

Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 2.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.2%

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

- 37.1%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	764	885	+ 15.8%	7,476	8,569	+ 14.6%
Closed Sales	778	784	+ 0.8%	6,915	7,788	+ 12.6%
Median Sales Price*	\$249,900	\$272,750	+ 9.1%	\$252,000	\$262,000	+ 4.0%
Inventory of Homes for Sale	3,941	2,479	-37.1%	--	--	--
Months Supply of Inventory	5.8	3.3	-43.1%	--	--	--
Cumulative Days on Market Until Sale	101	72	-28.7%	107	94	-12.1%
Percent of Original List Price Received*	94.9%	96.5%	+ 1.7%	95.0%	96.3%	+ 1.4%
New Listings	1,034	985	-4.7%	11,455	11,100	-3.1%

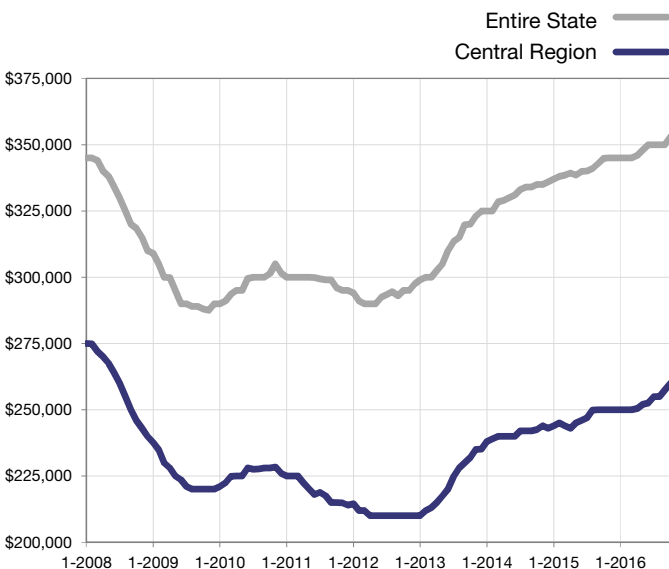
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	156	160	+ 2.6%	1,574	1,782	+ 13.2%
Closed Sales	165	157	-4.8%	1,480	1,616	+ 9.2%
Median Sales Price*	\$199,000	\$210,000	+ 5.5%	\$200,000	\$195,450	-2.3%
Inventory of Homes for Sale	698	460	-34.1%	--	--	--
Months Supply of Inventory	4.9	2.9	-40.8%	--	--	--
Cumulative Days on Market Until Sale	96	81	-15.6%	98	91	-7.1%
Percent of Original List Price Received*	96.2%	96.9%	+ 0.7%	96.2%	96.5%	+ 0.3%
New Listings	230	187	-18.7%	2,251	2,226	-1.1%

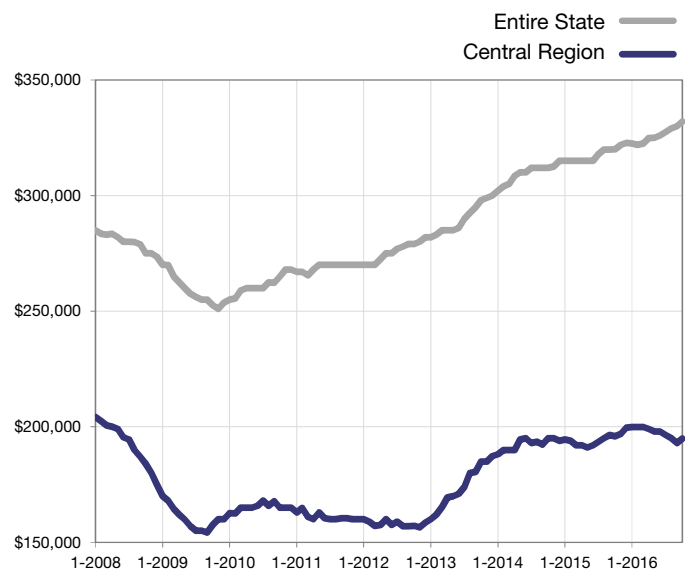
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 0.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.0%

