

Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	290	316	+ 9.0%	290	316	+ 9.0%
Closed Sales	324	297	- 8.3%	324	297	- 8.3%
Median Sales Price*	\$369,750	\$408,000	+ 10.3%	\$369,750	\$408,000	+ 10.3%
Inventory of Homes for Sale	2,558	1,693	- 33.8%	--	--	--
Months Supply of Inventory	5.7	4.1	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	123	109	- 11.4%	123	109	- 11.4%
Percent of Original List Price Received*	92.9%	93.4%	+ 0.5%	92.9%	93.4%	+ 0.5%
New Listings	421	348	- 17.3%	421	348	- 17.3%

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

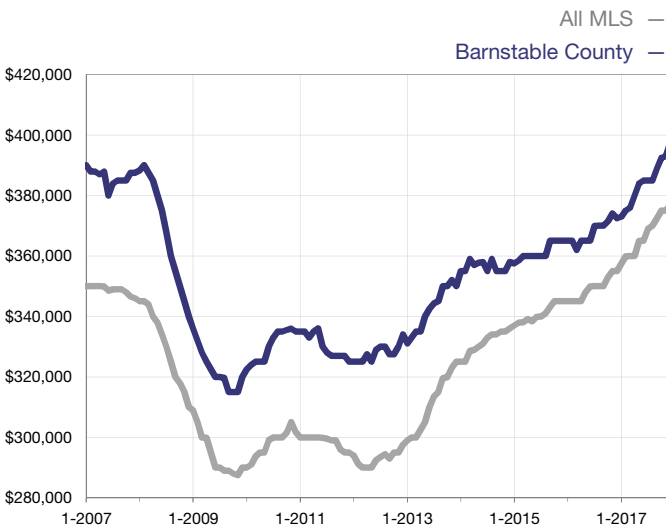
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	74	80	+ 8.1%	74	80	+ 8.1%
Closed Sales	69	64	- 7.2%	69	64	- 7.2%
Median Sales Price*	\$252,000	\$243,750	- 3.3%	\$252,000	\$243,750	- 3.3%
Inventory of Homes for Sale	578	409	- 29.2%	--	--	--
Months Supply of Inventory	5.8	4.1	- 29.3%	--	--	--
Cumulative Days on Market Until Sale	158	134	- 15.2%	158	134	- 15.2%
Percent of Original List Price Received*	94.3%	93.9%	- 0.4%	94.3%	93.9%	- 0.4%
New Listings	107	102	- 4.7%	107	102	- 4.7%

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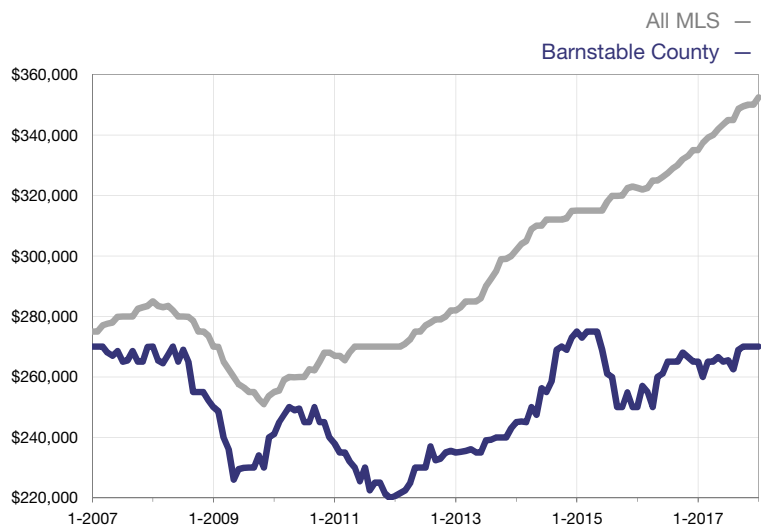
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Berkshire County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	86	60	- 30.2%	86	60	- 30.2%
Closed Sales	82	74	- 9.8%	82	74	- 9.8%
Median Sales Price*	\$188,500	\$200,000	+ 6.1%	\$188,500	\$200,000	+ 6.1%
Inventory of Homes for Sale	991	721	- 27.2%	--	--	--
Months Supply of Inventory	8.6	6.1	- 29.1%	--	--	--
Cumulative Days on Market Until Sale	129	148	+ 14.7%	129	148	+ 14.7%
Percent of Original List Price Received*	88.0%	87.8%	- 0.2%	88.0%	87.8%	- 0.2%
New Listings	130	94	- 27.7%	130	94	- 27.7%

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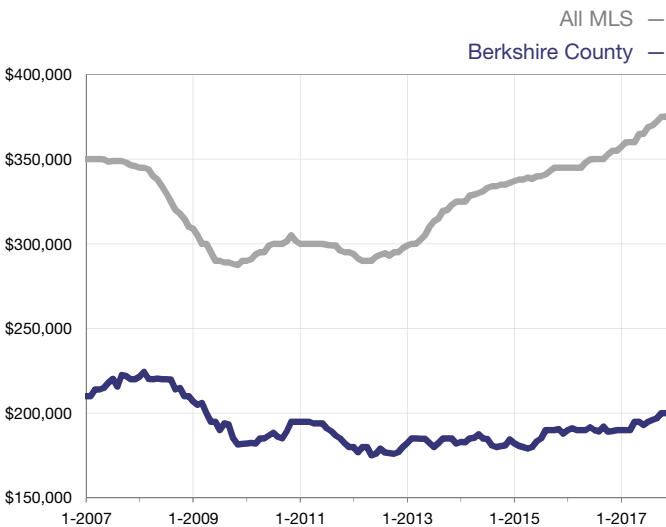
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	8	+ 100.0%	4	8	+ 100.0%
Closed Sales	3	10	+ 233.3%	3	10	+ 233.3%
Median Sales Price*	\$289,000	\$189,500	- 34.4%	\$289,000	\$189,500	- 34.4%
Inventory of Homes for Sale	181	131	- 27.6%	--	--	--
Months Supply of Inventory	19.9	11.2	- 43.7%	--	--	--
Cumulative Days on Market Until Sale	225	202	- 10.2%	225	202	- 10.2%
Percent of Original List Price Received*	98.8%	86.2%	- 12.8%	98.8%	86.2%	- 12.8%
New Listings	9	7	- 22.2%	9	7	- 22.2%

