

Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 9.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.7%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 21.4%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	130	133	+ 2.3%	474	549	+ 15.8%
Closed Sales	99	116	+ 17.2%	370	456	+ 23.2%
Median Sales Price*	\$186,000	\$188,000	+ 1.1%	\$171,200	\$183,750	+ 7.3%
Inventory of Homes for Sale	1,499	1,162	- 22.5%	--	--	--
Months Supply of Inventory	16.1	10.5	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	140	128	- 8.1%	145	140	- 3.1%
Percent of Original List Price Received*	90.1%	88.7%	- 1.5%	89.1%	89.0%	- 0.1%
New Listings	377	254	- 32.6%	1,094	1,023	- 6.5%

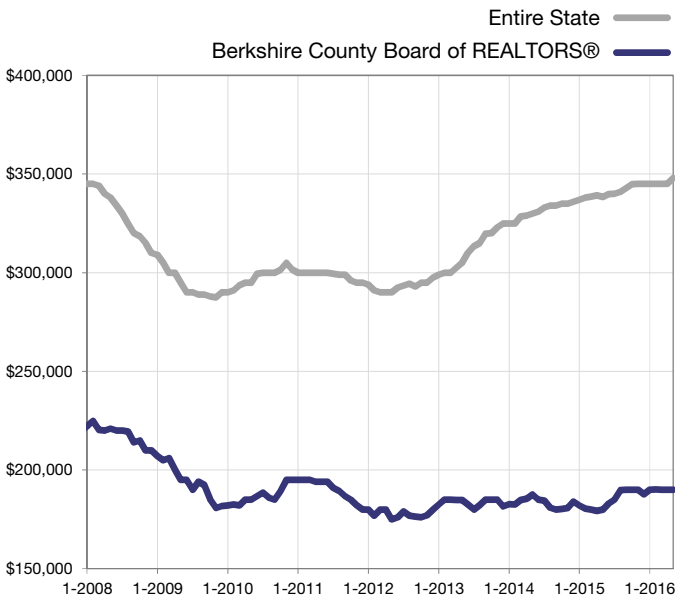
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	19	10	- 47.4%	57	34	- 40.4%
Closed Sales	13	7	- 46.2%	35	27	- 22.9%
Median Sales Price*	\$165,000	\$169,000	+ 2.4%	\$165,000	\$177,500	+ 7.6%
Inventory of Homes for Sale	165	146	- 11.5%	--	--	--
Months Supply of Inventory	19.7	14.8	- 24.7%	--	--	--
Cumulative Days on Market Until Sale	129	207	+ 60.0%	158	180	+ 13.3%
Percent of Original List Price Received*	92.0%	92.0%	0.0%	90.1%	90.2%	+ 0.1%
New Listings	34	32	- 5.9%	109	90	- 17.4%

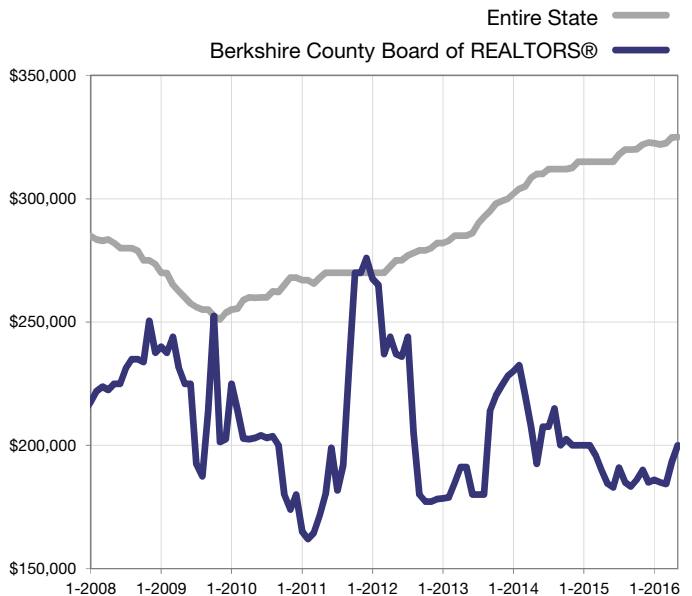
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 9.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.0%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 26.6%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	577	811	+ 40.6%	1,964	2,844	+ 44.8%
Closed Sales	499	572	+ 14.6%	1,657	2,099	+ 26.7%
Median Sales Price*	\$351,250	\$360,000	+ 2.5%	\$352,000	\$352,000	0.0%
Inventory of Homes for Sale	4,708	3,477	- 26.1%	--	--	--
Months Supply of Inventory	11.8	7.2	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	179	160	- 10.4%	180	171	- 4.9%
Percent of Original List Price Received*	92.9%	93.5%	+ 0.6%	91.9%	92.6%	+ 0.7%
New Listings	1,201	1,020	- 15.1%	4,210	4,063	- 3.5%

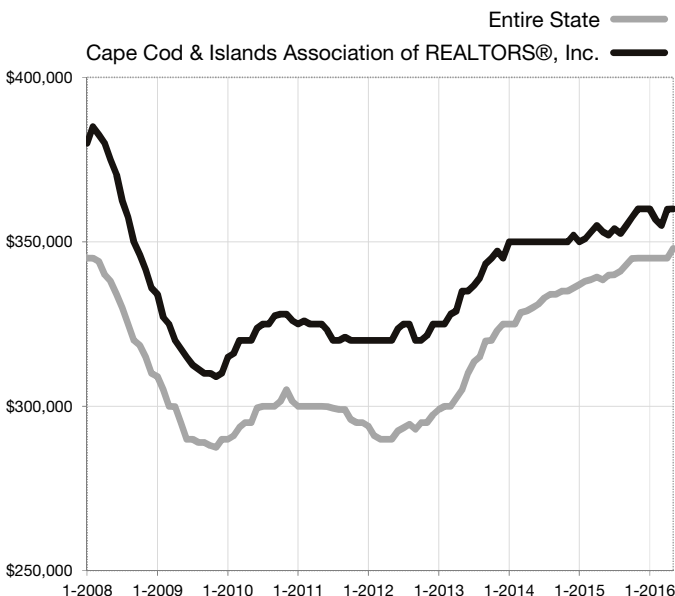
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	131	177	+ 35.1%	486	599	+ 23.3%
Closed Sales	115	103	- 10.4%	398	459	+ 15.3%
Median Sales Price*	\$220,000	\$260,000	+ 18.2%	\$244,450	\$250,500	+ 2.5%
Inventory of Homes for Sale	985	704	- 28.5%	--	--	--
Months Supply of Inventory	9.9	6.3	- 35.8%	--	--	--
Cumulative Days on Market Until Sale	137	162	+ 18.5%	164	156	- 4.7%
Percent of Original List Price Received*	93.2%	93.8%	+ 0.6%	93.4%	94.2%	+ 0.8%
New Listings	233	161	- 30.9%	913	829	- 9.2%