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

- 35.6%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	786	844	+ 7.4%	7,556	8,060	+ 6.7%
Closed Sales	778	756	-2.8%	6,974	7,372	+ 5.7%
Median Sales Price*	\$374,000	\$390,000	+ 4.3%	\$375,000	\$389,900	+ 4.0%
Inventory of Homes for Sale	2,736	1,809	-33.9%	--	--	--
Months Supply of Inventory	4.0	2.5	-37.5%	--	--	--
Cumulative Days on Market Until Sale	81	62	-23.5%	82	75	-8.5%
Percent of Original List Price Received*	96.1%	96.9%	+ 0.8%	96.5%	97.4%	+ 0.9%
New Listings	994	874	-12.1%	10,564	10,113	-4.3%

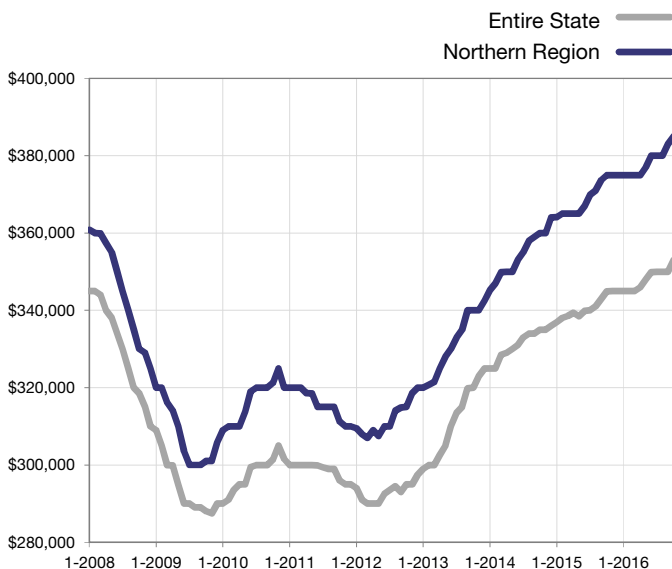
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	320	334	+ 4.4%	3,317	3,533	+ 6.5%
Closed Sales	321	328	+ 2.2%	3,082	3,271	+ 6.1%
Median Sales Price*	\$232,750	\$250,000	+ 7.4%	\$236,950	\$245,000	+ 3.4%
Inventory of Homes for Sale	1,015	645	-36.5%	--	--	--
Months Supply of Inventory	3.4	2.0	-41.2%	--	--	--
Cumulative Days on Market Until Sale	74	54	-27.0%	81	71	-12.3%
Percent of Original List Price Received*	97.1%	97.6%	+ 0.5%	96.9%	97.6%	+ 0.7%
New Listings	399	355	-11.0%	4,342	4,204	-3.2%

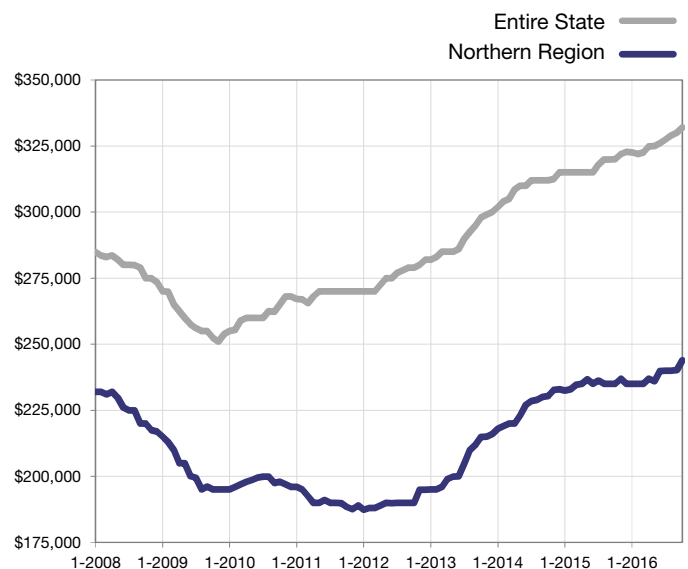
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

