

Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 4.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.4%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 19.1%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 124 | 131 | + 5.6% | 1,264 | 1,275 | + 0.9% |
| Closed Sales | 143 | 150 | + 4.9% | 1,181 | 1,195 | + 1.2% |
| Median Sales Price* | \$212,000 | \$218,000 | + 2.8% | \$200,000 | \$210,900 | + 5.5% |
| Inventory of Homes for Sale | 1,134 | 928 | - 18.2% | -- | -- | -- |
| Months Supply of Inventory | 9.6 | 7.7 | - 19.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 118 | 90 | - 23.2% | 120 | 106 | - 11.9% |
| Percent of Original List Price Received* | 90.7% | 90.7% | + 0.0% | 90.8% | 92.0% | + 1.3% |
| New Listings | 182 | 182 | 0.0% | 2,060 | 2,003 | - 2.8% |

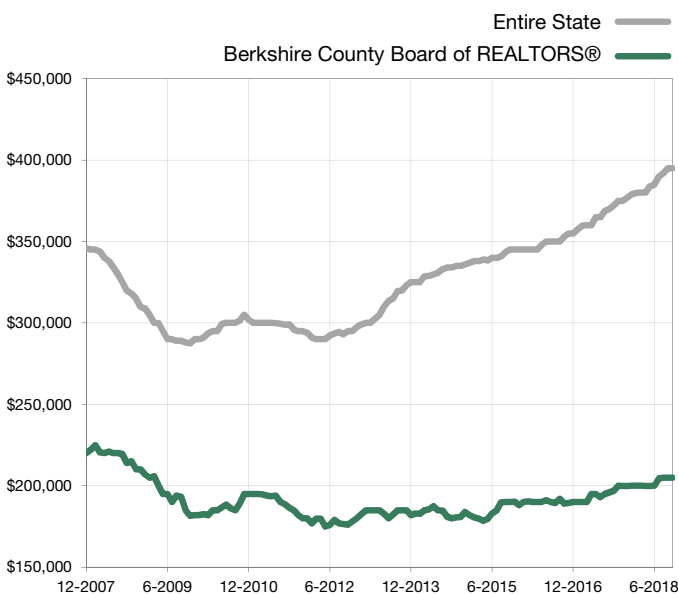
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 17 | 14 | - 17.6% | 131 | 125 | - 4.6% |
| Closed Sales | 11 | 11 | 0.0% | 108 | 122 | + 13.0% |
| Median Sales Price* | \$210,000 | \$158,000 | - 24.8% | \$220,000 | \$230,950 | + 5.0% |
| Inventory of Homes for Sale | 204 | 155 | - 24.0% | -- | -- | -- |
| Months Supply of Inventory | 18.4 | 12.7 | - 31.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 135 | 226 | + 67.3% | 150 | 147 | - 2.2% |
| Percent of Original List Price Received* | 94.4% | 91.6% | - 3.0% | 92.9% | 92.8% | - 0.1% |
| New Listings | 14 | 11 | - 21.4% | 229 | 203 | - 11.4% |

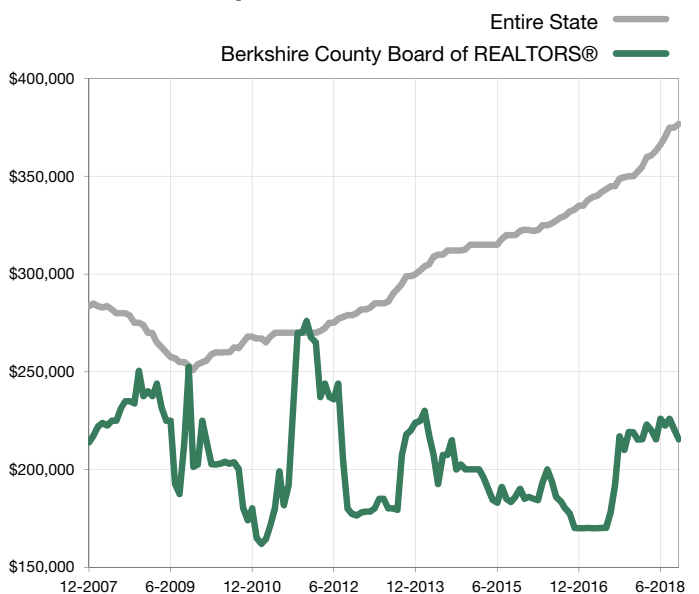
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 1.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.7%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 7.1%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 526 | 567 | + 7.8% | 4,974 | 4,862 | - 2.3% |
| Closed Sales | 510 | 526 | + 3.1% | 4,750 | 4,578 | - 3.6% |
| Median Sales Price* | \$428,000 | \$470,000 | + 9.8% | \$390,000 | \$420,000 | + 7.7% |
| Inventory of Homes for Sale | 3,150 | 2,928 | - 7.0% | -- | -- | -- |
| Months Supply of Inventory | 6.5 | 6.3 | - 2.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 110 | 100 | - 9.6% | 120 | 101 | - 15.3% |
| Percent of Original List Price Received* | 94.0% | 93.8% | - 0.2% | 94.5% | 94.9% | + 0.5% |
| New Listings | 664 | 829 | + 24.8% | 7,257 | 7,471 | + 2.9% |

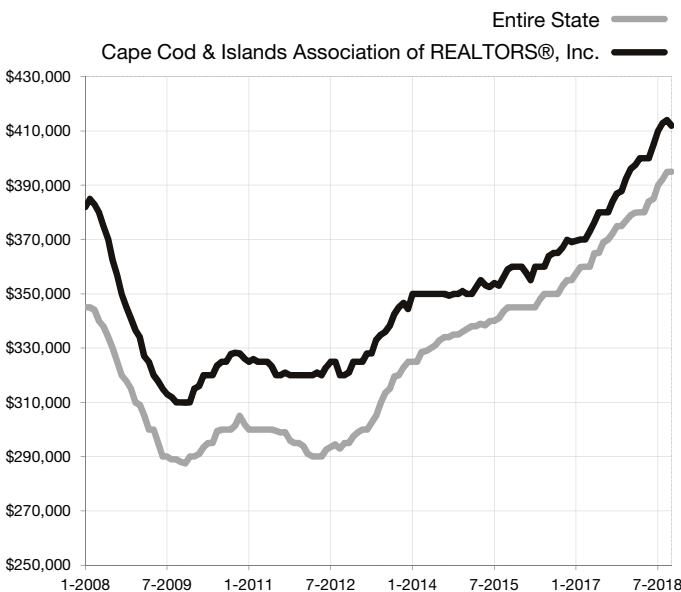
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 129 | 135 | + 4.7% | 1,136 | 1,151 | + 1.3% |
| Closed Sales | 126 | 120 | - 4.8% | 1,073 | 1,079 | + 0.6% |
| Median Sales Price* | \$318,000 | \$343,000 | + 7.9% | \$265,000 | \$285,000 | + 7.5% |
| Inventory of Homes for Sale | 594 | 551 | - 7.2% | -- | -- | -- |
| Months Supply of Inventory | 5.6 | 5.1 | - 7.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 118 | 99 | - 16.0% | 128 | 95 | - 25.7% |
| Percent of Original List Price Received* | 95.4% | 95.6% | + 0.2% | 95.0% | 95.5% | + 0.6% |
| New Listings | 142 | 152 | + 7.0% | 1,458 | 1,551 | + 6.4% |

