

# Annual Report on the MLS PIN Housing Market

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A FREE RESEARCH TOOL FROM MLS PROPERTY INFORMATION NETWORK, INC.



# 2016

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**With** a new U.S. president from a different political party taking office in 2017, few are expecting federal policies to remain as they have under prior leadership. The incoming president has a deep history in real estate development and has shown a strong interest in funding massive infrastructure projects, two points that provide intrigue for the immediate future of residential real estate.

After several years of housing market improvement, 2016, as predicted, was not a pronounced triumph but more of a measured success. Markets took a steady and mostly profitable walk from month to month. Even as supply was short and shrinking, sales and prices were often increasing.

Interest rates were expected to rise throughout 2016, but they did not. Just as happened in 2015, the Federal Reserve waited until December 2016 to make a short-term rate increase. Incremental rate hikes are again expected in 2017. An economy that shows unemployment at a nine-year low coupled with higher wages inspires confidence.

Mortgage rates are not expected to grow by more than .75 percent throughout 2017, which should keep them below 5.0 percent. If they rise above that mark, we could see rate lock, and that could cause homeowners to stay put at locked-in rates instead of trading up for higher-rate properties. Such a situation would put a damper on an already strained inventory environment.

**Sales:** Pending sales increased 7.3 percent to 78,674 to close out the year. Closed sales increased 7.7 percent to 77,120 in 2016.

**Listings:** Inventory was lower in year-over-year comparisons. There were 13,234 active listings at the end of 2016. New listings decreased by 3.2 percent to finish the year at 100,260. Low home supply is expected to continue throughout 2017.

**Prices:** Home prices rose compared to last year. The overall median sales price was up 3.9 percent to \$349,000 for the year. When inventory is low and demand is high, prices will rise. Prices should increase in most areas in 2017 but at a slower growth rate. Single-Family homes were up 3.0 percent compared to last year, and Condo-Townhome homes were up 3.6 percent. We will likely need years of improved wage growth to account for recent price gains.

**List Price Received:** Sellers received 97.2 percent of their original list price received at sale, a year-over-year increase of 0.7 percent. Sales prices should increase again in 2017, leading to further increases in list price received.

Millennials continue to command attention as the next wave of home buyers, yet the rate at which this massive population is entering the market has been less than stellar. This may be due to a cultural change away from settling into marriage and parenthood until later in life, high student loan debt, or even reservations about a home being a wise investment in the wake of what the last recession did to their elders. That said, some have suggested that this group is simply willing to wait longer to buy, thus skipping the entry-level purchase altogether to land in their preferred home.

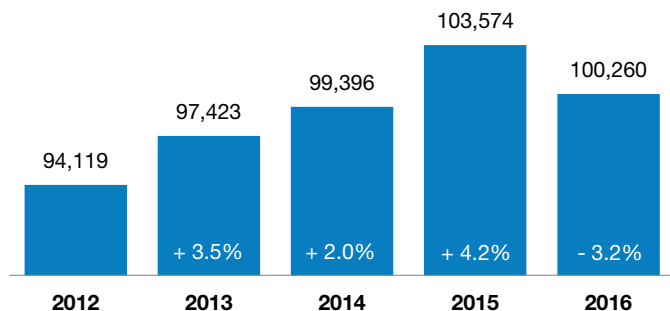
At the other end of the age and price spectrum, baby boomers are expected to make up nearly one-third of all buyers in 2017. By and large, this group is not looking to invest in oversized homes, yet we could see improvement in higher price ranges as a hedge against inflation and risk. Shifting wealth away from the stock market into valuable homes may be seen as a safer bet during a transition of power and a period of pronounced change.

