

Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 47.9%

+ 24.6%

- 54.5%

Year-Over-Year
Change in
Closed Sales
All Properties

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

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	142	61	- 57.0%	541	398	- 26.4%
Closed Sales	111	56	- 49.5%	445	391	- 12.1%
Median Sales Price*	\$190,450	\$232,500	+ 22.1%	\$182,500	\$195,000	+ 6.8%
Inventory of Homes for Sale	1,193	498	- 58.3%	--	--	--
Months Supply of Inventory	10.9	4.6	- 58.2%	--	--	--
Cumulative Days on Market Until Sale	128	173	+ 35.4%	140	144	+ 2.7%
Percent of Original List Price Received*	88.8%	90.2%	+ 1.5%	89.0%	88.7%	- 0.4%
New Listings	254	81	- 68.1%	1,008	482	- 52.2%

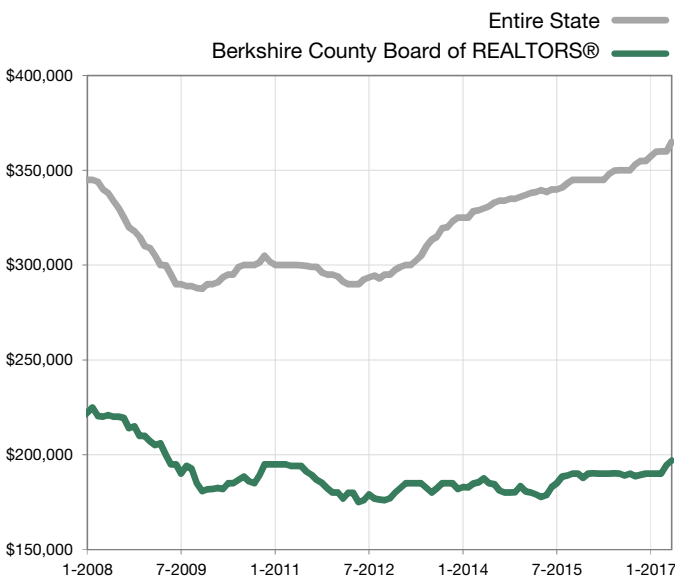
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	3	- 75.0%	36	37	+ 2.8%
Closed Sales	8	6	- 25.0%	28	33	+ 17.9%
Median Sales Price*	\$174,500	\$266,250	+ 52.6%	\$178,750	\$193,900	+ 8.5%
Inventory of Homes for Sale	152	114	- 25.0%	--	--	--
Months Supply of Inventory	15.7	12.1	- 23.0%	--	--	--
Cumulative Days on Market Until Sale	182	137	- 24.8%	173	159	- 8.2%
Percent of Original List Price Received*	93.0%	94.7%	+ 1.9%	90.6%	91.1%	+ 0.7%
New Listings	34	8	- 76.5%	97	53	- 45.4%

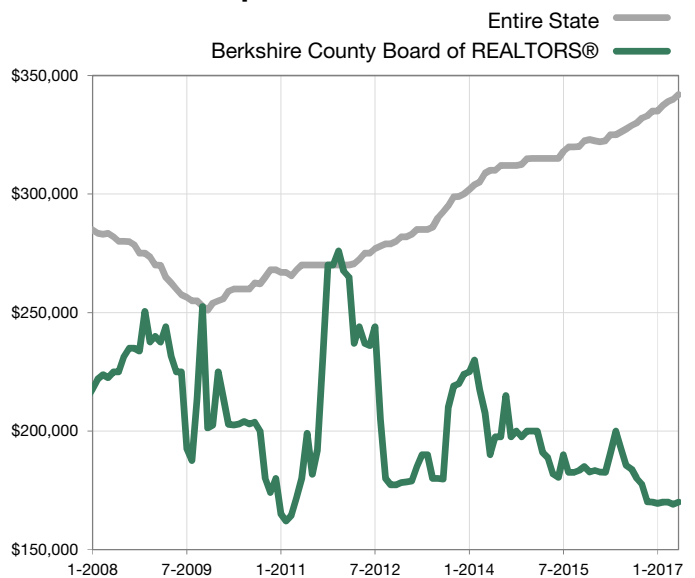
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 3.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 11.7%

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

- 30.6%

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	587	627	+ 6.8%	2,451	2,503	+ 2.1%
Closed Sales	595	570	- 4.2%	2,134	2,079	- 2.6%
Median Sales Price*	\$357,200	\$402,550	+ 12.7%	\$352,000	\$380,000	+ 8.0%
Inventory of Homes for Sale	4,231	2,934	- 30.7%	--	--	--
Months Supply of Inventory	8.7	5.9	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	154	115	- 25.8%	162	126	- 22.3%
Percent of Original List Price Received*	93.3%	95.7%	+ 2.5%	92.5%	94.0%	+ 1.6%
New Listings	1,000	944	- 5.6%	4,095	3,592	- 12.3%

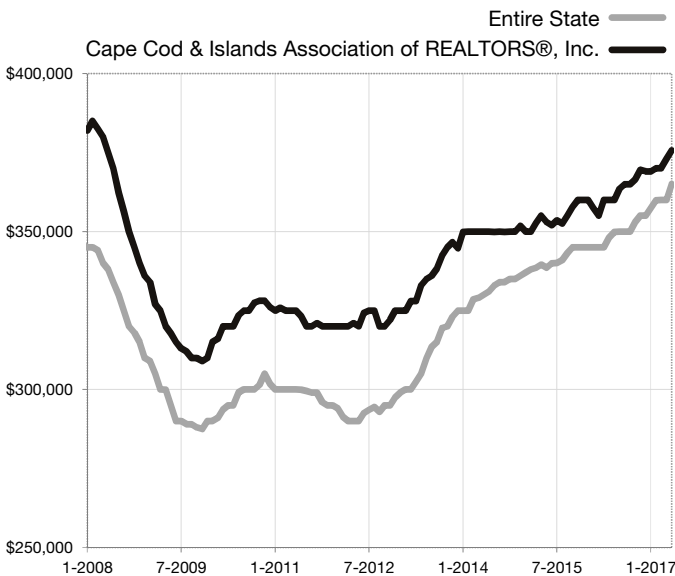
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	110	136	+ 23.6%	496	516	+ 4.0%
Closed Sales	105	105	0.0%	461	407	- 11.7%
Median Sales Price*	\$260,000	\$274,500	+ 5.6%	\$254,250	\$252,250	- 0.8%
Inventory of Homes for Sale	870	608	- 30.1%	--	--	--
Months Supply of Inventory	7.9	6.0	- 23.4%	--	--	--
Cumulative Days on Market Until Sale	146	164	+ 12.2%	149	141	- 5.2%
Percent of Original List Price Received*	93.8%	94.3%	+ 0.6%	94.2%	94.8%	+ 0.6%
New Listings	161	212	+ 31.7%	835	698	- 16.4%

