

# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Barnstable County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	456	<b>539</b>	+ 18.2%	3,478	<b>3,346</b>	- 3.8%
Closed Sales	445	<b>417</b>	- 6.3%	3,319	<b>3,084</b>	- 7.1%
Median Sales Price*	\$390,000	<b>\$412,000</b>	+ 5.6%	\$385,875	<b>\$418,000</b>	+ 8.3%
Inventory of Homes for Sale	2,737	<b>2,469</b>	- 9.8%	--	--	--
Months Supply of Inventory	6.3	<b>6.2</b>	- 1.6%	--	--	--
Cumulative Days on Market Until Sale	96	<b>91</b>	- 5.2%	125	<b>106</b>	- 15.2%
Percent of Original List Price Received*	94.9%	<b>95.0%</b>	+ 0.1%	94.5%	<b>95.1%</b>	+ 0.6%
New Listings	667	<b>763</b>	+ 14.4%	4,964	<b>5,017</b>	+ 1.1%

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

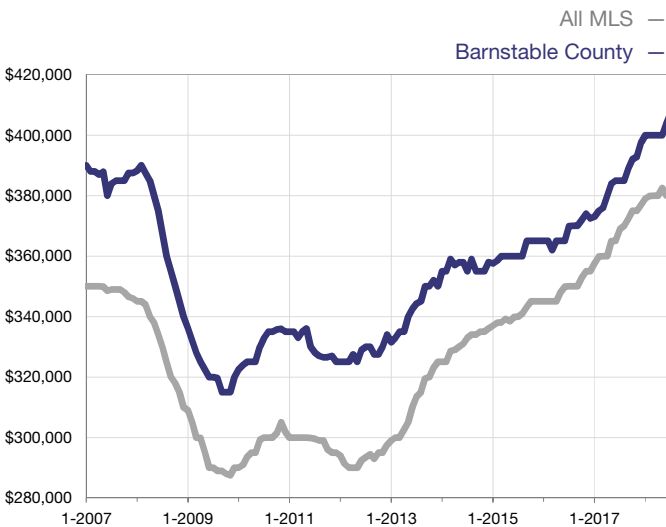
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	116	<b>126</b>	+ 8.6%	841	<b>861</b>	+ 2.4%
Closed Sales	133	<b>125</b>	- 6.0%	775	<b>792</b>	+ 2.2%
Median Sales Price*	\$250,000	<b>\$260,000</b>	+ 4.0%	\$259,990	<b>\$282,250</b>	+ 8.6%
Inventory of Homes for Sale	604	<b>576</b>	- 4.6%	--	--	--
Months Supply of Inventory	6.1	<b>5.6</b>	- 8.2%	--	--	--
Cumulative Days on Market Until Sale	92	<b>82</b>	- 10.9%	132	<b>100</b>	- 24.2%
Percent of Original List Price Received*	94.8%	<b>95.9%</b>	+ 1.2%	94.8%	<b>95.5%</b>	+ 0.7%
New Listings	152	<b>181</b>	+ 19.1%	1,103	<b>1,215</b>	+ 10.2%

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

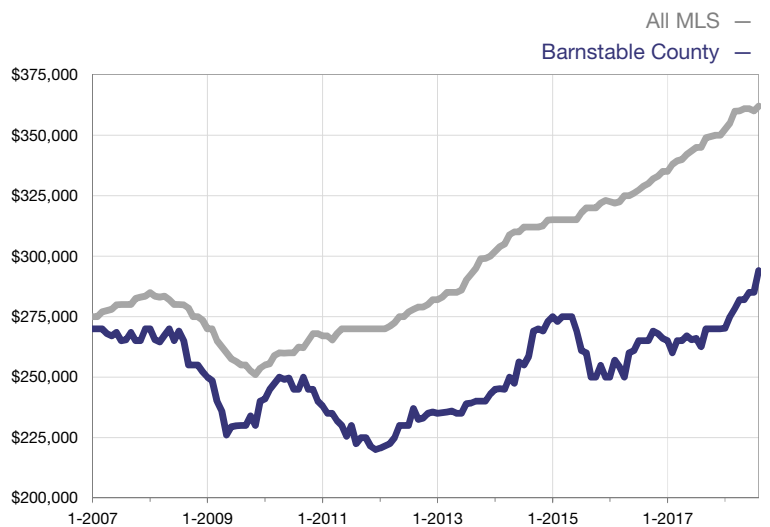
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Berkshire County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	171	130	- 24.0%	1,030	1,012	- 1.7%
Closed Sales	156	179	+ 14.7%	905	900	- 0.6%
Median Sales Price*	\$215,250	<b>\$225,000</b>	+ 4.5%	\$199,000	<b>\$208,000</b>	+ 4.5%
Inventory of Homes for Sale	1,173	989	- 15.7%	--	--	--
Months Supply of Inventory	9.9	8.3	- 16.2%	--	--	--
Cumulative Days on Market Until Sale	101	77	- 23.8%	124	112	- 9.7%
Percent of Original List Price Received*	92.8%	93.7%	+ 1.0%	90.7%	92.1%	+ 1.5%
New Listings	196	226	+ 15.3%	1,687	1,643	- 2.6%

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

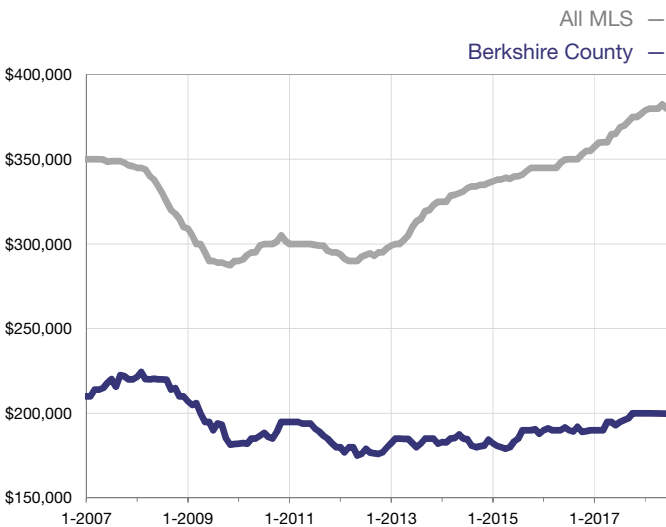
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	16	+ 100.0%	100	95	- 5.0%
Closed Sales	17	16	- 5.9%	84	90	+ 7.1%
Median Sales Price*	\$233,000	<b>\$246,500</b>	+ 5.8%	\$220,000	<b>\$237,500</b>	+ 8.0%
Inventory of Homes for Sale	216	153	- 29.2%	--	--	--
Months Supply of Inventory	19.8	13.2	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	113	161	+ 42.5%	150	154	+ 2.7%
Percent of Original List Price Received*	95.0%	91.3%	- 3.9%	92.6%	92.7%	+ 0.1%
New Listings	26	18	- 30.8%	198	158	- 20.2%

