

# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 2.7%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**+ 1.7%**

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

**- 23.7%**

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

### Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	125	149	+ 19.2%	881	948	+ 7.6%
Closed Sales	130	137	+ 5.4%	775	858	+ 10.7%
Median Sales Price*	\$204,500	<b>\$205,000</b>	+ 0.2%	\$186,000	<b>\$189,900</b>	+ 2.1%
Inventory of Homes for Sale	1,680	<b>1,225</b>	- 27.1%	--	--	--
Months Supply of Inventory	17.0	<b>11.1</b>	- 34.4%	--	--	--
Cumulative Days on Market Until Sale	128	<b>114</b>	- 10.8%	137	<b>129</b>	- 5.4%
Percent of Original List Price Received*	90.2%	<b>90.3%</b>	+ 0.1%	89.6%	<b>90.2%</b>	+ 0.7%
New Listings	221	<b>184</b>	- 16.7%	1,933	<b>1,737</b>	- 10.1%

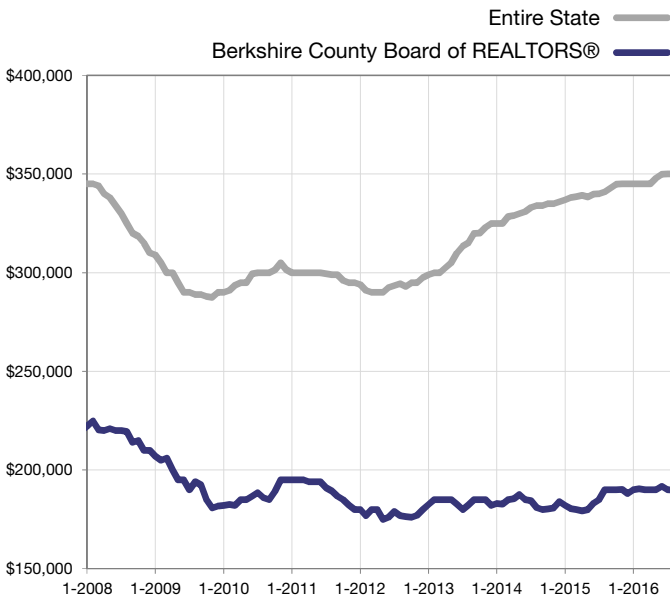
### Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	10	12	+ 20.0%	97	70	- 27.8%
Closed Sales	16	13	- 18.8%	81	61	- 24.7%
Median Sales Price*	\$181,250	<b>\$125,000</b>	- 31.0%	\$180,000	<b>\$169,000</b>	- 6.1%
Inventory of Homes for Sale	167	<b>185</b>	+ 10.8%	--	--	--
Months Supply of Inventory	16.4	<b>20.9</b>	+ 27.7%	--	--	--
Cumulative Days on Market Until Sale	150	<b>162</b>	+ 7.5%	162	<b>165</b>	+ 2.2%
Percent of Original List Price Received*	88.9%	<b>90.4%</b>	+ 1.7%	89.6%	<b>91.3%</b>	+ 1.8%
New Listings	18	<b>28</b>	+ 55.6%	172	<b>194</b>	+ 12.8%

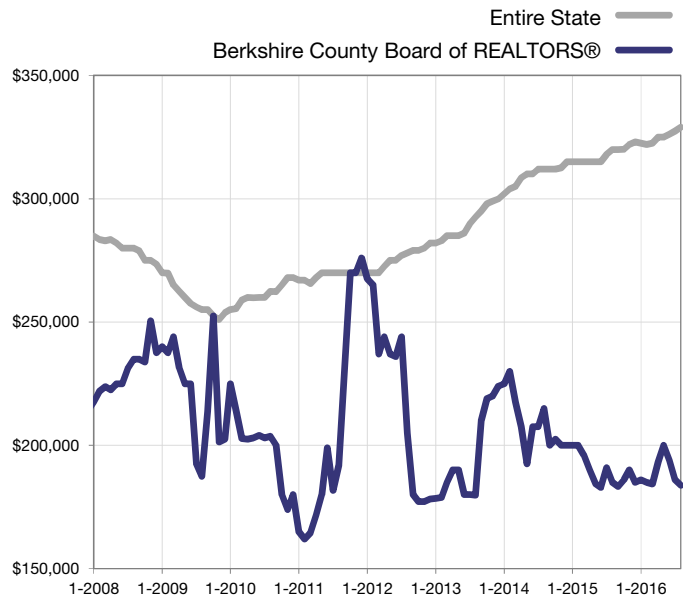
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Cape Cod & Islands Association of REALTORS®, Inc.

**+ 13.1%**

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

**+ 2.8%**

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

**- 31.8%**

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

### Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	556	<b>817</b>	+ 46.9%	3,649	<b>4,478</b>	+ 22.7%
Closed Sales	433	<b>506</b>	+ 16.9%	3,237	<b>3,823</b>	+ 18.1%
Median Sales Price*	\$355,000	<b>\$369,450</b>	+ 4.1%	\$350,000	<b>\$360,000</b>	+ 2.9%
Inventory of Homes for Sale	5,047	<b>3,430</b>	- 32.0%	--	--	--
Months Supply of Inventory	12.2	<b>6.9</b>	- 43.5%	--	--	--
Cumulative Days on Market Until Sale	130	<b>126</b>	- 3.3%	157	<b>157</b>	- 0.1%
Percent of Original List Price Received*	92.8%	<b>93.9%</b>	+ 1.2%	92.8%	<b>93.2%</b>	+ 0.5%
New Listings	891	<b>819</b>	- 8.1%	7,005	<b>6,394</b>	- 8.7%

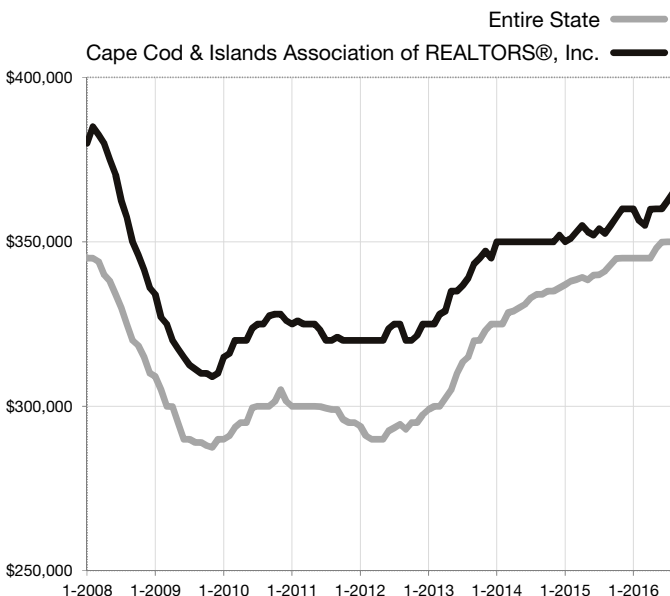
### Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	104	<b>167</b>	+ 60.6%	866	<b>934</b>	+ 7.9%
Closed Sales	111	<b>109</b>	- 1.8%	811	<b>809</b>	- 0.2%
Median Sales Price*	\$289,000	<b>\$269,000</b>	- 6.9%	\$242,500	<b>\$260,000</b>	+ 7.2%
Inventory of Homes for Sale	1,016	<b>703</b>	- 30.8%	--	--	--
Months Supply of Inventory	9.8	<b>6.7</b>	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	157	<b>145</b>	- 7.4%	153	<b>153</b>	+ 0.0%
Percent of Original List Price Received*	95.0%	<b>95.8%</b>	+ 0.9%	94.3%	<b>94.5%</b>	+ 0.2%
New Listings	185	<b>132</b>	- 28.6%	1,447	<b>1,296</b>	- 10.4%

