

Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	449	508	+ 13.1%	3,699	3,901	+ 5.5%
Closed Sales	444	400	- 9.9%	3,528	3,563	+ 1.0%
Median Sales Price*	\$439,000	\$443,950	+ 1.1%	\$420,000	\$430,000	+ 2.4%
Inventory of Homes for Sale	2,754	2,344	- 14.9%	--	--	--
Months Supply of Inventory	6.9	5.8	- 15.9%	--	--	--
Cumulative Days on Market Until Sale	91	99	+ 8.8%	105	108	+ 2.9%
Percent of Original List Price Received*	94.8%	94.3%	- 0.5%	94.9%	94.0%	- 0.9%
New Listings	731	638	- 12.7%	5,720	5,540	- 3.1%

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

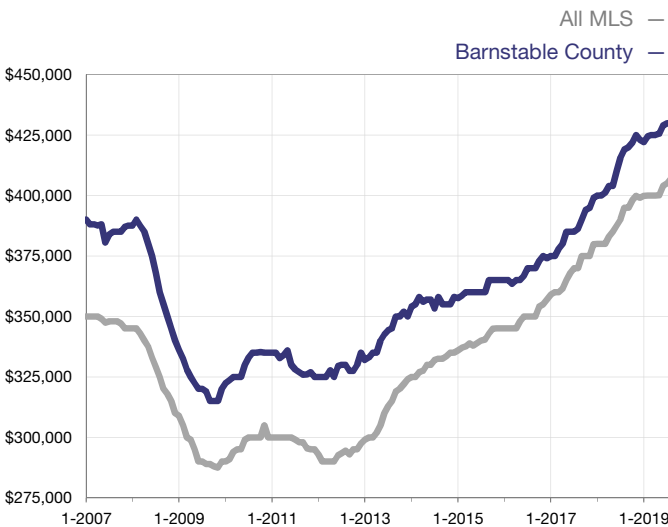
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	108	122	+ 13.0%	959	974	+ 1.6%
Closed Sales	115	132	+ 14.8%	921	866	- 6.0%
Median Sales Price*	\$272,500	\$342,500	+ 25.7%	\$280,000	\$283,600	+ 1.3%
Inventory of Homes for Sale	584	597	+ 2.2%	--	--	--
Months Supply of Inventory	5.7	6.1	+ 7.0%	--	--	--
Cumulative Days on Market Until Sale	72	108	+ 50.0%	96	105	+ 9.4%
Percent of Original List Price Received*	95.5%	94.6%	- 0.9%	95.5%	94.5%	- 1.0%
New Listings	118	165	+ 39.8%	1,325	1,419	+ 7.1%

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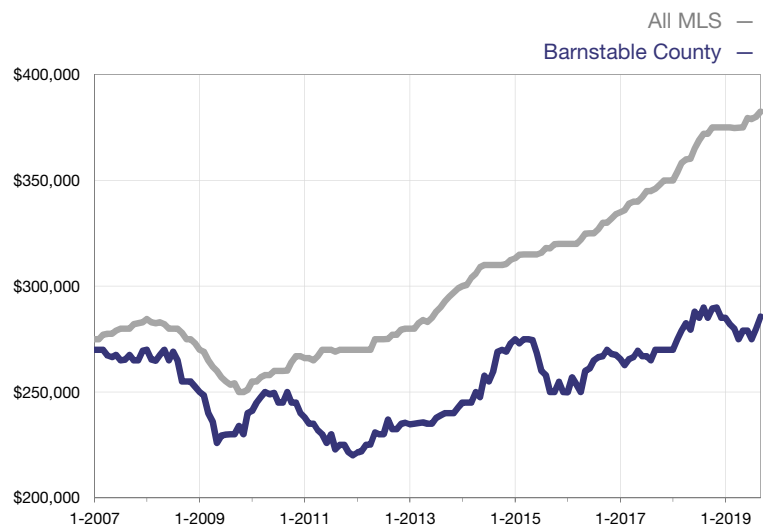
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2019

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Berkshire County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	121	107	- 11.6%	1,130	1,159	+ 2.6%
Closed Sales	141	164	+ 16.3%	1,040	1,060	+ 1.9%
Median Sales Price*	\$220,000	\$268,950	+ 22.3%	\$210,000	\$221,000	+ 5.2%
Inventory of Homes for Sale	1,112	939	- 15.6%	--	--	--
Months Supply of Inventory	9.3	7.7	- 17.2%	--	--	--
Cumulative Days on Market Until Sale	86	85	- 1.2%	108	88	- 18.5%
Percent of Original List Price Received*	92.9%	92.1%	- 0.9%	92.1%	92.5%	+ 0.4%
New Listings	177	180	+ 1.7%	1,881	1,864	- 0.9%

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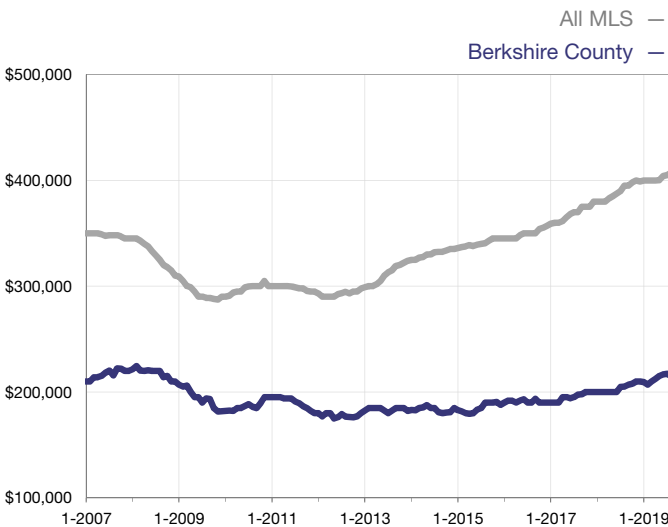
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	17	+ 30.8%	111	141	+ 27.0%
Closed Sales	21	19	- 9.5%	112	115	+ 2.7%
Median Sales Price*	\$275,000	\$205,000	- 25.5%	\$237,500	\$194,000	- 18.3%
Inventory of Homes for Sale	180	138	- 23.3%	--	--	--
Months Supply of Inventory	14.6	10.8	- 26.0%	--	--	--
Cumulative Days on Market Until Sale	74	169	+ 128.4%	139	119	- 14.4%
Percent of Original List Price Received*	93.7%	91.3%	- 2.6%	92.9%	93.0%	+ 0.1%
New Listings	22	27	+ 22.7%	198	225	+ 13.6%

