

Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	300	330	+ 10.0%	300	330	+ 10.0%
Closed Sales	271	321	+ 18.5%	271	321	+ 18.5%
Median Sales Price*	\$348,000	\$368,000	+ 5.7%	\$348,000	\$368,000	+ 5.7%
Inventory of Homes for Sale	3,154	2,215	- 29.8%	--	--	--
Months Supply of Inventory	8.1	4.9	- 39.5%	--	--	--
Cumulative Days on Market Until Sale	190	128	- 32.6%	190	128	- 32.6%
Percent of Original List Price Received*	90.1%	92.8%	+ 3.0%	90.1%	92.8%	+ 3.0%
New Listings	465	417	- 10.3%	465	417	- 10.3%

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

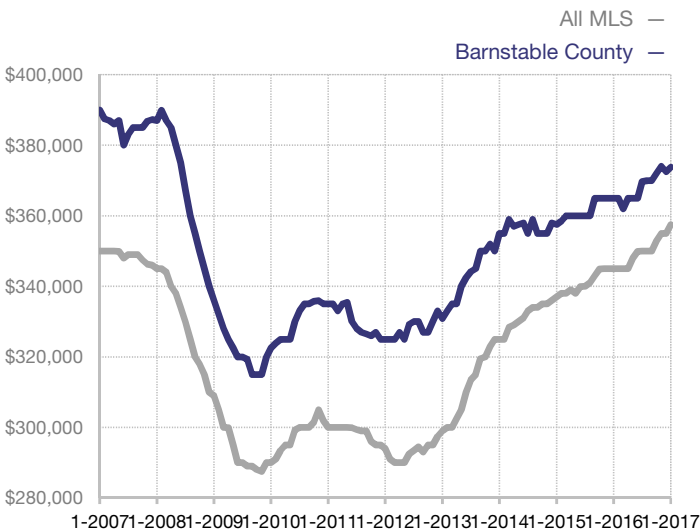
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	66	73	+ 10.6%	66	73	+ 10.6%
Closed Sales	77	65	- 15.6%	77	65	- 15.6%
Median Sales Price*	\$267,000	\$251,500	- 5.8%	\$267,000	\$251,500	- 5.8%
Inventory of Homes for Sale	734	523	- 28.7%	--	--	--
Months Supply of Inventory	7.2	5.3	- 26.4%	--	--	--
Cumulative Days on Market Until Sale	148	175	+ 18.2%	148	175	+ 18.2%
Percent of Original List Price Received*	92.9%	94.2%	+ 1.4%	92.9%	94.2%	+ 1.4%
New Listings	118	95	- 19.5%	118	95	- 19.5%

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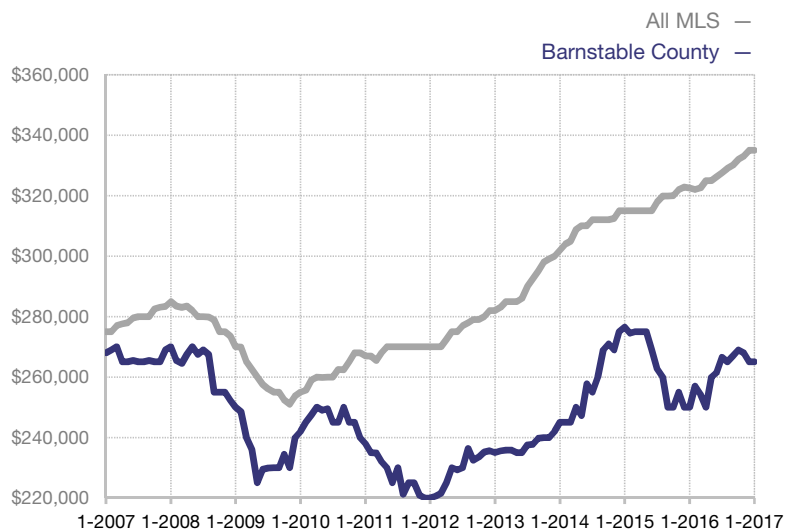
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2017

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Berkshire County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	61	83	+ 36.1%	61	83	+ 36.1%
Closed Sales	75	80	+ 6.7%	75	80	+ 6.7%
Median Sales Price*	\$182,125	\$187,000	+ 2.7%	\$182,125	\$187,000	+ 2.7%
Inventory of Homes for Sale	1,172	833	- 28.9%	--	--	--
Months Supply of Inventory	11.2	7.2	- 35.7%	--	--	--
Cumulative Days on Market Until Sale	183	131	- 28.4%	183	131	- 28.4%
Percent of Original List Price Received*	87.1%	87.8%	+ 0.8%	87.1%	87.8%	+ 0.8%
New Listings	148	122	- 17.6%	148	122	- 17.6%

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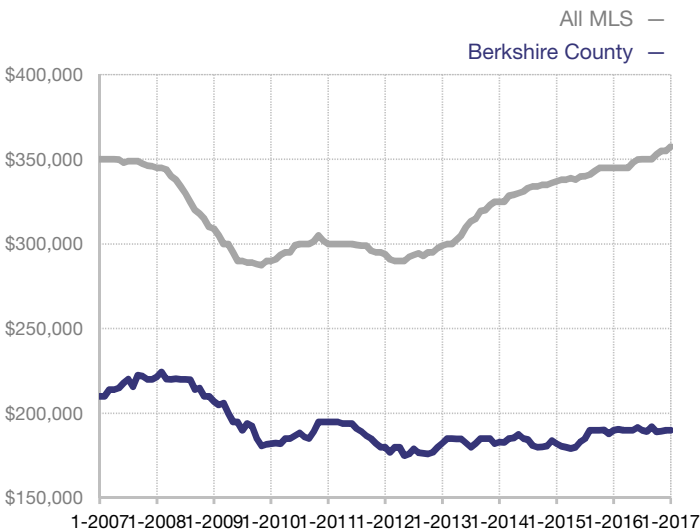
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	4	0.0%	4	4	0.0%
Closed Sales	2	3	+ 50.0%	2	3	+ 50.0%
Median Sales Price*	\$247,500	\$289,000	+ 16.8%	\$247,500	\$289,000	+ 16.8%
Inventory of Homes for Sale	136	148	+ 8.8%	--	--	--
Months Supply of Inventory	11.8	16.3	+ 38.1%	--	--	--
Cumulative Days on Market Until Sale	55	225	+ 309.1%	55	225	+ 309.1%
Percent of Original List Price Received*	87.4%	98.8%	+ 13.0%	87.4%	98.8%	+ 13.0%
New Listings	12	8	- 33.3%	12	8	- 33.3%