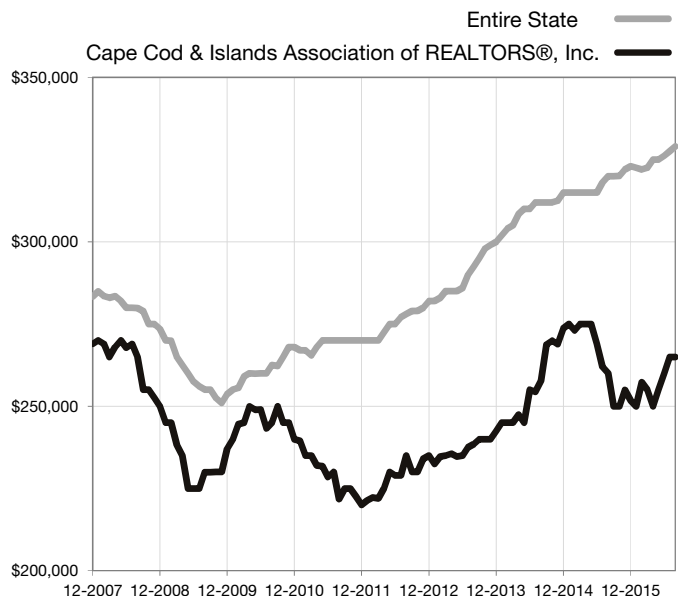
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Central Massachusetts Association of REALTORS®

**+ 11.9%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**+ 0.7%**

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

**- 38.6%**

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

### Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	515	705	+ 36.9%	4,100	4,990	+ 21.7%
Closed Sales	652	730	+ 12.0%	3,697	4,277	+ 15.7%
Median Sales Price*	\$282,000	\$290,000	+ 2.8%	\$265,000	\$275,000	+ 3.8%
Inventory of Homes for Sale	2,764	1,674	- 39.4%	--	--	--
Months Supply of Inventory	6.1	3.2	- 47.6%	--	--	--
Cumulative Days on Market Until Sale	91	79	- 13.2%	106	99	- 7.2%
Percent of Original List Price Received*	95.6%	97.5%	+ 2.0%	95.3%	96.2%	+ 0.9%
New Listings	796	761	- 4.4%	6,349	6,257	- 1.4%

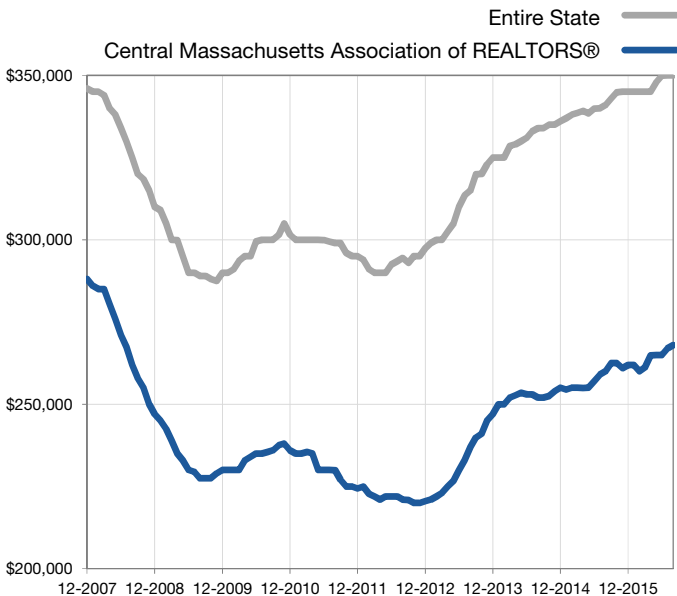
### Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	134	166	+ 23.9%	1,030	1,188	+ 15.3%
Closed Sales	143	160	+ 11.9%	909	1,039	+ 14.3%
Median Sales Price*	\$222,000	\$220,000	- 0.9%	\$217,500	\$209,950	- 3.5%
Inventory of Homes for Sale	517	342	- 33.8%	--	--	--
Months Supply of Inventory	4.6	2.7	- 42.1%	--	--	--
Cumulative Days on Market Until Sale	87	79	- 10.0%	94	91	- 2.7%
Percent of Original List Price Received*	96.5%	97.3%	+ 0.9%	96.3%	96.8%	+ 0.5%
New Listings	177	163	- 7.9%	1,439	1,433	- 0.4%

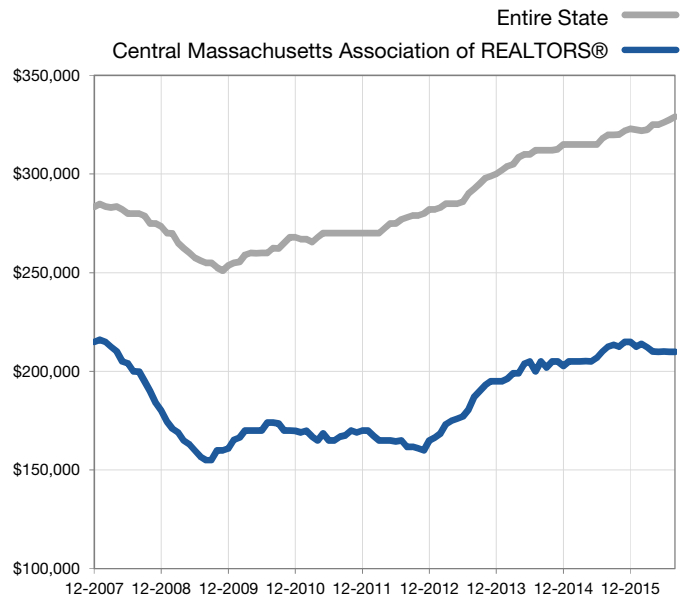
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

