

# Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**+ 8.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 1.9%**

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

**- 33.7%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	946	<b>1,141</b>	+ 20.6%	4,344	<b>5,359</b>	+ 23.4%
Closed Sales	986	<b>1,070</b>	+ 8.5%	3,353	<b>4,066</b>	+ 21.3%
Median Sales Price*	\$273,500	<b>\$275,000</b>	+ 0.5%	\$249,900	<b>\$255,000</b>	+ 2.0%
Inventory of Homes for Sale	3,963	<b>2,640</b>	-33.4%	--	--	--
Months Supply of Inventory	6.4	<b>3.5</b>	-45.3%	--	--	--
Cumulative Days on Market Until Sale	94	<b>86</b>	-8.5%	121	<b>108</b>	-10.7%
Percent of Original List Price Received*	96.7%	<b>97.4%</b>	+ 0.7%	94.6%	<b>95.5%</b>	+ 1.0%
New Listings	1,404	<b>1,397</b>	-0.5%	6,853	<b>6,831</b>	-0.3%

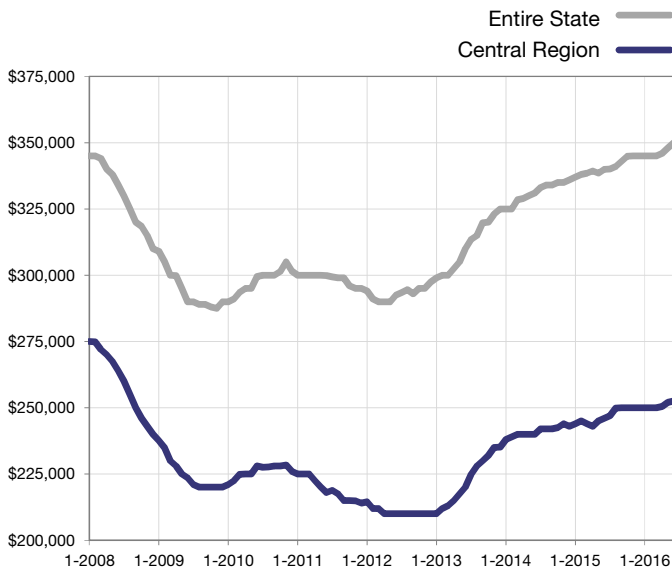
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	168	<b>241</b>	+ 43.5%	941	<b>1,123</b>	+ 19.3%
Closed Sales	224	<b>257</b>	+ 14.7%	766	<b>895</b>	+ 16.8%
Median Sales Price*	\$205,500	<b>\$204,450</b>	-0.5%	\$194,000	<b>\$193,500</b>	-0.3%
Inventory of Homes for Sale	700	<b>491</b>	-29.9%	--	--	--
Months Supply of Inventory	5.2	<b>3.1</b>	-40.4%	--	--	--
Cumulative Days on Market Until Sale	94	<b>80</b>	-14.9%	105	<b>96</b>	-8.6%
Percent of Original List Price Received*	96.7%	<b>97.3%</b>	+ 0.6%	95.8%	<b>96.5%</b>	+ 0.7%
New Listings	242	<b>265</b>	+ 9.5%	1,358	<b>1,386</b>	+ 2.1%

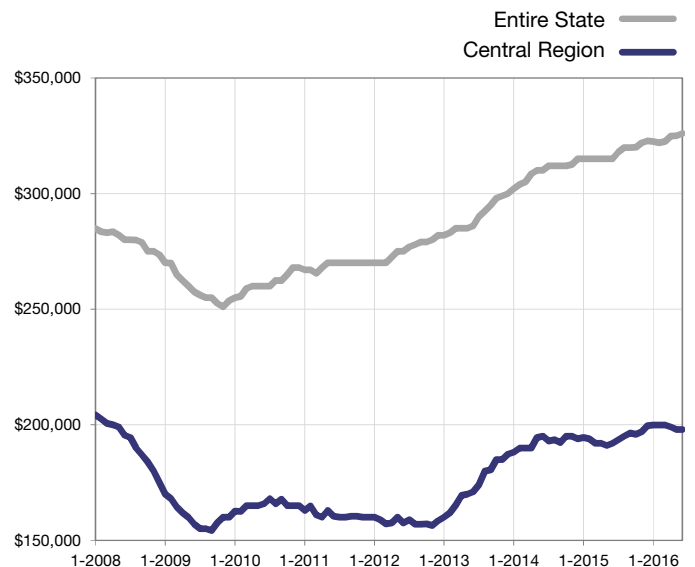
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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.



