

# Local Market Update – August 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Barnstable County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	486	<b>485</b>	- 0.2%	3,251	<b>3,444</b>	+ 5.9%
Closed Sales	425	<b>441</b>	+ 3.8%	3,085	<b>3,152</b>	+ 2.2%
Median Sales Price*	\$408,000	<b>\$430,000</b>	+ 5.4%	\$419,000	<b>\$429,700</b>	+ 2.6%
Inventory of Homes for Sale	2,646	<b>2,360</b>	- 10.8%	--	--	--
Months Supply of Inventory	6.7	<b>5.8</b>	- 13.4%	--	--	--
Cumulative Days on Market Until Sale	93	<b>90</b>	- 3.2%	107	<b>109</b>	+ 1.9%
Percent of Original List Price Received*	95.0%	<b>93.5%</b>	- 1.6%	94.9%	<b>93.9%</b>	- 1.1%
New Listings	752	<b>598</b>	- 20.5%	4,989	<b>4,897</b>	- 1.8%

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

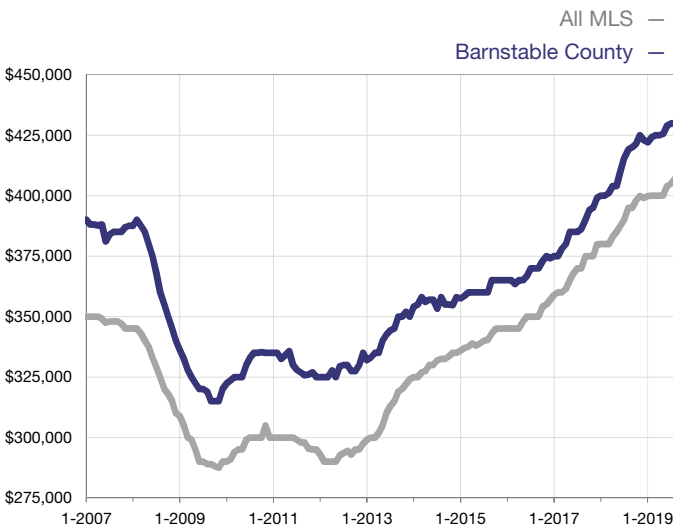
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	119	<b>142</b>	+ 19.3%	851	<b>864</b>	+ 1.5%
Closed Sales	133	<b>108</b>	- 18.8%	806	<b>733</b>	- 9.1%
Median Sales Price*	\$260,000	<b>\$335,000</b>	+ 28.8%	\$282,250	<b>\$277,750</b>	- 1.6%
Inventory of Homes for Sale	599	<b>596</b>	- 0.5%	--	--	--
Months Supply of Inventory	5.8	<b>6.2</b>	+ 6.9%	--	--	--
Cumulative Days on Market Until Sale	81	<b>94</b>	+ 16.0%	100	<b>104</b>	+ 4.0%
Percent of Original List Price Received*	96.0%	<b>94.9%</b>	- 1.1%	95.5%	<b>94.5%</b>	- 1.0%
New Listings	176	<b>167</b>	- 5.1%	1,207	<b>1,259</b>	+ 4.3%

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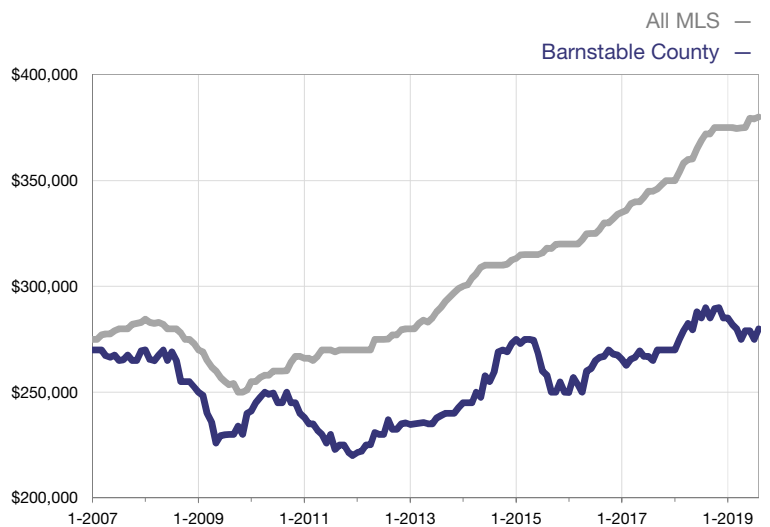
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – August 2019

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## Berkshire County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	138	<b>158</b>	+ 14.5%	1,009	<b>1,045</b>	+ 3.6%
Closed Sales	181	<b>161</b>	- 11.0%	899	<b>893</b>	- 0.7%
Median Sales Price*	\$225,000	<b>\$210,000</b>	- 6.7%	\$209,200	<b>\$215,750</b>	+ 3.1%
Inventory of Homes for Sale	1,129	<b>956</b>	- 15.3%	--	--	--
Months Supply of Inventory	9.5	<b>8.0</b>	- 15.8%	--	--	--
Cumulative Days on Market Until Sale	76	<b>70</b>	- 7.9%	111	<b>88</b>	- 20.7%
Percent of Original List Price Received*	93.6%	<b>93.1%</b>	- 0.5%	92.0%	<b>92.6%</b>	+ 0.7%
New Listings	234	<b>213</b>	- 9.0%	1,713	<b>1,685</b>	- 1.6%

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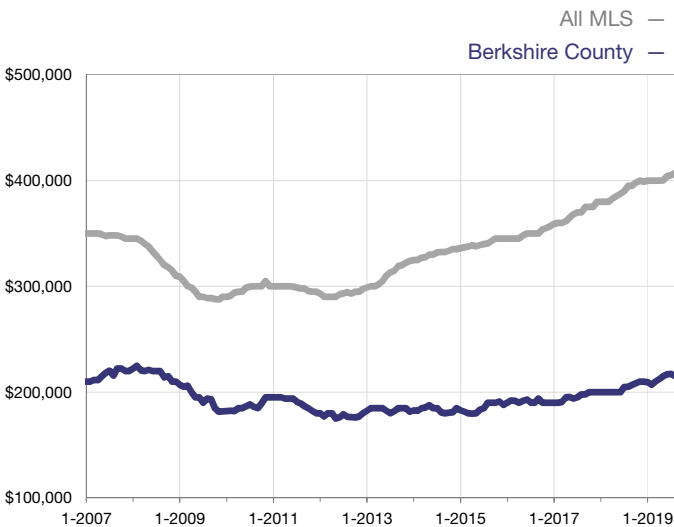
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	17	<b>16</b>	- 5.9%	98	<b>119</b>	+ 21.4%
Closed Sales	16	<b>26</b>	+ 62.5%	91	<b>96</b>	+ 5.5%
Median Sales Price*	\$246,500	<b>\$230,000</b>	- 6.7%	\$236,000	<b>\$190,000</b>	- 19.5%
Inventory of Homes for Sale	175	<b>139</b>	- 20.6%	--	--	--
Months Supply of Inventory	15.0	<b>10.7</b>	- 28.7%	--	--	--
Cumulative Days on Market Until Sale	161	<b>102</b>	- 36.6%	153	<b>109</b>	- 28.8%
Percent of Original List Price Received*	91.3%	<b>93.4%</b>	+ 2.3%	92.7%	<b>93.3%</b>	+ 0.6%
New Listings	20	<b>11</b>	- 45.0%	170	<b>192</b>	+ 12.9%

