

Local Market Update – October 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	476	710	+ 49.2%	4,103	4,932	+ 20.2%
Closed Sales	453	470	+ 3.8%	3,846	4,358	+ 13.3%
Median Sales Price*	\$370,000	\$390,760	+ 5.6%	\$365,000	\$370,600	+ 1.5%
Inventory of Homes for Sale	4,181	2,786	- 33.4%	--	--	--
Months Supply of Inventory	11.2	6.4	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	164	133	- 18.9%	159	156	- 1.9%
Percent of Original List Price Received*	92.0%	93.7%	+ 1.8%	92.5%	93.2%	+ 0.8%
New Listings	661	596	- 9.8%	7,408	6,893	- 7.0%

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

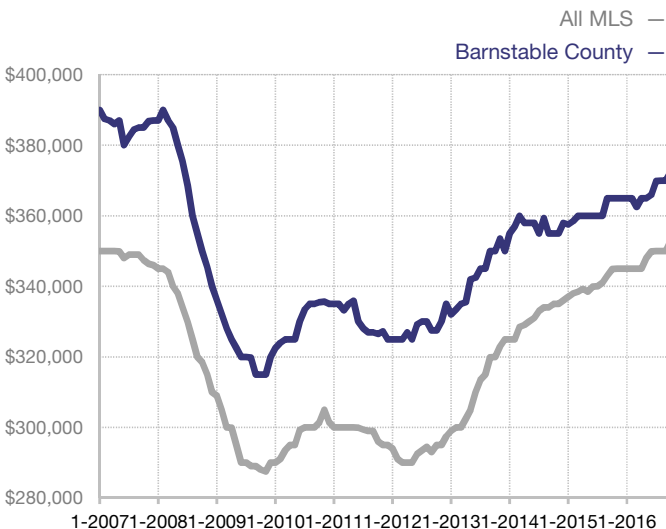
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	112	159	+ 42.0%	1,059	1,106	+ 4.4%
Closed Sales	131	91	- 30.5%	1,031	1,004	- 2.6%
Median Sales Price*	\$270,000	\$288,750	+ 6.9%	\$246,400	\$265,000	+ 7.5%
Inventory of Homes for Sale	937	640	- 31.7%	--	--	--
Months Supply of Inventory	9.3	6.4	- 31.2%	--	--	--
Cumulative Days on Market Until Sale	146	148	+ 1.4%	147	149	+ 1.4%
Percent of Original List Price Received*	93.7%	93.1%	- 0.6%	94.4%	94.3%	- 0.1%
New Listings	150	136	- 9.3%	1,687	1,534	- 9.1%

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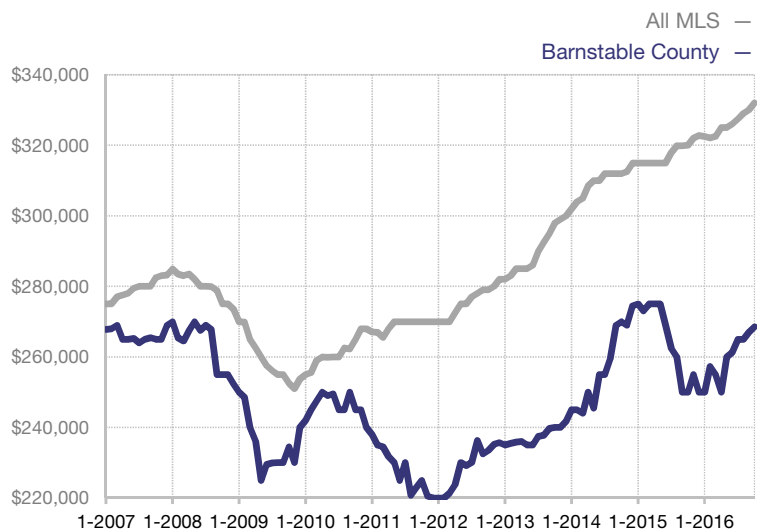
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Berkshire County

Single-Family Properties

Key Metrics	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	- 32.2%	--	--	--
Cumulative Days on Market Until Sale	126	113	- 10.3%	132	124	- 6.1%
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%

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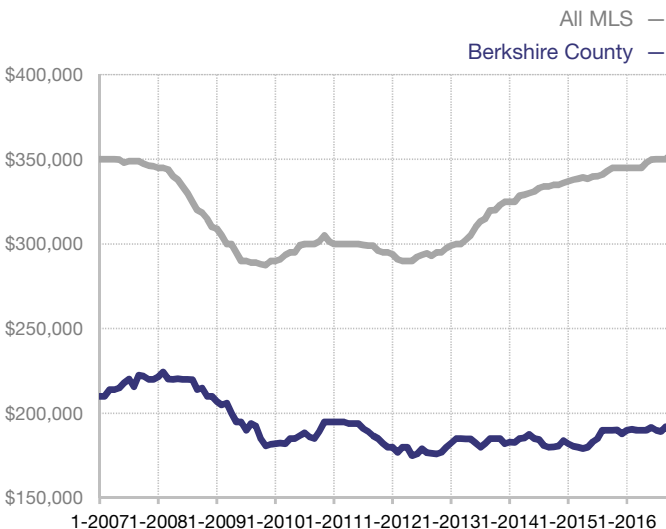
Condominium Properties

