

Local Market Update – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	457	498	+ 9.0%	4,157	4,344	+ 4.5%
Closed Sales	468	431	- 7.9%	3,997	4,003	+ 0.2%
Median Sales Price*	\$478,825	\$440,900	- 7.9%	\$425,000	\$430,000	+ 1.2%
Inventory of Homes for Sale	2,792	2,213	- 20.7%	--	--	--
Months Supply of Inventory	7.0	5.5	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	101	105	+ 4.0%	105	108	+ 2.9%
Percent of Original List Price Received*	93.5%	94.1%	+ 0.6%	94.7%	94.0%	- 0.7%
New Listings	734	537	- 26.8%	6,459	6,067	- 6.1%

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

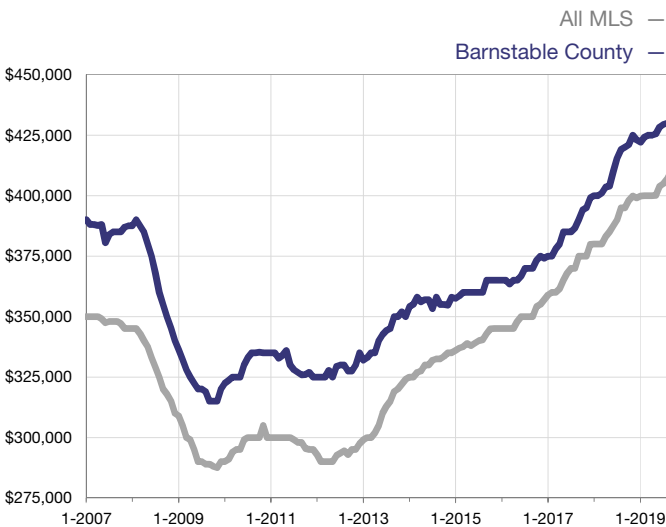
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	122	112	- 8.2%	1,081	1,082	+ 0.1%
Closed Sales	119	134	+ 12.6%	1,040	1,003	- 3.6%
Median Sales Price*	\$340,000	\$296,000	- 12.9%	\$288,750	\$285,000	- 1.3%
Inventory of Homes for Sale	560	602	+ 7.5%	--	--	--
Months Supply of Inventory	5.5	6.0	+ 9.1%	--	--	--
Cumulative Days on Market Until Sale	98	113	+ 15.3%	96	106	+ 10.4%
Percent of Original List Price Received*	95.5%	93.4%	- 2.2%	95.5%	94.4%	- 1.2%
New Listings	147	147	0.0%	1,472	1,573	+ 6.9%

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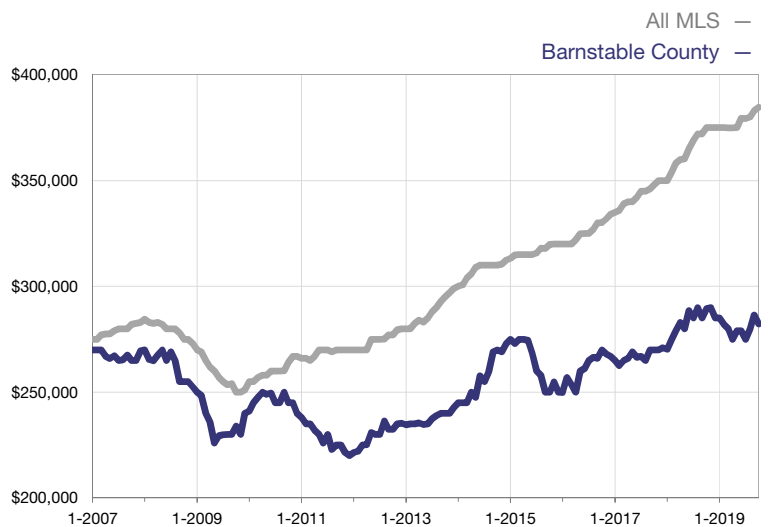
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2019

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Berkshire County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	140	140	0.0%	1,269	1,321	+ 4.1%
Closed Sales	149	147	- 1.3%	1,189	1,211	+ 1.9%
Median Sales Price*	\$223,000	\$216,250	- 3.0%	\$212,000	\$220,000	+ 3.8%
Inventory of Homes for Sale	1,084	839	- 22.6%	--	--	--
Months Supply of Inventory	9.0	6.9	- 23.3%	--	--	--
Cumulative Days on Market Until Sale	89	87	- 2.2%	106	88	- 17.0%
Percent of Original List Price Received*	91.1%	90.8%	- 0.3%	92.0%	92.3%	+ 0.3%
New Listings	191	153	- 19.9%	2,079	2,030	- 2.4%

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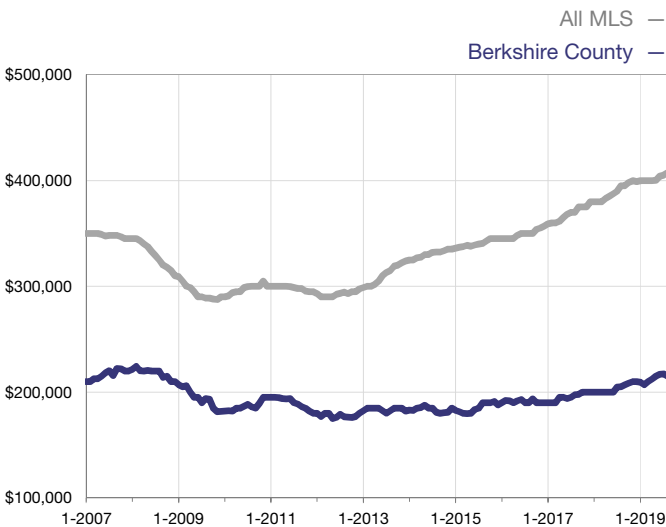
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	13	20	+ 53.8%	124	166	+ 33.9%
Closed Sales	11	28	+ 154.5%	123	143	+ 16.3%
Median Sales Price*	\$158,000	\$220,000	+ 39.2%	\$225,900	\$199,500	- 11.7%
Inventory of Homes for Sale	173	128	- 26.0%	--	--	--
Months Supply of Inventory	14.0	9.0	- 35.7%	--	--	--
Cumulative Days on Market Until Sale	226	114	- 49.6%	146	118	- 19.2%
Percent of Original List Price Received*	91.6%	90.4%	- 1.3%	92.8%	92.5%	- 0.3%
New Listings	11	19	+ 72.7%	208	244	+ 17.3%

