

Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 280 | 297 | + 6.1% | 5,049 | 4,887 | - 3.2% |
| Closed Sales | 430 | 332 | - 22.8% | 5,006 | 4,822 | - 3.7% |
| Median Sales Price* | \$415,000 | \$390,000 | - 6.0% | \$397,200 | \$422,500 | + 6.4% |
| Inventory of Homes for Sale | 2,015 | 1,899 | - 5.8% | -- | -- | -- |
| Months Supply of Inventory | 4.8 | 4.7 | - 2.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 112 | 95 | - 15.2% | 121 | 104 | - 14.0% |
| Percent of Original List Price Received* | 93.4% | 92.7% | - 0.7% | 94.2% | 94.6% | + 0.4% |
| New Listings | 191 | 222 | + 16.2% | 6,826 | 7,092 | + 3.9% |

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

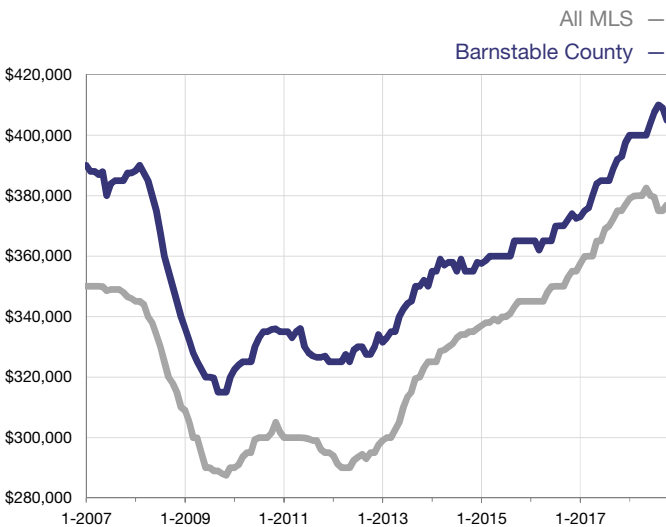
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 62 | 46 | - 25.8% | 1,224 | 1,210 | - 1.1% |
| Closed Sales | 78 | 78 | 0.0% | 1,212 | 1,223 | + 0.9% |
| Median Sales Price* | \$312,500 | \$259,000 | - 17.1% | \$270,000 | \$285,000 | + 5.6% |
| Inventory of Homes for Sale | 458 | 418 | - 8.7% | -- | -- | -- |
| Months Supply of Inventory | 4.5 | 4.1 | - 8.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 84 | 106 | + 26.2% | 124 | 98 | - 21.0% |
| Percent of Original List Price Received* | 95.3% | 93.6% | - 1.8% | 94.9% | 95.3% | + 0.4% |
| New Listings | 51 | 61 | + 19.6% | 1,539 | 1,625 | + 5.6% |

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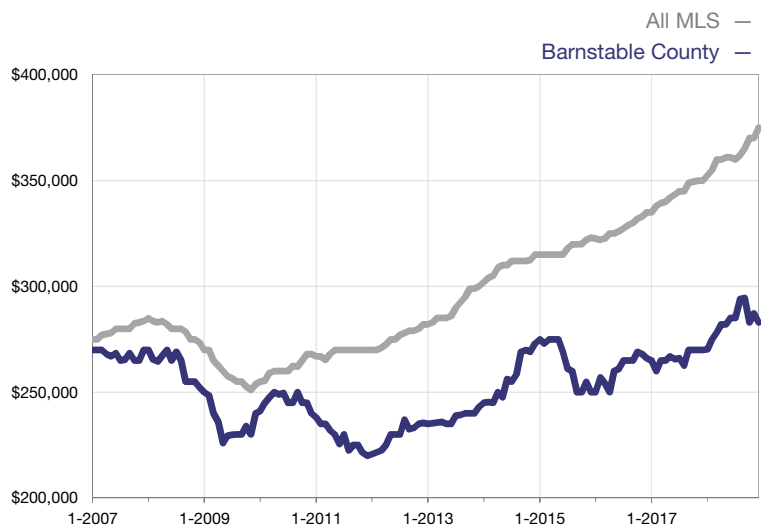
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Berkshire County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 74 | 60 | - 18.9% | 1,427 | 1,442 | + 1.1% |
| Closed Sales | 116 | 108 | - 6.9% | 1,431 | 1,446 | + 1.0% |
| Median Sales Price* | \$190,000 | \$185,000 | - 2.6% | \$199,900 | \$210,000 | + 5.1% |
| Inventory of Homes for Sale | 884 | 705 | - 20.2% | -- | -- | -- |
| Months Supply of Inventory | 7.4 | 5.9 | - 20.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 128 | 87 | - 32.0% | 117 | 104 | - 11.1% |
| Percent of Original List Price Received* | 90.5% | 90.9% | + 0.4% | 90.8% | 91.8% | + 1.1% |
| New Listings | 68 | 70 | + 2.9% | 2,226 | 2,194 | - 1.4% |

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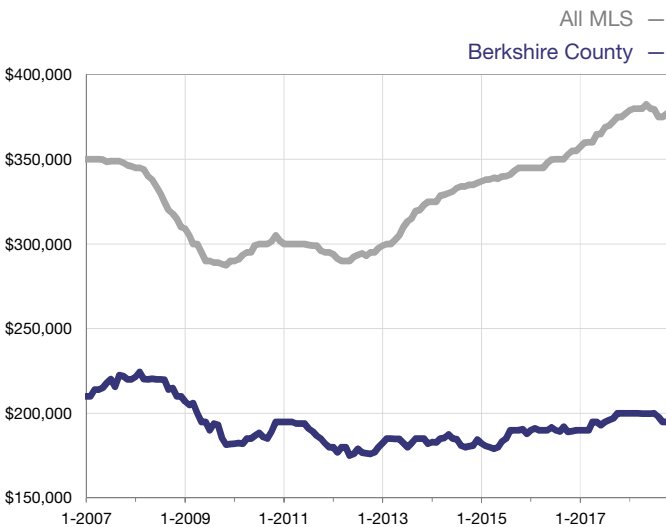
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 7 | 3 | - 57.1% | 147 | 142 | - 3.4% |
| Closed Sales | 12 | 15 | + 25.0% | 133 | 151 | + 13.5% |
| Median Sales Price* | \$196,500 | \$345,000 | + 75.6% | \$219,000 | \$236,000 | + 7.8% |
| Inventory of Homes for Sale | 177 | 140 | - 20.9% | -- | -- | -- |
| Months Supply of Inventory | 16.0 | 11.1 | - 30.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 217 | 196 | - 9.7% | 151 | 158 | + 4.6% |
| Percent of Original List Price Received* | 89.9% | 88.9% | - 1.1% | 92.2% | 92.2% | 0.0% |
| New Listings | 16 | 13 | - 18.8% | 258 | 229 | - 11.2% |

