

Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 10.6%

Year-Over-Year
Change in
Closed Sales
All Properties

- 13.5%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 20.8%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	142	128	- 9.9%	756	808	+ 6.9%
Closed Sales	141	132	- 6.4%	645	720	+ 11.6%
Median Sales Price*	\$205,500	\$179,750	- 12.5%	\$185,000	\$188,000	+ 1.6%
Inventory of Homes for Sale	1,667	1,267	- 24.0%	--	--	--
Months Supply of Inventory	17.2	11.6	- 32.9%	--	--	--
Cumulative Days on Market Until Sale	117	114	- 2.8%	139	132	- 4.6%
Percent of Original List Price Received*	90.7%	91.5%	+ 0.9%	89.5%	90.2%	+ 0.7%
New Listings	250	243	- 2.8%	1,712	1,548	- 9.6%

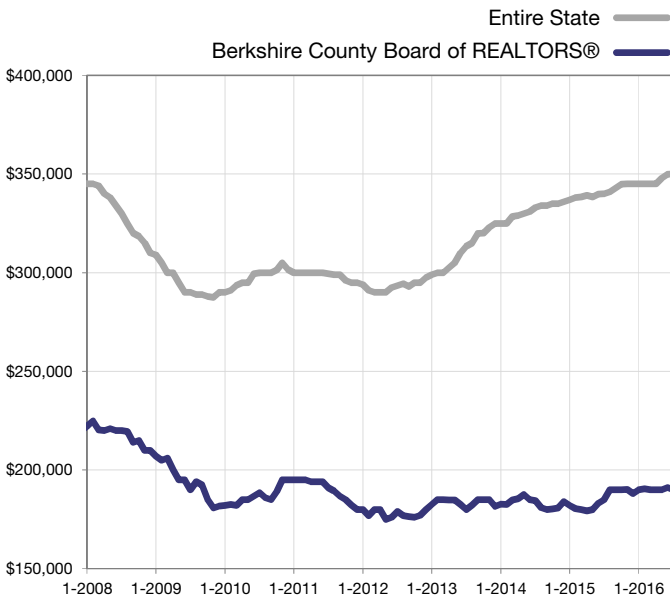
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	19	9	- 52.6%	87	56	- 35.6%
Closed Sales	19	11	- 42.1%	65	48	- 26.2%
Median Sales Price*	\$230,000	\$192,500	- 16.3%	\$179,000	\$178,750	- 0.1%
Inventory of Homes for Sale	162	182	+ 12.3%	--	--	--
Months Supply of Inventory	15.9	20.0	+ 25.9%	--	--	--
Cumulative Days on Market Until Sale	186	110	- 40.6%	165	166	+ 1.0%
Percent of Original List Price Received*	88.9%	92.3%	+ 3.8%	89.8%	91.5%	+ 1.9%
New Listings	23	45	+ 95.7%	154	165	+ 7.1%

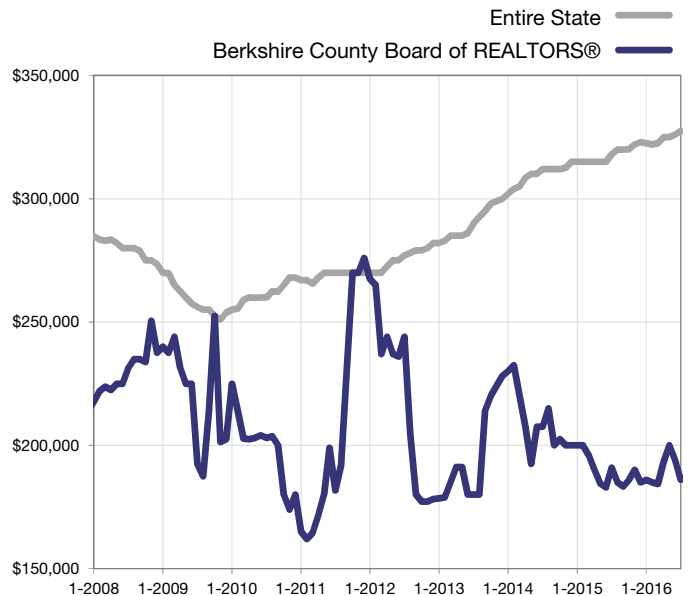
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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.

Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 15.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.9%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 29.6%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	550	653	+ 18.7%	3,096	3,852	+ 24.4%
Closed Sales	548	479	- 12.6%	2,804	3,297	+ 17.6%
Median Sales Price*	\$344,750	\$360,000	+ 4.4%	\$350,000	\$357,500	+ 2.1%
Inventory of Homes for Sale	4,949	3,439	- 30.5%	--	--	--
Months Supply of Inventory	11.9	7.0	- 41.1%	--	--	--
Cumulative Days on Market Until Sale	123	137	+ 11.8%	162	162	+ 0.2%
Percent of Original List Price Received*	94.3%	93.7%	- 0.6%	92.8%	93.1%	+ 0.4%
New Listings	860	616	- 28.4%	6,114	5,564	- 9.0%

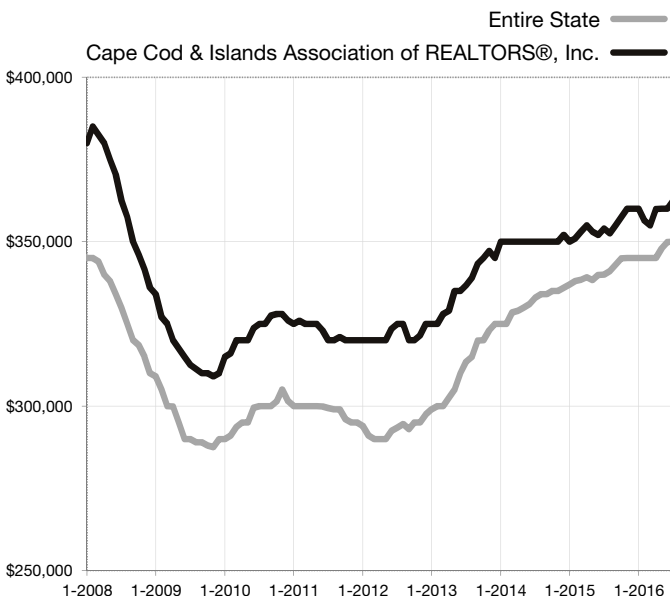
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	140	166	+ 18.6%	763	824	+ 8.0%
Closed Sales	131	97	- 26.0%	700	701	+ 0.1%
Median Sales Price*	\$241,000	\$299,900	+ 24.4%	\$240,000	\$260,000	+ 8.3%
Inventory of Homes for Sale	979	736	- 24.8%	--	--	--
Months Supply of Inventory	9.3	6.9	- 25.4%	--	--	--
Cumulative Days on Market Until Sale	144	124	- 13.4%	152	153	+ 0.8%
Percent of Original List Price Received*	95.3%	94.9%	- 0.4%	94.2%	94.3%	+ 0.1%
New Listings	181	158	- 12.7%	1,262	1,163	- 7.8%