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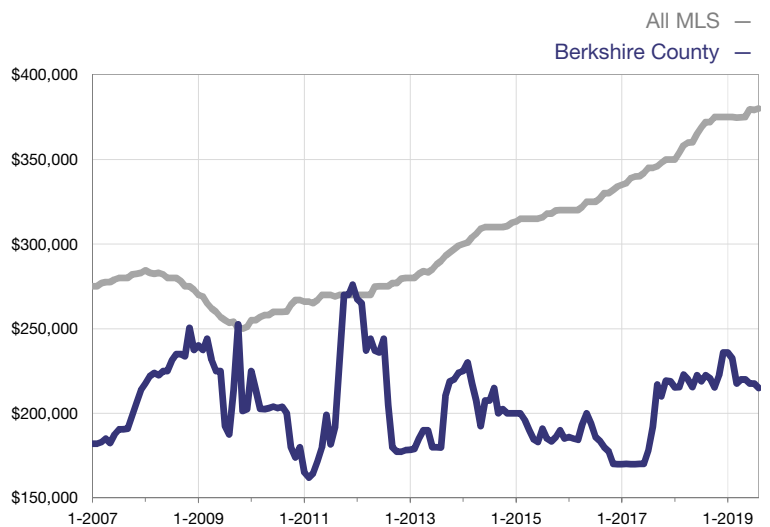
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – August 2019

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## Bristol County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	465	<b>490</b>	+ 5.4%	3,302	<b>3,421</b>	+ 3.6%
Closed Sales	529	<b>523</b>	- 1.1%	3,066	<b>3,086</b>	+ 0.7%
Median Sales Price*	\$335,000	<b>\$345,000</b>	+ 3.0%	\$315,000	<b>\$335,450</b>	+ 6.5%
Inventory of Homes for Sale	1,425	<b>1,052</b>	- 26.2%	--	--	--
Months Supply of Inventory	3.5	<b>2.7</b>	- 22.9%	--	--	--
Cumulative Days on Market Until Sale	57	<b>61</b>	+ 7.0%	63	<b>65</b>	+ 3.2%
Percent of Original List Price Received*	97.0%	<b>96.9%</b>	- 0.1%	96.9%	<b>96.7%</b>	- 0.2%
New Listings	614	<b>521</b>	- 15.1%	4,476	<b>4,256</b>	- 4.9%

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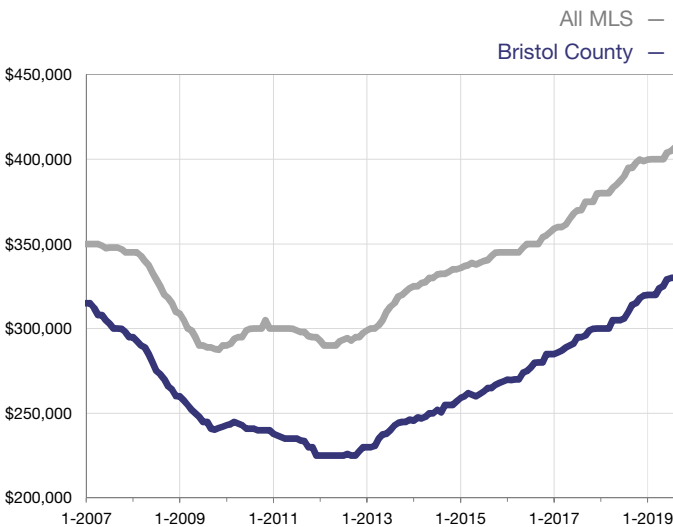
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	88	<b>82</b>	- 6.8%	627	<b>571</b>	- 8.9%
Closed Sales	101	<b>71</b>	- 29.7%	579	<b>499</b>	- 13.8%
Median Sales Price*	\$210,000	<b>\$242,500</b>	+ 15.5%	\$214,900	<b>\$225,000</b>	+ 4.7%
Inventory of Homes for Sale	169	<b>137</b>	- 18.9%	--	--	--
Months Supply of Inventory	2.3	<b>2.1</b>	- 8.7%	--	--	--
Cumulative Days on Market Until Sale	41	<b>65</b>	+ 58.5%	51	<b>58</b>	+ 13.7%
Percent of Original List Price Received*	98.1%	<b>97.0%</b>	- 1.1%	97.7%	<b>97.3%</b>	- 0.4%
New Listings	116	<b>77</b>	- 33.6%	764	<b>689</b>	- 9.8%

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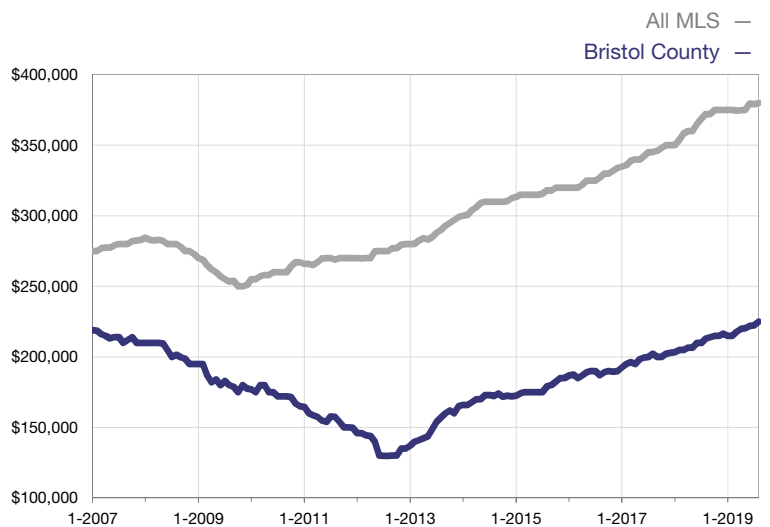
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – August 2019

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## Dukes County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	20	9	- 55.0%	112	51	- 54.5%
Closed Sales	17	8	- 52.9%	108	44	- 59.3%
Median Sales Price*	\$699,000	<b>\$1,420,000</b>	+ 103.1%	\$861,250	<b>\$842,500</b>	- 2.2%
Inventory of Homes for Sale	183	84	- 54.1%	--	--	--
Months Supply of Inventory	11.6	9.4	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	83	211	+ 154.2%	109	190	+ 74.3%
Percent of Original List Price Received*	93.0%	95.9%	+ 3.1%	92.8%	92.6%	- 0.2%
New Listings	15	12	- 20.0%	240	119	- 50.4%

