

# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Barnstable County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	306	<b>773</b>	+ 152.6%	806	<b>1,491</b>	+ 85.0%
Closed Sales	251	<b>343</b>	+ 36.7%	738	<b>876</b>	+ 18.7%
Median Sales Price*	\$368,500	<b>\$345,000</b>	- 6.4%	\$365,000	<b>\$340,000</b>	- 6.8%
Inventory of Homes for Sale	3,277	<b>2,667</b>	- 18.6%	--	--	--
Months Supply of Inventory	9.2	<b>6.7</b>	- 27.2%	--	--	--
Cumulative Days on Market Until Sale	177	<b>176</b>	- 0.6%	187	<b>179</b>	- 4.3%
Percent of Original List Price Received*	92.3%	<b>92.9%</b>	+ 0.7%	91.1%	<b>91.7%</b>	+ 0.7%
New Listings	690	<b>823</b>	+ 19.3%	1,535	<b>1,843</b>	+ 20.1%

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

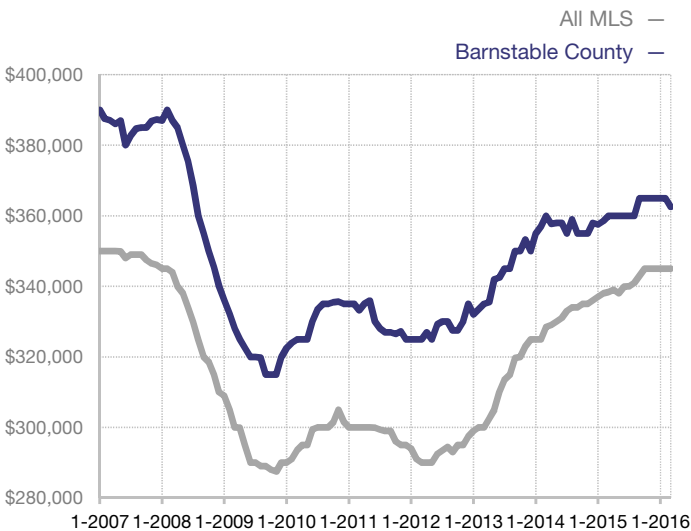
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	83	<b>166</b>	+ 100.0%	197	<b>324</b>	+ 64.5%
Closed Sales	66	<b>87</b>	+ 31.8%	178	<b>226</b>	+ 27.0%
Median Sales Price*	\$241,950	<b>\$190,000</b>	- 21.5%	\$245,000	<b>\$247,000</b>	+ 0.8%
Inventory of Homes for Sale	841	<b>664</b>	- 21.0%	--	--	--
Months Supply of Inventory	8.7	<b>6.3</b>	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	189	<b>152</b>	- 19.6%	179	<b>158</b>	- 11.7%
Percent of Original List Price Received*	93.1%	<b>94.5%</b>	+ 1.5%	92.6%	<b>94.1%</b>	+ 1.6%
New Listings	171	<b>196</b>	+ 14.6%	378	<b>442</b>	+ 16.9%

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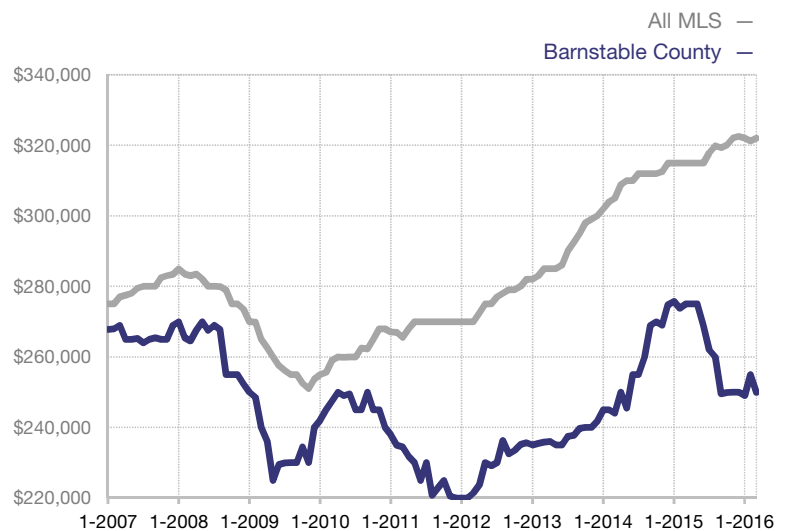
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2016

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## Berkshire County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	94	<b>135</b>	+ 43.6%	224	<b>301</b>	+ 34.4%
Closed Sales	56	<b>71</b>	+ 26.8%	175	<b>228</b>	+ 30.3%
Median Sales Price*	\$171,000	<b>\$167,000</b>	- 2.3%	\$170,000	<b>\$186,250</b>	+ 9.6%
Inventory of Homes for Sale	1,236	<b>978</b>	- 20.9%	--	--	--
Months Supply of Inventory	13.7	<b>9.1</b>	- 33.6%	--	--	--
Cumulative Days on Market Until Sale	144	<b>135</b>	- 6.3%	133	<b>154</b>	+ 15.8%
Percent of Original List Price Received*	90.2%	<b>90.9%</b>	+ 0.8%	89.1%	<b>88.8%</b>	- 0.3%
New Listings	175	<b>213</b>	+ 21.7%	430	<b>472</b>	+ 9.8%

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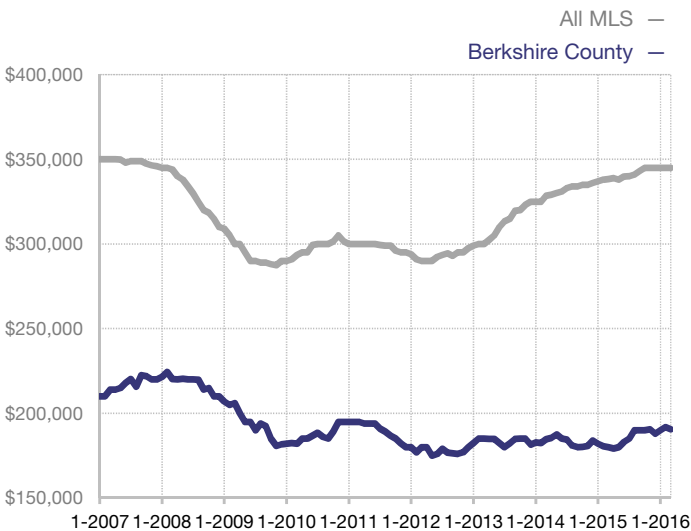
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	11	<b>8</b>	- 27.3%	24	<b>15</b>	- 37.5%
Closed Sales	10	<b>4</b>	- 60.0%	11	<b>11</b>	0.0%
Median Sales Price*	\$155,750	<b>\$163,750</b>	+ 5.1%	\$184,000	<b>\$177,500</b>	- 3.5%
Inventory of Homes for Sale	176	<b>131</b>	- 25.6%	--	--	--
Months Supply of Inventory	24.2	<b>12.5</b>	- 48.3%	--	--	--
Cumulative Days on Market Until Sale	145	<b>117</b>	- 19.3%	141	<b>137</b>	- 2.8%
Percent of Original List Price Received*	92.1%	<b>93.8%</b>	+ 1.8%	90.9%	<b>90.1%</b>	- 0.9%
New Listings	21	<b>18</b>	- 14.3%	54	<b>43</b>	- 20.4%

