

Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 4.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.7%

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

- 23.7%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	106	120	+ 13.2%	987	1,076	+ 9.0%
Closed Sales	147	141	- 4.1%	922	1,002	+ 8.7%
Median Sales Price*	\$189,000	\$210,000	+ 11.1%	\$187,250	\$191,000	+ 2.0%
Inventory of Homes for Sale	1,646	1,203	- 26.9%	--	--	--
Months Supply of Inventory	16.1	11.0	- 31.9%	--	--	--
Cumulative Days on Market Until Sale	114	100	- 12.1%	133	125	- 6.0%
Percent of Original List Price Received*	90.9%	91.7%	+ 0.9%	89.8%	90.4%	+ 0.7%
New Listings	182	173	- 4.9%	2,117	1,916	- 9.5%

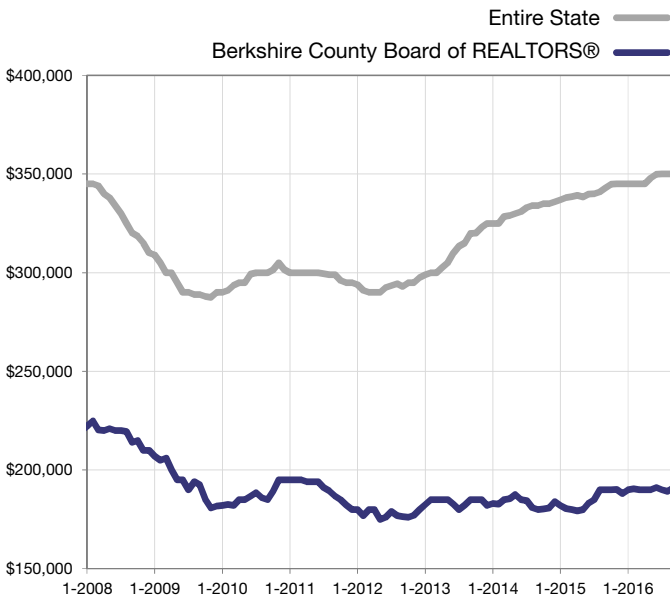
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	7	16	+ 128.6%	104	87	- 16.3%
Closed Sales	13	12	- 7.7%	94	73	- 22.3%
Median Sales Price*	\$177,000	\$144,950	- 18.1%	\$179,500	\$165,000	- 8.1%
Inventory of Homes for Sale	170	183	+ 7.6%	--	--	--
Months Supply of Inventory	15.8	20.9	+ 32.0%	--	--	--
Cumulative Days on Market Until Sale	137	70	- 48.8%	158	149	- 5.6%
Percent of Original List Price Received*	93.0%	93.7%	+ 0.7%	90.1%	91.6%	+ 1.7%
New Listings	18	19	+ 5.6%	191	214	+ 12.0%

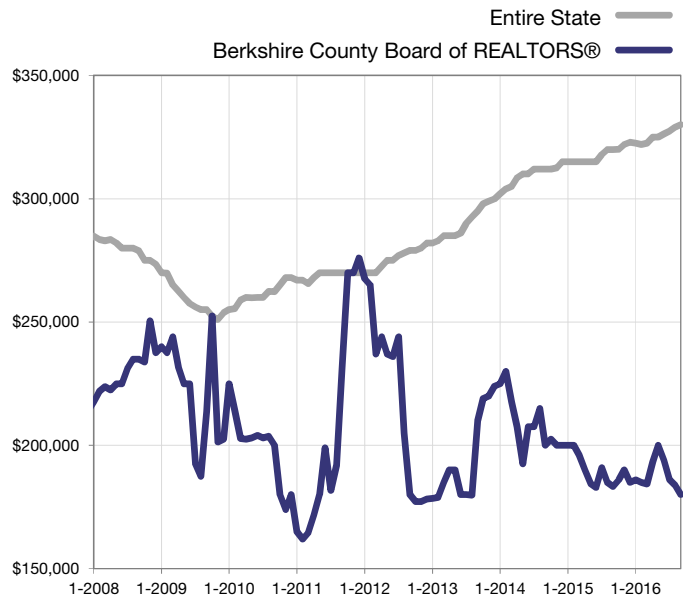
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 12.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 0.3%

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

- 32.7%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	549	799	+ 45.5%	4,196	5,039	+ 20.1%
Closed Sales	640	545	- 14.8%	3,877	4,383	+ 13.1%
Median Sales Price*	\$375,500	\$385,000	+ 2.5%	\$354,000	\$362,000	+ 2.3%
Inventory of Homes for Sale	4,999	3,356	- 32.9%	--	--	--
Months Supply of Inventory	11.7	6.9	- 41.4%	--	--	--
Cumulative Days on Market Until Sale	150	140	- 6.5%	156	155	- 0.5%
Percent of Original List Price Received*	91.9%	93.0%	+ 1.2%	92.6%	93.2%	+ 0.6%
New Listings	874	823	- 5.8%	7,879	7,211	- 8.5%

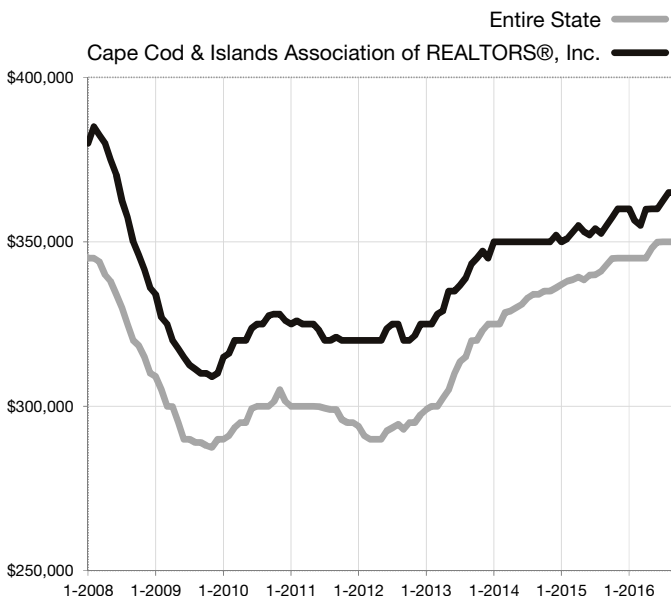
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	127	175	+ 37.8%	993	1,052	+ 5.9%
Closed Sales	127	130	+ 2.4%	938	949	+ 1.2%
Median Sales Price*	\$249,250	\$255,300	+ 2.4%	\$243,400	\$260,000	+ 6.8%
Inventory of Homes for Sale	998	682	- 31.7%	--	--	--
Months Supply of Inventory	9.6	6.4	- 33.5%	--	--	--
Cumulative Days on Market Until Sale	126	116	- 7.8%	149	147	- 1.1%
Percent of Original List Price Received*	94.7%	94.3%	- 0.4%	94.3%	94.4%	+ 0.1%
New Listings	172	149	- 13.4%	1,619	1,456	- 10.1%

