

Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	471	582	+ 23.6%	2,709	3,412	+ 26.0%
Closed Sales	467	418	- 10.5%	2,485	2,926	+ 17.7%
Median Sales Price*	\$349,900	\$370,000	+ 5.7%	\$356,500	\$365,000	+ 2.4%
Inventory of Homes for Sale	4,227	2,989	- 29.3%	--	--	--
Months Supply of Inventory	11.5	7.0	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	121	141	+ 16.5%	164	165	+ 0.6%
Percent of Original List Price Received*	94.0%	93.7%	- 0.3%	92.7%	93.1%	+ 0.4%
New Listings	721	528	- 26.8%	5,200	4,848	- 6.8%

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

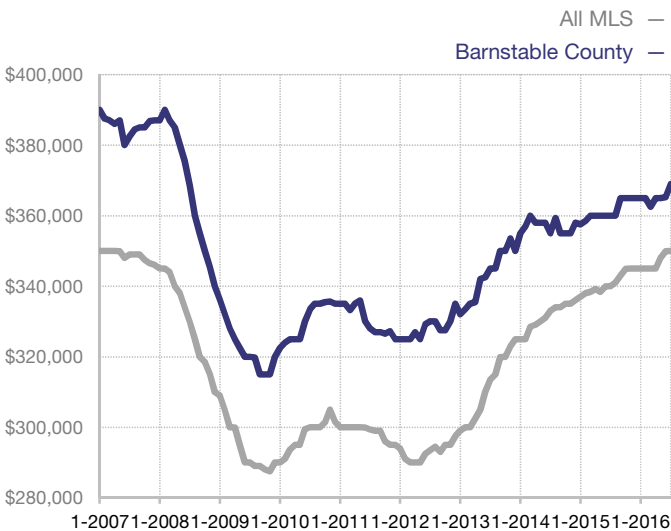
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	134	156	+ 16.4%	729	786	+ 7.8%
Closed Sales	126	96	- 23.8%	673	673	0.0%
Median Sales Price*	\$240,500	\$299,900	+ 24.7%	\$240,000	\$260,750	+ 8.6%
Inventory of Homes for Sale	937	712	- 24.0%	--	--	--
Months Supply of Inventory	9.3	7.0	- 24.7%	--	--	--
Cumulative Days on Market Until Sale	146	125	- 14.4%	150	155	+ 3.3%
Percent of Original List Price Received*	95.4%	94.9%	- 0.5%	94.3%	94.2%	- 0.1%
New Listings	170	153	- 10.0%	1,196	1,108	- 7.4%

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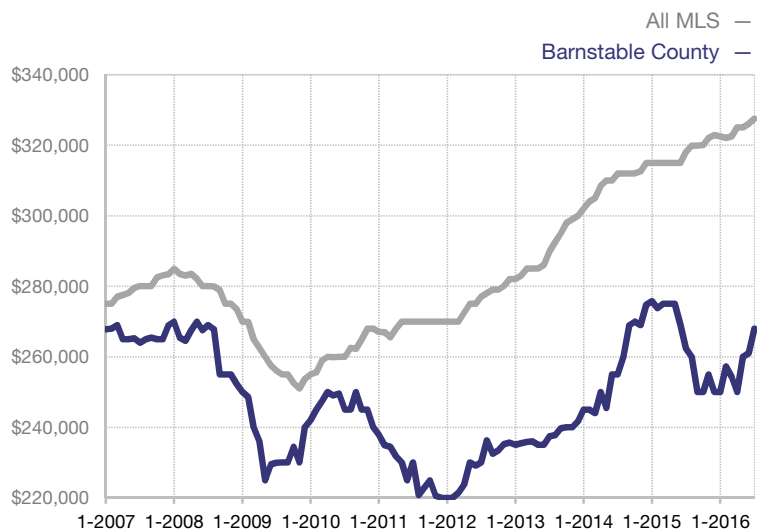
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2016

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Berkshire County

Single-Family Properties

Key Metrics	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	- 32.6%	--	--	--
Cumulative Days on Market Until Sale	117	114	- 2.6%	139	132	- 5.0%
Percent of Original List Price Received*	90.7%	91.5%	+ 0.9%	89.5%	90.2%	+ 0.8%
New Listings	250	243	- 2.8%	1,712	1,548	- 9.6%

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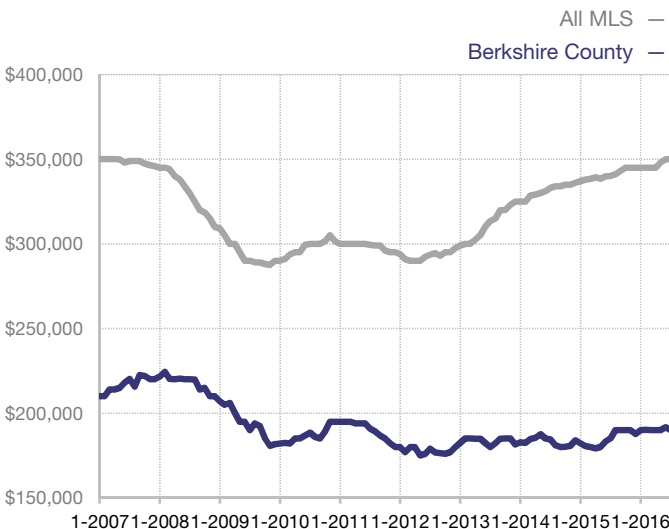
Condominium Properties

Key Metrics	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	+ 25.8%	--	--	--
Cumulative Days on Market Until Sale	186	110	- 40.9%	165	166	+ 0.6%
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%

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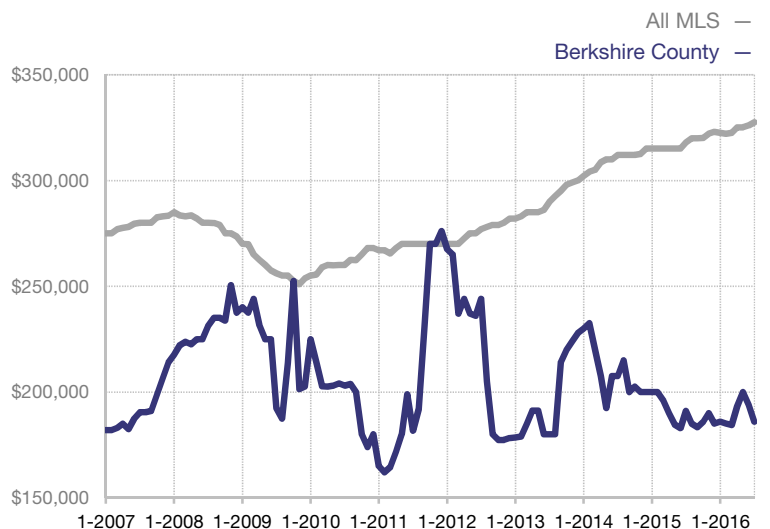
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2016

