

Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	455	733	+ 61.1%	3,161	3,958	+ 25.2%
Closed Sales	374	440	+ 17.6%	2,859	3,382	+ 18.3%
Median Sales Price*	\$365,000	\$380,000	+ 4.1%	\$360,000	\$366,725	+ 1.9%
Inventory of Homes for Sale	4,347	2,983	- 31.4%	--	--	--
Months Supply of Inventory	11.9	6.9	- 42.0%	--	--	--
Cumulative Days on Market Until Sale	128	131	+ 2.3%	159	160	+ 0.6%
Percent of Original List Price Received*	93.0%	93.8%	+ 0.9%	92.8%	93.2%	+ 0.4%
New Listings	775	717	- 7.5%	5,975	5,571	- 6.8%

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

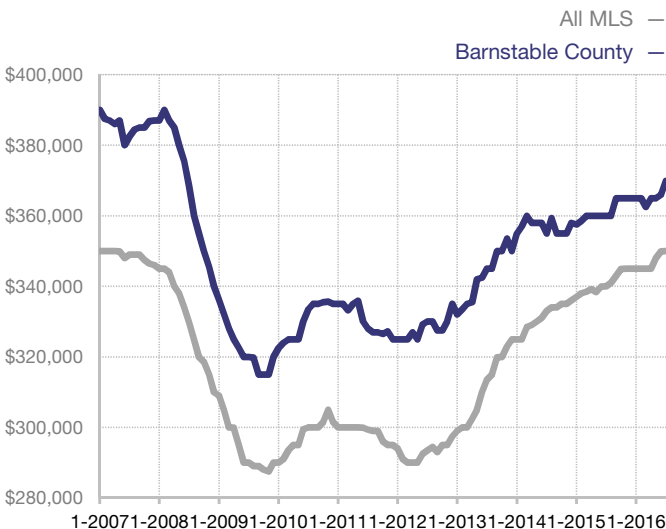
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	96	161	+ 67.7%	824	894	+ 8.5%
Closed Sales	108	102	- 5.6%	781	774	- 0.9%
Median Sales Price*	\$292,000	\$282,450	- 3.3%	\$242,500	\$263,000	+ 8.5%
Inventory of Homes for Sale	971	678	- 30.2%	--	--	--
Months Supply of Inventory	9.7	6.7	- 30.9%	--	--	--
Cumulative Days on Market Until Sale	158	146	- 7.6%	151	154	+ 2.0%
Percent of Original List Price Received*	95.0%	95.7%	+ 0.7%	94.4%	94.4%	0.0%
New Listings	174	125	- 28.2%	1,370	1,234	- 9.9%

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

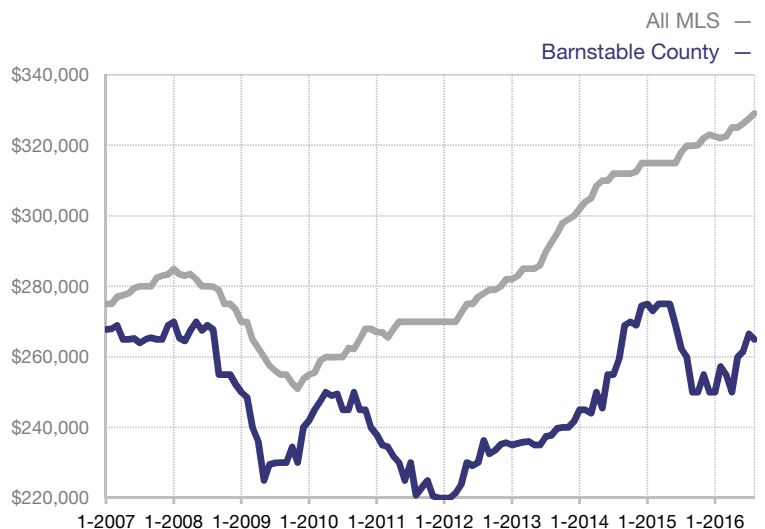
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Berkshire County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	125	149	+ 19.2%	881	948	+ 7.6%
Closed Sales	130	137	+ 5.4%	775	858	+ 10.7%
Median Sales Price*	\$204,500	\$205,000	+ 0.2%	\$186,000	\$189,900	+ 2.1%
Inventory of Homes for Sale	1,680	1,225	- 27.1%	--	--	--
Months Supply of Inventory	17.0	11.1	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	128	114	- 10.9%	137	129	- 5.8%
Percent of Original List Price Received*	90.2%	90.3%	+ 0.1%	89.6%	90.2%	+ 0.7%
New Listings	221	184	- 16.7%	1,933	1,737	- 10.1%

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

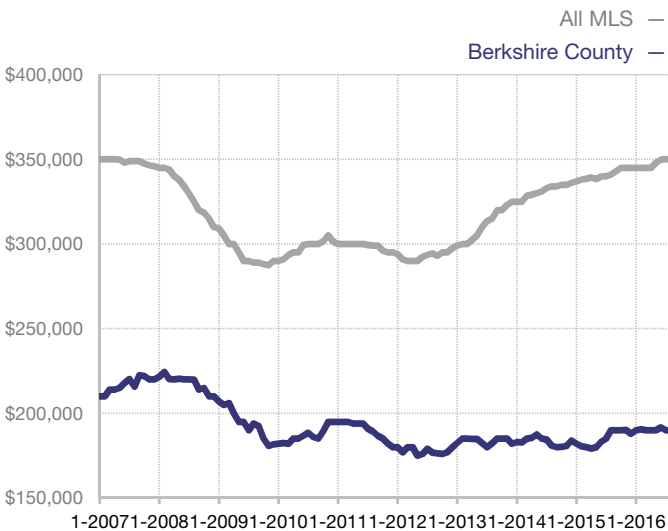
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	10	12	+ 20.0%	97	70	- 27.8%
Closed Sales	16	13	- 18.8%	81	61	- 24.7%
Median Sales Price*	\$181,250	\$125,000	- 31.0%	\$180,000	\$169,000	- 6.1%
Inventory of Homes for Sale	167	185	+ 10.8%	--	--	--
Months Supply of Inventory	16.4	20.9	+ 27.4%	--	--	--
Cumulative Days on Market Until Sale	150	162	+ 8.0%	162	165	+ 1.9%
Percent of Original List Price Received*	88.9%	90.4%	+ 1.7%	89.6%	91.3%	+ 1.9%
New Listings	18	28	+ 55.6%	172	194	+ 12.8%