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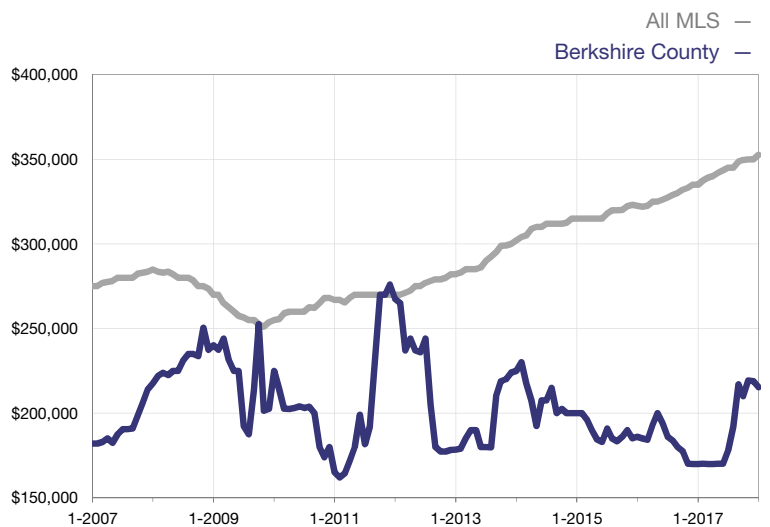
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Bristol County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	266	296	+ 11.3%	266	296	+ 11.3%
Closed Sales	284	273	- 3.9%	284	273	- 3.9%
Median Sales Price*	\$284,000	\$283,000	- 0.4%	\$284,000	\$283,000	- 0.4%
Inventory of Homes for Sale	1,195	878	- 26.5%	--	--	--
Months Supply of Inventory	3.0	2.2	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	77	69	- 10.4%	77	69	- 10.4%
Percent of Original List Price Received*	96.1%	96.4%	+ 0.3%	96.1%	96.4%	+ 0.3%
New Listings	382	321	- 16.0%	382	321	- 16.0%

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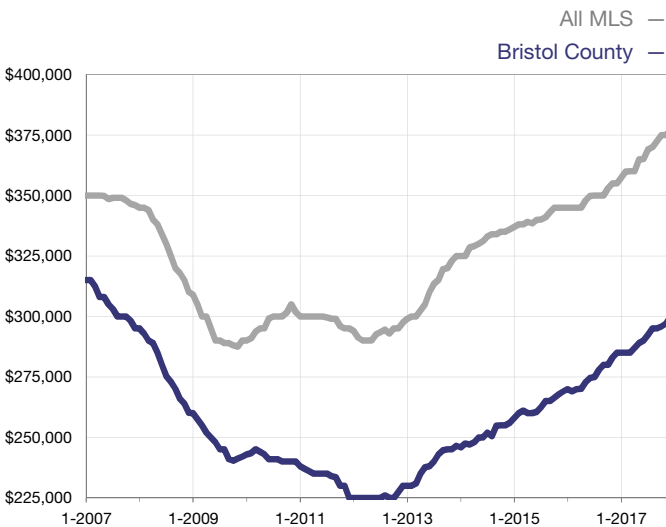
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	61	36	- 41.0%	61	36	- 41.0%
Closed Sales	38	45	+ 18.4%	38	45	+ 18.4%
Median Sales Price*	\$215,000	\$220,000	+ 2.3%	\$215,000	\$220,000	+ 2.3%
Inventory of Homes for Sale	167	106	- 36.5%	--	--	--
Months Supply of Inventory	2.4	1.5	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	62	76	+ 22.6%	62	76	+ 22.6%
Percent of Original List Price Received*	97.5%	96.1%	- 1.4%	97.5%	96.1%	- 1.4%
New Listings	70	43	- 38.6%	70	43	- 38.6%

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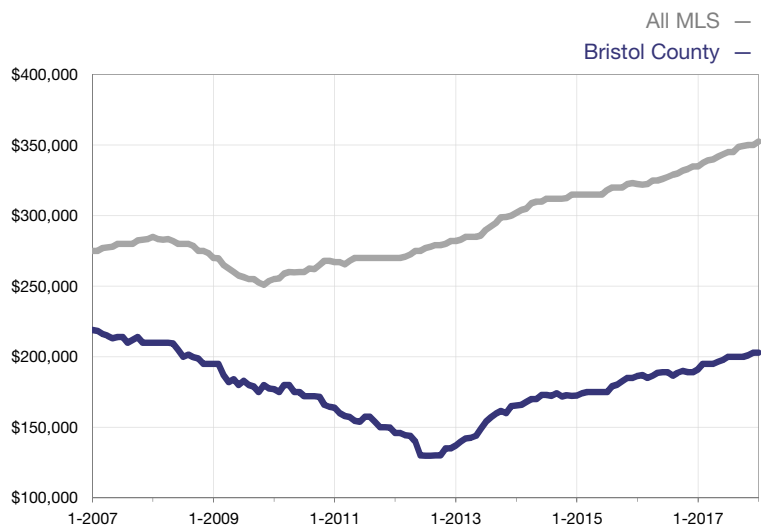
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Dukes County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	7	- 41.7%	12	7	- 41.7%
Closed Sales	15	18	+ 20.0%	15	18	+ 20.0%
Median Sales Price*	\$697,500	\$1,485,500	+ 113.0%	\$697,500	\$1,485,500	+ 113.0%
Inventory of Homes for Sale	168	129	- 23.2%	--	--	--
Months Supply of Inventory	11.5	8.6	- 25.2%	--	--	--
Cumulative Days on Market Until Sale	166	157	- 5.4%	166	157	- 5.4%
Percent of Original List Price Received*	87.0%	92.2%	+ 6.0%	87.0%	92.2%	+ 6.0%
New Listings	31	25	- 19.4%	31	25	- 19.4%

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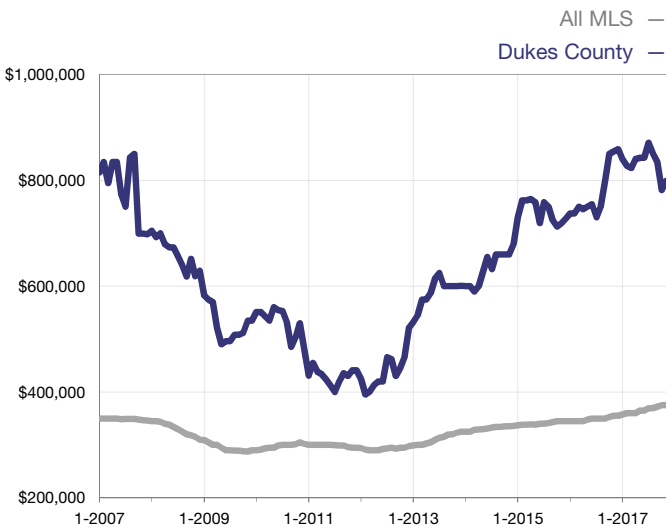
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	2	1	- 50.0%	2	1	- 50.0%
Median Sales Price*	\$598,500	\$430,000	- 28.2%	\$598,500	\$430,000	- 28.2%
Inventory of Homes for Sale	14	10	- 28.6%	--	--	--
Months Supply of Inventory	8.2	8.0	- 2.4%	--	--	--
Cumulative Days on Market Until Sale	109	46	- 57.8%	109	46	- 57.8%
Percent of Original List Price Received*	93.3%	93.7%	+ 0.4%	93.3%	93.7%	+ 0.4%
New Listings	1	2	+ 100.0%	1	2	+ 100.0%