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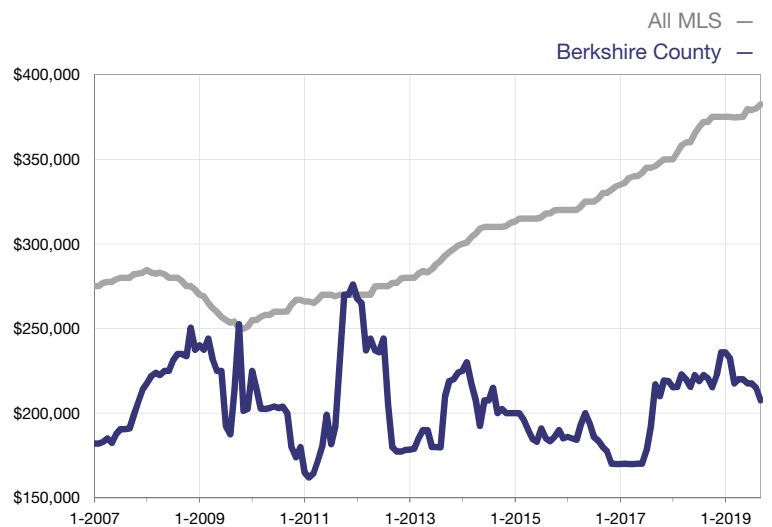
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Bristol County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	386	430	+ 11.4%	3,687	3,816	+ 3.5%
Closed Sales	415	382	- 8.0%	3,481	3,479	- 0.1%
Median Sales Price*	\$325,000	\$349,250	+ 7.5%	\$315,000	\$337,750	+ 7.2%
Inventory of Homes for Sale	1,510	1,141	- 24.4%	--	--	--
Months Supply of Inventory	3.8	2.9	- 23.7%	--	--	--
Cumulative Days on Market Until Sale	53	59	+ 11.3%	61	65	+ 6.6%
Percent of Original List Price Received*	97.3%	97.3%	0.0%	96.9%	96.8%	- 0.1%
New Listings	597	613	+ 2.7%	5,075	4,862	- 4.2%

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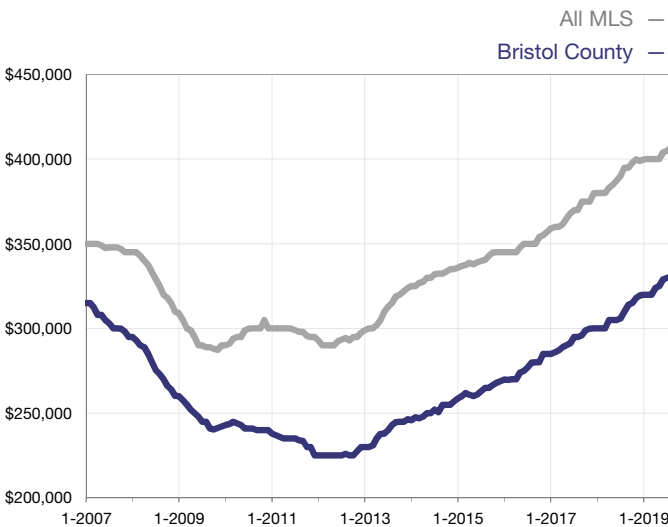
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	56	81	+ 44.6%	683	645	- 5.6%
Closed Sales	79	70	- 11.4%	658	570	- 13.4%
Median Sales Price*	\$224,450	\$237,500	+ 5.8%	\$215,000	\$229,000	+ 6.5%
Inventory of Homes for Sale	180	145	- 19.4%	--	--	--
Months Supply of Inventory	2.5	2.3	- 8.0%	--	--	--
Cumulative Days on Market Until Sale	37	79	+ 113.5%	49	61	+ 24.5%
Percent of Original List Price Received*	97.8%	96.5%	- 1.3%	97.7%	97.3%	- 0.4%
New Listings	87	106	+ 21.8%	850	798	- 6.1%

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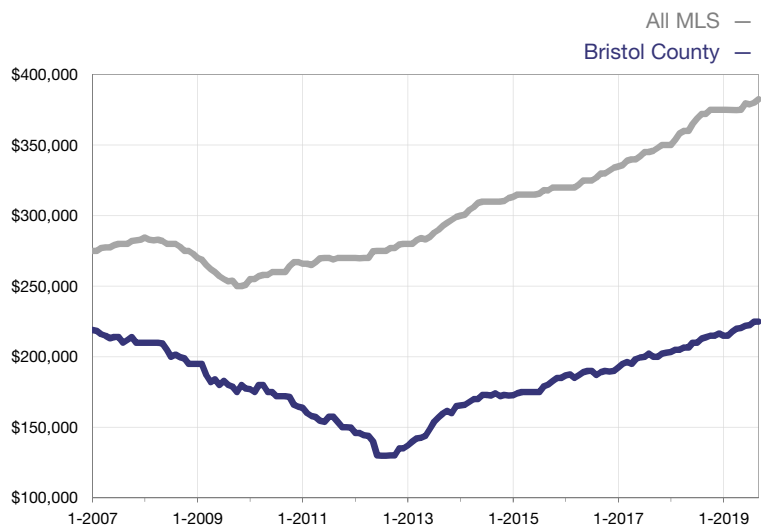
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2019

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Dukes County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	19	3	- 84.2%	131	53	- 59.5%
Closed Sales	16	5	- 68.8%	124	49	- 60.5%
Median Sales Price*	\$1,785,000	\$757,500	- 57.6%	\$907,500	\$835,000	- 8.0%
Inventory of Homes for Sale	152	91	- 40.1%	--	--	--
Months Supply of Inventory	10.0	11.4	+ 14.0%	--	--	--
Cumulative Days on Market Until Sale	138	77	- 44.2%	113	179	+ 58.4%
Percent of Original List Price Received*	88.4%	92.5%	+ 4.6%	92.2%	92.5%	+ 0.3%
New Listings	16	14	- 12.5%	256	133	- 48.0%

