

# Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Needham

### Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	17	20	+ 17.6%	335	331	- 1.2%
Closed Sales	23	24	+ 4.3%	337	331	- 1.8%
Median Sales Price*	\$855,000	\$1,061,000	+ 24.1%	\$870,000	\$915,000	+ 5.2%
Inventory of Homes for Sale	51	37	- 27.5%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--
Cumulative Days on Market Until Sale	62	66	+ 6.5%	69	65	- 5.8%
Percent of Original List Price Received*	94.8%	94.7%	- 0.1%	97.5%	96.9%	- 0.6%
New Listings	14	6	- 57.1%	443	451	+ 1.8%

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

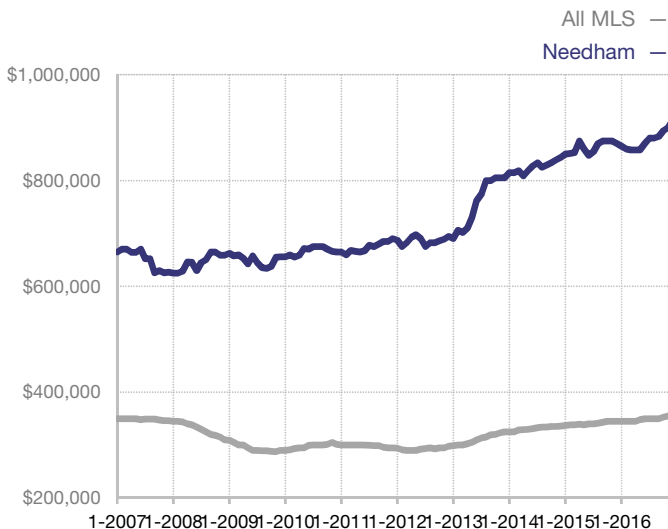
### Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	1	- 50.0%	70	44	- 37.1%
Closed Sales	4	7	+ 75.0%	72	49	- 31.9%
Median Sales Price*	\$561,000	\$865,000	+ 54.2%	\$695,000	\$620,000	- 10.8%
Inventory of Homes for Sale	7	2	- 71.4%	--	--	--
Months Supply of Inventory	1.2	0.4	- 66.7%	--	--	--
Cumulative Days on Market Until Sale	55	91	+ 65.5%	53	66	+ 24.5%
Percent of Original List Price Received*	93.8%	95.5%	+ 1.8%	98.0%	97.3%	- 0.7%
New Listings	5	0	- 100.0%	73	53	- 27.4%

\* 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



MASSACHUSETTS ASSOCIATION OF REALTORS®