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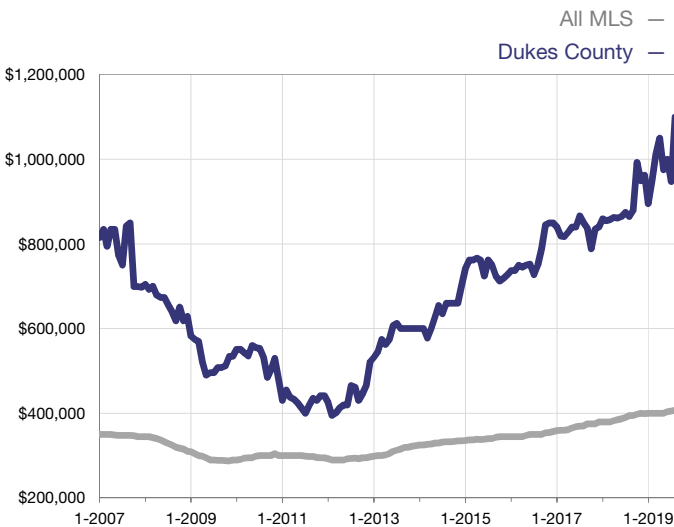
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	1	0.0%	8	6	- 25.0%
Closed Sales	1	1	0.0%	6	6	0.0%
Median Sales Price*	\$151,000	<b>\$565,000</b>	+ 274.2%	\$145,575	<b>\$595,000</b>	+ 308.7%
Inventory of Homes for Sale	11	3	- 72.7%	--	--	--
Months Supply of Inventory	7.3	1.8	- 75.3%	--	--	--
Cumulative Days on Market Until Sale	0	85	--	30	141	+ 370.0%
Percent of Original List Price Received*	88.9%	96.6%	+ 8.7%	90.8%	98.7%	+ 8.7%
New Listings	0	0	--	16	9	- 43.8%

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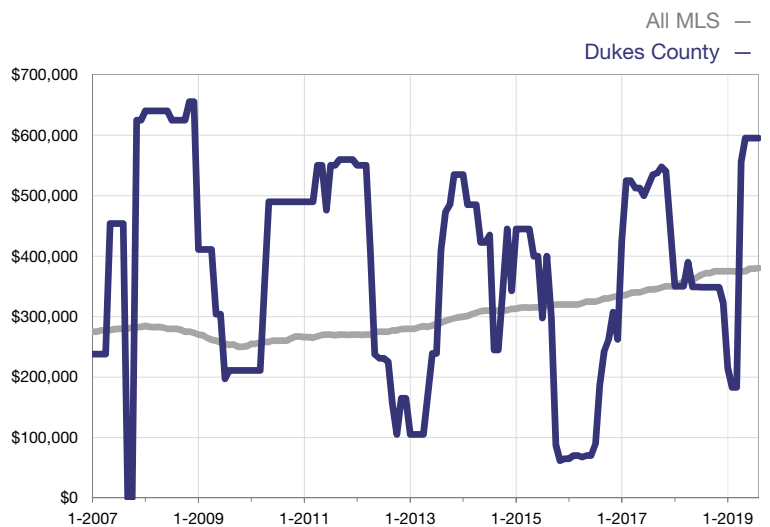
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Essex County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	563	<b>608</b>	+ 8.0%	4,303	<b>4,614</b>	+ 7.2%
Closed Sales	730	<b>742</b>	+ 1.6%	4,060	<b>4,185</b>	+ 3.1%
Median Sales Price*	\$469,950	<b>\$500,000</b>	+ 6.4%	\$455,000	<b>\$475,000</b>	+ 4.4%
Inventory of Homes for Sale	1,400	<b>1,059</b>	- 24.4%	--	--	--
Months Supply of Inventory	2.7	<b>2.0</b>	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	45	<b>41</b>	- 8.9%	51	<b>51</b>	0.0%
Percent of Original List Price Received*	98.6%	<b>98.3%</b>	- 0.3%	98.7%	<b>97.9%</b>	- 0.8%
New Listings	663	<b>634</b>	- 4.4%	5,635	<b>5,650</b>	+ 0.3%

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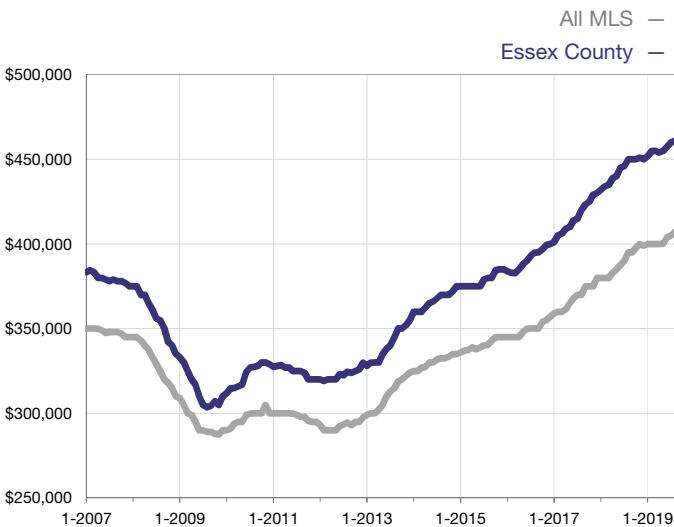
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	246	<b>258</b>	+ 4.9%	2,021	<b>2,058</b>	+ 1.8%
Closed Sales	303	<b>296</b>	- 2.3%	1,921	<b>1,870</b>	- 2.7%
Median Sales Price*	\$295,000	<b>\$310,000</b>	+ 5.1%	\$295,000	<b>\$310,000</b>	+ 5.1%
Inventory of Homes for Sale	494	<b>420</b>	- 15.0%	--	--	--
Months Supply of Inventory	2.1	<b>1.8</b>	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	47	<b>44</b>	- 6.4%	47	<b>49</b>	+ 4.3%
Percent of Original List Price Received*	99.5%	<b>98.7%</b>	- 0.8%	99.5%	<b>98.6%</b>	- 0.9%
New Listings	296	<b>270</b>	- 8.8%	2,464	<b>2,438</b>	- 1.1%

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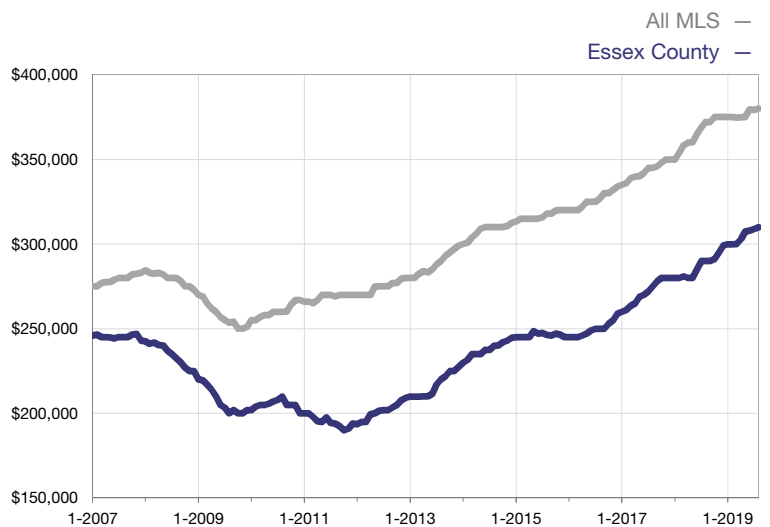
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – August 2019

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## Franklin County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	70	56	- 20.0%	422	444	+ 5.2%
Closed Sales	73	68	- 6.8%	374	397	+ 6.1%
Median Sales Price*	\$220,000	<b>\$227,250</b>	+ 3.3%	\$205,000	<b>\$224,000</b>	+ 9.3%
Inventory of Homes for Sale	234	214	- 8.5%	--	--	--
Months Supply of Inventory	4.7	4.2	- 10.6%	--	--	--
Cumulative Days on Market Until Sale	68	79	+ 16.2%	100	89	- 11.0%
Percent of Original List Price Received*	94.9%	94.8%	- 0.1%	94.9%	94.2%	- 0.7%
New Listings	63	66	+ 4.8%	573	588	+ 2.6%

