Local Market Update – April 2016
A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Berkshire County Board of REALTORS®

<table>
<thead>
<tr>
<th>Year-Over-Year</th>
<th>Year-Over-Year</th>
<th>Year-Over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Closed Sales</td>
<td>Change in Median Sales Price</td>
<td>Change in Inventory of Homes</td>
</tr>
<tr>
<td>All Properties</td>
<td>All Properties</td>
<td>All Properties</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Single-Family Properties</th>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>2015</td>
<td>2016</td>
</tr>
<tr>
<td></td>
<td>120</td>
<td>105</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>96</td>
<td>111</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$167,000</td>
<td>$178,277</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>1,325</td>
<td>1,112</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>14.3</td>
<td>10.2</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>170</td>
<td>124</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>88.1%</td>
<td>89.8%</td>
</tr>
<tr>
<td>New Listings</td>
<td>291</td>
<td>288</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Condominium Properties</th>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>2015</td>
<td>2016</td>
</tr>
<tr>
<td></td>
<td>14</td>
<td>7</td>
</tr>
<tr>
<td>Closed Sales</td>
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<td>9</td>
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<tr>
<td>Median Sales Price*</td>
<td>$155,000</td>
<td>$195,000</td>
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<tr>
<td>Inventory of Homes for Sale</td>
<td>159</td>
<td>133</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>20.1</td>
<td>12.9</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>220</td>
<td>206</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>87.3%</td>
<td>89.9%</td>
</tr>
<tr>
<td>New Listings</td>
<td>20</td>
<td>18</td>
</tr>
</tbody>
</table>

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

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.
### Single-Family Properties

<table>
<thead>
<tr>
<th></th>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>477</td>
<td>762</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>331</td>
<td>498</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$345,000</td>
<td>$365,000</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>4,319</td>
<td>3,357</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>10.8</td>
<td>7.0</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>172</td>
<td>174</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>93.2%</td>
<td>93.4%</td>
</tr>
<tr>
<td>New Listings</td>
<td>1,243</td>
<td>944</td>
</tr>
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</table>

### Condominium Properties

<table>
<thead>
<tr>
<th></th>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>147</td>
<td>178</td>
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<tr>
<td>Closed Sales</td>
<td>101</td>
<td>111</td>
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<tr>
<td>Median Sales Price*</td>
<td>$279,000</td>
<td>$249,000</td>
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<tr>
<td>Inventory of Homes for Sale</td>
<td>934</td>
<td>741</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>9.2</td>
<td>6.6</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>165</td>
<td>155</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>95.2%</td>
<td>94.1%</td>
</tr>
<tr>
<td>New Listings</td>
<td>273</td>
<td>206</td>
</tr>
</tbody>
</table>

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

### Median Sales Price

**BASED ON A ROLLING 12-MONTH AVERAGE**

#### Single-Family Properties

A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.
### Single-Family Properties

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>591</td>
<td>749</td>
<td>+ 26.7%</td>
<td>1,668</td>
<td>2,256</td>
<td>+ 35.3%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>340</td>
<td>467</td>
<td>+ 37.4%</td>
<td>1,168</td>
<td>1,559</td>
<td>+ 33.5%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$247,000</td>
<td>$271,500</td>
<td>+ 9.9%</td>
<td>$248,000</td>
<td>$255,000</td>
<td>+ 2.8%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>2,777</td>
<td>1,782</td>
<td>- 21.7%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>5.4</td>
<td>3.5</td>
<td>- 34.5%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>139</td>
<td>115</td>
<td>- 17.2%</td>
<td>136</td>
<td>121</td>
<td>- 11.7%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>93.5%</td>
<td>95.8%</td>
<td>+ 2.5%</td>
<td>93.3%</td>
<td>94.5%</td>
<td>+ 1.3%</td>
</tr>
<tr>
<td>New Listings</td>
<td>1,092</td>
<td>913</td>
<td>- 16.4%</td>
<td>2,561</td>
<td>2,875</td>
<td>+ 12.3%</td>
</tr>
</tbody>
</table>