# Local Market Update for August 2016

A RESEARCH TOOL PROVIDED BY THE GREATER BOSTON ASSOCIATION OF REALTORS®



## Greater Boston Association of REALTORS®

Single-Family Homes	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
<b>Key Metrics</b>						
Closed Sales	1,710	<b>1,704</b>	- 0.4%	9,236	<b>9,630</b>	+ 4.3%
Median Sales Price*	\$528,900	<b>\$575,000</b>	+ 8.7%	\$526,000	<b>\$549,000</b>	+ 4.4%
Inventory of Homes for Sale	3,593	<b>2,585</b>	- 28.1%	--	--	--
Months Supply of Inventory	3.2	<b>2.2</b>	- 31.3%	--	--	--
Days on Market Until Sale	54	<b>56</b>	+ 3.7%	62	<b>61</b>	- 1.6%
Percent of Original List Price Received*	98.5%	<b>98.6%</b>	+ 0.1%	98.4%	<b>98.6%</b>	+ 0.2%
New Listings	1,331	<b>1,208</b>	- 9.2%	13,207	<b>13,038</b>	- 1.3%
Pending Sales	1,122	<b>1,184</b>	+ 5.5%	9,941	<b>10,345</b>	+ 4.1%

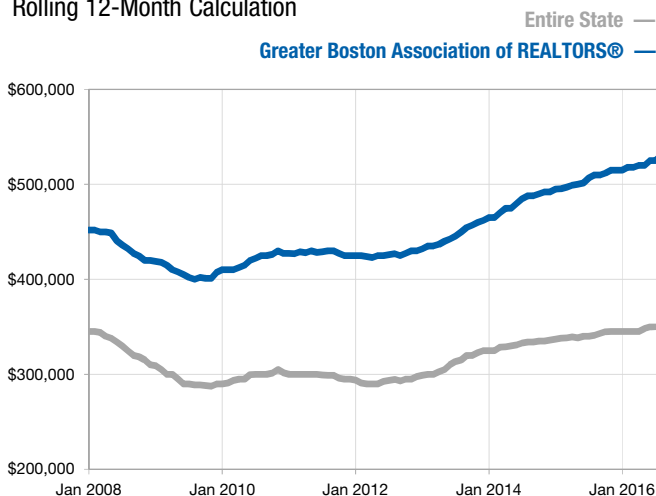
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condominiums	August			Year to Date		
	2015	2016	Percent Change	Thru 8-2015	Thru 8-2016	Percent Change
<b>Key Metrics</b>						
Closed Sales	1,251	<b>1,200</b>	- 4.1%	7,181	<b>7,548</b>	+ 5.1%
Median Sales Price*	\$456,000	<b>\$499,000</b>	+ 9.4%	\$451,850	<b>\$485,000</b>	+ 7.3%
Inventory of Homes for Sale	1,811	<b>1,360</b>	- 24.9%	--	--	--
Months Supply of Inventory	2.1	<b>1.5</b>	- 28.6%	--	--	--
Days on Market Until Sale	45	<b>41</b>	- 8.9%	48	<b>47</b>	- 2.1%
Percent of Original List Price Received*	100.6%	<b>100.8%</b>	+ 0.2%	100.4%	<b>100.7%</b>	+ 0.3%
New Listings	936	<b>955</b>	+ 2.0%	9,610	<b>9,689</b>	+ 0.8%
Pending Sales	815	<b>907</b>	+ 11.3%	7,848	<b>8,205</b>	+ 4.5%

\* 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.

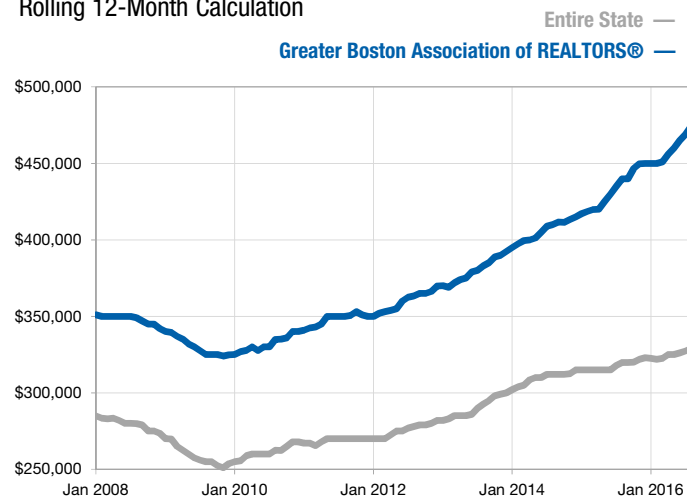
### Median Sales Price - Single-Family Homes

Rolling 12-Month Calculation



### Median Sales Price - Condominiums

Rolling 12-Month Calculation



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.

# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**+ 5.4%**

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

**+ 6.3%**

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

**- 35.4%**

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

### Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	92	<b>133</b>	+ 44.6%	653	<b>824</b>	+ 26.2%
Closed Sales	105	<b>103</b>	- 1.9%	606	<b>701</b>	+ 15.7%
Median Sales Price*	\$240,500	<b>\$265,000</b>	+ 10.2%	\$237,500	<b>\$253,200</b>	+ 6.6%
Inventory of Homes for Sale	575	<b>383</b>	- 33.4%	--	--	--
Months Supply of Inventory	7.6	<b>4.4</b>	- 42.4%	--	--	--
Cumulative Days on Market Until Sale	105	<b>109</b>	+ 3.3%	119	<b>113</b>	- 4.5%
Percent of Original List Price Received*	94.5%	<b>94.9%</b>	+ 0.3%	94.2%	<b>94.8%</b>	+ 0.7%
New Listings	158	<b>130</b>	- 17.7%	1,102	<b>1,030</b>	- 6.5%

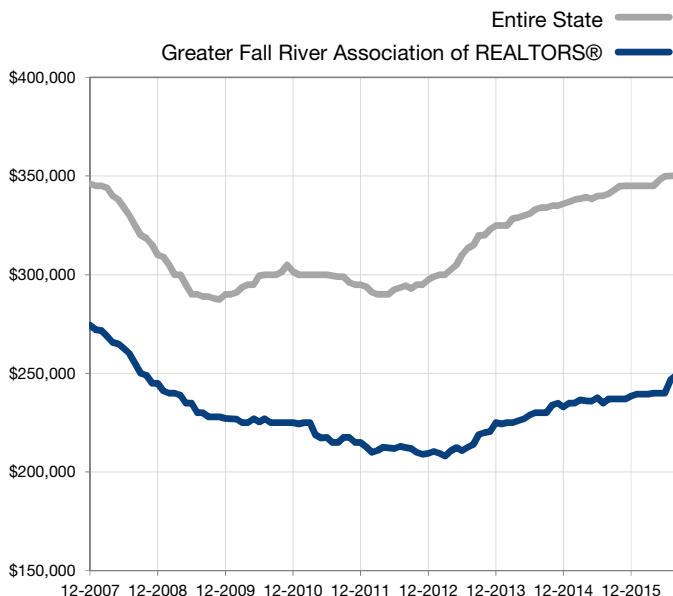
### Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	5	<b>10</b>	+ 100.0%	50	<b>89</b>	+ 78.0%
Closed Sales	6	<b>14</b>	+ 133.3%	47	<b>82</b>	+ 74.5%
Median Sales Price*	\$105,000	<b>\$120,250</b>	+ 14.5%	\$99,000	<b>\$122,500</b>	+ 23.7%
Inventory of Homes for Sale	91	<b>47</b>	- 48.4%	--	--	--
Months Supply of Inventory	12.8	<b>4.9</b>	- 61.5%	--	--	--
Cumulative Days on Market Until Sale	123	<b>101</b>	- 18.1%	135	<b>139</b>	+ 3.2%
Percent of Original List Price Received*	92.2%	<b>91.7%</b>	- 0.6%	87.8%	<b>91.3%</b>	+ 4.0%
New Listings	16	<b>17</b>	+ 6.3%	133	<b>118</b>	- 11.3%

