

# Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Barnstable County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	437	<b>480</b>	+ 9.8%	3,022	<b>2,863</b>	- 5.3%
Closed Sales	443	<b>387</b>	- 12.6%	2,873	<b>2,649</b>	- 7.8%
Median Sales Price*	\$374,900	<b>\$438,000</b>	+ 16.8%	\$385,250	<b>\$419,500</b>	+ 8.9%
Inventory of Homes for Sale	2,684	<b>2,357</b>	- 12.2%	--	--	--
Months Supply of Inventory	6.2	<b>5.9</b>	- 4.8%	--	--	--
Cumulative Days on Market Until Sale	103	<b>86</b>	- 16.5%	131	<b>108</b>	- 17.6%
Percent of Original List Price Received*	95.1%	<b>96.0%</b>	+ 0.9%	94.4%	<b>95.1%</b>	+ 0.7%
New Listings	571	<b>682</b>	+ 19.4%	4,299	<b>4,279</b>	- 0.5%

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

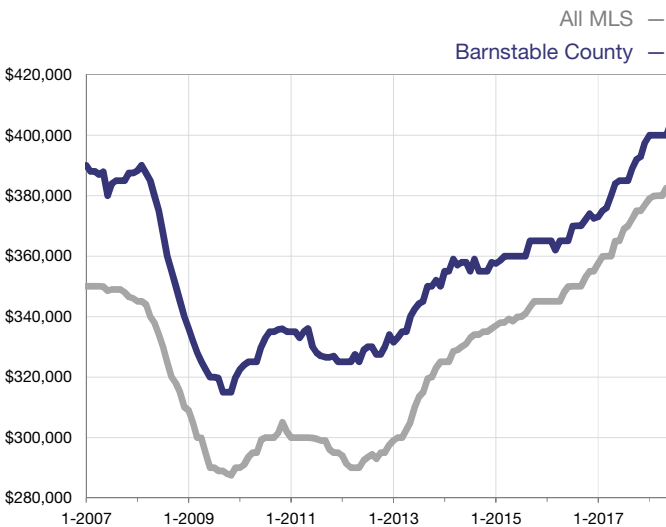
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	113	<b>122</b>	+ 8.0%	725	<b>733</b>	+ 1.1%
Closed Sales	88	<b>94</b>	+ 6.8%	642	<b>664</b>	+ 3.4%
Median Sales Price*	\$297,000	<b>\$283,500</b>	- 4.5%	\$260,000	<b>\$285,000</b>	+ 9.6%
Inventory of Homes for Sale	593	<b>539</b>	- 9.1%	--	--	--
Months Supply of Inventory	6.1	<b>5.2</b>	- 14.8%	--	--	--
Cumulative Days on Market Until Sale	111	<b>97</b>	- 12.6%	141	<b>110</b>	- 22.0%
Percent of Original List Price Received*	95.4%	<b>96.6%</b>	+ 1.3%	94.9%	<b>95.4%</b>	+ 0.5%
New Listings	120	<b>173</b>	+ 44.2%	951	<b>1,032</b>	+ 8.5%

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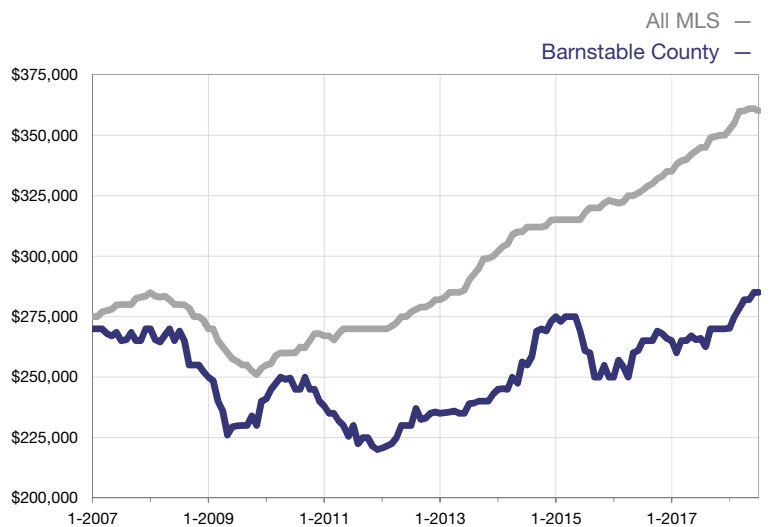
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2018

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## Berkshire County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	132	<b>166</b>	+ 25.8%	859	<b>873</b>	+ 1.6%
Closed Sales	145	<b>144</b>	- 0.7%	749	<b>718</b>	- 4.1%
Median Sales Price*	\$199,900	<b>\$219,000</b>	+ 9.6%	\$195,000	<b>\$204,950</b>	+ 5.1%
Inventory of Homes for Sale	1,222	<b>963</b>	- 21.2%	--	--	--
Months Supply of Inventory	10.5	<b>8.3</b>	- 21.0%	--	--	--
Cumulative Days on Market Until Sale	95	<b>94</b>	- 1.1%	129	<b>120</b>	- 7.0%
Percent of Original List Price Received*	92.4%	<b>93.9%</b>	+ 1.6%	90.2%	<b>91.7%</b>	+ 1.7%
New Listings	218	<b>268</b>	+ 22.9%	1,491	<b>1,413</b>	- 5.2%

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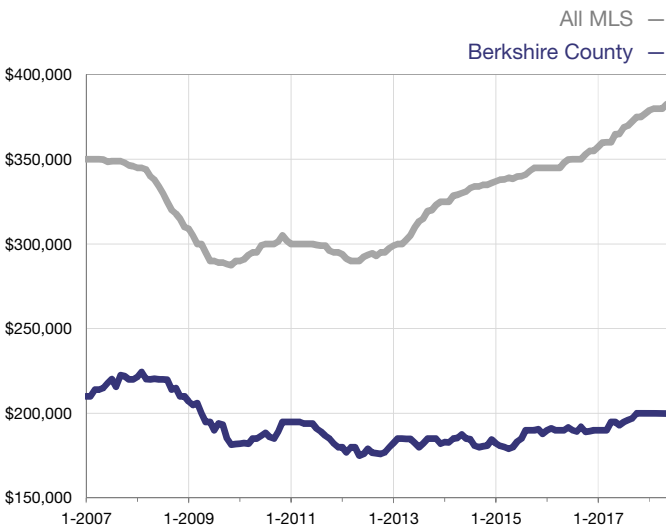
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	15	<b>11</b>	- 26.7%	92	<b>78</b>	- 15.2%
Closed Sales	12	<b>17</b>	+ 41.7%	67	<b>74</b>	+ 10.4%
Median Sales Price*	\$215,000	<b>\$207,500</b>	- 3.5%	\$220,000	<b>\$230,950</b>	+ 5.0%
Inventory of Homes for Sale	208	<b>168</b>	- 19.2%	--	--	--
Months Supply of Inventory	19.7	<b>14.4</b>	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	96	<b>107</b>	+ 11.5%	160	<b>152</b>	- 5.0%
Percent of Original List Price Received*	91.9%	<b>95.1%</b>	+ 3.5%	91.9%	<b>93.0%</b>	+ 1.2%
New Listings	33	<b>21</b>	- 36.4%	172	<b>140</b>	- 18.6%