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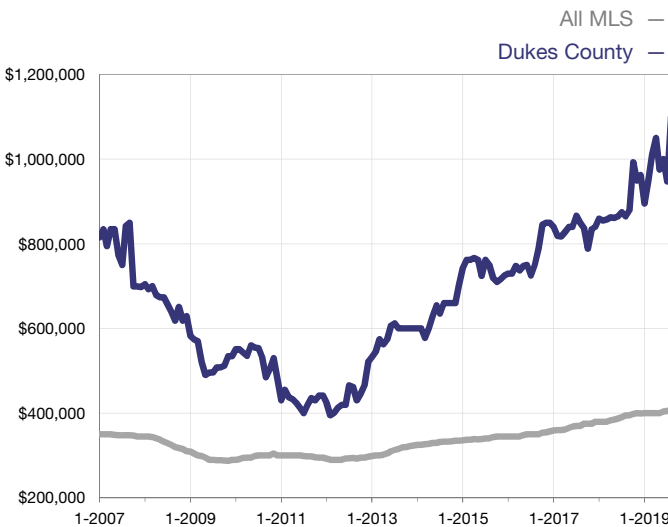
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	1	--	8	7	- 12.5%
Closed Sales	2	0	- 100.0%	8	6	- 25.0%
Median Sales Price*	\$517,000	\$0	- 100.0%	\$183,000	\$595,000	+ 225.1%
Inventory of Homes for Sale	9	2	- 77.8%	--	--	--
Months Supply of Inventory	5.8	1.3	- 77.6%	--	--	--
Cumulative Days on Market Until Sale	203	0	- 100.0%	79	141	+ 78.5%
Percent of Original List Price Received*	89.1%	0.0%	- 100.0%	90.3%	98.7%	+ 9.3%
New Listings	0	0	--	16	9	- 43.8%

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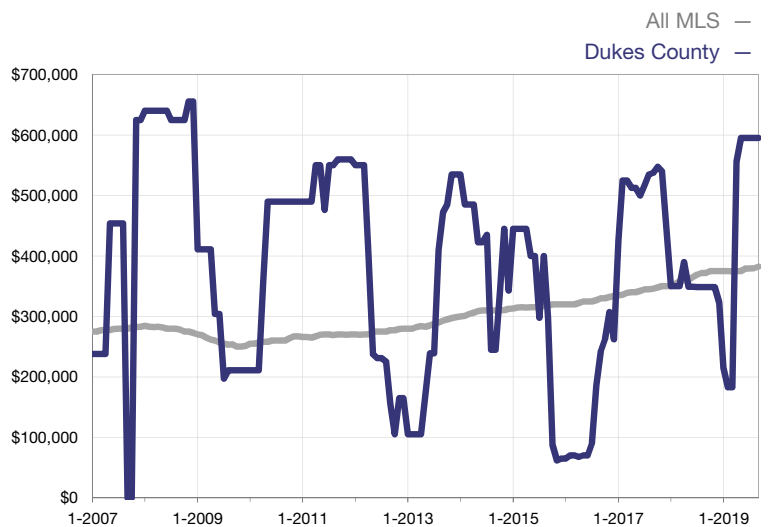
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Essex County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	473	602	+ 27.3%	4,775	5,170	+ 8.3%
Closed Sales	510	538	+ 5.5%	4,571	4,730	+ 3.5%
Median Sales Price*	\$458,000	\$470,000	+ 2.6%	\$455,000	\$475,000	+ 4.4%
Inventory of Homes for Sale	1,599	1,119	- 30.0%	--	--	--
Months Supply of Inventory	3.1	2.1	- 32.3%	--	--	--
Cumulative Days on Market Until Sale	47	49	+ 4.3%	51	51	0.0%
Percent of Original List Price Received*	97.3%	97.8%	+ 0.5%	98.5%	97.9%	- 0.6%
New Listings	796	781	- 1.9%	6,432	6,429	- 0.0%

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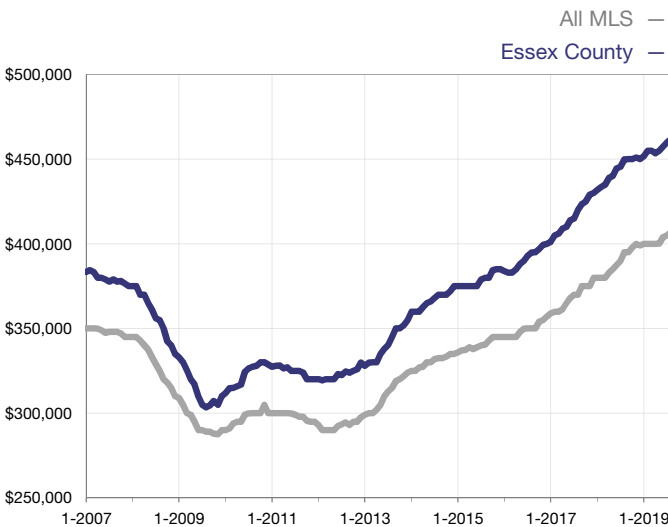
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	221	267	+ 20.8%	2,243	2,305	+ 2.8%
Closed Sales	218	254	+ 16.5%	2,138	2,130	- 0.4%
Median Sales Price*	\$286,050	\$336,000	+ 17.5%	\$295,000	\$314,000	+ 6.4%
Inventory of Homes for Sale	562	468	- 16.7%	--	--	--
Months Supply of Inventory	2.4	2.0	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	37	50	+ 35.1%	46	49	+ 6.5%
Percent of Original List Price Received*	99.7%	99.0%	- 0.7%	99.5%	98.7%	- 0.8%
New Listings	336	347	+ 3.3%	2,797	2,778	- 0.7%

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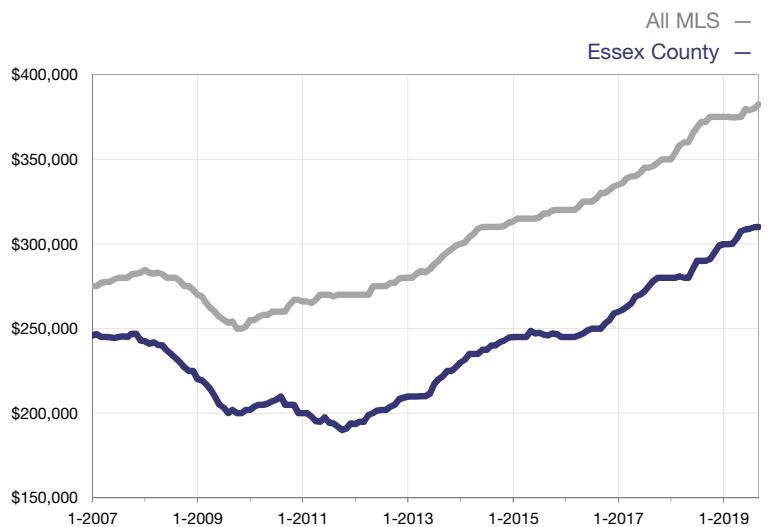
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Franklin County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	38	62	+ 63.2%	460	499	+ 8.5%
Closed Sales	63	55	- 12.7%	438	454	+ 3.7%
Median Sales Price*	\$200,000	\$230,000	+ 15.0%	\$205,000	\$225,000	+ 9.8%
Inventory of Homes for Sale	252	210	- 16.7%	--	--	--
Months Supply of Inventory	5.1	4.2	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	64	86	+ 34.4%	95	89	- 6.3%
Percent of Original List Price Received*	94.5%	94.6%	+ 0.1%	94.8%	94.3%	- 0.5%
New Listings	69	72	+ 4.3%	644	657	+ 2.0%