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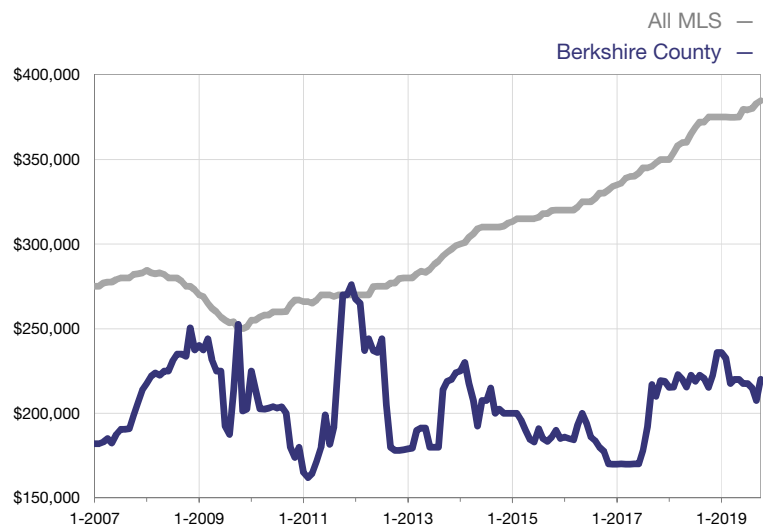
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2019

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Bristol County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	372	498	+ 33.9%	4,058	4,278	+ 5.4%
Closed Sales	437	397	- 9.2%	3,918	3,889	- 0.7%
Median Sales Price*	\$325,000	\$340,000	+ 4.6%	\$317,500	\$338,500	+ 6.6%
Inventory of Homes for Sale	1,536	1,079	- 29.8%	--	--	--
Months Supply of Inventory	3.9	2.8	- 28.2%	--	--	--
Cumulative Days on Market Until Sale	59	54	- 8.5%	61	64	+ 4.9%
Percent of Original List Price Received*	96.3%	96.8%	+ 0.5%	96.8%	96.8%	0.0%
New Listings	552	530	- 4.0%	5,626	5,392	- 4.2%

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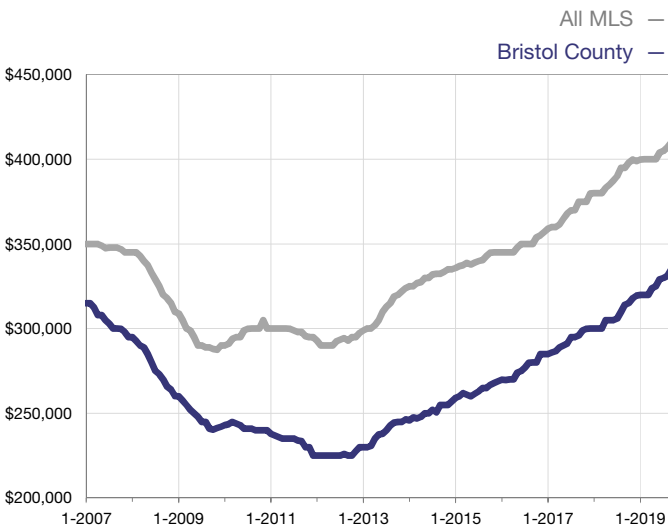
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	64	92	+ 43.8%	747	728	- 2.5%
Closed Sales	76	84	+ 10.5%	734	654	- 10.9%
Median Sales Price*	\$225,000	\$210,750	- 6.3%	\$215,000	\$225,000	+ 4.7%
Inventory of Homes for Sale	208	143	- 31.3%	--	--	--
Months Supply of Inventory	2.9	2.2	- 24.1%	--	--	--
Cumulative Days on Market Until Sale	41	54	+ 31.7%	48	60	+ 25.0%
Percent of Original List Price Received*	97.5%	97.0%	- 0.5%	97.7%	97.2%	- 0.5%
New Listings	100	102	+ 2.0%	951	898	- 5.6%

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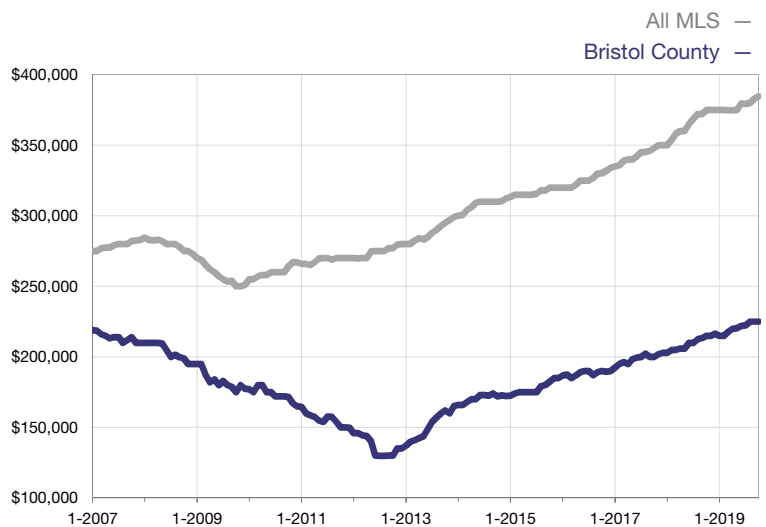
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2019

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Dukes County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	10	11	+ 10.0%	141	64	- 54.6%
Closed Sales	19	8	- 57.9%	143	58	- 59.4%
Median Sales Price*	\$1,200,000	\$846,250	- 29.5%	\$975,000	\$835,000	- 14.4%
Inventory of Homes for Sale	136	76	- 44.1%	--	--	--
Months Supply of Inventory	8.9	10.6	+ 19.1%	--	--	--
Cumulative Days on Market Until Sale	186	163	- 12.4%	123	175	+ 42.3%
Percent of Original List Price Received*	93.2%	95.0%	+ 1.9%	92.3%	93.0%	+ 0.8%
New Listings	10	9	- 10.0%	266	142	- 46.6%

