

Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Bristol County

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	503	551	+ 9.5%	2,151	2,699	+ 25.5%
Closed Sales	460	505	+ 9.8%	1,726	2,109	+ 22.2%
Median Sales Price*	\$283,000	\$294,500	+ 4.1%	\$263,500	\$275,000	+ 4.4%
Inventory of Homes for Sale	2,012	1,383	- 31.3%	--	--	--
Months Supply of Inventory	6.3	3.6	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	88	87	- 1.1%	116	101	- 12.9%
Percent of Original List Price Received*	96.4%	97.1%	+ 0.7%	94.5%	95.7%	+ 1.3%
New Listings	746	655	- 12.2%	3,332	3,384	+ 1.6%

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

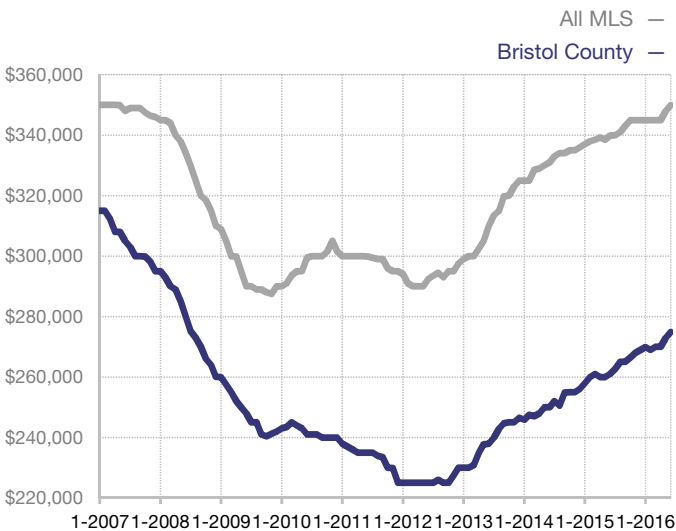
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	87	100	+ 14.9%	374	499	+ 33.4%
Closed Sales	69	108	+ 56.5%	307	415	+ 35.2%
Median Sales Price*	\$192,000	\$198,950	+ 3.6%	\$180,000	\$187,000	+ 3.9%
Inventory of Homes for Sale	271	188	- 30.6%	--	--	--
Months Supply of Inventory	4.8	2.8	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	88	89	+ 1.1%	100	107	+ 7.0%
Percent of Original List Price Received*	95.8%	95.7%	- 0.1%	94.8%	95.0%	+ 0.2%
New Listings	117	96	- 17.9%	550	588	+ 6.9%

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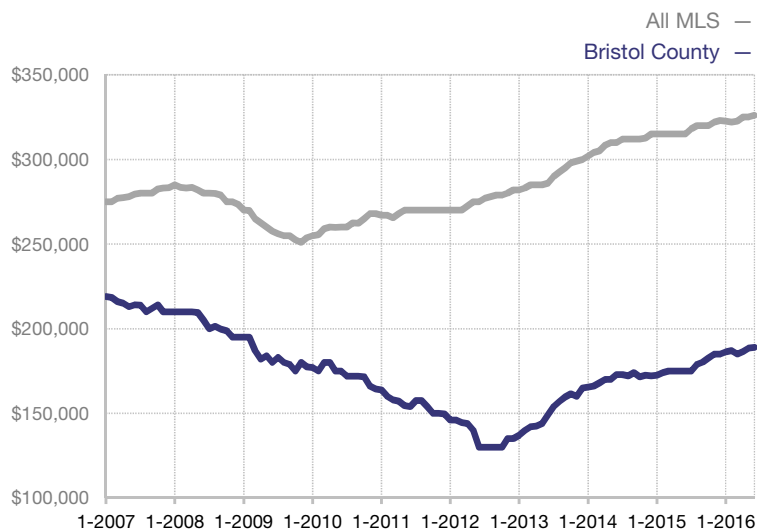
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Dukes County

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	24	17	- 29.2%	68	76	+ 11.8%
Closed Sales	11	8	- 27.3%	45	68	+ 51.1%
Median Sales Price*	\$525,000	\$704,250	+ 34.1%	\$665,000	\$797,750	+ 20.0%
Inventory of Homes for Sale	295	186	- 36.9%	--	--	--
Months Supply of Inventory	29.3	11.7	- 60.1%	--	--	--
Cumulative Days on Market Until Sale	240	315	+ 31.3%	236	191	- 19.1%
Percent of Original List Price Received*	93.8%	89.4%	- 4.7%	88.9%	91.2%	+ 2.6%
New Listings	52	28	- 46.2%	268	174	- 35.1%

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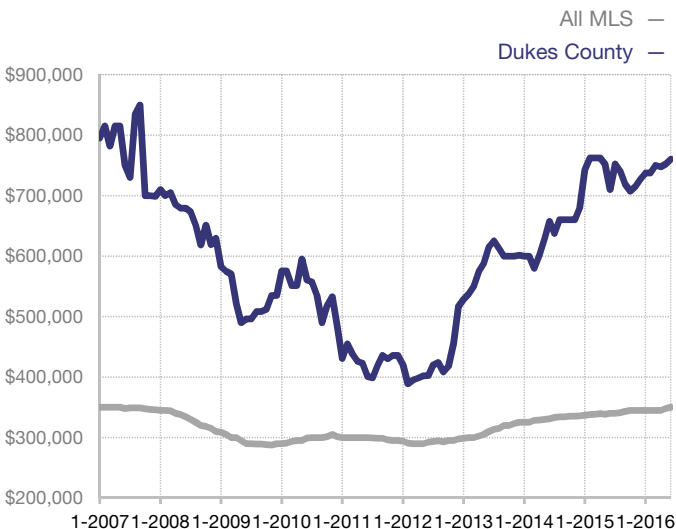
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	1	--	3	2	- 33.3%
Closed Sales	0	1	--	4	4	0.0%
Median Sales Price*	\$0	\$525,000	--	\$198,000	\$166,250	- 16.0%
Inventory of Homes for Sale	19	14	- 26.3%	--	--	--
Months Supply of Inventory	12.7	12.4	- 2.4%	--	--	--
Cumulative Days on Market Until Sale	0	92	--	251	77	- 69.3%
Percent of Original List Price Received*	0.0%	97.4%	--	76.0%	92.6%	+ 21.8%
New Listings	1	3	+ 200.0%	18	14	- 22.2%