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

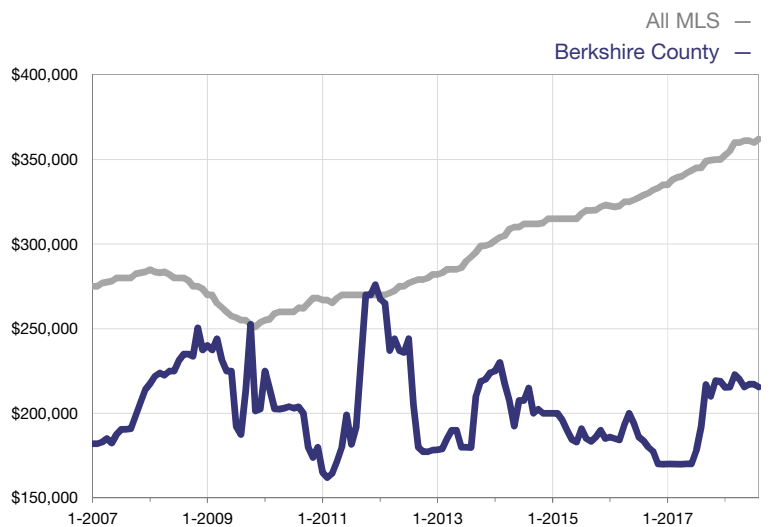
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Bristol County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	477	518	+ 8.6%	3,390	3,423	+ 1.0%
Closed Sales	495	519	+ 4.8%	3,077	3,084	+ 0.2%
Median Sales Price*	\$305,625	<b>\$333,000</b>	+ 9.0%	\$299,000	<b>\$315,000</b>	+ 5.4%
Inventory of Homes for Sale	1,414	1,194	- 15.6%	--	--	--
Months Supply of Inventory	3.5	2.9	- 17.1%	--	--	--
Cumulative Days on Market Until Sale	57	56	- 1.8%	66	62	- 6.1%
Percent of Original List Price Received*	97.7%	97.0%	- 0.7%	97.3%	97.2%	- 0.1%
New Listings	610	623	+ 2.1%	4,450	4,507	+ 1.3%

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

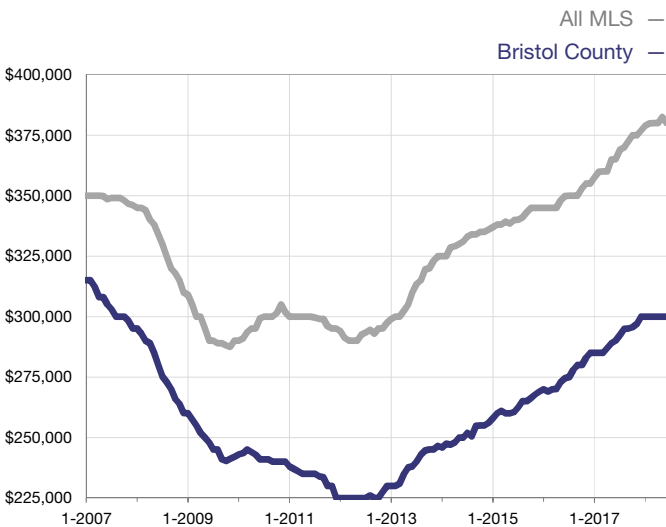
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	78	96	+ 23.1%	618	642	+ 3.9%
Closed Sales	84	99	+ 17.9%	566	578	+ 2.1%
Median Sales Price*	\$187,450	<b>\$211,500</b>	+ 12.8%	\$201,750	<b>\$215,000</b>	+ 6.6%
Inventory of Homes for Sale	178	139	- 21.9%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	55	40	- 27.3%	63	51	- 19.0%
Percent of Original List Price Received*	97.0%	98.1%	+ 1.1%	97.2%	97.8%	+ 0.6%
New Listings	83	114	+ 37.3%	727	765	+ 5.2%

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

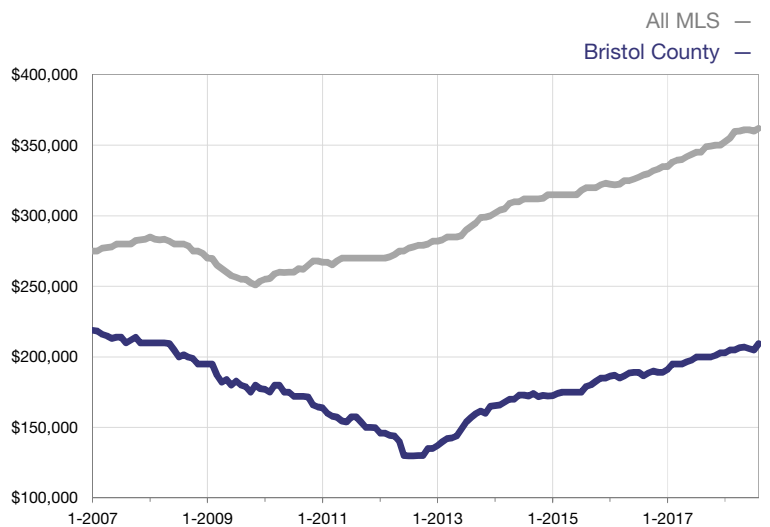
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Dukes County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	19	16	- 15.8%	127	113	- 11.0%
Closed Sales	13	11	- 15.4%	109	97	- 11.0%
Median Sales Price*	\$1,085,000	<b>\$670,000</b>	- 38.2%	\$776,000	<b>\$860,000</b>	+ 10.8%
Inventory of Homes for Sale	207	174	- 15.9%	--	--	--
Months Supply of Inventory	13.4	11.8	- 11.9%	--	--	--
Cumulative Days on Market Until Sale	97	65	- 33.0%	151	106	- 29.8%
Percent of Original List Price Received*	95.3%	94.0%	- 1.4%	93.6%	92.8%	- 0.9%
New Listings	43	16	- 62.8%	271	238	- 12.2%

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

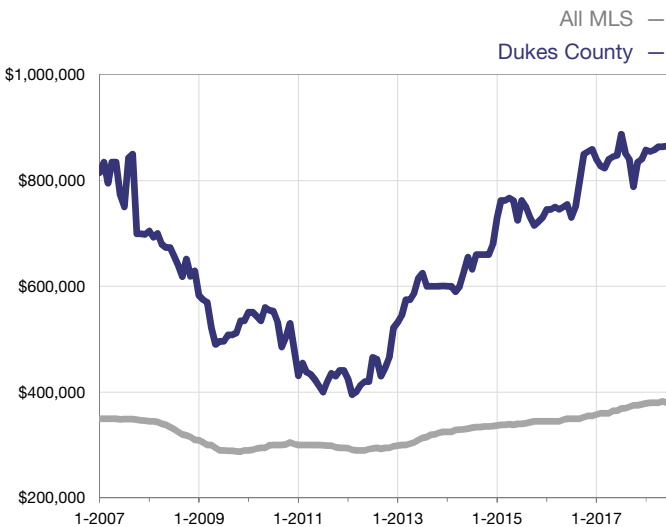
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	1	0.0%	6	8	+ 33.3%
Closed Sales	1	1	0.0%	6	6	0.0%
Median Sales Price*	\$156,000	<b>\$151,000</b>	- 3.2%	\$547,500	<b>\$145,575</b>	- 73.4%
Inventory of Homes for Sale	17	11	- 35.3%	--	--	--
Months Supply of Inventory	12.4	7.3	- 41.1%	--	--	--
Cumulative Days on Market Until Sale	164	0	- 100.0%	182	30	- 83.5%
Percent of Original List Price Received*	83.5%	88.9%	+ 6.5%	90.7%	90.8%	+ 0.1%
New Listings	4	0	- 100.0%	13	16	+ 23.1%

