Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Truro

Single-Family Properties

	November			Year to Date		
Key Metrics	**2015**	**2016**	**+ / –**	**2015**	**2016**	**+ / –**
Pending Sales	8	**5**	- 37.5%	55	**62**	+ 12.7%
Closed Sales	6	**6**	0.0%	51	**56**	+ 9.8%
Median Sales Price*	$643,275	**$706,500**	+ 9.8%	$625,000	**$637,200**	+ 2.0%
Inventory of Homes for Sale	78	**55**	- 29.5%	--	--	--
Months Supply of Inventory	17.0	**10.6**	- 37.6%	--	--	--
Cumulative Days on Market Until Sale	203	**242**	+ 19.2%	250	**249**	- 0.4%
Percent of Original List Price Received*	89.9%	**91.8%**	+ 2.1%	91.4%	**92.4%**	+ 1.1%
New Listings	8	**8**	0.0%	103	**112**	+ 8.7%

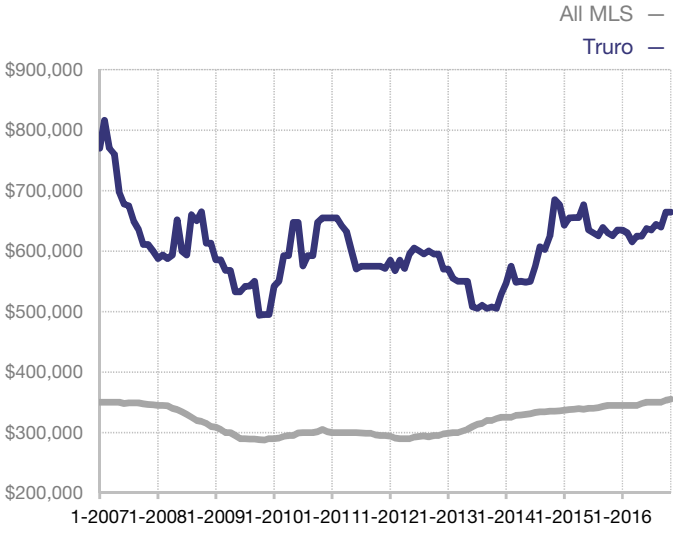
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

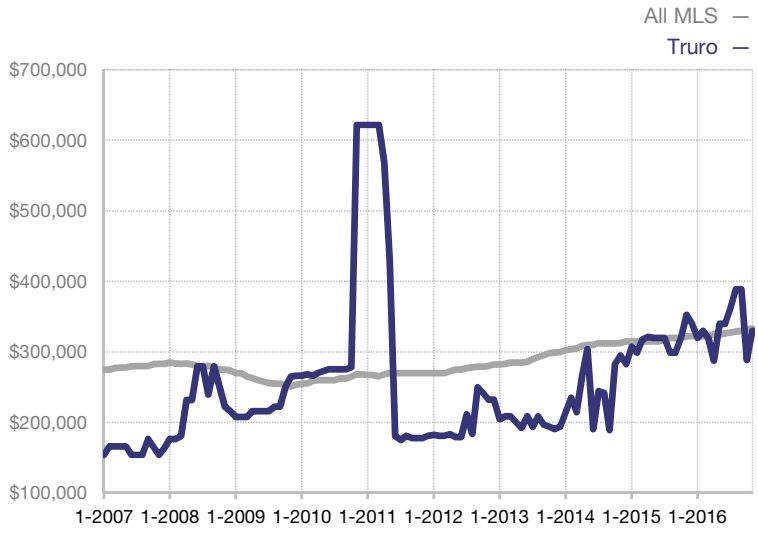
	November			Year to Date		
Key Metrics	**2015**	**2016**	**+ / –**	**2015**	**2016**	**+ / –**
Pending Sales	4	**2**	- 50.0%	36	**24**	- 33.3%
Closed Sales	2	**3**	+ 50.0%	37	**24**	- 35.1%
Median Sales Price*	$241,500	**$455,000**	+ 88.4%	$385,000	**$357,500**	- 7.1%
Inventory of Homes for Sale	41	**27**	- 34.1%	--	--	--
Months Supply of Inventory	11.9	**11.4**	- 4.2%	--	--	--
Cumulative Days on Market Until Sale	7	**339**	+ 4,742.9%	158	**376**	+ 138.0%
Percent of Original List Price Received*	99.2%	**97.4%**	- 1.8%	96.6%	**94.7%**	- 2.0%
New Listings	3	**5**	+ 66.7%	63	**35**	- 44.4%

* 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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