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Bristol County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	411	477	+ 16.1%	2,561	3,090	+ 20.7%
Closed Sales	511	444	- 13.1%	2,238	2,570	+ 14.8%
Median Sales Price*	\$273,900	\$301,000	+ 9.9%	\$265,000	\$280,000	+ 5.7%
Inventory of Homes for Sale	2,020	1,379	- 31.7%	--	--	--
Months Supply of Inventory	6.1	3.6	- 41.0%	--	--	--
Cumulative Days on Market Until Sale	93	84	- 9.7%	111	98	- 11.7%
Percent of Original List Price Received*	96.2%	97.3%	+ 1.1%	94.9%	96.0%	+ 1.2%
New Listings	573	539	- 5.9%	3,905	3,915	+ 0.3%

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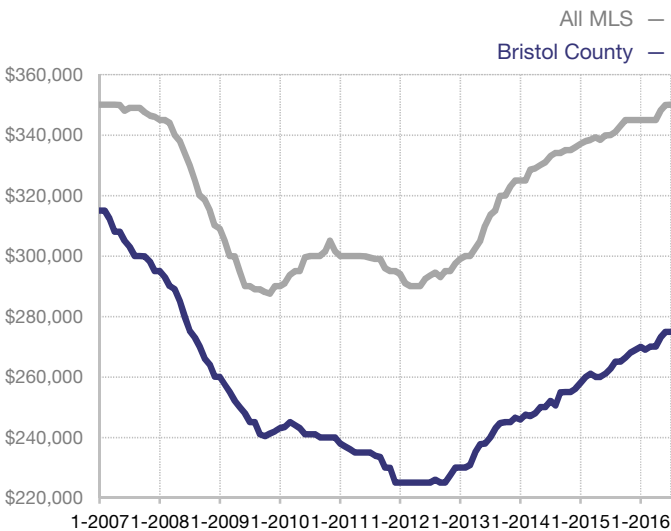
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	55	67	+ 21.8%	429	556	+ 29.6%
Closed Sales	75	75	0.0%	382	492	+ 28.8%
Median Sales Price*	\$189,000	\$189,000	0.0%	\$182,200	\$189,000	+ 3.7%
Inventory of Homes for Sale	306	189	- 38.2%	--	--	--
Months Supply of Inventory	5.4	2.8	- 48.1%	--	--	--
Cumulative Days on Market Until Sale	91	75	- 17.6%	98	102	+ 4.1%
Percent of Original List Price Received*	96.6%	96.8%	+ 0.2%	95.1%	95.3%	+ 0.2%
New Listings	103	87	- 15.5%	653	677	+ 3.7%

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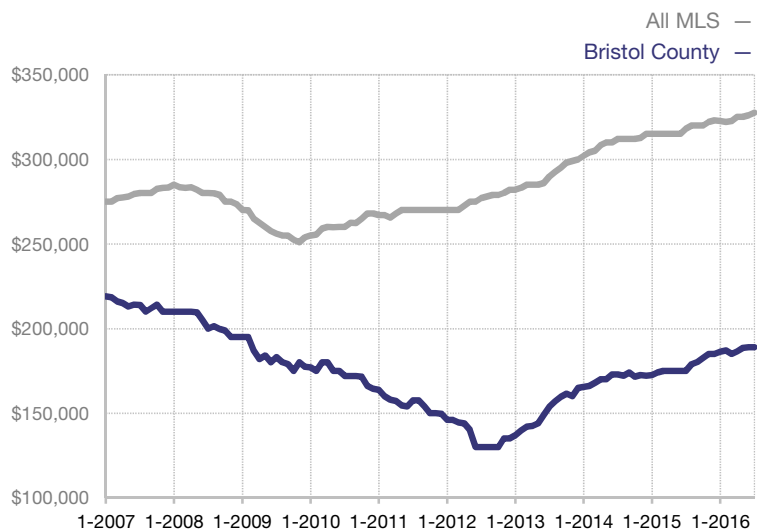
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2016

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Dukes County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	16	20	+ 25.0%	84	95	+ 13.1%
Closed Sales	17	9	- 47.1%	62	77	+ 24.2%
Median Sales Price*	\$1,125,000	\$650,000	- 42.2%	\$724,500	\$777,500	+ 7.3%
Inventory of Homes for Sale	308	208	- 32.5%	--	--	--
Months Supply of Inventory	29.3	13.6	- 53.6%	--	--	--
Cumulative Days on Market Until Sale	244	163	- 33.2%	238	187	- 21.4%
Percent of Original List Price Received*	93.3%	96.3%	+ 3.2%	90.1%	91.8%	+ 1.9%
New Listings	42	31	- 26.2%	310	219	- 29.4%

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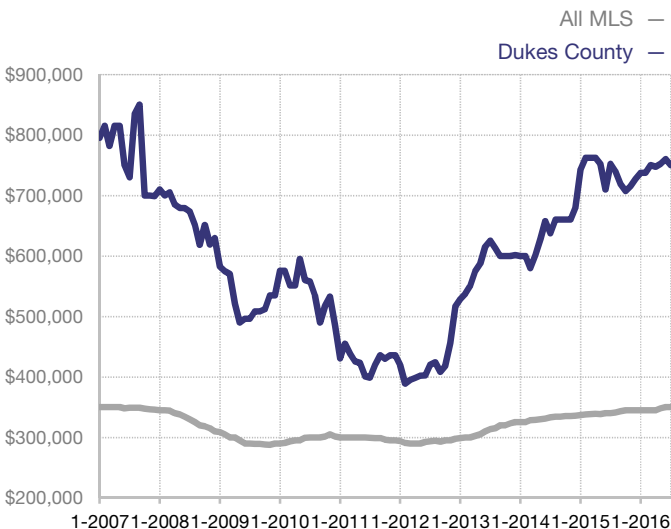
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	3	+ 200.0%	4	5	+ 25.0%
Closed Sales	1	0	- 100.0%	5	4	- 20.0%
Median Sales Price*	\$58,000	\$0	- 100.0%	\$58,000	\$166,250	+ 186.6%
Inventory of Homes for Sale	19	13	- 31.6%	--	--	--
Months Supply of Inventory	12.7	11.4	- 10.2%	--	--	--
Cumulative Days on Market Until Sale	176	0	- 100.0%	236	77	- 67.4%
Percent of Original List Price Received*	89.2%	0.0%	- 100.0%	78.6%	92.6%	+ 17.8%
New Listings	2	1	- 50.0%	20	16	- 20.0%

