



Central Region

+ 16.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.5%

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

- 15.6%

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

Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	701	1,014	+ 44.7%	1,558	2,262	+ 45.2%
Closed Sales	479	561	+ 17.1%	1,224	1,576	+ 28.8%
Median Sales Price*	\$227,500	\$247,500	+ 8.8%	\$231,000	\$239,250	+ 3.6%
Inventory of Homes for Sale	2,976	2,479	-16.7%	--	--	--
Months Supply of Inventory	4.9	3.4	-30.6%	--	--	--
Cumulative Days on Market Until Sale	146	125	-14.4%	137	123	-10.2%
Percent of Original List Price Received*	92.9%	94.3%	+ 1.5%	92.8%	94.1%	+ 1.4%
New Listings	1,042	1,363	+ 30.8%	2,184	2,803	+ 28.3%

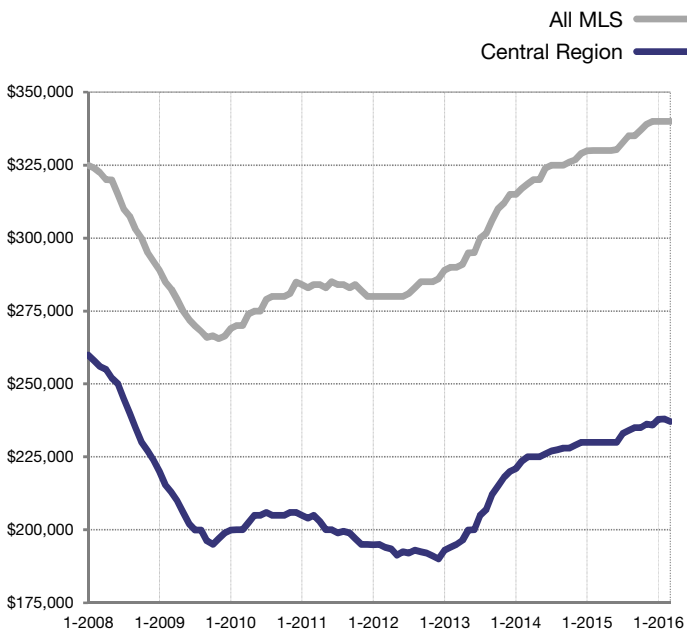
Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	166	202	+ 21.7%	355	494	+ 39.2%
Closed Sales	103	116	+ 12.6%	266	322	+ 21.1%
Median Sales Price*	\$179,900	\$182,500	+ 1.4%	\$182,500	\$191,000	+ 4.7%
Inventory of Homes for Sale	546	492	-9.9%	--	--	--
Months Supply of Inventory	4.2	3.3	-21.4%	--	--	--
Cumulative Days on Market Until Sale	122	123	+ 0.8%	119	113	-5.0%
Percent of Original List Price Received*	95.2%	96.2%	+ 1.1%	95.4%	95.4%	0.0%
New Listings	228	268	+ 17.5%	494	615	+ 24.5%

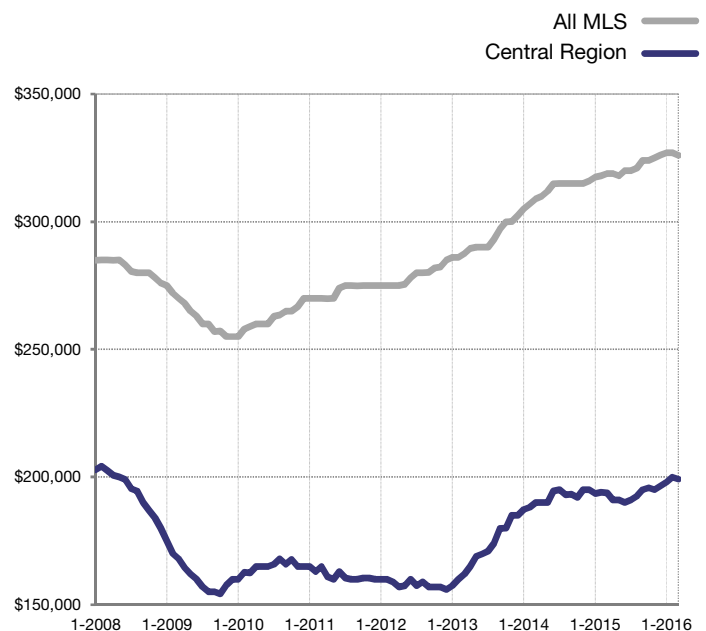
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