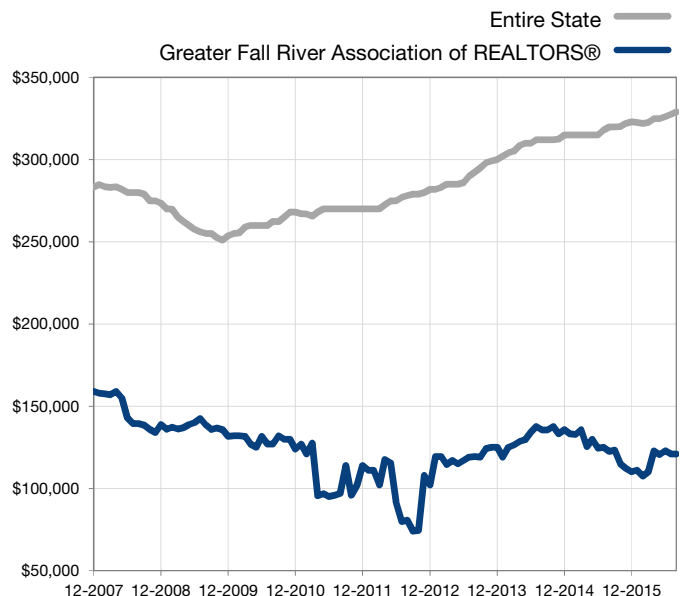
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Newburyport Association of REALTORS®

**- 0.8%**

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

**- 3.7%**

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

**- 23.8%**

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

### Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	57	<b>76</b>	+ 33.3%	499	<b>563</b>	+ 12.8%
Closed Sales	87	<b>84</b>	- 3.4%	438	<b>501</b>	+ 14.4%
Median Sales Price*	\$439,900	<b>\$469,248</b>	+ 6.7%	\$416,250	<b>\$429,500</b>	+ 3.2%
Inventory of Homes for Sale	345	<b>258</b>	- 25.2%	--	--	--
Months Supply of Inventory	6.4	<b>4.1</b>	- 36.7%	--	--	--
Cumulative Days on Market Until Sale	85	<b>90</b>	+ 5.8%	99	<b>94</b>	- 5.6%
Percent of Original List Price Received*	95.7%	<b>96.1%</b>	+ 0.4%	95.6%	<b>95.3%</b>	- 0.3%
New Listings	99	<b>105</b>	+ 6.1%	833	<b>824</b>	- 1.1%

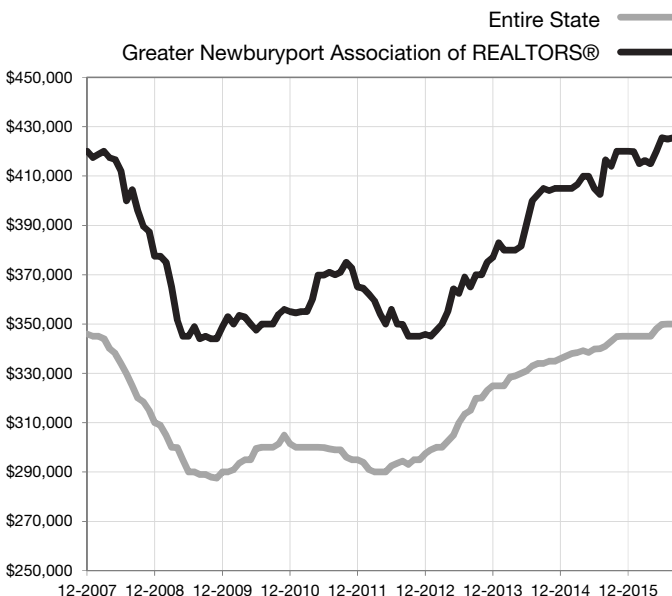
### Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	36	<b>44</b>	+ 22.2%	320	<b>286</b>	- 10.6%
Closed Sales	33	<b>35</b>	+ 6.1%	287	<b>261</b>	- 9.1%
Median Sales Price*	\$319,900	<b>\$286,000</b>	- 10.6%	\$295,000	<b>\$307,000</b>	+ 4.1%
Inventory of Homes for Sale	129	<b>103</b>	- 20.2%	--	--	--
Months Supply of Inventory	3.6	<b>3.1</b>	- 12.3%	--	--	--
Cumulative Days on Market Until Sale	65	<b>56</b>	- 13.7%	92	<b>86</b>	- 6.9%
Percent of Original List Price Received*	97.6%	<b>98.4%</b>	+ 0.7%	96.7%	<b>97.2%</b>	+ 0.5%
New Listings	45	<b>48</b>	+ 6.7%	423	<b>372</b>	- 12.1%

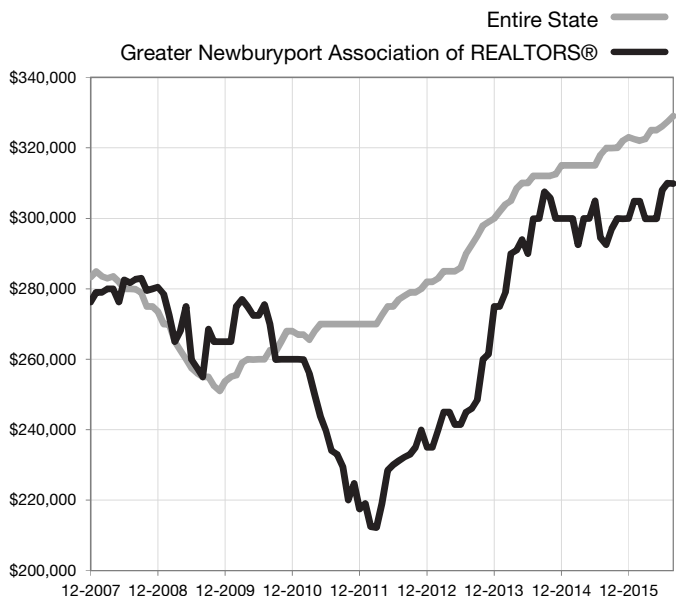
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts  
Association of REALTORS®, Inc.