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

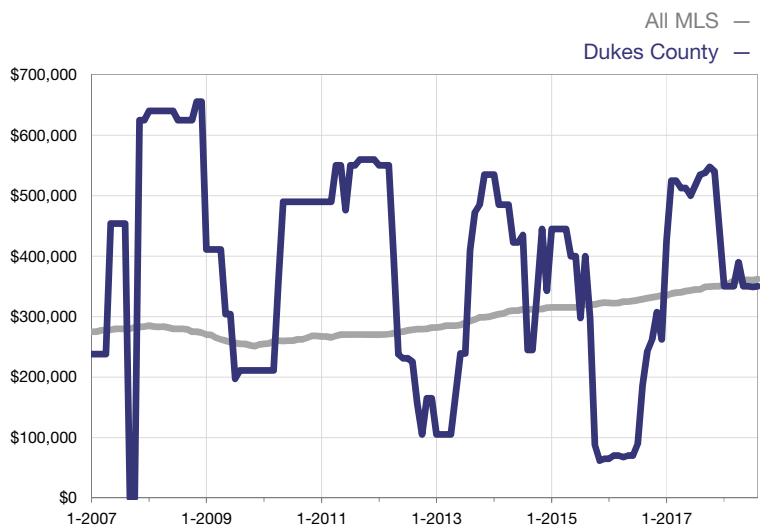
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Essex County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	610	<b>608</b>	- 0.3%	4,375	<b>4,397</b>	+ 0.5%
Closed Sales	734	<b>724</b>	- 1.4%	4,089	<b>4,071</b>	- 0.4%
Median Sales Price*	\$455,000	<b>\$470,000</b>	+ 3.3%	\$430,000	<b>\$455,000</b>	+ 5.8%
Inventory of Homes for Sale	1,398	<b>1,215</b>	- 13.1%	--	--	--
Months Supply of Inventory	2.7	<b>2.3</b>	- 14.8%	--	--	--
Cumulative Days on Market Until Sale	47	<b>45</b>	- 4.3%	55	<b>51</b>	- 7.3%
Percent of Original List Price Received*	98.7%	<b>98.7%</b>	0.0%	98.4%	<b>98.8%</b>	+ 0.4%
New Listings	727	<b>670</b>	- 7.8%	5,645	<b>5,670</b>	+ 0.4%

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

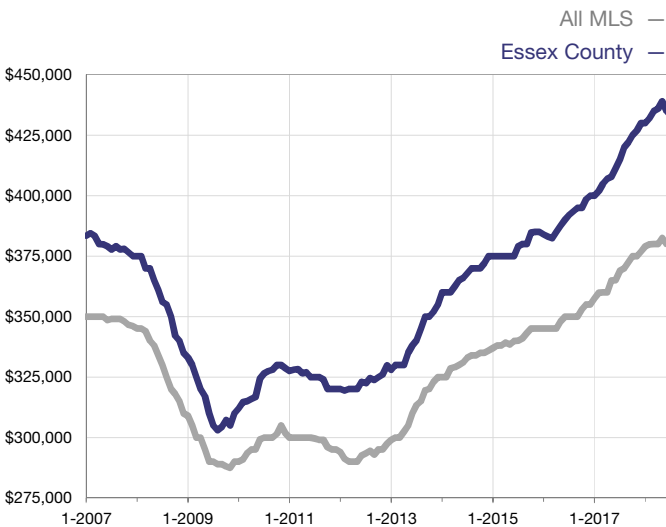
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	259	<b>267</b>	+ 3.1%	2,086	<b>2,057</b>	- 1.4%
Closed Sales	337	<b>295</b>	- 12.5%	2,001	<b>1,919</b>	- 4.1%
Median Sales Price*	\$285,000	<b>\$299,900</b>	+ 5.2%	\$280,000	<b>\$295,000</b>	+ 5.4%
Inventory of Homes for Sale	490	<b>422</b>	- 13.9%	--	--	--
Months Supply of Inventory	2.0	<b>1.8</b>	- 10.0%	--	--	--
Cumulative Days on Market Until Sale	49	<b>45</b>	- 8.2%	55	<b>47</b>	- 14.5%
Percent of Original List Price Received*	99.2%	<b>99.6%</b>	+ 0.4%	98.9%	<b>99.7%</b>	+ 0.8%
New Listings	299	<b>296</b>	- 1.0%	2,475	<b>2,468</b>	- 0.3%

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

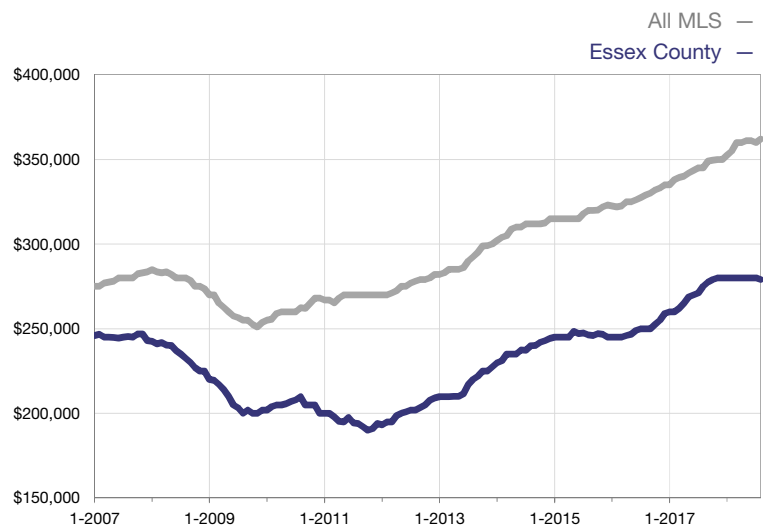
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Franklin County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	62	<b>81</b>	+ 30.6%	459	<b>445</b>	- 3.1%
Closed Sales	90	<b>74</b>	- 17.8%	418	<b>380</b>	- 9.1%
Median Sales Price*	\$210,000	<b>\$220,838</b>	+ 5.2%	\$203,000	<b>\$204,000</b>	+ 0.5%
Inventory of Homes for Sale	304	<b>214</b>	- 29.6%	--	--	--
Months Supply of Inventory	5.6	<b>4.2</b>	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	110	<b>69</b>	- 37.3%	121	<b>99</b>	- 18.2%
Percent of Original List Price Received*	95.2%	<b>94.8%</b>	- 0.4%	94.0%	<b>95.5%</b>	+ 1.6%
New Listings	81	<b>65</b>	- 19.8%	634	<b>580</b>	- 8.5%

