

Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	265	433	+ 63.4%	265	433	+ 63.4%
Closed Sales	269	266	- 1.1%	269	266	- 1.1%
Median Sales Price*	\$350,000	\$346,500	- 1.0%	\$350,000	\$346,500	- 1.0%
Inventory of Homes for Sale	3,289	2,584	- 21.4%	--	--	--
Months Supply of Inventory	9.1	6.6	- 27.5%	--	--	--
Cumulative Days on Market Until Sale	190	188	- 1.1%	190	188	- 1.1%
Percent of Original List Price Received*	90.8%	90.2%	- 0.7%	90.8%	90.2%	- 0.7%
New Listings	510	465	- 8.8%	510	465	- 8.8%

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

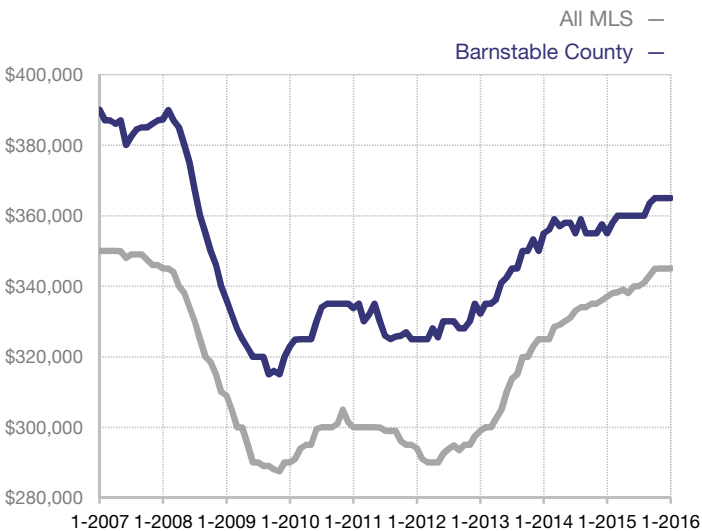
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	61	92	+ 50.8%	61	92	+ 50.8%
Closed Sales	61	76	+ 24.6%	61	76	+ 24.6%
Median Sales Price*	\$285,000	\$269,000	- 5.6%	\$285,000	\$269,000	- 5.6%
Inventory of Homes for Sale	749	570	- 23.9%	--	--	--
Months Supply of Inventory	8.0	5.6	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	181	150	- 17.1%	181	150	- 17.1%
Percent of Original List Price Received*	92.1%	92.8%	+ 0.8%	92.1%	92.8%	+ 0.8%
New Listings	106	106	0.0%	106	106	0.0%

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

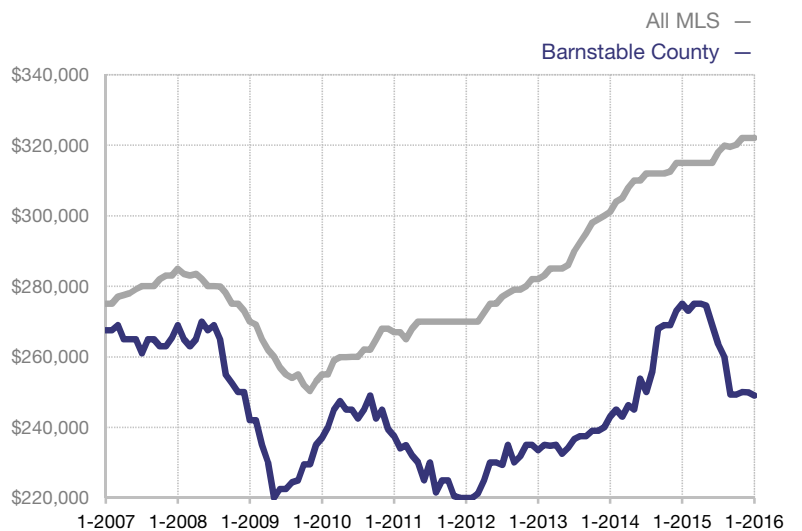
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Berkshire County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	6	8	+ 33.3%	6	8	+ 33.3%
Closed Sales	6	4	- 33.3%	6	4	- 33.3%
Median Sales Price*	\$74,500	\$395,000	+ 430.2%	\$74,500	\$395,000	+ 430.2%
Inventory of Homes for Sale	92	112	+ 21.7%	--	--	--
Months Supply of Inventory	15.3	17.9	+ 17.0%	--	--	--
Cumulative Days on Market Until Sale	144	232	+ 61.1%	144	232	+ 61.1%
Percent of Original List Price Received*	88.8%	85.3%	- 3.9%	88.8%	85.3%	- 3.9%
New Listings	11	17	+ 54.5%	11	17	+ 54.5%

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

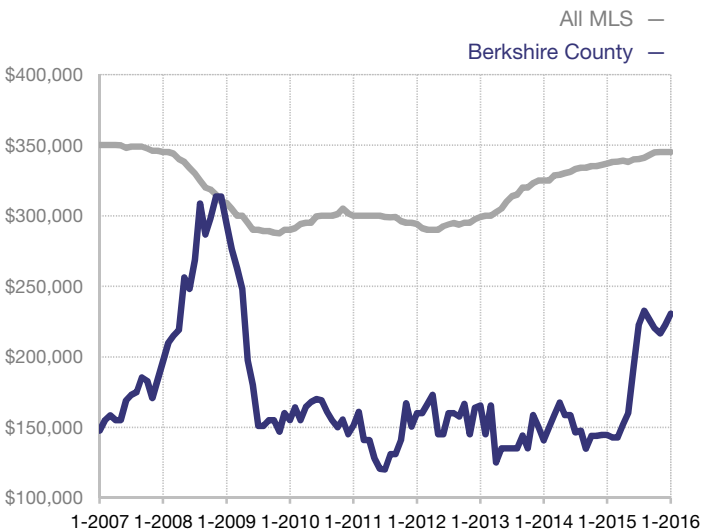
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	4.0	1.0	- 75.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	1	0	- 100.0%	1	0	- 100.0%

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

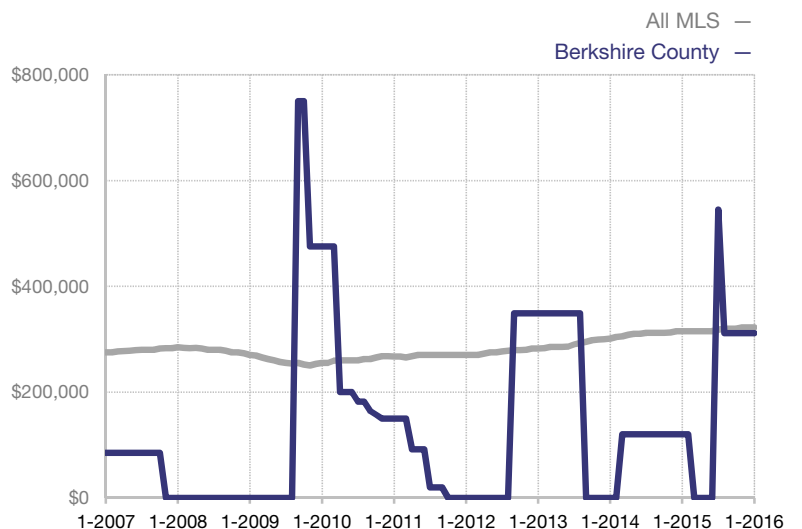
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2016

