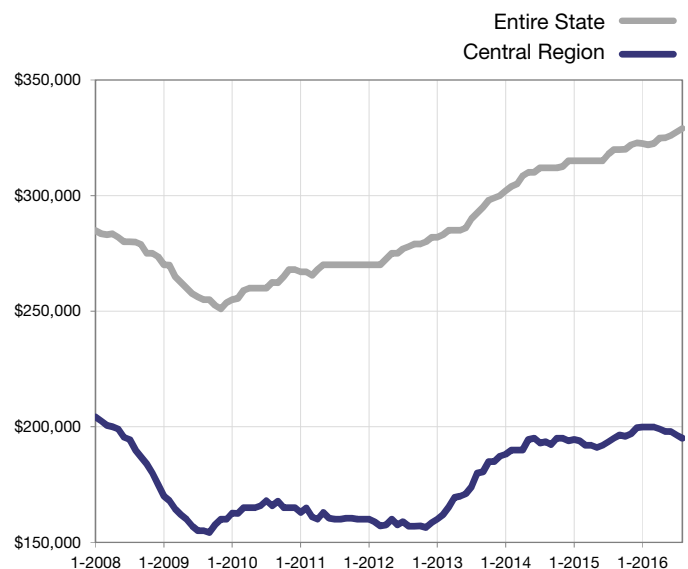
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

+ 0.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.3%

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

- 36.0%

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

Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	769	896	+ 16.5%	6,037	6,548	+ 8.5%
Closed Sales	992	986	-0.6%	5,380	5,756	+ 7.0%
Median Sales Price*	\$390,500	\$400,000	+ 2.4%	\$376,000	\$388,500	+ 3.3%
Inventory of Homes for Sale	2,791	1,844	-33.9%	--	--	--
Months Supply of Inventory	4.2	2.5	-40.5%	--	--	--
Cumulative Days on Market Until Sale	68	60	-11.8%	84	79	-6.0%
Percent of Original List Price Received*	97.2%	98.3%	+ 1.1%	96.5%	97.4%	+ 0.9%
New Listings	1,074	982	-8.6%	8,427	8,176	-3.0%

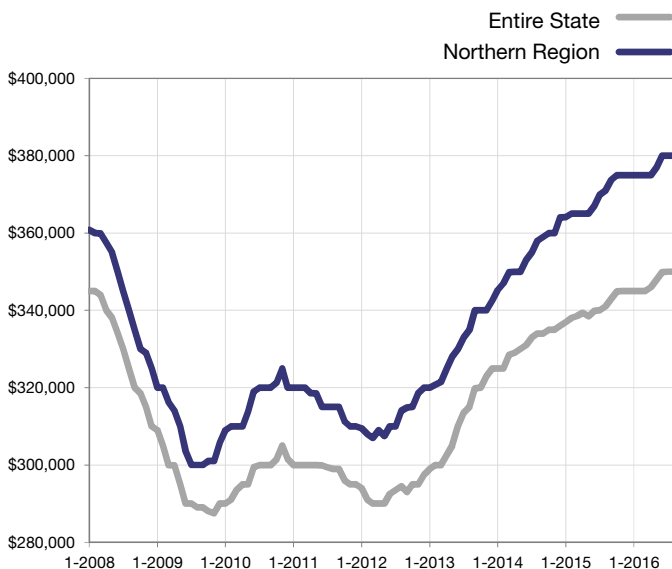
Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	381	409	+ 7.3%	2,723	2,906	+ 6.7%
Closed Sales	389	398	+ 2.3%	2,396	2,537	+ 5.9%
Median Sales Price*	\$235,000	\$246,500	+ 4.9%	\$235,000	\$244,000	+ 3.8%
Inventory of Homes for Sale	974	636	-34.7%	--	--	--
Months Supply of Inventory	3.3	2.0	-39.4%	--	--	--
Cumulative Days on Market Until Sale	71	60	-15.5%	83	75	-9.6%
Percent of Original List Price Received*	97.4%	98.2%	+ 0.8%	96.9%	97.5%	+ 0.6%
New Listings	433	431	-0.5%	3,496	3,392	-3.0%