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

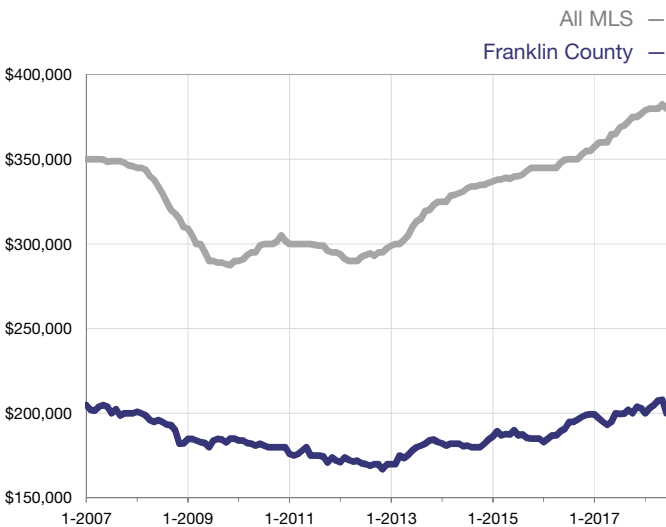
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	<b>7</b>	+ 75.0%	33	<b>29</b>	- 12.1%
Closed Sales	6	<b>5</b>	- 16.7%	29	<b>17</b>	- 41.4%
Median Sales Price*	\$170,000	<b>\$182,000</b>	+ 7.1%	\$195,000	<b>\$173,000</b>	- 11.3%
Inventory of Homes for Sale	23	<b>16</b>	- 30.4%	--	--	--
Months Supply of Inventory	5.8	<b>4.2</b>	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	104	<b>83</b>	- 20.2%	158	<b>64</b>	- 59.5%
Percent of Original List Price Received*	93.1%	<b>96.2%</b>	+ 3.3%	94.0%	<b>98.4%</b>	+ 4.7%
New Listings	6	<b>11</b>	+ 83.3%	46	<b>36</b>	- 21.7%

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

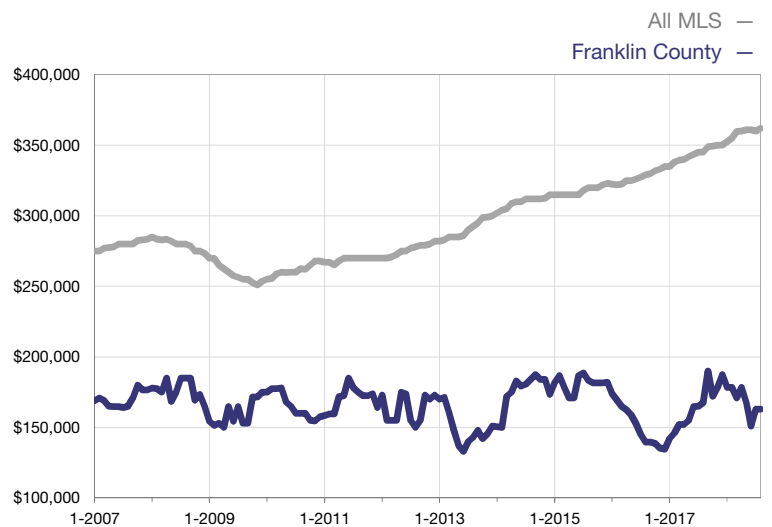
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampden County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	382	<b>431</b>	+ 12.8%	2,960	<b>3,028</b>	+ 2.3%
Closed Sales	470	<b>427</b>	- 9.1%	2,731	<b>2,764</b>	+ 1.2%
Median Sales Price*	\$195,000	<b>\$200,000</b>	+ 2.6%	\$188,500	<b>\$199,900</b>	+ 6.0%
Inventory of Homes for Sale	1,338	<b>1,096</b>	- 18.1%	--	--	--
Months Supply of Inventory	3.9	<b>3.1</b>	- 20.5%	--	--	--
Cumulative Days on Market Until Sale	57	<b>51</b>	- 10.5%	73	<b>60</b>	- 17.8%
Percent of Original List Price Received*	96.9%	<b>97.2%</b>	+ 0.3%	96.0%	<b>96.9%</b>	+ 0.9%
New Listings	534	<b>533</b>	- 0.2%	4,000	<b>4,010</b>	+ 0.2%

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

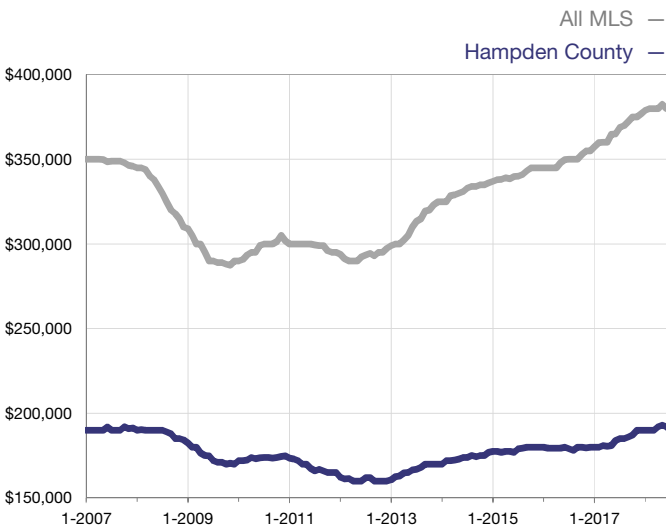
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	51	<b>47</b>	- 7.8%	364	<b>396</b>	+ 8.8%
Closed Sales	56	<b>60</b>	+ 7.1%	328	<b>365</b>	+ 11.3%
Median Sales Price*	\$144,500	<b>\$150,500</b>	+ 4.2%	\$135,000	<b>\$140,000</b>	+ 3.7%
Inventory of Homes for Sale	179	<b>129</b>	- 27.9%	--	--	--
Months Supply of Inventory	4.3	<b>2.8</b>	- 34.9%	--	--	--
Cumulative Days on Market Until Sale	74	<b>70</b>	- 5.4%	102	<b>84</b>	- 17.6%
Percent of Original List Price Received*	97.1%	<b>95.6%</b>	- 1.5%	94.7%	<b>96.3%</b>	+ 1.7%
New Listings	54	<b>69</b>	+ 27.8%	479	<b>461</b>	- 3.8%

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

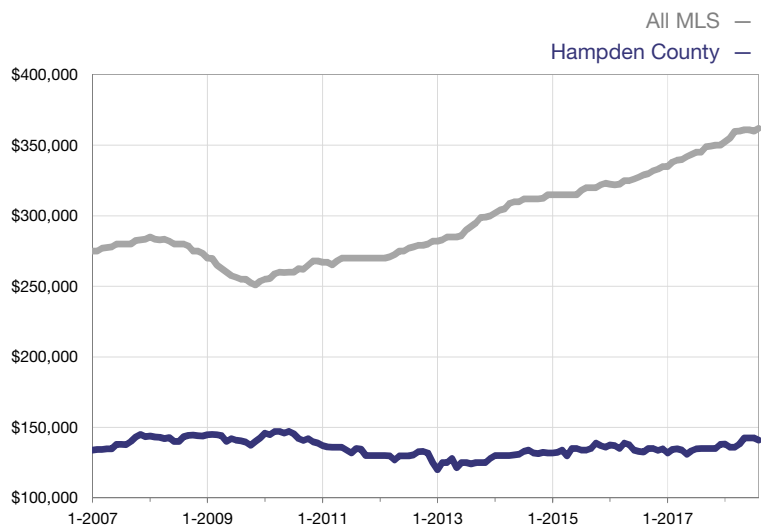
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Hampshire County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	102	<b>121</b>	+ 18.6%	883	<b>927</b>	+ 5.0%
Closed Sales	145	<b>161</b>	+ 11.0%	832	<b>887</b>	+ 6.6%
Median Sales Price*	\$272,500	<b>\$318,000</b>	+ 16.7%	\$272,000	<b>\$285,000</b>	+ 4.8%
Inventory of Homes for Sale	540	<b>405</b>	- 25.0%	--	--	--
Months Supply of Inventory	5.2	<b>3.7</b>	- 28.8%	--	--	--
Cumulative Days on Market Until Sale	55	<b>63</b>	+ 14.5%	90	<b>79</b>	- 12.2%
Percent of Original List Price Received*	95.5%	<b>96.3%</b>	+ 0.8%	95.3%	<b>96.0%</b>	+ 0.7%
New Listings	158	<b>125</b>	- 20.9%	1,287	<b>1,258</b>	- 2.3%