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Bristol County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	236	353	+ 49.6%	236	353	+ 49.6%
Closed Sales	226	244	+ 8.0%	226	244	+ 8.0%
Median Sales Price*	\$255,000	\$265,500	+ 4.1%	\$255,000	\$265,500	+ 4.1%
Inventory of Homes for Sale	1,598	1,316	- 17.6%	--	--	--
Months Supply of Inventory	5.1	3.7	- 27.5%	--	--	--
Cumulative Days on Market Until Sale	135	106	- 21.5%	135	106	- 21.5%
Percent of Original List Price Received*	92.8%	93.7%	+ 1.0%	92.8%	93.7%	+ 1.0%
New Listings	356	406	+ 14.0%	356	406	+ 14.0%

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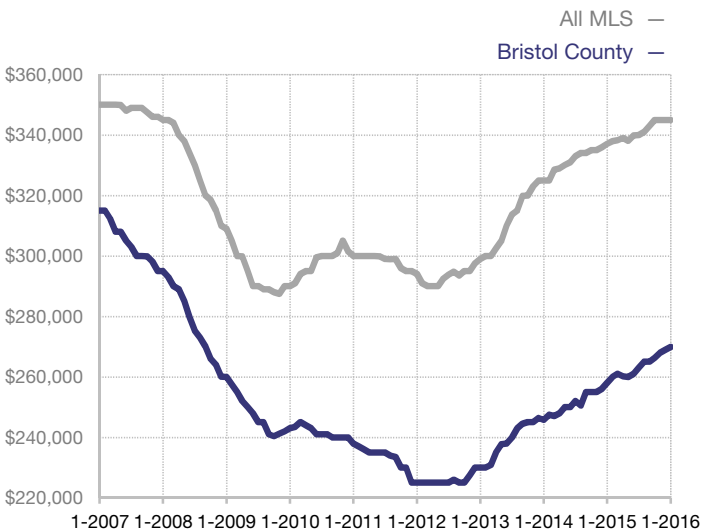
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	41	60	+ 46.3%	41	60	+ 46.3%
Closed Sales	28	54	+ 92.9%	28	54	+ 92.9%
Median Sales Price*	\$131,750	\$184,500	+ 40.0%	\$131,750	\$184,500	+ 40.0%
Inventory of Homes for Sale	194	212	+ 9.3%	--	--	--
Months Supply of Inventory	3.5	3.5	0.0%	--	--	--
Cumulative Days on Market Until Sale	110	109	- 0.9%	110	109	- 0.9%
Percent of Original List Price Received*	91.7%	95.9%	+ 4.6%	91.7%	95.9%	+ 4.6%
New Listings	45	82	+ 82.2%	45	82	+ 82.2%

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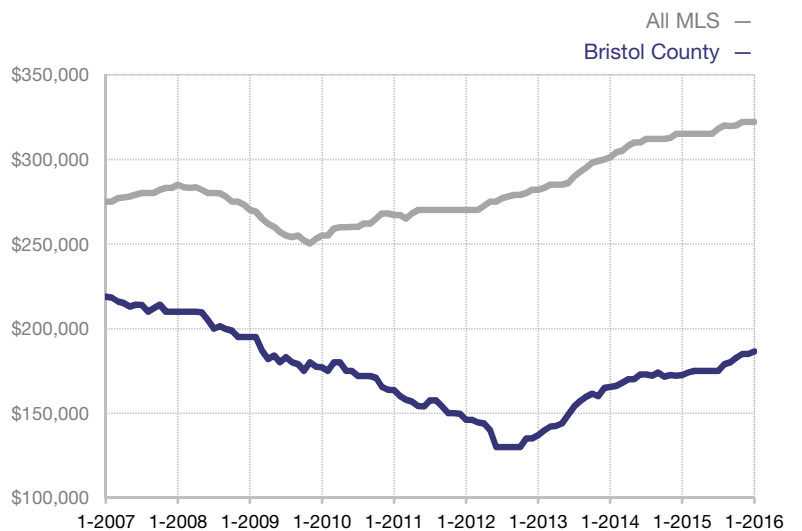
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2016

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Dukes County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	6	13	+ 116.7%	6	13	+ 116.7%
Closed Sales	7	13	+ 85.7%	7	13	+ 85.7%
Median Sales Price*	\$840,000	\$1,415,000	+ 68.5%	\$840,000	\$1,415,000	+ 68.5%
Inventory of Homes for Sale	200	152	- 24.0%	--	--	--
Months Supply of Inventory	19.7	10.3	- 47.7%	--	--	--
Cumulative Days on Market Until Sale	237	184	- 22.4%	237	184	- 22.4%
Percent of Original List Price Received*	85.8%	88.1%	+ 2.7%	85.8%	88.1%	+ 2.7%
New Listings	36	32	- 11.1%	36	32	- 11.1%

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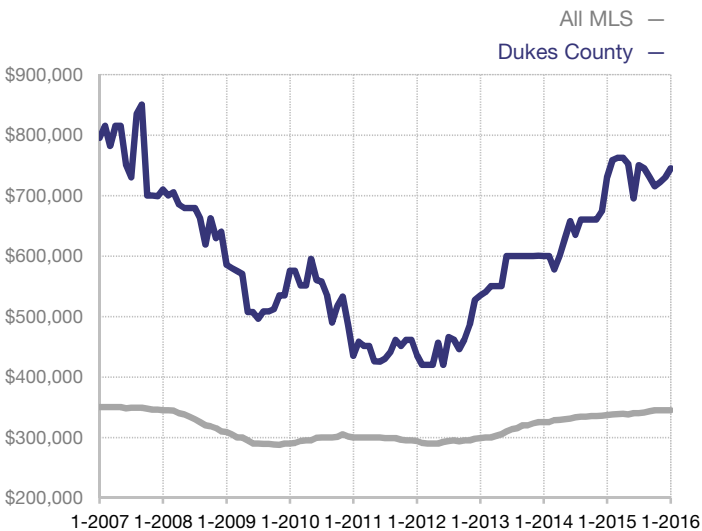
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	1	1	0.0%	1	1	0.0%
Median Sales Price*	\$467,500	\$262,500	- 43.9%	\$467,500	\$262,500	- 43.9%
Inventory of Homes for Sale	16	2	- 87.5%	--	--	--
Months Supply of Inventory	10.2	1.8	- 82.4%	--	--	--
Cumulative Days on Market Until Sale	154	33	- 78.6%	154	33	- 78.6%
Percent of Original List Price Received*	97.6%	97.6%	0.0%	97.6%	97.6%	0.0%
New Listings	5	1	- 80.0%	5	1	- 80.0%