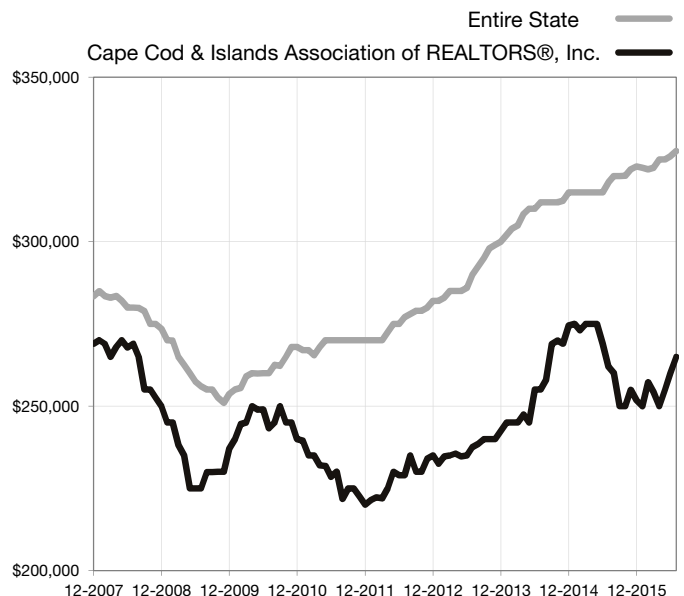
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Central Massachusetts Association of REALTORS®

- 10.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.7%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 34.2%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	575	673	+ 17.0%	3,587	4,356	+ 21.4%
Closed Sales	736	666	- 9.5%	3,045	3,530	+ 15.9%
Median Sales Price*	\$280,000	\$294,000	+ 5.0%	\$263,263	\$272,000	+ 3.3%
Inventory of Homes for Sale	2,708	1,745	- 35.6%	--	--	--
Months Supply of Inventory	6.0	3.4	- 44.1%	--	--	--
Cumulative Days on Market Until Sale	82	81	- 1.5%	109	103	- 6.1%
Percent of Original List Price Received*	96.8%	97.4%	+ 0.6%	95.3%	95.9%	+ 0.7%
New Listings	835	720	- 13.8%	5,552	5,500	- 0.9%

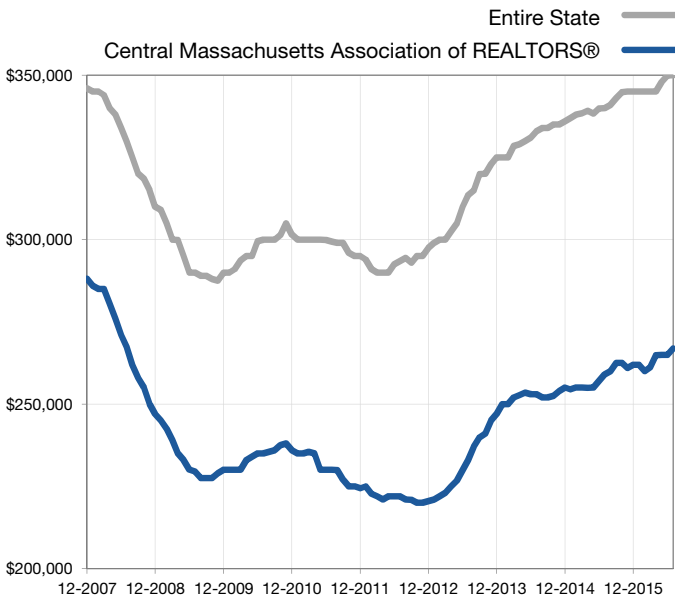
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	136	149	+ 9.6%	898	1,033	+ 15.0%
Closed Sales	157	135	- 14.0%	766	874	+ 14.1%
Median Sales Price*	\$220,000	\$212,000	- 3.6%	\$215,000	\$207,000	- 3.7%
Inventory of Homes for Sale	521	381	- 26.9%	--	--	--
Months Supply of Inventory	4.7	3.0	- 35.7%	--	--	--
Cumulative Days on Market Until Sale	79	84	+ 6.9%	95	94	- 1.4%
Percent of Original List Price Received*	97.6%	96.1%	- 1.5%	96.2%	96.7%	+ 0.4%
New Listings	171	153	- 10.5%	1,262	1,269	+ 0.6%

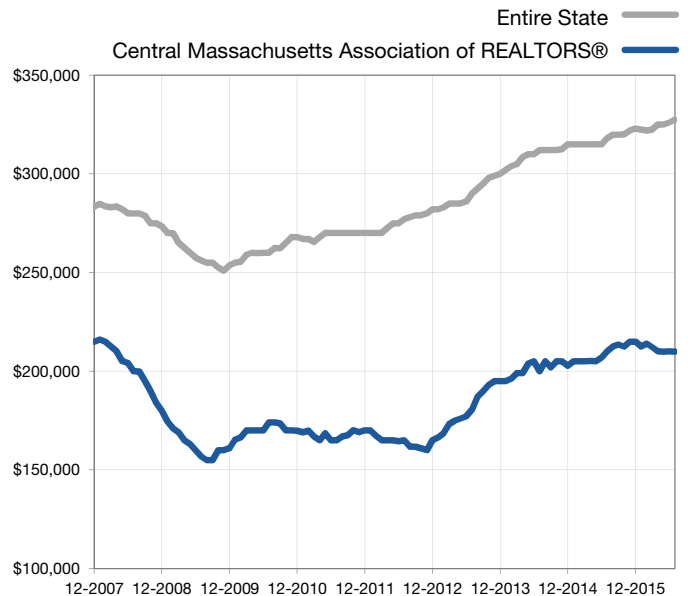
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update for July 2016