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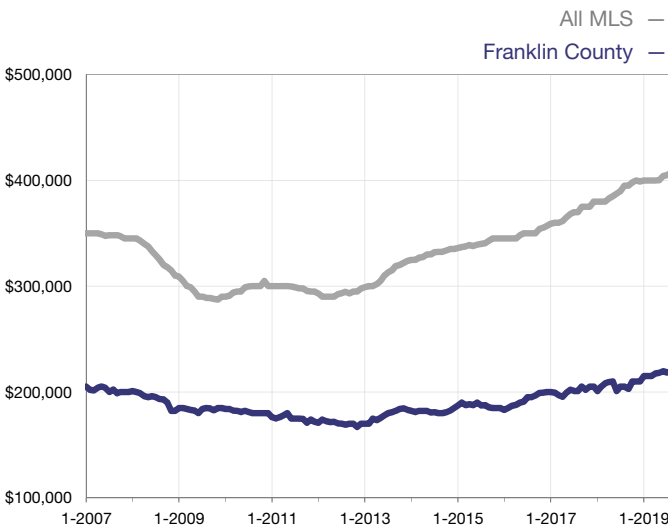
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	5	+ 25.0%	32	35	+ 9.4%
Closed Sales	3	4	+ 33.3%	20	32	+ 60.0%
Median Sales Price*	\$200,000	\$271,750	+ 35.9%	\$185,000	\$206,750	+ 11.8%
Inventory of Homes for Sale	16	11	- 31.3%	--	--	--
Months Supply of Inventory	5.0	2.6	- 48.0%	--	--	--
Cumulative Days on Market Until Sale	109	42	- 61.5%	71	96	+ 35.2%
Percent of Original List Price Received*	99.0%	97.4%	- 1.6%	98.5%	95.8%	- 2.7%
New Listings	2	4	+ 100.0%	38	37	- 2.6%

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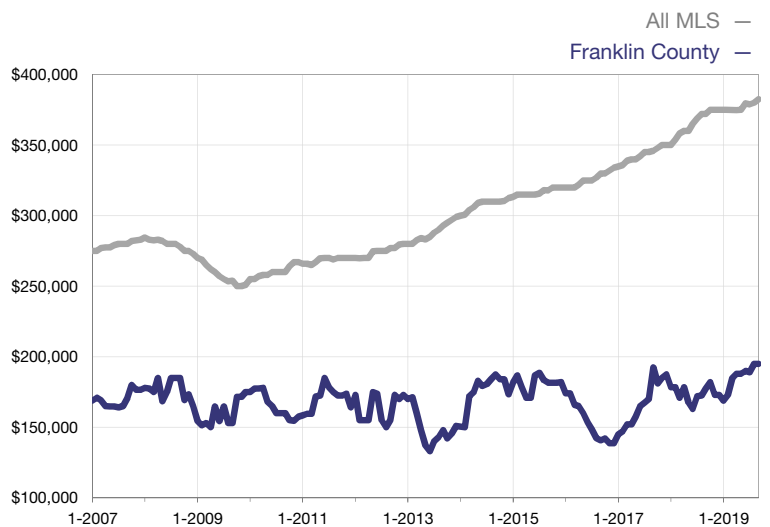
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Hampden County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	325	418	+ 28.6%	3,237	3,446	+ 6.5%
Closed Sales	359	371	+ 3.3%	3,108	3,127	+ 0.6%
Median Sales Price*	\$198,000	\$214,000	+ 8.1%	\$200,000	\$210,000	+ 5.0%
Inventory of Homes for Sale	1,277	891	- 30.2%	--	--	--
Months Supply of Inventory	3.7	2.6	- 29.7%	--	--	--
Cumulative Days on Market Until Sale	53	50	- 5.7%	59	60	+ 1.7%
Percent of Original List Price Received*	96.3%	97.8%	+ 1.6%	96.5%	96.9%	+ 0.4%
New Listings	443	499	+ 12.6%	4,419	4,309	- 2.5%

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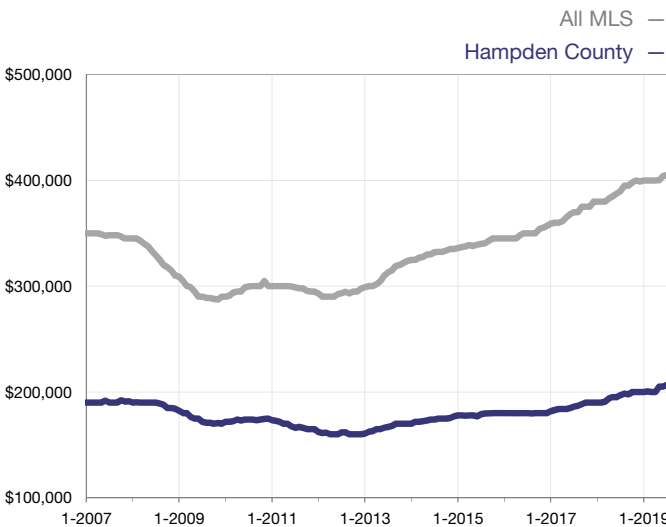
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	40	46	+ 15.0%	426	454	+ 6.6%
Closed Sales	47	55	+ 17.0%	412	436	+ 5.8%
Median Sales Price*	\$141,500	\$142,500	+ 0.7%	\$140,000	\$144,000	+ 2.9%
Inventory of Homes for Sale	161	103	- 36.0%	--	--	--
Months Supply of Inventory	3.5	2.2	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	58	64	+ 10.3%	81	70	- 13.6%
Percent of Original List Price Received*	95.7%	97.1%	+ 1.5%	96.2%	96.3%	+ 0.1%
New Listings	63	46	- 27.0%	523	520	- 0.6%