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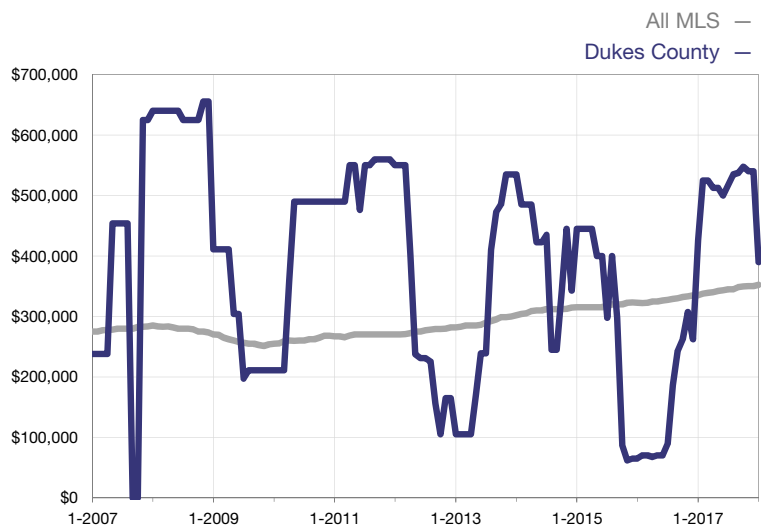
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Essex County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	328	340	+ 3.7%	328	340	+ 3.7%
Closed Sales	412	399	- 3.2%	412	399	- 3.2%
Median Sales Price*	\$402,500	\$430,000	+ 6.8%	\$402,500	\$430,000	+ 6.8%
Inventory of Homes for Sale	958	627	- 34.6%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	66	61	- 7.6%	66	61	- 7.6%
Percent of Original List Price Received*	96.0%	97.2%	+ 1.3%	96.0%	97.2%	+ 1.3%
New Listings	393	313	- 20.4%	393	313	- 20.4%

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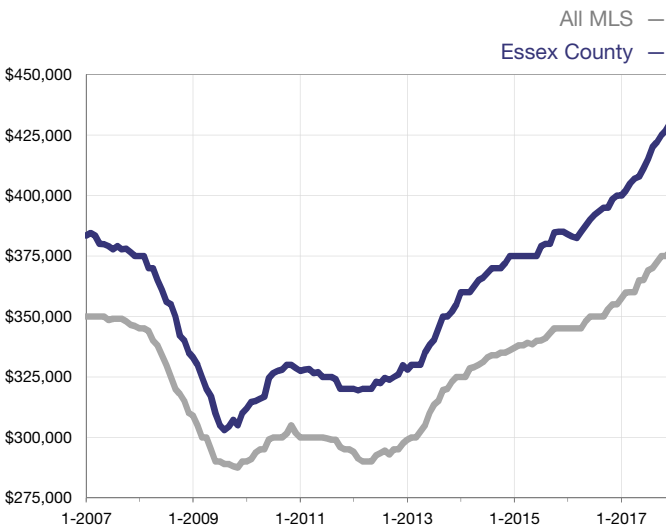
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	196	209	+ 6.6%	196	209	+ 6.6%
Closed Sales	197	166	- 15.7%	197	166	- 15.7%
Median Sales Price*	\$299,000	\$299,450	+ 0.2%	\$299,000	\$299,450	+ 0.2%
Inventory of Homes for Sale	466	278	- 40.3%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	70	51	- 27.1%	70	51	- 27.1%
Percent of Original List Price Received*	96.9%	98.1%	+ 1.2%	96.9%	98.1%	+ 1.2%
New Listings	260	220	- 15.4%	260	220	- 15.4%

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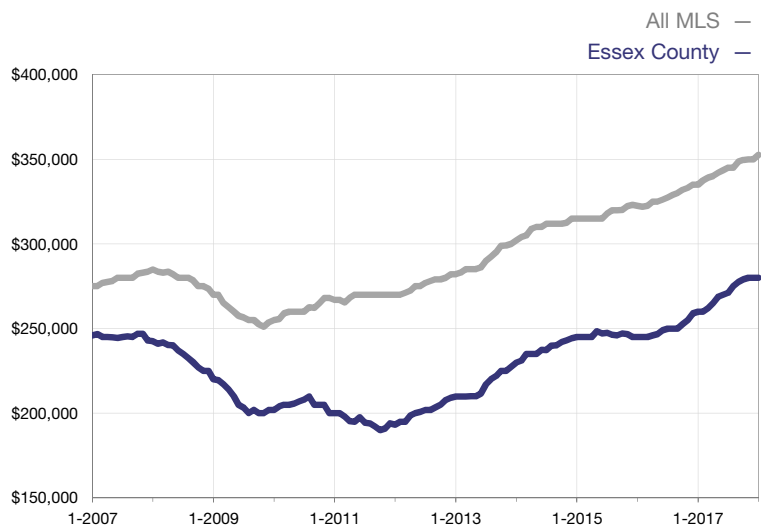
Median Sales Price – Single-Family Properties

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		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	30	30	0.0%	30	30	0.0%
Closed Sales	37	47	+ 27.0%	37	47	+ 27.0%
Median Sales Price*	\$189,000	\$185,000	- 2.1%	\$189,000	\$185,000	- 2.1%
Inventory of Homes for Sale	264	160	- 39.4%	--	--	--
Months Supply of Inventory	5.0	2.9	- 42.0%	--	--	--
Cumulative Days on Market Until Sale	127	105	- 17.3%	127	105	- 17.3%
Percent of Original List Price Received*	89.6%	94.6%	+ 5.6%	89.6%	94.6%	+ 5.6%
New Listings	48	31	- 35.4%	48	31	- 35.4%

