

Local Market Update – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 25.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.9%

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

- 25.1%

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

Single-Family Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	876	1,131	+ 29.1%	2,428	3,298	+ 35.8%
Closed Sales	494	658	+ 33.2%	1,716	2,237	+ 30.4%
Median Sales Price*	\$236,750	\$254,666	+ 7.6%	\$234,875	\$243,750	+ 3.8%
Inventory of Homes for Sale	3,413	2,515	-26.3%	--	--	--
Months Supply of Inventory	5.6	3.4	-39.3%	--	--	--
Cumulative Days on Market Until Sale	140	120	-14.3%	138	122	-11.6%
Percent of Original List Price Received*	93.4%	95.3%	+ 2.0%	93.0%	94.5%	+ 1.6%
New Listings	1,578	1,314	-16.7%	3,753	4,114	+ 9.6%

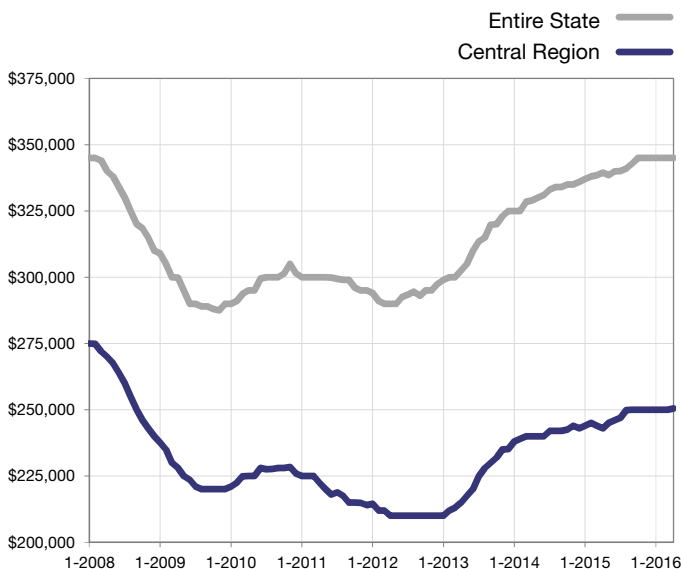
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	207	243	+ 17.4%	564	712	+ 26.2%
Closed Sales	118	133	+ 12.7%	384	456	+ 18.8%
Median Sales Price*	\$191,000	\$191,900	+ 0.5%	\$186,250	\$192,000	+ 3.1%
Inventory of Homes for Sale	606	494	-18.5%	--	--	--
Months Supply of Inventory	4.7	3.3	-29.8%	--	--	--
Cumulative Days on Market Until Sale	113	107	-5.3%	117	112	-4.3%
Percent of Original List Price Received*	95.5%	96.7%	+ 1.3%	95.4%	95.8%	+ 0.4%
New Listings	307	263	-14.3%	802	878	+ 9.5%

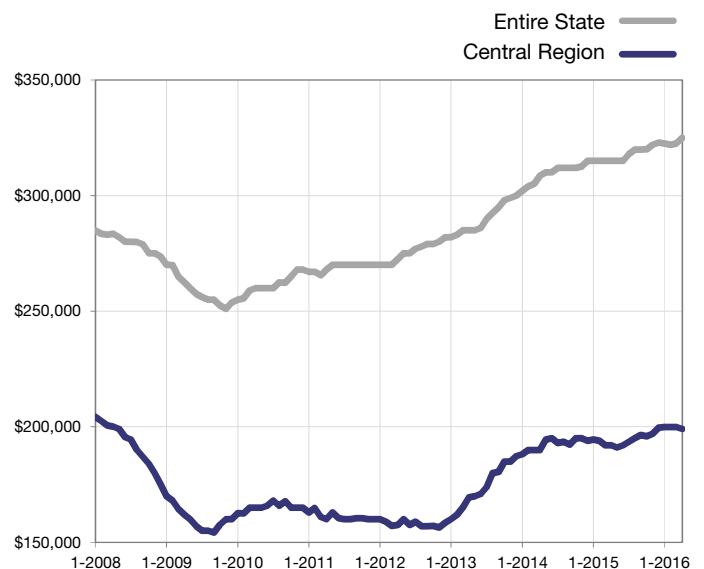
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