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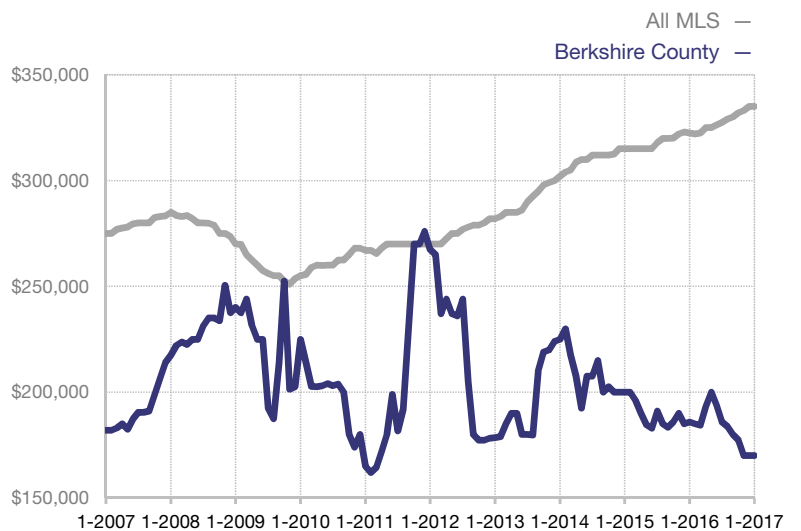
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2017

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Bristol County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	303	303	0.0%	303	303	0.0%
Closed Sales	249	275	+ 10.4%	249	275	+ 10.4%
Median Sales Price*	\$267,000	\$278,000	+ 4.1%	\$267,000	\$278,000	+ 4.1%
Inventory of Homes for Sale	1,526	972	- 36.3%	--	--	--
Months Supply of Inventory	4.3	2.4	- 44.2%	--	--	--
Cumulative Days on Market Until Sale	106	75	- 29.2%	106	75	- 29.2%
Percent of Original List Price Received*	93.6%	96.1%	+ 2.7%	93.6%	96.1%	+ 2.7%
New Listings	396	384	- 3.0%	396	384	- 3.0%

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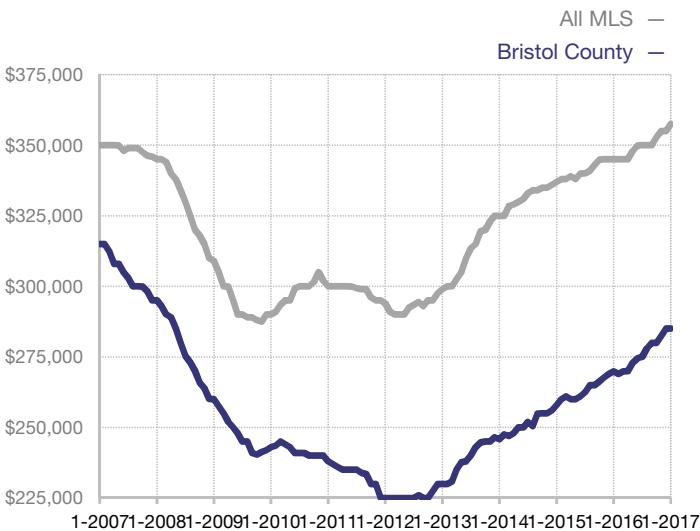
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	49	70	+ 42.9%	49	70	+ 42.9%
Closed Sales	55	38	- 30.9%	55	38	- 30.9%
Median Sales Price*	\$182,000	\$215,000	+ 18.1%	\$182,000	\$215,000	+ 18.1%
Inventory of Homes for Sale	256	135	- 47.3%	--	--	--
Months Supply of Inventory	4.2	1.9	- 54.8%	--	--	--
Cumulative Days on Market Until Sale	108	73	- 32.4%	108	73	- 32.4%
Percent of Original List Price Received*	95.9%	97.5%	+ 1.7%	95.9%	97.5%	+ 1.7%
New Listings	81	70	- 13.6%	81	70	- 13.6%

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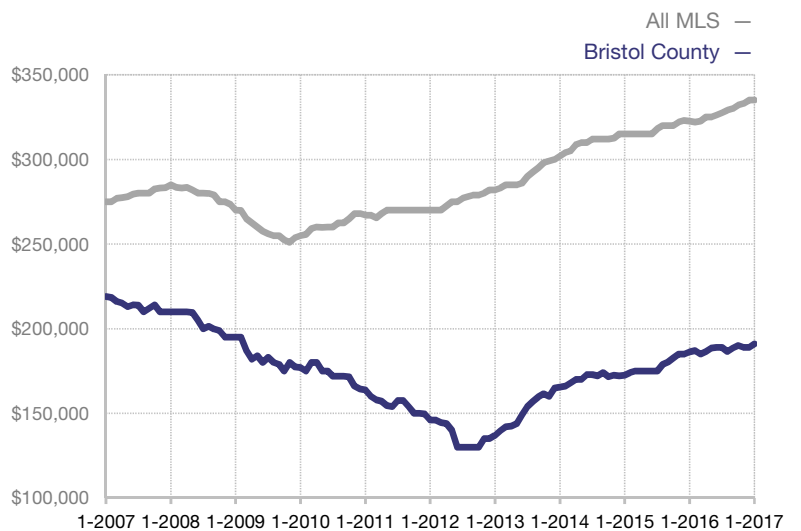
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2017

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Dukes County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	13	+ 18.2%	11	13	+ 18.2%
Closed Sales	19	12	- 36.8%	19	12	- 36.8%
Median Sales Price*	\$1,395,000	\$698,750	- 49.9%	\$1,395,000	\$698,750	- 49.9%
Inventory of Homes for Sale	183	143	- 21.9%	--	--	--
Months Supply of Inventory	12.0	10.7	- 10.8%	--	--	--
Cumulative Days on Market Until Sale	222	233	+ 5.0%	222	233	+ 5.0%
Percent of Original List Price Received*	87.3%	87.6%	+ 0.3%	87.3%	87.6%	+ 0.3%
New Listings	36	28	- 22.2%	36	28	- 22.2%

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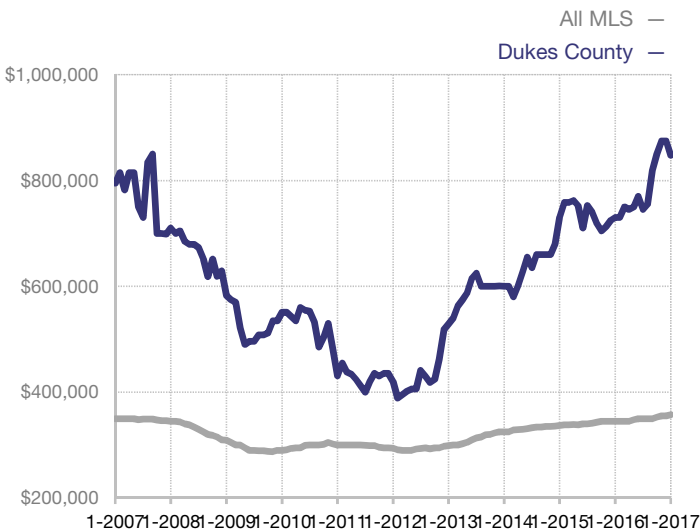
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	1	--	0	1	--
Closed Sales	1	1	0.0%	1	1	0.0%
Median Sales Price*	\$262,500	\$555,000	+ 111.4%	\$262,500	\$555,000	+ 111.4%
Inventory of Homes for Sale	4	14	+ 250.0%	--	--	--
Months Supply of Inventory	3.6	8.9	+ 147.2%	--	--	--
Cumulative Days on Market Until Sale	33	35	+ 6.1%	33	35	+ 6.1%
Percent of Original List Price Received*	97.6%	94.2%	- 3.5%	97.6%	94.2%	- 3.5%
New Listings	1	1	0.0%	1	1	0.0%

