

Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

- 2.2%

Year-Over-Year Change in Closed Sales All Properties

+ 18.4%

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

- 20.3%

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

Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	220	315	+ 43.2%	475	675	+ 42.1%
Closed Sales	157	159	+ 1.3%	394	486	+ 23.4%
Median Sales Price*	\$204,000	\$227,000	+ 11.3%	\$193,500	\$220,000	+ 13.7%
Inventory of Homes for Sale	1,029	804	- 21.9%	--	--	--
Months Supply of Inventory	5.7	3.6	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	144	121	- 16.2%	141	122	- 13.6%
Percent of Original List Price Received*	92.1%	94.3%	+ 2.4%	92.1%	94.5%	+ 2.6%
New Listings	333	392	+ 17.7%	709	842	+ 18.8%

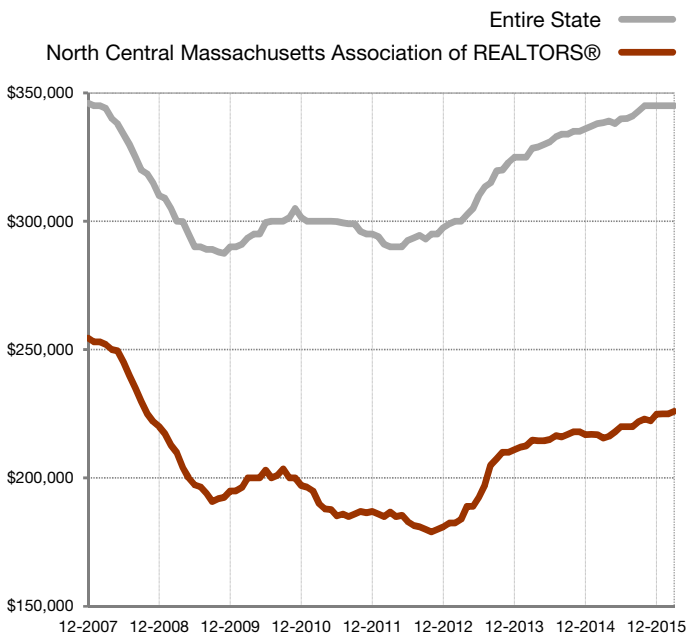
Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	30	36	+ 20.0%	69	85	+ 23.2%
Closed Sales	22	16	- 27.3%	57	55	- 3.5%
Median Sales Price*	\$126,450	\$144,125	+ 14.0%	\$127,000	\$159,000	+ 25.2%
Inventory of Homes for Sale	135	124	- 8.1%	--	--	--
Months Supply of Inventory	5.3	4.2	- 20.7%	--	--	--
Cumulative Days on Market Until Sale	121	126	+ 4.1%	131	100	- 24.1%
Percent of Original List Price Received*	92.6%	93.4%	+ 0.9%	93.0%	94.4%	+ 1.4%
New Listings	34	62	+ 82.4%	90	118	+ 31.1%

* 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