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

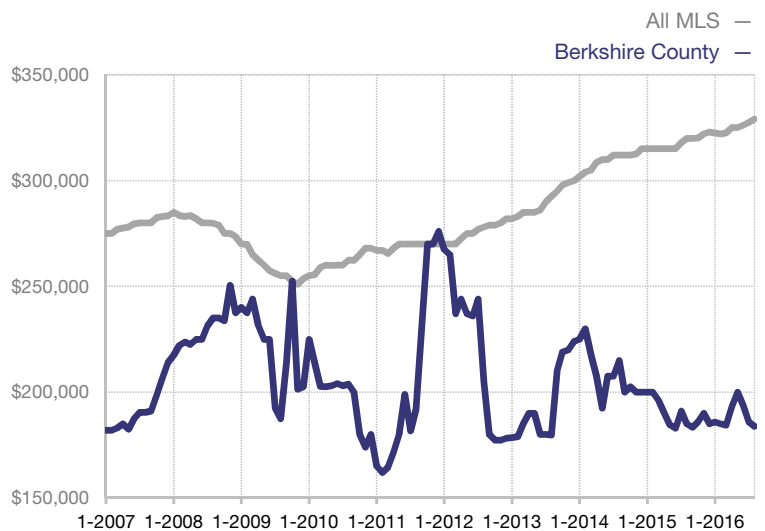
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Bristol County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	403	553	+ 37.2%	2,964	3,581	+ 20.8%
Closed Sales	472	464	- 1.7%	2,710	3,038	+ 12.1%
Median Sales Price*	\$278,200	\$298,335	+ 7.2%	\$269,000	\$283,000	+ 5.2%
Inventory of Homes for Sale	2,046	1,304	- 36.3%	--	--	--
Months Supply of Inventory	6.0	3.4	- 43.3%	--	--	--
Cumulative Days on Market Until Sale	93	88	- 5.4%	108	96	- 11.1%
Percent of Original List Price Received*	95.5%	96.4%	+ 0.9%	95.0%	96.1%	+ 1.2%
New Listings	590	572	- 3.1%	4,495	4,483	- 0.3%

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

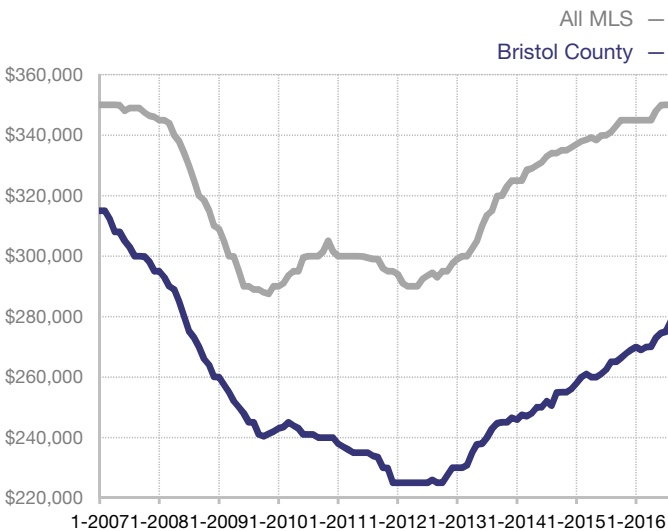
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	60	84	+ 40.0%	489	633	+ 29.4%
Closed Sales	62	97	+ 56.5%	444	590	+ 32.9%
Median Sales Price*	\$190,000	\$180,000	- 5.3%	\$185,000	\$188,000	+ 1.6%
Inventory of Homes for Sale	337	186	- 44.8%	--	--	--
Months Supply of Inventory	6.0	2.6	- 56.7%	--	--	--
Cumulative Days on Market Until Sale	100	83	- 17.0%	98	99	+ 1.0%
Percent of Original List Price Received*	95.7%	96.0%	+ 0.3%	95.2%	95.5%	+ 0.3%
New Listings	107	96	- 10.3%	760	772	+ 1.6%

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

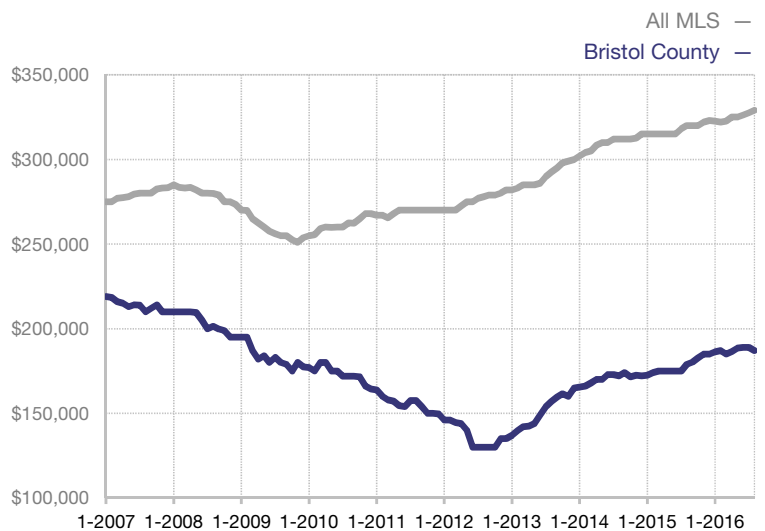
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dukes County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	25	19	- 24.0%	109	114	+ 4.6%
Closed Sales	11	11	0.0%	73	92	+ 26.0%
Median Sales Price*	\$670,000	\$1,025,000	+ 53.0%	\$719,000	\$799,500	+ 11.2%
Inventory of Homes for Sale	305	212	- 30.5%	--	--	--
Months Supply of Inventory	27.7	13.6	- 50.9%	--	--	--
Cumulative Days on Market Until Sale	166	96	- 42.2%	228	171	- 25.0%
Percent of Original List Price Received*	94.9%	90.8%	- 4.3%	90.8%	92.0%	+ 1.3%
New Listings	34	28	- 17.6%	344	251	- 27.0%

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

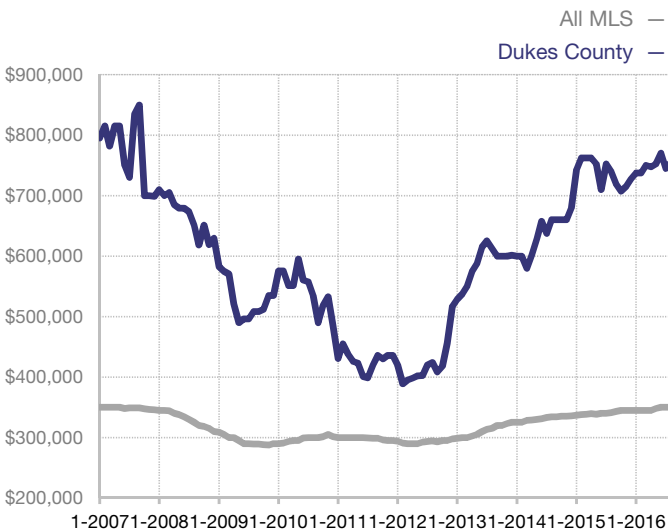
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	1	- 66.7%	7	5	- 28.6%
Closed Sales	0	1	--	5	5	0.0%
Median Sales Price*	\$0	\$352,000	--	\$58,000	\$262,500	+ 352.6%
Inventory of Homes for Sale	18	13	- 27.8%	--	--	--
Months Supply of Inventory	12.6	11.6	- 7.9%	--	--	--
Cumulative Days on Market Until Sale	0	14	--	236	64	- 72.9%
Percent of Original List Price Received*	0.0%	103.8%	--	78.6%	94.8%	+ 20.6%
New Listings	2	1	- 50.0%	22	17	- 22.7%