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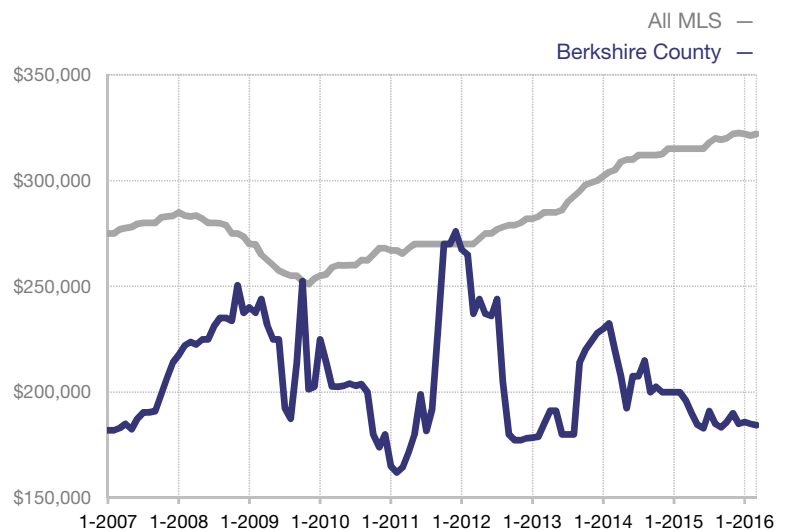
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2016

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## Bristol County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	329	<b>500</b>	+ 52.0%	792	<b>1,198</b>	+ 51.3%
Closed Sales	246	<b>328</b>	+ 33.3%	667	<b>831</b>	+ 24.6%
Median Sales Price*	\$256,000	<b>\$273,000</b>	+ 6.6%	\$255,000	<b>\$262,500</b>	+ 2.9%
Inventory of Homes for Sale	1,529	<b>1,290</b>	- 15.6%	--	--	--
Months Supply of Inventory	4.9	<b>3.5</b>	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	118	<b>104</b>	- 11.9%	129	<b>110</b>	- 14.7%
Percent of Original List Price Received*	93.4%	<b>95.1%</b>	+ 1.8%	93.0%	<b>94.2%</b>	+ 1.3%
New Listings	459	<b>603</b>	+ 31.4%	1,092	<b>1,437</b>	+ 31.6%

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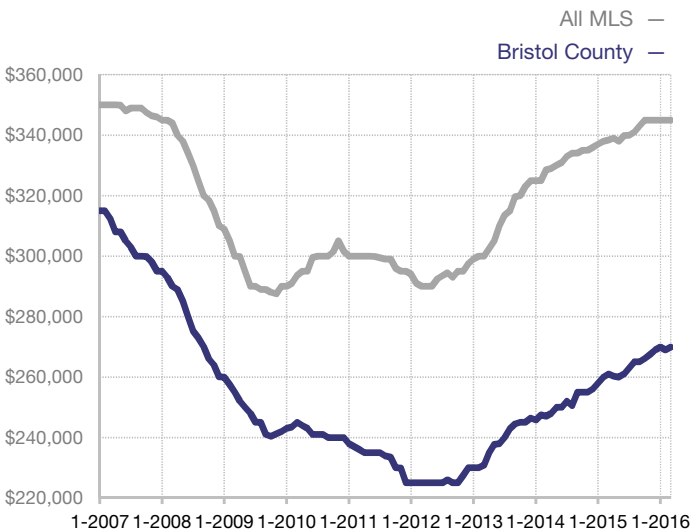
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	73	<b>97</b>	+ 32.9%	146	<b>226</b>	+ 54.8%
Closed Sales	36	<b>57</b>	+ 58.3%	102	<b>165</b>	+ 61.8%
Median Sales Price*	\$182,500	<b>\$173,000</b>	- 5.2%	\$173,400	<b>\$179,900</b>	+ 3.7%
Inventory of Homes for Sale	216	<b>217</b>	+ 0.5%	--	--	--
Months Supply of Inventory	4.0	<b>3.4</b>	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	95	<b>115</b>	+ 21.1%	121	<b>114</b>	- 5.8%
Percent of Original List Price Received*	93.6%	<b>95.3%</b>	+ 1.8%	92.4%	<b>94.7%</b>	+ 2.5%
New Listings	101	<b>120</b>	+ 18.8%	200	<b>278</b>	+ 39.0%

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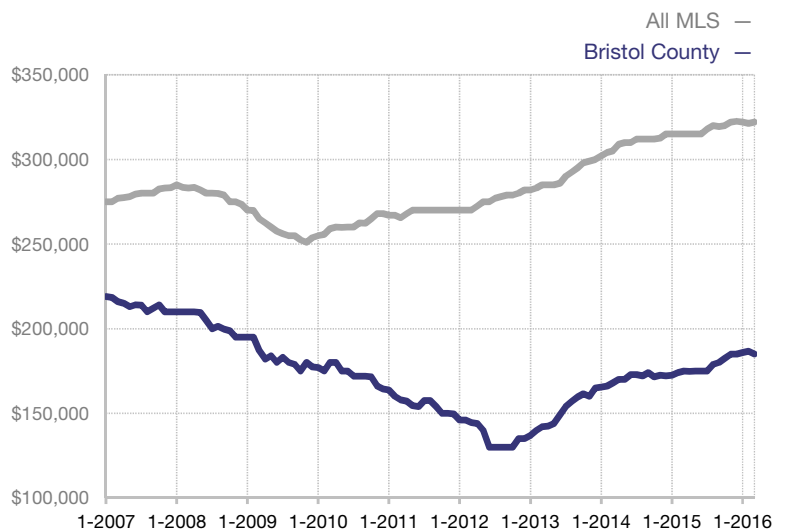
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2016

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## Dukes County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	9	10	+ 11.1%	18	36	+ 100.0%
Closed Sales	5	8	+ 60.0%	19	34	+ 78.9%
Median Sales Price*	\$575,000	<b>\$825,000</b>	+ 43.5%	\$840,000	<b>\$1,385,000</b>	+ 64.9%
Inventory of Homes for Sale	211	165	- 21.8%	--	--	--
Months Supply of Inventory	21.1	10.7	- 49.3%	--	--	--
Cumulative Days on Market Until Sale	326	216	- 33.7%	242	216	- 10.7%
Percent of Original List Price Received*	79.7%	92.6%	+ 16.2%	85.0%	89.7%	+ 5.5%
New Listings	33	22	- 33.3%	81	75	- 7.4%

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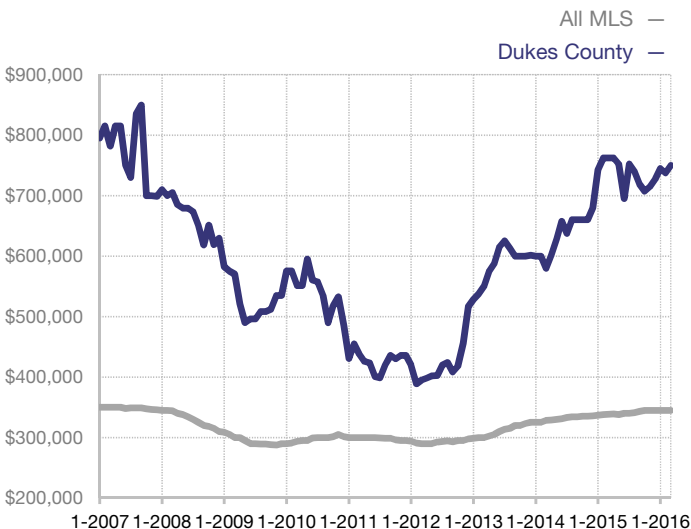
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	1	--	0	1	--
Closed Sales	0	0	--	1	3	+ 200.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$467,500	<b>\$70,000</b>	- 85.0%
Inventory of Homes for Sale	13	7	- 46.2%	--	--	--
Months Supply of Inventory	8.7	5.7	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	154	72	- 53.2%
Percent of Original List Price Received*	0.0%	0.0%	--	97.6%	90.9%	- 6.9%
New Listings	2	6	+ 200.0%	8	7	- 12.5%