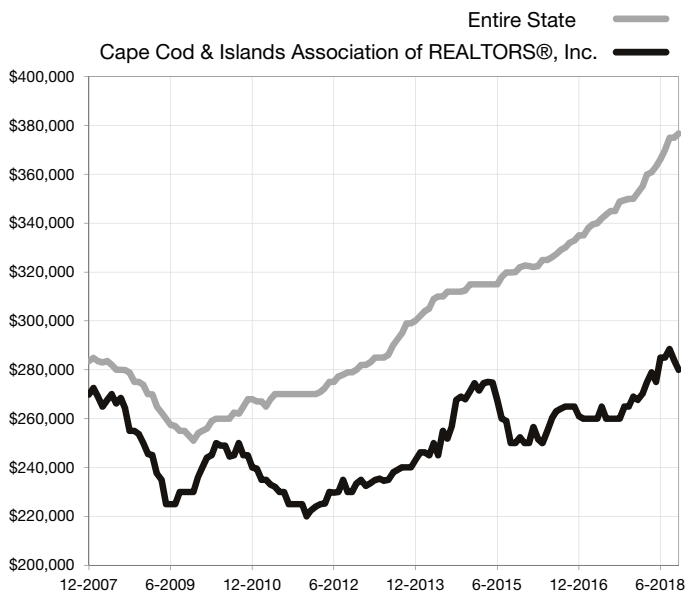
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

| Key Metrics | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 1,145 | 1,313 | + 14.7% | 12,275 | 12,206 | - 0.6% |
| Closed Sales | 1,120 | 1,068 | - 4.6% | 11,647 | 11,333 | - 2.7% |
| Median Sales Price* | \$565,000 | \$605,000 | + 7.1% | \$580,000 | \$615,000 | + 6.0% |
| Inventory of Homes for Sale | 2,593 | 2,649 | + 2.2% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.3 | + 4.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 47 | 47 | 0.0% | 50 | 43 | - 14.0% |
| Percent of Original List Price Received* | 99.3% | 98.6% | - 0.7% | 99.3% | 99.8% | + 0.5% |
| New Listings | 1,290 | 1,538 | + 19.2% | 15,499 | 15,982 | + 3.1% |

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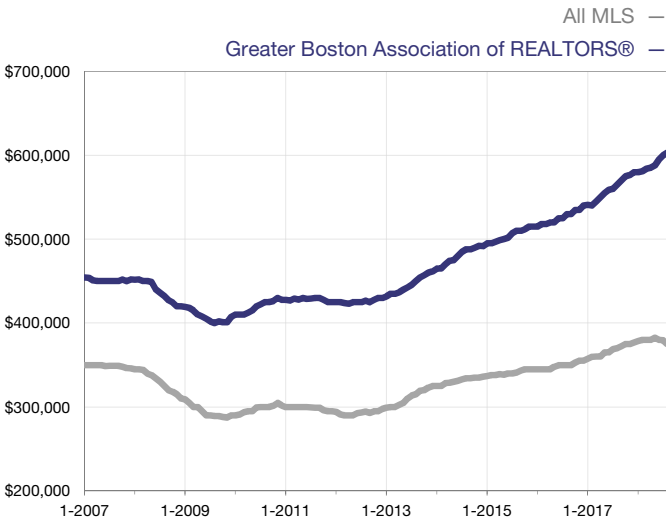
Condominium Properties

| Key Metrics | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 971 | 910 | - 6.3% | 9,856 | 9,596 | - 2.6% |
| Closed Sales | 860 | 786 | - 8.6% | 9,217 | 9,225 | + 0.1% |
| Median Sales Price* | \$505,000 | \$541,375 | + 7.2% | \$520,000 | \$568,500 | + 9.3% |
| Inventory of Homes for Sale | 1,777 | 2,075 | + 16.8% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 2.3 | + 21.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 35 | 38 | + 8.6% | 38 | 38 | 0.0% |
| Percent of Original List Price Received* | 100.5% | 99.5% | - 1.0% | 100.9% | 100.8% | - 0.1% |
| New Listings | 1,088 | 1,299 | + 19.4% | 12,177 | 12,653 | + 3.9% |

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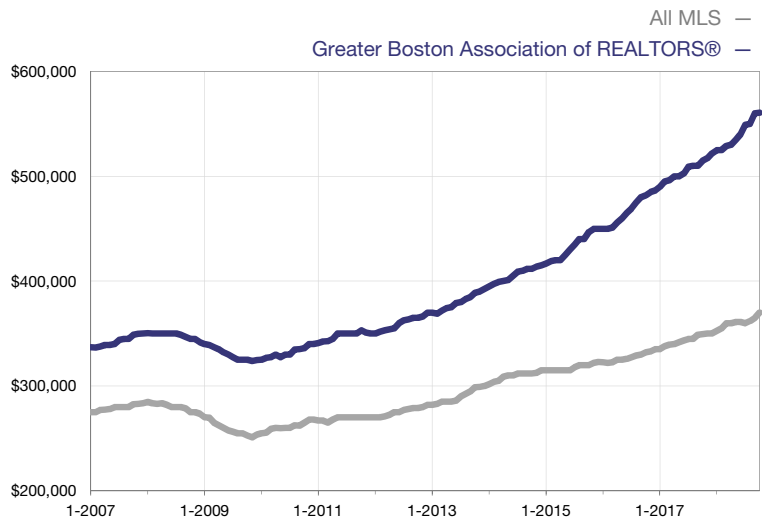
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