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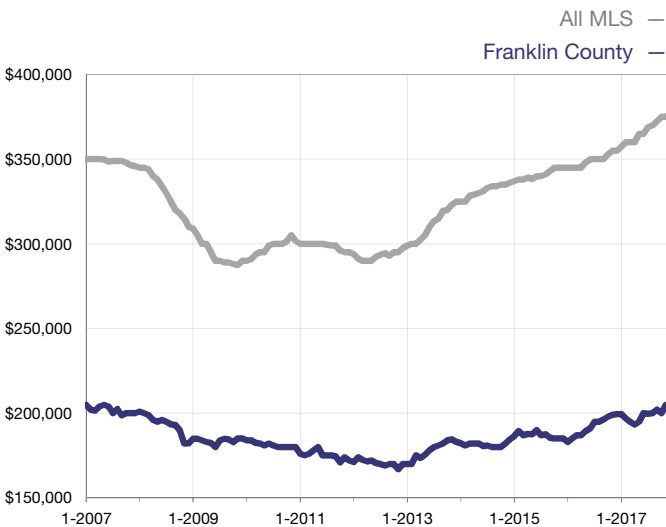
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	2	0.0%	2	2	0.0%
Closed Sales	4	0	- 100.0%	4	0	- 100.0%
Median Sales Price*	\$227,500	\$0	- 100.0%	\$227,500	\$0	- 100.0%
Inventory of Homes for Sale	17	11	- 35.3%	--	--	--
Months Supply of Inventory	3.8	2.6	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	337	0	- 100.0%	337	0	- 100.0%
Percent of Original List Price Received*	85.9%	0.0%	- 100.0%	85.9%	0.0%	- 100.0%
New Listings	2	1	- 50.0%	2	1	- 50.0%

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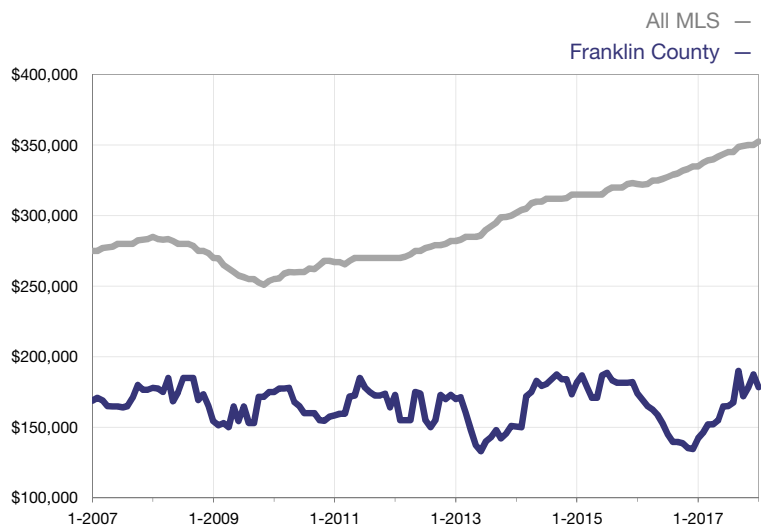
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Hampden County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	268	287	+ 7.1%	268	287	+ 7.1%
Closed Sales	221	279	+ 26.2%	221	279	+ 26.2%
Median Sales Price*	\$170,000	\$185,000	+ 8.8%	\$170,000	\$185,000	+ 8.8%
Inventory of Homes for Sale	1,083	709	- 34.5%	--	--	--
Months Supply of Inventory	3.3	2.0	- 39.4%	--	--	--
Cumulative Days on Market Until Sale	88	75	- 14.8%	88	75	- 14.8%
Percent of Original List Price Received*	94.4%	94.6%	+ 0.2%	94.4%	94.6%	+ 0.2%
New Listings	339	290	- 14.5%	339	290	- 14.5%

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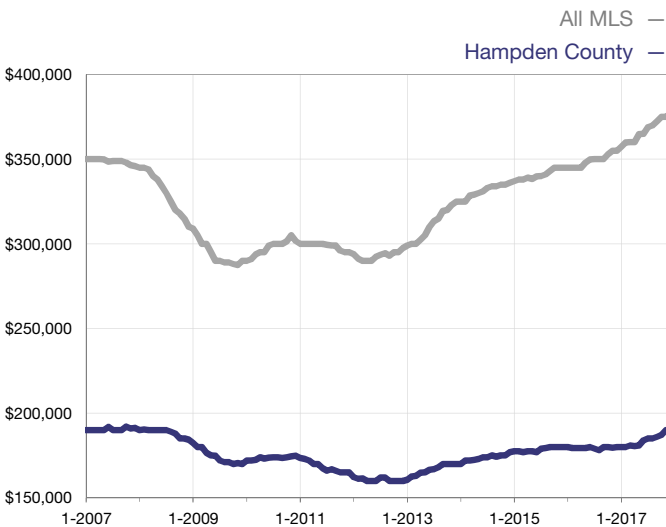
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	38	43	+ 13.2%	38	43	+ 13.2%
Closed Sales	33	31	- 6.1%	33	31	- 6.1%
Median Sales Price*	\$134,800	\$157,000	+ 16.5%	\$134,800	\$157,000	+ 16.5%
Inventory of Homes for Sale	171	122	- 28.7%	--	--	--
Months Supply of Inventory	3.9	2.8	- 28.2%	--	--	--
Cumulative Days on Market Until Sale	141	106	- 24.8%	141	106	- 24.8%
Percent of Original List Price Received*	92.7%	96.3%	+ 3.9%	92.7%	96.3%	+ 3.9%
New Listings	52	37	- 28.8%	52	37	- 28.8%

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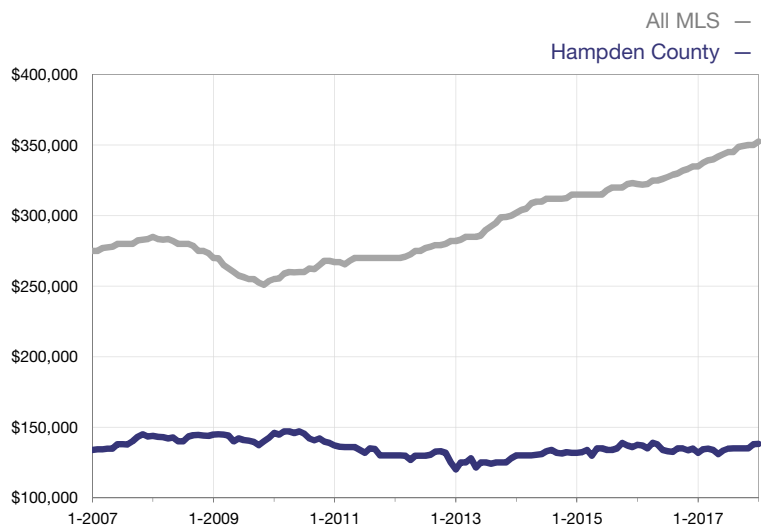
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Hampshire County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	70	75	+ 7.1%	70	75	+ 7.1%
Closed Sales	89	84	- 5.6%	89	84	- 5.6%
Median Sales Price*	\$242,000	\$245,000	+ 1.2%	\$242,000	\$245,000	+ 1.2%
Inventory of Homes for Sale	382	292	- 23.6%	--	--	--
Months Supply of Inventory	3.4	2.8	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	95	101	+ 6.3%	95	101	+ 6.3%
Percent of Original List Price Received*	93.0%	93.3%	+ 0.3%	93.0%	93.3%	+ 0.3%
New Listings	101	90	- 10.9%	101	90	- 10.9%