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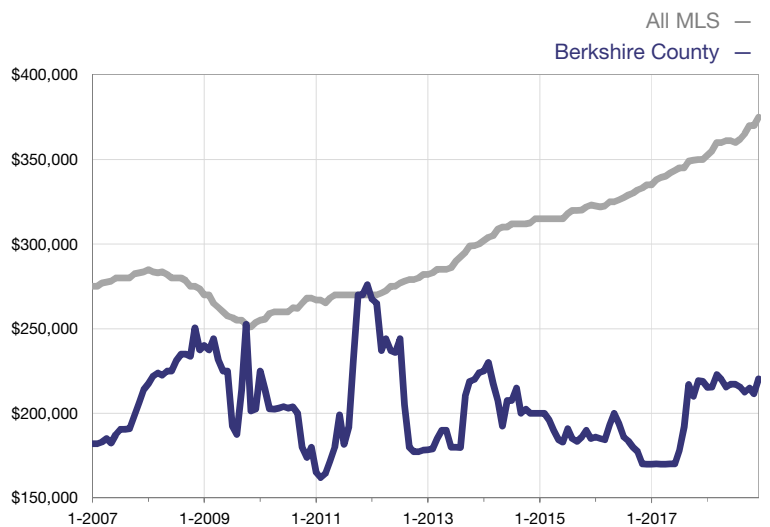
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

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Bristol County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 252 | 306 | + 21.4% | 4,844 | 4,737 | - 2.2% |
| Closed Sales | 394 | 350 | - 11.2% | 4,876 | 4,696 | - 3.7% |
| Median Sales Price* | \$300,000 | \$319,900 | + 6.6% | \$299,900 | \$317,250 | + 5.8% |
| Inventory of Homes for Sale | 1,165 | 1,022 | - 12.3% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 2.6 | - 10.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 61 | 76 | + 24.6% | 66 | 62 | - 6.1% |
| Percent of Original List Price Received* | 96.0% | 94.6% | - 1.5% | 97.0% | 96.8% | - 0.2% |
| New Listings | 248 | 246 | - 0.8% | 6,256 | 6,293 | + 0.6% |

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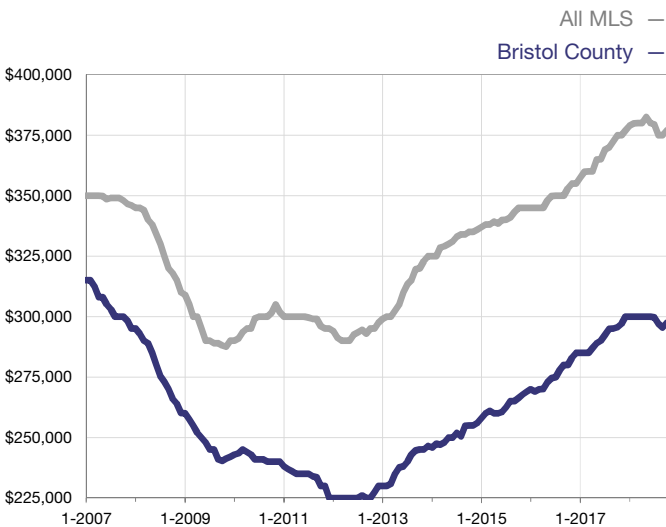
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 53 | 50 | - 5.7% | 859 | 860 | + 0.1% |
| Closed Sales | 67 | 58 | - 13.4% | 863 | 858 | - 0.6% |
| Median Sales Price* | \$194,400 | \$214,950 | + 10.6% | \$202,250 | \$217,000 | + 7.3% |
| Inventory of Homes for Sale | 125 | 131 | + 4.8% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.8 | + 5.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 50 | 66 | + 32.0% | 60 | 50 | - 16.7% |
| Percent of Original List Price Received* | 97.4% | 96.0% | - 1.4% | 97.1% | 97.7% | + 0.6% |
| New Listings | 32 | 46 | + 43.8% | 987 | 1,066 | + 8.0% |

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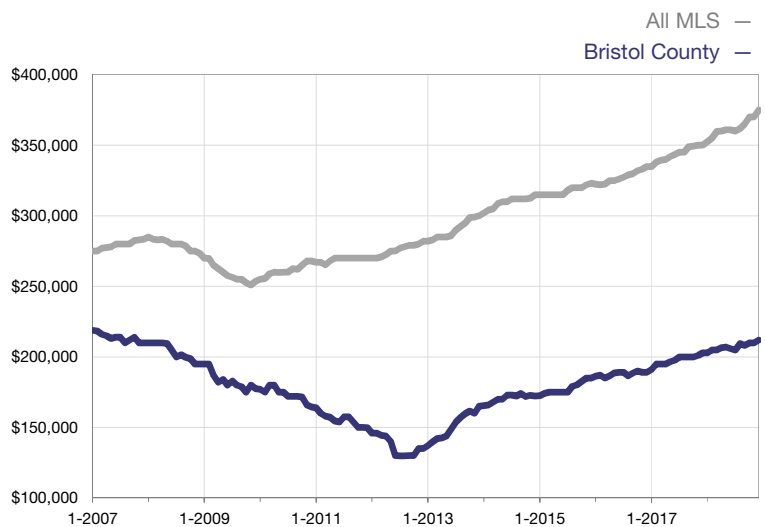
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

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Dukes County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|-------------|----------|--------------|-----------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 15 | 5 | - 66.7% | 195 | 156 | - 20.0% |
| Closed Sales | 25 | 7 | - 72.0% | 189 | 166 | - 12.2% |
| Median Sales Price* | \$805,000 | \$1,250,000 | + 55.3% | \$840,000 | \$968,625 | + 15.3% |
| Inventory of Homes for Sale | 147 | 78 | - 46.9% | -- | -- | -- |
| Months Supply of Inventory | 9.3 | 5.6 | - 39.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 128 | 295 | + 130.5% | 150 | 129 | - 14.0% |
| Percent of Original List Price Received* | 91.2% | 89.3% | - 2.1% | 92.6% | 92.4% | - 0.2% |
| New Listings | 6 | 2 | - 66.7% | 366 | 280 | - 23.5% |

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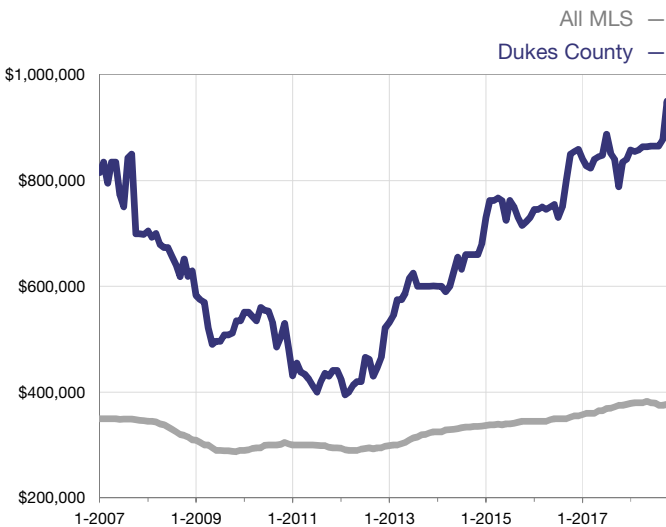
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------|----------|--------------|-----------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 2 | 1 | - 50.0% | 12 | 10 | - 16.7% |
| Closed Sales | 2 | 0 | - 100.0% | 12 | 10 | - 16.7% |
| Median Sales Price* | \$348,500 | \$0 | - 100.0% | \$445,000 | \$322,500 | - 27.5% |
| Inventory of Homes for Sale | 7 | 4 | - 42.9% | -- | -- | -- |
| Months Supply of Inventory | 4.7 | 3.2 | - 31.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 40 | 0 | - 100.0% | 180 | 124 | - 31.1% |
| Percent of Original List Price Received* | 97.9% | 0.0% | - 100.0% | 93.4% | 91.0% | - 2.6% |
| New Listings | 0 | 0 | -- | 18 | 20 | + 11.1% |

