

Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 4.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.5%

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

- 36.2%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	763	861	+ 12.8%	6,712	7,813	+ 16.4%
Closed Sales	806	852	+ 5.7%	6,137	6,990	+ 13.9%
Median Sales Price*	\$247,500	\$260,000	+ 5.1%	\$252,500	\$260,600	+ 3.2%
Inventory of Homes for Sale	4,116	2,602	-36.8%	--	--	--
Months Supply of Inventory	6.2	3.4	-45.2%	--	--	--
Cumulative Days on Market Until Sale	95	70	-26.3%	107	96	-10.3%
Percent of Original List Price Received*	94.7%	96.7%	+ 2.1%	95.0%	96.3%	+ 1.4%
New Listings	1,241	1,135	-8.5%	10,420	10,126	-2.8%

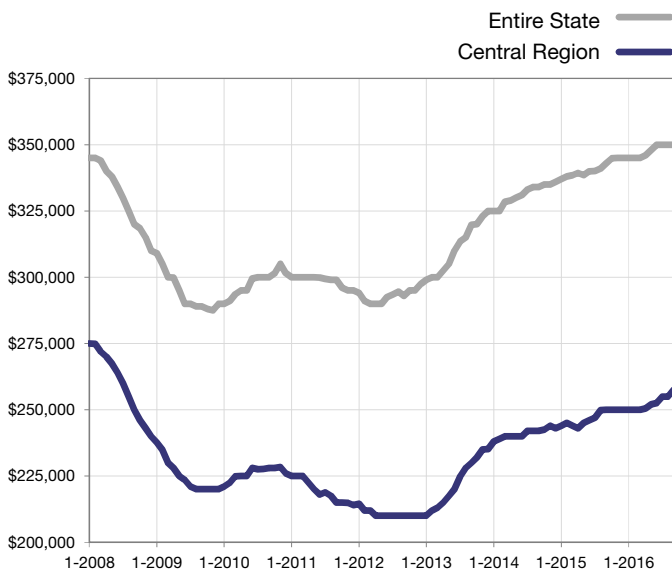
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	139	195	+ 40.3%	1,418	1,649	+ 16.3%
Closed Sales	177	169	-4.5%	1,315	1,457	+ 10.8%
Median Sales Price*	\$207,400	\$181,000	-12.7%	\$200,000	\$194,900	-2.6%
Inventory of Homes for Sale	704	452	-35.8%	--	--	--
Months Supply of Inventory	4.9	2.9	-40.8%	--	--	--
Cumulative Days on Market Until Sale	91	80	-12.1%	99	92	-7.1%
Percent of Original List Price Received*	96.5%	95.7%	-0.8%	96.2%	96.5%	+ 0.3%
New Listings	225	242	+ 7.6%	2,022	2,031	+ 0.4%

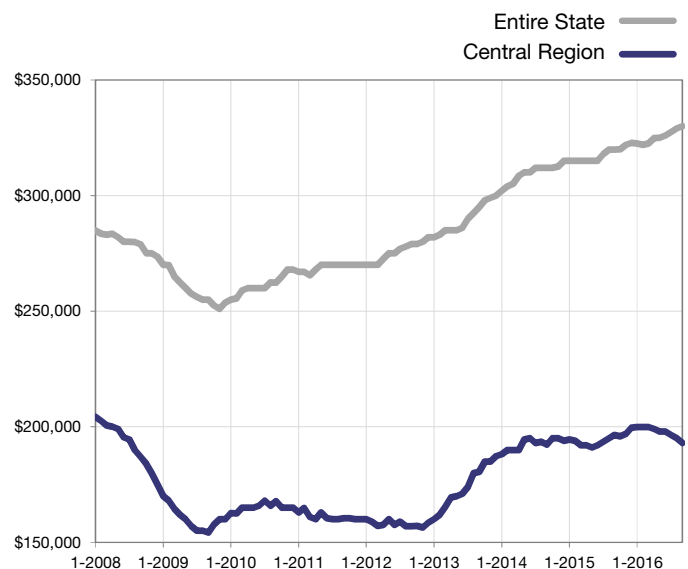
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

