

Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	497	560	+ 12.7%	2,131	2,018	- 5.3%
Closed Sales	512	479	- 6.4%	1,862	1,743	- 6.4%
Median Sales Price*	\$419,500	\$425,000	+ 1.3%	\$389,000	\$405,000	+ 4.1%
Inventory of Homes for Sale	2,703	2,157	- 20.2%	--	--	--
Months Supply of Inventory	6.2	5.3	- 14.5%	--	--	--
Cumulative Days on Market Until Sale	132	110	- 16.7%	140	117	- 16.4%
Percent of Original List Price Received*	95.4%	95.6%	+ 0.2%	93.9%	94.8%	+ 1.0%
New Listings	789	848	+ 7.5%	3,080	2,939	- 4.6%

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

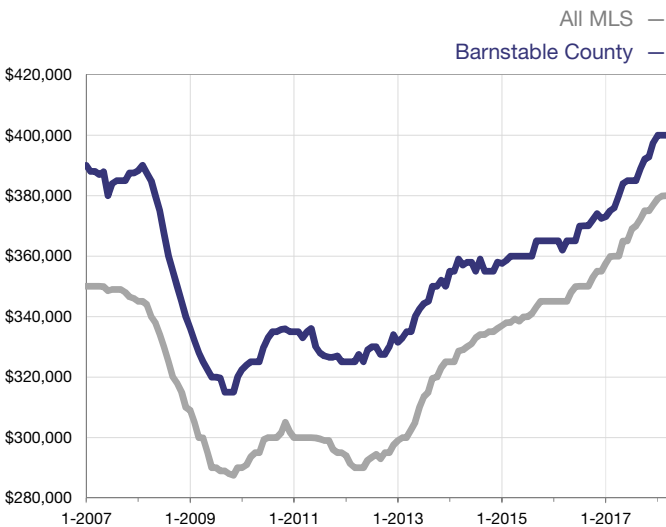
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	126	137	+ 8.7%	481	498	+ 3.5%
Closed Sales	108	102	- 5.6%	400	419	+ 4.8%
Median Sales Price*	\$282,000	\$263,950	- 6.4%	\$257,000	\$279,000	+ 8.6%
Inventory of Homes for Sale	619	476	- 23.1%	--	--	--
Months Supply of Inventory	6.4	4.6	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	158	119	- 24.7%	155	120	- 22.6%
Percent of Original List Price Received*	93.9%	94.3%	+ 0.4%	94.6%	94.7%	+ 0.1%
New Listings	206	168	- 18.4%	673	678	+ 0.7%

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

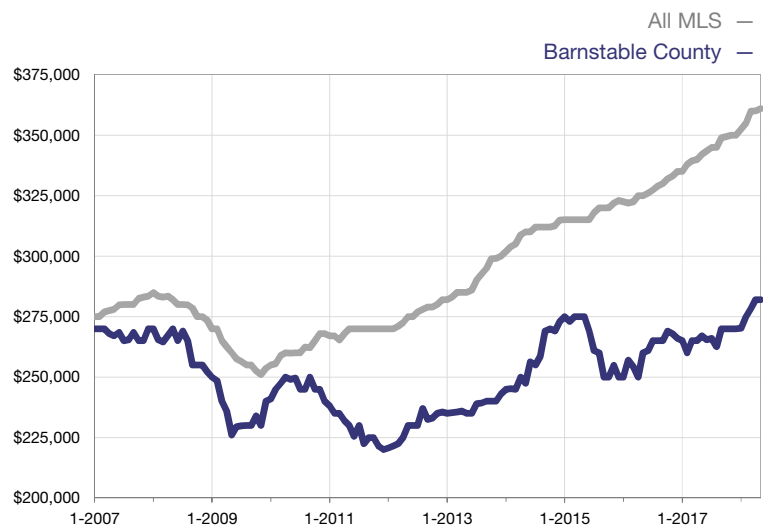
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Berkshire County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	140	170	+ 21.4%	563	545	- 3.2%
Closed Sales	125	94	- 24.8%	465	393	- 15.5%
Median Sales Price*	\$194,500	\$185,825	- 4.5%	\$192,600	\$194,125	+ 0.8%
Inventory of Homes for Sale	1,139	837	- 26.5%	--	--	--
Months Supply of Inventory	9.8	7.4	- 24.5%	--	--	--
Cumulative Days on Market Until Sale	147	120	- 18.4%	142	139	- 2.1%
Percent of Original List Price Received*	90.8%	91.2%	+ 0.4%	89.1%	90.2%	+ 1.2%
New Listings	321	293	- 8.7%	995	852	- 14.4%

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

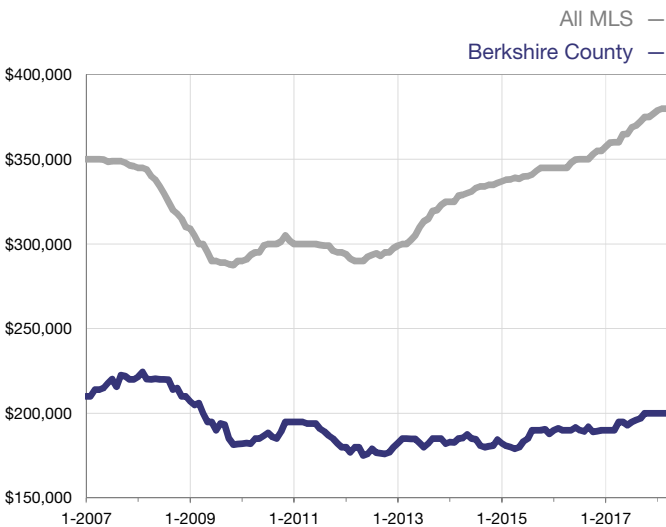
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	12	11	- 8.3%	53	49	- 7.5%
Closed Sales	11	13	+ 18.2%	40	46	+ 15.0%
Median Sales Price*	\$227,500	\$182,000	- 20.0%	\$220,000	\$220,450	+ 0.2%
Inventory of Homes for Sale	213	165	- 22.5%	--	--	--
Months Supply of Inventory	21.3	14.2	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	189	69	- 63.5%	174	179	+ 2.9%
Percent of Original List Price Received*	92.4%	93.7%	+ 1.4%	91.4%	92.3%	+ 1.0%
New Listings	35	28	- 20.0%	119	93	- 21.8%