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

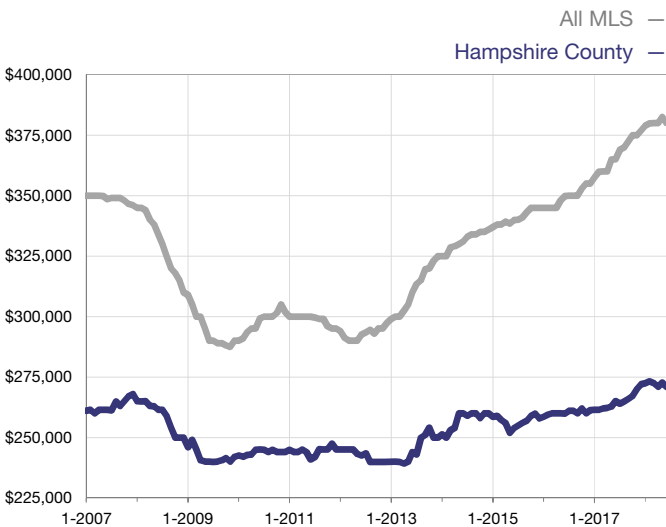
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	40	<b>22</b>	- 45.0%	237	<b>213</b>	- 10.1%
Closed Sales	41	<b>29</b>	- 29.3%	217	<b>189</b>	- 12.9%
Median Sales Price*	\$207,500	<b>\$187,000</b>	- 9.9%	\$199,977	<b>\$200,000</b>	+ 0.0%
Inventory of Homes for Sale	103	<b>71</b>	- 31.1%	--	--	--
Months Supply of Inventory	3.8	<b>2.8</b>	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	90	<b>54</b>	- 40.0%	113	<b>89</b>	- 21.2%
Percent of Original List Price Received*	96.5%	<b>98.5%</b>	+ 2.1%	96.7%	<b>98.3%</b>	+ 1.7%
New Listings	37	<b>25</b>	- 32.4%	296	<b>243</b>	- 17.9%

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

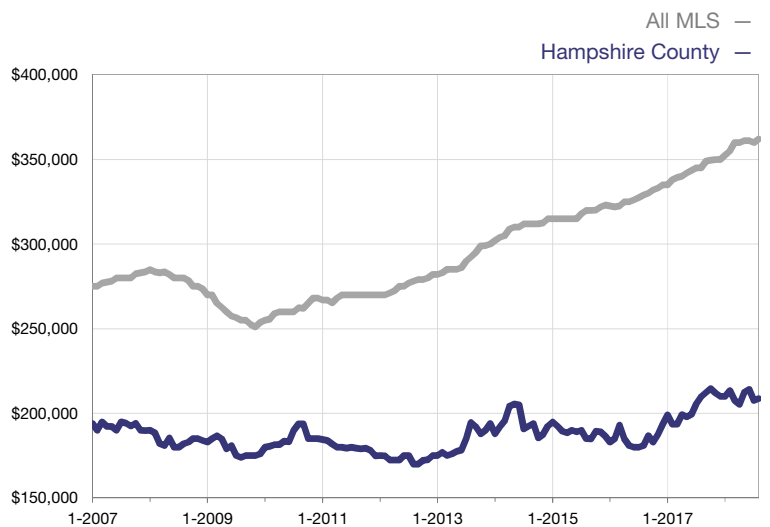
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®





# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Middlesex County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	950	<b>937</b>	- 1.4%	7,964	<b>7,935</b>	- 0.4%
Closed Sales	1,312	<b>1,370</b>	+ 4.4%	7,386	<b>7,419</b>	+ 0.4%
Median Sales Price*	\$569,950	<b>\$600,000</b>	+ 5.3%	\$539,900	<b>\$580,000</b>	+ 7.4%
Inventory of Homes for Sale	1,883	<b>1,773</b>	- 5.8%	--	--	--
Months Supply of Inventory	2.0	<b>1.9</b>	- 5.0%	--	--	--
Cumulative Days on Market Until Sale	40	<b>39</b>	- 2.5%	49	<b>41</b>	- 16.3%
Percent of Original List Price Received*	99.5%	<b>99.4%</b>	- 0.1%	99.7%	<b>100.4%</b>	+ 0.7%
New Listings	1,028	<b>1,088</b>	+ 5.8%	9,745	<b>9,938</b>	+ 2.0%

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

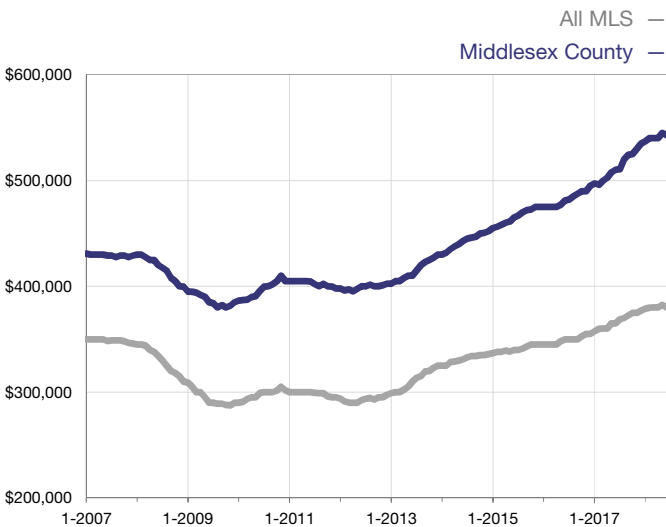
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	502	<b>486</b>	- 3.2%	4,193	<b>4,155</b>	- 0.9%
Closed Sales	632	<b>653</b>	+ 3.3%	3,962	<b>3,954</b>	- 0.2%
Median Sales Price*	\$438,120	<b>\$475,000</b>	+ 8.4%	\$431,500	<b>\$458,000</b>	+ 6.1%
Inventory of Homes for Sale	694	<b>590</b>	- 15.0%	--	--	--
Months Supply of Inventory	1.4	<b>1.2</b>	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	32	<b>32</b>	0.0%	36	<b>35</b>	- 2.8%
Percent of Original List Price Received*	101.8%	<b>100.9%</b>	- 0.9%	101.5%	<b>101.6%</b>	+ 0.1%
New Listings	572	<b>533</b>	- 6.8%	4,874	<b>4,844</b>	- 0.6%

