

Local Market Update – April 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	412	814	+ 97.6%	1,217	2,094	+ 72.1%
Closed Sales	286	451	+ 57.7%	1,024	1,337	+ 30.6%
Median Sales Price*	\$350,700	\$365,000	+ 4.1%	\$360,000	\$352,000	- 2.2%
Inventory of Homes for Sale	3,741	2,739	- 26.8%	--	--	--
Months Supply of Inventory	10.6	6.6	- 37.7%	--	--	--
Cumulative Days on Market Until Sale	175	179	+ 2.3%	184	179	- 2.7%
Percent of Original List Price Received*	93.2%	93.2%	0.0%	91.7%	92.2%	+ 0.5%
New Listings	1,048	830	- 20.8%	2,583	2,674	+ 3.5%

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

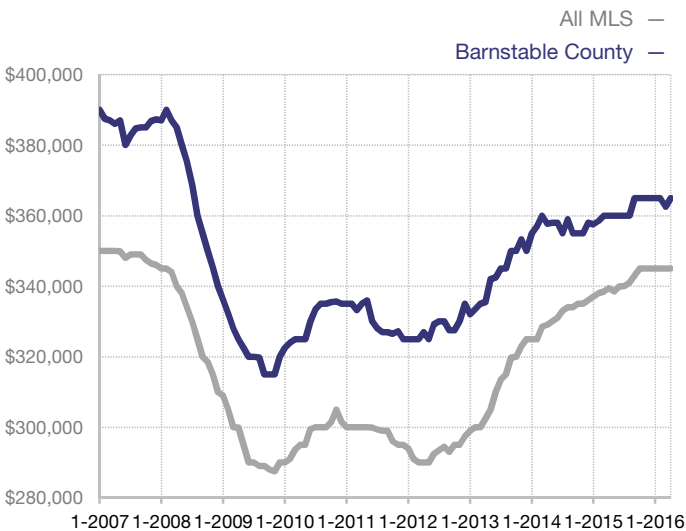
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	140	195	+ 39.3%	336	459	+ 36.6%
Closed Sales	93	108	+ 16.1%	271	339	+ 25.1%
Median Sales Price*	\$270,000	\$249,000	- 7.8%	\$254,800	\$250,000	- 1.9%
Inventory of Homes for Sale	898	687	- 23.5%	--	--	--
Months Supply of Inventory	9.3	6.4	- 31.2%	--	--	--
Cumulative Days on Market Until Sale	161	152	- 5.6%	173	155	- 10.4%
Percent of Original List Price Received*	95.6%	94.0%	- 1.7%	93.6%	94.1%	+ 0.5%
New Listings	260	198	- 23.8%	638	638	0.0%

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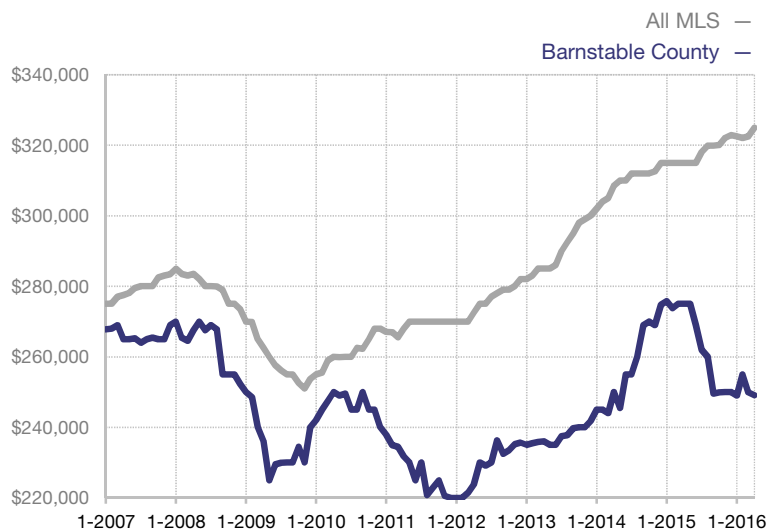
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Berkshire County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	120	105	- 12.5%	344	413	+ 20.1%
Closed Sales	96	109	+ 13.5%	271	338	+ 24.7%
Median Sales Price*	\$167,000	\$176,654	+ 5.8%	\$170,000	\$180,000	+ 5.9%
Inventory of Homes for Sale	1,324	1,096	- 17.2%	--	--	--
Months Supply of Inventory	14.2	10.1	- 28.9%	--	--	--
Cumulative Days on Market Until Sale	170	123	- 27.6%	146	144	- 1.4%
Percent of Original List Price Received*	88.1%	89.8%	+ 1.9%	88.7%	89.1%	+ 0.5%
New Listings	291	285	- 2.1%	717	762	+ 6.3%

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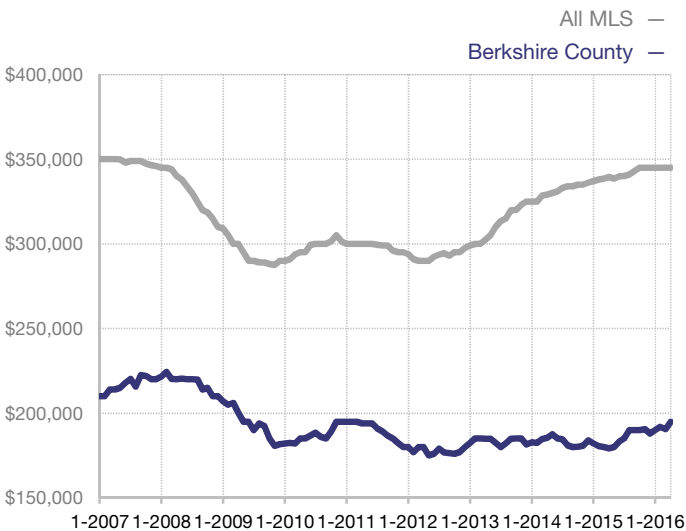
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	14	6	- 57.1%	38	23	- 39.5%
Closed Sales	11	9	- 18.2%	22	20	- 9.1%
Median Sales Price*	\$155,000	\$195,000	+ 25.8%	\$162,500	\$186,250	+ 14.6%
Inventory of Homes for Sale	159	133	- 16.4%	--	--	--
Months Supply of Inventory	20.1	12.9	- 35.8%	--	--	--
Cumulative Days on Market Until Sale	220	206	- 6.4%	178	169	- 5.1%
Percent of Original List Price Received*	87.3%	88.9%	+ 1.8%	89.0%	89.6%	+ 0.7%
New Listings	20	18	- 10.0%	75	58	- 22.7%