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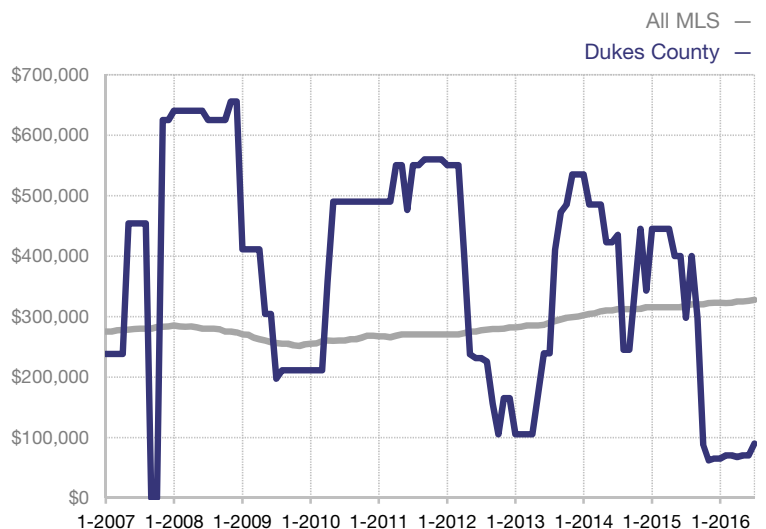
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Essex County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	652	639	- 2.0%	3,868	4,044	+ 4.6%
Closed Sales	797	651	- 18.3%	3,209	3,402	+ 6.0%
Median Sales Price*	\$399,000	\$420,000	+ 5.3%	\$380,000	\$397,000	+ 4.5%
Inventory of Homes for Sale	2,051	1,470	- 28.3%	--	--	--
Months Supply of Inventory	4.3	2.8	- 34.9%	--	--	--
Cumulative Days on Market Until Sale	67	77	+ 14.9%	90	86	- 4.4%
Percent of Original List Price Received*	97.5%	98.3%	+ 0.8%	96.2%	97.0%	+ 0.8%
New Listings	840	731	- 13.0%	5,447	5,240	- 3.8%

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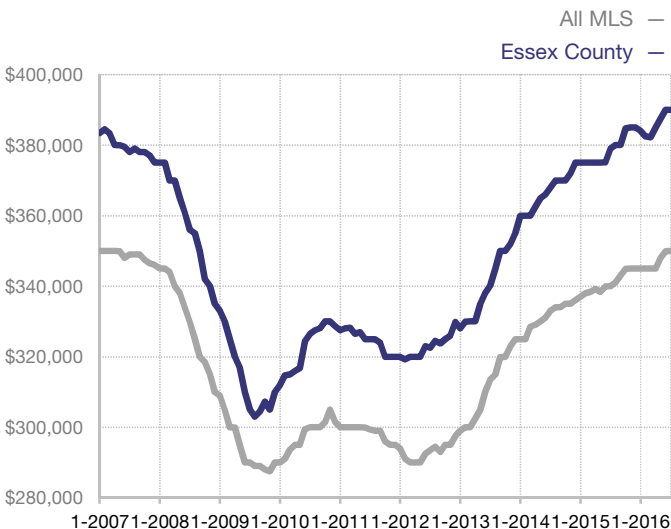
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	268	253	- 5.6%	1,709	1,774	+ 3.8%
Closed Sales	344	246	- 28.5%	1,440	1,494	+ 3.8%
Median Sales Price*	\$257,750	\$263,000	+ 2.0%	\$248,000	\$255,000	+ 2.8%
Inventory of Homes for Sale	803	521	- 35.1%	--	--	--
Months Supply of Inventory	3.9	2.3	- 41.0%	--	--	--
Cumulative Days on Market Until Sale	82	74	- 9.8%	87	82	- 5.7%
Percent of Original List Price Received*	96.7%	98.2%	+ 1.6%	96.6%	97.2%	+ 0.6%
New Listings	334	276	- 17.4%	2,280	2,104	- 7.7%

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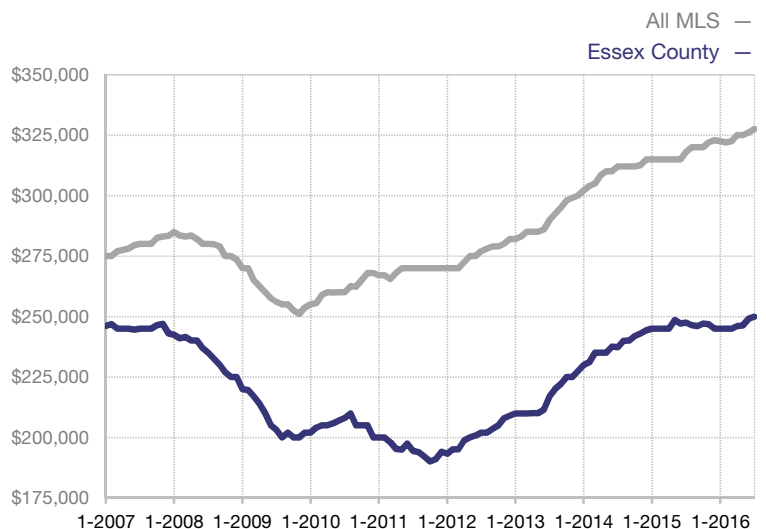
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



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Franklin County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	63	65	+ 3.2%	318	397	+ 24.8%
Closed Sales	73	54	- 26.0%	273	325	+ 19.0%
Median Sales Price*	\$182,000	\$227,000	+ 24.7%	\$184,000	\$200,500	+ 9.0%
Inventory of Homes for Sale	468	363	- 22.4%	--	--	--
Months Supply of Inventory	10.7	7.2	- 32.7%	--	--	--
Cumulative Days on Market Until Sale	140	132	- 5.7%	152	155	+ 2.0%
Percent of Original List Price Received*	92.2%	93.5%	+ 1.4%	90.7%	92.1%	+ 1.5%
New Listings	113	85	- 24.8%	632	608	- 3.8%