+ 1.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.5%

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

- 34.5%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	736	819	+ 11.3%	6,772	7,282	+ 7.5%
Closed Sales	816	830	+ 1.7%	6,196	6,606	+ 6.6%
Median Sales Price*	\$375,000	\$392,750	+ 4.7%	\$375,950	\$389,000	+ 3.5%
Inventory of Homes for Sale	2,920	1,961	-32.8%	--	--	--
Months Supply of Inventory	4.3	2.7	-37.2%	--	--	--
Cumulative Days on Market Until Sale	73	59	-19.2%	82	77	-6.1%
Percent of Original List Price Received*	96.5%	97.9%	+ 1.5%	96.5%	97.5%	+ 1.0%
New Listings	1,143	1,083	-5.2%	9,570	9,251	-3.3%

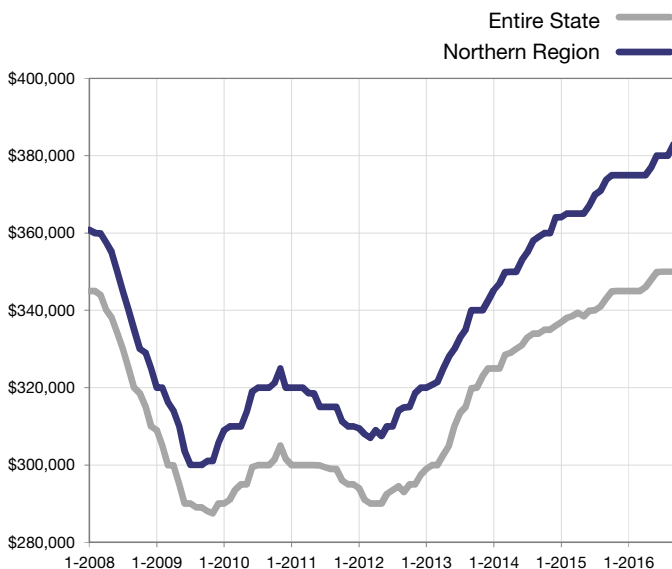
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	275	361	+ 31.3%	2,998	3,225	+ 7.6%
Closed Sales	365	380	+ 4.1%	2,761	2,936	+ 6.3%
Median Sales Price*	\$249,900	\$248,500	-0.6%	\$238,200	\$245,000	+ 2.9%
Inventory of Homes for Sale	1,045	685	-34.4%	--	--	--
Months Supply of Inventory	3.5	2.1	-40.0%	--	--	--
Cumulative Days on Market Until Sale	78	58	-25.6%	82	73	-11.0%
Percent of Original List Price Received*	96.9%	98.1%	+ 1.2%	96.9%	97.6%	+ 0.7%
New Listings	447	448	+ 0.2%	3,943	3,843	-2.5%

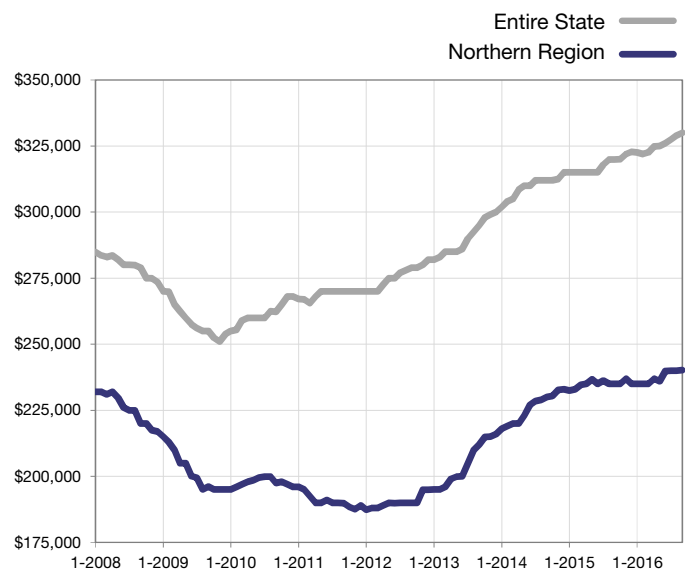
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