- 0.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.0%

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

- 35.0%

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

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	532	600	+ 12.8%	4,738	5,631	+ 18.8%
Closed Sales	539	542	+ 0.6%	4,408	5,071	+ 15.0%
Median Sales Price*	\$262,500	\$270,000	+ 2.9%	\$260,000	\$275,000	+ 5.8%
Inventory of Homes for Sale	2,529	1,619	-36.0%	--	--	--
Months Supply of Inventory	5.8	3.2	-44.8%	--	--	--
Cumulative Days on Market Until Sale	97	73	-24.7%	104	91	-12.5%
Percent of Original List Price Received*	94.8%	97.0%	+ 2.3%	95.2%	96.3%	+ 1.2%
New Listings	676	662	-2.1%	7,103	7,140	+ 0.5%

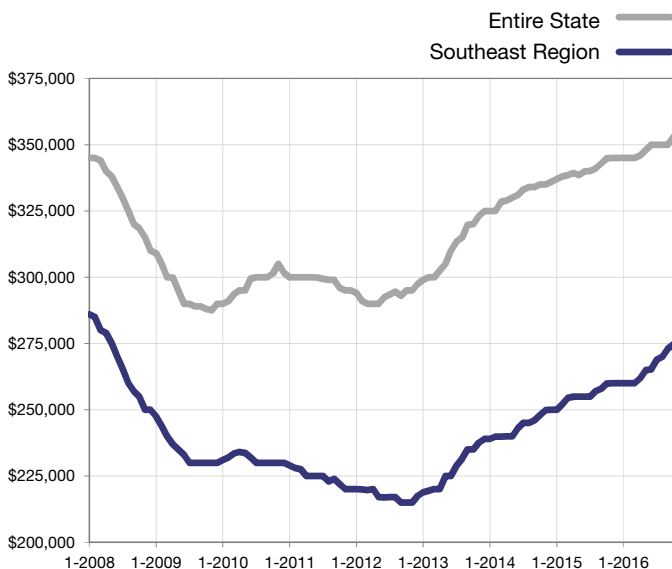
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	75	68	-9.3%	697	829	+ 18.9%
Closed Sales	75	73	-2.7%	654	785	+ 20.0%
Median Sales Price*	\$180,000	\$196,000	+ 8.9%	\$185,000	\$186,000	+ 0.5%
Inventory of Homes for Sale	365	220	-39.7%	--	--	--
Months Supply of Inventory	5.6	2.9	-48.2%	--	--	--
Cumulative Days on Market Until Sale	94	67	-28.7%	102	97	-4.9%
Percent of Original List Price Received*	95.3%	96.8%	+ 1.6%	95.5%	95.7%	+ 0.2%
New Listings	86	95	+ 10.5%	1,053	1,049	-0.4%

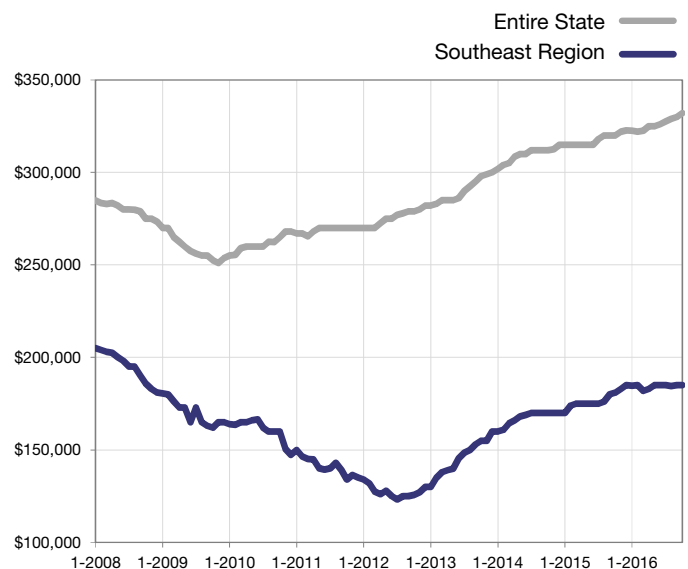
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Single-Family Properties