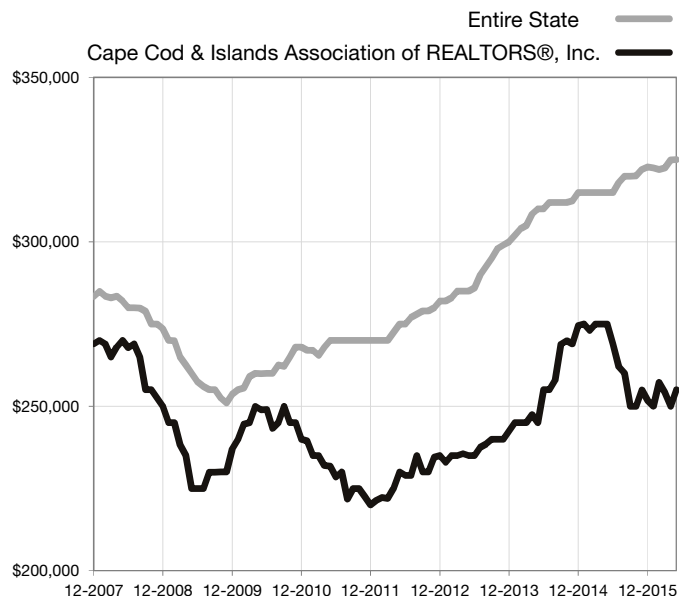
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Central Massachusetts Association of REALTORS®

+ 9.7%

Year-Over-Year
Change in
Closed Sales
All Properties

- 2.0%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 32.6%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	700	862	+ 23.1%	2,367	3,091	+ 30.6%
Closed Sales	451	496	+ 10.0%	1,619	2,058	+ 27.1%
Median Sales Price*	\$259,500	\$266,500	+ 2.7%	\$250,000	\$256,000	+ 2.4%
Inventory of Homes for Sale	2,586	1,709	- 33.9%	--	--	--
Months Supply of Inventory	6.1	3.3	- 45.3%	--	--	--
Cumulative Days on Market Until Sale	110	100	- 9.2%	129	115	- 10.5%
Percent of Original List Price Received*	95.8%	96.2%	+ 0.4%	94.0%	94.9%	+ 1.0%
New Listings	1,187	924	- 22.2%	3,748	3,800	+ 1.4%

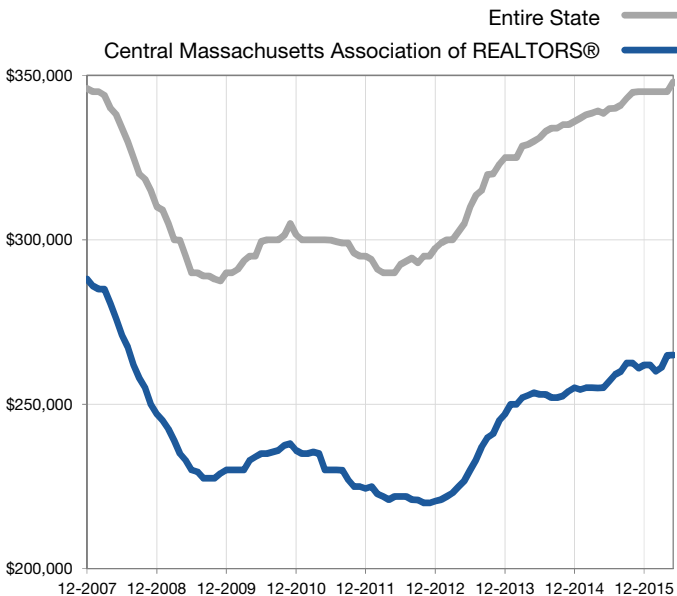
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	172	175	+ 1.7%	625	742	+ 18.7%
Closed Sales	129	140	+ 8.5%	432	517	+ 19.7%
Median Sales Price*	\$217,500	\$194,250	- 10.7%	\$215,000	\$200,000	- 7.0%
Inventory of Homes for Sale	498	371	- 25.5%	--	--	--
Months Supply of Inventory	4.8	3.0	- 37.4%	--	--	--
Cumulative Days on Market Until Sale	86	78	- 8.4%	106	104	- 2.0%
Percent of Original List Price Received*	95.5%	96.6%	+ 1.2%	95.7%	96.2%	+ 0.5%
New Listings	246	190	- 22.8%	892	903	+ 1.2%

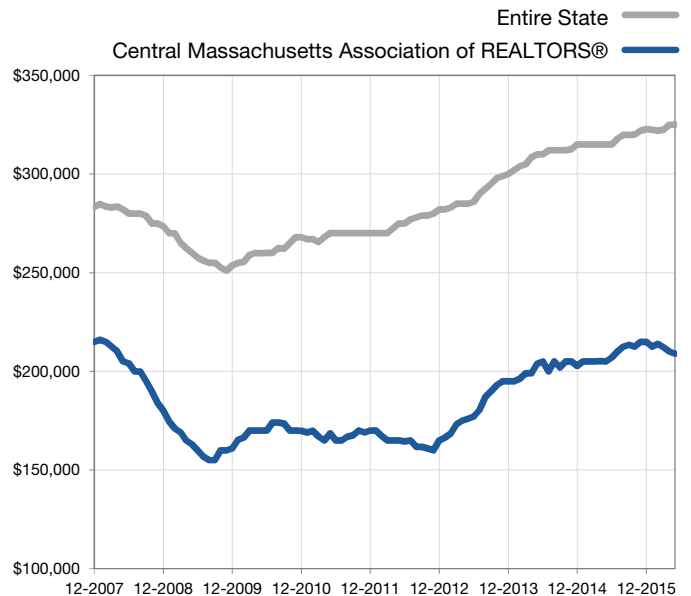
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update for May 2016