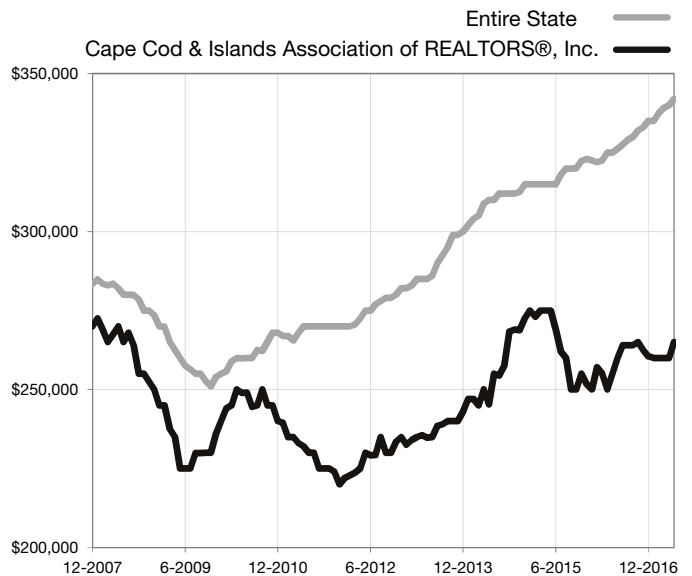
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,769	1,936	+ 9.4%	6,346	6,301	- 0.7%
Closed Sales	1,249	1,230	- 1.5%	4,390	4,267	- 2.8%
Median Sales Price*	\$530,500	\$597,000	+ 12.5%	\$515,000	\$561,000	+ 8.9%
Inventory of Homes for Sale	3,263	2,458	- 24.7%	--	--	--
Months Supply of Inventory	2.7	2.1	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	63	46	- 27.0%	77	64	- 16.9%
Percent of Original List Price Received*	99.3%	100.6%	+ 1.3%	97.7%	98.6%	+ 0.9%
New Listings	2,070	2,269	+ 9.6%	8,391	8,027	- 4.3%

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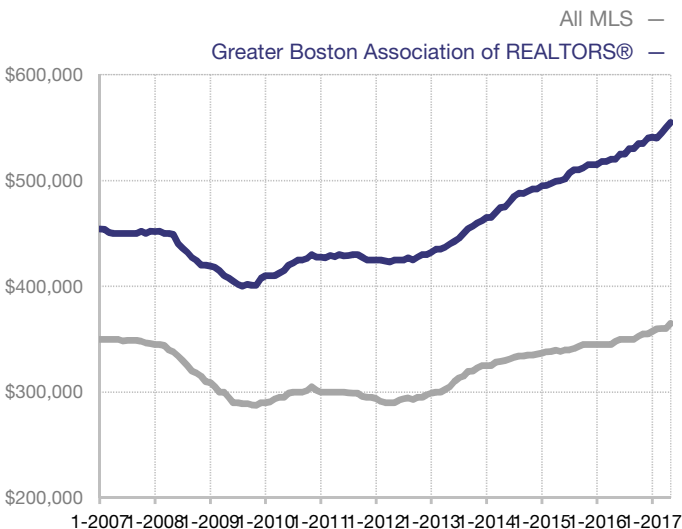
Condominium Properties

Key Metrics	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,297	1,363	+ 5.1%	5,190	5,071	- 2.3%
Closed Sales	1,122	1,064	- 5.2%	3,784	3,709	- 2.0%
Median Sales Price*	\$482,500	\$523,000	+ 8.4%	\$470,000	\$515,000	+ 9.6%
Inventory of Homes for Sale	1,692	1,418	- 16.2%	--	--	--
Months Supply of Inventory	1.8	1.5	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	48	33	- 31.3%	56	44	- 21.4%
Percent of Original List Price Received*	101.4%	102.1%	+ 0.7%	100.0%	100.4%	+ 0.4%
New Listings	1,437	1,593	+ 10.9%	6,193	6,105	- 1.4%

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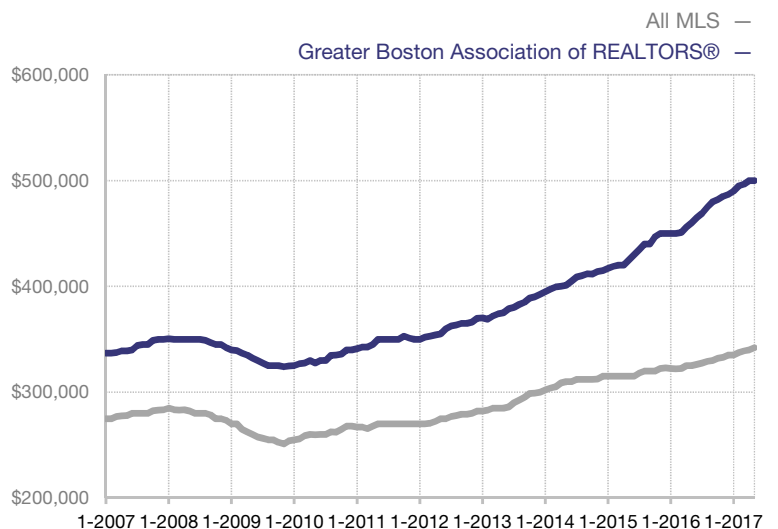
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