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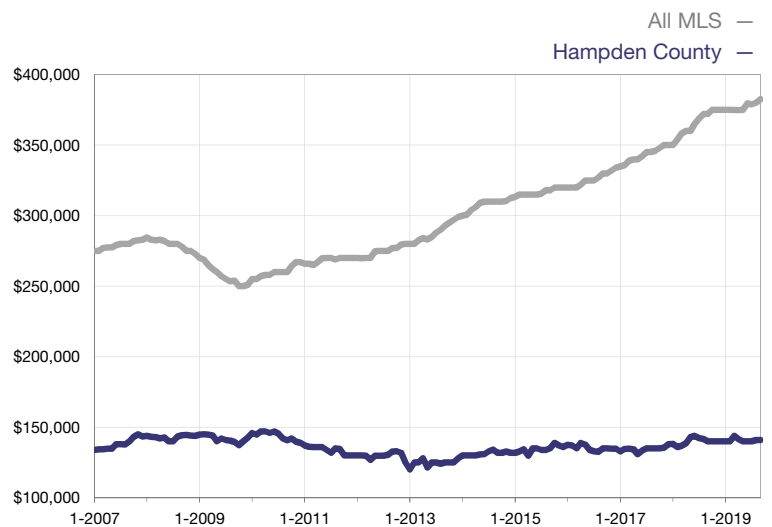
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Hampshire County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	79	129	+ 63.3%	985	1,065	+ 8.1%
Closed Sales	88	117	+ 33.0%	970	926	- 4.5%
Median Sales Price*	\$295,000	\$312,500	+ 5.9%	\$286,000	\$297,250	+ 3.9%
Inventory of Homes for Sale	493	369	- 25.2%	--	--	--
Months Supply of Inventory	4.6	3.6	- 21.7%	--	--	--
Cumulative Days on Market Until Sale	113	58	- 48.7%	82	79	- 3.7%
Percent of Original List Price Received*	93.2%	95.6%	+ 2.6%	95.7%	95.8%	+ 0.1%
New Listings	134	140	+ 4.5%	1,388	1,390	+ 0.1%

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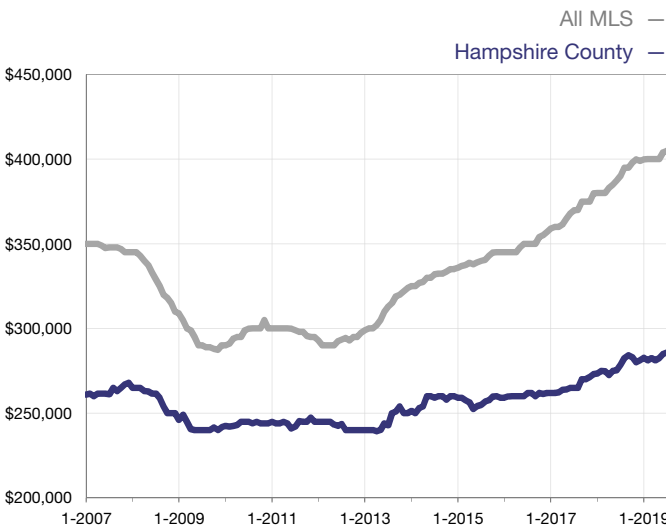
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	24	21	- 12.5%	234	222	- 5.1%
Closed Sales	32	23	- 28.1%	222	210	- 5.4%
Median Sales Price*	\$246,700	\$230,000	- 6.8%	\$204,000	\$237,000	+ 16.2%
Inventory of Homes for Sale	77	58	- 24.7%	--	--	--
Months Supply of Inventory	3.2	2.5	- 21.9%	--	--	--
Cumulative Days on Market Until Sale	70	45	- 35.7%	86	70	- 18.6%
Percent of Original List Price Received*	97.3%	100.1%	+ 2.9%	98.2%	97.8%	- 0.4%
New Listings	27	24	- 11.1%	271	251	- 7.4%

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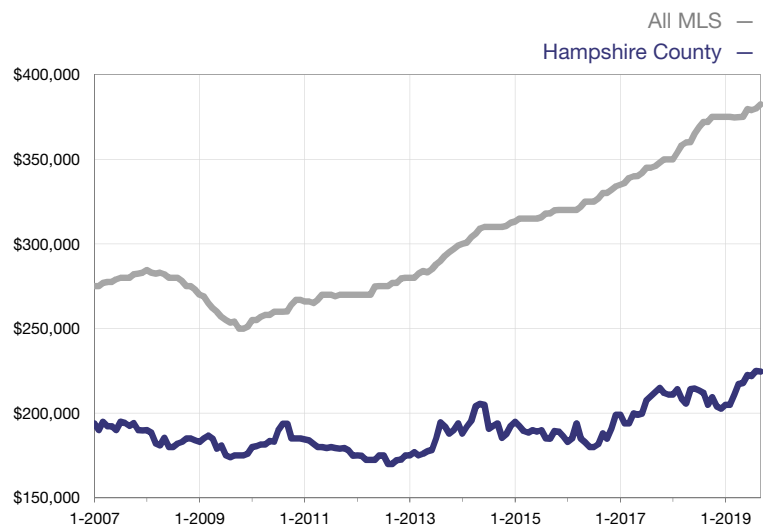
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2019

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Middlesex County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	860	953	+ 10.8%	8,645	8,954	+ 3.6%
Closed Sales	832	887	+ 6.6%	8,220	8,398	+ 2.2%
Median Sales Price*	\$548,000	\$569,000	+ 3.8%	\$577,750	\$580,000	+ 0.4%
Inventory of Homes for Sale	2,393	2,096	- 12.4%	--	--	--
Months Supply of Inventory	2.6	2.3	- 11.5%	--	--	--
Cumulative Days on Market Until Sale	39	47	+ 20.5%	41	47	+ 14.6%
Percent of Original List Price Received*	98.9%	98.1%	- 0.8%	100.0%	98.7%	- 1.3%
New Listings	1,499	1,512	+ 0.9%	11,377	11,565	+ 1.7%

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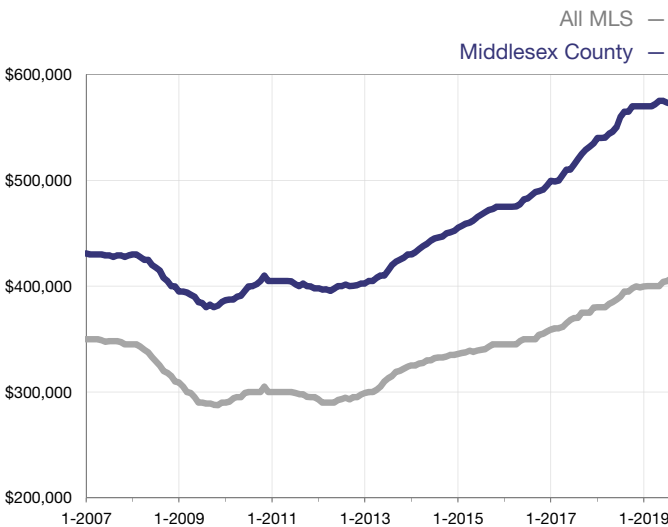
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	433	517	+ 19.4%	4,530	4,739	+ 4.6%
Closed Sales	380	417	+ 9.7%	4,355	4,280	- 1.7%
Median Sales Price*	\$416,000	\$450,000	+ 8.2%	\$455,000	\$480,000	+ 5.5%
Inventory of Homes for Sale	958	950	- 0.8%	--	--	--
Months Supply of Inventory	2.0	2.0	0.0%	--	--	--
Cumulative Days on Market Until Sale	37	42	+ 13.5%	35	41	+ 17.1%
Percent of Original List Price Received*	100.2%	99.3%	- 0.9%	101.4%	99.7%	- 1.7%
New Listings	760	811	+ 6.7%	5,609	5,930	+ 5.7%