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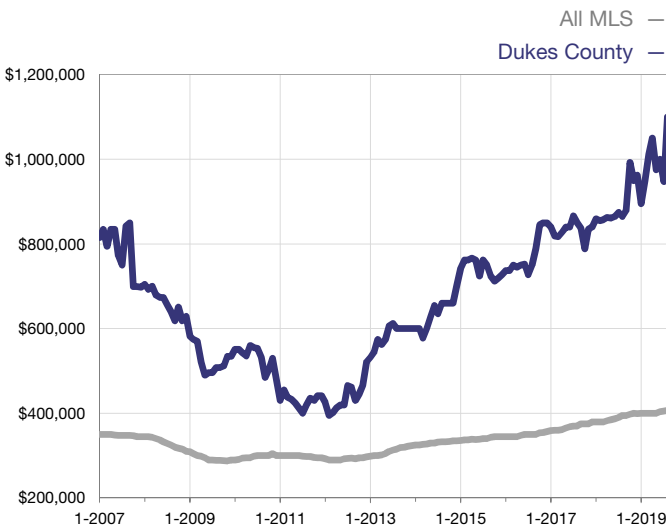
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	0	- 100.0%	9	7	- 22.2%
Closed Sales	1	2	+ 100.0%	9	8	- 11.1%
Median Sales Price*	\$825,000	\$439,500	- 46.7%	\$215,000	\$595,000	+ 176.7%
Inventory of Homes for Sale	8	2	- 75.0%	--	--	--
Months Supply of Inventory	5.5	1.1	- 80.0%	--	--	--
Cumulative Days on Market Until Sale	296	471	+ 59.1%	106	223	+ 110.4%
Percent of Original List Price Received*	94.3%	84.8%	- 10.1%	90.8%	95.2%	+ 4.8%
New Listings	0	0	--	16	9	- 43.8%

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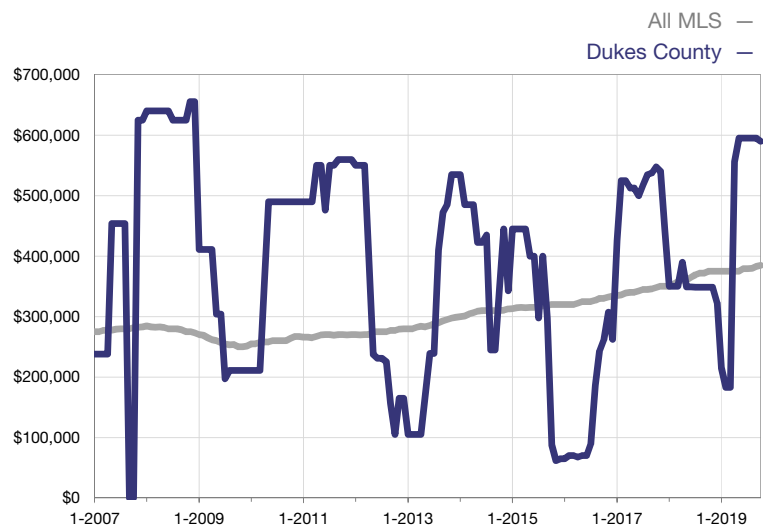
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Essex County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	581	604	+ 4.0%	5,356	5,719	+ 6.8%
Closed Sales	534	559	+ 4.7%	5,105	5,295	+ 3.7%
Median Sales Price*	\$439,950	\$475,000	+ 8.0%	\$455,000	\$475,000	+ 4.4%
Inventory of Homes for Sale	1,536	1,076	- 29.9%	--	--	--
Months Supply of Inventory	3.0	2.0	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	46	50	+ 8.7%	50	51	+ 2.0%
Percent of Original List Price Received*	97.6%	97.7%	+ 0.1%	98.4%	97.9%	- 0.5%
New Listings	721	694	- 3.7%	7,157	7,115	- 0.6%

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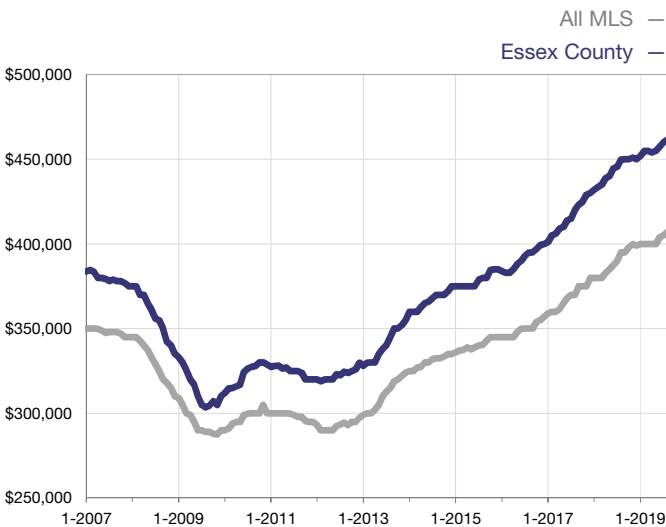
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	227	280	+ 23.3%	2,469	2,559	+ 3.6%
Closed Sales	244	241	- 1.2%	2,382	2,377	- 0.2%
Median Sales Price*	\$303,000	\$334,900	+ 10.5%	\$295,000	\$315,000	+ 6.8%
Inventory of Homes for Sale	582	429	- 26.3%	--	--	--
Months Supply of Inventory	2.4	1.8	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	49	45	- 8.2%	46	49	+ 6.5%
Percent of Original List Price Received*	98.7%	98.7%	0.0%	99.4%	98.7%	- 0.7%
New Listings	316	284	- 10.1%	3,110	3,069	- 1.3%

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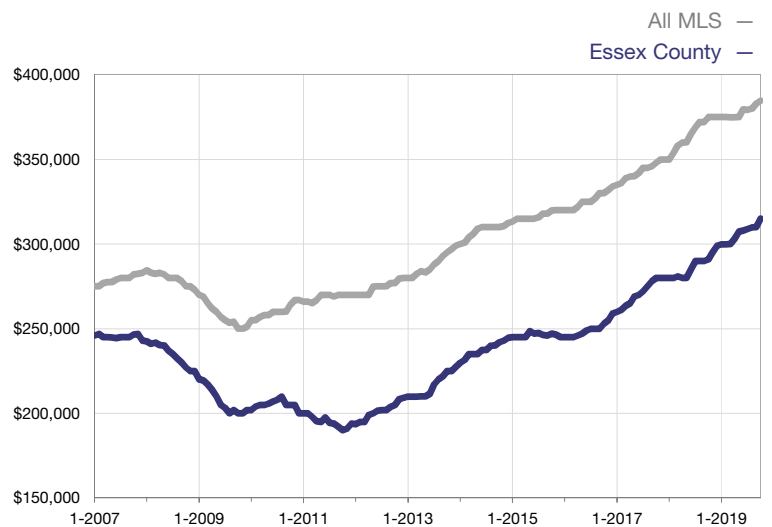
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Franklin County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	47	51	+ 8.5%	505	546	+ 8.1%
Closed Sales	63	60	- 4.8%	498	514	+ 3.2%
Median Sales Price*	\$220,000	\$225,048	+ 2.3%	\$209,900	\$225,000	+ 7.2%
Inventory of Homes for Sale	244	216	- 11.5%	--	--	--
Months Supply of Inventory	4.9	4.3	- 12.2%	--	--	--
Cumulative Days on Market Until Sale	91	75	- 17.6%	94	87	- 7.4%
Percent of Original List Price Received*	93.2%	93.3%	+ 0.1%	94.6%	94.2%	- 0.4%
New Listings	66	69	+ 4.5%	710	729	+ 2.7%