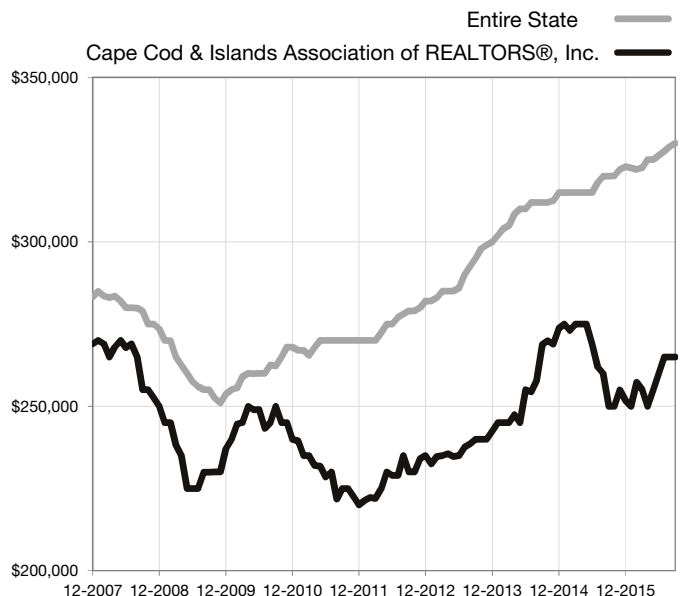
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Central Massachusetts Association of REALTORS®

+ 4.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 0.8%

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

- 38.5%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	549	597	+ 8.7%	4,649	5,505	+ 18.4%
Closed Sales	556	605	+ 8.8%	4,253	4,906	+ 15.4%
Median Sales Price*	\$255,000	\$265,500	+ 4.1%	\$265,000	\$274,575	+ 3.6%
Inventory of Homes for Sale	2,799	1,707	- 39.0%	--	--	--
Months Supply of Inventory	6.1	3.2	- 46.9%	--	--	--
Cumulative Days on Market Until Sale	92	70	- 24.4%	104	95	- 9.0%
Percent of Original List Price Received*	94.8%	96.9%	+ 2.2%	95.3%	96.3%	+ 1.1%
New Listings	875	774	- 11.5%	7,224	7,033	- 2.6%

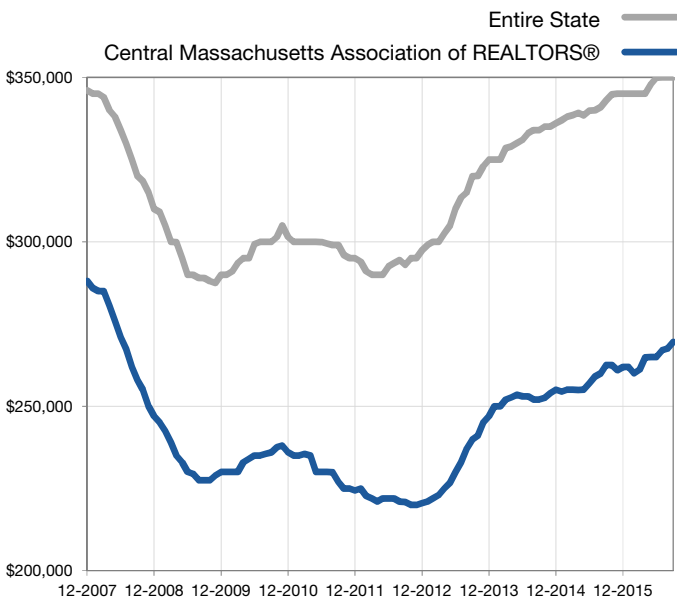
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	111	155	+ 39.6%	1,141	1,324	+ 16.0%
Closed Sales	140	125	- 10.7%	1,050	1,170	+ 11.4%
Median Sales Price*	\$224,250	\$185,000	- 17.5%	\$218,900	\$207,500	- 5.2%
Inventory of Homes for Sale	536	345	- 35.6%	--	--	--
Months Supply of Inventory	4.7	2.7	- 41.4%	--	--	--
Cumulative Days on Market Until Sale	90	72	- 20.0%	94	89	- 4.8%
Percent of Original List Price Received*	96.3%	95.7%	- 0.6%	96.3%	96.6%	+ 0.4%
New Listings	182	184	+ 1.1%	1,621	1,615	- 0.4%

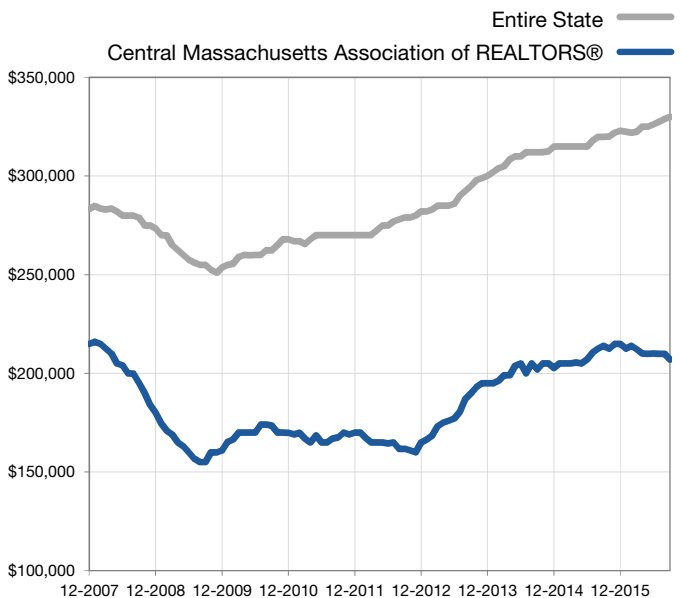
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 for September 2016