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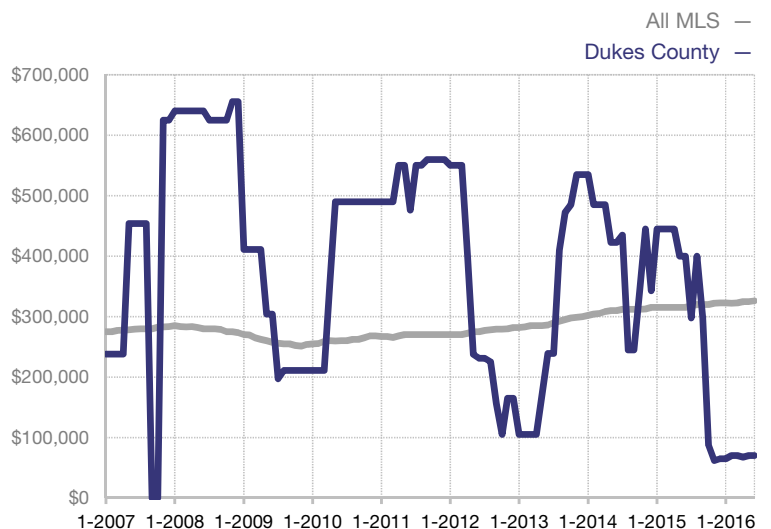
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Essex County

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	756	739	- 2.2%	3,217	3,477	+ 8.1%
Closed Sales	725	733	+ 1.1%	2,412	2,740	+ 13.6%
Median Sales Price*	\$395,000	\$429,500	+ 8.7%	\$375,000	\$392,500	+ 4.7%
Inventory of Homes for Sale	2,067	1,485	- 28.2%	--	--	--
Months Supply of Inventory	4.5	2.7	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	79	73	- 7.6%	98	88	- 10.2%
Percent of Original List Price Received*	97.2%	98.4%	+ 1.2%	95.8%	96.7%	+ 0.9%
New Listings	1,049	919	- 12.4%	4,607	4,517	- 2.0%

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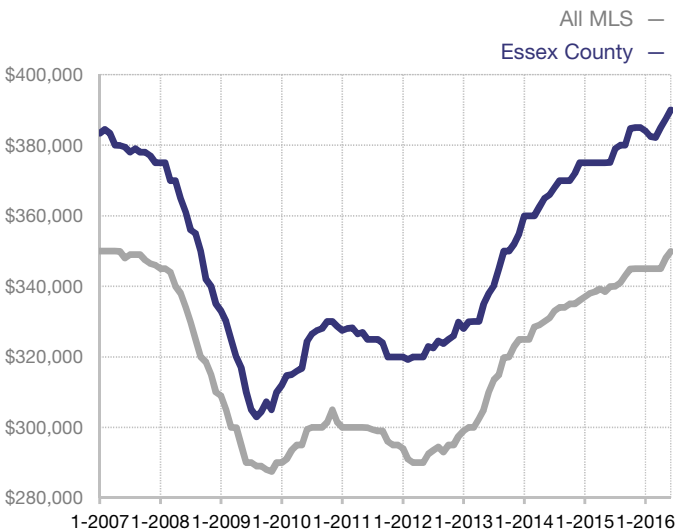
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	330	301	- 8.8%	1,441	1,560	+ 8.3%
Closed Sales	307	343	+ 11.7%	1,096	1,237	+ 12.9%
Median Sales Price*	\$249,000	\$260,000	+ 4.4%	\$246,000	\$252,000	+ 2.4%
Inventory of Homes for Sale	807	510	- 36.8%	--	--	--
Months Supply of Inventory	4.0	2.2	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	79	66	- 16.5%	88	84	- 4.5%
Percent of Original List Price Received*	97.2%	98.2%	+ 1.0%	96.5%	97.1%	+ 0.6%
New Listings	400	338	- 15.5%	1,946	1,827	- 6.1%

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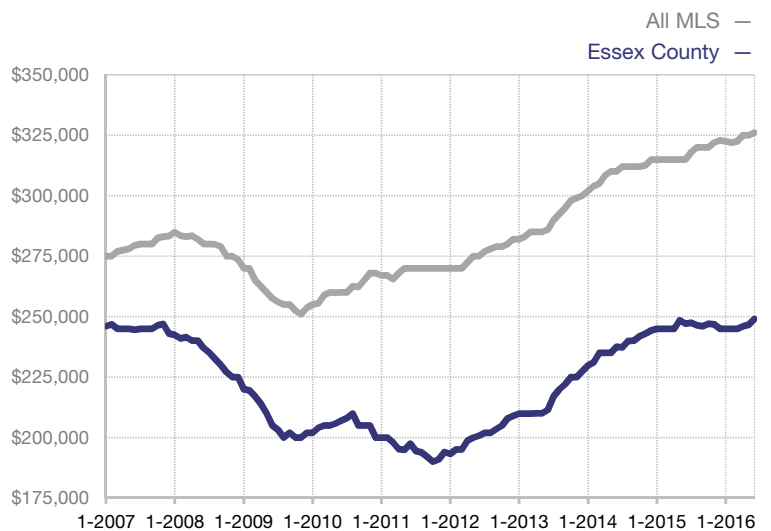
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Franklin County