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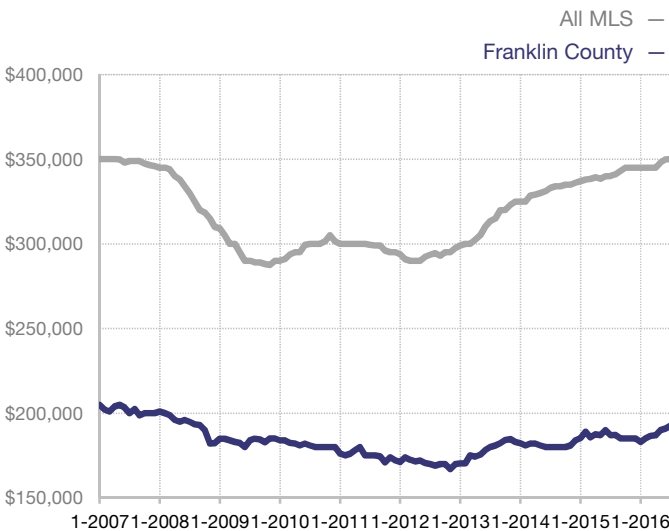
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	7	7	0.0%	29	35	+ 20.7%
Closed Sales	8	6	- 25.0%	24	29	+ 20.8%
Median Sales Price*	\$173,333	\$134,950	- 22.1%	\$201,750	\$125,000	- 38.0%
Inventory of Homes for Sale	36	18	- 50.0%	--	--	--
Months Supply of Inventory	8.8	4.0	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	220	112	- 49.1%	206	151	- 26.7%
Percent of Original List Price Received*	95.4%	92.9%	- 2.6%	99.2%	92.9%	- 6.4%
New Listings	6	3	- 50.0%	46	36	- 21.7%

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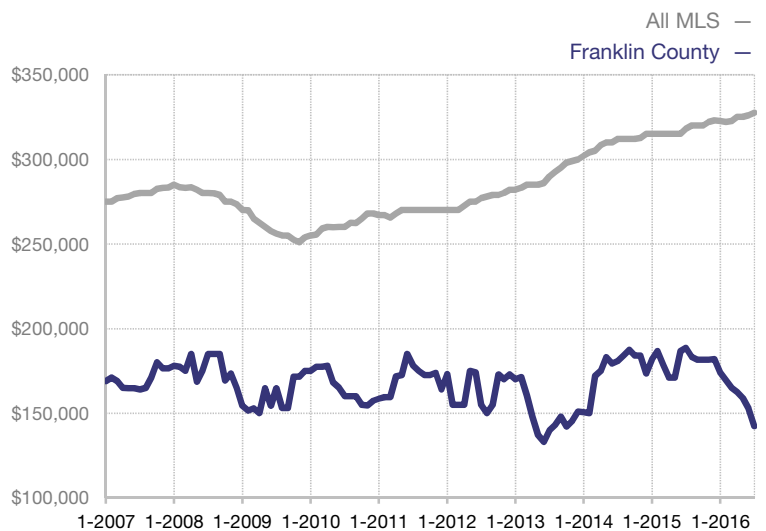
Median Sales Price – Single-Family Properties

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Median Sales Price – Condominium Properties

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Hampden County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	369	376	+ 1.9%	2,163	2,581	+ 19.3%
Closed Sales	398	368	- 7.5%	1,856	2,207	+ 18.9%
Median Sales Price*	\$189,900	\$190,000	+ 0.1%	\$180,000	\$177,000	- 1.7%
Inventory of Homes for Sale	1,929	1,297	- 32.8%	--	--	--
Months Supply of Inventory	6.9	4.1	- 40.6%	--	--	--
Cumulative Days on Market Until Sale	89	93	+ 4.5%	119	111	- 6.7%
Percent of Original List Price Received*	95.4%	96.1%	+ 0.7%	93.8%	94.3%	+ 0.5%
New Listings	593	452	- 23.8%	3,579	3,380	- 5.6%

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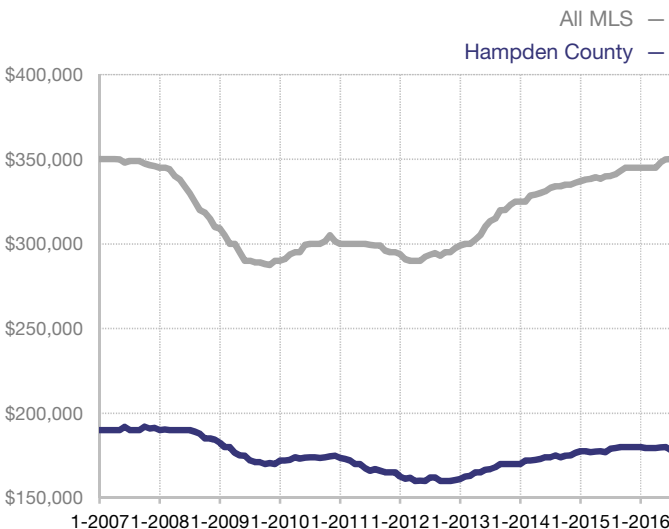
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	52	52	0.0%	327	326	- 0.3%
Closed Sales	52	52	0.0%	284	292	+ 2.8%
Median Sales Price*	\$130,500	\$123,250	- 5.6%	\$135,776	\$131,000	- 3.5%
Inventory of Homes for Sale	272	220	- 19.1%	--	--	--
Months Supply of Inventory	6.8	5.2	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	137	81	- 40.9%	144	119	- 17.4%
Percent of Original List Price Received*	93.7%	95.7%	+ 2.1%	93.2%	94.6%	+ 1.5%
New Listings	56	71	+ 26.8%	463	447	- 3.5%

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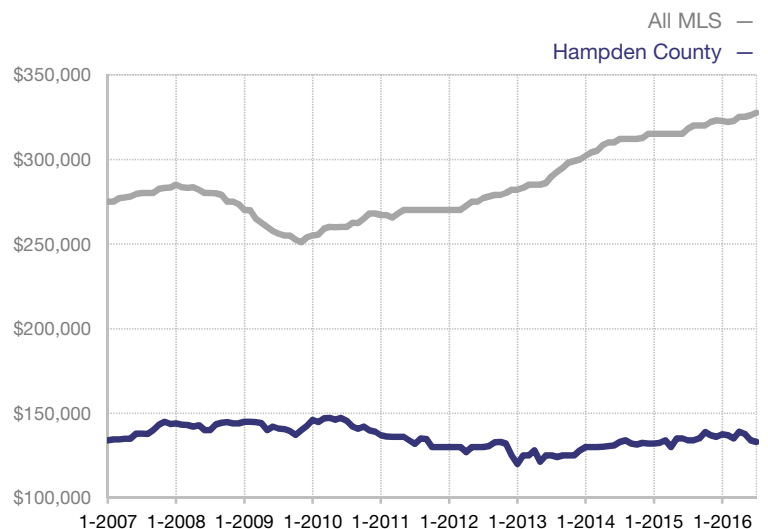
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Hampshire County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	160	130	- 18.8%	825	877	+ 6.3%
Closed Sales	179	151	- 15.6%	667	706	+ 5.8%
Median Sales Price*	\$260,000	\$281,000	+ 8.1%	\$257,500	\$265,000	+ 2.9%
Inventory of Homes for Sale	738	588	- 20.3%	--	--	--
Months Supply of Inventory	7.6	5.5	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	100	105	+ 5.0%	134	119	- 11.2%
Percent of Original List Price Received*	95.3%	96.3%	+ 1.0%	93.7%	94.9%	+ 1.3%
New Listings	193	156	- 19.2%	1,322	1,244	- 5.9%

