

Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	469	734	+ 56.5%	3,628	4,466	+ 23.1%
Closed Sales	534	480	- 10.1%	3,393	3,873	+ 14.1%
Median Sales Price*	\$389,950	\$391,250	+ 0.3%	\$364,500	\$369,900	+ 1.5%
Inventory of Homes for Sale	4,334	2,935	- 32.3%	--	--	--
Months Supply of Inventory	11.5	6.8	- 40.9%	--	--	--
Cumulative Days on Market Until Sale	155	144	- 7.1%	159	159	0.0%
Percent of Original List Price Received*	91.6%	92.8%	+ 1.3%	92.6%	93.2%	+ 0.6%
New Listings	772	736	- 4.7%	6,747	6,300	- 6.6%

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

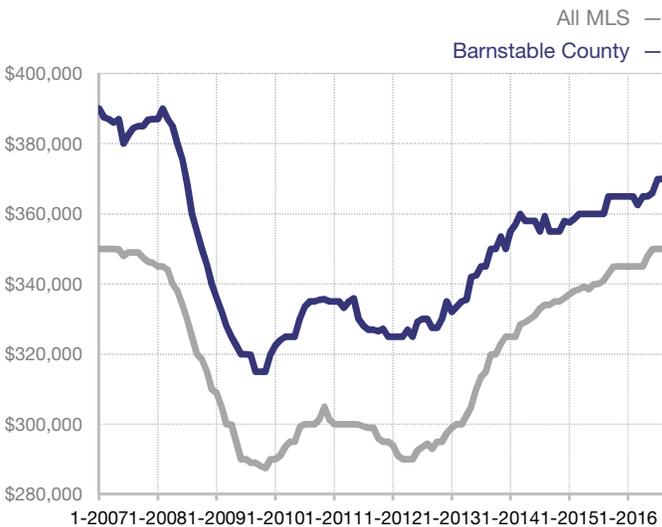
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	124	167	+ 34.7%	948	1,005	+ 6.0%
Closed Sales	119	124	+ 4.2%	900	907	+ 0.8%
Median Sales Price*	\$250,000	\$257,750	+ 3.1%	\$243,950	\$262,750	+ 7.7%
Inventory of Homes for Sale	956	657	- 31.3%	--	--	--
Months Supply of Inventory	9.6	6.4	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	122	116	- 4.9%	147	149	+ 1.4%
Percent of Original List Price Received*	94.8%	94.4%	- 0.4%	94.5%	94.4%	- 0.1%
New Listings	167	143	- 14.4%	1,537	1,387	- 9.8%

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

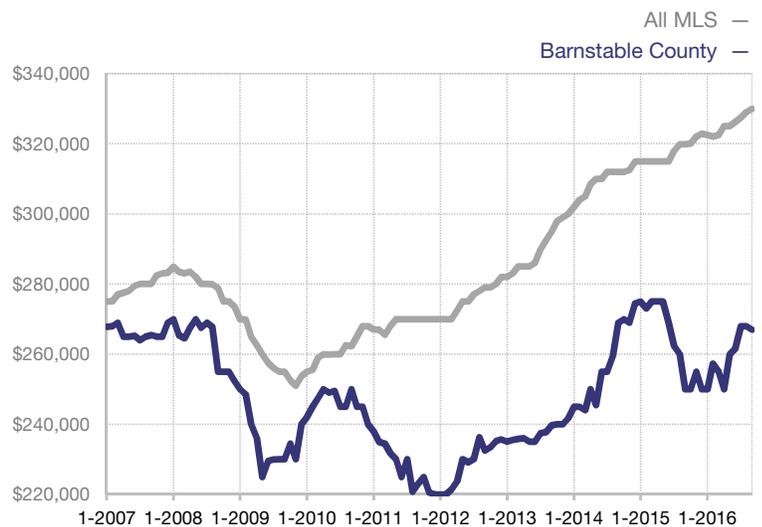
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Berkshire County

Single-Family Properties

Key Metrics	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	- 31.7%	--	--	--
Cumulative Days on Market Until Sale	114	100	- 12.3%	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%

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

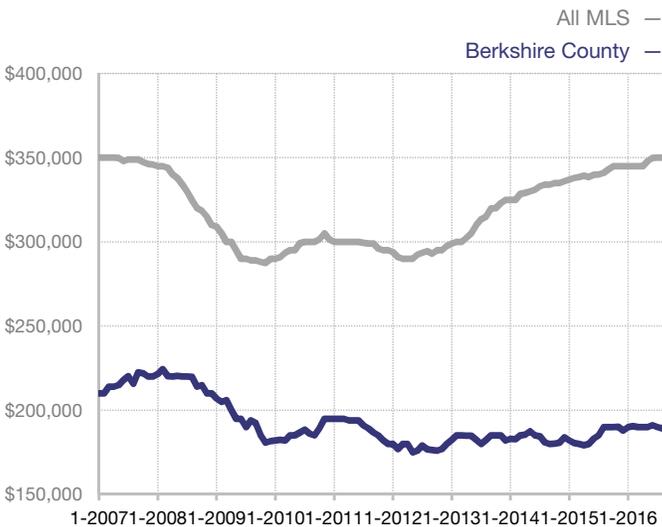
Condominium Properties

Key Metrics	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	+ 32.3%	--	--	--
Cumulative Days on Market Until Sale	137	70	- 48.9%	158	149	- 5.7%
Percent of Original List Price Received*	93.0%	93.7%	+ 0.8%	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.

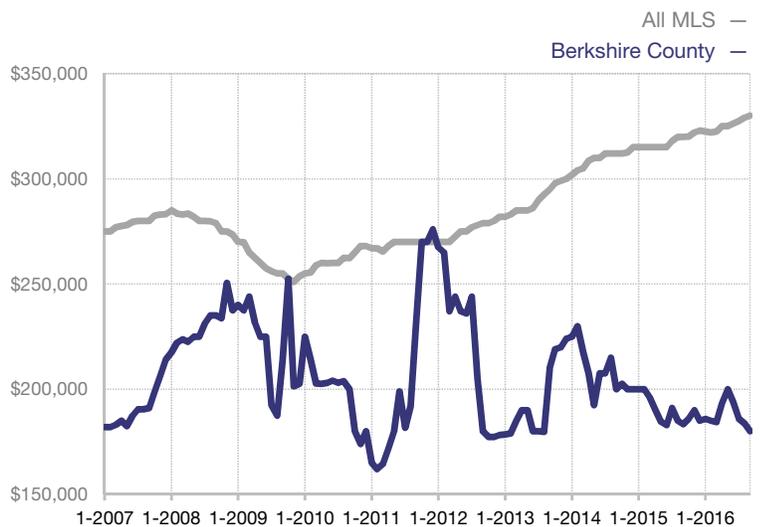
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Bristol County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	403	449	+ 11.4%	3,366	3,972	+ 18.0%
Closed Sales	387	483	+ 24.8%	3,097	3,537	+ 14.2%
Median Sales Price*	\$275,000	\$290,000	+ 5.5%	\$269,900	\$285,000	+ 5.6%
Inventory of Homes for Sale	2,062	1,328	- 35.6%	--	--	--
Months Supply of Inventory	6.0	3.4	- 43.3%	--	--	--
Cumulative Days on Market Until Sale	88	79	- 10.2%	105	94	- 10.5%
Percent of Original List Price Received*	95.4%	96.6%	+ 1.3%	95.1%	96.1%	+ 1.1%
New Listings	600	553	- 7.8%	5,095	5,038	- 1.1%