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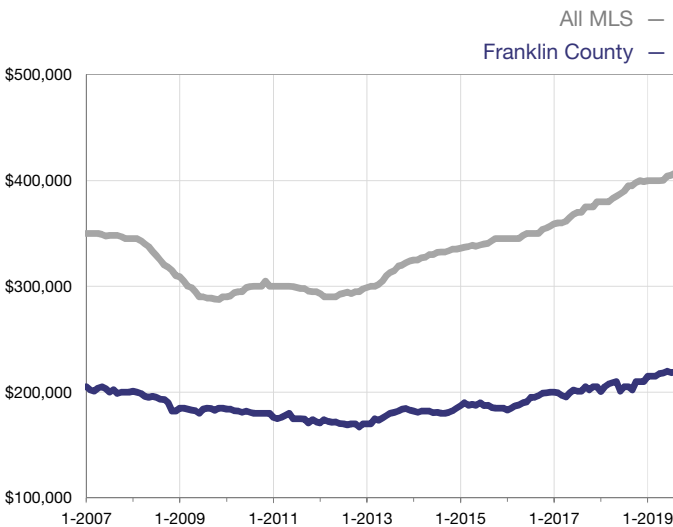
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	6	3	- 50.0%	28	30	+ 7.1%
Closed Sales	5	5	0.0%	17	28	+ 64.7%
Median Sales Price*	\$182,000	<b>\$230,000</b>	+ 26.4%	\$173,000	<b>\$200,000</b>	+ 15.6%
Inventory of Homes for Sale	18	12	- 33.3%	--	--	--
Months Supply of Inventory	4.7	2.9	- 38.3%	--	--	--
Cumulative Days on Market Until Sale	83	46	- 44.6%	64	104	+ 62.5%
Percent of Original List Price Received*	96.2%	93.5%	- 2.8%	98.4%	95.6%	- 2.8%
New Listings	11	5	- 54.5%	36	33	- 8.3%

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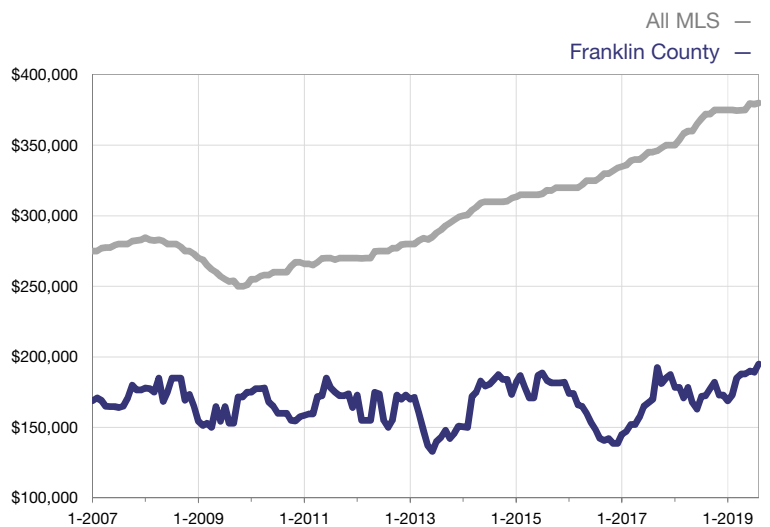
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Hampden County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	368	<b>447</b>	+ 21.5%	2,913	<b>3,078</b>	+ 5.7%
Closed Sales	438	<b>428</b>	- 2.3%	2,748	<b>2,749</b>	+ 0.0%
Median Sales Price*	\$200,000	<b>\$211,500</b>	+ 5.8%	\$200,000	<b>\$210,000</b>	+ 5.0%
Inventory of Homes for Sale	1,276	<b>852</b>	- 33.2%	--	--	--
Months Supply of Inventory	3.7	<b>2.5</b>	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	50	<b>48</b>	- 4.0%	60	<b>62</b>	+ 3.3%
Percent of Original List Price Received*	96.9%	<b>97.3%</b>	+ 0.4%	96.6%	<b>96.8%</b>	+ 0.2%
New Listings	528	<b>496</b>	- 6.1%	3,975	<b>3,813</b>	- 4.1%

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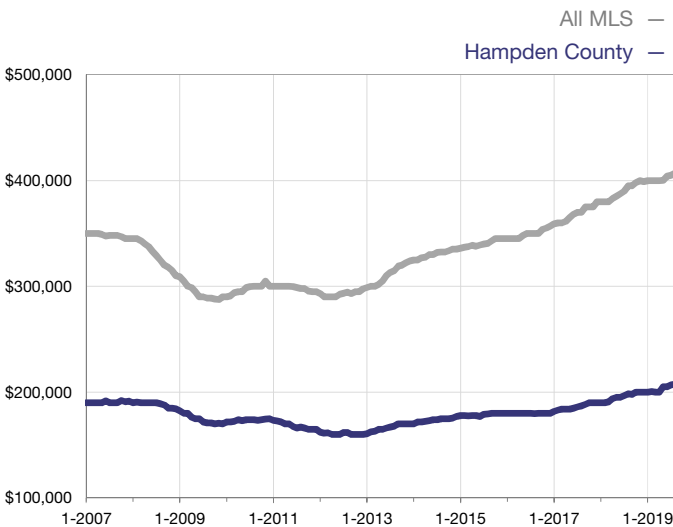
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	41	<b>50</b>	+ 22.0%	386	<b>413</b>	+ 7.0%
Closed Sales	60	<b>53</b>	- 11.7%	365	<b>381</b>	+ 4.4%
Median Sales Price*	\$150,500	<b>\$152,500</b>	+ 1.3%	\$140,000	<b>\$144,950</b>	+ 3.5%
Inventory of Homes for Sale	150	<b>105</b>	- 30.0%	--	--	--
Months Supply of Inventory	3.2	<b>2.3</b>	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	70	<b>54</b>	- 22.9%	84	<b>71</b>	- 15.5%
Percent of Original List Price Received*	95.6%	<b>97.0%</b>	+ 1.5%	96.3%	<b>96.2%</b>	- 0.1%
New Listings	69	<b>57</b>	- 17.4%	460	<b>474</b>	+ 3.0%

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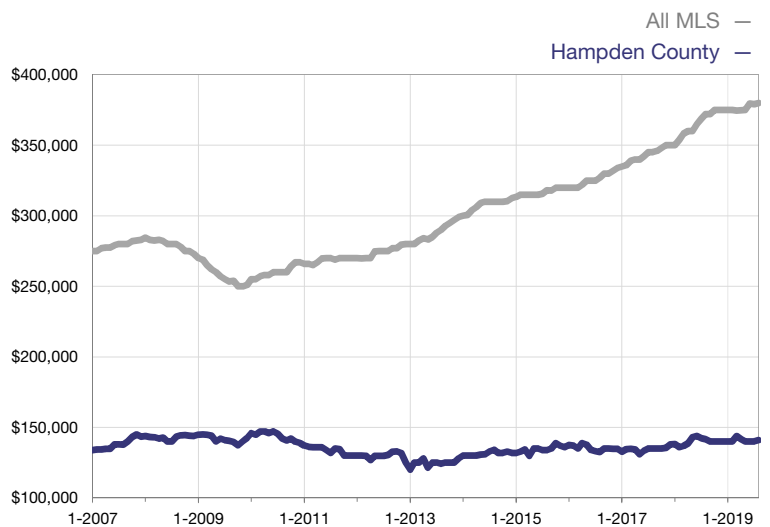
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – August 2019