A RESEARCH TOOL PROVIDED BY THE GREATER BOSTON ASSOCIATION OF REALTORS®



Greater Boston Association of REALTORS®

Single-Family Homes	May			Year to Date		
	2015	2016	Percent Change	Thru 5-2015	Thru 5-2016	Percent Change
Key Metrics						
Closed Sales	1,060	1,240	+ 17.0%	3,752	4,377	+ 16.7%
Median Sales Price*	\$520,000	\$530,000	+ 1.9%	\$497,700	\$515,000	+ 3.5%
Inventory of Homes for Sale	3,533	2,918	- 17.4%	--	--	--
Months Supply of Inventory	3.3	2.4	- 27.3%	--	--	--
Days on Market Until Sale	59	58	- 1.7%	79	72	- 8.9%
Percent of Original List Price Received*	99.1%	99.4%	+ 0.3%	97.1%	97.7%	+ 0.6%
New Listings	2,532	2,083	- 17.7%	7,975	8,416	+ 5.5%
Pending Sales	1,760	1,868	+ 6.1%	5,751	6,523	+ 13.4%

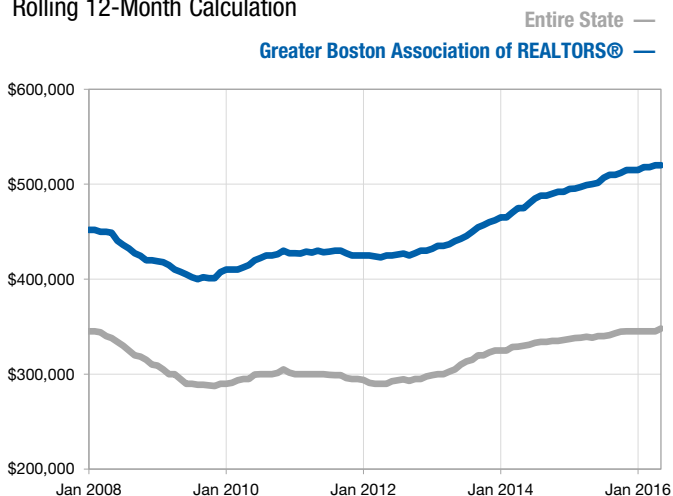
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condominiums	May			Year to Date		
	2015	2016	Percent Change	Thru 5-2015	Thru 5-2016	Percent Change
Key Metrics						
Closed Sales	958	1,098	+ 14.6%	3,164	3,748	+ 18.5%
Median Sales Price*	\$463,950	\$477,015	+ 2.8%	\$445,010	\$470,000	+ 5.6%
Inventory of Homes for Sale	1,937	1,413	- 27.1%	--	--	--
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--
Days on Market Until Sale	45	46	+ 2.2%	58	53	- 8.6%
Percent of Original List Price Received*	100.9%	101.4%	+ 0.5%	99.6%	100.0%	+ 0.4%
New Listings	1,662	1,429	- 14.0%	5,991	6,185	+ 3.2%
Pending Sales	1,298	1,337	+ 3.0%	4,684	5,294	+ 13.0%

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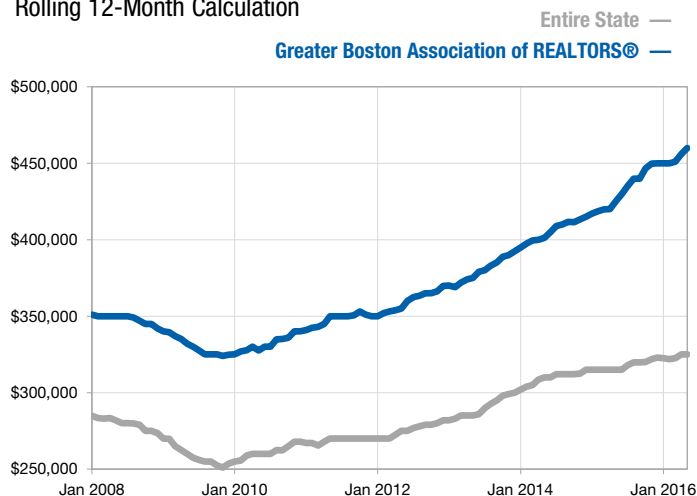
Median Sales Price - Single-Family Homes

Rolling 12-Month Calculation



Median Sales Price - Condominiums

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

+ 41.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.4%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 31.6%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	105	126	+ 20.0%	355	512	+ 44.2%
Closed Sales	69	99	+ 43.5%	282	385	+ 36.5%
Median Sales Price*	\$235,000	\$242,000	+ 3.0%	\$235,000	\$240,000	+ 2.1%
Inventory of Homes for Sale	545	368	- 32.5%	--	--	--
Months Supply of Inventory	8.0	4.2	- 47.4%	--	--	--
Cumulative Days on Market Until Sale	113	119	+ 5.1%	143	120	- 16.1%
Percent of Original List Price Received*	94.5%	95.3%	+ 0.8%	93.2%	94.2%	+ 1.0%
New Listings	178	159	- 10.7%	639	598	- 6.4%

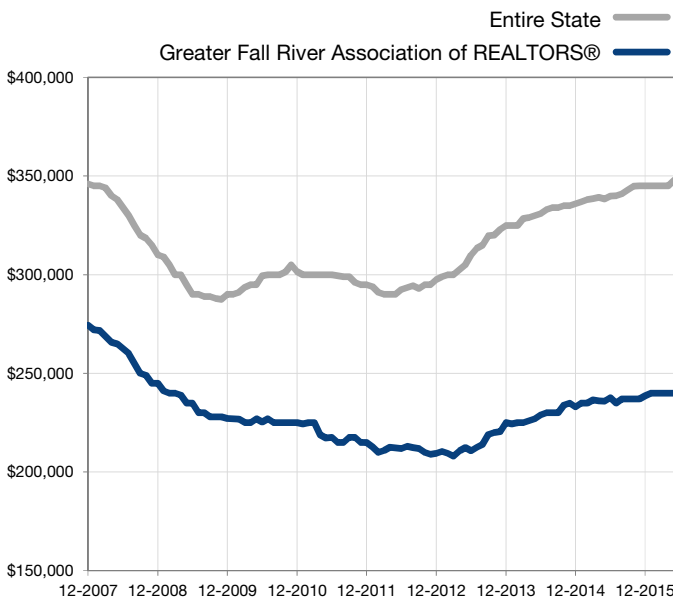
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	8	19	+ 137.5%	30	63	+ 110.0%
Closed Sales	6	7	+ 16.7%	29	40	+ 37.9%
Median Sales Price*	\$132,500	\$105,000	- 20.8%	\$87,000	\$118,500	+ 36.2%
Inventory of Homes for Sale	63	48	- 23.8%	--	--	--
Months Supply of Inventory	8.0	6.4	- 19.6%	--	--	--
Cumulative Days on Market Until Sale	210	169	- 19.4%	149	176	+ 18.1%
Percent of Original List Price Received*	88.1%	86.2%	- 2.2%	85.3%	89.3%	+ 4.6%
New Listings	23	19	- 17.4%	67	71	+ 6.0%

