

Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	453	502	+ 10.8%	4,349	4,248	- 2.3%
Closed Sales	433	460	+ 6.2%	4,176	3,999	- 4.2%
Median Sales Price*	\$430,000	\$475,000	+ 10.5%	\$395,000	\$425,000	+ 7.6%
Inventory of Homes for Sale	2,739	2,585	- 5.6%	--	--	--
Months Supply of Inventory	6.4	6.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	114	101	- 11.4%	122	104	- 14.8%
Percent of Original List Price Received*	94.1%	93.5%	- 0.6%	94.4%	94.8%	+ 0.4%
New Listings	603	751	+ 24.5%	6,268	6,479	+ 3.4%

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

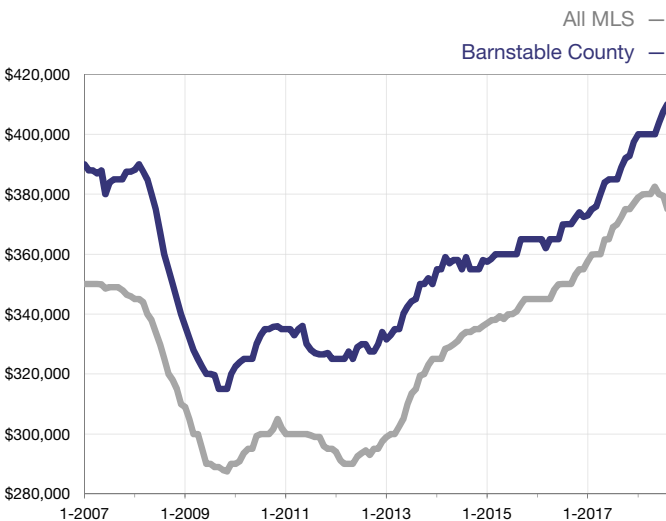
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	118	131	+ 11.0%	1,074	1,096	+ 2.0%
Closed Sales	116	118	+ 1.7%	1,020	1,036	+ 1.6%
Median Sales Price*	\$310,500	\$343,000	+ 10.5%	\$270,000	\$288,750	+ 6.9%
Inventory of Homes for Sale	566	526	- 7.1%	--	--	--
Months Supply of Inventory	5.6	5.1	- 8.9%	--	--	--
Cumulative Days on Market Until Sale	117	98	- 16.2%	130	96	- 26.2%
Percent of Original List Price Received*	95.3%	95.6%	+ 0.3%	94.9%	95.5%	+ 0.6%
New Listings	131	145	+ 10.7%	1,381	1,470	+ 6.4%

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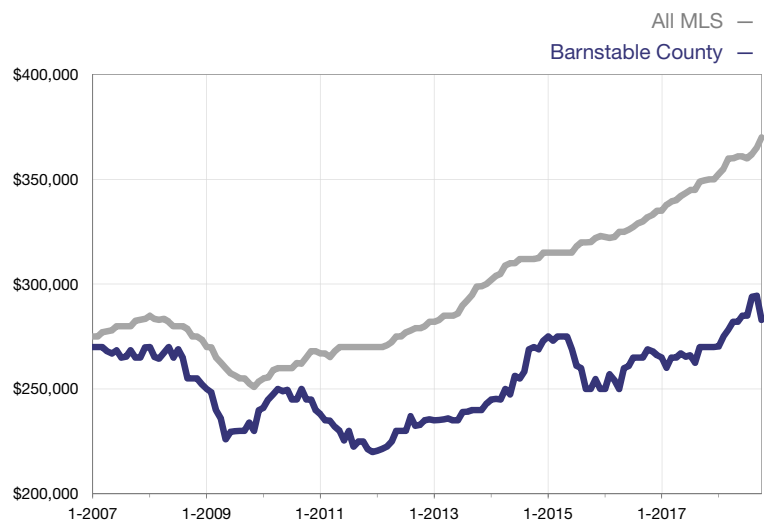
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Berkshire County

Single-Family Properties

Key Metrics	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	- 19.8%	--	--	--
Cumulative Days on Market Until Sale	118	90	- 23.7%	120	106	- 11.7%
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%

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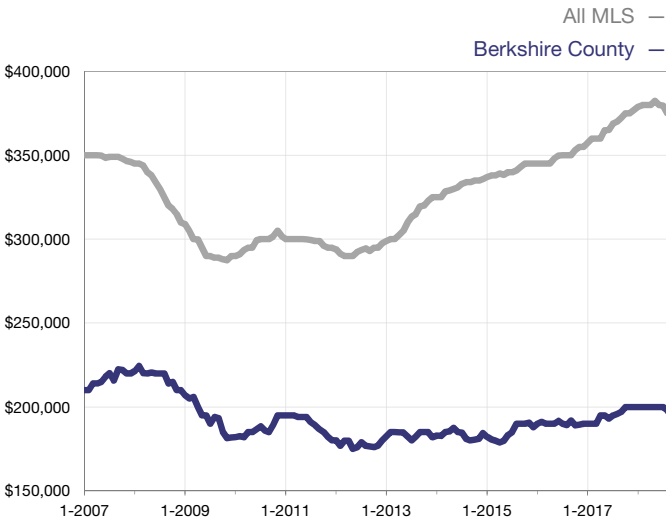
Condominium Properties

Key Metrics	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	- 31.0%	--	--	--
Cumulative Days on Market Until Sale	135	226	+ 67.4%	150	147	- 2.0%
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%

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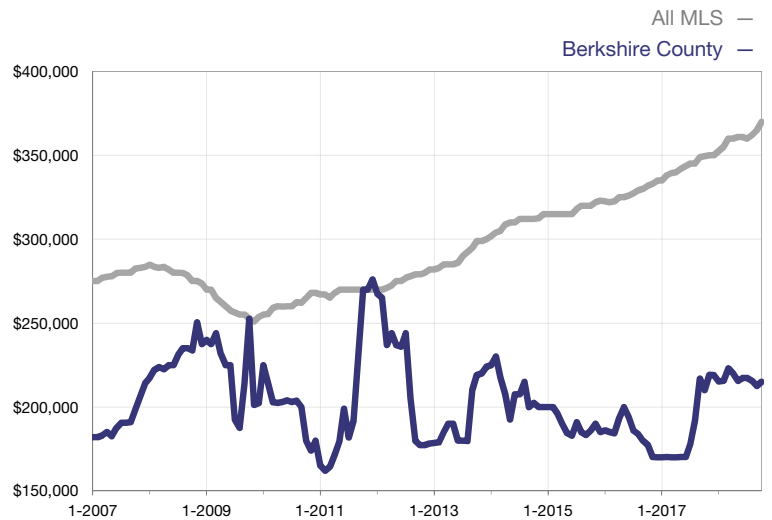
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Bristol County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	478	424	- 11.3%	4,260	4,178	- 1.9%
Closed Sales	431	427	- 0.9%	4,005	3,938	- 1.7%
Median Sales Price*	\$288,900	\$329,900	+ 14.2%	\$299,000	\$315,000	+ 5.4%
Inventory of Homes for Sale	1,429	1,310	- 8.3%	--	--	--
Months Supply of Inventory	3.6	3.3	- 8.3%	--	--	--
Cumulative Days on Market Until Sale	64	58	- 9.4%	66	61	- 7.6%
Percent of Original List Price Received*	97.2%	96.5%	- 0.7%	97.3%	97.1%	- 0.2%
New Listings	573	558	- 2.6%	5,612	5,657	+ 0.8%