+ 13.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.4%

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

- 25.4%

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

Single-Family Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	848	1,012	+ 19.3%	2,306	2,934	+ 27.2%
Closed Sales	510	606	+ 18.8%	1,655	2,074	+ 25.3%
Median Sales Price*	\$356,000	\$375,000	+ 5.3%	\$355,800	\$364,900	+ 2.6%
Inventory of Homes for Sale	2,202	1,671	-24.1%	--	--	--
Months Supply of Inventory	3.5	2.3	-34.3%	--	--	--
Cumulative Days on Market Until Sale	112	90	-19.6%	109	99	-9.2%
Percent of Original List Price Received*	96.0%	96.9%	+ 0.9%	94.7%	95.7%	+ 1.1%
New Listings	1,406	1,212	-13.8%	3,259	3,611	+ 10.8%

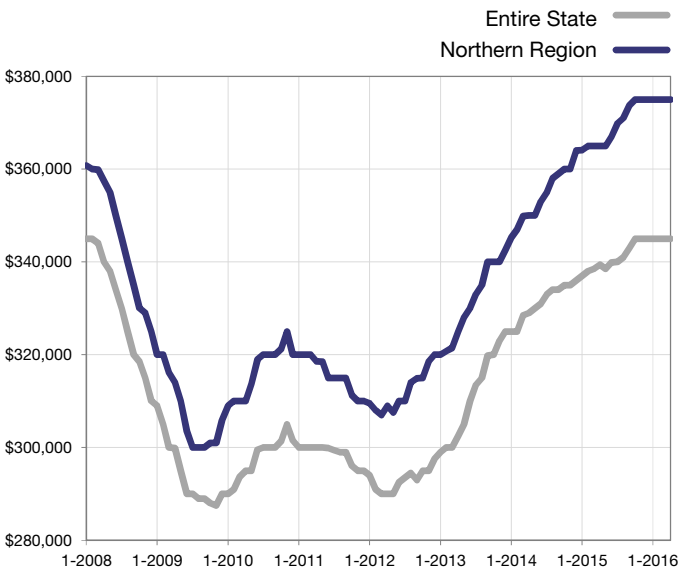
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	410	466	+ 13.7%	1,156	1,333	+ 15.3%
Closed Sales	251	268	+ 6.8%	796	919	+ 15.5%
Median Sales Price*	\$235,000	\$250,000	+ 6.4%	\$230,000	\$236,000	+ 2.6%
Inventory of Homes for Sale	889	652	-26.7%	--	--	--
Months Supply of Inventory	3.2	2.1	-34.4%	--	--	--
Cumulative Days on Market Until Sale	93	83	-10.8%	99	91	-8.1%
Percent of Original List Price Received*	96.5%	97.5%	+ 1.0%	96.0%	96.3%	+ 0.3%
New Listings	594	497	-16.3%	1,497	1,543	+ 3.1%

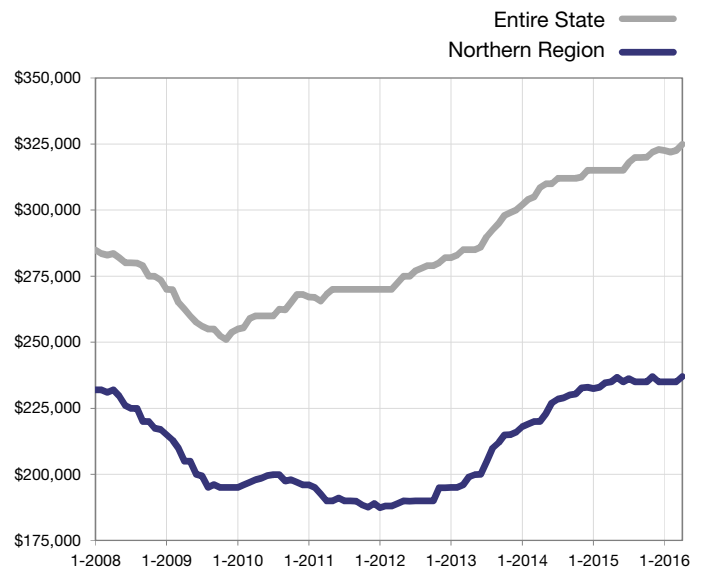
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