- 22.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.9%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 10.8%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 122 | 90 | - 26.2% | 989 | 923 | - 6.7% |
| Closed Sales | 112 | 87 | - 22.3% | 914 | 878 | - 3.9% |
| Median Sales Price* | \$264,500 | \$288,000 | + 8.9% | \$265,000 | \$275,900 | + 4.1% |
| Inventory of Homes for Sale | 392 | 360 | - 8.2% | -- | -- | -- |
| Months Supply of Inventory | 4.3 | 4.0 | - 6.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 85 | 75 | - 11.9% | 81 | 70 | - 13.2% |
| Percent of Original List Price Received* | 96.2% | 95.1% | - 1.1% | 96.6% | 96.5% | - 0.1% |
| New Listings | 149 | 115 | - 22.8% | 1,307 | 1,292 | - 1.1% |

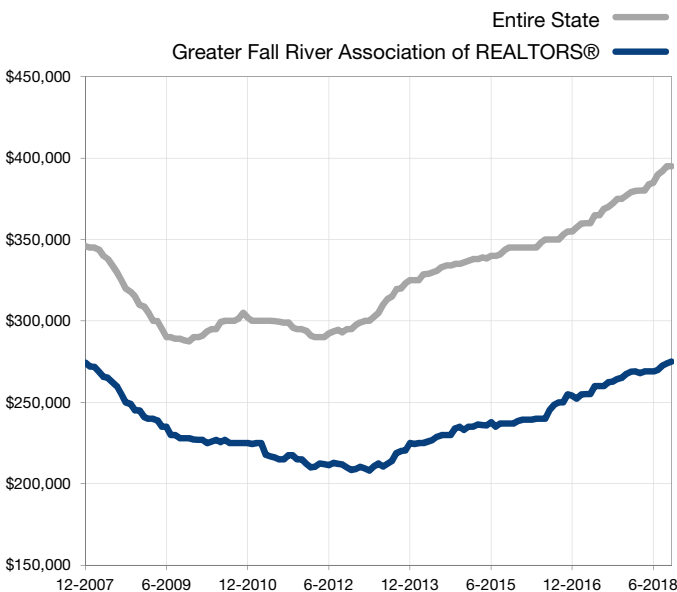
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 12 | 8 | - 33.3% | 106 | 93 | - 12.3% |
| Closed Sales | 11 | 9 | - 18.2% | 96 | 87 | - 9.4% |
| Median Sales Price* | \$154,900 | \$165,000 | + 6.5% | \$156,500 | \$169,500 | + 8.3% |
| Inventory of Homes for Sale | 42 | 27 | - 35.7% | -- | -- | -- |
| Months Supply of Inventory | 4.3 | 2.9 | - 32.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 94 | 52 | - 44.3% | 113 | 64 | - 43.0% |
| Percent of Original List Price Received* | 89.5% | 96.8% | + 8.2% | 92.8% | 95.8% | + 3.2% |
| New Listings | 14 | 10 | - 28.6% | 130 | 127 | - 2.3% |

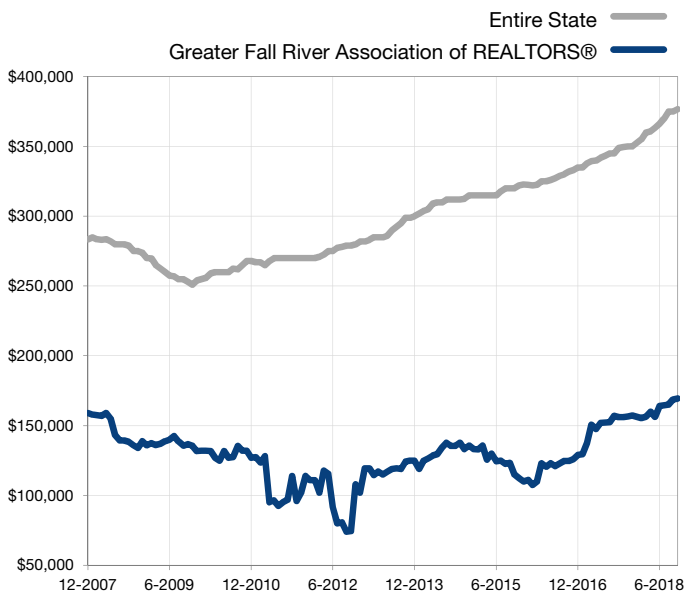
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

- 3.1%

Year-Over-Year
Change in
Closed Sales
All Properties

- 3.3%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 13.6%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 64 | 72 | + 12.5% | 625 | 663 | + 6.1% |
| Closed Sales | 66 | 55 | - 16.7% | 600 | 609 | + 1.5% |
| Median Sales Price* | \$450,000 | \$499,900 | + 11.1% | \$463,750 | \$480,000 | + 3.5% |
| Inventory of Homes for Sale | 217 | 186 | - 14.3% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 3.1 | - 14.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 63 | 53 | - 15.1% | 67 | 63 | - 5.4% |
| Percent of Original List Price Received* | 98.8% | 95.9% | - 2.9% | 97.5% | 97.1% | - 0.4% |
| New Listings | 92 | 77 | - 16.3% | 913 | 940 | + 3.0% |

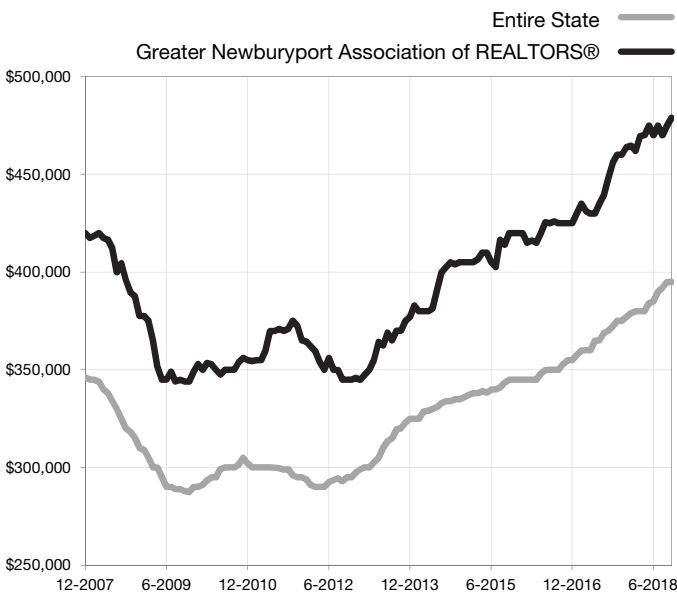
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 39 | 45 | + 15.4% | 386 | 373 | - 3.4% |
| Closed Sales | 30 | 38 | + 26.7% | 364 | 332 | - 8.8% |
| Median Sales Price* | \$282,000 | \$354,000 | + 25.5% | \$319,950 | \$344,500 | + 7.7% |
| Inventory of Homes for Sale | 107 | 94 | - 12.1% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 2.7 | - 5.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 57 | 69 | + 20.9% | 57 | 51 | - 10.8% |
| Percent of Original List Price Received* | 98.1% | 97.1% | - 1.1% | 98.6% | 98.5% | - 0.2% |
| New Listings | 56 | 58 | + 3.6% | 514 | 510 | - 0.8% |