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

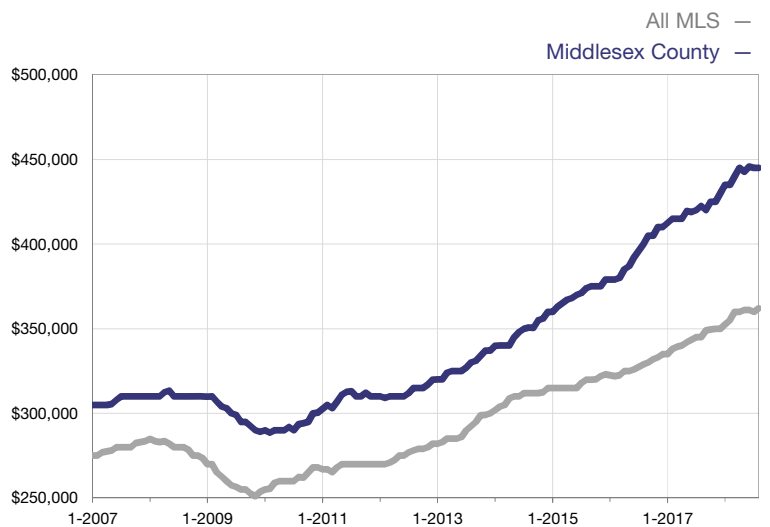
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Nantucket County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	7	5	- 28.6%	26	26	0.0%
Closed Sales	6	3	- 50.0%	22	24	+ 9.1%
Median Sales Price*	\$2,437,500	<b>\$1,935,000</b>	- 20.6%	\$2,187,500	<b>\$1,842,500</b>	- 15.8%
Inventory of Homes for Sale	77	82	+ 6.5%	--	--	--
Months Supply of Inventory	27.3	18.6	- 31.9%	--	--	--
Cumulative Days on Market Until Sale	198	242	+ 22.2%	130	125	- 3.8%
Percent of Original List Price Received*	88.8%	90.3%	+ 1.7%	90.2%	91.6%	+ 1.6%
New Listings	20	23	+ 15.0%	98	101	+ 3.1%

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

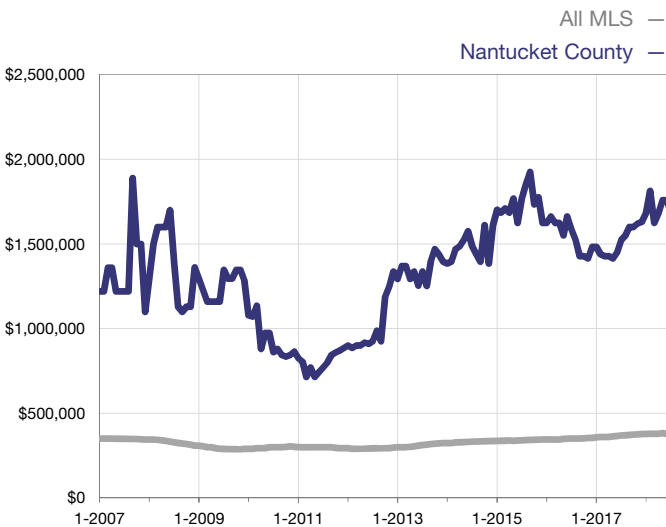
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	2	3	+ 50.0%
Closed Sales	0	0	--	1	3	+ 200.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$380,000	<b>\$707,000</b>	+ 86.1%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	3.0	1.7	- 43.3%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	3	50	+ 1,566.7%
Percent of Original List Price Received*	0.0%	0.0%	--	108.0%	97.1%	- 10.1%
New Listings	3	2	- 33.3%	7	9	+ 28.6%

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

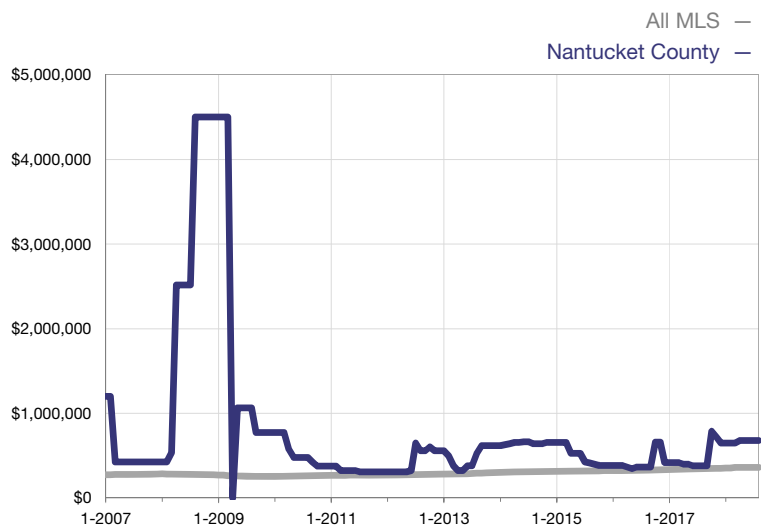
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Norfolk County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	533	<b>526</b>	- 1.3%	4,636	<b>4,599</b>	- 0.8%
Closed Sales	735	<b>762</b>	+ 3.7%	4,418	<b>4,264</b>	- 3.5%
Median Sales Price*	\$489,900	<b>\$525,000</b>	+ 7.2%	\$494,900	<b>\$525,000</b>	+ 6.1%
Inventory of Homes for Sale	1,245	<b>1,111</b>	- 10.8%	--	--	--
Months Supply of Inventory	2.3	<b>2.1</b>	- 8.7%	--	--	--
Cumulative Days on Market Until Sale	49	<b>38</b>	- 22.4%	57	<b>46</b>	- 19.3%
Percent of Original List Price Received*	98.4%	<b>98.7%</b>	+ 0.3%	98.4%	<b>99.2%</b>	+ 0.8%
New Listings	599	<b>628</b>	+ 4.8%	5,759	<b>5,856</b>	+ 1.7%

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

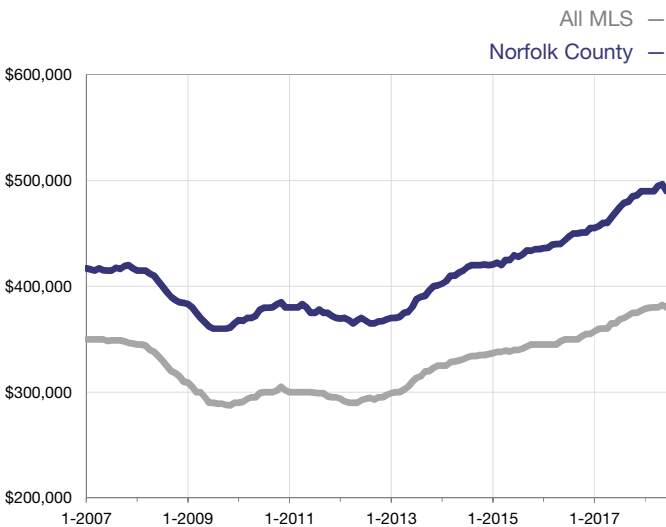
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	187	<b>204</b>	+ 9.1%	1,739	<b>1,769</b>	+ 1.7%
Closed Sales	249	<b>259</b>	+ 4.0%	1,664	<b>1,589</b>	- 4.5%
Median Sales Price*	\$389,000	<b>\$368,000</b>	- 5.4%	\$358,250	<b>\$375,000</b>	+ 4.7%
Inventory of Homes for Sale	402	<b>344</b>	- 14.4%	--	--	--
Months Supply of Inventory	2.0	<b>1.7</b>	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	38	<b>33</b>	- 13.2%	43	<b>40</b>	- 7.0%
Percent of Original List Price Received*	99.7%	<b>100.1%</b>	+ 0.4%	100.0%	<b>100.3%</b>	+ 0.3%
New Listings	192	<b>282</b>	+ 46.9%	2,075	<b>2,157</b>	+ 4.0%

