

Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	484	502	+ 3.7%	4,562	4,430	- 2.9%
Closed Sales	483	415	- 14.1%	4,376	4,137	- 5.5%
Median Sales Price*	\$383,333	\$430,000	+ 12.2%	\$370,000	\$395,000	+ 6.8%
Inventory of Homes for Sale	3,491	2,549	- 27.0%	--	--	--
Months Supply of Inventory	8.1	6.0	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	124	111	- 10.5%	144	113	- 21.5%
Percent of Original List Price Received*	93.7%	94.3%	+ 0.6%	93.2%	94.4%	+ 1.3%
New Listings	589	608	+ 3.2%	6,876	6,266	- 8.9%

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

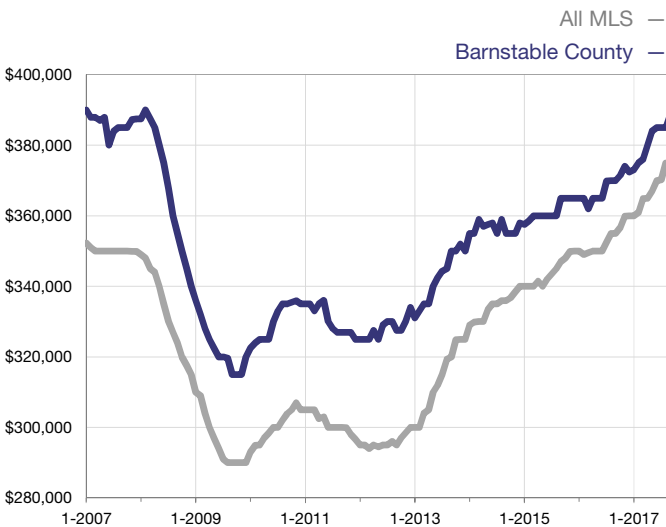
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	110	126	+ 14.5%	1,023	1,092	+ 6.7%
Closed Sales	96	110	+ 14.6%	1,009	1,007	- 0.2%
Median Sales Price*	\$311,375	\$318,000	+ 2.1%	\$265,000	\$270,000	+ 1.9%
Inventory of Homes for Sale	788	518	- 34.3%	--	--	--
Months Supply of Inventory	7.9	5.2	- 34.2%	--	--	--
Cumulative Days on Market Until Sale	131	113	- 13.7%	142	122	- 14.1%
Percent of Original List Price Received*	93.1%	95.2%	+ 2.3%	94.3%	94.9%	+ 0.6%
New Listings	138	127	- 8.0%	1,532	1,372	- 10.4%

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

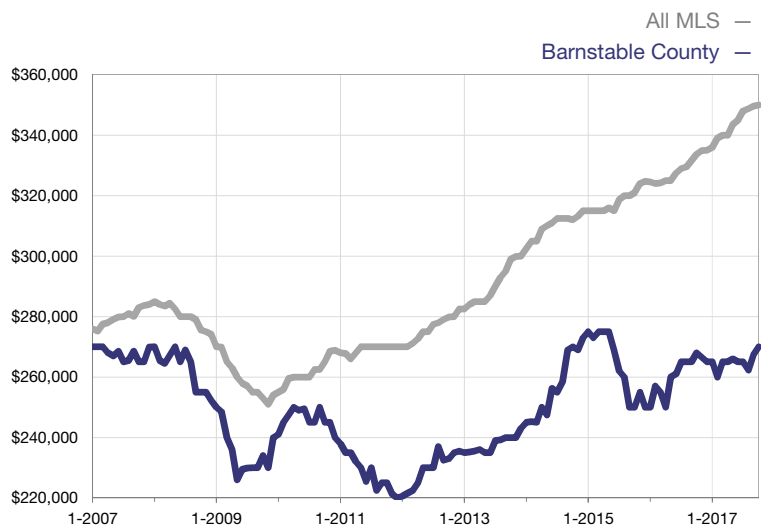
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Berkshire County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	10	+ 42.9%	72	87	+ 20.8%
Closed Sales	11	11	0.0%	68	77	+ 13.2%
Median Sales Price*	\$165,000	\$140,000	- 15.2%	\$130,104	\$185,000	+ 42.2%
Inventory of Homes for Sale	104	91	- 12.5%	--	--	--
Months Supply of Inventory	16.2	12.0	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	209	224	+ 7.2%	169	165	- 2.4%
Percent of Original List Price Received*	78.5%	82.4%	+ 5.0%	86.2%	89.0%	+ 3.2%
New Listings	8	14	+ 75.0%	164	173	+ 5.5%

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

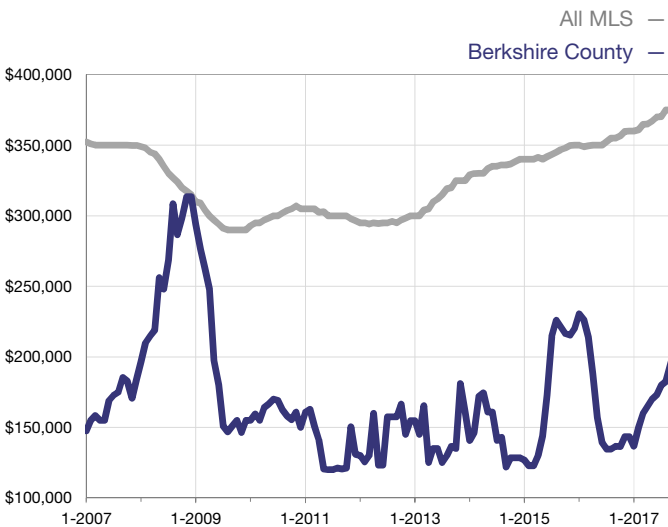
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	0	- 100.0%	1	2	+ 100.0%
Closed Sales	1	0	- 100.0%	1	2	+ 100.0%
Median Sales Price*	\$170,000	\$0	- 100.0%	\$170,000	\$85,500	- 49.7%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	1.0	3.0	+ 200.0%	--	--	--
Cumulative Days on Market Until Sale	16	0	- 100.0%	16	144	+ 800.0%
Percent of Original List Price Received*	97.2%	0.0%	- 100.0%	97.2%	92.4%	- 4.9%
New Listings	0	0	--	1	2	+ 100.0%