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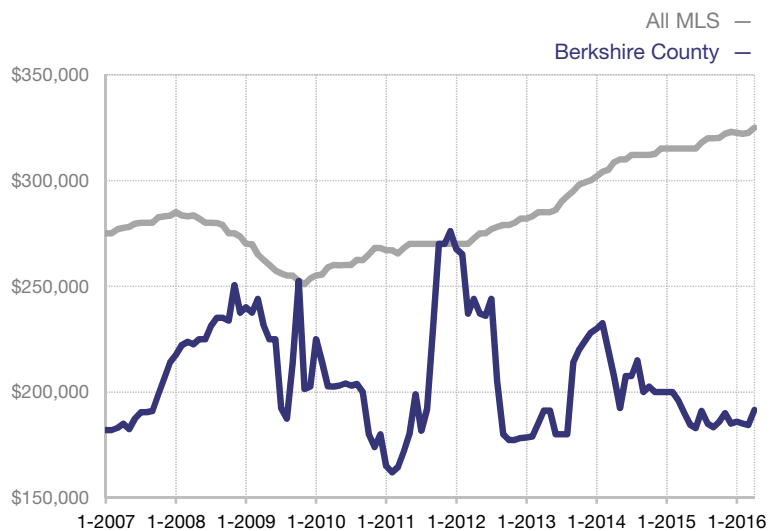
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Bristol County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	401	562	+ 40.1%	1,184	1,706	+ 44.1%
Closed Sales	259	326	+ 25.9%	925	1,160	+ 25.4%
Median Sales Price*	\$256,000	\$266,200	+ 4.0%	\$255,000	\$265,000	+ 3.9%
Inventory of Homes for Sale	1,730	1,305	- 24.6%	--	--	--
Months Supply of Inventory	5.6	3.5	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	145	107	- 26.2%	134	109	- 18.7%
Percent of Original List Price Received*	94.2%	96.1%	+ 2.0%	93.3%	94.8%	+ 1.6%
New Listings	744	633	- 14.9%	1,825	2,067	+ 13.3%

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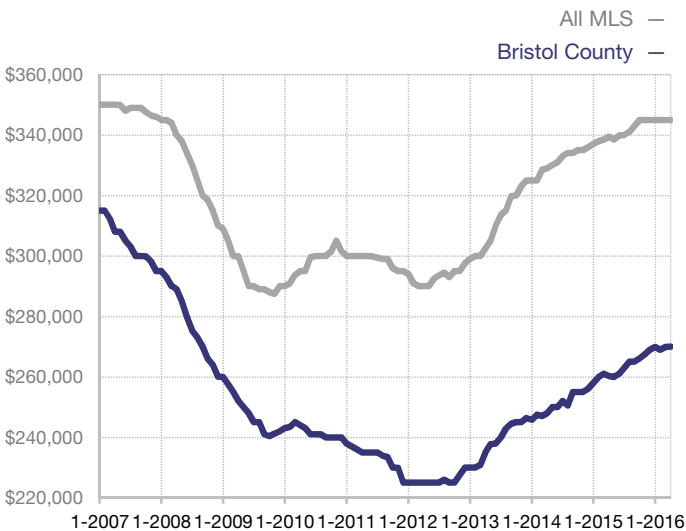
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	85	116	+ 36.5%	233	328	+ 40.8%
Closed Sales	72	55	- 23.6%	174	222	+ 27.6%
Median Sales Price*	\$174,950	\$190,000	+ 8.6%	\$174,900	\$180,000	+ 2.9%
Inventory of Homes for Sale	228	197	- 13.6%	--	--	--
Months Supply of Inventory	4.1	3.2	- 22.0%	--	--	--
Cumulative Days on Market Until Sale	88	117	+ 33.0%	107	115	+ 7.5%
Percent of Original List Price Received*	95.2%	95.1%	- 0.1%	93.5%	94.8%	+ 1.4%
New Listings	121	106	- 12.4%	322	384	+ 19.3%

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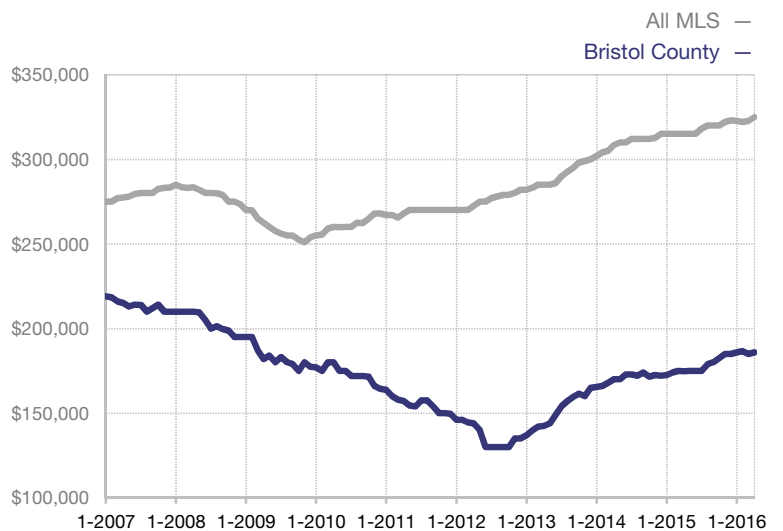
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2016

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Dukes County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	14	10	- 28.6%	32	44	+ 37.5%
Closed Sales	7	13	+ 85.7%	26	48	+ 84.6%
Median Sales Price*	\$650,000	\$700,000	+ 7.7%	\$795,000	\$849,500	+ 6.9%
Inventory of Homes for Sale	262	172	- 34.4%	--	--	--
Months Supply of Inventory	26.4	10.9	- 58.7%	--	--	--
Cumulative Days on Market Until Sale	244	135	- 44.7%	242	194	- 19.8%
Percent of Original List Price Received*	88.5%	93.4%	+ 5.5%	86.0%	90.4%	+ 5.1%
New Listings	74	25	- 66.2%	156	103	- 34.0%

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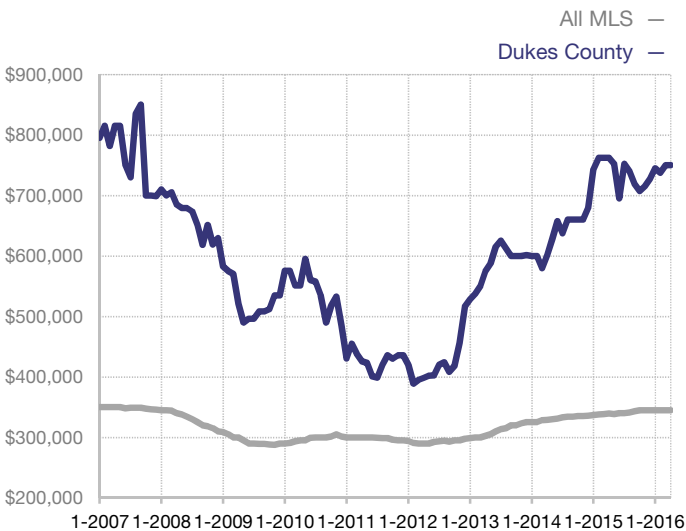
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	0	- 100.0%	3	1	- 66.7%
Closed Sales	1	0	- 100.0%	2	3	+ 50.0%
Median Sales Price*	\$355,000	\$0	- 100.0%	\$411,250	\$70,000	- 83.0%
Inventory of Homes for Sale	18	8	- 55.6%	--	--	--
Months Supply of Inventory	12.6	6.4	- 49.2%	--	--	--
Cumulative Days on Market Until Sale	62	0	- 100.0%	108	72	- 33.3%
Percent of Original List Price Received*	93.7%	0.0%	- 100.0%	95.6%	90.9%	- 4.9%
New Listings	7	0	- 100.0%	16	7	- 56.3%