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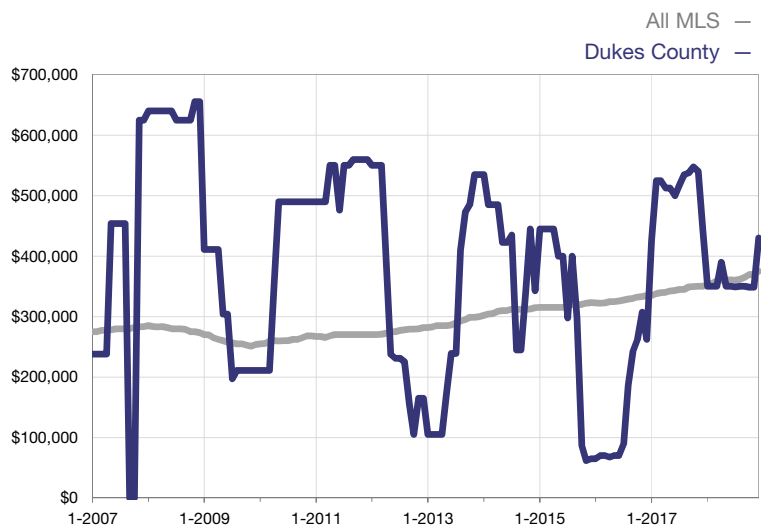
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

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Essex County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 329 | 307 | - 6.7% | 6,232 | 6,163 | - 1.1% |
| Closed Sales | 483 | 454 | - 6.0% | 6,274 | 6,166 | - 1.7% |
| Median Sales Price* | \$435,100 | \$430,000 | - 1.2% | \$430,000 | \$450,000 | + 4.7% |
| Inventory of Homes for Sale | 904 | 835 | - 7.6% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.6 | - 5.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 57 | 58 | + 1.8% | 54 | 51 | - 5.6% |
| Percent of Original List Price Received* | 96.5% | 96.4% | - 0.1% | 98.1% | 98.2% | + 0.1% |
| New Listings | 236 | 211 | - 10.6% | 7,782 | 7,876 | + 1.2% |

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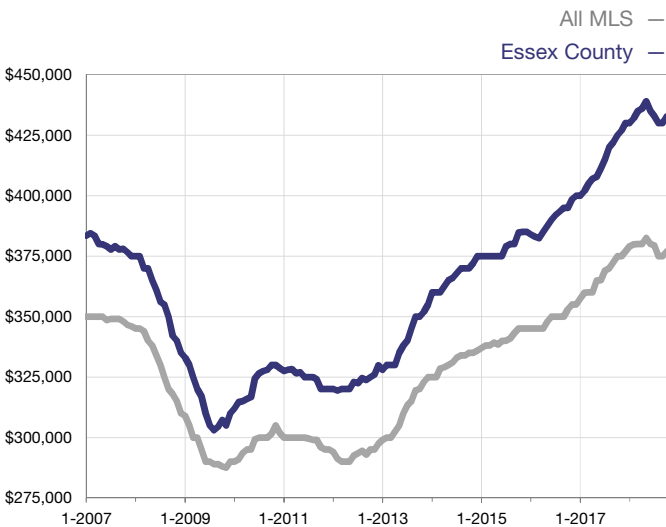
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 138 | 129 | - 6.5% | 2,926 | 2,800 | - 4.3% |
| Closed Sales | 237 | 194 | - 18.1% | 2,968 | 2,808 | - 5.4% |
| Median Sales Price* | \$270,000 | \$290,000 | + 7.4% | \$280,000 | \$297,000 | + 6.1% |
| Inventory of Homes for Sale | 362 | 356 | - 1.7% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 1.5 | 0.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 46 | 54 | + 17.4% | 52 | 47 | - 9.6% |
| Percent of Original List Price Received* | 97.9% | 96.8% | - 1.1% | 98.9% | 99.3% | + 0.4% |
| New Listings | 85 | 100 | + 17.6% | 3,432 | 3,427 | - 0.1% |

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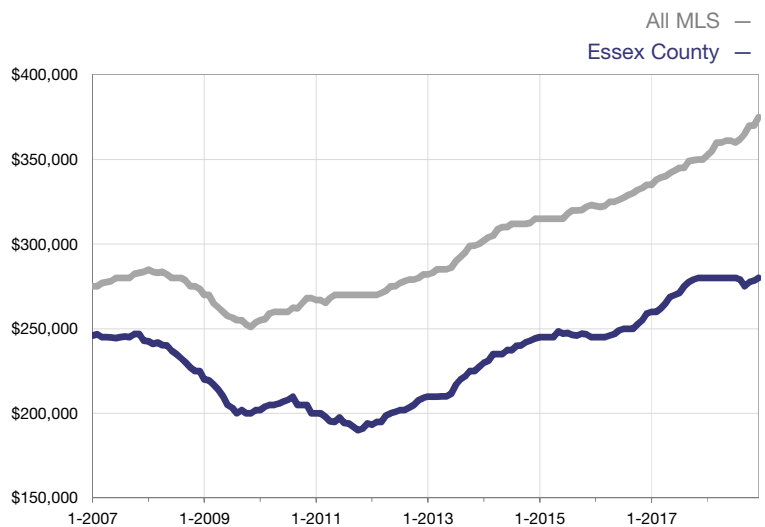
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

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Franklin County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 32 | 31 | - 3.1% | 652 | 585 | - 10.3% |
| Closed Sales | 46 | 37 | - 19.6% | 644 | 589 | - 8.5% |
| Median Sales Price* | \$199,300 | \$202,000 | + 1.4% | \$203,000 | \$209,900 | + 3.4% |
| Inventory of Homes for Sale | 195 | 187 | - 4.1% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 3.8 | + 5.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 139 | 80 | - 42.4% | 115 | 91 | - 20.9% |
| Percent of Original List Price Received* | 93.4% | 92.4% | - 1.1% | 94.0% | 94.7% | + 0.7% |
| New Listings | 20 | 35 | + 75.0% | 833 | 802 | - 3.7% |