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

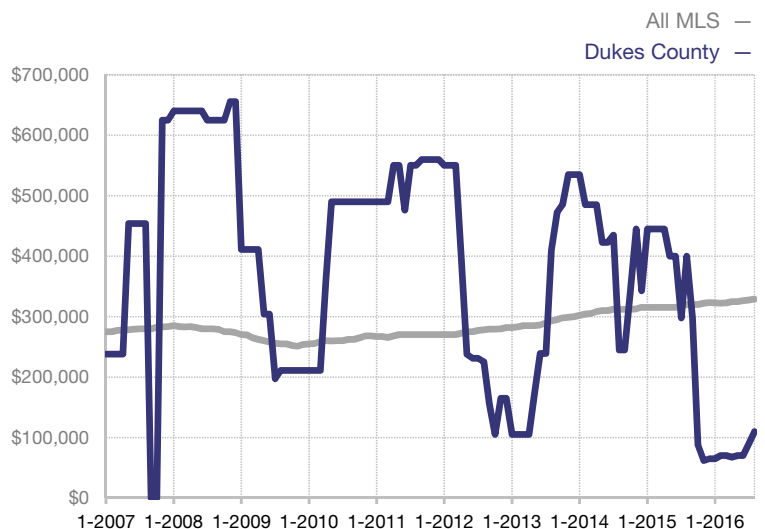
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Essex County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	547	658	+ 20.3%	4,415	4,655	+ 5.4%
Closed Sales	721	682	- 5.4%	3,930	4,098	+ 4.3%
Median Sales Price*	\$410,000	\$412,250	+ 0.5%	\$385,000	\$400,000	+ 3.9%
Inventory of Homes for Sale	2,095	1,411	- 32.6%	--	--	--
Months Supply of Inventory	4.3	2.7	- 37.2%	--	--	--
Cumulative Days on Market Until Sale	70	63	- 10.0%	87	82	- 5.7%
Percent of Original List Price Received*	97.0%	98.2%	+ 1.2%	96.4%	97.2%	+ 0.8%
New Listings	774	707	- 8.7%	6,219	5,945	- 4.4%

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

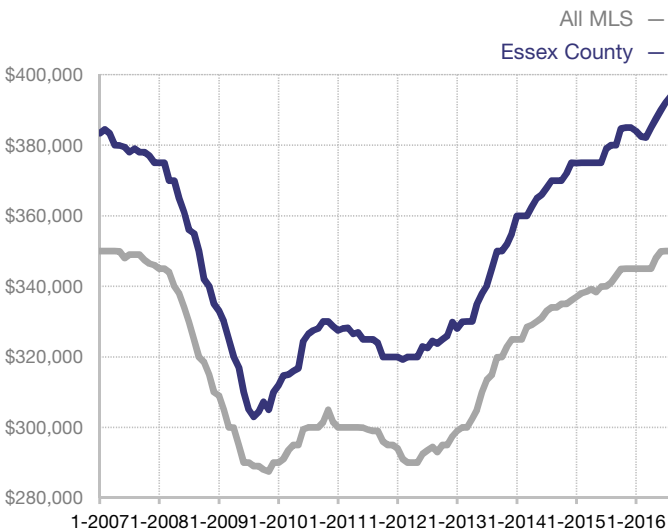
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	274	289	+ 5.5%	1,983	2,031	+ 2.4%
Closed Sales	290	269	- 7.2%	1,730	1,770	+ 2.3%
Median Sales Price*	\$245,000	\$252,000	+ 2.9%	\$247,500	\$255,000	+ 3.0%
Inventory of Homes for Sale	757	512	- 32.4%	--	--	--
Months Supply of Inventory	3.5	2.3	- 34.3%	--	--	--
Cumulative Days on Market Until Sale	71	64	- 9.9%	84	79	- 6.0%
Percent of Original List Price Received*	97.3%	98.2%	+ 0.9%	96.7%	97.4%	+ 0.7%
New Listings	308	325	+ 5.5%	2,588	2,427	- 6.2%

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

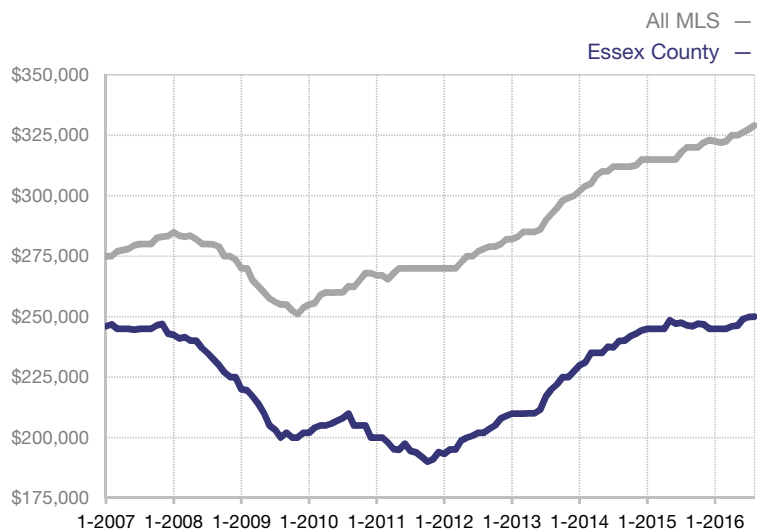
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	62	76	+ 22.6%	378	461	+ 22.0%
Closed Sales	74	66	- 10.8%	345	387	+ 12.2%
Median Sales Price*	\$206,750	\$203,500	- 1.6%	\$188,250	\$200,000	+ 6.2%
Inventory of Homes for Sale	467	362	- 22.5%	--	--	--
Months Supply of Inventory	10.7	7.3	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	123	106	- 13.8%	146	147	+ 0.7%
Percent of Original List Price Received*	94.1%	94.1%	0.0%	91.5%	92.4%	+ 1.0%
New Listings	105	97	- 7.6%	736	700	- 4.9%