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



Greater Boston Association of REALTORS®

Single-Family Homes

Key Metrics	September			Year to Date		
	2015	2016	Percent Change	Thru 9-2015	Thru 9-2016	Percent Change
Closed Sales	1,218	1,145	- 6.0%	10,454	10,789	+ 3.2%
Median Sales Price*	\$491,700	\$508,000	+ 3.3%	\$522,500	\$544,300	+ 4.2%
Inventory of Homes for Sale	3,908	3,021	- 22.7%	--	--	--
Months Supply of Inventory	3.5	2.6	- 25.7%	--	--	--
Days on Market Until Sale	57	52	- 8.8%	62	60	- 3.2%
Percent of Original List Price Received*	97.7%	97.8%	+ 0.1%	98.3%	98.5%	+ 0.2%
New Listings	1,953	1,890	- 3.2%	15,161	14,920	- 1.6%
Pending Sales	1,214	1,222	+ 0.7%	11,154	11,491	+ 3.0%

* 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.

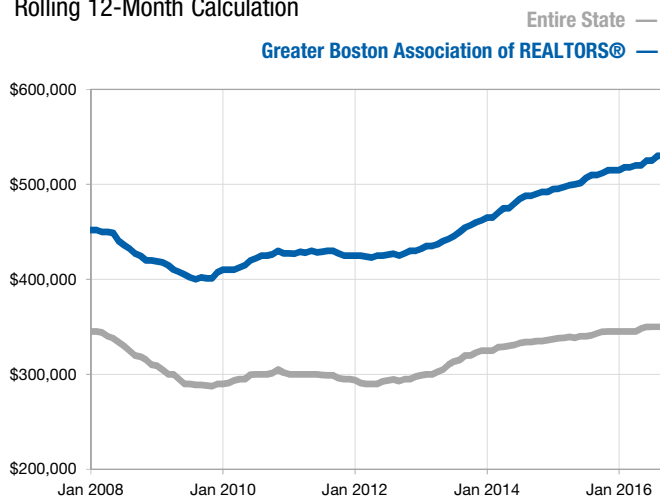
Condominiums

Key Metrics	September			Year to Date		
	2015	2016	Percent Change	Thru 9-2015	Thru 9-2016	Percent Change
Closed Sales	942	983	+ 4.4%	8,123	8,546	+ 5.2%
Median Sales Price*	\$425,450	\$507,000	+ 19.2%	\$450,000	\$489,000	+ 8.7%
Inventory of Homes for Sale	2,109	1,716	- 18.6%	--	--	--
Months Supply of Inventory	2.4	1.9	- 20.8%	--	--	--
Days on Market Until Sale	50	40	- 20.0%	49	46	- 6.1%
Percent of Original List Price Received*	99.5%	100.0%	+ 0.5%	100.3%	100.6%	+ 0.3%
New Listings	1,440	1,473	+ 2.3%	11,050	11,172	+ 1.1%
Pending Sales	860	946	+ 10.0%	8,707	9,117	+ 4.7%

* 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.

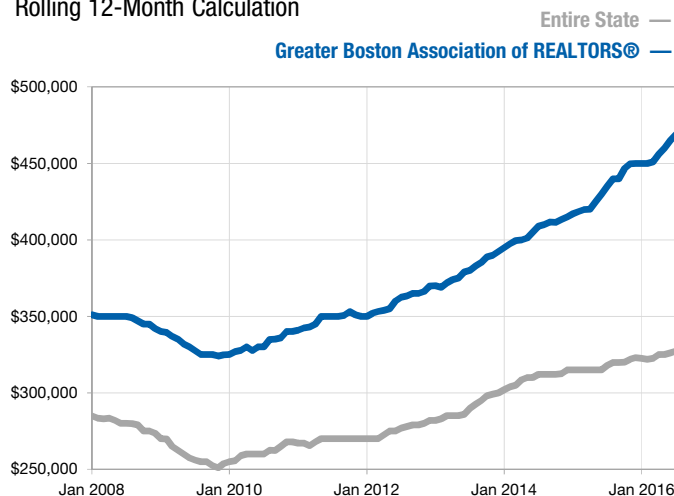
Median Sales Price - Single-Family Homes

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 – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

+ 7.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.2%

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

- 35.3%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	95	103	+ 8.4%	747	912	+ 22.1%
Closed Sales	83	96	+ 15.7%	689	800	+ 16.1%
Median Sales Price*	\$240,000	\$260,000	+ 8.3%	\$237,750	\$253,400	+ 6.6%
Inventory of Homes for Sale	594	384	- 35.4%	--	--	--
Months Supply of Inventory	7.8	4.3	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	99	95	- 3.9%	116	111	- 4.6%
Percent of Original List Price Received*	93.5%	94.9%	+ 1.4%	94.1%	94.8%	+ 0.8%
New Listings	159	122	- 23.3%	1,261	1,152	- 8.6%

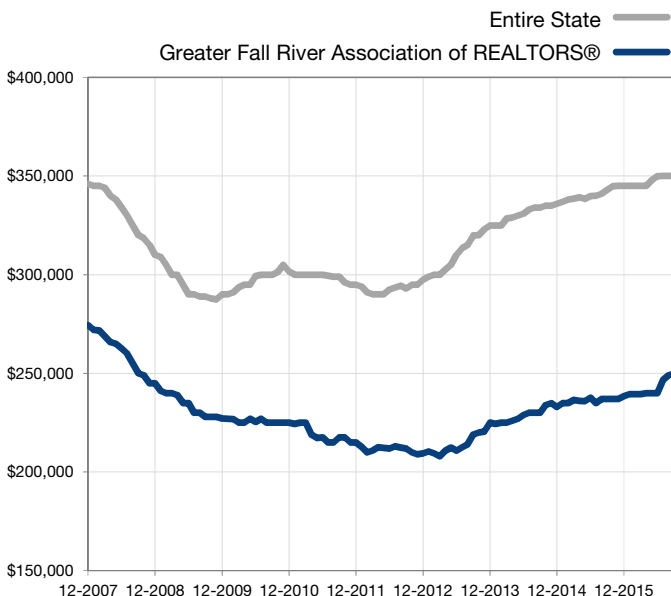
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	9	5	- 44.4%	59	94	+ 59.3%
Closed Sales	9	3	- 66.7%	56	85	+ 51.8%
Median Sales Price*	\$128,200	\$149,000	+ 16.2%	\$110,000	\$125,000	+ 13.6%
Inventory of Homes for Sale	85	55	- 35.3%	--	--	--
Months Supply of Inventory	12.1	6.1	- 49.7%	--	--	--
Cumulative Days on Market Until Sale	117	163	+ 39.7%	132	140	+ 6.2%
Percent of Original List Price Received*	91.7%	94.9%	+ 3.5%	88.4%	91.4%	+ 3.4%
New Listings	13	19	+ 46.2%	146	137	- 6.2%