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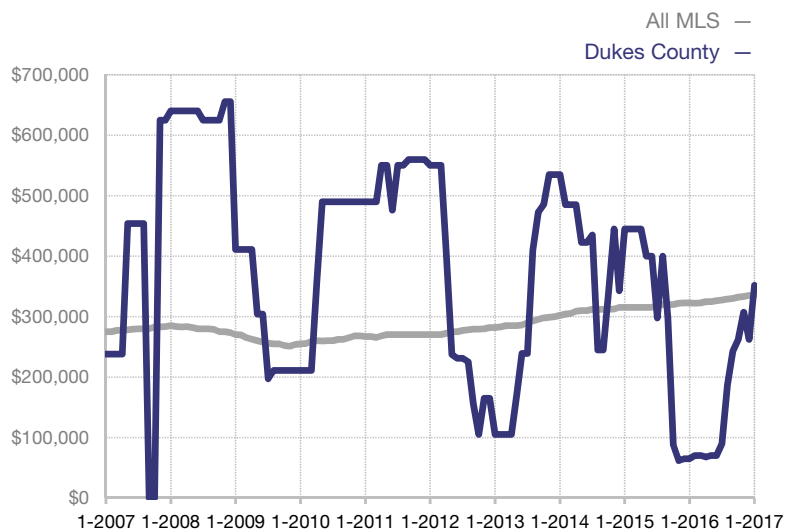
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2017

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Essex County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	349	364	+ 4.3%	349	364	+ 4.3%
Closed Sales	384	411	+ 7.0%	384	411	+ 7.0%
Median Sales Price*	\$365,000	\$402,500	+ 10.3%	\$365,000	\$402,500	+ 10.3%
Inventory of Homes for Sale	1,211	815	- 32.7%	--	--	--
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--
Cumulative Days on Market Until Sale	104	66	- 36.5%	104	66	- 36.5%
Percent of Original List Price Received*	94.5%	95.9%	+ 1.5%	94.5%	95.9%	+ 1.5%
New Listings	419	400	- 4.5%	419	400	- 4.5%

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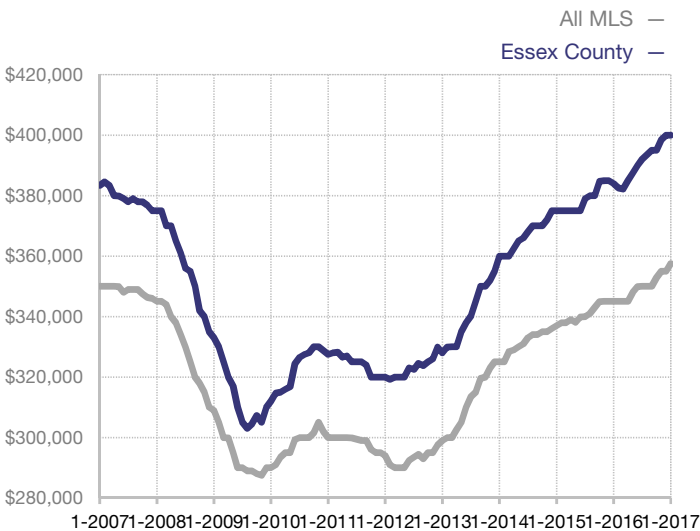
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	145	212	+ 46.2%	145	212	+ 46.2%
Closed Sales	166	195	+ 17.5%	166	195	+ 17.5%
Median Sales Price*	\$255,950	\$296,000	+ 15.6%	\$255,950	\$296,000	+ 15.6%
Inventory of Homes for Sale	534	373	- 30.1%	--	--	--
Months Supply of Inventory	2.4	1.6	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	97	70	- 27.8%	97	70	- 27.8%
Percent of Original List Price Received*	95.0%	96.8%	+ 1.9%	95.0%	96.8%	+ 1.9%
New Listings	171	258	+ 50.9%	171	258	+ 50.9%

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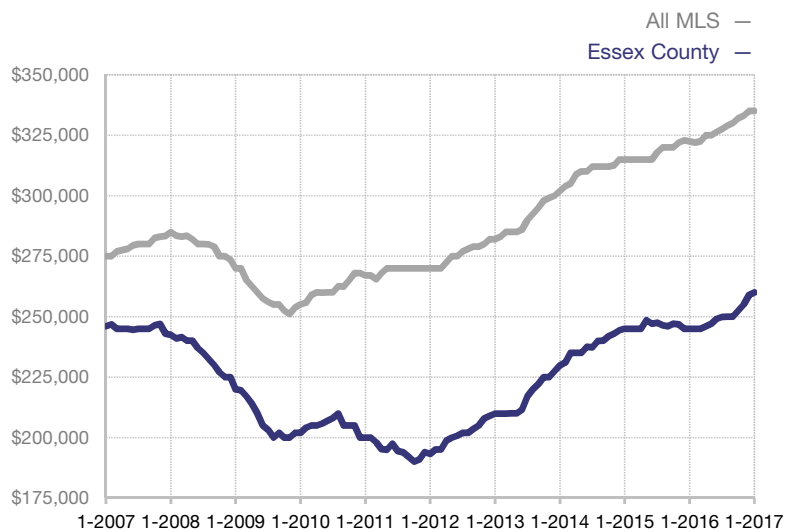
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Franklin County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	31	37	+ 19.4%	31	37	+ 19.4%
Closed Sales	35	36	+ 2.9%	35	36	+ 2.9%
Median Sales Price*	\$174,000	\$188,250	+ 8.2%	\$174,000	\$188,250	+ 8.2%
Inventory of Homes for Sale	303	234	- 22.8%	--	--	--
Months Supply of Inventory	6.6	4.5	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	135	128	- 5.2%	135	128	- 5.2%
Percent of Original List Price Received*	92.7%	90.1%	- 2.8%	92.7%	90.1%	- 2.8%
New Listings	37	49	+ 32.4%	37	49	+ 32.4%