Key Metrics	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	+ 33.3%	--	--	--
Cumulative Days on Market Until Sale	141	133	- 5.7%	156	147	- 5.8%
Percent of Original List Price Received*	89.7%	89.7%	0.0%	90.0%	91.4%	+ 1.6%
New Listings	10	10	0.0%	201	227	+ 12.9%

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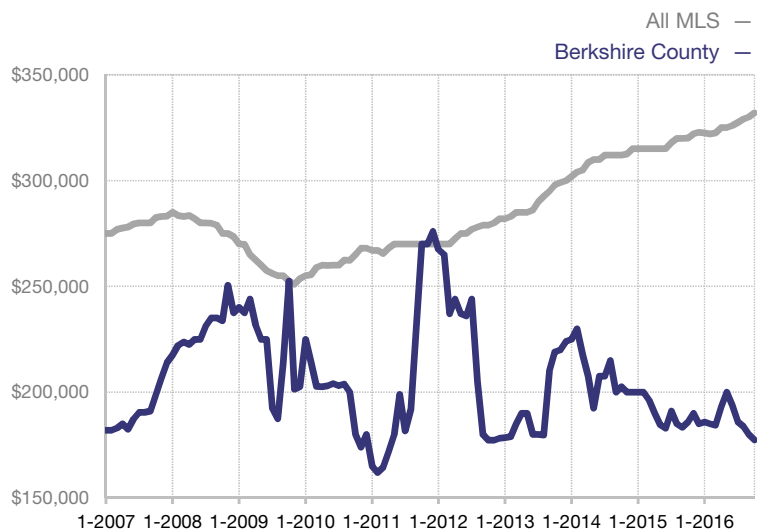
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Bristol County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	418	453	+ 8.4%	3,784	4,361	+ 15.2%
Closed Sales	427	402	- 5.9%	3,524	3,967	+ 12.6%
Median Sales Price*	\$269,000	\$273,000	+ 1.5%	\$269,900	\$283,000	+ 4.9%
Inventory of Homes for Sale	1,975	1,263	- 36.1%	--	--	--
Months Supply of Inventory	5.7	3.2	- 43.9%	--	--	--
Cumulative Days on Market Until Sale	98	70	- 28.6%	104	92	- 11.5%
Percent of Original List Price Received*	94.6%	97.1%	+ 2.6%	95.0%	96.2%	+ 1.3%
New Listings	534	498	- 6.7%	5,629	5,529	- 1.8%

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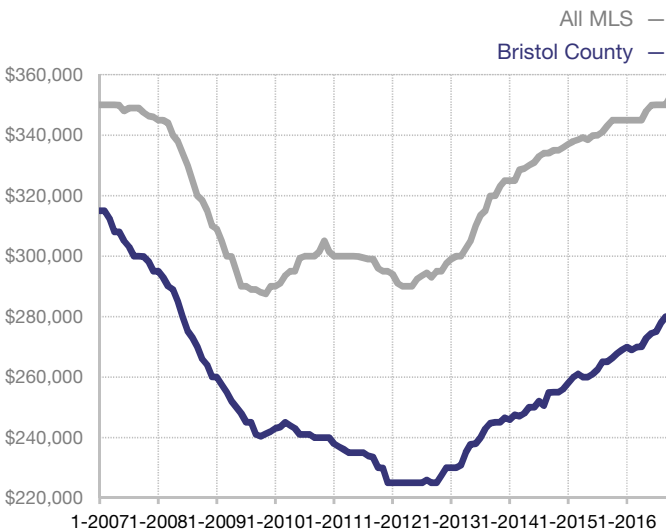
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	66	57	- 13.6%	630	759	+ 20.5%
Closed Sales	67	69	+ 3.0%	585	719	+ 22.9%
Median Sales Price*	\$170,000	\$196,000	+ 15.3%	\$185,000	\$190,000	+ 2.7%
Inventory of Homes for Sale	323	192	- 40.6%	--	--	--
Months Supply of Inventory	5.5	2.8	- 49.1%	--	--	--
Cumulative Days on Market Until Sale	93	72	- 22.6%	98	95	- 3.1%
Percent of Original List Price Received*	95.3%	96.3%	+ 1.0%	95.3%	95.6%	+ 0.3%
New Listings	73	83	+ 13.7%	945	955	+ 1.1%

