

# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Barnstable County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	240	<b>506</b>	+ 110.8%	506	<b>858</b>	+ 69.6%
Closed Sales	221	<b>258</b>	+ 16.7%	490	<b>530</b>	+ 8.2%
Median Sales Price*	\$368,000	<b>\$321,500</b>	- 12.6%	\$359,250	<b>\$340,000</b>	- 5.4%
Inventory of Homes for Sale	3,195	<b>2,627</b>	- 17.8%	--	--	--
Months Supply of Inventory	8.8	<b>6.6</b>	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	197	<b>173</b>	- 12.2%	193	<b>180</b>	- 6.7%
Percent of Original List Price Received*	90.1%	<b>91.7%</b>	+ 1.8%	90.5%	<b>90.9%</b>	+ 0.4%
New Listings	344	<b>564</b>	+ 64.0%	854	<b>1,028</b>	+ 20.4%

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

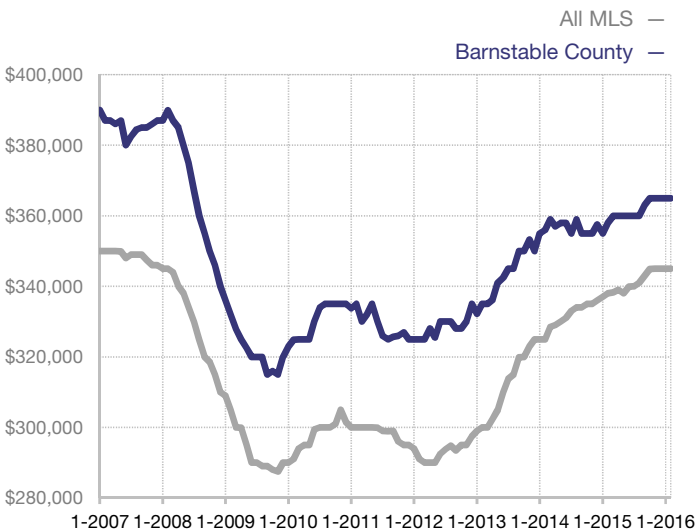
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	53	<b>119</b>	+ 124.5%	114	<b>195</b>	+ 71.1%
Closed Sales	49	<b>56</b>	+ 14.3%	110	<b>133</b>	+ 20.9%
Median Sales Price*	\$220,000	<b>\$375,500</b>	+ 70.7%	\$270,000	<b>\$297,500</b>	+ 10.2%
Inventory of Homes for Sale	737	<b>583</b>	- 20.9%	--	--	--
Months Supply of Inventory	7.8	<b>5.7</b>	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	169	<b>166</b>	- 1.8%	176	<b>156</b>	- 11.4%
Percent of Original List Price Received*	92.7%	<b>94.9%</b>	+ 2.4%	92.3%	<b>93.7%</b>	+ 1.5%
New Listings	96	<b>122</b>	+ 27.1%	201	<b>231</b>	+ 14.9%

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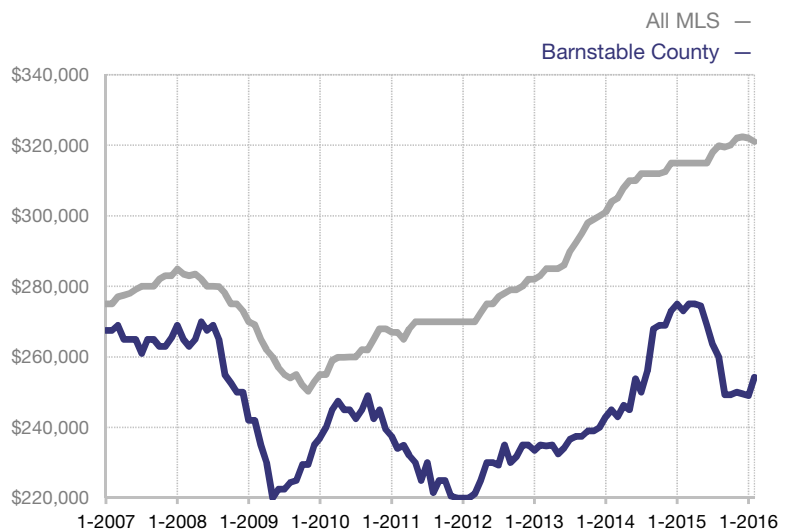
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

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## Berkshire County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	63	<b>96</b>	+ 52.4%	131	<b>159</b>	+ 21.4%
Closed Sales	62	<b>81</b>	+ 30.6%	119	<b>157</b>	+ 31.9%
Median Sales Price*	\$172,500	<b>\$198,000</b>	+ 14.8%	\$170,000	<b>\$193,000</b>	+ 13.5%
Inventory of Homes for Sale	1,228	<b>960</b>	- 21.8%	--	--	--
Months Supply of Inventory	13.3	<b>9.0</b>	- 32.3%	--	--	--
Cumulative Days on Market Until Sale	138	<b>143</b>	+ 3.6%	129	<b>163</b>	+ 26.4%
Percent of Original List Price Received*	89.5%	<b>88.9%</b>	- 0.7%	88.6%	<b>87.9%</b>	- 0.8%
New Listings	128	<b>110</b>	- 14.1%	255	<b>255</b>	0.0%

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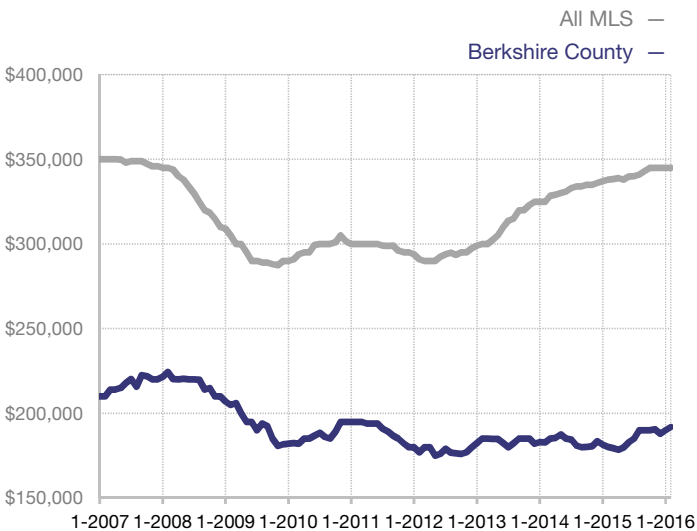
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	9	<b>3</b>	- 66.7%	13	<b>8</b>	- 38.5%
Closed Sales	0	<b>5</b>	--	1	<b>7</b>	+ 600.0%
Median Sales Price*	\$0	<b>\$146,000</b>	--	\$320,000	<b>\$210,000</b>	- 34.4%
Inventory of Homes for Sale	175	<b>132</b>	- 24.6%	--	--	--
Months Supply of Inventory	25.0	<b>12.0</b>	- 52.0%	--	--	--
Cumulative Days on Market Until Sale	0	<b>169</b>	--	104	<b>150</b>	+ 44.2%
Percent of Original List Price Received*	0.0%	<b>88.3%</b>	--	80.0%	<b>88.0%</b>	+ 10.0%
New Listings	8	<b>13</b>	+ 62.5%	33	<b>25</b>	- 24.2%