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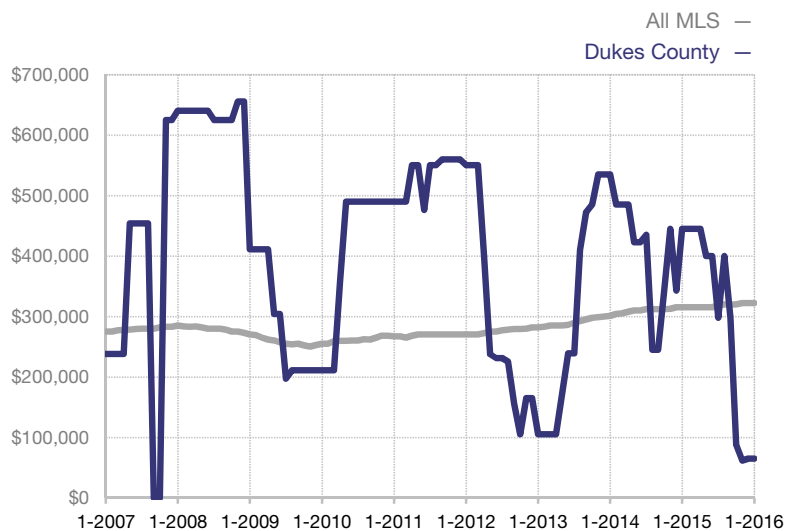
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2016

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Essex County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	318	390	+ 22.6%	318	390	+ 22.6%
Closed Sales	322	381	+ 18.3%	322	381	+ 18.3%
Median Sales Price*	\$379,000	\$365,000	- 3.7%	\$379,000	\$365,000	- 3.7%
Inventory of Homes for Sale	1,361	1,008	- 25.9%	--	--	--
Months Supply of Inventory	2.9	1.9	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	106	104	- 1.9%	106	104	- 1.9%
Percent of Original List Price Received*	92.9%	94.5%	+ 1.7%	92.9%	94.5%	+ 1.7%
New Listings	416	421	+ 1.2%	416	421	+ 1.2%

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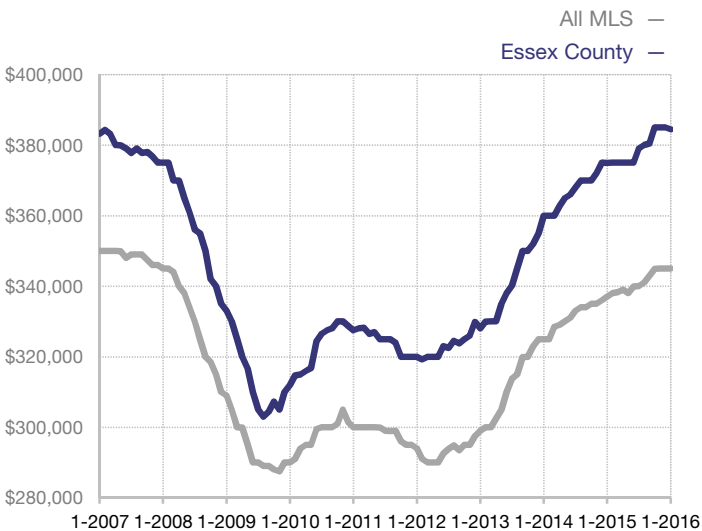
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	149	171	+ 14.8%	149	171	+ 14.8%
Closed Sales	131	166	+ 26.7%	131	166	+ 26.7%
Median Sales Price*	\$250,000	\$255,950	+ 2.4%	\$250,000	\$255,950	+ 2.4%
Inventory of Homes for Sale	609	449	- 26.3%	--	--	--
Months Supply of Inventory	3.0	2.0	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	87	97	+ 11.5%	87	97	+ 11.5%
Percent of Original List Price Received*	96.2%	95.0%	- 1.2%	96.2%	95.0%	- 1.2%
New Listings	186	173	- 7.0%	186	173	- 7.0%

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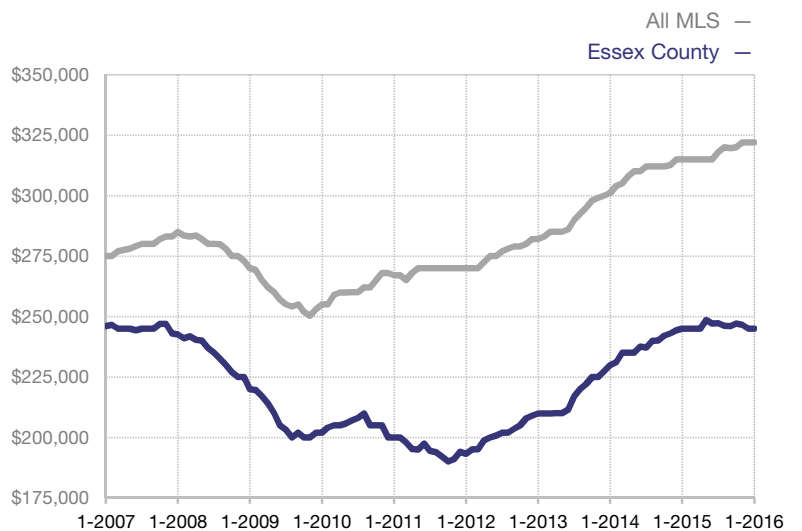
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2016

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Franklin County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	32	37	+ 15.6%	32	37	+ 15.6%
Closed Sales	39	35	- 10.3%	39	35	- 10.3%
Median Sales Price*	\$220,500	\$174,000	- 21.1%	\$220,500	\$174,000	- 21.1%
Inventory of Homes for Sale	278	279	+ 0.4%	--	--	--
Months Supply of Inventory	6.3	6.1	- 3.2%	--	--	--
Cumulative Days on Market Until Sale	177	135	- 23.7%	177	135	- 23.7%
Percent of Original List Price Received*	91.2%	92.7%	+ 1.6%	91.2%	92.7%	+ 1.6%
New Listings	29	38	+ 31.0%	29	38	+ 31.0%