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# Quick Facts

## New Listings



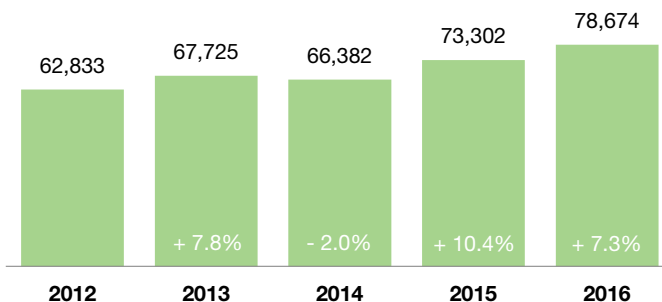
### Top 5 Areas: Change in New Listings from 2015

Plymouth	+ 0.3%
Middlesex	- 1.5%
Bristol	- 2.0%
Suffolk	- 2.1%
Norfolk	- 2.4%

### Bottom 5 Areas: Change in New Listings from 2015

Hampden	- 5.3%
Barnstable	- 7.4%
Hampshire	- 10.1%
Nantucket	- 25.0%
Dukes	- 26.9%

## Pending Sales



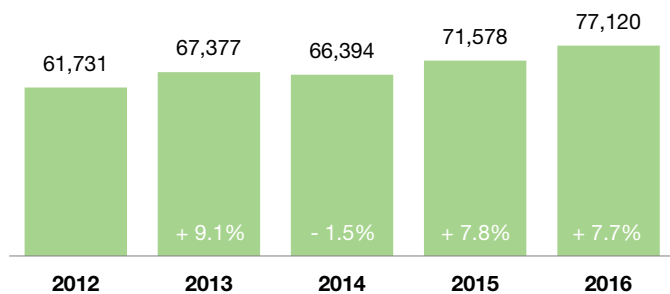
### Top 5 Areas: Change in Pending Sales from 2015

Franklin	+ 15.5%
Barnstable	+ 14.9%
Bristol	+ 13.7%
Hampden	+ 12.2%
Worcester	+ 12.2%

### Bottom 5 Areas: Change in Pending Sales from 2015

Essex	+ 2.9%
Norfolk	+ 2.5%
Suffolk	+ 0.9%
Dukes	- 32.1%
Nantucket	- 80.0%

## Closed Sales



### Top 5 Areas: Change in Closed Sales from 2015

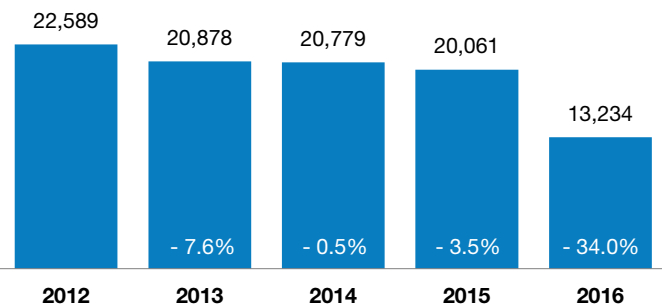
Barnstable	+ 16.1%
Berkshire	+ 14.9%
Hampden	+ 14.7%
Bristol	+ 13.7%
Worcester	+ 12.6%

### Bottom 5 Areas: Change in Closed Sales from 2015

Essex	+ 3.1%
Suffolk	+ 1.8%
Norfolk	+ 1.6%
Dukes	- 28.8%
Nantucket	- 83.3%

## Inventory of Homes for Sale

At the end of the year.



### Top 5 Areas: Change in Homes for Sale from 2015

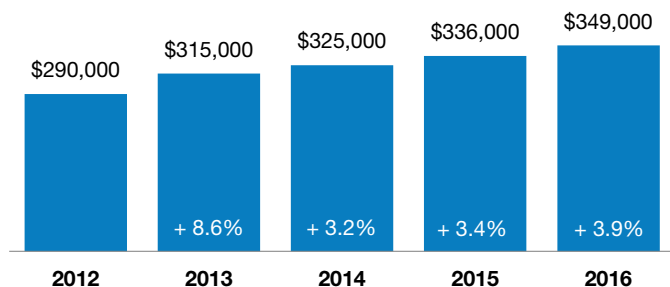
Dukes	- 2.2%
Berkshire	- 12.8%
Franklin	- 29.7%
Suffolk	- 29.7%
Norfolk	- 30.9%

### Bottom 5 Areas: Change in Homes for Sale from 2015

Essex	- 34.8%
Worcester	- 35.3%
Bristol	- 36.0%
Middlesex	- 37.8%
Hampshire	- 38.4%