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

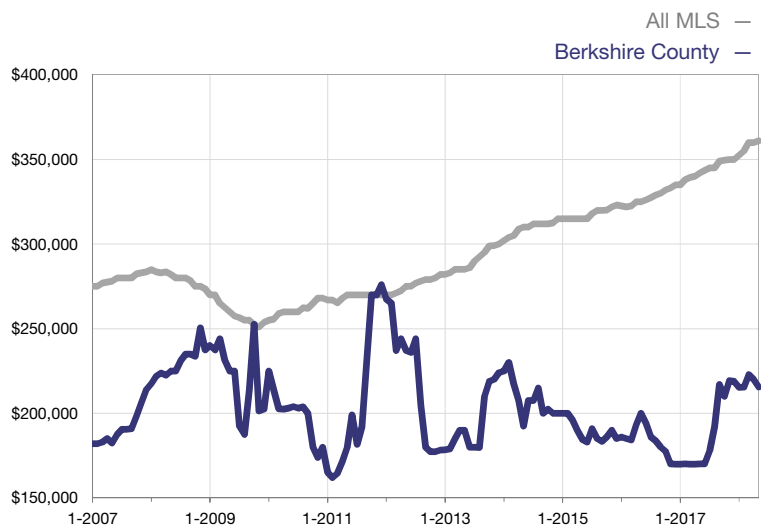
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Bristol County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	517	585	+ 13.2%	1,975	2,045	+ 3.5%
Closed Sales	421	403	- 4.3%	1,596	1,568	- 1.8%
Median Sales Price*	\$300,000	\$300,000	0.0%	\$285,000	\$295,000	+ 3.5%
Inventory of Homes for Sale	1,336	1,056	- 21.0%	--	--	--
Months Supply of Inventory	3.4	2.6	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	63	66	+ 4.8%	74	73	- 1.4%
Percent of Original List Price Received*	97.5%	97.6%	+ 0.1%	96.6%	96.6%	0.0%
New Listings	684	775	+ 13.3%	2,580	2,578	- 0.1%

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

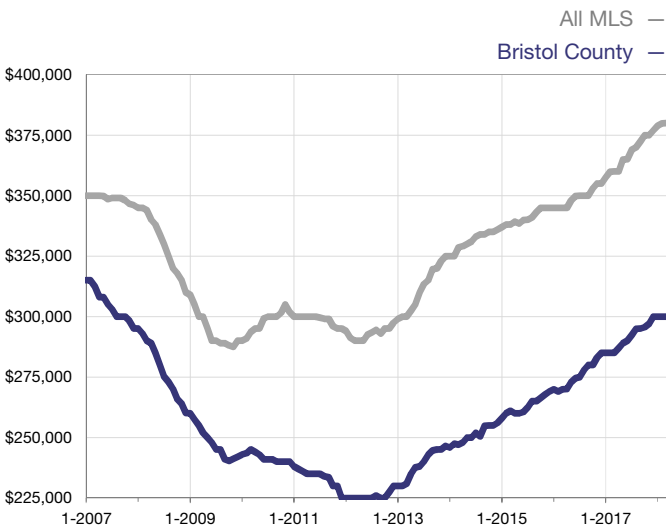
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	87	102	+ 17.2%	370	373	+ 0.8%
Closed Sales	81	88	+ 8.6%	316	298	- 5.7%
Median Sales Price*	\$208,000	\$229,450	+ 10.3%	\$198,900	\$213,000	+ 7.1%
Inventory of Homes for Sale	190	126	- 33.7%	--	--	--
Months Supply of Inventory	2.6	1.8	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	76	53	- 30.3%	72	60	- 16.7%
Percent of Original List Price Received*	96.9%	98.1%	+ 1.2%	96.9%	97.0%	+ 0.1%
New Listings	123	125	+ 1.6%	441	433	- 1.8%

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

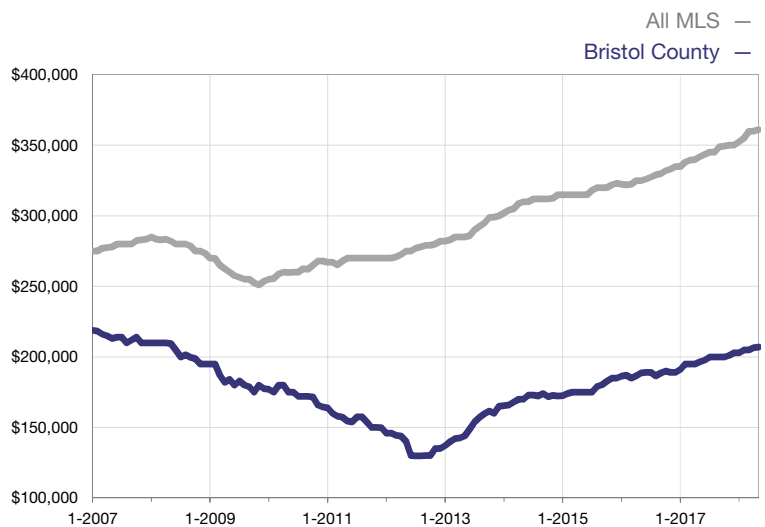
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dukes County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	21	13	- 38.1%	79	68	- 13.9%
Closed Sales	16	13	- 18.8%	70	59	- 15.7%
Median Sales Price*	\$880,000	\$850,000	- 3.4%	\$745,000	\$862,500	+ 15.8%
Inventory of Homes for Sale	184	194	+ 5.4%	--	--	--
Months Supply of Inventory	11.9	13.2	+ 10.9%	--	--	--
Cumulative Days on Market Until Sale	172	119	- 30.8%	172	114	- 33.7%
Percent of Original List Price Received*	94.6%	93.4%	- 1.3%	92.6%	92.8%	+ 0.2%
New Listings	47	61	+ 29.8%	161	181	+ 12.4%

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

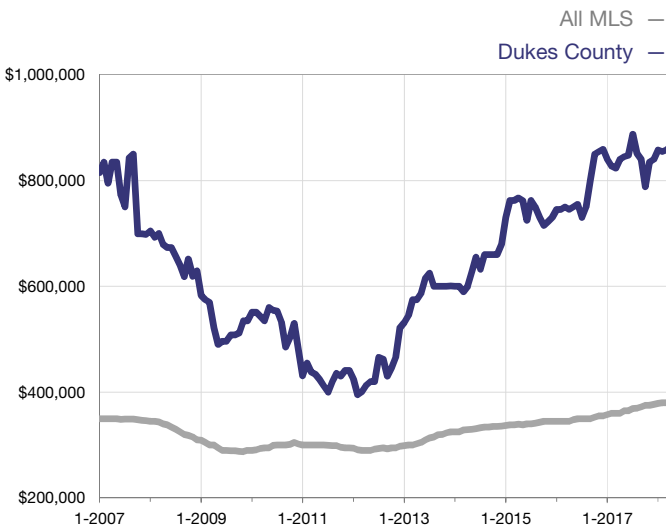
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	3	3	0.0%
Closed Sales	0	2	--	4	4	0.0%
Median Sales Price*	\$0	\$85,000	--	\$547,500	\$260,000	- 52.5%
Inventory of Homes for Sale	15	15	0.0%	--	--	--
Months Supply of Inventory	10.0	10.0	0.0%	--	--	--
Cumulative Days on Market Until Sale	0	16	--	122	23	- 81.1%
Percent of Original List Price Received*	0.0%	88.0%	--	90.2%	92.0%	+ 2.0%
New Listings	3	5	+ 66.7%	6	13	+ 116.7%