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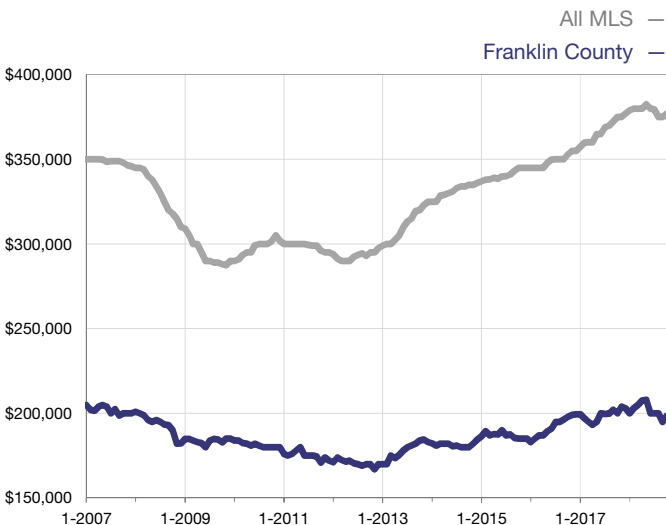
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 0 | 1 | -- | 45 | 41 | - 8.9% |
| Closed Sales | 3 | 3 | 0.0% | 50 | 39 | - 22.0% |
| Median Sales Price* | \$147,000 | \$122,500 | - 16.7% | \$187,500 | \$173,000 | - 7.7% |
| Inventory of Homes for Sale | 14 | 12 | - 14.3% | -- | -- | -- |
| Months Supply of Inventory | 3.4 | 3.1 | - 8.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 73 | 50 | - 31.5% | 141 | 67 | - 52.5% |
| Percent of Original List Price Received* | 92.6% | 93.9% | + 1.4% | 94.7% | 97.8% | + 3.3% |
| New Listings | 1 | 0 | - 100.0% | 59 | 45 | - 23.7% |

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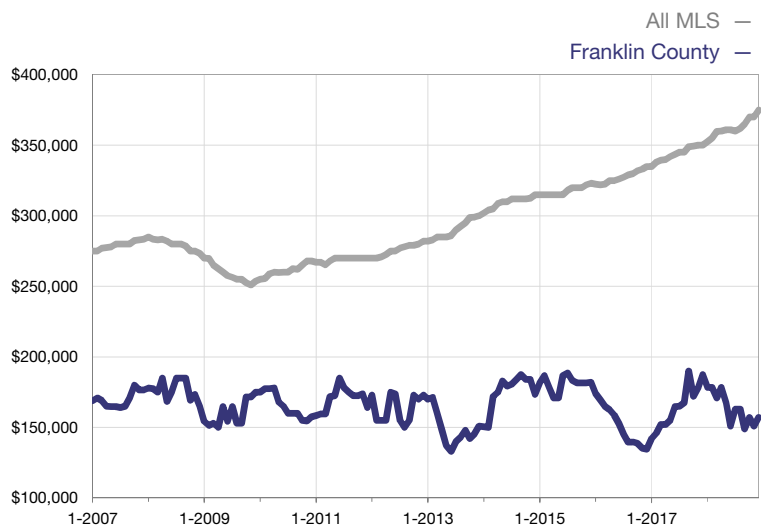
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 221 | 266 | + 20.4% | 4,211 | 4,207 | - 0.1% |
| Closed Sales | 319 | 323 | + 1.3% | 4,152 | 4,194 | + 1.0% |
| Median Sales Price* | \$185,000 | \$199,000 | + 7.6% | \$189,900 | \$200,000 | + 5.3% |
| Inventory of Homes for Sale | 935 | 790 | - 15.5% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 2.3 | - 14.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 72 | 67 | - 6.9% | 70 | 61 | - 12.9% |
| Percent of Original List Price Received* | 95.1% | 95.4% | + 0.3% | 95.9% | 96.4% | + 0.5% |
| New Listings | 252 | 244 | - 3.2% | 5,483 | 5,505 | + 0.4% |

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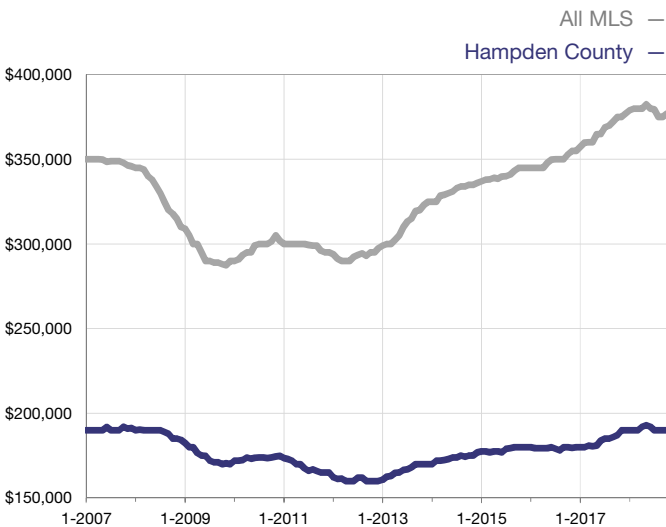
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 27 | 31 | + 14.8% | 524 | 554 | + 5.7% |
| Closed Sales | 48 | 42 | - 12.5% | 522 | 536 | + 2.7% |
| Median Sales Price* | \$139,900 | \$127,500 | - 8.9% | \$138,000 | \$140,000 | + 1.4% |
| Inventory of Homes for Sale | 156 | 110 | - 29.5% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 2.5 | - 30.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 73 | 65 | - 11.0% | 93 | 77 | - 17.2% |
| Percent of Original List Price Received* | 96.3% | 95.0% | - 1.3% | 95.2% | 96.0% | + 0.8% |
| New Listings | 24 | 25 | + 4.2% | 667 | 648 | - 2.8% |

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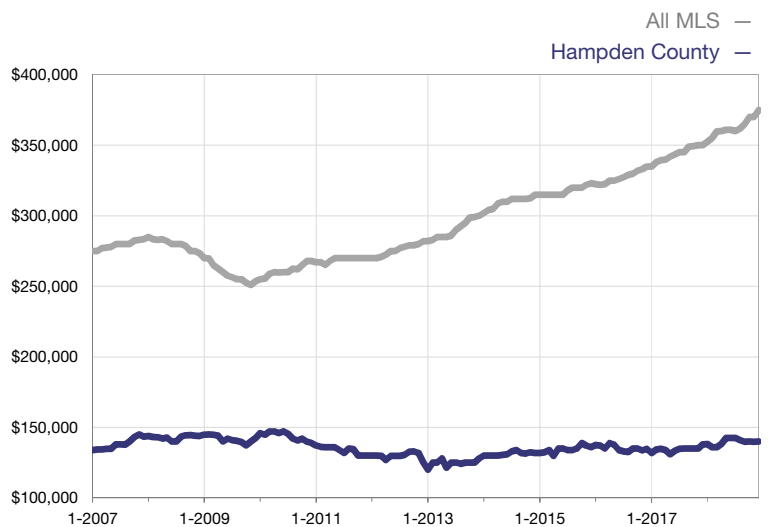
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 72 | 69 | - 4.2% | 1,261 | 1,266 | + 0.4% |
| Closed Sales | 102 | 112 | + 9.8% | 1,263 | 1,293 | + 2.4% |
| Median Sales Price* | \$267,500 | \$276,700 | + 3.4% | \$272,000 | \$280,000 | + 2.9% |
| Inventory of Homes for Sale | 370 | 285 | - 23.0% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 2.6 | - 25.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 75 | 92 | + 22.7% | 88 | 81 | - 8.0% |
| Percent of Original List Price Received* | 94.4% | 94.0% | - 0.4% | 95.1% | 95.5% | + 0.4% |
| New Listings | 54 | 59 | + 9.3% | 1,744 | 1,685 | - 3.4% |