# Quick Facts

## Median Sales Price



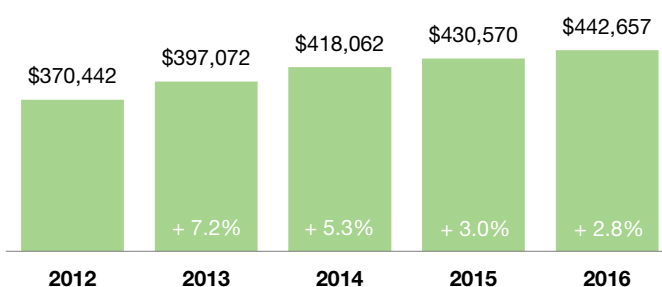
### Top 5 Areas: Change in Median Sales Price from 2015

Dukes	+ 28.1%
Suffolk	+ 8.6%
Franklin	+ 5.4%
Middlesex	+ 5.2%
Plymouth	+ 4.4%

### Bottom 5 Areas: Change in Median Sales Price from 2015

Worcester	+ 2.8%
Hampshire	+ 1.5%
Hampden	0.0%
Nantucket	- 16.4%
Berkshire	- 25.4%

## Average Sales Price



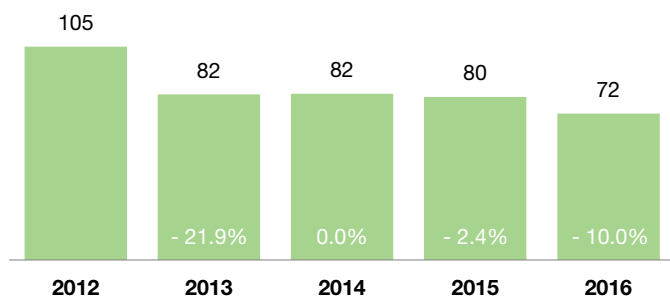
### Top 5 Areas: Change in Avg. Sales Price from 2015

Dukes	+ 31.8%
Suffolk	+ 9.6%
Bristol	+ 4.5%
Norfolk	+ 3.9%
Franklin	+ 3.4%

### Bottom 5 Areas: Change in Avg. Sales Price from 2015

Barnstable	+ 1.9%
Hampshire	- 0.1%
Hampden	- 0.1%
Berkshire	- 19.2%
Nantucket	- 39.5%

## Days on Market Until Sale



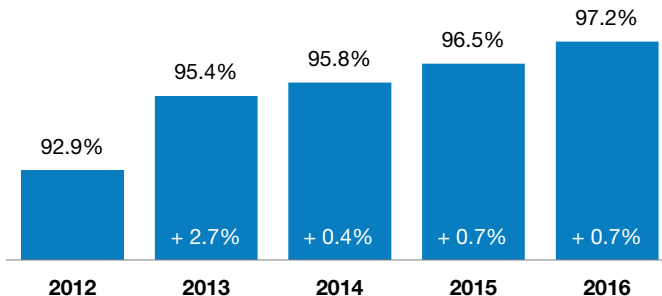
### Top 5 Areas: Change in Days on Market from 2015

Nantucket	+ 15.6%
Norfolk	- 4.6%
Suffolk	- 6.0%
Barnstable	- 6.5%
Franklin	- 6.8%

### Bottom 5 Areas: Change in Days on Market from 2015

Hampden	- 11.9%
Dukes	- 12.9%
Worcester	- 14.4%
Plymouth	- 14.7%
Berkshire	- 21.9%