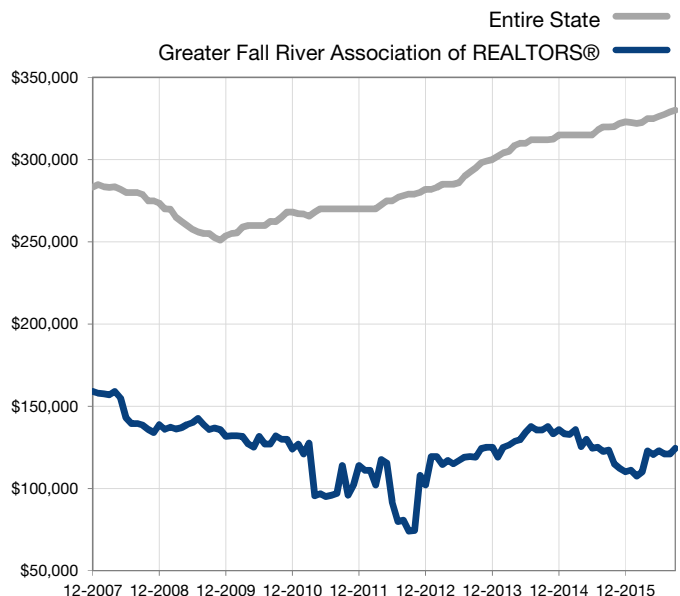
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

- 10.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 0.4%

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

- 24.2%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	76	66	- 13.2%	575	623	+ 8.3%
Closed Sales	75	64	- 14.7%	513	567	+ 10.5%
Median Sales Price*	\$410,000	\$400,500	- 2.3%	\$415,000	\$427,000	+ 2.9%
Inventory of Homes for Sale	344	262	- 23.8%	--	--	--
Months Supply of Inventory	6.3	4.2	- 33.4%	--	--	--
Cumulative Days on Market Until Sale	96	83	- 13.5%	99	93	- 6.0%
Percent of Original List Price Received*	94.7%	95.2%	+ 0.6%	95.4%	95.3%	- 0.1%
New Listings	102	101	- 1.0%	935	923	- 1.3%

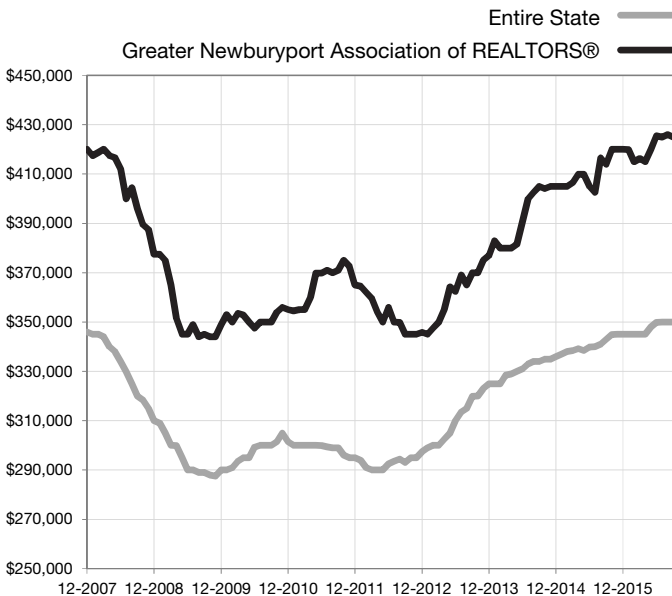
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	27	49	+ 81.5%	347	329	- 5.2%
Closed Sales	35	35	0.0%	322	297	- 7.8%
Median Sales Price*	\$329,900	\$320,000	- 3.0%	\$299,950	\$310,000	+ 3.4%
Inventory of Homes for Sale	136	102	- 25.0%	--	--	--
Months Supply of Inventory	3.8	3.1	- 20.1%	--	--	--
Cumulative Days on Market Until Sale	104	68	- 34.5%	94	84	- 10.5%
Percent of Original List Price Received*	98.8%	98.8%	+ 0.1%	96.9%	97.4%	+ 0.5%
New Listings	47	55	+ 17.0%	470	428	- 8.9%

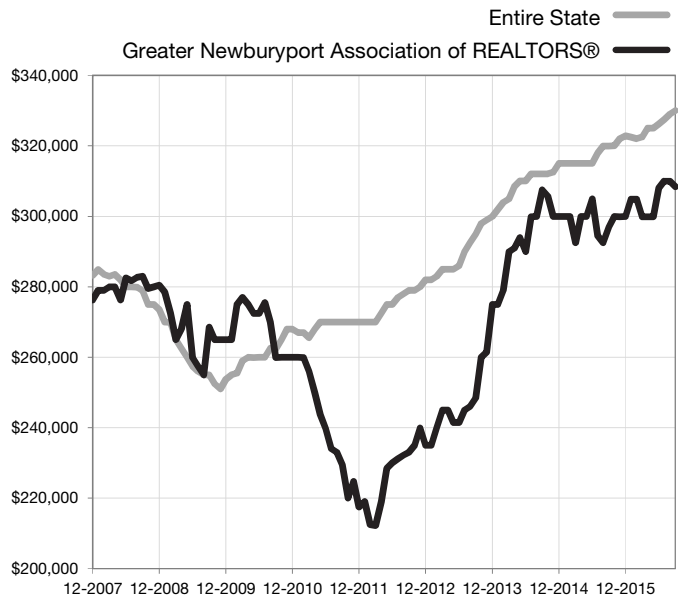
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

