

Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts
Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

- 14.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.5%

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

- 31.6%

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

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	255	277	+ 8.6%	1,587	1,792	+ 12.9%
Closed Sales	315	271	- 14.0%	1,359	1,508	+ 11.0%
Median Sales Price*	\$225,000	\$247,450	+ 10.0%	\$223,000	\$234,000	+ 4.9%
Inventory of Homes for Sale	1,325	910	- 31.3%	--	--	--
Months Supply of Inventory	6.8	4.0	- 40.4%	--	--	--
Cumulative Days on Market Until Sale	100	86	- 14.4%	120	106	- 12.2%
Percent of Original List Price Received*	95.5%	97.1%	+ 1.7%	94.4%	95.9%	+ 1.6%
New Listings	376	349	- 7.2%	2,512	2,397	- 4.6%

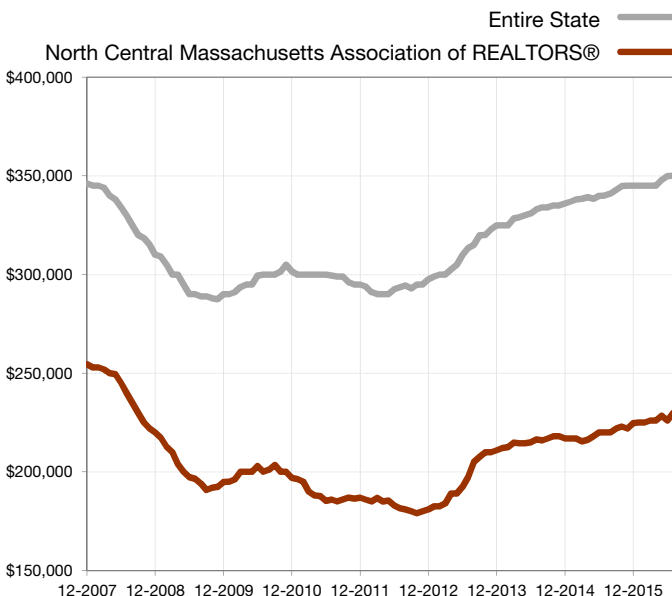
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	33	49	+ 48.5%	212	252	+ 18.9%
Closed Sales	38	31	- 18.4%	195	195	0.0%
Median Sales Price*	\$177,000	\$164,500	- 7.1%	\$153,000	\$159,000	+ 3.9%
Inventory of Homes for Sale	163	108	- 33.7%	--	--	--
Months Supply of Inventory	5.8	3.7	- 37.3%	--	--	--
Cumulative Days on Market Until Sale	98	90	- 8.0%	122	97	- 20.0%
Percent of Original List Price Received*	96.4%	97.7%	+ 1.3%	95.4%	95.8%	+ 0.4%
New Listings	42	43	+ 2.4%	309	313	+ 1.3%

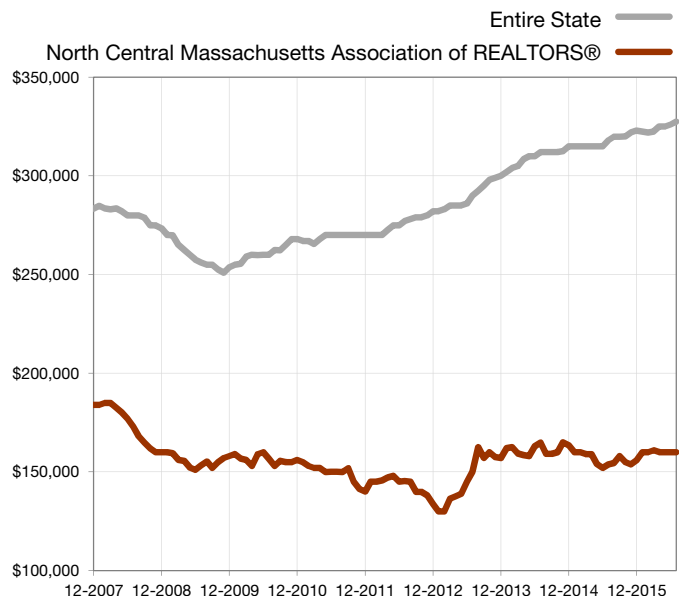
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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.