

# Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Truro

### Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	5	+ 150.0%	57	63	+ 10.5%
Closed Sales	6	5	- 16.7%	57	61	+ 7.0%
Median Sales Price*	\$1,145,000	<b>\$582,000</b>	- 49.2%	\$635,000	<b>\$635,000</b>	0.0%
Inventory of Homes for Sale	70	53	- 24.3%	--	--	--
Months Supply of Inventory	14.7	10.4	- 29.3%	--	--	--
Cumulative Days on Market Until Sale	212	244	+ 15.1%	246	248	+ 0.8%
Percent of Original List Price Received*	93.3%	88.1%	- 5.6%	91.6%	92.0%	+ 0.4%
New Listings	5	7	+ 40.0%	108	119	+ 10.2%

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

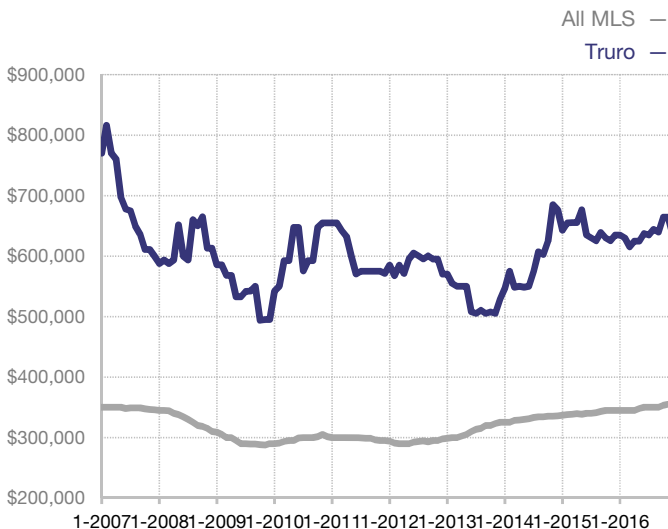
### Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	4	+ 100.0%	38	27	- 28.9%
Closed Sales	2	0	- 100.0%	39	24	- 38.5%
Median Sales Price*	\$310,000	<b>\$0</b>	- 100.0%	\$340,000	<b>\$357,500</b>	+ 5.1%
Inventory of Homes for Sale	30	18	- 40.0%	--	--	--
Months Supply of Inventory	8.5	7.5	- 11.8%	--	--	--
Cumulative Days on Market Until Sale	82	0	- 100.0%	154	376	+ 144.2%
Percent of Original List Price Received*	96.0%	0.0%	- 100.0%	96.6%	94.7%	- 2.0%
New Listings	1	0	- 100.0%	64	36	- 43.8%

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

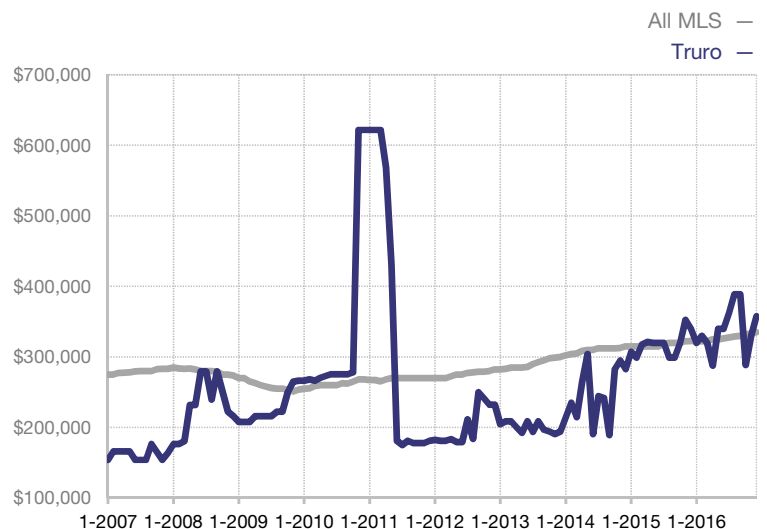
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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