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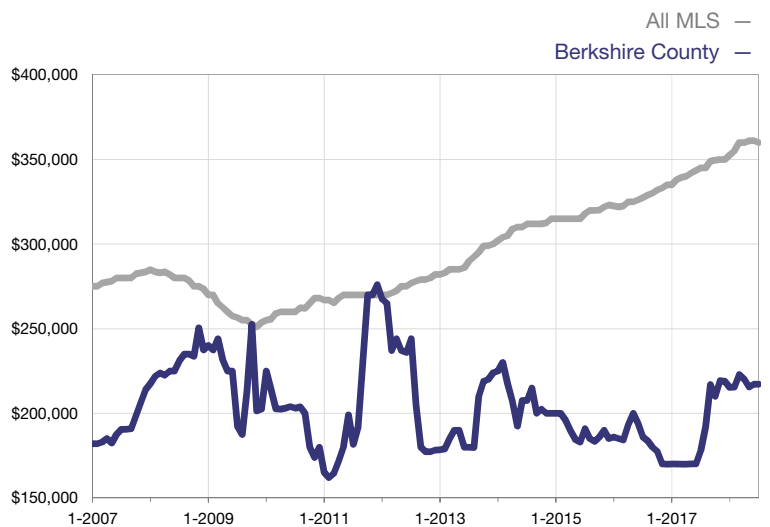
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2018

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## Bristol County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	438	<b>494</b>	+ 12.8%	2,913	<b>2,964</b>	+ 1.8%
Closed Sales	468	<b>496</b>	+ 6.0%	2,581	<b>2,554</b>	- 1.0%
Median Sales Price*	\$325,000	<b>\$339,950</b>	+ 4.6%	\$296,000	<b>\$307,000</b>	+ 3.7%
Inventory of Homes for Sale	1,413	<b>1,165</b>	- 17.6%	--	--	--
Months Supply of Inventory	3.5	<b>2.9</b>	- 17.1%	--	--	--
Cumulative Days on Market Until Sale	56	<b>48</b>	- 14.3%	68	<b>64</b>	- 5.9%
Percent of Original List Price Received*	98.1%	<b>98.3%</b>	+ 0.2%	97.2%	<b>97.2%</b>	0.0%
New Listings	590	<b>608</b>	+ 3.1%	3,840	<b>3,888</b>	+ 1.3%

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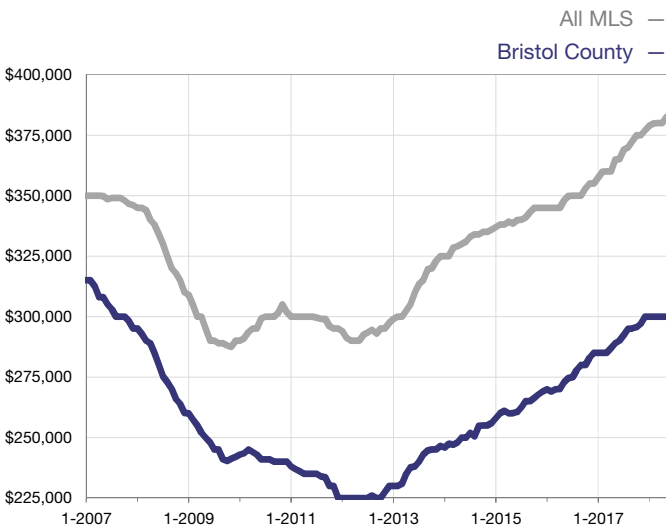
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	88	<b>100</b>	+ 13.6%	540	<b>554</b>	+ 2.6%
Closed Sales	83	<b>72</b>	- 13.3%	482	<b>475</b>	- 1.5%
Median Sales Price*	\$215,000	<b>\$210,000</b>	- 2.3%	\$203,375	<b>\$215,000</b>	+ 5.7%
Inventory of Homes for Sale	194	<b>129</b>	- 33.5%	--	--	--
Months Supply of Inventory	2.7	<b>1.8</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	38	<b>47</b>	+ 23.7%	64	<b>53</b>	- 17.2%
Percent of Original List Price Received*	97.8%	<b>98.6%</b>	+ 0.8%	97.4%	<b>97.7%</b>	+ 0.3%
New Listings	102	<b>104</b>	+ 2.0%	644	<b>651</b>	+ 1.1%

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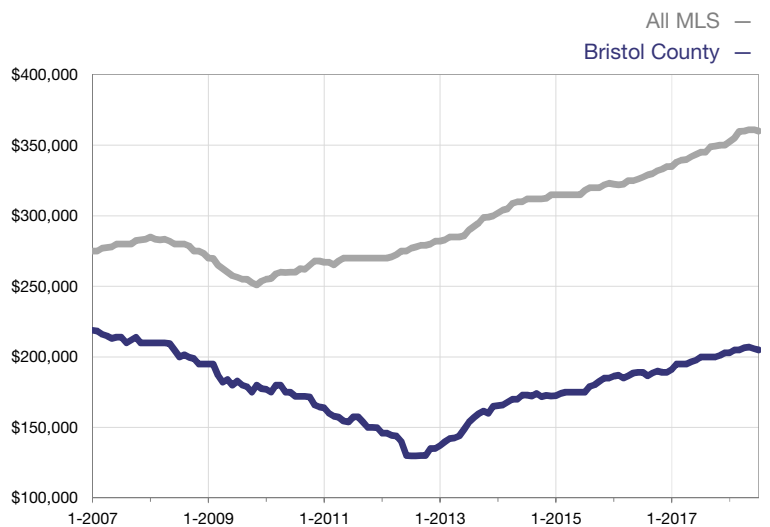
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2018

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## Dukes County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	19	11	- 42.1%	108	95	- 12.0%
Closed Sales	11	4	- 63.6%	96	82	- 14.6%
Median Sales Price*	\$680,000	<b>\$1,325,000</b>	+ 94.9%	\$754,450	<b>\$870,000</b>	+ 15.3%
Inventory of Homes for Sale	199	187	- 6.0%	--	--	--
Months Supply of Inventory	12.8	12.8	0.0%	--	--	--
Cumulative Days on Market Until Sale	158	181	+ 14.6%	159	118	- 25.8%
Percent of Original List Price Received*	93.8%	91.6%	- 2.3%	93.4%	92.6%	- 0.9%
New Listings	36	14	- 61.1%	228	223	- 2.2%

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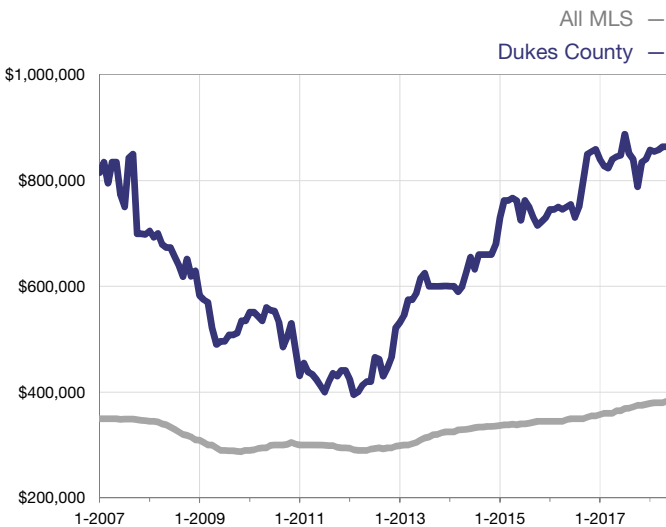
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	3	+ 200.0%	5	6	+ 20.0%
Closed Sales	1	0	- 100.0%	5	4	- 20.0%
Median Sales Price*	\$789,000	<b>\$0</b>	- 100.0%	\$555,000	<b>\$260,000</b>	- 53.2%
Inventory of Homes for Sale	16	14	- 12.5%	--	--	--
Months Supply of Inventory	10.7	8.9	- 16.8%	--	--	--
Cumulative Days on Market Until Sale	441	0	- 100.0%	185	23	- 87.6%
Percent of Original List Price Received*	100.0%	0.0%	- 100.0%	92.1%	92.0%	- 0.1%
New Listings	2	1	- 50.0%	9	16	+ 77.8%

