

Local Market Update – April 2014

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

- 1.2%

Year-Over-Year Change in Closed Sales All Properties

- 1.0%

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

- 13.9%

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

Single-Family Properties

	April			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
Pending Sales	230	238	+ 3.5%	658	705	+ 7.1%
Closed Sales	135	139	+ 3.0%	487	516	+ 6.0%
Median Sales Price*	\$205,000	\$205,000	0.0%	\$187,750	\$195,000	+ 3.9%
Inventory of Homes for Sale	1,159	1,001	- 13.6%	--	--	--
Months Supply of Inventory	7.3	5.8	- 20.4%	--	--	--
Cumulative Days on Market Until Sale	142	153	+ 8.0%	146	140	- 4.1%
Percent of Original List Price Received*	90.5%	93.7%	+ 3.5%	90.7%	92.2%	+ 1.6%
New Listings	409	439	+ 7.3%	1,075	1,125	+ 4.7%

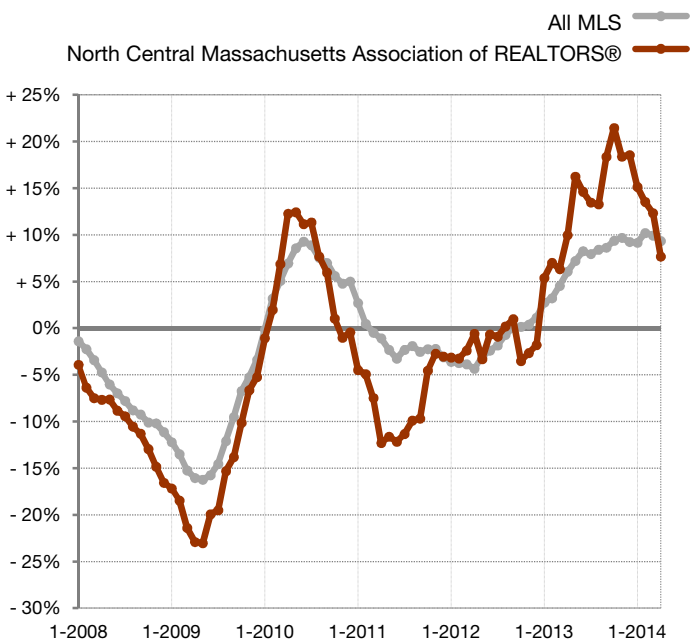
Condominium Properties

	April			Year to Date		
	2013	2014	+ / -	2013	2014	+ / -
Pending Sales	34	38	+ 11.8%	110	110	0.0%
Closed Sales	30	24	- 20.0%	84	78	- 7.1%
Median Sales Price*	\$148,450	\$152,500	+ 2.7%	\$161,000	\$161,750	+ 0.5%
Inventory of Homes for Sale	161	136	- 15.5%	--	--	--
Months Supply of Inventory	7.4	5.7	- 23.2%	--	--	--
Cumulative Days on Market Until Sale	119	147	+ 23.6%	144	124	- 14.1%
Percent of Original List Price Received*	94.5%	95.4%	+ 1.0%	92.8%	96.4%	+ 3.8%
New Listings	42	64	+ 52.4%	154	183	+ 18.8%

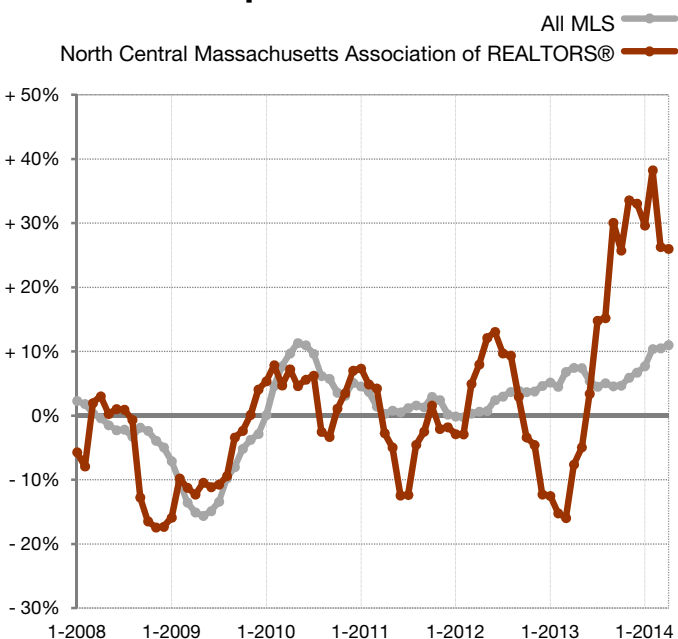
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Single-Family Properties



Condominium Properties



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by 10K Research and Marketing.