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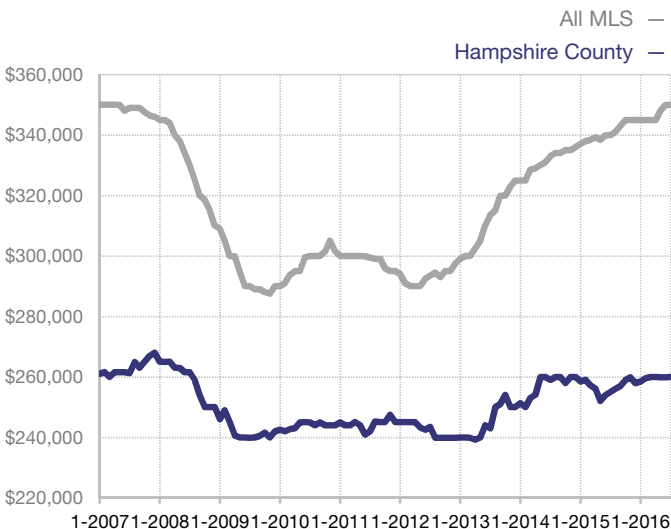
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	28	34	+ 21.4%	195	187	- 4.1%
Closed Sales	40	26	- 35.0%	171	159	- 7.0%
Median Sales Price*	\$179,500	\$177,450	- 1.1%	\$188,750	\$179,900	- 4.7%
Inventory of Homes for Sale	174	142	- 18.4%	--	--	--
Months Supply of Inventory	7.3	6.1	- 16.4%	--	--	--
Cumulative Days on Market Until Sale	110	119	+ 8.2%	146	140	- 4.1%
Percent of Original List Price Received*	94.9%	98.0%	+ 3.3%	94.9%	97.1%	+ 2.3%
New Listings	45	28	- 37.8%	284	237	- 16.5%

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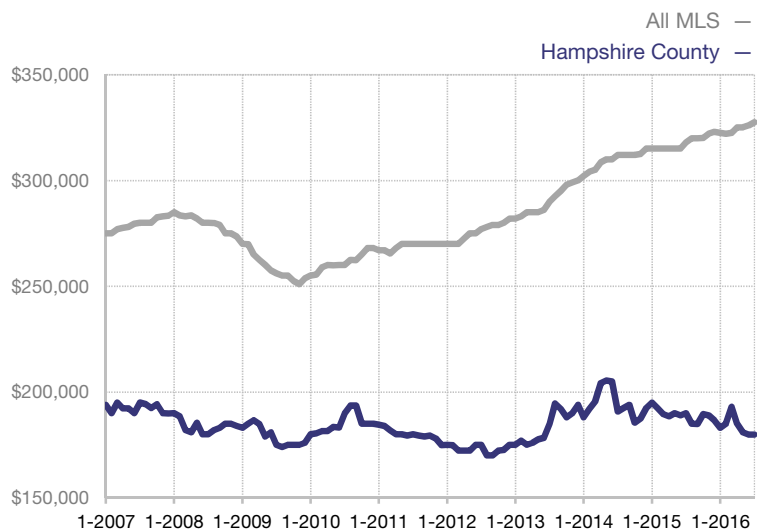
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2016

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Middlesex County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1,034	1,065	+ 3.0%	6,963	7,521	+ 8.0%
Closed Sales	1,511	1,235	- 18.3%	5,931	6,284	+ 6.0%
Median Sales Price*	\$522,000	\$530,000	+ 1.5%	\$480,000	\$495,000	+ 3.1%
Inventory of Homes for Sale	2,930	2,125	- 27.5%	--	--	--
Months Supply of Inventory	3.3	2.3	- 30.3%	--	--	--
Cumulative Days on Market Until Sale	52	55	+ 5.8%	70	68	- 2.9%
Percent of Original List Price Received*	99.4%	99.7%	+ 0.3%	98.4%	98.7%	+ 0.3%
New Listings	1,302	1,113	- 14.5%	9,319	9,340	+ 0.2%

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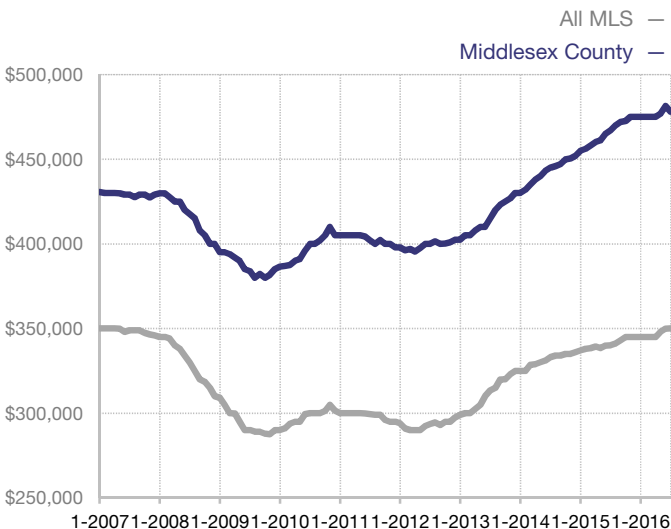
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	520	565	+ 8.7%	3,636	4,103	+ 12.8%
Closed Sales	704	627	- 10.9%	3,058	3,522	+ 15.2%
Median Sales Price*	\$389,250	\$425,000	+ 9.2%	\$375,700	\$410,000	+ 9.1%
Inventory of Homes for Sale	1,003	724	- 27.8%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	45	41	- 8.9%	58	52	- 10.3%
Percent of Original List Price Received*	101.1%	101.2%	+ 0.1%	100.4%	100.7%	+ 0.3%
New Listings	637	596	- 6.4%	4,473	4,715	+ 5.4%