+ 25.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.2%

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

- 22.4%

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

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

Single-Family Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	494	729	+ 47.6%	1,452	2,198	+ 51.4%
Closed Sales	329	416	+ 26.4%	1,159	1,497	+ 29.2%
Median Sales Price*	\$255,000	\$262,500	+ 2.9%	\$253,500	\$260,000	+ 2.6%
Inventory of Homes for Sale	2,173	1,618	-25.5%	--	--	--
Months Supply of Inventory	5.6	3.4	-39.3%	--	--	--
Cumulative Days on Market Until Sale	137	103	-24.8%	129	109	-15.5%
Percent of Original List Price Received*	94.6%	96.4%	+ 1.9%	93.7%	95.0%	+ 1.4%
New Listings	896	811	-9.5%	2,247	2,637	+ 17.4%

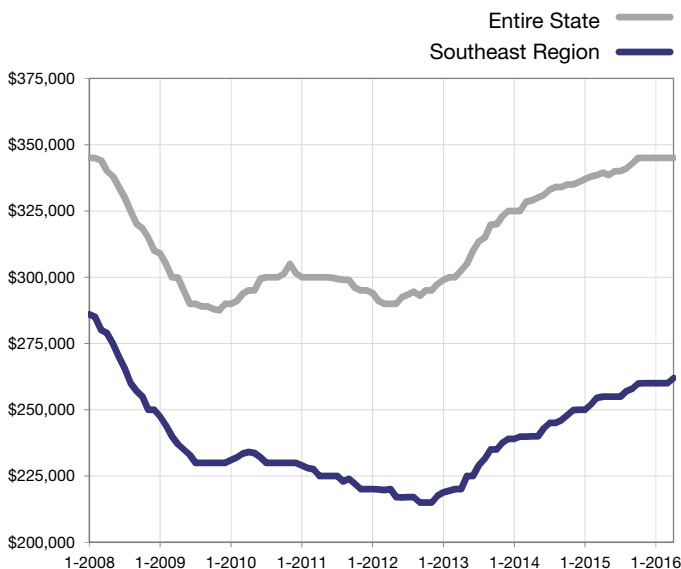
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	90	129	+ 43.3%	255	360	+ 41.2%
Closed Sales	75	60	-20.0%	202	249	+ 23.3%
Median Sales Price*	\$174,900	\$189,950	+ 8.6%	\$174,950	\$175,000	+ 0.0%
Inventory of Homes for Sale	261	223	-14.6%	--	--	--
Months Supply of Inventory	4.1	3.2	-22.0%	--	--	--
Cumulative Days on Market Until Sale	93	118	+ 26.9%	110	113	+ 2.7%
Percent of Original List Price Received*	94.3%	95.4%	+ 1.2%	93.9%	94.8%	+ 1.0%
New Listings	132	120	-9.1%	357	426	+ 19.3%

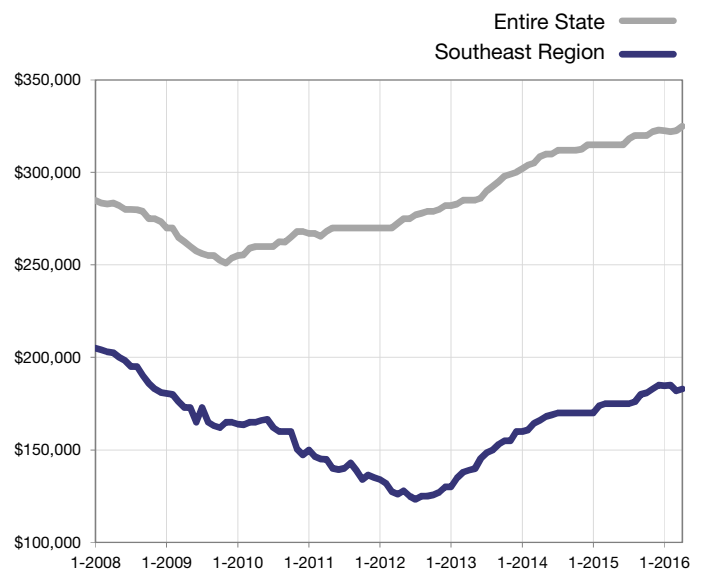
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Single-Family Properties