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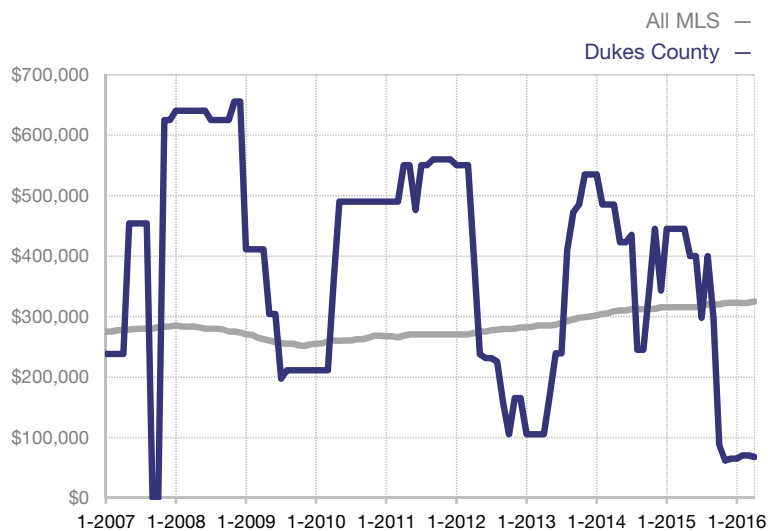
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Essex County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	638	735	+ 15.2%	1,704	2,064	+ 21.1%
Closed Sales	372	420	+ 12.9%	1,210	1,462	+ 20.8%
Median Sales Price*	\$360,000	\$389,500	+ 8.2%	\$364,500	\$370,000	+ 1.5%
Inventory of Homes for Sale	1,641	1,286	- 21.6%	--	--	--
Months Supply of Inventory	3.5	2.4	- 31.4%	--	--	--
Cumulative Days on Market Until Sale	116	94	- 19.0%	114	101	- 11.4%
Percent of Original List Price Received*	96.0%	96.8%	+ 0.8%	94.6%	95.4%	+ 0.8%
New Listings	1,048	881	- 15.9%	2,418	2,627	+ 8.6%

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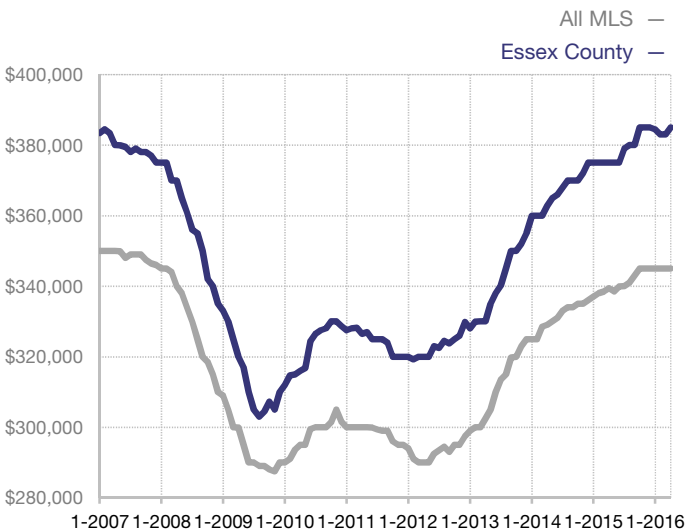
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	298	342	+ 14.8%	833	957	+ 14.9%
Closed Sales	185	197	+ 6.5%	562	648	+ 15.3%
Median Sales Price*	\$233,000	\$255,000	+ 9.4%	\$243,000	\$247,000	+ 1.6%
Inventory of Homes for Sale	691	508	- 26.5%	--	--	--
Months Supply of Inventory	3.4	2.2	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	97	83	- 14.4%	97	93	- 4.1%
Percent of Original List Price Received*	96.2%	97.2%	+ 1.0%	95.8%	96.0%	+ 0.2%
New Listings	421	364	- 13.5%	1,104	1,119	+ 1.4%

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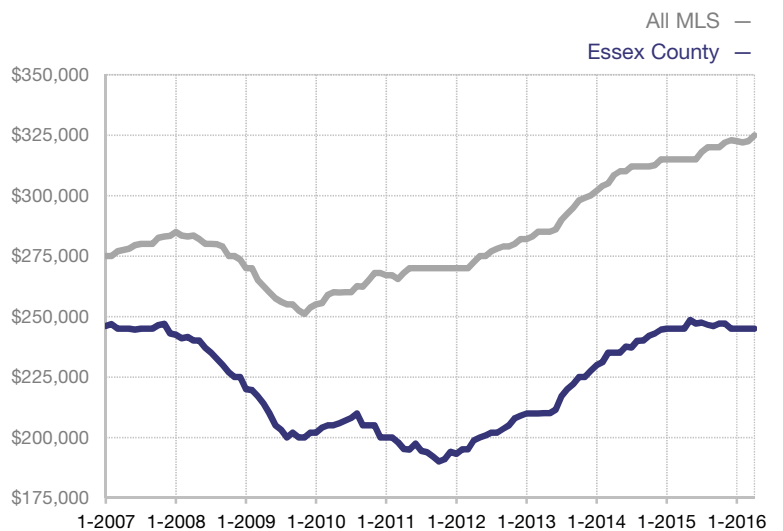
Median Sales Price – Single-Family Properties

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Franklin County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	39	70	+ 79.5%	126	202	+ 60.3%
Closed Sales	34	35	+ 2.9%	127	135	+ 6.3%
Median Sales Price*	\$175,000	\$195,000	+ 11.4%	\$180,000	\$195,000	+ 8.3%
Inventory of Homes for Sale	348	316	- 9.2%	--	--	--
Months Supply of Inventory	7.7	6.7	- 13.0%	--	--	--
Cumulative Days on Market Until Sale	179	196	+ 9.5%	165	177	+ 7.3%
Percent of Original List Price Received*	87.7%	89.4%	+ 1.9%	89.4%	91.0%	+ 1.8%
New Listings	108	97	- 10.2%	248	295	+ 19.0%