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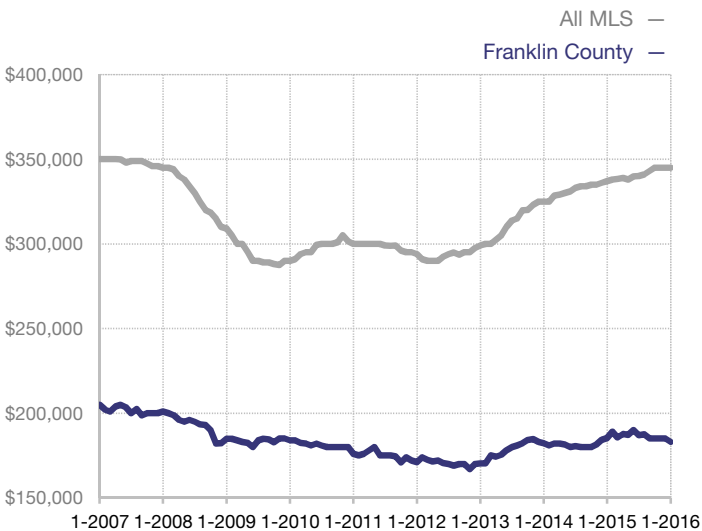
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	5	+ 150.0%	2	5	+ 150.0%
Closed Sales	3	3	0.0%	3	3	0.0%
Median Sales Price*	\$255,000	\$77,000	- 69.8%	\$255,000	\$77,000	- 69.8%
Inventory of Homes for Sale	30	26	- 13.3%	--	--	--
Months Supply of Inventory	7.5	5.8	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	116	79	- 31.9%	116	79	- 31.9%
Percent of Original List Price Received*	95.7%	89.0%	- 7.0%	95.7%	89.0%	- 7.0%
New Listings	3	2	- 33.3%	3	2	- 33.3%

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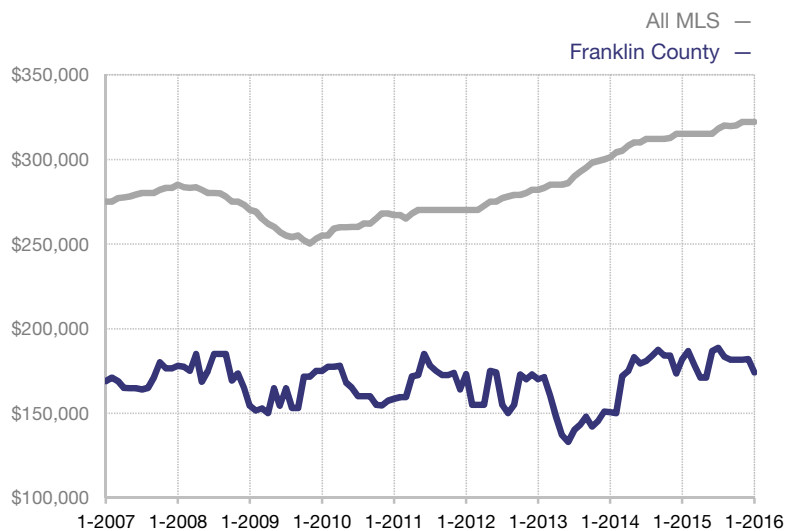
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2016

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Hampden County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	197	291	+ 47.7%	197	291	+ 47.7%
Closed Sales	186	239	+ 28.5%	186	239	+ 28.5%
Median Sales Price*	\$175,850	\$169,000	- 3.9%	\$175,850	\$169,000	- 3.9%
Inventory of Homes for Sale	1,405	1,166	- 17.0%	--	--	--
Months Supply of Inventory	5.4	4.0	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	154	139	- 9.7%	154	139	- 9.7%
Percent of Original List Price Received*	91.5%	92.1%	+ 0.7%	91.5%	92.1%	+ 0.7%
New Listings	272	331	+ 21.7%	272	331	+ 21.7%

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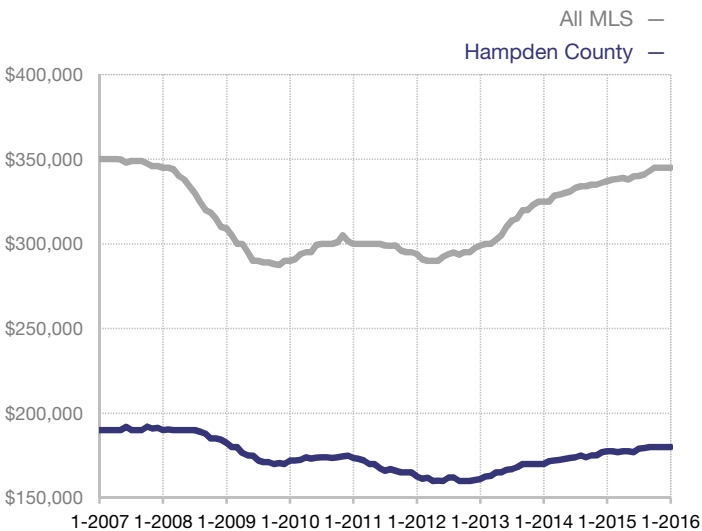
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	31	40	+ 29.0%	31	40	+ 29.0%
Closed Sales	35	22	- 37.1%	35	22	- 37.1%
Median Sales Price*	\$145,000	\$203,250	+ 40.2%	\$145,000	\$203,250	+ 40.2%
Inventory of Homes for Sale	248	209	- 15.7%	--	--	--
Months Supply of Inventory	6.8	5.2	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	191	93	- 51.3%	191	93	- 51.3%
Percent of Original List Price Received*	91.6%	95.9%	+ 4.7%	91.6%	95.9%	+ 4.7%
New Listings	49	62	+ 26.5%	49	62	+ 26.5%

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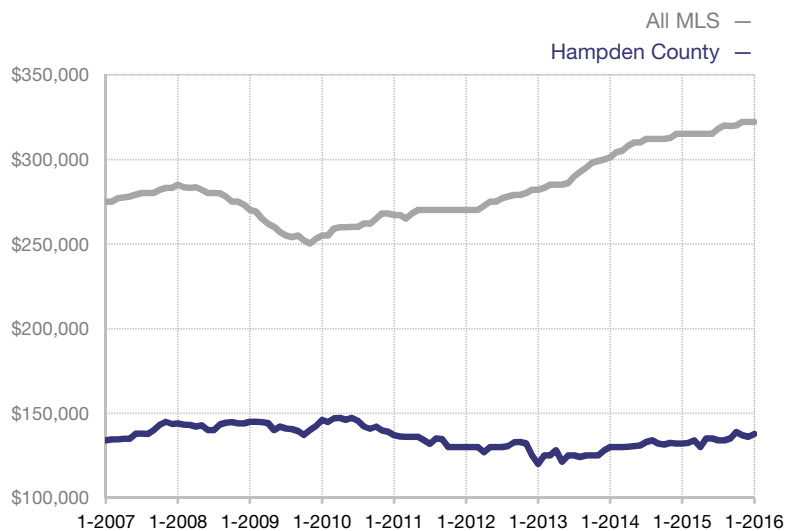
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Hampshire County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	69	88	+ 27.5%	69	88	+ 27.5%
Closed Sales	57	63	+ 10.5%	57	63	+ 10.5%
Median Sales Price*	\$234,000	\$246,670	+ 5.4%	\$234,000	\$246,670	+ 5.4%
Inventory of Homes for Sale	514	442	- 14.0%	--	--	--
Months Supply of Inventory	5.8	4.2	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	153	152	- 0.7%	153	152	- 0.7%
Percent of Original List Price Received*	89.9%	90.3%	+ 0.4%	89.9%	90.3%	+ 0.4%
New Listings	105	81	- 22.9%	105	81	- 22.9%