## North Central Massachusetts Association of REALTORS®

**+ 19.8%**

Year-Over-Year  
Change in  
Closed Sales  
All Properties

**+ 4.3%**

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

**- 33.8%**

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

### Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	262	<b>315</b>	+ 20.2%	1,849	<b>2,081</b>	+ 12.5%
Closed Sales	275	<b>321</b>	+ 16.7%	1,634	<b>1,832</b>	+ 12.1%
Median Sales Price*	\$245,000	<b>\$252,500</b>	+ 3.1%	\$225,000	<b>\$235,000</b>	+ 4.4%
Inventory of Homes for Sale	1,292	<b>865</b>	- 33.0%	--	--	--
Months Supply of Inventory	6.5	<b>3.8</b>	- 42.3%	--	--	--
Cumulative Days on Market Until Sale	98	<b>79</b>	- 19.2%	117	<b>101</b>	- 13.3%
Percent of Original List Price Received*	95.3%	<b>97.7%</b>	+ 2.4%	94.5%	<b>96.2%</b>	+ 1.8%
New Listings	318	<b>334</b>	+ 5.0%	2,830	<b>2,732</b>	- 3.5%

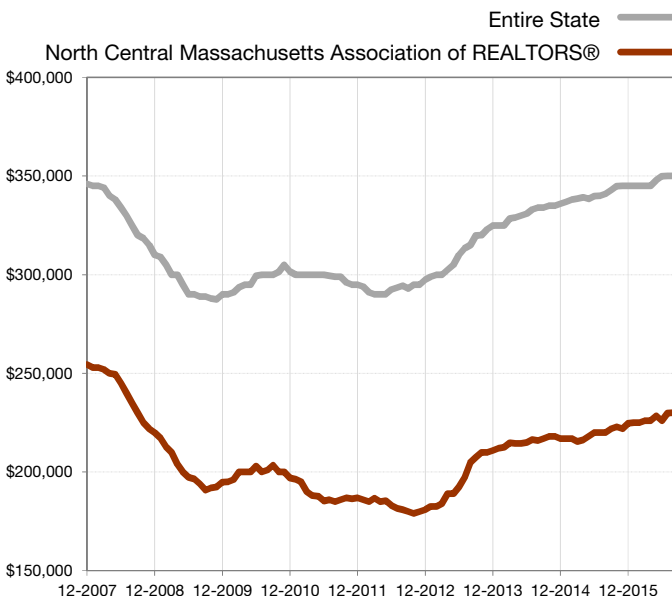
### Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	37	<b>45</b>	+ 21.6%	249	<b>288</b>	+ 15.7%
Closed Sales	33	<b>48</b>	+ 45.5%	228	<b>243</b>	+ 6.6%
Median Sales Price*	\$165,000	<b>\$160,000</b>	- 3.0%	\$153,513	<b>\$159,000</b>	+ 3.6%
Inventory of Homes for Sale	162	<b>97</b>	- 40.1%	--	--	--
Months Supply of Inventory	5.8	<b>3.2</b>	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	124	<b>126</b>	+ 1.7%	122	<b>103</b>	- 15.6%
Percent of Original List Price Received*	95.1%	<b>96.5%</b>	+ 1.5%	95.4%	<b>96.0%</b>	+ 0.6%
New Listings	49	<b>45</b>	- 8.2%	358	<b>357</b>	- 0.3%

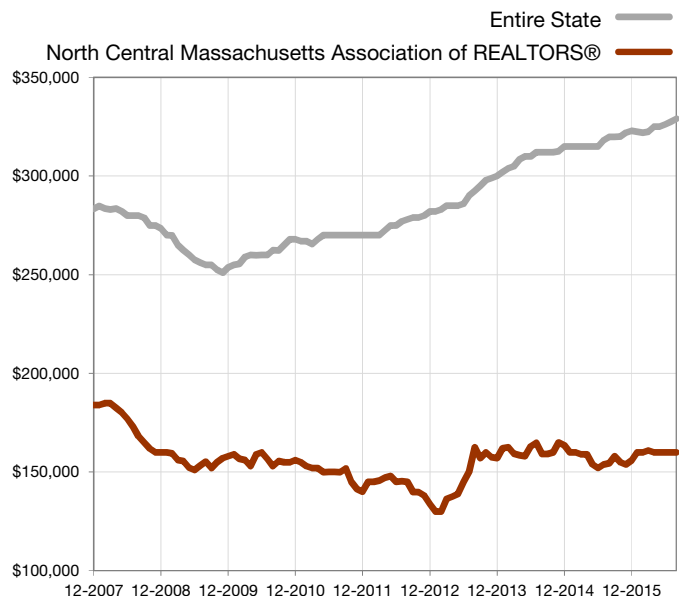
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 8.2%**

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

**+ 2.9%**

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

**- 34.7%**

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

### Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	363	<b>460</b>	+ 26.7%	2,872	<b>3,009</b>	+ 4.8%
Closed Sales	460	<b>439</b>	- 4.6%	2,569	<b>2,609</b>	+ 1.6%
Median Sales Price*	\$395,250	<b>\$400,000</b>	+ 1.2%	\$380,000	<b>\$394,000</b>	+ 3.7%
Inventory of Homes for Sale	1,307	<b>871</b>	- 33.4%	--	--	--
Months Supply of Inventory	4.1	<b>2.6</b>	- 36.9%	--	--	--
Cumulative Days on Market Until Sale	66	<b>58</b>	- 12.5%	86	<b>81</b>	- 5.2%
Percent of Original List Price Received*	97.2%	<b>98.5%</b>	+ 1.3%	96.4%	<b>97.5%</b>	+ 1.1%
New Listings	497	<b>459</b>	- 7.6%	3,941	<b>3,764</b>	- 4.5%

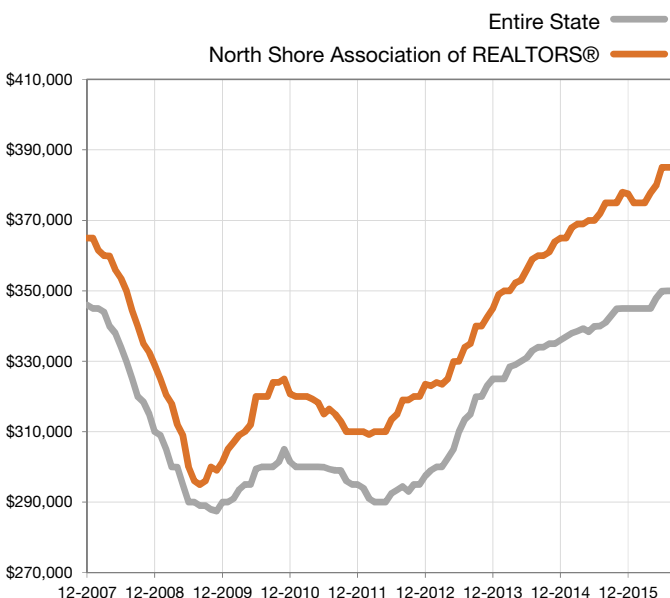
### Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	186	<b>200</b>	+ 7.5%	1,312	<b>1,390</b>	+ 5.9%
Closed Sales	211	<b>177</b>	- 16.1%	1,132	<b>1,211</b>	+ 7.0%
Median Sales Price*	\$249,000	<b>\$260,000</b>	+ 4.4%	\$248,000	<b>\$255,000</b>	+ 2.8%
Inventory of Homes for Sale	513	<b>318</b>	- 38.0%	--	--	--
Months Supply of Inventory	3.7	<b>2.1</b>	- 44.0%	--	--	--
Cumulative Days on Market Until Sale	75	<b>69</b>	- 8.4%	85	<b>82</b>	- 3.6%
Percent of Original List Price Received*	97.4%	<b>97.6%</b>	+ 0.3%	96.6%	<b>97.3%</b>	+ 0.8%
New Listings	203	<b>220</b>	+ 8.4%	1,724	<b>1,614</b>	- 6.4%