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## Northern Region

**+ 4.2%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 3.6%**

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

**- 33.3%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1,054	<b>1,040</b>	-1.3%	4,372	<b>4,907</b>	+ 12.2%
Closed Sales	995	<b>1,020</b>	+ 2.5%	3,282	<b>3,841</b>	+ 17.0%
Median Sales Price*	\$383,000	<b>\$413,000</b>	+ 7.8%	\$367,500	<b>\$380,000</b>	+ 3.4%
Inventory of Homes for Sale	2,740	<b>1,916</b>	-30.1%	--	--	--
Months Supply of Inventory	4.3	<b>2.6</b>	-39.5%	--	--	--
Cumulative Days on Market Until Sale	75	<b>70</b>	-6.7%	95	<b>86</b>	-9.5%
Percent of Original List Price Received*	97.5%	<b>98.5%</b>	+ 1.0%	96.0%	<b>96.9%</b>	+ 0.9%
New Listings	1,435	<b>1,261</b>	-12.1%	6,217	<b>6,198</b>	-0.3%

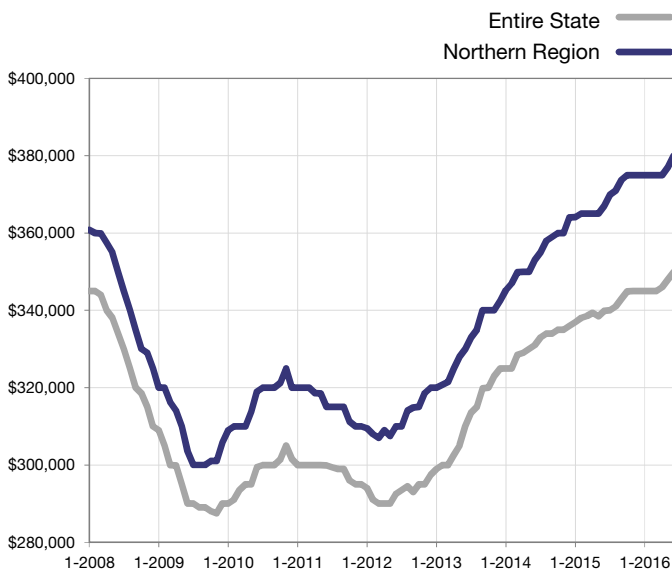
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	443	<b>454</b>	+ 2.5%	1,988	<b>2,199</b>	+ 10.6%
Closed Sales	444	<b>467</b>	+ 5.2%	1,553	<b>1,744</b>	+ 12.3%
Median Sales Price*	\$235,000	<b>\$250,000</b>	+ 6.4%	\$233,700	<b>\$240,000</b>	+ 2.7%
Inventory of Homes for Sale	1,007	<b>665</b>	-34.0%	--	--	--
Months Supply of Inventory	3.6	<b>2.1</b>	-41.7%	--	--	--
Cumulative Days on Market Until Sale	72	<b>63</b>	-12.5%	87	<b>81</b>	-6.9%
Percent of Original List Price Received*	97.4%	<b>98.3%</b>	+ 0.9%	96.7%	<b>97.2%</b>	+ 0.5%
New Listings	526	<b>484</b>	-8.0%	2,600	<b>2,553</b>	-1.8%

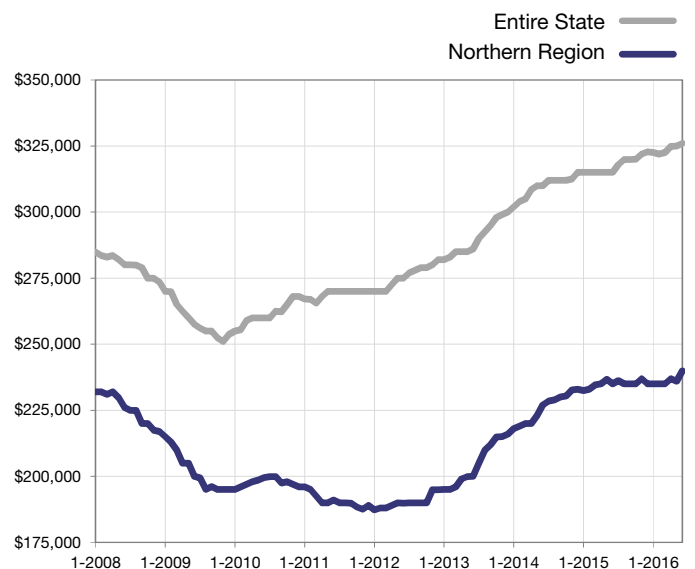
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Southeast Region