### Condominium Properties

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>165</td>
<td>193</td>
<td>+ 17.0%</td>
<td>453</td>
<td>571</td>
<td>+ 26.0%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>94</td>
<td>108</td>
<td>+ 14.9%</td>
<td>303</td>
<td>376</td>
<td>+ 24.1%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$212,500</td>
<td>$203,500</td>
<td>- 4.2%</td>
<td>$215,000</td>
<td>$203,450</td>
<td>- 5.4%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>459</td>
<td>388</td>
<td>- 15.5%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>4.4</td>
<td>3.2</td>
<td>- 28.4%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>112</td>
<td>104</td>
<td>- 6.9%</td>
<td>115</td>
<td>113</td>
<td>- 1.3%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>95.4%</td>
<td>96.8%</td>
<td>+ 1.6%</td>
<td>95.8%</td>
<td>96.0%</td>
<td>+ 0.2%</td>
</tr>
<tr>
<td>New Listings</td>
<td>241</td>
<td>218</td>
<td>- 9.5%</td>
<td>646</td>
<td>713</td>
<td>+ 10.4%</td>
</tr>
</tbody>
</table>

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### Median Sales Price

**Based on a Rolling 12-Month Average**

- **Single-Family Properties**
  - **Entire State**
  - **Central Massachusetts Association of REALTORS®**

- **Condominium Properties**
  - **Entire State**
  - **Central Massachusetts Association of REALTORS®**

A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

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### Greater Boston Association of REALTORS®

#### Single-Family Homes

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>2015</th>
<th>2016</th>
<th>Percent Change</th>
<th>2015 Year to Date</th>
<th>2016 Year to Date</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td>946</td>
<td>1,132</td>
<td>+ 19.7%</td>
<td>3,302</td>
<td>3,873</td>
<td>+ 17.3%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$465,000</td>
<td>$485,000</td>
<td>+ 4.3%</td>
<td>$449,950</td>
<td>$464,500</td>
<td>+ 3.2%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>3,642</td>
<td>3,411</td>
<td>- 6.3%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>2.8</td>
<td>2.4</td>
<td>- 14.3%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Days on Market Until Sale</td>
<td>81</td>
<td>72</td>
<td>- 11.1%</td>
<td>88</td>
<td>79</td>
<td>- 10.2%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>97.1%</td>
<td>98.2%</td>
<td>+ 1.1%</td>
<td>96.1%</td>
<td>96.9%</td>
<td>+ 0.8%</td>
</tr>
<tr>
<td>New Listings</td>
<td>2,951</td>
<td>2,538</td>
<td>- 14.0%</td>
<td>6,546</td>
<td>7,569</td>
<td>+ 15.6%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>1,863</td>
<td>2,013</td>
<td>+ 8.1%</td>
<td>4,857</td>
<td>5,806</td>
<td>+ 19.5%</td>
</tr>
</tbody>
</table>

**Notes:** Does not account for sale concessions and/or downpayment assistance. Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

#### Condominiums

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>2015</th>
<th>2016</th>
<th>Percent Change</th>
<th>2015 Year to Date</th>
<th>2016 Year to Date</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td>781</td>
<td>895</td>
<td>+ 14.6%</td>
<td>2,513</td>
<td>2,961</td>
<td>+ 17.8%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$410,000</td>
<td>$460,000</td>
<td>+ 12.2%</td>
<td>$409,900</td>
<td>$438,000</td>
<td>+ 6.9%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>1,937</td>
<td>1,650</td>
<td>- 14.8%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>2.0</td>
<td>1.6</td>
<td>- 20.0%</td>
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<td>--</td>
</tr>
<tr>
<td>Days on Market Until Sale</td>
<td>60</td>
<td>48</td>
<td>- 20.0%</td>
<td>66</td>
<td>58</td>
<td>- 12.1%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>100.2%</td>
<td>100.8%</td>
<td>+ 0.6%</td>
<td>98.8%</td>
<td>99.2%</td>
<td>+ 0.4%</td>
</tr>
<tr>
<td>New Listings</td>
<td>1,897</td>
<td>1,657</td>
<td>- 12.7%</td>
<td>4,812</td>
<td>5,299</td>
<td>+ 10.1%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>1,412</td>
<td>1,501</td>
<td>+ 6.3%</td>
<td>3,790</td>
<td>4,453</td>
<td>+ 17.5%</td>
</tr>
</tbody>
</table>

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#### Median Sales Price - Single-Family Homes

**Rolling 12-Month Calculation**

![Median Sales Price - Single-Family Homes](image)

#### Median Sales Price - Condominiums

**Rolling 12-Month Calculation**

![Median Sales Price - Condominiums](image)

A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

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Greater Fall River Association of
REALTORS®

+ 17.1%  + 9.5%  - 28.3%
Year-Over-Year
Change in
Closed Sales
All Properties
Year-Over-Year
Change in
Median Sales Price
All Properties
Year-Over-Year
Change in
Inventory of Homes
All Properties