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

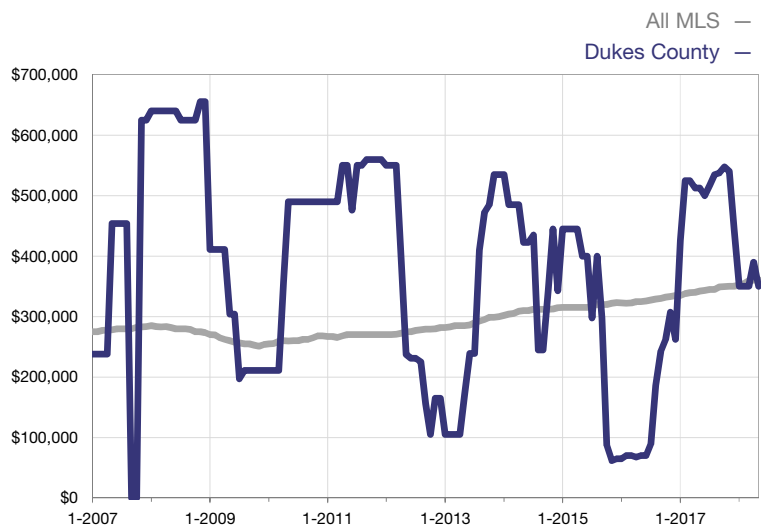
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Essex County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	703	813	+ 15.6%	2,468	2,558	+ 3.6%
Closed Sales	516	495	- 4.1%	1,973	1,922	- 2.6%
Median Sales Price*	\$420,000	\$453,000	+ 7.9%	\$405,000	\$436,500	+ 7.8%
Inventory of Homes for Sale	1,339	1,094	- 18.3%	--	--	--
Months Supply of Inventory	2.5	2.1	- 16.0%	--	--	--
Cumulative Days on Market Until Sale	57	48	- 15.8%	64	61	- 4.7%
Percent of Original List Price Received*	99.0%	99.5%	+ 0.5%	97.6%	98.2%	+ 0.6%
New Listings	970	1,093	+ 12.7%	3,285	3,294	+ 0.3%

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

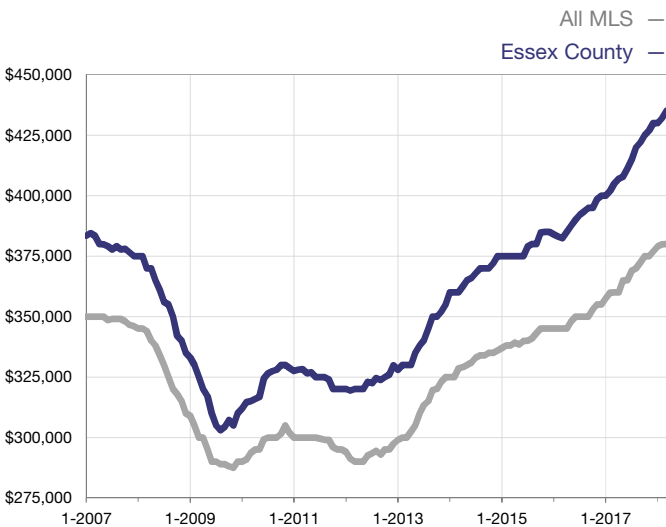
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	344	332	- 3.5%	1,263	1,257	- 0.5%
Closed Sales	279	262	- 6.1%	1,049	1,001	- 4.6%
Median Sales Price*	\$290,000	\$300,000	+ 3.4%	\$280,000	\$280,000	0.0%
Inventory of Homes for Sale	502	425	- 15.3%	--	--	--
Months Supply of Inventory	2.1	1.7	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	58	48	- 17.2%	64	52	- 18.8%
Percent of Original List Price Received*	99.4%	100.8%	+ 1.4%	98.4%	99.4%	+ 1.0%
New Listings	402	411	+ 2.2%	1,524	1,526	+ 0.1%

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

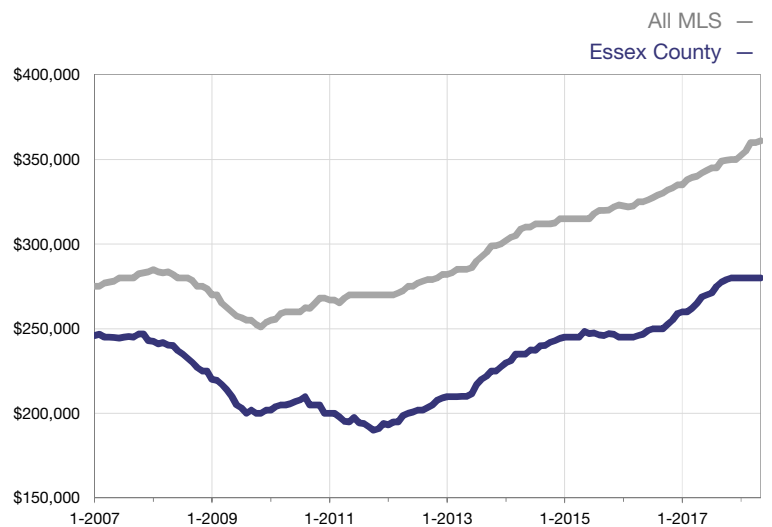
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	84	72	- 14.3%	258	229	- 11.2%
Closed Sales	57	45	- 21.1%	191	186	- 2.6%
Median Sales Price*	\$205,000	\$211,230	+ 3.0%	\$179,900	\$191,300	+ 6.3%
Inventory of Homes for Sale	298	221	- 25.8%	--	--	--
Months Supply of Inventory	5.7	4.2	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	160	92	- 42.5%	141	121	- 14.2%
Percent of Original List Price Received*	94.3%	96.5%	+ 2.3%	92.4%	94.6%	+ 2.4%
New Listings	119	127	+ 6.7%	374	322	- 13.9%