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

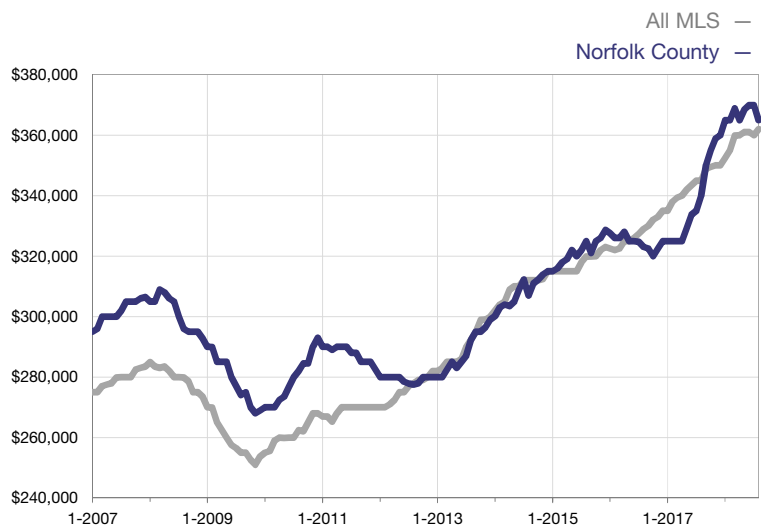
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Plymouth County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	599	603	+ 0.7%	4,430	4,498	+ 1.5%
Closed Sales	731	690	- 5.6%	4,119	4,086	- 0.8%
Median Sales Price*	\$368,000	\$396,500	+ 7.7%	\$355,000	\$382,500	+ 7.7%
Inventory of Homes for Sale	1,881	1,593	- 15.3%	--	--	--
Months Supply of Inventory	3.6	3.1	- 13.9%	--	--	--
Cumulative Days on Market Until Sale	59	50	- 15.3%	68	60	- 11.8%
Percent of Original List Price Received*	97.9%	97.3%	- 0.6%	97.8%	97.7%	- 0.1%
New Listings	732	760	+ 3.8%	5,987	5,994	+ 0.1%

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

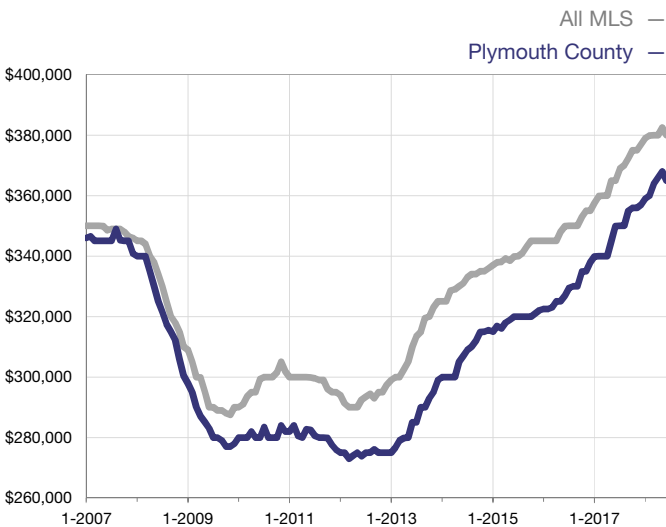
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	110	122	+ 10.9%	872	942	+ 8.0%
Closed Sales	125	132	+ 5.6%	791	792	+ 0.1%
Median Sales Price*	\$269,900	\$300,000	+ 11.2%	\$275,000	\$299,900	+ 9.1%
Inventory of Homes for Sale	349	291	- 16.6%	--	--	--
Months Supply of Inventory	3.7	2.8	- 24.3%	--	--	--
Cumulative Days on Market Until Sale	73	60	- 17.8%	79	65	- 17.7%
Percent of Original List Price Received*	97.7%	98.7%	+ 1.0%	98.1%	99.1%	+ 1.0%
New Listings	142	188	+ 32.4%	1,117	1,217	+ 9.0%

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

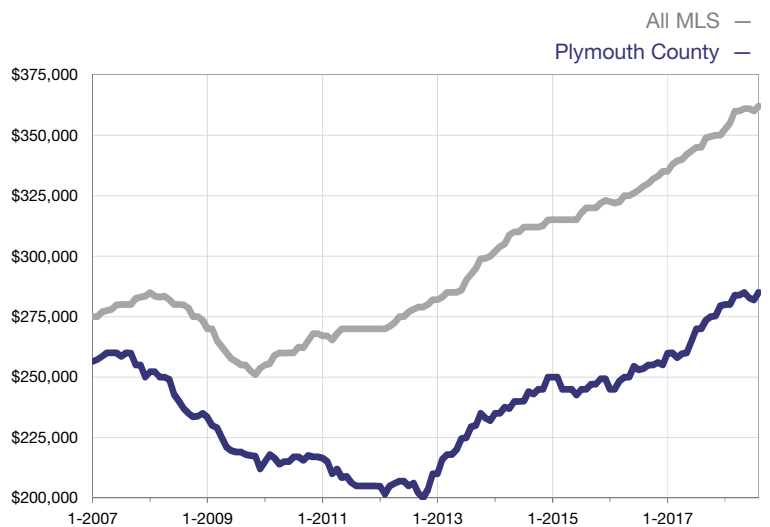
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Suffolk County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	120	120	0.0%	957	922	- 3.7%
Closed Sales	152	141	- 7.2%	924	857	- 7.3%
Median Sales Price*	\$493,500	\$565,000	+ 14.5%	\$510,000	\$560,000	+ 9.8%
Inventory of Homes for Sale	221	177	- 19.9%	--	--	--
Months Supply of Inventory	1.9	1.6	- 15.8%	--	--	--
Cumulative Days on Market Until Sale	35	35	0.0%	39	37	- 5.1%
Percent of Original List Price Received*	100.0%	98.8%	- 1.2%	99.9%	100.4%	+ 0.5%
New Listings	128	132	+ 3.1%	1,217	1,189	- 2.3%

