

# Local Market Update – September 2015

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 21.9%**

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

**+ 4.9%**

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

**- 20.3%**

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

### Single-Family Properties

	September			Year to Date		
	2014	2015	+ / -	2014	2015	+ / -
Pending Sales	279	<b>342</b>	+ 22.6%	2,678	<b>3,062</b>	+ 14.3%
Closed Sales	305	<b>372</b>	+ 22.0%	2,532	<b>2,749</b>	+ 8.6%
Median Sales Price*	\$344,500	<b>\$365,000</b>	+ 6.0%	\$350,000	<b>\$369,000</b>	+ 5.4%
Inventory of Homes for Sale	1,228	<b>1,014</b>	- 17.4%	--	--	--
Months Supply of Inventory	4.4	<b>3.4</b>	- 23.2%	--	--	--
Cumulative Days on Market Until Sale	75	<b>73</b>	- 2.3%	79	<b>78</b>	- 2.0%
Percent of Original List Price Received*	95.8%	<b>96.6%</b>	+ 0.8%	96.3%	<b>96.8%</b>	+ 0.6%
New Listings	475	<b>462</b>	- 2.7%	3,980	<b>4,134</b>	+ 3.9%

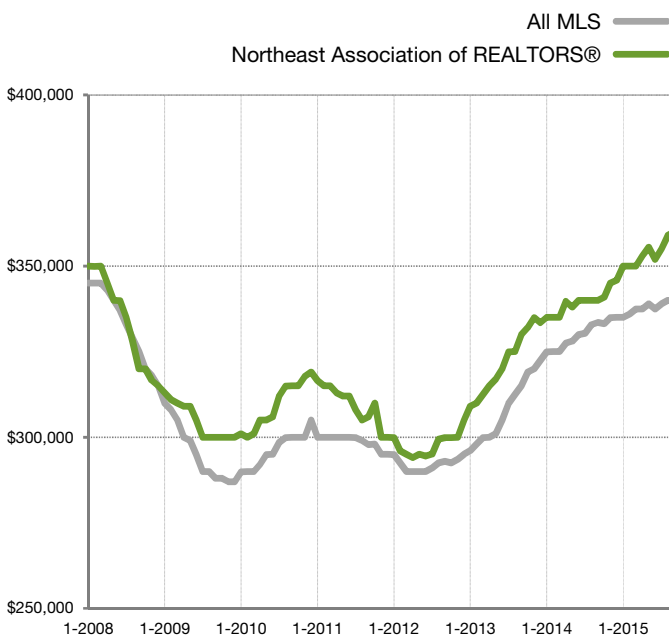
### Condominium Properties

	September			Year to Date		
	2014	2015	+ / -	2014	2015	+ / -
Pending Sales	106	<b>122</b>	+ 15.1%	1,083	<b>1,224</b>	+ 13.0%
Closed Sales	119	<b>145</b>	+ 21.8%	1,027	<b>1,120</b>	+ 9.1%
Median Sales Price*	\$191,000	<b>\$218,000</b>	+ 14.1%	\$205,000	<b>\$215,000</b>	+ 4.9%
Inventory of Homes for Sale	401	<b>284</b>	- 29.2%	--	--	--
Months Supply of Inventory	3.6	<b>2.3</b>	- 34.3%	--	--	--
Cumulative Days on Market Until Sale	66	<b>77</b>	+ 17.3%	79	<b>78</b>	- 1.4%
Percent of Original List Price Received*	96.4%	<b>97.8%</b>	+ 1.4%	97.1%	<b>97.4%</b>	+ 0.3%
New Listings	182	<b>164</b>	- 9.9%	1,471	<b>1,506</b>	+ 2.4%

\* 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