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	76	83	+ 9.2%	255	343	+ 34.5%
Closed Sales	42	72	+ 71.4%	200	267	+ 33.5%
Median Sales Price*	\$192,500	\$225,500	+ 17.1%	\$184,500	\$198,000	+ 7.3%
Inventory of Homes for Sale	447	354	- 20.8%	--	--	--
Months Supply of Inventory	10.4	6.8	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	105	132	+ 25.7%	157	159	+ 1.3%
Percent of Original List Price Received*	93.0%	94.1%	+ 1.2%	90.1%	91.8%	+ 1.9%
New Listings	127	103	- 18.9%	519	524	+ 1.0%

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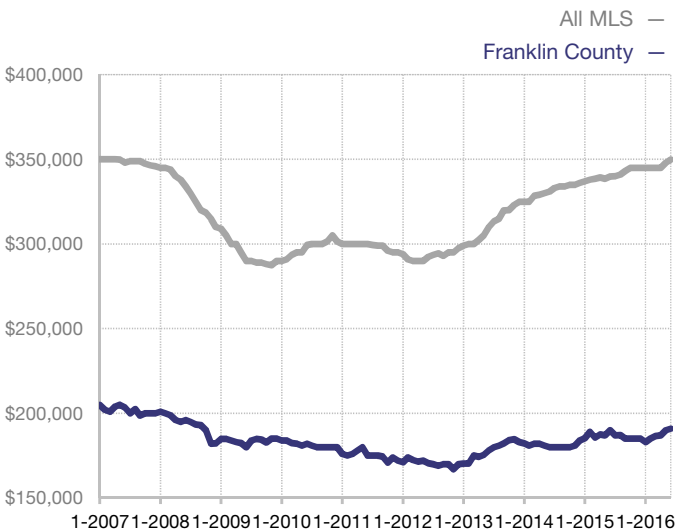
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	6	+ 100.0%	22	28	+ 27.3%
Closed Sales	6	8	+ 33.3%	16	23	+ 43.8%
Median Sales Price*	\$235,000	\$158,500	- 32.6%	\$235,000	\$125,000	- 46.8%
Inventory of Homes for Sale	39	23	- 41.0%	--	--	--
Months Supply of Inventory	10.7	4.9	- 54.2%	--	--	--
Cumulative Days on Market Until Sale	95	128	+ 34.7%	200	161	- 19.5%
Percent of Original List Price Received*	100.5%	96.9%	- 3.6%	101.1%	92.9%	- 8.1%
New Listings	11	7	- 36.4%	40	33	- 17.5%

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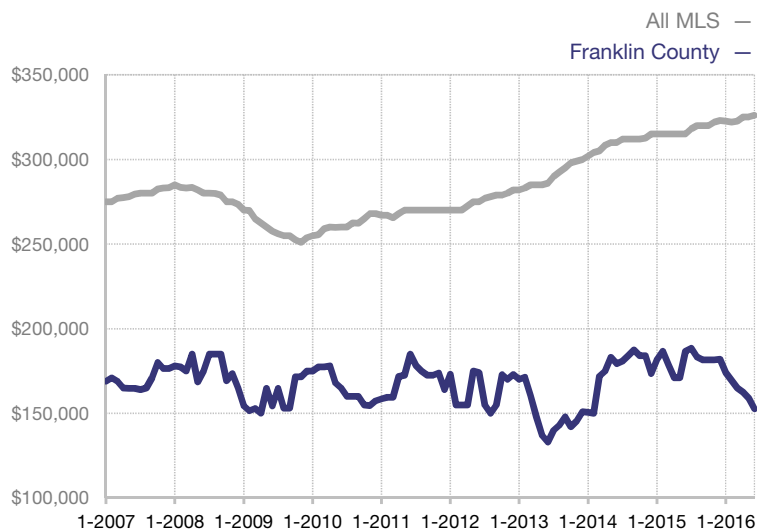
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Hampden County

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	384	453	+ 18.0%	1,794	2,264	+ 26.2%
Closed Sales	386	424	+ 9.8%	1,458	1,823	+ 25.0%
Median Sales Price*	\$182,000	\$184,900	+ 1.6%	\$177,000	\$175,000	- 1.1%
Inventory of Homes for Sale	1,862	1,261	- 32.3%	--	--	--
Months Supply of Inventory	6.9	4.0	- 42.0%	--	--	--
Cumulative Days on Market Until Sale	108	85	- 21.3%	127	115	- 9.4%
Percent of Original List Price Received*	95.3%	95.5%	+ 0.2%	93.4%	93.9%	+ 0.5%
New Listings	620	577	- 6.9%	2,986	2,928	- 1.9%

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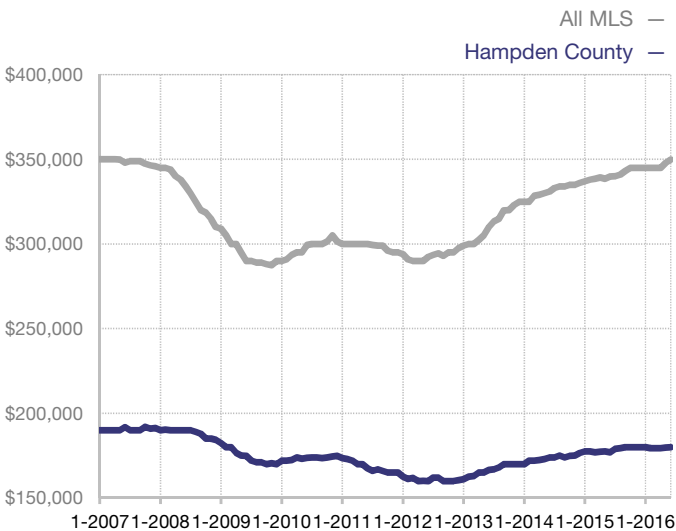
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	54	41	- 24.1%	275	281	+ 2.2%
Closed Sales	60	59	- 1.7%	232	240	+ 3.4%
Median Sales Price*	\$153,125	\$127,000	- 17.1%	\$137,600	\$131,500	- 4.4%
Inventory of Homes for Sale	283	208	- 26.5%	--	--	--
Months Supply of Inventory	7.3	5.0	- 31.5%	--	--	--
Cumulative Days on Market Until Sale	98	115	+ 17.3%	145	127	- 12.4%
Percent of Original List Price Received*	94.7%	95.1%	+ 0.4%	93.1%	94.4%	+ 1.4%
New Listings	79	72	- 8.9%	407	375	- 7.9%