## Percent of Original List Price Received



### Top 5 Areas: Change in Pct. of Orig. Price Received from 2015

Dukes	+ 2.1%
Worcester	+ 1.4%
Franklin	+ 1.3%
Bristol	+ 1.3%
Plymouth	+ 1.2%

### Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2015

Middlesex	+ 0.5%
Norfolk	+ 0.3%
Suffolk	+ 0.2%
Berkshire	0.0%
Nantucket	- 4.0%

# Property Type Review

# 76

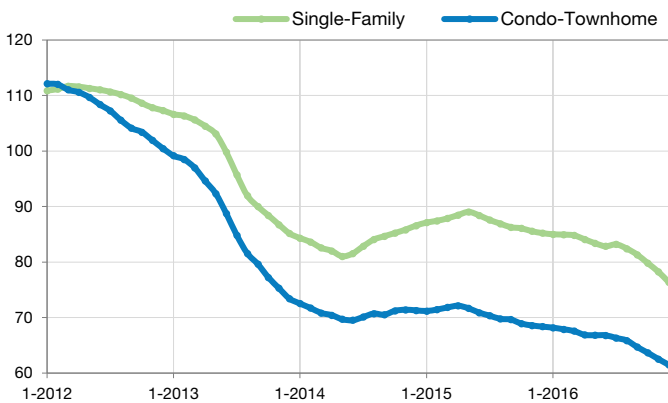
Average Days on Market  
Single-Family

# 61

Average Days on Market  
Condo-Townhome

## Days on Market Until Sale

This chart uses a rolling 12-month average for each data point.



## Top Areas: Condo-Townhome Market Share in 2016

Nantucket	100.0%
Suffolk	77.6%
Middlesex	35.5%
Essex	30.4%
Norfolk	26.7%
Hampshire	18.7%
Worcester	16.9%
Bristol	15.2%
Plymouth	14.4%
Barnstable	13.9%
Hampden	11.5%
Franklin	6.8%
Dukes	5.8%
Berkshire	1.5%