+ 13.6%

+ 10.7%

- 34.9%

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

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	514	600	+ 16.7%	4,206	5,111	+ 21.5%
Closed Sales	493	591	+ 19.9%	3,869	4,498	+ 16.3%
Median Sales Price*	\$265,000	\$285,000	+ 7.5%	\$260,000	\$275,000	+ 5.8%
Inventory of Homes for Sale	2,641	1,699	-35.7%	--	--	--
Months Supply of Inventory	6.2	3.4	-45.2%	--	--	--
Cumulative Days on Market Until Sale	85	80	-5.9%	105	93	-11.4%
Percent of Original List Price Received*	95.4%	96.6%	+ 1.3%	95.3%	96.3%	+ 1.0%
New Listings	754	713	-5.4%	6,427	6,484	+ 0.9%

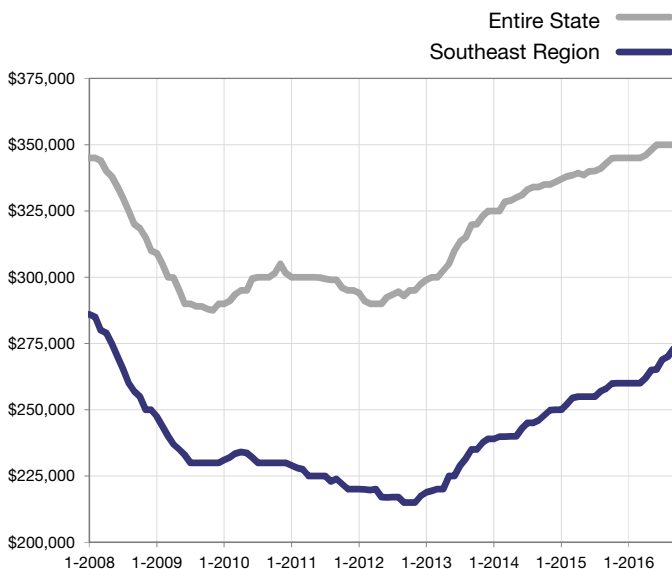
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	82	84	+ 2.4%	622	769	+ 23.6%
Closed Sales	87	60	-31.0%	579	708	+ 22.3%
Median Sales Price*	\$195,000	\$245,750	+ 26.0%	\$185,000	\$185,000	0.0%
Inventory of Homes for Sale	387	218	-43.7%	--	--	--
Months Supply of Inventory	6.0	2.9	-51.7%	--	--	--
Cumulative Days on Market Until Sale	107	99	-7.5%	103	100	-2.9%
Percent of Original List Price Received*	96.4%	95.6%	-0.8%	95.5%	95.6%	+ 0.1%
New Listings	127	102	-19.7%	967	952	-1.6%

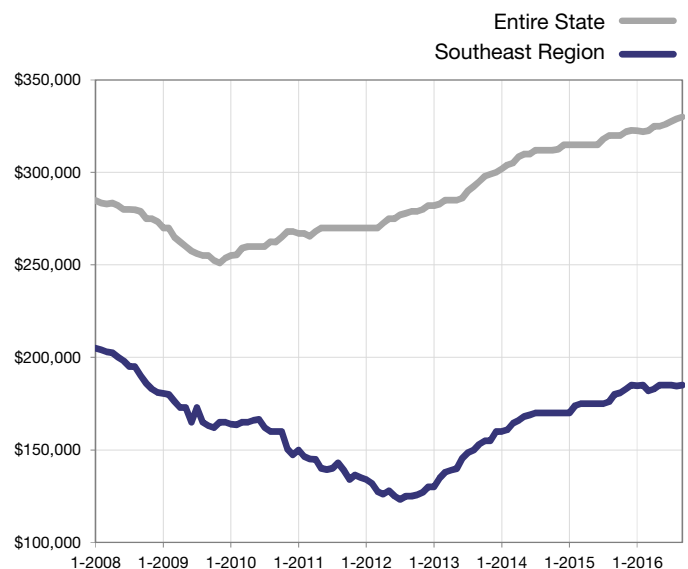
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Single-Family Properties