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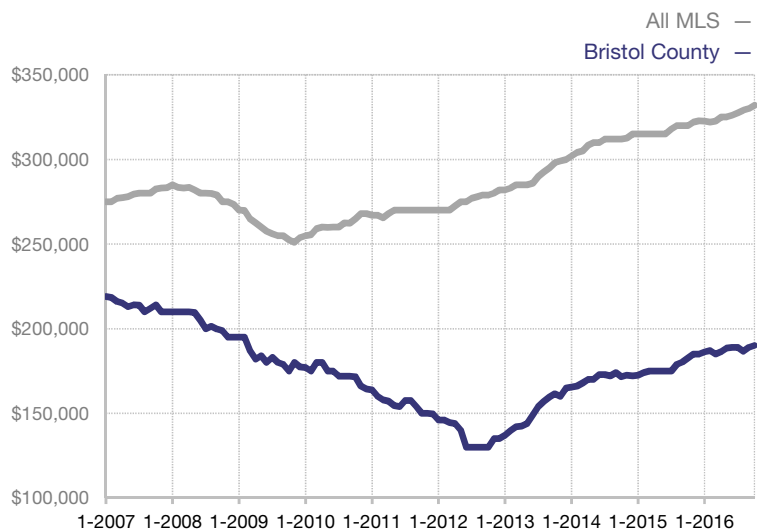
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2016

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Dukes County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	19	18	- 5.3%	157	152	- 3.2%
Closed Sales	28	20	- 28.6%	126	139	+ 10.3%
Median Sales Price*	\$717,500	\$1,235,000	+ 72.1%	\$698,000	\$860,000	+ 23.2%
Inventory of Homes for Sale	266	208	- 21.8%	--	--	--
Months Supply of Inventory	21.6	13.8	- 36.1%	--	--	--
Cumulative Days on Market Until Sale	201	180	- 10.4%	212	172	- 18.9%
Percent of Original List Price Received*	93.2%	90.8%	- 2.6%	91.9%	92.0%	+ 0.1%
New Listings	17	30	+ 76.5%	390	317	- 18.7%

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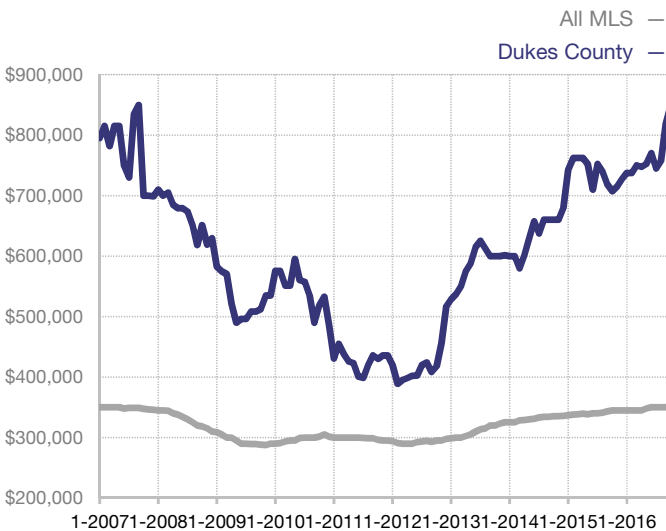
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	0	- 100.0%	8	8	0.0%
Closed Sales	1	1	0.0%	7	8	+ 14.3%
Median Sales Price*	\$110,000	\$173,000	+ 57.3%	\$65,000	\$242,750	+ 273.5%
Inventory of Homes for Sale	17	13	- 23.5%	--	--	--
Months Supply of Inventory	14.9	10.4	- 30.2%	--	--	--
Cumulative Days on Market Until Sale	786	68	- 91.3%	312	75	- 76.0%
Percent of Original List Price Received*	91.7%	100.0%	+ 9.1%	81.8%	95.0%	+ 16.1%
New Listings	0	2	--	23	20	- 13.0%

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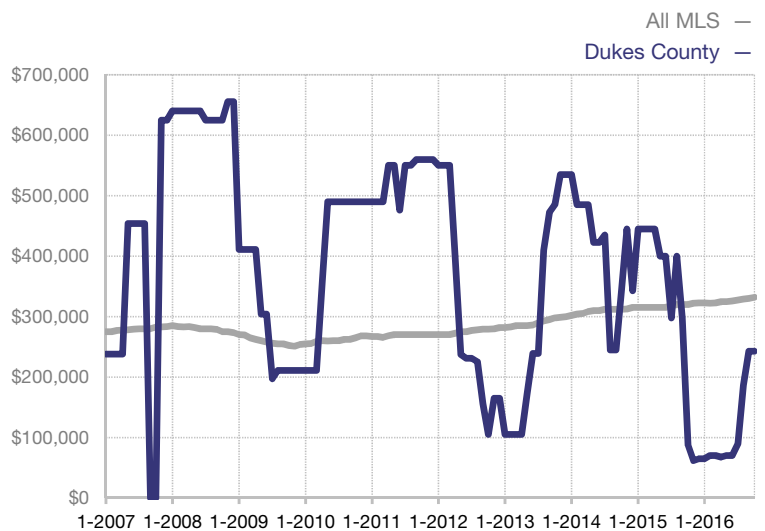
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Essex County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	593	623	+ 5.1%	5,555	5,739	+ 3.3%
Closed Sales	584	550	- 5.8%	5,100	5,248	+ 2.9%
Median Sales Price*	\$389,000	\$400,000	+ 2.8%	\$385,000	\$400,000	+ 3.9%
Inventory of Homes for Sale	2,048	1,381	- 32.6%	--	--	--
Months Supply of Inventory	4.1	2.6	- 36.6%	--	--	--
Cumulative Days on Market Until Sale	81	65	- 19.8%	84	78	- 7.1%
Percent of Original List Price Received*	96.1%	96.7%	+ 0.6%	96.3%	97.2%	+ 0.9%
New Listings	737	640	- 13.2%	7,817	7,335	- 6.2%