<table>
<thead>
<tr>
<th>Single-Family Properties</th>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>73</td>
<td>119</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>65</td>
<td>79</td>
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<tr>
<td>Median Sales Price*</td>
<td>$239,900</td>
<td>$249,000</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>515</td>
<td>360</td>
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<tr>
<td>Months Supply of Inventory</td>
<td>7.7</td>
<td>4.2</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>159</td>
<td>121</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>94.9%</td>
<td>95.4%</td>
</tr>
<tr>
<td>New Listings</td>
<td>174</td>
<td>122</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Condominium Properties</th>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>9</td>
<td>10</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>11</td>
<td>10</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$68,000</td>
<td>$181,000</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>53</td>
<td>47</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>6.8</td>
<td>6.3</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>135</td>
<td>215</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>83.3%</td>
<td>92.7%</td>
</tr>
<tr>
<td>New Listings</td>
<td>12</td>
<td>13</td>
</tr>
</tbody>
</table>

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Greater Newburyport Association of REALTORS®

<table>
<thead>
<tr>
<th>Year-Over-Year Change in</th>
<th>Year-Over-Year Change in</th>
<th>Year-Over-Year Change in</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>Closed Sales</td>
<td>Median Sales Price</td>
</tr>
<tr>
<td>All Properties</td>
<td>All Properties</td>
<td>All Properties</td>
</tr>
<tr>
<td>April</td>
<td>Year to Date</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>2016</td>
<td>+ / –</td>
</tr>
<tr>
<td>79</td>
<td>112</td>
<td>+ 41.8%</td>
</tr>
<tr>
<td>41</td>
<td>47</td>
<td>+ 14.6%</td>
</tr>
<tr>
<td>$432,000</td>
<td>$439,900</td>
<td>+ 1.8%</td>
</tr>
<tr>
<td>272</td>
<td>222</td>
<td>- 18.4%</td>
</tr>
<tr>
<td>5.2</td>
<td>3.6</td>
<td>- 30.3%</td>
</tr>
<tr>
<td>122</td>
<td>105</td>
<td>- 14.1%</td>
</tr>
<tr>
<td>96.2%</td>
<td>96.4%</td>
<td>+ 0.2%</td>
</tr>
<tr>
<td>155</td>
<td>115</td>
<td>- 25.8%</td>
</tr>
<tr>
<td>182</td>
<td>253</td>
<td>+ 39.0%</td>
</tr>
<tr>
<td>115</td>
<td>155</td>
<td>+ 34.8%</td>
</tr>
<tr>
<td>$395,000</td>
<td>$392,500</td>
<td>- 0.6%</td>
</tr>
<tr>
<td>141</td>
<td>116</td>
<td>- 17.6%</td>
</tr>
<tr>
<td>93.7%</td>
<td>93.4%</td>
<td>- 0.4%</td>
</tr>
<tr>
<td>327</td>
<td>374</td>
<td>+ 14.4%</td>
</tr>
</tbody>
</table>

| April                   | Year to Date             |
| 2015                    | 2016                     | + / –                    |
| 58                      | 48                       | - 17.2%                  |
| 29                      | 28                       | - 3.4%                   |
| $371,500                | $324,250                 | - 12.7%                  |
| 132                    | 89                       | - 32.6%                  |
| 4.0                    | 2.5                      | - 38.2%                  |
| 107                    | 96                       | - 10.8%                  |
| 97.6%                  | 96.2%                    | - 1.4%                   |
| 79                     | 54                       | - 31.6%                  |
| 149                    | 140                      | - 6.0%                   |
| 88                     | 98                       | + 11.4%                  |
| $327,513                | $300,000                 | - 8.4%                   |
| 114                    | 97                       | - 15.2%                  |
| 95.9%                  | 95.7%                    | - 0.2%                   |
| 207                    | 176                      | - 15.0%                  |

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North Central Massachusetts Association of REALTORS®