**+ 13.9%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 4.0%**

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

**- 30.5%**

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

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	634	<b>710</b>	+ 12.0%	2,664	<b>3,460</b>	+ 29.9%
Closed Sales	583	<b>634</b>	+ 8.7%	2,147	<b>2,693</b>	+ 25.4%
Median Sales Price*	\$271,000	<b>\$280,000</b>	+ 3.3%	\$255,000	<b>\$268,000</b>	+ 5.1%
Inventory of Homes for Sale	2,530	<b>1,751</b>	-30.8%	--	--	--
Months Supply of Inventory	6.4	<b>3.6</b>	-43.8%	--	--	--
Cumulative Days on Market Until Sale	89	<b>86</b>	-3.4%	115	<b>101</b>	-12.2%
Percent of Original List Price Received*	96.4%	<b>97.2%</b>	+ 0.8%	94.8%	<b>95.9%</b>	+ 1.2%
New Listings	936	<b>859</b>	-8.2%	4,152	<b>4,340</b>	+ 4.5%

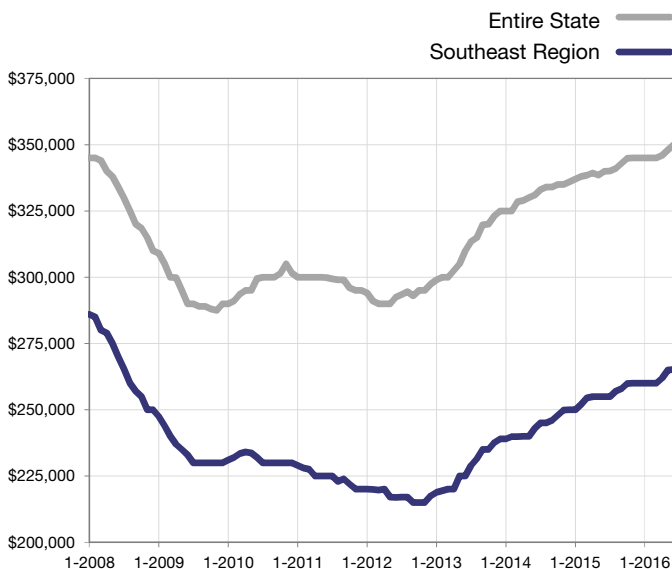
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	86	<b>105</b>	+ 22.1%	402	<b>551</b>	+ 37.1%
Closed Sales	74	<b>117</b>	+ 58.1%	346	<b>456</b>	+ 31.8%
Median Sales Price*	\$190,500	<b>\$197,900</b>	+ 3.9%	\$179,450	<b>\$184,250</b>	+ 2.7%
Inventory of Homes for Sale	329	<b>203</b>	-38.3%	--	--	--
Months Supply of Inventory	5.2	<b>2.7</b>	-48.1%	--	--	--
Cumulative Days on Market Until Sale	95	<b>92</b>	-3.2%	104	<b>107</b>	+ 2.9%
Percent of Original List Price Received*	96.3%	<b>96.0%</b>	-0.3%	95.1%	<b>95.1%</b>	0.0%
New Listings	131	<b>101</b>	-22.9%	619	<b>642</b>	+ 3.7%

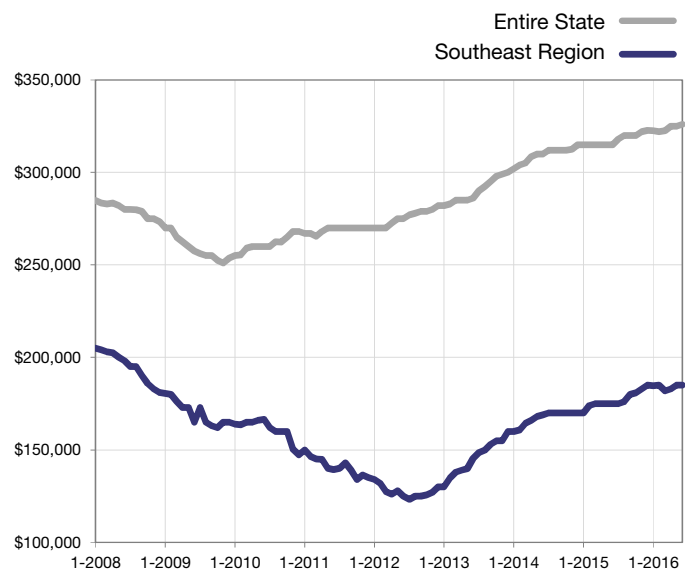
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## West Region

