

Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 15.7%

Year-Over-Year
Change in
Closed Sales
All Properties

- 14.5%

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

- 22.5%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	130	96	- 26.2%	1,117	1,176	+ 5.3%
Closed Sales	115	137	+ 19.1%	1,037	1,142	+ 10.1%
Median Sales Price*	\$200,000	\$178,250	- 10.9%	\$189,950	\$190,000	+ 0.0%
Inventory of Homes for Sale	1,519	1,134	- 25.3%	--	--	--
Months Supply of Inventory	14.9	10.1	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	126	113	- 10.0%	132	124	- 6.3%
Percent of Original List Price Received*	88.6%	89.7%	+ 1.2%	89.7%	90.3%	+ 0.7%
New Listings	169	142	- 16.0%	2,288	2,061	- 9.9%

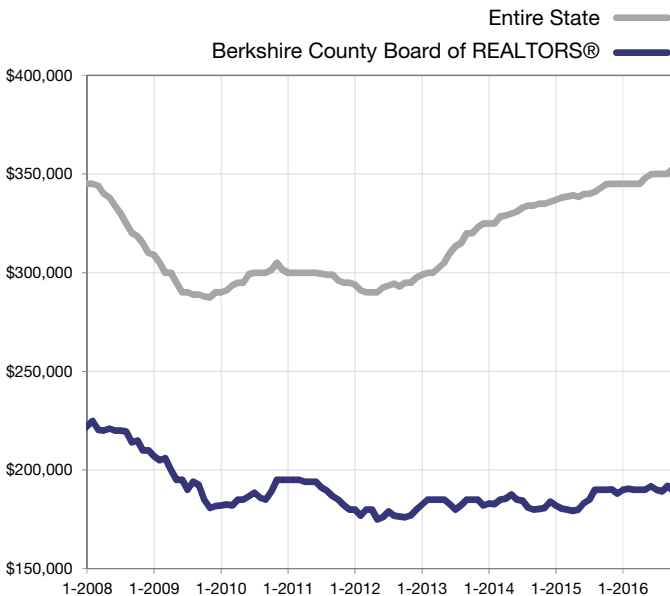
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	10	11	+ 10.0%	114	100	- 12.3%
Closed Sales	12	10	- 16.7%	106	83	- 21.7%
Median Sales Price*	\$351,000	\$232,500	- 33.8%	\$182,600	\$170,000	- 6.9%
Inventory of Homes for Sale	158	165	+ 4.4%	--	--	--
Months Supply of Inventory	14.4	19.2	+ 33.8%	--	--	--
Cumulative Days on Market Until Sale	141	133	- 6.1%	156	147	- 5.7%
Percent of Original List Price Received*	89.7%	89.7%	- 0.1%	90.0%	91.4%	+ 1.5%
New Listings	10	10	0.0%	201	227	+ 12.9%

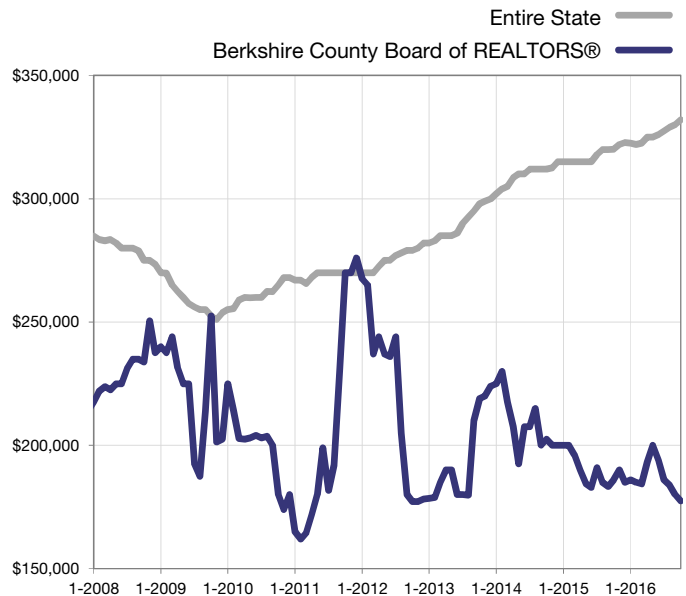
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 7.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.9%

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

- 33.0%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	544	776	+ 42.6%	4,739	5,565	+ 17.4%
Closed Sales	535	529	- 1.1%	4,412	4,933	+ 11.8%
Median Sales Price*	\$370,000	\$385,000	+ 4.1%	\$355,000	\$365,000	+ 2.8%
Inventory of Homes for Sale	4,791	3,195	- 33.3%	--	--	--
Months Supply of Inventory	11.2	6.5	- 41.8%	--	--	--
Cumulative Days on Market Until Sale	159	131	- 17.2%	156	153	- 2.3%
Percent of Original List Price Received*	92.1%	93.8%	+ 1.8%	92.6%	93.3%	+ 0.8%
New Listings	739	681	- 7.8%	8,618	7,902	- 8.3%

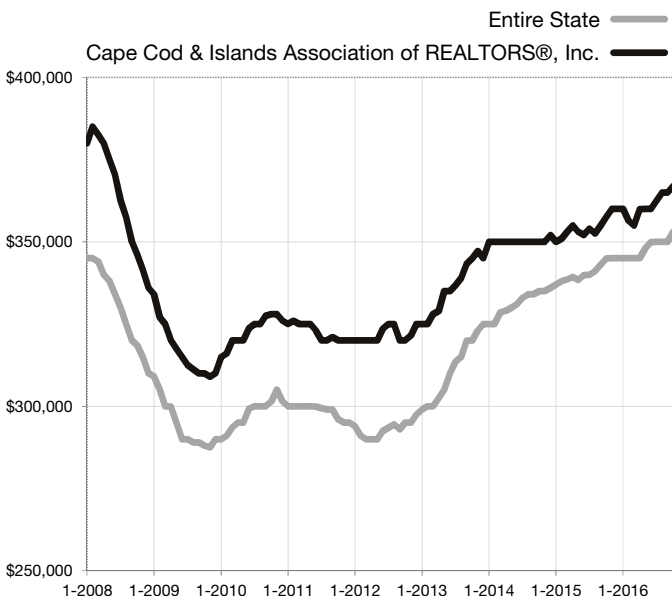
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	115	165	+ 43.5%	1,107	1,159	+ 4.7%
Closed Sales	138	95	- 31.2%	1,076	1,050	- 2.4%
Median Sales Price*	\$275,650	\$288,000	+ 4.5%	\$246,450	\$261,000	+ 5.9%
Inventory of Homes for Sale	976	668	- 31.6%	--	--	--
Months Supply of Inventory	9.3	6.4	- 30.4%	--	--	--
Cumulative Days on Market Until Sale	146	145	- 1.2%	149	148	- 0.6%
Percent of Original List Price Received*	93.8%	93.3%	- 0.5%	94.3%	94.3%	+ 0.1%
New Listings	152	145	- 4.6%	1,771	1,612	- 9.0%