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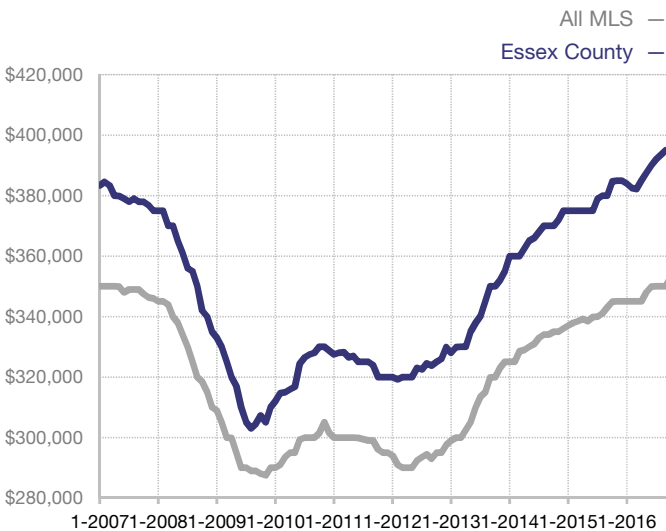
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	239	254	+ 6.3%	2,431	2,493	+ 2.6%
Closed Sales	244	236	- 3.3%	2,247	2,286	+ 1.7%
Median Sales Price*	\$240,000	\$266,500	+ 11.0%	\$248,000	\$256,750	+ 3.5%
Inventory of Homes for Sale	787	514	- 34.7%	--	--	--
Months Supply of Inventory	3.6	2.3	- 36.1%	--	--	--
Cumulative Days on Market Until Sale	76	59	- 22.4%	83	75	- 9.6%
Percent of Original List Price Received*	96.5%	98.0%	+ 1.6%	96.6%	97.5%	+ 0.9%
New Listings	303	262	- 13.5%	3,223	3,032	- 5.9%

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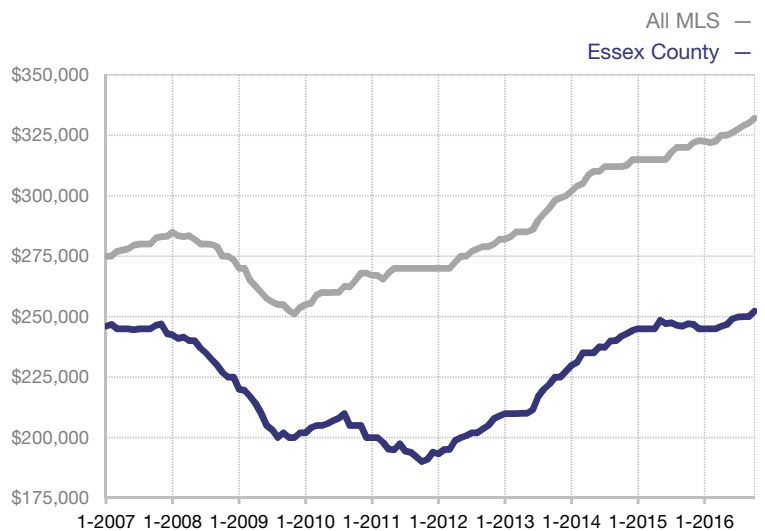
Median Sales Price – Single-Family Properties

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Franklin County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	54	60	+ 11.1%	484	573	+ 18.4%
Closed Sales	52	60	+ 15.4%	457	504	+ 10.3%
Median Sales Price*	\$173,000	\$201,250	+ 16.3%	\$185,000	\$200,000	+ 8.1%
Inventory of Homes for Sale	442	329	- 25.6%	--	--	--
Months Supply of Inventory	10.0	6.6	- 34.0%	--	--	--
Cumulative Days on Market Until Sale	140	91	- 35.0%	140	135	- 3.6%
Percent of Original List Price Received*	92.5%	95.3%	+ 3.0%	91.7%	93.1%	+ 1.5%
New Listings	62	56	- 9.7%	883	850	- 3.7%