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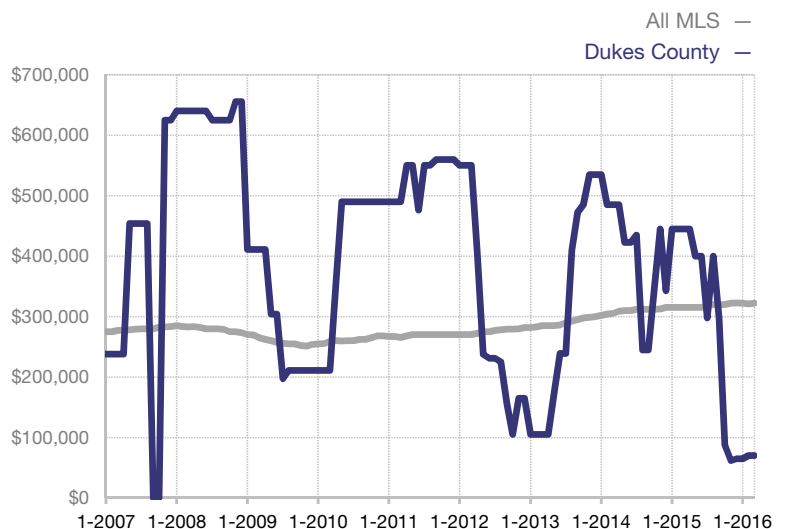
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Essex County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	479	<b>595</b>	+ 24.2%	1,071	<b>1,382</b>	+ 29.0%
Closed Sales	303	<b>369</b>	+ 21.8%	840	<b>1,039</b>	+ 23.7%
Median Sales Price*	\$369,900	<b>\$372,000</b>	+ 0.6%	\$365,000	<b>\$362,900</b>	- 0.6%
Inventory of Homes for Sale	1,338	<b>1,201</b>	- 10.2%	--	--	--
Months Supply of Inventory	2.9	<b>2.3</b>	- 20.7%	--	--	--
Cumulative Days on Market Until Sale	124	<b>100</b>	- 19.4%	113	<b>104</b>	- 8.0%
Percent of Original List Price Received*	94.9%	<b>95.9%</b>	+ 1.1%	93.9%	<b>94.8%</b>	+ 1.0%
New Listings	664	<b>836</b>	+ 25.9%	1,376	<b>1,751</b>	+ 27.3%

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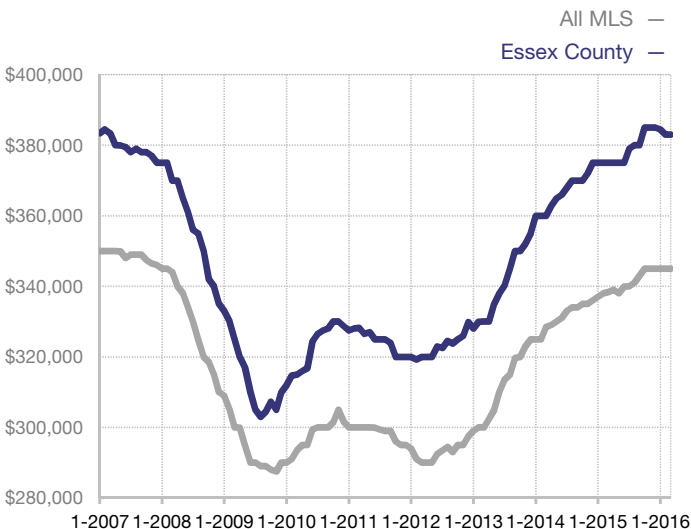
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	239	<b>305</b>	+ 27.6%	537	<b>653</b>	+ 21.6%
Closed Sales	141	<b>160</b>	+ 13.5%	377	<b>450</b>	+ 19.4%
Median Sales Price*	\$235,000	<b>\$235,000</b>	0.0%	\$245,000	<b>\$235,500</b>	- 3.9%
Inventory of Homes for Sale	630	<b>493</b>	- 21.7%	--	--	--
Months Supply of Inventory	3.1	<b>2.2</b>	- 29.0%	--	--	--
Cumulative Days on Market Until Sale	106	<b>92</b>	- 13.2%	97	<b>97</b>	0.0%
Percent of Original List Price Received*	95.7%	<b>96.4%</b>	+ 0.7%	95.6%	<b>95.5%</b>	- 0.1%
New Listings	334	<b>358</b>	+ 7.2%	687	<b>757</b>	+ 10.2%

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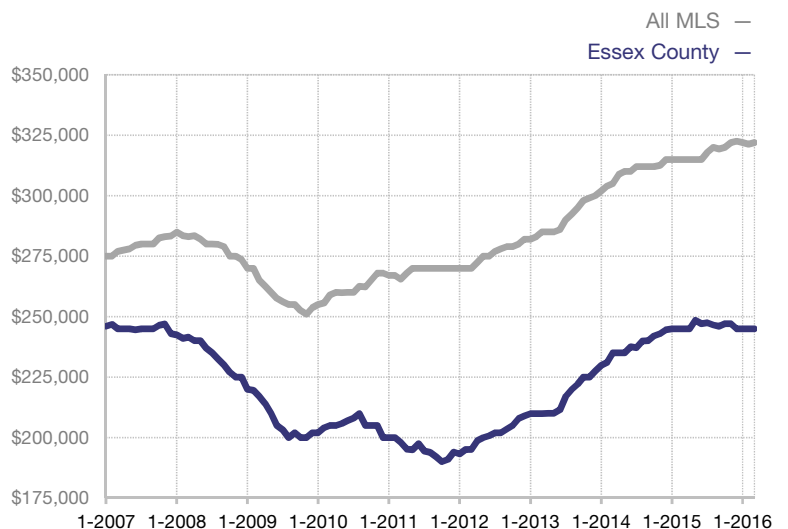
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2016

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## Franklin County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	29	55	+ 89.7%	87	135	+ 55.2%
Closed Sales	32	34	+ 6.3%	93	101	+ 8.6%
Median Sales Price*	\$178,500	\$193,750	+ 8.5%	\$185,000	\$191,000	+ 3.2%
Inventory of Homes for Sale	299	300	+ 0.3%	--	--	--
Months Supply of Inventory	6.7	6.4	- 4.5%	--	--	--
Cumulative Days on Market Until Sale	157	194	+ 23.6%	159	170	+ 6.9%
Percent of Original List Price Received*	90.4%	92.1%	+ 1.9%	90.1%	91.6%	+ 1.7%
New Listings	73	95	+ 30.1%	140	199	+ 42.1%