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

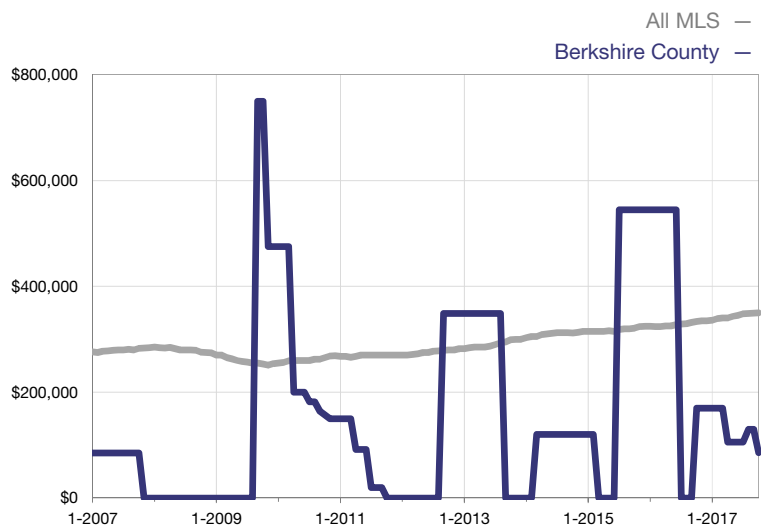
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Bristol County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	400	513	+ 28.3%	4,253	4,357	+ 2.4%
Closed Sales	410	419	+ 2.2%	3,982	3,992	+ 0.3%
Median Sales Price*	\$272,575	\$289,950	+ 6.4%	\$282,750	\$299,000	+ 5.7%
Inventory of Homes for Sale	1,502	1,204	- 19.8%	--	--	--
Months Supply of Inventory	3.8	3.0	- 21.1%	--	--	--
Cumulative Days on Market Until Sale	72	65	- 9.7%	92	65	- 29.3%
Percent of Original List Price Received*	97.1%	97.2%	+ 0.1%	96.2%	97.3%	+ 1.1%
New Listings	497	575	+ 15.7%	5,520	5,622	+ 1.8%

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

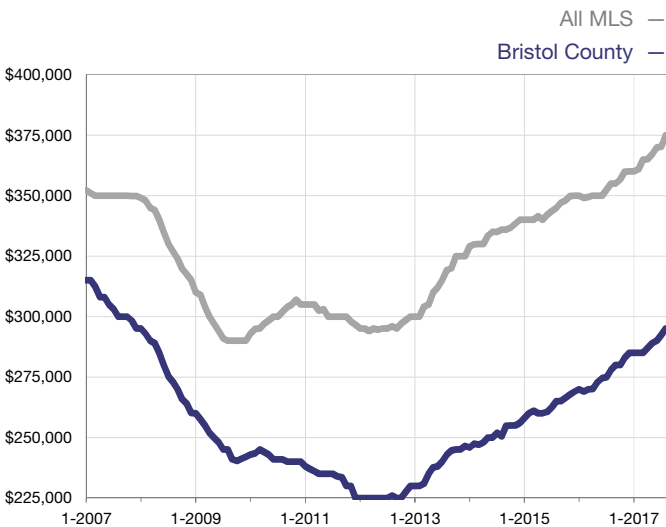
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	50	84	+ 68.0%	743	764	+ 2.8%
Closed Sales	70	75	+ 7.1%	721	727	+ 0.8%
Median Sales Price*	\$198,000	\$190,000	- 4.0%	\$190,000	\$202,000	+ 6.3%
Inventory of Homes for Sale	227	166	- 26.9%	--	--	--
Months Supply of Inventory	3.3	2.3	- 30.3%	--	--	--
Cumulative Days on Market Until Sale	71	60	- 15.5%	95	62	- 34.7%
Percent of Original List Price Received*	96.2%	96.9%	+ 0.7%	95.6%	97.2%	+ 1.7%
New Listings	85	80	- 5.9%	957	900	- 6.0%

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

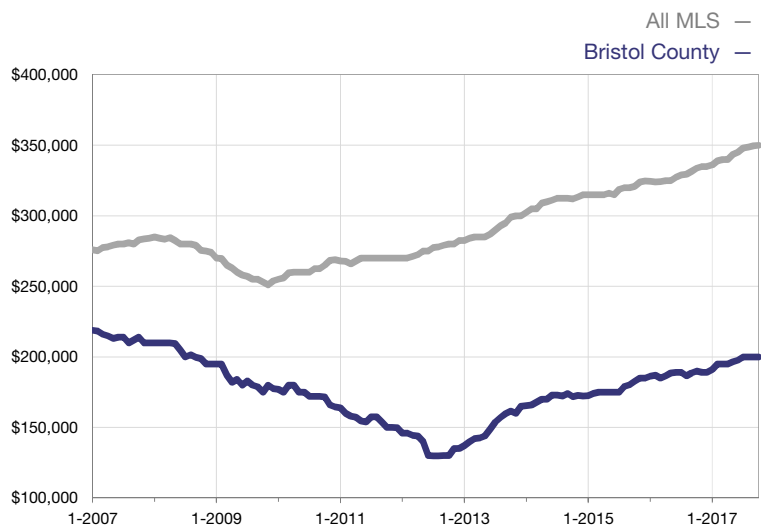
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dukes County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	17	20	+ 17.6%	150	166	+ 10.7%
Closed Sales	21	19	- 9.5%	148	142	- 4.1%
Median Sales Price*	\$1,275,000	\$795,000	- 37.6%	\$859,500	\$778,000	- 9.5%
Inventory of Homes for Sale	236	204	- 13.6%	--	--	--
Months Supply of Inventory	14.8	14.2	- 4.1%	--	--	--
Cumulative Days on Market Until Sale	172	142	- 17.4%	173	125	- 27.7%
Percent of Original List Price Received*	90.8%	91.3%	+ 0.6%	92.1%	93.1%	+ 1.1%
New Listings	32	27	- 15.6%	331	339	+ 2.4%

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

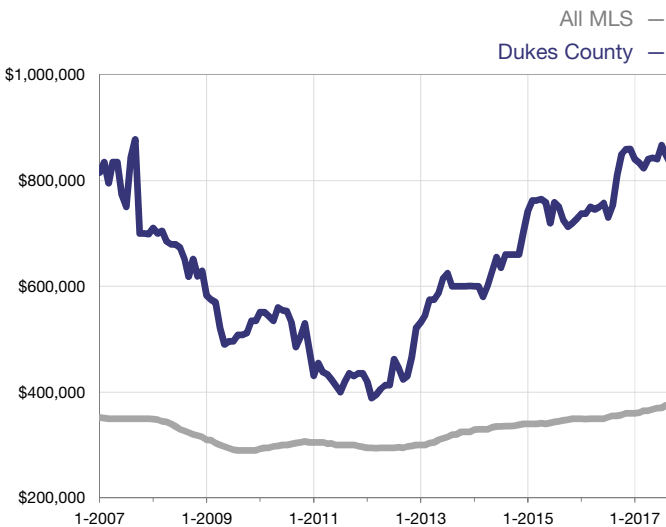
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	1	0.0%	8	9	+ 12.5%
Closed Sales	2	2	0.0%	9	8	- 11.1%
Median Sales Price*	\$354,000	\$593,750	+ 67.7%	\$262,500	\$547,500	+ 108.6%
Inventory of Homes for Sale	13	19	+ 46.2%	--	--	--
Months Supply of Inventory	9.5	13.3	+ 40.0%	--	--	--
Cumulative Days on Market Until Sale	71	281	+ 295.8%	63	207	+ 228.6%
Percent of Original List Price Received*	97.3%	100.5%	+ 3.3%	94.9%	93.1%	- 1.9%
New Listings	2	3	+ 50.0%	20	18	- 10.0%