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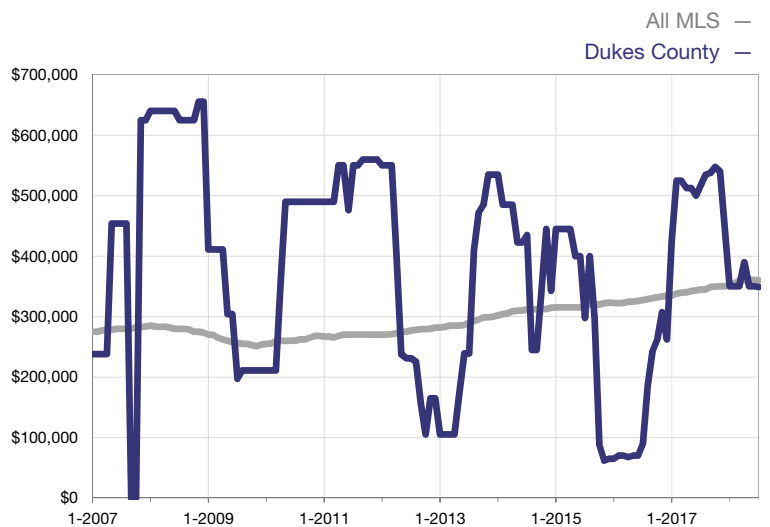
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Essex County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	601	<b>665</b>	+ 10.6%	3,765	<b>3,859</b>	+ 2.5%
Closed Sales	657	<b>691</b>	+ 5.2%	3,355	<b>3,339</b>	- 0.5%
Median Sales Price*	\$450,000	<b>\$472,000</b>	+ 4.9%	\$426,000	<b>\$450,150</b>	+ 5.7%
Inventory of Homes for Sale	1,415	<b>1,245</b>	- 12.0%	--	--	--
Months Supply of Inventory	2.7	<b>2.4</b>	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	42	<b>38</b>	- 9.5%	56	<b>53</b>	- 5.4%
Percent of Original List Price Received*	99.5%	<b>99.7%</b>	+ 0.2%	98.3%	<b>98.9%</b>	+ 0.6%
New Listings	701	<b>755</b>	+ 7.7%	4,918	<b>5,004</b>	+ 1.7%

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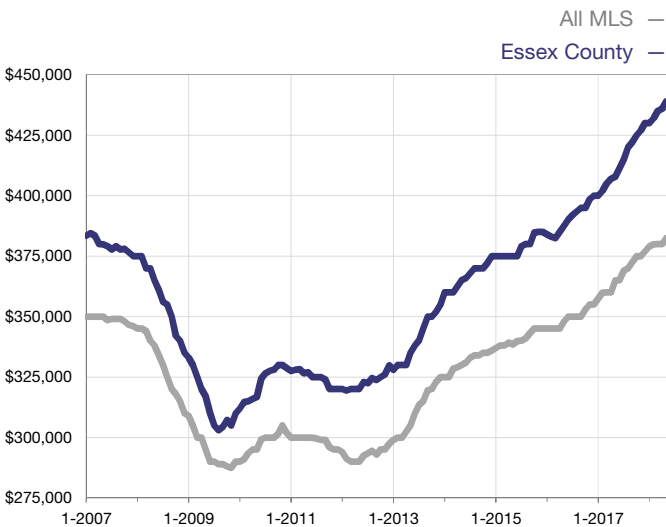
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	258	<b>274</b>	+ 6.2%	1,827	<b>1,813</b>	- 0.8%
Closed Sales	277	<b>272</b>	- 1.8%	1,664	<b>1,618</b>	- 2.8%
Median Sales Price*	\$284,000	<b>\$315,000</b>	+ 10.9%	\$280,000	<b>\$295,000</b>	+ 5.4%
Inventory of Homes for Sale	505	<b>421</b>	- 16.6%	--	--	--
Months Supply of Inventory	2.1	<b>1.7</b>	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	42	<b>40</b>	- 4.8%	57	<b>47</b>	- 17.5%
Percent of Original List Price Received*	99.9%	<b>99.9%</b>	0.0%	98.8%	<b>99.7%</b>	+ 0.9%
New Listings	286	<b>311</b>	+ 8.7%	2,176	<b>2,169</b>	- 0.3%

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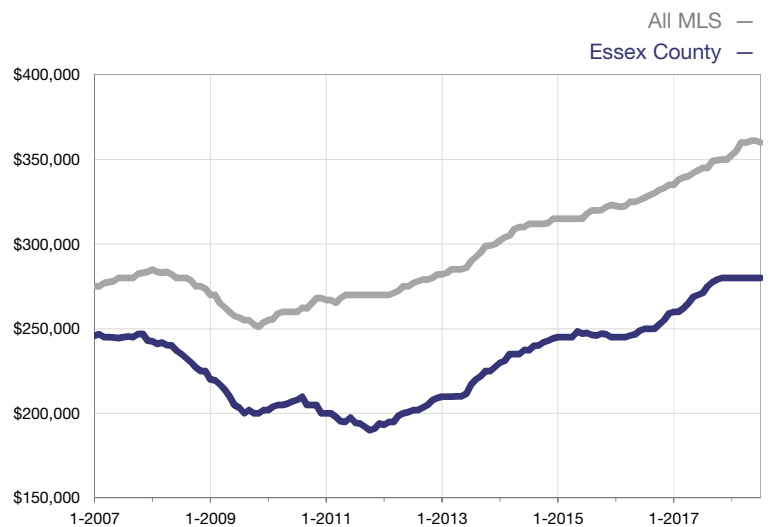
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2018

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## Franklin County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	68	85	+ 25.0%	397	374	- 5.8%
Closed Sales	63	69	+ 9.5%	328	307	- 6.4%
Median Sales Price*	\$205,000	<b>\$223,900</b>	+ 9.2%	\$202,000	<b>\$202,000</b>	0.0%
Inventory of Homes for Sale	307	235	- 23.5%	--	--	--
Months Supply of Inventory	5.8	4.5	- 22.4%	--	--	--
Cumulative Days on Market Until Sale	95	76	- 20.0%	124	106	- 14.5%
Percent of Original List Price Received*	95.7%	96.7%	+ 1.0%	93.7%	95.6%	+ 2.0%
New Listings	89	90	+ 1.1%	554	516	- 6.9%