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

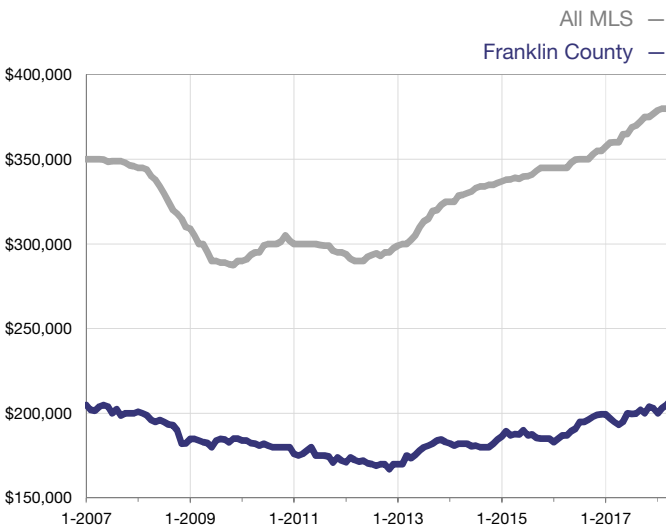
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	4	- 50.0%	18	11	- 38.9%
Closed Sales	4	2	- 50.0%	12	4	- 66.7%
Median Sales Price*	\$258,428	\$158,000	- 38.9%	\$214,000	\$157,000	- 26.6%
Inventory of Homes for Sale	26	13	- 50.0%	--	--	--
Months Supply of Inventory	6.3	3.1	- 50.8%	--	--	--
Cumulative Days on Market Until Sale	348	46	- 86.8%	283	57	- 79.9%
Percent of Original List Price Received*	98.7%	98.7%	0.0%	93.3%	98.1%	+ 5.1%
New Listings	8	6	- 25.0%	31	14	- 54.8%

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

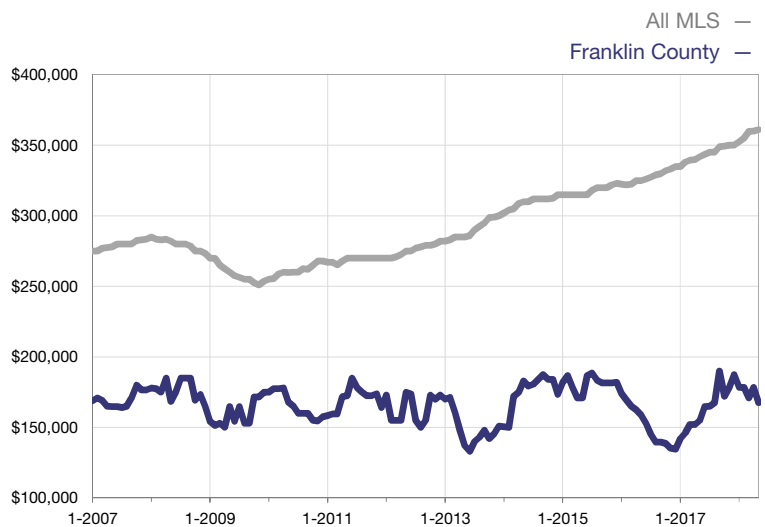
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	458	514	+ 12.2%	1,761	1,841	+ 4.5%
Closed Sales	345	345	0.0%	1,362	1,383	+ 1.5%
Median Sales Price*	\$187,250	\$194,900	+ 4.1%	\$176,000	\$190,000	+ 8.0%
Inventory of Homes for Sale	1,227	933	- 24.0%	--	--	--
Months Supply of Inventory	3.7	2.7	- 27.0%	--	--	--
Cumulative Days on Market Until Sale	84	64	- 23.8%	87	71	- 18.4%
Percent of Original List Price Received*	95.5%	97.3%	+ 1.9%	95.0%	96.0%	+ 1.1%
New Listings	677	717	+ 5.9%	2,352	2,345	- 0.3%

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

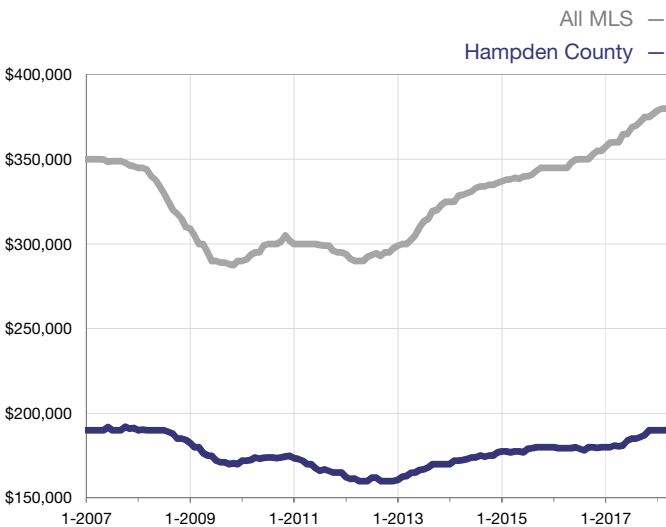
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	61	54	- 11.5%	215	232	+ 7.9%
Closed Sales	40	55	+ 37.5%	172	193	+ 12.2%
Median Sales Price*	\$119,450	\$150,500	+ 26.0%	\$128,000	\$140,000	+ 9.4%
Inventory of Homes for Sale	204	143	- 29.9%	--	--	--
Months Supply of Inventory	4.8	3.2	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	86	75	- 12.8%	115	89	- 22.6%
Percent of Original List Price Received*	95.4%	96.3%	+ 0.9%	94.1%	96.1%	+ 2.1%
New Listings	88	67	- 23.9%	309	279	- 9.7%

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

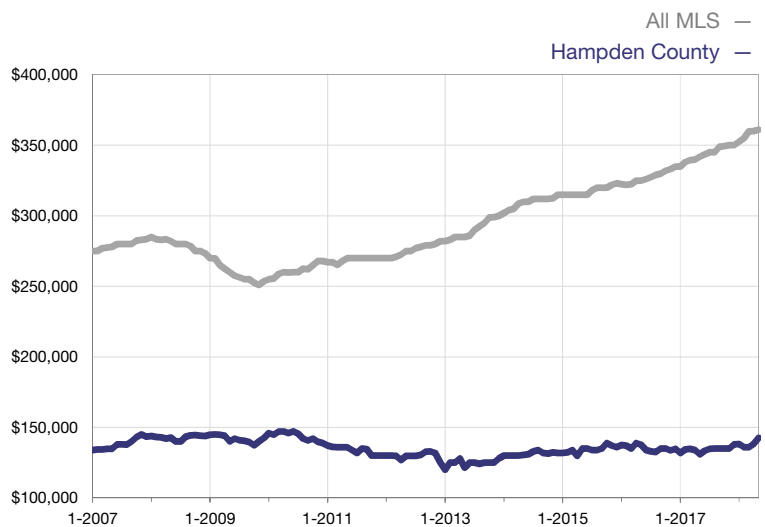
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	144	169	+ 17.4%	520	558	+ 7.3%
Closed Sales	113	126	+ 11.5%	395	416	+ 5.3%
Median Sales Price*	\$270,000	\$288,500	+ 6.9%	\$260,250	\$266,000	+ 2.2%
Inventory of Homes for Sale	500	392	- 21.6%	--	--	--
Months Supply of Inventory	4.6	3.7	- 19.6%	--	--	--
Cumulative Days on Market Until Sale	87	66	- 24.1%	114	95	- 16.7%
Percent of Original List Price Received*	96.9%	96.9%	0.0%	94.4%	94.8%	+ 0.4%
New Listings	217	225	+ 3.7%	777	763	- 1.8%