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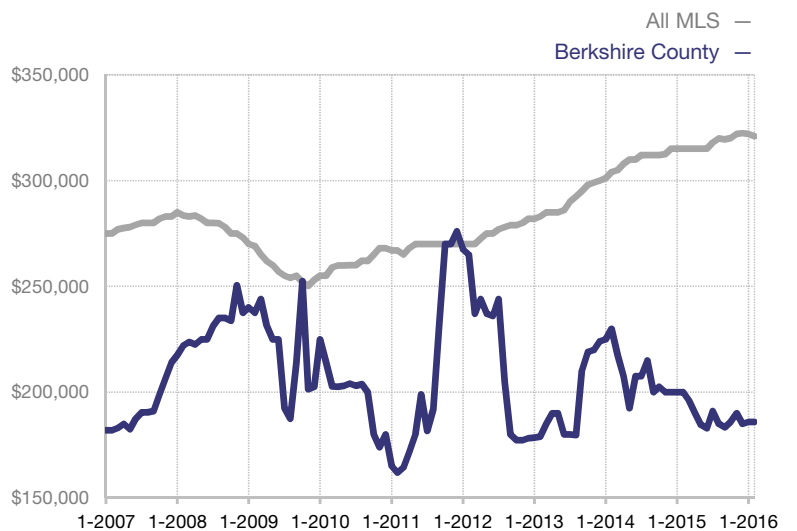
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

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## Bristol County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	227	<b>402</b>	+ 77.1%	463	<b>735</b>	+ 58.7%
Closed Sales	195	<b>245</b>	+ 25.6%	421	<b>496</b>	+ 17.8%
Median Sales Price*	\$255,900	<b>\$252,250</b>	- 1.4%	\$255,000	<b>\$260,000</b>	+ 2.0%
Inventory of Homes for Sale	1,529	<b>1,252</b>	- 18.1%	--	--	--
Months Supply of Inventory	4.9	<b>3.5</b>	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	136	<b>124</b>	- 8.8%	135	<b>115</b>	- 14.8%
Percent of Original List Price Received*	92.5%	<b>93.6%</b>	+ 1.2%	92.7%	<b>93.6%</b>	+ 1.0%
New Listings	275	<b>430</b>	+ 56.4%	631	<b>835</b>	+ 32.3%

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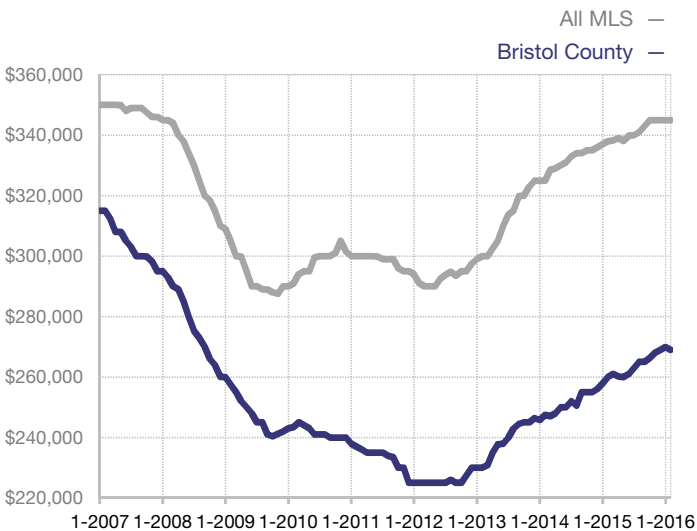
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	32	<b>83</b>	+ 159.4%	73	<b>139</b>	+ 90.4%
Closed Sales	38	<b>52</b>	+ 36.8%	66	<b>107</b>	+ 62.1%
Median Sales Price*	\$165,000	<b>\$178,500</b>	+ 8.2%	\$156,500	<b>\$182,000</b>	+ 16.3%
Inventory of Homes for Sale	206	<b>202</b>	- 1.9%	--	--	--
Months Supply of Inventory	3.7	<b>3.3</b>	- 10.8%	--	--	--
Cumulative Days on Market Until Sale	152	<b>121</b>	- 20.4%	134	<b>114</b>	- 14.9%
Percent of Original List Price Received*	91.7%	<b>92.6%</b>	+ 1.0%	91.7%	<b>94.3%</b>	+ 2.8%
New Listings	56	<b>77</b>	+ 37.5%	101	<b>159</b>	+ 57.4%

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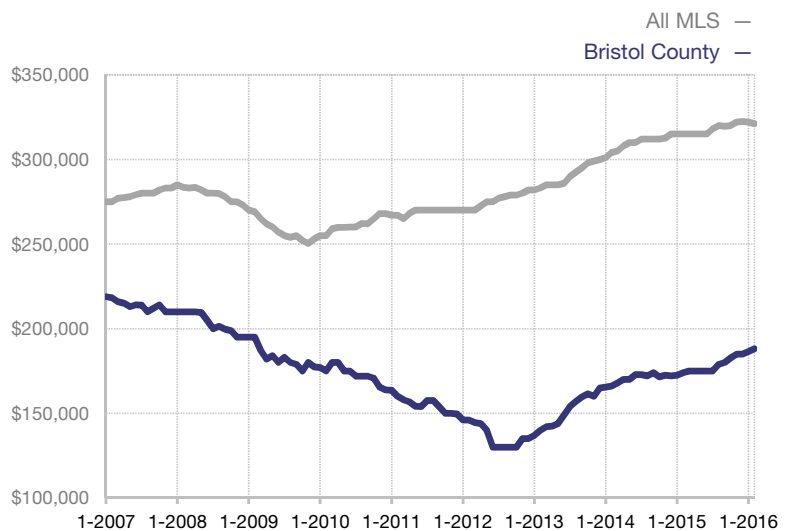
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

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## Dukes County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	17	+ 750.0%	8	29	+ 262.5%
Closed Sales	7	5	- 28.6%	14	22	+ 57.1%
Median Sales Price*	\$1,300,000	<b>\$825,000</b>	- 36.5%	\$840,000	<b>\$1,405,000</b>	+ 67.3%
Inventory of Homes for Sale	199	147	- 26.1%	--	--	--
Months Supply of Inventory	20.1	9.9	- 50.7%	--	--	--
Cumulative Days on Market Until Sale	199	111	- 44.2%	218	208	- 4.6%
Percent of Original List Price Received*	88.1%	94.0%	+ 6.7%	86.9%	88.8%	+ 2.2%
New Listings	11	14	+ 27.3%	48	47	- 2.1%

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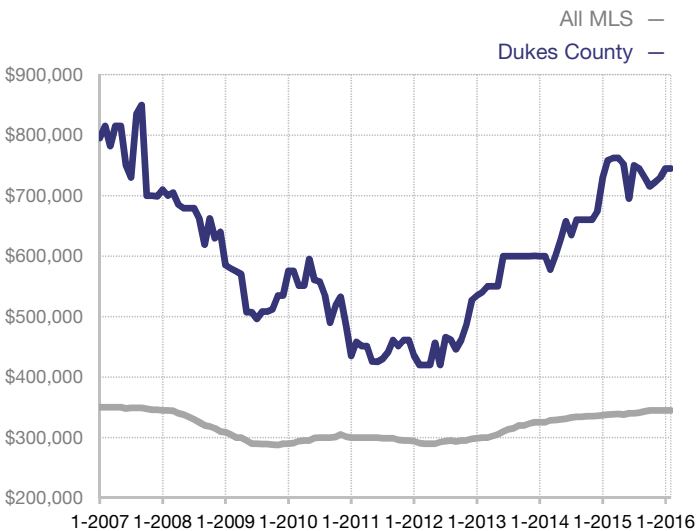
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	2	--	1	3	+ 200.0%
Median Sales Price*	\$0	<b>\$70,000</b>	--	\$467,500	<b>\$70,000</b>	- 85.0%
Inventory of Homes for Sale	17	2	- 88.2%	--	--	--
Months Supply of Inventory	11.3	1.6	- 85.8%	--	--	--
Cumulative Days on Market Until Sale	0	92	--	154	72	- 53.2%
Percent of Original List Price Received*	0.0%	87.6%	--	97.6%	90.9%	- 6.9%
New Listings	1	0	- 100.0%	6	1	- 83.3%

