

# Local Market Update – July 2015

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

## North Central Massachusetts Association of REALTORS®

**+ 43.2%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**- 5.4%**

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

**- 20.7%**

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

### Single-Family Properties

	July			Year to Date		
	2014	2015	+ / -	2014	2015	+ / -
Pending Sales	202	<b>280</b>	+ 38.6%	1,257	<b>1,571</b>	+ 25.0%
Closed Sales	217	<b>299</b>	+ 37.8%	1,134	<b>1,276</b>	+ 12.5%
Median Sales Price*	\$230,000	<b>\$218,275</b>	- 5.1%	\$213,450	<b>\$217,000</b>	+ 1.7%
Inventory of Homes for Sale	1,459	<b>1,166</b>	- 20.1%	--	--	--
Months Supply of Inventory	8.5	<b>6.3</b>	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	98	<b>102</b>	+ 4.5%	121	<b>120</b>	- 0.9%
Percent of Original List Price Received*	94.4%	<b>95.5%</b>	+ 1.1%	93.3%	<b>94.4%</b>	+ 1.2%
New Listings	369	<b>362</b>	- 1.9%	2,317	<b>2,424</b>	+ 4.6%

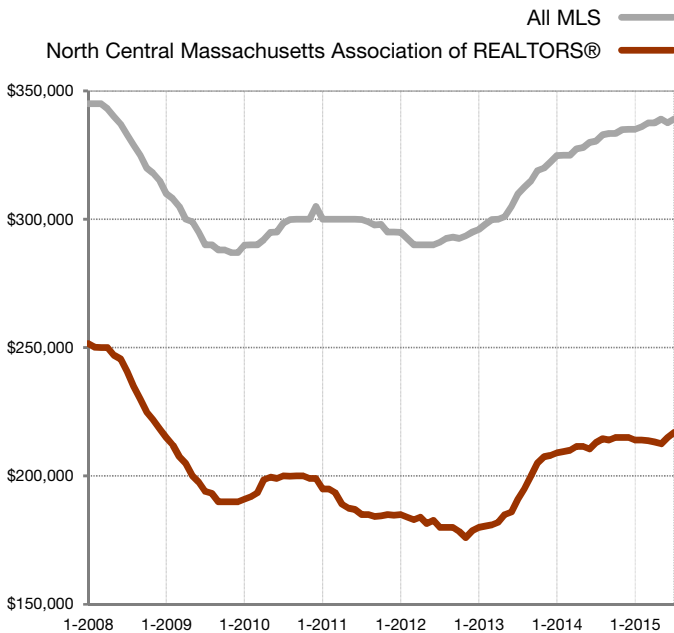
### Condominium Properties

	July			Year to Date		
	2014	2015	+ / -	2014	2015	+ / -
Pending Sales	27	<b>37</b>	+ 37.0%	179	<b>218</b>	+ 21.8%
Closed Sales	17	<b>36</b>	+ 111.8%	159	<b>188</b>	+ 18.2%
Median Sales Price*	\$167,500	<b>\$179,500</b>	+ 7.2%	\$167,500	<b>\$153,850</b>	- 8.1%
Inventory of Homes for Sale	187	<b>140</b>	- 25.1%	--	--	--
Months Supply of Inventory	8.1	<b>5.3</b>	- 35.2%	--	--	--
Cumulative Days on Market Until Sale	142	<b>98</b>	- 31.4%	125	<b>121</b>	- 2.7%
Percent of Original List Price Received*	96.1%	<b>97.6%</b>	+ 1.6%	96.1%	<b>95.7%</b>	- 0.4%
New Listings	42	<b>42</b>	0.0%	335	<b>304</b>	- 9.3%

\* 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