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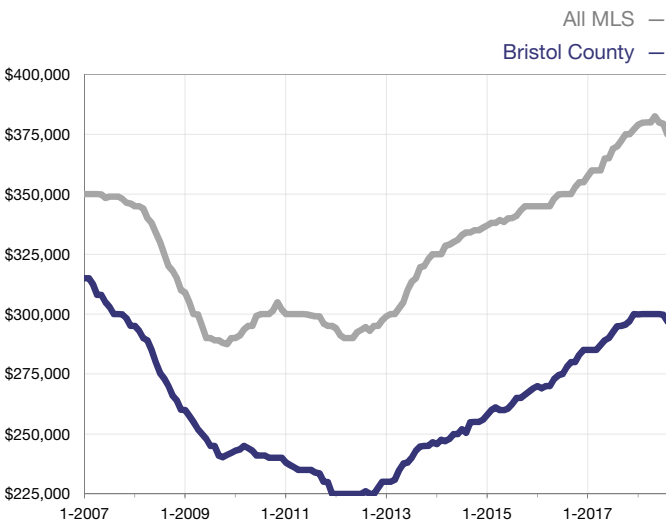
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	77	67	- 13.0%	752	761	+ 1.2%
Closed Sales	78	78	0.0%	731	737	+ 0.8%
Median Sales Price*	\$194,450	\$224,500	+ 15.5%	\$202,750	\$215,000	+ 6.0%
Inventory of Homes for Sale	192	172	- 10.4%	--	--	--
Months Supply of Inventory	2.6	2.4	- 7.7%	--	--	--
Cumulative Days on Market Until Sale	61	41	- 32.8%	62	48	- 22.6%
Percent of Original List Price Received*	97.0%	98.5%	+ 1.5%	97.1%	97.8%	+ 0.7%
New Listings	81	99	+ 22.2%	904	955	+ 5.6%

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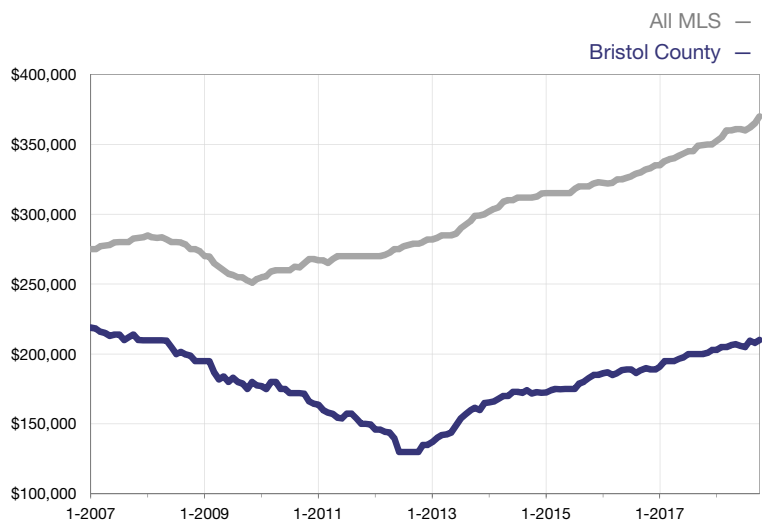
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2018

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Dukes County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	24	11	- 54.2%	167	145	- 13.2%
Closed Sales	18	17	- 5.6%	148	141	- 4.7%
Median Sales Price*	\$788,250	\$1,129,900	+ 43.3%	\$780,000	\$962,250	+ 23.4%
Inventory of Homes for Sale	209	131	- 37.3%	--	--	--
Months Supply of Inventory	14.1	8.6	- 39.0%	--	--	--
Cumulative Days on Market Until Sale	132	194	+ 47.0%	144	121	- 16.0%
Percent of Original List Price Received*	92.2%	93.9%	+ 1.8%	93.2%	92.7%	- 0.5%
New Listings	27	10	- 63.0%	338	268	- 20.7%

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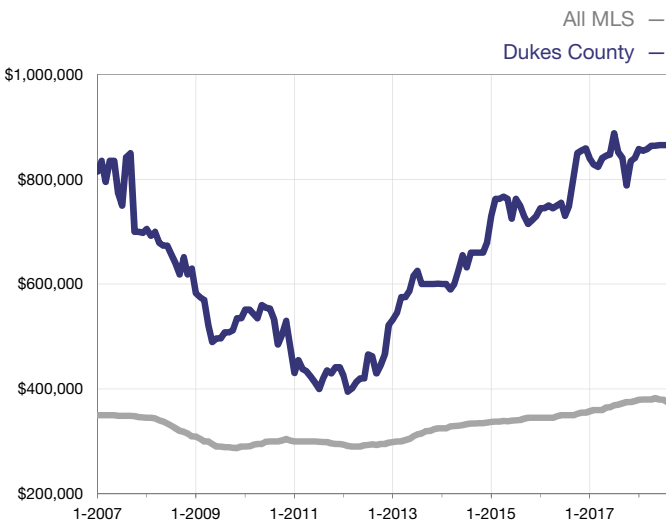
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	1	0.0%	9	9	0.0%
Closed Sales	2	1	- 50.0%	8	9	+ 12.5%
Median Sales Price*	\$593,750	\$825,000	+ 38.9%	\$547,500	\$215,000	- 60.7%
Inventory of Homes for Sale	19	8	- 57.9%	--	--	--
Months Supply of Inventory	13.3	5.5	- 58.6%	--	--	--
Cumulative Days on Market Until Sale	281	296	+ 5.3%	207	106	- 48.8%
Percent of Original List Price Received*	100.5%	94.3%	- 6.2%	93.1%	90.8%	- 2.5%
New Listings	3	0	- 100.0%	18	16	- 11.1%