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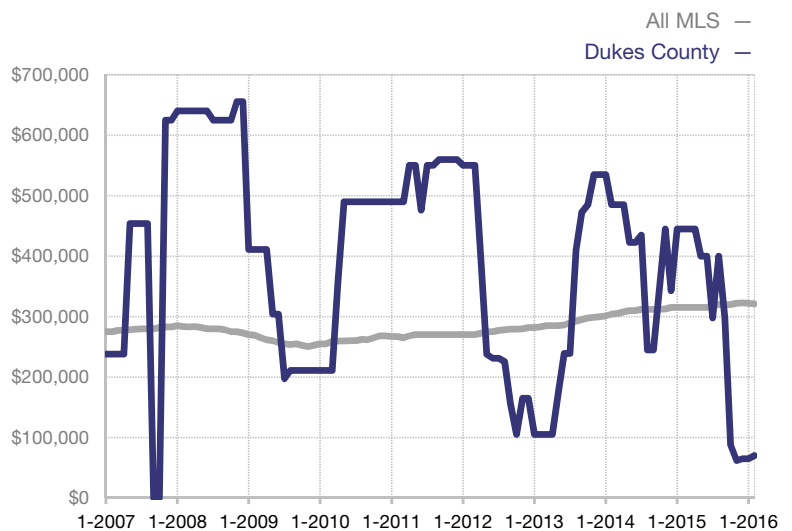
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

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## Essex County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	274	<b>465</b>	+ 69.7%	592	<b>835</b>	+ 41.0%
Closed Sales	215	<b>278</b>	+ 29.3%	537	<b>662</b>	+ 23.3%
Median Sales Price*	\$350,000	<b>\$349,450</b>	- 0.2%	\$364,150	<b>\$357,000</b>	- 2.0%
Inventory of Homes for Sale	1,261	<b>984</b>	- 22.0%	--	--	--
Months Supply of Inventory	2.7	<b>1.9</b>	- 29.6%	--	--	--
Cumulative Days on Market Until Sale	109	<b>108</b>	- 0.9%	107	<b>106</b>	- 0.9%
Percent of Original List Price Received*	94.1%	<b>94.0%</b>	- 0.1%	93.4%	<b>94.3%</b>	+ 1.0%
New Listings	298	<b>496</b>	+ 66.4%	714	<b>918</b>	+ 28.6%

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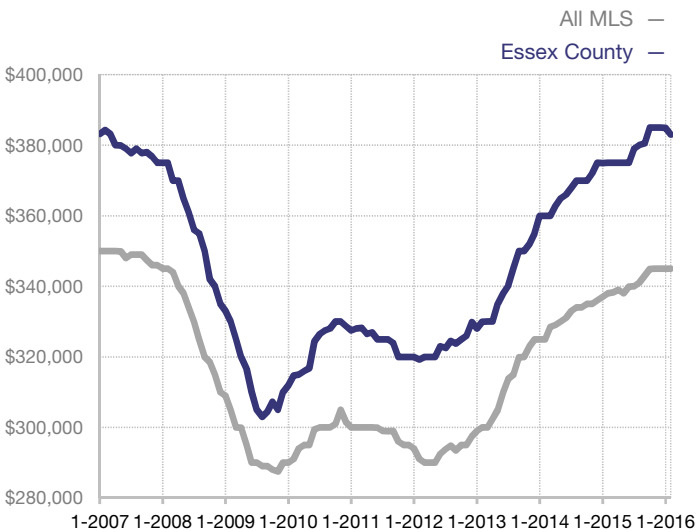
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	149	<b>214</b>	+ 43.6%	298	<b>372</b>	+ 24.8%
Closed Sales	105	<b>123</b>	+ 17.1%	236	<b>289</b>	+ 22.5%
Median Sales Price*	\$246,500	<b>\$222,500</b>	- 9.7%	\$248,900	<b>\$239,900</b>	- 3.6%
Inventory of Homes for Sale	583	<b>434</b>	- 25.6%	--	--	--
Months Supply of Inventory	2.9	<b>1.9</b>	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	99	<b>101</b>	+ 2.0%	92	<b>99</b>	+ 7.6%
Percent of Original List Price Received*	94.6%	<b>95.1%</b>	+ 0.5%	95.5%	<b>95.0%</b>	- 0.5%
New Listings	165	<b>223</b>	+ 35.2%	351	<b>395</b>	+ 12.5%

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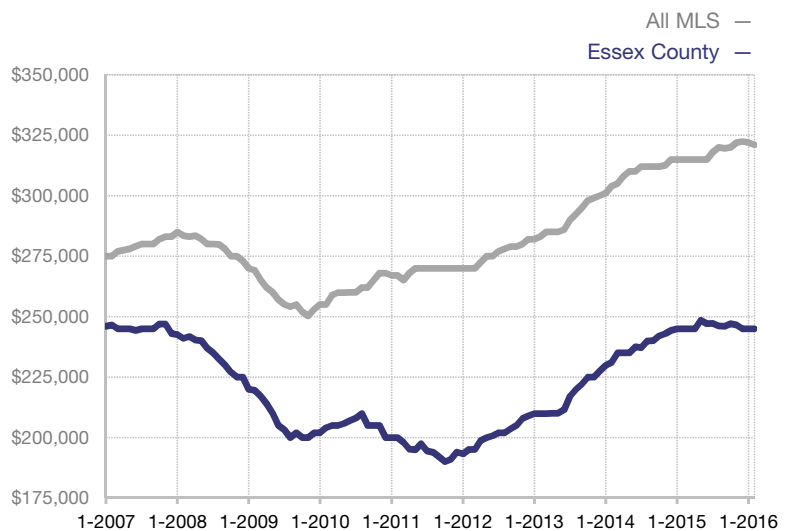
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

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## Franklin County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	26	<b>51</b>	+ 96.2%	58	<b>84</b>	+ 44.8%
Closed Sales	23	<b>32</b>	+ 39.1%	62	<b>67</b>	+ 8.1%
Median Sales Price*	\$156,000	<b>\$193,000</b>	+ 23.7%	\$200,000	<b>\$191,000</b>	- 4.5%
Inventory of Homes for Sale	276	<b>275</b>	- 0.4%	--	--	--
Months Supply of Inventory	6.3	<b>5.9</b>	- 6.3%	--	--	--
Cumulative Days on Market Until Sale	125	<b>181</b>	+ 44.8%	159	<b>157</b>	- 1.3%
Percent of Original List Price Received*	87.8%	<b>89.8%</b>	+ 2.3%	90.0%	<b>91.3%</b>	+ 1.4%
New Listings	38	<b>66</b>	+ 73.7%	67	<b>104</b>	+ 55.2%