Condominium Properties



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West Region

- 5.2%

Year-Over-Year
Change in
Closed Sales
All Properties

- 3.2%

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

- 30.4%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	567	634	+ 11.8%	5,815	6,549	+ 12.6%
Closed Sales	610	564	-7.5%	5,443	6,021	+ 10.6%
Median Sales Price*	\$193,500	\$190,000	-1.8%	\$198,000	\$199,000	+ 0.5%
Inventory of Homes for Sale	4,580	3,150	-31.2%	--	--	--
Months Supply of Inventory	8.6	5.4	-37.2%	--	--	--
Cumulative Days on Market Until Sale	114	89	-21.9%	120	109	-9.2%
Percent of Original List Price Received*	92.5%	93.6%	+ 1.2%	93.0%	93.6%	+ 0.6%
New Listings	839	730	-13.0%	10,003	9,285	-7.2%

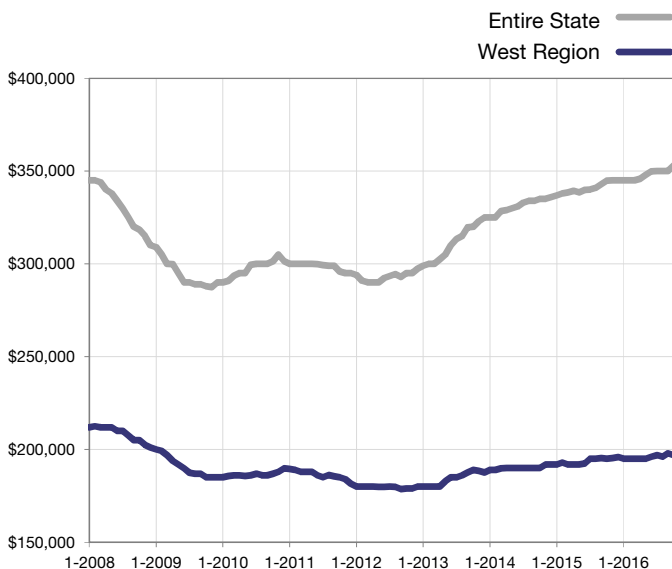
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	63	81	+ 28.6%	860	867	+ 0.8%
Closed Sales	73	72	-1.4%	836	801	-4.2%
Median Sales Price*	\$190,000	\$170,950	-10.0%	\$159,900	\$155,000	-3.1%
Inventory of Homes for Sale	636	473	-25.6%	--	--	--
Months Supply of Inventory	8.0	6.1	-23.8%	--	--	--
Cumulative Days on Market Until Sale	133	115	-13.5%	141	126	-10.6%
Percent of Original List Price Received*	95.9%	94.8%	-1.1%	94.0%	95.1%	+ 1.2%
New Listings	87	86	-1.1%	1,301	1,193	-8.3%

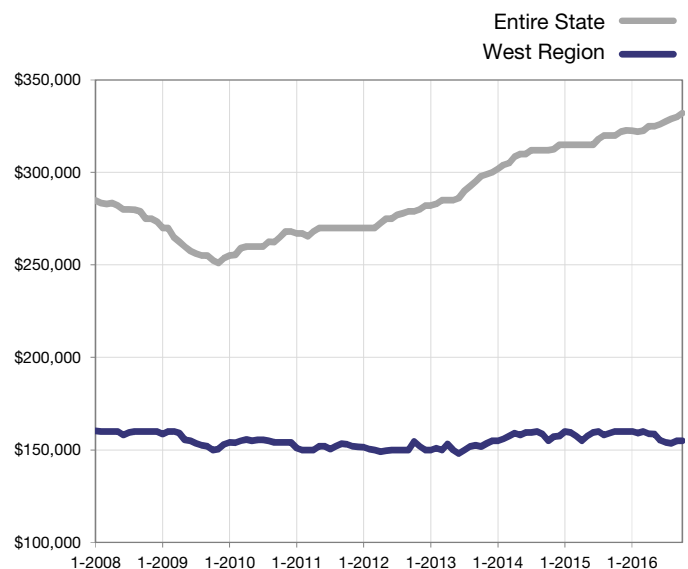
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