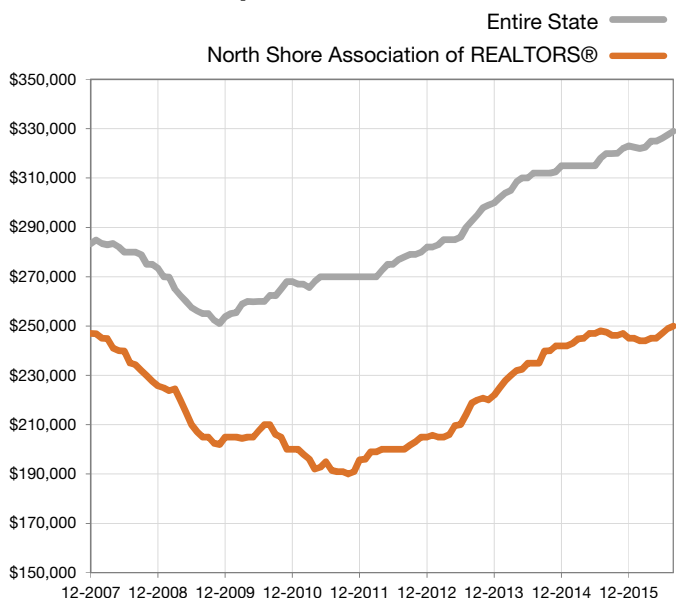
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.



# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 10.0%**

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

**+ 1.1%**

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

**- 36.8%**

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

### Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	349	<b>360</b>	+ 3.2%	2,666	<b>2,976</b>	+ 11.6%
Closed Sales	445	<b>463</b>	+ 4.0%	2,373	<b>2,646</b>	+ 11.5%
Median Sales Price*	\$385,500	<b>\$398,250</b>	+ 3.3%	\$369,000	<b>\$377,000</b>	+ 2.2%
Inventory of Homes for Sale	1,139	<b>715</b>	- 37.2%	--	--	--
Months Supply of Inventory	3.9	<b>2.2</b>	- 44.0%	--	--	--
Cumulative Days on Market Until Sale	67	<b>57</b>	- 15.3%	78	<b>74</b>	- 5.0%
Percent of Original List Price Received*	97.6%	<b>98.5%</b>	+ 0.9%	96.9%	<b>97.7%</b>	+ 0.9%
New Listings	478	<b>418</b>	- 12.6%	3,653	<b>3,588</b>	- 1.8%

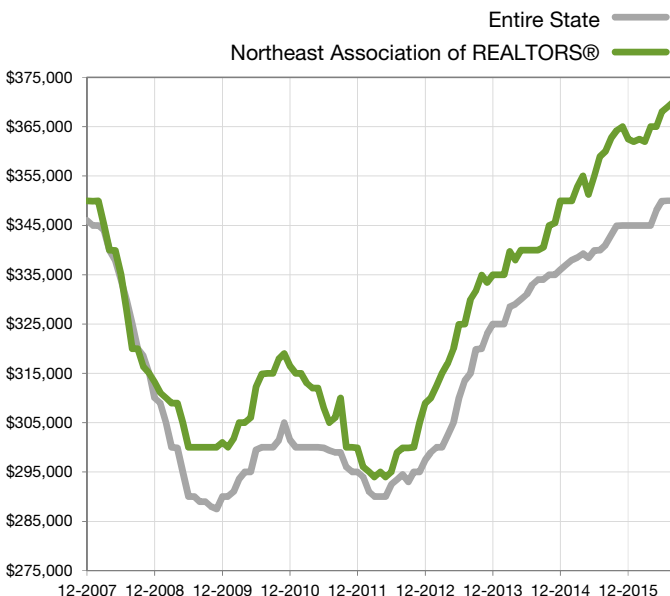
### Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	159	<b>165</b>	+ 3.8%	1,091	<b>1,230</b>	+ 12.7%
Closed Sales	145	<b>186</b>	+ 28.3%	977	<b>1,065</b>	+ 9.0%
Median Sales Price*	\$210,000	<b>\$230,000</b>	+ 9.5%	\$215,000	<b>\$220,931</b>	+ 2.8%
Inventory of Homes for Sale	332	<b>215</b>	- 35.2%	--	--	--
Months Supply of Inventory	2.8	<b>1.7</b>	- 40.3%	--	--	--
Cumulative Days on Market Until Sale	67	<b>53</b>	- 21.2%	78	<b>65</b>	- 16.1%
Percent of Original List Price Received*	97.3%	<b>98.6%</b>	+ 1.4%	97.4%	<b>97.8%</b>	+ 0.4%
New Listings	185	<b>163</b>	- 11.9%	1,349	<b>1,406</b>	+ 4.2%

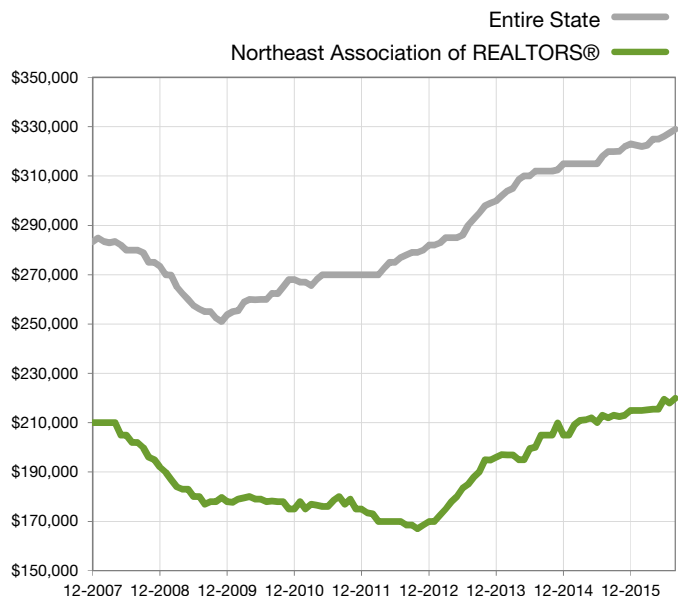
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Plymouth and South Shore Association of REALTORS®