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

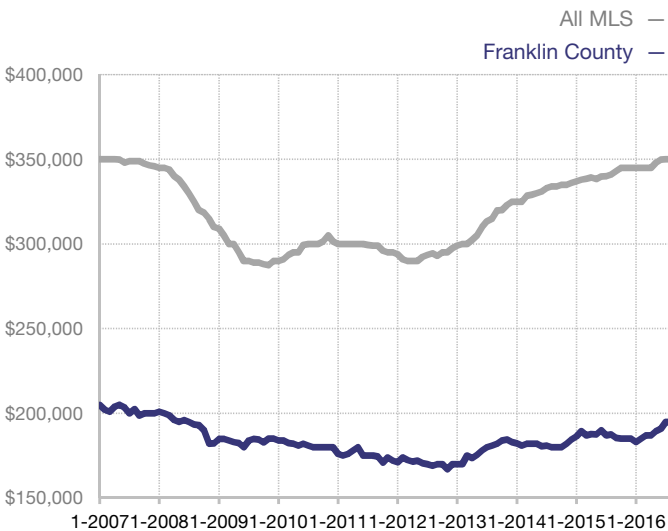
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	4	2	- 50.0%	33	37	+ 12.1%
Closed Sales	9	3	- 66.7%	33	33	0.0%
Median Sales Price*	\$174,000	\$155,000	- 10.9%	\$188,500	\$132,500	- 29.7%
Inventory of Homes for Sale	38	19	- 50.0%	--	--	--
Months Supply of Inventory	8.4	4.7	- 44.0%	--	--	--
Cumulative Days on Market Until Sale	153	44	- 71.2%	192	148	- 22.9%
Percent of Original List Price Received*	95.4%	102.8%	+ 7.8%	98.2%	93.8%	- 4.5%
New Listings	7	5	- 28.6%	53	41	- 22.6%

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

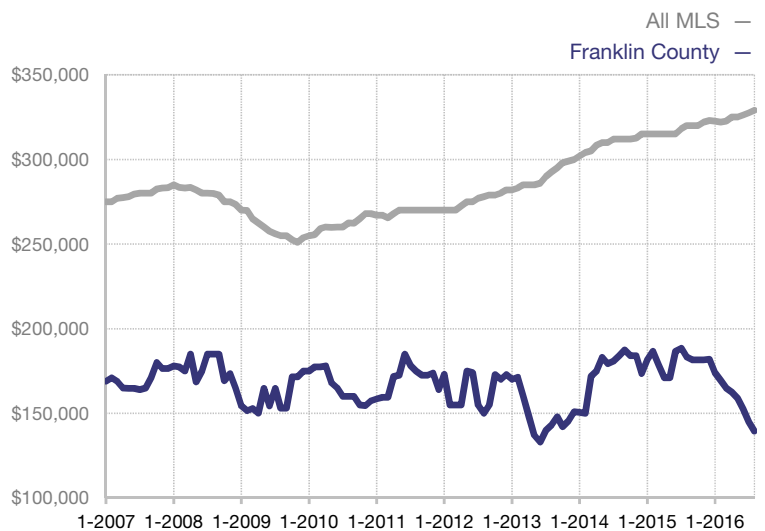
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	330	412	+ 24.8%	2,485	2,943	+ 18.4%
Closed Sales	365	393	+ 7.7%	2,221	2,611	+ 17.6%
Median Sales Price*	\$192,000	\$184,000	- 4.2%	\$180,250	\$178,000	- 1.2%
Inventory of Homes for Sale	1,931	1,308	- 32.3%	--	--	--
Months Supply of Inventory	6.9	4.1	- 40.6%	--	--	--
Cumulative Days on Market Until Sale	97	82	- 15.5%	115	106	- 7.8%
Percent of Original List Price Received*	95.1%	95.2%	+ 0.1%	94.0%	94.5%	+ 0.5%
New Listings	494	498	+ 0.8%	4,066	3,876	- 4.7%

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

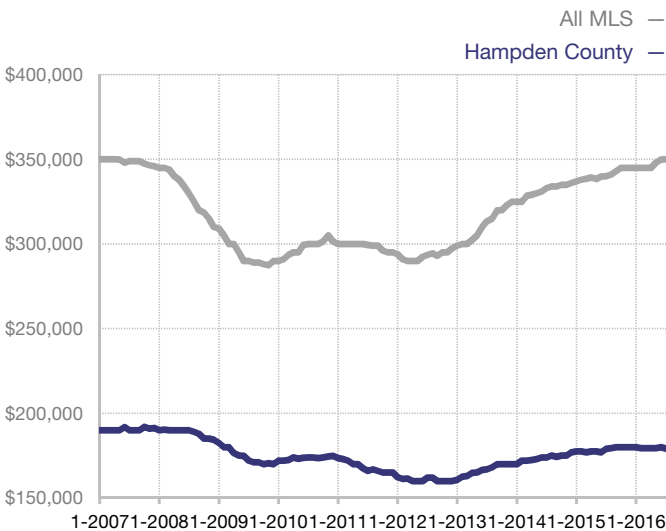
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	51	51	0.0%	378	374	- 1.1%
Closed Sales	52	56	+ 7.7%	336	348	+ 3.6%
Median Sales Price*	\$141,000	\$135,250	- 4.1%	\$137,600	\$131,000	- 4.8%
Inventory of Homes for Sale	264	208	- 21.2%	--	--	--
Months Supply of Inventory	6.5	4.9	- 24.6%	--	--	--
Cumulative Days on Market Until Sale	124	120	- 3.2%	141	119	- 15.6%
Percent of Original List Price Received*	94.5%	95.5%	+ 1.1%	93.4%	94.8%	+ 1.5%
New Listings	67	49	- 26.9%	530	496	- 6.4%

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

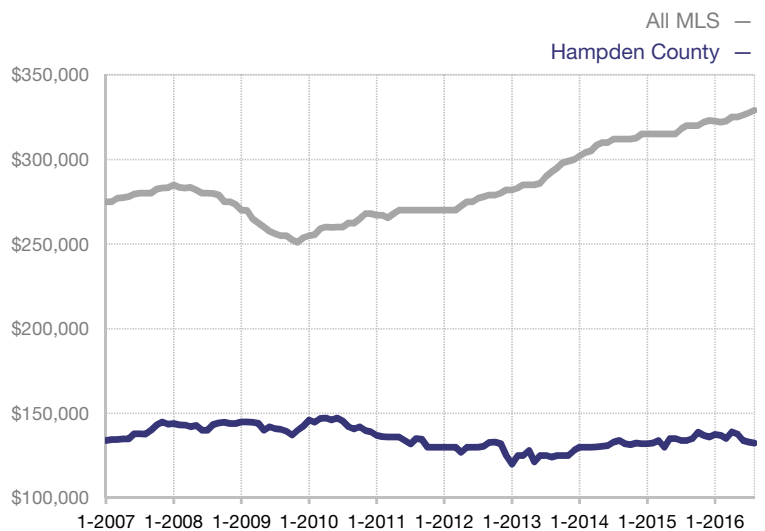
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	106	135	+ 27.4%	931	992	+ 6.6%
Closed Sales	146	174	+ 19.2%	813	883	+ 8.6%
Median Sales Price*	\$276,000	\$268,000	- 2.9%	\$260,000	\$265,000	+ 1.9%
Inventory of Homes for Sale	768	555	- 27.7%	--	--	--
Months Supply of Inventory	7.8	5.1	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	92	97	+ 5.4%	126	115	- 8.7%
Percent of Original List Price Received*	96.0%	94.7%	- 1.4%	94.1%	94.9%	+ 0.9%
New Listings	179	146	- 18.4%	1,502	1,387	- 7.7%