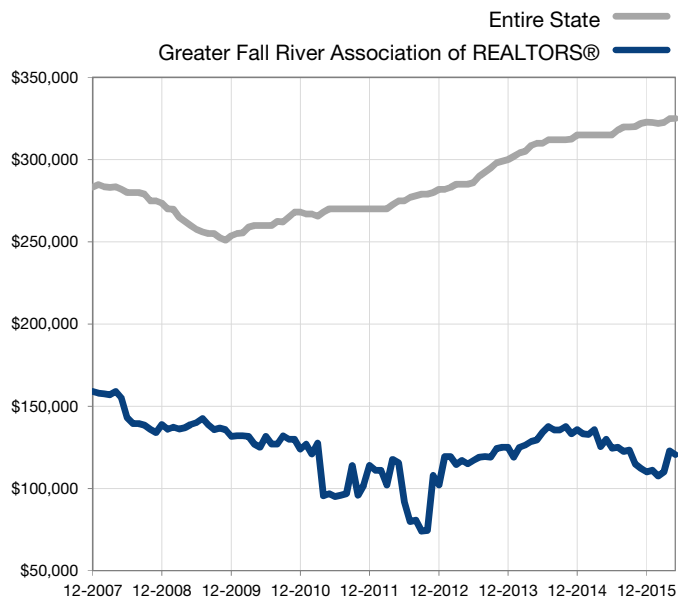
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

- 2.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.3%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 23.8%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	94	89	- 5.3%	276	337	+ 22.1%
Closed Sales	56	65	+ 16.1%	171	220	+ 28.7%
Median Sales Price*	\$434,500	\$455,000	+ 4.7%	\$406,000	\$415,000	+ 2.2%
Inventory of Homes for Sale	309	249	- 19.4%	--	--	--
Months Supply of Inventory	6.0	4.0	- 33.7%	--	--	--
Cumulative Days on Market Until Sale	81	101	+ 24.5%	122	112	- 8.1%
Percent of Original List Price Received*	95.7%	95.3%	- 0.4%	94.4%	93.9%	- 0.5%
New Listings	151	139	- 7.9%	478	511	+ 6.9%

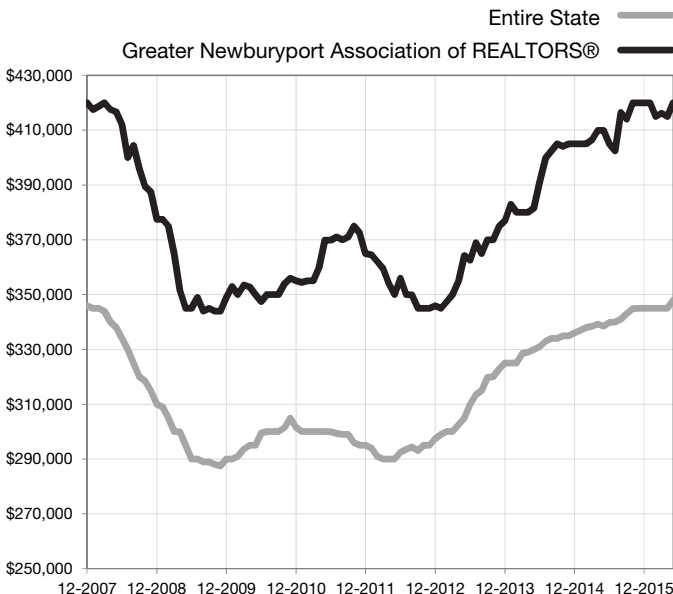
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	55	40	- 27.3%	204	180	- 11.8%
Closed Sales	52	40	- 23.1%	140	138	- 1.4%
Median Sales Price*	\$269,889	\$314,950	+ 16.7%	\$309,950	\$308,500	- 0.5%
Inventory of Homes for Sale	149	100	- 32.9%	--	--	--
Months Supply of Inventory	4.4	2.9	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	93	105	+ 12.7%	106	99	- 6.7%
Percent of Original List Price Received*	96.5%	96.3%	- 0.2%	96.1%	95.9%	- 0.3%
New Listings	78	52	- 33.3%	285	229	- 19.6%

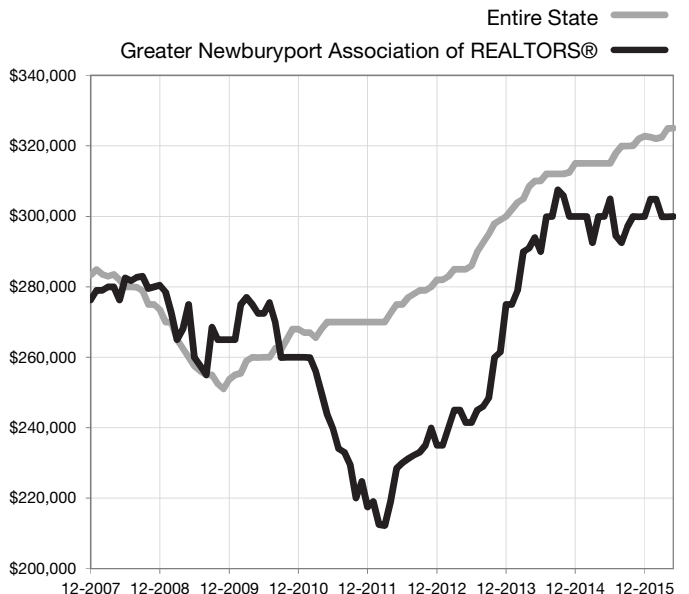
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