- 14.5%

+ 10.0%

- 25.4%

Year-Over-Year
Change in
Closed Sales
All Properties

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

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	106	134	+ 26.4%	473	460	- 2.7%
Closed Sales	103	84	- 18.4%	389	351	- 9.8%
Median Sales Price*	\$243,000	\$278,500	+ 14.6%	\$240,000	\$259,000	+ 7.9%
Inventory of Homes for Sale	428	328	- 23.4%	--	--	--
Months Supply of Inventory	4.9	3.7	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	118	75	- 36.3%	120	90	- 24.9%
Percent of Original List Price Received*	95.5%	95.7%	+ 0.2%	94.1%	95.8%	+ 1.8%
New Listings	161	172	+ 6.8%	596	584	- 2.0%

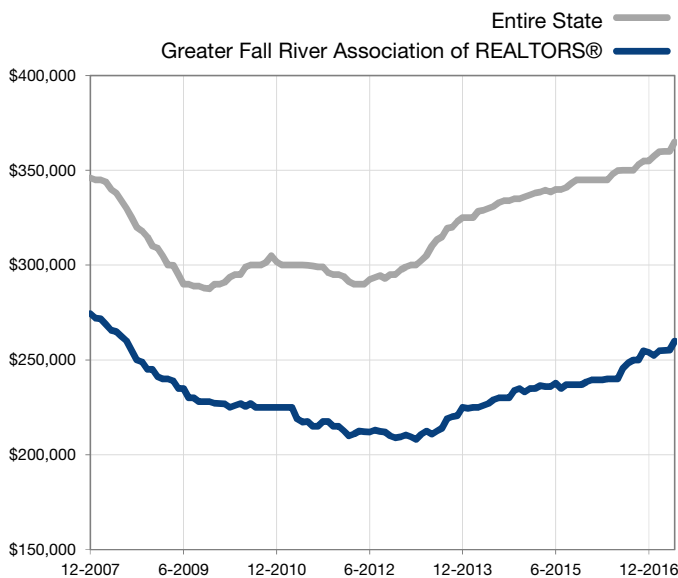
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	18	14	- 22.2%	60	62	+ 3.3%
Closed Sales	7	10	+ 42.9%	40	43	+ 7.5%
Median Sales Price*	\$105,000	\$155,000	+ 47.6%	\$118,500	\$175,000	+ 47.7%
Inventory of Homes for Sale	53	31	- 41.5%	--	--	--
Months Supply of Inventory	7.1	3.2	- 54.6%	--	--	--
Cumulative Days on Market Until Sale	169	132	- 22.3%	176	102	- 42.3%
Percent of Original List Price Received*	86.2%	92.1%	+ 6.9%	89.3%	93.5%	+ 4.7%
New Listings	19	10	- 47.4%	71	59	- 16.9%

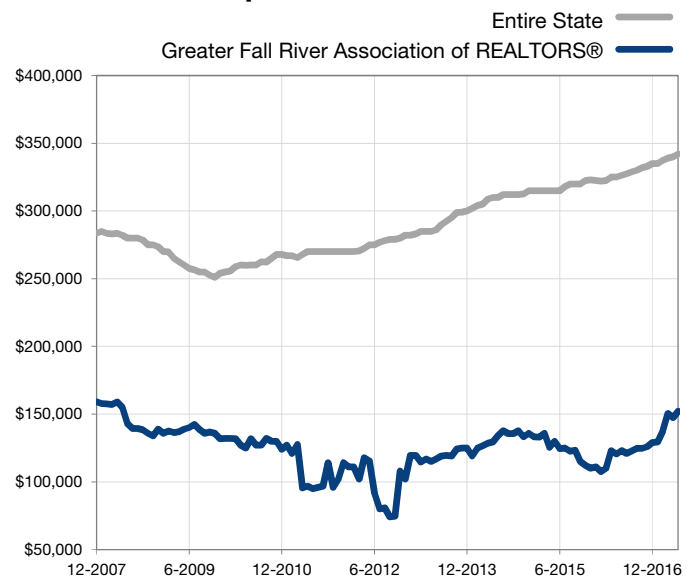
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

+ 7.5%

Year-Over-Year
Change in
Closed Sales
All Properties

- 9.4%

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

- 32.3%

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	81	83	+ 2.5%	315	301	- 4.4%
Closed Sales	68	64	- 5.9%	223	236	+ 5.8%
Median Sales Price*	\$459,500	\$445,250	- 3.1%	\$415,000	\$424,500	+ 2.3%
Inventory of Homes for Sale	289	191	- 33.9%	--	--	--
Months Supply of Inventory	4.6	3.0	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	98	53	- 45.7%	111	83	- 24.9%
Percent of Original List Price Received*	95.5%	98.6%	+ 3.3%	94.1%	96.6%	+ 2.7%
New Listings	142	122	- 14.1%	513	439	- 14.4%

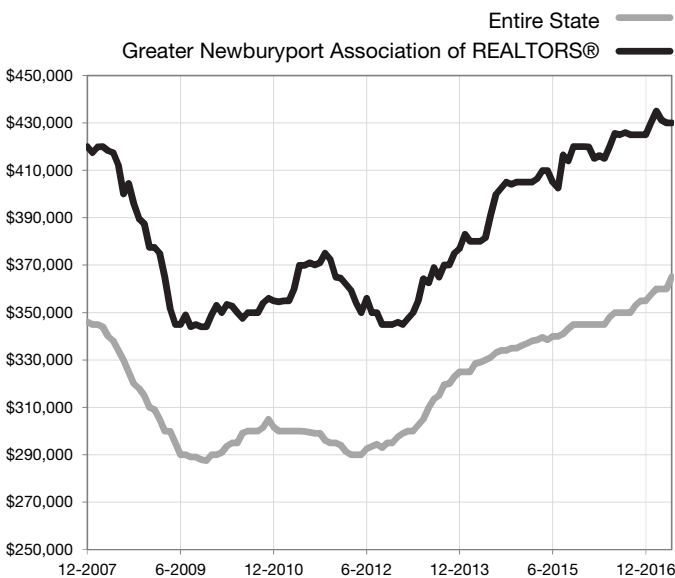
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	37	65	+ 75.7%	173	193	+ 11.6%
Closed Sales	39	51	+ 30.8%	138	138	0.0%
Median Sales Price*	\$310,000	\$320,580	+ 3.4%	\$306,000	\$313,225	+ 2.4%
Inventory of Homes for Sale	113	81	- 28.3%	--	--	--
Months Supply of Inventory	3.2	2.3	- 27.5%	--	--	--
Cumulative Days on Market Until Sale	108	68	- 36.4%	100	66	- 34.0%
Percent of Original List Price Received*	96.2%	99.6%	+ 3.5%	95.9%	98.2%	+ 2.4%
New Listings	50	61	+ 22.0%	229	245	+ 7.0%

