

# Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Truro

### Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	4	7	+ 75.0%	25	37	+ 48.0%
Closed Sales	3	3	0.0%	23	26	+ 13.0%
Median Sales Price*	\$545,000	<b>\$635,000</b>	+ 16.5%	\$610,000	<b>\$620,000</b>	+ 1.6%
Inventory of Homes for Sale	90	73	- 18.9%	--	--	--
Months Supply of Inventory	23.0	14.6	- 36.5%	--	--	--
Cumulative Days on Market Until Sale	257	46	- 82.1%	270	228	- 15.6%
Percent of Original List Price Received*	93.5%	95.5%	+ 2.1%	90.6%	92.3%	+ 1.9%
New Listings	4	8	+ 100.0%	64	81	+ 26.6%

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

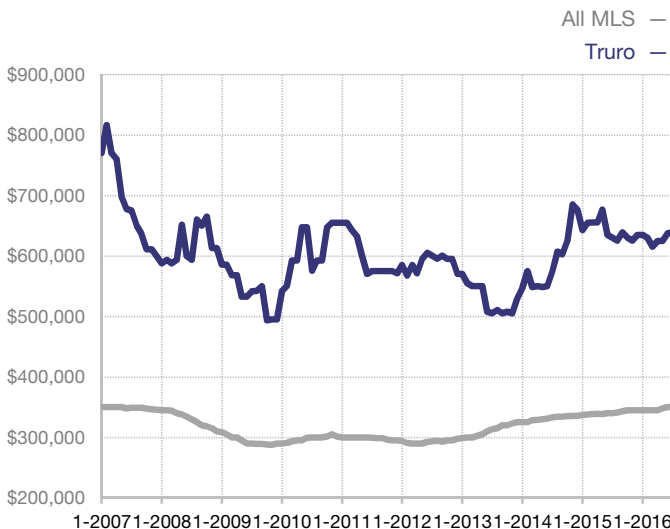
### Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	5	3	- 40.0%	24	15	- 37.5%
Closed Sales	3	2	- 33.3%	25	12	- 52.0%
Median Sales Price*	\$245,000	<b>\$274,500</b>	+ 12.0%	\$320,000	<b>\$357,500</b>	+ 11.7%
Inventory of Homes for Sale	56	35	- 37.5%	--	--	--
Months Supply of Inventory	16.0	14.8	- 7.5%	--	--	--
Cumulative Days on Market Until Sale	137	319	+ 132.8%	167	405	+ 142.5%
Percent of Original List Price Received*	96.4%	95.9%	- 0.5%	96.5%	94.6%	- 2.0%
New Listings	1	4	+ 300.0%	43	25	- 41.9%

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

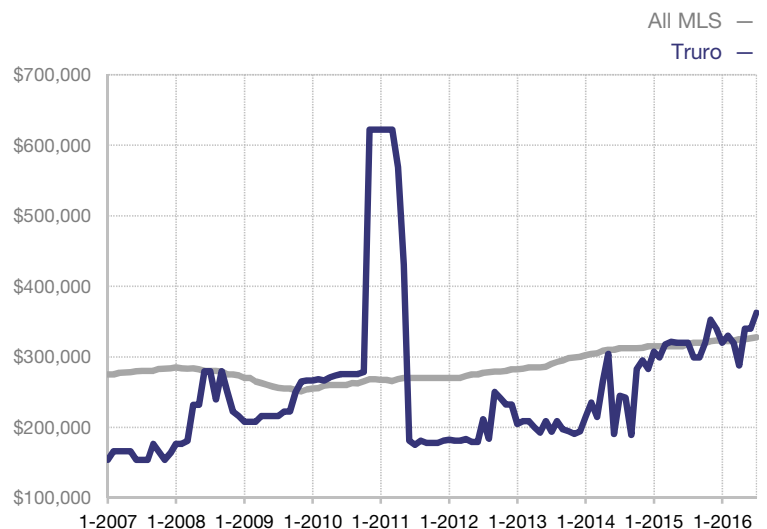
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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