A RESEARCH TOOL PROVIDED BY THE GREATER BOSTON ASSOCIATION OF REALTORS®



Greater Boston Association of REALTORS®

Single-Family Homes	July			Year to Date		
	2015	2016	Percent Change	Thru 7-2015	Thru 7-2016	Percent Change
Key Metrics						
Closed Sales	1,902	1,596	- 16.1%	7,524	7,919	+ 5.2%
Median Sales Price*	\$550,000	\$575,000	+ 4.5%	\$525,000	\$540,000	+ 2.9%
Inventory of Homes for Sale	3,706	2,850	- 23.1%	--	--	--
Months Supply of Inventory	3.4	2.4	- 29.4%	--	--	--
Days on Market Until Sale	49	51	+ 4.1%	64	62	- 3.1%
Percent of Original List Price Received*	99.5%	99.6%	+ 0.1%	98.4%	98.6%	+ 0.2%
New Listings	1,630	1,323	- 18.8%	11,876	11,852	- 0.2%
Pending Sales	1,282	1,198	- 6.6%	8,819	9,238	+ 4.8%

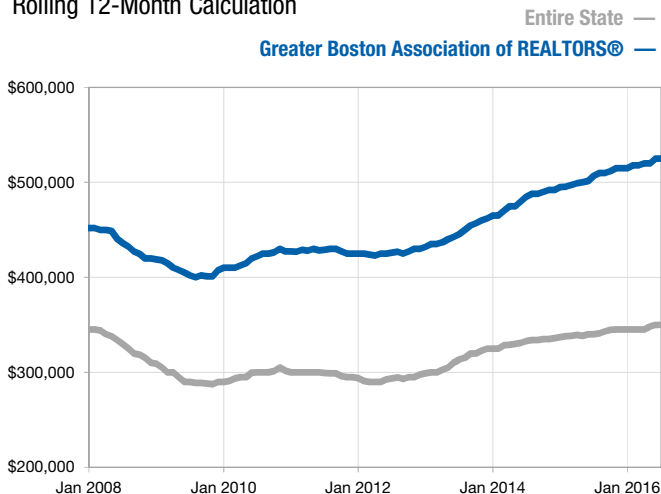
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condominiums	July			Year to Date		
	2015	2016	Percent Change	Thru 7-2015	Thru 7-2016	Percent Change
Key Metrics						
Closed Sales	1,377	1,137	- 17.4%	5,930	6,324	+ 6.6%
Median Sales Price*	\$460,000	\$495,000	+ 7.6%	\$451,000	\$483,640	+ 7.2%
Inventory of Homes for Sale	1,893	1,457	- 23.0%	--	--	--
Months Supply of Inventory	2.2	1.6	- 27.3%	--	--	--
Days on Market Until Sale	40	40	0.0%	49	48	- 2.0%
Percent of Original List Price Received*	101.1%	101.4%	+ 0.3%	100.4%	100.6%	+ 0.2%
New Listings	1,117	1,105	- 1.1%	8,674	8,726	+ 0.6%
Pending Sales	964	906	- 6.0%	7,034	7,333	+ 4.3%

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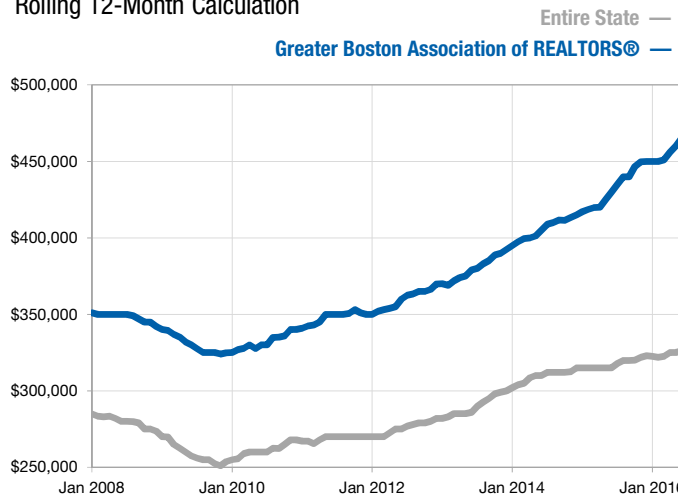
Median Sales Price - Single-Family Homes

Rolling 12-Month Calculation



Median Sales Price - Condominiums

Rolling 12-Month Calculation



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.

Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

- 4.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 19.6%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 31.8%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	101	111	+ 9.9%	561	711	+ 26.7%
Closed Sales	116	103	- 11.2%	501	596	+ 19.0%
Median Sales Price*	\$232,000	\$280,000	+ 20.7%	\$237,450	\$250,000	+ 5.3%
Inventory of Homes for Sale	572	402	- 29.7%	--	--	--
Months Supply of Inventory	7.8	4.6	- 41.0%	--	--	--
Cumulative Days on Market Until Sale	95	105	+ 10.5%	121	114	- 6.2%
Percent of Original List Price Received*	95.5%	95.5%	0.0%	94.1%	94.8%	+ 0.8%
New Listings	129	139	+ 7.8%	944	901	- 4.6%

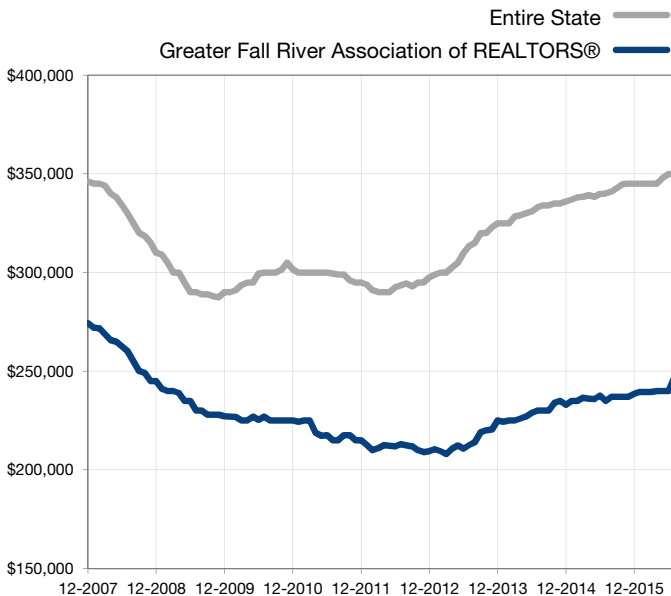
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	5	9	+ 80.0%	45	80	+ 77.8%
Closed Sales	8	15	+ 87.5%	41	68	+ 65.9%
Median Sales Price*	\$145,000	\$144,000	- 0.7%	\$99,000	\$122,750	+ 24.0%
Inventory of Homes for Sale	86	47	- 45.3%	--	--	--
Months Supply of Inventory	11.1	5.3	- 52.1%	--	--	--
Cumulative Days on Market Until Sale	96	102	+ 6.8%	137	148	+ 7.7%
Percent of Original List Price Received*	88.3%	94.6%	+ 7.2%	87.2%	91.2%	+ 4.6%
New Listings	25	19	- 24.0%	117	101	- 13.7%