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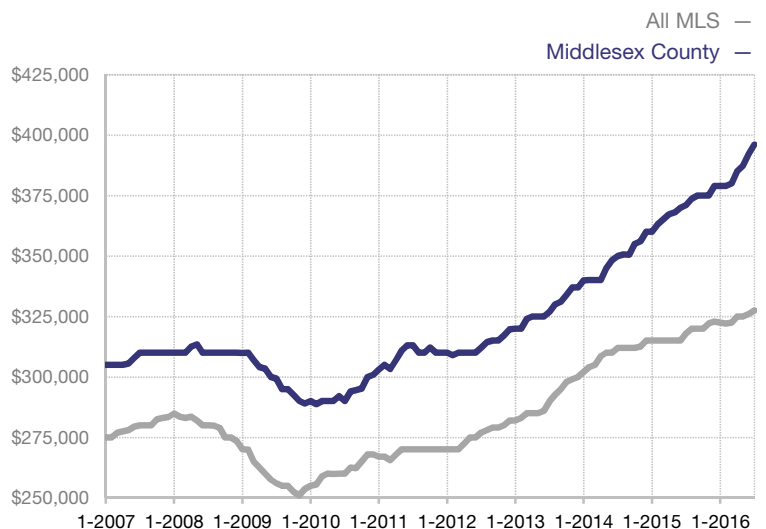
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Nantucket County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	6	3	- 50.0%	17	12	- 29.4%
Closed Sales	2	2	0.0%	14	14	0.0%
Median Sales Price*	\$7,425,000	\$1,850,000	- 75.1%	\$1,712,500	\$1,482,500	- 13.4%
Inventory of Homes for Sale	45	41	- 8.9%	--	--	--
Months Supply of Inventory	16.9	12.9	- 23.7%	--	--	--
Cumulative Days on Market Until Sale	144	244	+ 69.4%	124	223	+ 79.8%
Percent of Original List Price Received*	95.9%	91.4%	- 4.7%	95.9%	90.3%	- 5.8%
New Listings	9	7	- 22.2%	55	43	- 21.8%

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

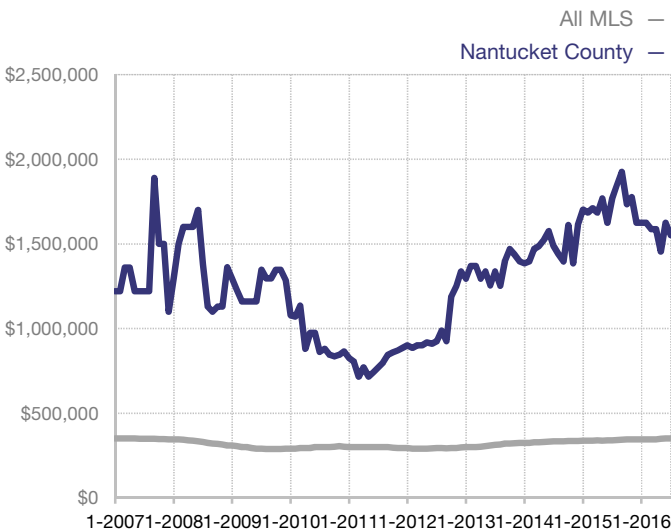
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	0	--	6	2	- 66.7%
Closed Sales	2	0	- 100.0%	6	1	- 83.3%
Median Sales Price*	\$337,500	\$0	- 100.0%	\$400,500	\$418,500	+ 4.5%
Inventory of Homes for Sale	5	1	- 80.0%	--	--	--
Months Supply of Inventory	3.1	0.6	- 80.6%	--	--	--
Cumulative Days on Market Until Sale	39	0	- 100.0%	34	48	+ 41.2%
Percent of Original List Price Received*	95.0%	0.0%	- 100.0%	96.4%	99.6%	+ 3.3%
New Listings	2	0	- 100.0%	11	4	- 63.6%

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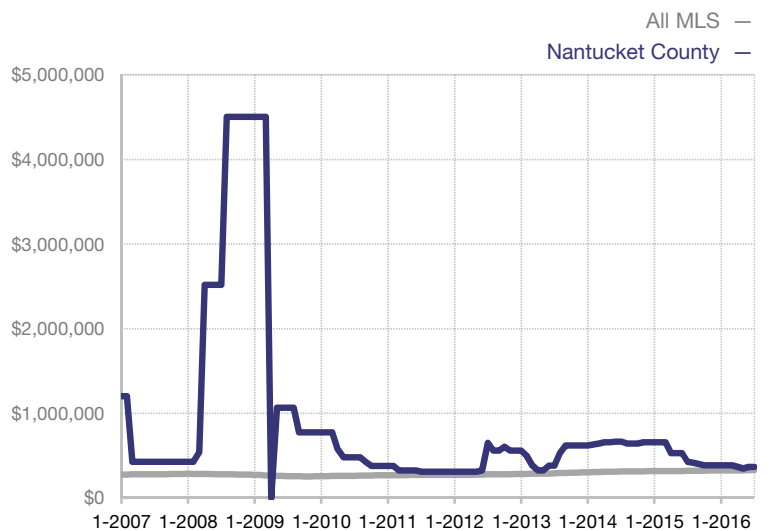
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2016

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Norfolk County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	580	542	- 6.6%	3,867	4,099	+ 6.0%
Closed Sales	820	670	- 18.3%	3,291	3,485	+ 5.9%
Median Sales Price*	\$440,500	\$474,100	+ 7.6%	\$440,000	\$463,000	+ 5.2%
Inventory of Homes for Sale	1,875	1,429	- 23.8%	--	--	--
Months Supply of Inventory	3.9	2.7	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	57	58	+ 1.8%	77	75	- 2.6%
Percent of Original List Price Received*	98.4%	98.6%	+ 0.2%	97.1%	97.5%	+ 0.4%
New Listings	783	643	- 17.9%	5,324	5,353	+ 0.5%

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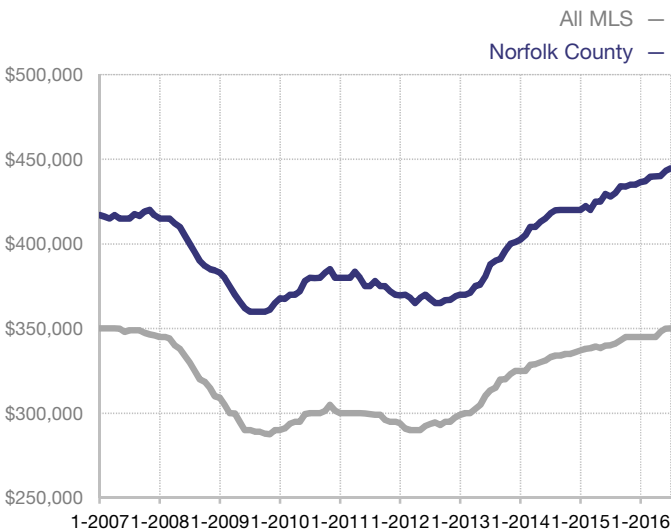
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	215	245	+ 14.0%	1,521	1,575	+ 3.6%
Closed Sales	278	241	- 13.3%	1,312	1,272	- 3.0%
Median Sales Price*	\$345,000	\$360,000	+ 4.3%	\$335,500	\$325,000	- 3.1%
Inventory of Homes for Sale	502	313	- 37.6%	--	--	--
Months Supply of Inventory	2.6	1.6	- 38.5%	--	--	--
Cumulative Days on Market Until Sale	50	51	+ 2.0%	61	62	+ 1.6%
Percent of Original List Price Received*	99.7%	99.7%	0.0%	99.0%	99.0%	0.0%
New Listings	234	262	+ 12.0%	1,890	1,835	- 2.9%

