

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Deerfield

Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	4	+ 100.0%	37	45	+ 21.6%
Closed Sales	4	4	0.0%	37	42	+ 13.5%
Median Sales Price*	\$204,000	\$264,250	+ 29.5%	\$230,000	\$267,500	+ 16.3%
Inventory of Homes for Sale	27	17	- 37.0%	--	--	--
Months Supply of Inventory	8.0	4.2	- 47.5%	--	--	--
Cumulative Days on Market Until Sale	252	168	- 33.3%	158	142	- 10.1%
Percent of Original List Price Received*	85.2%	92.2%	+ 8.2%	90.4%	92.8%	+ 2.7%
New Listings	3	2	- 33.3%	61	68	+ 11.5%

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

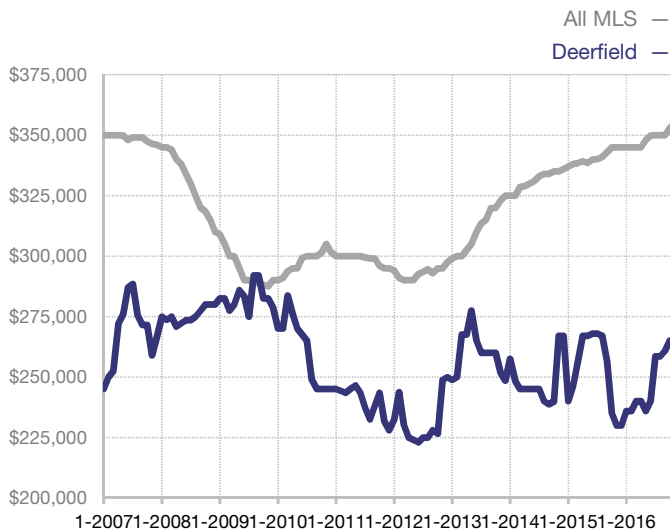
Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	1	0.0%	8	7	- 12.5%
Closed Sales	2	0	- 100.0%	8	6	- 25.0%
Median Sales Price*	\$202,750	\$0	- 100.0%	\$213,000	\$176,000	- 17.4%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	1.3	3.0	+ 130.8%	--	--	--
Cumulative Days on Market Until Sale	63	0	- 100.0%	109	69	- 36.7%
Percent of Original List Price Received*	96.7%	0.0%	- 100.0%	94.9%	94.3%	- 0.6%
New Listings	0	1	--	13	11	- 15.4%

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

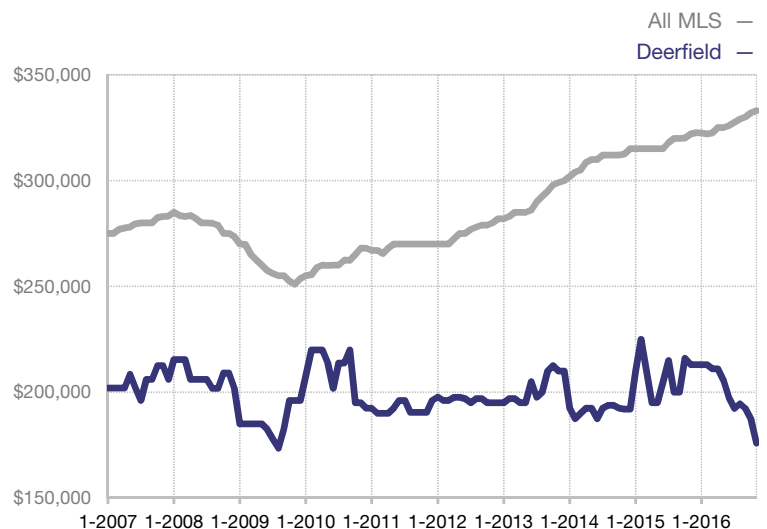
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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