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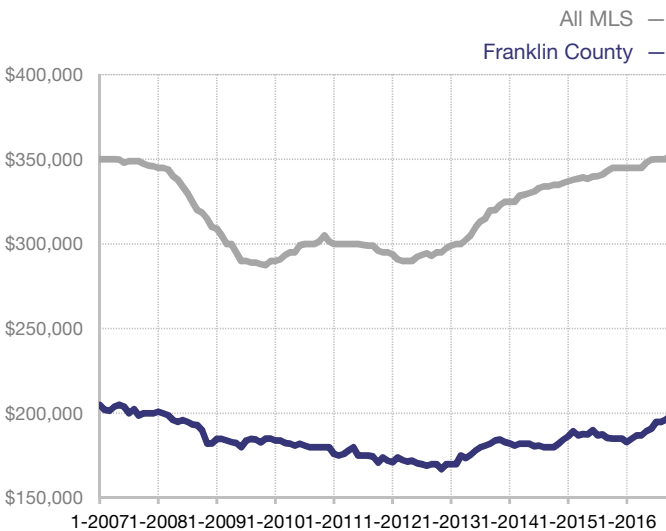
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	3	+ 50.0%	39	41	+ 5.1%
Closed Sales	7	0	- 100.0%	44	41	- 6.8%
Median Sales Price*	\$139,500	\$0	- 100.0%	\$181,833	\$135,400	- 25.5%
Inventory of Homes for Sale	34	19	- 44.1%	--	--	--
Months Supply of Inventory	8.0	4.5	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	63	0	- 100.0%	172	153	- 11.0%
Percent of Original List Price Received*	95.3%	0.0%	- 100.0%	97.6%	94.0%	- 3.7%
New Listings	6	4	- 33.3%	60	48	- 20.0%

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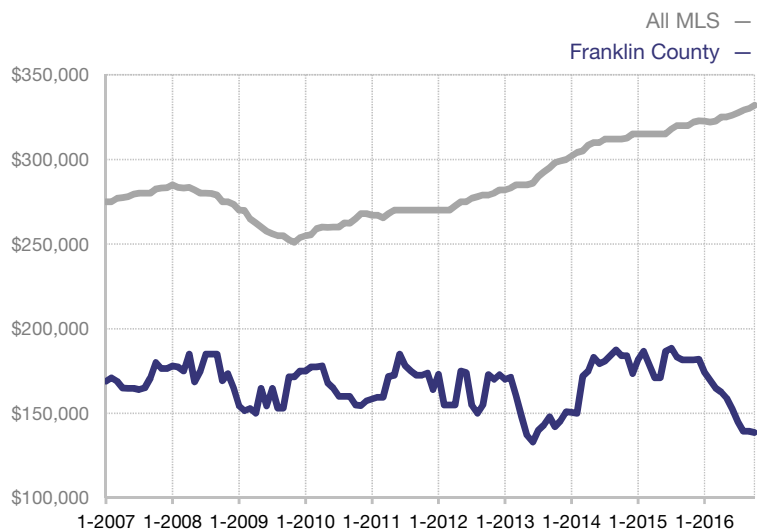
Median Sales Price – Single-Family Properties

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Hampden County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	299	394	+ 31.8%	3,102	3,640	+ 17.3%
Closed Sales	331	293	- 11.5%	2,902	3,311	+ 14.1%
Median Sales Price*	\$180,000	\$178,000	- 1.1%	\$180,000	\$180,000	0.0%
Inventory of Homes for Sale	1,847	1,169	- 36.7%	--	--	--
Months Supply of Inventory	6.5	3.6	- 44.6%	--	--	--
Cumulative Days on Market Until Sale	105	70	- 33.3%	111	99	- 10.8%
Percent of Original List Price Received*	93.5%	95.4%	+ 2.0%	94.0%	94.5%	+ 0.5%
New Listings	463	406	- 12.3%	5,013	4,758	- 5.1%

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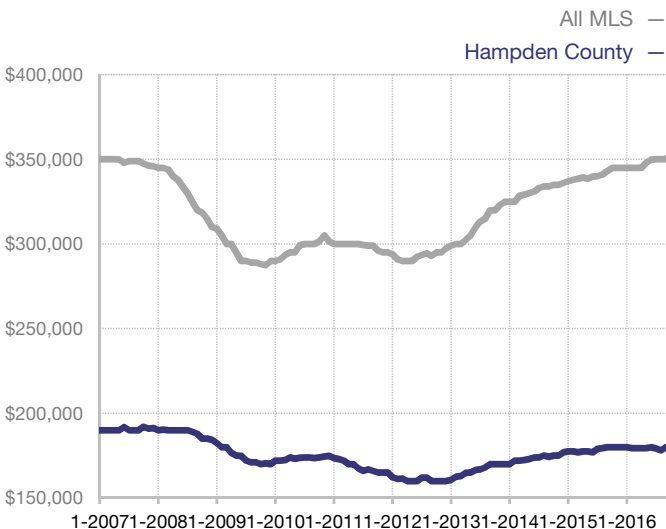
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	36	40	+ 11.1%	442	449	+ 1.6%
Closed Sales	33	40	+ 21.2%	430	435	+ 1.2%
Median Sales Price*	\$140,000	\$147,000	+ 5.0%	\$137,500	\$135,000	- 1.8%
Inventory of Homes for Sale	256	194	- 24.2%	--	--	--
Months Supply of Inventory	6.2	4.7	- 24.2%	--	--	--
Cumulative Days on Market Until Sale	133	111	- 16.5%	136	116	- 14.7%
Percent of Original List Price Received*	97.1%	94.4%	- 2.8%	93.8%	94.8%	+ 1.1%
New Listings	45	50	+ 11.1%	635	604	- 4.9%