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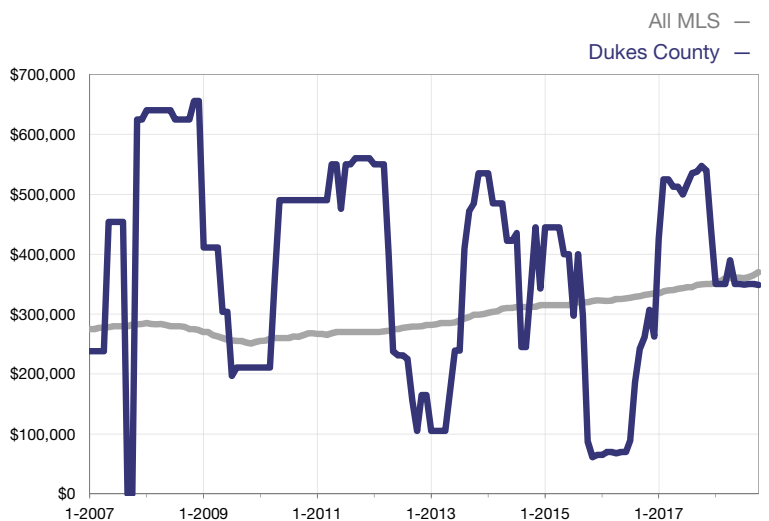
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Essex County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	524	648	+ 23.7%	5,462	5,474	+ 0.2%
Closed Sales	576	529	- 8.2%	5,234	5,124	- 2.1%
Median Sales Price*	\$423,500	\$440,000	+ 3.9%	\$430,000	\$454,000	+ 5.6%
Inventory of Homes for Sale	1,362	1,353	- 0.7%	--	--	--
Months Supply of Inventory	2.6	2.6	0.0%	--	--	--
Cumulative Days on Market Until Sale	51	46	- 9.8%	54	50	- 7.4%
Percent of Original List Price Received*	98.4%	97.6%	- 0.8%	98.3%	98.6%	+ 0.3%
New Listings	619	730	+ 17.9%	7,048	7,205	+ 2.2%

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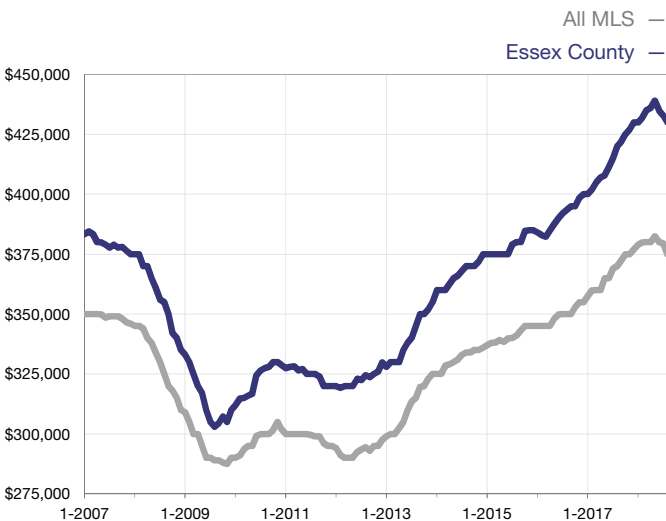
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	261	243	- 6.9%	2,575	2,505	- 2.7%
Closed Sales	227	241	+ 6.2%	2,469	2,386	- 3.4%
Median Sales Price*	\$272,500	\$300,000	+ 10.1%	\$281,000	\$295,000	+ 5.0%
Inventory of Homes for Sale	522	499	- 4.4%	--	--	--
Months Supply of Inventory	2.1	2.1	0.0%	--	--	--
Cumulative Days on Market Until Sale	46	48	+ 4.3%	53	46	- 13.2%
Percent of Original List Price Received*	99.1%	98.8%	- 0.3%	99.0%	99.6%	+ 0.6%
New Listings	294	310	+ 5.4%	3,100	3,110	+ 0.3%

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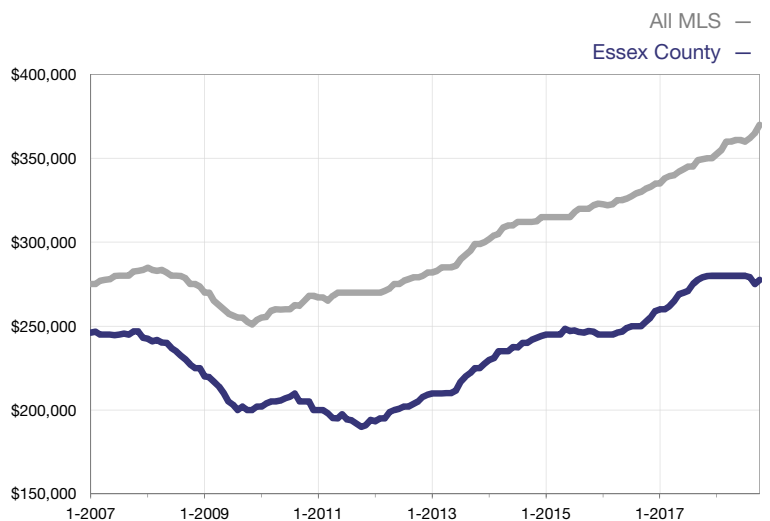
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Franklin County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	52	53	+ 1.9%	567	522	- 7.9%
Closed Sales	53	63	+ 18.9%	542	507	- 6.5%
Median Sales Price*	\$173,000	\$210,500	+ 21.7%	\$203,000	\$204,500	+ 0.7%
Inventory of Homes for Sale	288	227	- 21.2%	--	--	--
Months Supply of Inventory	5.2	4.5	- 13.5%	--	--	--
Cumulative Days on Market Until Sale	93	90	- 3.2%	113	93	- 17.7%
Percent of Original List Price Received*	94.7%	93.6%	- 1.2%	94.1%	95.1%	+ 1.1%
New Listings	71	64	- 9.9%	767	716	- 6.6%