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## Hampshire County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	113	<b>137</b>	+ 21.2%	906	<b>948</b>	+ 4.6%
Closed Sales	163	<b>157</b>	- 3.7%	882	<b>809</b>	- 8.3%
Median Sales Price*	\$317,500	<b>\$312,000</b>	- 1.7%	\$285,000	<b>\$296,500</b>	+ 4.0%
Inventory of Homes for Sale	463	<b>400</b>	- 13.6%	--	--	--
Months Supply of Inventory	4.2	<b>4.0</b>	- 4.8%	--	--	--
Cumulative Days on Market Until Sale	63	<b>67</b>	+ 6.3%	79	<b>82</b>	+ 3.8%
Percent of Original List Price Received*	96.4%	<b>96.8%</b>	+ 0.4%	95.9%	<b>95.8%</b>	- 0.1%
New Listings	123	<b>155</b>	+ 26.0%	1,253	<b>1,253</b>	0.0%

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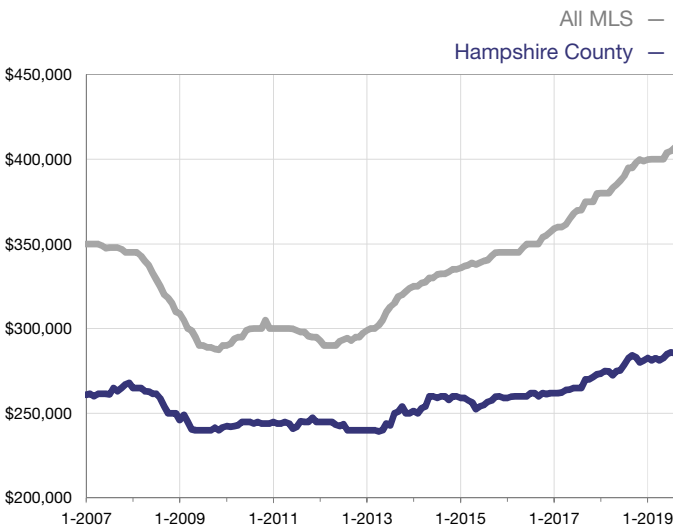
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	22	<b>18</b>	- 18.2%	210	<b>203</b>	- 3.3%
Closed Sales	30	<b>32</b>	+ 6.7%	190	<b>186</b>	- 2.1%
Median Sales Price*	\$188,000	<b>\$244,000</b>	+ 29.8%	\$201,500	<b>\$239,000</b>	+ 18.6%
Inventory of Homes for Sale	83	<b>56</b>	- 32.5%	--	--	--
Months Supply of Inventory	3.3	<b>2.3</b>	- 30.3%	--	--	--
Cumulative Days on Market Until Sale	54	<b>91</b>	+ 68.5%	89	<b>73</b>	- 18.0%
Percent of Original List Price Received*	98.8%	<b>97.6%</b>	- 1.2%	98.3%	<b>97.6%</b>	- 0.7%
New Listings	25	<b>25</b>	0.0%	244	<b>227</b>	- 7.0%

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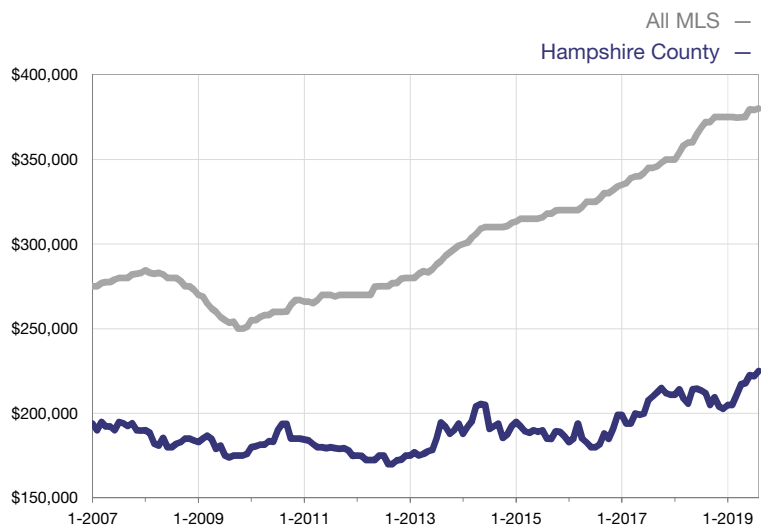
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – August 2019

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## Middlesex County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	879	<b>923</b>	+ 5.0%	7,787	<b>8,067</b>	+ 3.6%
Closed Sales	1,374	<b>1,256</b>	- 8.6%	7,390	<b>7,500</b>	+ 1.5%
Median Sales Price*	\$600,000	<b>\$598,500</b>	- 0.2%	\$580,000	<b>\$585,000</b>	+ 0.9%
Inventory of Homes for Sale	2,015	<b>1,735</b>	- 13.9%	--	--	--
Months Supply of Inventory	2.2	<b>1.9</b>	- 13.6%	--	--	--
Cumulative Days on Market Until Sale	39	<b>41</b>	+ 5.1%	41	<b>47</b>	+ 14.6%
Percent of Original List Price Received*	99.4%	<b>98.7%</b>	- 0.7%	100.2%	<b>98.8%</b>	- 1.4%
New Listings	1,074	<b>923</b>	- 14.1%	9,882	<b>10,071</b>	+ 1.9%

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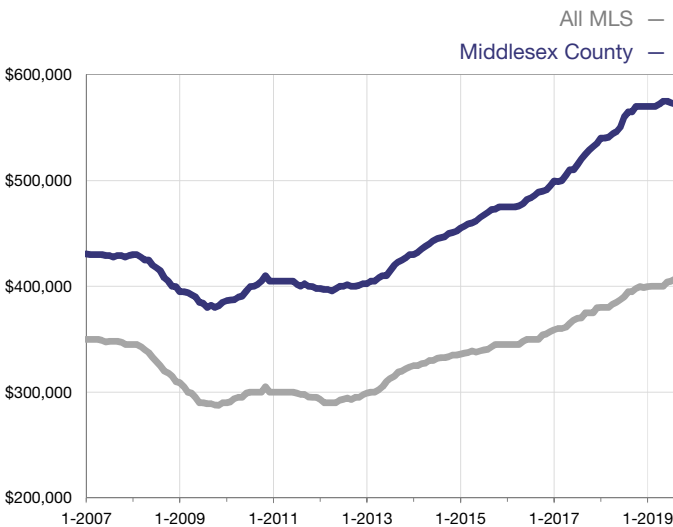
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	456	<b>459</b>	+ 0.7%	4,096	<b>4,247</b>	+ 3.7%
Closed Sales	675	<b>593</b>	- 12.1%	3,973	<b>3,852</b>	- 3.0%
Median Sales Price*	\$475,000	<b>\$490,000</b>	+ 3.2%	\$459,500	<b>\$485,000</b>	+ 5.5%
Inventory of Homes for Sale	736	<b>744</b>	+ 1.1%	--	--	--
Months Supply of Inventory	1.5	<b>1.6</b>	+ 6.7%	--	--	--
Cumulative Days on Market Until Sale	32	<b>37</b>	+ 15.6%	35	<b>41</b>	+ 17.1%
Percent of Original List Price Received*	100.9%	<b>99.7%</b>	- 1.2%	101.6%	<b>99.7%</b>	- 1.9%
New Listings	537	<b>472</b>	- 12.1%	4,845	<b>5,101</b>	+ 5.3%