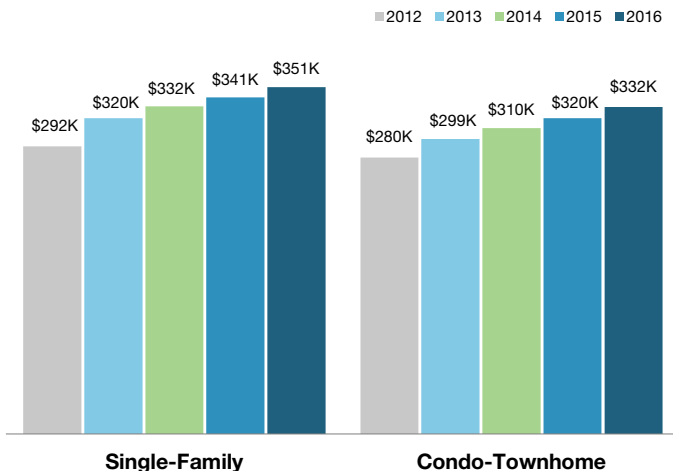
# + 3.0%

One-Year Change in Price  
Single-Family

# + 3.6%

One-Year Change in Price  
Condo-Townhome

## Median Sales Price



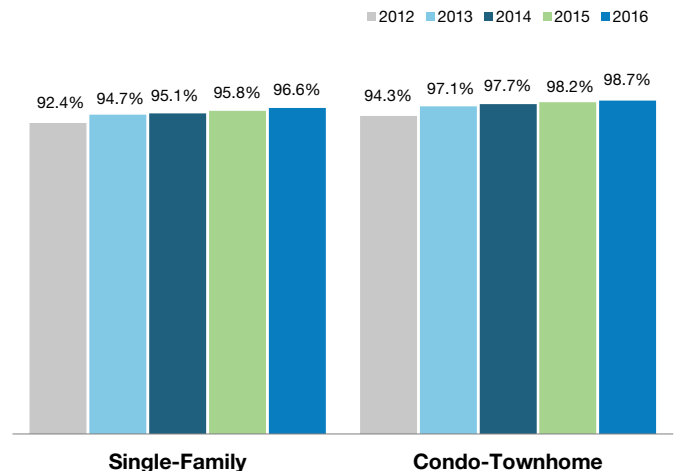
# 96.6%

Pct. of Orig. Price Received  
Single-Family

# 98.7%

Pct. of Orig. Price Received  
Condo-Townhome

## Percent of Original List Price Received



# Price Range Review

**\$350,001 to \$500,000**

Price Range with Shortest Average Market Time

**\$175,000 and Below**

Price Range with Longest Average Market Time

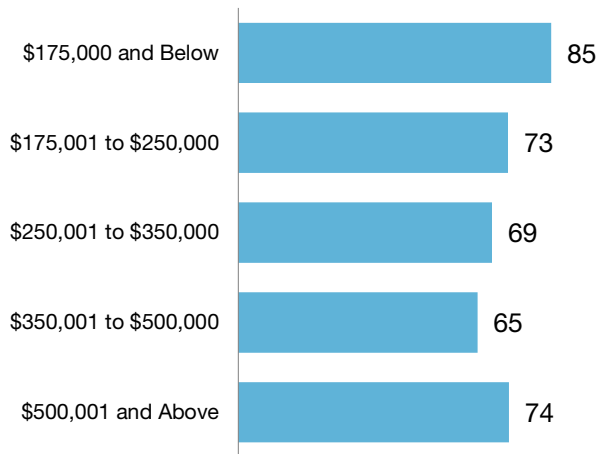
**13.7%**

Homes for Sale at Year End Priced \$175,000 and Below

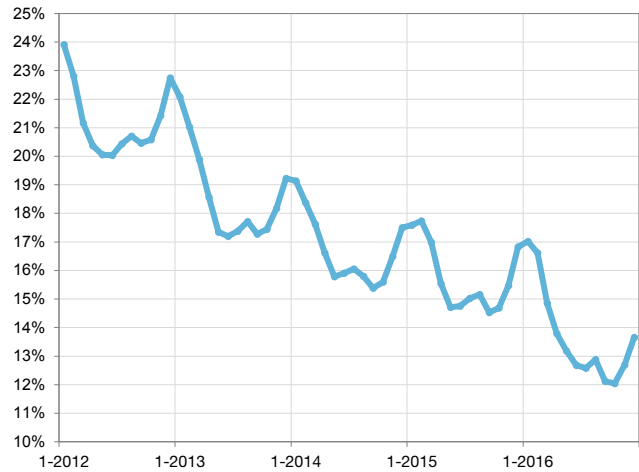
**- 46.5%**

One-Year Change in Homes for Sale Priced \$175,000 and Below

## Days on Market Until Sale by Price Range



## Share of Homes for Sale \$175,000 and Below



**\$500,001 and Above**

Price Range with the Most Closed Sales

**+ 15.2%**

Price Range with Strongest One-Year Change in Sales: \$500,001 and Above