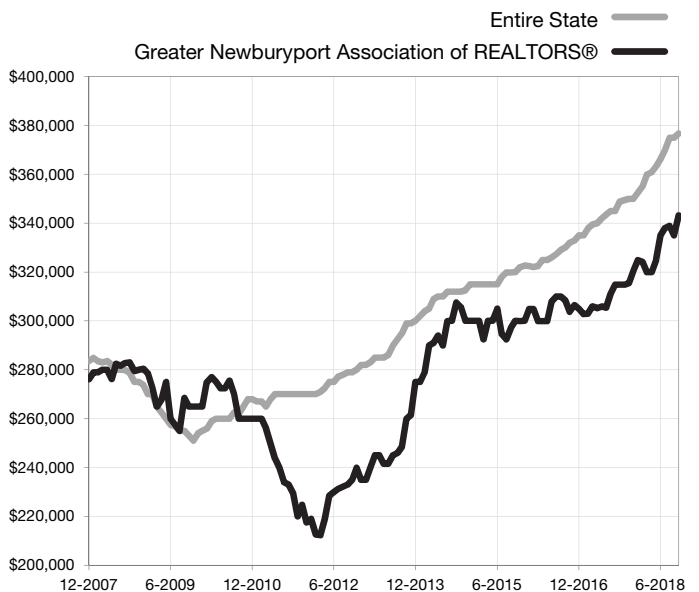
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 3.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.1%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 9.5%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 267 | 250 | - 6.4% | 2,563 | 2,556 | - 0.3% |
| Closed Sales | 261 | 262 | + 0.4% | 2,444 | 2,419 | - 1.0% |
| Median Sales Price* | \$250,000 | \$273,500 | + 9.4% | \$245,000 | \$265,000 | + 8.2% |
| Inventory of Homes for Sale | 819 | 772 | - 5.7% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 3.2 | - 4.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 58 | 52 | - 10.8% | 69 | 57 | - 17.4% |
| Percent of Original List Price Received* | 97.7% | 97.2% | - 0.5% | 97.1% | 98.1% | + 1.0% |
| New Listings | 290 | 346 | + 19.3% | 3,268 | 3,402 | + 4.1% |

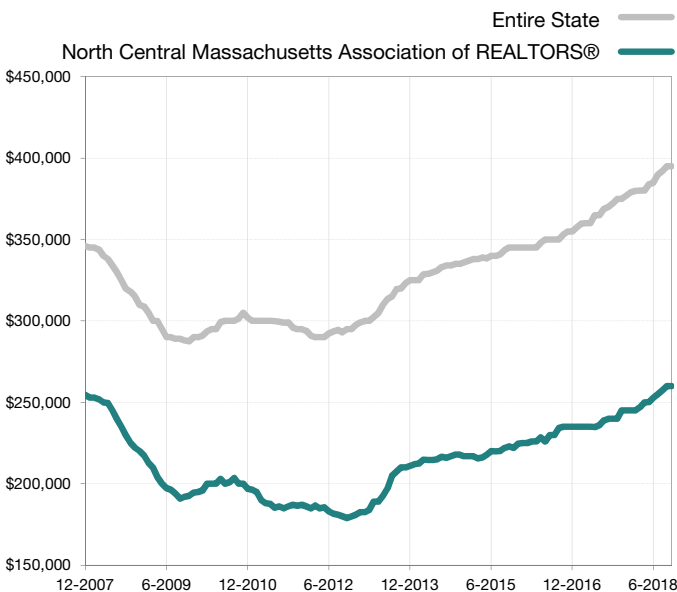
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 28 | 40 | + 42.9% | 381 | 397 | + 4.2% |
| Closed Sales | 31 | 40 | + 29.0% | 364 | 375 | + 3.0% |
| Median Sales Price* | \$186,000 | \$172,250 | - 7.4% | \$162,500 | \$185,000 | + 13.8% |
| Inventory of Homes for Sale | 108 | 67 | - 38.0% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 1.8 | - 39.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 66 | 42 | - 36.8% | 76 | 59 | - 22.6% |
| Percent of Original List Price Received* | 99.2% | 98.3% | - 0.9% | 97.6% | 98.8% | + 1.2% |
| New Listings | 40 | 51 | + 27.5% | 455 | 460 | + 1.1% |

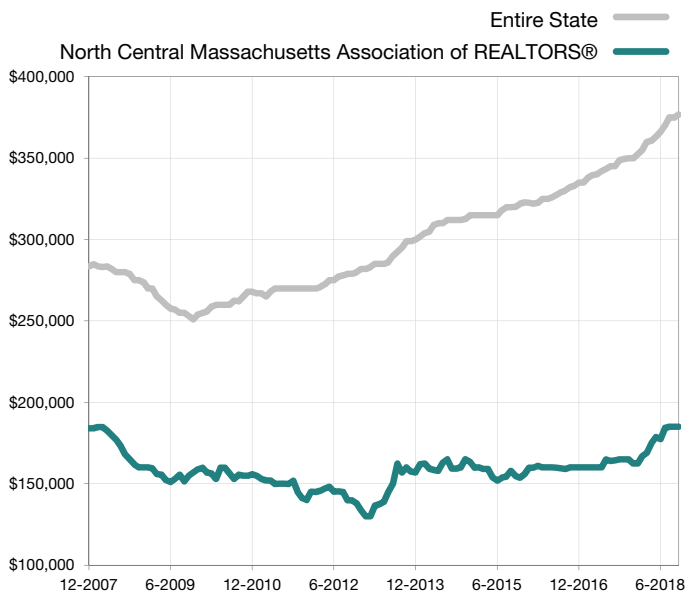
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 3.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.9%