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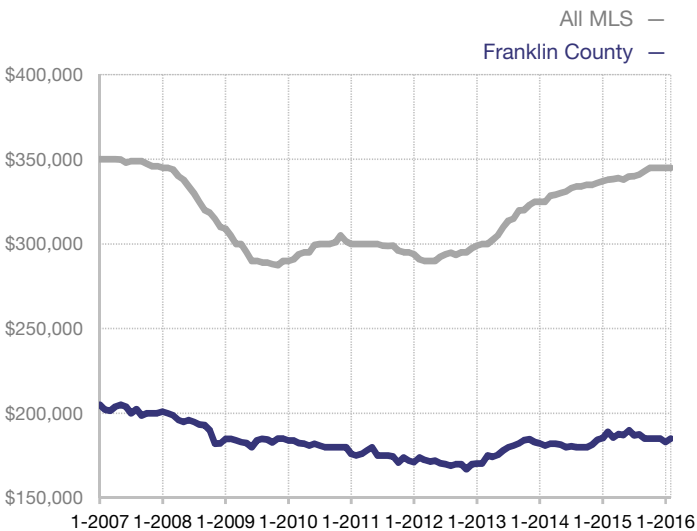
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	<b>2</b>	+ 100.0%	3	<b>7</b>	+ 133.3%
Closed Sales	3	<b>2</b>	- 33.3%	6	<b>5</b>	- 16.7%
Median Sales Price*	\$150,000	<b>\$71,595</b>	- 52.3%	\$221,750	<b>\$77,000</b>	- 65.3%
Inventory of Homes for Sale	29	<b>26</b>	- 10.3%	--	--	--
Months Supply of Inventory	7.6	<b>6.0</b>	- 21.1%	--	--	--
Cumulative Days on Market Until Sale	346	<b>132</b>	- 61.8%	231	<b>100</b>	- 56.7%
Percent of Original List Price Received*	94.6%	<b>87.0%</b>	- 8.0%	95.2%	<b>88.2%</b>	- 7.4%
New Listings	1	<b>4</b>	+ 300.0%	4	<b>6</b>	+ 50.0%

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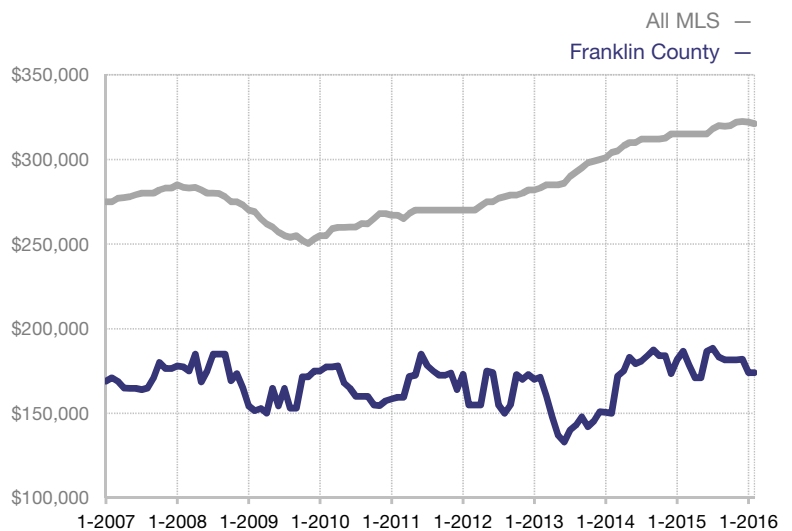
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

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## Hampden County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	197	<b>336</b>	+ 70.6%	394	<b>611</b>	+ 55.1%
Closed Sales	145	<b>212</b>	+ 46.2%	331	<b>459</b>	+ 38.7%
Median Sales Price*	\$172,500	<b>\$158,500</b>	- 8.1%	\$175,000	<b>\$162,900</b>	- 6.9%
Inventory of Homes for Sale	1,354	<b>1,112</b>	- 17.9%	--	--	--
Months Supply of Inventory	5.2	<b>3.7</b>	- 28.8%	--	--	--
Cumulative Days on Market Until Sale	131	<b>131</b>	0.0%	144	<b>134</b>	- 6.9%
Percent of Original List Price Received*	92.4%	<b>92.3%</b>	- 0.1%	91.9%	<b>92.2%</b>	+ 0.3%
New Listings	298	<b>362</b>	+ 21.5%	570	<b>692</b>	+ 21.4%

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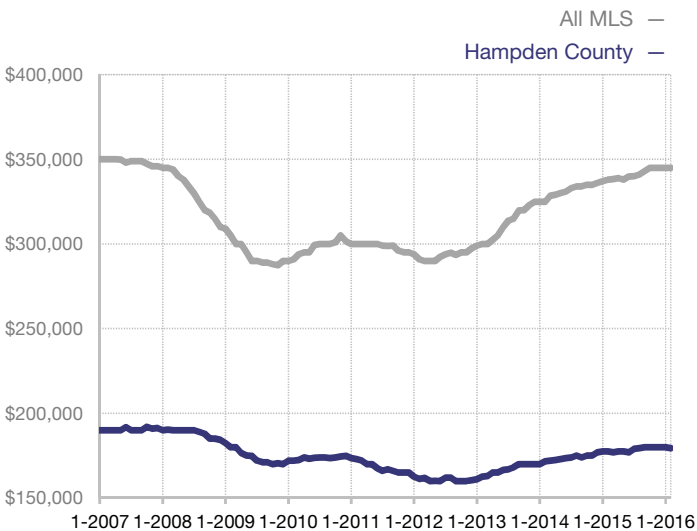
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	25	<b>46</b>	+ 84.0%	56	<b>84</b>	+ 50.0%
Closed Sales	14	<b>38</b>	+ 171.4%	49	<b>61</b>	+ 24.5%
Median Sales Price*	\$124,500	<b>\$121,200</b>	- 2.7%	\$136,500	<b>\$139,900</b>	+ 2.5%
Inventory of Homes for Sale	266	<b>202</b>	- 24.1%	--	--	--
Months Supply of Inventory	7.5	<b>4.8</b>	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	196	<b>195</b>	- 0.5%	193	<b>156</b>	- 19.2%
Percent of Original List Price Received*	91.1%	<b>93.7%</b>	+ 2.9%	91.5%	<b>94.5%</b>	+ 3.3%
New Listings	60	<b>45</b>	- 25.0%	109	<b>107</b>	- 1.8%

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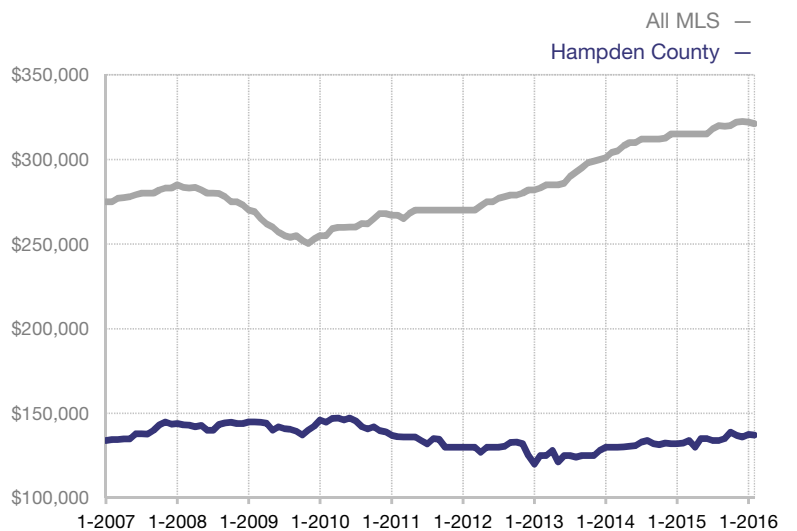
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