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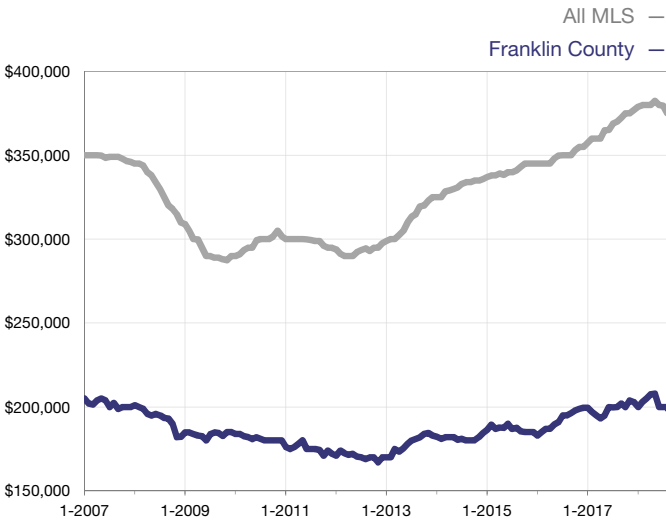
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	6	+ 50.0%	42	38	- 9.5%
Closed Sales	4	11	+ 175.0%	42	31	- 26.2%
Median Sales Price*	\$114,000	\$168,838	+ 48.1%	\$192,500	\$182,000	- 5.5%
Inventory of Homes for Sale	16	11	- 31.3%	--	--	--
Months Supply of Inventory	3.9	2.8	- 28.2%	--	--	--
Cumulative Days on Market Until Sale	50	68	+ 36.0%	146	70	- 52.1%
Percent of Original List Price Received*	98.3%	97.5%	- 0.8%	94.5%	98.2%	+ 3.9%
New Listings	8	2	- 75.0%	57	40	- 29.8%

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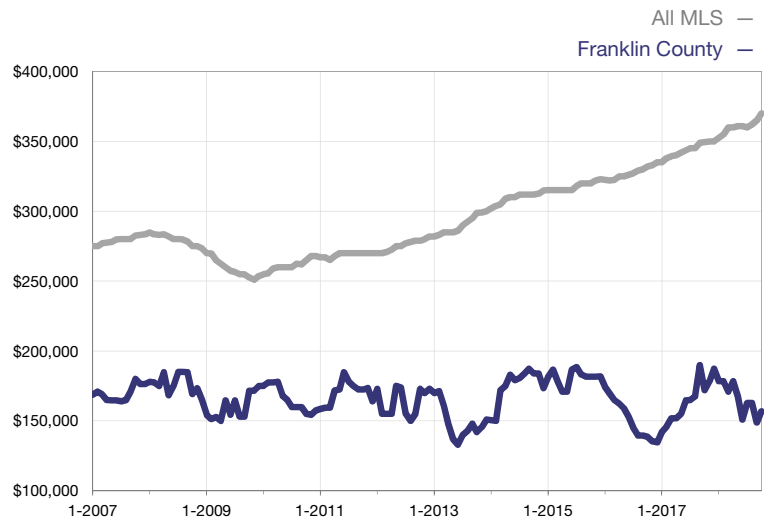
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Hampden County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	352	419	+ 19.0%	3,663	3,721	+ 1.6%
Closed Sales	372	367	- 1.3%	3,480	3,505	+ 0.7%
Median Sales Price*	\$185,000	\$212,500	+ 14.9%	\$189,900	\$200,000	+ 5.3%
Inventory of Homes for Sale	1,237	1,043	- 15.7%	--	--	--
Months Supply of Inventory	3.6	3.0	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	57	58	+ 1.8%	70	59	- 15.7%
Percent of Original List Price Received*	96.4%	95.7%	- 0.7%	96.1%	96.7%	+ 0.6%
New Listings	447	456	+ 2.0%	4,901	4,912	+ 0.2%

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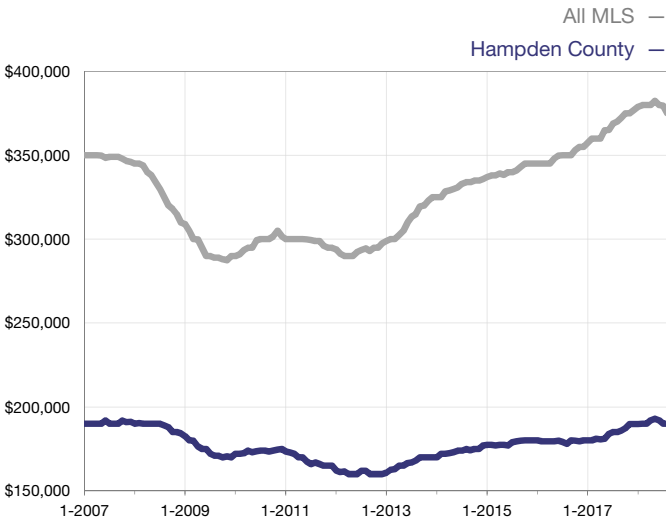
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	49	48	- 2.0%	455	476	+ 4.6%
Closed Sales	41	45	+ 9.8%	427	457	+ 7.0%
Median Sales Price*	\$132,000	\$150,000	+ 13.6%	\$136,000	\$140,900	+ 3.6%
Inventory of Homes for Sale	183	140	- 23.5%	--	--	--
Months Supply of Inventory	4.3	3.0	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	80	70	- 12.5%	96	80	- 16.7%
Percent of Original List Price Received*	95.7%	96.4%	+ 0.7%	95.0%	96.2%	+ 1.3%
New Listings	55	52	- 5.5%	594	575	- 3.2%

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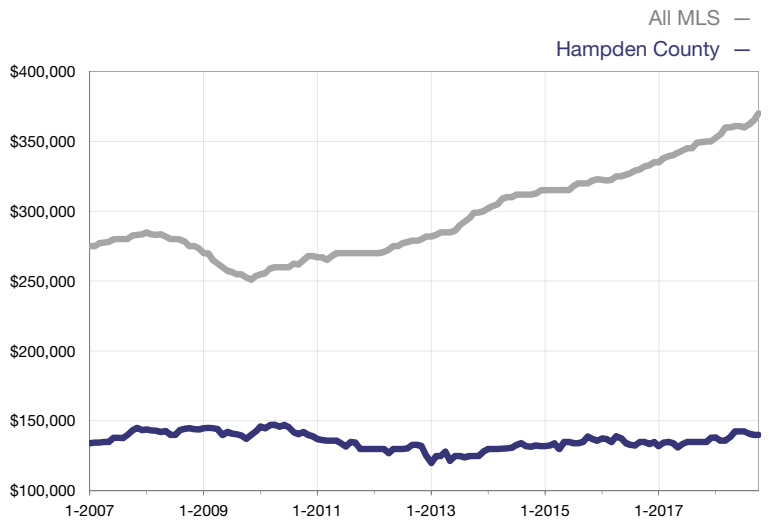
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



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Hampshire County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	105	130	+ 23.8%	1,100	1,125	+ 2.3%
Closed Sales	106	91	- 14.2%	1,052	1,068	+ 1.5%
Median Sales Price*	\$270,066	\$260,000	- 3.7%	\$272,000	\$285,000	+ 4.8%
Inventory of Homes for Sale	528	422	- 20.1%	--	--	--
Months Supply of Inventory	5.0	4.0	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	82	75	- 8.5%	88	82	- 6.8%
Percent of Original List Price Received*	95.5%	95.0%	- 0.5%	95.3%	95.7%	+ 0.4%
New Listings	150	153	+ 2.0%	1,596	1,547	- 3.1%