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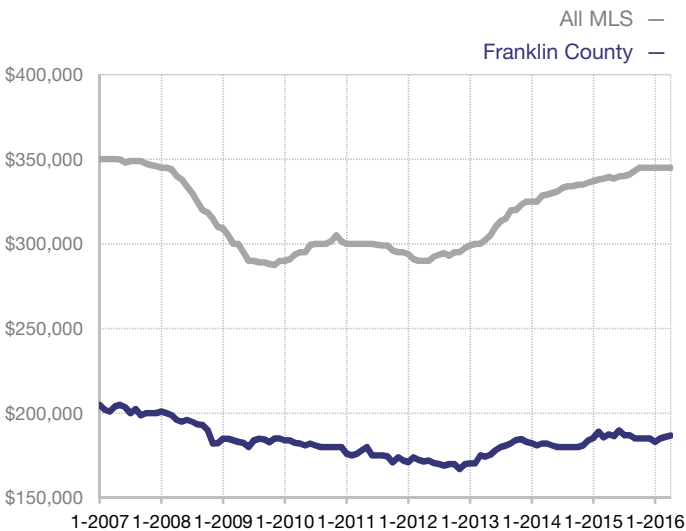
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	5	6	+ 20.0%	8	17	+ 112.5%
Closed Sales	0	1	--	9	10	+ 11.1%
Median Sales Price*	\$0	\$89,000	--	\$188,500	\$94,500	- 49.9%
Inventory of Homes for Sale	36	26	- 27.8%	--	--	--
Months Supply of Inventory	9.4	6.2	- 34.0%	--	--	--
Cumulative Days on Market Until Sale	0	480	--	271	171	- 36.9%
Percent of Original List Price Received*	0.0%	89.0%	--	99.0%	88.0%	- 11.1%
New Listings	12	6	- 50.0%	18	21	+ 16.7%

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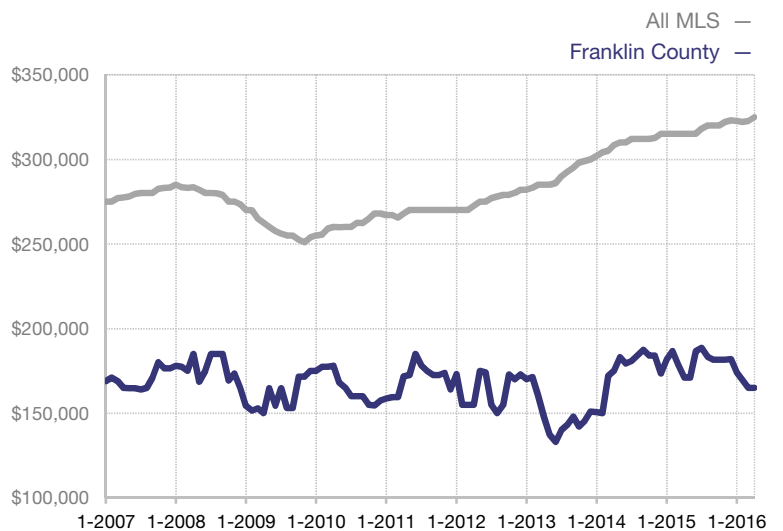
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Hampden County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	329	456	+ 38.6%	1,016	1,417	+ 39.5%
Closed Sales	239	274	+ 14.6%	762	1,024	+ 34.4%
Median Sales Price*	\$179,575	\$178,950	- 0.3%	\$172,500	\$169,000	- 2.0%
Inventory of Homes for Sale	1,574	1,192	- 24.3%	--	--	--
Months Supply of Inventory	6.0	3.9	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	124	116	- 6.5%	139	129	- 7.2%
Percent of Original List Price Received*	92.7%	94.2%	+ 1.6%	92.2%	92.8%	+ 0.7%
New Listings	640	579	- 9.5%	1,674	1,790	+ 6.9%

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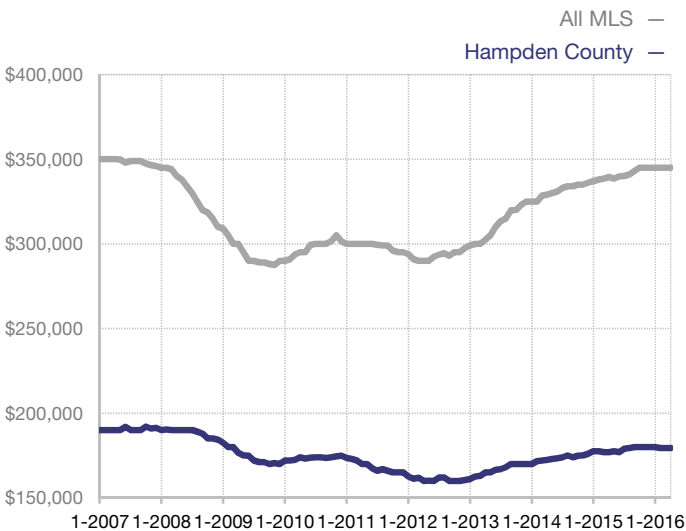
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	57	61	+ 7.0%	164	185	+ 12.8%
Closed Sales	34	40	+ 17.6%	125	143	+ 14.4%
Median Sales Price*	\$119,950	\$138,000	+ 15.0%	\$125,000	\$135,000	+ 8.0%
Inventory of Homes for Sale	269	207	- 23.0%	--	--	--
Months Supply of Inventory	7.1	4.8	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	128	112	- 12.5%	175	134	- 23.4%
Percent of Original List Price Received*	93.0%	92.7%	- 0.3%	92.2%	93.8%	+ 1.7%
New Listings	75	71	- 5.3%	248	240	- 3.2%

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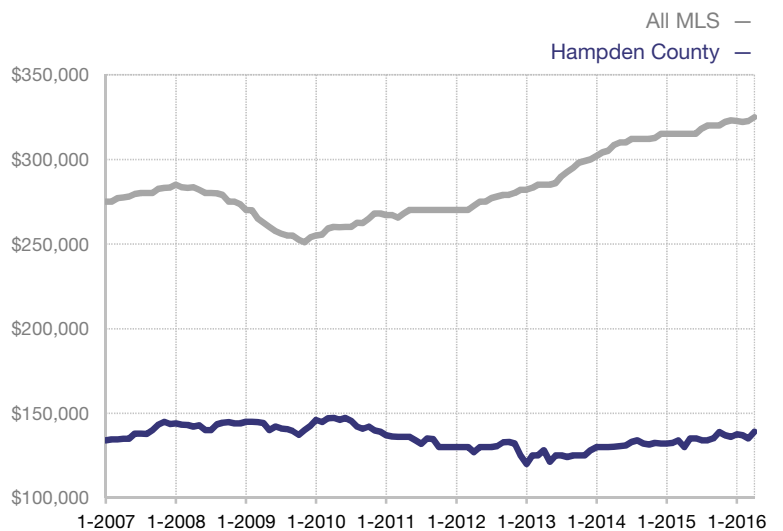
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Hampshire County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	134	155	+ 15.7%	364	446	+ 22.5%
Closed Sales	71	79	+ 11.3%	245	271	+ 10.6%
Median Sales Price*	\$245,000	\$259,500	+ 5.9%	\$241,500	\$255,000	+ 5.6%
Inventory of Homes for Sale	647	570	- 11.9%	--	--	--
Months Supply of Inventory	7.1	5.4	- 23.9%	--	--	--
Cumulative Days on Market Until Sale	189	116	- 38.6%	161	140	- 13.0%
Percent of Original List Price Received*	91.1%	94.3%	+ 3.5%	91.7%	92.7%	+ 1.1%
New Listings	272	232	- 14.7%	623	650	+ 4.3%