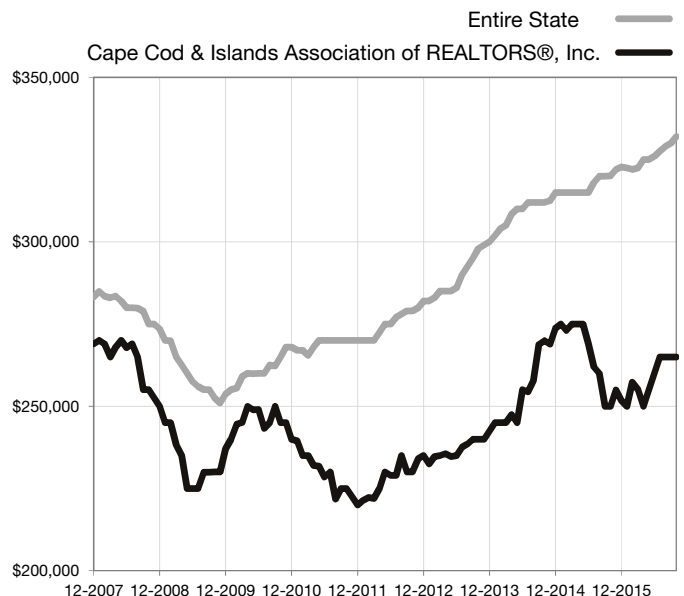
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

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 – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Central Massachusetts Association of REALTORS®

+ 1.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.1%

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

- 37.5%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	527	584	+ 10.8%	5,176	6,000	+ 15.9%
Closed Sales	526	543	+ 3.2%	4,779	5,461	+ 14.3%
Median Sales Price*	\$260,000	\$284,000	+ 9.2%	\$265,000	\$275,000	+ 3.8%
Inventory of Homes for Sale	2,663	1,647	- 38.2%	--	--	--
Months Supply of Inventory	5.7	3.1	- 45.7%	--	--	--
Cumulative Days on Market Until Sale	98	69	- 29.3%	104	92	- 10.8%
Percent of Original List Price Received*	94.8%	96.6%	+ 1.9%	95.2%	96.3%	+ 1.1%
New Listings	697	681	- 2.3%	7,922	7,706	- 2.7%

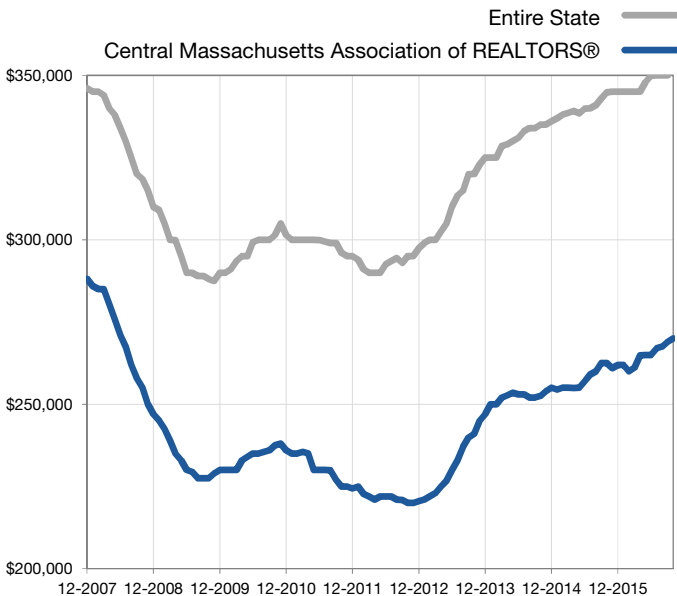
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	116	125	+ 7.8%	1,257	1,428	+ 13.6%
Closed Sales	133	126	- 5.3%	1,183	1,298	+ 9.7%
Median Sales Price*	\$215,900	\$218,250	+ 1.1%	\$218,800	\$209,900	- 4.1%
Inventory of Homes for Sale	529	348	- 34.2%	--	--	--
Months Supply of Inventory	4.6	2.8	- 40.3%	--	--	--
Cumulative Days on Market Until Sale	97	77	- 20.8%	94	88	- 6.5%
Percent of Original List Price Received*	96.1%	96.0%	- 0.1%	96.3%	96.6%	+ 0.3%
New Listings	176	147	- 16.5%	1,796	1,768	- 1.6%

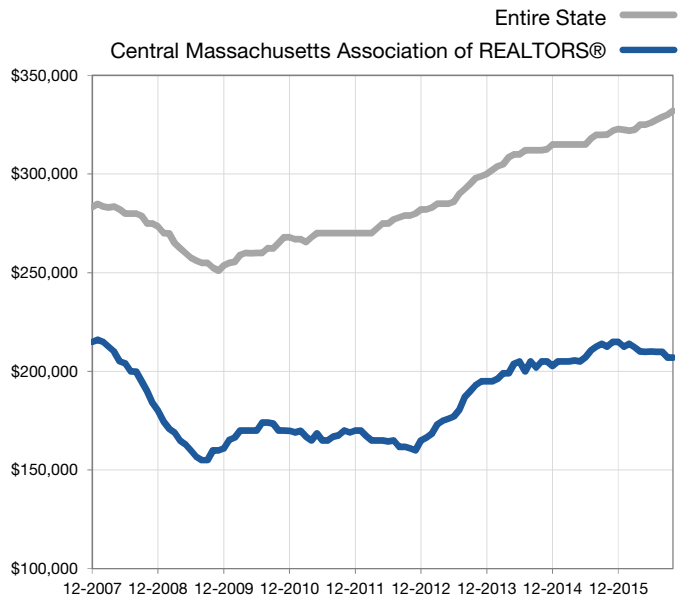
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