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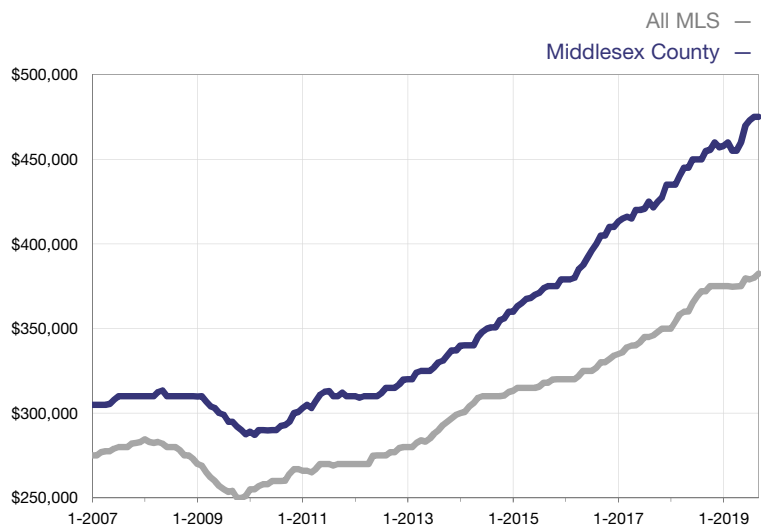
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Local Market Update – September 2019

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Nantucket County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	1	- 88.9%	37	40	+ 8.1%
Closed Sales	7	7	0.0%	31	35	+ 12.9%
Median Sales Price*	\$2,937,500	\$2,000,000	- 31.9%	\$1,960,000	\$1,550,000	- 20.9%
Inventory of Homes for Sale	72	53	- 26.4%	--	--	--
Months Supply of Inventory	16.0	10.4	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	170	138	- 18.8%	135	108	- 20.0%
Percent of Original List Price Received*	91.0%	93.5%	+ 2.7%	91.4%	93.3%	+ 2.1%
New Listings	10	5	- 50.0%	112	89	- 20.5%

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

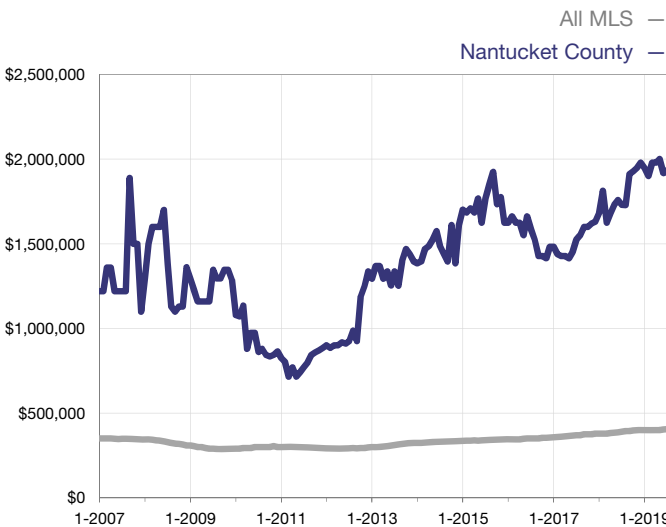
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	0	- 100.0%	4	1	- 75.0%
Closed Sales	0	0	--	3	1	- 66.7%
Median Sales Price*	\$0	\$0	--	\$707,000	\$285,000	- 59.7%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.9	1.0	+ 11.1%	--	--	--
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	0	0	--	9	2	- 77.8%

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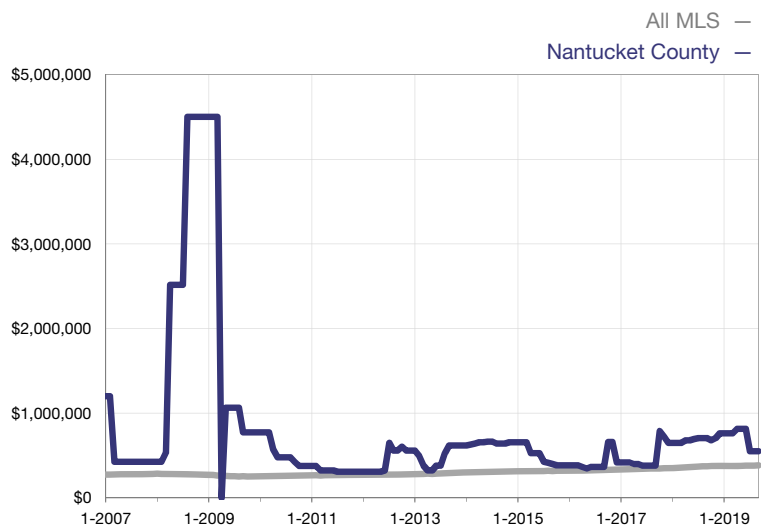
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	506	528	+ 4.3%	4,992	4,904	- 1.8%
Closed Sales	461	477	+ 3.5%	4,721	4,532	- 4.0%
Median Sales Price*	\$495,000	\$520,000	+ 5.1%	\$524,900	\$536,000	+ 2.1%
Inventory of Homes for Sale	1,458	1,201	- 17.6%	--	--	--
Months Supply of Inventory	2.8	2.4	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	45	51	+ 13.3%	46	51	+ 10.9%
Percent of Original List Price Received*	98.4%	97.2%	- 1.2%	98.9%	97.9%	- 1.0%
New Listings	831	762	- 8.3%	6,654	6,471	- 2.8%

