

# Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

## North Central Massachusetts Association of REALTORS®

**+ 38.8%**

**+ 22.1%**

**- 27.7%**

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

### Single-Family Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	117	191	+ 63.2%	117	191	+ 63.2%
Closed Sales	116	172	+ 48.3%	116	172	+ 48.3%
Median Sales Price*	\$190,000	\$216,000	+ 13.7%	\$190,000	\$216,000	+ 13.7%
Inventory of Homes for Sale	1,016	723	- 28.8%	--	--	--
Months Supply of Inventory	5.9	3.5	- 41.2%	--	--	--
Cumulative Days on Market Until Sale	141	122	- 13.8%	141	122	- 13.8%
Percent of Original List Price Received*	92.8%	94.9%	+ 2.3%	92.8%	94.9%	+ 2.3%
New Listings	213	210	- 1.4%	213	210	- 1.4%

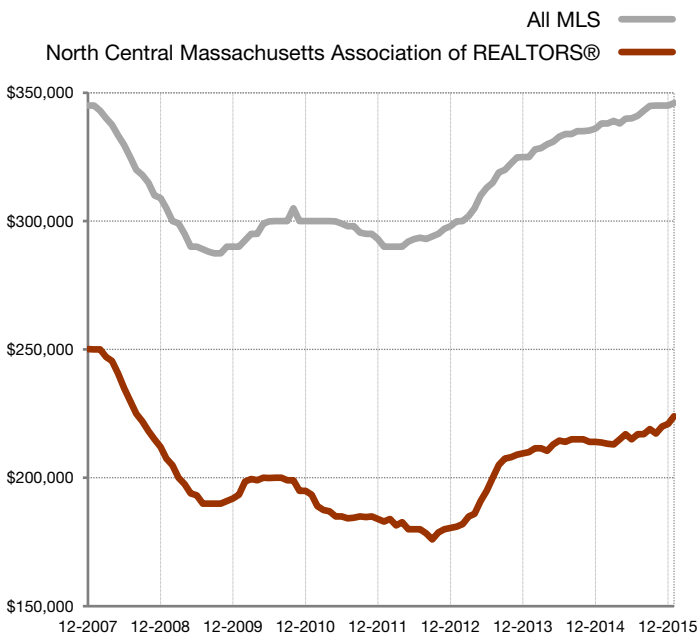
### Condominium Properties

	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	14	22	+ 57.1%	14	22	+ 57.1%
Closed Sales	18	14	- 22.2%	18	14	- 22.2%
Median Sales Price*	\$126,500	\$178,750	+ 41.3%	\$126,500	\$178,750	+ 41.3%
Inventory of Homes for Sale	148	119	- 19.6%	--	--	--
Months Supply of Inventory	6.0	4.2	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	107	82	- 22.8%	107	82	- 22.8%
Percent of Original List Price Received*	94.1%	93.1%	- 1.0%	94.1%	93.1%	- 1.0%
New Listings	29	34	+ 17.2%	29	34	+ 17.2%

\* 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