+ 21.8%

Year-Over-Year Change in Closed Sales All Properties

+ 10.5%

Year-Over-Year Change in Median Sales Price All Properties

- 33.5%

Year-Over-Year Change in Inventory of Homes All Properties

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	271	327	+ 20.7%	1,031	1,290	+ 25.1%
Closed Sales	200	247	+ 23.5%	748	927	+ 23.9%
Median Sales Price*	\$226,500	\$248,000	+ 9.5%	\$208,000	\$225,500	+ 8.4%
Inventory of Homes for Sale	1,293	840	- 35.0%	--	--	--
Months Supply of Inventory	7.0	3.7	- 47.8%	--	--	--
Cumulative Days on Market Until Sale	126	105	- 16.6%	137	119	- 13.1%
Percent of Original List Price Received*	95.0%	96.2%	+ 1.2%	93.1%	94.8%	+ 1.8%
New Listings	509	411	- 19.3%	1,701	1,646	- 3.2%

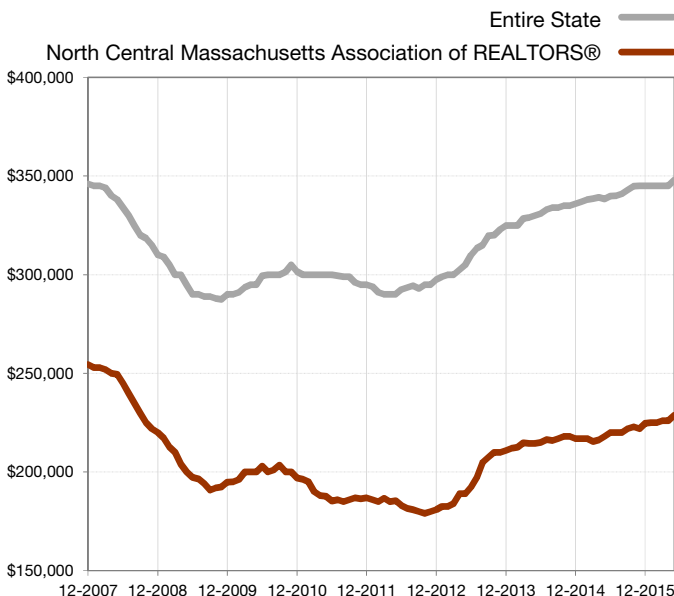
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	37	35	- 5.4%	148	156	+ 5.4%
Closed Sales	29	32	+ 10.3%	110	113	+ 2.7%
Median Sales Price*	\$132,900	\$145,000	+ 9.1%	\$131,950	\$157,000	+ 19.0%
Inventory of Homes for Sale	160	126	- 21.3%	--	--	--
Months Supply of Inventory	6.4	4.2	- 34.3%	--	--	--
Cumulative Days on Market Until Sale	107	75	- 29.8%	122	97	- 20.4%
Percent of Original List Price Received*	94.7%	98.0%	+ 3.5%	94.1%	95.8%	+ 1.7%
New Listings	68	47	- 30.9%	224	211	- 5.8%

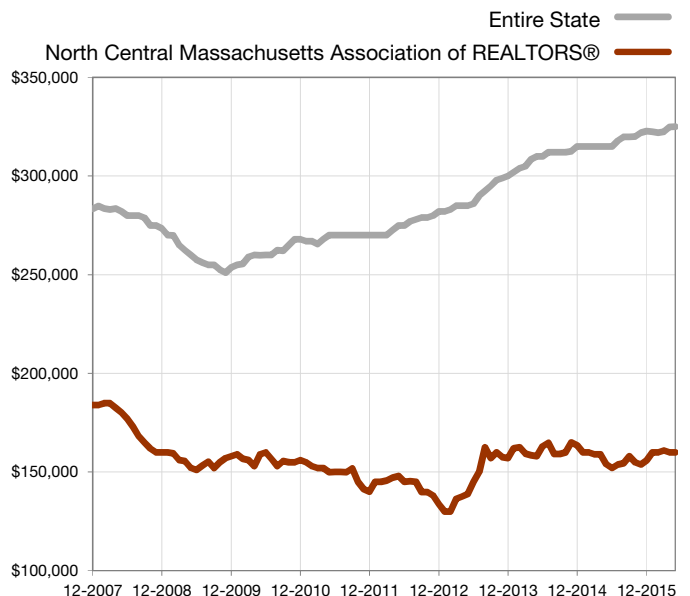
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 13.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.2%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 31.9%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	474	507	+ 7.0%	1,605	1,797	+ 12.0%
Closed Sales	314	351	+ 11.8%	1,130	1,295	+ 14.6%
Median Sales Price*	\$368,500	\$405,450	+ 10.0%	\$365,000	\$377,250	+ 3.4%
Inventory of Homes for Sale	1,168	843	- 27.8%	--	--	--
Months Supply of Inventory	3.8	2.4	- 37.2%	--	--	--
Cumulative Days on Market Until Sale	90	74	- 18.2%	105	93	- 11.4%
Percent of Original List Price Received*	97.2%	98.6%	+ 1.4%	95.3%	96.4%	+ 1.1%
New Listings	687	607	- 11.6%	2,212	2,235	+ 1.0%

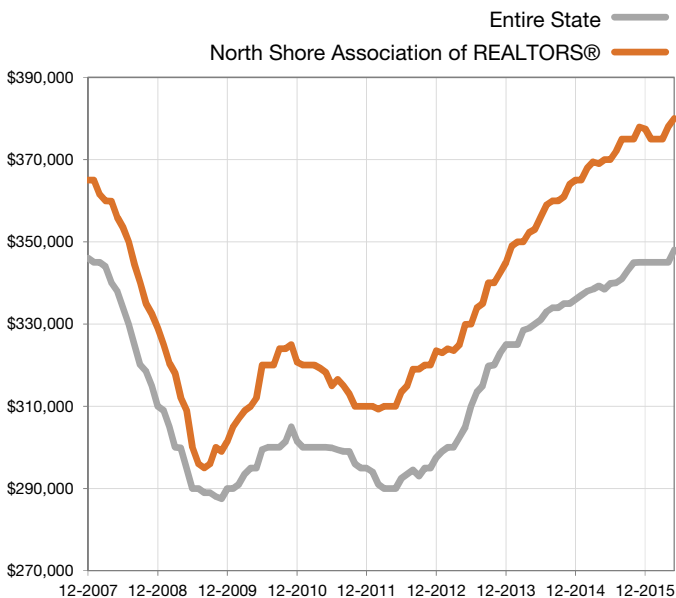
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	186	258	+ 38.7%	703	891	+ 26.7%
Closed Sales	142	167	+ 17.6%	495	619	+ 25.1%
Median Sales Price*	\$247,500	\$253,750	+ 2.5%	\$245,000	\$249,000	+ 1.6%
Inventory of Homes for Sale	527	312	- 40.8%	--	--	--
Months Supply of Inventory	4.1	2.0	- 51.5%	--	--	--
Cumulative Days on Market Until Sale	78	82	+ 4.8%	93	93	+ 0.5%
Percent of Original List Price Received*	97.3%	98.8%	+ 1.5%	96.0%	96.8%	+ 0.8%
New Listings	297	249	- 16.2%	997	991	- 0.6%