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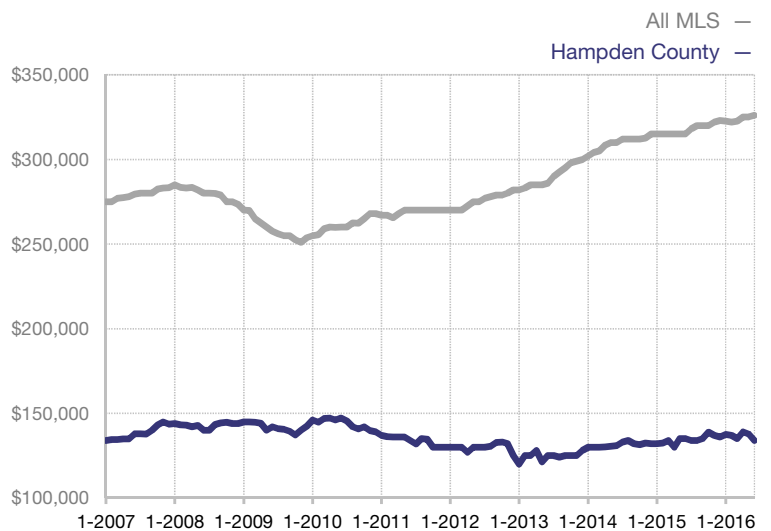
Median Sales Price – Single-Family Properties

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Hampshire County

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	146	174	+ 19.2%	665	761	+ 14.4%
Closed Sales	139	162	+ 16.5%	488	550	+ 12.7%
Median Sales Price*	\$274,800	\$269,450	- 1.9%	\$255,500	\$260,000	+ 1.8%
Inventory of Homes for Sale	768	604	- 21.4%	--	--	--
Months Supply of Inventory	8.3	5.6	- 32.5%	--	--	--
Cumulative Days on Market Until Sale	108	103	- 4.6%	146	123	- 15.8%
Percent of Original List Price Received*	95.4%	96.6%	+ 1.3%	93.1%	94.5%	+ 1.5%
New Listings	238	225	- 5.5%	1,129	1,088	- 3.6%

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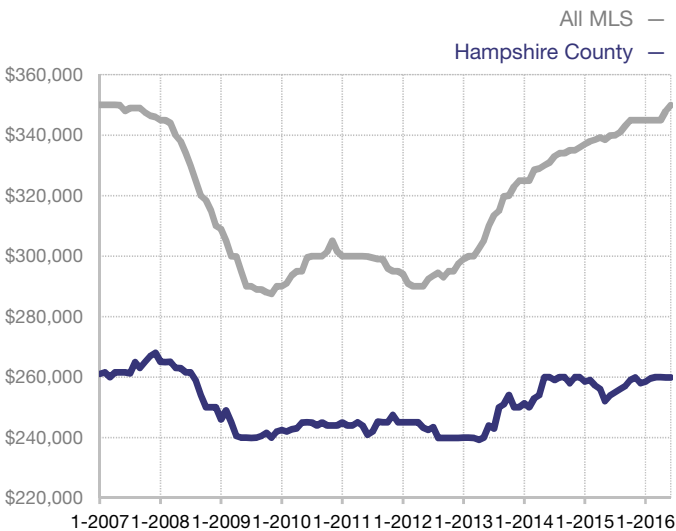
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	34	30	- 11.8%	167	161	- 3.6%
Closed Sales	48	33	- 31.3%	131	132	+ 0.8%
Median Sales Price*	\$199,450	\$199,000	- 0.2%	\$189,000	\$179,950	- 4.8%
Inventory of Homes for Sale	160	149	- 6.9%	--	--	--
Months Supply of Inventory	6.8	6.1	- 10.3%	--	--	--
Cumulative Days on Market Until Sale	103	120	+ 16.5%	157	145	- 7.6%
Percent of Original List Price Received*	95.5%	100.4%	+ 5.1%	94.9%	97.0%	+ 2.2%
New Listings	33	42	+ 27.3%	239	209	- 12.6%

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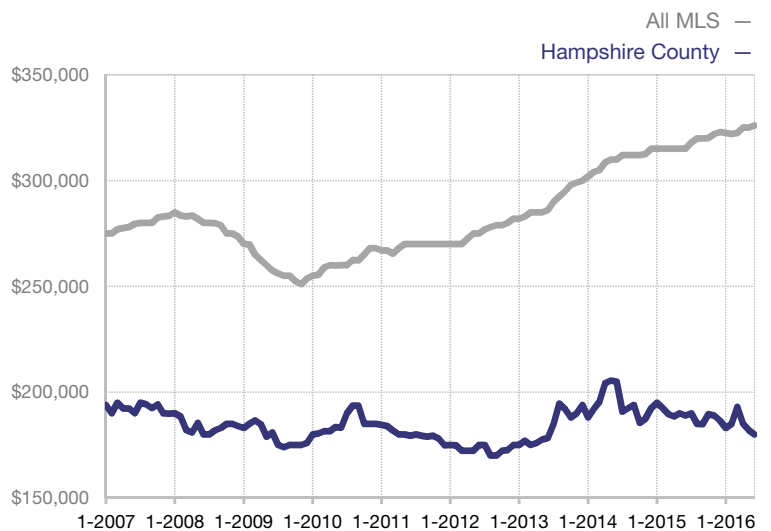
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