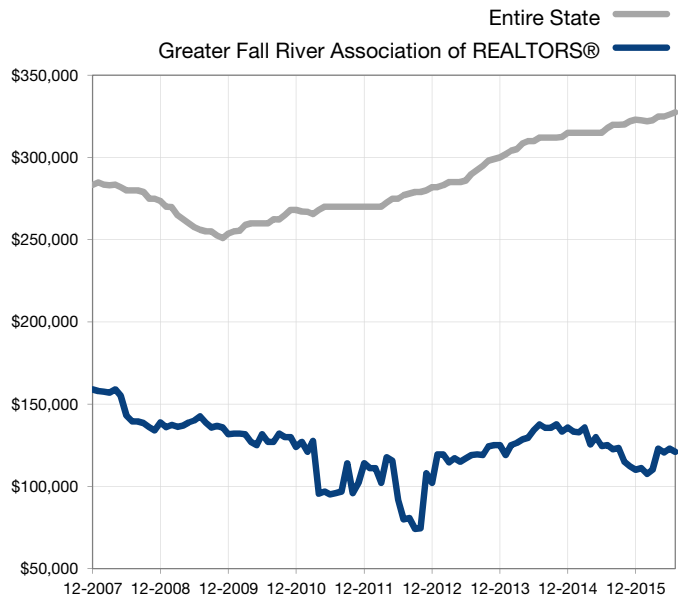
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

- 6.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 0.4%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 22.6%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	87	72	- 17.2%	442	486	+ 10.0%
Closed Sales	86	97	+ 12.8%	351	414	+ 17.9%
Median Sales Price*	\$430,000	\$415,500	- 3.4%	\$402,500	\$425,000	+ 5.6%
Inventory of Homes for Sale	332	259	- 22.0%	--	--	--
Months Supply of Inventory	6.4	4.1	- 36.5%	--	--	--
Cumulative Days on Market Until Sale	66	75	+ 14.5%	103	95	- 7.9%
Percent of Original List Price Received*	97.2%	96.2%	- 1.0%	95.6%	95.1%	- 0.4%
New Listings	112	95	- 15.2%	734	717	- 2.3%

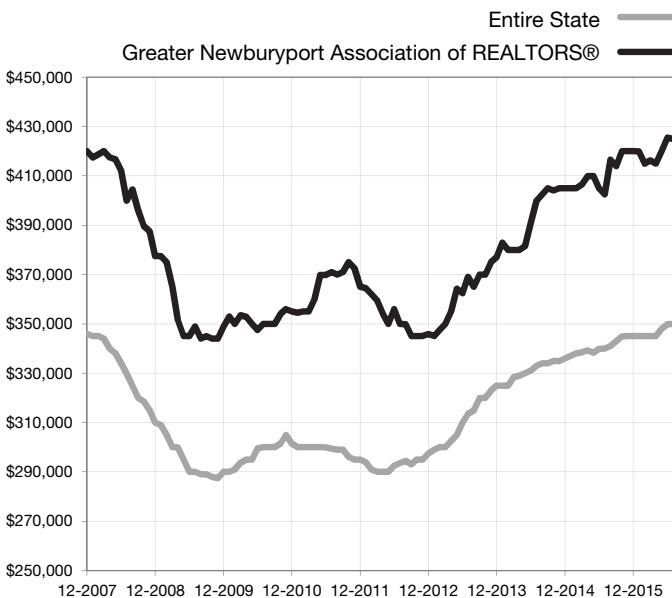
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	27	43	+ 59.3%	284	248	- 12.7%
Closed Sales	62	41	- 33.9%	254	227	- 10.6%
Median Sales Price*	\$271,000	\$260,000	- 4.1%	\$292,500	\$310,000	+ 6.0%
Inventory of Homes for Sale	137	104	- 24.1%	--	--	--
Months Supply of Inventory	3.8	3.2	- 16.4%	--	--	--
Cumulative Days on Market Until Sale	80	88	+ 9.3%	96	91	- 5.5%
Percent of Original List Price Received*	96.1%	97.8%	+ 1.8%	96.6%	96.9%	+ 0.4%
New Listings	46	48	+ 4.3%	378	328	- 13.2%

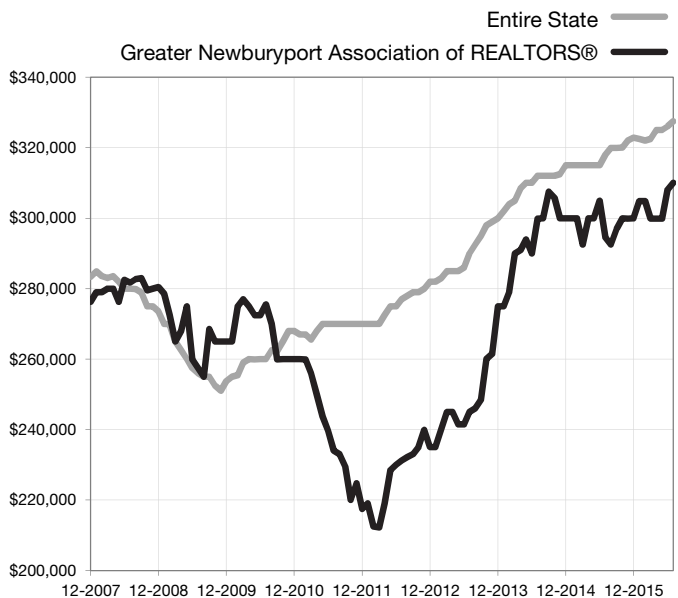
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