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

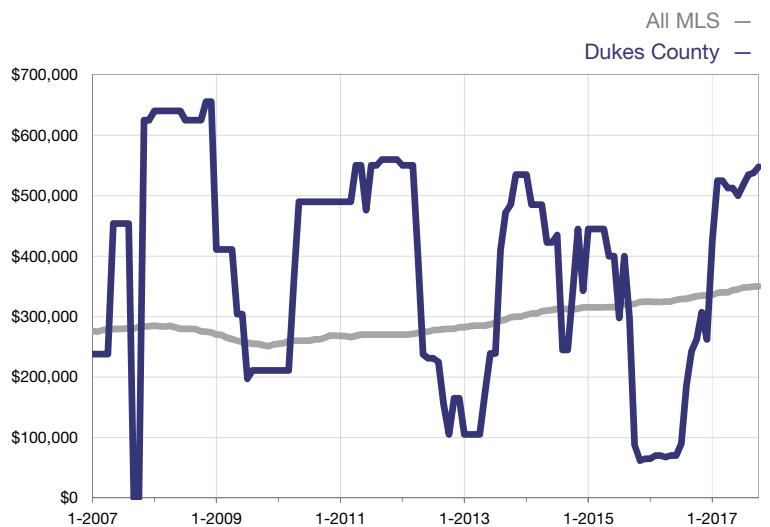
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Essex County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	565	574	+ 1.6%	5,620	5,553	- 1.2%
Closed Sales	556	571	+ 2.7%	5,258	5,228	- 0.6%
Median Sales Price*	\$399,950	\$425,000	+ 6.3%	\$399,900	\$430,000	+ 7.5%
Inventory of Homes for Sale	1,592	1,163	- 26.9%	--	--	--
Months Supply of Inventory	3.0	2.2	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	65	52	- 20.0%	78	54	- 30.8%
Percent of Original List Price Received*	96.7%	98.4%	+ 1.8%	97.2%	98.3%	+ 1.1%
New Listings	631	622	- 1.4%	7,313	7,061	- 3.4%

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

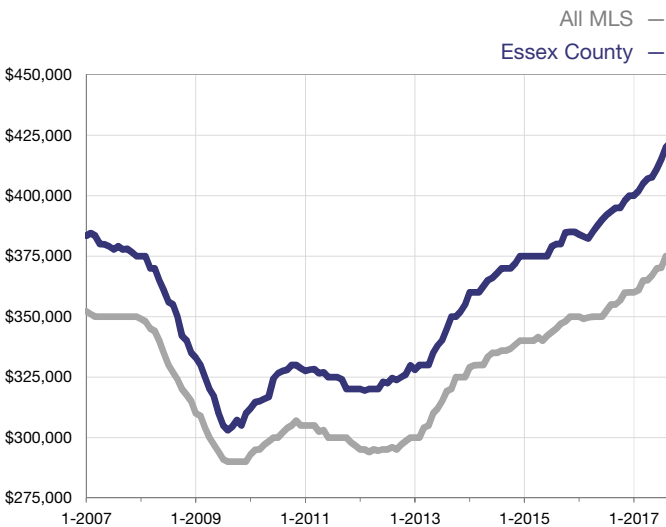
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	232	278	+ 19.8%	2,449	2,608	+ 6.5%
Closed Sales	240	227	- 5.4%	2,291	2,463	+ 7.5%
Median Sales Price*	\$266,500	\$272,500	+ 2.3%	\$257,000	\$280,500	+ 9.1%
Inventory of Homes for Sale	621	430	- 30.8%	--	--	--
Months Supply of Inventory	2.7	1.8	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	58	46	- 20.7%	75	52	- 30.7%
Percent of Original List Price Received*	98.0%	99.1%	+ 1.1%	97.6%	99.0%	+ 1.4%
New Listings	267	295	+ 10.5%	3,042	3,099	+ 1.9%

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

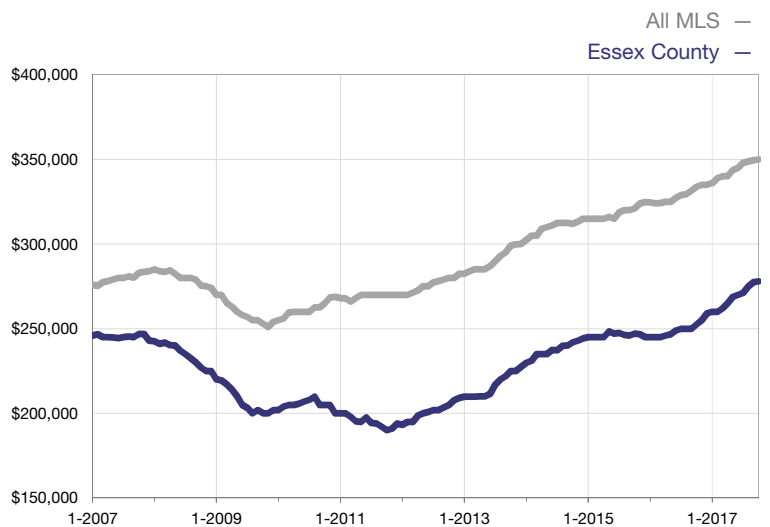
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	52	62	+ 19.2%	559	587	+ 5.0%
Closed Sales	61	53	- 13.1%	505	543	+ 7.5%
Median Sales Price*	\$199,000	\$173,000	- 13.1%	\$200,000	\$204,000	+ 2.0%
Inventory of Homes for Sale	369	246	- 33.3%	--	--	--
Months Supply of Inventory	7.4	4.4	- 40.5%	--	--	--
Cumulative Days on Market Until Sale	92	93	+ 1.1%	135	114	- 15.6%
Percent of Original List Price Received*	95.3%	94.7%	- 0.6%	93.1%	94.1%	+ 1.1%
New Listings	56	70	+ 25.0%	855	768	- 10.2%