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 October 2016

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



Greater Boston Association of REALTORS®

Single-Family Homes	October			Year to Date		
	2015	2016	Percent Change	Thru 10-2015	Thru 10-2016	Percent Change
Key Metrics						
Closed Sales	1,120	952	- 15.0%	11,574	11,750	+ 1.5%
Median Sales Price*	\$475,000	\$526,300	+ 10.8%	\$518,000	\$541,000	+ 4.4%
Inventory of Homes for Sale	3,762	2,769	- 26.4%	--	--	--
Months Supply of Inventory	3.3	2.4	- 27.3%	--	--	--
Days on Market Until Sale	64	56	- 12.5%	62	60	- 3.2%
Percent of Original List Price Received*	96.7%	98.0%	+ 1.3%	98.2%	98.5%	+ 0.3%
New Listings	1,524	1,274	- 16.4%	16,685	16,188	- 3.0%
Pending Sales	1,258	1,199	- 4.7%	12,411	12,618	+ 1.7%

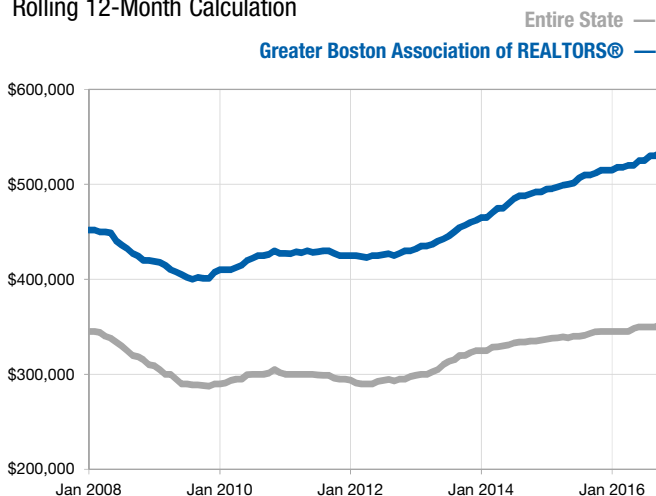
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condominiums	October			Year to Date		
	2015	2016	Percent Change	Thru 10-2015	Thru 10-2016	Percent Change
Key Metrics						
Closed Sales	831	820	- 1.3%	8,954	9,388	+ 4.8%
Median Sales Price*	\$455,000	\$479,238	+ 5.3%	\$450,000	\$487,455	+ 8.3%
Inventory of Homes for Sale	2,050	1,616	- 21.2%	--	--	--
Months Supply of Inventory	2.4	1.8	- 25.0%	--	--	--
Days on Market Until Sale	50	40	- 20.0%	49	46	- 6.1%
Percent of Original List Price Received*	99.7%	99.7%	0.0%	100.3%	100.5%	+ 0.2%
New Listings	1,153	1,063	- 7.8%	12,203	12,241	+ 0.3%
Pending Sales	954	954	0.0%	9,661	10,036	+ 3.9%

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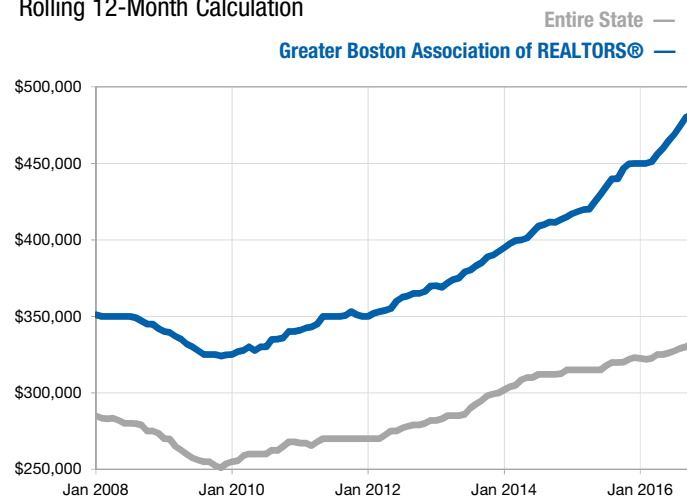
Median Sales Price - Single-Family Homes

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 – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

- 4.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.8%

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

- 31.9%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	102	94	- 7.8%	849	991	+ 16.7%
Closed Sales	102	97	- 4.9%	791	902	+ 14.0%
Median Sales Price*	\$239,950	\$256,500	+ 6.9%	\$238,000	\$253,700	+ 6.6%
Inventory of Homes for Sale	563	386	- 31.4%	--	--	--
Months Supply of Inventory	7.3	4.4	- 40.2%	--	--	--
Cumulative Days on Market Until Sale	131	85	- 35.0%	118	108	- 8.5%
Percent of Original List Price Received*	92.9%	97.0%	+ 4.4%	93.9%	95.0%	+ 1.1%
New Listings	116	128	+ 10.3%	1,377	1,279	- 7.1%

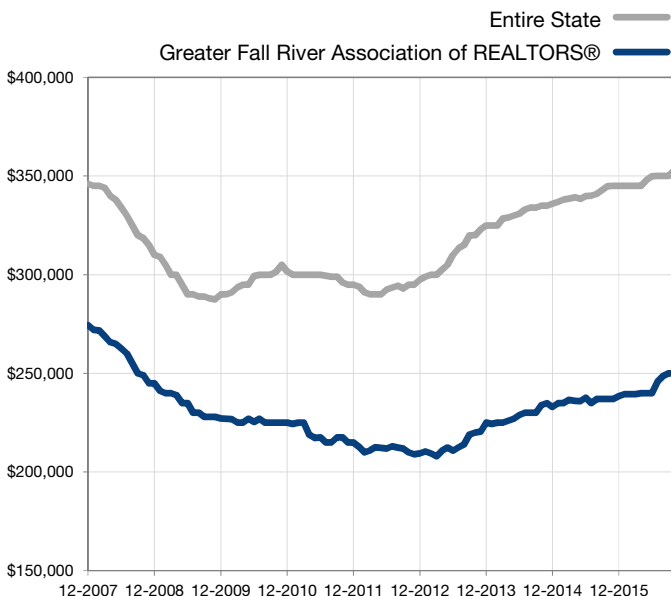
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	6	10	+ 66.7%	65	104	+ 60.0%
Closed Sales	5	5	0.0%	61	91	+ 49.2%
Median Sales Price*	\$89,000	\$105,000	+ 18.0%	\$110,000	\$125,000	+ 13.6%
Inventory of Homes for Sale	82	53	- 35.4%	--	--	--
Months Supply of Inventory	13.1	5.8	- 55.5%	--	--	--
Cumulative Days on Market Until Sale	113	110	- 2.7%	130	139	+ 6.2%
Percent of Original List Price Received*	95.2%	88.4%	- 7.2%	89.0%	91.4%	+ 2.8%
New Listings	10	15	+ 50.0%	156	152	- 2.6%

