

Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

+ 21.8%

Year-Over-Year Change in Closed Sales All Properties

+ 10.5%

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

- 33.5%

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

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	271	327	+ 20.7%	1,031	1,290	+ 25.1%
Closed Sales	200	247	+ 23.5%	748	927	+ 23.9%
Median Sales Price*	\$226,500	\$248,000	+ 9.5%	\$208,000	\$225,500	+ 8.4%
Inventory of Homes for Sale	1,293	840	- 35.0%	--	--	--
Months Supply of Inventory	7.0	3.7	- 47.8%	--	--	--
Cumulative Days on Market Until Sale	126	105	- 16.6%	137	119	- 13.1%
Percent of Original List Price Received*	95.0%	96.2%	+ 1.2%	93.1%	94.8%	+ 1.8%
New Listings	509	411	- 19.3%	1,701	1,646	- 3.2%

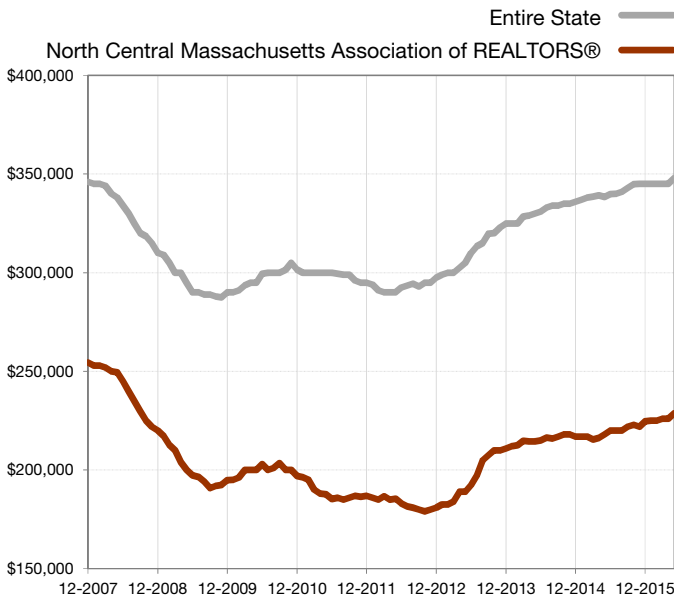
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	37	35	- 5.4%	148	156	+ 5.4%
Closed Sales	29	32	+ 10.3%	110	113	+ 2.7%
Median Sales Price*	\$132,900	\$145,000	+ 9.1%	\$131,950	\$157,000	+ 19.0%
Inventory of Homes for Sale	160	126	- 21.3%	--	--	--
Months Supply of Inventory	6.4	4.2	- 34.3%	--	--	--
Cumulative Days on Market Until Sale	107	75	- 29.8%	122	97	- 20.4%
Percent of Original List Price Received*	94.7%	98.0%	+ 3.5%	94.1%	95.8%	+ 1.7%
New Listings	68	47	- 30.9%	224	211	- 5.8%

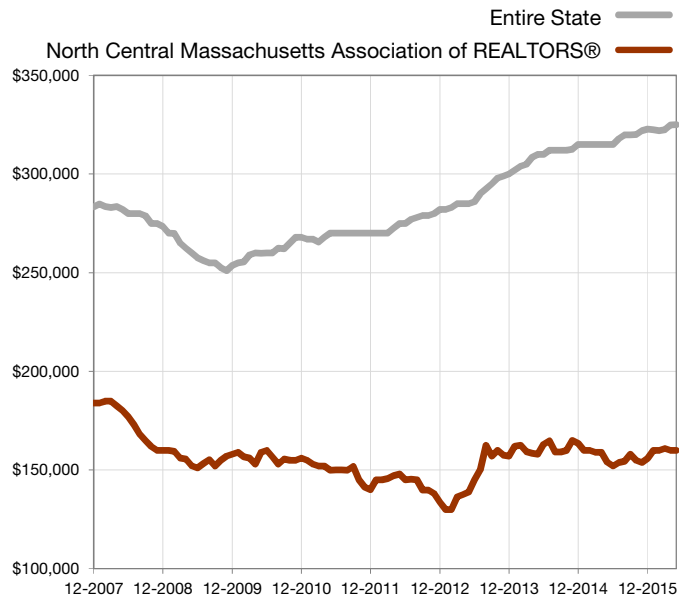
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.