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

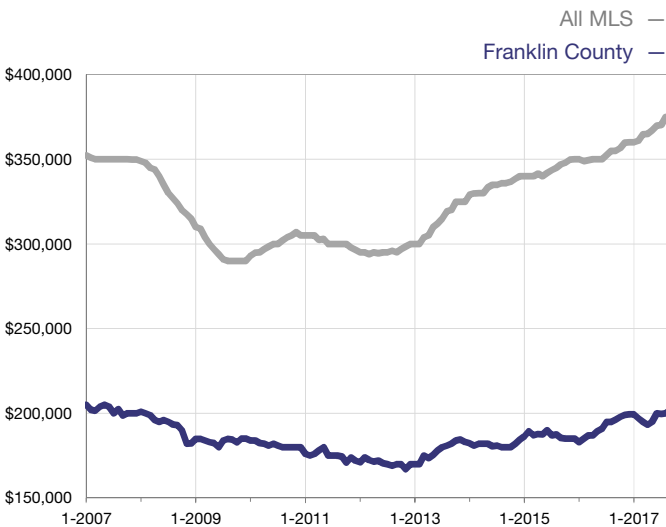
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	3	4	+ 33.3%	41	42	+ 2.4%
Closed Sales	0	4	--	41	42	+ 2.4%
Median Sales Price*	\$0	\$114,000	--	\$135,400	\$192,500	+ 42.2%
Inventory of Homes for Sale	19	13	- 31.6%	--	--	--
Months Supply of Inventory	4.5	3.2	- 28.9%	--	--	--
Cumulative Days on Market Until Sale	0	50	--	153	146	- 4.6%
Percent of Original List Price Received*	0.0%	98.3%	--	94.0%	94.5%	+ 0.5%
New Listings	4	7	+ 75.0%	47	56	+ 19.1%

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

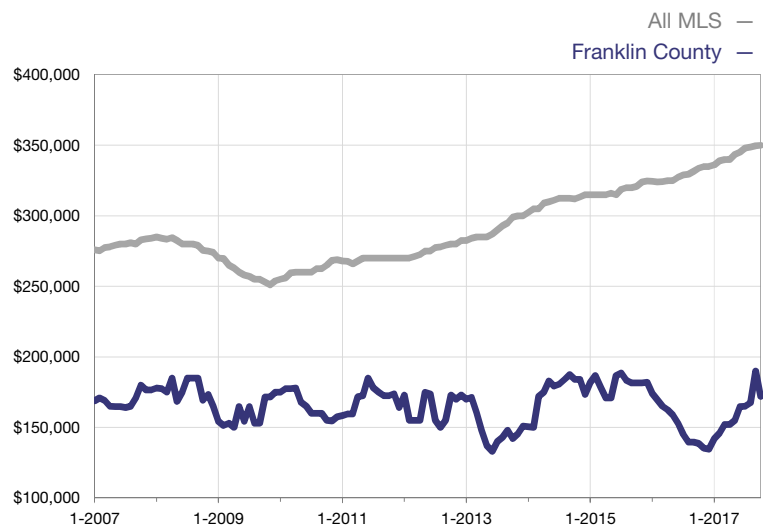
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	345	398	+ 15.4%	3,541	3,743	+ 5.7%
Closed Sales	295	367	+ 24.4%	3,317	3,470	+ 4.6%
Median Sales Price*	\$178,500	\$185,000	+ 3.6%	\$180,000	\$189,900	+ 5.5%
Inventory of Homes for Sale	1,380	1,032	- 25.2%	--	--	--
Months Supply of Inventory	4.3	3.0	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	70	57	- 18.6%	99	70	- 29.3%
Percent of Original List Price Received*	95.4%	96.5%	+ 1.2%	94.5%	96.1%	+ 1.7%
New Listings	404	450	+ 11.4%	4,751	4,906	+ 3.3%

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

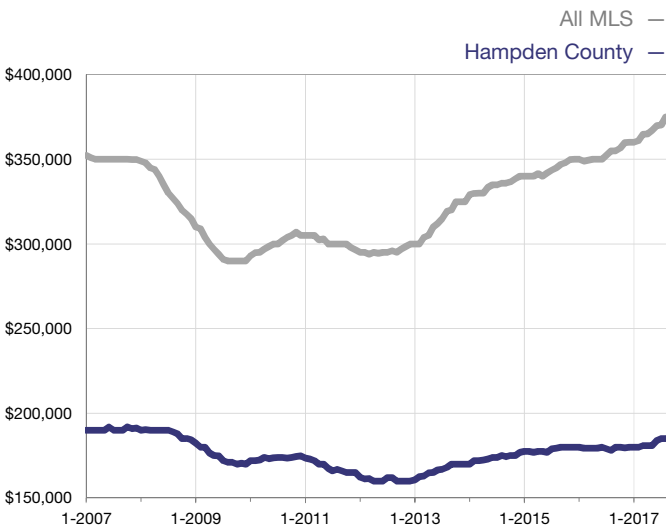
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	38	56	+ 47.4%	446	467	+ 4.7%
Closed Sales	40	41	+ 2.5%	437	425	- 2.7%
Median Sales Price*	\$147,000	\$132,000	- 10.2%	\$135,000	\$135,750	+ 0.6%
Inventory of Homes for Sale	215	155	- 27.9%	--	--	--
Months Supply of Inventory	5.1	3.7	- 27.5%	--	--	--
Cumulative Days on Market Until Sale	111	80	- 27.9%	116	96	- 17.2%
Percent of Original List Price Received*	94.4%	95.7%	+ 1.4%	94.9%	95.0%	+ 0.1%
New Listings	50	55	+ 10.0%	603	594	- 1.5%

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

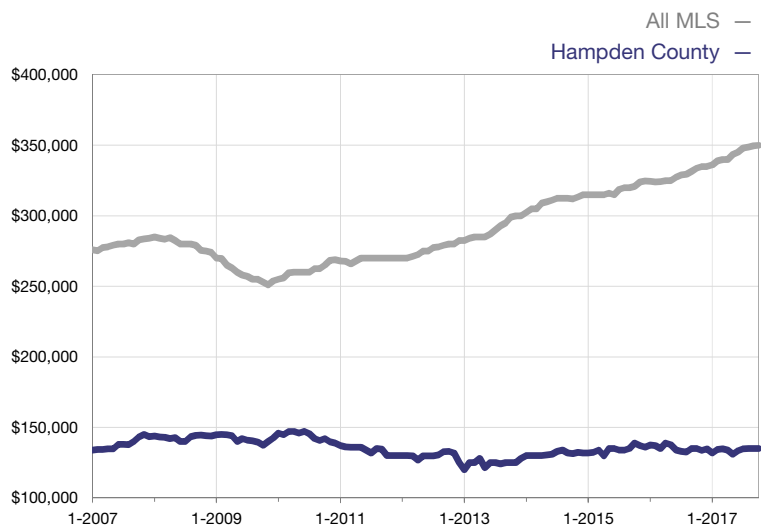
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	80	118	+ 47.5%	1,161	1,125	- 3.1%
Closed Sales	86	107	+ 24.4%	1,096	1,052	- 4.0%
Median Sales Price*	\$265,000	\$270,131	+ 1.9%	\$264,450	\$272,500	+ 3.0%
Inventory of Homes for Sale	570	465	- 18.4%	--	--	--
Months Supply of Inventory	5.4	4.4	- 18.5%	--	--	--
Cumulative Days on Market Until Sale	111	79	- 28.8%	112	88	- 21.4%
Percent of Original List Price Received*	92.8%	95.3%	+ 2.7%	94.8%	95.3%	+ 0.5%
New Listings	120	152	+ 26.7%	1,649	1,605	- 2.7%

