

Local Market Update – December 2015

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR Association of Pioneer Valley®

+ 5.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.3%

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

- 12.6%

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

Single-Family Properties

	December			Year to Date		
	2014	2015	+ / -	2014	2015	+ / -
Pending Sales	297	367	+ 23.6%	4,749	5,535	+ 16.6%
Closed Sales	424	438	+ 3.3%	4,718	5,272	+ 11.7%
Median Sales Price*	\$181,750	\$188,500	+ 3.7%	\$192,000	\$195,000	+ 1.6%
Inventory of Homes for Sale	2,353	2,030	- 13.7%	--	--	--
Months Supply of Inventory	6.0	4.6	- 22.8%	--	--	--
Cumulative Days on Market Until Sale	130	121	- 6.7%	120	117	- 2.3%
Percent of Original List Price Received*	90.8%	92.0%	+ 1.2%	92.7%	93.5%	+ 0.8%
New Listings	295	355	+ 20.3%	8,261	8,613	+ 4.3%

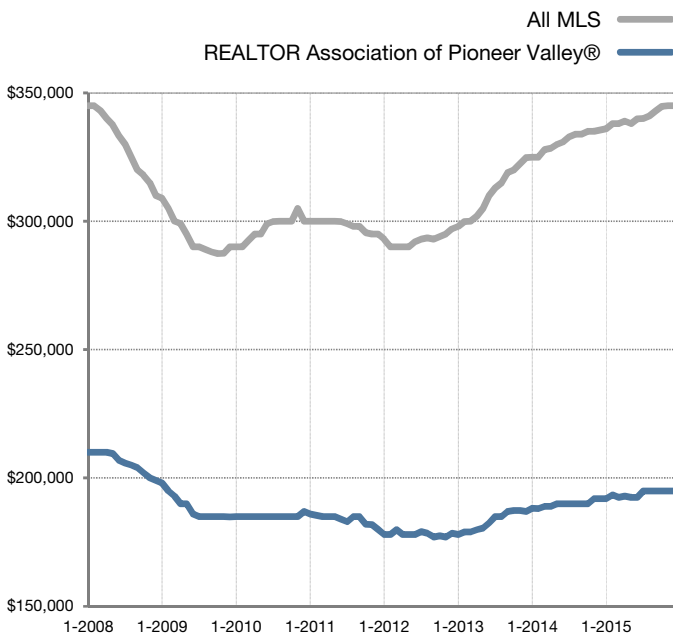
Condominium Properties

	December			Year to Date		
	2014	2015	+ / -	2014	2015	+ / -
Pending Sales	43	48	+ 11.6%	758	852	+ 12.4%
Closed Sales	49	59	+ 20.4%	750	833	+ 11.1%
Median Sales Price*	\$158,000	\$145,000	- 8.2%	\$153,450	\$154,400	+ 0.6%
Inventory of Homes for Sale	407	381	- 6.4%	--	--	--
Months Supply of Inventory	6.5	5.5	- 15.7%	--	--	--
Cumulative Days on Market Until Sale	148	145	- 1.9%	129	141	+ 9.5%
Percent of Original List Price Received*	95.6%	93.2%	- 2.6%	94.2%	94.4%	+ 0.1%
New Listings	39	63	+ 61.5%	1,239	1,238	- 0.1%

* 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