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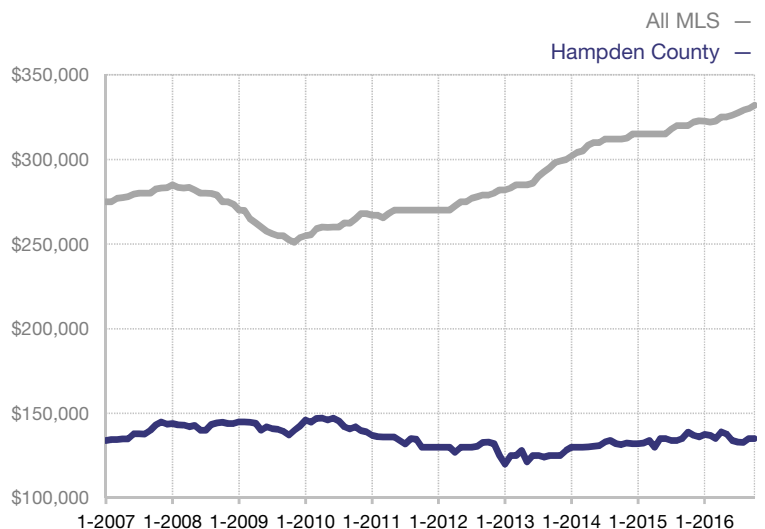
Median Sales Price – Single-Family Properties

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Hampshire County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	85	92	+ 8.2%	1,132	1,185	+ 4.7%
Closed Sales	114	84	- 26.3%	1,065	1,094	+ 2.7%
Median Sales Price*	\$248,200	\$265,000	+ 6.8%	\$260,000	\$264,450	+ 1.7%
Inventory of Homes for Sale	739	522	- 29.4%	--	--	--
Months Supply of Inventory	7.2	4.9	- 31.9%	--	--	--
Cumulative Days on Market Until Sale	116	112	- 3.4%	124	112	- 9.7%
Percent of Original List Price Received*	93.9%	92.7%	- 1.3%	94.0%	94.8%	+ 0.9%
New Listings	142	123	- 13.4%	1,813	1,659	- 8.5%

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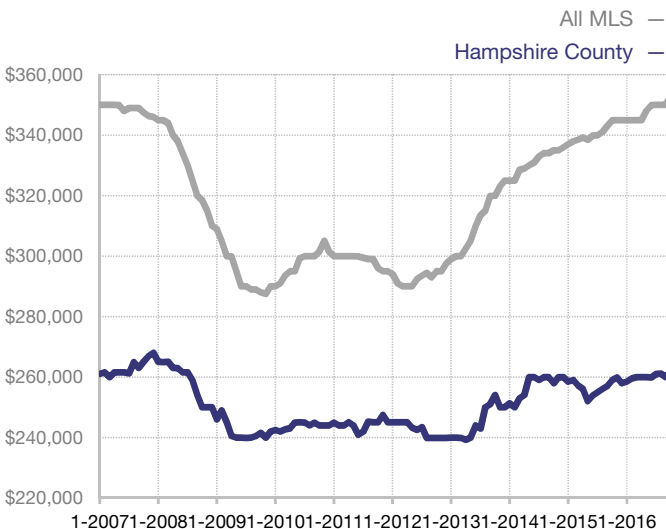
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	15	27	+ 80.0%	265	278	+ 4.9%
Closed Sales	22	21	- 4.5%	255	244	- 4.3%
Median Sales Price*	\$227,000	\$171,900	- 24.3%	\$185,000	\$182,750	- 1.2%
Inventory of Homes for Sale	187	97	- 48.1%	--	--	--
Months Supply of Inventory	7.6	4.2	- 44.7%	--	--	--
Cumulative Days on Market Until Sale	148	98	- 33.8%	143	131	- 8.4%
Percent of Original List Price Received*	97.8%	98.5%	+ 0.7%	95.2%	97.1%	+ 2.0%
New Listings	27	24	- 11.1%	404	321	- 20.5%

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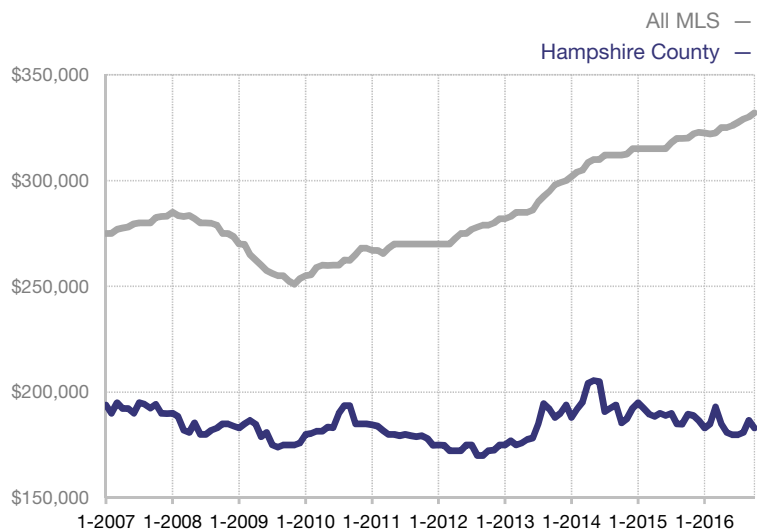
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Middlesex County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	986	963	- 2.3%	9,836	10,301	+ 4.7%
Closed Sales	892	831	- 6.8%	9,170	9,541	+ 4.0%
Median Sales Price*	\$454,950	\$470,000	+ 3.3%	\$475,000	\$492,750	+ 3.7%
Inventory of Homes for Sale	2,953	1,992	- 32.5%	--	--	--
Months Supply of Inventory	3.3	2.1	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	70	58	- 17.1%	67	64	- 4.5%
Percent of Original List Price Received*	96.7%	98.2%	+ 1.6%	98.1%	98.7%	+ 0.6%
New Listings	1,220	960	- 21.3%	13,135	12,789	- 2.6%