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

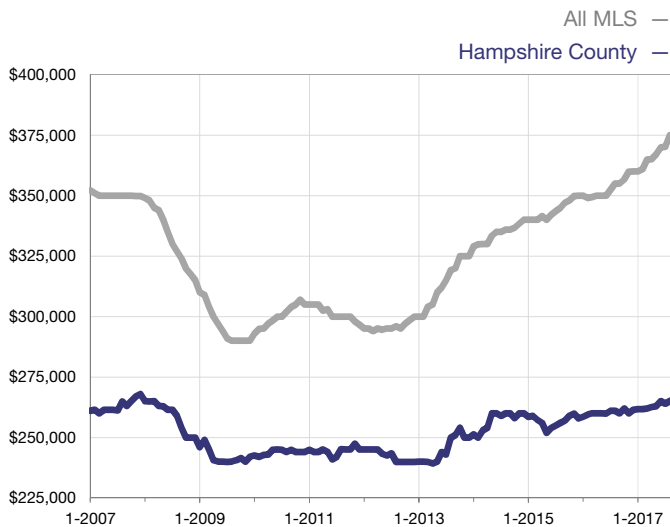
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	24	27	+ 12.5%	272	284	+ 4.4%
Closed Sales	21	29	+ 38.1%	244	290	+ 18.9%
Median Sales Price*	\$171,900	\$227,500	+ 32.3%	\$182,750	\$209,950	+ 14.9%
Inventory of Homes for Sale	120	95	- 20.8%	--	--	--
Months Supply of Inventory	5.2	3.3	- 36.5%	--	--	--
Cumulative Days on Market Until Sale	98	61	- 37.8%	131	100	- 23.7%
Percent of Original List Price Received*	98.5%	97.9%	- 0.6%	97.1%	96.8%	- 0.3%
New Listings	25	25	0.0%	325	351	+ 8.0%

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

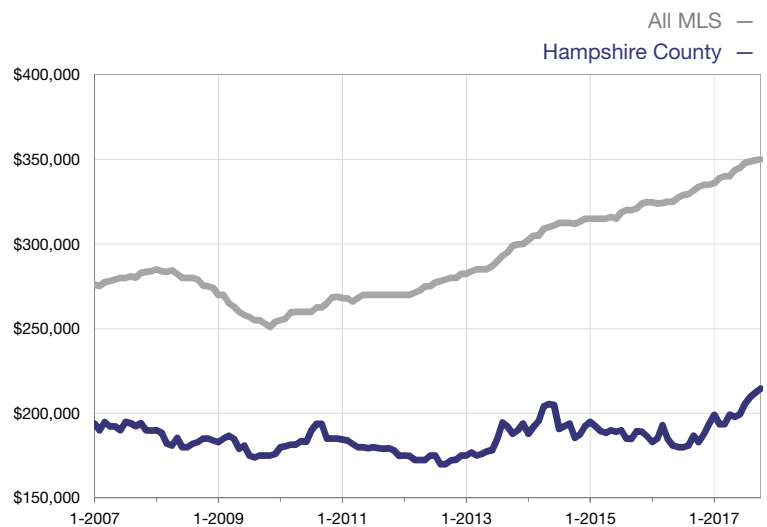
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Middlesex County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	892	1,044	+ 17.0%	10,161	10,032	- 1.3%
Closed Sales	837	913	+ 9.1%	9,561	9,236	- 3.4%
Median Sales Price*	\$470,000	\$517,000	+ 10.0%	\$492,497	\$535,000	+ 8.6%
Inventory of Homes for Sale	2,285	1,659	- 27.4%	--	--	--
Months Supply of Inventory	2.4	1.8	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	58	43	- 25.9%	64	48	- 25.0%
Percent of Original List Price Received*	98.2%	99.4%	+ 1.2%	98.7%	99.6%	+ 0.9%
New Listings	940	1,006	+ 7.0%	12,762	12,198	- 4.4%

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

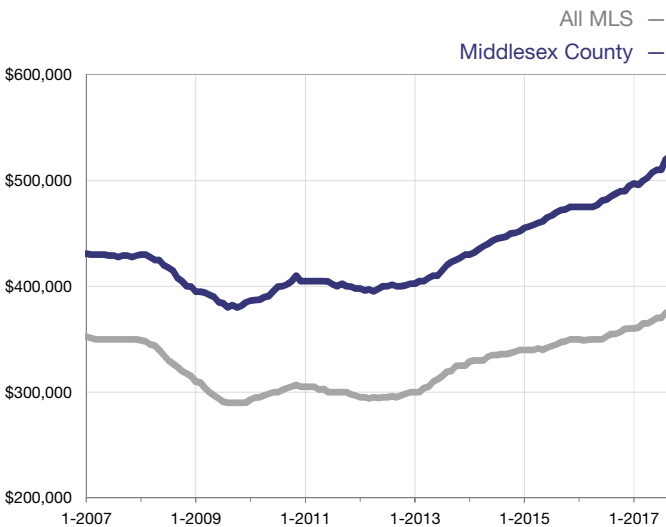
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	482	499	+ 3.5%	5,605	5,214	- 7.0%
Closed Sales	483	469	- 2.9%	5,311	4,923	- 7.3%
Median Sales Price*	\$380,000	\$425,000	+ 11.8%	\$410,000	\$427,000	+ 4.1%
Inventory of Homes for Sale	913	590	- 35.4%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	44	32	- 27.3%	49	36	- 26.5%
Percent of Original List Price Received*	99.7%	101.1%	+ 1.4%	100.6%	101.5%	+ 0.9%
New Listings	539	494	- 8.3%	6,593	6,034	- 8.5%

