

# Local Market Update – August 2016

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## Quincy

### Single-Family Properties

| Key Metrics                              | August    |                  |         | Year to Date |                  |        |
|--|-----------|------------------|---------|--------------|------------------|--------|
|  | 2015      | 2016             | + / -   | 2015         | 2016             | + / -  |
| Pending Sales                            | 46        | 51               | + 10.9% | 359          | 334              | - 7.0% |
| Closed Sales                             | 50        | 53               | + 6.0%  | 314          | 295              | - 6.1% |
| Median Sales Price*                      | \$399,500 | <b>\$425,000</b> | + 6.4%  | \$389,000    | <b>\$410,000</b> | + 5.4% |
| Inventory of Homes for Sale              | 113       | 84               | - 25.7% | --           | --               | --     |
| Months Supply of Inventory               | 2.8       | 2.1              | - 25.0% | --           | --               | --     |
| Cumulative Days on Market Until Sale     | 57        | 54               | - 5.3%  | 63           | 66               | + 4.8% |
| Percent of Original List Price Received* | 98.8%     | 98.1%            | - 0.7%  | 97.4%        | 97.6%            | + 0.2% |
| New Listings                             | 58        | 60               | + 3.4%  | 452          | 441              | - 2.4% |

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

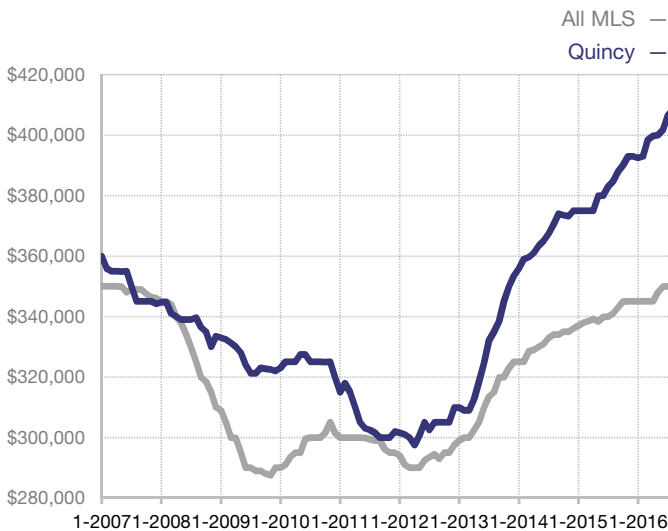
### Condominium Properties

| Key Metrics                              | August    |                  |         | Year to Date |                  |        |
|--|-----------|------------------|---------|--------------|------------------|--------|
|  | 2015      | 2016             | + / -   | 2015         | 2016             | + / -  |
| Pending Sales                            | 35        | 35               | 0.0%    | 307          | 329              | + 7.2% |
| Closed Sales                             | 47        | 55               | + 17.0% | 290          | 271              | - 6.6% |
| Median Sales Price*                      | \$281,000 | <b>\$295,000</b> | + 5.0%  | \$290,500    | <b>\$300,250</b> | + 3.4% |
| Inventory of Homes for Sale              | 85        | 34               | - 60.0% | --           | --               | --     |
| Months Supply of Inventory               | 2.5       | 1.0              | - 60.0% | --           | --               | --     |
| Cumulative Days on Market Until Sale     | 45        | 40               | - 11.1% | 57           | 56               | - 1.8% |
| Percent of Original List Price Received* | 98.2%     | 99.8%            | + 1.6%  | 98.0%        | 98.9%            | + 0.9% |
| New Listings                             | 50        | 26               | - 48.0% | 382          | 366              | - 4.2% |

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

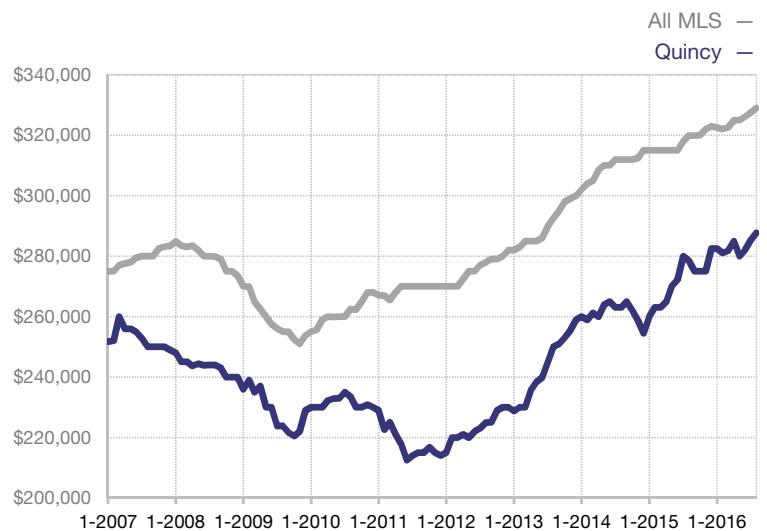
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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