

# Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**+ 1.6%**

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

**+ 4.4%**

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

**- 37.7%**

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

### Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	503	<b>555</b>	+ 10.3%	8,556	<b>9,644</b>	+ 12.7%
Closed Sales	759	<b>760</b>	+ 0.1%	8,277	<b>9,362</b>	+ 13.1%
Median Sales Price*	\$248,000	<b>\$258,000</b>	+ 4.0%	\$250,000	<b>\$260,300</b>	+ 4.1%
Inventory of Homes for Sale	2,903	<b>1,810</b>	-37.7%	--	--	--
Months Supply of Inventory	4.2	<b>2.3</b>	-45.2%	--	--	--
Cumulative Days on Market Until Sale	116	<b>72</b>	-37.9%	107	<b>90</b>	-15.9%
Percent of Original List Price Received*	93.7%	<b>95.8%</b>	+ 2.2%	94.8%	<b>96.2%</b>	+ 1.5%
New Listings	521	<b>420</b>	-19.4%	12,675	<b>12,242</b>	-3.4%

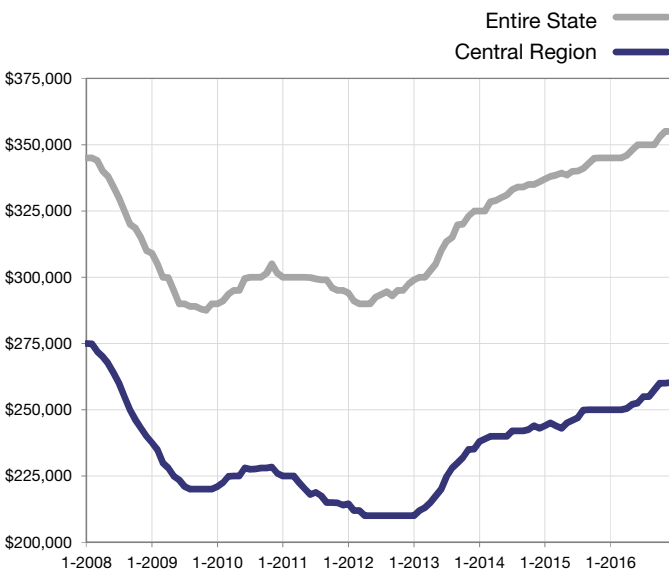
### Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	95	<b>108</b>	+ 13.7%	1,791	<b>2,009</b>	+ 12.2%
Closed Sales	147	<b>168</b>	+ 14.3%	1,749	<b>1,952</b>	+ 11.6%
Median Sales Price*	\$185,000	<b>\$183,750</b>	-0.7%	\$199,900	<b>\$195,000</b>	-2.5%
Inventory of Homes for Sale	551	<b>354</b>	-35.8%	--	--	--
Months Supply of Inventory	3.8	<b>2.2</b>	-42.1%	--	--	--
Cumulative Days on Market Until Sale	105	<b>69</b>	-34.3%	100	<b>87</b>	-13.0%
Percent of Original List Price Received*	96.5%	<b>96.6%</b>	+ 0.1%	96.1%	<b>96.6%</b>	+ 0.5%
New Listings	112	<b>93</b>	-17.0%	2,499	<b>2,452</b>	-1.9%

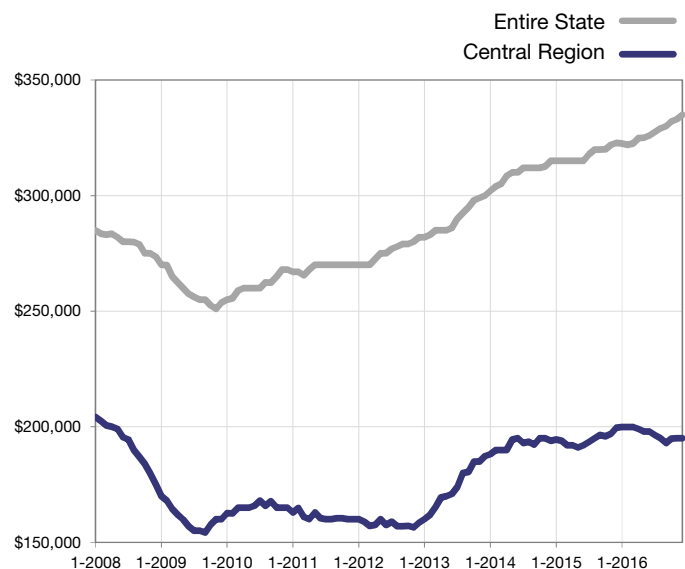
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.



# Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Northern Region

**- 1.1%**

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

**+ 9.7%**

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

**- 38.3%**

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

### Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	455	<b>483</b>	+ 6.2%	8,598	<b>9,062</b>	+ 5.4%
Closed Sales	775	<b>758</b>	-2.2%	8,391	<b>8,882</b>	+ 5.9%
Median Sales Price*	\$365,000	<b>\$395,000</b>	+ 8.2%	\$375,000	<b>\$390,000</b>	+ 4.0%
Inventory of Homes for Sale	1,786	<b>1,126</b>	-37.0%	--	--	--
Months Supply of Inventory	2.6	<b>1.5</b>	-42.3%	--	--	--
Cumulative Days on Market Until Sale	88	<b>60</b>	-31.8%	82	<b>73</b>	-11.0%
Percent of Original List Price Received*	94.9%	<b>96.7%</b>	+ 1.9%	96.3%	<b>97.3%</b>	+ 1.0%
New Listings	385	<b>352</b>	-8.6%	11,544	<b>11,079</b>	-4.0%

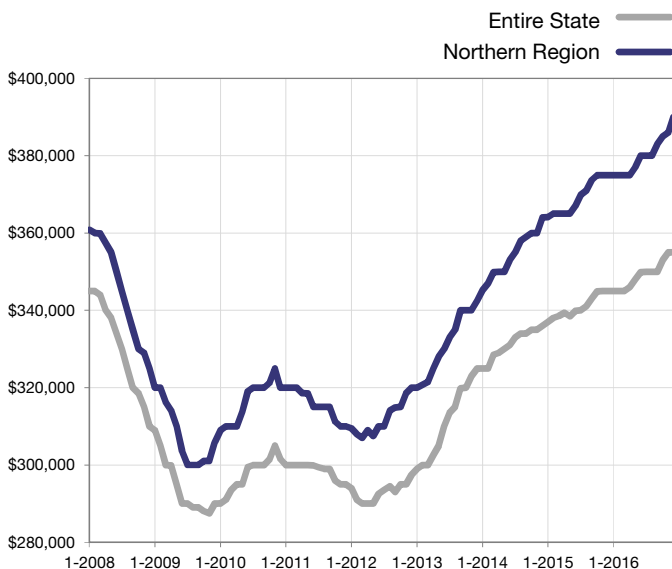
### Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	185	<b>196</b>	+ 5.9%	3,771	<b>4,005</b>	+ 6.2%
Closed Sales	316	<b>310</b>	-1.9%	3,661	<b>3,923</b>	+ 7.2%
Median Sales Price*	\$220,000	<b>\$244,500</b>	+ 11.1%	\$235,000	<b>\$246,659</b>	+ 5.0%
Inventory of Homes for Sale	746	<b>463</b>	-37.9%	--	--	--
Months Supply of Inventory	2.4	<b>1.4</b>	-41.7%	--	--	--
Cumulative Days on Market Until Sale	78	<b>54</b>	-30.8%	80	<b>69</b>	-13.8%
Percent of Original List Price Received*	95.5%	<b>97.6%</b>	+ 2.2%	96.8%	<b>97.6%</b>	+ 0.8%
New Listings	189	<b>158</b>	-16.4%	4,807	<b>4,665</b>	-3.0%

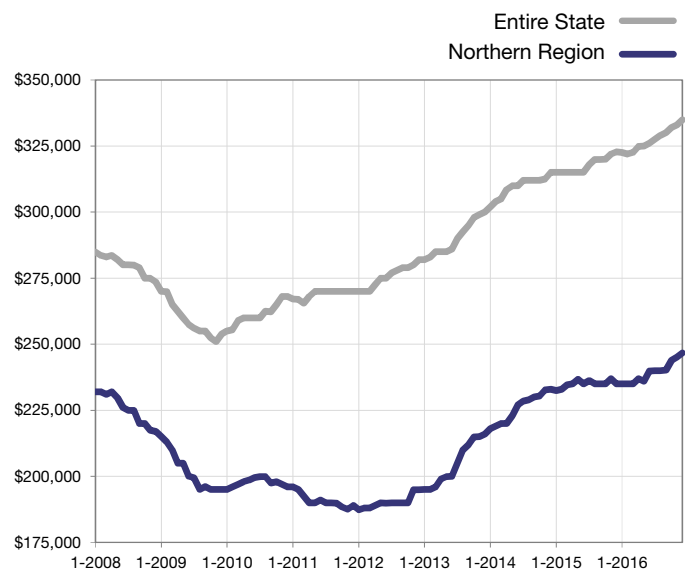
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.



# Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Southeast Region

**+ 7.0%**

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

**+ 7.8%**

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

**- 36.9%**

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

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	341	<b>408</b>	+ 19.6%	5,462	<b>6,374</b>	+ 16.7%
Closed Sales	499	<b>527</b>	+ 5.6%	5,329	<b>6,115</b>	+ 14.7%
Median Sales Price*	\$260,000	<b>\$280,000</b>	+ 7.7%	\$260,000	<b>\$275,300</b>	+ 5.9%
Inventory of Homes for Sale	2,043	<b>1,285</b>	-37.1%	--	--	--
Months Supply of Inventory	4.6	<b>2.5</b>	-45.7%	--	--	--
Cumulative Days on Market Until Sale	98	<b>74</b>	-24.5%	103	<b>88</b>	-14.6%
Percent of Original List Price Received*	94.9%	<b>96.6%</b>	+ 1.8%	95.1%	<b>96.4%</b>	+ 1.4%
New Listings	330	<b>374</b>	+ 13.3%	7,939	<b>7,975</b>	+ 0.5%

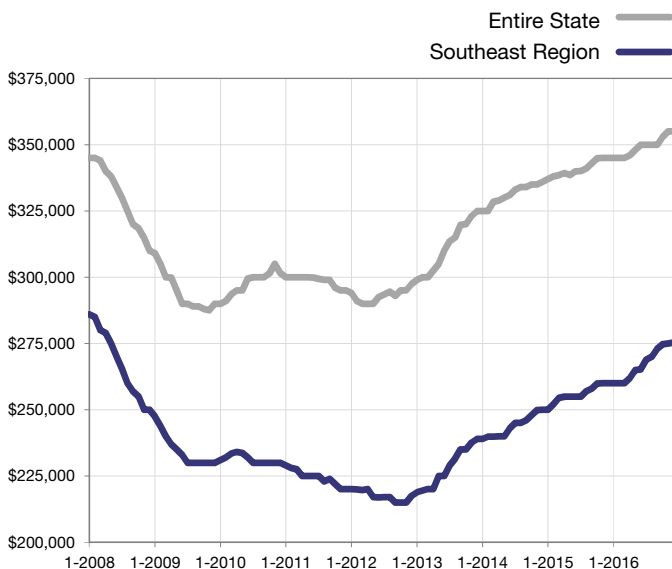
### Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	55	<b>67</b>	+ 21.8%	813	<b>953</b>	+ 17.2%
Closed Sales	76	<b>67</b>	-11.8%	787	<b>934</b>	+ 18.7%
Median Sales Price*	\$177,500	<b>\$167,500</b>	-5.6%	\$185,000	<b>\$184,950</b>	-0.0%
Inventory of Homes for Sale	276	<b>179</b>	-35.1%	--	--	--
Months Supply of Inventory	4.2	<b>2.3</b>	-45.2%	--	--	--
Cumulative Days on Market Until Sale	88	<b>59</b>	-33.0%	99	<b>91</b>	-8.1%
Percent of Original List Price Received*	95.7%	<b>96.5%</b>	+ 0.8%	95.6%	<b>95.8%</b>	+ 0.2%
New Listings	68	<b>55</b>	-19.1%	1,174	<b>1,179</b>	+ 0.4%

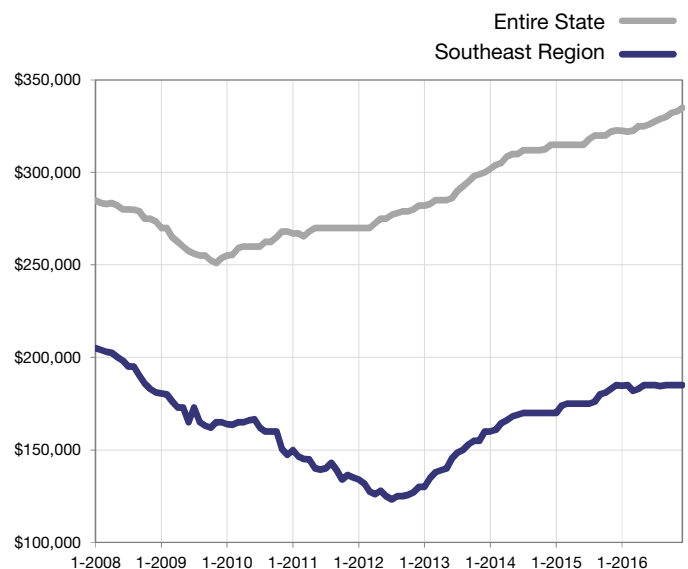
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.



# Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## West Region

**+ 11.7%**

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

**+ 5.6%**

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

**- 31.0%**

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

### Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	405	<b>400</b>	-1.2%	6,656	<b>7,386</b>	+ 11.0%
Closed Sales	555	<b>631</b>	+ 13.7%	6,447	<b>7,266</b>	+ 12.7%
Median Sales Price*	\$188,000	<b>\$198,000</b>	+ 5.3%	\$195,900	<b>\$197,500</b>	+ 0.8%
Inventory of Homes for Sale	3,495	<b>2,398</b>	-31.4%	--	--	--
Months Supply of Inventory	6.5	<b>4.0</b>	-38.5%	--	--	--
Cumulative Days on Market Until Sale	132	<b>105</b>	-20.5%	121	<b>108</b>	-10.7%
Percent of Original List Price Received*	90.8%	<b>93.0%</b>	+ 2.4%	92.7%	<b>93.6%</b>	+ 1.0%
New Listings	434	<b>366</b>	-15.7%	11,066	<b>10,252</b>	-7.4%

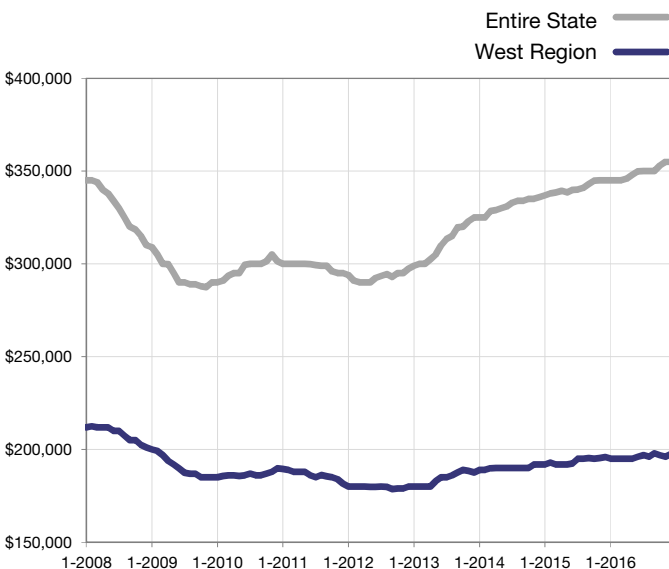
### Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	45	<b>55</b>	+ 22.2%	966	<b>990</b>	+ 2.5%
Closed Sales	71	<b>82</b>	+ 15.5%	961	<b>970</b>	+ 0.9%
Median Sales Price*	\$150,000	<b>\$161,300</b>	+ 7.5%	\$159,900	<b>\$155,000</b>	-3.1%
Inventory of Homes for Sale	548	<b>400</b>	-27.0%	--	--	--
Months Supply of Inventory	6.8	<b>4.9</b>	-27.9%	--	--	--
Cumulative Days on Market Until Sale	143	<b>135</b>	-5.6%	142	<b>126</b>	-11.3%
Percent of Original List Price Received*	92.6%	<b>94.4%</b>	+ 1.9%	93.8%	<b>95.2%</b>	+ 1.5%
New Listings	71	<b>50</b>	-29.6%	1,456	<b>1,343</b>	-7.8%

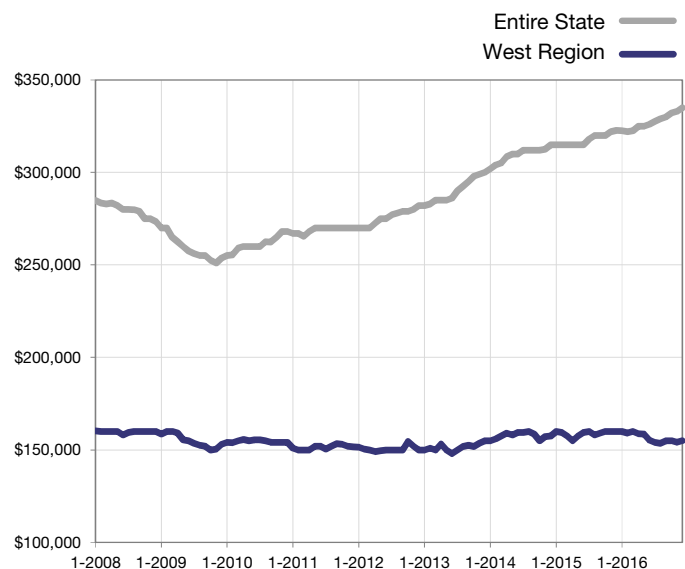
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.