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

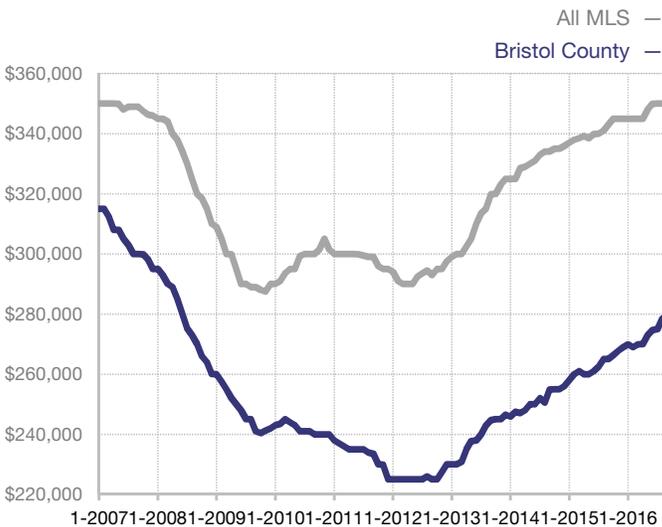
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	75	80	+ 6.7%	564	707	+ 25.4%
Closed Sales	74	53	- 28.4%	518	646	+ 24.7%
Median Sales Price*	\$200,000	\$232,000	+ 16.0%	\$186,000	\$190,500	+ 2.4%
Inventory of Homes for Sale	345	192	- 44.3%	--	--	--
Months Supply of Inventory	6.0	2.8	- 53.3%	--	--	--
Cumulative Days on Market Until Sale	104	77	- 26.0%	99	97	- 2.0%
Percent of Original List Price Received*	95.5%	95.3%	- 0.2%	95.3%	95.5%	+ 0.2%
New Listings	112	98	- 12.5%	872	870	- 0.2%

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

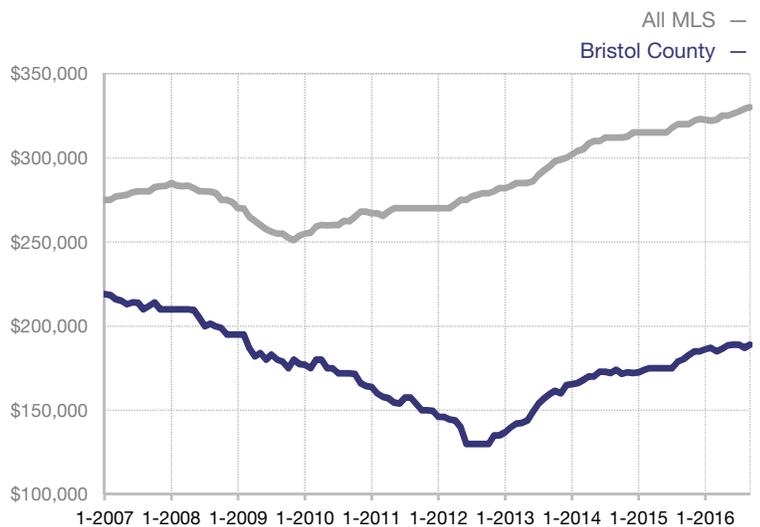
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dukes County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	29	25	- 13.8%	138	138	0.0%
Closed Sales	25	21	- 16.0%	98	115	+ 17.3%
Median Sales Price*	\$635,000	\$930,000	+ 46.5%	\$690,500	\$850,000	+ 23.1%
Inventory of Homes for Sale	288	202	- 29.9%	--	--	--
Months Supply of Inventory	24.9	13.1	- 47.4%	--	--	--
Cumulative Days on Market Until Sale	177	188	+ 6.2%	215	171	- 20.5%
Percent of Original List Price Received*	93.4%	92.7%	- 0.7%	91.5%	92.3%	+ 0.9%
New Listings	29	26	- 10.3%	373	279	- 25.2%

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

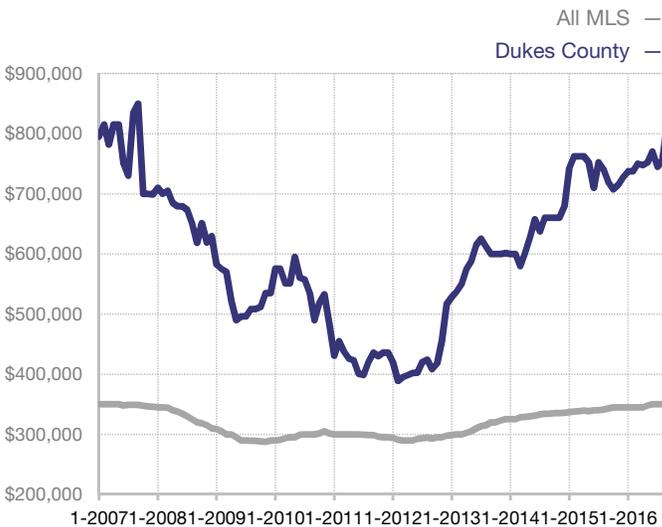
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	3	--	7	8	+ 14.3%
Closed Sales	1	1	0.0%	6	7	+ 16.7%
Median Sales Price*	\$65,000	\$223,000	+ 243.1%	\$61,500	\$262,500	+ 326.8%
Inventory of Homes for Sale	19	11	- 42.1%	--	--	--
Months Supply of Inventory	13.3	8.8	- 33.8%	--	--	--
Cumulative Days on Market Until Sale	218	203	- 6.9%	233	76	- 67.4%
Percent of Original List Price Received*	87.8%	91.0%	+ 3.6%	80.2%	94.2%	+ 17.5%
New Listings	1	0	- 100.0%	23	18	- 21.7%