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## Hampshire County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	70	<b>77</b>	+ 10.0%	139	<b>159</b>	+ 14.4%
Closed Sales	59	<b>53</b>	- 10.2%	116	<b>116</b>	0.0%
Median Sales Price*	\$231,000	<b>\$254,000</b>	+ 10.0%	\$233,000	<b>\$248,000</b>	+ 6.4%
Inventory of Homes for Sale	512	<b>448</b>	- 12.5%	--	--	--
Months Supply of Inventory	5.7	<b>4.3</b>	- 24.6%	--	--	--
Cumulative Days on Market Until Sale	153	<b>128</b>	- 16.3%	153	<b>141</b>	- 7.8%
Percent of Original List Price Received*	92.8%	<b>92.9%</b>	+ 0.1%	91.4%	<b>91.5%</b>	+ 0.1%
New Listings	90	<b>104</b>	+ 15.6%	195	<b>184</b>	- 5.6%

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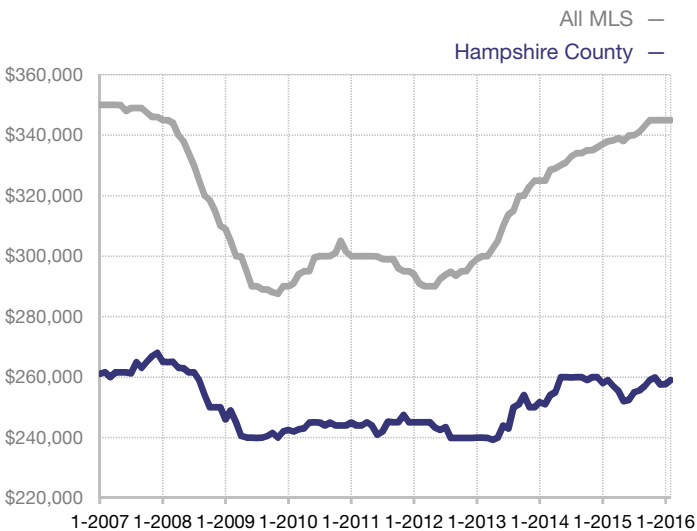
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	13	<b>18</b>	+ 38.5%	23	<b>36</b>	+ 56.5%
Closed Sales	14	<b>13</b>	- 7.1%	24	<b>28</b>	+ 16.7%
Median Sales Price*	\$162,500	<b>\$200,000</b>	+ 23.1%	\$188,500	<b>\$173,950</b>	- 7.7%
Inventory of Homes for Sale	145	<b>126</b>	- 13.1%	--	--	--
Months Supply of Inventory	6.4	<b>5.2</b>	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	142	<b>185</b>	+ 30.3%	168	<b>155</b>	- 7.7%
Percent of Original List Price Received*	96.0%	<b>98.6%</b>	+ 2.7%	95.0%	<b>95.9%</b>	+ 0.9%
New Listings	22	<b>23</b>	+ 4.5%	53	<b>36</b>	- 32.1%

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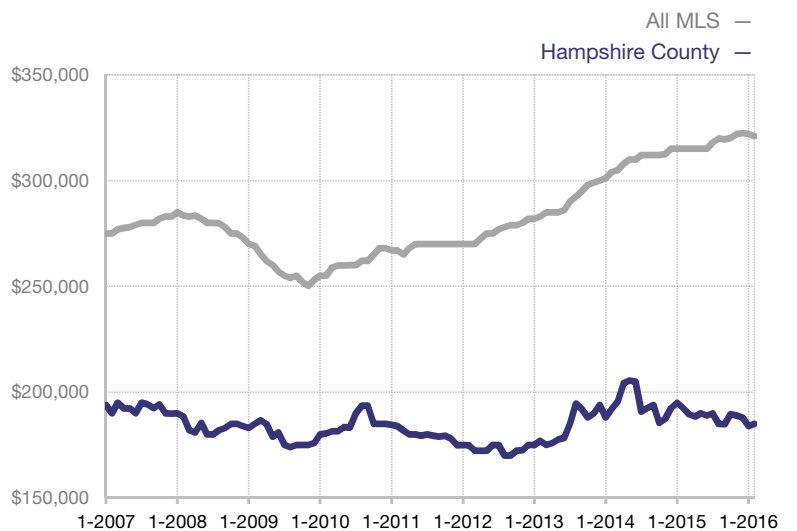
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

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## Middlesex County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	500	<b>772</b>	+ 54.4%	1,043	<b>1,387</b>	+ 33.0%
Closed Sales	426	<b>474</b>	+ 11.3%	986	<b>1,131</b>	+ 14.7%
Median Sales Price*	\$432,025	<b>\$469,500</b>	+ 8.7%	\$445,000	<b>\$449,100</b>	+ 0.9%
Inventory of Homes for Sale	1,648	<b>1,629</b>	- 1.2%	--	--	--
Months Supply of Inventory	1.9	<b>1.8</b>	- 5.3%	--	--	--
Cumulative Days on Market Until Sale	102	<b>98</b>	- 3.9%	95	<b>90</b>	- 5.3%
Percent of Original List Price Received*	94.8%	<b>95.7%</b>	+ 0.9%	95.4%	<b>95.8%</b>	+ 0.4%
New Listings	478	<b>891</b>	+ 86.4%	1,150	<b>1,631</b>	+ 41.8%

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

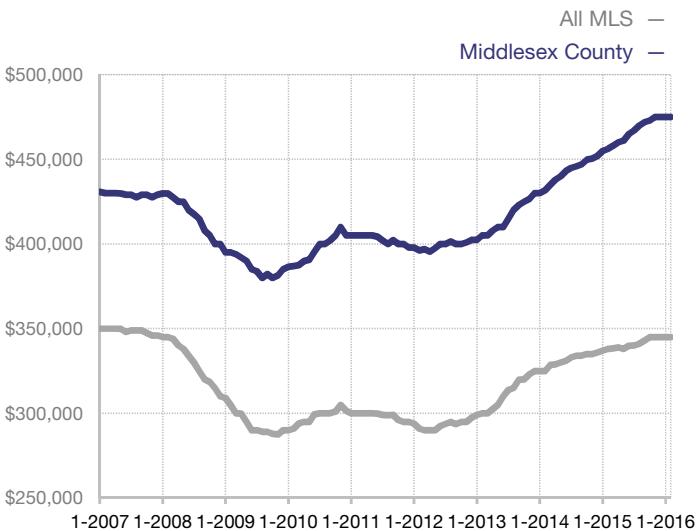
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	275	<b>439</b>	+ 59.6%	576	<b>835</b>	+ 45.0%
Closed Sales	270	<b>261</b>	- 3.3%	529	<b>608</b>	+ 14.9%
Median Sales Price*	\$343,000	<b>\$330,150</b>	- 3.7%	\$352,000	<b>\$349,500</b>	- 0.7%
Inventory of Homes for Sale	697	<b>615</b>	- 11.8%	--	--	--
Months Supply of Inventory	1.5	<b>1.3</b>	- 13.3%	--	--	--
Cumulative Days on Market Until Sale	87	<b>72</b>	- 17.2%	83	<b>69</b>	- 16.9%
Percent of Original List Price Received*	98.4%	<b>98.2%</b>	- 0.2%	98.5%	<b>98.0%</b>	- 0.5%
New Listings	298	<b>467</b>	+ 56.7%	674	<b>903</b>	+ 34.0%