- 14.4%

Year-Over-Year Change in Closed Sales All Properties

+ 8.5%

Year-Over-Year Change in Median Sales Price All Properties

- 31.6%

Year-Over-Year Change in Inventory of Homes All Properties

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	255	277	+ 8.6%	1,587	1,792	+ 12.9%
Closed Sales	315	271	- 14.0%	1,359	1,508	+ 11.0%
Median Sales Price*	\$225,000	\$247,450	+ 10.0%	\$223,000	\$234,000	+ 4.9%
Inventory of Homes for Sale	1,325	910	- 31.3%	--	--	--
Months Supply of Inventory	6.8	4.0	- 40.4%	--	--	--
Cumulative Days on Market Until Sale	100	86	- 14.4%	120	106	- 12.2%
Percent of Original List Price Received*	95.5%	97.1%	+ 1.7%	94.4%	95.9%	+ 1.6%
New Listings	376	349	- 7.2%	2,512	2,397	- 4.6%

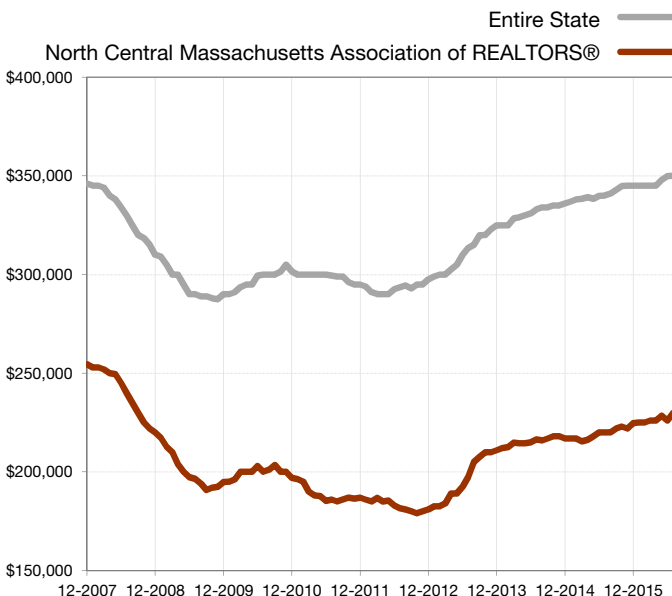
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	33	49	+ 48.5%	212	252	+ 18.9%
Closed Sales	38	31	- 18.4%	195	195	0.0%
Median Sales Price*	\$177,000	\$164,500	- 7.1%	\$153,000	\$159,000	+ 3.9%
Inventory of Homes for Sale	163	108	- 33.7%	--	--	--
Months Supply of Inventory	5.8	3.7	- 37.3%	--	--	--
Cumulative Days on Market Until Sale	98	90	- 8.0%	122	97	- 20.0%
Percent of Original List Price Received*	96.4%	97.7%	+ 1.3%	95.4%	95.8%	+ 0.4%
New Listings	42	43	+ 2.4%	309	313	+ 1.3%

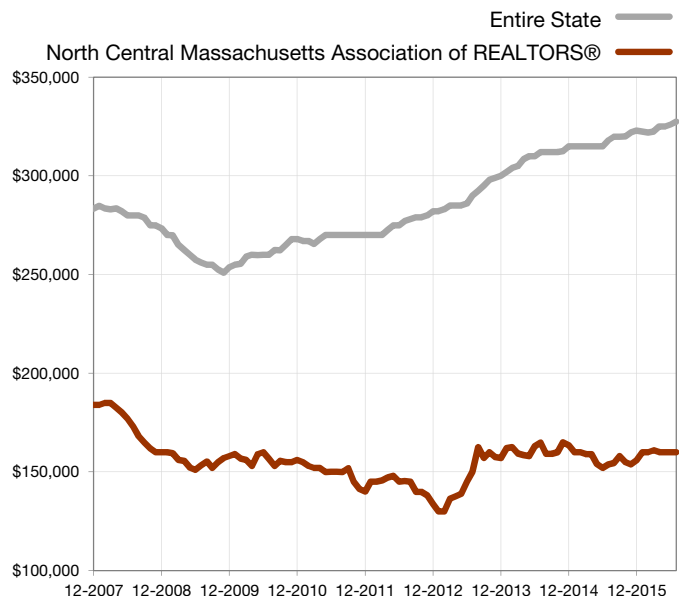
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 25.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.4%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 31.4%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	396	401	+ 1.3%	2,509	2,585	+ 3.0%
Closed Sales	522	401	- 23.2%	2,109	2,164	+ 2.6%
Median Sales Price*	\$389,950	\$416,000	+ 6.7%	\$375,000	\$392,450	+ 4.7%
Inventory of Homes for Sale	1,285	926	- 27.9%	--	--	--
Months Supply of Inventory	4.0	2.7	- 32.8%	--	--	--
Cumulative Days on Market Until Sale	68	76	+ 11.3%	90	86	- 4.5%
Percent of Original List Price Received*	97.6%	98.7%	+ 1.1%	96.2%	97.3%	+ 1.1%
New Listings	549	487	- 11.3%	3,446	3,307	- 4.0%

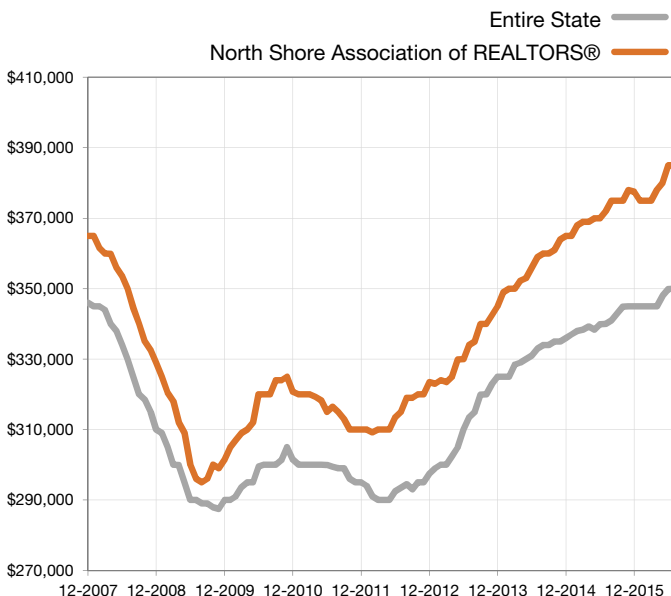
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	196	166	- 15.3%	1,126	1,210	+ 7.5%
Closed Sales	228	160	- 29.8%	921	1,026	+ 11.4%
Median Sales Price*	\$255,000	\$269,500	+ 5.7%	\$247,500	\$255,000	+ 3.0%
Inventory of Homes for Sale	544	329	- 39.5%	--	--	--
Months Supply of Inventory	4.1	2.1	- 48.3%	--	--	--
Cumulative Days on Market Until Sale	83	71	- 14.2%	87	84	- 3.2%
Percent of Original List Price Received*	96.9%	97.9%	+ 1.1%	96.4%	97.2%	+ 0.9%
New Listings	235	175	- 25.5%	1,521	1,391	- 8.5%