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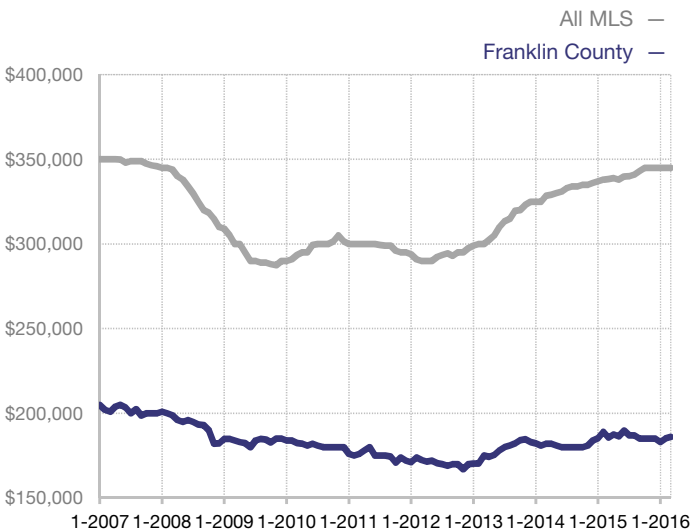
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	4	--	3	11	+ 266.7%
Closed Sales	3	4	+ 33.3%	9	9	0.0%
Median Sales Price*	\$133,000	\$123,500	- 7.1%	\$188,500	\$100,000	- 46.9%
Inventory of Homes for Sale	29	29	0.0%	--	--	--
Months Supply of Inventory	7.6	6.5	- 14.5%	--	--	--
Cumulative Days on Market Until Sale	350	182	- 48.0%	271	137	- 49.4%
Percent of Original List Price Received*	106.5%	87.6%	- 17.7%	99.0%	87.9%	- 11.2%
New Listings	2	9	+ 350.0%	6	15	+ 150.0%

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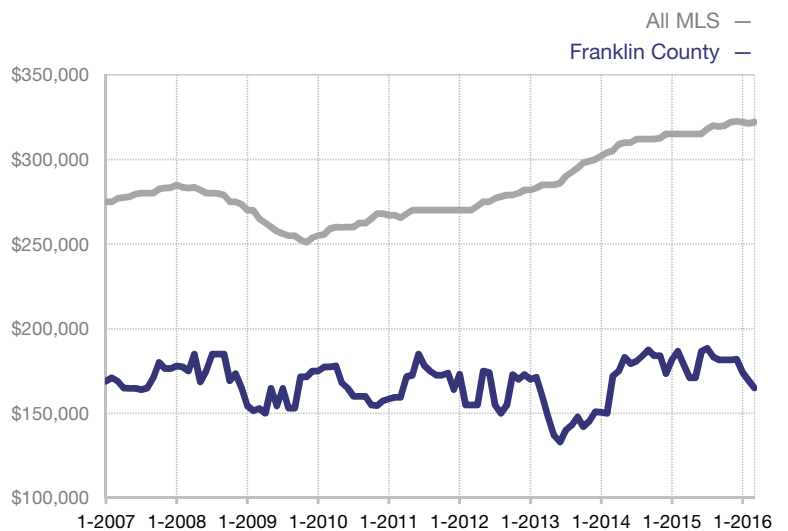
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2016

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## Hampden County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	296	<b>436</b>	+ 47.3%	690	<b>1,007</b>	+ 45.9%
Closed Sales	192	<b>278</b>	+ 44.8%	523	<b>746</b>	+ 42.6%
Median Sales Price*	\$163,950	<b>\$170,400</b>	+ 3.9%	\$172,000	<b>\$165,000</b>	- 4.1%
Inventory of Homes for Sale	1,427	<b>1,133</b>	- 20.6%	--	--	--
Months Supply of Inventory	5.5	<b>3.7</b>	- 32.7%	--	--	--
Cumulative Days on Market Until Sale	150	<b>132</b>	- 12.0%	146	<b>134</b>	- 8.2%
Percent of Original List Price Received*	92.0%	<b>92.4%</b>	+ 0.4%	92.0%	<b>92.3%</b>	+ 0.3%
New Listings	468	<b>520</b>	+ 11.1%	1,039	<b>1,212</b>	+ 16.7%

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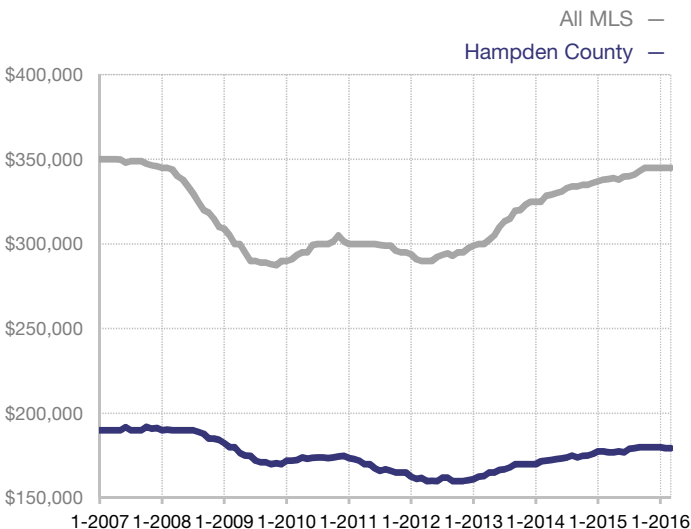
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	51	<b>53</b>	+ 3.9%	107	<b>132</b>	+ 23.4%
Closed Sales	42	<b>42</b>	0.0%	91	<b>103</b>	+ 13.2%
Median Sales Price*	\$131,276	<b>\$119,500</b>	- 9.0%	\$135,051	<b>\$130,000</b>	- 3.7%
Inventory of Homes for Sale	262	<b>202</b>	- 22.9%	--	--	--
Months Supply of Inventory	7.1	<b>4.8</b>	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	194	<b>122</b>	- 37.1%	193	<b>142</b>	- 26.4%
Percent of Original List Price Received*	92.3%	<b>93.8%</b>	+ 1.6%	91.8%	<b>94.2%</b>	+ 2.6%
New Listings	64	<b>62</b>	- 3.1%	173	<b>169</b>	- 2.3%

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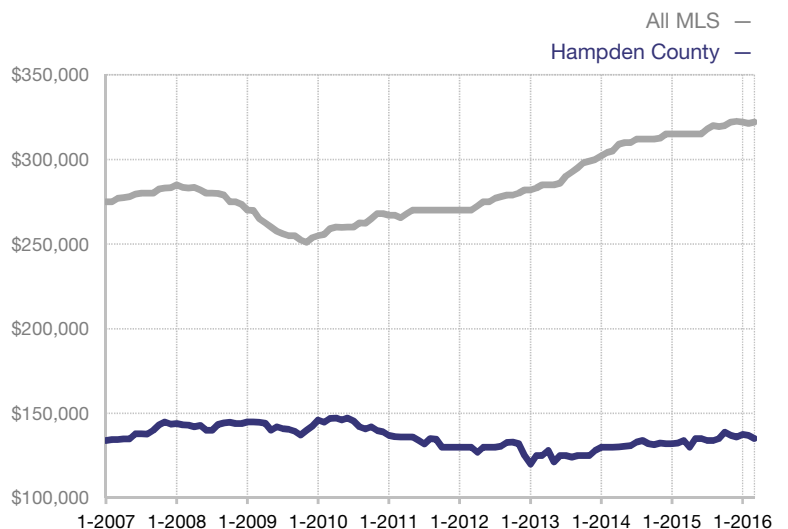
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2016