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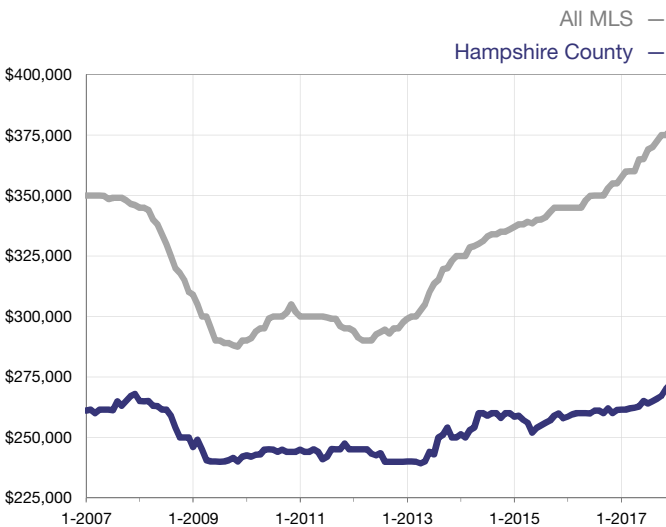
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	14	21	+ 50.0%	14	21	+ 50.0%
Closed Sales	25	13	- 48.0%	25	13	- 48.0%
Median Sales Price*	\$204,900	\$179,900	- 12.2%	\$204,900	\$179,900	- 12.2%
Inventory of Homes for Sale	91	79	- 13.2%	--	--	--
Months Supply of Inventory	3.5	3.0	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	97	126	+ 29.9%	97	126	+ 29.9%
Percent of Original List Price Received*	97.1%	98.0%	+ 0.9%	97.1%	98.0%	+ 0.9%
New Listings	18	30	+ 66.7%	18	30	+ 66.7%

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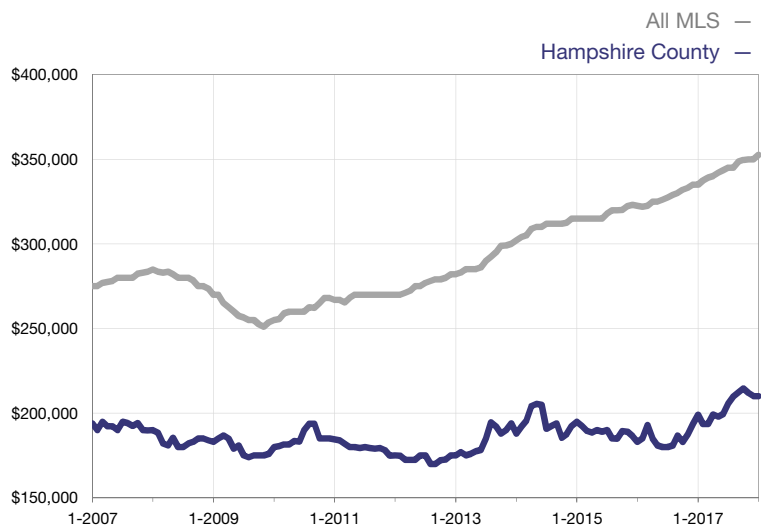
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Middlesex County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	597	578	- 3.2%	597	578	- 3.2%
Closed Sales	610	613	+ 0.5%	610	613	+ 0.5%
Median Sales Price*	\$474,450	\$531,000	+ 11.9%	\$474,450	\$531,000	+ 11.9%
Inventory of Homes for Sale	1,336	953	- 28.7%	--	--	--
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	68	54	- 20.6%	68	54	- 20.6%
Percent of Original List Price Received*	97.0%	98.0%	+ 1.0%	97.0%	98.0%	+ 1.0%
New Listings	694	607	- 12.5%	694	607	- 12.5%

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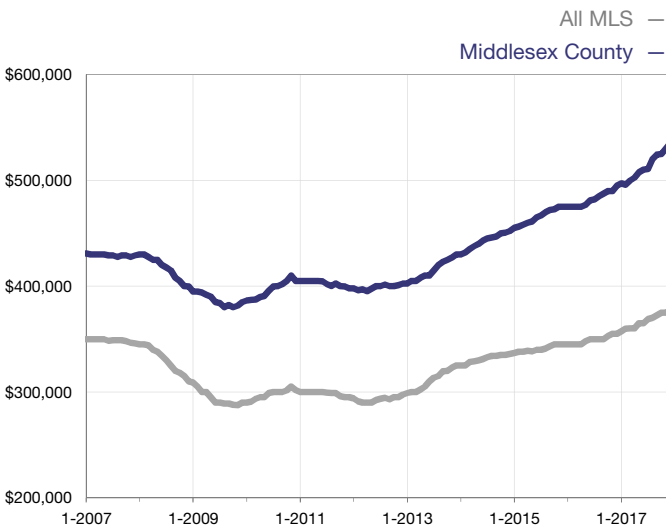
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	366	307	- 16.1%	366	307	- 16.1%
Closed Sales	365	309	- 15.3%	365	309	- 15.3%
Median Sales Price*	\$409,900	\$425,000	+ 3.7%	\$409,900	\$425,000	+ 3.7%
Inventory of Homes for Sale	610	374	- 38.7%	--	--	--
Months Supply of Inventory	1.2	0.8	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	50	49	- 2.0%	50	49	- 2.0%
Percent of Original List Price Received*	98.8%	99.2%	+ 0.4%	98.8%	99.2%	+ 0.4%
New Listings	460	358	- 22.2%	460	358	- 22.2%