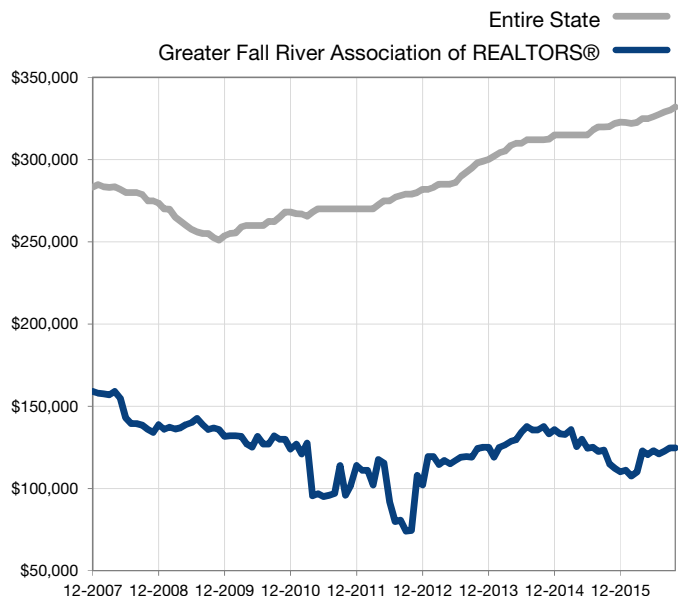
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

- 4.2%

Year-Over-Year
Change in
Closed Sales
All Properties

- 12.2%

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

- 27.5%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	70	73	+ 4.3%	645	687	+ 6.5%
Closed Sales	64	53	- 17.2%	577	621	+ 7.6%
Median Sales Price*	\$439,950	\$410,000	- 6.8%	\$420,000	\$425,000	+ 1.2%
Inventory of Homes for Sale	310	245	- 21.0%	--	--	--
Months Supply of Inventory	5.5	4.0	- 27.7%	--	--	--
Cumulative Days on Market Until Sale	89	86	- 3.0%	98	92	- 5.6%
Percent of Original List Price Received*	95.2%	93.3%	- 2.0%	95.4%	95.1%	- 0.3%
New Listings	107	81	- 24.3%	1,042	1,001	- 3.9%

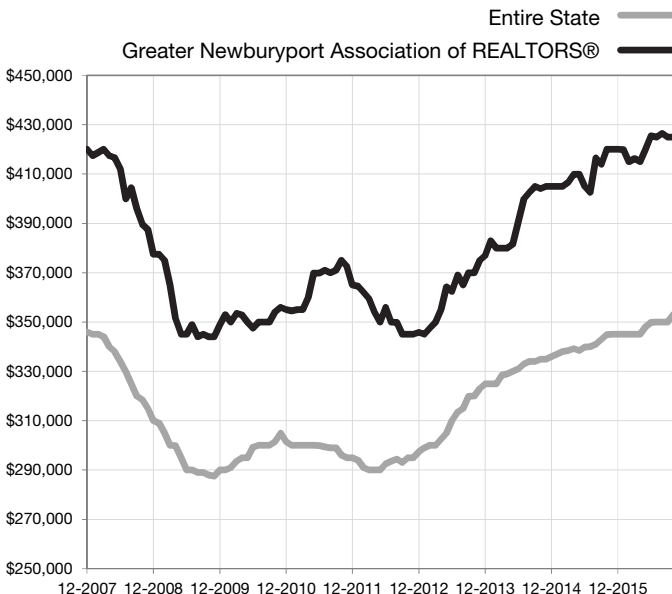
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	28	44	+ 57.1%	375	371	- 1.1%
Closed Sales	31	38	+ 22.6%	353	336	- 4.8%
Median Sales Price*	\$329,900	\$275,500	- 16.5%	\$304,900	\$305,500	+ 0.2%
Inventory of Homes for Sale	145	85	- 41.4%	--	--	--
Months Supply of Inventory	4.1	2.5	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	88	69	- 21.5%	93	82	- 11.7%
Percent of Original List Price Received*	95.7%	97.3%	+ 1.7%	96.8%	97.4%	+ 0.6%
New Listings	54	37	- 31.5%	524	466	- 11.1%

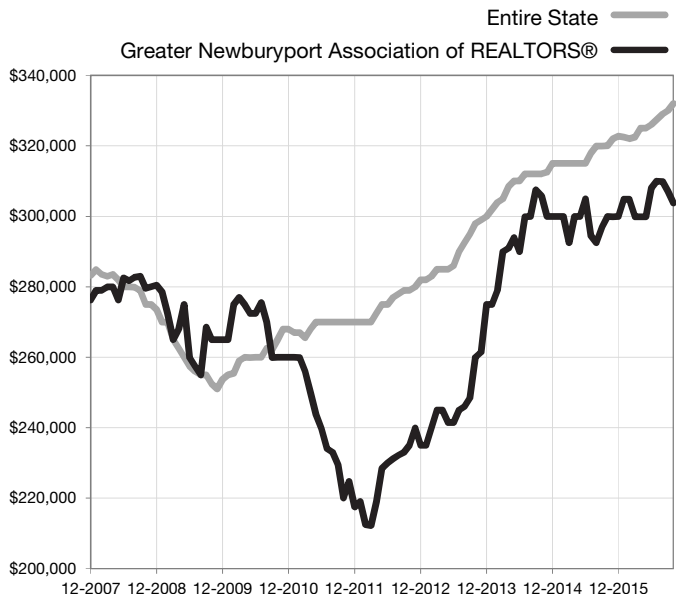
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