Year-Over-Year
Change in
Median Sales Price
All Properties

+ 1.5%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 341 | 440 | + 29.0% | 3,561 | 3,591 | + 0.8% |
| Closed Sales | 376 | 365 | - 2.9% | 3,419 | 3,346 | - 2.1% |
| Median Sales Price* | \$425,000 | \$444,900 | + 4.7% | \$425,000 | \$449,950 | + 5.9% |
| Inventory of Homes for Sale | 836 | 839 | + 0.4% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 2.5 | + 3.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 50 | 45 | - 10.1% | 52 | 48 | - 8.3% |
| Percent of Original List Price Received* | 98.7% | 97.8% | - 0.9% | 98.4% | 98.8% | + 0.3% |
| New Listings | 384 | 488 | + 27.1% | 4,481 | 4,607 | + 2.8% |

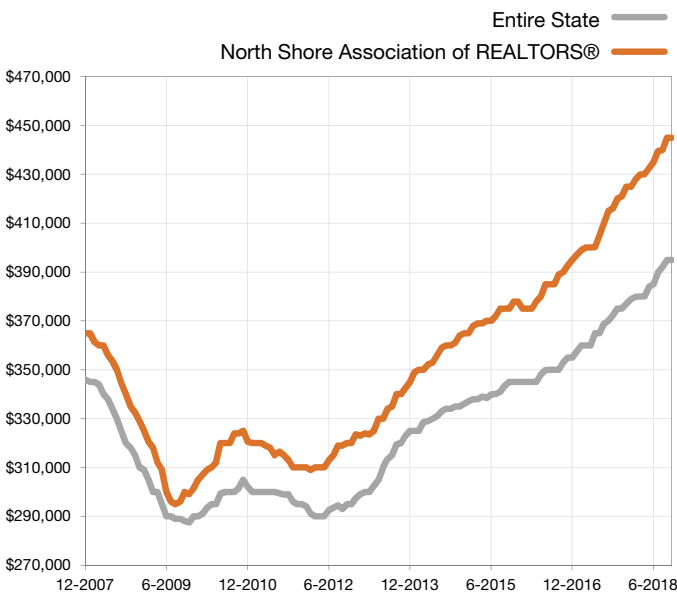
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 169 | 162 | - 4.1% | 1,689 | 1,637 | - 3.1% |
| Closed Sales | 159 | 152 | - 4.4% | 1,635 | 1,557 | - 4.8% |
| Median Sales Price* | \$284,900 | \$299,500 | + 5.1% | \$286,000 | \$300,000 | + 4.9% |
| Inventory of Homes for Sale | 300 | 314 | + 4.7% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 2.0 | + 8.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 44 | 42 | - 4.5% | 54 | 44 | - 17.6% |
| Percent of Original List Price Received* | 98.8% | 99.5% | + 0.7% | 98.9% | 99.7% | + 0.8% |
| New Listings | 172 | 212 | + 23.3% | 1,992 | 2,009 | + 0.9% |

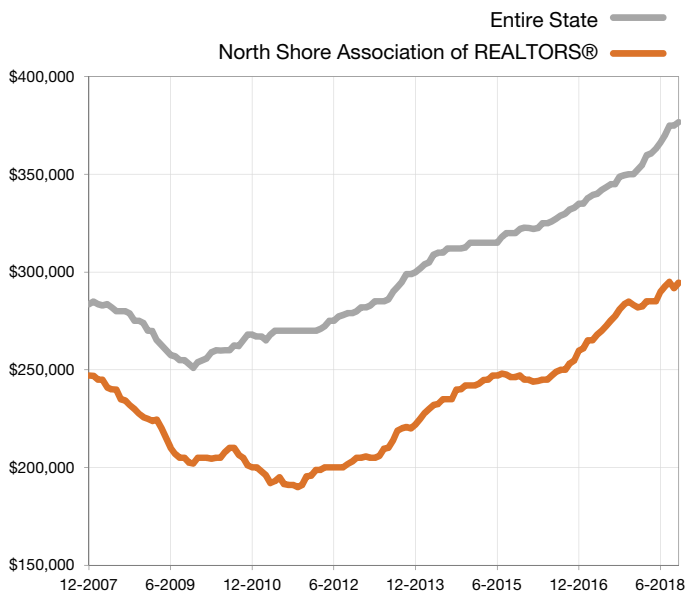
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 0.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.2%

Year-Over-Year
Change in
Median Sales Price
All Properties

+ 4.4%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 337 | 371 | + 10.1% | 3,458 | 3,406 | - 1.5% |
| Closed Sales | 360 | 322 | - 10.6% | 3,278 | 3,241 | - 1.1% |
| Median Sales Price* | \$374,500 | \$400,000 | + 6.8% | \$400,500 | \$434,000 | + 8.4% |
| Inventory of Homes for Sale | 720 | 784 | + 8.9% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.4 | + 10.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 46 | 45 | - 2.9% | 50 | 44 | - 11.9% |
| Percent of Original List Price Received* | 97.9% | 98.0% | + 0.1% | 98.9% | 99.3% | + 0.4% |
| New Listings | 379 | 422 | + 11.3% | 4,263 | 4,428 | + 3.9% |

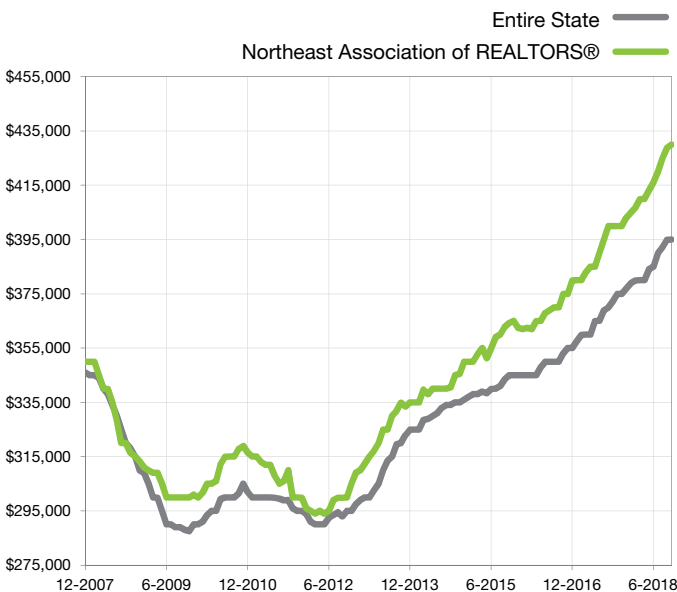
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 138 | 118 | - 14.5% | 1,386 | 1,474 | + 6.3% |
| Closed Sales | 115 | 152 | + 32.2% | 1,311 | 1,418 | + 8.2% |
| Median Sales Price* | \$238,900 | \$238,775 | - 0.1% | \$230,000 | \$245,750 | + 6.8% |
| Inventory of Homes for Sale | 249 | 228 | - 8.4% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.6 | - 15.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 36 | 42 | + 17.8% | 40 | 40 | + 1.6% |
| Percent of Original List Price Received* | 99.9% | 98.8% | - 1.1% | 99.7% | 99.8% | + 0.1% |
| New Listings | 152 | 144 | - 5.3% | 1,658 | 1,749 | + 5.5% |