North Central Massachusetts Association of REALTORS®

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>+ / –</th>
<th>Year-Over-Year Change in</th>
<th>2015</th>
<th>2016</th>
<th>+ / –</th>
<th>Year-Over-Year Change in</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>285</td>
<td>335</td>
<td>+ 17.5%</td>
<td>Closed Sales</td>
<td>760</td>
<td>976</td>
<td>+ 28.4%</td>
<td>Inventory of Homes for Sale</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>154</td>
<td>193</td>
<td>+ 25.3%</td>
<td>Median Sales Price</td>
<td>548</td>
<td>680</td>
<td>+ 24.1%</td>
<td>Cumulative Days on Market Until Sale</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$210,500</td>
<td>$218,500</td>
<td>+ 3.8%</td>
<td></td>
<td>$200,000</td>
<td>$220,000</td>
<td>+ 10.0%</td>
<td></td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>1,136</td>
<td>816</td>
<td>- 28.2%</td>
<td></td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>Months Supply of Inventory</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>6.2</td>
<td>3.6</td>
<td>- 41.7%</td>
<td></td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>Cumulative Days on Market Until Sale</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>143</td>
<td>132</td>
<td>- 8.1%</td>
<td></td>
<td>142</td>
<td>125</td>
<td>- 12.0%</td>
<td></td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>93.3%</td>
<td>94.0%</td>
<td>+ 0.8%</td>
<td></td>
<td>92.4%</td>
<td>94.3%</td>
<td>+ 2.1%</td>
<td></td>
</tr>
<tr>
<td>New Listings</td>
<td>486</td>
<td>397</td>
<td>- 18.3%</td>
<td></td>
<td>1,192</td>
<td>1,235</td>
<td>+ 3.6%</td>
<td>Percent of Original List Price Received*</td>
</tr>
</tbody>
</table>

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

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>+ / –</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>42</td>
<td>43</td>
<td>+ 2.4%</td>
<td>2015</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>24</td>
<td>26</td>
<td>+ 8.3%</td>
<td>2016</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$156,750</td>
<td>$146,750</td>
<td>- 6.4%</td>
<td>2015</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>147</td>
<td>127</td>
<td>- 13.6%</td>
<td>2016</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>5.8</td>
<td>4.3</td>
<td>- 26.3%</td>
<td>2015</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>117</td>
<td>118</td>
<td>+ 1.0%</td>
<td>2016</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>96.1%</td>
<td>96.0%</td>
<td>- 0.1%</td>
<td>2015</td>
</tr>
<tr>
<td>New Listings</td>
<td>66</td>
<td>45</td>
<td>- 31.8%</td>
<td>2016</td>
</tr>
</tbody>
</table>

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Local Market Update – April 2016
A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

North Shore Association of REALTORS®

+ 16.3%  + 1.8%  - 21.2%

Year-Over-Year Year-Over-Year Year-Over-Year
Change in Change in Change in
Closed Sales Median Sales Price Inventory of Homes
All Properties All Properties All Properties

<table>
<thead>
<tr>
<th></th>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>404 434 + 7.4%</td>
<td>1,131 1,302 + 15.1%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>242 272 + 12.4%</td>
<td>816 943 + 15.6%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$352,500 $375,750 + 6.6%</td>
<td>$363,650 $370,000 + 1.7%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>1,017 814 - 20.0%</td>
<td>-- -- -- --</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>3.3 2.3 - 29.5%</td>
<td>-- -- -- --</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>111 94 - 15.0%</td>
<td>111 100 - 9.5%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>95.8% 97.2% + 1.5%</td>
<td>94.5% 95.5% + 1.1%</td>
</tr>
<tr>
<td>New Listings</td>
<td>650 562 - 13.5%</td>
<td>1,525 1,631 + 7.0%</td>
</tr>
</tbody>
</table>

Condominium Properties

<table>
<thead>
<tr>
<th></th>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>183 218 + 19.1%</td>
<td>517 638 + 23.4%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>114 142 + 24.6%</td>
<td>353 452 + 28.0%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$245,500 $256,500 + 4.5%</td>
<td>$245,000 $247,000 + 0.8%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>457 348 - 23.9%</td>
<td>-- -- -- --</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>3.4 2.2 - 35.0%</td>
<td>-- -- -- --</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>103 86 - 16.3%</td>
<td>99 98 - 1.2%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>95.8% 97.4% + 1.6%</td>
<td>95.5% 96.0% + 0.6%</td>
</tr>
<tr>
<td>New Listings</td>
<td>281 249 - 11.4%</td>
<td>700 740 + 5.7%</td>
</tr>
</tbody>
</table>

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

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties

Condominium Properties

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# Local Market Update – April 2016

