

Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Bedford

Single-Family Properties

| Key Metrics | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 22 | 14 | - 36.4% | 144 | 134 | - 6.9% |
| Closed Sales | 16 | 15 | - 6.3% | 129 | 122 | - 5.4% |
| Median Sales Price* | \$932,500 | \$725,000 | - 22.3% | \$680,000 | \$701,200 | + 3.1% |
| Inventory of Homes for Sale | 23 | 27 | + 17.4% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 2.3 | + 27.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 60 | 82 | + 36.7% | 66 | 59 | - 10.6% |
| Percent of Original List Price Received* | 96.0% | 96.9% | + 0.9% | 97.1% | 98.0% | + 0.9% |
| New Listings | 15 | 19 | + 26.7% | 174 | 177 | + 1.7% |

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

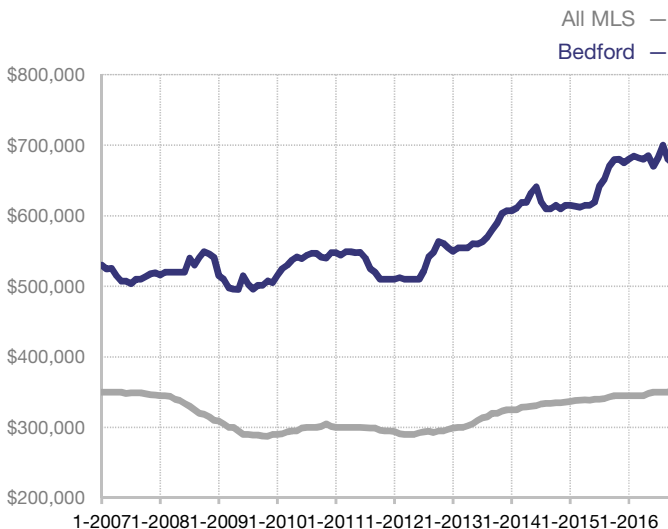
Condominium Properties

| Key Metrics | October | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 3 | 2 | - 33.3% | 35 | 23 | - 34.3% |
| Closed Sales | 5 | 4 | - 20.0% | 30 | 23 | - 23.3% |
| Median Sales Price* | \$589,000 | \$559,500 | - 5.0% | \$586,000 | \$485,000 | - 17.2% |
| Inventory of Homes for Sale | 7 | 8 | + 14.3% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.5 | + 13.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 40 | 97 | + 142.5% | 40 | 60 | + 50.0% |
| Percent of Original List Price Received* | 96.0% | 100.0% | + 4.2% | 98.6% | 99.0% | + 0.4% |
| New Listings | 3 | 2 | - 33.3% | 42 | 37 | - 11.9% |

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

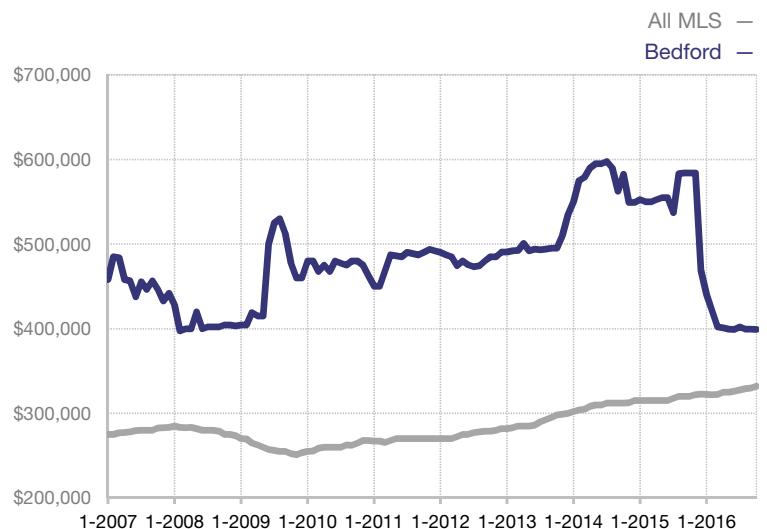
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

