

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Berlin

Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	2	--	31	36	+ 16.1%
Closed Sales	3	1	- 66.7%	26	26	0.0%
Median Sales Price*	\$345,000	\$212,000	- 38.6%	\$329,875	\$432,450	+ 31.1%
Inventory of Homes for Sale	13	5	- 61.5%	--	--	--
Months Supply of Inventory	4.0	2.0	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	45	28	- 37.8%	65	93	+ 43.1%
Percent of Original List Price Received*	96.5%	92.2%	- 4.5%	95.5%	93.1%	- 2.5%
New Listings	1	3	+ 200.0%	49	43	- 12.2%

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

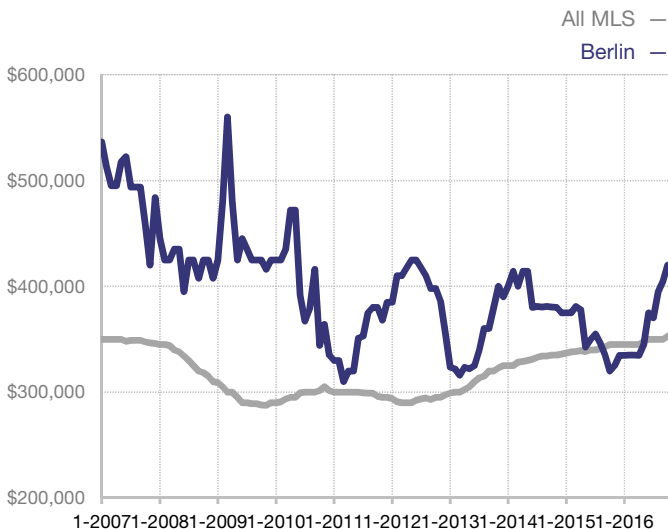
Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	1	--	8	13	+ 62.5%
Closed Sales	0	2	--	9	13	+ 44.4%
Median Sales Price*	\$0	\$303,750	--	\$365,000	\$375,000	+ 2.7%
Inventory of Homes for Sale	4	5	+ 25.0%	--	--	--
Months Supply of Inventory	2.3	3.1	+ 34.8%	--	--	--
Cumulative Days on Market Until Sale	0	15	--	71	60	- 15.5%
Percent of Original List Price Received*	0.0%	99.1%	--	99.6%	96.4%	- 3.2%
New Listings	2	0	- 100.0%	13	15	+ 15.4%

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

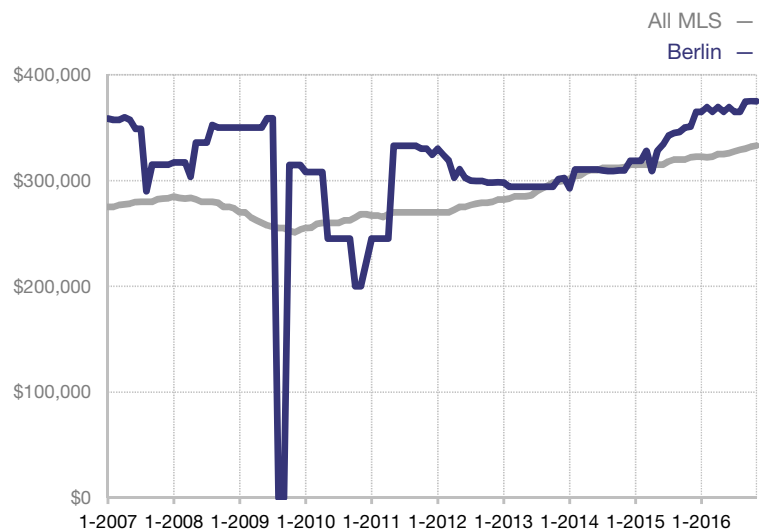
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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