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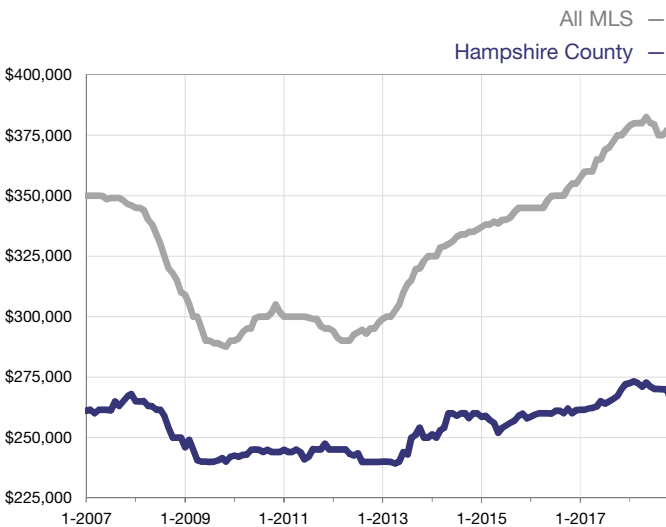
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 13 | 11 | - 15.4% | 314 | 286 | - 8.9% |
| Closed Sales | 23 | 16 | - 30.4% | 333 | 290 | - 12.9% |
| Median Sales Price* | \$215,000 | \$214,000 | - 0.5% | \$210,000 | \$202,750 | - 3.5% |
| Inventory of Homes for Sale | 81 | 49 | - 39.5% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 2.0 | - 31.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 116 | 56 | - 51.7% | 101 | 79 | - 21.8% |
| Percent of Original List Price Received* | 98.6% | 99.8% | + 1.2% | 97.1% | 98.3% | + 1.2% |
| New Listings | 11 | 11 | 0.0% | 377 | 321 | - 14.9% |

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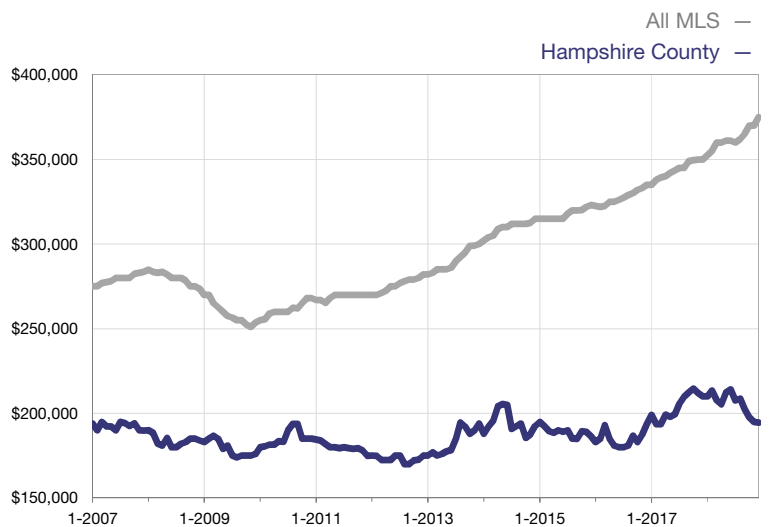
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Middlesex County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 472 | 520 | + 10.2% | 11,059 | 10,947 | - 1.0% |
| Closed Sales | 873 | 771 | - 11.7% | 11,077 | 10,895 | - 1.6% |
| Median Sales Price* | \$540,000 | \$533,000 | - 1.3% | \$535,000 | \$569,900 | + 6.5% |
| Inventory of Homes for Sale | 1,194 | 1,180 | - 1.2% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 1.3 | 0.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 56 | 57 | + 1.8% | 48 | 42 | - 12.5% |
| Percent of Original List Price Received* | 97.9% | 96.8% | - 1.1% | 99.5% | 99.7% | + 0.2% |
| New Listings | 360 | 336 | - 6.7% | 13,225 | 13,651 | + 3.2% |

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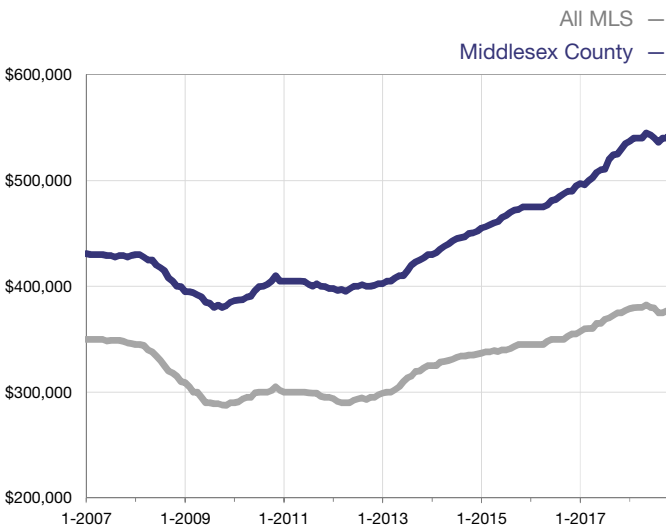
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 269 | 263 | - 2.2% | 5,822 | 5,652 | - 2.9% |
| Closed Sales | 433 | 406 | - 6.2% | 5,900 | 5,709 | - 3.2% |
| Median Sales Price* | \$462,500 | \$430,000 | - 7.0% | \$430,500 | \$455,000 | + 5.7% |
| Inventory of Homes for Sale | 455 | 586 | + 28.8% | -- | -- | -- |
| Months Supply of Inventory | 0.9 | 1.2 | + 33.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 41 | 41 | 0.0% | 36 | 35 | - 2.8% |
| Percent of Original List Price Received* | 100.4% | 99.1% | - 1.3% | 101.4% | 101.1% | - 0.3% |
| New Listings | 173 | 176 | + 1.7% | 6,631 | 6,859 | + 3.4% |