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## Hampshire County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	91	<b>151</b>	+ 65.9%	230	<b>306</b>	+ 33.0%
Closed Sales	58	<b>74</b>	+ 27.6%	174	<b>191</b>	+ 9.8%
Median Sales Price*	\$250,000	<b>\$261,100</b>	+ 4.4%	\$240,000	<b>\$250,000</b>	+ 4.2%
Inventory of Homes for Sale	548	<b>515</b>	- 6.0%	--	--	--
Months Supply of Inventory	6.1	<b>4.9</b>	- 19.7%	--	--	--
Cumulative Days on Market Until Sale	141	<b>167</b>	+ 18.4%	149	<b>150</b>	+ 0.7%
Percent of Original List Price Received*	93.1%	<b>92.8%</b>	- 0.3%	92.0%	<b>92.0%</b>	0.0%
New Listings	156	<b>232</b>	+ 48.7%	351	<b>417</b>	+ 18.8%

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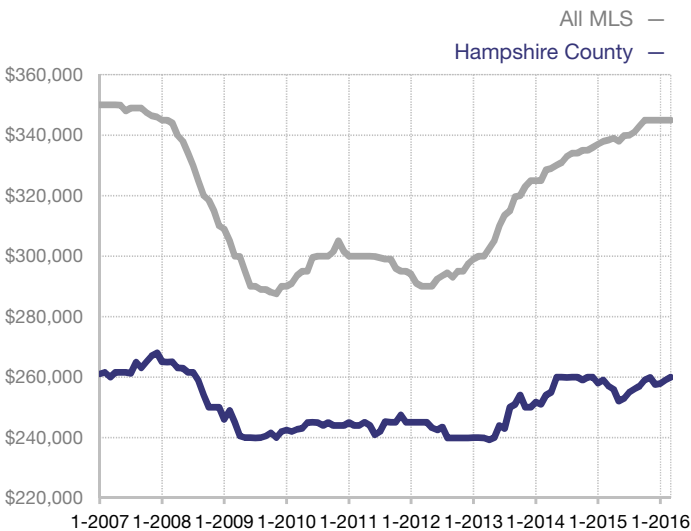
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	24	<b>32</b>	+ 33.3%	47	<b>67</b>	+ 42.6%
Closed Sales	15	<b>18</b>	+ 20.0%	39	<b>46</b>	+ 17.9%
Median Sales Price*	\$175,000	<b>\$241,625</b>	+ 38.1%	\$183,000	<b>\$212,250</b>	+ 16.0%
Inventory of Homes for Sale	159	<b>124</b>	- 22.0%	--	--	--
Months Supply of Inventory	7.1	<b>5.0</b>	- 29.6%	--	--	--
Cumulative Days on Market Until Sale	202	<b>163</b>	- 19.3%	181	<b>158</b>	- 12.7%
Percent of Original List Price Received*	93.5%	<b>97.8%</b>	+ 4.6%	94.4%	<b>96.6%</b>	+ 2.3%
New Listings	42	<b>41</b>	- 2.4%	95	<b>77</b>	- 18.9%

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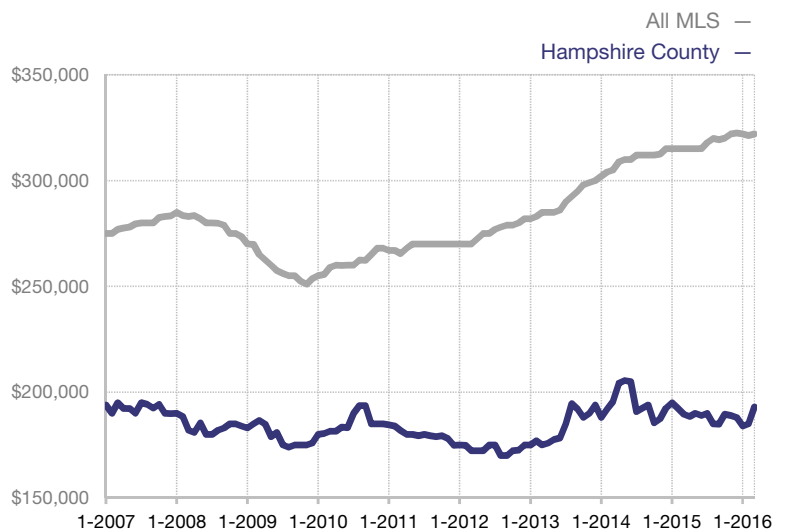
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2016

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## Middlesex County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	911	<b>1,263</b>	+ 38.6%	1,954	<b>2,588</b>	+ 32.4%
Closed Sales	543	<b>619</b>	+ 14.0%	1,529	<b>1,761</b>	+ 15.2%
Median Sales Price*	\$450,000	<b>\$435,000</b>	- 3.3%	\$447,000	<b>\$441,150</b>	- 1.3%
Inventory of Homes for Sale	1,816	<b>1,941</b>	+ 6.9%	--	--	--
Months Supply of Inventory	2.1	<b>2.1</b>	0.0%	--	--	--
Cumulative Days on Market Until Sale	98	<b>86</b>	- 12.2%	96	<b>88</b>	- 8.3%
Percent of Original List Price Received*	96.7%	<b>97.8%</b>	+ 1.1%	95.9%	<b>96.5%</b>	+ 0.6%
New Listings	1,229	<b>1,637</b>	+ 33.2%	2,378	<b>3,268</b>	+ 37.4%

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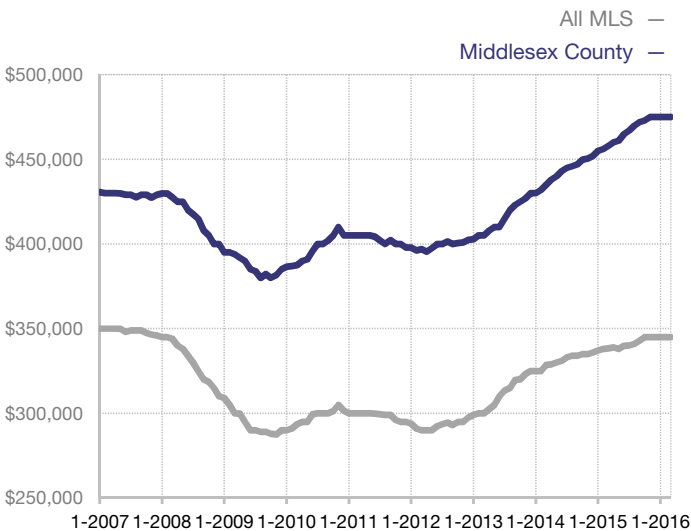
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	492	<b>664</b>	+ 35.0%	1,068	<b>1,482</b>	+ 38.8%
Closed Sales	279	<b>412</b>	+ 47.7%	808	<b>1,035</b>	+ 28.1%
Median Sales Price*	\$365,000	<b>\$411,738</b>	+ 12.8%	\$355,000	<b>\$377,535</b>	+ 6.3%
Inventory of Homes for Sale	727	<b>738</b>	+ 1.5%	--	--	--
Months Supply of Inventory	1.6	<b>1.5</b>	- 6.3%	--	--	--
Cumulative Days on Market Until Sale	77	<b>64</b>	- 16.9%	81	<b>67</b>	- 17.3%
Percent of Original List Price Received*	99.1%	<b>100.0%</b>	+ 0.9%	98.7%	<b>98.8%</b>	+ 0.1%
New Listings	598	<b>825</b>	+ 38.0%	1,274	<b>1,730</b>	+ 35.8%