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

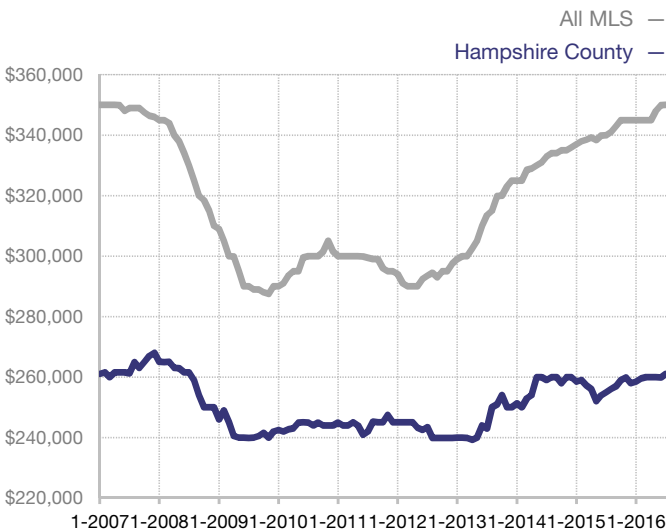
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	26	40	+ 53.8%	221	224	+ 1.4%
Closed Sales	37	30	- 18.9%	208	189	- 9.1%
Median Sales Price*	\$167,500	\$190,000	+ 13.4%	\$184,950	\$179,900	- 2.7%
Inventory of Homes for Sale	168	128	- 23.8%	--	--	--
Months Supply of Inventory	6.7	5.7	- 14.9%	--	--	--
Cumulative Days on Market Until Sale	135	92	- 31.9%	144	132	- 8.3%
Percent of Original List Price Received*	94.9%	97.5%	+ 2.7%	94.9%	97.2%	+ 2.4%
New Listings	27	35	+ 29.6%	311	272	- 12.5%

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

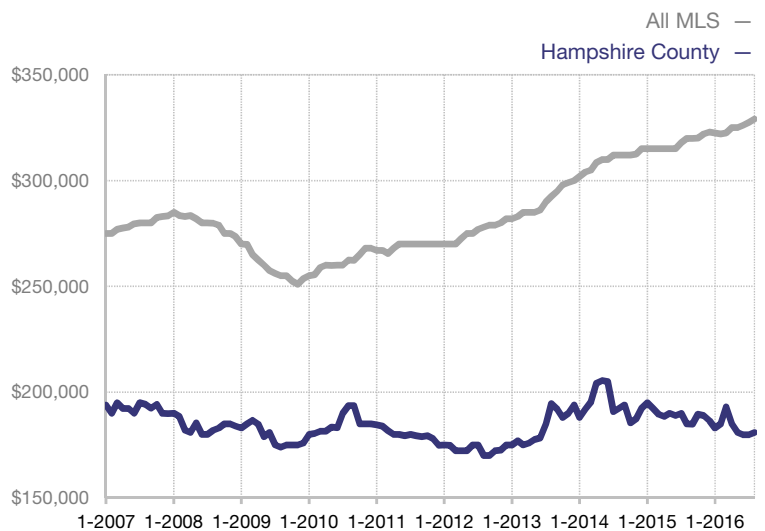
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Middlesex County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	911	1,012	+ 11.1%	7,874	8,452	+ 7.3%
Closed Sales	1,350	1,409	+ 4.4%	7,281	7,709	+ 5.9%
Median Sales Price*	\$495,000	\$522,000	+ 5.5%	\$485,000	\$500,000	+ 3.1%
Inventory of Homes for Sale	2,881	1,969	- 31.7%	--	--	--
Months Supply of Inventory	3.3	2.1	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	57	58	+ 1.8%	68	66	- 2.9%
Percent of Original List Price Received*	98.4%	99.1%	+ 0.7%	98.4%	98.8%	+ 0.4%
New Listings	1,098	1,034	- 5.8%	10,417	10,368	- 0.5%

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

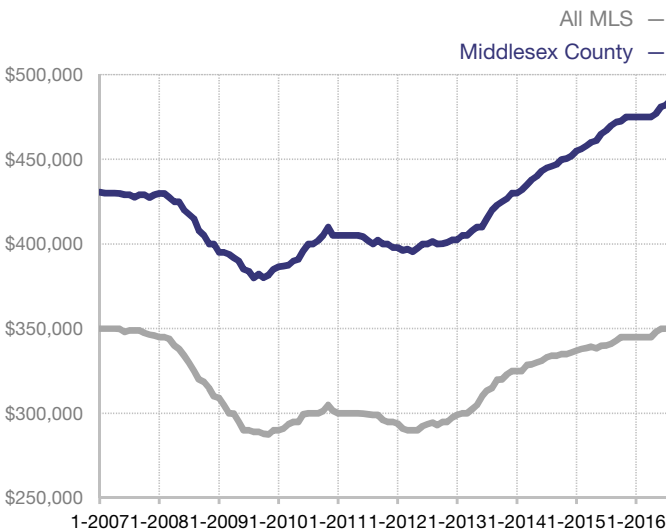
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	472	567	+ 20.1%	4,108	4,638	+ 12.9%
Closed Sales	646	706	+ 9.3%	3,704	4,240	+ 14.5%
Median Sales Price*	\$390,000	\$420,925	+ 7.9%	\$379,000	\$412,200	+ 8.8%
Inventory of Homes for Sale	1,008	624	- 38.1%	--	--	--
Months Supply of Inventory	2.2	1.2	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	49	42	- 14.3%	57	51	- 10.5%
Percent of Original List Price Received*	100.9%	100.9%	0.0%	100.5%	100.8%	+ 0.3%
New Listings	573	532	- 7.2%	5,046	5,248	+ 4.0%