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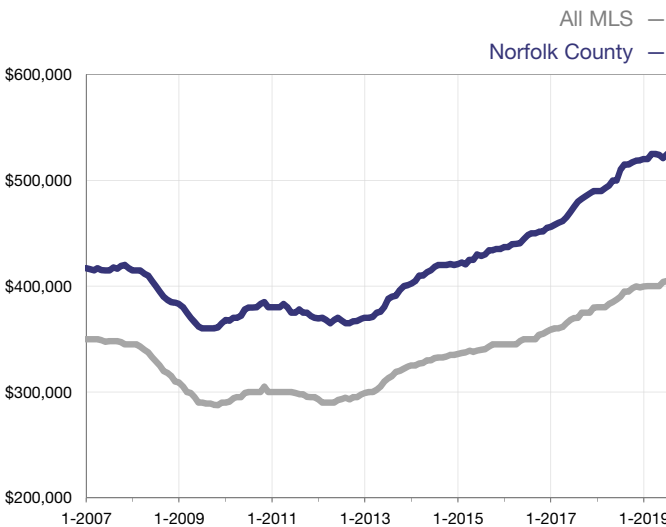
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	191	224	+ 17.3%	1,916	2,076	+ 8.4%
Closed Sales	191	216	+ 13.1%	1,788	1,831	+ 2.4%
Median Sales Price*	\$362,500	\$417,000	+ 15.0%	\$375,000	\$415,000	+ 10.7%
Inventory of Homes for Sale	469	489	+ 4.3%	--	--	--
Months Supply of Inventory	2.4	2.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	41	55	+ 34.1%	40	48	+ 20.0%
Percent of Original List Price Received*	99.4%	98.9%	- 0.5%	100.1%	99.1%	- 1.0%
New Listings	298	317	+ 6.4%	2,452	2,715	+ 10.7%

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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 – September 2019

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Plymouth County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	513	627	+ 22.2%	4,851	5,057	+ 4.2%
Closed Sales	517	518	+ 0.2%	4,574	4,532	- 0.9%
Median Sales Price*	\$375,000	\$399,000	+ 6.4%	\$383,000	\$399,000	+ 4.2%
Inventory of Homes for Sale	1,869	1,559	- 16.6%	--	--	--
Months Supply of Inventory	3.7	3.1	- 16.2%	--	--	--
Cumulative Days on Market Until Sale	54	57	+ 5.6%	60	62	+ 3.3%
Percent of Original List Price Received*	97.0%	96.6%	- 0.4%	97.2%	97.1%	- 0.1%
New Listings	758	786	+ 3.7%	6,694	6,751	+ 0.9%

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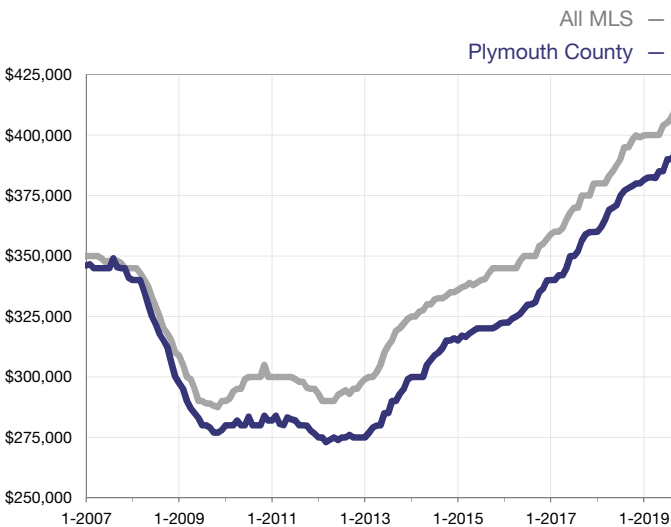
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	101	129	+ 27.7%	1,017	1,071	+ 5.3%
Closed Sales	108	79	- 26.9%	900	995	+ 10.6%
Median Sales Price*	\$291,500	\$314,000	+ 7.7%	\$299,450	\$313,000	+ 4.5%
Inventory of Homes for Sale	357	290	- 18.8%	--	--	--
Months Supply of Inventory	3.5	2.7	- 22.9%	--	--	--
Cumulative Days on Market Until Sale	63	51	- 19.0%	66	64	- 3.0%
Percent of Original List Price Received*	98.2%	97.7%	- 0.5%	98.9%	98.2%	- 0.7%
New Listings	131	157	+ 19.8%	1,359	1,376	+ 1.3%

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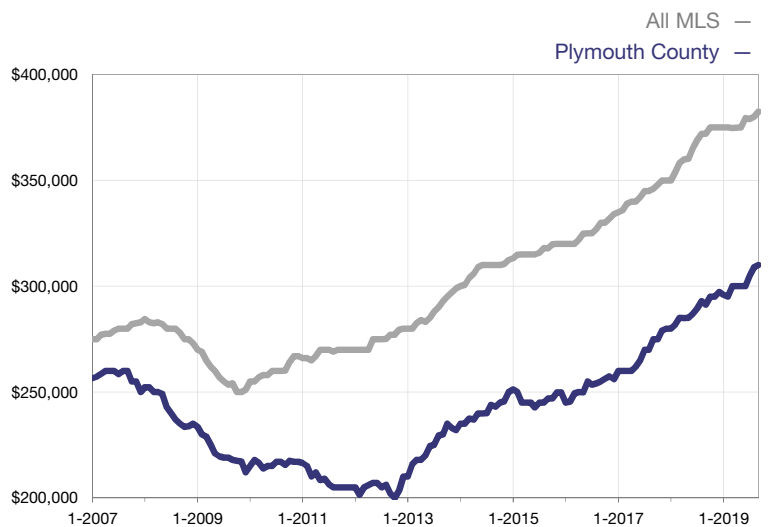
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2019

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Suffolk County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	122	118	- 3.3%	1,017	1,029	+ 1.2%
Closed Sales	112	93	- 17.0%	973	936	- 3.8%
Median Sales Price*	\$536,250	\$570,000	+ 6.3%	\$552,000	\$591,450	+ 7.1%
Inventory of Homes for Sale	300	181	- 39.7%	--	--	--
Months Supply of Inventory	2.8	1.7	- 39.3%	--	--	--
Cumulative Days on Market Until Sale	37	40	+ 8.1%	37	43	+ 16.2%
Percent of Original List Price Received*	99.6%	97.7%	- 1.9%	100.3%	98.7%	- 1.6%
New Listings	224	181	- 19.2%	1,409	1,288	- 8.6%