+ 22.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.1%

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

- 14.5%

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

Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	766	1,066	+ 39.2%	1,747	2,372	+ 35.8%
Closed Sales	503	623	+ 23.9%	1,392	1,758	+ 26.3%
Median Sales Price*	\$379,900	\$380,000	+ 0.0%	\$370,000	\$372,000	+ 0.5%
Inventory of Homes for Sale	1,939	1,701	-12.3%	--	--	--
Months Supply of Inventory	2.5	2.0	-20.0%	--	--	--
Cumulative Days on Market Until Sale	110	93	-15.5%	104	97	-6.7%
Percent of Original List Price Received*	95.7%	96.8%	+ 1.1%	94.7%	95.6%	+ 1.0%
New Listings	1,070	1,367	+ 27.8%	2,172	2,855	+ 31.4%

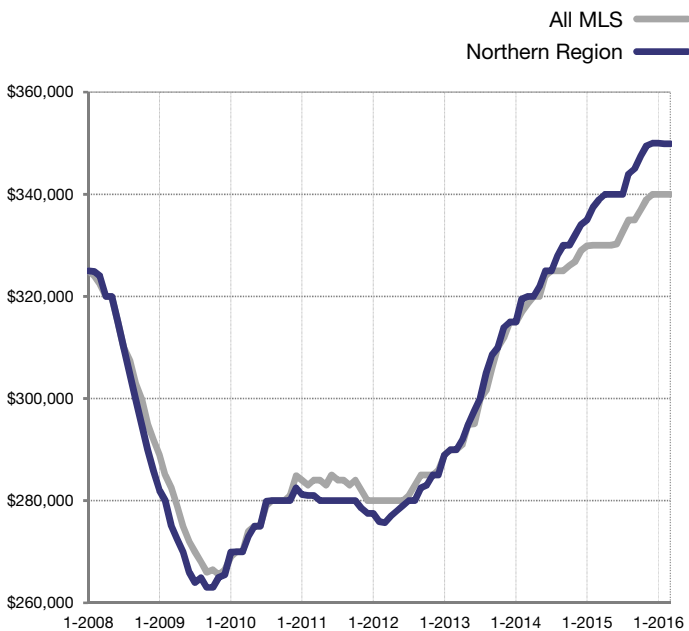
Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	374	496	+ 32.6%	857	1,078	+ 25.8%
Closed Sales	224	265	+ 18.3%	631	743	+ 17.7%
Median Sales Price*	\$230,000	\$243,000	+ 5.7%	\$235,000	\$235,000	0.0%
Inventory of Homes for Sale	874	703	-19.6%	--	--	--
Months Supply of Inventory	2.6	1.9	-26.9%	--	--	--
Cumulative Days on Market Until Sale	104	90	-13.5%	102	92	-9.8%
Percent of Original List Price Received*	96.0%	96.5%	+ 0.5%	96.0%	95.9%	-0.1%
New Listings	485	563	+ 16.1%	1,043	1,225	+ 17.4%

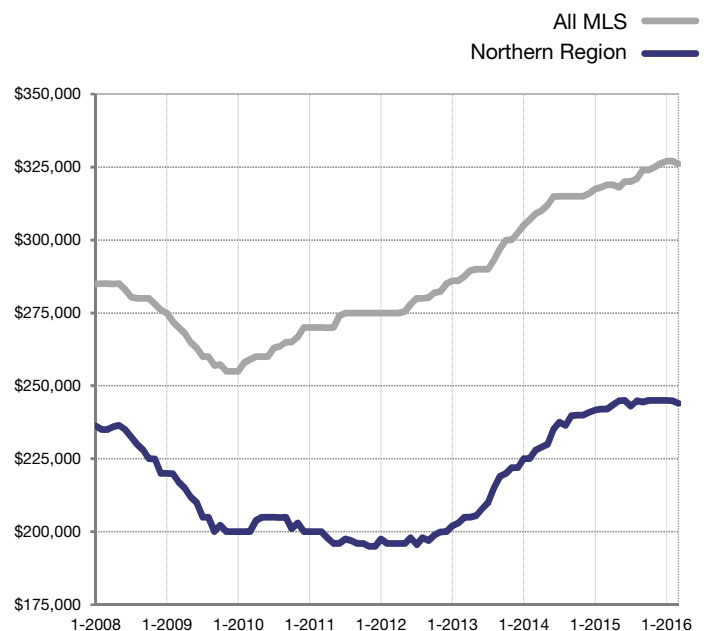
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