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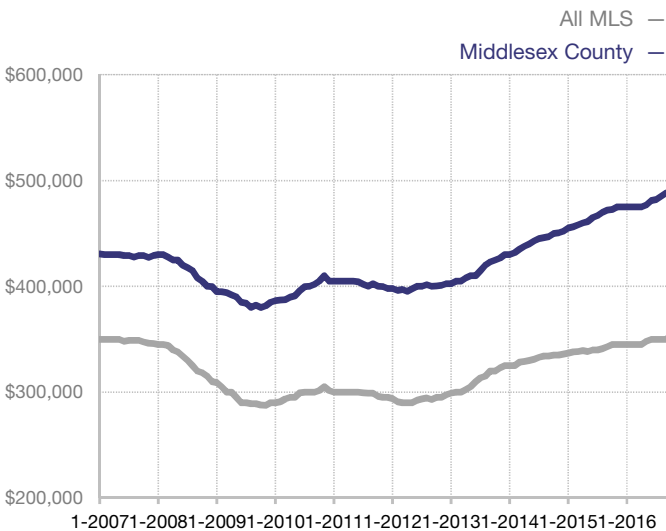
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	503	509	+ 1.2%	5,082	5,660	+ 11.4%
Closed Sales	455	477	+ 4.8%	4,705	5,296	+ 12.6%
Median Sales Price*	\$382,000	\$380,000	- 0.5%	\$377,000	\$410,000	+ 8.8%
Inventory of Homes for Sale	1,059	749	- 29.3%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	52	44	- 15.4%	56	49	- 12.5%
Percent of Original List Price Received*	100.2%	99.5%	- 0.7%	100.4%	100.6%	+ 0.2%
New Listings	580	523	- 9.8%	6,360	6,571	+ 3.3%

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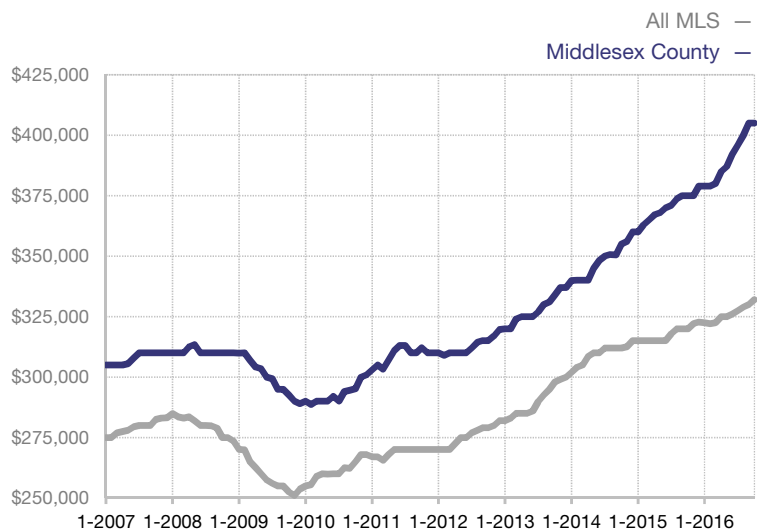
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Nantucket County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	2	1	- 50.0%	28	19	- 32.1%
Closed Sales	5	1	- 80.0%	29	19	- 34.5%
Median Sales Price*	\$1,775,000	\$1,135,250	- 36.0%	\$1,800,000	\$1,360,000	- 24.4%
Inventory of Homes for Sale	47	32	- 31.9%	--	--	--
Months Supply of Inventory	16.1	14.1	- 12.4%	--	--	--
Cumulative Days on Market Until Sale	87	21	- 75.9%	123	206	+ 67.5%
Percent of Original List Price Received*	91.9%	95.0%	+ 3.4%	94.5%	91.7%	- 3.0%
New Listings	5	5	0.0%	72	56	- 22.2%