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

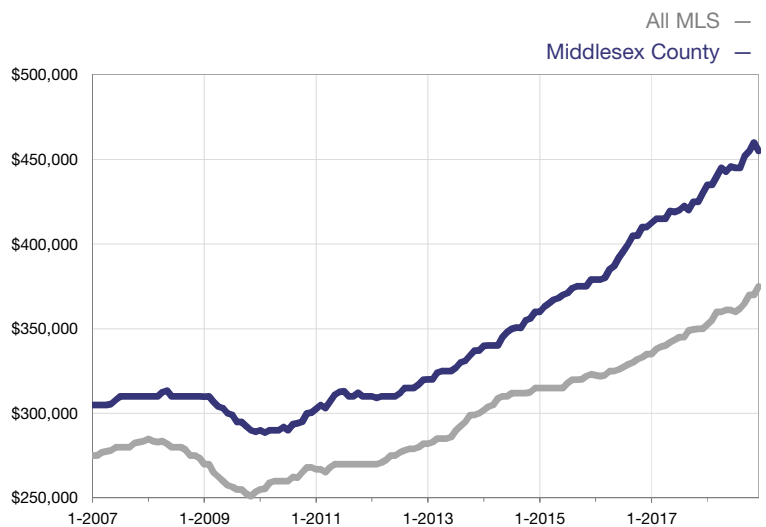
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Nantucket County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-------------|--------------------|---------|--------------|--------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 4 | 2 | - 50.0% | 54 | 54 | 0.0% |
| Closed Sales | 4 | 3 | - 25.0% | 51 | 51 | 0.0% |
| Median Sales Price* | \$1,474,250 | \$1,885,000 | + 27.9% | \$1,630,000 | \$1,960,000 | + 20.2% |
| Inventory of Homes for Sale | 38 | 40 | + 5.3% | -- | -- | -- |
| Months Supply of Inventory | 8.2 | 9.4 | + 14.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 130 | 106 | - 18.5% | 122 | 122 | 0.0% |
| Percent of Original List Price Received* | 91.4% | 90.7% | - 0.8% | 92.0% | 91.9% | - 0.1% |
| New Listings | 4 | 4 | 0.0% | 116 | 137 | + 18.1% |

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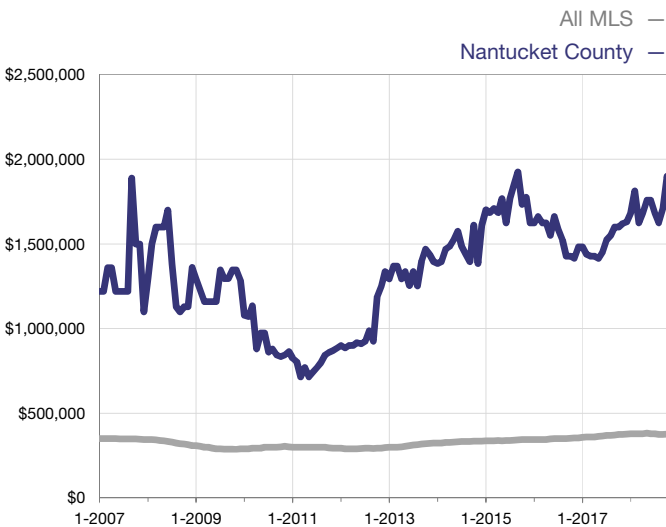
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 0 | 0 | -- | 5 | 4 | - 20.0% |
| Closed Sales | 1 | 0 | - 100.0% | 5 | 4 | - 20.0% |
| Median Sales Price* | \$595,000 | \$0 | - 100.0% | \$650,000 | \$761,000 | + 17.1% |
| Inventory of Homes for Sale | 2 | 0 | - 100.0% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 0.0 | - 100.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 47 | 0 | - 100.0% | 47 | 50 | + 6.4% |
| Percent of Original List Price Received* | 100.0% | 0.0% | - 100.0% | 97.9% | 95.6% | - 2.3% |
| New Listings | 0 | 0 | -- | 9 | 9 | 0.0% |

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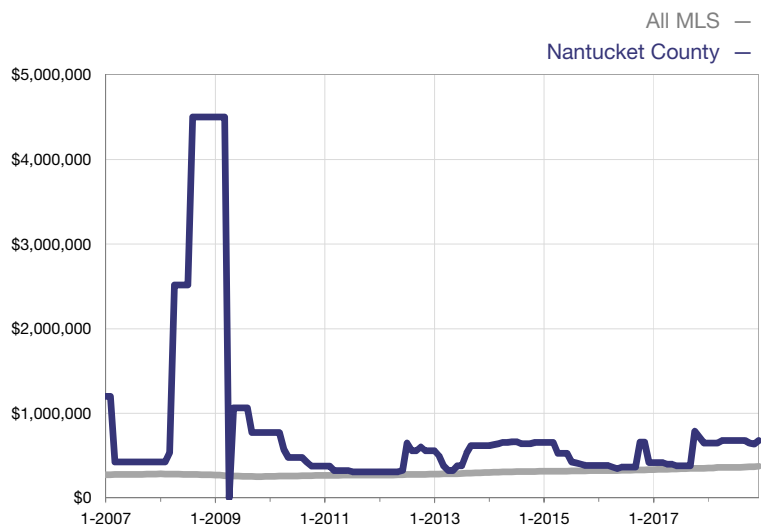
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 273 | 304 | + 11.4% | 6,327 | 6,290 | - 0.6% |
| Closed Sales | 477 | 448 | - 6.1% | 6,462 | 6,241 | - 3.4% |
| Median Sales Price* | \$488,000 | \$480,000 | - 1.6% | \$489,900 | \$517,500 | + 5.6% |
| Inventory of Homes for Sale | 866 | 741 | - 14.4% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.4 | - 12.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 59 | 60 | + 1.7% | 57 | 48 | - 15.8% |
| Percent of Original List Price Received* | 97.0% | 96.0% | - 1.0% | 98.1% | 98.6% | + 0.5% |
| New Listings | 207 | 207 | 0.0% | 7,837 | 8,000 | + 2.1% |

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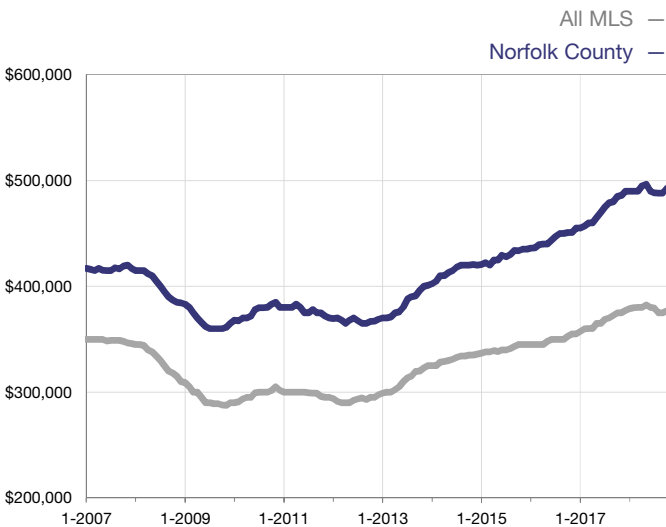
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 112 | 120 | + 7.1% | 2,476 | 2,387 | - 3.6% |
| Closed Sales | 190 | 186 | - 2.1% | 2,441 | 2,380 | - 2.5% |
| Median Sales Price* | \$362,500 | \$363,376 | + 0.2% | \$360,000 | \$373,900 | + 3.9% |
| Inventory of Homes for Sale | 244 | 296 | + 21.3% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 1.5 | + 25.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 48 | 56 | + 16.7% | 42 | 42 | 0.0% |
| Percent of Original List Price Received* | 98.7% | 98.5% | - 0.2% | 99.8% | 99.9% | + 0.1% |
| New Listings | 90 | 81 | - 10.0% | 2,877 | 2,957 | + 2.8% |