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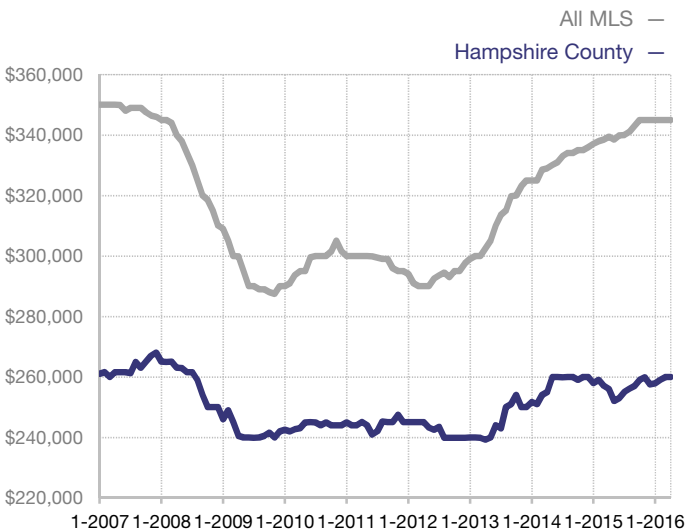
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	46	39	- 15.2%	93	102	+ 9.7%
Closed Sales	26	24	- 7.7%	65	71	+ 9.2%
Median Sales Price*	\$173,250	\$122,840	- 29.1%	\$179,900	\$170,000	- 5.5%
Inventory of Homes for Sale	177	124	- 29.9%	--	--	--
Months Supply of Inventory	7.6	5.0	- 34.2%	--	--	--
Cumulative Days on Market Until Sale	216	148	- 31.5%	195	154	- 21.0%
Percent of Original List Price Received*	94.6%	93.1%	- 1.6%	94.5%	95.5%	+ 1.1%
New Listings	70	46	- 34.3%	165	124	- 24.8%

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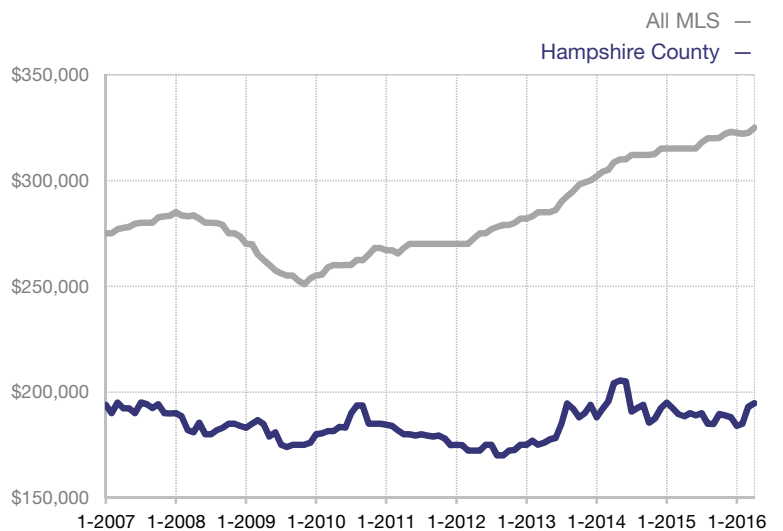
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Local Market Update – April 2016

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Middlesex County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1,147	1,362	+ 18.7%	3,089	3,865	+ 25.1%
Closed Sales	596	769	+ 29.0%	2,123	2,530	+ 19.2%
Median Sales Price*	\$469,170	\$482,000	+ 2.7%	\$450,000	\$455,000	+ 1.1%
Inventory of Homes for Sale	2,383	2,150	- 9.8%	--	--	--
Months Supply of Inventory	2.8	2.3	- 17.9%	--	--	--
Cumulative Days on Market Until Sale	89	77	- 13.5%	94	85	- 9.6%
Percent of Original List Price Received*	97.6%	98.2%	+ 0.6%	96.4%	97.0%	+ 0.6%
New Listings	1,872	1,686	- 9.9%	4,235	4,943	+ 16.7%

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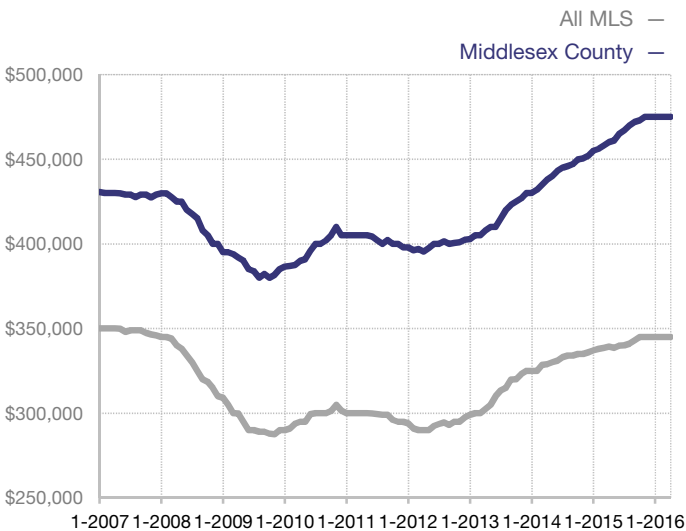
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	639	739	+ 15.6%	1,710	2,184	+ 27.7%
Closed Sales	367	423	+ 15.3%	1,175	1,462	+ 24.4%
Median Sales Price*	\$370,000	\$430,950	+ 16.5%	\$361,000	\$396,020	+ 9.7%
Inventory of Homes for Sale	885	715	- 19.2%	--	--	--
Months Supply of Inventory	2.0	1.5	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	67	53	- 20.9%	77	64	- 16.9%
Percent of Original List Price Received*	100.3%	101.8%	+ 1.5%	99.2%	99.7%	+ 0.5%
New Listings	877	779	- 11.2%	2,150	2,512	+ 16.8%