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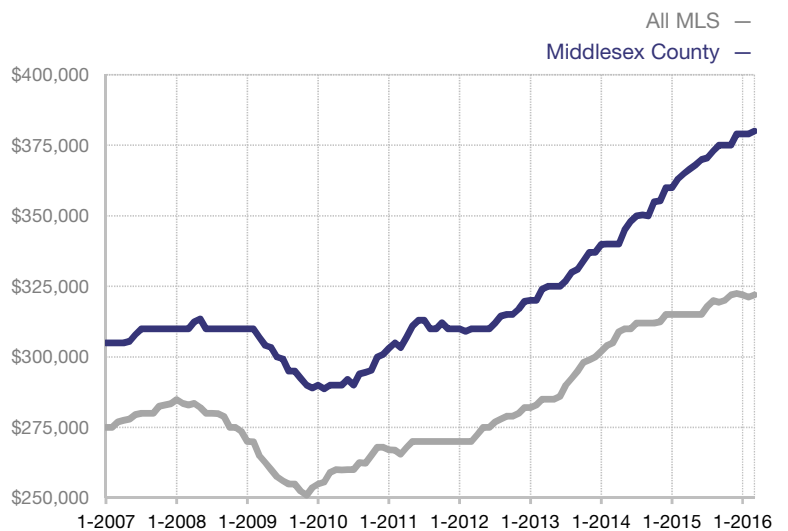
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Nantucket County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	1	0.0%	4	4	0.0%
Closed Sales	1	3	+ 200.0%	6	8	+ 33.3%
Median Sales Price*	\$4,100,000	<b>\$1,895,000</b>	- 53.8%	\$2,862,500	<b>\$1,722,500</b>	- 39.8%
Inventory of Homes for Sale	25	25	0.0%	--	--	--
Months Supply of Inventory	8.3	8.1	- 2.4%	--	--	--
Cumulative Days on Market Until Sale	93	102	+ 9.7%	177	196	+ 10.7%
Percent of Original List Price Received*	93.2%	88.0%	- 5.6%	91.9%	87.5%	- 4.8%
New Listings	2	4	+ 100.0%	10	5	- 50.0%

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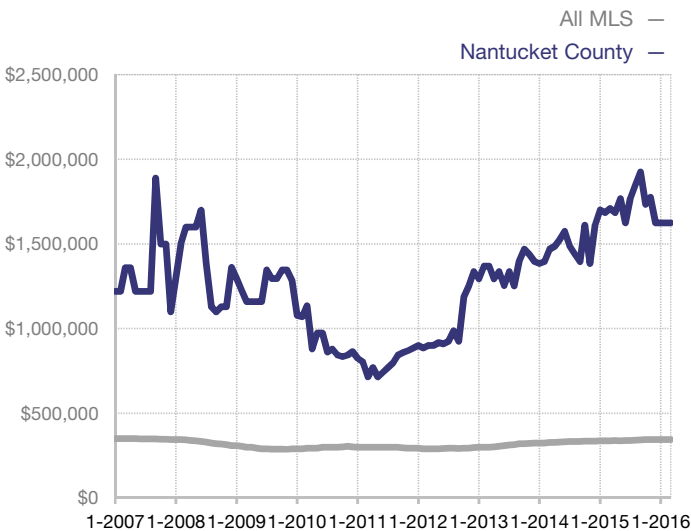
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	0	- 100.0%	4	1	- 75.0%
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.8	0.9	+ 12.5%	--	--	--
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%	5	4	- 20.0%

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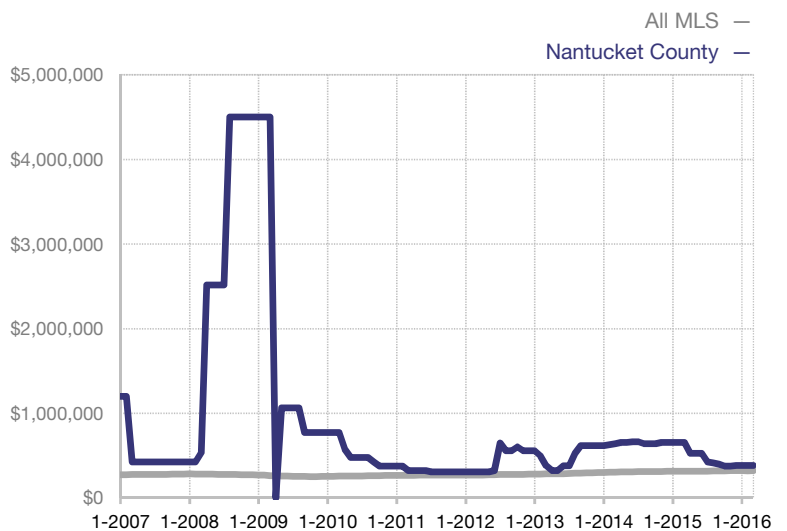
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Norfolk County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	478	<b>668</b>	+ 39.7%	1,102	<b>1,468</b>	+ 33.2%
Closed Sales	314	<b>340</b>	+ 8.3%	844	<b>1,022</b>	+ 21.1%
Median Sales Price*	\$395,000	<b>\$433,500</b>	+ 9.7%	\$404,950	<b>\$432,000</b>	+ 6.7%
Inventory of Homes for Sale	1,206	<b>1,222</b>	+ 1.3%	--	--	--
Months Supply of Inventory	2.6	<b>2.4</b>	- 7.7%	--	--	--
Cumulative Days on Market Until Sale	106	<b>101</b>	- 4.7%	104	<b>96</b>	- 7.7%
Percent of Original List Price Received*	95.6%	<b>95.7%</b>	+ 0.1%	95.1%	<b>95.4%</b>	+ 0.3%
New Listings	645	<b>980</b>	+ 51.9%	1,313	<b>1,931</b>	+ 47.1%

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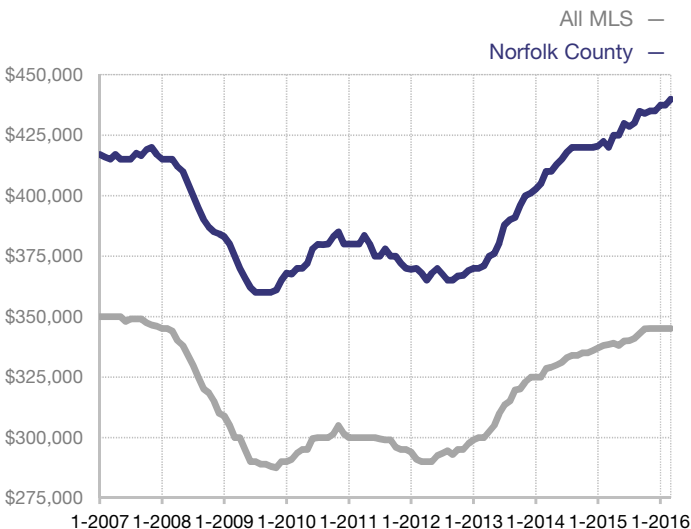
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	241	<b>259</b>	+ 7.5%	495	<b>559</b>	+ 12.9%
Closed Sales	142	<b>146</b>	+ 2.8%	362	<b>362</b>	0.0%
Median Sales Price*	\$317,500	<b>\$306,775</b>	- 3.4%	\$316,450	<b>\$296,000</b>	- 6.5%
Inventory of Homes for Sale	380	<b>326</b>	- 14.2%	--	--	--
Months Supply of Inventory	2.0	<b>1.7</b>	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	85	<b>74</b>	- 12.9%	79	<b>75</b>	- 5.1%
Percent of Original List Price Received*	98.2%	<b>98.6%</b>	+ 0.4%	97.8%	<b>97.6%</b>	- 0.2%
New Listings	308	<b>304</b>	- 1.3%	604	<b>677</b>	+ 12.1%