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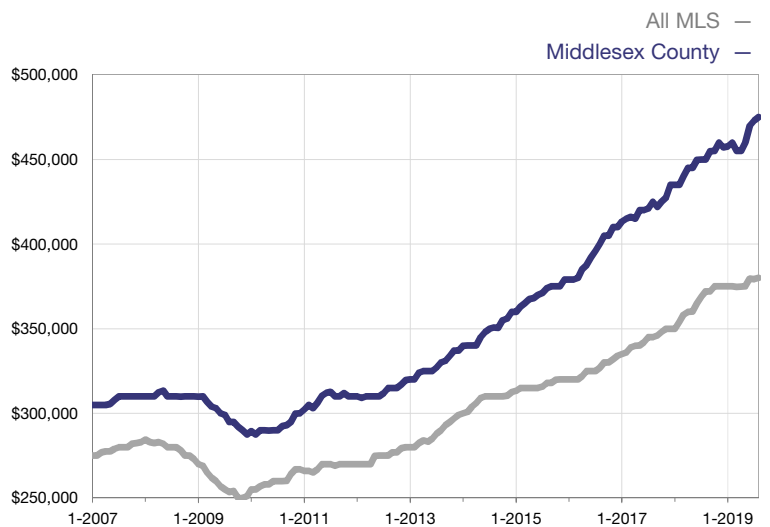
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – August 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Nantucket County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	7	15	+ 114.3%	28	40	+ 42.9%
Closed Sales	3	6	+ 100.0%	24	28	+ 16.7%
Median Sales Price*	\$1,935,000	\$1,400,000	- 27.6%	\$1,842,500	\$1,500,000	- 18.6%
Inventory of Homes for Sale	81	57	- 29.6%	--	--	--
Months Supply of Inventory	18.3	11.2	- 38.8%	--	--	--
Cumulative Days on Market Until Sale	242	92	- 62.0%	125	100	- 20.0%
Percent of Original List Price Received*	90.3%	95.4%	+ 5.6%	91.6%	93.3%	+ 1.9%
New Listings	23	8	- 65.2%	102	84	- 17.6%

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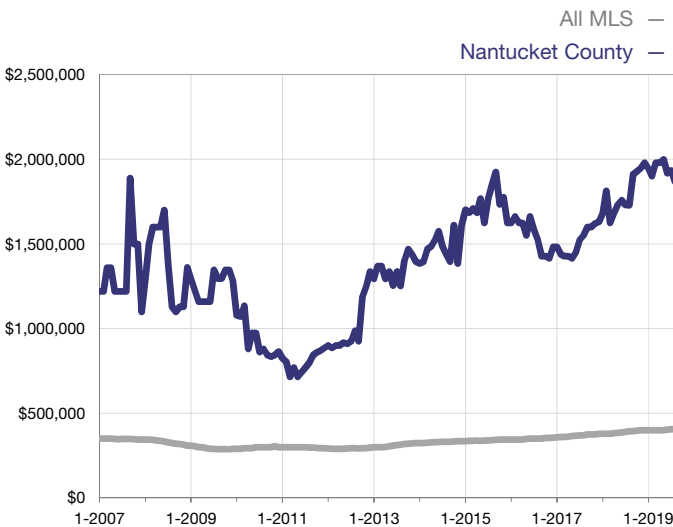
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	0	--	3	2	- 33.3%
Closed Sales	0	0	--	3	1	- 66.7%
Median Sales Price*	\$0	\$0	--	\$707,000	\$285,000	- 59.7%
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	1.7	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	50	82	+ 64.0%
Percent of Original List Price Received*	0.0%	0.0%	--	97.1%	90.5%	- 6.8%
New Listings	2	0	- 100.0%	9	2	- 77.8%

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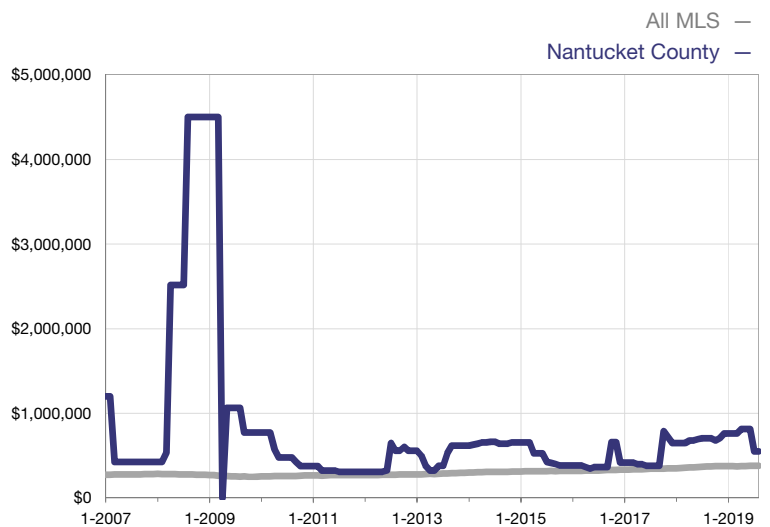
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – August 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Norfolk County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	483	<b>543</b>	+ 12.4%	4,486	<b>4,424</b>	- 1.4%
Closed Sales	771	<b>698</b>	- 9.5%	4,260	<b>4,045</b>	- 5.0%
Median Sales Price*	\$524,450	<b>\$545,000</b>	+ 3.9%	\$525,000	<b>\$539,950</b>	+ 2.8%
Inventory of Homes for Sale	1,296	<b>1,057</b>	- 18.4%	--	--	--
Months Supply of Inventory	2.5	<b>2.1</b>	- 16.0%	--	--	--
Cumulative Days on Market Until Sale	39	<b>46</b>	+ 17.9%	46	<b>51</b>	+ 10.9%
Percent of Original List Price Received*	98.8%	<b>97.7%</b>	- 1.1%	99.0%	<b>98.0%</b>	- 1.0%
New Listings	621	<b>547</b>	- 11.9%	5,818	<b>5,699</b>	- 2.0%

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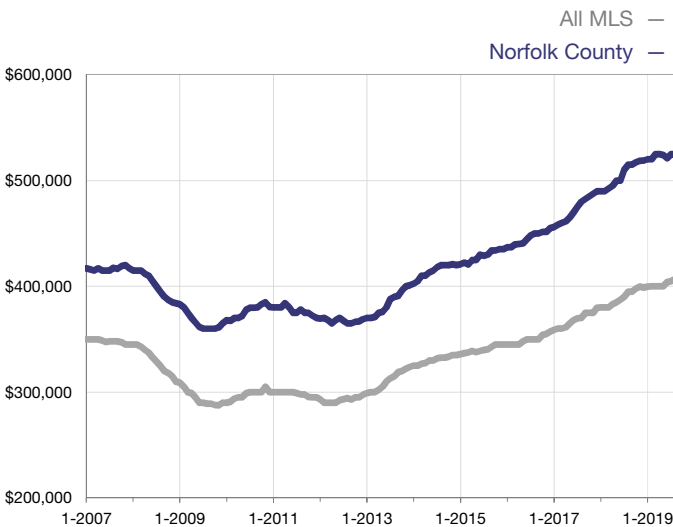
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	183	<b>222</b>	+ 21.3%	1,725	<b>1,862</b>	+ 7.9%
Closed Sales	268	<b>250</b>	- 6.7%	1,597	<b>1,610</b>	+ 0.8%
Median Sales Price*	\$368,000	<b>\$405,750</b>	+ 10.3%	\$377,500	<b>\$410,500</b>	+ 8.7%
Inventory of Homes for Sale	428	<b>458</b>	+ 7.0%	--	--	--
Months Supply of Inventory	2.2	<b>2.3</b>	+ 4.5%	--	--	--
Cumulative Days on Market Until Sale	33	<b>45</b>	+ 36.4%	40	<b>47</b>	+ 17.5%
Percent of Original List Price Received*	100.0%	<b>98.3%</b>	- 1.7%	100.1%	<b>99.1%</b>	- 1.0%
New Listings	284	<b>242</b>	- 14.8%	2,157	<b>2,410</b>	+ 11.7%