**+ 6.3%**

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

**+ 7.3%**

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

**- 26.4%**

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

### Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	519	<b>596</b>	+ 14.8%	3,997	<b>4,452</b>	+ 11.4%
Closed Sales	639	<b>664</b>	+ 3.9%	3,557	<b>3,883</b>	+ 9.2%
Median Sales Price*	\$375,000	<b>\$400,000</b>	+ 6.7%	\$365,000	<b>\$385,000</b>	+ 5.5%
Inventory of Homes for Sale	2,138	<b>1,576</b>	- 26.3%	--	--	--
Months Supply of Inventory	4.8	<b>3.2</b>	- 32.9%	--	--	--
Cumulative Days on Market Until Sale	74	<b>62</b>	- 16.2%	93	<b>86</b>	- 7.7%
Percent of Original List Price Received*	96.2%	<b>97.5%</b>	+ 1.4%	96.0%	<b>96.6%</b>	+ 0.6%
New Listings	697	<b>686</b>	- 1.6%	5,796	<b>5,914</b>	+ 2.0%

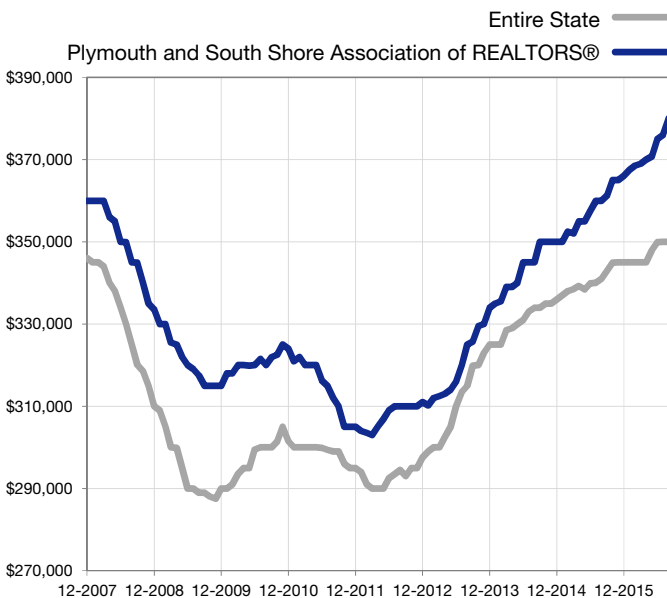
### Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	156	<b>172</b>	+ 10.3%	1,254	<b>1,293</b>	+ 3.1%
Closed Sales	165	<b>191</b>	+ 15.8%	1,078	<b>1,116</b>	+ 3.5%
Median Sales Price*	\$265,000	<b>\$274,950</b>	+ 3.8%	\$263,350	<b>\$269,000</b>	+ 2.1%
Inventory of Homes for Sale	470	<b>344</b>	- 26.8%	--	--	--
Months Supply of Inventory	3.5	<b>2.4</b>	- 31.2%	--	--	--
Cumulative Days on Market Until Sale	71	<b>65</b>	- 8.2%	91	<b>81</b>	- 10.9%
Percent of Original List Price Received*	98.0%	<b>98.1%</b>	+ 0.1%	97.2%	<b>97.8%</b>	+ 0.7%
New Listings	181	<b>172</b>	- 5.0%	1,586	<b>1,572</b>	- 0.9%

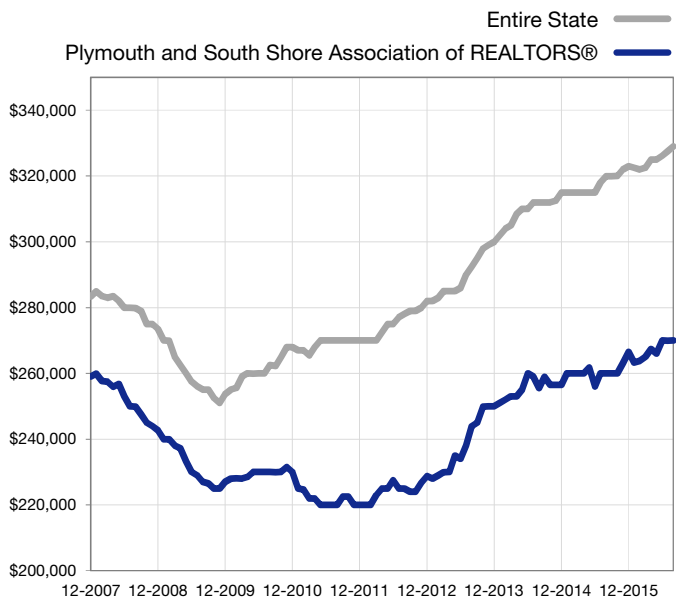
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

### Single-Family Properties



### Condominium Properties



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.

# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 5.6%**

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

**- 2.4%**

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

**- 30.0%**

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

### Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	490	<b>615</b>	+ 25.5%	3,773	<b>4,379</b>	+ 16.1%
Closed Sales	582	<b>628</b>	+ 7.9%	3,363	<b>3,865</b>	+ 14.9%
Median Sales Price*	\$218,900	<b>\$210,000</b>	- 4.1%	\$199,950	<b>\$200,000</b>	+ 0.0%
Inventory of Homes for Sale	3,196	<b>2,210</b>	- 30.9%	--	--	--
Months Supply of Inventory	7.6	<b>4.6</b>	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	99	<b>88</b>	- 11.4%	121	<b>112</b>	- 7.7%
Percent of Original List Price Received*	95.2%	<b>95.0%</b>	- 0.2%	93.8%	<b>94.3%</b>	+ 0.6%
New Listings	784	<b>733</b>	- 6.5%	6,305	<b>5,925</b>	- 6.0%

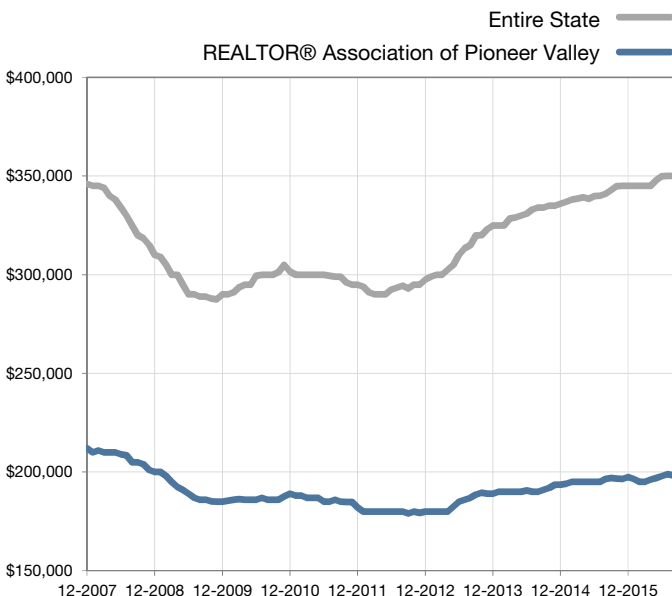
### Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	81	<b>93</b>	+ 14.8%	634	<b>633</b>	- 0.2%
Closed Sales	97	<b>89</b>	- 8.2%	579	<b>567</b>	- 2.1%
Median Sales Price*	\$158,000	<b>\$158,500</b>	+ 0.3%	\$158,000	<b>\$149,000</b>	- 5.7%
Inventory of Homes for Sale	468	<b>353</b>	- 24.6%	--	--	--
Months Supply of Inventory	6.7	<b>5.1</b>	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	127	<b>108</b>	- 15.4%	143	<b>125</b>	- 12.6%
Percent of Original List Price Received*	94.7%	<b>96.4%</b>	+ 1.8%	94.3%	<b>95.5%</b>	+ 1.4%
New Listings	100	<b>89</b>	- 11.0%	894	<b>804</b>	- 10.1%