+ 45.5%

Year-Over-Year
Change in
Closed Sales
All Properties

- 3.9%

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

- 14.1%

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

The Southeast Region now includes data from the North Bristol and former Tri-County boards of REALTORS®.

Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	375	574	+ 53.1%	901	1,395	+ 54.8%
Closed Sales	271	393	+ 45.0%	770	999	+ 29.7%
Median Sales Price*	\$262,500	\$279,950	+ 6.6%	\$257,250	\$269,000	+ 4.6%
Inventory of Homes for Sale	1,762	1,491	-15.4%	--	--	--
Months Supply of Inventory	4.8	3.4	-29.2%	--	--	--
Cumulative Days on Market Until Sale	116	109	-6.0%	125	112	-10.4%
Percent of Original List Price Received*	93.8%	94.9%	+ 1.2%	93.4%	94.3%	+ 1.0%
New Listings	535	697	+ 30.3%	1,241	1,643	+ 32.4%

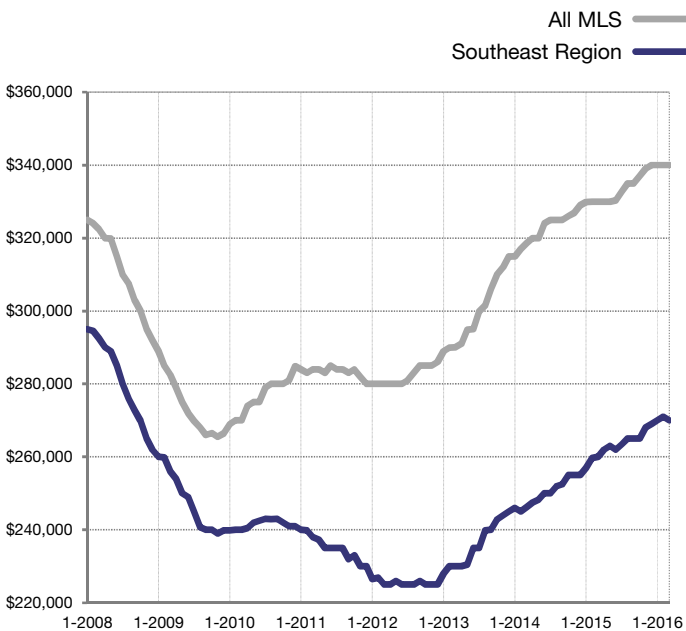
Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	81	106	+ 30.9%	147	240	+ 63.3%
Closed Sales	39	58	+ 48.7%	112	178	+ 58.9%
Median Sales Price*	\$210,000	\$174,000	-17.1%	\$199,000	\$182,250	-8.4%
Inventory of Homes for Sale	236	225	-4.7%	--	--	--
Months Supply of Inventory	3.9	3.2	-17.9%	--	--	--
Cumulative Days on Market Until Sale	99	110	+ 11.1%	121	107	-11.6%
Percent of Original List Price Received*	94.3%	96.4%	+ 2.2%	93.8%	95.4%	+ 1.7%
New Listings	115	123	+ 7.0%	215	292	+ 35.8%