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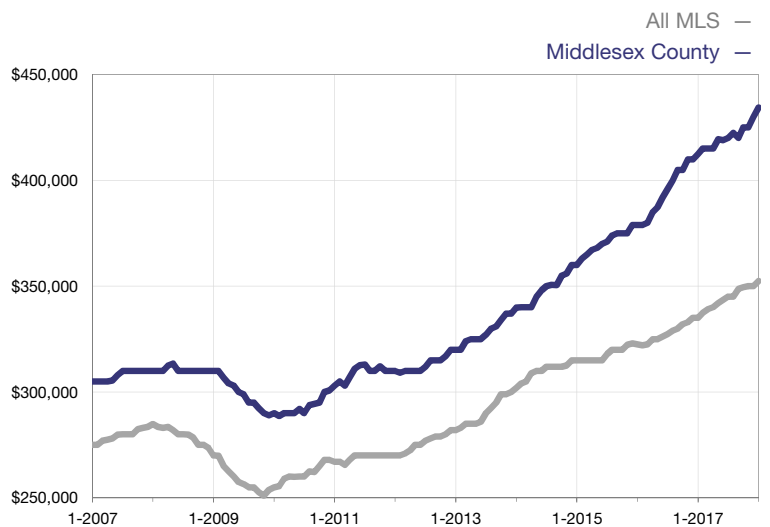
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Nantucket County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	2	+ 100.0%	1	2	+ 100.0%
Closed Sales	3	4	+ 33.3%	3	4	+ 33.3%
Median Sales Price*	\$895,000	\$1,921,500	+ 114.7%	\$895,000	\$1,921,500	+ 114.7%
Inventory of Homes for Sale	26	37	+ 42.3%	--	--	--
Months Supply of Inventory	11.0	7.8	- 29.1%	--	--	--
Cumulative Days on Market Until Sale	95	157	+ 65.3%	95	157	+ 65.3%
Percent of Original List Price Received*	84.9%	85.7%	+ 0.9%	84.9%	85.7%	+ 0.9%
New Listings	2	8	+ 300.0%	2	8	+ 300.0%

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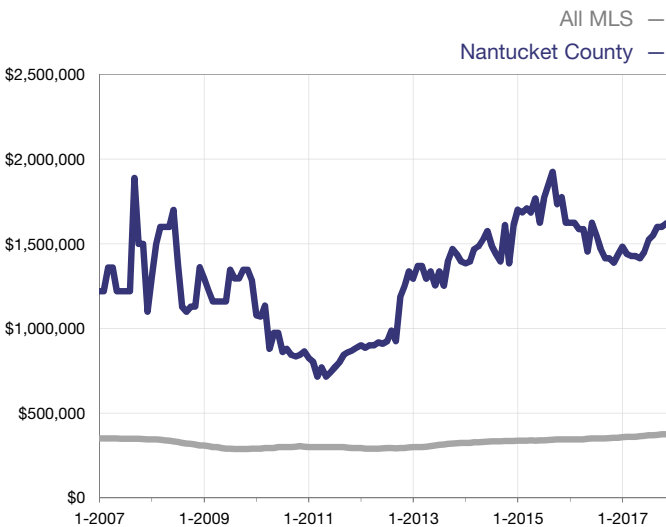
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	1	0.0%	1	1	0.0%
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	1.6	--	--	--	--
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	1	1	0.0%	1	1	0.0%

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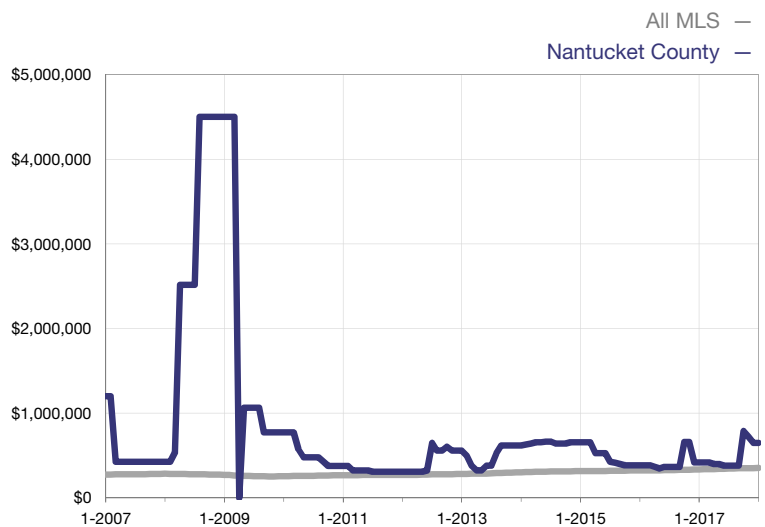
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	377	358	- 5.0%	377	358	- 5.0%
Closed Sales	417	355	- 14.9%	417	355	- 14.9%
Median Sales Price*	\$455,000	\$460,000	+ 1.1%	\$455,000	\$460,000	+ 1.1%
Inventory of Homes for Sale	972	643	- 33.8%	--	--	--
Months Supply of Inventory	1.9	1.2	- 36.8%	--	--	--
Cumulative Days on Market Until Sale	74	63	- 14.9%	74	63	- 14.9%
Percent of Original List Price Received*	95.8%	96.6%	+ 0.8%	95.8%	96.6%	+ 0.8%
New Listings	429	388	- 9.6%	429	388	- 9.6%

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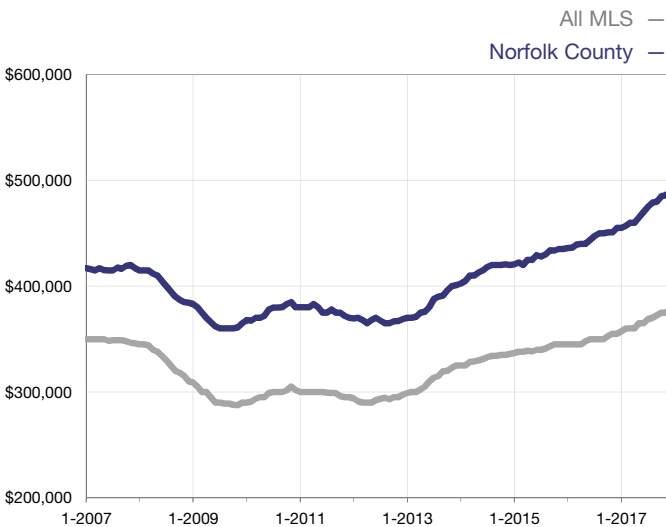
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	164	162	- 1.2%	164	162	- 1.2%
Closed Sales	132	121	- 8.3%	132	121	- 8.3%
Median Sales Price*	\$310,000	\$341,000	+ 10.0%	\$310,000	\$341,000	+ 10.0%
Inventory of Homes for Sale	282	202	- 28.4%	--	--	--
Months Supply of Inventory	1.5	1.0	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	58	57	- 1.7%	58	57	- 1.7%
Percent of Original List Price Received*	96.4%	97.0%	+ 0.6%	96.4%	97.0%	+ 0.6%
New Listings	186	175	- 5.9%	186	175	- 5.9%