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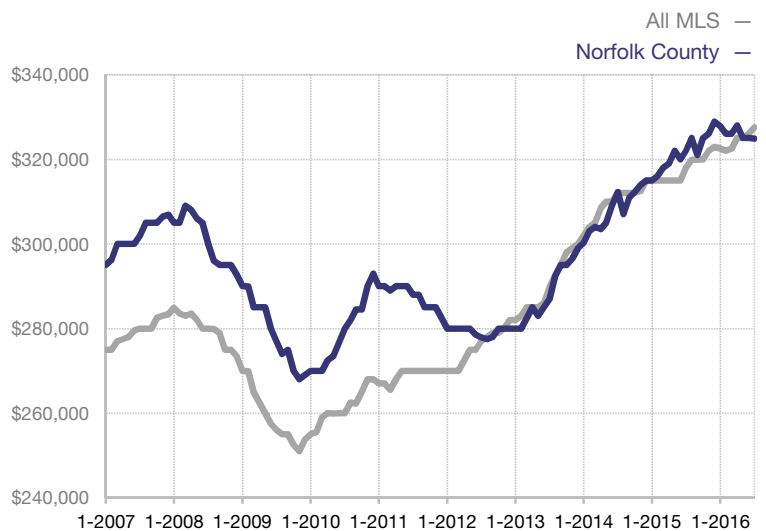
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2016

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Plymouth County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	610	651	+ 6.7%	3,442	4,106	+ 19.3%
Closed Sales	705	643	- 8.8%	2,896	3,390	+ 17.1%
Median Sales Price*	\$340,000	\$351,250	+ 3.3%	\$322,078	\$335,000	+ 4.0%
Inventory of Homes for Sale	2,620	1,886	- 28.0%	--	--	--
Months Supply of Inventory	6.1	3.7	- 39.3%	--	--	--
Cumulative Days on Market Until Sale	88	75	- 14.8%	109	99	- 9.2%
Percent of Original List Price Received*	96.4%	96.8%	+ 0.4%	95.5%	96.0%	+ 0.5%
New Listings	805	758	- 5.8%	5,343	5,511	+ 3.1%

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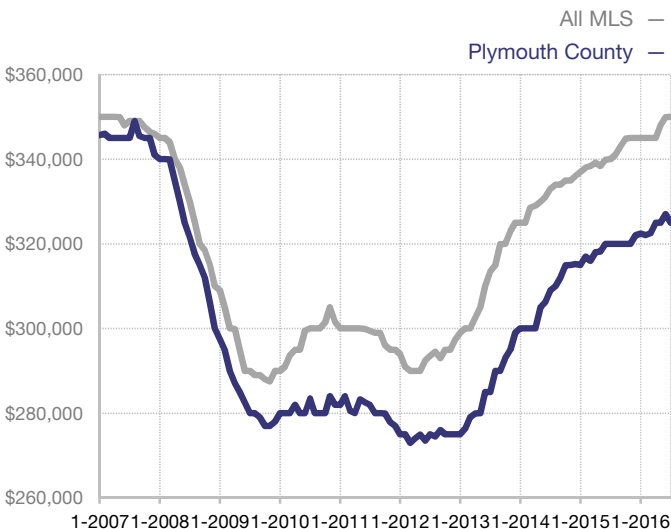
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	89	98	+ 10.1%	641	688	+ 7.3%
Closed Sales	115	98	- 14.8%	548	595	+ 8.6%
Median Sales Price*	\$293,500	\$262,450	- 10.6%	\$240,000	\$249,500	+ 4.0%
Inventory of Homes for Sale	393	274	- 30.3%	--	--	--
Months Supply of Inventory	4.9	3.2	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	119	78	- 34.5%	124	99	- 20.2%
Percent of Original List Price Received*	96.8%	98.0%	+ 1.2%	96.2%	97.1%	+ 0.9%
New Listings	125	113	- 9.6%	885	868	- 1.9%

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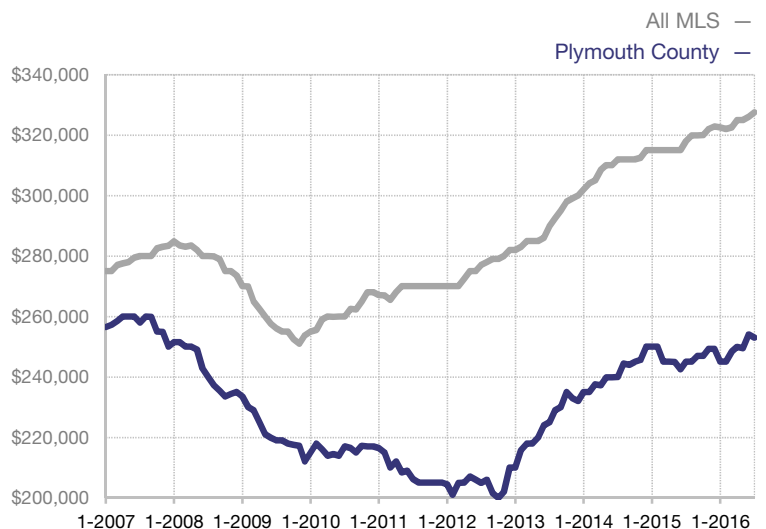
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2016

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Suffolk County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	132	140	+ 6.1%	787	916	+ 16.4%
Closed Sales	172	164	- 4.7%	686	759	+ 10.6%
Median Sales Price*	\$444,000	\$500,000	+ 12.6%	\$428,250	\$465,000	+ 8.6%
Inventory of Homes for Sale	349	207	- 40.7%	--	--	--
Months Supply of Inventory	3.4	1.8	- 47.1%	--	--	--
Cumulative Days on Market Until Sale	46	46	0.0%	60	56	- 6.7%
Percent of Original List Price Received*	99.7%	99.9%	+ 0.2%	98.4%	99.0%	+ 0.6%
New Listings	180	138	- 23.3%	1,101	1,130	+ 2.6%