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

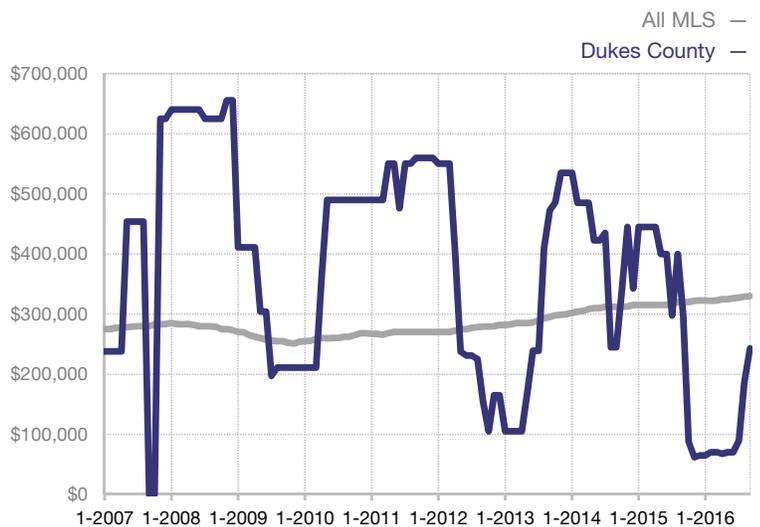
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Essex County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	549	576	+ 4.9%	4,963	5,170	+ 4.2%
Closed Sales	586	578	- 1.4%	4,516	4,689	+ 3.8%
Median Sales Price*	\$384,750	\$399,500	+ 3.8%	\$385,000	\$400,000	+ 3.9%
Inventory of Homes for Sale	2,209	1,497	- 32.2%	--	--	--
Months Supply of Inventory	4.5	2.8	- 37.8%	--	--	--
Cumulative Days on Market Until Sale	73	59	- 19.2%	85	79	- 7.1%
Percent of Original List Price Received*	96.1%	97.4%	+ 1.4%	96.4%	97.3%	+ 0.9%
New Listings	861	771	- 10.5%	7,080	6,707	- 5.3%

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

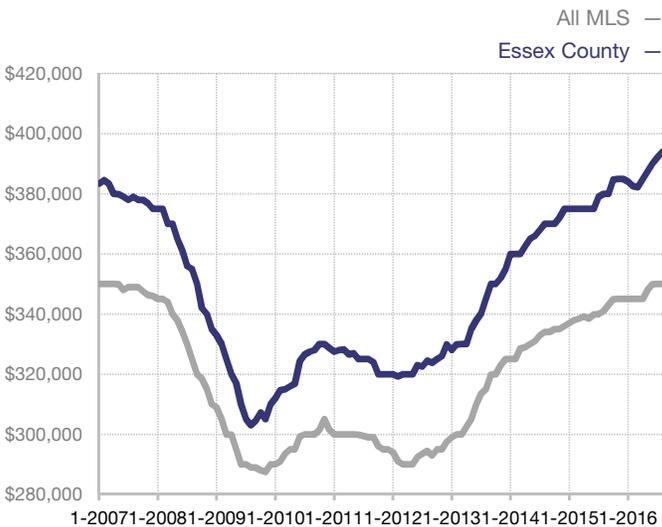
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	210	251	+ 19.5%	2,193	2,254	+ 2.8%
Closed Sales	273	266	- 2.6%	2,003	2,044	+ 2.0%
Median Sales Price*	\$256,000	\$266,000	+ 3.9%	\$249,000	\$255,000	+ 2.4%
Inventory of Homes for Sale	802	558	- 30.4%	--	--	--
Months Supply of Inventory	3.7	2.5	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	81	63	- 22.2%	84	77	- 8.3%
Percent of Original List Price Received*	96.5%	98.0%	+ 1.6%	96.7%	97.5%	+ 0.8%
New Listings	332	330	- 0.6%	2,920	2,762	- 5.4%

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

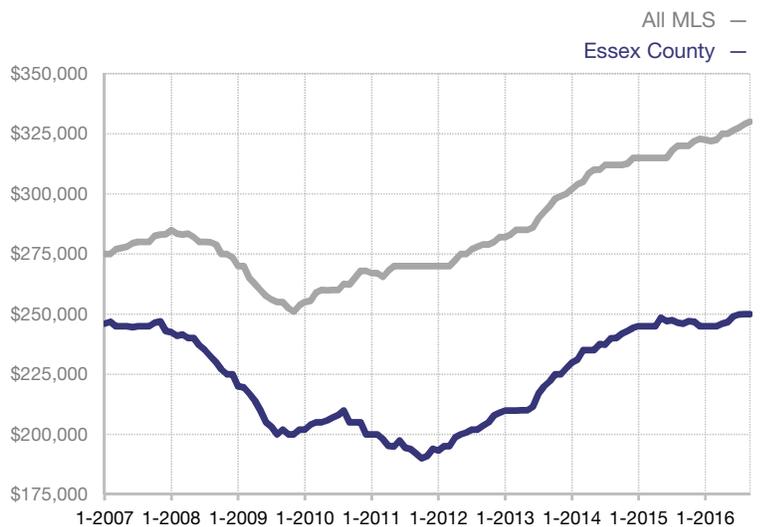
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	52	71	+ 36.5%	430	519	+ 20.7%
Closed Sales	60	56	- 6.7%	405	443	+ 9.4%
Median Sales Price*	\$179,000	\$192,500	+ 7.5%	\$186,500	\$200,000	+ 7.2%
Inventory of Homes for Sale	472	364	- 22.9%	--	--	--
Months Supply of Inventory	10.6	7.4	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	105	93	- 11.4%	140	140	0.0%
Percent of Original List Price Received*	92.0%	95.1%	+ 3.4%	91.5%	92.8%	+ 1.4%
New Listings	85	94	+ 10.6%	821	794	- 3.3%