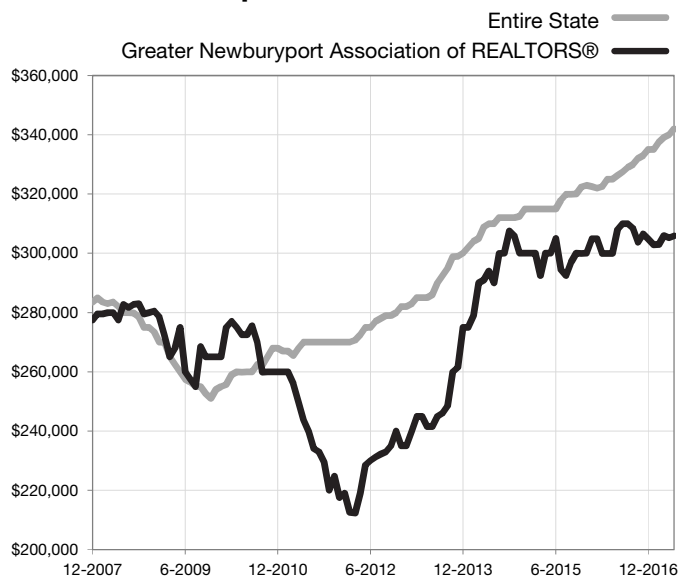
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 1.4%

Year-Over-Year
Change in
Closed Sales
All Properties

- 1.1%

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

- 33.9%

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	279	390	+ 39.8%	1,206	1,313	+ 8.9%
Closed Sales	252	255	+ 1.2%	933	953	+ 2.1%
Median Sales Price*	\$247,450	\$247,500	+ 0.0%	\$225,000	\$222,125	- 1.3%
Inventory of Homes for Sale	994	662	- 33.4%	--	--	--
Months Supply of Inventory	4.3	2.8	- 35.6%	--	--	--
Cumulative Days on Market Until Sale	102	69	- 32.8%	119	88	- 25.8%
Percent of Original List Price Received*	96.3%	97.1%	+ 0.9%	94.8%	95.6%	+ 0.9%
New Listings	411	423	+ 2.9%	1,644	1,556	- 5.4%

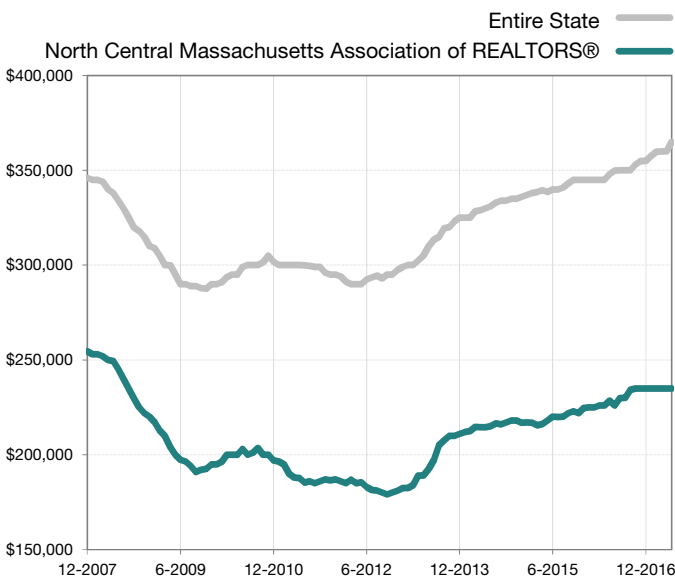
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	30	52	+ 73.3%	148	195	+ 31.8%
Closed Sales	33	34	+ 3.0%	114	139	+ 21.9%
Median Sales Price*	\$145,000	\$152,500	+ 5.2%	\$154,750	\$152,500	- 1.5%
Inventory of Homes for Sale	149	94	- 36.9%	--	--	--
Months Supply of Inventory	5.0	2.7	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	80	90	+ 12.5%	98	89	- 9.5%
Percent of Original List Price Received*	98.6%	98.0%	- 0.7%	96.0%	96.4%	+ 0.4%
New Listings	47	49	+ 4.3%	212	228	+ 7.5%

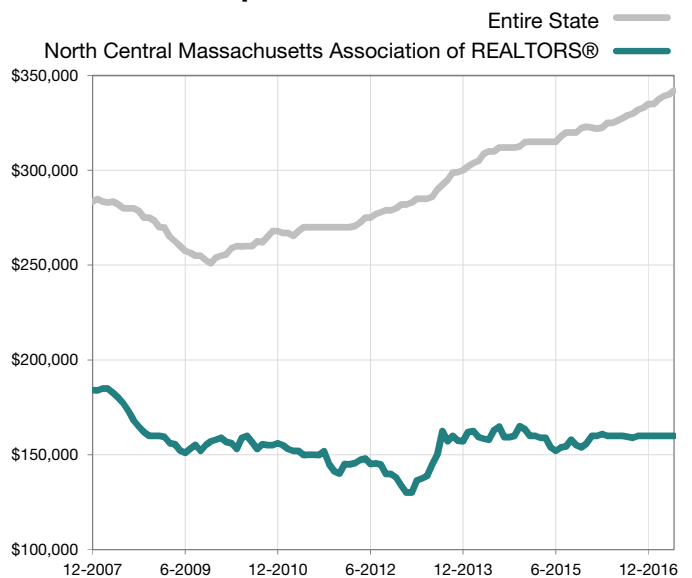
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 5.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.3%