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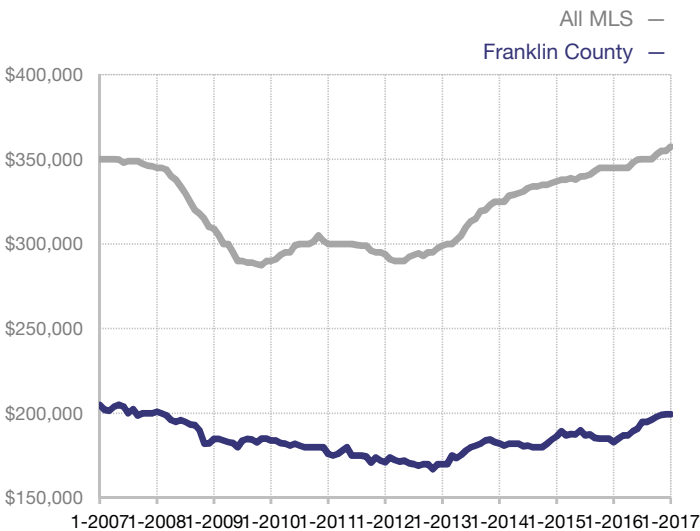
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	5	2	- 60.0%	5	2	- 60.0%
Closed Sales	3	4	+ 33.3%	3	4	+ 33.3%
Median Sales Price*	\$77,000	\$227,500	+ 195.5%	\$77,000	\$227,500	+ 195.5%
Inventory of Homes for Sale	26	16	- 38.5%	--	--	--
Months Supply of Inventory	5.8	3.6	- 37.9%	--	--	--
Cumulative Days on Market Until Sale	79	337	+ 326.6%	79	337	+ 326.6%
Percent of Original List Price Received*	89.0%	85.9%	- 3.5%	89.0%	85.9%	- 3.5%
New Listings	2	1	- 50.0%	2	1	- 50.0%

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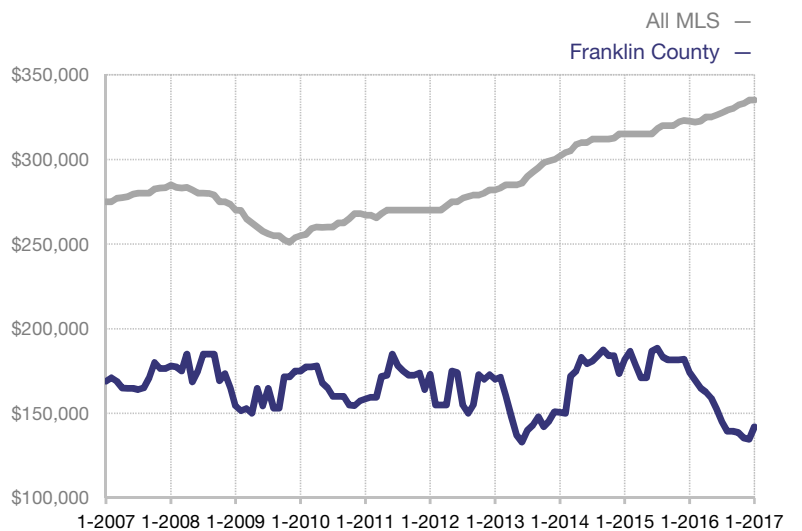
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2017

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Hampden County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	259	296	+ 14.3%	259	296	+ 14.3%
Closed Sales	246	218	- 11.4%	246	218	- 11.4%
Median Sales Price*	\$169,000	\$170,000	+ 0.6%	\$169,000	\$170,000	+ 0.6%
Inventory of Homes for Sale	1,347	894	- 33.6%	--	--	--
Months Supply of Inventory	4.6	2.7	- 41.3%	--	--	--
Cumulative Days on Market Until Sale	136	88	- 35.3%	136	88	- 35.3%
Percent of Original List Price Received*	92.1%	94.5%	+ 2.6%	92.1%	94.5%	+ 2.6%
New Listings	330	341	+ 3.3%	330	341	+ 3.3%

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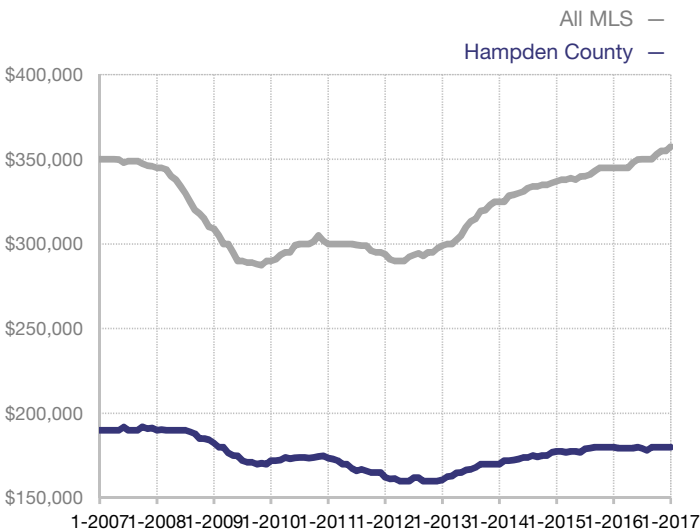
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	35	43	+ 22.9%	35	43	+ 22.9%
Closed Sales	23	33	+ 43.5%	23	33	+ 43.5%
Median Sales Price*	\$192,500	\$134,800	- 30.0%	\$192,500	\$134,800	- 30.0%
Inventory of Homes for Sale	228	151	- 33.8%	--	--	--
Months Supply of Inventory	5.7	3.4	- 40.4%	--	--	--
Cumulative Days on Market Until Sale	92	141	+ 53.3%	92	141	+ 53.3%
Percent of Original List Price Received*	95.8%	92.7%	- 3.2%	95.8%	92.7%	- 3.2%
New Listings	62	52	- 16.1%	62	52	- 16.1%