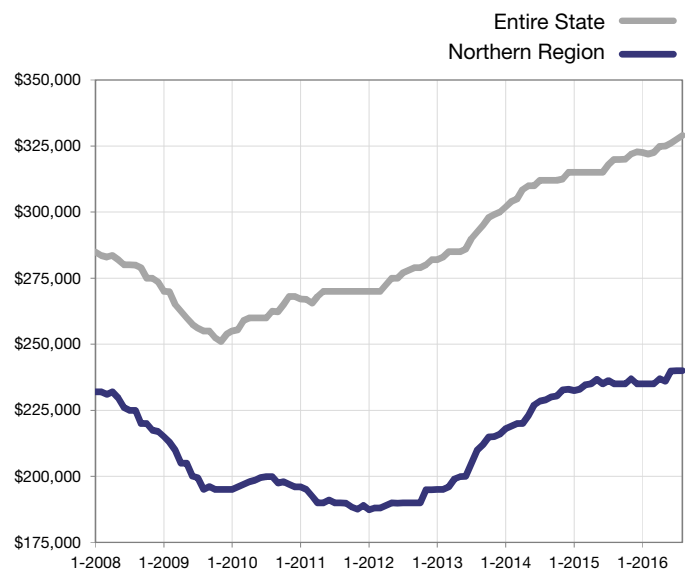
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

+ 6.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.8%

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

- 35.2%

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

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	518	710	+ 37.1%	3,693	4,592	+ 24.3%
Closed Sales	604	598	-1.0%	3,376	3,881	+ 15.0%
Median Sales Price*	\$270,000	\$294,950	+ 9.2%	\$260,000	\$275,000	+ 5.8%
Inventory of Homes for Sale	2,624	1,681	-35.9%	--	--	--
Months Supply of Inventory	6.2	3.5	-43.5%	--	--	--
Cumulative Days on Market Until Sale	97	84	-13.4%	108	95	-12.0%
Percent of Original List Price Received*	95.9%	96.8%	+ 0.9%	95.3%	96.2%	+ 0.9%
New Listings	767	717	-6.5%	5,673	5,773	+ 1.8%

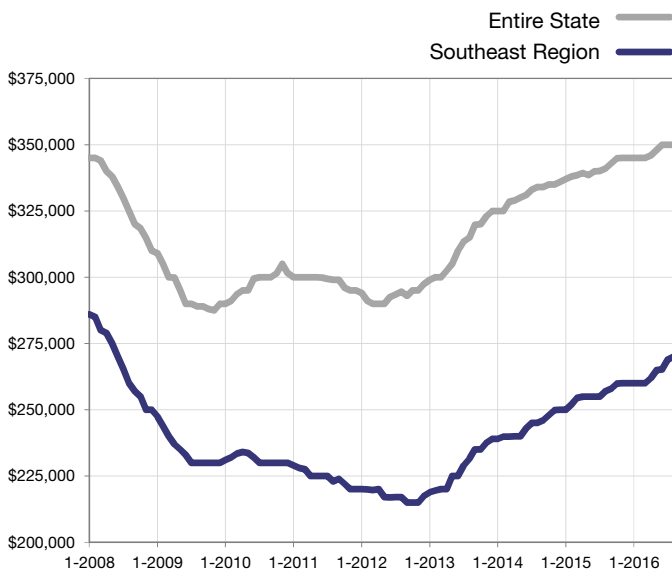
Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	71	93	+ 31.0%	540	694	+ 28.5%
Closed Sales	67	108	+ 61.2%	492	647	+ 31.5%
Median Sales Price*	\$190,000	\$179,500	-5.5%	\$183,750	\$184,000	+ 0.1%
Inventory of Homes for Sale	375	211	-43.7%	--	--	--
Months Supply of Inventory	5.9	2.7	-54.2%	--	--	--
Cumulative Days on Market Until Sale	99	92	-7.1%	102	100	-2.0%
Percent of Original List Price Received*	95.9%	96.5%	+ 0.6%	95.4%	95.6%	+ 0.2%
New Listings	113	114	+ 0.9%	840	850	+ 1.2%

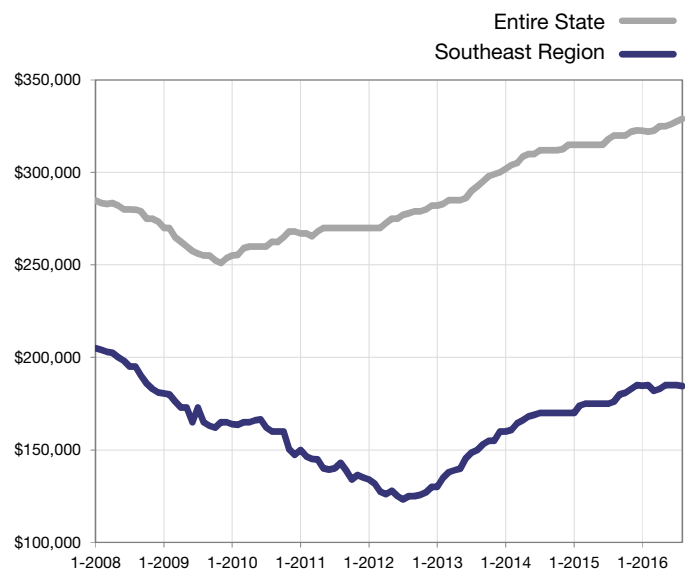
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Single-Family Properties