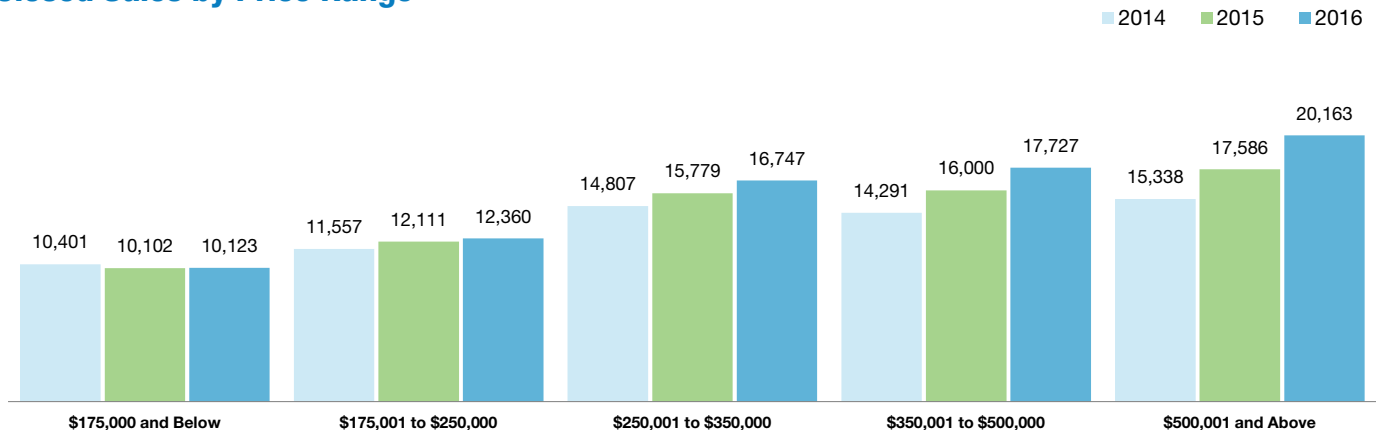
**\$175,000 and Below**

Price Range with the Fewest Closed Sales

**+ 0.2%**

Price Range with Weakest One-Year Change in Sales: \$175,000 and Below

## Closed Sales by Price Range



# Bedroom Count Review

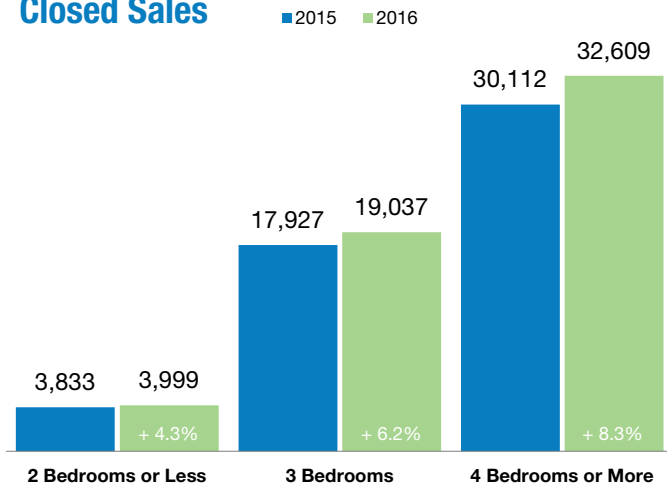
**+ 4.3%**

Growth in Closed Sales  
2 Bedrooms or Less

**+ 8.3%**

Growth in Closed Sales  
4 Bedrooms or More

## Closed Sales



## Top Areas: 4 Bedrooms or More Market Share in 2016

Franklin	53.3%
Bristol	52.7%
Hampden	51.2%
Hampshire	50.3%
Barnstable	48.1%
Worcester	47.6%
Plymouth	47.0%
Berkshire	45.8%
Essex	41.6%
Norfolk	38.8%
Middlesex	36.8%
Dukes	30.8%
Suffolk	24.5%
Nantucket	0.0%

**97.2%**

Percent of Original List Price  
Received in 2016 for  
All Properties

**98.1%**

Percent of Original List Price  
Received in 2016 for  
2 Bedrooms or Less

**97.8%**

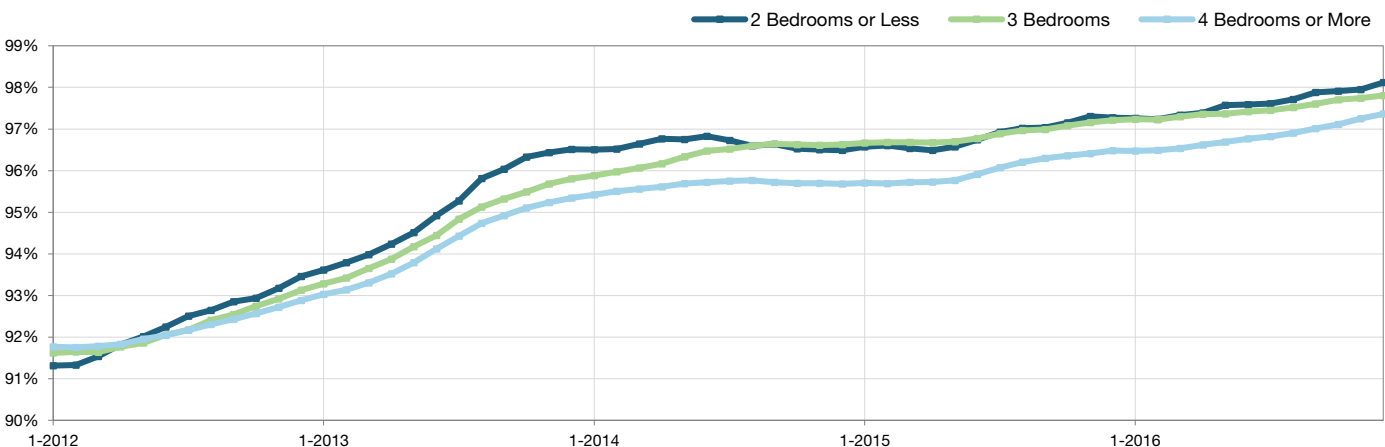
Percent of Original List Price  
Received in 2016 for  
3 Bedrooms