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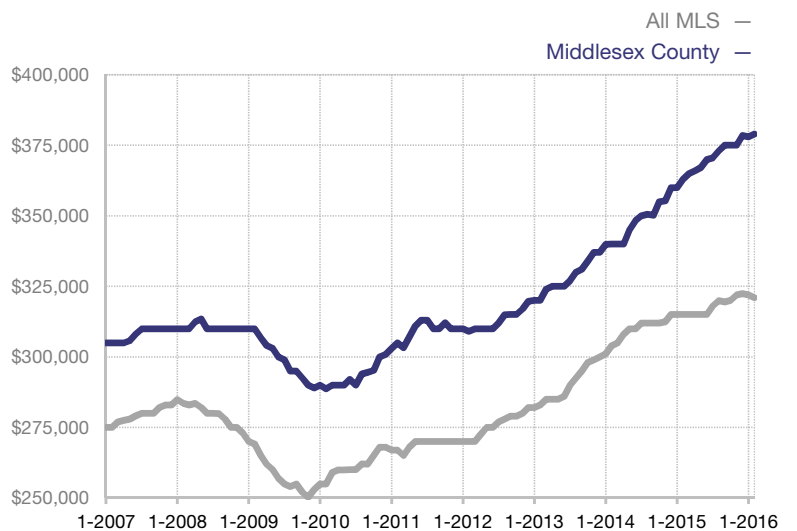
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Nantucket County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	0	- 100.0%	3	3	0.0%
Closed Sales	1	1	0.0%	5	5	0.0%
Median Sales Price*	\$1,625,000	<b>\$1,999,000</b>	+ 23.0%	\$1,625,000	<b>\$1,295,000</b>	- 20.3%
Inventory of Homes for Sale	26	<b>23</b>	- 11.5%	--	--	--
Months Supply of Inventory	8.0	<b>7.5</b>	- 6.3%	--	--	--
Cumulative Days on Market Until Sale	56	<b>304</b>	+ 442.9%	193	<b>234</b>	+ 21.2%
Percent of Original List Price Received*	85.8%	<b>75.4%</b>	- 12.1%	91.7%	<b>87.2%</b>	- 4.9%
New Listings	3	<b>1</b>	- 66.7%	9	<b>1</b>	- 88.9%

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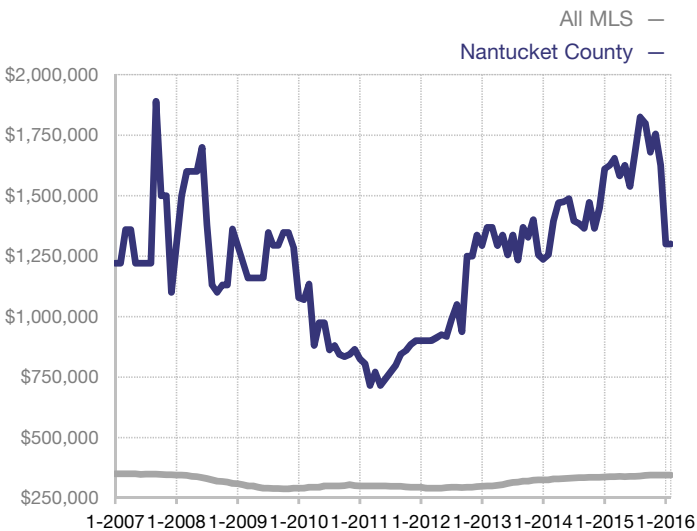
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	0	- 100.0%	2	0	- 100.0%
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Inventory of Homes for Sale	1	<b>4</b>	+ 300.0%	--	--	--
Months Supply of Inventory	0.8	<b>1.8</b>	+ 125.0%	--	--	--
Cumulative Days on Market Until Sale	0	<b>0</b>	--	0	<b>0</b>	--
Percent of Original List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
New Listings	0	<b>1</b>	--	3	<b>3</b>	0.0%

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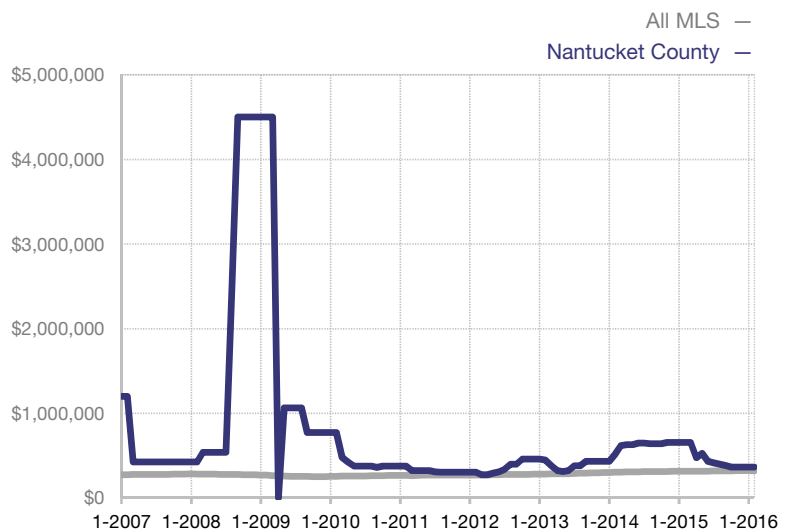
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Norfolk County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	303	<b>482</b>	+ 59.1%	623	<b>835</b>	+ 34.0%
Closed Sales	232	<b>279</b>	+ 20.3%	530	<b>681</b>	+ 28.5%
Median Sales Price*	\$407,500	<b>\$415,000</b>	+ 1.8%	\$410,000	<b>\$432,000</b>	+ 5.4%
Inventory of Homes for Sale	1,155	<b>971</b>	- 15.9%	--	--	--
Months Supply of Inventory	2.5	<b>1.9</b>	- 24.0%	--	--	--
Cumulative Days on Market Until Sale	106	<b>99</b>	- 6.6%	103	<b>94</b>	- 8.7%
Percent of Original List Price Received*	95.0%	<b>95.2%</b>	+ 0.2%	94.7%	<b>95.3%</b>	+ 0.6%
New Listings	293	<b>513</b>	+ 75.1%	666	<b>949</b>	+ 42.5%

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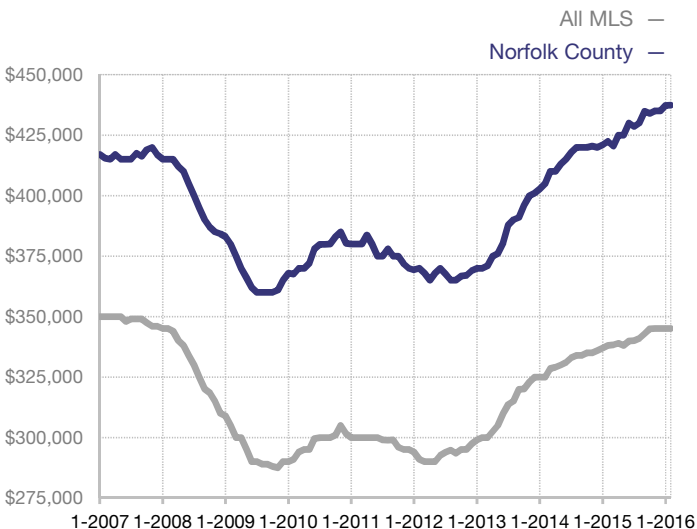
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	142	<b>179</b>	+ 26.1%	255	<b>322</b>	+ 26.3%
Closed Sales	88	<b>98</b>	+ 11.4%	220	<b>213</b>	- 3.2%
Median Sales Price*	\$312,450	<b>\$284,250</b>	- 9.0%	\$315,000	<b>\$291,500</b>	- 7.5%
Inventory of Homes for Sale	347	<b>292</b>	- 15.9%	--	--	--
Months Supply of Inventory	1.8	<b>1.5</b>	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	93	<b>85</b>	- 8.6%	75	<b>77</b>	+ 2.7%
Percent of Original List Price Received*	97.1%	<b>96.3%</b>	- 0.8%	97.6%	<b>96.8%</b>	- 0.8%
New Listings	153	<b>199</b>	+ 30.1%	298	<b>374</b>	+ 25.5%