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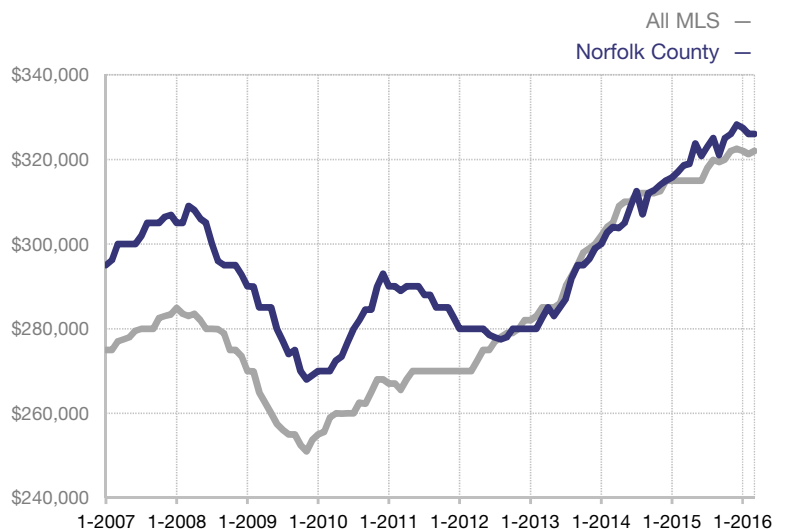
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Plymouth County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	438	<b>733</b>	+ 67.4%	955	<b>1,524</b>	+ 59.6%
Closed Sales	302	<b>401</b>	+ 32.8%	795	<b>1,025</b>	+ 28.9%
Median Sales Price*	\$298,500	<b>\$315,000</b>	+ 5.5%	\$301,375	<b>\$310,000</b>	+ 2.9%
Inventory of Homes for Sale	1,883	<b>1,564</b>	- 16.9%	--	--	--
Months Supply of Inventory	4.4	<b>3.2</b>	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	129	<b>116</b>	- 10.1%	127	<b>118</b>	- 7.1%
Percent of Original List Price Received*	93.7%	<b>94.9%</b>	+ 1.3%	93.7%	<b>94.5%</b>	+ 0.9%
New Listings	687	<b>913</b>	+ 32.9%	1,412	<b>1,891</b>	+ 33.9%

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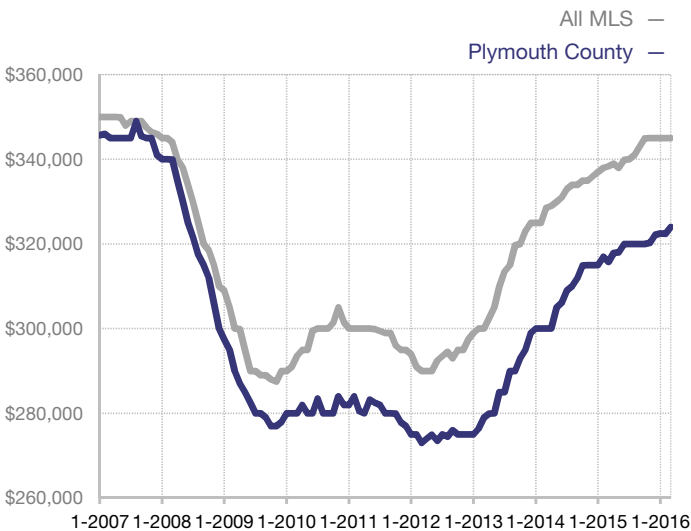
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	98	<b>110</b>	+ 12.2%	210	<b>251</b>	+ 19.5%
Closed Sales	55	<b>68</b>	+ 23.6%	152	<b>190</b>	+ 25.0%
Median Sales Price*	\$202,000	<b>\$257,500</b>	+ 27.5%	\$230,000	<b>\$235,000</b>	+ 2.2%
Inventory of Homes for Sale	336	<b>276</b>	- 17.9%	--	--	--
Months Supply of Inventory	4.3	<b>3.3</b>	- 23.3%	--	--	--
Cumulative Days on Market Until Sale	116	<b>111</b>	- 4.3%	132	<b>106</b>	- 19.7%
Percent of Original List Price Received*	95.7%	<b>97.1%</b>	+ 1.5%	96.2%	<b>96.7%</b>	+ 0.5%
New Listings	126	<b>136</b>	+ 7.9%	288	<b>322</b>	+ 11.8%

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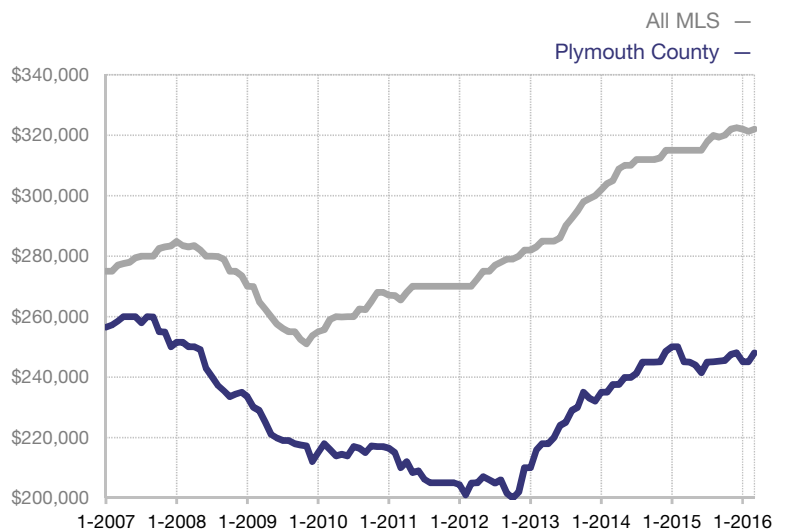
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2016

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## Suffolk County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	92	<b>143</b>	+ 55.4%	216	<b>307</b>	+ 42.1%
Closed Sales	64	<b>77</b>	+ 20.3%	189	<b>221</b>	+ 16.9%
Median Sales Price*	\$369,000	<b>\$410,000</b>	+ 11.1%	\$375,000	<b>\$421,000</b>	+ 12.3%
Inventory of Homes for Sale	202	<b>180</b>	- 10.9%	--	--	--
Months Supply of Inventory	1.9	<b>1.6</b>	- 15.8%	--	--	--
Cumulative Days on Market Until Sale	86	<b>87</b>	+ 1.2%	83	<b>77</b>	- 7.2%
Percent of Original List Price Received*	94.9%	<b>97.7%</b>	+ 3.0%	94.7%	<b>97.0%</b>	+ 2.4%
New Listings	125	<b>187</b>	+ 49.6%	260	<b>356</b>	+ 36.9%