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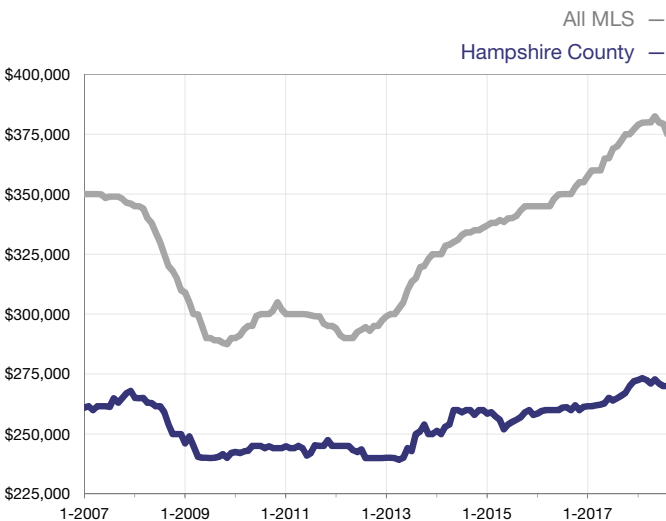
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	26	32	+ 23.1%	283	267	- 5.7%
Closed Sales	29	24	- 17.2%	290	246	- 15.2%
Median Sales Price*	\$227,500	\$226,500	- 0.4%	\$209,950	\$207,000	- 1.4%
Inventory of Homes for Sale	104	56	- 46.2%	--	--	--
Months Supply of Inventory	3.6	2.3	- 36.1%	--	--	--
Cumulative Days on Market Until Sale	61	72	+ 18.0%	100	85	- 15.0%
Percent of Original List Price Received*	97.9%	97.5%	- 0.4%	96.8%	98.1%	+ 1.3%
New Listings	25	29	+ 16.0%	352	299	- 15.1%

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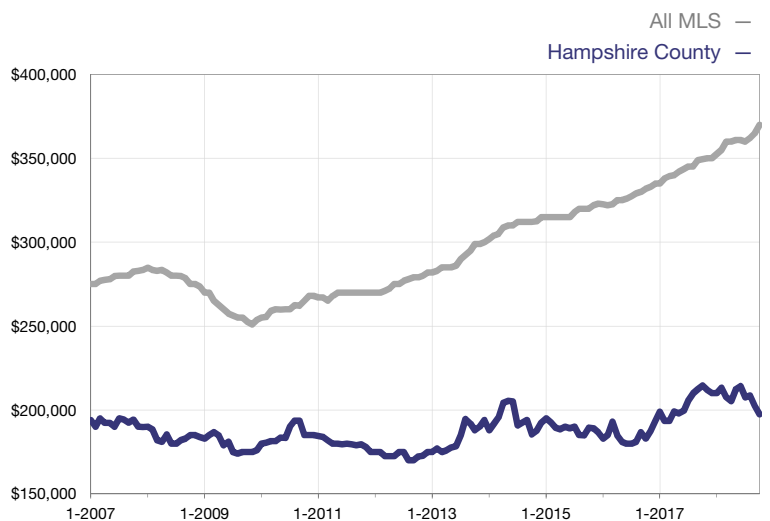
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Local Market Update – October 2018

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Middlesex County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	964	1,048	+ 8.7%	9,885	9,784	- 1.0%
Closed Sales	924	869	- 6.0%	9,260	9,132	- 1.4%
Median Sales Price*	\$518,450	\$550,506	+ 6.2%	\$535,000	\$575,000	+ 7.5%
Inventory of Homes for Sale	1,896	2,028	+ 7.0%	--	--	--
Months Supply of Inventory	2.0	2.2	+ 10.0%	--	--	--
Cumulative Days on Market Until Sale	44	44	0.0%	48	41	- 14.6%
Percent of Original List Price Received*	99.4%	98.9%	- 0.5%	99.6%	100.1%	+ 0.5%
New Listings	995	1,175	+ 18.1%	12,156	12,598	+ 3.6%

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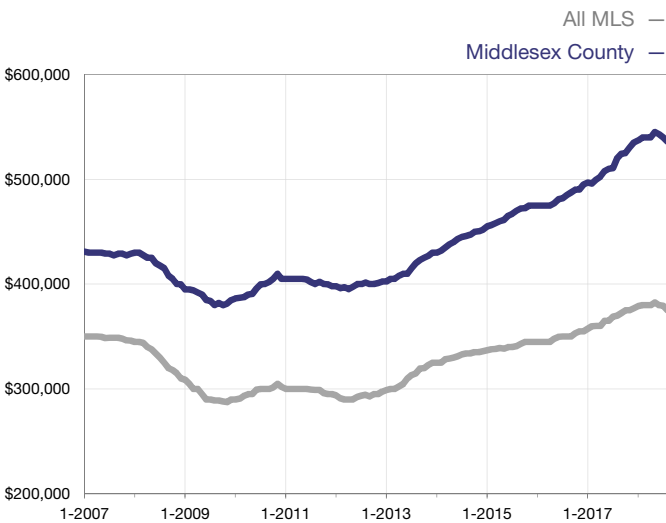
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	477	493	+ 3.4%	5,173	5,058	- 2.2%
Closed Sales	476	456	- 4.2%	4,932	4,810	- 2.5%
Median Sales Price*	\$426,250	\$459,950	+ 7.9%	\$427,500	\$455,000	+ 6.4%
Inventory of Homes for Sale	731	864	+ 18.2%	--	--	--
Months Supply of Inventory	1.5	1.8	+ 20.0%	--	--	--
Cumulative Days on Market Until Sale	32	35	+ 9.4%	36	35	- 2.8%
Percent of Original List Price Received*	101.1%	100.3%	- 0.8%	101.5%	101.4%	- 0.1%
New Listings	501	628	+ 25.3%	6,060	6,242	+ 3.0%