+ 1.4%

Year-Over-Year Change in Closed Sales All Properties

+ 11.6%

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

- 32.5%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	214	264	+ 23.4%	2,063	2,308	+ 11.9%
Closed Sales	250	247	- 1.2%	1,884	2,084	+ 10.6%
Median Sales Price*	\$225,699	\$259,000	+ 14.8%	\$225,000	\$237,500	+ 5.6%
Inventory of Homes for Sale	1,317	895	- 32.0%	--	--	--
Months Supply of Inventory	6.5	3.9	- 40.1%	--	--	--
Cumulative Days on Market Until Sale	102	73	- 29.1%	115	98	- 14.6%
Percent of Original List Price Received*	94.3%	96.4%	+ 2.2%	94.5%	96.2%	+ 1.8%
New Listings	366	361	- 1.4%	3,196	3,093	- 3.2%

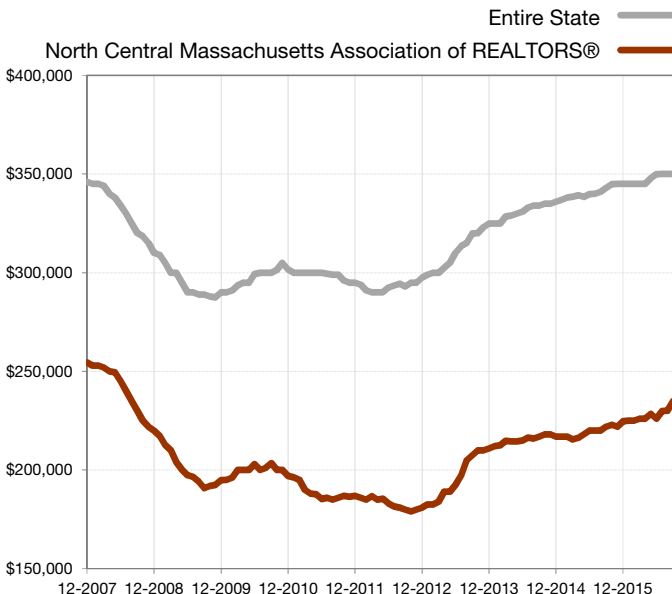
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	28	40	+ 42.9%	277	325	+ 17.3%
Closed Sales	37	44	+ 18.9%	265	287	+ 8.3%
Median Sales Price*	\$162,400	\$154,750	- 4.7%	\$155,000	\$159,000	+ 2.6%
Inventory of Homes for Sale	168	107	- 36.3%	--	--	--
Months Supply of Inventory	5.8	3.4	- 41.1%	--	--	--
Cumulative Days on Market Until Sale	92	101	+ 9.0%	118	103	- 12.9%
Percent of Original List Price Received*	97.5%	95.9%	- 1.6%	95.7%	96.0%	+ 0.3%
New Listings	43	58	+ 34.9%	401	416	+ 3.7%

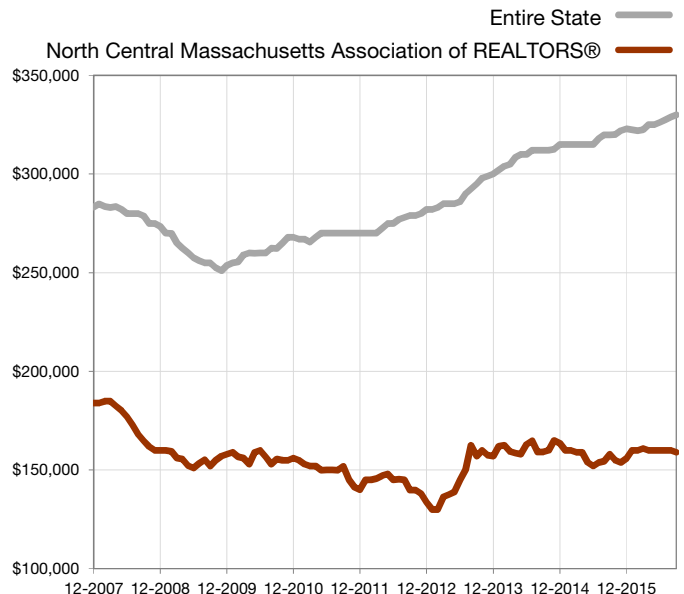
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 3.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.1%

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

- 34.0%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	366	392	+ 7.1%	3,237	3,360	+ 3.8%
Closed Sales	361	376	+ 4.2%	2,930	2,993	+ 2.2%
Median Sales Price*	\$384,500	\$401,500	+ 4.4%	\$380,000	\$395,000	+ 3.9%
Inventory of Homes for Sale	1,396	933	- 33.2%	--	--	--
Months Supply of Inventory	4.3	2.7	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	66	56	- 15.3%	83	78	- 6.2%
Percent of Original List Price Received*	96.6%	97.2%	+ 0.6%	96.4%	97.5%	+ 1.1%
New Listings	584	503	- 13.9%	4,525	4,262	- 5.8%

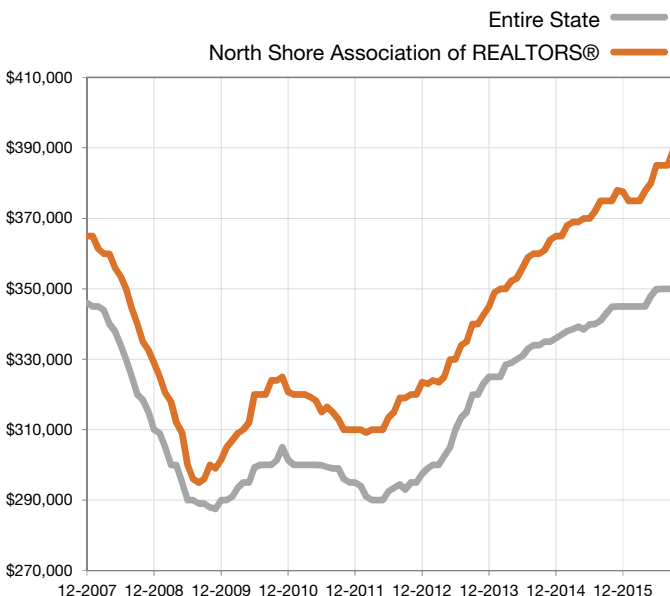
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	143	154	+ 7.7%	1,455	1,530	+ 5.2%
Closed Sales	181	182	+ 0.6%	1,313	1,399	+ 6.5%
Median Sales Price*	\$252,000	\$258,750	+ 2.7%	\$248,500	\$255,900	+ 3.0%
Inventory of Homes for Sale	556	356	- 36.0%	--	--	--
Months Supply of Inventory	3.9	2.3	- 41.4%	--	--	--
Cumulative Days on Market Until Sale	74	62	- 17.0%	83	79	- 5.0%
Percent of Original List Price Received*	95.9%	97.8%	+ 1.9%	96.5%	97.4%	+ 0.9%
New Listings	233	218	- 6.4%	1,957	1,835	- 6.2%