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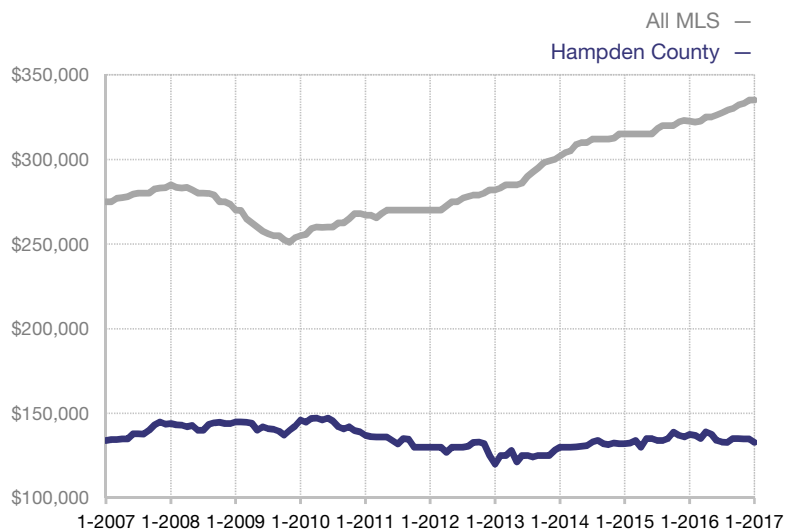
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Hampshire County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	78	76	- 2.6%	78	76	- 2.6%
Closed Sales	63	89	+ 41.3%	63	89	+ 41.3%
Median Sales Price*	\$246,670	\$242,000	- 1.9%	\$246,670	\$242,000	- 1.9%
Inventory of Homes for Sale	499	336	- 32.7%	--	--	--
Months Supply of Inventory	4.8	3.0	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	152	95	- 37.5%	152	95	- 37.5%
Percent of Original List Price Received*	90.3%	93.0%	+ 3.0%	90.3%	93.0%	+ 3.0%
New Listings	81	102	+ 25.9%	81	102	+ 25.9%

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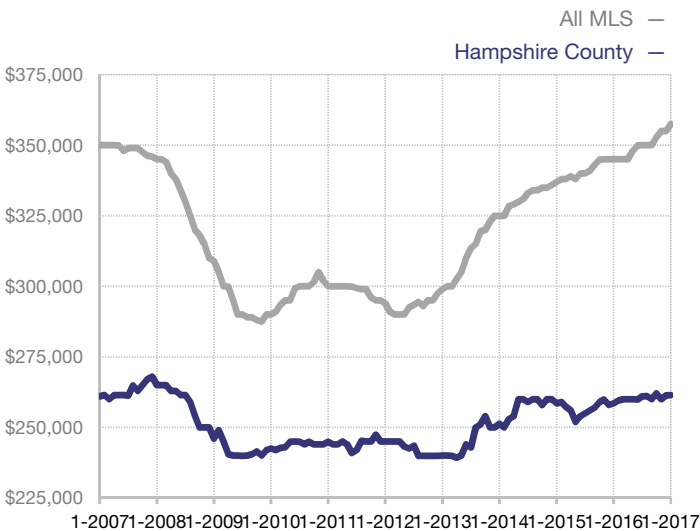
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	17	16	- 5.9%	17	16	- 5.9%
Closed Sales	15	25	+ 66.7%	15	25	+ 66.7%
Median Sales Price*	\$166,500	\$204,900	+ 23.1%	\$166,500	\$204,900	+ 23.1%
Inventory of Homes for Sale	138	79	- 42.8%	--	--	--
Months Supply of Inventory	5.6	3.1	- 44.6%	--	--	--
Cumulative Days on Market Until Sale	132	97	- 26.5%	132	97	- 26.5%
Percent of Original List Price Received*	93.5%	97.1%	+ 3.9%	93.5%	97.1%	+ 3.9%
New Listings	13	18	+ 38.5%	13	18	+ 38.5%

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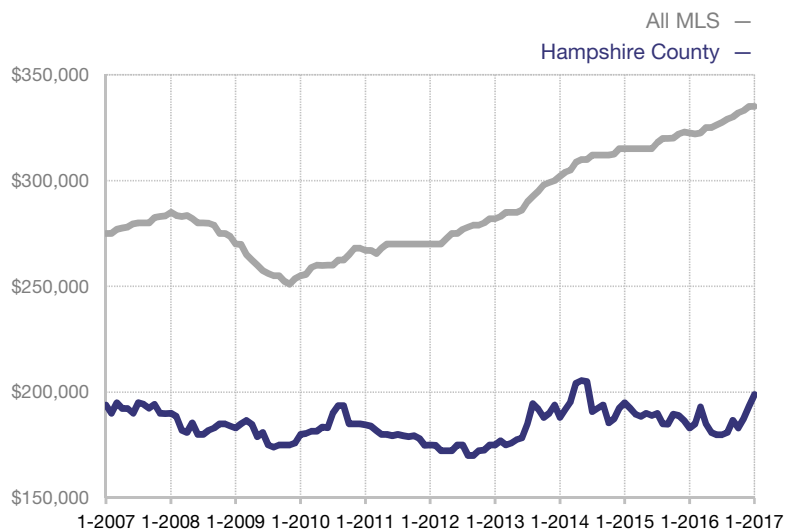
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Local Market Update – January 2017

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Middlesex County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	570	650	+ 14.0%	570	650	+ 14.0%
Closed Sales	654	605	- 7.5%	654	605	- 7.5%
Median Sales Price*	\$435,000	\$475,000	+ 9.2%	\$435,000	\$475,000	+ 9.2%
Inventory of Homes for Sale	1,884	1,139	- 39.5%	--	--	--
Months Supply of Inventory	2.0	1.2	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	83	68	- 18.1%	83	68	- 18.1%
Percent of Original List Price Received*	95.8%	97.1%	+ 1.4%	95.8%	97.1%	+ 1.4%
New Listings	740	708	- 4.3%	740	708	- 4.3%

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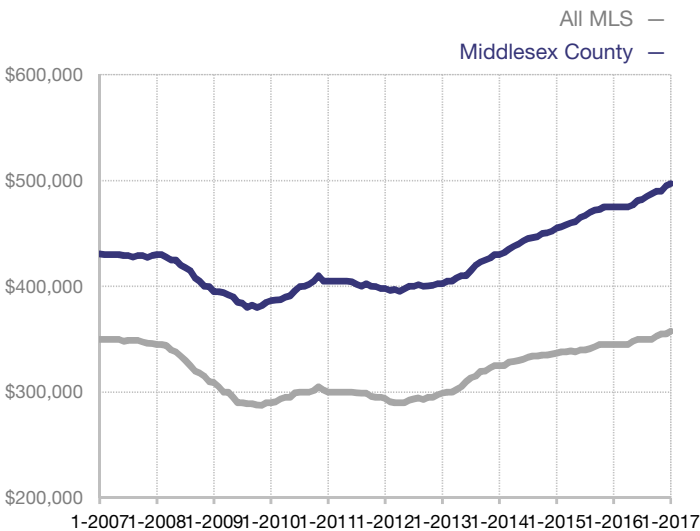
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	387	376	- 2.8%	387	376	- 2.8%
Closed Sales	349	348	- 0.3%	349	348	- 0.3%
Median Sales Price*	\$367,000	\$385,000	+ 4.9%	\$367,000	\$385,000	+ 4.9%
Inventory of Homes for Sale	720	473	- 34.3%	--	--	--
Months Supply of Inventory	1.5	0.9	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	68	50	- 26.5%	68	50	- 26.5%
Percent of Original List Price Received*	97.9%	98.9%	+ 1.0%	97.9%	98.9%	+ 1.0%
New Listings	433	451	+ 4.2%	433	451	+ 4.2%