**+ 9.2%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 2.6%**

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

**- 25.9%**

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

### Single-Family Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	743	<b>822</b>	+ 10.6%	3,311	<b>4,025</b>	+ 21.6%
Closed Sales	699	<b>788</b>	+ 12.7%	2,642	<b>3,214</b>	+ 21.7%
Median Sales Price*	\$207,600	<b>\$209,000</b>	+ 0.7%	\$191,000	<b>\$193,000</b>	+ 1.0%
Inventory of Homes for Sale	4,731	<b>3,437</b>	-27.4%	--	--	--
Months Supply of Inventory	9.5	<b>5.9</b>	-37.9%	--	--	--
Cumulative Days on Market Until Sale	116	<b>99</b>	-14.7%	136	<b>124</b>	-8.8%
Percent of Original List Price Received*	94.0%	<b>95.1%</b>	+ 1.2%	92.3%	<b>93.1%</b>	+ 0.9%
New Listings	1,360	<b>1,166</b>	-14.3%	6,083	<b>5,811</b>	-4.5%

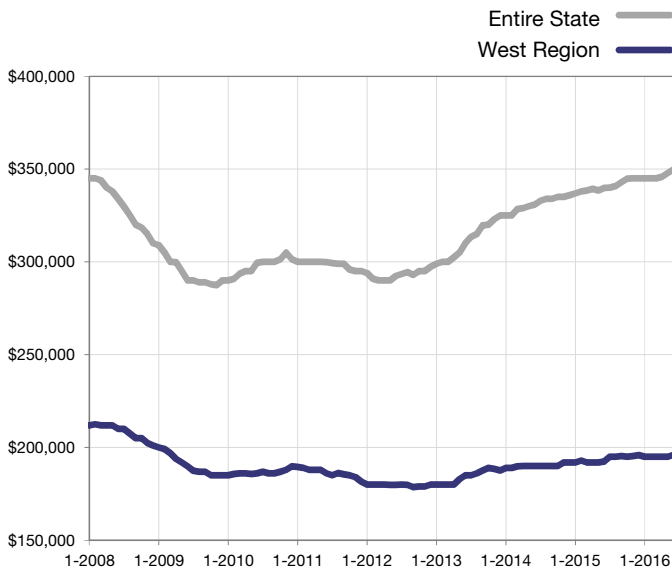
### Condominium Properties

	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	102	<b>83</b>	-18.6%	535	<b>511</b>	-4.5%
Closed Sales	127	<b>109</b>	-14.2%	429	<b>430</b>	+ 0.2%
Median Sales Price*	\$177,500	<b>\$152,000</b>	-14.4%	\$160,000	<b>\$150,000</b>	-6.3%
Inventory of Homes for Sale	647	<b>530</b>	-18.1%	--	--	--
Months Supply of Inventory	8.8	<b>6.6</b>	-25.0%	--	--	--
Cumulative Days on Market Until Sale	103	<b>123</b>	+ 19.4%	151	<b>139</b>	-7.9%
Percent of Original List Price Received*	94.9%	<b>96.8%</b>	+ 2.0%	93.7%	<b>94.9%</b>	+ 1.3%
New Listings	145	<b>146</b>	+ 0.7%	816	<b>730</b>	-10.5%

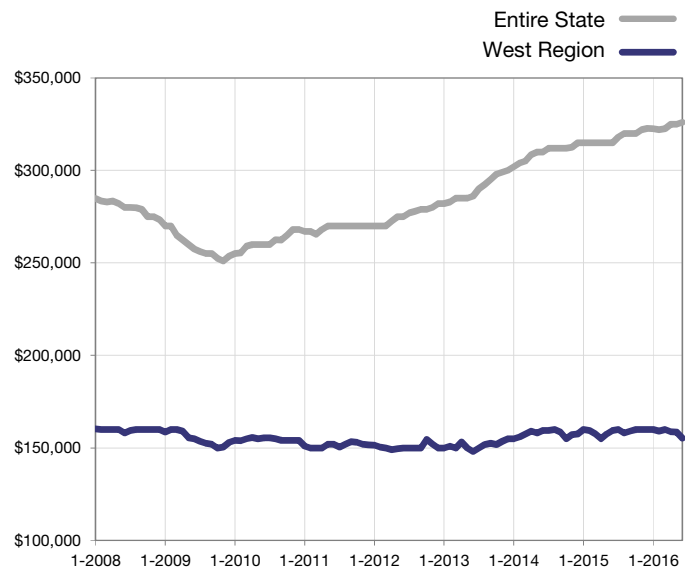
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