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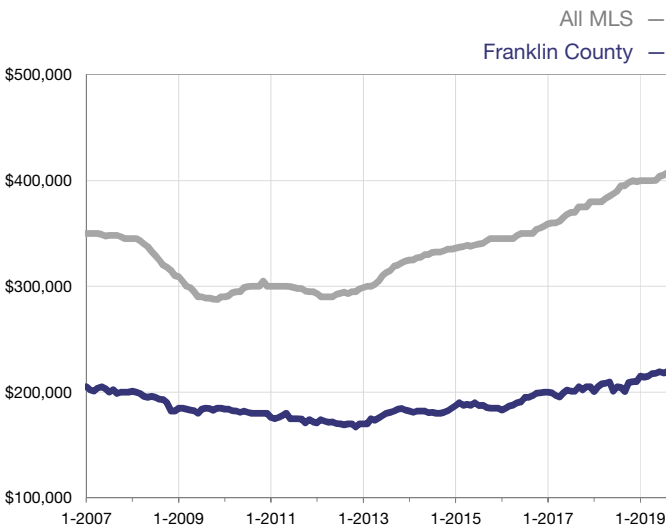
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	2	- 50.0%	36	37	+ 2.8%
Closed Sales	11	4	- 63.6%	31	36	+ 16.1%
Median Sales Price*	\$168,838	\$171,000	+ 1.3%	\$182,000	\$200,000	+ 9.9%
Inventory of Homes for Sale	13	13	0.0%	--	--	--
Months Supply of Inventory	3.3	3.5	+ 6.1%	--	--	--
Cumulative Days on Market Until Sale	68	43	- 36.8%	70	90	+ 28.6%
Percent of Original List Price Received*	97.5%	97.0%	- 0.5%	98.2%	96.0%	- 2.2%
New Listings	2	5	+ 150.0%	40	42	+ 5.0%

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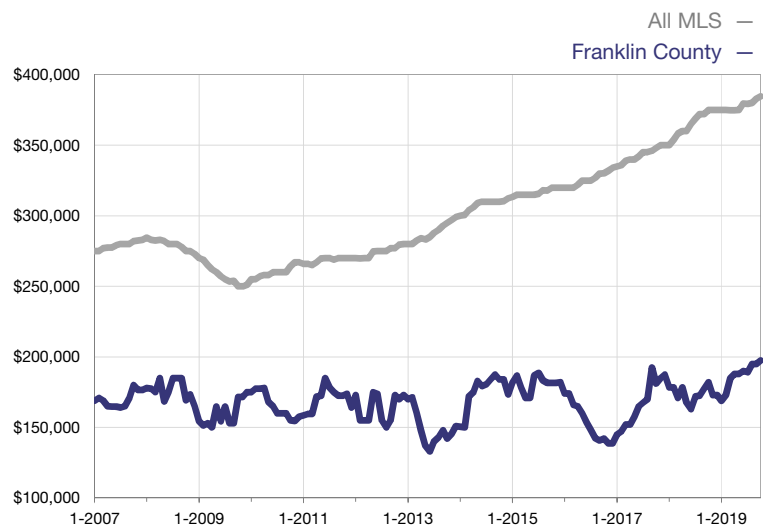
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Hampden County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	355	388	+ 9.3%	3,592	3,786	+ 5.4%
Closed Sales	366	385	+ 5.2%	3,474	3,516	+ 1.2%
Median Sales Price*	\$213,950	\$220,000	+ 2.8%	\$200,000	\$210,650	+ 5.3%
Inventory of Homes for Sale	1,229	885	- 28.0%	--	--	--
Months Supply of Inventory	3.6	2.5	- 30.6%	--	--	--
Cumulative Days on Market Until Sale	58	50	- 13.8%	59	59	0.0%
Percent of Original List Price Received*	95.5%	97.0%	+ 1.6%	96.4%	96.9%	+ 0.5%
New Listings	454	461	+ 1.5%	4,870	4,773	- 2.0%

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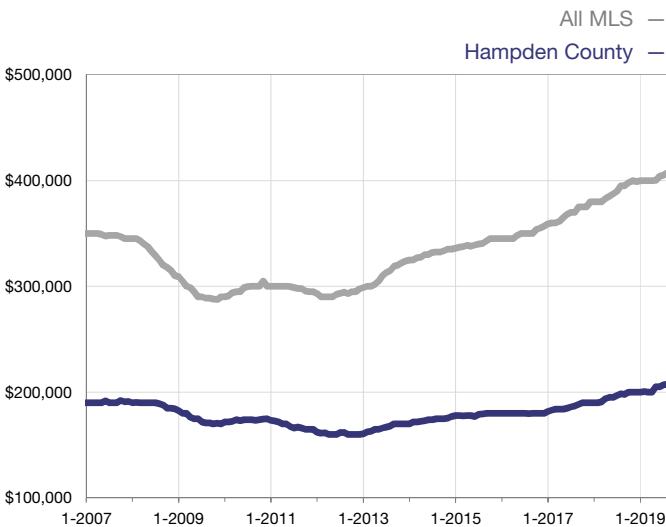
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	42	51	+ 21.4%	468	499	+ 6.6%
Closed Sales	45	49	+ 8.9%	457	485	+ 6.1%
Median Sales Price*	\$149,000	\$145,000	- 2.7%	\$140,900	\$144,450	+ 2.5%
Inventory of Homes for Sale	163	110	- 32.5%	--	--	--
Months Supply of Inventory	3.5	2.3	- 34.3%	--	--	--
Cumulative Days on Market Until Sale	70	51	- 27.1%	80	68	- 15.0%
Percent of Original List Price Received*	96.4%	97.5%	+ 1.1%	96.2%	96.4%	+ 0.2%
New Listings	51	69	+ 35.3%	574	589	+ 2.6%