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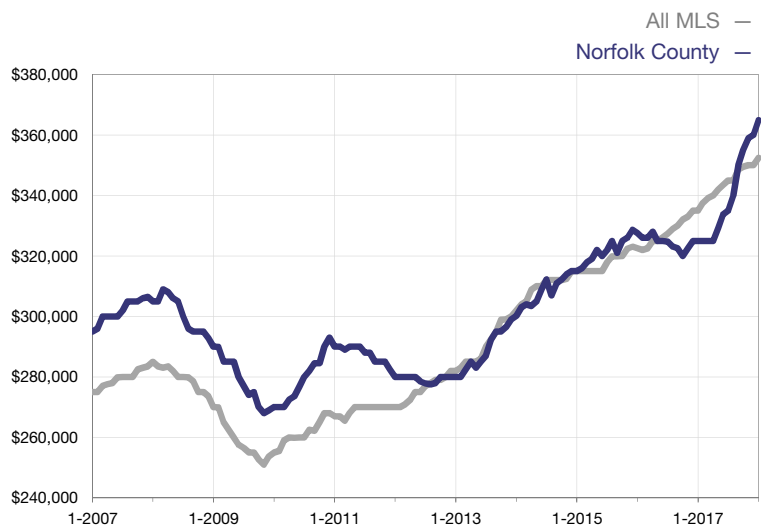
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Plymouth County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	335	406	+ 21.2%	335	406	+ 21.2%
Closed Sales	370	352	- 4.9%	370	352	- 4.9%
Median Sales Price*	\$328,750	\$353,450	+ 7.5%	\$328,750	\$353,450	+ 7.5%
Inventory of Homes for Sale	1,436	988	- 31.2%	--	--	--
Months Supply of Inventory	2.7	1.9	- 29.6%	--	--	--
Cumulative Days on Market Until Sale	75	70	- 6.7%	75	70	- 6.7%
Percent of Original List Price Received*	95.2%	95.9%	+ 0.7%	95.2%	95.9%	+ 0.7%
New Listings	485	425	- 12.4%	485	425	- 12.4%

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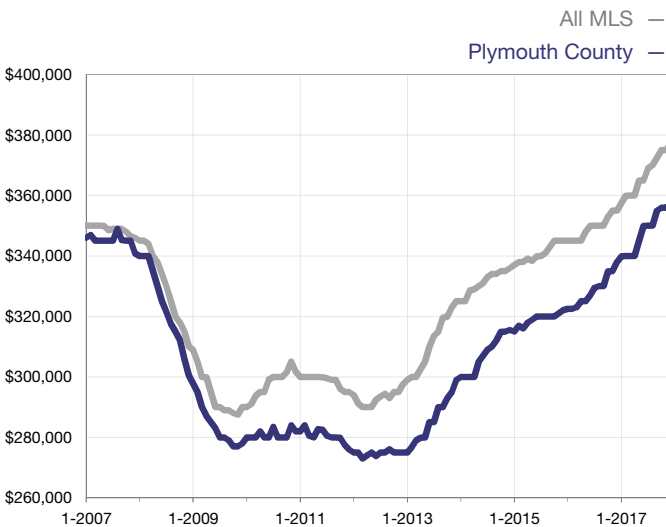
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	81	80	- 1.2%	81	80	- 1.2%
Closed Sales	71	67	- 5.6%	71	67	- 5.6%
Median Sales Price*	\$288,000	\$290,000	+ 0.7%	\$288,000	\$290,000	+ 0.7%
Inventory of Homes for Sale	292	221	- 24.3%	--	--	--
Months Supply of Inventory	3.3	2.2	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	94	71	- 24.5%	94	71	- 24.5%
Percent of Original List Price Received*	96.2%	97.4%	+ 1.2%	96.2%	97.4%	+ 1.2%
New Listings	112	94	- 16.1%	112	94	- 16.1%

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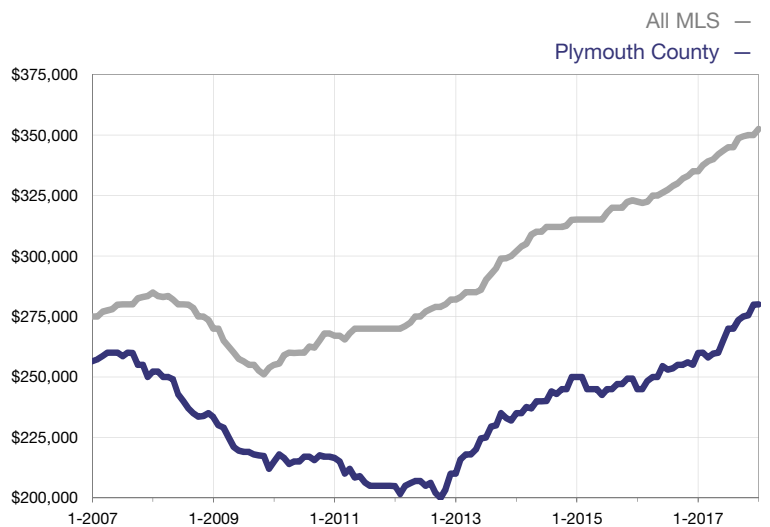
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Suffolk County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	65	69	+ 6.2%	65	69	+ 6.2%
Closed Sales	98	100	+ 2.0%	98	100	+ 2.0%
Median Sales Price*	\$470,500	\$531,450	+ 13.0%	\$470,500	\$531,450	+ 13.0%
Inventory of Homes for Sale	176	97	- 44.9%	--	--	--
Months Supply of Inventory	1.5	0.9	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	54	51	- 5.6%	54	51	- 5.6%
Percent of Original List Price Received*	97.4%	96.6%	- 0.8%	97.4%	96.6%	- 0.8%
New Listings	89	78	- 12.4%	89	78	- 12.4%