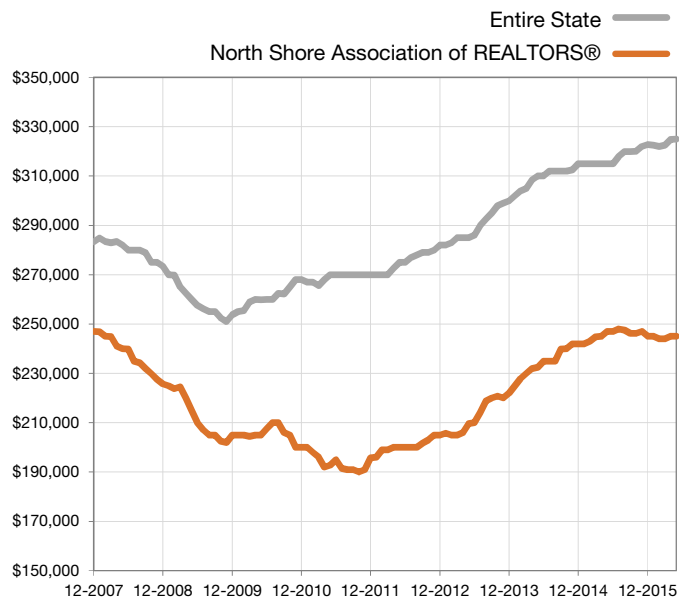
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 18.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.0%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 32.5%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	446	520	+ 16.6%	1,438	1,827	+ 27.1%
Closed Sales	262	309	+ 17.9%	986	1,292	+ 31.0%
Median Sales Price*	\$340,000	\$375,000	+ 10.3%	\$339,950	\$355,000	+ 4.4%
Inventory of Homes for Sale	1,086	712	- 34.4%	--	--	--
Months Supply of Inventory	4.0	2.2	- 45.8%	--	--	--
Cumulative Days on Market Until Sale	84	63	- 25.3%	98	87	- 11.1%
Percent of Original List Price Received*	97.1%	98.8%	+ 1.8%	95.7%	96.8%	+ 1.2%
New Listings	687	590	- 14.1%	2,093	2,197	+ 5.0%

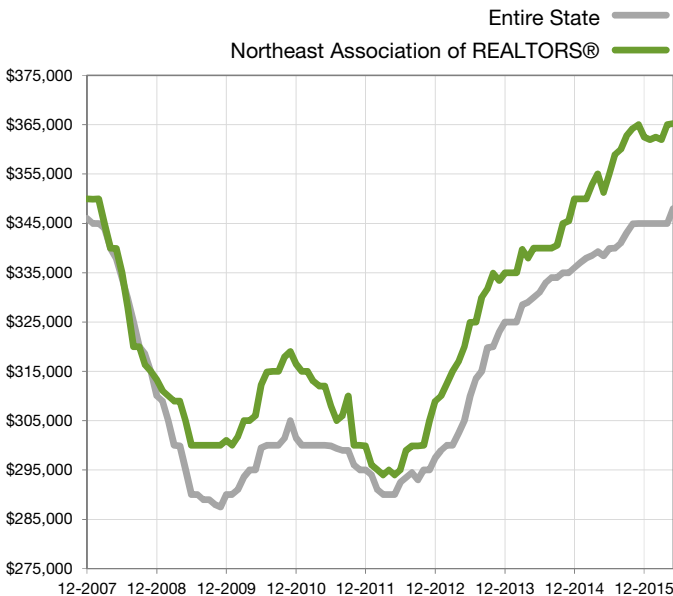
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	149	200	+ 34.2%	639	728	+ 13.9%
Closed Sales	119	141	+ 18.5%	474	514	+ 8.4%
Median Sales Price*	\$205,000	\$213,000	+ 3.9%	\$210,000	\$215,000	+ 2.4%
Inventory of Homes for Sale	329	243	- 26.1%	--	--	--
Months Supply of Inventory	2.9	1.9	- 34.0%	--	--	--
Cumulative Days on Market Until Sale	73	66	- 10.5%	90	77	- 14.8%
Percent of Original List Price Received*	98.3%	97.7%	- 0.6%	97.0%	97.0%	0.0%
New Listings	201	223	+ 10.9%	791	849	+ 7.3%

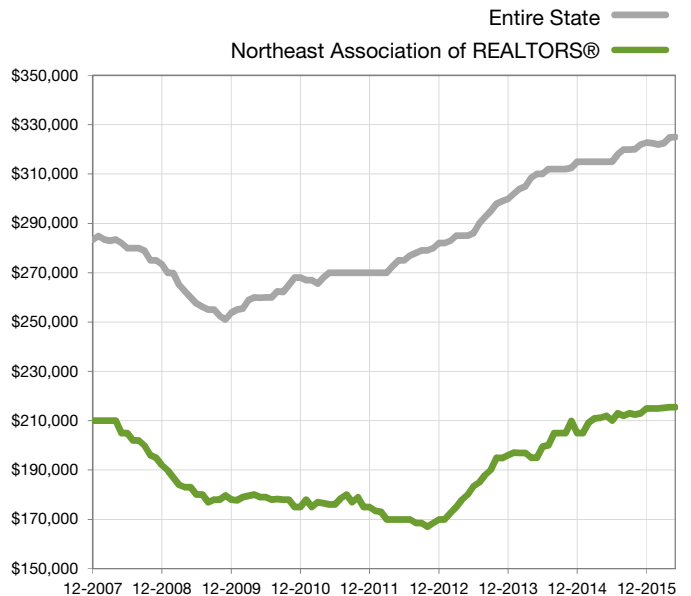
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Plymouth and South Shore Association of REALTORS®