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

- 29.8%

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	470	497	+ 5.7%	1,716	1,654	- 3.6%
Closed Sales	356	322	- 9.6%	1,302	1,291	- 0.8%
Median Sales Price*	\$405,450	\$421,250	+ 3.9%	\$378,000	\$401,000	+ 6.1%
Inventory of Homes for Sale	991	729	- 26.4%	--	--	--
Months Supply of Inventory	2.8	2.1	- 24.6%	--	--	--
Cumulative Days on Market Until Sale	74	59	- 20.2%	94	61	- 34.9%
Percent of Original List Price Received*	98.6%	99.3%	+ 0.6%	96.4%	97.6%	+ 1.3%
New Listings	604	612	+ 1.3%	2,222	2,072	- 6.8%

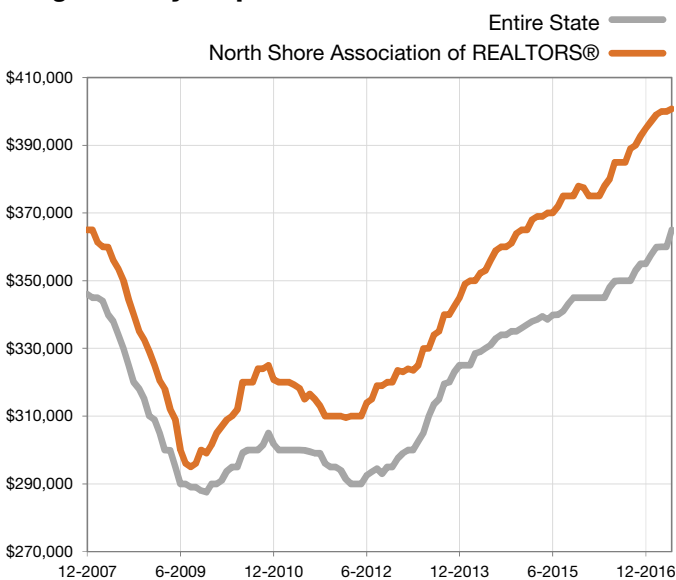
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	224	239	+ 6.7%	841	851	+ 1.2%
Closed Sales	169	174	+ 3.0%	622	701	+ 12.7%
Median Sales Price*	\$252,500	\$290,000	+ 14.9%	\$249,000	\$285,000	+ 14.5%
Inventory of Homes for Sale	398	246	- 38.2%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	83	57	- 31.6%	94	65	- 30.5%
Percent of Original List Price Received*	98.6%	99.6%	+ 1.0%	96.7%	98.3%	+ 1.6%
New Listings	249	260	+ 4.4%	993	968	- 2.5%

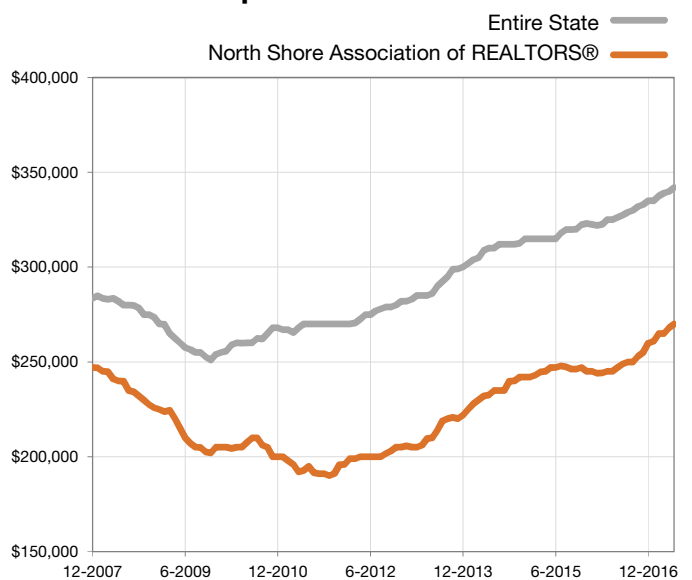
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 2.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 14.3%

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

- 31.0%

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	475	511	+ 7.6%	1,747	1,656	- 5.2%
Closed Sales	314	329	+ 4.8%	1,297	1,192	- 8.1%
Median Sales Price*	\$373,000	\$402,500	+ 7.9%	\$355,000	\$383,234	+ 8.0%
Inventory of Homes for Sale	852	622	- 27.0%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	64	54	- 16.4%	87	64	- 26.6%
Percent of Original List Price Received*	98.8%	99.3%	+ 0.5%	96.8%	98.6%	+ 1.9%
New Listings	585	636	+ 8.7%	2,191	2,021	- 7.8%

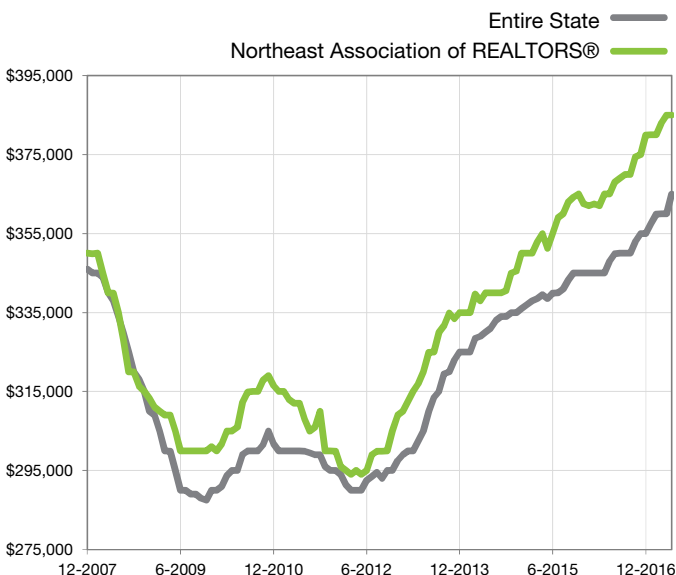
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	178	187	+ 5.1%	693	696	+ 0.4%
Closed Sales	145	140	- 3.4%	518	550	+ 6.2%
Median Sales Price*	\$215,000	\$240,000	+ 11.6%	\$215,000	\$218,500	+ 1.6%
Inventory of Homes for Sale	311	181	- 41.8%	--	--	--
Months Supply of Inventory	2.5	1.3	- 47.3%	--	--	--
Cumulative Days on Market Until Sale	65	35	- 46.9%	77	47	- 39.1%
Percent of Original List Price Received*	97.8%	99.5%	+ 1.7%	97.0%	99.2%	+ 2.2%
New Listings	225	193	- 14.2%	852	796	- 6.6%