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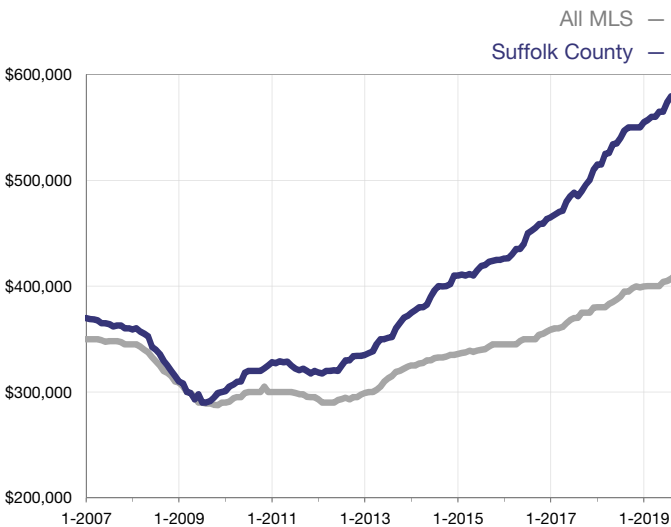
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	328	424	+ 29.3%	3,903	3,962	+ 1.5%
Closed Sales	368	331	- 10.1%	3,926	3,625	- 7.7%
Median Sales Price*	\$625,000	\$635,000	+ 1.6%	\$640,000	\$621,000	- 3.0%
Inventory of Homes for Sale	1,151	1,224	+ 6.3%	--	--	--
Months Supply of Inventory	2.7	3.2	+ 18.5%	--	--	--
Cumulative Days on Market Until Sale	42	50	+ 19.0%	41	49	+ 19.5%
Percent of Original List Price Received*	98.4%	97.4%	- 1.0%	100.0%	98.2%	- 1.8%
New Listings	746	869	+ 16.5%	5,388	5,741	+ 6.6%

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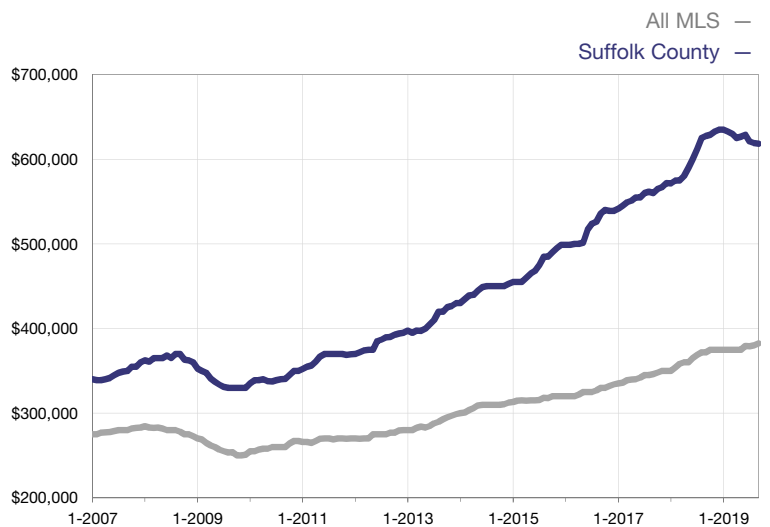
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2019

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Worcester County

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	617	819	+ 32.7%	6,524	6,726	+ 3.1%
Closed Sales	722	713	- 1.2%	6,209	6,053	- 2.5%
Median Sales Price*	\$300,000	\$307,500	+ 2.5%	\$290,000	\$304,000	+ 4.8%
Inventory of Homes for Sale	2,551	1,904	- 25.4%	--	--	--
Months Supply of Inventory	3.6	2.8	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	51	50	- 2.0%	55	58	+ 5.5%
Percent of Original List Price Received*	97.2%	97.5%	+ 0.3%	97.7%	97.6%	- 0.1%
New Listings	1,008	1,047	+ 3.9%	9,008	8,715	- 3.3%

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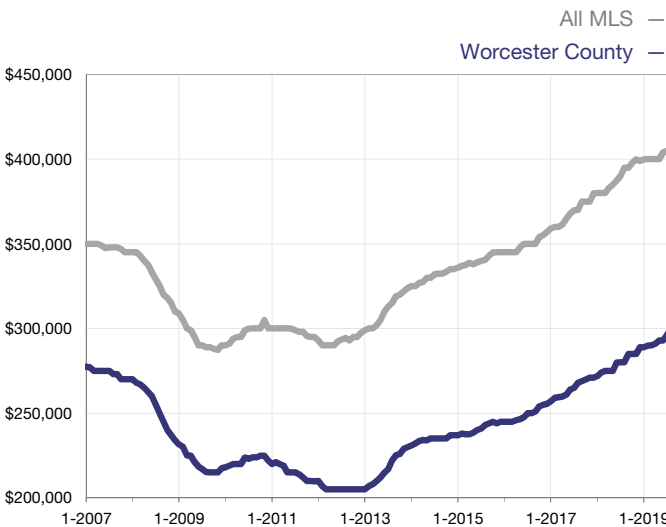
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	125	172	+ 37.6%	1,372	1,381	+ 0.7%
Closed Sales	157	166	+ 5.7%	1,296	1,252	- 3.4%
Median Sales Price*	\$227,500	\$215,000	- 5.5%	\$212,000	\$225,000	+ 6.1%
Inventory of Homes for Sale	395	316	- 20.0%	--	--	--
Months Supply of Inventory	2.7	2.2	- 18.5%	--	--	--
Cumulative Days on Market Until Sale	47	43	- 8.5%	54	53	- 1.9%
Percent of Original List Price Received*	99.3%	98.8%	- 0.5%	98.7%	98.7%	0.0%
New Listings	204	191	- 6.4%	1,706	1,683	- 1.3%

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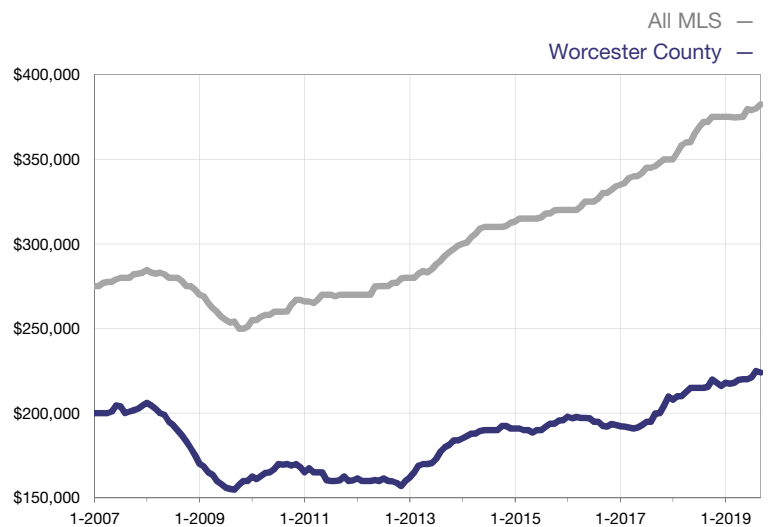
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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