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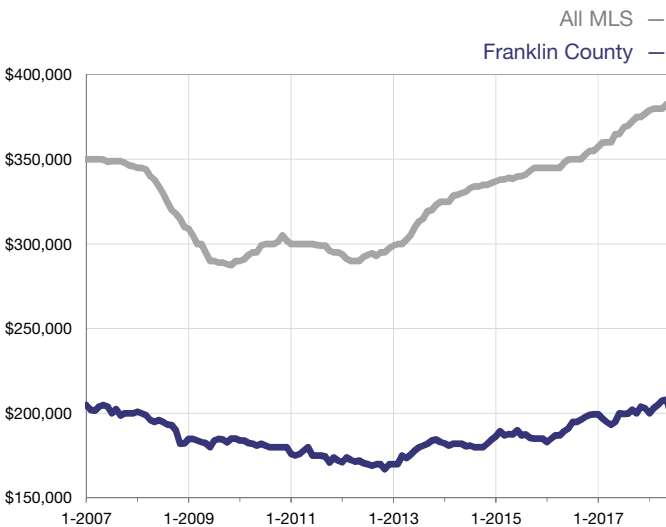
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	5	- 44.4%	29	22	- 24.1%
Closed Sales	4	6	+ 50.0%	23	12	- 47.8%
Median Sales Price*	\$84,500	<b>\$218,750</b>	+ 158.9%	\$210,000	<b>\$169,000</b>	- 19.5%
Inventory of Homes for Sale	21	12	- 42.9%	--	--	--
Months Supply of Inventory	5.7	3.1	- 45.6%	--	--	--
Cumulative Days on Market Until Sale	55	62	+ 12.7%	172	56	- 67.4%
Percent of Original List Price Received*	88.2%	100.4%	+ 13.8%	94.2%	99.4%	+ 5.5%
New Listings	5	4	- 20.0%	40	25	- 37.5%

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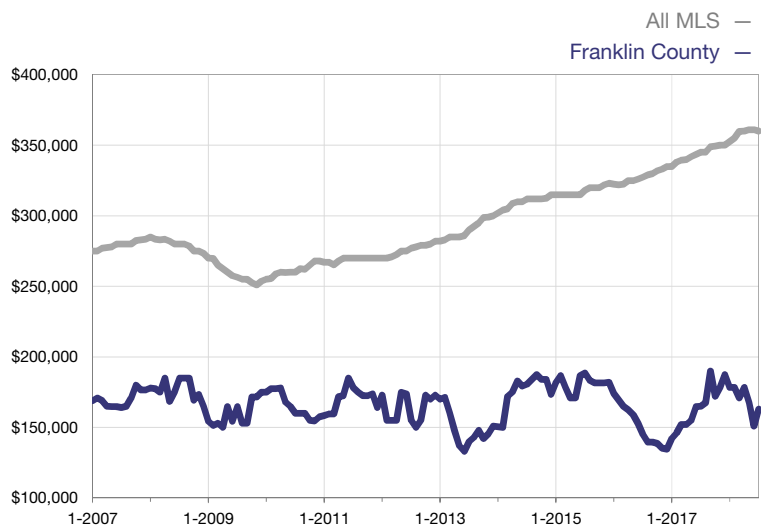
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2018

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## Hampden County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	366	<b>443</b>	+ 21.0%	2,578	<b>2,651</b>	+ 2.8%
Closed Sales	428	<b>452</b>	+ 5.6%	2,260	<b>2,334</b>	+ 3.3%
Median Sales Price*	\$205,000	<b>\$210,000</b>	+ 2.4%	\$187,000	<b>\$199,500</b>	+ 6.7%
Inventory of Homes for Sale	1,299	<b>1,041</b>	- 19.9%	--	--	--
Months Supply of Inventory	3.9	<b>3.0</b>	- 23.1%	--	--	--
Cumulative Days on Market Until Sale	57	<b>47</b>	- 17.5%	77	<b>62</b>	- 19.5%
Percent of Original List Price Received*	98.0%	<b>97.8%</b>	- 0.2%	95.8%	<b>96.8%</b>	+ 1.0%
New Listings	500	<b>549</b>	+ 9.8%	3,466	<b>3,477</b>	+ 0.3%

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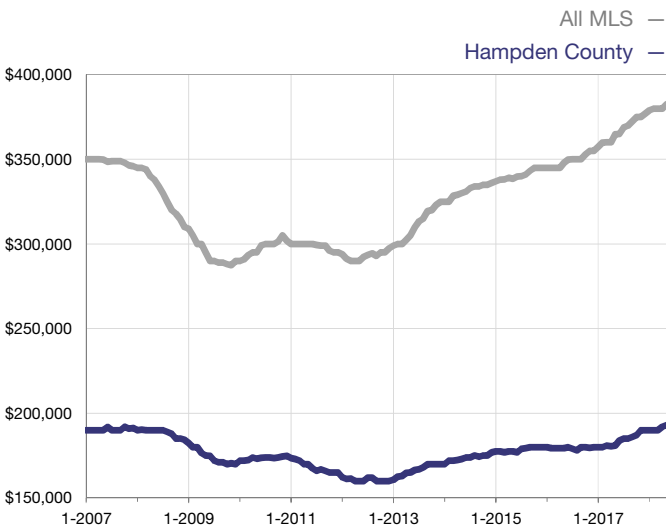
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	40	<b>62</b>	+ 55.0%	313	<b>356</b>	+ 13.7%
Closed Sales	50	<b>68</b>	+ 36.0%	272	<b>305</b>	+ 12.1%
Median Sales Price*	\$141,500	<b>\$133,500</b>	- 5.7%	\$131,000	<b>\$140,000</b>	+ 6.9%
Inventory of Homes for Sale	195	<b>116</b>	- 40.5%	--	--	--
Months Supply of Inventory	4.7	<b>2.5</b>	- 46.8%	--	--	--
Cumulative Days on Market Until Sale	126	<b>89</b>	- 29.4%	108	<b>87</b>	- 19.4%
Percent of Original List Price Received*	94.2%	<b>96.5%</b>	+ 2.4%	94.2%	<b>96.4%</b>	+ 2.3%
New Listings	41	<b>50</b>	+ 22.0%	425	<b>391</b>	- 8.0%

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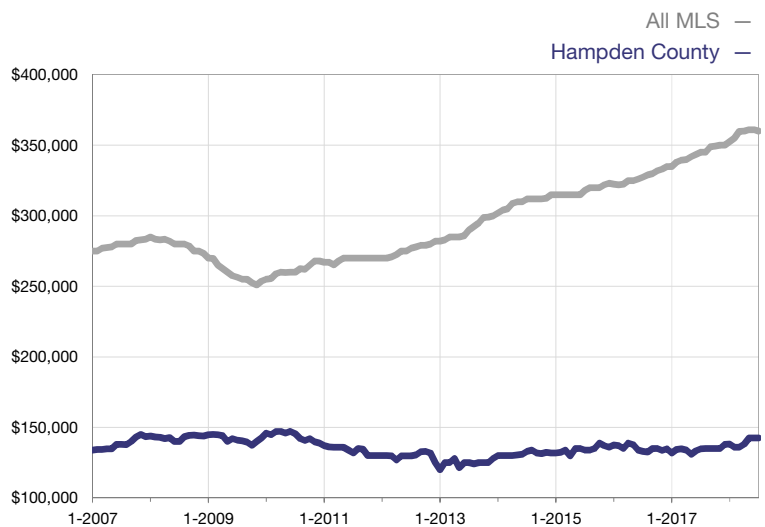
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2018