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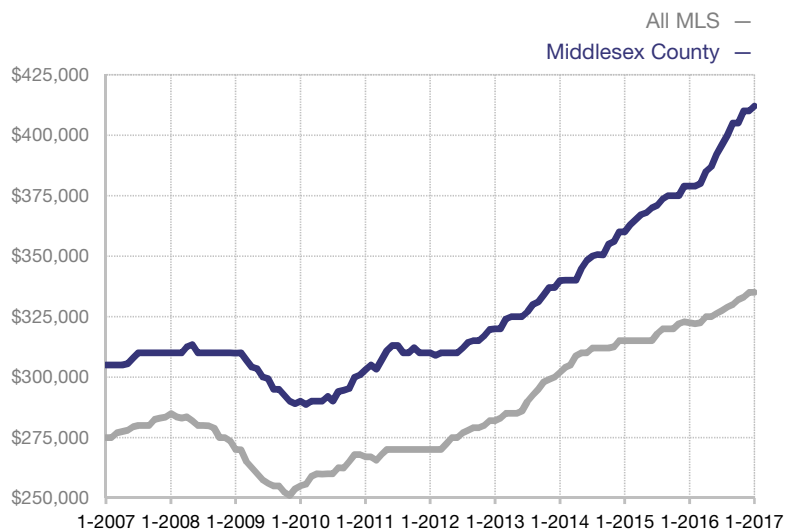
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Nantucket County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	3	1	- 66.7%	3	1	- 66.7%
Closed Sales	4	3	- 25.0%	4	3	- 25.0%
Median Sales Price*	\$1,175,000	\$895,000	- 23.8%	\$1,175,000	\$895,000	- 23.8%
Inventory of Homes for Sale	31	16	- 48.4%	--	--	--
Months Supply of Inventory	10.6	8.4	- 20.8%	--	--	--
Cumulative Days on Market Until Sale	216	95	- 56.0%	216	95	- 56.0%
Percent of Original List Price Received*	90.2%	84.9%	- 5.9%	90.2%	84.9%	- 5.9%
New Listings	1	1	0.0%	1	1	0.0%

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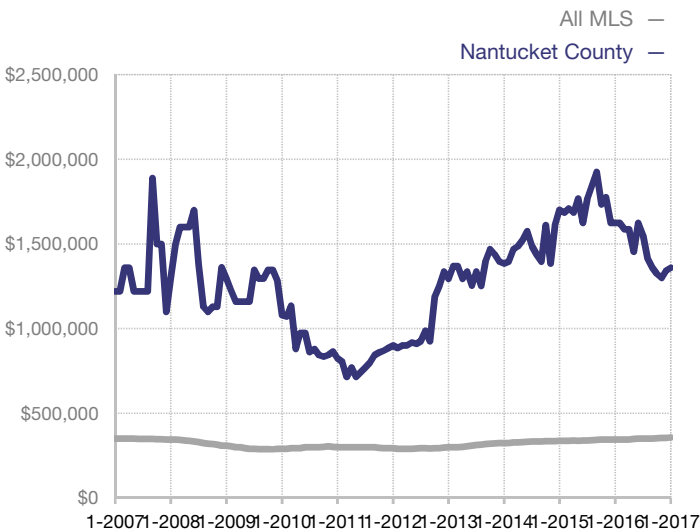
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	1	--	0	1	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	5	0	- 100.0%	--	--	--
Months Supply of Inventory	2.5	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	2	1	- 50.0%	2	1	- 50.0%

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

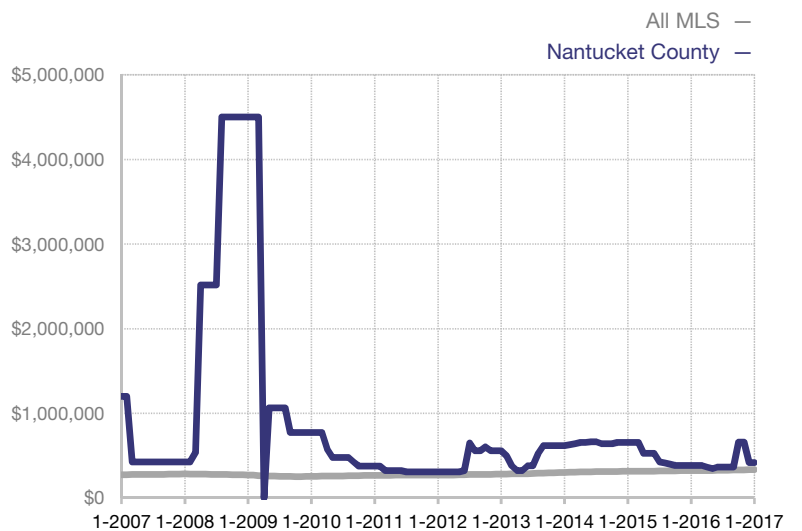
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	337	411	+ 22.0%	337	411	+ 22.0%
Closed Sales	400	416	+ 4.0%	400	416	+ 4.0%
Median Sales Price*	\$435,750	\$455,000	+ 4.4%	\$435,750	\$455,000	+ 4.4%
Inventory of Homes for Sale	1,187	806	- 32.1%	--	--	--
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--
Cumulative Days on Market Until Sale	91	74	- 18.7%	91	74	- 18.7%
Percent of Original List Price Received*	95.2%	95.8%	+ 0.6%	95.2%	95.8%	+ 0.6%
New Listings	432	434	+ 0.5%	432	434	+ 0.5%

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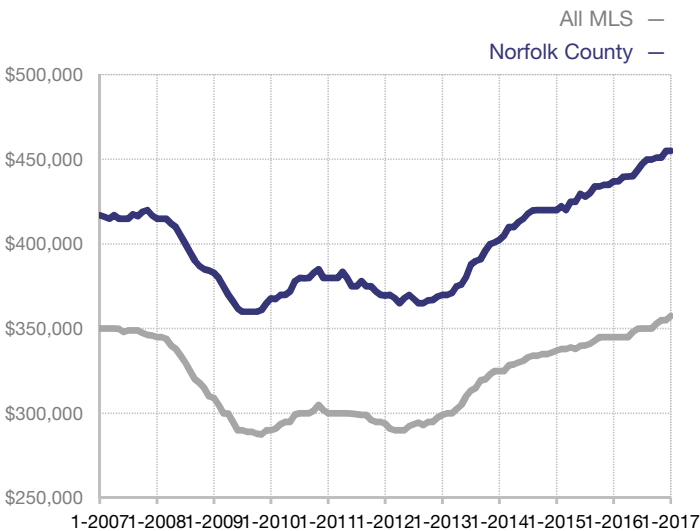
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	135	183	+ 35.6%	135	183	+ 35.6%
Closed Sales	117	126	+ 7.7%	117	126	+ 7.7%
Median Sales Price*	\$300,250	\$310,000	+ 3.2%	\$300,250	\$310,000	+ 3.2%
Inventory of Homes for Sale	354	225	- 36.4%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	70	57	- 18.6%	70	57	- 18.6%
Percent of Original List Price Received*	97.2%	96.5%	- 0.7%	97.2%	96.5%	- 0.7%
New Listings	177	184	+ 4.0%	177	184	+ 4.0%