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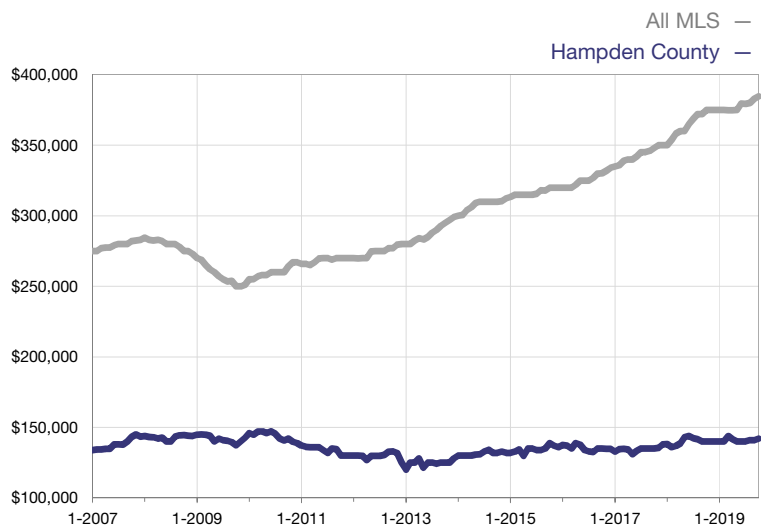
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Hampshire County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	118	115	- 2.5%	1,103	1,169	+ 6.0%
Closed Sales	90	131	+ 45.6%	1,060	1,060	0.0%
Median Sales Price*	\$262,450	\$270,000	+ 2.9%	\$285,000	\$290,000	+ 1.8%
Inventory of Homes for Sale	464	362	- 22.0%	--	--	--
Months Supply of Inventory	4.4	3.4	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	75	57	- 24.0%	82	76	- 7.3%
Percent of Original List Price Received*	95.1%	95.6%	+ 0.5%	95.6%	95.7%	+ 0.1%
New Listings	153	142	- 7.2%	1,538	1,535	- 0.2%

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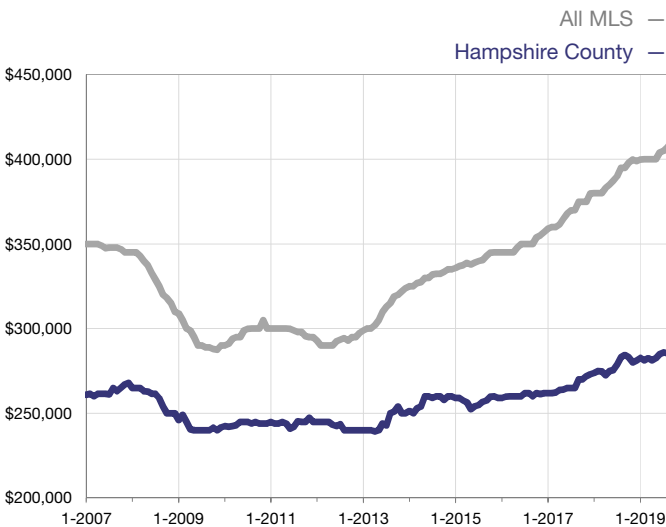
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	30	27	- 10.0%	264	250	- 5.3%
Closed Sales	24	22	- 8.3%	246	232	- 5.7%
Median Sales Price*	\$226,500	\$248,750	+ 9.8%	\$207,000	\$237,000	+ 14.5%
Inventory of Homes for Sale	69	61	- 11.6%	--	--	--
Months Supply of Inventory	2.9	2.7	- 6.9%	--	--	--
Cumulative Days on Market Until Sale	72	49	- 31.9%	85	68	- 20.0%
Percent of Original List Price Received*	97.5%	97.8%	+ 0.3%	98.1%	97.8%	- 0.3%
New Listings	29	34	+ 17.2%	300	284	- 5.3%

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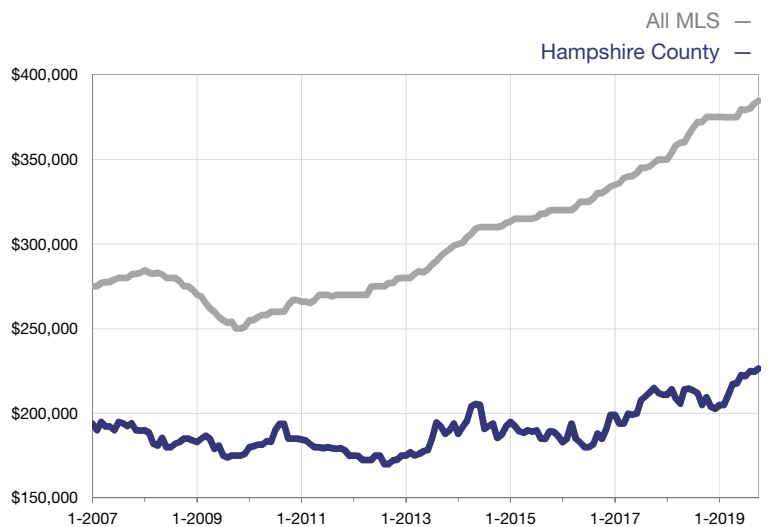
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2019

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Middlesex County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	998	1,103	+ 10.5%	9,645	9,979	+ 3.5%
Closed Sales	879	825	- 6.1%	9,101	9,230	+ 1.4%
Median Sales Price*	\$555,000	\$550,000	- 0.9%	\$575,000	\$580,000	+ 0.9%
Inventory of Homes for Sale	2,293	1,984	- 13.5%	--	--	--
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--
Cumulative Days on Market Until Sale	44	48	+ 9.1%	41	47	+ 14.6%
Percent of Original List Price Received*	98.8%	97.7%	- 1.1%	99.9%	98.6%	- 1.3%
New Listings	1,172	1,229	+ 4.9%	12,548	12,787	+ 1.9%