Condominium Properties



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West Region

+ 8.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.0%

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

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	619	782	+ 26.3%	1,840	2,470	+ 34.2%
Closed Sales	437	494	+ 13.0%	1,400	1,763	+ 25.9%
Median Sales Price*	\$185,000	\$188,250	+ 1.8%	\$184,500	\$183,950	-0.3%
Inventory of Homes for Sale	3,892	3,177	-18.4%	--	--	--
Months Supply of Inventory	8.0	5.6	-30.0%	--	--	--
Cumulative Days on Market Until Sale	149	124	-16.8%	147	137	-6.8%
Percent of Original List Price Received*	91.3%	92.9%	+ 1.8%	91.2%	91.9%	+ 0.8%
New Listings	1,305	1,191	-8.7%	3,243	3,490	+ 7.6%

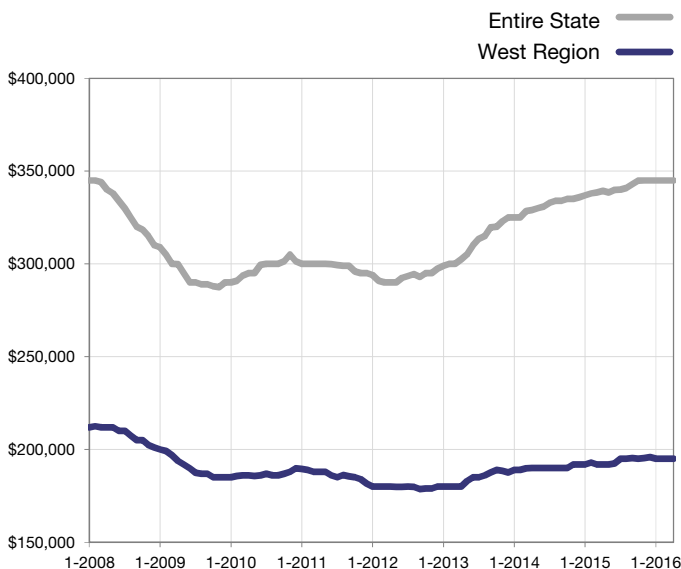
Condominium Properties

	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	124	111	-10.5%	307	326	+ 6.2%
Closed Sales	71	74	+ 4.2%	222	242	+ 9.0%
Median Sales Price*	\$138,700	\$138,000	-0.5%	\$150,000	\$145,500	-3.0%
Inventory of Homes for Sale	640	486	-24.1%	--	--	--
Months Supply of Inventory	8.9	5.9	-33.7%	--	--	--
Cumulative Days on Market Until Sale	173	141	-18.5%	185	144	-22.2%
Percent of Original List Price Received*	92.7%	92.3%	-0.4%	92.8%	93.6%	+ 0.9%
New Listings	180	140	-22.2%	509	440	-13.6%

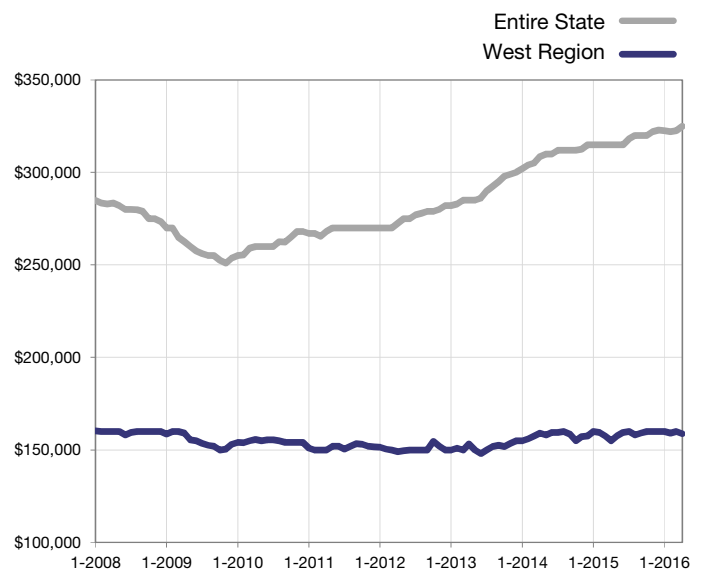
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