Condominium Properties



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West Region

+ 3.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.9%

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

- 30.1%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	594	718	+ 20.9%	5,248	5,977	+ 13.9%
Closed Sales	695	709	+ 2.0%	4,833	5,445	+ 12.7%
Median Sales Price*	\$195,000	\$205,000	+ 5.1%	\$199,000	\$200,000	+ 0.5%
Inventory of Homes for Sale	4,829	3,354	-30.5%	--	--	--
Months Supply of Inventory	9.1	5.7	-37.4%	--	--	--
Cumulative Days on Market Until Sale	104	86	-17.3%	121	111	-8.3%
Percent of Original List Price Received*	93.0%	93.9%	+ 1.0%	93.0%	93.6%	+ 0.6%
New Listings	922	885	-4.0%	9,162	8,549	-6.7%

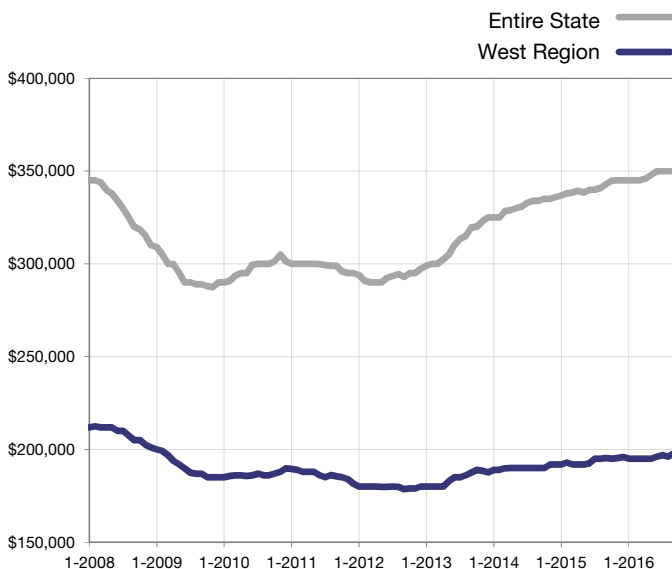
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	68	97	+ 42.6%	799	792	-0.9%
Closed Sales	103	93	-9.7%	763	724	-5.1%
Median Sales Price*	\$153,000	\$170,200	+ 11.2%	\$159,900	\$153,950	-3.7%
Inventory of Homes for Sale	668	517	-22.6%	--	--	--
Months Supply of Inventory	8.3	6.7	-19.3%	--	--	--
Cumulative Days on Market Until Sale	121	116	-4.1%	142	127	-10.6%
Percent of Original List Price Received*	94.5%	95.5%	+ 1.1%	93.8%	95.2%	+ 1.5%
New Listings	146	106	-27.4%	1,214	1,105	-9.0%

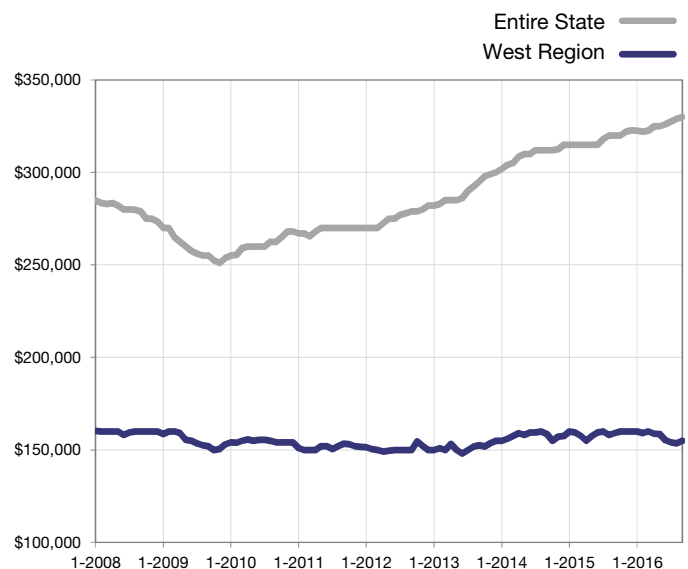
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