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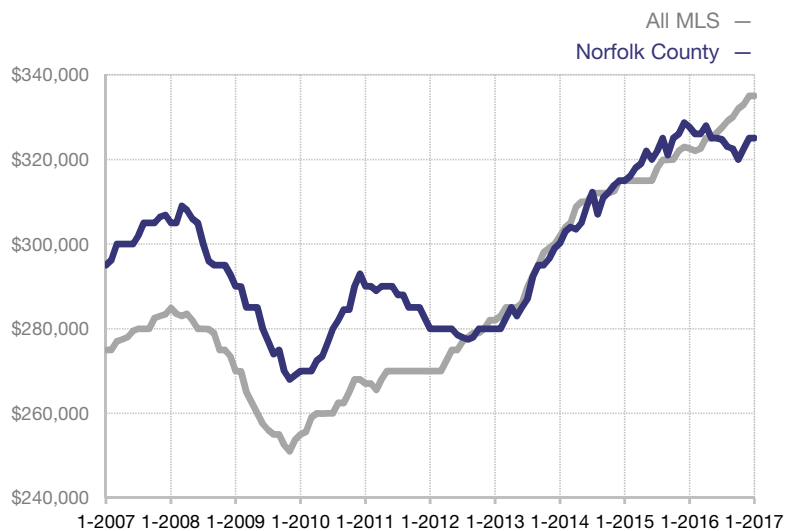
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2017

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Plymouth County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	373	387	+ 3.8%	373	387	+ 3.8%
Closed Sales	340	360	+ 5.9%	340	360	+ 5.9%
Median Sales Price*	\$311,000	\$329,450	+ 5.9%	\$311,000	\$329,450	+ 5.9%
Inventory of Homes for Sale	1,741	1,169	- 32.9%	--	--	--
Months Supply of Inventory	3.7	2.2	- 40.5%	--	--	--
Cumulative Days on Market Until Sale	113	76	- 32.7%	113	76	- 32.7%
Percent of Original List Price Received*	94.5%	95.1%	+ 0.6%	94.5%	95.1%	+ 0.6%
New Listings	454	483	+ 6.4%	454	483	+ 6.4%

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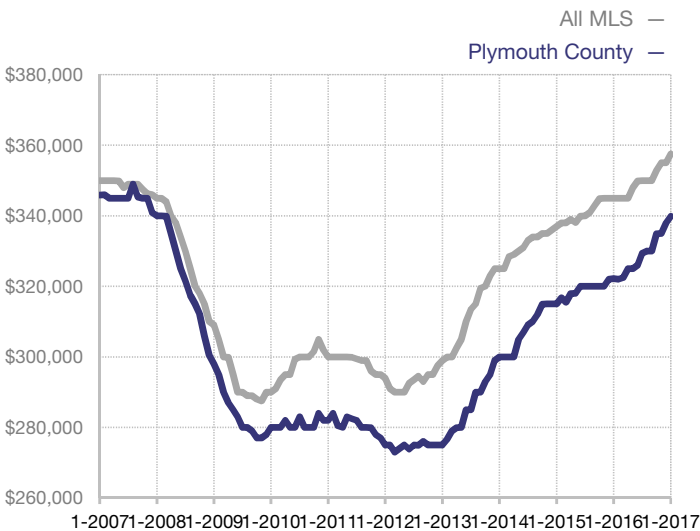
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	63	96	+ 52.4%	63	96	+ 52.4%
Closed Sales	73	72	- 1.4%	73	72	- 1.4%
Median Sales Price*	\$217,000	\$291,500	+ 34.3%	\$217,000	\$291,500	+ 34.3%
Inventory of Homes for Sale	278	242	- 12.9%	--	--	--
Months Supply of Inventory	3.3	2.8	- 15.2%	--	--	--
Cumulative Days on Market Until Sale	87	95	+ 9.2%	87	95	+ 9.2%
Percent of Original List Price Received*	96.6%	96.3%	- 0.3%	96.6%	96.3%	- 0.3%
New Listings	81	112	+ 38.3%	81	112	+ 38.3%

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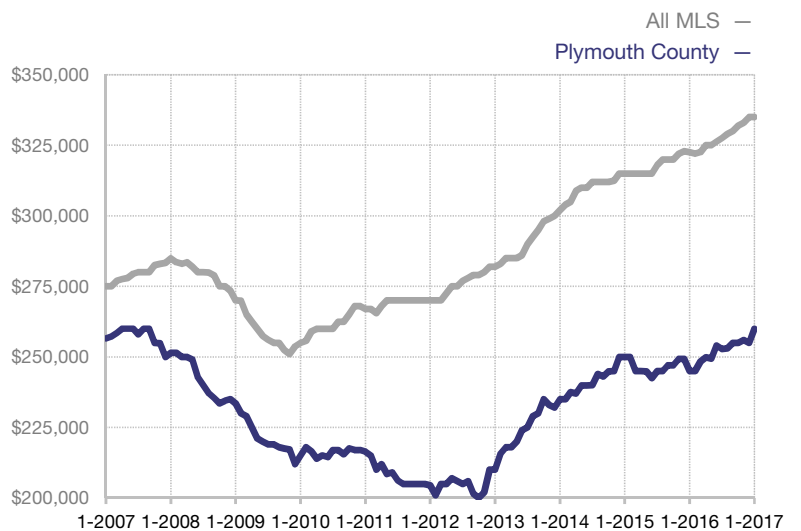
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2017

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Suffolk County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	72	76	+ 5.6%	72	76	+ 5.6%
Closed Sales	85	94	+ 10.6%	85	94	+ 10.6%
Median Sales Price*	\$440,000	\$483,500	+ 9.9%	\$440,000	\$483,500	+ 9.9%
Inventory of Homes for Sale	223	121	- 45.7%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	70	53	- 24.3%	70	53	- 24.3%
Percent of Original List Price Received*	95.8%	96.9%	+ 1.1%	95.8%	96.9%	+ 1.1%
New Listings	85	89	+ 4.7%	85	89	+ 4.7%