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## Hampshire County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	118	<b>128</b>	+ 8.5%	781	<b>825</b>	+ 5.6%
Closed Sales	145	<b>154</b>	+ 6.2%	687	<b>724</b>	+ 5.4%
Median Sales Price*	\$278,000	<b>\$285,000</b>	+ 2.5%	\$271,000	<b>\$280,000</b>	+ 3.3%
Inventory of Homes for Sale	531	<b>423</b>	- 20.3%	--	--	--
Months Supply of Inventory	5.0	<b>3.9</b>	- 22.0%	--	--	--
Cumulative Days on Market Until Sale	70	<b>69</b>	- 1.4%	98	<b>83</b>	- 15.3%
Percent of Original List Price Received*	96.4%	<b>96.8%</b>	+ 0.4%	95.3%	<b>95.9%</b>	+ 0.6%
New Listings	167	<b>164</b>	- 1.8%	1,129	<b>1,136</b>	+ 0.6%

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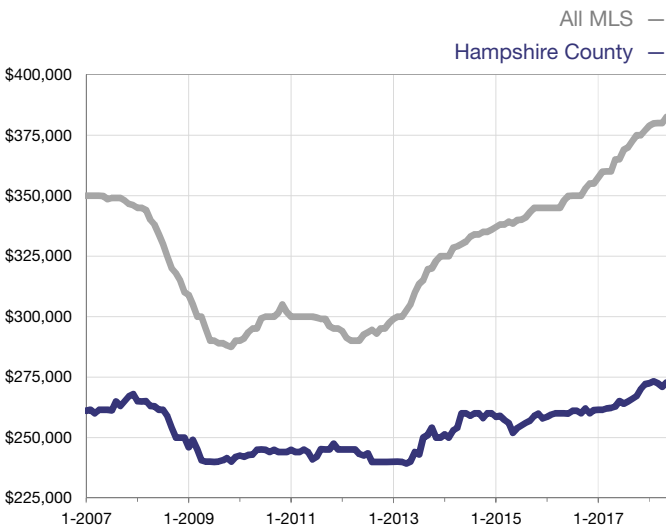
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	37	<b>35</b>	- 5.4%	197	<b>192</b>	- 2.5%
Closed Sales	44	<b>32</b>	- 27.3%	176	<b>160</b>	- 9.1%
Median Sales Price*	\$215,000	<b>\$211,200</b>	- 1.8%	\$198,739	<b>\$205,000</b>	+ 3.2%
Inventory of Homes for Sale	111	<b>74</b>	- 33.3%	--	--	--
Months Supply of Inventory	4.2	<b>2.8</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	64	<b>50</b>	- 21.9%	119	<b>96</b>	- 19.3%
Percent of Original List Price Received*	97.3%	<b>100.5%</b>	+ 3.3%	96.7%	<b>98.3%</b>	+ 1.7%
New Listings	31	<b>34</b>	+ 9.7%	259	<b>218</b>	- 15.8%

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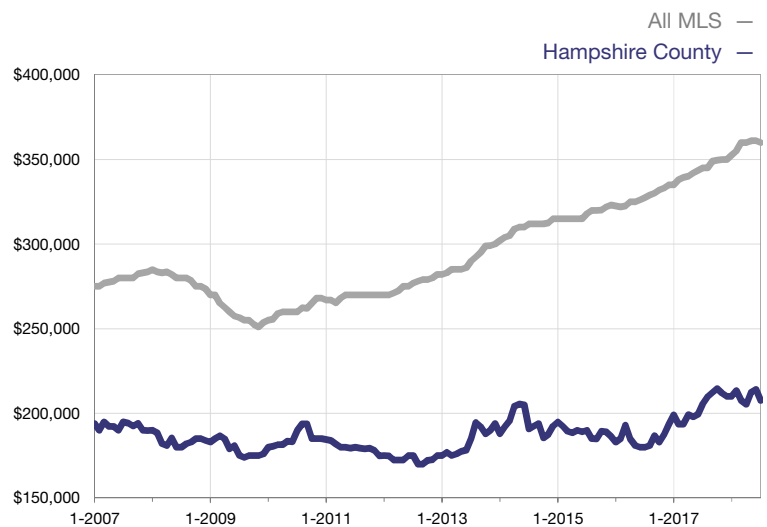
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2018

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## Middlesex County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	918	<b>1,074</b>	+ 17.0%	7,016	<b>7,083</b>	+ 1.0%
Closed Sales	1,271	<b>1,314</b>	+ 3.4%	6,074	<b>6,036</b>	- 0.6%
Median Sales Price*	\$550,500	<b>\$610,000</b>	+ 10.8%	\$530,000	<b>\$575,000</b>	+ 8.5%
Inventory of Homes for Sale	2,033	<b>1,810</b>	- 11.0%	--	--	--
Months Supply of Inventory	2.2	<b>2.0</b>	- 9.1%	--	--	--
Cumulative Days on Market Until Sale	35	<b>31</b>	- 11.4%	51	<b>41</b>	- 19.6%
Percent of Original List Price Received*	100.4%	<b>101.3%</b>	+ 0.9%	99.8%	<b>100.6%</b>	+ 0.8%
New Listings	1,073	<b>1,158</b>	+ 7.9%	8,717	<b>8,860</b>	+ 1.6%

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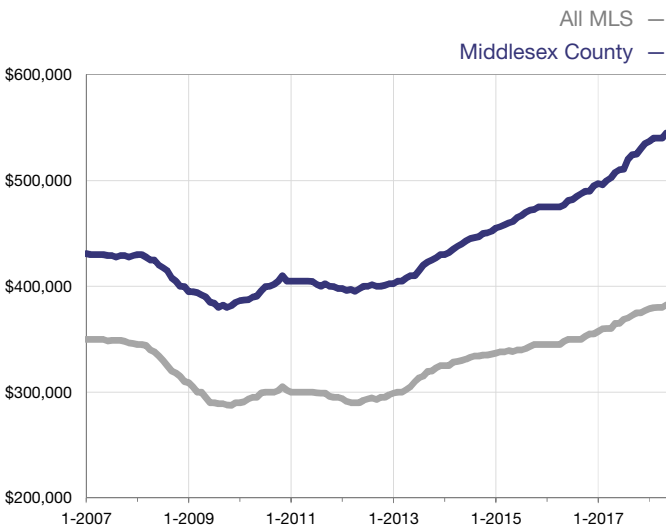
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	469	<b>541</b>	+ 15.4%	3,691	<b>3,694</b>	+ 0.1%
Closed Sales	623	<b>629</b>	+ 1.0%	3,330	<b>3,286</b>	- 1.3%
Median Sales Price*	\$460,000	<b>\$450,000</b>	- 2.2%	\$430,000	<b>\$454,900</b>	+ 5.8%
Inventory of Homes for Sale	714	<b>616</b>	- 13.7%	--	--	--
Months Supply of Inventory	1.4	<b>1.3</b>	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	29	<b>30</b>	+ 3.4%	37	<b>35</b>	- 5.4%
Percent of Original List Price Received*	102.3%	<b>102.0%</b>	- 0.3%	101.5%	<b>101.8%</b>	+ 0.3%
New Listings	550	<b>559</b>	+ 1.6%	4,302	<b>4,310</b>	+ 0.2%