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

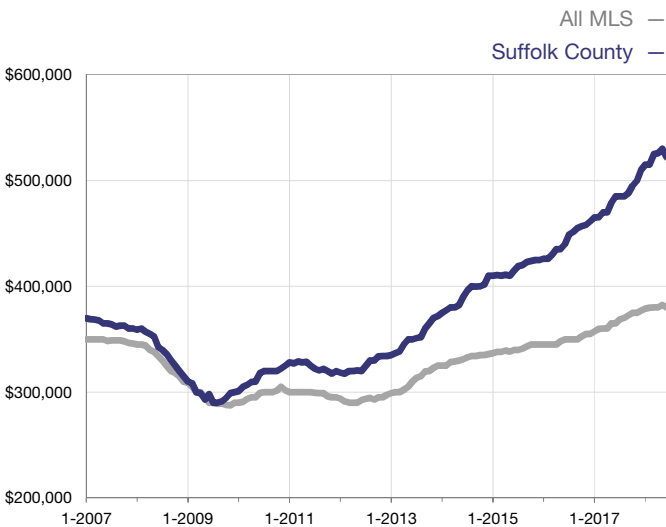
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	339	339	0.0%	3,540	3,622	+ 2.3%
Closed Sales	523	556	+ 6.3%	3,275	3,531	+ 7.8%
Median Sales Price*	\$565,000	\$650,000	+ 15.0%	\$569,900	\$640,000	+ 12.3%
Inventory of Homes for Sale	816	723	- 11.4%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--
Cumulative Days on Market Until Sale	37	41	+ 10.8%	40	41	+ 2.5%
Percent of Original List Price Received*	99.7%	99.3%	- 0.4%	100.4%	100.3%	- 0.1%
New Listings	368	415	+ 12.8%	4,490	4,651	+ 3.6%

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

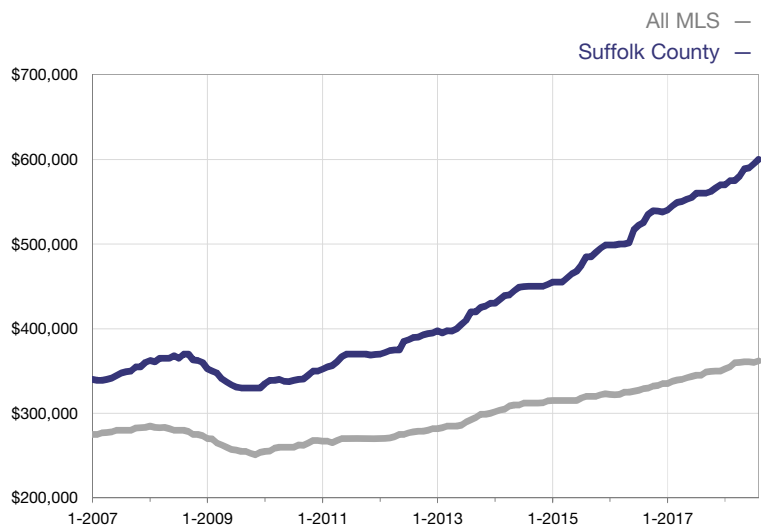
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Worcester County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	735	<b>874</b>	+ 18.9%	5,923	<b>6,143</b>	+ 3.7%
Closed Sales	936	<b>885</b>	- 5.4%	5,540	<b>5,509</b>	- 0.6%
Median Sales Price*	\$288,000	<b>\$302,000</b>	+ 4.9%	\$269,900	<b>\$285,000</b>	+ 5.6%
Inventory of Homes for Sale	2,327	<b>2,080</b>	- 10.6%	--	--	--
Months Supply of Inventory	3.3	<b>2.9</b>	- 12.1%	--	--	--
Cumulative Days on Market Until Sale	54	<b>44</b>	- 18.5%	65	<b>56</b>	- 13.8%
Percent of Original List Price Received*	98.3%	<b>98.3%</b>	0.0%	97.5%	<b>98.1%</b>	+ 0.6%
New Listings	1,034	<b>1,127</b>	+ 9.0%	7,750	<b>8,063</b>	+ 4.0%

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

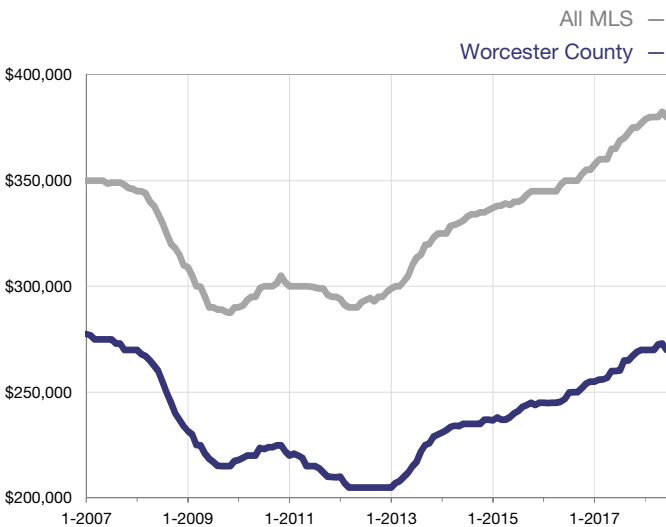
### Condominium Properties

Key Metrics	August			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	185	<b>172</b>	- 7.0%	1,279	<b>1,280</b>	+ 0.1%
Closed Sales	190	<b>181</b>	- 4.7%	1,192	<b>1,141</b>	- 4.3%
Median Sales Price*	\$216,000	<b>\$220,000</b>	+ 1.9%	\$200,000	<b>\$210,000</b>	+ 5.0%
Inventory of Homes for Sale	445	<b>294</b>	- 33.9%	--	--	--
Months Supply of Inventory	3.0	<b>2.0</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	59	<b>41</b>	- 30.5%	70	<b>55</b>	- 21.4%
Percent of Original List Price Received*	98.2%	<b>99.5%</b>	+ 1.3%	97.6%	<b>98.8%</b>	+ 1.2%
New Listings	201	<b>194</b>	- 3.5%	1,592	<b>1,506</b>	- 5.4%

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

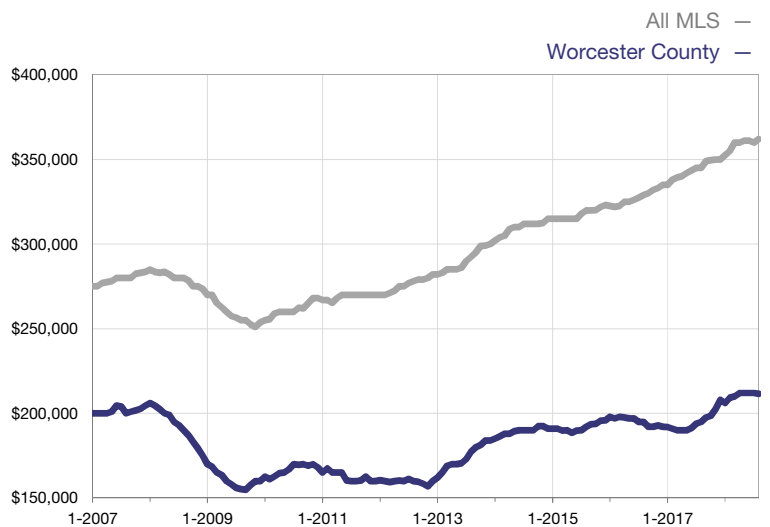
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