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

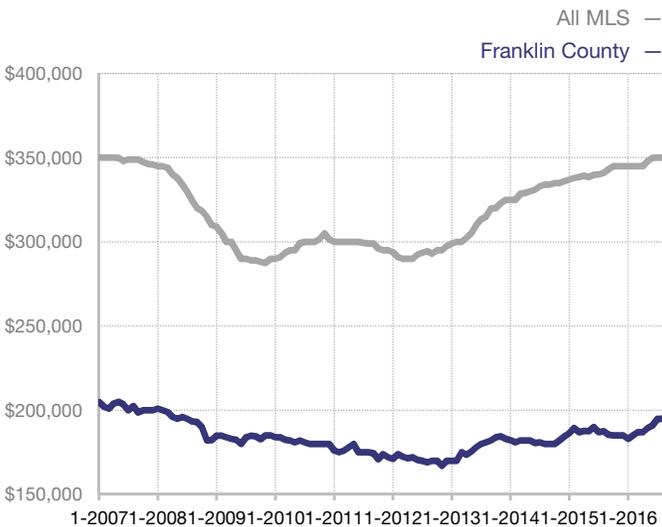
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	4	3	- 25.0%	37	40	+ 8.1%
Closed Sales	4	9	+ 125.0%	37	42	+ 13.5%
Median Sales Price*	\$167,750	\$147,000	- 12.4%	\$182,000	\$138,700	- 23.8%
Inventory of Homes for Sale	34	19	- 44.1%	--	--	--
Months Supply of Inventory	8.3	4.2	- 49.4%	--	--	--
Cumulative Days on Market Until Sale	203	199	- 2.0%	193	159	- 17.6%
Percent of Original List Price Received*	96.9%	94.9%	- 2.1%	98.0%	94.1%	- 4.0%
New Listings	2	3	+ 50.0%	56	44	- 21.4%

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

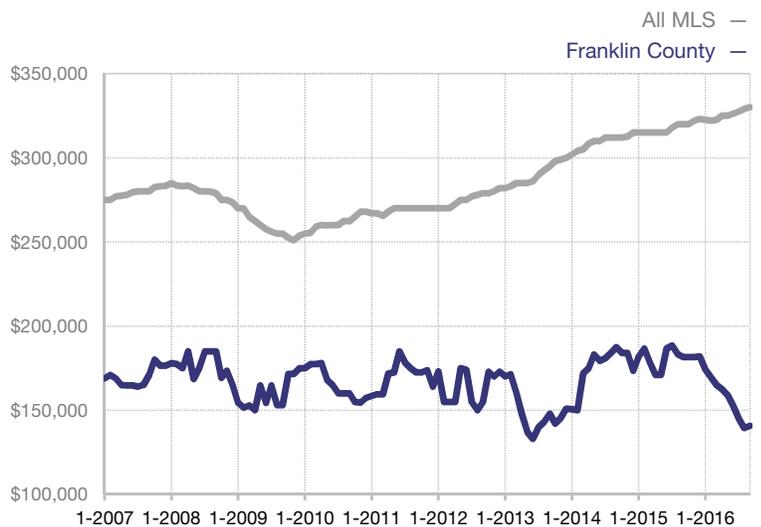
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	318	401	+ 26.1%	2,803	3,290	+ 17.4%
Closed Sales	350	394	+ 12.6%	2,571	3,013	+ 17.2%
Median Sales Price*	\$179,750	\$187,875	+ 4.5%	\$180,000	\$180,000	0.0%
Inventory of Homes for Sale	1,912	1,276	- 33.3%	--	--	--
Months Supply of Inventory	6.7	3.9	- 41.8%	--	--	--
Cumulative Days on Market Until Sale	92	77	- 16.3%	112	102	- 8.9%
Percent of Original List Price Received*	94.0%	94.1%	+ 0.1%	94.0%	94.4%	+ 0.4%
New Listings	483	479	- 0.8%	4,549	4,353	- 4.3%

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

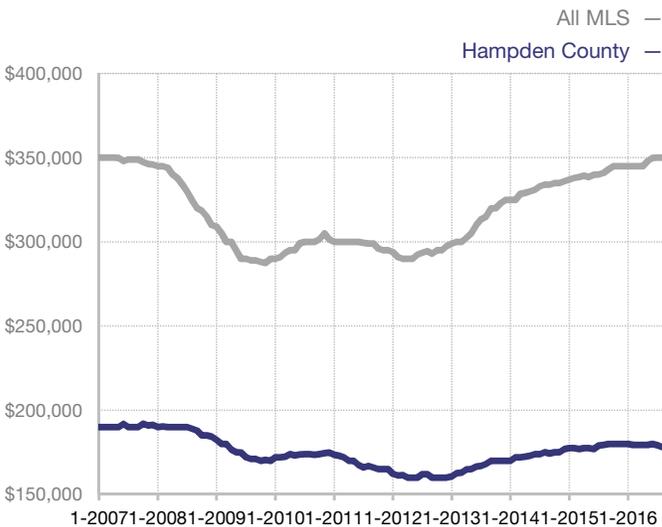
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	28	45	+ 60.7%	406	415	+ 2.2%
Closed Sales	61	44	- 27.9%	397	393	- 1.0%
Median Sales Price*	\$133,000	\$149,450	+ 12.4%	\$135,051	\$135,000	- 0.0%
Inventory of Homes for Sale	274	201	- 26.6%	--	--	--
Months Supply of Inventory	6.6	4.9	- 25.8%	--	--	--
Cumulative Days on Market Until Sale	109	98	- 10.1%	136	116	- 14.7%
Percent of Original List Price Received*	94.4%	96.1%	+ 1.8%	93.5%	94.9%	+ 1.5%
New Listings	60	57	- 5.0%	590	554	- 6.1%

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

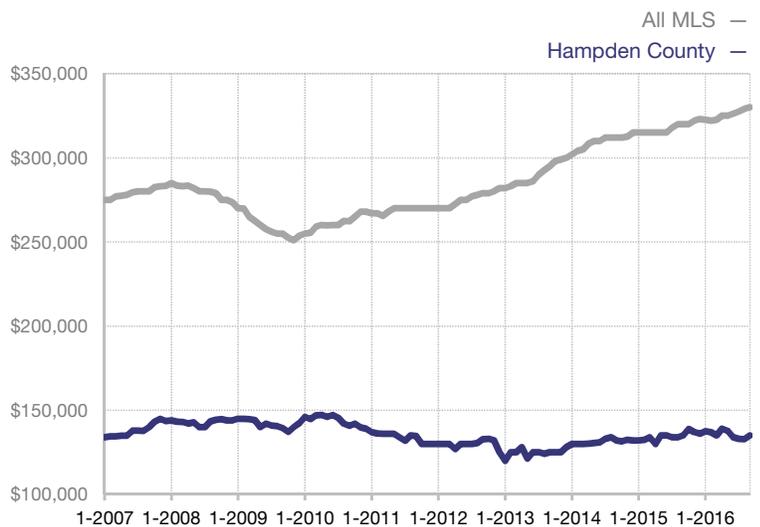
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	116	129	+ 11.2%	1,047	1,110	+ 6.0%
Closed Sales	138	122	- 11.6%	951	1,007	+ 5.9%
Median Sales Price*	\$265,000	\$240,000	- 9.4%	\$260,000	\$263,000	+ 1.2%
Inventory of Homes for Sale	769	534	- 30.6%	--	--	--
Months Supply of Inventory	7.5	4.9	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	120	95	- 20.8%	125	112	- 10.4%
Percent of Original List Price Received*	93.6%	95.4%	+ 1.9%	94.0%	94.9%	+ 1.0%
New Listings	169	148	- 12.4%	1,671	1,537	- 8.0%