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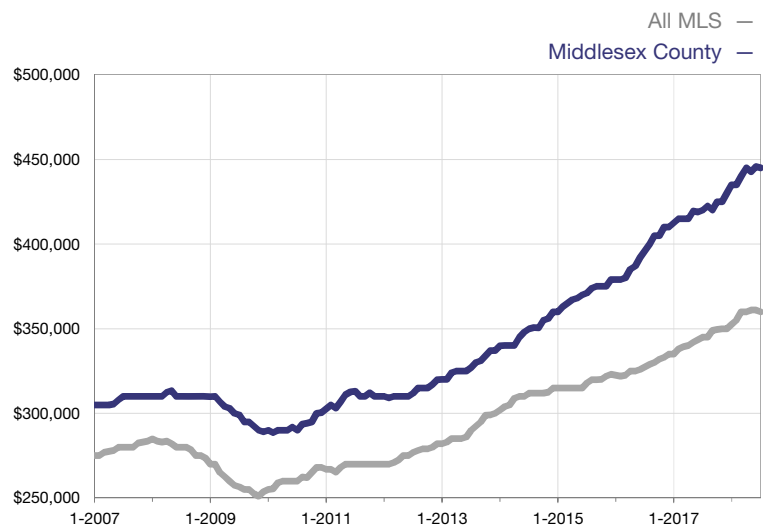
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Nantucket County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	7	+ 75.0%	19	21	+ 10.5%
Closed Sales	2	1	- 50.0%	16	19	+ 18.8%
Median Sales Price*	\$4,854,500	<b>\$692,000</b>	- 85.7%	\$1,897,500	<b>\$1,785,000</b>	- 5.9%
Inventory of Homes for Sale	66	67	+ 1.5%	--	--	--
Months Supply of Inventory	25.0	14.9	- 40.4%	--	--	--
Cumulative Days on Market Until Sale	46	58	+ 26.1%	103	109	+ 5.8%
Percent of Original List Price Received*	95.1%	98.9%	+ 4.0%	90.7%	91.5%	+ 0.9%
New Listings	16	17	+ 6.3%	78	79	+ 1.3%

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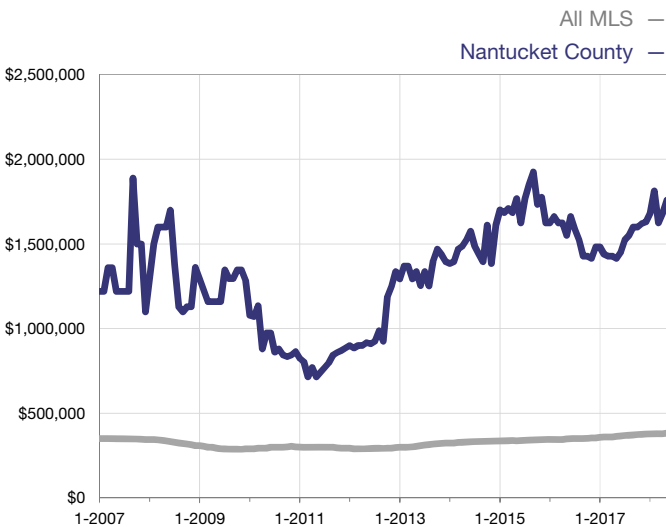
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	1	0.0%	2	3	+ 50.0%
Closed Sales	0	1	--	1	3	+ 200.0%
Median Sales Price*	\$0	<b>\$1,875,000</b>	--	\$380,000	<b>\$707,000</b>	+ 86.1%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--
Cumulative Days on Market Until Sale	0	144	--	3	50	+ 1,566.7%
Percent of Original List Price Received*	0.0%	89.3%	--	108.0%	97.1%	- 10.1%
New Listings	1	0	- 100.0%	4	7	+ 75.0%

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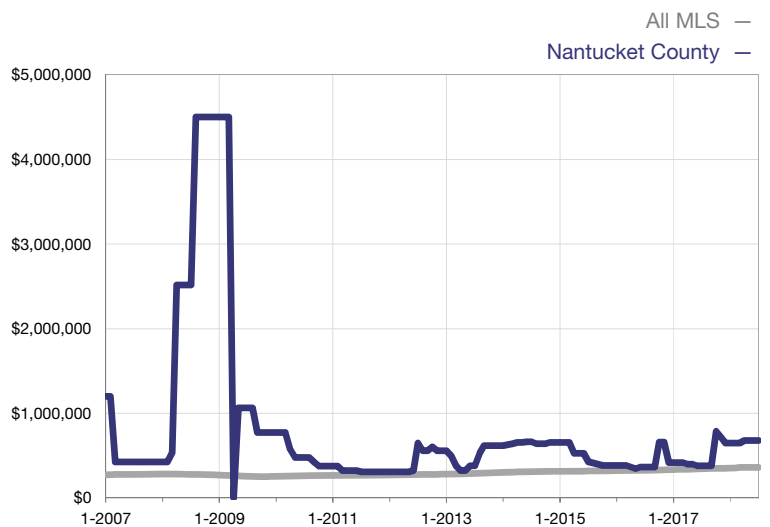
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Norfolk County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	565	<b>615</b>	+ 8.8%	4,104	<b>4,124</b>	+ 0.5%
Closed Sales	699	<b>723</b>	+ 3.4%	3,683	<b>3,497</b>	- 5.1%
Median Sales Price*	\$500,000	<b>\$550,000</b>	+ 10.0%	\$495,000	<b>\$525,000</b>	+ 6.1%
Inventory of Homes for Sale	1,311	<b>1,134</b>	- 13.5%	--	--	--
Months Supply of Inventory	2.4	<b>2.2</b>	- 8.3%	--	--	--
Cumulative Days on Market Until Sale	41	<b>38</b>	- 7.3%	59	<b>47</b>	- 20.3%
Percent of Original List Price Received*	99.4%	<b>99.6%</b>	+ 0.2%	98.4%	<b>99.2%</b>	+ 0.8%
New Listings	650	<b>621</b>	- 4.5%	5,160	<b>5,237</b>	+ 1.5%

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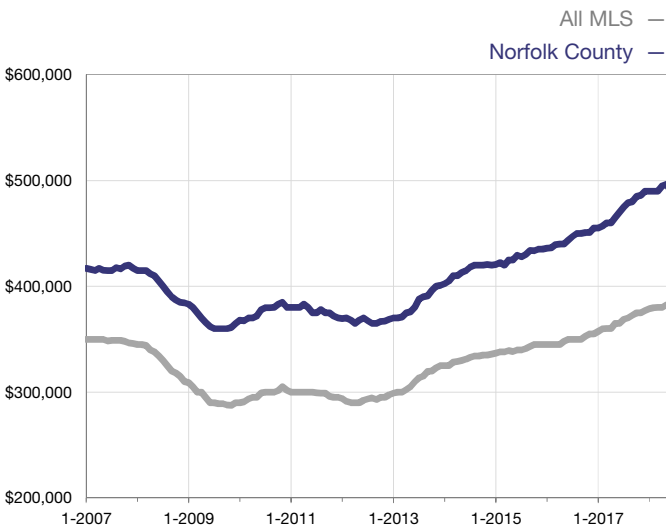
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	200	<b>233</b>	+ 16.5%	1,552	<b>1,567</b>	+ 1.0%
Closed Sales	254	<b>250</b>	- 1.6%	1,415	<b>1,325</b>	- 6.4%
Median Sales Price*	\$374,000	<b>\$385,000</b>	+ 2.9%	\$355,000	<b>\$379,000</b>	+ 6.8%
Inventory of Homes for Sale	427	<b>314</b>	- 26.5%	--	--	--
Months Supply of Inventory	2.1	<b>1.6</b>	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	38	<b>36</b>	- 5.3%	44	<b>41</b>	- 6.8%
Percent of Original List Price Received*	100.4%	<b>100.9%</b>	+ 0.5%	100.1%	<b>100.4%</b>	+ 0.3%
New Listings	255	<b>229</b>	- 10.2%	1,883	<b>1,871</b>	- 0.6%