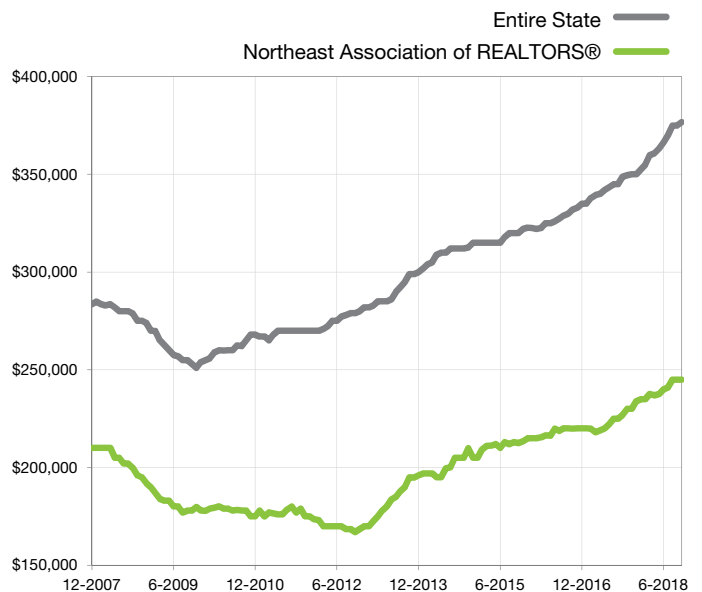
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 8.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.5%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 7.4%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 563 | 615 | + 9.2% | 5,786 | 5,790 | + 0.1% |
| Closed Sales | 600 | 546 | - 9.0% | 5,475 | 5,402 | - 1.3% |
| Median Sales Price* | \$290,000 | \$305,000 | + 5.2% | \$290,000 | \$309,900 | + 6.9% |
| Inventory of Homes for Sale | 1,705 | 1,597 | - 6.3% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 2.9 | - 6.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 58 | 50 | - 13.0% | 61 | 53 | - 14.4% |
| Percent of Original List Price Received* | 97.8% | 96.8% | - 1.0% | 97.9% | 98.0% | + 0.2% |
| New Listings | 712 | 738 | + 3.7% | 7,621 | 7,802 | + 2.4% |

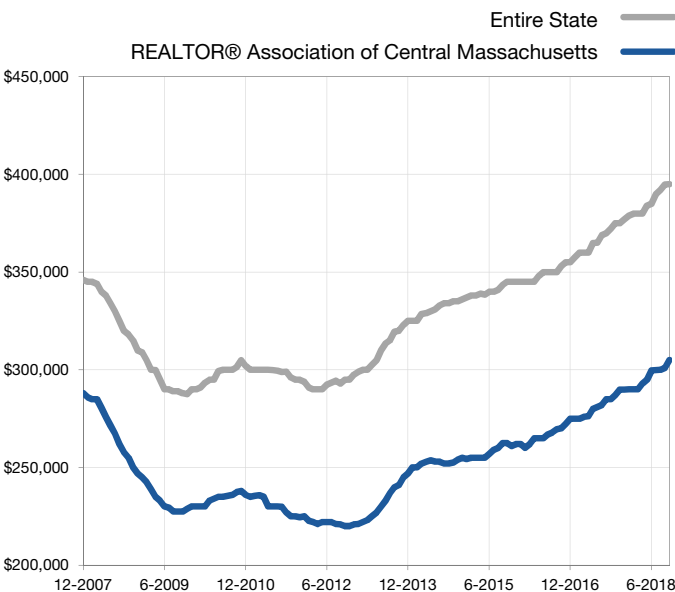
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 163 | 155 | - 4.9% | 1,428 | 1,378 | - 3.5% |
| Closed Sales | 146 | 139 | - 4.8% | 1,345 | 1,293 | - 3.9% |
| Median Sales Price* | \$212,250 | \$245,000 | + 15.4% | \$221,000 | \$229,000 | + 3.6% |
| Inventory of Homes for Sale | 347 | 304 | - 12.4% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 2.3 | - 12.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 54 | 46 | - 13.5% | 64 | 51 | - 20.8% |
| Percent of Original List Price Received* | 99.3% | 98.0% | - 1.3% | 98.1% | 98.8% | + 0.7% |
| New Listings | 161 | 166 | + 3.1% | 1,728 | 1,701 | - 1.6% |

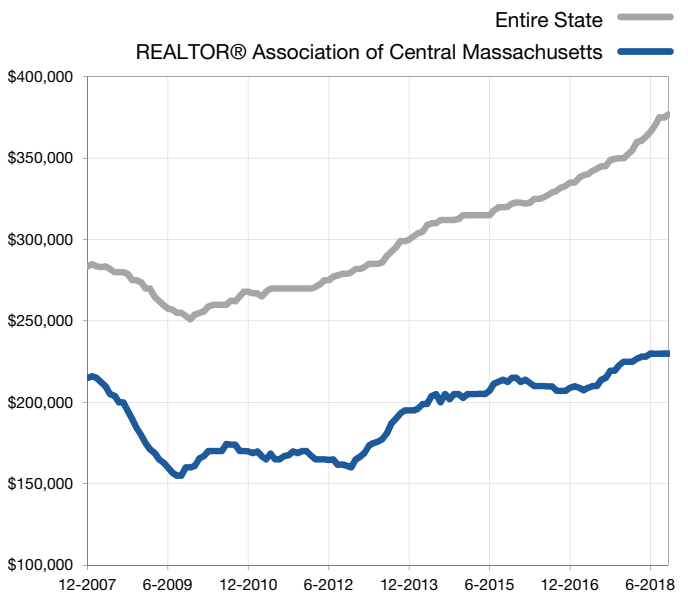
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 1.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.2%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 18.7%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 507 | 600 | + 18.3% | 5,293 | 5,321 | + 0.5% |
| Closed Sales | 526 | 514 | - 2.3% | 5,029 | 5,027 | - 0.0% |
| Median Sales Price* | \$205,050 | \$223,700 | + 9.1% | \$207,500 | \$218,000 | + 5.1% |
| Inventory of Homes for Sale | 2,045 | 1,696 | - 17.1% | -- | -- | -- |
| Months Supply of Inventory | 4.1 | 3.4 | - 16.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 65 | 64 | - 0.7% | 78 | 68 | - 13.3% |
| Percent of Original List Price Received* | 96.0% | 95.3% | - 0.7% | 95.7% | 96.3% | + 0.6% |
| New Listings | 667 | 671 | + 0.6% | 7,226 | 7,112 | - 1.6% |