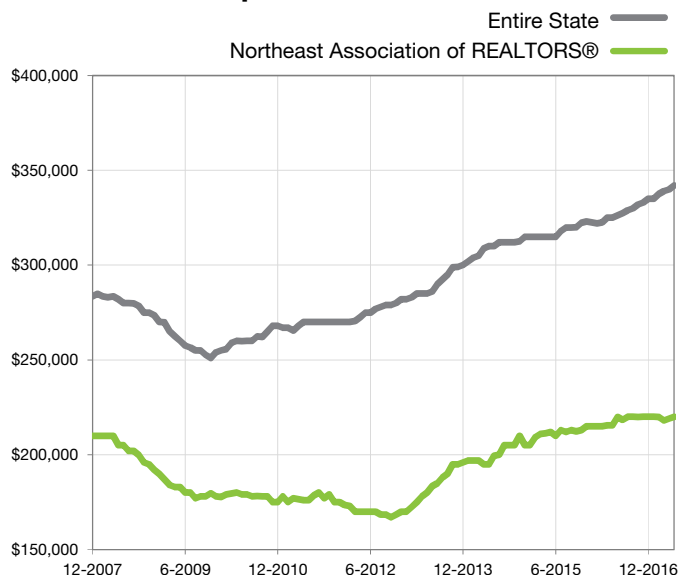
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

+ 11.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.2%

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

- 35.3%

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	751	831	+ 10.7%	2,883	2,949	+ 2.3%
Closed Sales	505	584	+ 15.6%	2,071	2,106	+ 1.7%
Median Sales Price*	\$267,500	\$293,500	+ 9.7%	\$256,900	\$275,000	+ 7.0%
Inventory of Homes for Sale	2,060	1,312	- 36.3%	--	--	--
Months Supply of Inventory	4.0	2.4	- 40.5%	--	--	--
Cumulative Days on Market Until Sale	99	62	- 38.0%	115	75	- 35.1%
Percent of Original List Price Received*	96.2%	97.9%	+ 1.7%	94.9%	96.9%	+ 2.0%
New Listings	921	1,005	+ 9.1%	3,785	3,626	- 4.2%

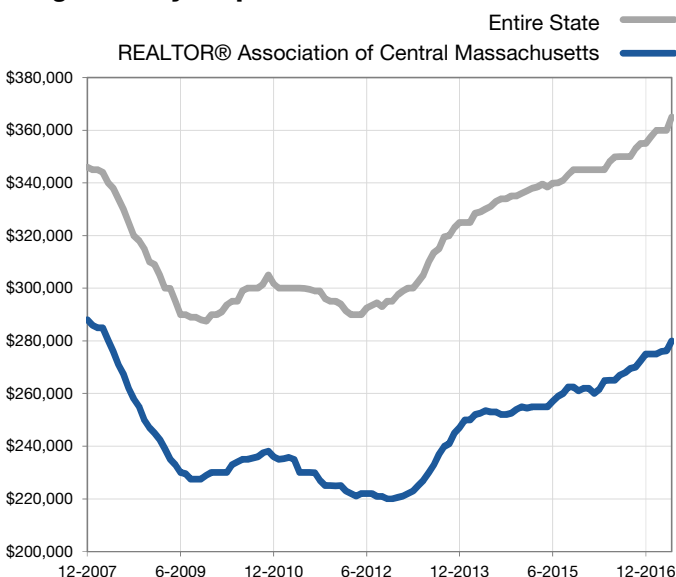
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	160	201	+ 25.6%	709	711	+ 0.3%
Closed Sales	147	145	- 1.4%	525	552	+ 5.1%
Median Sales Price*	\$201,000	\$215,000	+ 7.0%	\$203,400	\$200,000	- 1.7%
Inventory of Homes for Sale	444	308	- 30.6%	--	--	--
Months Supply of Inventory	3.6	2.3	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	79	53	- 32.7%	104	72	- 30.7%
Percent of Original List Price Received*	96.9%	98.5%	+ 1.7%	96.3%	97.1%	+ 0.9%
New Listings	190	201	+ 5.8%	905	861	- 4.9%

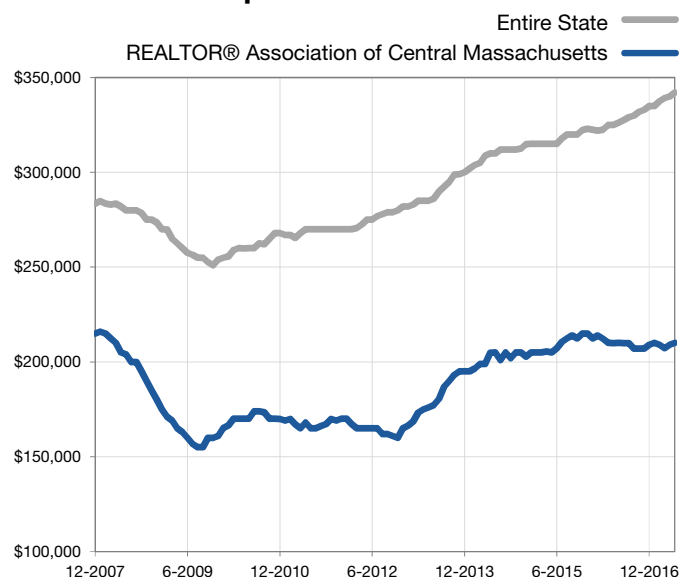
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 7.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 0.5%

