

Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hanson

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	14	16	+ 14.3%	58	70	+ 20.7%
Closed Sales	7	11	+ 57.1%	47	60	+ 27.7%
Median Sales Price*	\$380,000	\$298,500	- 21.4%	\$325,900	\$319,500	- 2.0%
Inventory of Homes for Sale	47	23	- 51.1%	--	--	--
Months Supply of Inventory	4.7	2.0	- 57.4%	--	--	--
Cumulative Days on Market Until Sale	105	53	- 49.5%	116	85	- 26.7%
Percent of Original List Price Received*	97.6%	100.8%	+ 3.3%	95.7%	96.4%	+ 0.7%
New Listings	19	19	0.0%	83	89	+ 7.2%

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

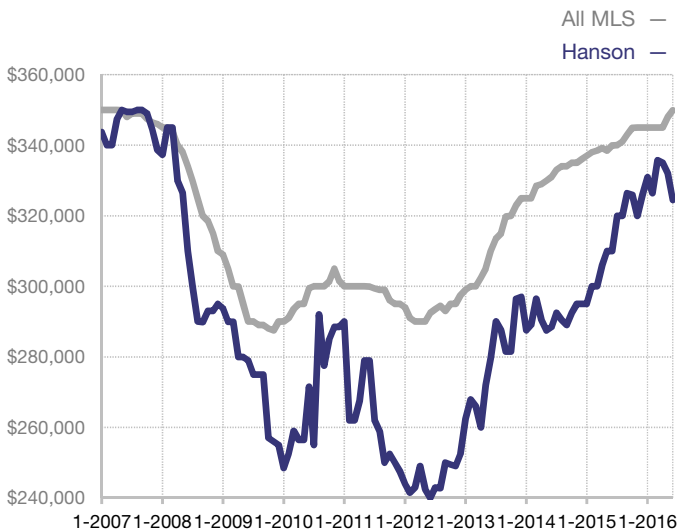
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	8	4	- 50.0%	34	17	- 50.0%
Closed Sales	1	8	+ 700.0%	15	23	+ 53.3%
Median Sales Price*	\$221,500	\$273,450	+ 23.5%	\$365,000	\$335,000	- 8.2%
Inventory of Homes for Sale	10	10	0.0%	--	--	--
Months Supply of Inventory	3.5	2.4	- 31.4%	--	--	--
Cumulative Days on Market Until Sale	56	35	- 37.5%	175	69	- 60.6%
Percent of Original List Price Received*	98.5%	98.4%	- 0.1%	98.5%	99.8%	+ 1.3%
New Listings	5	2	- 60.0%	32	25	- 21.9%

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

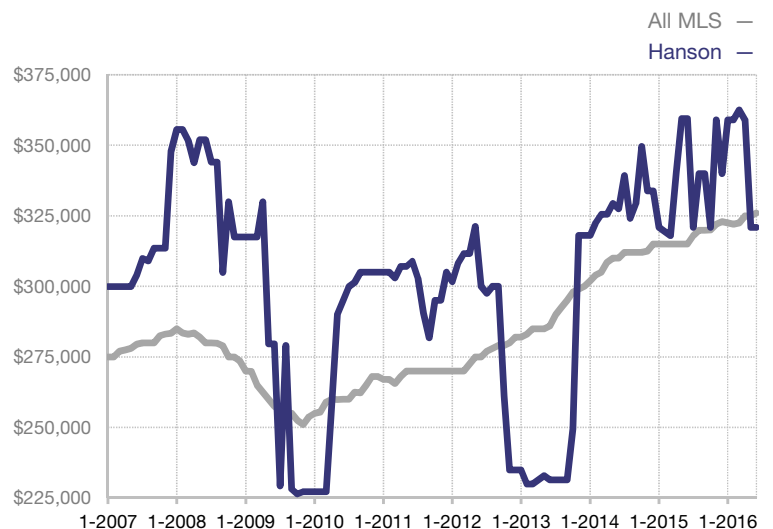
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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