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

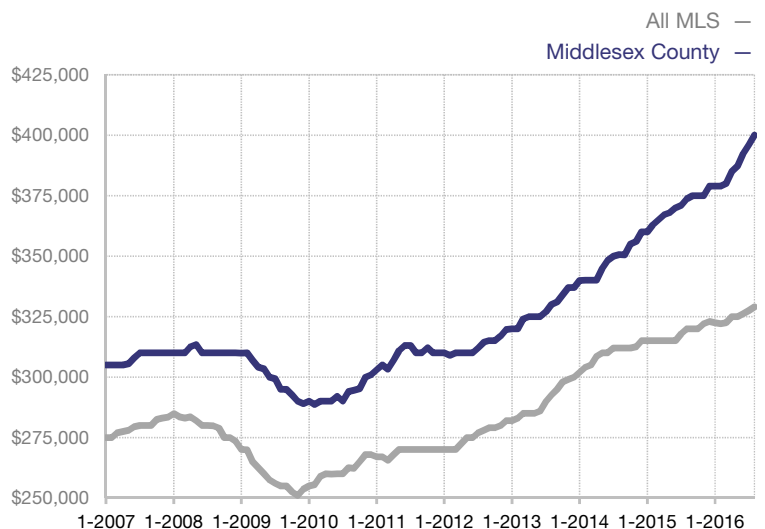
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Nantucket County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	6	4	- 33.3%	23	18	- 21.7%
Closed Sales	3	3	0.0%	17	17	0.0%
Median Sales Price*	\$2,500,017	\$923,650	- 63.1%	\$1,800,000	\$1,415,000	- 21.4%
Inventory of Homes for Sale	41	35	- 14.6%	--	--	--
Months Supply of Inventory	14.9	11.0	- 26.2%	--	--	--
Cumulative Days on Market Until Sale	291	234	- 19.6%	153	225	+ 47.1%
Percent of Original List Price Received*	92.7%	95.6%	+ 3.1%	95.3%	91.0%	- 4.5%
New Listings	3	2	- 33.3%	58	46	- 20.7%

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

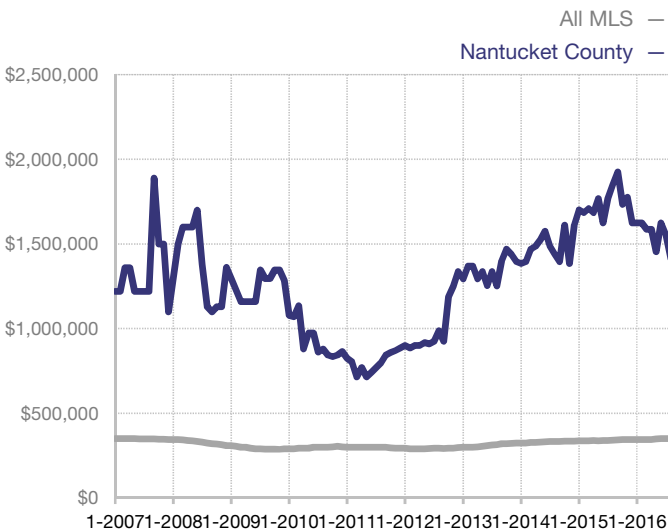
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	0	- 100.0%	7	1	- 85.7%
Closed Sales	0	0	--	6	1	- 83.3%
Median Sales Price*	\$0	\$0	--	\$400,500	\$418,500	+ 4.5%
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	2.3	0.6	- 73.9%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	34	48	+ 41.2%
Percent of Original List Price Received*	0.0%	0.0%	--	96.4%	99.6%	+ 3.3%
New Listings	0	0	--	11	4	- 63.6%

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

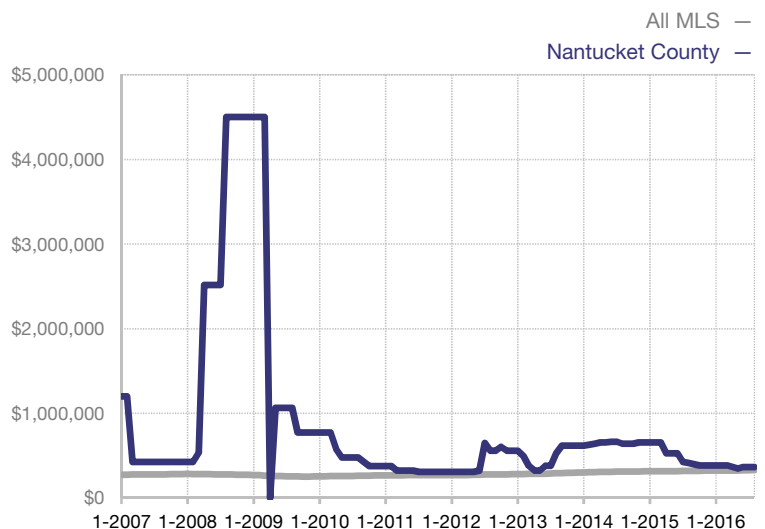
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	516	578	+ 12.0%	4,383	4,636	+ 5.8%
Closed Sales	716	742	+ 3.6%	4,008	4,237	+ 5.7%
Median Sales Price*	\$455,500	\$472,725	+ 3.8%	\$441,750	\$465,000	+ 5.3%
Inventory of Homes for Sale	1,842	1,337	- 27.4%	--	--	--
Months Supply of Inventory	3.8	2.6	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	61	68	+ 11.5%	74	74	0.0%
Percent of Original List Price Received*	97.9%	97.5%	- 0.4%	97.3%	97.5%	+ 0.2%
New Listings	653	619	- 5.2%	5,977	5,971	- 0.1%

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

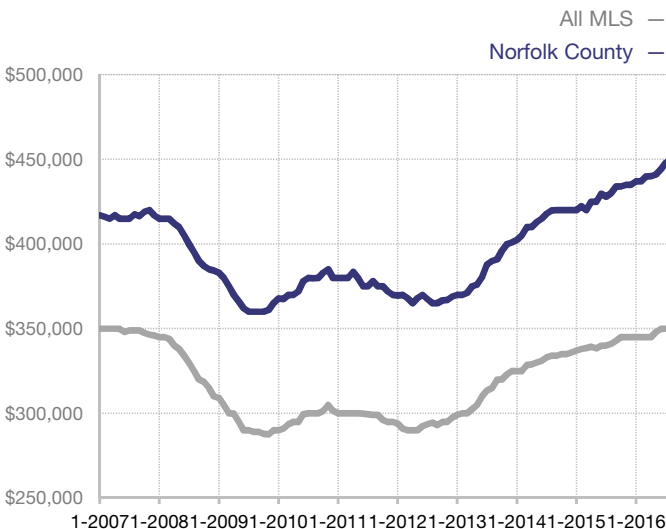
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	199	184	- 7.5%	1,720	1,739	+ 1.1%
Closed Sales	267	244	- 8.6%	1,579	1,521	- 3.7%
Median Sales Price*	\$340,000	\$335,000	- 1.5%	\$337,000	\$327,000	- 3.0%
Inventory of Homes for Sale	484	330	- 31.8%	--	--	--
Months Supply of Inventory	2.5	1.7	- 32.0%	--	--	--
Cumulative Days on Market Until Sale	50	58	+ 16.0%	59	62	+ 5.1%
Percent of Original List Price Received*	99.0%	99.4%	+ 0.4%	99.0%	99.1%	+ 0.1%
New Listings	219	219	0.0%	2,109	2,052	- 2.7%