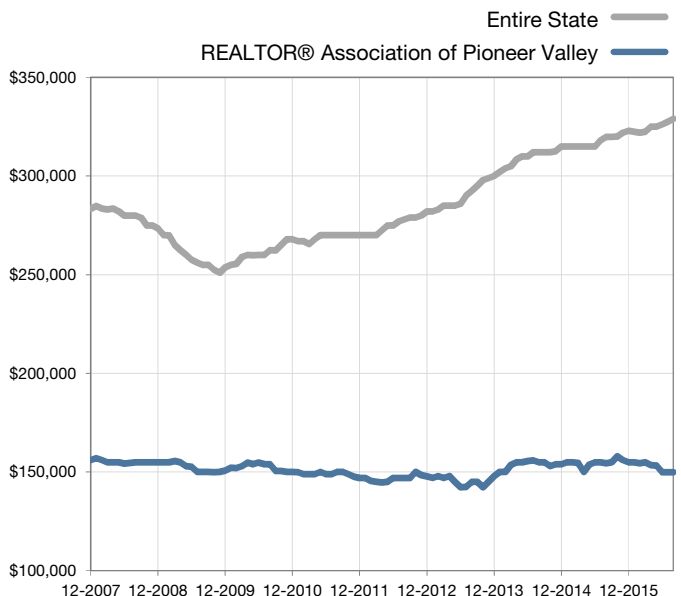
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTORS® Association of Southeastern Massachusetts

**+ 5.2%**

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

**+ 5.8%**

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

**- 37.3%**

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

### Single-Family Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	426	<b>577</b>	+ 35.4%	3,040	<b>3,768</b>	+ 23.9%
Closed Sales	499	<b>495</b>	- 0.8%	2,770	<b>3,180</b>	+ 14.8%
Median Sales Price*	\$277,688	<b>\$297,000</b>	+ 7.0%	\$268,000	<b>\$280,000</b>	+ 4.5%
Inventory of Homes for Sale	2,049	<b>1,298</b>	- 36.7%	--	--	--
Months Supply of Inventory	5.9	<b>3.3</b>	- 44.9%	--	--	--
Cumulative Days on Market Until Sale	95	<b>78</b>	- 17.5%	106	<b>91</b>	- 13.8%
Percent of Original List Price Received*	96.1%	<b>97.2%</b>	+ 1.1%	95.5%	<b>96.6%</b>	+ 1.1%
New Listings	609	<b>587</b>	- 3.6%	4,571	<b>4,743</b>	+ 3.8%

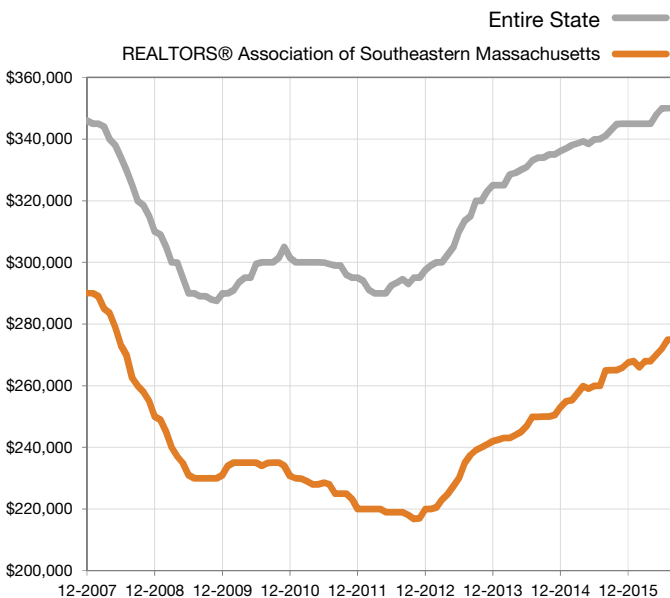
### Condominium Properties

	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	66	<b>83</b>	+ 25.8%	490	<b>605</b>	+ 23.5%
Closed Sales	61	<b>94</b>	+ 54.1%	445	<b>565</b>	+ 27.0%
Median Sales Price*	\$190,000	<b>\$196,750</b>	+ 3.6%	\$189,900	<b>\$190,000</b>	+ 0.1%
Inventory of Homes for Sale	284	<b>164</b>	- 42.3%	--	--	--
Months Supply of Inventory	5.0	<b>2.4</b>	- 52.7%	--	--	--
Cumulative Days on Market Until Sale	97	<b>91</b>	- 6.6%	99	<b>95</b>	- 4.1%
Percent of Original List Price Received*	96.2%	<b>97.2%</b>	+ 1.0%	96.2%	<b>96.2%</b>	- 0.0%
New Listings	97	<b>97</b>	0.0%	707	<b>732</b>	+ 3.5%

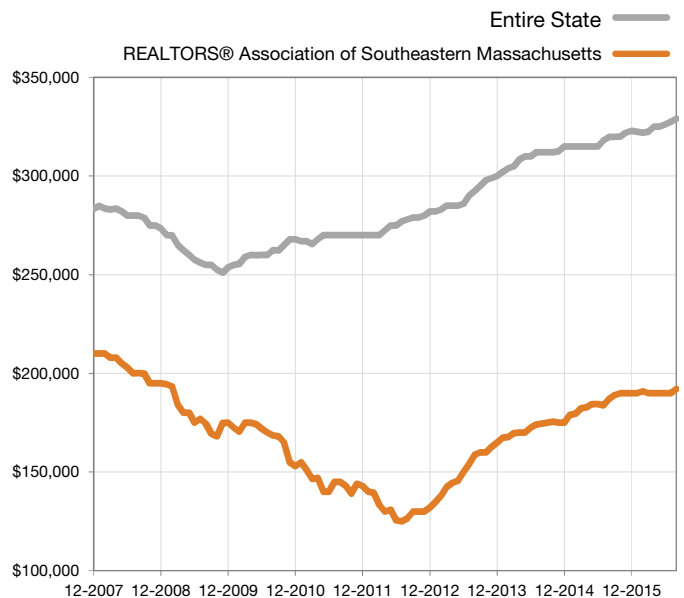
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

### Single-Family Properties



### Condominium Properties



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.