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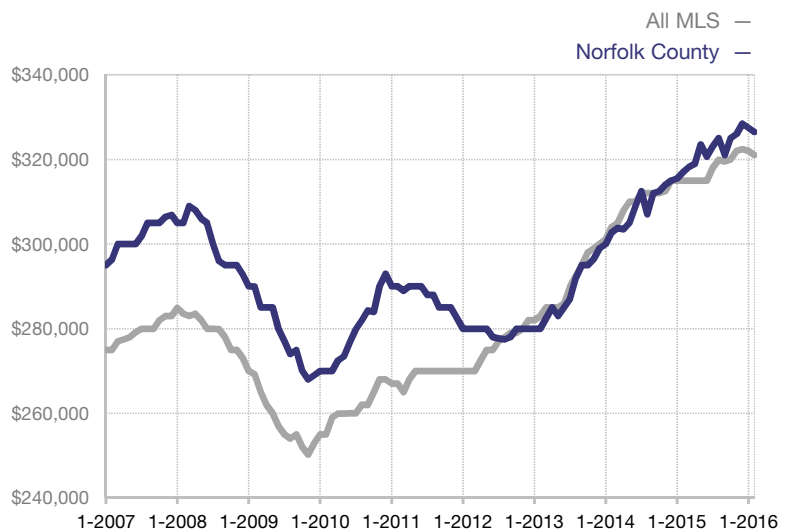
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Plymouth County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	241	<b>436</b>	+ 80.9%	516	<b>833</b>	+ 61.4%
Closed Sales	222	<b>279</b>	+ 25.7%	493	<b>621</b>	+ 26.0%
Median Sales Price*	\$304,500	<b>\$286,000</b>	- 6.1%	\$304,500	<b>\$305,000</b>	+ 0.2%
Inventory of Homes for Sale	1,807	<b>1,449</b>	- 19.8%	--	--	--
Months Supply of Inventory	4.2	<b>3.0</b>	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	131	<b>127</b>	- 3.1%	125	<b>119</b>	- 4.8%
Percent of Original List Price Received*	93.8%	<b>93.9%</b>	+ 0.1%	93.7%	<b>94.2%</b>	+ 0.5%
New Listings	309	<b>520</b>	+ 68.3%	727	<b>980</b>	+ 34.8%

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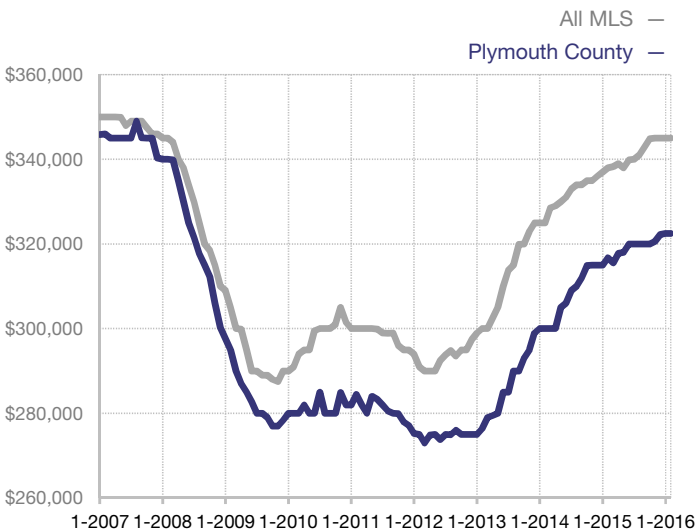
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	60	<b>81</b>	+ 35.0%	112	<b>146</b>	+ 30.4%
Closed Sales	52	<b>49</b>	- 5.8%	97	<b>122</b>	+ 25.8%
Median Sales Price*	\$225,000	<b>\$235,000</b>	+ 4.4%	\$245,000	<b>\$227,500</b>	- 7.1%
Inventory of Homes for Sale	335	<b>257</b>	- 23.3%	--	--	--
Months Supply of Inventory	4.3	<b>3.1</b>	- 27.9%	--	--	--
Cumulative Days on Market Until Sale	144	<b>126</b>	- 12.5%	142	<b>103</b>	- 27.5%
Percent of Original List Price Received*	95.2%	<b>96.0%</b>	+ 0.8%	96.5%	<b>96.4%</b>	- 0.1%
New Listings	67	<b>102</b>	+ 52.2%	161	<b>181</b>	+ 12.4%

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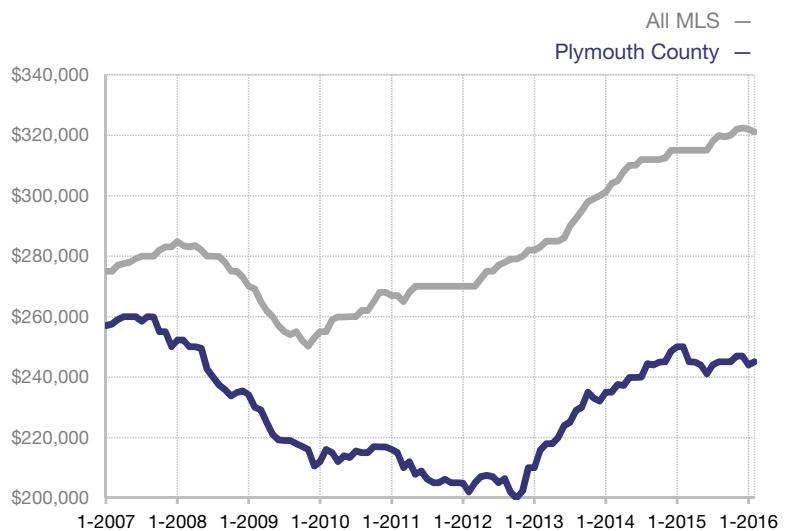
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

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## Suffolk County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	55	<b>95</b>	+ 72.7%	124	<b>173</b>	+ 39.5%
Closed Sales	55	<b>59</b>	+ 7.3%	126	<b>143</b>	+ 13.5%
Median Sales Price*	\$372,500	<b>\$421,000</b>	+ 13.0%	\$392,000	<b>\$425,000</b>	+ 8.4%
Inventory of Homes for Sale	183	<b>141</b>	- 23.0%	--	--	--
Months Supply of Inventory	1.7	<b>1.3</b>	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	92	<b>75</b>	- 18.5%	82	<b>73</b>	- 11.0%
Percent of Original List Price Received*	93.2%	<b>97.6%</b>	+ 4.7%	94.6%	<b>96.5%</b>	+ 2.0%
New Listings	58	<b>84</b>	+ 44.8%	135	<b>168</b>	+ 24.4%