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Middlesex County

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1,466	1,407	- 4.0%	5,929	6,588	+ 11.1%
Closed Sales	1,474	1,487	+ 0.9%	4,420	5,025	+ 13.7%
Median Sales Price*	\$497,500	\$535,000	+ 7.5%	\$470,000	\$486,000	+ 3.4%
Inventory of Homes for Sale	2,924	2,229	- 23.8%	--	--	--
Months Supply of Inventory	3.4	2.3	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	56	53	- 5.4%	76	71	- 6.6%
Percent of Original List Price Received*	99.8%	100.0%	+ 0.2%	98.0%	98.4%	+ 0.4%
New Listings	1,745	1,686	- 3.4%	8,017	8,241	+ 2.8%

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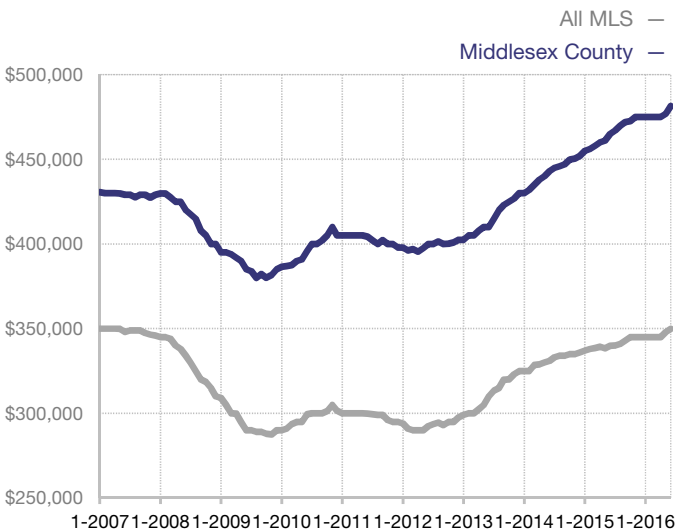
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	741	732	- 1.2%	3,116	3,588	+ 15.1%
Closed Sales	703	784	+ 11.5%	2,354	2,872	+ 22.0%
Median Sales Price*	\$378,000	\$426,500	+ 12.8%	\$373,500	\$406,000	+ 8.7%
Inventory of Homes for Sale	991	754	- 23.9%	--	--	--
Months Supply of Inventory	2.2	1.5	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	46	41	- 10.9%	62	55	- 11.3%
Percent of Original List Price Received*	101.4%	101.8%	+ 0.4%	100.2%	100.6%	+ 0.4%
New Listings	837	848	+ 1.3%	3,836	4,117	+ 7.3%

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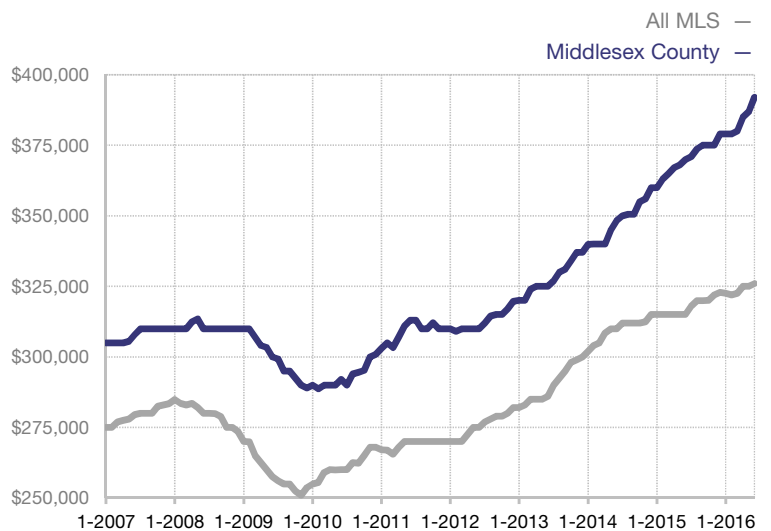
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Nantucket County

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	1	- 66.7%	11	10	- 9.1%
Closed Sales	3	2	- 33.3%	12	12	0.0%
Median Sales Price*	\$750,000	\$1,810,000	+ 141.3%	\$1,206,250	\$1,455,000	+ 20.6%
Inventory of Homes for Sale	46	36	- 21.7%	--	--	--
Months Supply of Inventory	16.7	11.3	- 32.3%	--	--	--
Cumulative Days on Market Until Sale	26	140	+ 438.5%	121	220	+ 81.8%
Percent of Original List Price Received*	101.2%	92.7%	- 8.4%	95.9%	90.1%	- 6.0%
New Listings	16	4	- 75.0%	46	33	- 28.3%

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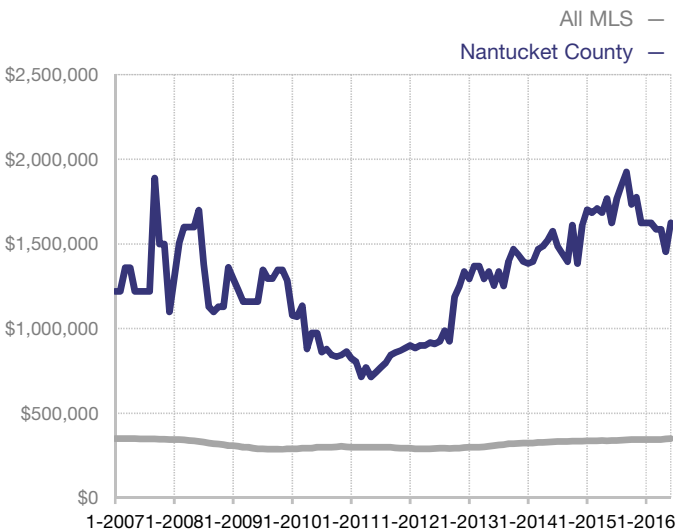
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	1	- 50.0%	6	2	- 66.7%
Closed Sales	0	1	--	4	1	- 75.0%
Median Sales Price*	\$0	\$418,500	--	\$503,000	\$418,500	- 16.8%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	2.0	0.6	- 70.0%	--	--	--
Cumulative Days on Market Until Sale	0	48	--	32	48	+ 50.0%
Percent of Original List Price Received*	0.0%	99.6%	--	97.4%	99.6%	+ 2.3%
New Listings	2	1	- 50.0%	9	4	- 55.6%