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

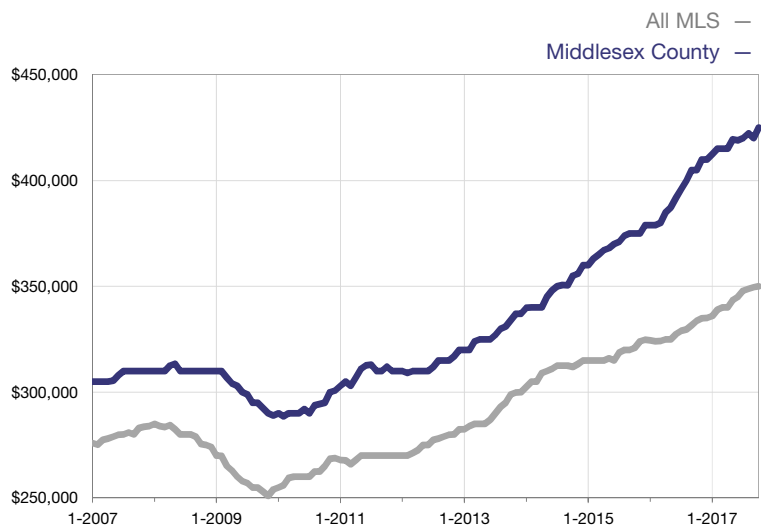
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Nantucket County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	10	+ 900.0%	20	46	+ 130.0%
Closed Sales	3	9	+ 200.0%	23	37	+ 60.9%
Median Sales Price*	\$1,700,000	\$1,620,000	- 4.7%	\$1,440,000	\$1,620,000	+ 12.5%
Inventory of Homes for Sale	37	59	+ 59.5%	--	--	--
Months Supply of Inventory	14.0	15.8	+ 12.9%	--	--	--
Cumulative Days on Market Until Sale	65	106	+ 63.1%	174	109	- 37.4%
Percent of Original List Price Received*	93.5%	95.0%	+ 1.6%	91.9%	92.3%	+ 0.4%
New Listings	5	4	- 20.0%	56	110	+ 96.4%

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

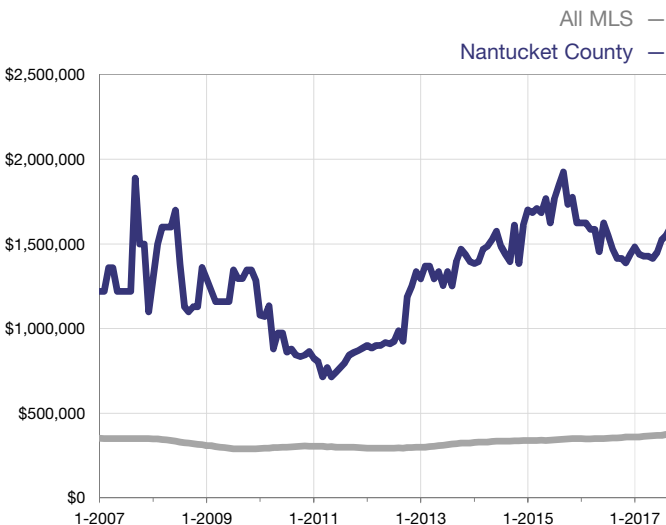
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	2	--	1	5	+ 400.0%
Closed Sales	0	2	--	1	3	+ 200.0%
Median Sales Price*	\$0	\$822,500	--	\$418,500	\$790,000	+ 88.8%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	0	78	--	48	53	+ 10.4%
Percent of Original List Price Received*	0.0%	94.2%	--	99.6%	98.8%	- 0.8%
New Listings	0	0	--	4	9	+ 125.0%

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

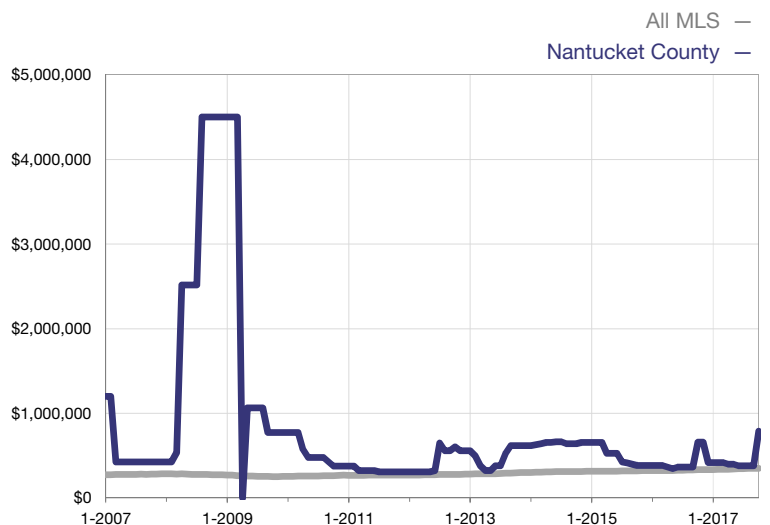
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	540	540	0.0%	5,566	5,700	+ 2.4%
Closed Sales	464	501	+ 8.0%	5,250	5,444	+ 3.7%
Median Sales Price*	\$433,500	\$470,000	+ 8.4%	\$455,000	\$490,000	+ 7.7%
Inventory of Homes for Sale	1,615	1,195	- 26.0%	--	--	--
Months Supply of Inventory	3.1	2.2	- 29.0%	--	--	--
Cumulative Days on Market Until Sale	60	53	- 11.7%	71	57	- 19.7%
Percent of Original List Price Received*	96.9%	98.0%	+ 1.1%	97.4%	98.3%	+ 0.9%
New Listings	611	647	+ 5.9%	7,398	7,212	- 2.5%

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

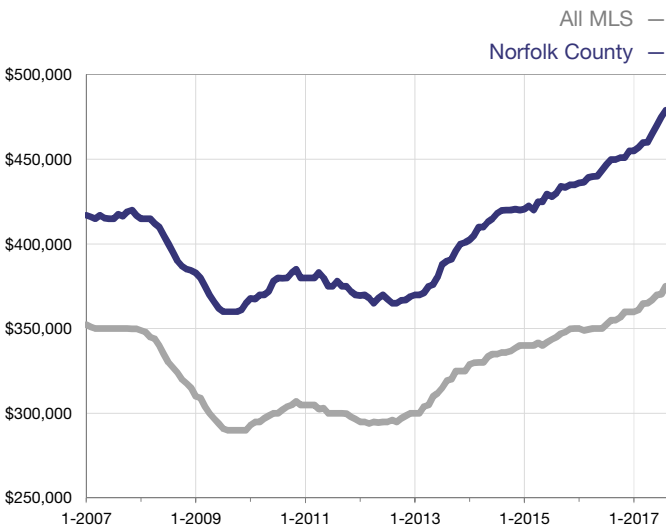
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	197	264	+ 34.0%	2,102	2,230	+ 6.1%
Closed Sales	171	192	+ 12.3%	1,912	2,039	+ 6.6%
Median Sales Price*	\$295,000	\$351,000	+ 19.0%	\$320,000	\$359,000	+ 12.2%
Inventory of Homes for Sale	419	301	- 28.2%	--	--	--
Months Supply of Inventory	2.2	1.5	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	43	43	0.0%	59	43	- 27.1%
Percent of Original List Price Received*	99.1%	99.7%	+ 0.6%	99.0%	100.0%	+ 1.0%
New Listings	208	241	+ 15.9%	2,560	2,611	+ 2.0%