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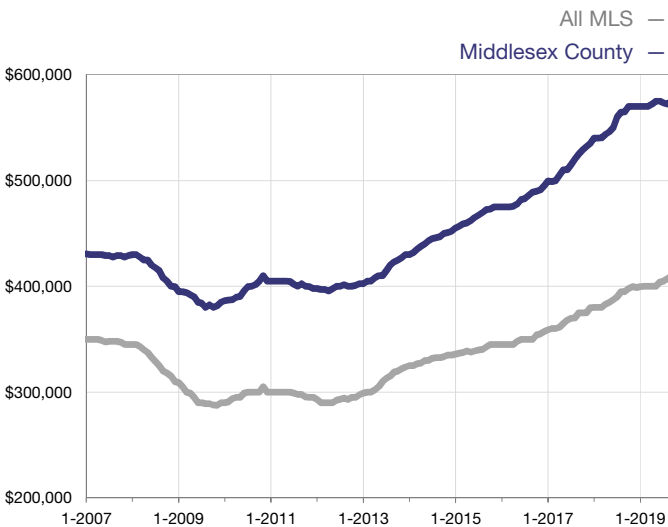
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	471	547	+ 16.1%	4,999	5,259	+ 5.2%
Closed Sales	461	469	+ 1.7%	4,814	4,759	- 1.1%
Median Sales Price*	\$457,000	\$434,900	- 4.8%	\$455,000	\$475,000	+ 4.4%
Inventory of Homes for Sale	1,012	916	- 9.5%	--	--	--
Months Supply of Inventory	2.1	1.9	- 9.5%	--	--	--
Cumulative Days on Market Until Sale	35	43	+ 22.9%	35	42	+ 20.0%
Percent of Original List Price Received*	100.2%	98.9%	- 1.3%	101.3%	99.6%	- 1.7%
New Listings	628	613	- 2.4%	6,239	6,555	+ 5.1%

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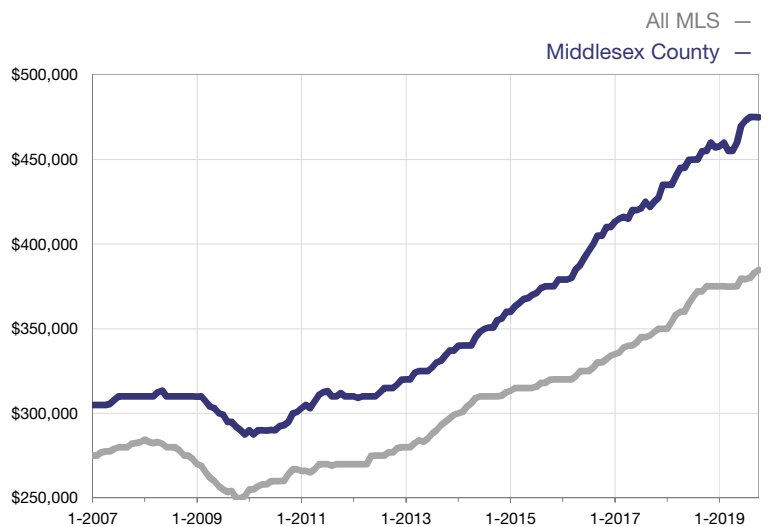
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Nantucket County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	5	- 44.4%	46	45	- 2.2%
Closed Sales	9	6	- 33.3%	40	41	+ 2.5%
Median Sales Price*	\$1,425,000	\$4,800,000	+ 236.8%	\$1,917,500	\$1,615,625	- 15.7%
Inventory of Homes for Sale	67	53	- 20.9%	--	--	--
Months Supply of Inventory	14.9	11.0	- 26.2%	--	--	--
Cumulative Days on Market Until Sale	95	80	- 15.8%	126	104	- 17.5%
Percent of Original List Price Received*	94.9%	90.8%	- 4.3%	92.2%	93.0%	+ 0.9%
New Listings	13	9	- 30.8%	125	98	- 21.6%

* 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		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	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	1.0	1.0	0.0%	--	--	--
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	0	0	--	9	2	- 77.8%

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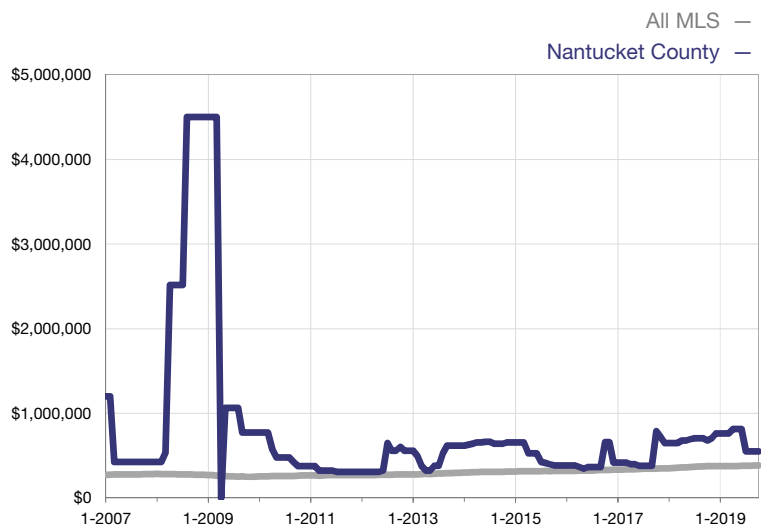
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	537	574	+ 6.9%	5,529	5,438	- 1.6%
Closed Sales	503	505	+ 0.4%	5,224	5,044	- 3.4%
Median Sales Price*	\$509,500	\$517,000	+ 1.5%	\$523,000	\$534,000	+ 2.1%
Inventory of Homes for Sale	1,454	1,172	- 19.4%	--	--	--
Months Supply of Inventory	2.8	2.3	- 17.9%	--	--	--
Cumulative Days on Market Until Sale	54	54	0.0%	46	51	+ 10.9%
Percent of Original List Price Received*	97.6%	97.4%	- 0.2%	98.8%	97.9%	- 0.9%
New Listings	710	690	- 2.8%	7,361	7,152	- 2.8%