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

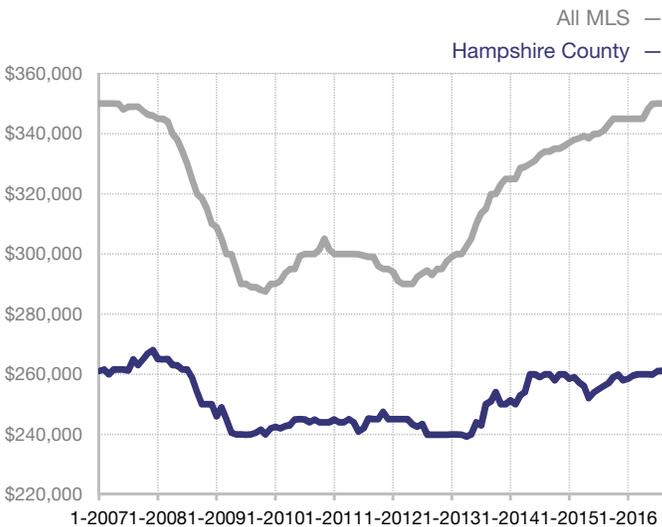
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	29	33	+ 13.8%	250	253	+ 1.2%
Closed Sales	25	29	+ 16.0%	233	220	- 5.6%
Median Sales Price*	\$180,000	\$217,000	+ 20.6%	\$184,900	\$183,950	- 0.5%
Inventory of Homes for Sale	192	115	- 40.1%	--	--	--
Months Supply of Inventory	7.7	5.0	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	128	148	+ 15.6%	142	133	- 6.3%
Percent of Original List Price Received*	95.2%	95.3%	+ 0.1%	94.9%	96.9%	+ 2.1%
New Listings	66	27	- 59.1%	377	298	- 21.0%

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

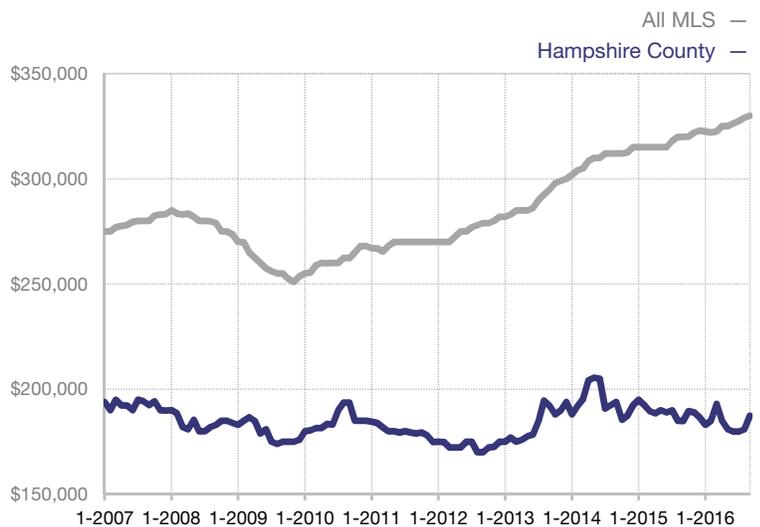
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Middlesex County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	977	1,051	+ 7.6%	8,851	9,412	+ 6.3%
Closed Sales	996	965	- 3.1%	8,278	8,696	+ 5.0%
Median Sales Price*	\$454,000	\$475,000	+ 4.6%	\$479,600	\$495,000	+ 3.2%
Inventory of Homes for Sale	3,051	2,209	- 27.6%	--	--	--
Months Supply of Inventory	3.4	2.3	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	63	57	- 9.5%	67	65	- 3.0%
Percent of Original List Price Received*	97.7%	98.3%	+ 0.6%	98.3%	98.7%	+ 0.4%
New Listings	1,499	1,491	- 0.5%	11,916	11,839	- 0.6%

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

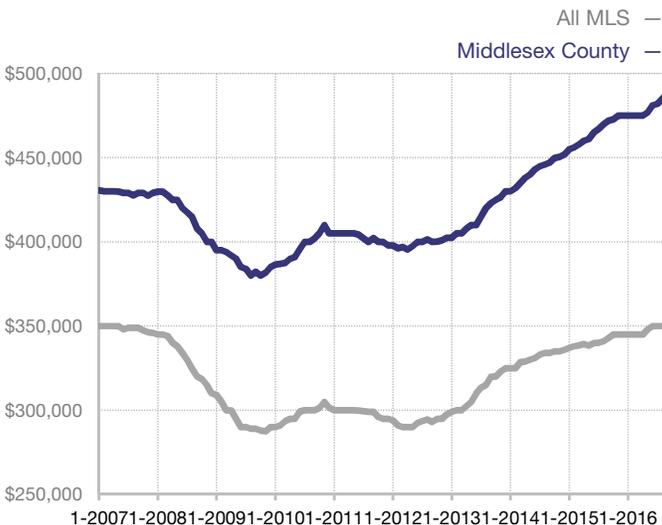
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	471	587	+ 24.6%	4,579	5,190	+ 13.3%
Closed Sales	546	554	+ 1.5%	4,250	4,814	+ 13.3%
Median Sales Price*	\$355,850	\$407,750	+ 14.6%	\$375,000	\$410,975	+ 9.6%
Inventory of Homes for Sale	1,124	791	- 29.6%	--	--	--
Months Supply of Inventory	2.4	1.5	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	53	41	- 22.6%	56	50	- 10.7%
Percent of Original List Price Received*	100.1%	100.1%	0.0%	100.4%	100.7%	+ 0.3%
New Listings	733	783	+ 6.8%	5,779	6,046	+ 4.6%