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

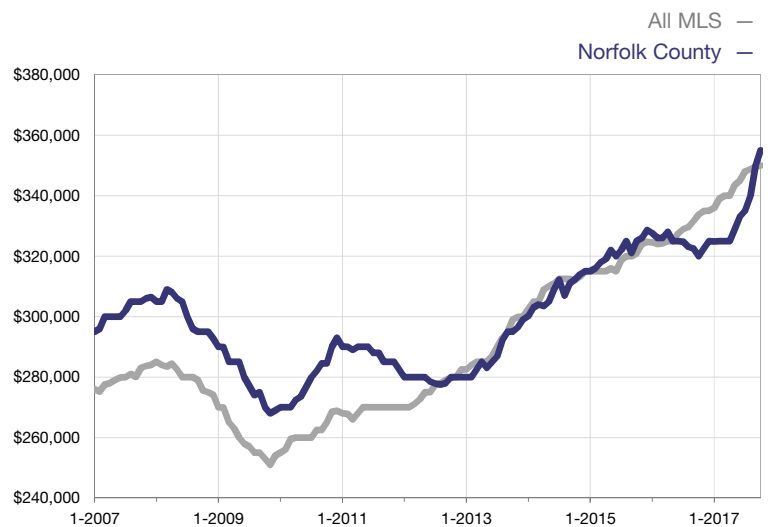
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Plymouth County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	498	575	+ 15.5%	5,557	5,596	+ 0.7%
Closed Sales	516	547	+ 6.0%	5,189	5,235	+ 0.9%
Median Sales Price*	\$344,900	\$367,000	+ 6.4%	\$335,000	\$358,750	+ 7.1%
Inventory of Homes for Sale	2,012	1,578	- 21.6%	--	--	--
Months Supply of Inventory	4.0	3.0	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	80	63	- 21.3%	90	66	- 26.7%
Percent of Original List Price Received*	96.0%	97.1%	+ 1.1%	96.3%	97.6%	+ 1.3%
New Listings	599	676	+ 12.9%	7,613	7,451	- 2.1%

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

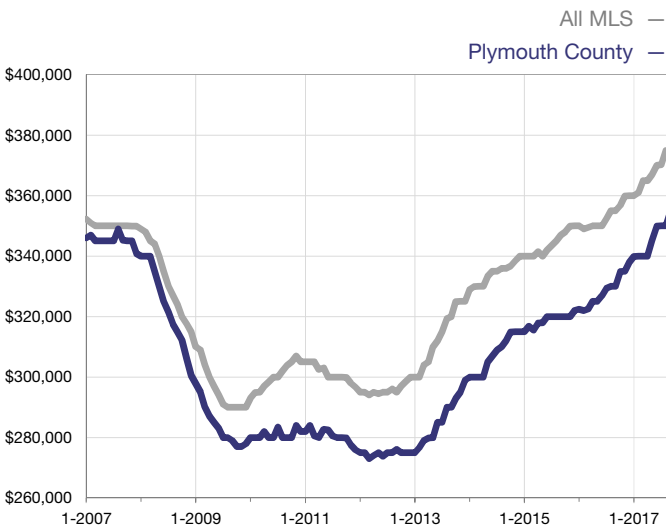
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	80	134	+ 67.5%	917	1,153	+ 25.7%
Closed Sales	72	114	+ 58.3%	883	1,018	+ 15.3%
Median Sales Price*	\$263,450	\$285,500	+ 8.4%	\$254,900	\$280,000	+ 9.8%
Inventory of Homes for Sale	359	290	- 19.2%	--	--	--
Months Supply of Inventory	4.1	2.9	- 29.3%	--	--	--
Cumulative Days on Market Until Sale	81	70	- 13.6%	94	76	- 19.1%
Percent of Original List Price Received*	98.2%	96.9%	- 1.3%	97.2%	98.1%	+ 0.9%
New Listings	119	163	+ 37.0%	1,259	1,424	+ 13.1%

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

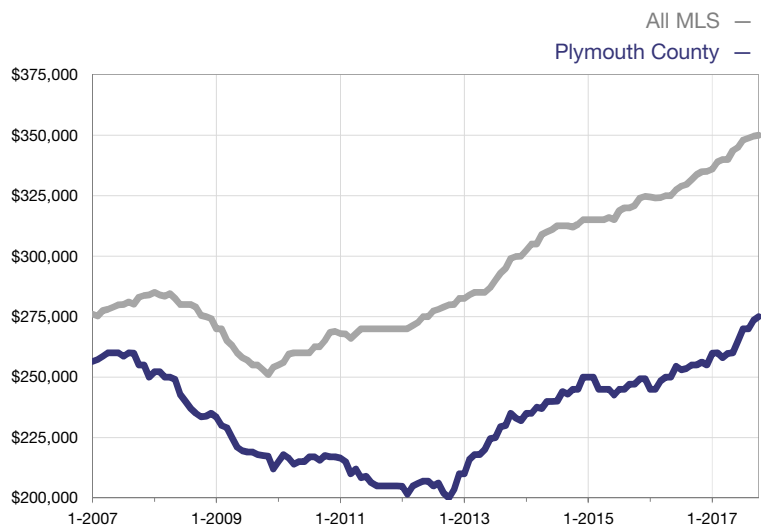
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Suffolk County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	116	120	+ 3.4%	1,215	1,217	+ 0.2%
Closed Sales	104	127	+ 22.1%	1,131	1,150	+ 1.7%
Median Sales Price*	\$450,000	\$529,500	+ 17.7%	\$465,000	\$505,000	+ 8.6%
Inventory of Homes for Sale	293	194	- 33.8%	--	--	--
Months Supply of Inventory	2.6	1.7	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	48	46	- 4.2%	54	42	- 22.2%
Percent of Original List Price Received*	97.9%	99.9%	+ 2.0%	98.7%	99.8%	+ 1.1%
New Listings	157	120	- 23.6%	1,596	1,544	- 3.3%