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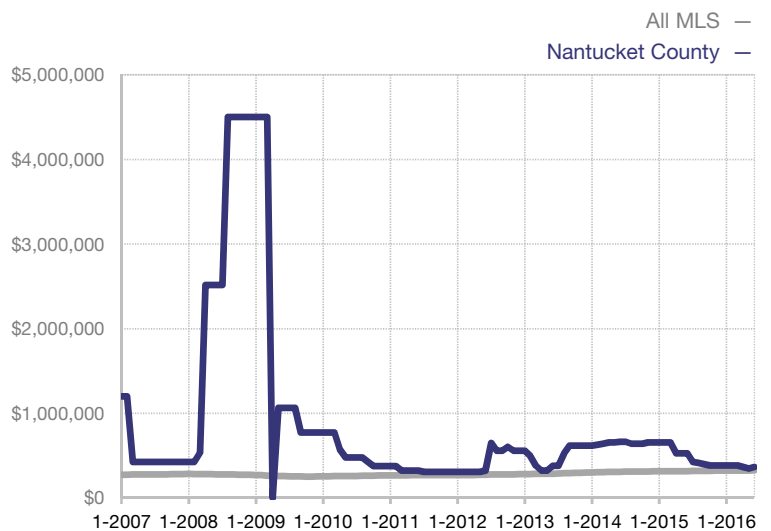
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Norfolk County

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	728	760	+ 4.4%	3,287	3,622	+ 10.2%
Closed Sales	798	784	- 1.8%	2,471	2,792	+ 13.0%
Median Sales Price*	\$482,500	\$505,000	+ 4.7%	\$440,000	\$456,650	+ 3.8%
Inventory of Homes for Sale	1,832	1,433	- 21.8%	--	--	--
Months Supply of Inventory	3.9	2.7	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	61	60	- 1.6%	84	80	- 4.8%
Percent of Original List Price Received*	98.2%	98.5%	+ 0.3%	96.7%	97.2%	+ 0.5%
New Listings	1,047	933	- 10.9%	4,541	4,716	+ 3.9%

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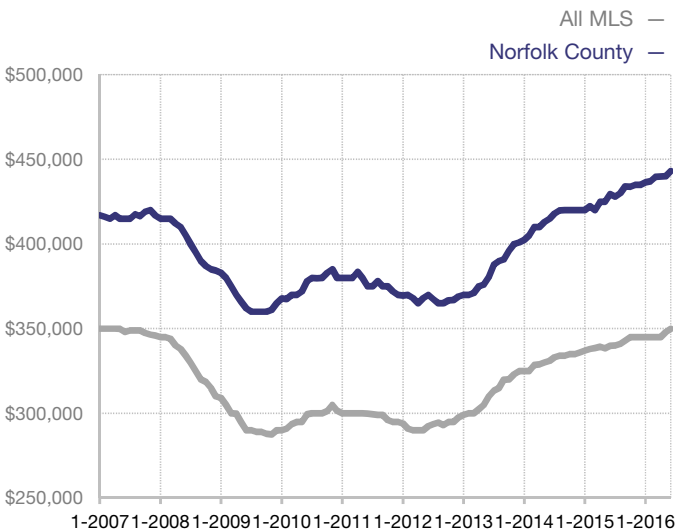
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	274	265	- 3.3%	1,306	1,353	+ 3.6%
Closed Sales	296	277	- 6.4%	1,034	1,025	- 0.9%
Median Sales Price*	\$332,500	\$325,000	- 2.3%	\$331,450	\$319,000	- 3.8%
Inventory of Homes for Sale	534	318	- 40.4%	--	--	--
Months Supply of Inventory	2.8	1.6	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	48	56	+ 16.7%	64	65	+ 1.6%
Percent of Original List Price Received*	99.6%	99.9%	+ 0.3%	98.8%	98.9%	+ 0.1%
New Listings	349	231	- 33.8%	1,656	1,571	- 5.1%

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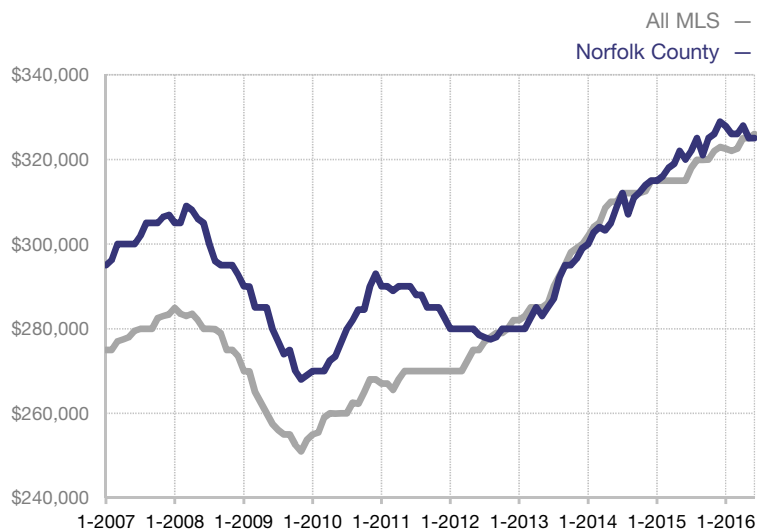
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Plymouth County