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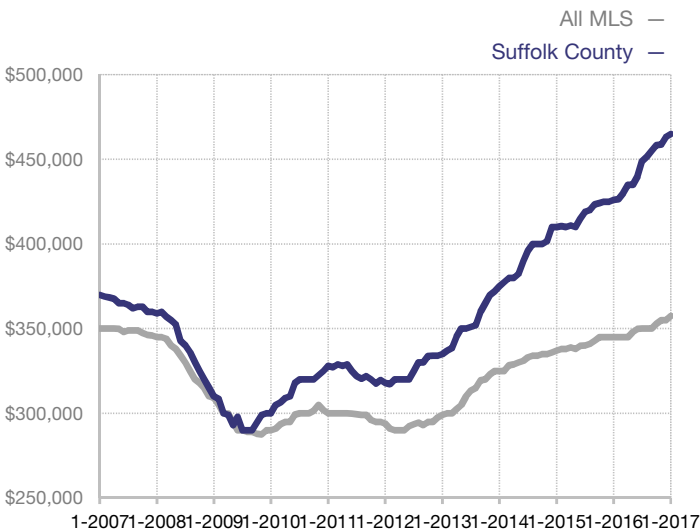
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	275	336	+ 22.2%	275	336	+ 22.2%
Closed Sales	261	252	- 3.4%	261	252	- 3.4%
Median Sales Price*	\$485,000	\$550,000	+ 13.4%	\$485,000	\$550,000	+ 13.4%
Inventory of Homes for Sale	647	482	- 25.5%	--	--	--
Months Supply of Inventory	1.6	1.2	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	57	56	- 1.8%	57	56	- 1.8%
Percent of Original List Price Received*	97.3%	97.2%	- 0.1%	97.3%	97.2%	- 0.1%
New Listings	351	382	+ 8.8%	351	382	+ 8.8%

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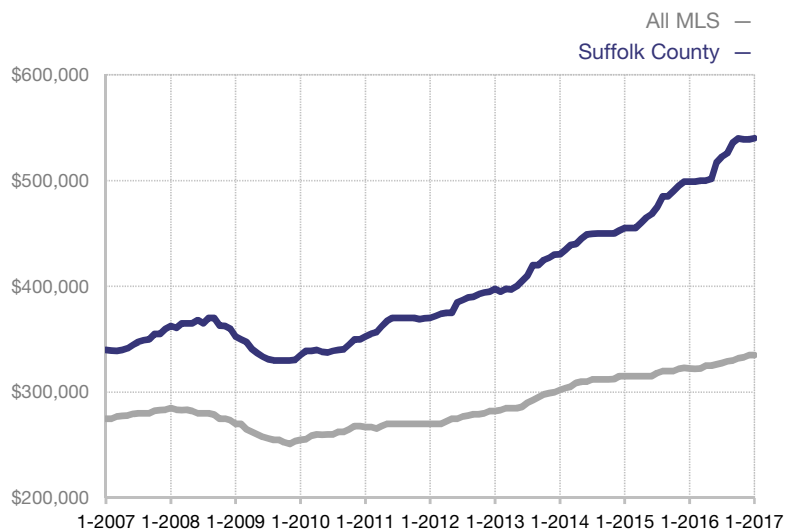
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2017

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Worcester County

Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	503	572	+ 13.7%	503	572	+ 13.7%
Closed Sales	466	479	+ 2.8%	466	479	+ 2.8%
Median Sales Price*	\$235,000	\$240,000	+ 2.1%	\$235,000	\$240,000	+ 2.1%
Inventory of Homes for Sale	2,446	1,540	- 37.0%	--	--	--
Months Supply of Inventory	3.9	2.2	- 43.6%	--	--	--
Cumulative Days on Market Until Sale	118	82	- 30.5%	118	82	- 30.5%
Percent of Original List Price Received*	94.0%	95.0%	+ 1.1%	94.0%	95.0%	+ 1.1%
New Listings	611	604	- 1.1%	611	604	- 1.1%

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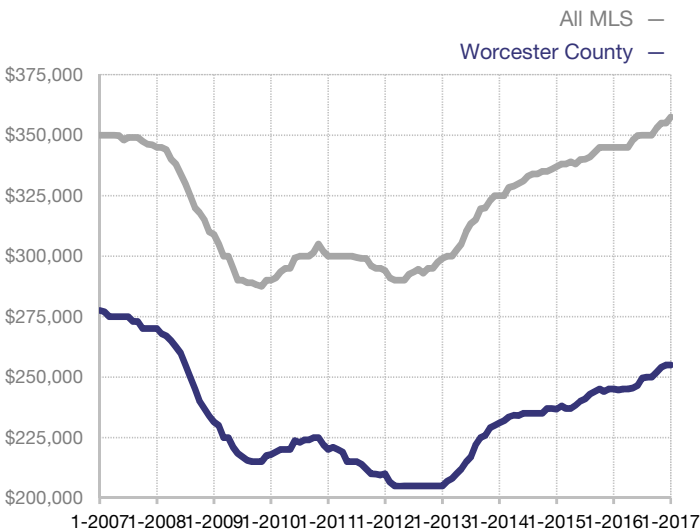
Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	97	111	+ 14.4%	97	111	+ 14.4%
Closed Sales	86	116	+ 34.9%	86	116	+ 34.9%
Median Sales Price*	\$198,448	\$188,450	- 5.0%	\$198,448	\$188,450	- 5.0%
Inventory of Homes for Sale	464	349	- 24.8%	--	--	--
Months Supply of Inventory	3.6	2.4	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	108	88	- 18.5%	108	88	- 18.5%
Percent of Original List Price Received*	94.4%	96.3%	+ 2.0%	94.4%	96.3%	+ 2.0%
New Listings	138	171	+ 23.9%	138	171	+ 23.9%

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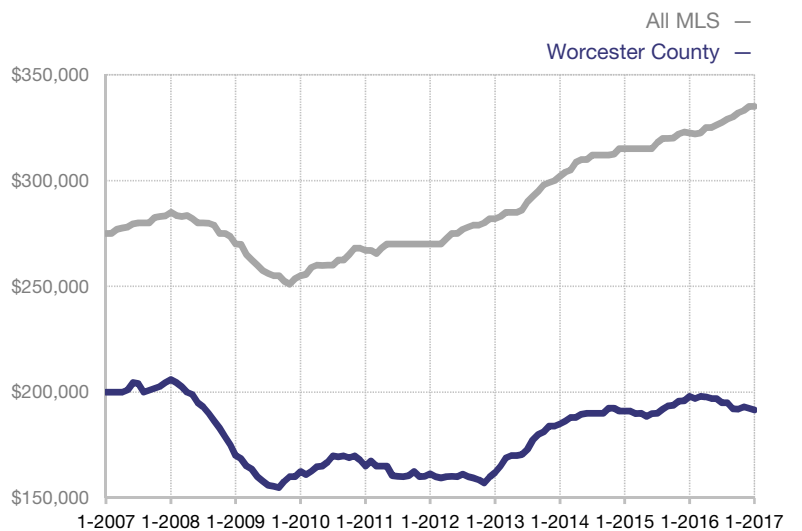
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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