

# Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

## North Central Massachusetts Association of REALTORS®

**+ 0.6%**

Year-Over-Year Change in Closed Sales All Properties

**- 7.9%**

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

**- 33.0%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	301	<b>324</b>	+ 7.6%	1,332	<b>1,571</b>	+ 17.9%
Closed Sales	296	<b>295</b>	- 0.3%	1,044	<b>1,227</b>	+ 17.5%
Median Sales Price*	\$252,500	<b>\$240,000</b>	- 5.0%	\$222,250	<b>\$230,000</b>	+ 3.5%
Inventory of Homes for Sale	1,303	<b>869</b>	- 33.3%	--	--	--
Months Supply of Inventory	6.9	<b>3.8</b>	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	99	<b>82</b>	- 16.7%	126	<b>110</b>	- 13.0%
Percent of Original List Price Received*	96.3%	<b>98.0%</b>	+ 1.7%	94.0%	<b>95.5%</b>	+ 1.6%
New Listings	435	<b>406</b>	- 6.7%	2,136	<b>2,051</b>	- 4.0%

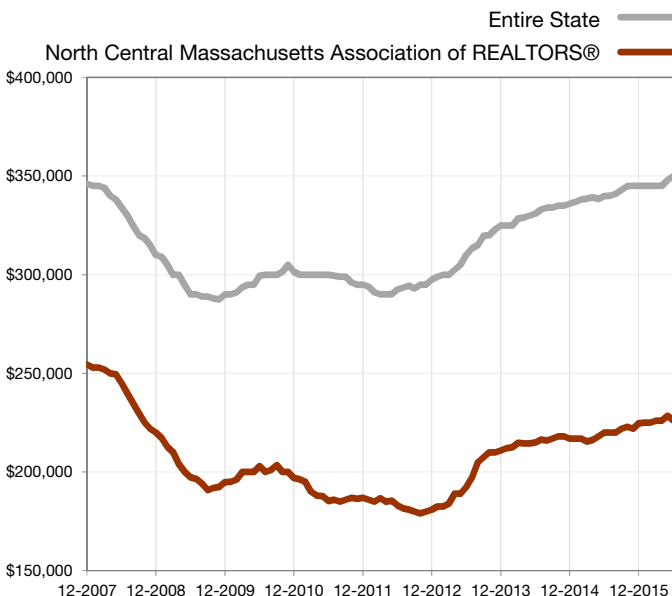
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	31	<b>55</b>	+ 77.4%	179	<b>209</b>	+ 16.8%
Closed Sales	47	<b>50</b>	+ 6.4%	157	<b>163</b>	+ 3.8%
Median Sales Price*	\$180,800	<b>\$160,000</b>	- 11.5%	\$149,100	<b>\$158,500</b>	+ 6.3%
Inventory of Homes for Sale	166	<b>115</b>	- 30.7%	--	--	--
Months Supply of Inventory	6.3	<b>3.8</b>	- 39.6%	--	--	--
Cumulative Days on Market Until Sale	141	<b>104</b>	- 26.2%	127	<b>99</b>	- 22.2%
Percent of Original List Price Received*	97.7%	<b>94.8%</b>	- 3.0%	95.2%	<b>95.5%</b>	+ 0.3%
New Listings	43	<b>57</b>	+ 32.6%	267	<b>268</b>	+ 0.4%

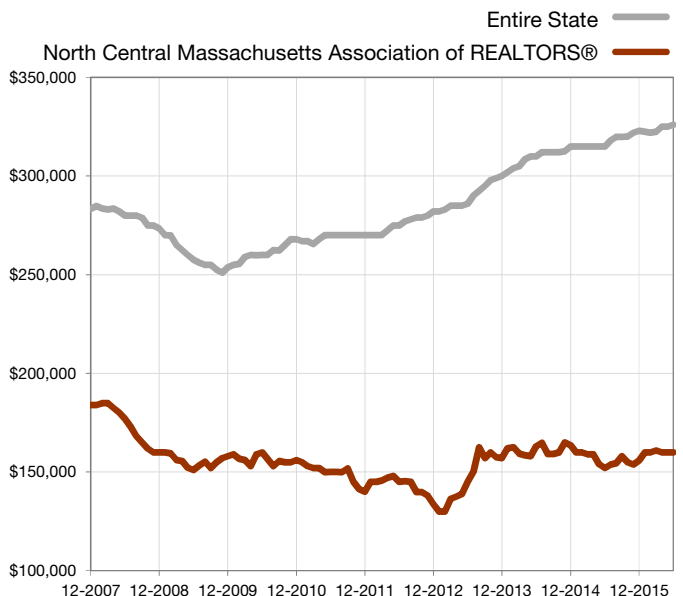
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.