

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

+ 28.9%

Year-Over-Year Change in Closed Sales All Properties

+ 9.9%

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

- 33.4%

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

Single-Family Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	199	231	+ 16.1%	2,498	2,766	+ 10.7%
Closed Sales	188	254	+ 35.1%	2,324	2,583	+ 11.1%
Median Sales Price*	\$210,000	\$225,000	+ 7.1%	\$224,000	\$237,000	+ 5.8%
Inventory of Homes for Sale	1,143	762	- 33.3%	--	--	--
Months Supply of Inventory	5.5	3.2	- 40.9%	--	--	--
Cumulative Days on Market Until Sale	112	78	- 30.3%	114	94	- 17.1%
Percent of Original List Price Received*	93.6%	95.7%	+ 2.3%	94.5%	96.2%	+ 1.8%
New Listings	226	240	+ 6.2%	3,759	3,632	- 3.4%

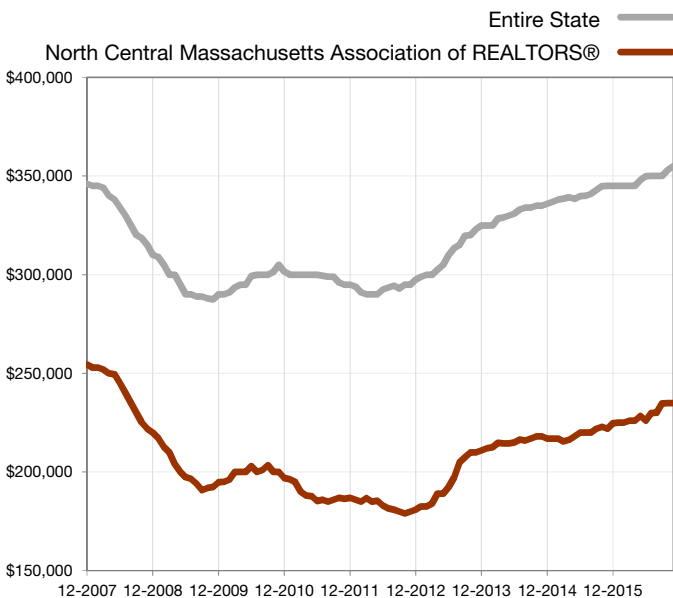
Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	20	35	+ 75.0%	337	384	+ 13.9%
Closed Sales	30	27	- 10.0%	327	346	+ 5.8%
Median Sales Price*	\$165,000	\$186,000	+ 12.7%	\$155,000	\$160,000	+ 3.2%
Inventory of Homes for Sale	156	103	- 34.0%	--	--	--
Months Supply of Inventory	5.3	3.3	- 37.3%	--	--	--
Cumulative Days on Market Until Sale	141	69	- 51.4%	117	100	- 14.6%
Percent of Original List Price Received*	93.5%	97.6%	+ 4.3%	95.6%	96.6%	+ 1.0%
New Listings	29	35	+ 20.7%	484	493	+ 1.9%

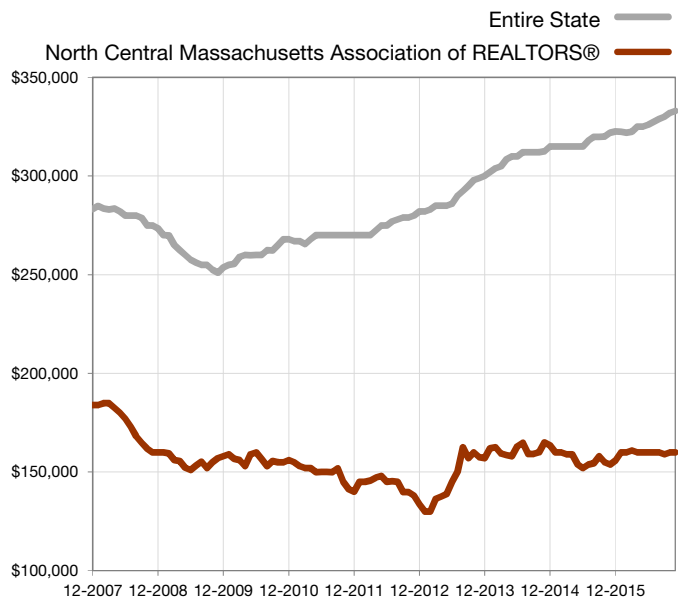
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.