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	667	766	+ 14.8%	2,832	3,570	+ 26.1%
Closed Sales	647	703	+ 8.7%	2,191	2,721	+ 24.2%
Median Sales Price*	\$346,000	\$354,700	+ 2.5%	\$319,000	\$329,900	+ 3.4%
Inventory of Homes for Sale	2,592	1,849	- 28.7%	--	--	--
Months Supply of Inventory	6.2	3.6	- 41.9%	--	--	--
Cumulative Days on Market Until Sale	88	85	- 3.4%	116	105	- 9.5%
Percent of Original List Price Received*	96.9%	96.8%	- 0.1%	95.2%	95.8%	+ 0.6%
New Listings	991	972	- 1.9%	4,538	4,757	+ 4.8%

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

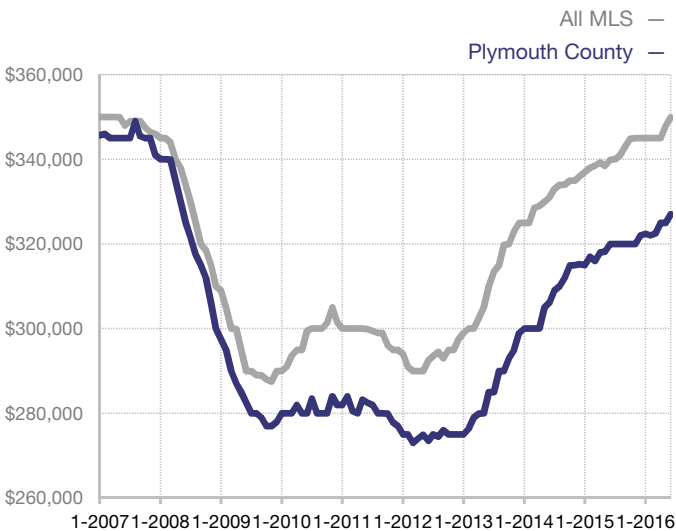
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	104	137	+ 31.7%	552	600	+ 8.7%
Closed Sales	117	127	+ 8.5%	433	493	+ 13.9%
Median Sales Price*	\$237,500	\$269,900	+ 13.6%	\$235,000	\$247,000	+ 5.1%
Inventory of Homes for Sale	389	279	- 28.3%	--	--	--
Months Supply of Inventory	4.9	3.2	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	107	100	- 6.5%	126	104	- 17.5%
Percent of Original List Price Received*	97.1%	97.1%	0.0%	96.0%	97.0%	+ 1.0%
New Listings	147	139	- 5.4%	760	749	- 1.4%

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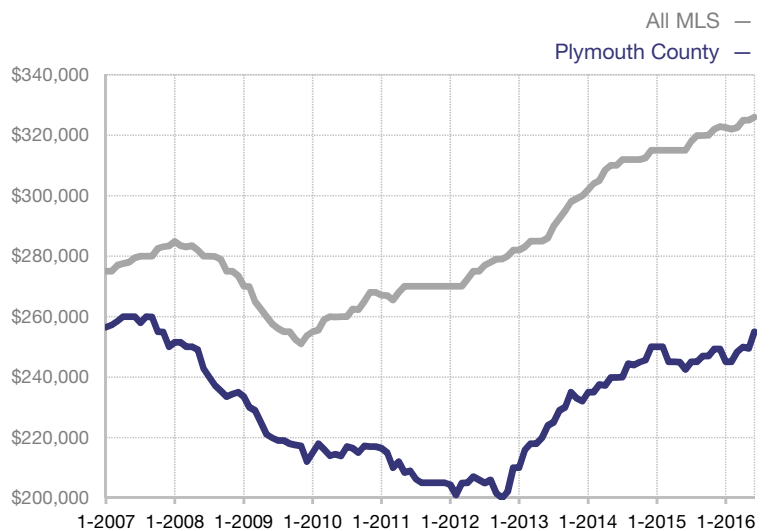
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Suffolk County

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	153	183	+ 19.6%	656	795	+ 21.2%
Closed Sales	156	167	+ 7.1%	514	590	+ 14.8%
Median Sales Price*	\$473,000	\$505,000	+ 6.8%	\$424,000	\$456,175	+ 7.6%
Inventory of Homes for Sale	335	234	- 30.1%	--	--	--
Months Supply of Inventory	3.3	2.0	- 39.4%	--	--	--
Cumulative Days on Market Until Sale	46	40	- 13.0%	65	60	- 7.7%
Percent of Original List Price Received*	100.6%	101.2%	+ 0.6%	98.0%	98.8%	+ 0.8%
New Listings	211	214	+ 1.4%	921	991	+ 7.6%

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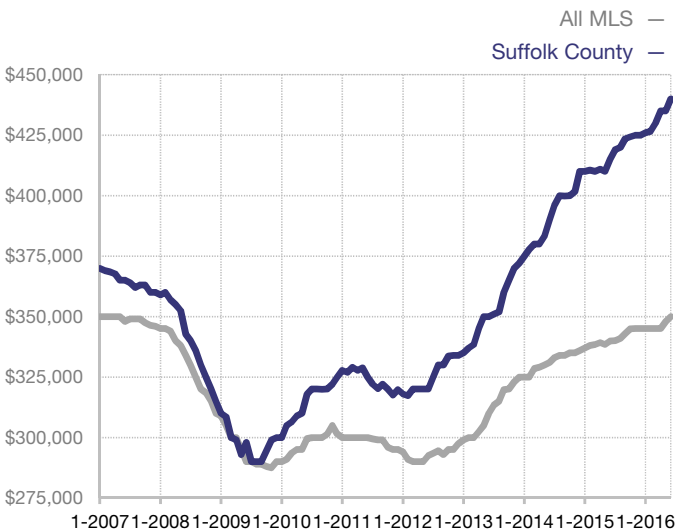
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	595	548	- 7.9%	2,740	2,800	+ 2.2%
Closed Sales	643	547	- 14.9%	2,056	2,174	+ 5.7%
Median Sales Price*	\$490,000	\$575,000	+ 17.3%	\$495,000	\$530,000	+ 7.1%
Inventory of Homes for Sale	863	651	- 24.6%	--	--	--
Months Supply of Inventory	2.3	1.6	- 30.4%	--	--	--
Cumulative Days on Market Until Sale	37	44	+ 18.9%	51	52	+ 2.0%
Percent of Original List Price Received*	101.3%	101.1%	- 0.2%	99.7%	99.8%	+ 0.1%
New Listings	663	616	- 7.1%	3,419	3,351	- 2.0%