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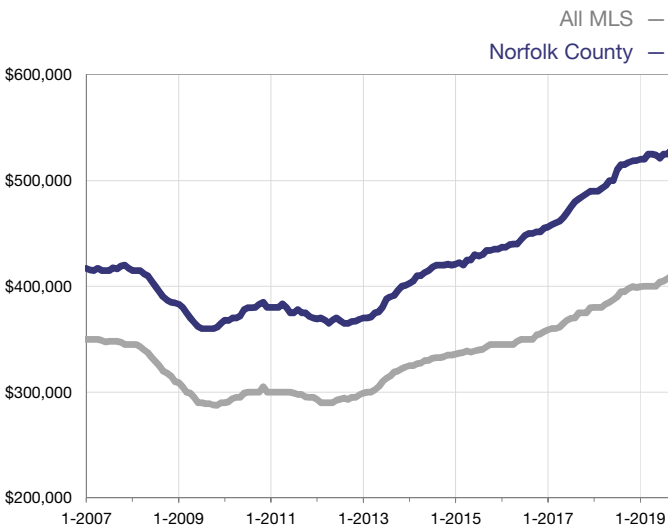
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	180	230	+ 27.8%	2,096	2,294	+ 9.4%
Closed Sales	197	204	+ 3.6%	1,985	2,042	+ 2.9%
Median Sales Price*	\$362,090	\$421,250	+ 16.3%	\$374,500	\$415,000	+ 10.8%
Inventory of Homes for Sale	481	485	+ 0.8%	--	--	--
Months Supply of Inventory	2.4	2.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	45	52	+ 15.6%	40	49	+ 22.5%
Percent of Original List Price Received*	98.7%	98.8%	+ 0.1%	99.9%	99.0%	- 0.9%
New Listings	239	284	+ 18.8%	2,693	3,005	+ 11.6%

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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 2019

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Plymouth County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	485	608	+ 25.4%	5,336	5,597	+ 4.9%
Closed Sales	544	552	+ 1.5%	5,119	5,098	- 0.4%
Median Sales Price*	\$374,950	\$393,750	+ 5.0%	\$381,200	\$398,269	+ 4.5%
Inventory of Homes for Sale	1,848	1,461	- 20.9%	--	--	--
Months Supply of Inventory	3.6	2.9	- 19.4%	--	--	--
Cumulative Days on Market Until Sale	58	65	+ 12.1%	60	63	+ 5.0%
Percent of Original List Price Received*	96.3%	96.5%	+ 0.2%	97.1%	97.0%	- 0.1%
New Listings	706	683	- 3.3%	7,408	7,432	+ 0.3%

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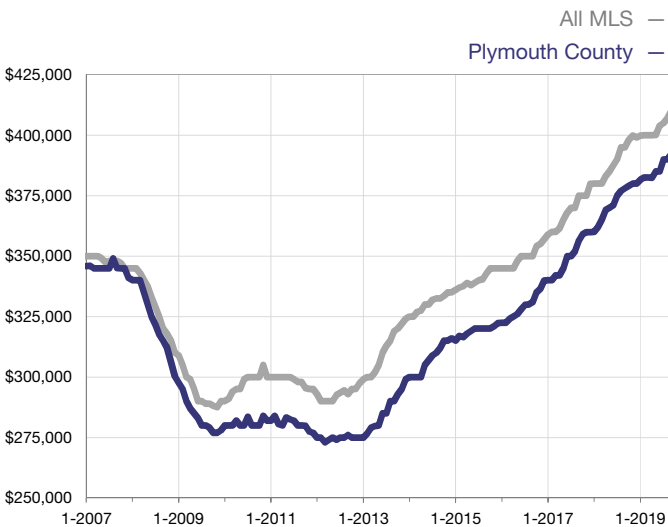
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	109	109	0.0%	1,126	1,170	+ 3.9%
Closed Sales	113	117	+ 3.5%	1,013	1,127	+ 11.3%
Median Sales Price*	\$304,900	\$316,000	+ 3.6%	\$299,900	\$315,000	+ 5.0%
Inventory of Homes for Sale	347	285	- 17.9%	--	--	--
Months Supply of Inventory	3.4	2.6	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	59	60	+ 1.7%	65	64	- 1.5%
Percent of Original List Price Received*	97.5%	96.6%	- 0.9%	98.7%	98.1%	- 0.6%
New Listings	151	129	- 14.6%	1,504	1,507	+ 0.2%

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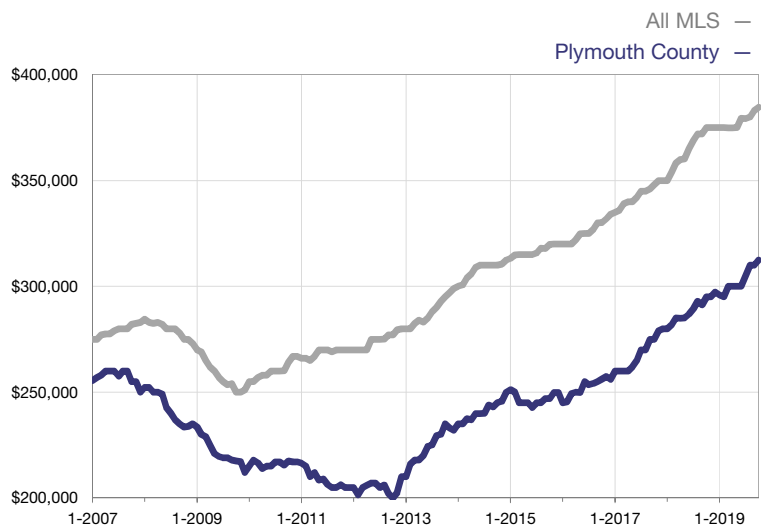
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2019

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Suffolk County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	132	145	+ 9.8%	1,150	1,161	+ 1.0%
Closed Sales	121	100	- 17.4%	1,095	1,035	- 5.5%
Median Sales Price*	\$540,000	\$585,000	+ 8.3%	\$550,000	\$590,000	+ 7.3%
Inventory of Homes for Sale	314	187	- 40.4%	--	--	--
Months Supply of Inventory	2.9	1.8	- 37.9%	--	--	--
Cumulative Days on Market Until Sale	36	42	+ 16.7%	37	43	+ 16.2%
Percent of Original List Price Received*	99.0%	99.0%	0.0%	100.1%	98.7%	- 1.4%
New Listings	183	167	- 8.7%	1,594	1,461	- 8.3%