+ 1.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.3%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 25.4%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	630	756	+ 20.0%	2,211	2,718	+ 22.9%
Closed Sales	450	496	+ 10.2%	1,529	1,880	+ 23.0%
Median Sales Price*	\$369,000	\$382,000	+ 3.5%	\$350,000	\$367,250	+ 4.9%
Inventory of Homes for Sale	2,051	1,505	- 26.6%	--	--	--
Months Supply of Inventory	4.8	3.1	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	101	92	- 9.1%	117	103	- 12.1%
Percent of Original List Price Received*	96.6%	97.3%	+ 0.7%	94.9%	95.9%	+ 1.0%
New Listings	1,061	910	- 14.2%	3,375	3,575	+ 5.9%

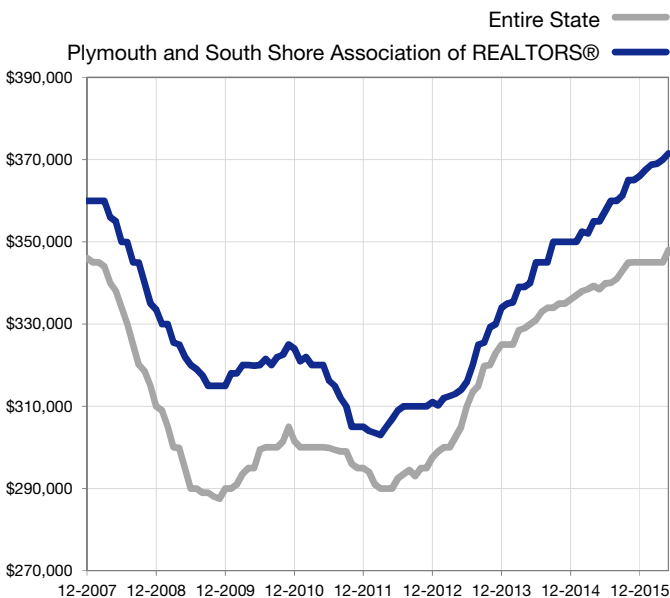
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	195	216	+ 10.8%	746	780	+ 4.6%
Closed Sales	172	134	- 22.1%	512	560	+ 9.4%
Median Sales Price*	\$285,000	\$275,500	- 3.3%	\$255,000	\$259,450	+ 1.7%
Inventory of Homes for Sale	479	382	- 20.3%	--	--	--
Months Supply of Inventory	3.6	2.6	- 27.4%	--	--	--
Cumulative Days on Market Until Sale	89	88	- 1.4%	102	91	- 10.7%
Percent of Original List Price Received*	98.2%	99.2%	+ 1.0%	96.7%	97.6%	+ 1.0%
New Listings	238	229	- 3.8%	961	979	+ 1.9%

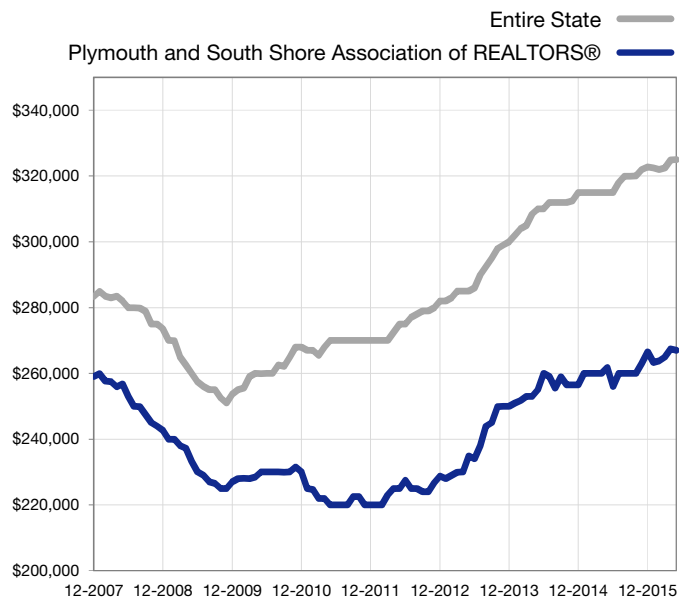
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 17.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.7%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 27.4%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	601	758	+ 26.1%	2,097	2,740	+ 30.7%
Closed Sales	444	530	+ 19.4%	1,573	1,963	+ 24.8%
Median Sales Price*	\$200,939	\$205,000	+ 2.0%	\$190,000	\$189,900	- 0.1%
Inventory of Homes for Sale	2,927	2,128	- 27.3%	--	--	--
Months Supply of Inventory	7.3	4.6	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	135	114	- 15.4%	144	130	- 9.6%
Percent of Original List Price Received*	93.6%	94.9%	+ 1.4%	92.3%	93.2%	+ 0.9%
New Listings	1,101	886	- 19.5%	3,625	3,614	- 0.3%

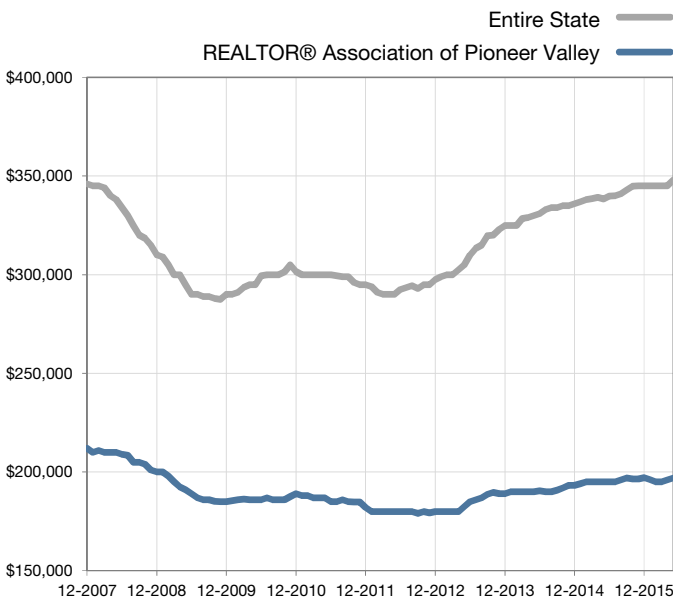
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	107	104	- 2.8%	376	405	+ 7.7%
Closed Sales	67	68	+ 1.5%	267	290	+ 8.6%
Median Sales Price*	\$167,000	\$161,000	- 3.6%	\$150,000	\$147,700	- 1.5%
Inventory of Homes for Sale	484	348	- 28.1%	--	--	--
Months Supply of Inventory	7.5	4.9	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	133	138	+ 3.8%	172	141	- 17.9%
Percent of Original List Price Received*	94.4%	96.0%	+ 1.7%	93.5%	94.5%	+ 1.0%
New Listings	130	111	- 14.6%	564	494	- 12.4%