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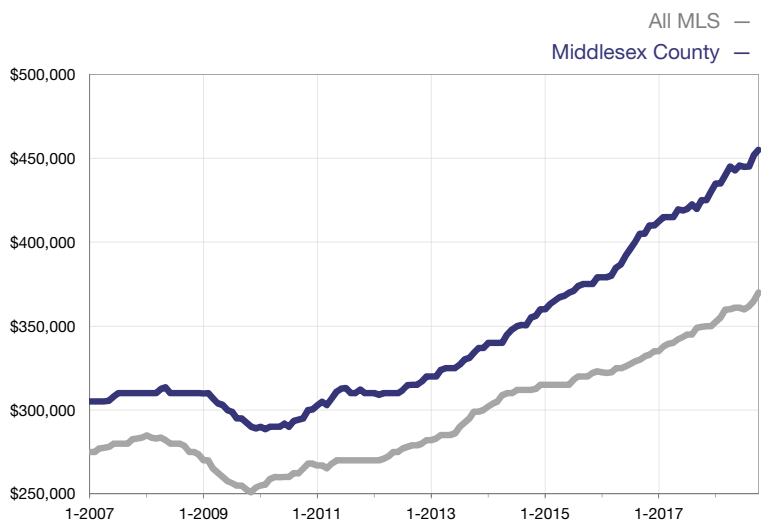
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Nantucket County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	10	9	- 10.0%	45	46	+ 2.2%
Closed Sales	9	9	0.0%	37	40	+ 8.1%
Median Sales Price*	\$1,620,000	\$1,425,000	- 12.0%	\$1,620,000	\$1,917,500	+ 18.4%
Inventory of Homes for Sale	60	66	+ 10.0%	--	--	--
Months Supply of Inventory	16.1	14.7	- 8.7%	--	--	--
Cumulative Days on Market Until Sale	106	95	- 10.4%	115	126	+ 9.6%
Percent of Original List Price Received*	95.0%	94.9%	- 0.1%	92.3%	92.2%	- 0.1%
New Listings	4	13	+ 225.0%	110	125	+ 13.6%

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

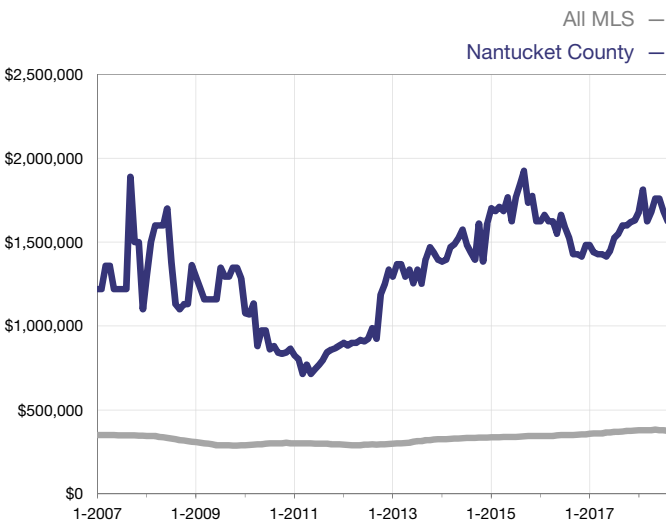
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	2	0	- 100.0%	4	4	0.0%
Closed Sales	2	0	- 100.0%	3	3	0.0%
Median Sales Price*	\$822,500	\$0	- 100.0%	\$790,000	\$707,000	- 10.5%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	2.0	1.0	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	78	0	- 100.0%	53	50	- 5.7%
Percent of Original List Price Received*	94.2%	0.0%	- 100.0%	98.8%	97.1%	- 1.7%
New Listings	0	0	--	9	9	0.0%

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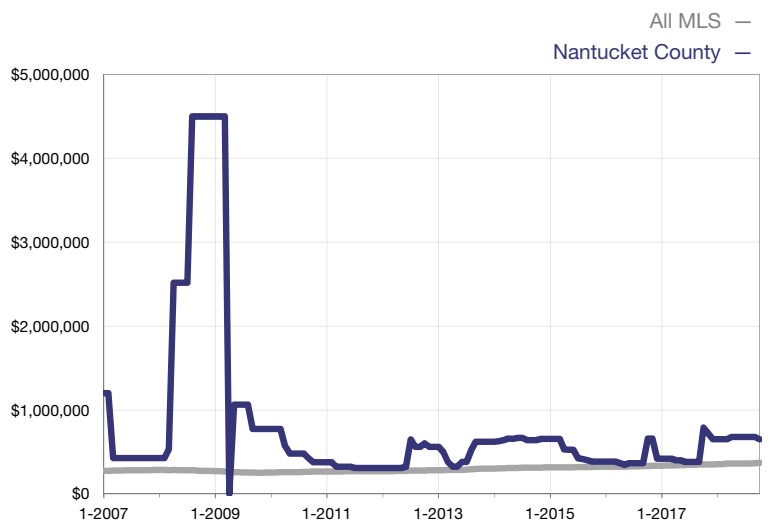
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2018

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Norfolk County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	515	582	+ 13.0%	5,637	5,632	- 0.1%
Closed Sales	514	502	- 2.3%	5,458	5,238	- 4.0%
Median Sales Price*	\$470,000	\$509,000	+ 8.3%	\$490,000	\$520,000	+ 6.1%
Inventory of Homes for Sale	1,351	1,274	- 5.7%	--	--	--
Months Supply of Inventory	2.5	2.4	- 4.0%	--	--	--
Cumulative Days on Market Until Sale	53	54	+ 1.9%	57	46	- 19.3%
Percent of Original List Price Received*	98.0%	97.9%	- 0.1%	98.3%	99.0%	+ 0.7%
New Listings	644	718	+ 11.5%	7,201	7,401	+ 2.8%

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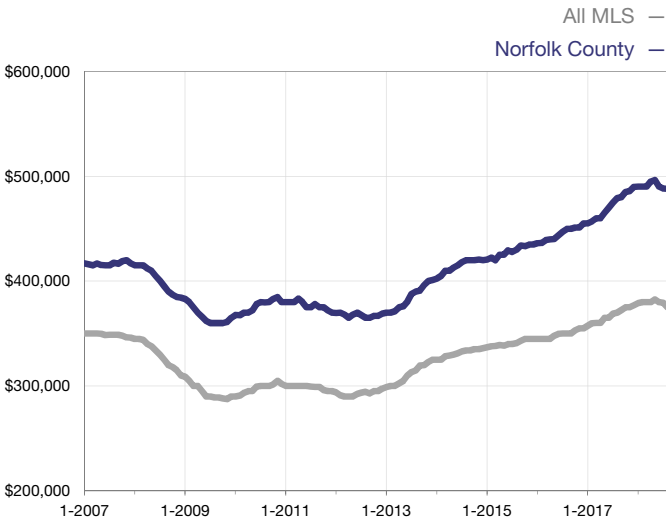
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	251	199	- 20.7%	2,208	2,136	- 3.3%
Closed Sales	200	190	- 5.0%	2,051	1,980	- 3.5%
Median Sales Price*	\$348,250	\$361,045	+ 3.7%	\$359,000	\$372,250	+ 3.7%
Inventory of Homes for Sale	404	421	+ 4.2%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--
Cumulative Days on Market Until Sale	44	43	- 2.3%	43	40	- 7.0%
Percent of Original List Price Received*	99.7%	98.7%	- 1.0%	100.0%	100.1%	+ 0.1%
New Listings	242	243	+ 0.4%	2,616	2,700	+ 3.2%