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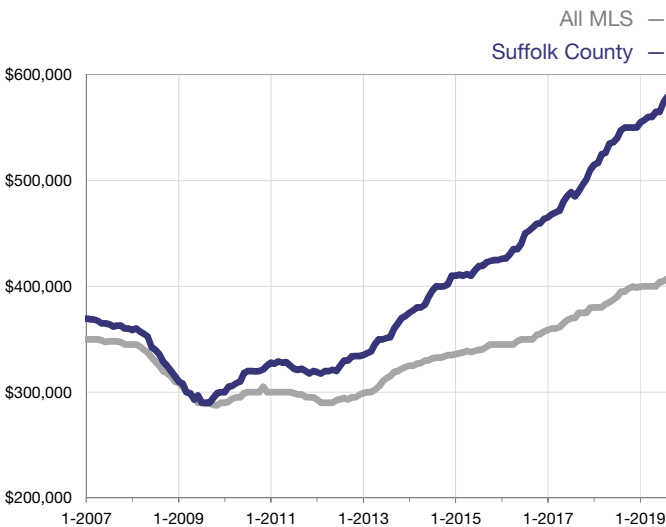
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	370	466	+ 25.9%	4,272	4,409	+ 3.2%
Closed Sales	337	343	+ 1.8%	4,263	3,979	- 6.7%
Median Sales Price*	\$586,000	\$640,000	+ 9.2%	\$635,000	\$624,900	- 1.6%
Inventory of Homes for Sale	1,261	1,217	- 3.5%	--	--	--
Months Supply of Inventory	3.0	3.1	+ 3.3%	--	--	--
Cumulative Days on Market Until Sale	43	51	+ 18.6%	41	49	+ 19.5%
Percent of Original List Price Received*	98.3%	97.0%	- 1.3%	99.9%	98.1%	- 1.8%
New Listings	646	630	- 2.5%	6,032	6,365	+ 5.5%

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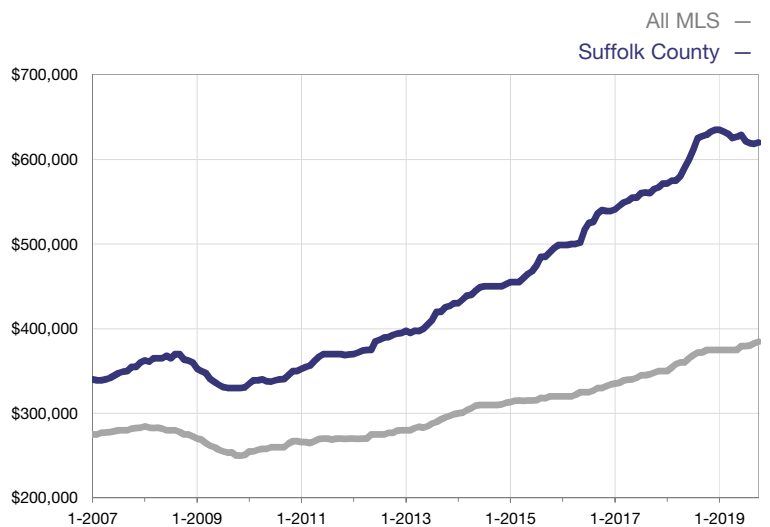
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2019

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Worcester County

Single-Family Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	706	810	+ 14.7%	7,231	7,457	+ 3.1%
Closed Sales	731	833	+ 14.0%	6,941	6,900	- 0.6%
Median Sales Price*	\$286,425	\$305,000	+ 6.5%	\$290,000	\$304,000	+ 4.8%
Inventory of Homes for Sale	2,487	1,807	- 27.3%	--	--	--
Months Supply of Inventory	3.5	2.6	- 25.7%	--	--	--
Cumulative Days on Market Until Sale	51	53	+ 3.9%	55	58	+ 5.5%
Percent of Original List Price Received*	96.7%	97.7%	+ 1.0%	97.6%	97.6%	0.0%
New Listings	952	910	- 4.4%	9,960	9,619	- 3.4%

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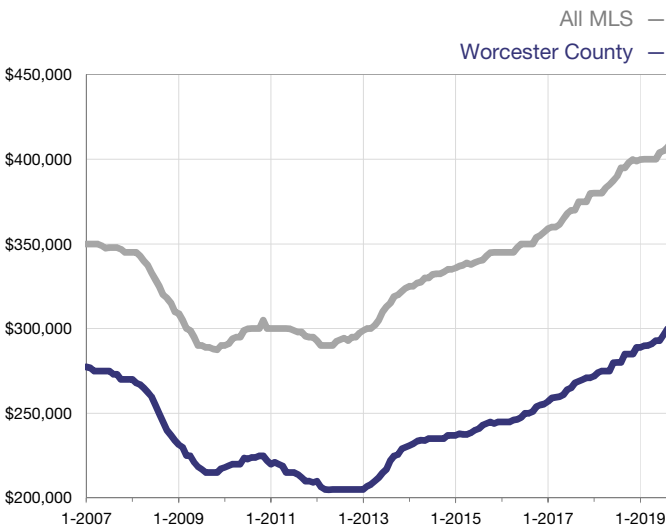
Condominium Properties

Key Metrics	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	153	170	+ 11.1%	1,524	1,537	+ 0.9%
Closed Sales	166	166	0.0%	1,461	1,422	- 2.7%
Median Sales Price*	\$227,000	\$229,900	+ 1.3%	\$215,000	\$225,000	+ 4.7%
Inventory of Homes for Sale	400	290	- 27.5%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--
Cumulative Days on Market Until Sale	46	50	+ 8.7%	53	53	0.0%
Percent of Original List Price Received*	98.1%	98.4%	+ 0.3%	98.6%	98.7%	+ 0.1%
New Listings	193	177	- 8.3%	1,899	1,868	- 1.6%

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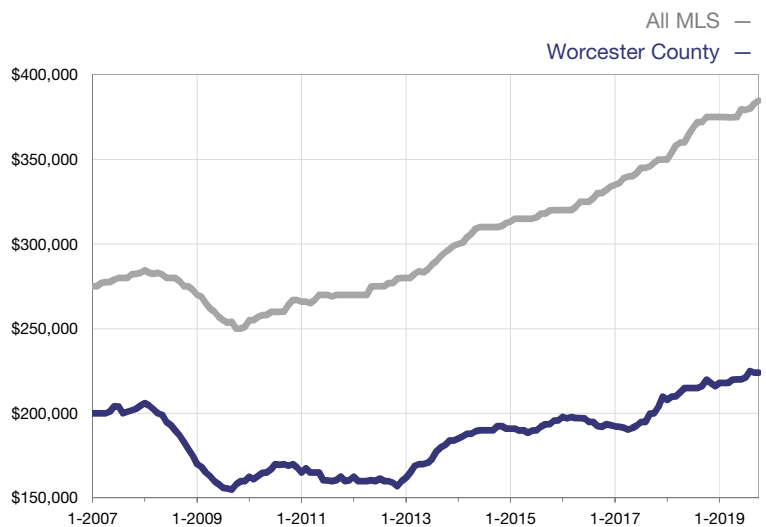
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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