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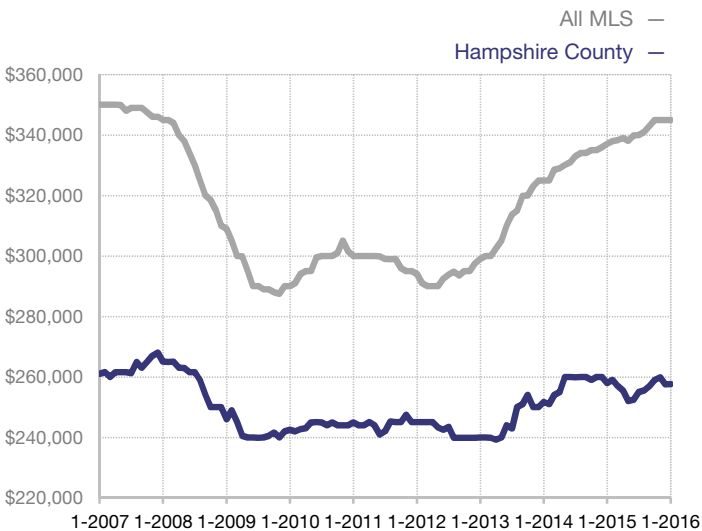
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	10	18	+ 80.0%	10	18	+ 80.0%
Closed Sales	10	15	+ 50.0%	10	15	+ 50.0%
Median Sales Price*	\$241,500	\$166,500	- 31.1%	\$241,500	\$166,500	- 31.1%
Inventory of Homes for Sale	144	123	- 14.6%	--	--	--
Months Supply of Inventory	6.4	5.0	- 21.9%	--	--	--
Cumulative Days on Market Until Sale	204	132	- 35.3%	204	132	- 35.3%
Percent of Original List Price Received*	93.6%	93.5%	- 0.1%	93.6%	93.5%	- 0.1%
New Listings	31	13	- 58.1%	31	13	- 58.1%

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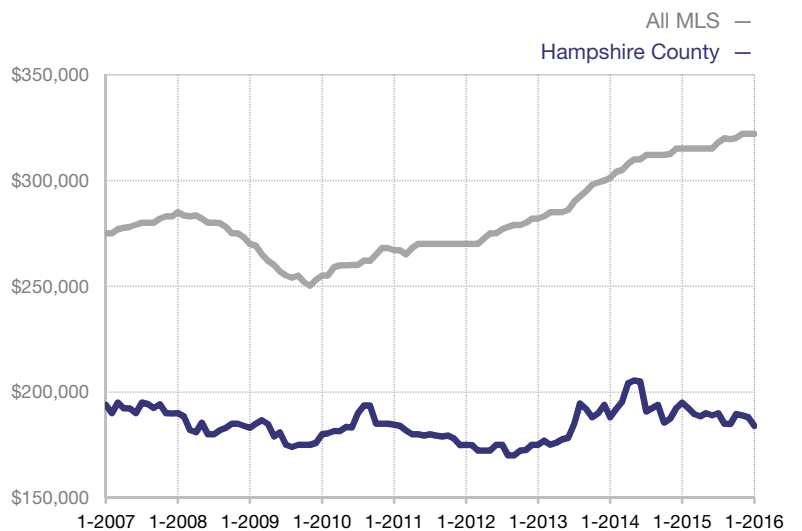
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Middlesex County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	543	655	+ 20.6%	543	655	+ 20.6%
Closed Sales	560	651	+ 16.3%	560	651	+ 16.3%
Median Sales Price*	\$453,250	\$439,900	- 2.9%	\$453,250	\$439,900	- 2.9%
Inventory of Homes for Sale	1,840	1,583	- 14.0%	--	--	--
Months Supply of Inventory	2.1	1.7	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	89	84	- 5.6%	89	84	- 5.6%
Percent of Original List Price Received*	95.9%	95.8%	- 0.1%	95.9%	95.8%	- 0.1%
New Listings	673	743	+ 10.4%	673	743	+ 10.4%

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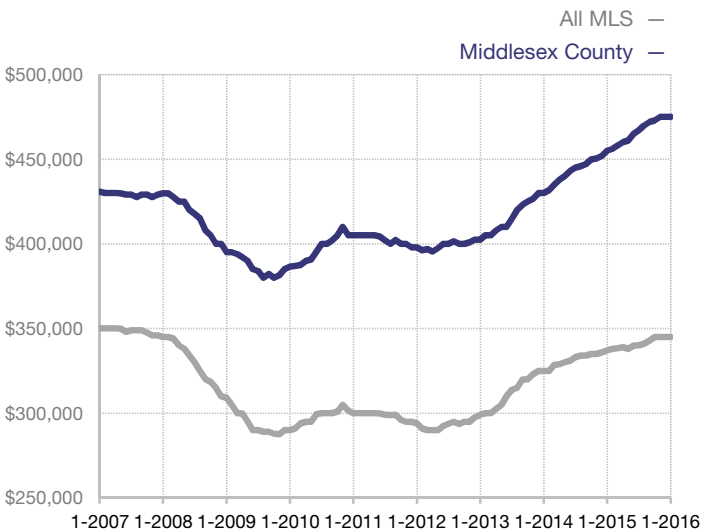
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	301	417	+ 38.5%	301	417	+ 38.5%
Closed Sales	259	343	+ 32.4%	259	343	+ 32.4%
Median Sales Price*	\$357,500	\$367,000	+ 2.7%	\$357,500	\$367,000	+ 2.7%
Inventory of Homes for Sale	719	616	- 14.3%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--
Cumulative Days on Market Until Sale	79	67	- 15.2%	79	67	- 15.2%
Percent of Original List Price Received*	98.6%	97.9%	- 0.7%	98.6%	97.9%	- 0.7%
New Listings	376	433	+ 15.2%	376	433	+ 15.2%