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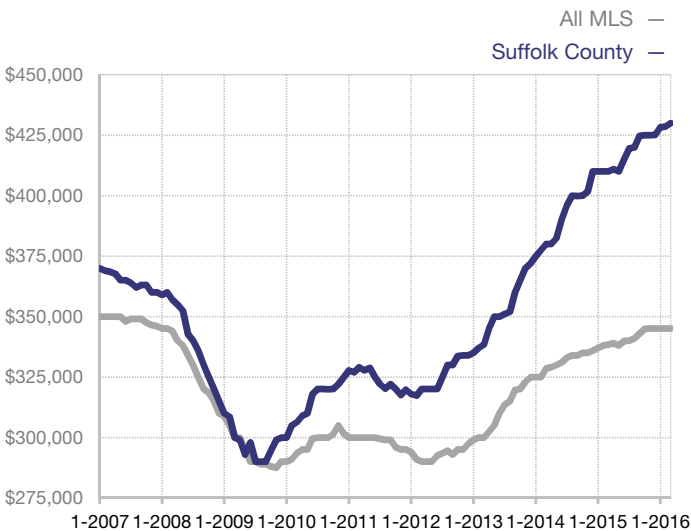
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	442	<b>500</b>	+ 13.1%	976	<b>1,170</b>	+ 19.9%
Closed Sales	271	<b>326</b>	+ 20.3%	675	<b>801</b>	+ 18.7%
Median Sales Price*	\$490,000	<b>\$503,500</b>	+ 2.8%	\$485,000	<b>\$499,900</b>	+ 3.1%
Inventory of Homes for Sale	623	<b>669</b>	+ 7.4%	--	--	--
Months Supply of Inventory	1.7	<b>1.7</b>	0.0%	--	--	--
Cumulative Days on Market Until Sale	68	<b>62</b>	- 8.8%	66	<b>62</b>	- 6.1%
Percent of Original List Price Received*	97.9%	<b>98.7%</b>	+ 0.8%	97.3%	<b>98.0%</b>	+ 0.7%
New Listings	576	<b>671</b>	+ 16.5%	1,206	<b>1,454</b>	+ 20.6%

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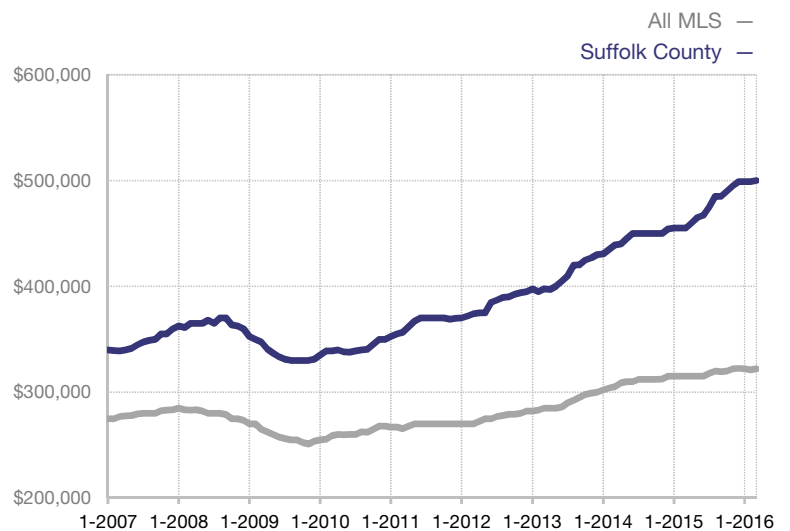
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2016

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## Worcester County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	623	<b>906</b>	+ 45.4%	1,396	<b>2,012</b>	+ 44.1%
Closed Sales	431	<b>504</b>	+ 16.9%	1,098	<b>1,419</b>	+ 29.2%
Median Sales Price*	\$224,500	<b>\$239,900</b>	+ 6.9%	\$227,250	<b>\$233,000</b>	+ 2.5%
Inventory of Homes for Sale	2,695	<b>2,226</b>	- 17.4%	--	--	--
Months Supply of Inventory	5.0	<b>3.4</b>	- 32.0%	--	--	--
Cumulative Days on Market Until Sale	143	<b>126</b>	- 11.9%	137	<b>123</b>	- 10.2%
Percent of Original List Price Received*	93.0%	<b>94.3%</b>	+ 1.4%	92.9%	<b>94.1%</b>	+ 1.3%
New Listings	934	<b>1,227</b>	+ 31.4%	1,973	<b>2,508</b>	+ 27.1%

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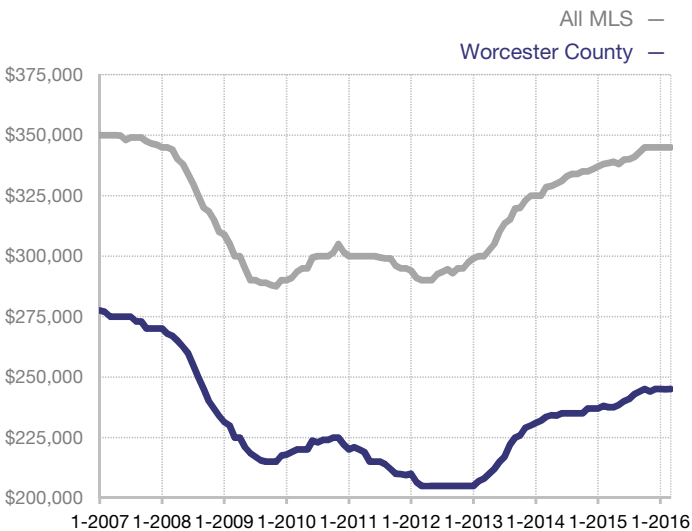
### Condominium Properties

Key Metrics	March			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	149	<b>178</b>	+ 19.5%	310	<b>433</b>	+ 39.7%
Closed Sales	85	<b>105</b>	+ 23.5%	219	<b>278</b>	+ 26.9%
Median Sales Price*	\$170,000	<b>\$185,000</b>	+ 8.8%	\$175,500	<b>\$187,200</b>	+ 6.7%
Inventory of Homes for Sale	504	<b>428</b>	- 15.1%	--	--	--
Months Supply of Inventory	4.5	<b>3.2</b>	- 28.9%	--	--	--
Cumulative Days on Market Until Sale	125	<b>123</b>	- 1.6%	123	<b>115</b>	- 6.5%
Percent of Original List Price Received*	94.2%	<b>96.2%</b>	+ 2.1%	94.7%	<b>95.5%</b>	+ 0.8%
New Listings	205	<b>225</b>	+ 9.8%	443	<b>535</b>	+ 20.8%

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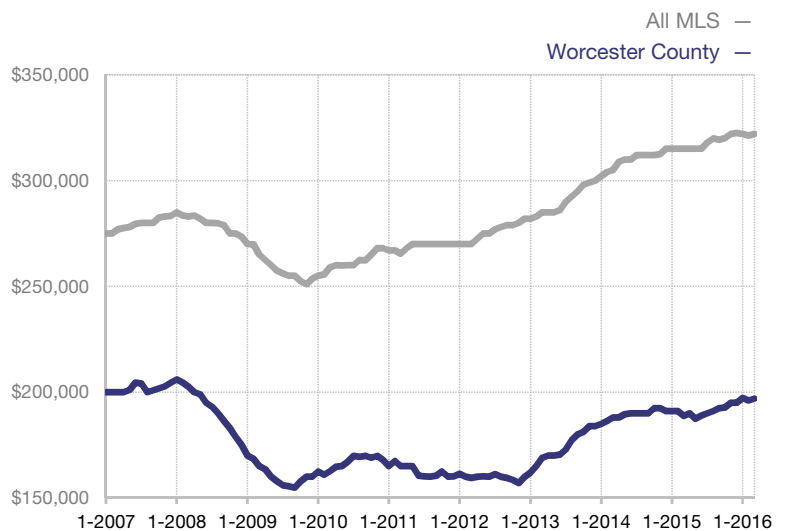
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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