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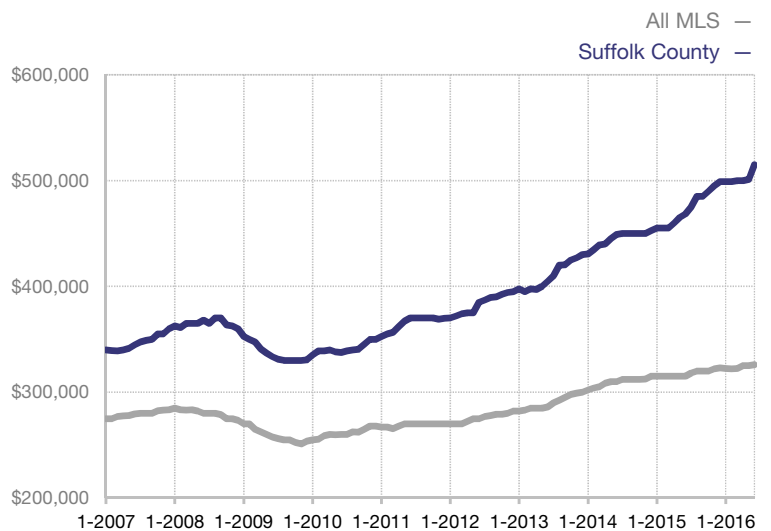
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – June 2016

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Worcester County

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	850	1,024	+ 20.5%	3,884	4,791	+ 23.4%
Closed Sales	858	962	+ 12.1%	2,979	3,630	+ 21.9%
Median Sales Price*	\$267,000	\$270,000	+ 1.1%	\$242,500	\$247,400	+ 2.0%
Inventory of Homes for Sale	3,595	2,371	- 34.0%	--	--	--
Months Supply of Inventory	6.5	3.5	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	96	87	- 9.4%	121	109	- 9.9%
Percent of Original List Price Received*	96.6%	97.3%	+ 0.7%	94.6%	95.4%	+ 0.8%
New Listings	1,290	1,263	- 2.1%	6,186	6,120	- 1.1%

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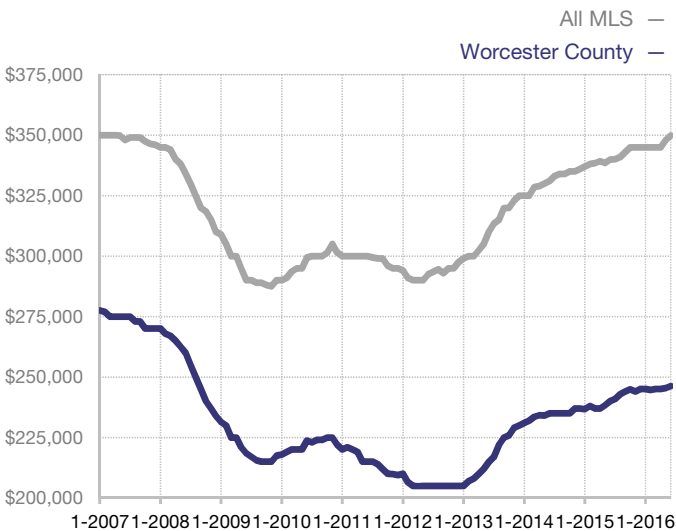
Condominium Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	151	211	+ 39.7%	830	983	+ 18.4%
Closed Sales	199	220	+ 10.6%	664	792	+ 19.3%
Median Sales Price*	\$205,000	\$204,900	- 0.0%	\$189,000	\$193,000	+ 2.1%
Inventory of Homes for Sale	628	439	- 30.1%	--	--	--
Months Supply of Inventory	5.3	3.2	- 39.6%	--	--	--
Cumulative Days on Market Until Sale	94	79	- 16.0%	107	96	- 10.3%
Percent of Original List Price Received*	96.5%	97.5%	+ 1.0%	95.4%	96.7%	+ 1.4%
New Listings	209	235	+ 12.4%	1,204	1,222	+ 1.5%

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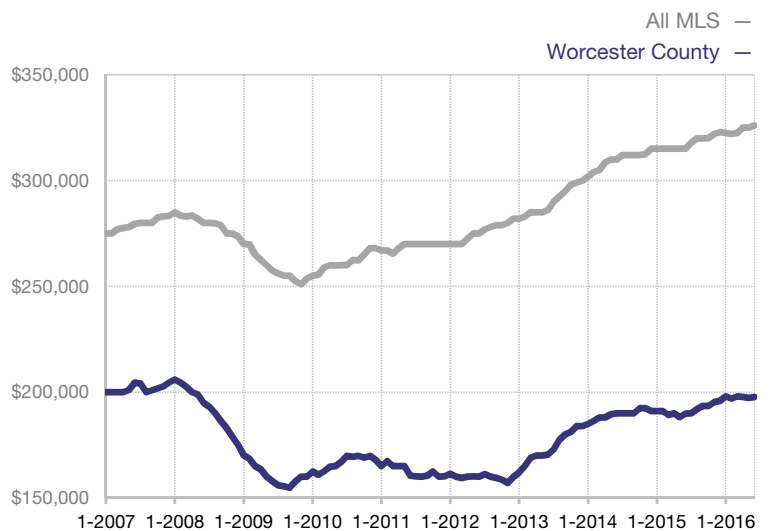
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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