## Northeast Association of REALTORS®

### Year-Over-Year Change

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>+ / –</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pending Sales</strong></td>
<td>365</td>
<td>420</td>
<td>+ 15.1%</td>
</tr>
<tr>
<td><strong>Closed Sales</strong></td>
<td>227</td>
<td>291</td>
<td>+ 28.2%</td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td>$333,000</td>
<td>$366,000</td>
<td>+ 9.9%</td>
</tr>
<tr>
<td><strong>Inventory of Homes for Sale</strong></td>
<td>913</td>
<td>715</td>
<td>- 21.7%</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>3.3</td>
<td>2.2</td>
<td>- 33.6%</td>
</tr>
<tr>
<td><strong>Cumulative Days on Market Until Sale</strong></td>
<td>112</td>
<td>82</td>
<td>- 26.5%</td>
</tr>
<tr>
<td><strong>Percent of Original List Price Received</strong></td>
<td>96.3%</td>
<td>96.7%</td>
<td>+ 0.4%</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>601</td>
<td>537</td>
<td>- 10.6%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>+ / –</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pending Sales</strong></td>
<td>169</td>
<td>187</td>
<td>+ 10.7%</td>
</tr>
<tr>
<td><strong>Closed Sales</strong></td>
<td>108</td>
<td>102</td>
<td>- 5.6%</td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td>$212,750</td>
<td>$219,900</td>
<td>+ 3.4%</td>
</tr>
<tr>
<td><strong>Inventory of Homes for Sale</strong></td>
<td>300</td>
<td>244</td>
<td>- 18.7%</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>2.6</td>
<td>2.0</td>
<td>- 24.9%</td>
</tr>
<tr>
<td><strong>Cumulative Days on Market Until Sale</strong></td>
<td>80</td>
<td>76</td>
<td>- 4.1%</td>
</tr>
<tr>
<td><strong>Percent of Original List Price Received</strong></td>
<td>96.9%</td>
<td>98.0%</td>
<td>+ 1.1%</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>234</td>
<td>192</td>
<td>- 17.9%</td>
</tr>
</tbody>
</table>

### Activity for one month can sometimes look extreme due to small sample size.

### Median Sales Price

**BASSED ON A ROLLING 12-MONTH AVERAGE**

#### Single-Family Properties

- Northeast Association of REALTORS®
- Entire State

#### Condominium Properties

- Northeast Association of REALTORS®
- Entire State

---

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**Local Market Update – April 2016**

**A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®**

**Plymouth and South Shore Association of REALTORS®**

<table>
<thead>
<tr>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Single-Family Properties</strong></td>
<td><strong>Condominium Properties</strong></td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>2015</td>
</tr>
<tr>
<td>627</td>
<td>657</td>
</tr>
<tr>
<td>303</td>
<td>428</td>
</tr>
<tr>
<td><strong>Median Sales Price</strong>*</td>
<td>360,000</td>
</tr>
<tr>
<td><strong>Inventory of Homes for Sale</strong></td>
<td>1,750</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>4.1</td>
</tr>
<tr>
<td><strong>Cumulative Days on Market Until Sale</strong></td>
<td>136</td>
</tr>
<tr>
<td><strong>Percent of Original List Price Received</strong>*</td>
<td>94.6%</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>1,027</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pending Sales</strong></td>
<td>2015</td>
</tr>
<tr>
<td>197</td>
<td>185</td>
</tr>
<tr>
<td>101</td>
<td>122</td>
</tr>
<tr>
<td><strong>Median Sales Price</strong>*</td>
<td>241,000</td>
</tr>
<tr>
<td><strong>Inventory of Homes for Sale</strong></td>
<td>468</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>3.6</td>
</tr>
<tr>
<td><strong>Cumulative Days on Market Until Sale</strong></td>
<td>101</td>
</tr>
<tr>
<td><strong>Percent of Original List Price Received</strong>*</td>
<td>94.5%</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>269</td>
</tr>
</tbody>
</table>

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

---

**Median Sales Price**

**BASED ON A ROLLING 12-MONTH AVERAGE**

**Single-Family Properties**

**Condominium Properties**

---

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### Local Market Update – April 2016

**REALTOR® Association of Pioneer Valley**

**Real Estate Market Trends**

#### Single-Family Properties

<table>
<thead>
<tr>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2015</strong></td>
<td><strong>2016</strong></td>
</tr>
<tr>
<td>Pending Sales</td>
<td>+ 29.7%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>+ 15.0%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$187,000 - $194,450</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>2,567 - 2,141</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>6.5 - 4.7</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>143 - 126</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>92.1% - 93.7%</td>
</tr>
<tr>
<td>New Listings</td>
<td>- 10.8%</td>
</tr>
</tbody>
</table>