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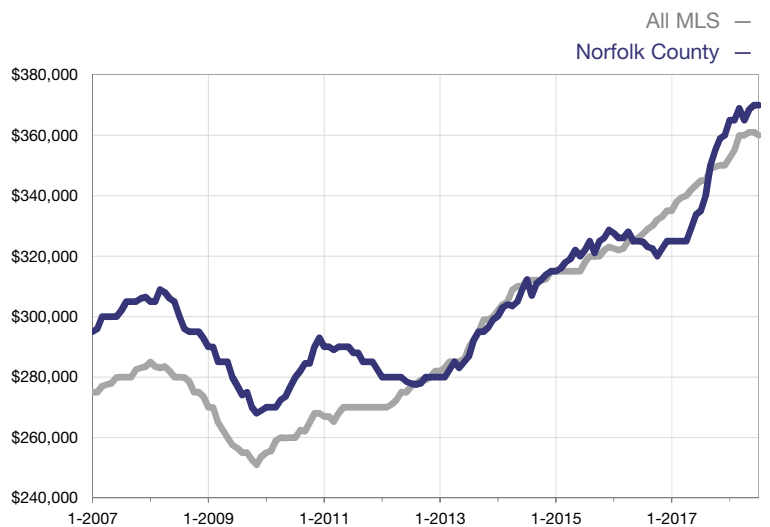
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Plymouth County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	572	<b>698</b>	+ 22.0%	3,832	<b>3,962</b>	+ 3.4%
Closed Sales	610	<b>650</b>	+ 6.6%	3,388	<b>3,382</b>	- 0.2%
Median Sales Price*	\$370,000	<b>\$385,000</b>	+ 4.1%	\$354,900	<b>\$380,000</b>	+ 7.1%
Inventory of Homes for Sale	1,920	<b>1,529</b>	- 20.4%	--	--	--
Months Supply of Inventory	3.7	<b>2.9</b>	- 21.6%	--	--	--
Cumulative Days on Market Until Sale	50	<b>45</b>	- 10.0%	70	<b>62</b>	- 11.4%
Percent of Original List Price Received*	98.1%	<b>98.4%</b>	+ 0.3%	97.8%	<b>97.7%</b>	- 0.1%
New Listings	735	<b>788</b>	+ 7.2%	5,255	<b>5,240</b>	- 0.3%

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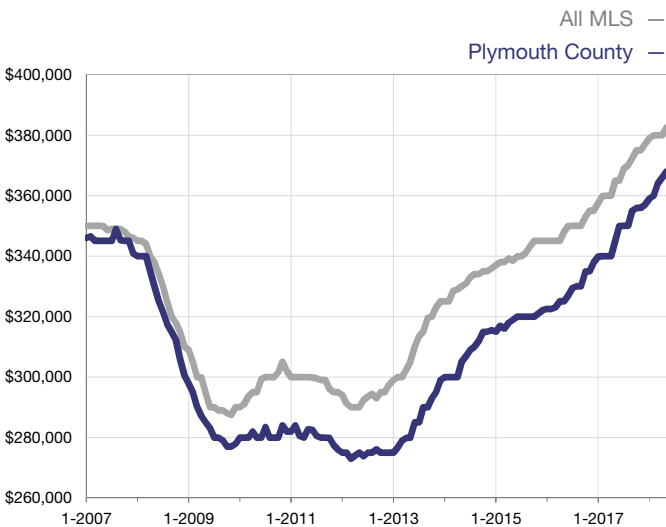
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	99	<b>125</b>	+ 26.3%	762	<b>828</b>	+ 8.7%
Closed Sales	131	<b>116</b>	- 11.5%	666	<b>658</b>	- 1.2%
Median Sales Price*	\$292,500	<b>\$298,375</b>	+ 2.0%	\$279,950	<b>\$299,450</b>	+ 7.0%
Inventory of Homes for Sale	333	<b>245</b>	- 26.4%	--	--	--
Months Supply of Inventory	3.6	<b>2.4</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	84	<b>64</b>	- 23.8%	80	<b>66</b>	- 17.5%
Percent of Original List Price Received*	99.0%	<b>99.4%</b>	+ 0.4%	98.1%	<b>99.2%</b>	+ 1.1%
New Listings	127	<b>143</b>	+ 12.6%	975	<b>1,028</b>	+ 5.4%

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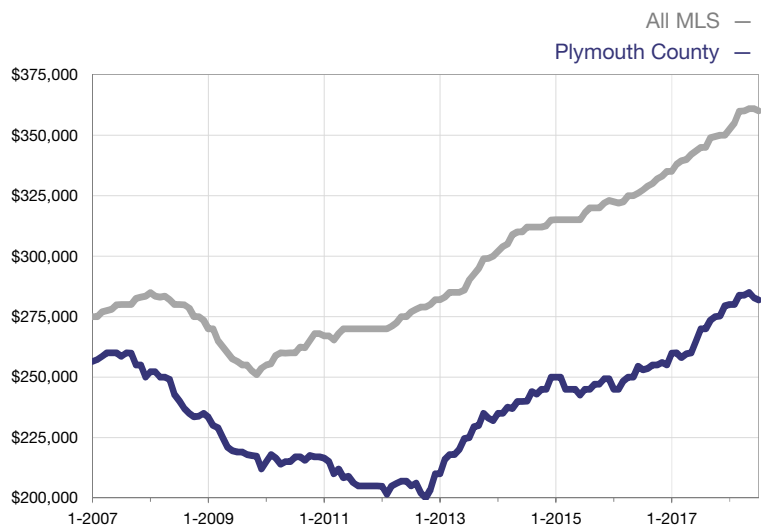
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2018

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## Suffolk County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	106	<b>111</b>	+ 4.7%	837	<b>810</b>	- 3.2%
Closed Sales	155	<b>139</b>	- 10.3%	772	<b>711</b>	- 7.9%
Median Sales Price*	\$525,000	<b>\$560,000</b>	+ 6.7%	\$512,000	<b>\$555,000</b>	+ 8.4%
Inventory of Homes for Sale	249	<b>195</b>	- 21.7%	--	--	--
Months Supply of Inventory	2.2	<b>1.8</b>	- 18.2%	--	--	--
Cumulative Days on Market Until Sale	28	<b>33</b>	+ 17.9%	40	<b>38</b>	- 5.0%
Percent of Original List Price Received*	100.7%	<b>102.0%</b>	+ 1.3%	99.9%	<b>100.7%</b>	+ 0.8%
New Listings	139	<b>134</b>	- 3.6%	1,089	<b>1,056</b>	- 3.0%

