

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hanson

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 9 | 11 | + 22.2% | 116 | 126 | + 8.6% |
| Closed Sales | 6 | 8 | + 33.3% | 113 | 119 | + 5.3% |
| Median Sales Price* | \$202,750 | \$347,500 | + 71.4% | \$325,900 | \$326,450 | + 0.2% |
| Inventory of Homes for Sale | 35 | 19 | - 45.7% | -- | -- | -- |
| Months Supply of Inventory | 3.4 | 1.8 | - 47.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 75 | 71 | - 5.3% | 102 | 73 | - 28.4% |
| Percent of Original List Price Received* | 92.5% | 91.2% | - 1.4% | 95.3% | 96.5% | + 1.3% |
| New Listings | 13 | 12 | - 7.7% | 154 | 155 | + 0.6% |

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

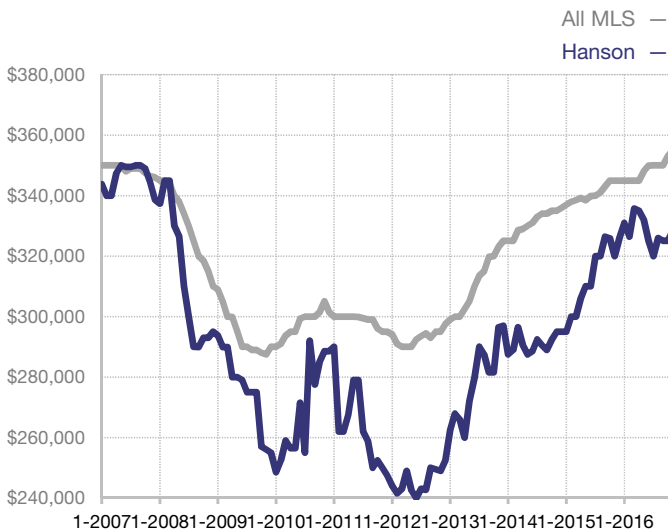
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 3 | 1 | - 66.7% | 51 | 27 | - 47.1% |
| Closed Sales | 5 | 3 | - 40.0% | 36 | 35 | - 2.8% |
| Median Sales Price* | \$429,000 | \$330,000 | - 23.1% | \$359,000 | \$330,000 | - 8.1% |
| Inventory of Homes for Sale | 4 | 13 | + 225.0% | -- | -- | -- |
| Months Supply of Inventory | 1.1 | 3.8 | + 245.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 60 | 83 | + 38.3% | 142 | 68 | - 52.1% |
| Percent of Original List Price Received* | 100.7% | 99.8% | - 0.9% | 98.9% | 99.9% | + 1.0% |
| New Listings | 2 | 4 | + 100.0% | 46 | 39 | - 15.2% |

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

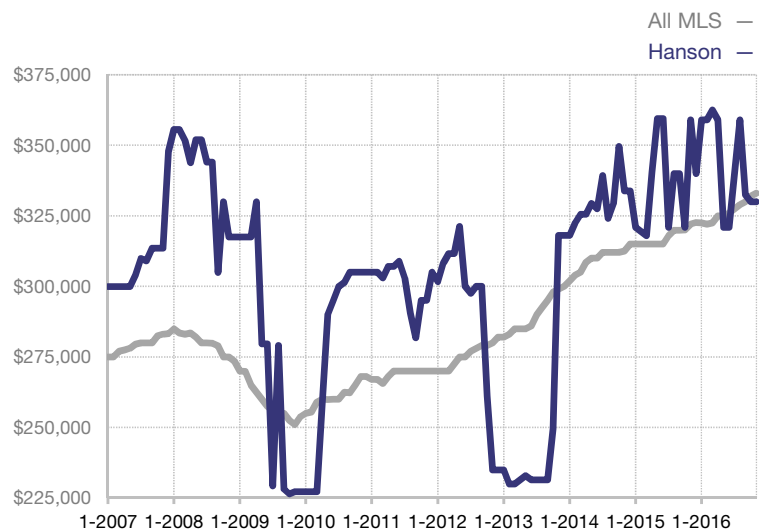
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