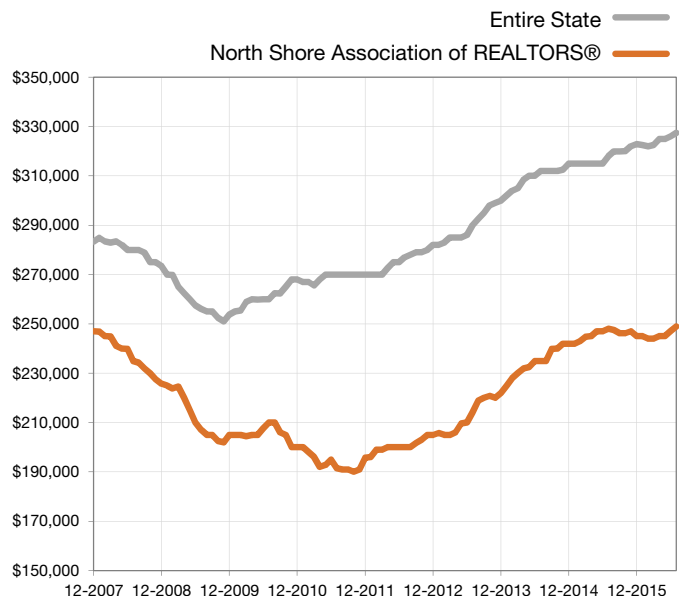
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 14.2%

Year-Over-Year
Change in
Closed Sales
All Properties

- 3.0%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 35.8%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	414	454	+ 9.7%	2,317	2,657	+ 14.7%
Closed Sales	498	398	- 20.1%	1,928	2,174	+ 12.8%
Median Sales Price*	\$389,900	\$389,450	- 0.1%	\$363,000	\$372,000	+ 2.5%
Inventory of Homes for Sale	1,102	691	- 37.3%	--	--	--
Months Supply of Inventory	3.9	2.1	- 44.7%	--	--	--
Cumulative Days on Market Until Sale	61	66	+ 7.1%	81	78	- 3.3%
Percent of Original List Price Received*	97.4%	98.8%	+ 1.4%	96.7%	97.5%	+ 0.9%
New Listings	477	429	- 10.1%	3,175	3,174	- 0.0%

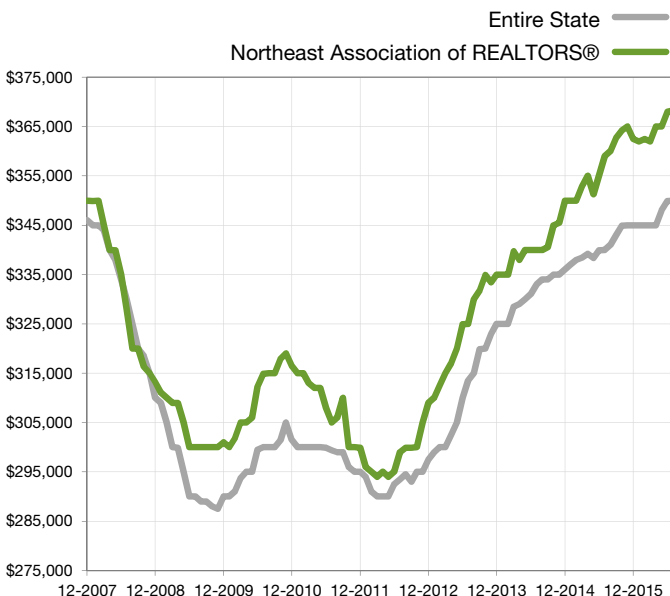
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	131	181	+ 38.2%	932	1,081	+ 16.0%
Closed Sales	164	170	+ 3.7%	832	876	+ 5.3%
Median Sales Price*	\$241,863	\$224,500	- 7.2%	\$216,500	\$219,900	+ 1.6%
Inventory of Homes for Sale	344	238	- 30.8%	--	--	--
Months Supply of Inventory	2.9	1.9	- 34.9%	--	--	--
Cumulative Days on Market Until Sale	70	57	- 19.1%	80	68	- 14.6%
Percent of Original List Price Received*	97.9%	98.5%	+ 0.6%	97.4%	97.6%	+ 0.2%
New Listings	182	183	+ 0.5%	1,164	1,244	+ 6.9%

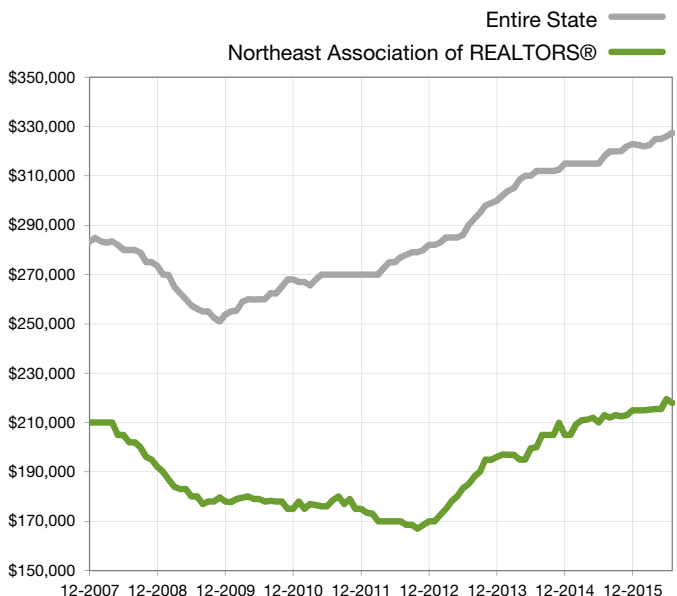
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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.

Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Plymouth and South Shore Association of REALTORS®

- 16.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.2%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 26.0%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	601	611	+ 1.7%	3,478	3,911	+ 12.4%
Closed Sales	737	630	- 14.5%	2,918	3,207	+ 9.9%
Median Sales Price*	\$374,000	\$399,000	+ 6.7%	\$365,000	\$380,000	+ 4.1%
Inventory of Homes for Sale	2,169	1,613	- 25.6%	--	--	--
Months Supply of Inventory	4.9	3.3	- 32.5%	--	--	--
Cumulative Days on Market Until Sale	76	71	- 5.8%	98	91	- 6.6%
Percent of Original List Price Received*	96.7%	97.2%	+ 0.5%	96.0%	96.4%	+ 0.5%
New Listings	775	721	- 7.0%	5,099	5,227	+ 2.5%

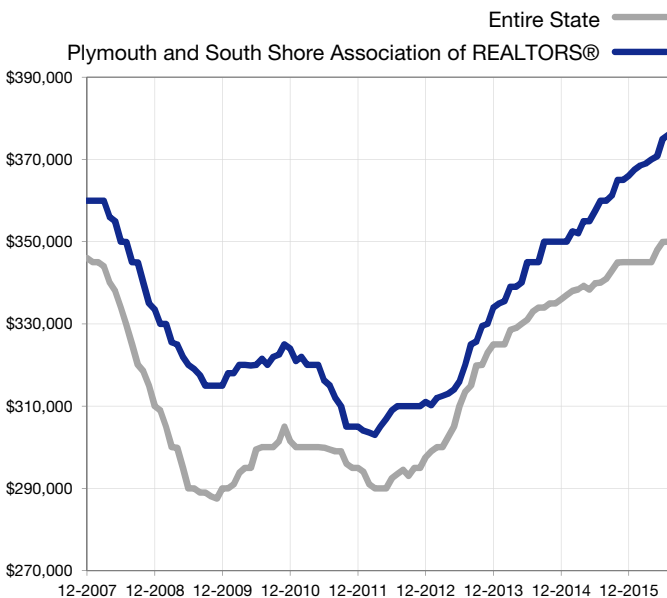
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	156	191	+ 22.4%	1,098	1,142	+ 4.0%
Closed Sales	200	154	- 23.0%	913	924	+ 1.2%
Median Sales Price*	\$288,500	\$289,500	+ 0.3%	\$263,000	\$267,975	+ 1.9%
Inventory of Homes for Sale	492	356	- 27.6%	--	--	--
Months Supply of Inventory	3.6	2.5	- 30.4%	--	--	--
Cumulative Days on Market Until Sale	90	67	- 25.9%	95	85	- 10.8%
Percent of Original List Price Received*	97.6%	98.1%	+ 0.5%	97.0%	97.8%	+ 0.8%
New Listings	192	199	+ 3.6%	1,405	1,400	- 0.4%

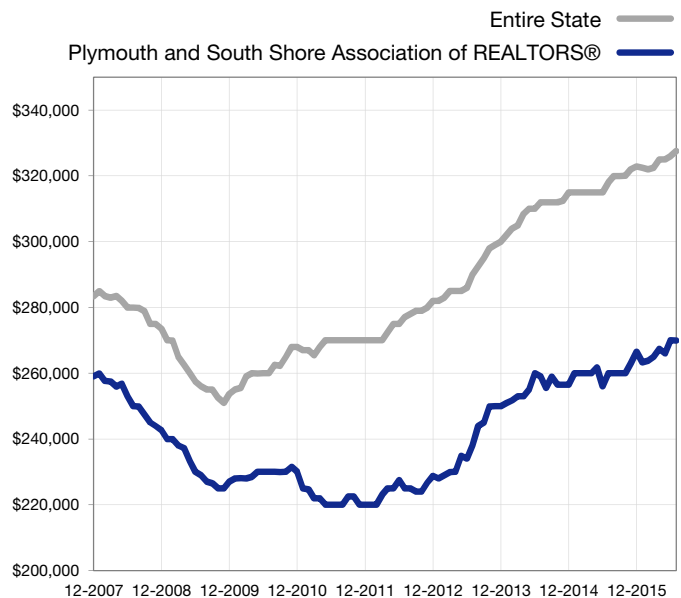
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 12.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.7%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 28.2%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	590	564	- 4.4%	3,288	3,838	+ 16.7%
Closed Sales	644	571	- 11.3%	2,783	3,223	+ 15.8%
Median Sales Price*	\$207,000	\$224,000	+ 8.2%	\$196,000	\$199,000	+ 1.5%
Inventory of Homes for Sale	3,149	2,231	- 29.2%	--	--	--
Months Supply of Inventory	7.5	4.7	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	99	100	+ 1.3%	126	117	- 7.2%
Percent of Original List Price Received*	95.0%	96.0%	+ 1.0%	93.5%	94.2%	+ 0.7%
New Listings	900	686	- 23.8%	5,521	5,195	- 5.9%

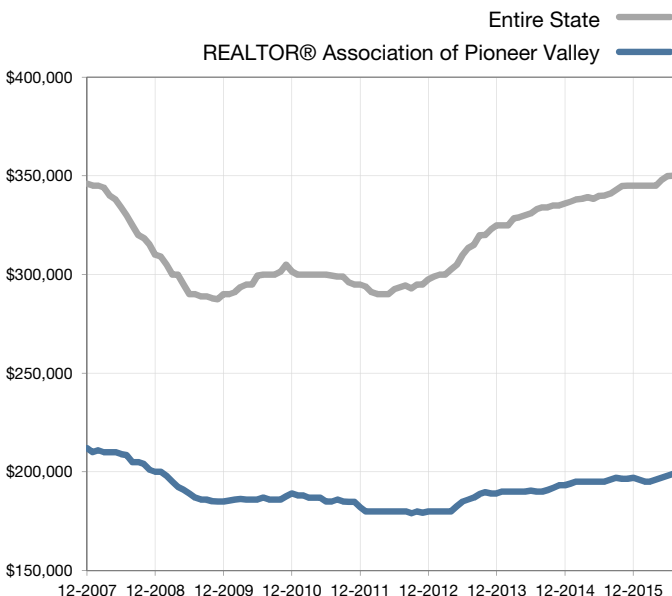
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	86	94	+ 9.3%	553	546	- 1.3%
Closed Sales	99	83	- 16.2%	482	477	- 1.0%
Median Sales Price*	\$155,000	\$145,000	- 6.5%	\$158,250	\$147,400	- 6.9%
Inventory of Homes for Sale	481	377	- 21.6%	--	--	--
Months Supply of Inventory	7.1	5.5	- 23.6%	--	--	--
Cumulative Days on Market Until Sale	129	96	- 25.7%	146	128	- 12.6%
Percent of Original List Price Received*	94.4%	96.2%	+ 1.9%	94.2%	95.4%	+ 1.3%
New Listings	107	102	- 4.7%	794	715	- 9.9%