- 4.2%

Year-Over-Year Change in Closed Sales All Properties

+ 11.8%

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

- 34.8%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	237	301	+ 27.0%	2,300	2,569	+ 11.7%
Closed Sales	252	241	- 4.4%	2,136	2,327	+ 8.9%
Median Sales Price*	\$224,900	\$245,000	+ 8.9%	\$225,000	\$238,100	+ 5.8%
Inventory of Homes for Sale	1,278	832	- 34.9%	--	--	--
Months Supply of Inventory	6.2	3.6	- 41.4%	--	--	--
Cumulative Days on Market Until Sale	107	80	- 25.7%	114	96	- 15.6%
Percent of Original List Price Received*	95.0%	96.3%	+ 1.4%	94.6%	96.2%	+ 1.8%
New Listings	337	304	- 9.8%	3,533	3,394	- 3.9%

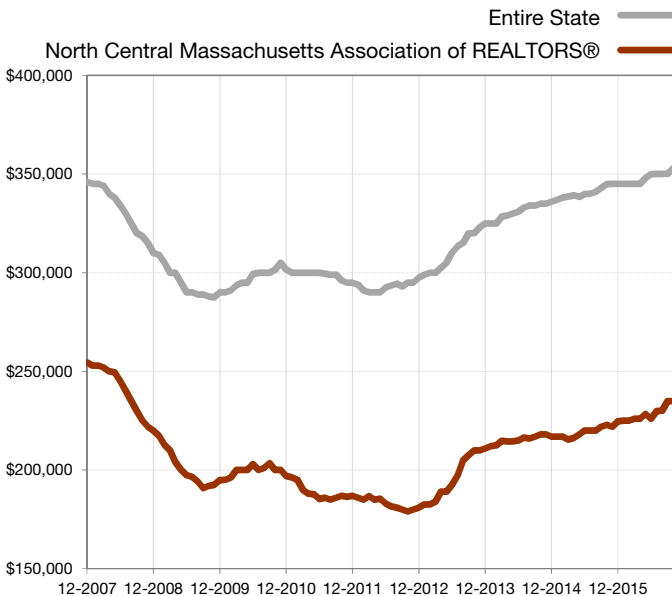
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	40	35	- 12.5%	317	354	+ 11.7%
Closed Sales	32	31	- 3.1%	297	318	+ 7.1%
Median Sales Price*	\$145,000	\$174,900	+ 20.6%	\$154,900	\$160,000	+ 3.3%
Inventory of Homes for Sale	169	112	- 33.7%	--	--	--
Months Supply of Inventory	5.9	3.6	- 39.0%	--	--	--
Cumulative Days on Market Until Sale	90	100	+ 10.3%	115	102	- 10.9%
Percent of Original List Price Received*	96.5%	100.4%	+ 4.1%	95.8%	96.4%	+ 0.7%
New Listings	54	40	- 25.9%	455	458	+ 0.7%

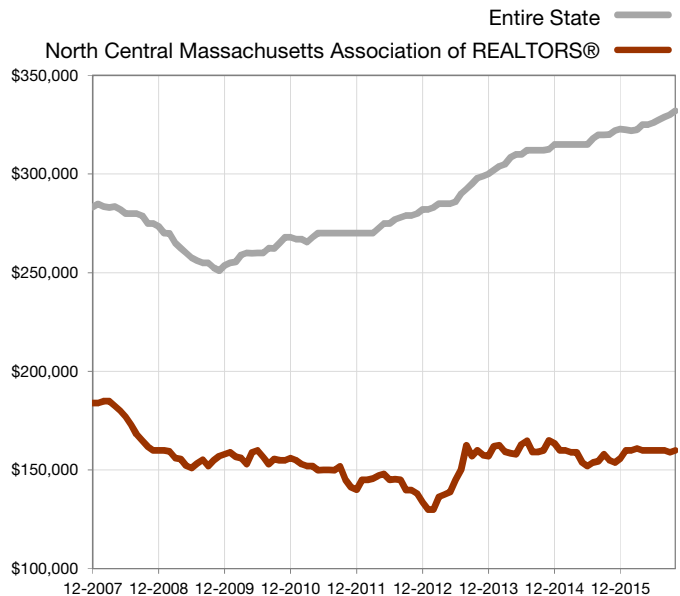
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 5.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.1%

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

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	391	414	+ 5.9%	3,627	3,738	+ 3.1%
Closed Sales	402	391	- 2.7%	3,332	3,392	+ 1.8%
Median Sales Price*	\$370,750	\$400,000	+ 7.9%	\$378,500	\$395,000	+ 4.4%
Inventory of Homes for Sale	1,282	868	- 32.3%	--	--	--
Months Supply of Inventory	3.9	2.5	- 35.2%	--	--	--
Cumulative Days on Market Until Sale	77	64	- 16.3%	83	76	- 7.4%
Percent of Original List Price Received*	96.2%	97.1%	+ 0.9%	96.4%	97.4%	+ 1.1%
New Listings	454	435	- 4.2%	4,979	4,690	- 5.8%

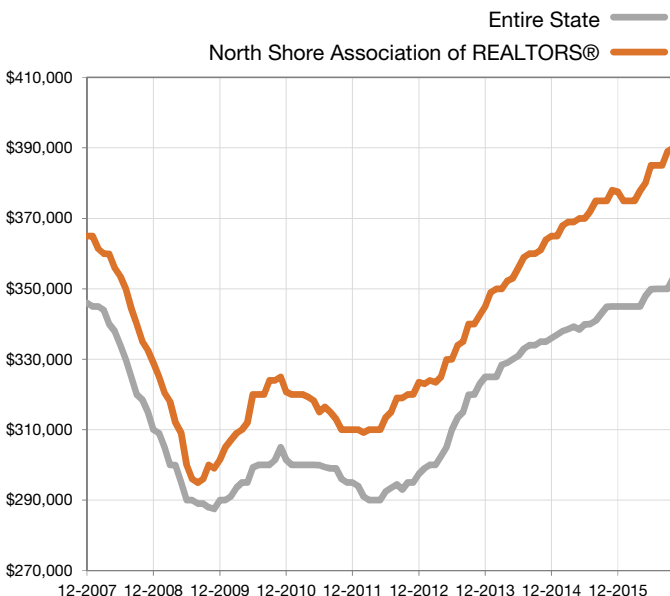
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	176	163	- 7.4%	1,631	1,686	+ 3.4%
Closed Sales	172	152	- 11.6%	1,485	1,555	+ 4.7%
Median Sales Price*	\$239,000	\$275,950	+ 15.5%	\$247,500	\$258,000	+ 4.2%
Inventory of Homes for Sale	529	328	- 38.0%	--	--	--
Months Supply of Inventory	3.7	2.1	- 41.6%	--	--	--
Cumulative Days on Market Until Sale	79	57	- 27.4%	83	77	- 7.1%
Percent of Original List Price Received*	96.5%	97.7%	+ 1.2%	96.5%	97.4%	+ 1.0%
New Listings	203	166	- 18.2%	2,160	2,007	- 7.1%