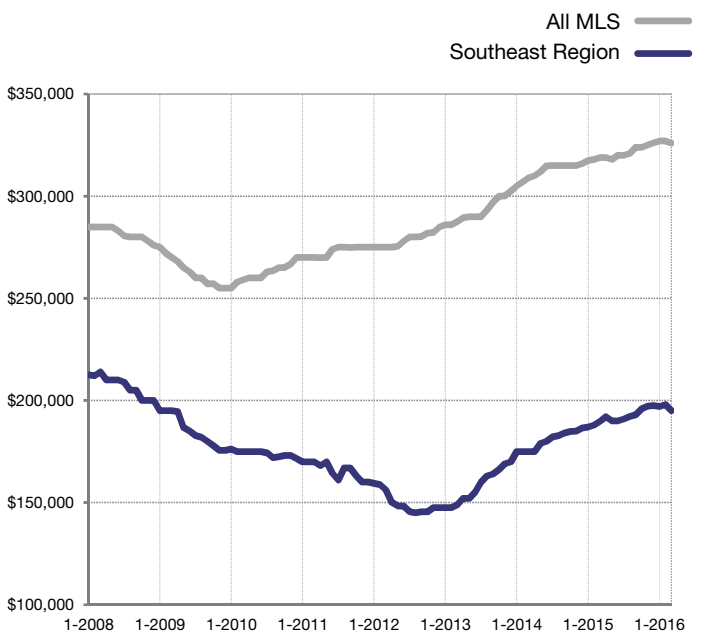
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

West Region

+ 29.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 0.9%

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

- 18.0%

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

Single-Family Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	496	763	+ 53.8%	1,200	1,718	+ 43.2%
Closed Sales	330	450	+ 36.4%	952	1,246	+ 30.9%
Median Sales Price*	\$180,000	\$182,250	+ 1.3%	\$182,500	\$181,500	-0.5%
Inventory of Homes for Sale	3,436	2,843	-17.3%	--	--	--
Months Supply of Inventory	7.2	5.1	-29.2%	--	--	--
Cumulative Days on Market Until Sale	148	140	-5.4%	146	140	-4.1%
Percent of Original List Price Received*	91.8%	92.2%	+ 0.4%	91.2%	91.6%	+ 0.4%
New Listings	847	1,034	+ 22.1%	1,906	2,248	+ 17.9%

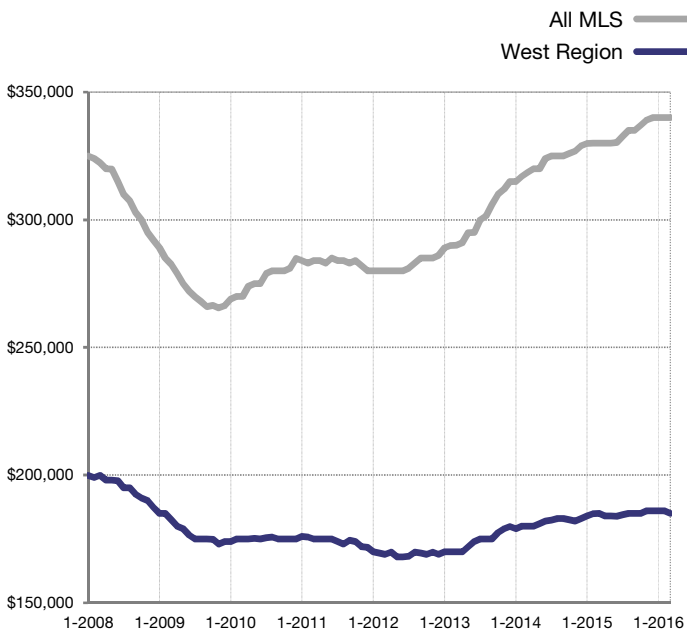
Condominium Properties

	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	87	96	+ 10.3%	183	224	+ 22.4%
Closed Sales	70	68	-2.9%	151	166	+ 9.9%
Median Sales Price*	\$148,700	\$149,250	+ 0.4%	\$153,000	\$153,700	+ 0.5%
Inventory of Homes for Sale	619	481	-22.3%	--	--	--
Months Supply of Inventory	9.0	6.0	-33.3%	--	--	--
Cumulative Days on Market Until Sale	196	136	-30.6%	190	146	-23.2%
Percent of Original List Price Received*	93.1%	94.5%	+ 1.5%	92.9%	94.2%	+ 1.4%
New Listings	128	129	+ 0.8%	326	301	-7.7%

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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties