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

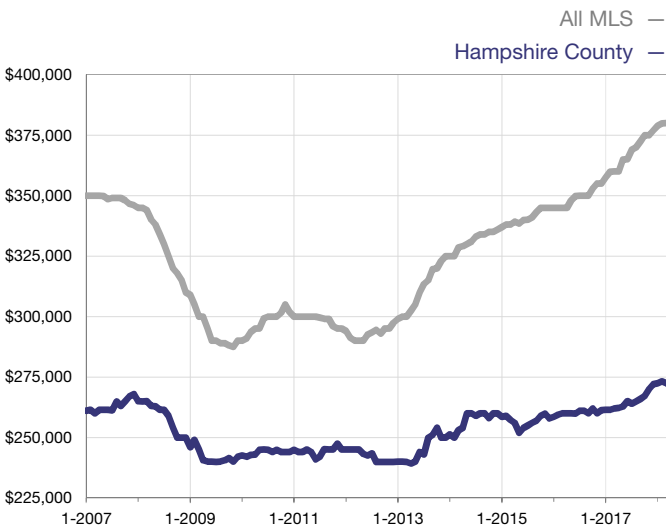
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	50	27	- 46.0%	132	130	- 1.5%
Closed Sales	23	29	+ 26.1%	94	89	- 5.3%
Median Sales Price*	\$175,000	\$220,000	+ 25.7%	\$188,868	\$203,000	+ 7.5%
Inventory of Homes for Sale	116	60	- 48.3%	--	--	--
Months Supply of Inventory	4.7	2.2	- 53.2%	--	--	--
Cumulative Days on Market Until Sale	125	103	- 17.6%	148	105	- 29.1%
Percent of Original List Price Received*	94.2%	98.3%	+ 4.4%	96.1%	97.6%	+ 1.6%
New Listings	64	29	- 54.7%	184	134	- 27.2%

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

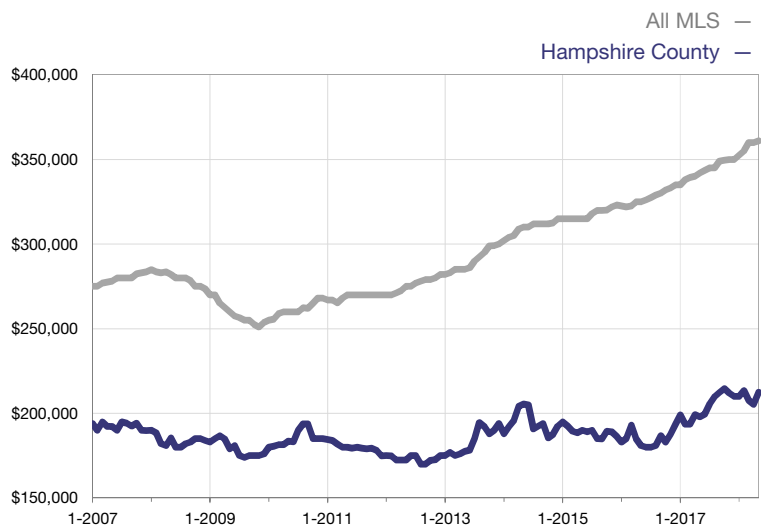
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Middlesex County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1,496	1,444	- 3.5%	4,800	4,784	- 0.3%
Closed Sales	979	984	+ 0.5%	3,332	3,307	- 0.8%
Median Sales Price*	\$549,900	\$577,500	+ 5.0%	\$510,250	\$549,000	+ 7.6%
Inventory of Homes for Sale	2,071	1,813	- 12.5%	--	--	--
Months Supply of Inventory	2.2	2.0	- 9.1%	--	--	--
Cumulative Days on Market Until Sale	47	37	- 21.3%	62	49	- 21.0%
Percent of Original List Price Received*	100.8%	101.6%	+ 0.8%	99.0%	100.0%	+ 1.0%
New Listings	1,817	1,897	+ 4.4%	6,147	6,114	- 0.5%

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

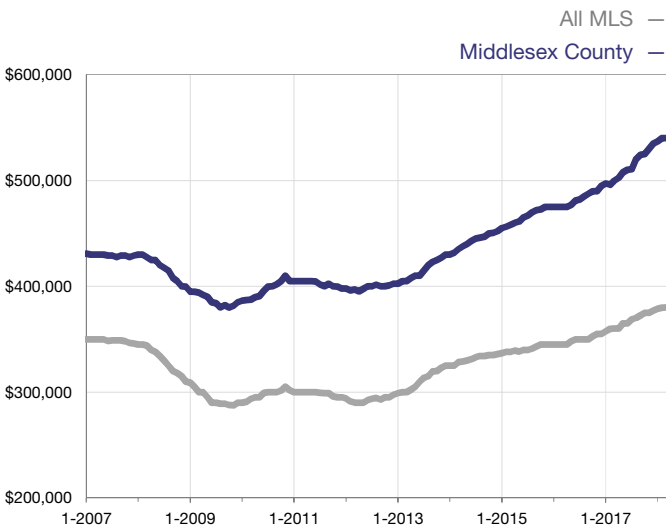
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	674	682	+ 1.2%	2,541	2,522	- 0.7%
Closed Sales	568	570	+ 0.4%	1,990	1,977	- 0.7%
Median Sales Price*	\$445,000	\$440,000	- 1.1%	\$424,450	\$457,000	+ 7.7%
Inventory of Homes for Sale	711	646	- 9.1%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	31	30	- 3.2%	42	40	- 4.8%
Percent of Original List Price Received*	102.3%	103.0%	+ 0.7%	100.8%	101.5%	+ 0.7%
New Listings	746	796	+ 6.7%	2,984	2,990	+ 0.2%