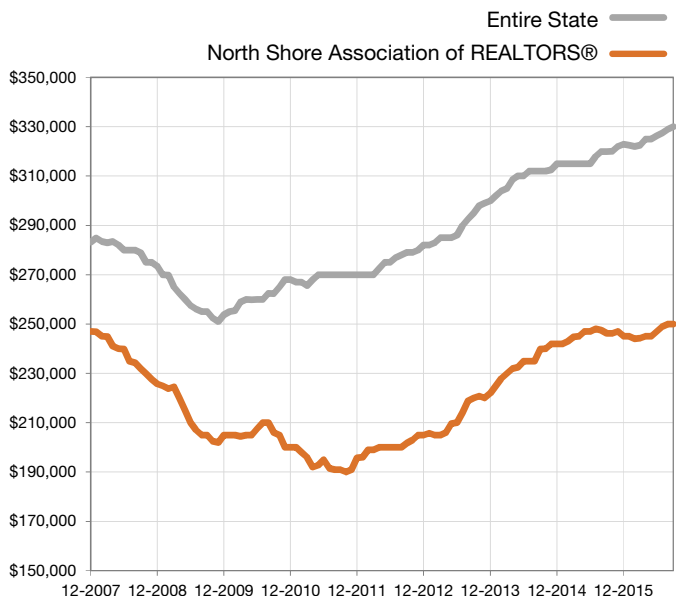
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 4.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.6%

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

- 35.2%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	294	361	+ 22.8%	2,960	3,299	+ 11.5%
Closed Sales	380	390	+ 2.6%	2,753	3,046	+ 10.6%
Median Sales Price*	\$362,500	\$380,500	+ 5.0%	\$369,000	\$377,750	+ 2.4%
Inventory of Homes for Sale	1,180	766	- 35.1%	--	--	--
Months Supply of Inventory	4.0	2.3	- 41.1%	--	--	--
Cumulative Days on Market Until Sale	75	59	- 20.8%	78	73	- 6.9%
Percent of Original List Price Received*	96.7%	99.1%	+ 2.4%	96.8%	97.9%	+ 1.1%
New Listings	457	479	+ 4.8%	4,110	4,066	- 1.1%

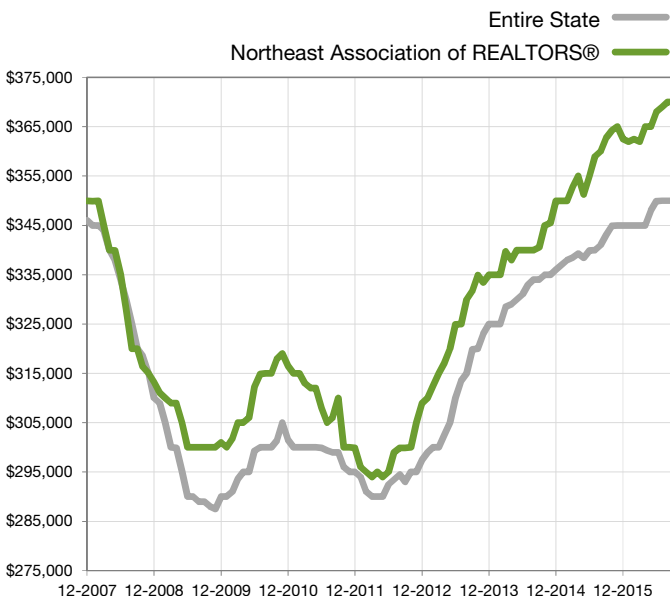
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	105	158	+ 50.5%	1,196	1,366	+ 14.2%
Closed Sales	149	163	+ 9.4%	1,126	1,240	+ 10.1%
Median Sales Price*	\$220,000	\$217,914	- 0.9%	\$215,000	\$222,000	+ 3.3%
Inventory of Homes for Sale	353	227	- 35.7%	--	--	--
Months Supply of Inventory	2.9	1.7	- 40.5%	--	--	--
Cumulative Days on Market Until Sale	77	52	- 32.6%	78	65	- 17.1%
Percent of Original List Price Received*	97.7%	98.2%	+ 0.5%	97.4%	97.9%	+ 0.5%
New Listings	167	175	+ 4.8%	1,516	1,580	+ 4.2%

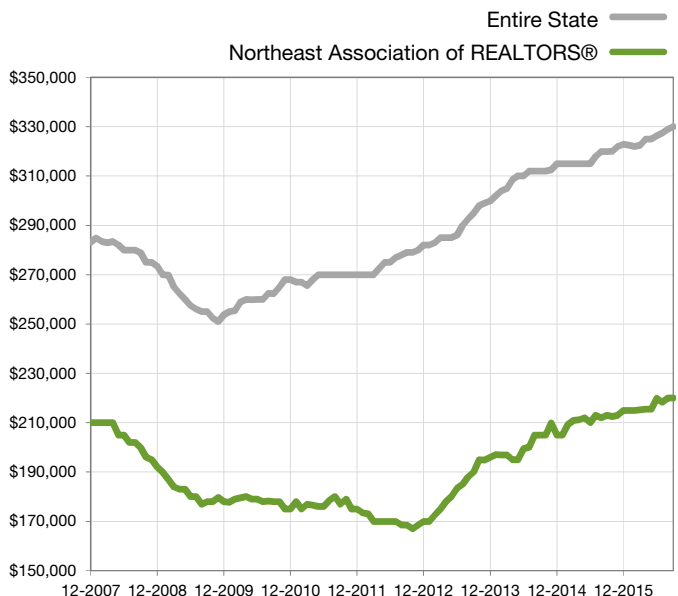
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Plymouth and South Shore Association of REALTORS®