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

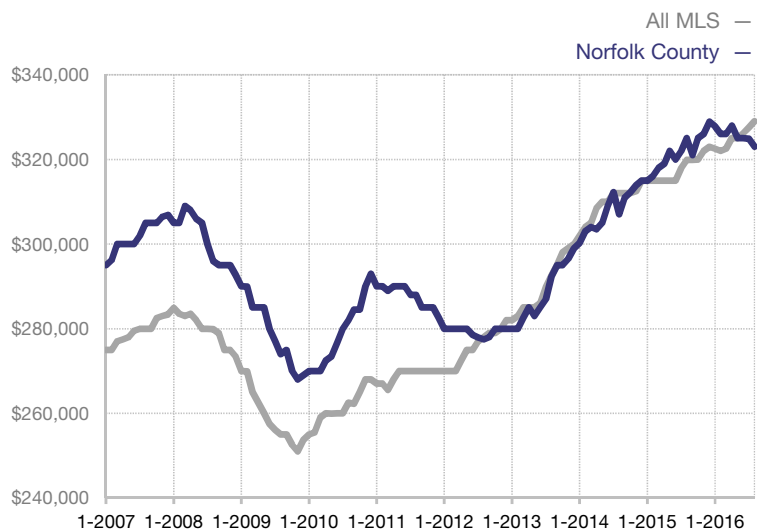
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Plymouth County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	553	649	+ 17.4%	3,995	4,682	+ 17.2%
Closed Sales	651	667	+ 2.5%	3,547	4,063	+ 14.5%
Median Sales Price*	\$330,000	\$350,000	+ 6.1%	\$324,900	\$337,500	+ 3.9%
Inventory of Homes for Sale	2,600	1,801	- 30.7%	--	--	--
Months Supply of Inventory	5.9	3.5	- 40.7%	--	--	--
Cumulative Days on Market Until Sale	89	66	- 25.8%	106	94	- 11.3%
Percent of Original List Price Received*	95.5%	97.5%	+ 2.1%	95.5%	96.3%	+ 0.8%
New Listings	774	702	- 9.3%	6,117	6,213	+ 1.6%

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

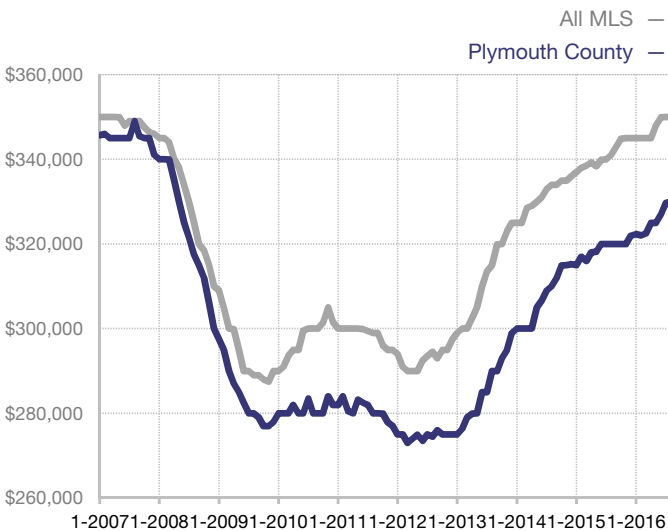
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	99	115	+ 16.2%	740	786	+ 6.2%
Closed Sales	80	119	+ 48.8%	628	715	+ 13.9%
Median Sales Price*	\$257,450	\$255,000	- 1.0%	\$242,500	\$250,000	+ 3.1%
Inventory of Homes for Sale	365	277	- 24.1%	--	--	--
Months Supply of Inventory	4.6	3.1	- 32.6%	--	--	--
Cumulative Days on Market Until Sale	101	87	- 13.9%	121	97	- 19.8%
Percent of Original List Price Received*	97.7%	97.1%	- 0.6%	96.4%	97.1%	+ 0.7%
New Listings	109	124	+ 13.8%	994	994	0.0%

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

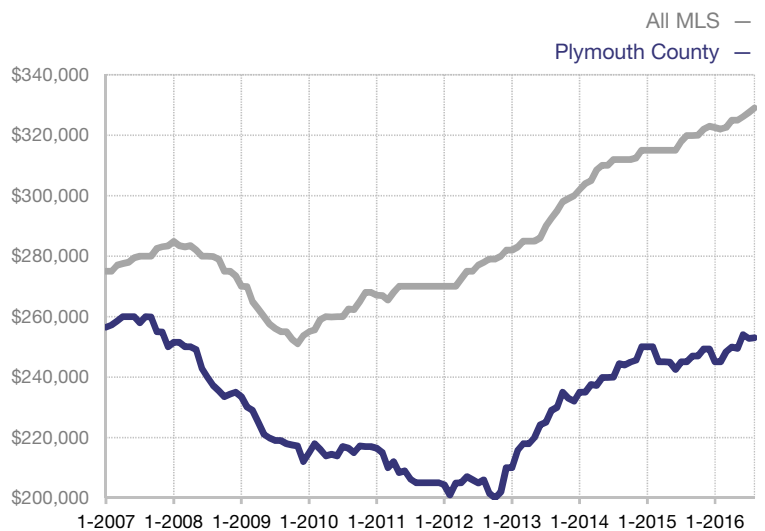
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Suffolk County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	134	123	- 8.2%	921	1,021	+ 10.9%
Closed Sales	149	141	- 5.4%	835	900	+ 7.8%
Median Sales Price*	\$449,900	\$510,000	+ 13.4%	\$429,900	\$470,000	+ 9.3%
Inventory of Homes for Sale	318	181	- 43.1%	--	--	--
Months Supply of Inventory	3.1	1.6	- 48.4%	--	--	--
Cumulative Days on Market Until Sale	48	50	+ 4.2%	58	55	- 5.2%
Percent of Original List Price Received*	98.7%	97.9%	- 0.8%	98.5%	98.8%	+ 0.3%
New Listings	135	120	- 11.1%	1,237	1,246	+ 0.7%