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

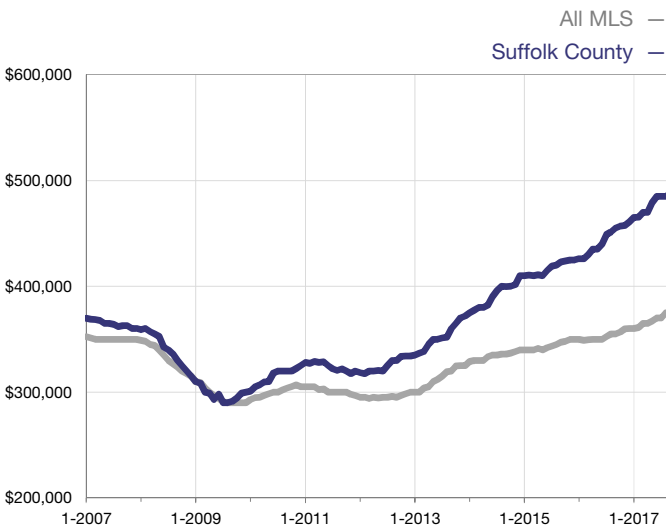
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	401	473	+ 18.0%	4,195	4,409	+ 5.1%
Closed Sales	338	342	+ 1.2%	3,996	4,003	+ 0.2%
Median Sales Price*	\$535,700	\$567,500	+ 5.9%	\$540,000	\$570,000	+ 5.6%
Inventory of Homes for Sale	893	848	- 5.0%	--	--	--
Months Supply of Inventory	2.3	2.1	- 8.7%	--	--	--
Cumulative Days on Market Until Sale	44	37	- 15.9%	48	40	- 16.7%
Percent of Original List Price Received*	99.5%	99.5%	0.0%	100.0%	100.2%	+ 0.2%
New Listings	517	558	+ 7.9%	5,389	5,752	+ 6.7%

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

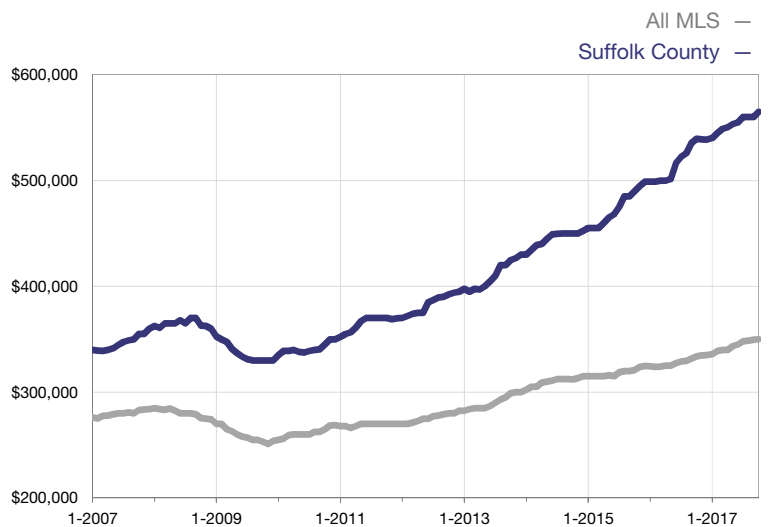
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Worcester County

Single-Family Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	709	826	+ 16.5%	7,468	7,628	+ 2.1%
Closed Sales	695	751	+ 8.1%	6,984	7,020	+ 0.5%
Median Sales Price*	\$265,000	\$274,000	+ 3.4%	\$255,000	\$269,900	+ 5.8%
Inventory of Homes for Sale	2,649	1,932	- 27.1%	--	--	--
Months Supply of Inventory	3.9	2.8	- 28.2%	--	--	--
Cumulative Days on Market Until Sale	74	56	- 24.3%	94	63	- 33.0%
Percent of Original List Price Received*	96.5%	97.8%	+ 1.3%	96.3%	97.6%	+ 1.3%
New Listings	900	929	+ 3.2%	9,962	9,810	- 1.5%

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

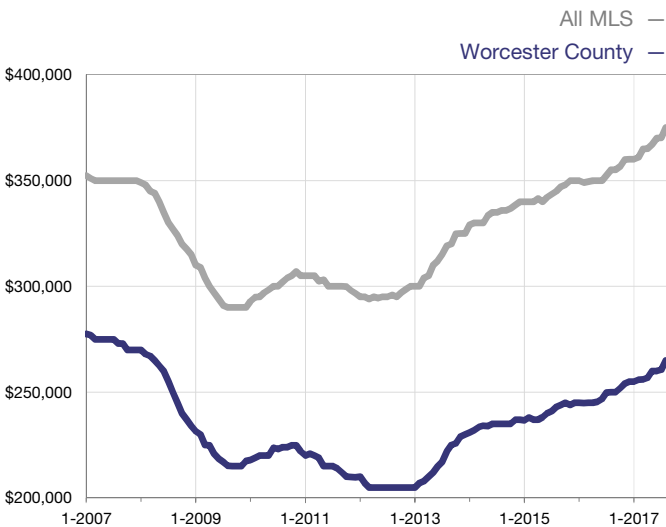
Condominium Properties

Key Metrics	October			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	129	186	+ 44.2%	1,513	1,634	+ 8.0%
Closed Sales	136	159	+ 16.9%	1,423	1,512	+ 6.3%
Median Sales Price*	\$195,500	\$206,000	+ 5.4%	\$193,000	\$200,000	+ 3.6%
Inventory of Homes for Sale	484	347	- 28.3%	--	--	--
Months Supply of Inventory	3.5	2.3	- 34.3%	--	--	--
Cumulative Days on Market Until Sale	77	58	- 24.7%	91	67	- 26.4%
Percent of Original List Price Received*	96.8%	99.4%	+ 2.7%	96.6%	97.9%	+ 1.3%
New Listings	157	177	+ 12.7%	1,954	1,953	- 0.1%

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

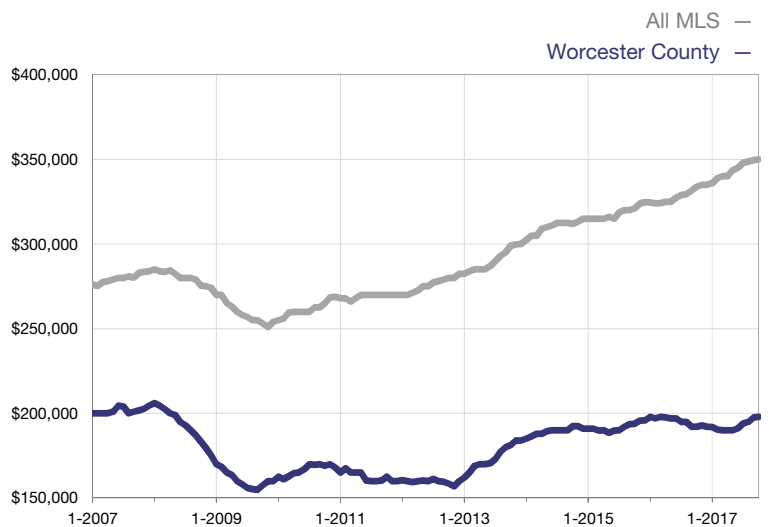
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