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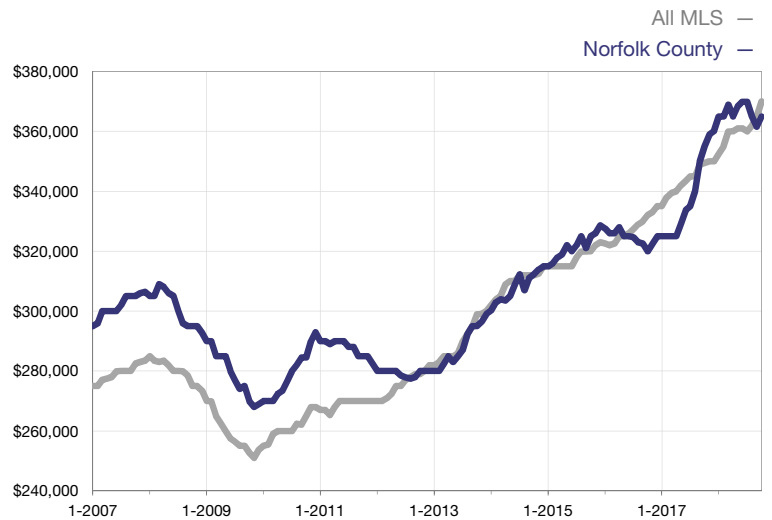
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2018

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Plymouth County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	514	542	+ 5.4%	5,477	5,500	+ 0.4%
Closed Sales	560	542	- 3.2%	5,255	5,165	- 1.7%
Median Sales Price*	\$361,250	\$375,000	+ 3.8%	\$357,000	\$380,000	+ 6.4%
Inventory of Homes for Sale	1,851	1,625	- 12.2%	--	--	--
Months Supply of Inventory	3.5	3.2	- 8.6%	--	--	--
Cumulative Days on Market Until Sale	63	58	- 7.9%	66	59	- 10.6%
Percent of Original List Price Received*	96.8%	96.6%	- 0.2%	97.6%	97.5%	- 0.1%
New Listings	671	718	+ 7.0%	7,440	7,477	+ 0.5%

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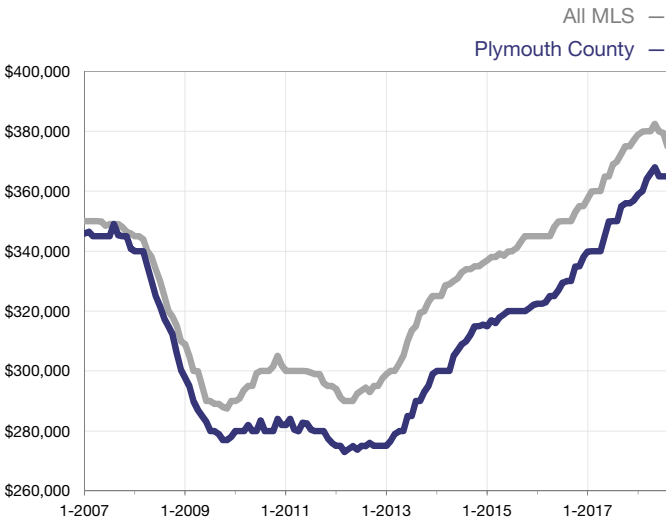
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	126	116	- 7.9%	1,122	1,143	+ 1.9%
Closed Sales	116	112	- 3.4%	1,020	1,013	- 0.7%
Median Sales Price*	\$285,000	\$298,500	+ 4.7%	\$280,000	\$299,000	+ 6.8%
Inventory of Homes for Sale	344	309	- 10.2%	--	--	--
Months Supply of Inventory	3.5	3.0	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	70	59	- 15.7%	76	65	- 14.5%
Percent of Original List Price Received*	96.9%	97.5%	+ 0.6%	98.1%	98.9%	+ 0.8%
New Listings	166	151	- 9.0%	1,427	1,504	+ 5.4%

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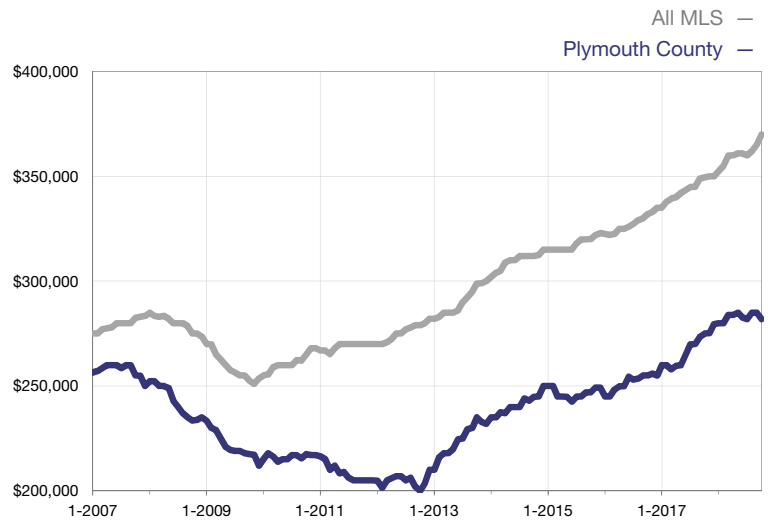
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2018

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Suffolk County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	106	143	+ 34.9%	1,183	1,170	- 1.1%
Closed Sales	128	111	- 13.3%	1,151	1,082	- 6.0%
Median Sales Price*	\$511,323	\$551,000	+ 7.8%	\$505,000	\$552,250	+ 9.4%
Inventory of Homes for Sale	242	260	+ 7.4%	--	--	--
Months Supply of Inventory	2.1	2.4	+ 14.3%	--	--	--
Cumulative Days on Market Until Sale	45	35	- 22.2%	41	37	- 9.8%
Percent of Original List Price Received*	99.9%	99.1%	- 0.8%	99.8%	100.2%	+ 0.4%
New Listings	118	190	+ 61.0%	1,538	1,598	+ 3.9%