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

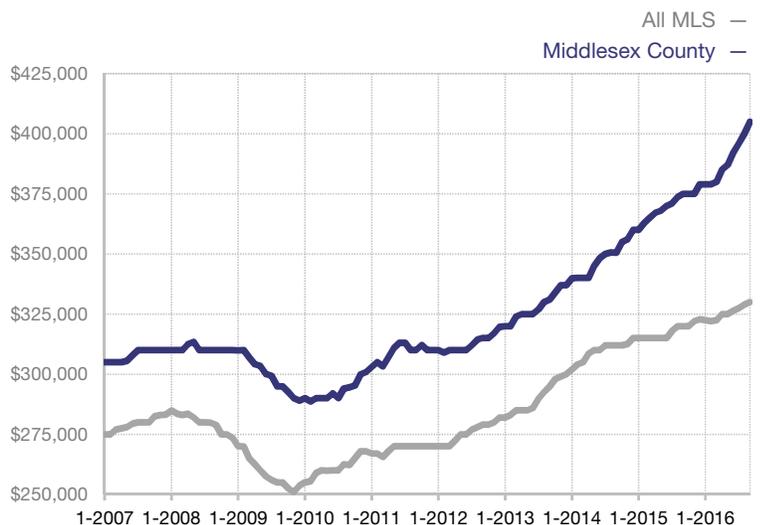
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Nantucket County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	1	- 66.7%	26	18	- 30.8%
Closed Sales	7	1	- 85.7%	24	18	- 25.0%
Median Sales Price*	\$2,255,000	\$706,000	- 68.7%	\$2,027,500	\$1,387,500	- 31.6%
Inventory of Homes for Sale	46	33	- 28.3%	--	--	--
Months Supply of Inventory	15.3	12.5	- 18.3%	--	--	--
Cumulative Days on Market Until Sale	75	73	- 2.7%	130	216	+ 66.2%
Percent of Original List Price Received*	94.4%	100.9%	+ 6.9%	95.0%	91.6%	- 3.6%
New Listings	9	3	- 66.7%	67	49	- 26.9%

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

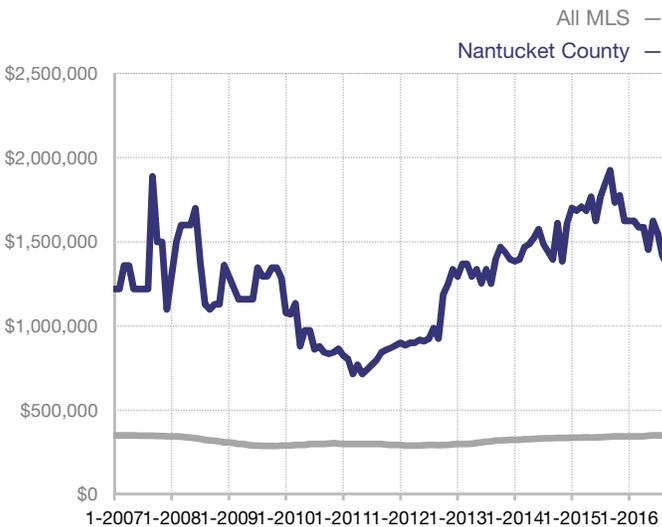
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	0	- 100.0%	9	1	- 88.9%
Closed Sales	0	0	--	6	1	- 83.3%
Median Sales Price*	\$0	\$0	--	\$400,500	\$418,500	+ 4.5%
Inventory of Homes for Sale	3	1	- 66.7%	--	--	--
Months Supply of Inventory	1.5	0.6	- 60.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	34	48	+ 41.2%
Percent of Original List Price Received*	0.0%	0.0%	--	96.4%	99.6%	+ 3.3%
New Listings	3	0	- 100.0%	14	4	- 71.4%

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

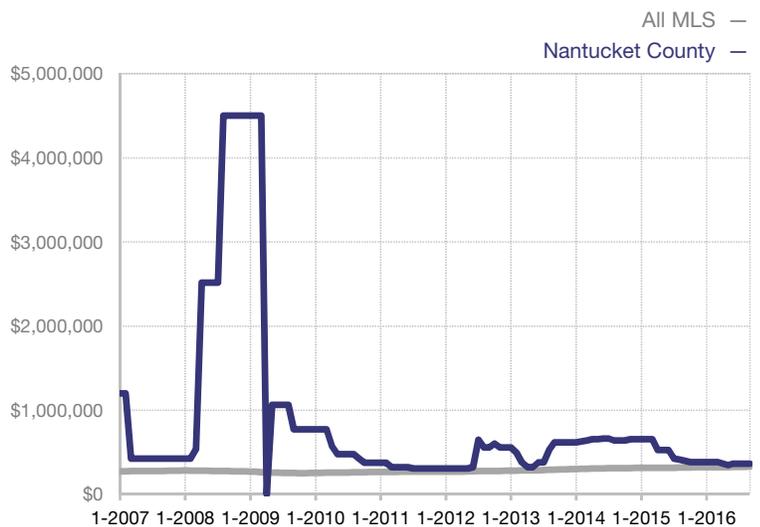
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	524	545	+ 4.0%	4,907	5,130	+ 4.5%
Closed Sales	549	520	- 5.3%	4,557	4,774	+ 4.8%
Median Sales Price*	\$433,000	\$429,500	- 0.8%	\$440,000	\$459,900	+ 4.5%
Inventory of Homes for Sale	1,981	1,546	- 22.0%	--	--	--
Months Supply of Inventory	4.1	3.0	- 26.8%	--	--	--
Cumulative Days on Market Until Sale	65	58	- 10.8%	73	72	- 1.4%
Percent of Original List Price Received*	96.9%	96.9%	0.0%	97.2%	97.4%	+ 0.2%
New Listings	846	836	- 1.2%	6,823	6,800	- 0.3%

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

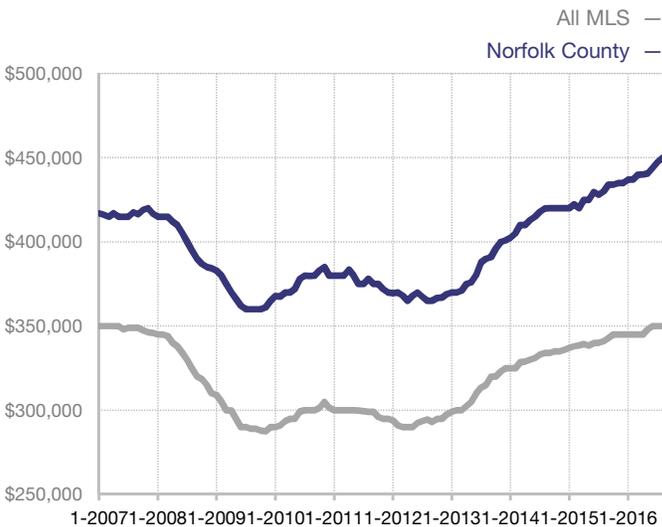
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	173	205	+ 18.5%	1,893	1,929	+ 1.9%
Closed Sales	187	200	+ 7.0%	1,766	1,729	- 2.1%
Median Sales Price*	\$276,500	\$295,000	+ 6.7%	\$330,200	\$322,500	- 2.3%
Inventory of Homes for Sale	537	387	- 27.9%	--	--	--
Months Supply of Inventory	2.8	2.0	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	64	50	- 21.9%	60	60	0.0%
Percent of Original List Price Received*	97.5%	98.6%	+ 1.1%	98.9%	99.0%	+ 0.1%
New Listings	283	288	+ 1.8%	2,392	2,343	- 2.0%