- 0.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.3%

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

- 23.2%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	537	601	+ 11.9%	4,534	4,980	+ 9.8%
Closed Sales	559	546	- 2.3%	4,115	4,444	+ 8.0%
Median Sales Price*	\$376,000	\$385,100	+ 2.4%	\$368,000	\$385,000	+ 4.6%
Inventory of Homes for Sale	2,164	1,666	- 23.0%	--	--	--
Months Supply of Inventory	4.8	3.4	- 28.7%	--	--	--
Cumulative Days on Market Until Sale	82	61	- 25.7%	92	83	- 9.4%
Percent of Original List Price Received*	95.5%	97.4%	+ 2.0%	95.9%	96.7%	+ 0.8%
New Listings	801	824	+ 2.9%	6,597	6,732	+ 2.0%

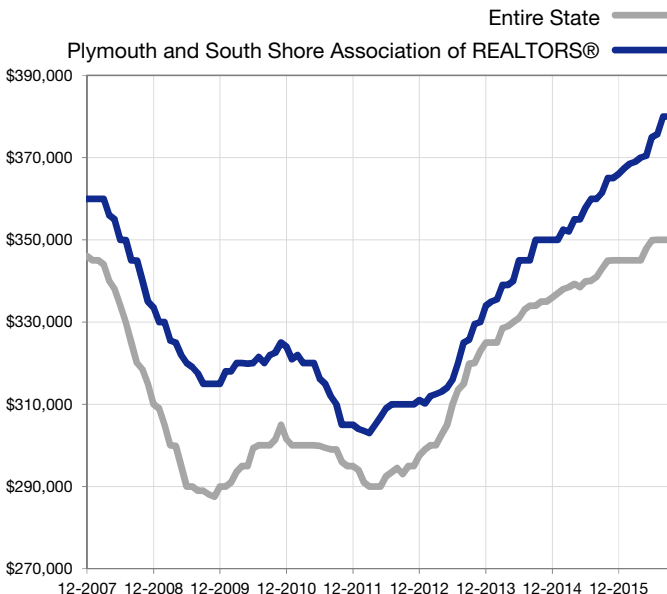
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	130	144	+ 10.8%	1,384	1,420	+ 2.6%
Closed Sales	146	158	+ 8.2%	1,224	1,282	+ 4.7%
Median Sales Price*	\$254,000	\$292,750	+ 15.3%	\$261,000	\$274,000	+ 5.0%
Inventory of Homes for Sale	516	391	- 24.2%	--	--	--
Months Supply of Inventory	3.8	2.7	- 29.3%	--	--	--
Cumulative Days on Market Until Sale	84	65	- 22.6%	90	79	- 12.6%
Percent of Original List Price Received*	96.1%	97.7%	+ 1.7%	97.0%	97.8%	+ 0.8%
New Listings	221	219	- 0.9%	1,807	1,797	- 0.6%

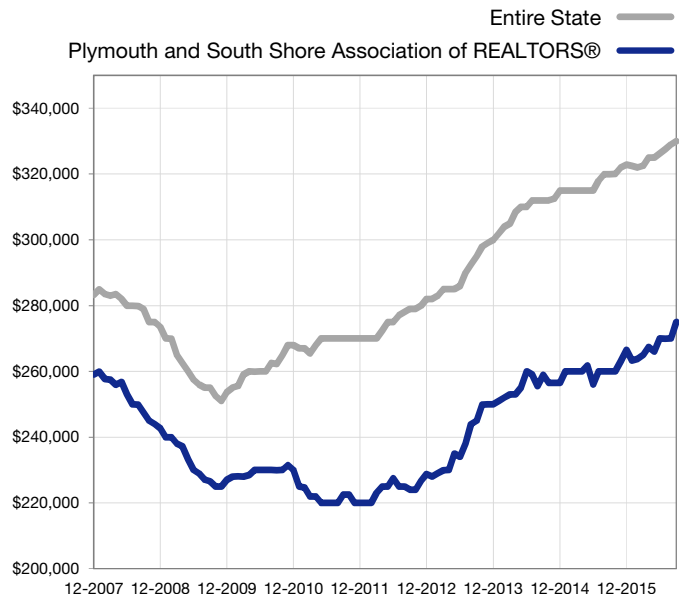
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 1.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.4%

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

- 32.5%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	488	598	+ 22.5%	4,261	4,901	+ 15.0%
Closed Sales	548	568	+ 3.6%	3,911	4,443	+ 13.6%
Median Sales Price*	\$196,750	\$201,000	+ 2.2%	\$199,900	\$200,000	+ 0.1%
Inventory of Homes for Sale	3,183	2,151	- 32.4%	--	--	--
Months Supply of Inventory	7.4	4.5	- 39.4%	--	--	--
Cumulative Days on Market Until Sale	101	83	- 17.7%	118	108	- 8.6%
Percent of Original List Price Received*	93.6%	94.4%	+ 0.9%	93.8%	94.3%	+ 0.6%
New Listings	740	712	- 3.8%	7,045	6,633	- 5.8%

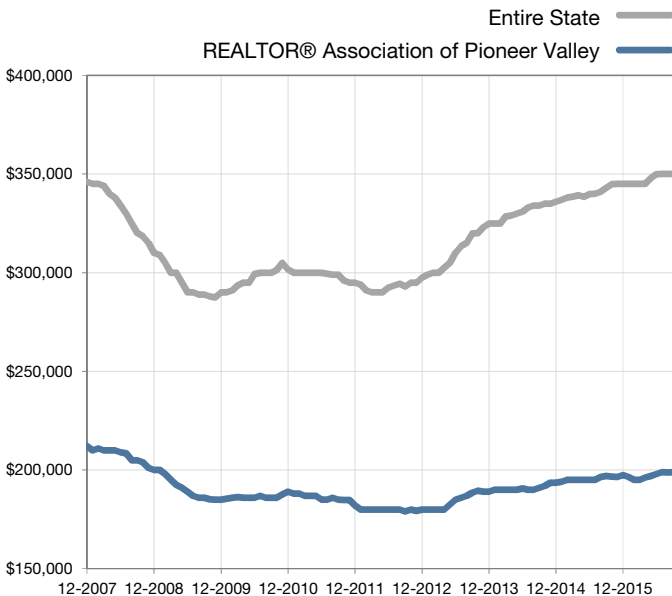
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	61	81	+ 32.8%	695	705	+ 1.4%
Closed Sales	90	81	- 10.0%	669	651	- 2.7%
Median Sales Price*	\$146,950	\$175,500	+ 19.4%	\$155,000	\$151,000	- 2.6%
Inventory of Homes for Sale	498	334	- 32.9%	--	--	--
Months Supply of Inventory	7.1	4.9	- 30.5%	--	--	--
Cumulative Days on Market Until Sale	119	123	+ 4.0%	140	124	- 11.0%
Percent of Original List Price Received*	94.7%	95.8%	+ 1.2%	94.3%	95.6%	+ 1.3%
New Listings	128	87	- 32.0%	1,023	891	- 12.9%