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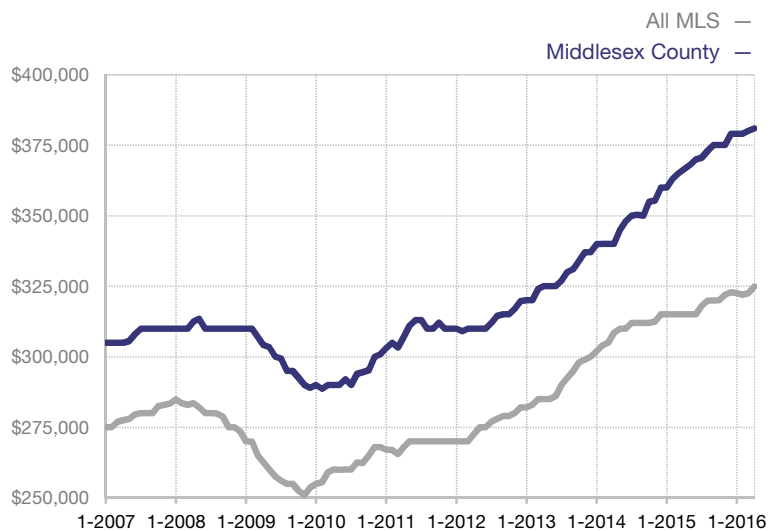
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Nantucket County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	2	+ 100.0%	5	6	+ 20.0%
Closed Sales	2	0	- 100.0%	8	9	+ 12.5%
Median Sales Price*	\$1,542,750	\$0	- 100.0%	\$1,980,250	\$1,550,000	- 21.7%
Inventory of Homes for Sale	30	29	- 3.3%	--	--	--
Months Supply of Inventory	9.7	8.9	- 8.2%	--	--	--
Cumulative Days on Market Until Sale	128	0	- 100.0%	164	218	+ 32.9%
Percent of Original List Price Received*	94.8%	0.0%	- 100.0%	92.6%	89.0%	- 3.9%
New Listings	10	5	- 50.0%	20	12	- 40.0%

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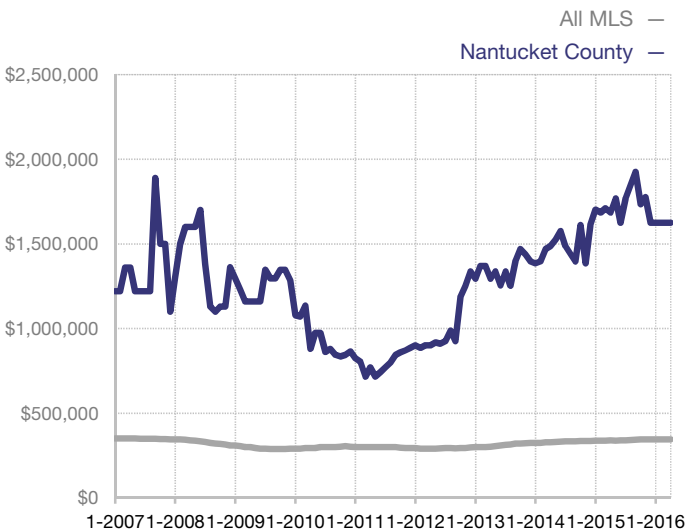
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	0	--	4	1	- 75.0%
Closed Sales	3	0	- 100.0%	3	0	- 100.0%
Median Sales Price*	\$386,000	\$0	- 100.0%	\$386,000	\$0	- 100.0%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--
Cumulative Days on Market Until Sale	42	0	- 100.0%	42	0	- 100.0%
Percent of Original List Price Received*	99.0%	0.0%	- 100.0%	99.0%	0.0%	- 100.0%
New Listings	1	0	- 100.0%	6	4	- 33.3%

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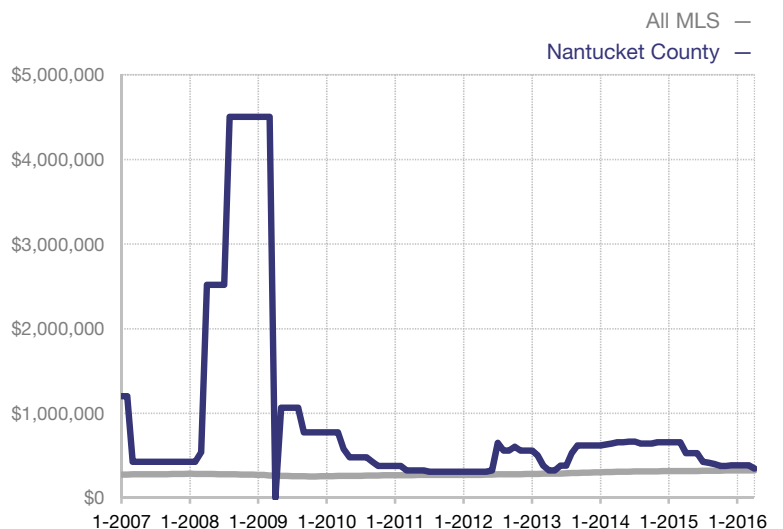
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2016

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Norfolk County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	735	748	+ 1.8%	1,826	2,160	+ 18.3%
Closed Sales	360	429	+ 19.2%	1,199	1,459	+ 21.7%
Median Sales Price*	\$440,000	\$459,000	+ 4.3%	\$415,000	\$440,000	+ 6.0%
Inventory of Homes for Sale	1,492	1,342	- 10.1%	--	--	--
Months Supply of Inventory	3.2	2.6	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	100	83	- 17.0%	103	92	- 10.7%
Percent of Original List Price Received*	95.8%	97.5%	+ 1.8%	95.3%	96.0%	+ 0.7%
New Listings	1,147	924	- 19.4%	2,444	2,845	+ 16.4%

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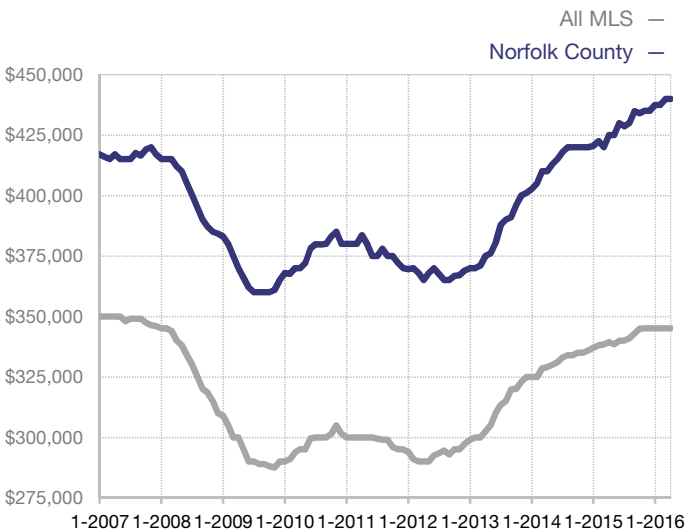
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	279	297	+ 6.5%	770	844	+ 9.6%
Closed Sales	153	166	+ 8.5%	516	531	+ 2.9%
Median Sales Price*	\$323,000	\$339,525	+ 5.1%	\$317,500	\$305,000	- 3.9%
Inventory of Homes for Sale	433	336	- 22.4%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	72	64	- 11.1%	77	72	- 6.5%
Percent of Original List Price Received*	98.4%	98.5%	+ 0.1%	98.0%	97.8%	- 0.2%
New Listings	360	341	- 5.3%	961	1,020	+ 6.1%