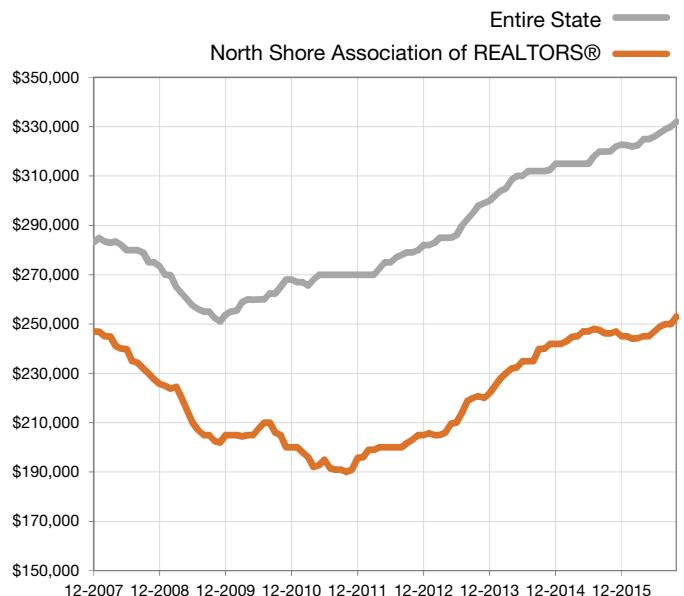
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 4.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.5%

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

- 37.5%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	325	357	+ 9.8%	3,284	3,635	+ 10.7%
Closed Sales	312	312	0.0%	3,065	3,359	+ 9.6%
Median Sales Price*	\$345,000	\$380,000	+ 10.1%	\$365,000	\$378,750	+ 3.8%
Inventory of Homes for Sale	1,144	696	- 39.2%	--	--	--
Months Supply of Inventory	3.8	2.1	- 44.9%	--	--	--
Cumulative Days on Market Until Sale	84	54	- 35.8%	79	71	- 9.8%
Percent of Original List Price Received*	96.0%	97.3%	+ 1.4%	96.8%	97.8%	+ 1.1%
New Listings	433	358	- 17.3%	4,543	4,422	- 2.7%

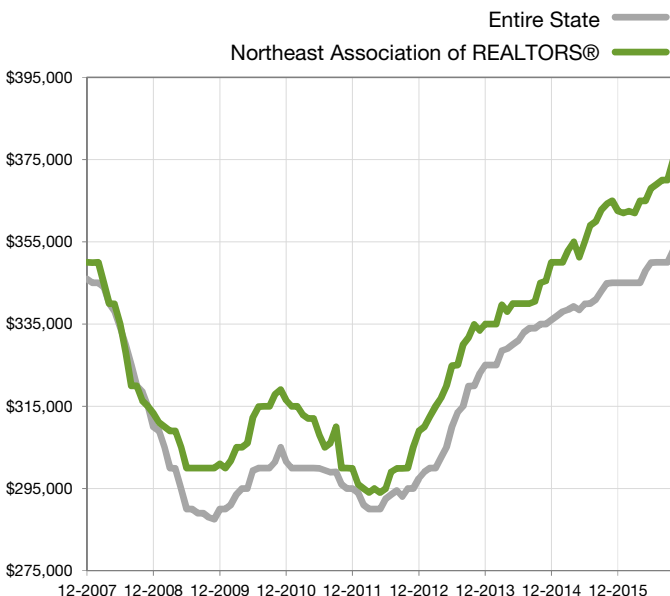
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	116	127	+ 9.5%	1,311	1,476	+ 12.6%
Closed Sales	118	138	+ 16.9%	1,244	1,380	+ 10.9%
Median Sales Price*	\$211,500	\$210,000	- 0.7%	\$215,000	\$220,000	+ 2.3%
Inventory of Homes for Sale	341	232	- 32.0%	--	--	--
Months Supply of Inventory	2.8	1.7	- 37.8%	--	--	--
Cumulative Days on Market Until Sale	63	45	- 28.7%	77	63	- 18.2%
Percent of Original List Price Received*	98.3%	97.6%	- 0.7%	97.5%	97.8%	+ 0.4%
New Listings	142	152	+ 7.0%	1,658	1,731	+ 4.4%

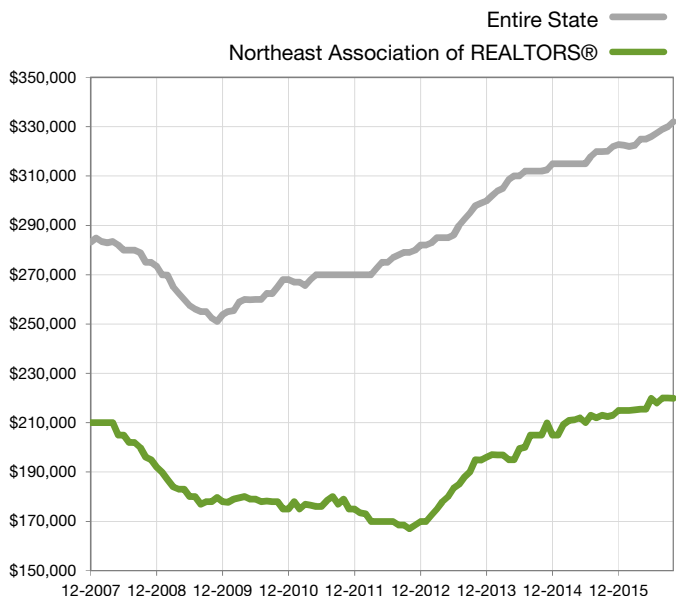
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Plymouth and South Shore Association of REALTORS®