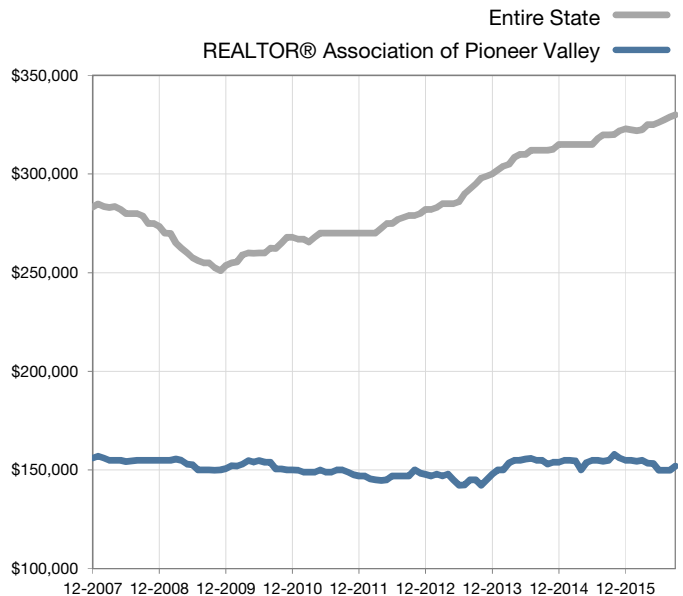
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTORS® Association of Southeastern Massachusetts

+ 13.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.7%

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

- 37.1%

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

Single-Family Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	419	497	+ 18.6%	3,459	4,199	+ 21.4%
Closed Sales	410	495	+ 20.7%	3,180	3,698	+ 16.3%
Median Sales Price*	\$274,770	\$291,000	+ 5.9%	\$269,000	\$283,000	+ 5.2%
Inventory of Homes for Sale	2,047	1,315	- 35.8%	--	--	--
Months Supply of Inventory	5.8	3.2	- 44.6%	--	--	--
Cumulative Days on Market Until Sale	82	77	- 6.4%	103	90	- 12.9%
Percent of Original List Price Received*	95.8%	96.9%	+ 1.2%	95.5%	96.6%	+ 1.1%
New Listings	595	591	- 0.7%	5,166	5,332	+ 3.2%

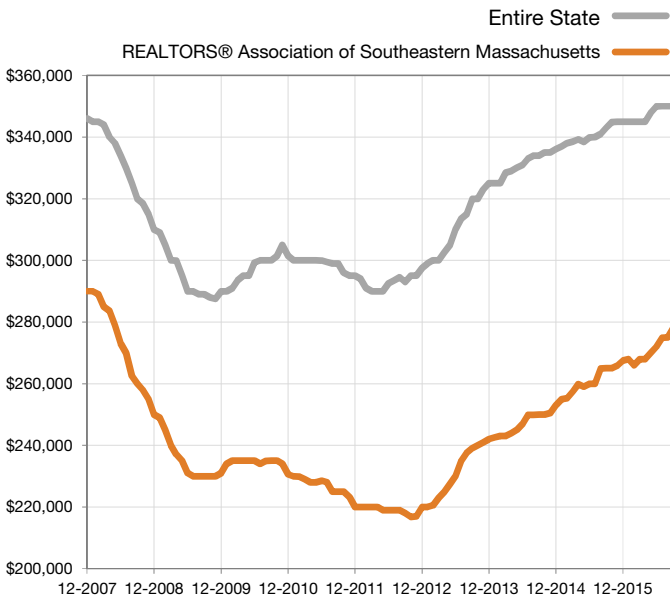
Condominium Properties

	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	73	79	+ 8.2%	563	675	+ 19.9%
Closed Sales	78	57	- 26.9%	523	623	+ 19.1%
Median Sales Price*	\$202,000	\$272,687	+ 35.0%	\$190,000	\$195,000	+ 2.6%
Inventory of Homes for Sale	302	163	- 46.0%	--	--	--
Months Supply of Inventory	5.2	2.4	- 53.5%	--	--	--
Cumulative Days on Market Until Sale	106	96	- 9.6%	100	95	- 5.2%
Percent of Original List Price Received*	96.9%	95.7%	- 1.3%	96.3%	96.1%	- 0.2%
New Listings	114	83	- 27.2%	821	815	- 0.7%

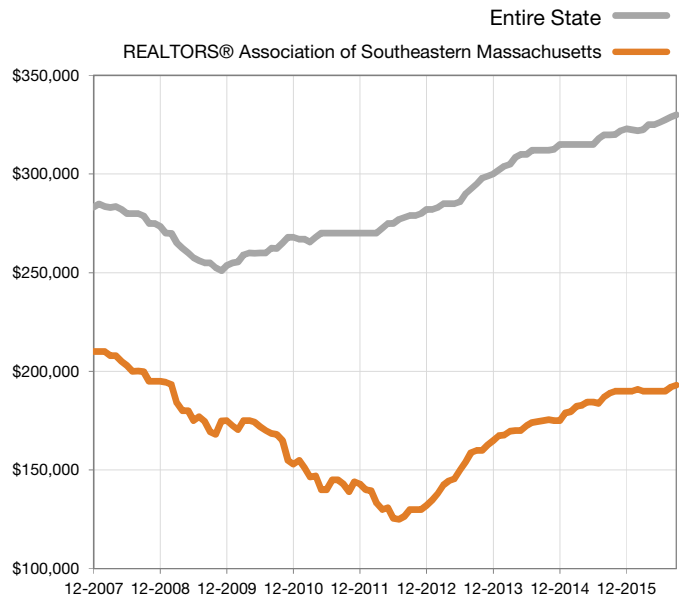
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.