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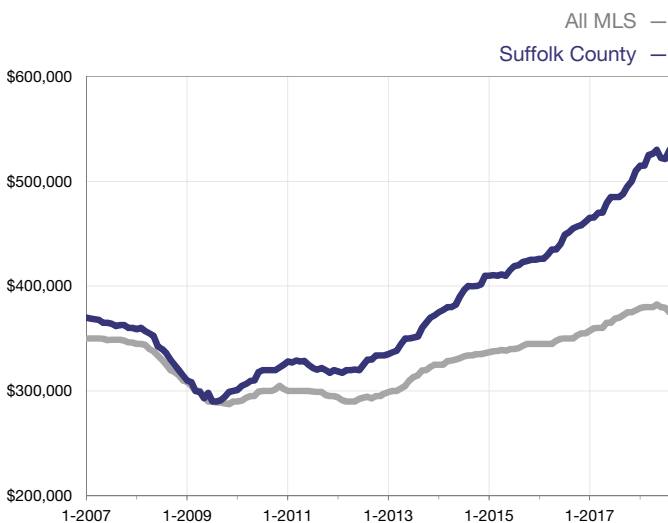
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	443	396	- 10.6%	4,356	4,336	- 0.5%
Closed Sales	355	329	- 7.3%	4,021	4,253	+ 5.8%
Median Sales Price*	\$560,000	\$586,500	+ 4.7%	\$569,900	\$635,000	+ 11.4%
Inventory of Homes for Sale	976	1,103	+ 13.0%	--	--	--
Months Supply of Inventory	2.4	2.6	+ 8.3%	--	--	--
Cumulative Days on Market Until Sale	37	42	+ 13.5%	40	41	+ 2.5%
Percent of Original List Price Received*	99.6%	98.5%	- 1.1%	100.2%	100.0%	- 0.2%
New Listings	557	643	+ 15.4%	5,748	6,045	+ 5.2%

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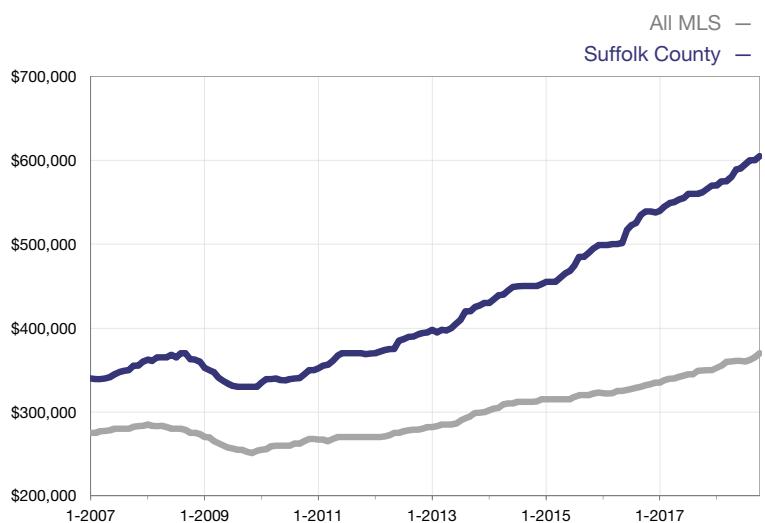
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2018

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Worcester County

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	748	779	+ 4.1%	7,444	7,454	+ 0.1%
Closed Sales	769	726	- 5.6%	7,054	6,994	- 0.9%
Median Sales Price*	\$271,000	\$285,700	+ 5.4%	\$269,900	\$288,000	+ 6.7%
Inventory of Homes for Sale	2,322	2,160	- 7.0%	--	--	--
Months Supply of Inventory	3.3	3.1	- 6.1%	--	--	--
Cumulative Days on Market Until Sale	56	51	- 8.9%	64	55	- 14.1%
Percent of Original List Price Received*	97.8%	96.8%	- 1.0%	97.6%	97.9%	+ 0.3%
New Listings	927	967	+ 4.3%	9,801	10,048	+ 2.5%

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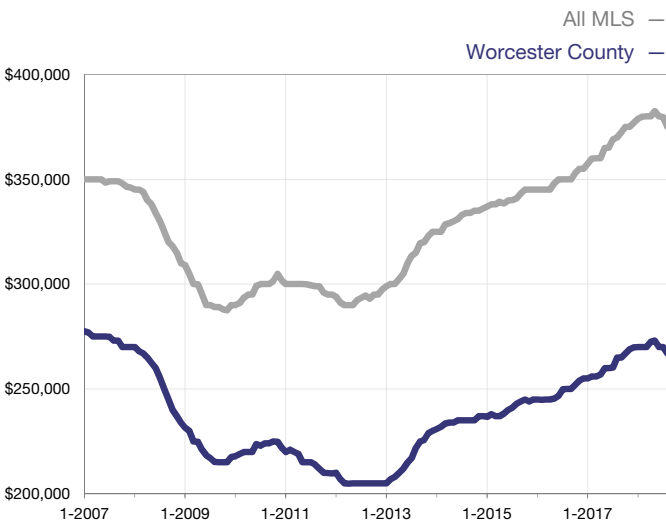
Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	172	170	- 1.2%	1,608	1,563	- 2.8%
Closed Sales	161	164	+ 1.9%	1,516	1,468	- 3.2%
Median Sales Price*	\$206,000	\$227,000	+ 10.2%	\$200,000	\$215,000	+ 7.5%
Inventory of Homes for Sale	411	333	- 19.0%	--	--	--
Months Supply of Inventory	2.7	2.2	- 18.5%	--	--	--
Cumulative Days on Market Until Sale	58	46	- 20.7%	67	53	- 20.9%
Percent of Original List Price Received*	99.3%	98.1%	- 1.2%	97.9%	98.8%	+ 0.9%
New Listings	178	192	+ 7.9%	1,955	1,905	- 2.6%

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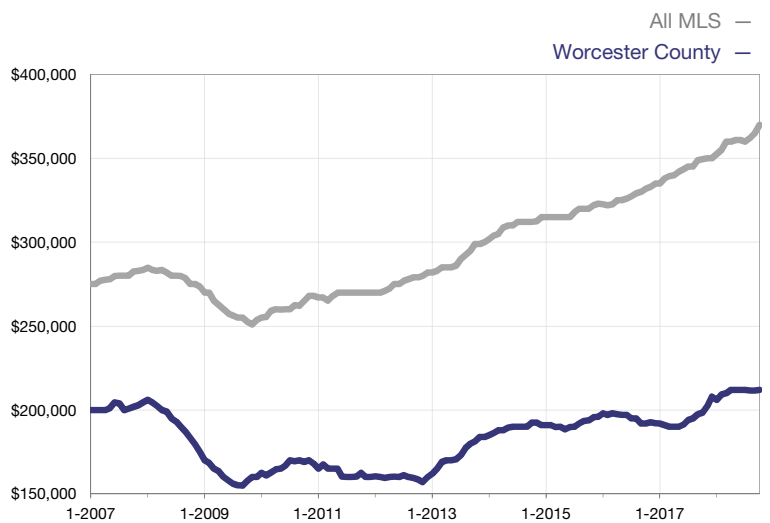
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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