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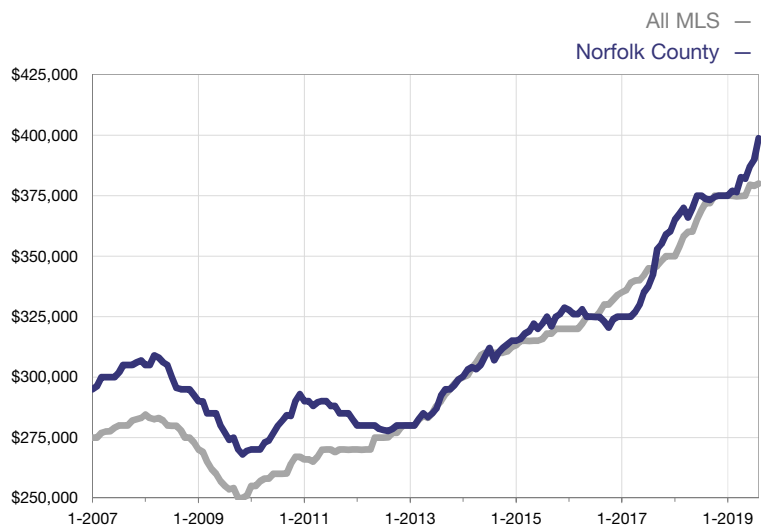
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – August 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Plymouth County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	541	<b>607</b>	+ 12.2%	4,338	<b>4,476</b>	+ 3.2%
Closed Sales	700	<b>690</b>	- 1.4%	4,057	<b>3,995</b>	- 1.5%
Median Sales Price*	\$399,900	<b>\$408,500</b>	+ 2.2%	\$385,000	<b>\$399,000</b>	+ 3.6%
Inventory of Homes for Sale	1,808	<b>1,542</b>	- 14.7%	--	--	--
Months Supply of Inventory	3.5	<b>3.1</b>	- 11.4%	--	--	--
Cumulative Days on Market Until Sale	51	<b>55</b>	+ 7.8%	61	<b>63</b>	+ 3.3%
Percent of Original List Price Received*	97.0%	<b>97.3%</b>	+ 0.3%	97.3%	<b>97.1%</b>	- 0.2%
New Listings	753	<b>716</b>	- 4.9%	5,935	<b>5,976</b>	+ 0.7%

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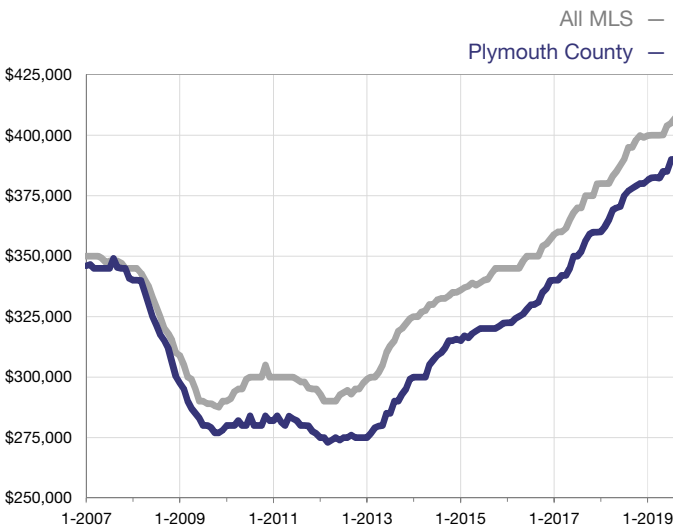
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	107	<b>109</b>	+ 1.9%	916	<b>946</b>	+ 3.3%
Closed Sales	133	<b>126</b>	- 5.3%	792	<b>909</b>	+ 14.8%
Median Sales Price*	\$300,000	<b>\$332,000</b>	+ 10.7%	\$300,000	<b>\$311,000</b>	+ 3.7%
Inventory of Homes for Sale	350	<b>288</b>	- 17.7%	--	--	--
Months Supply of Inventory	3.4	<b>2.6</b>	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	62	<b>52</b>	- 16.1%	66	<b>64</b>	- 3.0%
Percent of Original List Price Received*	98.7%	<b>98.7%</b>	0.0%	99.0%	<b>98.2%</b>	- 0.8%
New Listings	190	<b>154</b>	- 18.9%	1,229	<b>1,211</b>	- 1.5%

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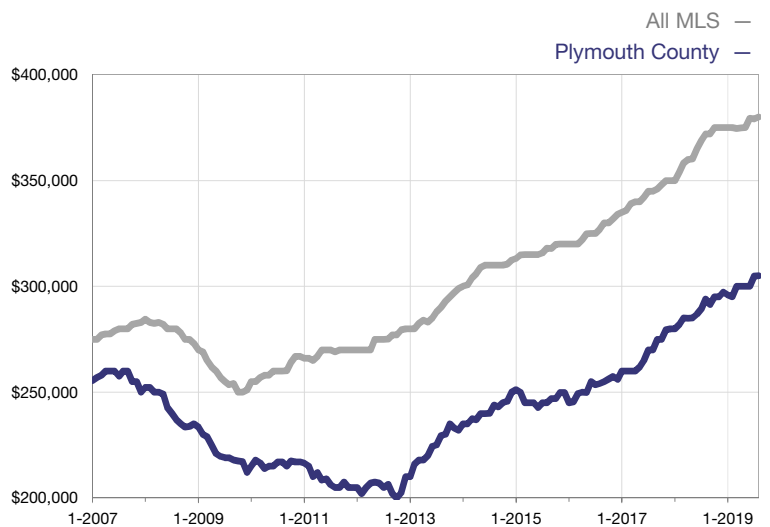
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – August 2019

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## Suffolk County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	110	<b>98</b>	- 10.9%	896	<b>921</b>	+ 2.8%
Closed Sales	147	<b>136</b>	- 7.5%	862	<b>837</b>	- 2.9%
Median Sales Price*	\$558,000	<b>\$591,500</b>	+ 6.0%	\$558,500	<b>\$595,000</b>	+ 6.5%
Inventory of Homes for Sale	221	<b>148</b>	- 33.0%	--	--	--
Months Supply of Inventory	2.1	<b>1.4</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	35	<b>41</b>	+ 17.1%	37	<b>43</b>	+ 16.2%
Percent of Original List Price Received*	98.9%	<b>98.2%</b>	- 0.7%	100.3%	<b>98.9%</b>	- 1.4%
New Listings	131	<b>81</b>	- 38.2%	1,184	<b>1,112</b>	- 6.1%