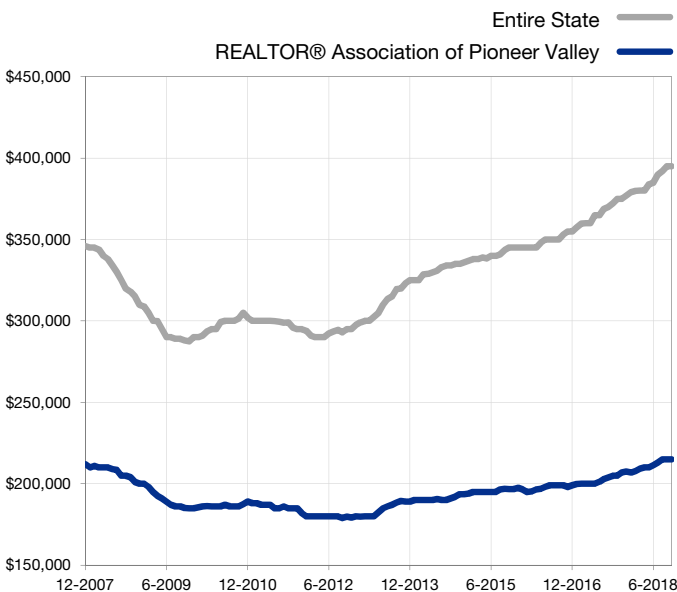
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 79 | 86 | + 8.9% | 776 | 779 | + 0.4% |
| Closed Sales | 74 | 80 | + 8.1% | 755 | 732 | - 3.0% |
| Median Sales Price* | \$152,750 | \$166,919 | + 9.3% | \$160,000 | \$163,500 | + 2.2% |
| Inventory of Homes for Sale | 301 | 211 | - 29.9% | -- | -- | -- |
| Months Supply of Inventory | 4.0 | 2.9 | - 28.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 71 | 74 | + 3.5% | 99 | 82 | - 17.9% |
| Percent of Original List Price Received* | 96.7% | 96.9% | + 0.3% | 95.7% | 97.0% | + 1.3% |
| New Listings | 87 | 83 | - 4.6% | 998 | 917 | - 8.1% |

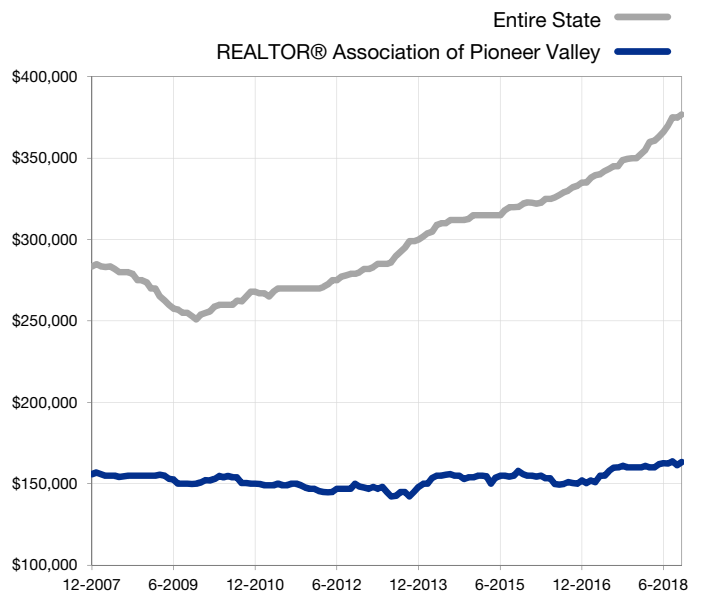
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

+ 2.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.4%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 11.7%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 460 | 468 | + 1.7% | 4,399 | 4,377 | - 0.5% |
| Closed Sales | 438 | 455 | + 3.9% | 4,228 | 4,100 | - 3.0% |
| Median Sales Price* | \$294,500 | \$320,000 | + 8.7% | \$300,000 | \$320,000 | + 6.7% |
| Inventory of Homes for Sale | 1,455 | 1,278 | - 12.2% | -- | -- | -- |
| Months Supply of Inventory | 3.4 | 3.1 | - 10.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 56 | 54 | - 3.9% | 61 | 59 | - 3.0% |
| Percent of Original List Price Received* | 97.9% | 97.1% | - 0.8% | 98.0% | 97.5% | - 0.5% |
| New Listings | 565 | 603 | + 6.7% | 5,810 | 5,853 | + 0.7% |

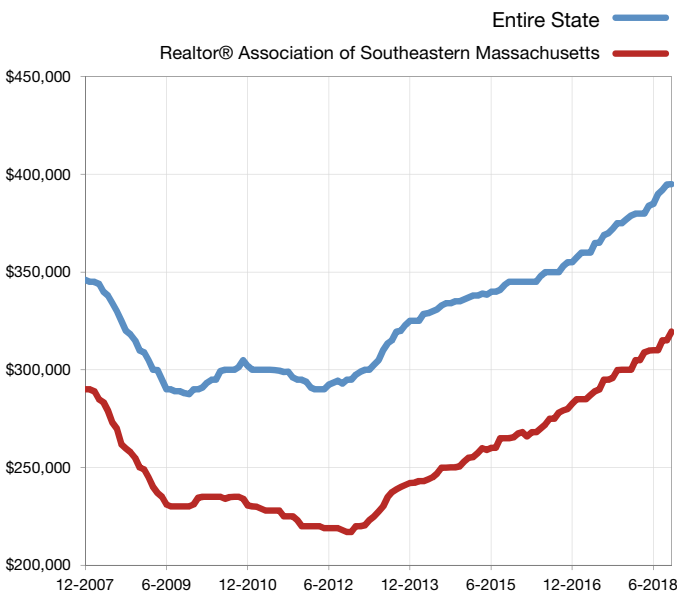
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 81 | 79 | - 2.5% | 763 | 769 | + 0.8% |
| Closed Sales | 81 | 77 | - 4.9% | 739 | 728 | - 1.5% |
| Median Sales Price* | \$201,000 | \$220,000 | + 9.5% | \$204,900 | \$215,000 | + 4.9% |
| Inventory of Homes for Sale | 192 | 177 | - 7.8% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 2.4 | - 7.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 57 | 50 | - 13.5% | 55 | 50 | - 9.3% |
| Percent of Original List Price Received* | 98.5% | 98.1% | - 0.4% | 98.4% | 98.2% | - 0.2% |
| New Listings | 90 | 116 | + 28.9% | 924 | 974 | + 5.4% |