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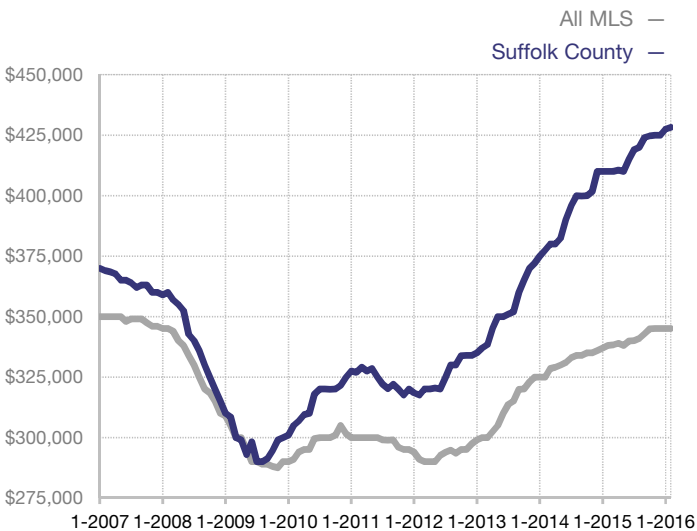
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	274	<b>416</b>	+ 51.8%	535	<b>704</b>	+ 31.6%
Closed Sales	189	<b>210</b>	+ 11.1%	403	<b>470</b>	+ 16.6%
Median Sales Price*	\$487,500	<b>\$505,000</b>	+ 3.6%	\$483,000	<b>\$492,000</b>	+ 1.9%
Inventory of Homes for Sale	545	<b>521</b>	- 4.4%	--	--	--
Months Supply of Inventory	1.4	<b>1.3</b>	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	72	<b>66</b>	- 8.3%	65	<b>61</b>	- 6.2%
Percent of Original List Price Received*	96.9%	<b>97.6%</b>	+ 0.7%	96.9%	<b>97.5%</b>	+ 0.6%
New Listings	300	<b>429</b>	+ 43.0%	630	<b>785</b>	+ 24.6%

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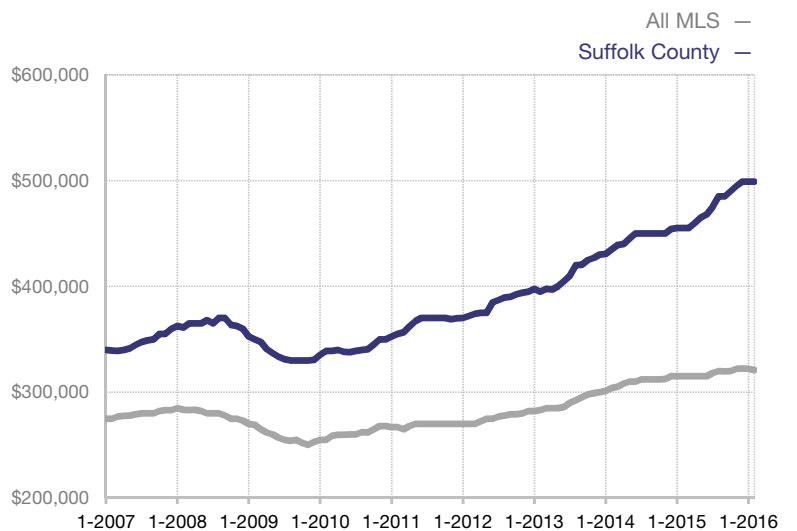
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2016

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## Worcester County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	374	<b>641</b>	+ 71.4%	774	<b>1,176</b>	+ 51.9%
Closed Sales	307	<b>442</b>	+ 44.0%	669	<b>909</b>	+ 35.9%
Median Sales Price*	\$235,000	<b>\$220,000</b>	- 6.4%	\$230,400	<b>\$227,000</b>	- 1.5%
Inventory of Homes for Sale	2,664	<b>2,007</b>	- 24.7%	--	--	--
Months Supply of Inventory	4.9	<b>3.1</b>	- 36.7%	--	--	--
Cumulative Days on Market Until Sale	140	<b>124</b>	- 11.4%	133	<b>121</b>	- 9.0%
Percent of Original List Price Received*	91.7%	<b>93.5%</b>	+ 2.0%	92.8%	<b>93.9%</b>	+ 1.2%
New Listings	473	<b>670</b>	+ 41.6%	1,042	<b>1,286</b>	+ 23.4%

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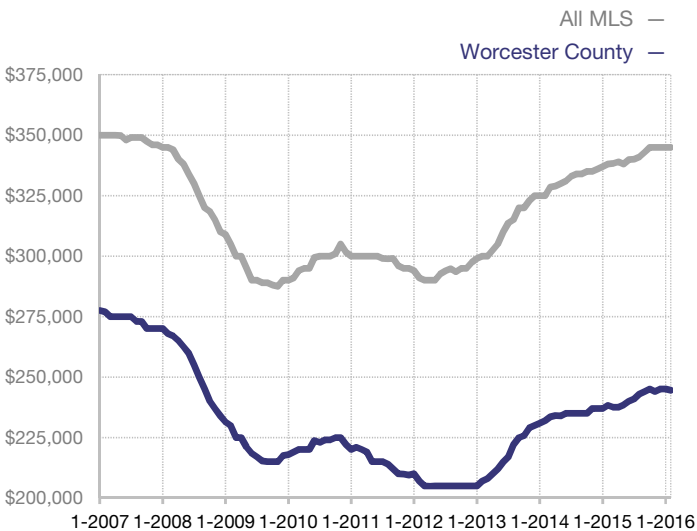
### Condominium Properties

Key Metrics	February			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	83	<b>168</b>	+ 102.4%	160	<b>275</b>	+ 71.9%
Closed Sales	62	<b>87</b>	+ 40.3%	134	<b>172</b>	+ 28.4%
Median Sales Price*	\$184,750	<b>\$180,000</b>	- 2.6%	\$181,000	<b>\$189,500</b>	+ 4.7%
Inventory of Homes for Sale	491	<b>381</b>	- 22.4%	--	--	--
Months Supply of Inventory	4.3	<b>2.9</b>	- 32.6%	--	--	--
Cumulative Days on Market Until Sale	112	<b>112</b>	0.0%	121	<b>109</b>	- 9.9%
Percent of Original List Price Received*	94.9%	<b>95.7%</b>	+ 0.8%	95.0%	<b>95.2%</b>	+ 0.2%
New Listings	118	<b>168</b>	+ 42.4%	235	<b>306</b>	+ 30.2%

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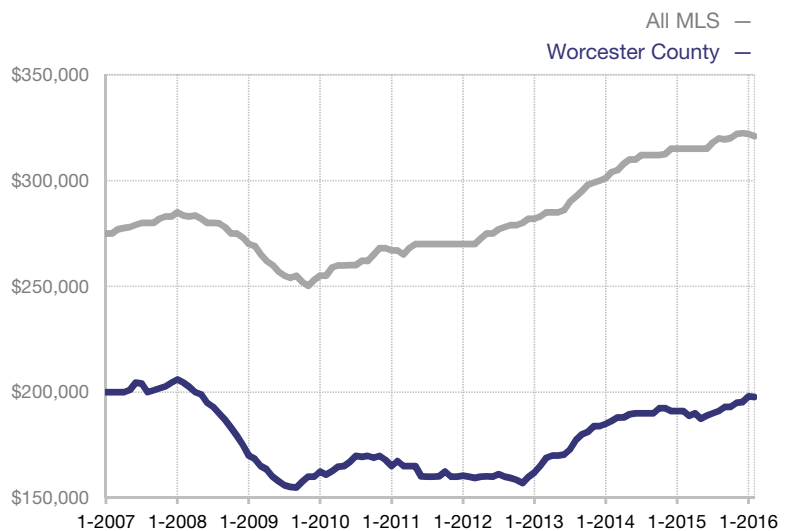
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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