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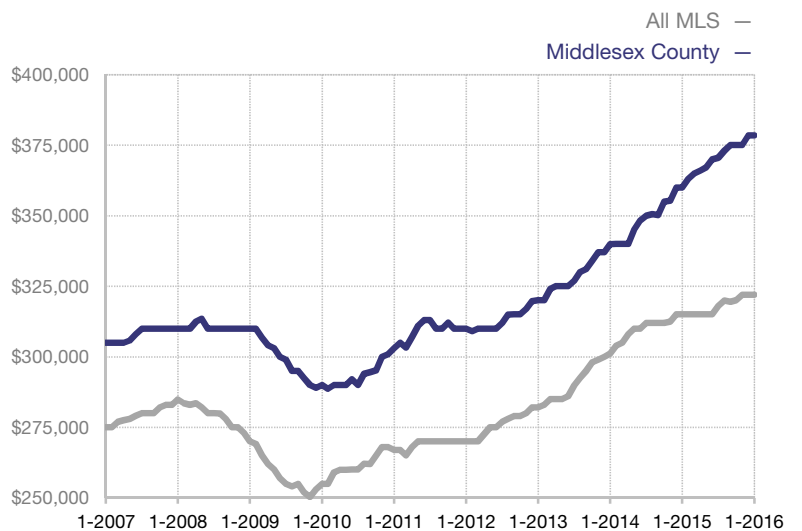
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2016

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Nantucket County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	3	+ 200.0%	1	3	+ 200.0%
Closed Sales	4	3	- 25.0%	4	3	- 25.0%
Median Sales Price*	\$4,757,500	\$1,055,000	- 77.8%	\$4,757,500	\$1,055,000	- 77.8%
Inventory of Homes for Sale	27	26	- 3.7%	--	--	--
Months Supply of Inventory	8.1	9.8	+ 21.0%	--	--	--
Cumulative Days on Market Until Sale	228	69	- 69.7%	228	69	- 69.7%
Percent of Original List Price Received*	93.2%	93.1%	- 0.1%	93.2%	93.1%	- 0.1%
New Listings	6	0	- 100.0%	6	0	- 100.0%

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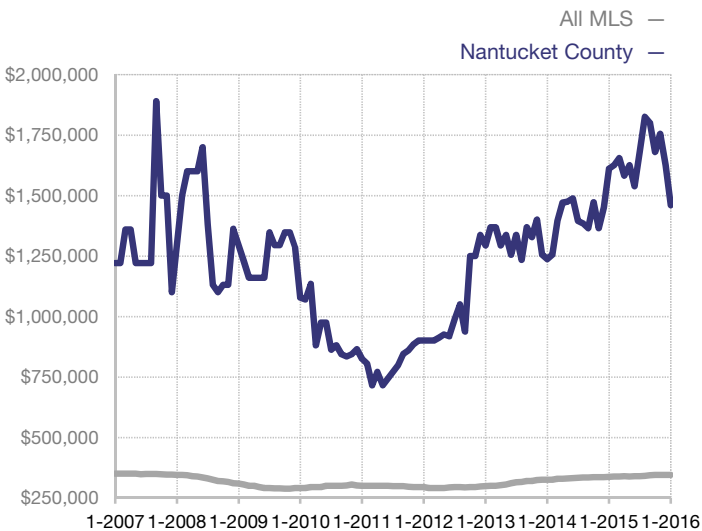
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	3	4	+ 33.3%	--	--	--
Months Supply of Inventory	2.4	1.8	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	3	2	- 33.3%	3	2	- 33.3%

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

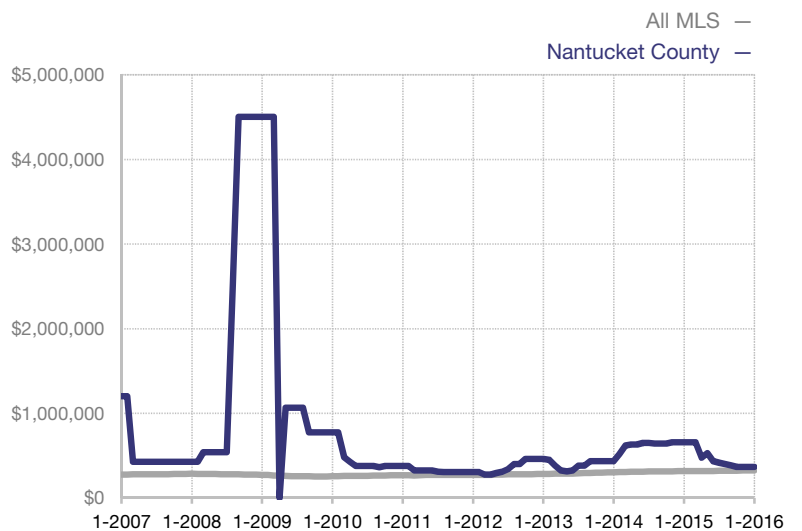
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	320	379	+ 18.4%	320	379	+ 18.4%
Closed Sales	298	395	+ 32.6%	298	395	+ 32.6%
Median Sales Price*	\$410,200	\$435,000	+ 6.0%	\$410,200	\$435,000	+ 6.0%
Inventory of Homes for Sale	1,276	1,002	- 21.5%	--	--	--
Months Supply of Inventory	2.8	2.0	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	101	89	- 11.9%	101	89	- 11.9%
Percent of Original List Price Received*	94.5%	95.2%	+ 0.7%	94.5%	95.2%	+ 0.7%
New Listings	373	437	+ 17.2%	373	437	+ 17.2%

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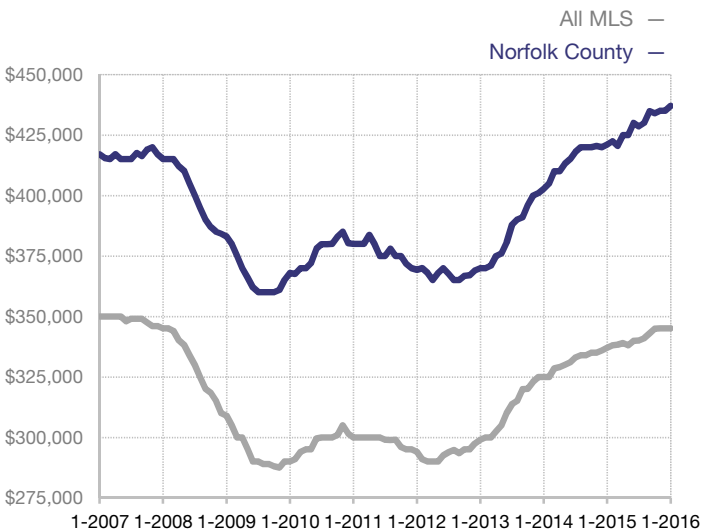
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	113	151	+ 33.6%	113	151	+ 33.6%
Closed Sales	132	113	- 14.4%	132	113	- 14.4%
Median Sales Price*	\$319,950	\$300,250	- 6.2%	\$319,950	\$300,250	- 6.2%
Inventory of Homes for Sale	364	283	- 22.3%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	64	69	+ 7.8%	64	69	+ 7.8%
Percent of Original List Price Received*	97.9%	97.5%	- 0.4%	97.9%	97.5%	- 0.4%
New Listings	145	176	+ 21.4%	145	176	+ 21.4%