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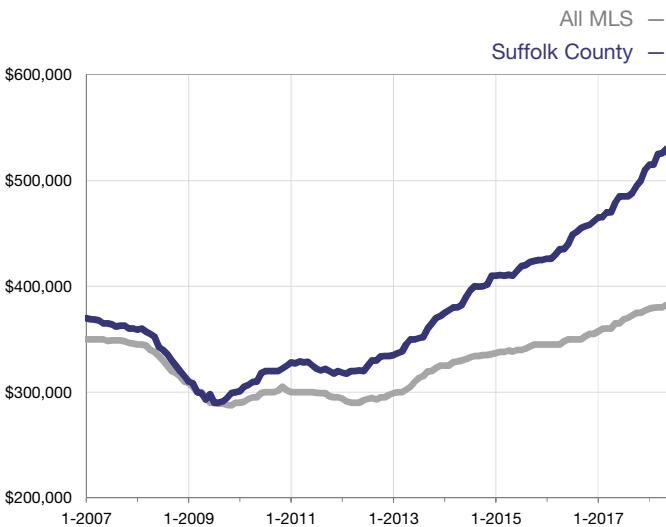
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	383	<b>438</b>	+ 14.4%	3,201	<b>3,318</b>	+ 3.7%
Closed Sales	506	<b>570</b>	+ 12.6%	2,752	<b>2,953</b>	+ 7.3%
Median Sales Price*	\$563,500	<b>\$671,000</b>	+ 19.1%	\$570,000	<b>\$636,500</b>	+ 11.7%
Inventory of Homes for Sale	895	<b>775</b>	- 13.4%	--	--	--
Months Supply of Inventory	2.2	<b>1.9</b>	- 13.6%	--	--	--
Cumulative Days on Market Until Sale	33	<b>33</b>	0.0%	41	<b>41</b>	0.0%
Percent of Original List Price Received*	101.1%	<b>100.4%</b>	- 0.7%	100.6%	<b>100.4%</b>	- 0.2%
New Listings	501	<b>473</b>	- 5.6%	4,122	<b>4,241</b>	+ 2.9%

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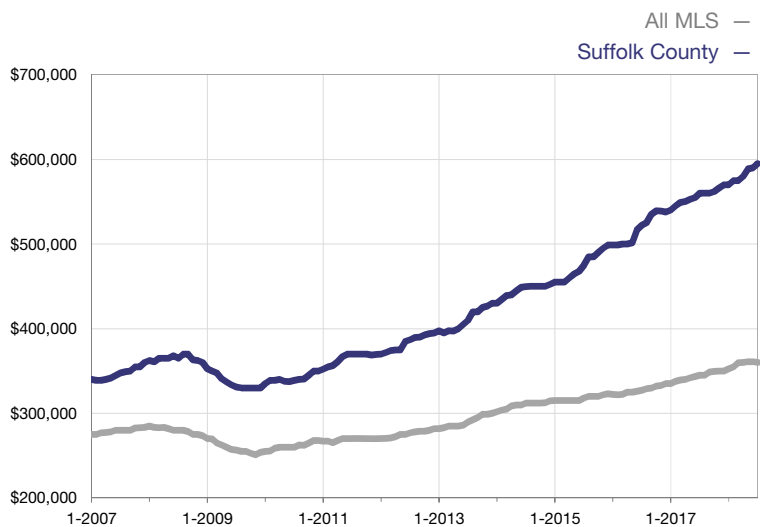
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2018

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## Worcester County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	728	<b>852</b>	+ 17.0%	5,189	<b>5,359</b>	+ 3.3%
Closed Sales	855	<b>927</b>	+ 8.4%	4,604	<b>4,606</b>	+ 0.0%
Median Sales Price*	\$279,950	<b>\$297,000</b>	+ 6.1%	\$265,000	<b>\$283,500</b>	+ 7.0%
Inventory of Homes for Sale	2,221	<b>1,965</b>	- 11.5%	--	--	--
Months Supply of Inventory	3.2	<b>2.8</b>	- 12.5%	--	--	--
Cumulative Days on Market Until Sale	48	<b>44</b>	- 8.3%	68	<b>58</b>	- 14.7%
Percent of Original List Price Received*	98.7%	<b>98.6%</b>	- 0.1%	97.3%	<b>98.1%</b>	+ 0.8%
New Listings	955	<b>1,021</b>	+ 6.9%	6,716	<b>6,939</b>	+ 3.3%

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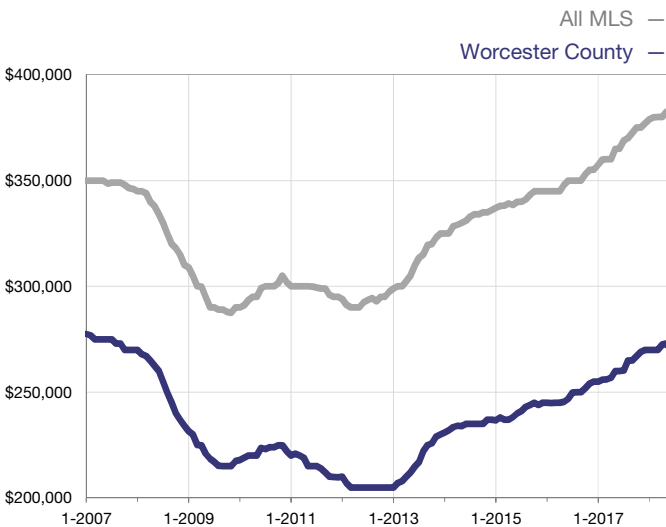
### Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	156	<b>182</b>	+ 16.7%	1,094	<b>1,119</b>	+ 2.3%
Closed Sales	180	<b>156</b>	- 13.3%	1,002	<b>957</b>	- 4.5%
Median Sales Price*	\$212,700	<b>\$201,500</b>	- 5.3%	\$194,700	<b>\$209,000</b>	+ 7.3%
Inventory of Homes for Sale	457	<b>291</b>	- 36.3%	--	--	--
Months Supply of Inventory	3.1	<b>1.9</b>	- 38.7%	--	--	--
Cumulative Days on Market Until Sale	68	<b>52</b>	- 23.5%	72	<b>58</b>	- 19.4%
Percent of Original List Price Received*	98.2%	<b>99.2%</b>	+ 1.0%	97.4%	<b>98.7%</b>	+ 1.3%
New Listings	211	<b>197</b>	- 6.6%	1,391	<b>1,307</b>	- 6.0%

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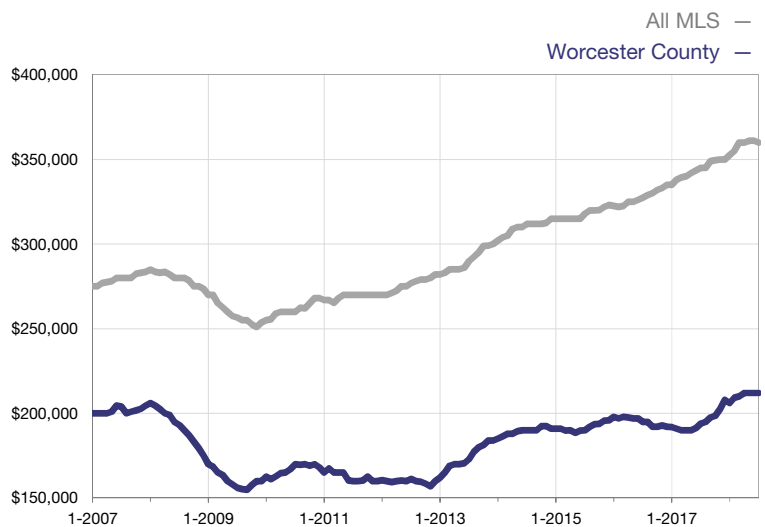
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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