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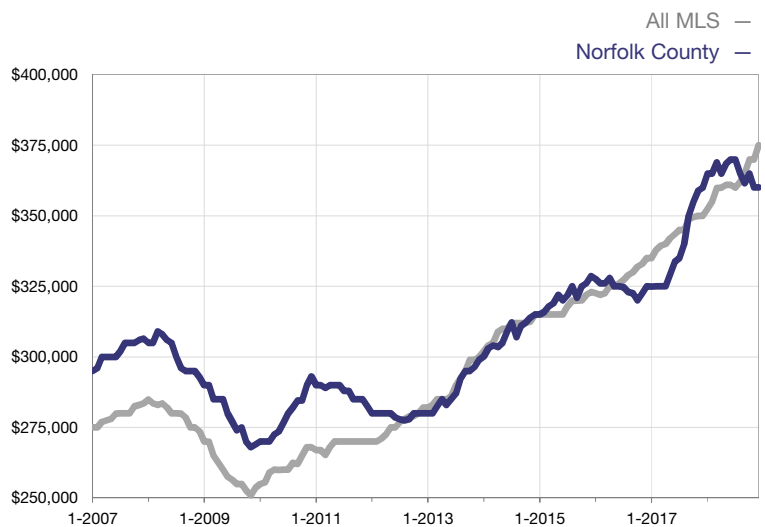
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

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Plymouth County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 307 | 323 | + 5.2% | 6,222 | 6,167 | - 0.9% |
| Closed Sales | 459 | 436 | - 5.0% | 6,263 | 6,144 | - 1.9% |
| Median Sales Price* | \$350,000 | \$376,500 | + 7.6% | \$356,500 | \$380,000 | + 6.6% |
| Inventory of Homes for Sale | 1,321 | 1,133 | - 14.2% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.2 | - 12.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 68 | 66 | - 2.9% | 67 | 61 | - 9.0% |
| Percent of Original List Price Received* | 96.4% | 95.3% | - 1.1% | 97.4% | 97.2% | - 0.2% |
| New Listings | 287 | 293 | + 2.1% | 8,213 | 8,246 | + 0.4% |

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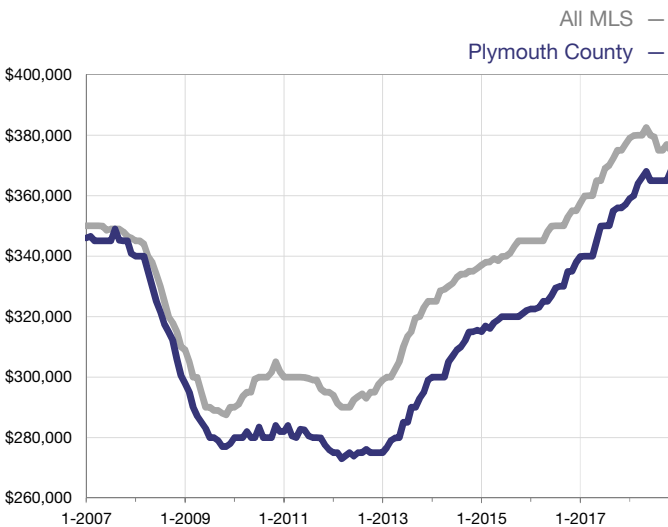
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 63 | 74 | + 17.5% | 1,291 | 1,295 | + 0.3% |
| Closed Sales | 103 | 77 | - 25.2% | 1,235 | 1,200 | - 2.8% |
| Median Sales Price* | \$264,000 | \$277,500 | + 5.1% | \$279,900 | \$295,000 | + 5.4% |
| Inventory of Homes for Sale | 265 | 254 | - 4.2% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 2.5 | - 3.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 50 | 58 | + 16.0% | 72 | 63 | - 12.5% |
| Percent of Original List Price Received* | 98.7% | 96.5% | - 2.2% | 98.2% | 98.7% | + 0.5% |
| New Listings | 64 | 74 | + 15.6% | 1,607 | 1,708 | + 6.3% |

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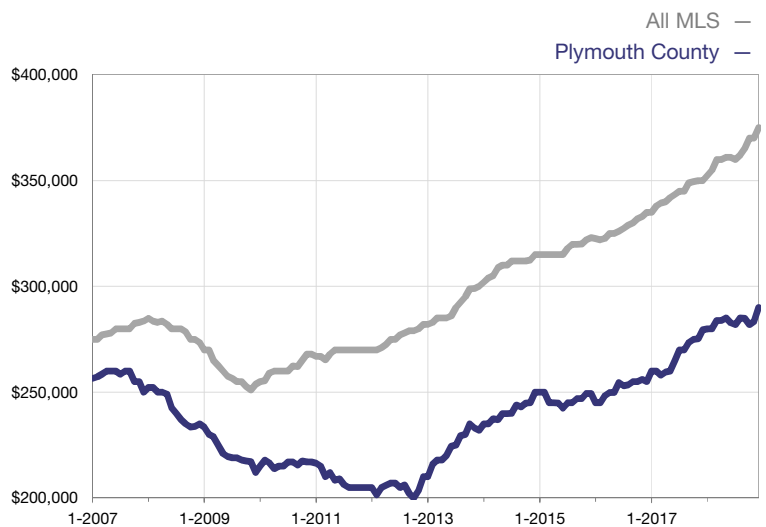
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

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Suffolk County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 68 | 58 | - 14.7% | 1,347 | 1,315 | - 2.4% |
| Closed Sales | 92 | 98 | + 6.5% | 1,356 | 1,336 | - 1.5% |
| Median Sales Price* | \$517,000 | \$525,000 | + 1.5% | \$510,000 | \$550,000 | + 7.8% |
| Inventory of Homes for Sale | 145 | 134 | - 7.6% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 1.2 | - 7.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 43 | 39 | - 9.3% | 42 | 37 | - 11.9% |
| Percent of Original List Price Received* | 97.9% | 96.3% | - 1.6% | 99.4% | 99.7% | + 0.3% |
| New Listings | 42 | 51 | + 21.4% | 1,694 | 1,733 | + 2.3% |