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

- 28.3%

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	666	767	+ 15.2%	2,588	2,638	+ 1.9%
Closed Sales	538	501	- 6.9%	1,971	1,910	- 3.1%
Median Sales Price*	\$204,500	\$207,000	+ 1.2%	\$189,900	\$194,500	+ 2.4%
Inventory of Homes for Sale	2,424	1,713	- 29.3%	--	--	--
Months Supply of Inventory	5.2	3.5	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	113	93	- 17.7%	129	98	- 24.3%
Percent of Original List Price Received*	95.0%	95.6%	+ 0.7%	93.2%	94.7%	+ 1.6%
New Listings	882	1,007	+ 14.2%	3,603	3,475	- 3.6%

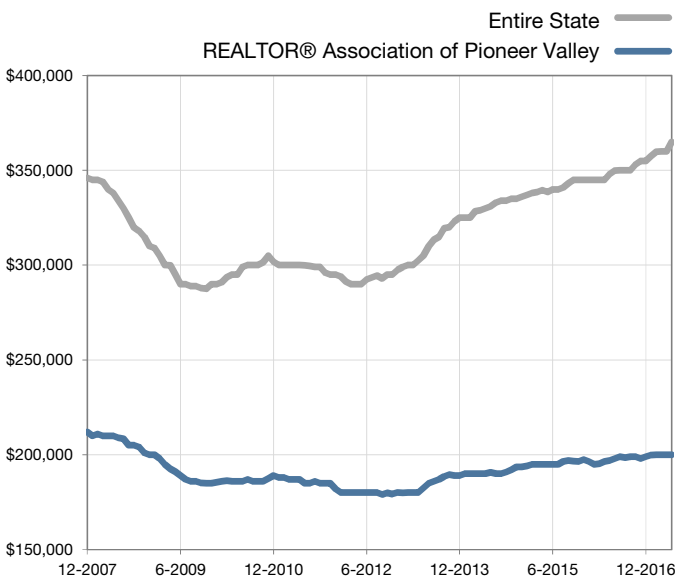
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	91	131	+ 44.0%	386	382	- 1.0%
Closed Sales	72	66	- 8.3%	294	276	- 6.1%
Median Sales Price*	\$158,000	\$145,500	- 7.9%	\$146,950	\$146,000	- 0.6%
Inventory of Homes for Sale	393	307	- 21.9%	--	--	--
Months Supply of Inventory	5.5	4.4	- 20.2%	--	--	--
Cumulative Days on Market Until Sale	136	108	- 20.4%	141	131	- 7.1%
Percent of Original List Price Received*	96.1%	95.5%	- 0.7%	94.5%	94.8%	+ 0.3%
New Listings	111	156	+ 40.5%	493	521	+ 5.7%

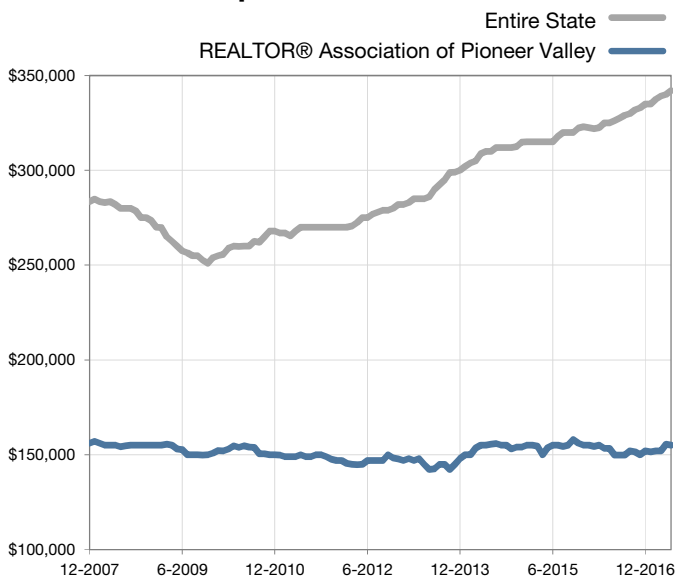
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 1.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.9%

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

- 31.1%

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	524	586	+ 11.8%	2,165	2,210	+ 2.1%
Closed Sales	457	444	- 2.8%	1,678	1,735	+ 3.4%
Median Sales Price*	\$286,000	\$300,000	+ 4.9%	\$270,000	\$285,000	+ 5.6%
Inventory of Homes for Sale	1,617	1,118	- 30.9%	--	--	--
Months Supply of Inventory	4.1	2.6	- 35.2%	--	--	--
Cumulative Days on Market Until Sale	90	57	- 36.6%	102	70	- 31.7%
Percent of Original List Price Received*	96.9%	98.6%	+ 1.8%	95.8%	97.4%	+ 1.8%
New Listings	687	698	+ 1.6%	2,875	2,739	- 4.7%

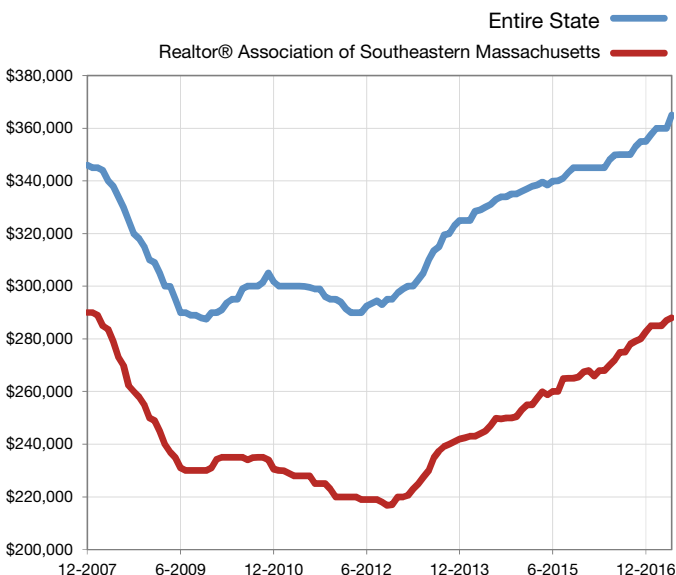
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	84	98	+ 16.7%	375	390	+ 4.0%
Closed Sales	81	84	+ 3.7%	299	315	+ 5.4%
Median Sales Price*	\$196,500	\$211,000	+ 7.4%	\$185,000	\$195,000	+ 5.4%
Inventory of Homes for Sale	211	141	- 33.2%	--	--	--
Months Supply of Inventory	3.3	2.0	- 39.5%	--	--	--
Cumulative Days on Market Until Sale	101	60	- 40.7%	103	64	- 37.9%
Percent of Original List Price Received*	95.8%	98.5%	+ 2.8%	95.6%	98.1%	+ 2.7%
New Listings	94	133	+ 41.5%	470	451	- 4.0%