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

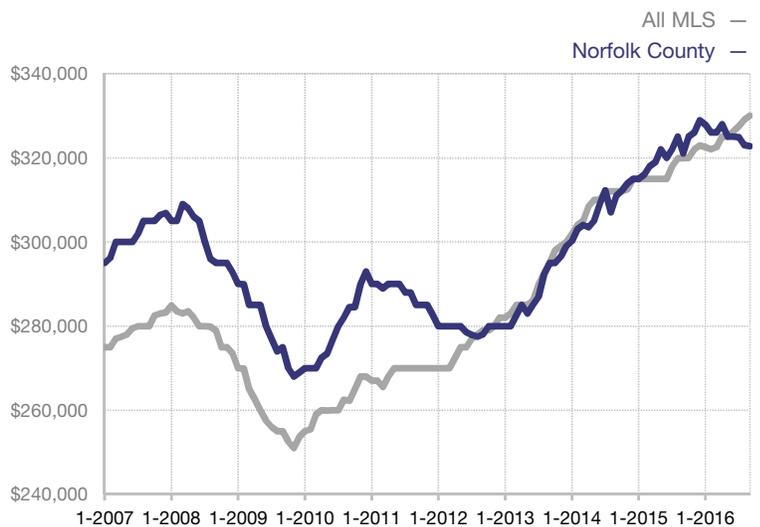
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Plymouth County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	540	643	+ 19.1%	4,535	5,242	+ 15.6%
Closed Sales	568	558	- 1.8%	4,114	4,643	+ 12.9%
Median Sales Price*	\$315,000	\$327,500	+ 4.0%	\$322,203	\$335,000	+ 4.0%
Inventory of Homes for Sale	2,619	1,833	- 30.0%	--	--	--
Months Supply of Inventory	5.8	3.6	- 37.9%	--	--	--
Cumulative Days on Market Until Sale	90	71	- 21.1%	103	91	- 11.7%
Percent of Original List Price Received*	95.0%	97.1%	+ 2.2%	95.4%	96.4%	+ 1.0%
New Listings	836	824	- 1.4%	6,953	7,029	+ 1.1%

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

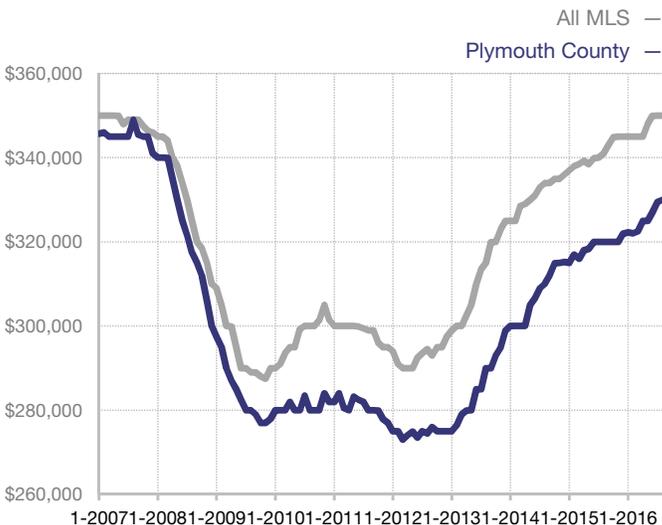
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	77	87	+ 13.0%	817	861	+ 5.4%
Closed Sales	102	86	- 15.7%	730	804	+ 10.1%
Median Sales Price*	\$254,000	\$322,500	+ 27.0%	\$245,000	\$254,900	+ 4.0%
Inventory of Homes for Sale	396	301	- 24.0%	--	--	--
Months Supply of Inventory	4.9	3.4	- 30.6%	--	--	--
Cumulative Days on Market Until Sale	109	86	- 21.1%	120	96	- 20.0%
Percent of Original List Price Received*	96.0%	96.9%	+ 0.9%	96.3%	97.1%	+ 0.8%
New Listings	142	135	- 4.9%	1,136	1,133	- 0.3%

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

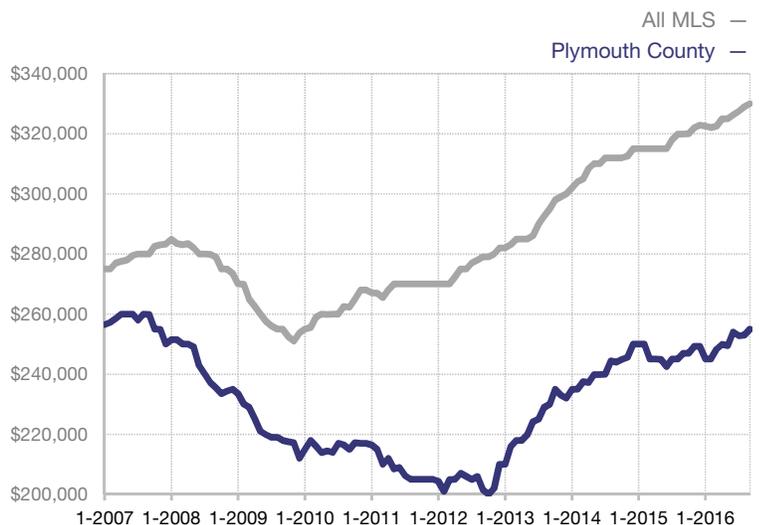
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Suffolk County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	115	123	+ 7.0%	1,036	1,131	+ 9.2%
Closed Sales	145	117	- 19.3%	980	1,019	+ 4.0%
Median Sales Price*	\$405,500	\$449,999	+ 11.0%	\$426,000	\$465,500	+ 9.3%
Inventory of Homes for Sale	351	237	- 32.5%	--	--	--
Months Supply of Inventory	3.3	2.1	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	62	47	- 24.2%	59	54	- 8.5%
Percent of Original List Price Received*	96.8%	98.4%	+ 1.7%	98.2%	98.8%	+ 0.6%
New Listings	188	191	+ 1.6%	1,424	1,438	+ 1.0%