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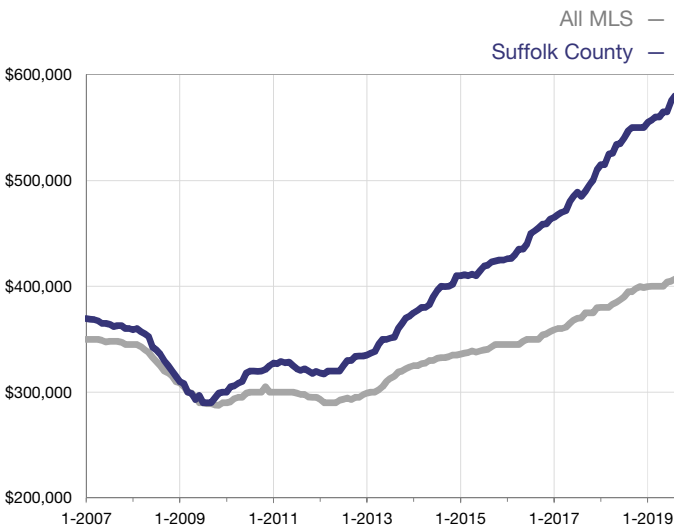
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	320	<b>364</b>	+ 13.8%	3,575	<b>3,562</b>	- 0.4%
Closed Sales	574	<b>505</b>	- 12.0%	3,556	<b>3,284</b>	- 7.6%
Median Sales Price*	\$655,000	<b>\$601,500</b>	- 8.2%	\$640,000	<b>\$620,000</b>	- 3.1%
Inventory of Homes for Sale	883	<b>940</b>	+ 6.5%	--	--	--
Months Supply of Inventory	2.1	<b>2.4</b>	+ 14.3%	--	--	--
Cumulative Days on Market Until Sale	41	<b>42</b>	+ 2.4%	41	<b>48</b>	+ 17.1%
Percent of Original List Price Received*	99.2%	<b>98.0%</b>	- 1.2%	100.2%	<b>98.3%</b>	- 1.9%
New Listings	415	<b>405</b>	- 2.4%	4,642	<b>4,868</b>	+ 4.9%

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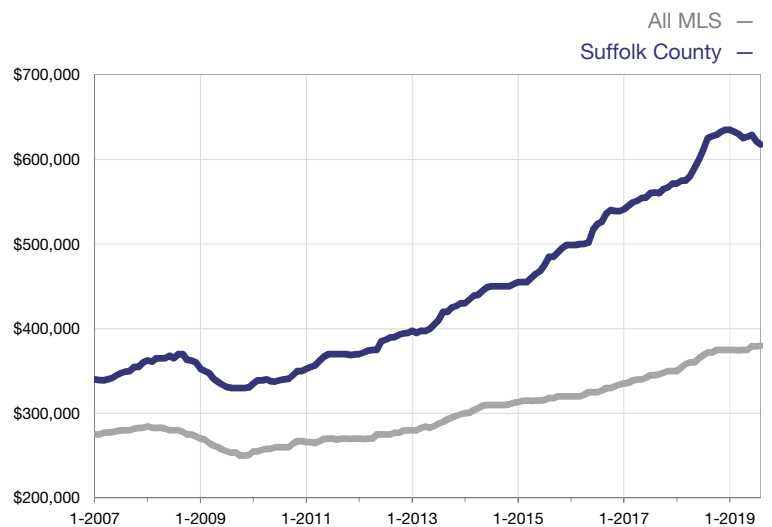
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – August 2019

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## Worcester County

### Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	778	851	+ 9.4%	5,908	6,000	+ 1.6%
Closed Sales	908	905	- 0.3%	5,488	5,324	- 3.0%
Median Sales Price*	\$305,000	\$320,000	+ 4.9%	\$288,750	\$303,500	+ 5.1%
Inventory of Homes for Sale	2,423	1,800	- 25.7%	--	--	--
Months Supply of Inventory	3.4	2.7	- 20.6%	--	--	--
Cumulative Days on Market Until Sale	44	46	+ 4.5%	56	59	+ 5.4%
Percent of Original List Price Received*	98.0%	98.1%	+ 0.1%	97.8%	97.6%	- 0.2%
New Listings	1,117	996	- 10.8%	8,002	7,677	- 4.1%

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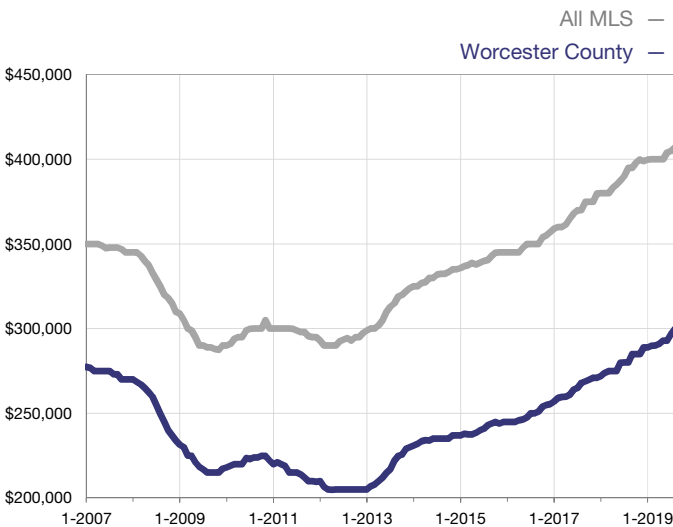
### Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	159	174	+ 9.4%	1,246	1,228	- 1.4%
Closed Sales	182	183	+ 0.5%	1,138	1,079	- 5.2%
Median Sales Price*	\$217,450	\$240,000	+ 10.4%	\$210,000	\$225,750	+ 7.5%
Inventory of Homes for Sale	356	315	- 11.5%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--
Cumulative Days on Market Until Sale	41	49	+ 19.5%	55	54	- 1.8%
Percent of Original List Price Received*	98.8%	99.0%	+ 0.2%	98.6%	98.7%	+ 0.1%
New Listings	196	187	- 4.6%	1,503	1,491	- 0.8%

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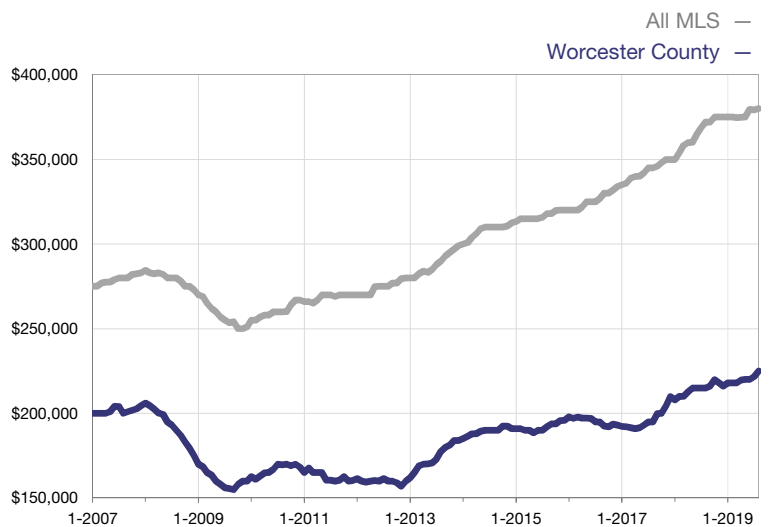
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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