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

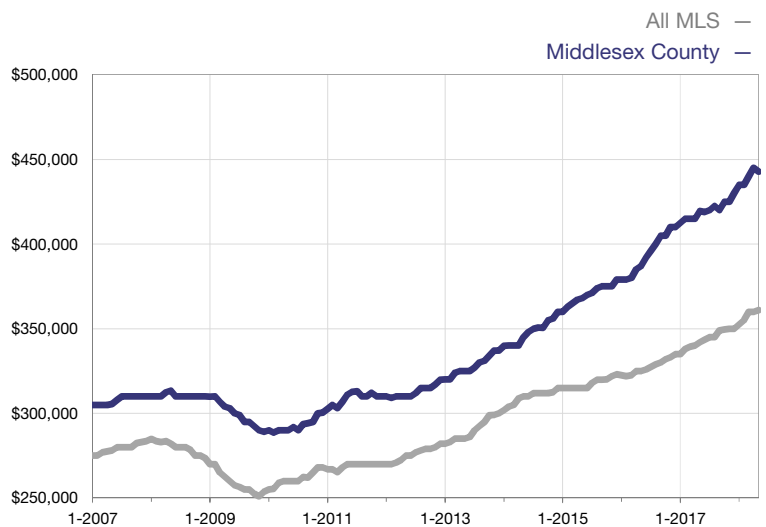
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Nantucket County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	2	- 50.0%	10	9	- 10.0%
Closed Sales	2	1	- 50.0%	8	14	+ 75.0%
Median Sales Price*	\$947,500	\$1,729,062	+ 82.5%	\$1,062,500	\$1,757,031	+ 65.4%
Inventory of Homes for Sale	46	57	+ 23.9%	--	--	--
Months Supply of Inventory	20.2	12.0	- 40.6%	--	--	--
Cumulative Days on Market Until Sale	139	16	- 88.5%	173	105	- 39.3%
Percent of Original List Price Received*	89.3%	98.8%	+ 10.6%	86.7%	90.5%	+ 4.4%
New Listings	11	13	+ 18.2%	40	50	+ 25.0%

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

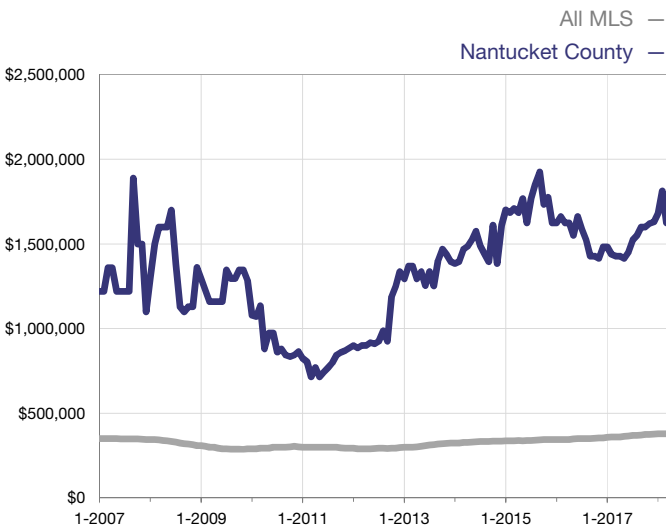
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	1	2	+ 100.0%
Closed Sales	0	0	--	1	1	0.0%
Median Sales Price*	\$0	\$0	--	\$380,000	\$680,000	+ 78.9%
Inventory of Homes for Sale	1	4	+ 300.0%	--	--	--
Months Supply of Inventory	1.0	3.2	+ 220.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	3	5	+ 66.7%
Percent of Original List Price Received*	0.0%	0.0%	--	108.0%	100.7%	- 6.8%
New Listings	1	1	0.0%	2	7	+ 250.0%

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

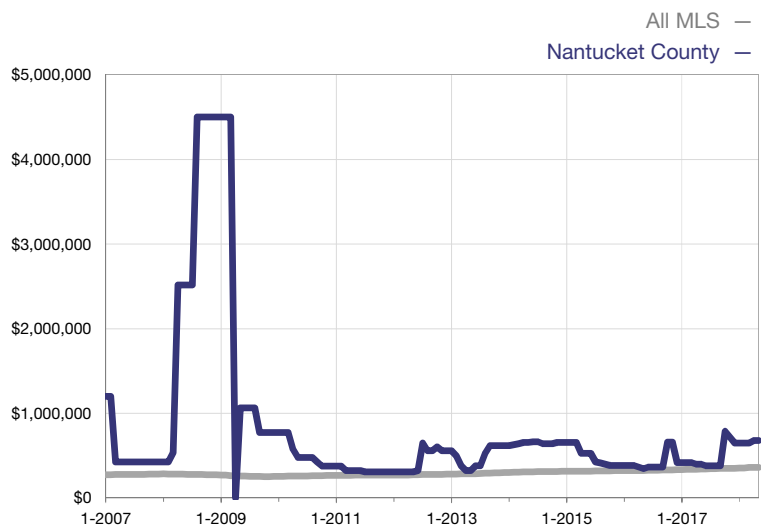
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	795	834	+ 4.9%	2,839	2,835	- 0.1%
Closed Sales	577	541	- 6.2%	2,079	1,933	- 7.0%
Median Sales Price*	\$500,000	\$538,000	+ 7.6%	\$475,000	\$500,000	+ 5.3%
Inventory of Homes for Sale	1,372	1,249	- 9.0%	--	--	--
Months Supply of Inventory	2.6	2.4	- 7.7%	--	--	--
Cumulative Days on Market Until Sale	55	44	- 20.0%	72	56	- 22.2%
Percent of Original List Price Received*	99.2%	99.9%	+ 0.7%	97.6%	98.7%	+ 1.1%
New Listings	1,015	1,118	+ 10.1%	3,670	3,747	+ 2.1%

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

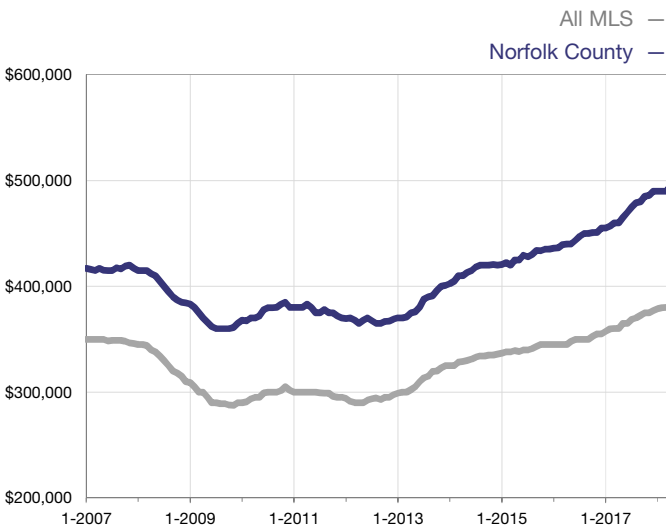
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	282	308	+ 9.2%	1,122	1,106	- 1.4%
Closed Sales	259	216	- 16.6%	824	777	- 5.7%
Median Sales Price*	\$361,500	\$408,162	+ 12.9%	\$335,000	\$370,000	+ 10.4%
Inventory of Homes for Sale	400	340	- 15.0%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	38	36	- 5.3%	48	45	- 6.3%
Percent of Original List Price Received*	101.7%	100.7%	- 1.0%	99.8%	99.8%	0.0%
New Listings	336	355	+ 5.7%	1,362	1,353	- 0.7%

