

Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts
Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

+ 1.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 11.6%

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

- 32.5%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	214	264	+ 23.4%	2,063	2,308	+ 11.9%
Closed Sales	250	247	- 1.2%	1,884	2,084	+ 10.6%
Median Sales Price*	\$225,699	\$259,000	+ 14.8%	\$225,000	\$237,500	+ 5.6%
Inventory of Homes for Sale	1,317	895	- 32.0%	--	--	--
Months Supply of Inventory	6.5	3.9	- 40.1%	--	--	--
Cumulative Days on Market Until Sale	102	73	- 29.1%	115	98	- 14.6%
Percent of Original List Price Received*	94.3%	96.4%	+ 2.2%	94.5%	96.2%	+ 1.8%
New Listings	366	361	- 1.4%	3,196	3,093	- 3.2%

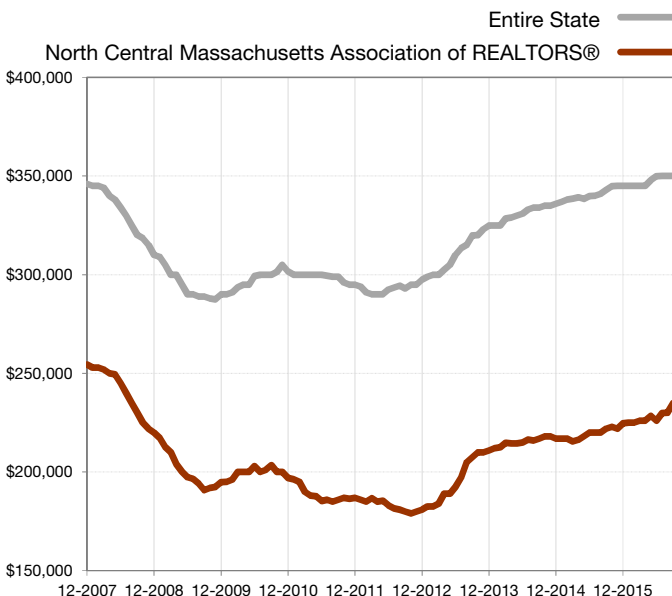
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	28	40	+ 42.9%	277	325	+ 17.3%
Closed Sales	37	44	+ 18.9%	265	287	+ 8.3%
Median Sales Price*	\$162,400	\$154,750	- 4.7%	\$155,000	\$159,000	+ 2.6%
Inventory of Homes for Sale	168	107	- 36.3%	--	--	--
Months Supply of Inventory	5.8	3.4	- 41.1%	--	--	--
Cumulative Days on Market Until Sale	92	101	+ 9.0%	118	103	- 12.9%
Percent of Original List Price Received*	97.5%	95.9%	- 1.6%	95.7%	96.0%	+ 0.3%
New Listings	43	58	+ 34.9%	401	416	+ 3.7%

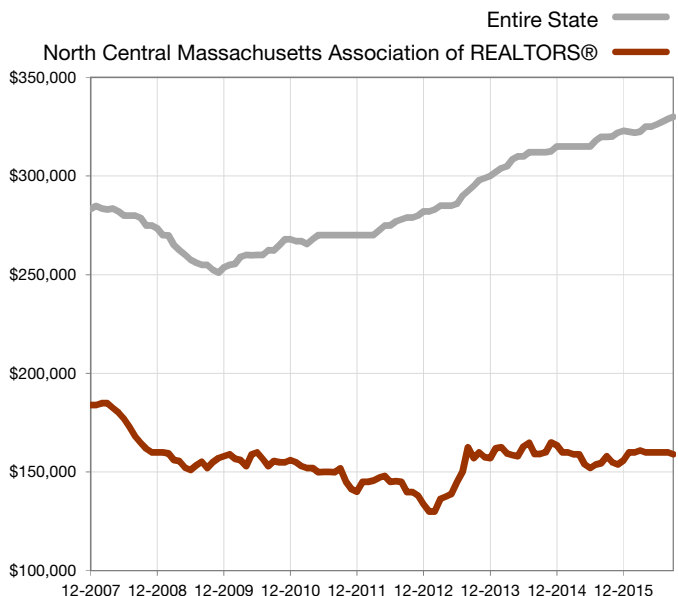
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.