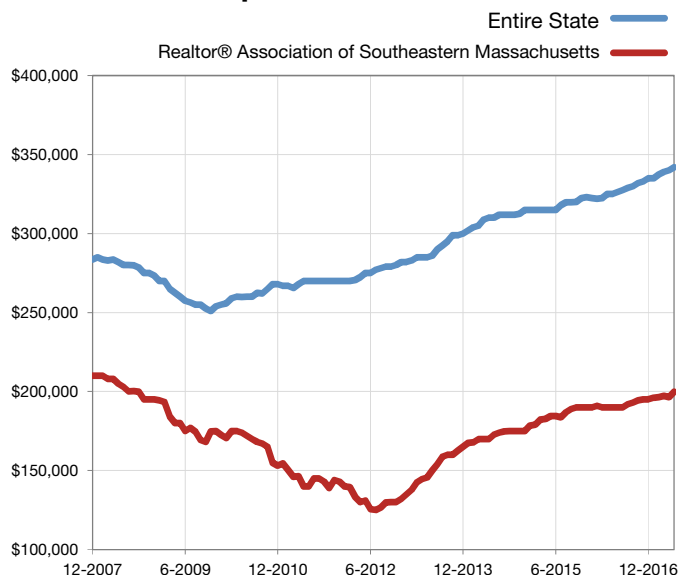
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

+ 6.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.5%

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

- 22.9%

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

Single-Family Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	687	826	+ 20.2%	2,587	2,657	+ 2.7%
Closed Sales	503	500	- 0.6%	1,894	1,893	- 0.1%
Median Sales Price*	\$382,000	\$420,000	+ 9.9%	\$367,000	\$398,444	+ 8.6%
Inventory of Homes for Sale	1,738	1,359	- 21.8%	--	--	--
Months Supply of Inventory	3.5	2.7	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	92	66	- 28.3%	104	77	- 25.7%
Percent of Original List Price Received*	97.2%	98.5%	+ 1.3%	95.9%	97.0%	+ 1.2%
New Listings	907	998	+ 10.0%	3,553	3,461	- 2.6%

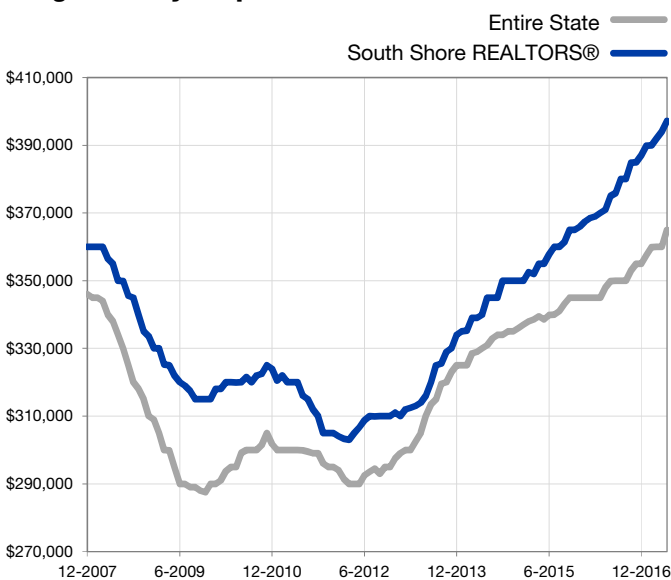
Condominium Properties

	May			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	191	227	+ 18.8%	728	913	+ 25.4%
Closed Sales	139	182	+ 30.9%	564	611	+ 8.3%
Median Sales Price*	\$275,000	\$320,000	+ 16.4%	\$259,450	\$290,000	+ 11.8%
Inventory of Homes for Sale	475	348	- 26.7%	--	--	--
Months Supply of Inventory	3.3	2.4	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	88	69	- 21.4%	91	71	- 22.5%
Percent of Original List Price Received*	99.1%	99.5%	+ 0.5%	97.6%	98.1%	+ 0.5%
New Listings	230	248	+ 7.8%	993	1,076	+ 8.4%

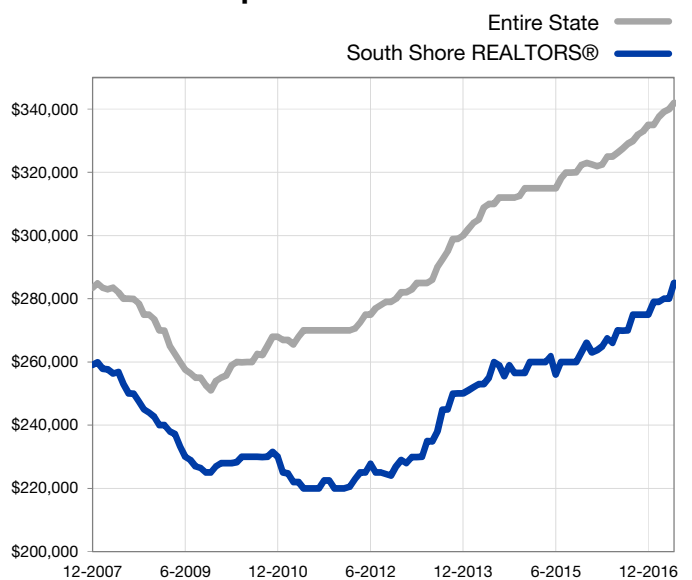
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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