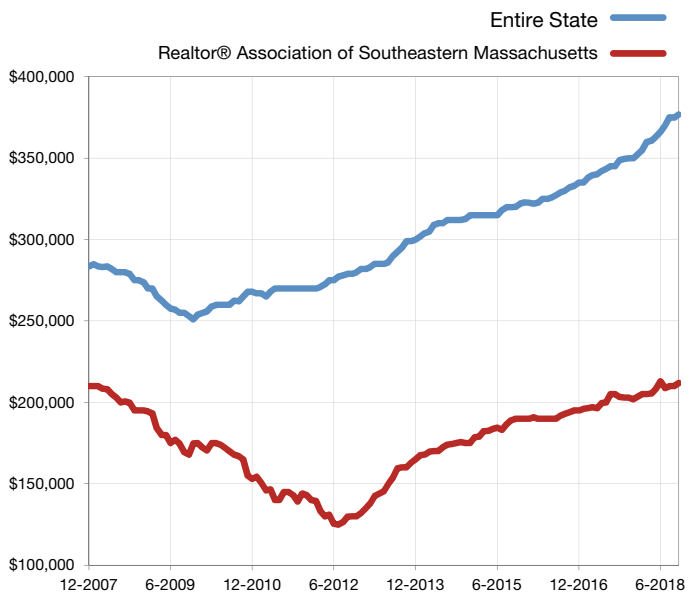
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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South Shore REALTORS®

- 1.5%

+ 4.3%

- 11.7%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 525 | 515 | - 1.9% | 5,419 | 5,405 | - 0.3% |
| Closed Sales | 536 | 523 | - 2.4% | 5,157 | 5,099 | - 1.1% |
| Median Sales Price* | \$422,950 | \$430,000 | + 1.7% | \$412,450 | \$435,000 | + 5.5% |
| Inventory of Homes for Sale | 1,631 | 1,444 | - 11.5% | -- | -- | -- |
| Months Supply of Inventory | 3.2 | 2.9 | - 9.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 59 | 56 | - 4.1% | 62 | 55 | - 12.4% |
| Percent of Original List Price Received* | 97.0% | 97.0% | - 0.0% | 97.7% | 98.0% | + 0.3% |
| New Listings | 668 | 694 | + 3.9% | 7,271 | 7,277 | + 0.1% |

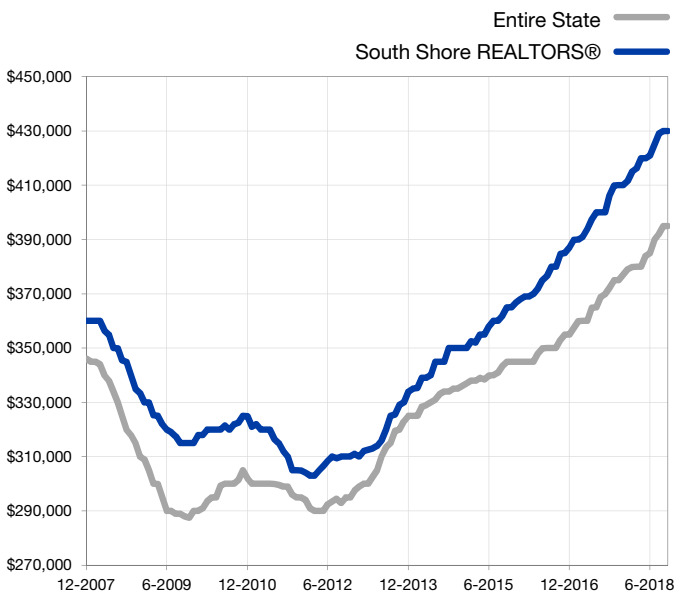
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 198 | 165 | - 16.7% | 1,758 | 1,750 | - 0.5% |
| Closed Sales | 175 | 177 | + 1.1% | 1,636 | 1,608 | - 1.7% |
| Median Sales Price* | \$310,000 | \$329,000 | + 6.1% | \$309,900 | \$330,000 | + 6.5% |
| Inventory of Homes for Sale | 456 | 399 | - 12.5% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 2.5 | - 11.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 61 | 50 | - 17.1% | 63 | 53 | - 16.1% |
| Percent of Original List Price Received* | 97.9% | 98.4% | + 0.5% | 98.7% | 99.5% | + 0.9% |
| New Listings | 240 | 204 | - 15.0% | 2,192 | 2,227 | + 1.6% |

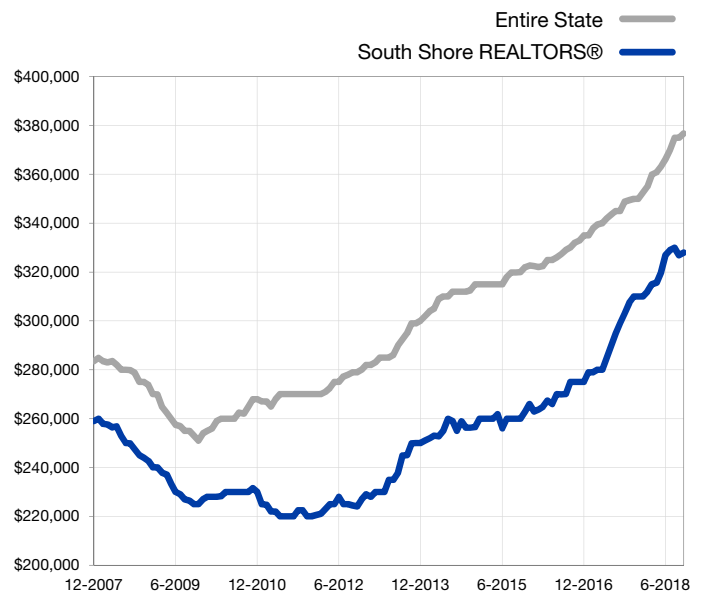
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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