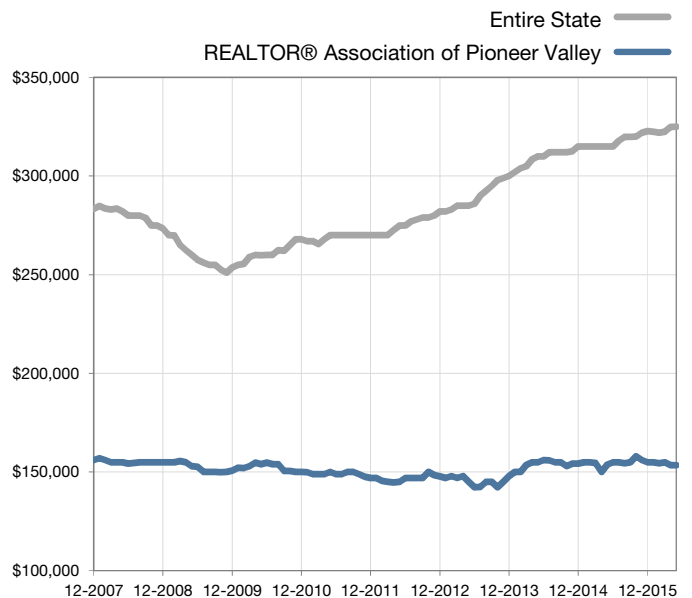
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTORS® Association of Southeastern Massachusetts

+ 33.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 11.4%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 30.2%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	474	621	+ 31.0%	1,675	2,351	+ 40.4%
Closed Sales	336	453	+ 34.8%	1,282	1,670	+ 30.3%
Median Sales Price*	\$256,000	\$285,000	+ 11.3%	\$257,000	\$270,000	+ 5.1%
Inventory of Homes for Sale	1,859	1,302	- 30.0%	--	--	--
Months Supply of Inventory	5.8	3.3	- 43.5%	--	--	--
Cumulative Days on Market Until Sale	114	90	- 21.5%	121	102	- 15.8%
Percent of Original List Price Received*	95.6%	96.9%	+ 1.4%	94.4%	95.8%	+ 1.5%
New Listings	790	692	- 12.4%	2,577	2,890	+ 12.1%

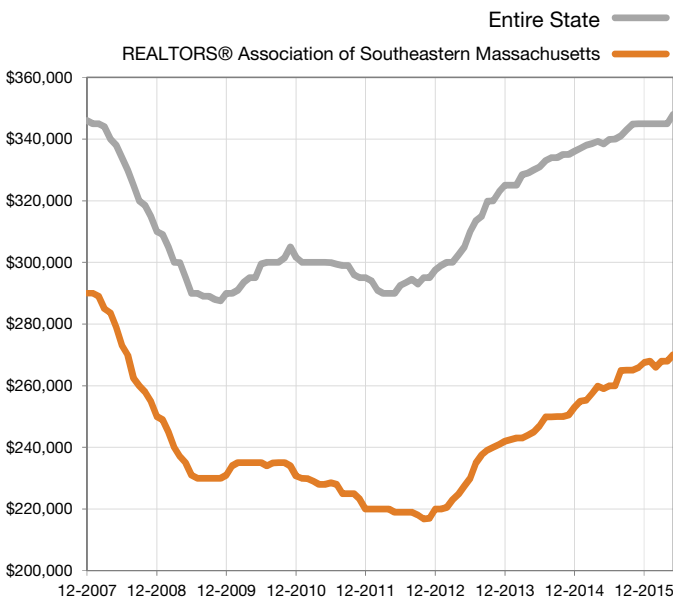
Condominium Properties

	May			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	53	94	+ 77.4%	286	401	+ 40.2%
Closed Sales	64	79	+ 23.4%	243	296	+ 21.8%
Median Sales Price*	\$186,625	\$196,500	+ 5.3%	\$185,000	\$184,950	- 0.0%
Inventory of Homes for Sale	250	171	- 31.6%	--	--	--
Months Supply of Inventory	4.5	2.7	- 39.5%	--	--	--
Cumulative Days on Market Until Sale	89	102	+ 14.6%	102	103	+ 0.9%
Percent of Original List Price Received*	98.3%	95.7%	- 2.7%	95.9%	95.6%	- 0.4%
New Listings	108	95	- 12.0%	421	469	+ 11.4%

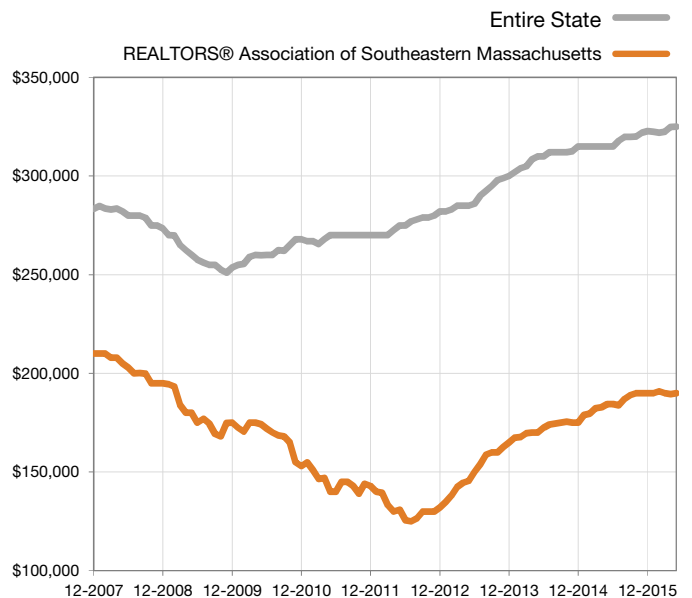
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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