- 10.4%

+ 10.1%

- 27.7%

Year-Over-Year
Change in
Closed Sales
All Properties

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

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	490	562	+ 14.7%	5,022	5,474	+ 9.0%
Closed Sales	516	482	- 6.6%	4,631	4,940	+ 6.7%
Median Sales Price*	\$361,500	\$400,000	+ 10.7%	\$367,000	\$385,000	+ 4.9%
Inventory of Homes for Sale	2,101	1,470	- 30.0%	--	--	--
Months Supply of Inventory	4.6	3.0	- 34.1%	--	--	--
Cumulative Days on Market Until Sale	87	67	- 22.2%	91	82	- 10.4%
Percent of Original List Price Received*	95.6%	96.2%	+ 0.6%	95.9%	96.7%	+ 0.8%
New Listings	688	541	- 21.4%	7,285	7,271	- 0.2%

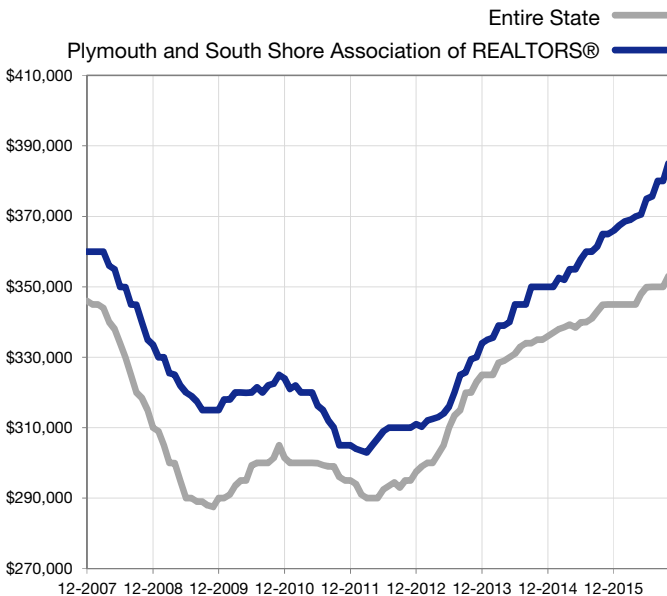
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	145	149	+ 2.8%	1,528	1,548	+ 1.3%
Closed Sales	149	114	- 23.5%	1,373	1,409	+ 2.6%
Median Sales Price*	\$263,000	\$267,000	+ 1.5%	\$262,000	\$271,300	+ 3.5%
Inventory of Homes for Sale	478	395	- 17.4%	--	--	--
Months Supply of Inventory	3.5	2.8	- 22.0%	--	--	--
Cumulative Days on Market Until Sale	74	68	- 7.9%	89	78	- 12.2%
Percent of Original List Price Received*	97.5%	99.6%	+ 2.1%	97.1%	97.9%	+ 0.9%
New Listings	172	169	- 1.7%	1,979	1,969	- 0.5%

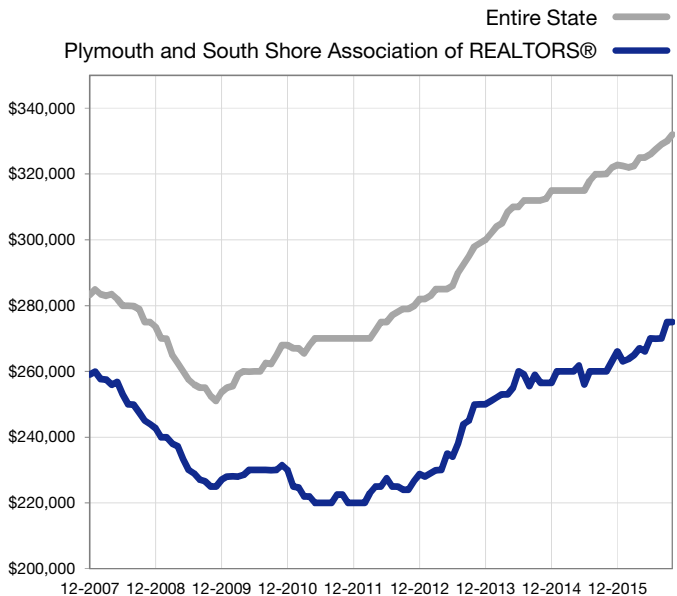
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 12.1%

Year-Over-Year
Change in
Closed Sales
All Properties

0.0%

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

- 34.3%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	437	538	+ 23.1%	4,698	5,373	+ 14.4%
Closed Sales	495	427	- 13.7%	4,406	4,879	+ 10.7%
Median Sales Price*	\$191,950	\$193,500	+ 0.8%	\$199,900	\$200,000	+ 0.1%
Inventory of Homes for Sale	3,061	2,016	- 34.1%	--	--	--
Months Supply of Inventory	7.1	4.3	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	111	81	- 27.4%	118	106	- 10.0%
Percent of Original List Price Received*	93.4%	94.8%	+ 1.4%	93.7%	94.4%	+ 0.7%
New Listings	670	588	- 12.2%	7,715	7,224	- 6.4%

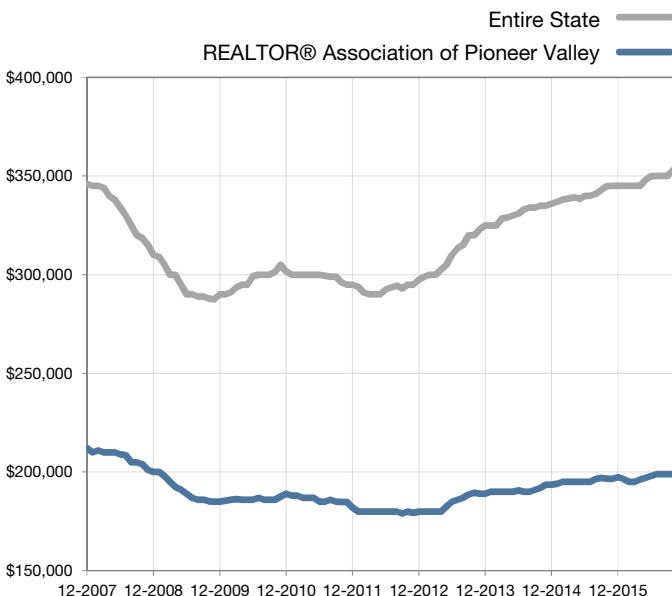
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	53	70	+ 32.1%	746	767	+ 2.8%
Closed Sales	61	62	+ 1.6%	730	718	- 1.6%
Median Sales Price*	\$164,900	\$165,000	+ 0.1%	\$156,000	\$152,000	- 2.6%
Inventory of Homes for Sale	478	308	- 35.6%	--	--	--
Months Supply of Inventory	6.9	4.5	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	132	112	- 14.9%	139	123	- 11.3%
Percent of Original List Price Received*	97.1%	95.7%	- 1.5%	94.5%	95.6%	+ 1.1%
New Listings	77	76	- 1.3%	1,100	966	- 12.2%