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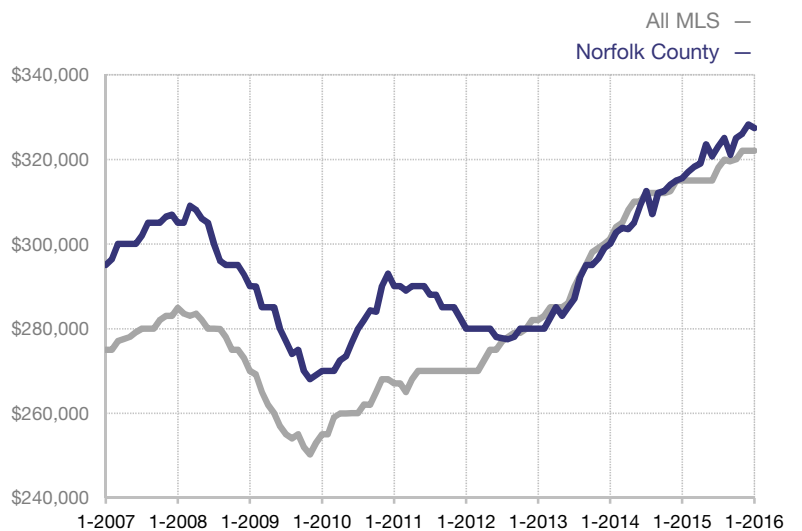
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2016

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Plymouth County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	275	431	+ 56.7%	275	431	+ 56.7%
Closed Sales	271	330	+ 21.8%	271	330	+ 21.8%
Median Sales Price*	\$303,500	\$315,000	+ 3.8%	\$303,500	\$315,000	+ 3.8%
Inventory of Homes for Sale	1,895	1,451	- 23.4%	--	--	--
Months Supply of Inventory	4.4	3.1	- 29.5%	--	--	--
Cumulative Days on Market Until Sale	120	112	- 6.7%	120	112	- 6.7%
Percent of Original List Price Received*	93.6%	94.4%	+ 0.9%	93.6%	94.4%	+ 0.9%
New Listings	418	462	+ 10.5%	418	462	+ 10.5%

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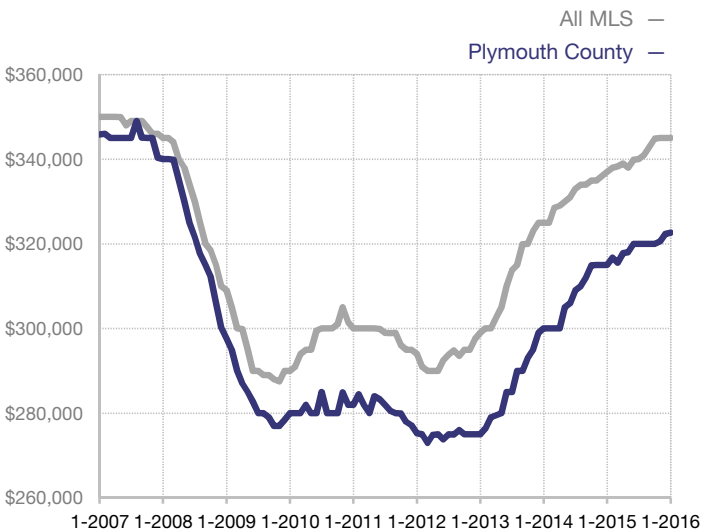
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	52	68	+ 30.8%	52	68	+ 30.8%
Closed Sales	45	73	+ 62.2%	45	73	+ 62.2%
Median Sales Price*	\$270,000	\$217,000	- 19.6%	\$270,000	\$217,000	- 19.6%
Inventory of Homes for Sale	351	245	- 30.2%	--	--	--
Months Supply of Inventory	4.5	2.9	- 35.6%	--	--	--
Cumulative Days on Market Until Sale	139	87	- 37.4%	139	87	- 37.4%
Percent of Original List Price Received*	98.0%	96.6%	- 1.4%	98.0%	96.6%	- 1.4%
New Listings	94	79	- 16.0%	94	79	- 16.0%

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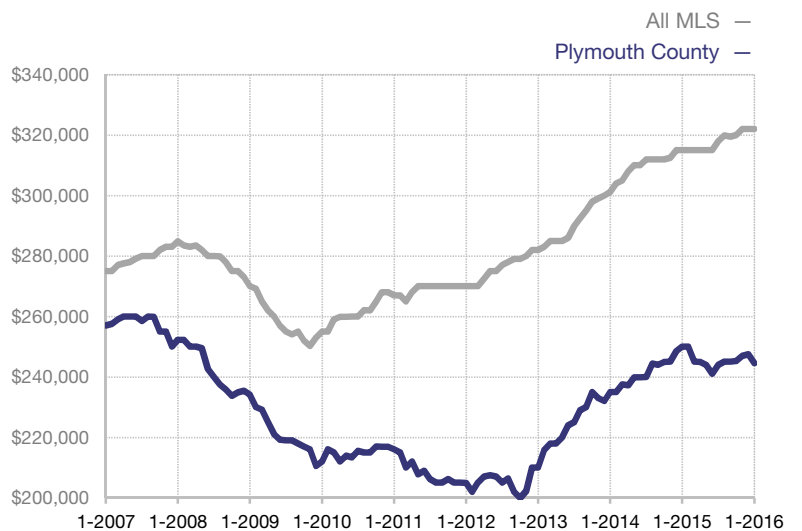
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2016

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Suffolk County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	69	79	+ 14.5%	69	79	+ 14.5%
Closed Sales	71	83	+ 16.9%	71	83	+ 16.9%
Median Sales Price*	\$400,000	\$432,500	+ 8.1%	\$400,000	\$432,500	+ 8.1%
Inventory of Homes for Sale	212	161	- 24.1%	--	--	--
Months Supply of Inventory	2.0	1.5	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	75	71	- 5.3%	75	71	- 5.3%
Percent of Original List Price Received*	95.7%	95.7%	0.0%	95.7%	95.7%	0.0%
New Listings	77	83	+ 7.8%	77	83	+ 7.8%