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

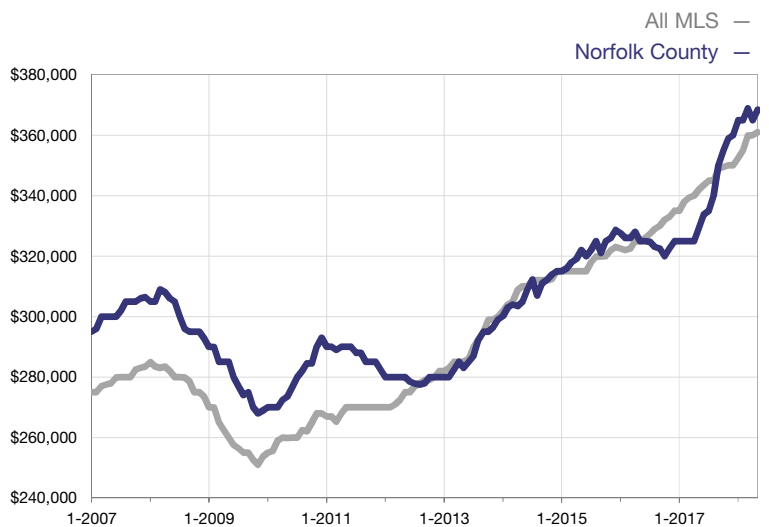
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Plymouth County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	726	746	+ 2.8%	2,580	2,664	+ 3.3%
Closed Sales	541	527	- 2.6%	2,034	1,981	- 2.6%
Median Sales Price*	\$364,000	\$390,000	+ 7.1%	\$340,750	\$373,950	+ 9.7%
Inventory of Homes for Sale	1,804	1,440	- 20.2%	--	--	--
Months Supply of Inventory	3.5	2.8	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	67	58	- 13.4%	80	72	- 10.0%
Percent of Original List Price Received*	98.9%	98.6%	- 0.3%	97.4%	97.3%	- 0.1%
New Listings	978	1,098	+ 12.3%	3,580	3,528	- 1.5%

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

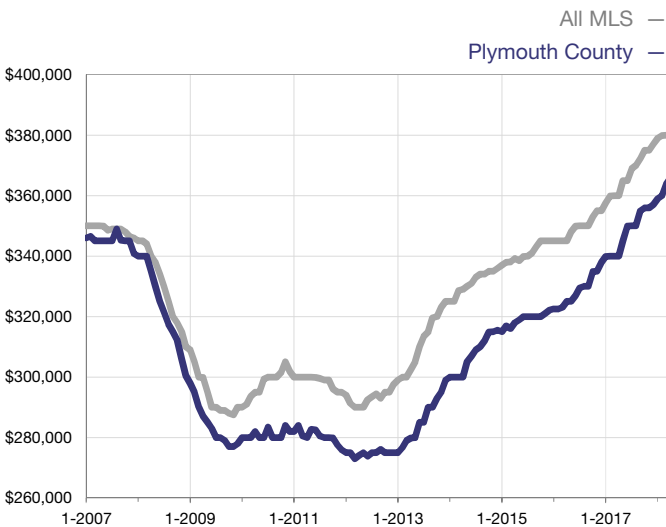
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	134	188	+ 40.3%	527	581	+ 10.2%
Closed Sales	111	104	- 6.3%	380	390	+ 2.6%
Median Sales Price*	\$290,000	\$328,000	+ 13.1%	\$258,950	\$287,200	+ 10.9%
Inventory of Homes for Sale	327	273	- 16.5%	--	--	--
Months Supply of Inventory	3.7	2.6	- 29.7%	--	--	--
Cumulative Days on Market Until Sale	89	80	- 10.1%	87	69	- 20.7%
Percent of Original List Price Received*	98.3%	98.1%	- 0.2%	97.6%	98.9%	+ 1.3%
New Listings	169	216	+ 27.8%	693	736	+ 6.2%

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

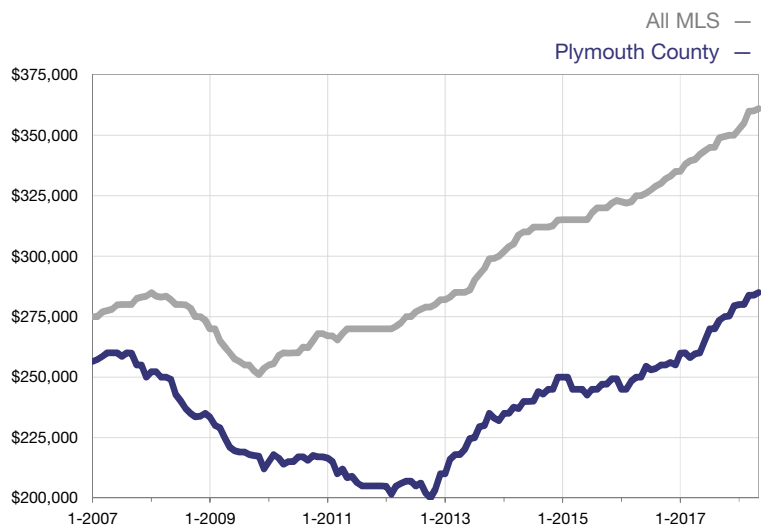
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Suffolk County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	168	189	+ 12.5%	569	551	- 3.2%
Closed Sales	119	114	- 4.2%	434	399	- 8.1%
Median Sales Price*	\$535,000	\$593,500	+ 10.9%	\$485,000	\$545,000	+ 12.4%
Inventory of Homes for Sale	240	215	- 10.4%	--	--	--
Months Supply of Inventory	2.1	2.0	- 4.8%	--	--	--
Cumulative Days on Market Until Sale	34	35	+ 2.9%	46	43	- 6.5%
Percent of Original List Price Received*	100.6%	101.2%	+ 0.6%	98.7%	99.7%	+ 1.0%
New Listings	208	237	+ 13.9%	752	751	- 0.1%