Condominium Properties



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West Region

+ 7.7%

Year-Over-Year
Change in
Closed Sales
All Properties

0.0%

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

- 28.1%

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

Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	615	764	+ 24.2%	4,654	5,327	+ 14.5%
Closed Sales	712	765	+ 7.4%	4,138	4,723	+ 14.1%
Median Sales Price*	\$215,000	\$210,000	-2.3%	\$199,000	\$199,500	+ 0.3%
Inventory of Homes for Sale	4,876	3,435	-29.6%	--	--	--
Months Supply of Inventory	9.4	5.9	-37.2%	--	--	--
Cumulative Days on Market Until Sale	104	92	-11.5%	124	115	-7.3%
Percent of Original List Price Received*	94.3%	94.1%	-0.2%	93.0%	93.6%	+ 0.6%
New Listings	1,005	917	-8.8%	8,238	7,662	-7.0%

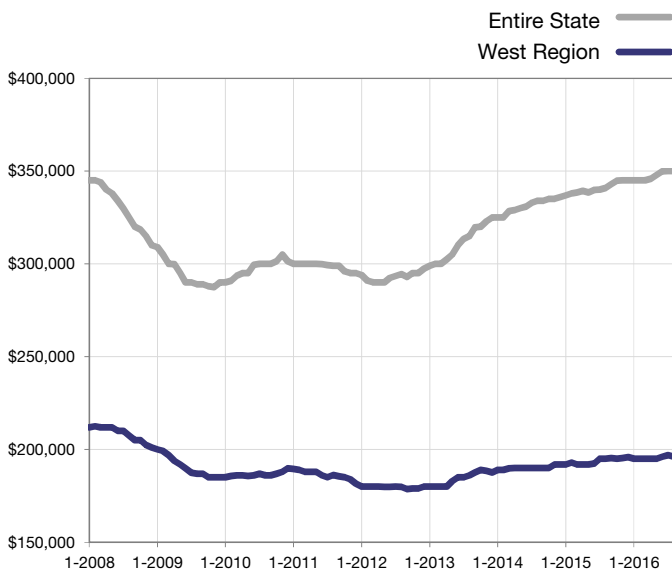
Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	91	105	+ 15.4%	731	703	-3.8%
Closed Sales	113	102	-9.7%	660	628	-4.8%
Median Sales Price*	\$159,900	\$156,250	-2.3%	\$159,938	\$150,500	-5.9%
Inventory of Homes for Sale	635	538	-15.3%	--	--	--
Months Supply of Inventory	8.0	6.9	-13.8%	--	--	--
Cumulative Days on Market Until Sale	131	115	-12.2%	145	129	-11.0%
Percent of Original List Price Received*	93.9%	95.6%	+ 1.8%	93.7%	95.1%	+ 1.5%
New Listings	118	117	-0.8%	1,066	998	-6.4%

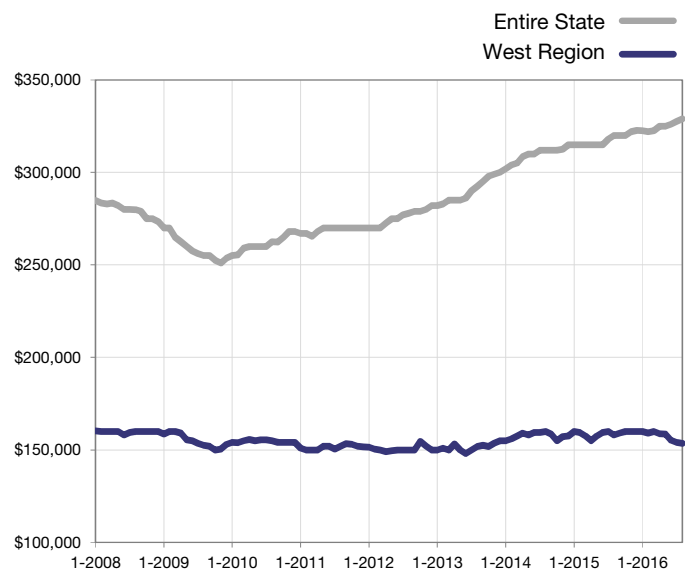
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