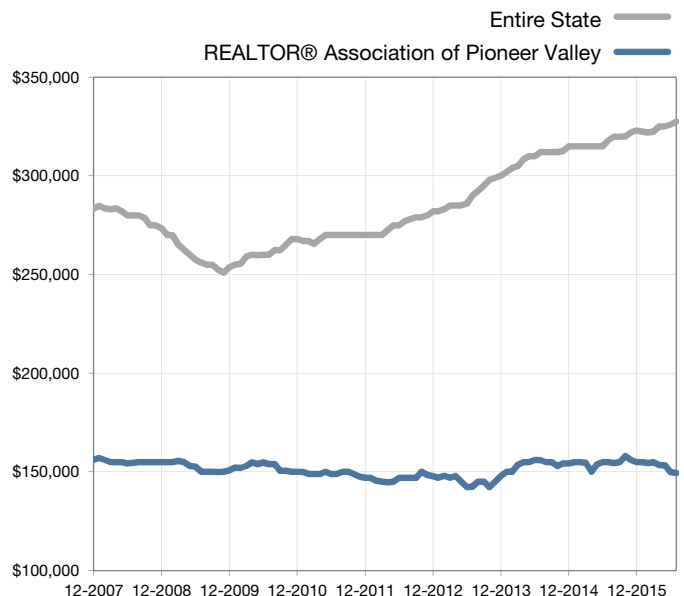
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTORS® Association of Southeastern Massachusetts

- 9.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.2%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 32.1%

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	411	514	+ 25.1%	2,614	3,259	+ 24.7%
Closed Sales	508	463	- 8.9%	2,271	2,683	+ 18.1%
Median Sales Price*	\$275,000	\$304,000	+ 10.5%	\$265,000	\$278,000	+ 4.9%
Inventory of Homes for Sale	2,014	1,391	- 30.9%	--	--	--
Months Supply of Inventory	6.0	3.5	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	95	73	- 22.6%	108	93	- 13.6%
Percent of Original List Price Received*	96.6%	97.8%	+ 1.2%	95.4%	96.4%	+ 1.1%
New Listings	625	587	- 6.1%	3,962	4,160	+ 5.0%

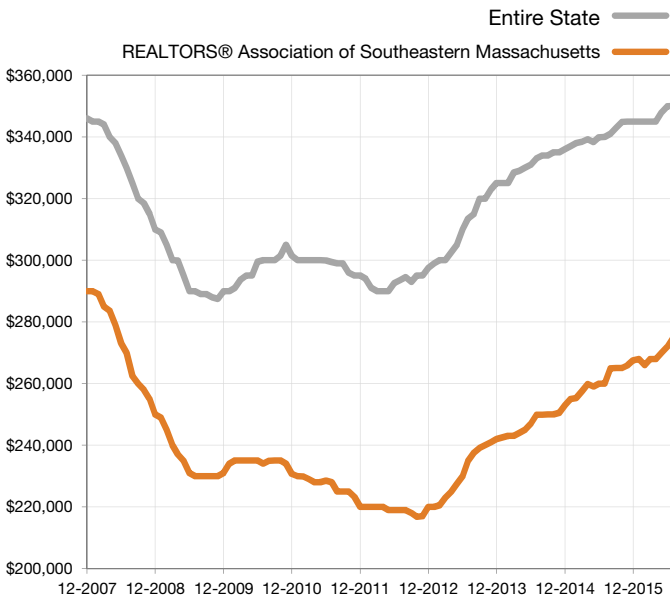
Condominium Properties

	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	62	63	+ 1.6%	424	529	+ 24.8%
Closed Sales	71	61	- 14.1%	384	470	+ 22.4%
Median Sales Price*	\$191,000	\$200,000	+ 4.7%	\$189,000	\$189,450	+ 0.2%
Inventory of Homes for Sale	266	157	- 41.0%	--	--	--
Months Supply of Inventory	4.7	2.4	- 49.3%	--	--	--
Cumulative Days on Market Until Sale	93	70	- 25.2%	99	95	- 3.7%
Percent of Original List Price Received*	97.2%	97.6%	+ 0.4%	96.2%	96.0%	- 0.2%
New Listings	83	74	- 10.8%	610	636	+ 4.3%

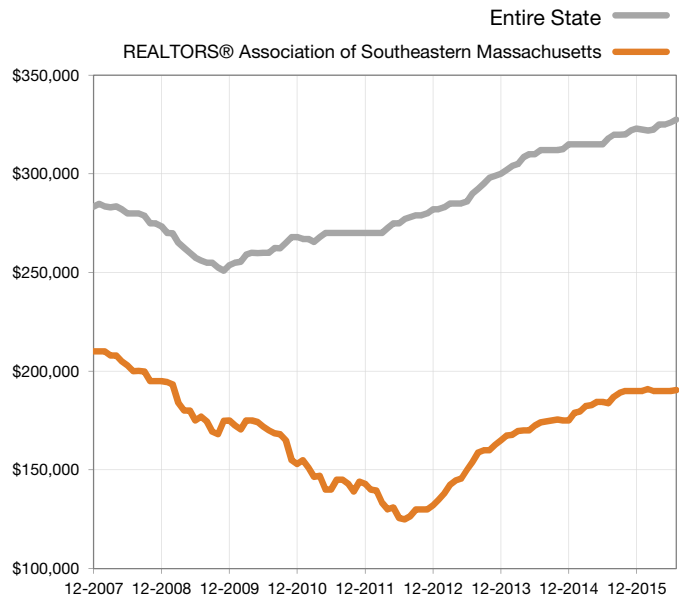
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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