#### Condominium Properties

<table>
<thead>
<tr>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2015</strong></td>
<td><strong>2016</strong></td>
</tr>
<tr>
<td>Pending Sales</td>
<td>- 6.4%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>+ 8.3%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$134,450 - $131,000</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>482 - 359</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>7.5 - 5.0</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>166 - 131</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>93.7% - 92.8%</td>
</tr>
<tr>
<td>New Listings</td>
<td>- 23.1%</td>
</tr>
</tbody>
</table>

#### Year-Over-Year Change

- **Pending Sales**
  - April: + 29.7%
  - Year to Date: + 34.7%
- **Closed Sales**
  - April: + 15.0%
  - Year to Date: + 26.8%
- **Median Sales Price***
  - April: + 4.0%
  - Year to Date: + 0.1%
- **Inventory of Homes for Sale**
  - April: - 16.6%
  - Year to Date: - 7.8%
- **Months Supply of Inventory**
  - April: - 28.2%
  - Year to Date: - 28.2%
- **Cumulative Days on Market Until Sale**
  - April: - 11.8%
  - Year to Date: - 7.8%
- **Percent of Original List Price Received***
  - April: + 1.7%
  - Year to Date: + 0.8%
- **New Listings**
  - April: - 10.8%
  - Year to Date: + 8.0%

### Median Sales Price

**Based on a Rolling 12-Month Average**

#### Single-Family Properties

- April: $187,000 - $194,450
- Year to Date: $185,000 - $184,900

#### Condominium Properties

- April: $134,450 - $131,000
- Year to Date: $148,700 - $141,125

---

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**Local Market Update – April 2016**

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

**REALTORS® Association of Southeastern Massachusetts**

### Year-Over-Year Change

<table>
<thead>
<tr>
<th></th>
<th>April</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Single-Family Properties</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pending Sales</td>
<td>421</td>
<td>1,201</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>264</td>
<td>946</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$260,000</td>
<td>$257,000</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>1,660</td>
<td>1,241</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>5.2</td>
<td>5.1</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>132</td>
<td>124</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>94.6%</td>
<td>93.9%</td>
</tr>
<tr>
<td>New Listings</td>
<td>722</td>
<td>1,786</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>421</td>
<td>581</td>
<td>+ 38.0%</td>
<td>1,201</td>
<td>1,755</td>
<td>+ 46.1%</td>
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<tr>
<td>Closed Sales</td>
<td>264</td>
<td>343</td>
<td>+ 29.9%</td>
<td>946</td>
<td>1,217</td>
<td>+ 28.6%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$260,000</td>
<td>$263,950</td>
<td>+ 1.5%</td>
<td>$257,000</td>
<td>$262,250</td>
<td>+ 2.0%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>1,660</td>
<td>1,350</td>
<td>- 18.7%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>5.2</td>
<td>3.5</td>
<td>- 32.7%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>132</td>
<td>102</td>
<td>- 32.7%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>94.6%</td>
<td>96.6%</td>
<td>+ 2.2%</td>
<td>93.9%</td>
<td>95.3%</td>
<td>+ 1.5%</td>
</tr>
<tr>
<td>New Listings</td>
<td>722</td>
<td>690</td>
<td>- 4.4%</td>
<td>1,786</td>
<td>2,200</td>
<td>+ 23.2%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>81</td>
<td>117</td>
<td>+ 44.4%</td>
<td>233</td>
<td>309</td>
<td>+ 32.6%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>64</td>
<td>51</td>
<td>- 20.3%</td>
<td>179</td>
<td>217</td>
<td>+ 21.2%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$192,200</td>
<td>$189,900</td>
<td>- 1.2%</td>
<td>$183,000</td>
<td>$180,000</td>
<td>- 1.6%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>209</td>
<td>183</td>
<td>- 12.4%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>3.7</td>
<td>2.9</td>
<td>- 20.7%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>86</td>
<td>99</td>
<td>- 13.8%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>96.1%</td>
<td>95.6%</td>
<td>- 0.6%</td>
<td>95.1%</td>
<td>95.5%</td>
<td>+ 0.5%</td>
</tr>
<tr>
<td>New Listings</td>
<td>120</td>
<td>107</td>
<td>- 10.8%</td>
<td>313</td>
<td>373</td>
<td>+ 19.2%</td>
</tr>
</tbody>
</table>

### Median Sales Price

**Based on a Rolling 12-Month Average**

**Single-Family Properties**

**Condominium Properties**

A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

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

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