**97.4%**

Percent of Original List Price  
Received in 2016 for  
4 Bedrooms or More

## Percent of Original List Price Received

This chart uses a rolling 12-month average for each data point.



# Area Overviews

	Total Closed Sales	Change from 2015	Percent Condo-Townhome	Percent 4 Bedrooms or More	Months Supply of Inventory	Days on Market	Pct. of Orig. Price Received
Barnstable	3,345	+ 16.1%	13.9%	48.1%	4.3	115	93.8%
Berkshire	131	+ 14.9%	1.5%	45.8%	10.6	146	87.9%
Bristol	5,715	+ 13.7%	15.2%	52.7%	2.5	82	96.2%
Dukes	52	- 28.8%	5.8%	30.8%	9.6	162	92.3%
Essex	9,103	+ 3.1%	30.4%	41.6%	1.6	69	97.2%
Franklin	679	+ 10.0%	6.8%	53.3%	4.5	123	92.9%
Hampden	4,528	+ 14.7%	11.5%	51.2%	3.0	89	94.6%
Hampshire	1,611	+ 5.2%	18.7%	50.3%	3.2	107	95.1%
Middlesex	17,748	+ 7.0%	35.5%	36.8%	1.1	54	99.2%
Nantucket	1	- 83.3%	100.0%	0.0%	2.0	37	99.6%
Norfolk	8,550	+ 1.6%	26.7%	38.8%	1.5	62	97.7%
Plymouth	7,251	+ 11.5%	14.4%	47.0%	2.3	81	96.5%
Suffolk	6,099	+ 1.8%	77.6%	24.5%	1.3	47	99.5%
Worcester	10,074	+ 12.6%	16.9%	47.6%	2.3	83	96.3%



# Area Historical Median Prices

	2012	2013	2014	2015	2016	Change From 2015	Change From 2012
Barnstable	\$285,000	\$312,500	\$320,000	\$330,000	\$339,900	+ 3.0%	+ 19.3%
Berkshire	\$205,000	\$166,000	\$177,000	\$221,250	\$165,000	- 25.4%	- 19.5%
Bristol	\$220,000	\$237,000	\$247,000	\$258,700	\$270,000	+ 4.4%	+ 22.7%
Dukes	\$399,000	\$532,500	\$528,750	\$626,250	\$802,250	+ 28.1%	+ 101.1%
Essex	\$293,000	\$317,250	\$335,000	\$342,000	\$355,000	+ 3.8%	+ 21.2%
Franklin	\$170,000	\$183,000	\$184,000	\$185,000	\$195,000	+ 5.4%	+ 14.7%
Hampden	\$157,500	\$165,000	\$172,000	\$175,000	\$175,000	0.0%	+ 11.1%
Hampshire	\$227,000	\$240,000	\$243,825	\$246,250	\$250,000	+ 1.5%	+ 10.1%
Middlesex	\$373,735	\$395,000	\$420,000	\$442,000	\$465,000	+ 5.2%	+ 24.4%
Nantucket	\$475,000	\$526,000	\$433,001	\$500,500	\$418,500	- 16.4%	- 11.9%
Norfolk	\$349,900	\$375,000	\$393,000	\$410,000	\$426,000	+ 3.9%	+ 21.7%
Plymouth	\$267,000	\$290,000	\$309,415	\$315,000	\$329,000	+ 4.4%	+ 23.2%
Suffolk	\$382,000	\$415,000	\$439,950	\$478,750	\$520,000	+ 8.6%	+ 36.1%
Worcester	\$199,000	\$224,108	\$230,000	\$237,500	\$244,125	+ 2.8%	+ 22.7%