

# Local Market Update – December 2015

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

## North Central Massachusetts Association of REALTORS®

**+ 30.1%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**+ 14.9%**

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

**- 26.4%**

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

### Single-Family Properties

	December			Year to Date		
	2014	2015	+ / -	2014	2015	+ / -
Pending Sales	141	178	+ 26.2%	2,066	2,587	+ 25.2%
Closed Sales	169	228	+ 34.9%	2,075	2,436	+ 17.4%
Median Sales Price*	\$198,000	\$225,500	+ 13.9%	\$214,000	\$220,000	+ 2.8%
Inventory of Homes for Sale	1,040	769	- 26.1%	--	--	--
Months Supply of Inventory	6.0	3.8	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	124	113	- 9.5%	119	113	- 5.2%
Percent of Original List Price Received*	91.6%	93.6%	+ 2.2%	93.0%	94.4%	+ 1.5%
New Listings	116	143	+ 23.3%	3,557	3,754	+ 5.5%

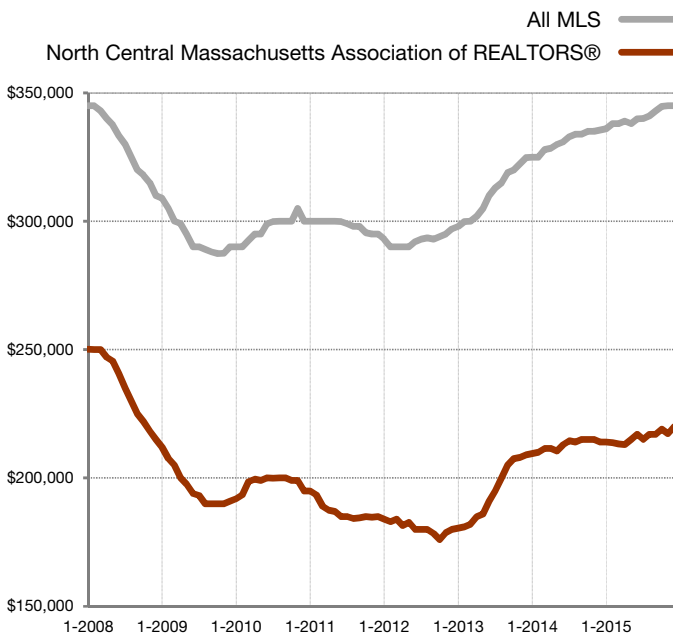
### Condominium Properties

	December			Year to Date		
	2014	2015	+ / -	2014	2015	+ / -
Pending Sales	13	20	+ 53.8%	293	357	+ 21.8%
Closed Sales	27	27	0.0%	291	345	+ 18.6%
Median Sales Price*	\$132,500	\$164,400	+ 24.1%	\$164,900	\$157,000	- 4.8%
Inventory of Homes for Sale	144	103	- 28.5%	--	--	--
Months Supply of Inventory	5.9	3.6	- 39.7%	--	--	--
Cumulative Days on Market Until Sale	124	102	- 17.6%	123	115	- 5.9%
Percent of Original List Price Received*	93.7%	94.9%	+ 1.3%	95.3%	95.6%	+ 0.4%
New Listings	17	22	+ 29.4%	526	495	- 5.9%

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

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties