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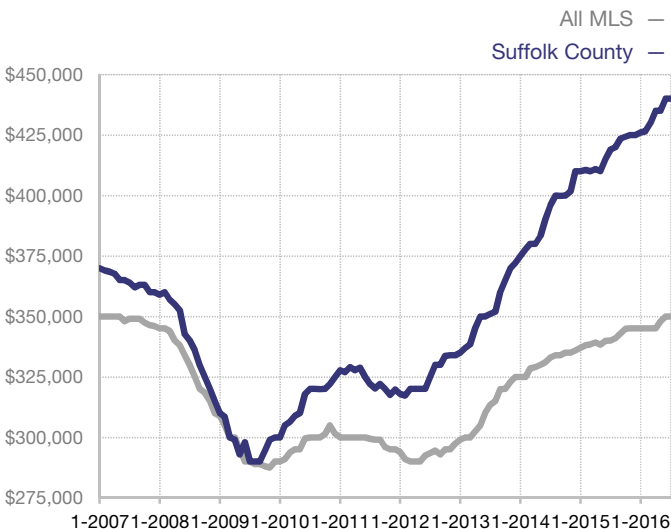
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	418	370	- 11.5%	3,158	3,137	- 0.7%
Closed Sales	619	472	- 23.7%	2,675	2,683	+ 0.3%
Median Sales Price*	\$480,000	\$528,000	+ 10.0%	\$489,500	\$530,000	+ 8.3%
Inventory of Homes for Sale	845	679	- 19.6%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	42	41	- 2.4%	49	50	+ 2.0%
Percent of Original List Price Received*	100.8%	101.2%	+ 0.4%	100.0%	100.0%	0.0%
New Listings	483	485	+ 0.4%	3,902	3,833	- 1.8%

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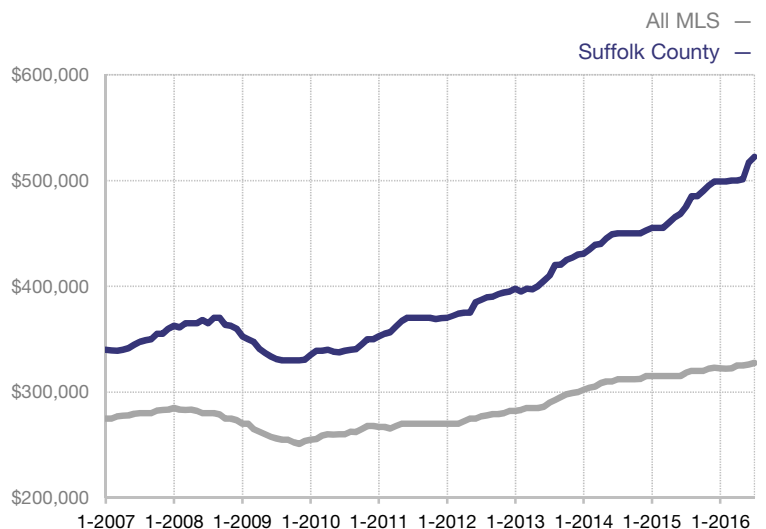
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – July 2016

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Worcester County

Single-Family Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	751	856	+ 14.0%	4,635	5,506	+ 18.8%
Closed Sales	945	855	- 9.5%	3,924	4,518	+ 15.1%
Median Sales Price*	\$255,000	\$276,450	+ 8.4%	\$245,000	\$252,500	+ 3.1%
Inventory of Homes for Sale	3,651	2,370	- 35.1%	--	--	--
Months Supply of Inventory	6.4	3.6	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	88	80	- 9.1%	113	103	- 8.8%
Percent of Original List Price Received*	96.3%	97.3%	+ 1.0%	95.0%	95.8%	+ 0.8%
New Listings	1,088	955	- 12.2%	7,274	7,072	- 2.8%

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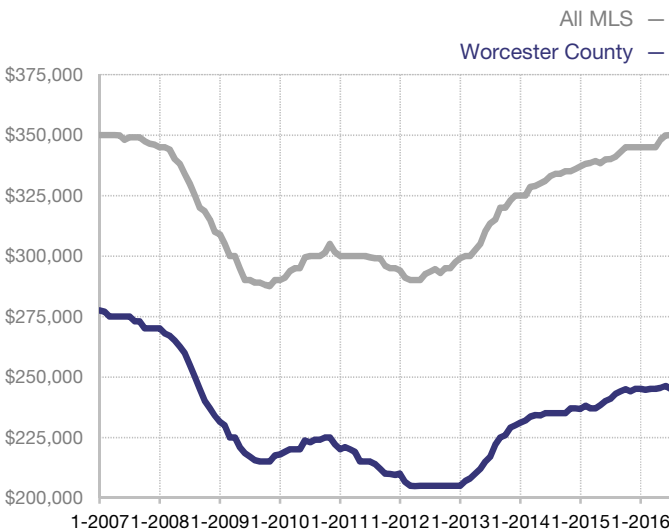
Condominium Properties

Key Metrics	July			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	147	176	+ 19.7%	977	1,127	+ 15.4%
Closed Sales	170	143	- 15.9%	834	942	+ 12.9%
Median Sales Price*	\$211,250	\$193,000	- 8.6%	\$194,000	\$193,000	- 0.5%
Inventory of Homes for Sale	608	446	- 26.6%	--	--	--
Months Supply of Inventory	5.0	3.3	- 34.0%	--	--	--
Cumulative Days on Market Until Sale	78	87	+ 11.5%	101	94	- 6.9%
Percent of Original List Price Received*	97.3%	96.1%	- 1.2%	95.8%	96.6%	+ 0.8%
New Listings	183	185	+ 1.1%	1,387	1,408	+ 1.5%

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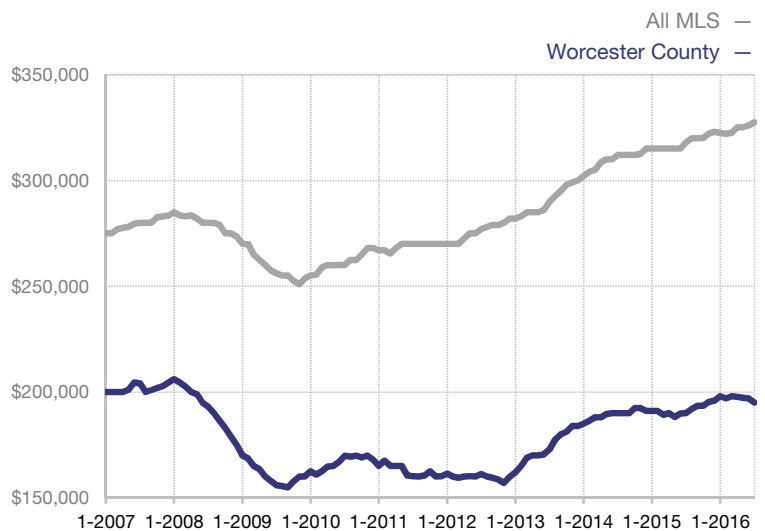
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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