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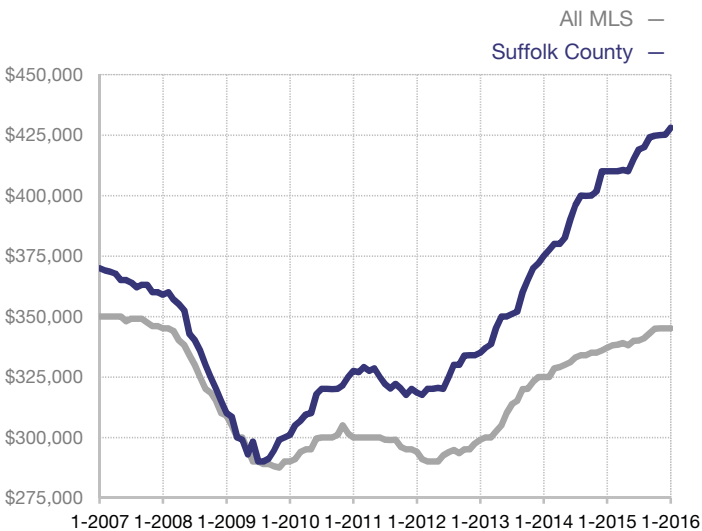
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	261	303	+ 16.1%	261	303	+ 16.1%
Closed Sales	214	255	+ 19.2%	214	255	+ 19.2%
Median Sales Price*	\$482,000	\$480,000	- 0.4%	\$482,000	\$480,000	- 0.4%
Inventory of Homes for Sale	573	545	- 4.9%	--	--	--
Months Supply of Inventory	1.5	1.4	- 6.7%	--	--	--
Cumulative Days on Market Until Sale	59	57	- 3.4%	59	57	- 3.4%
Percent of Original List Price Received*	96.9%	97.4%	+ 0.5%	96.9%	97.4%	+ 0.5%
New Listings	330	356	+ 7.9%	330	356	+ 7.9%

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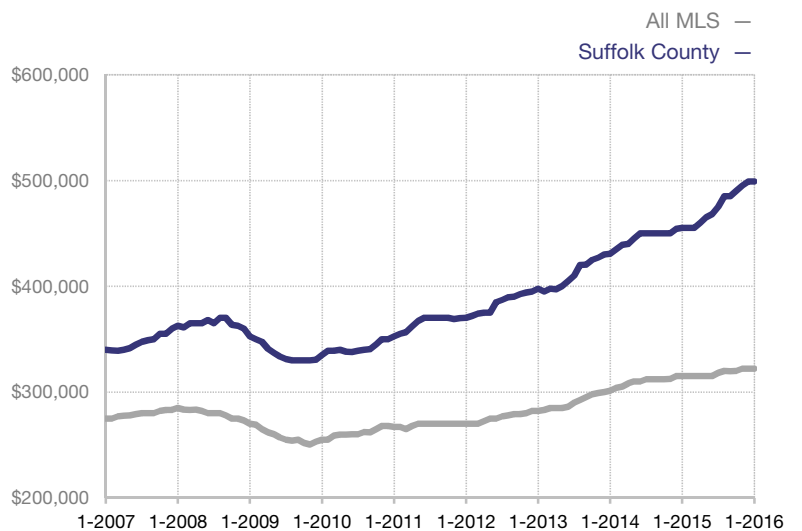
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2016

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Worcester County

Single-Family Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	400	585	+ 46.3%	400	585	+ 46.3%
Closed Sales	362	457	+ 26.2%	362	457	+ 26.2%
Median Sales Price*	\$225,000	\$235,000	+ 4.4%	\$225,000	\$235,000	+ 4.4%
Inventory of Homes for Sale	2,772	2,076	- 25.1%	--	--	--
Months Supply of Inventory	5.1	3.3	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	126	116	- 7.9%	126	116	- 7.9%
Percent of Original List Price Received*	93.7%	94.3%	+ 0.6%	93.7%	94.3%	+ 0.6%
New Listings	569	615	+ 8.1%	569	615	+ 8.1%

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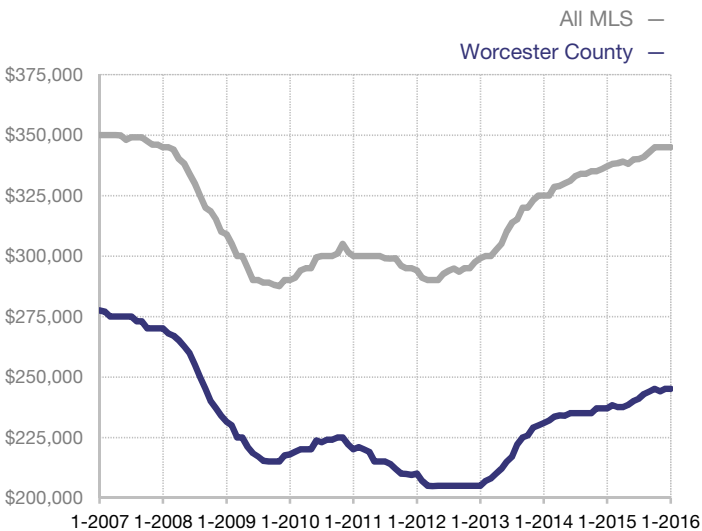
Condominium Properties

Key Metrics	January			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	77	118	+ 53.2%	77	118	+ 53.2%
Closed Sales	72	85	+ 18.1%	72	85	+ 18.1%
Median Sales Price*	\$175,000	\$198,895	+ 13.7%	\$175,000	\$198,895	+ 13.7%
Inventory of Homes for Sale	492	397	- 19.3%	--	--	--
Months Supply of Inventory	4.3	3.1	- 27.9%	--	--	--
Cumulative Days on Market Until Sale	129	107	- 17.1%	129	107	- 17.1%
Percent of Original List Price Received*	95.1%	94.7%	- 0.4%	95.1%	94.7%	- 0.4%
New Listings	117	139	+ 18.8%	117	139	+ 18.8%

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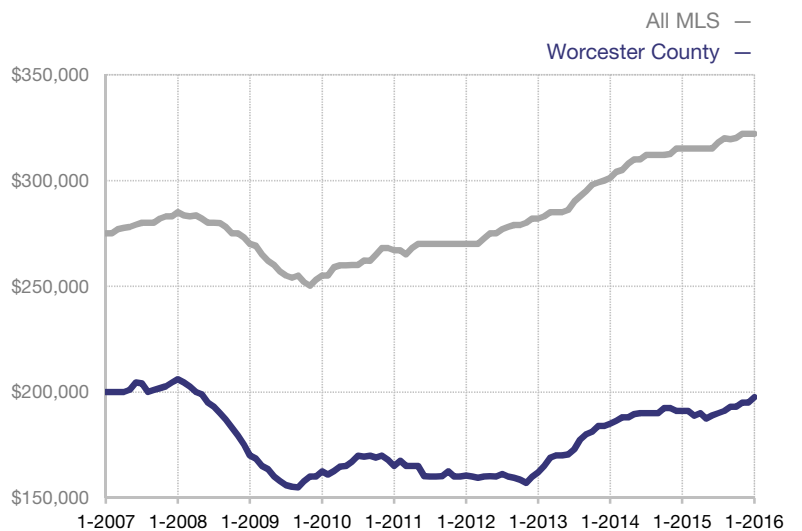
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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