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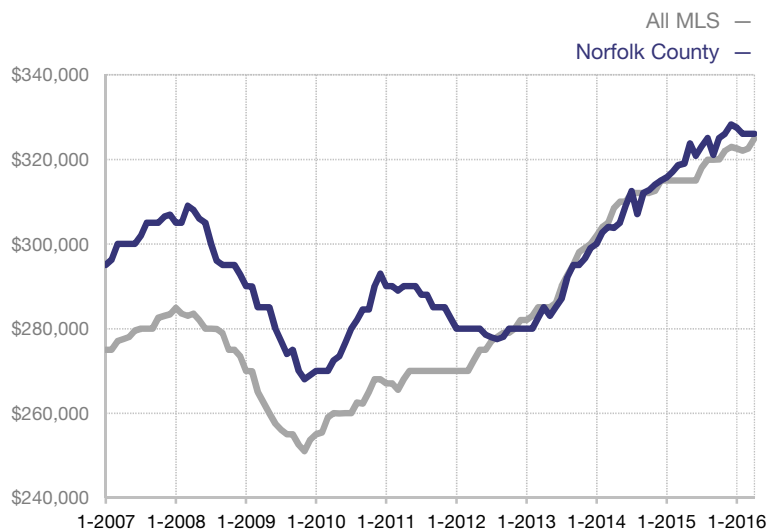
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2016

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Plymouth County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	604	738	+ 22.2%	1,549	2,198	+ 41.9%
Closed Sales	314	431	+ 37.3%	1,107	1,472	+ 33.0%
Median Sales Price*	\$302,500	\$345,000	+ 14.0%	\$302,000	\$317,000	+ 5.0%
Inventory of Homes for Sale	2,132	1,671	- 21.6%	--	--	--
Months Supply of Inventory	5.1	3.4	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	143	105	- 26.6%	131	114	- 13.0%
Percent of Original List Price Received*	94.3%	96.4%	+ 2.2%	93.9%	95.1%	+ 1.3%
New Listings	1,019	965	- 5.3%	2,418	2,850	+ 17.9%

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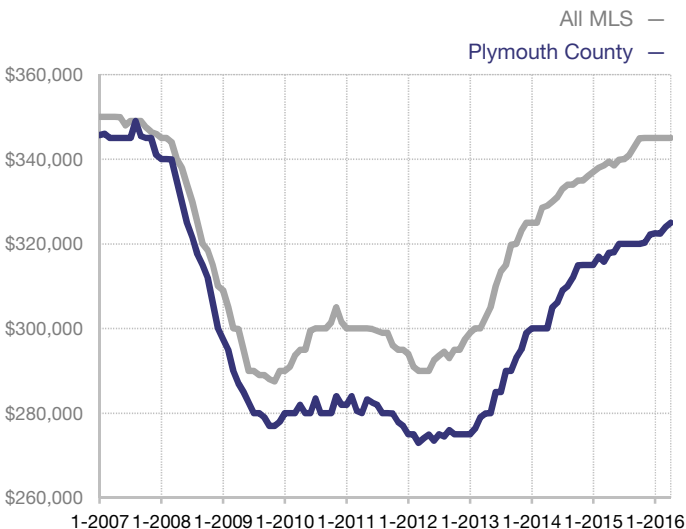
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	114	125	+ 9.6%	324	360	+ 11.1%
Closed Sales	59	77	+ 30.5%	211	270	+ 28.0%
Median Sales Price*	\$226,500	\$246,700	+ 8.9%	\$230,000	\$235,250	+ 2.3%
Inventory of Homes for Sale	369	304	- 17.6%	--	--	--
Months Supply of Inventory	4.8	3.5	- 27.1%	--	--	--
Cumulative Days on Market Until Sale	139	98	- 29.5%	134	104	- 22.4%
Percent of Original List Price Received*	91.1%	96.8%	+ 6.3%	94.8%	96.7%	+ 2.0%
New Listings	174	158	- 9.2%	461	480	+ 4.1%

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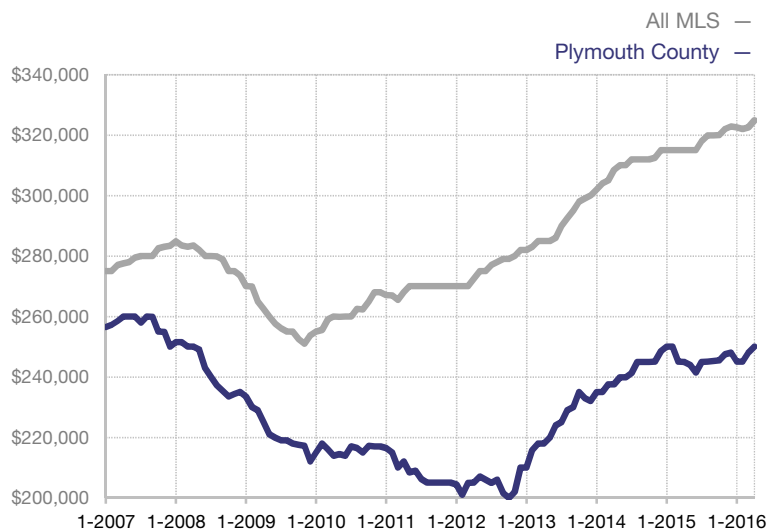
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2016

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Suffolk County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	137	149	+ 8.8%	351	437	+ 24.5%
Closed Sales	84	82	- 2.4%	272	304	+ 11.8%
Median Sales Price*	\$413,916	\$488,750	+ 18.1%	\$385,000	\$436,500	+ 13.4%
Inventory of Homes for Sale	257	222	- 13.6%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	67	67	0.0%	78	74	- 5.1%
Percent of Original List Price Received*	98.3%	99.0%	+ 0.7%	95.9%	97.6%	+ 1.8%
New Listings	225	209	- 7.1%	483	559	+ 15.7%