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

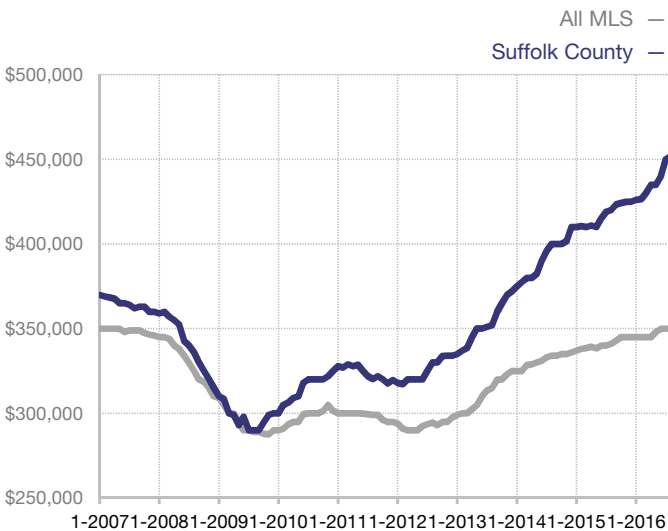
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	337	393	+ 16.6%	3,495	3,507	+ 0.3%
Closed Sales	549	467	- 14.9%	3,224	3,160	- 2.0%
Median Sales Price*	\$505,000	\$550,000	+ 8.9%	\$492,000	\$535,000	+ 8.7%
Inventory of Homes for Sale	777	603	- 22.4%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	47	41	- 12.8%	48	49	+ 2.1%
Percent of Original List Price Received*	99.8%	100.3%	+ 0.5%	100.0%	100.1%	+ 0.1%
New Listings	380	406	+ 6.8%	4,282	4,237	- 1.1%

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

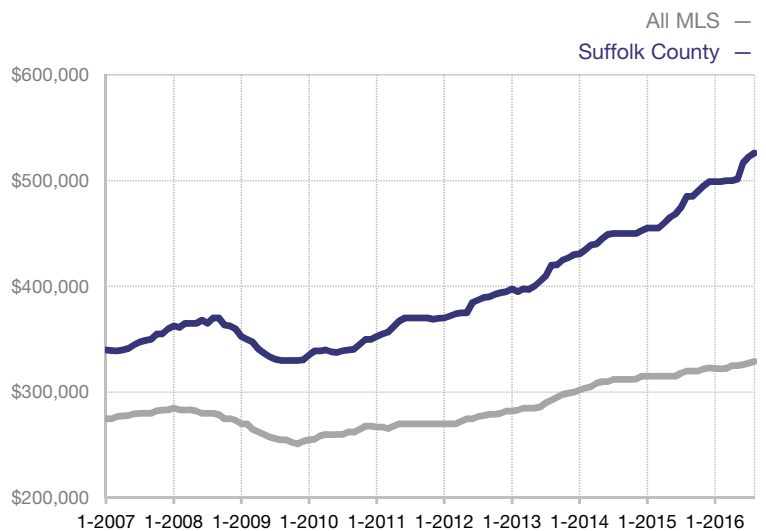
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Worcester County

Single-Family Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	687	904	+ 31.6%	5,320	6,323	+ 18.9%
Closed Sales	848	920	+ 8.5%	4,772	5,456	+ 14.3%
Median Sales Price*	\$261,000	\$267,900	+ 2.6%	\$248,750	\$255,000	+ 2.5%
Inventory of Homes for Sale	3,697	2,277	- 38.4%	--	--	--
Months Supply of Inventory	6.3	3.4	- 46.0%	--	--	--
Cumulative Days on Market Until Sale	95	78	- 17.9%	110	99	- 10.0%
Percent of Original List Price Received*	95.5%	97.5%	+ 2.1%	95.1%	96.1%	+ 1.1%
New Listings	1,018	985	- 3.2%	8,293	8,054	- 2.9%

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

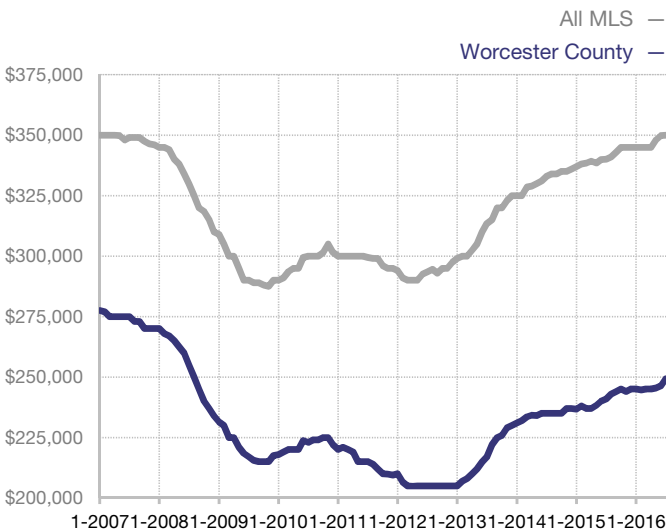
Condominium Properties

Key Metrics	August			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	157	185	+ 17.8%	1,132	1,295	+ 14.4%
Closed Sales	156	183	+ 17.3%	990	1,129	+ 14.0%
Median Sales Price*	\$204,950	\$205,000	+ 0.0%	\$195,945	\$195,000	- 0.5%
Inventory of Homes for Sale	598	404	- 32.4%	--	--	--
Months Supply of Inventory	4.9	2.9	- 40.8%	--	--	--
Cumulative Days on Market Until Sale	92	91	- 1.1%	100	94	- 6.0%
Percent of Original List Price Received*	96.3%	97.0%	+ 0.7%	95.8%	96.7%	+ 0.9%
New Listings	200	184	- 8.0%	1,587	1,592	+ 0.3%

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

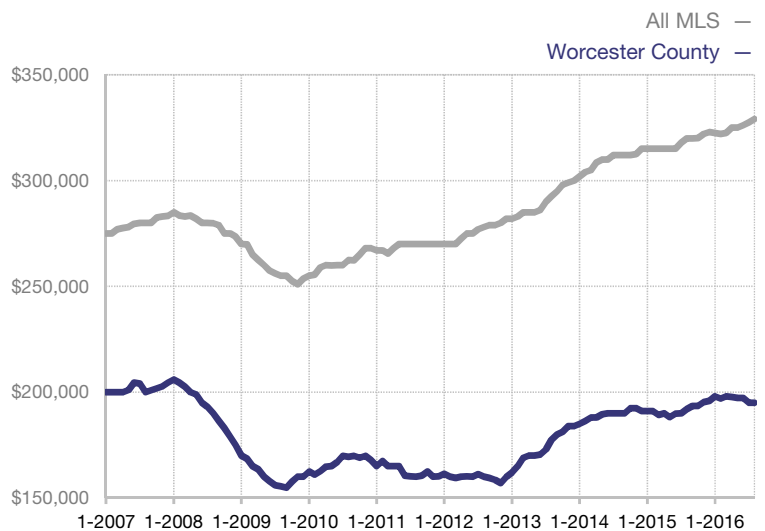
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