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

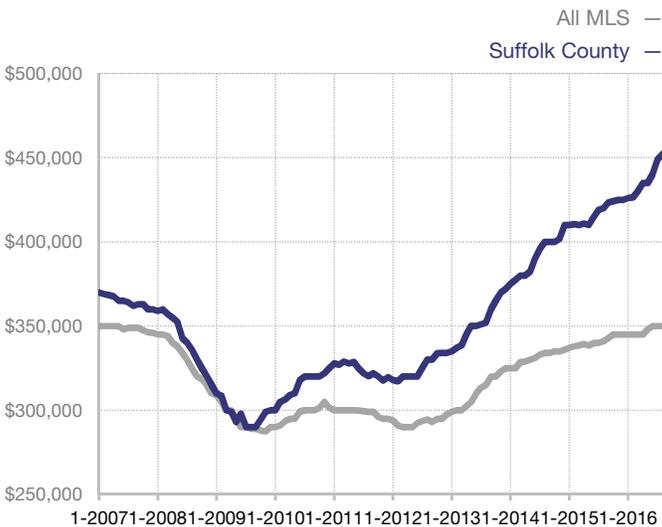
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	363	382	+ 5.2%	3,856	3,860	+ 0.1%
Closed Sales	388	441	+ 13.7%	3,612	3,630	+ 0.5%
Median Sales Price*	\$475,000	\$575,000	+ 21.1%	\$490,000	\$540,000	+ 10.2%
Inventory of Homes for Sale	953	790	- 17.1%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	49	42	- 14.3%	48	48	0.0%
Percent of Original List Price Received*	98.8%	99.7%	+ 0.9%	99.8%	100.0%	+ 0.2%
New Listings	663	647	- 2.4%	4,945	4,881	- 1.3%

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

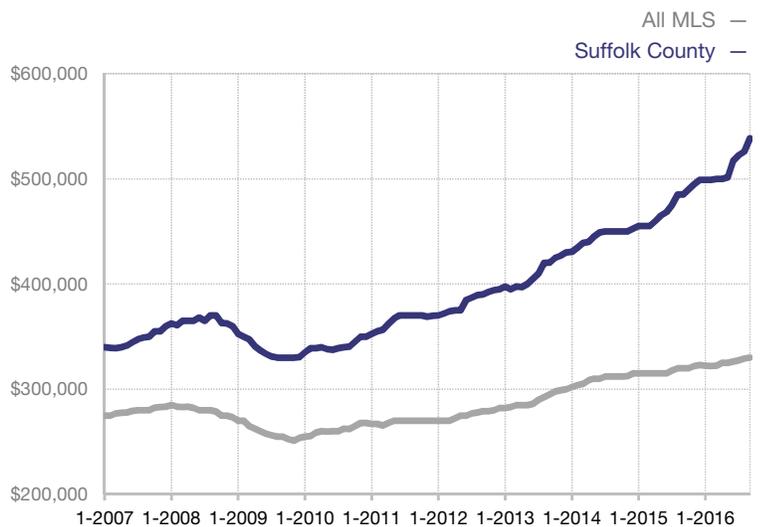
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Worcester County

Single-Family Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	693	771	+ 11.3%	6,013	6,980	+ 16.1%
Closed Sales	718	766	+ 6.7%	5,490	6,249	+ 13.8%
Median Sales Price*	\$240,000	\$255,000	+ 6.3%	\$246,500	\$255,000	+ 3.4%
Inventory of Homes for Sale	3,736	2,345	- 37.2%	--	--	--
Months Supply of Inventory	6.3	3.4	- 46.0%	--	--	--
Cumulative Days on Market Until Sale	95	70	- 26.3%	108	96	- 11.1%
Percent of Original List Price Received*	94.7%	96.8%	+ 2.2%	95.0%	96.2%	+ 1.3%
New Listings	1,115	1,025	- 8.1%	9,408	9,083	- 3.5%

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

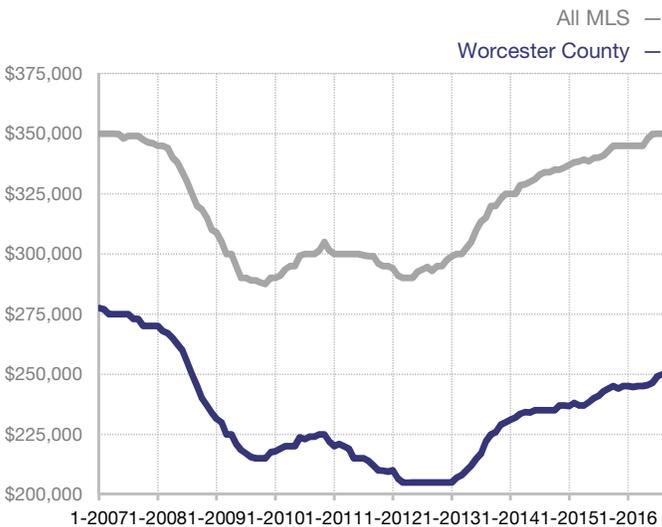
Condominium Properties

Key Metrics	September			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	118	163	+ 38.1%	1,250	1,437	+ 15.0%
Closed Sales	153	147	- 3.9%	1,144	1,281	+ 12.0%
Median Sales Price*	\$210,000	\$175,000	- 16.7%	\$199,575	\$193,000	- 3.3%
Inventory of Homes for Sale	617	412	- 33.2%	--	--	--
Months Supply of Inventory	4.9	3.0	- 38.8%	--	--	--
Cumulative Days on Market Until Sale	93	80	- 14.0%	99	93	- 6.1%
Percent of Original List Price Received*	96.4%	95.4%	- 1.0%	95.9%	96.5%	+ 0.6%
New Listings	195	206	+ 5.6%	1,782	1,795	+ 0.7%

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

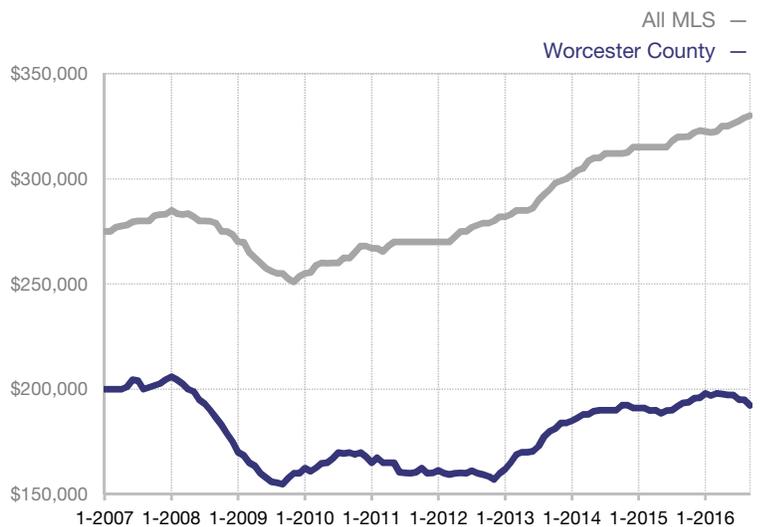
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