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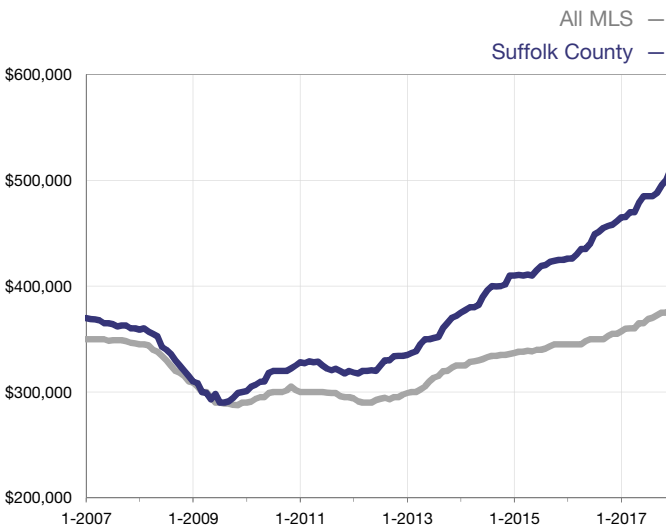
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	306	289	- 5.6%	306	289	- 5.6%
Closed Sales	262	295	+ 12.6%	262	295	+ 12.6%
Median Sales Price*	\$550,000	\$560,000	+ 1.8%	\$550,000	\$560,000	+ 1.8%
Inventory of Homes for Sale	617	505	- 18.2%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	56	50	- 10.7%	56	50	- 10.7%
Percent of Original List Price Received*	97.1%	97.6%	+ 0.5%	97.1%	97.6%	+ 0.5%
New Listings	380	353	- 7.1%	380	353	- 7.1%

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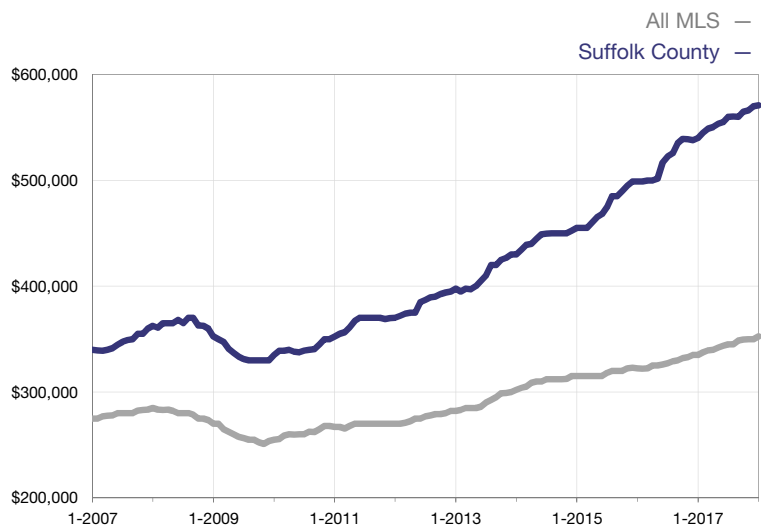
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2018

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Worcester County

Single-Family Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	489	552	+ 12.9%	489	552	+ 12.9%
Closed Sales	491	516	+ 5.1%	491	516	+ 5.1%
Median Sales Price*	\$240,000	\$263,000	+ 9.6%	\$240,000	\$263,000	+ 9.6%
Inventory of Homes for Sale	1,893	1,242	- 34.4%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	82	68	- 17.1%	82	68	- 17.1%
Percent of Original List Price Received*	95.1%	96.6%	+ 1.6%	95.1%	96.6%	+ 1.6%
New Listings	601	534	- 11.1%	601	534	- 11.1%

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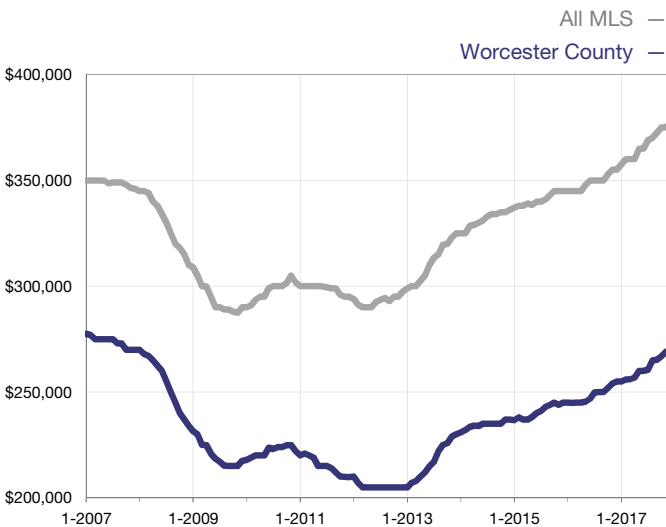
Condominium Properties

Key Metrics	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	100	120	+ 20.0%	100	120	+ 20.0%
Closed Sales	119	109	- 8.4%	119	109	- 8.4%
Median Sales Price*	\$190,000	\$174,900	- 7.9%	\$190,000	\$174,900	- 7.9%
Inventory of Homes for Sale	413	248	- 40.0%	--	--	--
Months Supply of Inventory	2.8	1.6	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	89	51	- 42.7%	89	51	- 42.7%
Percent of Original List Price Received*	96.1%	97.2%	+ 1.1%	96.1%	97.2%	+ 1.1%
New Listings	172	127	- 26.2%	172	127	- 26.2%

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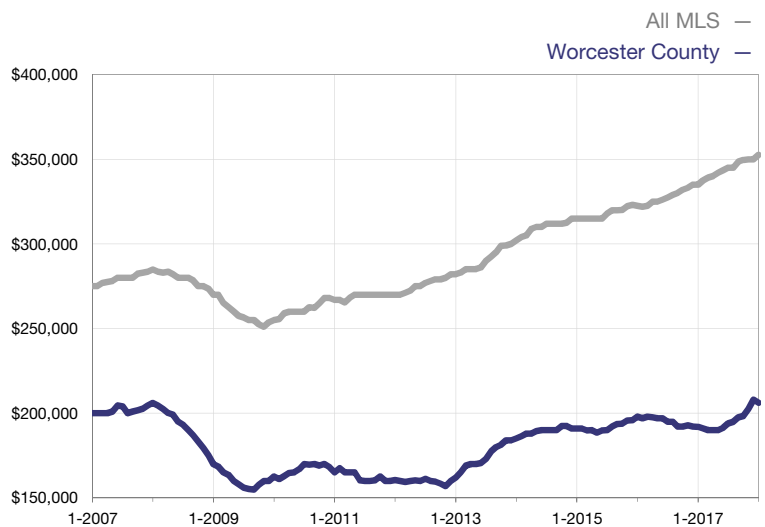
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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