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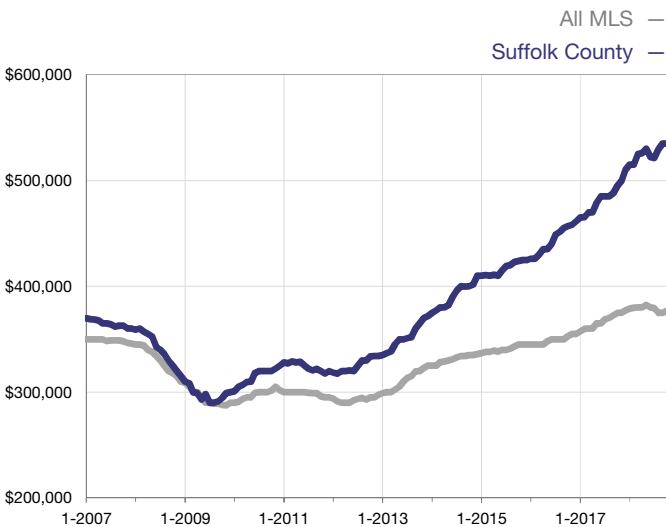
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 246 | 237 | - 3.7% | 4,965 | 4,859 | - 2.1% |
| Closed Sales | 351 | 301 | - 14.2% | 4,808 | 4,916 | + 2.2% |
| Median Sales Price* | \$580,000 | \$610,000 | + 5.2% | \$570,000 | \$635,000 | + 11.4% |
| Inventory of Homes for Sale | 628 | 687 | + 9.4% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.7 | + 6.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 52 | 49 | - 5.8% | 41 | 42 | + 2.4% |
| Percent of Original List Price Received* | 98.0% | 97.1% | - 0.9% | 99.9% | 99.7% | - 0.2% |
| New Listings | 170 | 165 | - 2.9% | 6,342 | 6,588 | + 3.9% |

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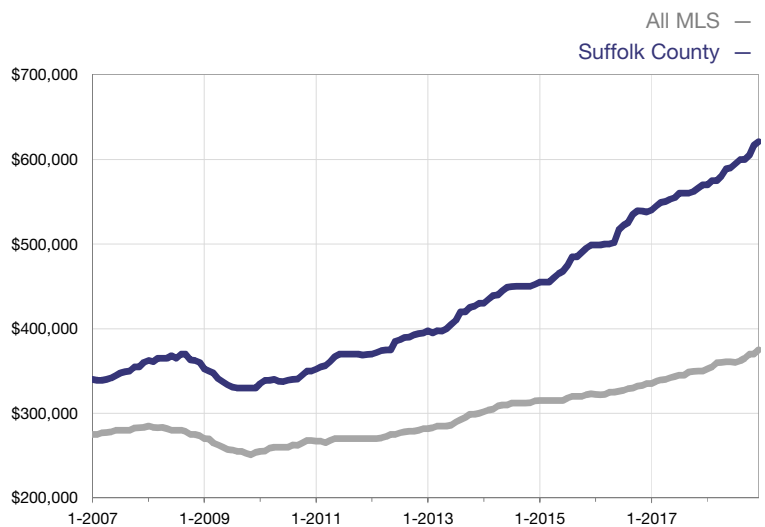
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Worcester County

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 445 | 504 | + 13.3% | 8,488 | 8,460 | - 0.3% |
| Closed Sales | 723 | 647 | - 10.5% | 8,542 | 8,366 | - 2.1% |
| Median Sales Price* | \$264,900 | \$285,000 | + 7.6% | \$269,900 | \$286,000 | + 6.0% |
| Inventory of Homes for Sale | 1,701 | 1,459 | - 14.2% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 2.1 | - 12.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 62 | 66 | + 6.5% | 64 | 56 | - 12.5% |
| Percent of Original List Price Received* | 96.1% | 95.0% | - 1.1% | 97.4% | 97.5% | + 0.1% |
| New Listings | 421 | 384 | - 8.8% | 10,862 | 11,077 | + 2.0% |

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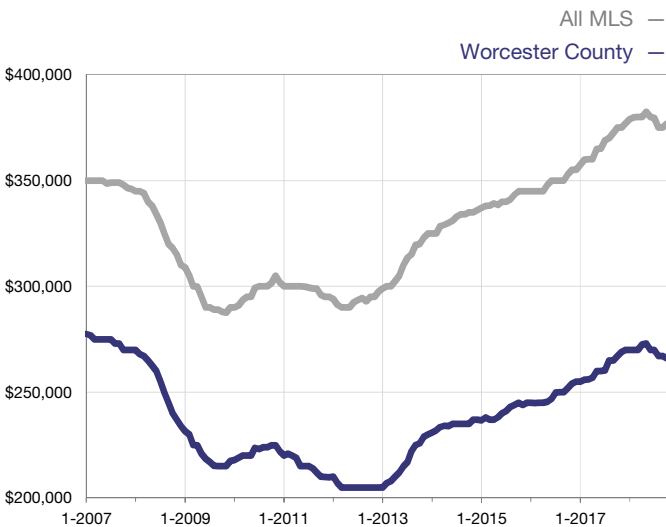
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 91 | 96 | + 5.5% | 1,835 | 1,772 | - 3.4% |
| Closed Sales | 154 | 128 | - 16.9% | 1,852 | 1,761 | - 4.9% |
| Median Sales Price* | \$225,000 | \$215,000 | - 4.4% | \$208,000 | \$215,000 | + 3.4% |
| Inventory of Homes for Sale | 318 | 247 | - 22.3% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.7 | - 19.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 71 | 59 | - 16.9% | 66 | 55 | - 16.7% |
| Percent of Original List Price Received* | 98.1% | 98.0% | - 0.1% | 97.8% | 98.6% | + 0.8% |
| New Listings | 87 | 75 | - 13.8% | 2,164 | 2,100 | - 3.0% |

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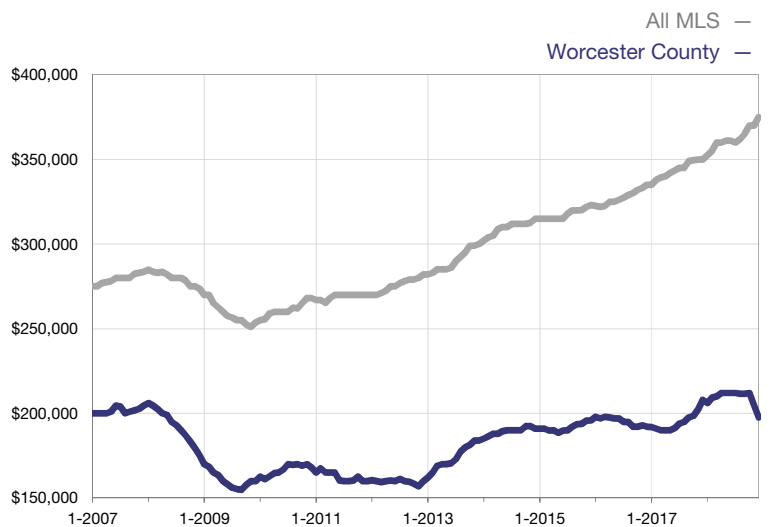
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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