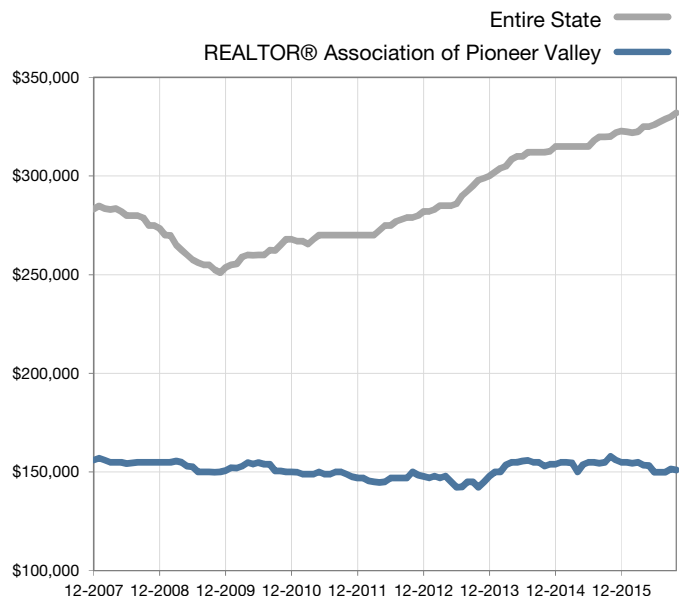
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTORS® Association of Southeastern Massachusetts

+ 1.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.9%

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

- 37.8%

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

Single-Family Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	430	506	+ 17.7%	3,889	4,640	+ 19.3%
Closed Sales	437	445	+ 1.8%	3,617	4,169	+ 15.3%
Median Sales Price*	\$265,000	\$273,900	+ 3.4%	\$268,000	\$280,000	+ 4.5%
Inventory of Homes for Sale	1,966	1,233	- 37.3%	--	--	--
Months Supply of Inventory	5.5	3.0	- 45.6%	--	--	--
Cumulative Days on Market Until Sale	89	70	- 21.2%	101	88	- 13.4%
Percent of Original List Price Received*	95.3%	97.0%	+ 1.8%	95.5%	96.6%	+ 1.2%
New Listings	560	534	- 4.6%	5,726	5,861	+ 2.4%

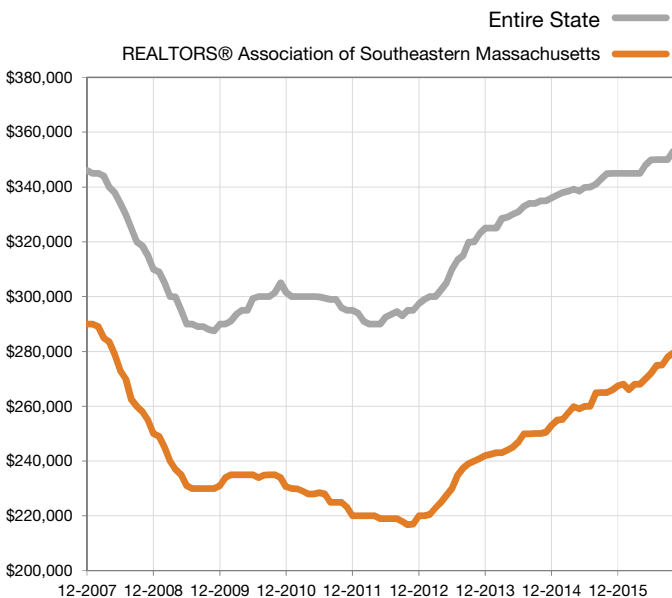
Condominium Properties

	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	69	58	- 15.9%	632	725	+ 14.7%
Closed Sales	70	68	- 2.9%	593	694	+ 17.0%
Median Sales Price*	\$190,500	\$202,750	+ 6.4%	\$190,000	\$195,000	+ 2.6%
Inventory of Homes for Sale	283	167	- 41.0%	--	--	--
Months Supply of Inventory	4.8	2.5	- 48.4%	--	--	--
Cumulative Days on Market Until Sale	92	64	- 30.8%	99	91	- 7.6%
Percent of Original List Price Received*	95.3%	97.4%	+ 2.3%	96.2%	96.3%	+ 0.1%
New Listings	76	80	+ 5.3%	897	897	0.0%

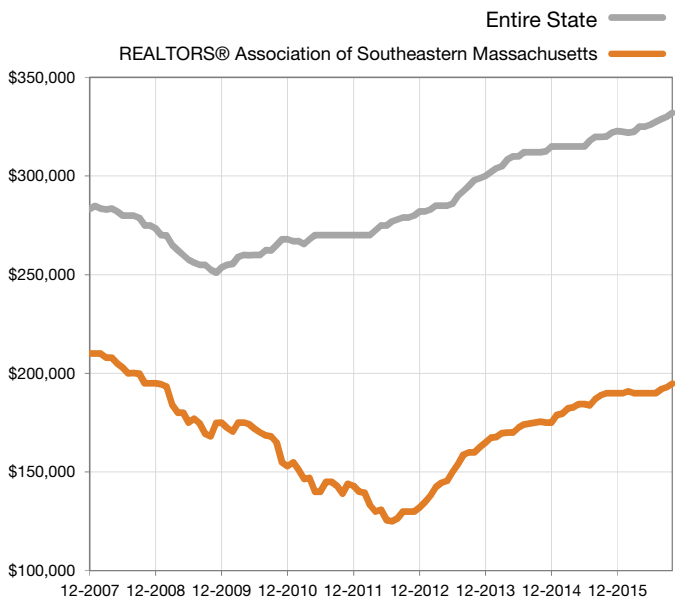
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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