

Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

+ 29.9%

Year-Over-Year Change in Closed Sales All Properties

+ 13.9%

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

- 25.8%

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

Single-Family Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	124	198	+ 59.7%	241	371	+ 53.9%
Closed Sales	111	142	+ 27.9%	227	315	+ 38.8%
Median Sales Price*	\$175,000	\$212,000	+ 21.1%	\$180,000	\$214,000	+ 18.9%
Inventory of Homes for Sale	971	723	- 25.5%	--	--	--
Months Supply of Inventory	5.6	3.4	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	136	122	- 10.6%	139	122	- 12.1%
Percent of Original List Price Received*	91.5%	94.1%	+ 2.8%	92.1%	94.5%	+ 2.5%
New Listings	148	220	+ 48.6%	361	431	+ 19.4%

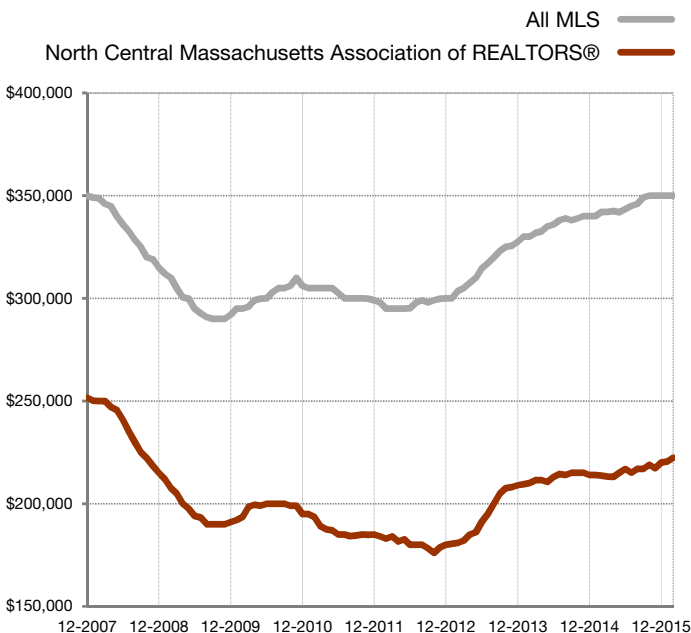
Condominium Properties

	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	25	31	+ 24.0%	39	51	+ 30.8%
Closed Sales	16	23	+ 43.8%	34	37	+ 8.8%
Median Sales Price*	\$143,000	\$159,000	+ 11.2%	\$126,500	\$160,000	+ 26.5%
Inventory of Homes for Sale	139	101	- 27.3%	--	--	--
Months Supply of Inventory	5.7	3.5	- 39.0%	--	--	--
Cumulative Days on Market Until Sale	166	99	- 40.4%	135	93	- 31.2%
Percent of Original List Price Received*	92.2%	95.4%	+ 3.5%	93.2%	94.6%	+ 1.5%
New Listings	27	18	- 33.3%	56	52	- 7.1%

* 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