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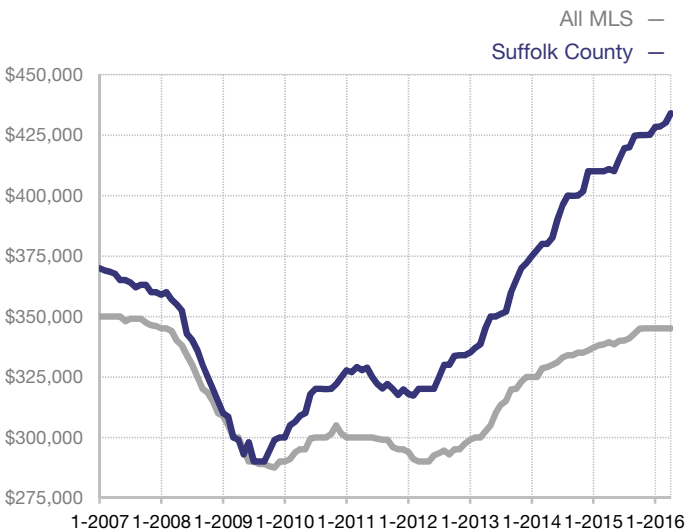
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	583	578	- 0.9%	1,559	1,724	+ 10.6%
Closed Sales	299	352	+ 17.7%	974	1,154	+ 18.5%
Median Sales Price*	\$487,000	\$510,000	+ 4.7%	\$486,000	\$500,000	+ 2.9%
Inventory of Homes for Sale	790	661	- 16.3%	--	--	--
Months Supply of Inventory	2.1	1.6	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	58	48	- 17.2%	64	58	- 9.4%
Percent of Original List Price Received*	100.5%	100.3%	- 0.2%	98.3%	98.7%	+ 0.4%
New Listings	811	623	- 23.2%	2,012	2,076	+ 3.2%

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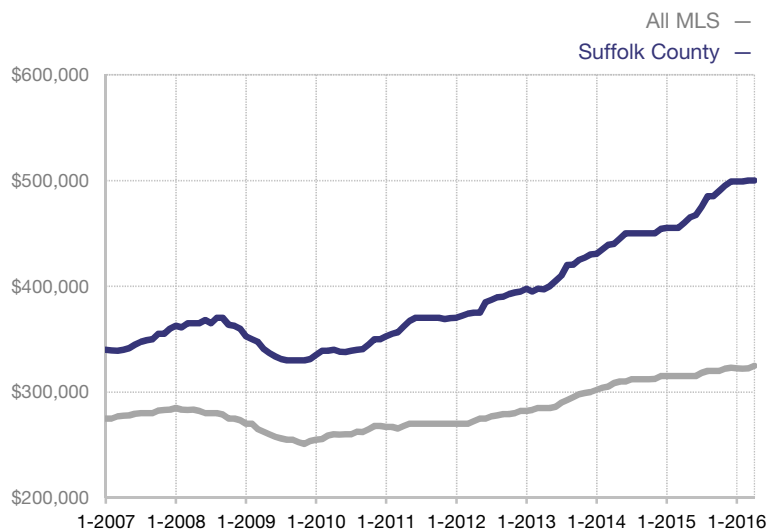
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – April 2016

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Worcester County

Single-Family Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	764	1,005	+ 31.5%	2,154	2,934	+ 36.2%
Closed Sales	437	582	+ 33.2%	1,533	2,004	+ 30.7%
Median Sales Price*	\$233,000	\$249,000	+ 6.9%	\$228,500	\$235,000	+ 2.8%
Inventory of Homes for Sale	3,107	2,261	- 27.2%	--	--	--
Months Supply of Inventory	5.8	3.4	- 41.4%	--	--	--
Cumulative Days on Market Until Sale	141	121	- 14.2%	138	122	- 11.6%
Percent of Original List Price Received*	93.4%	95.3%	+ 2.0%	93.1%	94.4%	+ 1.4%
New Listings	1,414	1,169	- 17.3%	3,380	3,673	+ 8.7%

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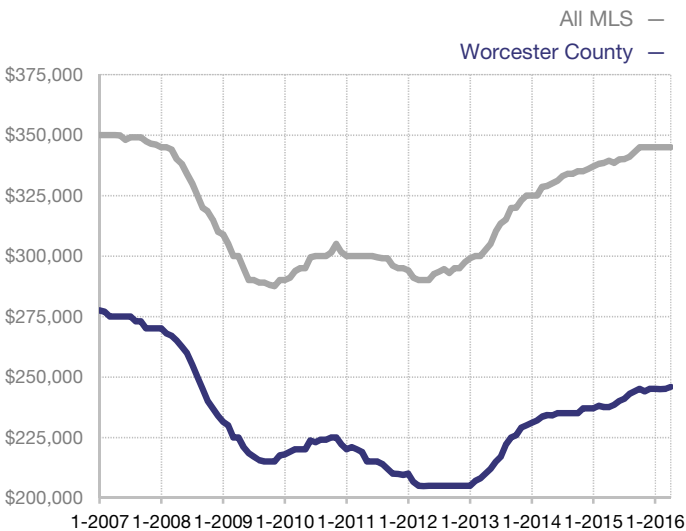
Condominium Properties

Key Metrics	April			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	184	216	+ 17.4%	495	630	+ 27.3%
Closed Sales	103	123	+ 19.4%	322	402	+ 24.8%
Median Sales Price*	\$189,000	\$191,900	+ 1.5%	\$179,950	\$189,500	+ 5.3%
Inventory of Homes for Sale	557	428	- 23.2%	--	--	--
Months Supply of Inventory	5.0	3.2	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	119	107	- 10.1%	122	113	- 7.4%
Percent of Original List Price Received*	95.1%	96.8%	+ 1.8%	94.8%	95.9%	+ 1.2%
New Listings	274	240	- 12.4%	717	773	+ 7.8%

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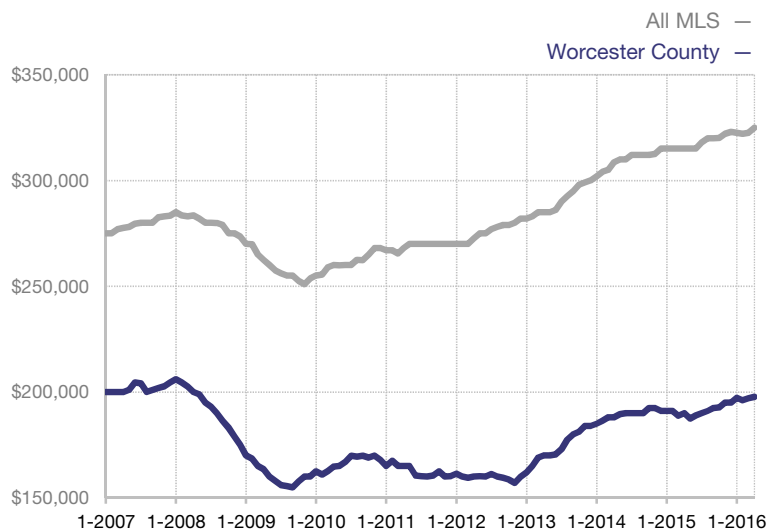
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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