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

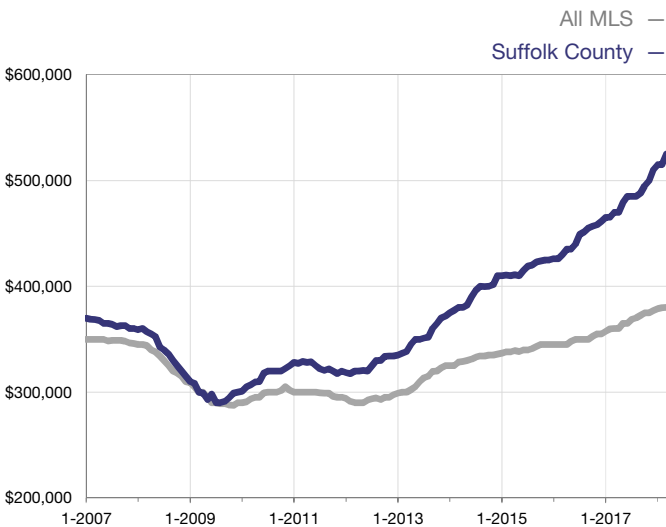
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	571	628	+ 10.0%	2,216	2,313	+ 4.4%
Closed Sales	459	460	+ 0.2%	1,645	1,732	+ 5.3%
Median Sales Price*	\$570,000	\$620,500	+ 8.9%	\$570,000	\$612,600	+ 7.5%
Inventory of Homes for Sale	852	915	+ 7.4%	--	--	--
Months Supply of Inventory	2.1	2.2	+ 4.8%	--	--	--
Cumulative Days on Market Until Sale	34	35	+ 2.9%	46	45	- 2.2%
Percent of Original List Price Received*	101.4%	101.7%	+ 0.3%	99.8%	100.1%	+ 0.3%
New Listings	776	856	+ 10.3%	2,870	3,100	+ 8.0%

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

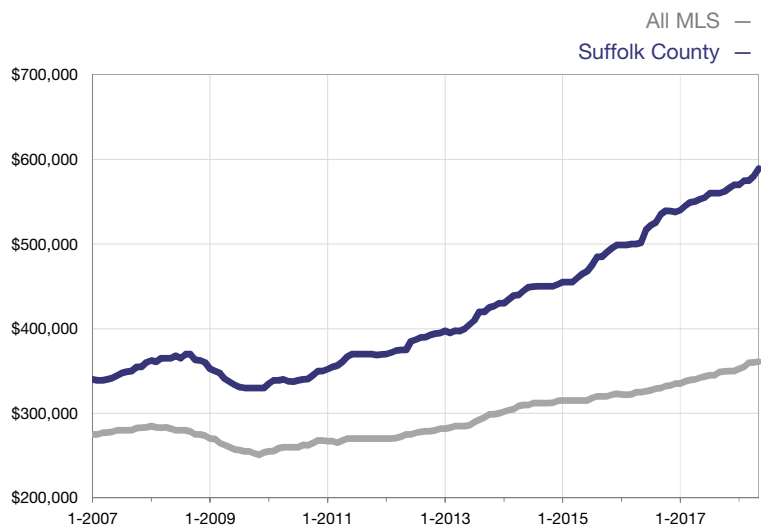
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Worcester County

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	966	1,045	+ 8.2%	3,574	3,700	+ 3.5%
Closed Sales	755	687	- 9.0%	2,753	2,684	- 2.5%
Median Sales Price*	\$271,500	\$285,555	+ 5.2%	\$250,400	\$269,900	+ 7.8%
Inventory of Homes for Sale	2,119	1,748	- 17.5%	--	--	--
Months Supply of Inventory	3.0	2.5	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	65	61	- 6.2%	79	68	- 13.9%
Percent of Original List Price Received*	97.3%	98.3%	+ 1.0%	96.3%	97.4%	+ 1.1%
New Listings	1,260	1,425	+ 13.1%	4,599	4,647	+ 1.0%

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

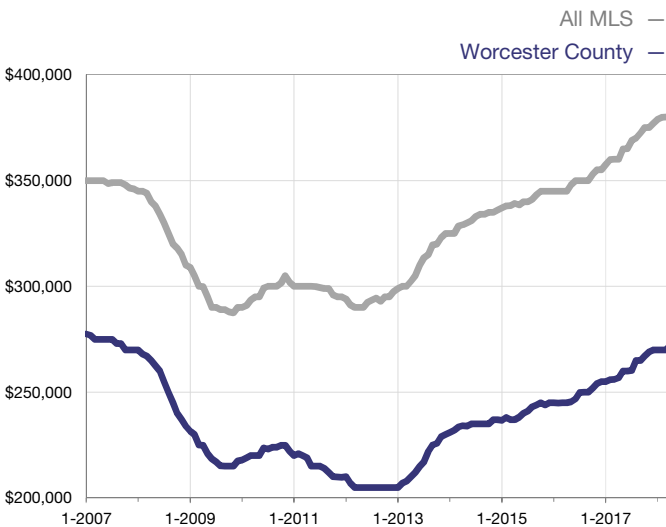
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	213	199	- 6.6%	764	786	+ 2.9%
Closed Sales	166	155	- 6.6%	613	598	- 2.4%
Median Sales Price*	\$192,550	\$210,000	+ 9.1%	\$184,000	\$202,250	+ 9.9%
Inventory of Homes for Sale	452	257	- 43.1%	--	--	--
Months Supply of Inventory	3.1	1.7	- 45.2%	--	--	--
Cumulative Days on Market Until Sale	59	54	- 8.5%	74	60	- 18.9%
Percent of Original List Price Received*	98.3%	99.9%	+ 1.6%	96.8%	98.5%	+ 1.8%
New Listings	224	206	- 8.0%	983	896	- 8.9%

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

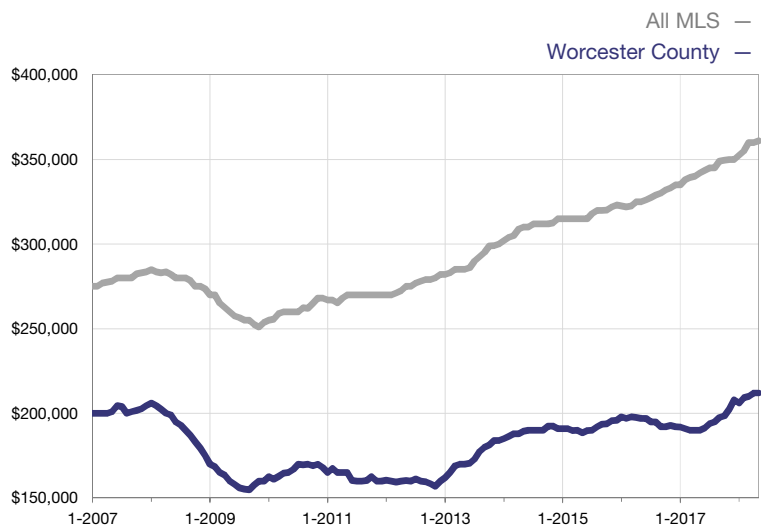
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

