

# Local Market Update – June 2015

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

## North Central Massachusetts Association of REALTORS®

**+ 26.4%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**+ 2.3%**

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

**- 19.4%**

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

### Single-Family Properties

	June			Year to Date		
	2014	2015	+ / -	2014	2015	+ / -
Pending Sales	214	<b>337</b>	+ 57.5%	1,056	<b>1,341</b>	+ 27.0%
Closed Sales	220	<b>271</b>	+ 23.2%	917	<b>972</b>	+ 6.0%
Median Sales Price*	\$241,250	<b>\$255,000</b>	+ 5.7%	\$207,500	<b>\$215,000</b>	+ 3.6%
Inventory of Homes for Sale	1,399	<b>1,135</b>	- 18.9%	--	--	--
Months Supply of Inventory	8.1	<b>6.4</b>	- 20.7%	--	--	--
Cumulative Days on Market Until Sale	96	<b>101</b>	+ 4.9%	126	<b>126</b>	- 0.7%
Percent of Original List Price Received*	95.4%	<b>96.5%</b>	+ 1.1%	93.0%	<b>94.1%</b>	+ 1.1%
New Listings	420	<b>429</b>	+ 2.1%	1,948	<b>2,060</b>	+ 5.7%

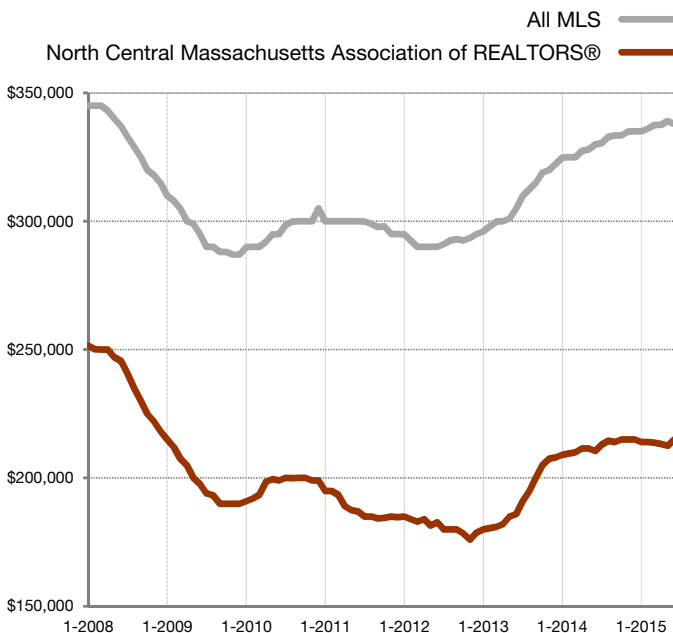
### Condominium Properties

	June			Year to Date		
	2014	2015	+ / -	2014	2015	+ / -
Pending Sales	28	<b>33</b>	+ 17.9%	152	<b>186</b>	+ 22.4%
Closed Sales	30	<b>45</b>	+ 50.0%	142	<b>152</b>	+ 7.0%
Median Sales Price*	\$231,000	<b>\$185,000</b>	- 19.9%	\$166,950	<b>\$148,500</b>	- 11.1%
Inventory of Homes for Sale	187	<b>143</b>	- 23.5%	--	--	--
Months Supply of Inventory	7.5	<b>5.7</b>	- 24.0%	--	--	--
Cumulative Days on Market Until Sale	118	<b>145</b>	+ 22.5%	123	<b>127</b>	+ 3.5%
Percent of Original List Price Received*	95.5%	<b>97.8%</b>	+ 2.5%	96.1%	<b>95.3%</b>	- 0.9%
New Listings	56	<b>41</b>	- 26.8%	293	<b>261</b>	- 10.9%

\* 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