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

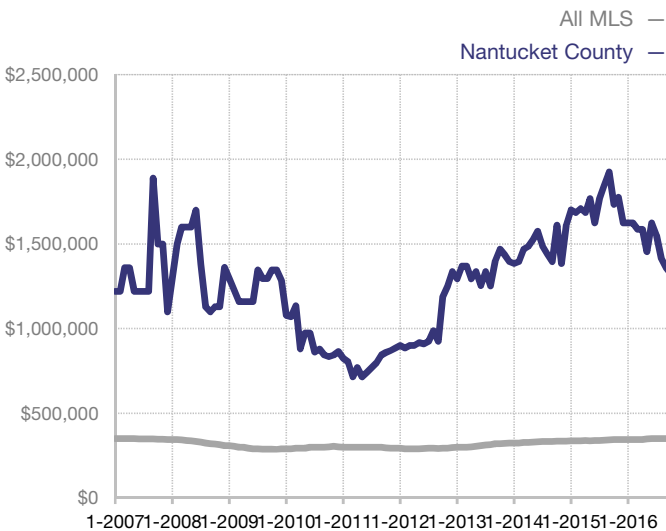
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	0	--	9	1	- 88.9%
Closed Sales	3	0	- 100.0%	9	1	- 88.9%
Median Sales Price*	\$330,000	\$0	- 100.0%	\$386,000	\$418,500	+ 8.4%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	1.3	2.0	+ 53.8%	--	--	--
Cumulative Days on Market Until Sale	92	0	- 100.0%	53	48	- 9.4%
Percent of Original List Price Received*	97.6%	0.0%	- 100.0%	96.8%	99.6%	+ 2.9%
New Listings	0	0	--	14	4	- 71.4%

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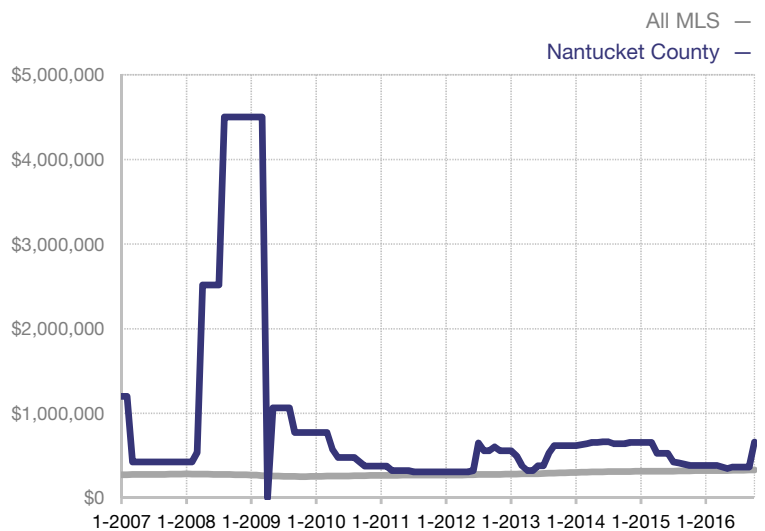
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2016

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Norfolk County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	555	595	+ 7.2%	5,460	5,669	+ 3.8%
Closed Sales	524	452	- 13.7%	5,081	5,233	+ 3.0%
Median Sales Price*	\$400,000	\$435,000	+ 8.7%	\$437,000	\$455,566	+ 4.2%
Inventory of Homes for Sale	1,905	1,408	- 26.1%	--	--	--
Months Supply of Inventory	3.8	2.7	- 28.9%	--	--	--
Cumulative Days on Market Until Sale	76	60	- 21.1%	74	71	- 4.1%
Percent of Original List Price Received*	95.8%	96.8%	+ 1.0%	97.1%	97.4%	+ 0.3%
New Listings	691	616	- 10.9%	7,514	7,414	- 1.3%

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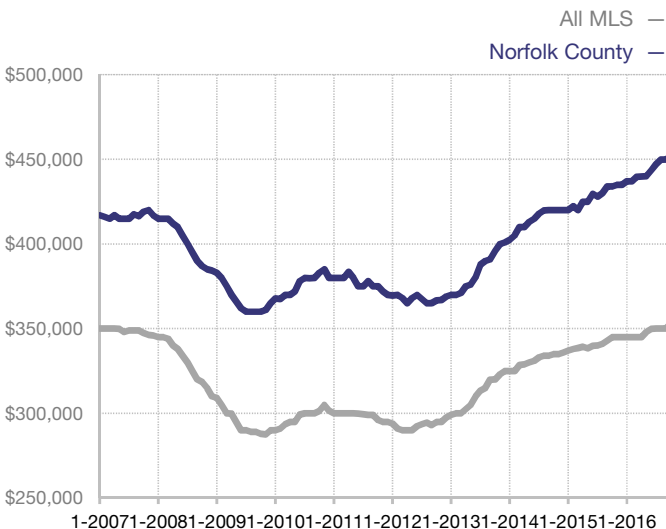
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	205	207	+ 1.0%	2,097	2,116	+ 0.9%
Closed Sales	216	169	- 21.8%	1,982	1,907	- 3.8%
Median Sales Price*	\$327,000	\$298,000	- 8.9%	\$330,000	\$320,000	- 3.0%
Inventory of Homes for Sale	500	367	- 26.6%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	59	43	- 27.1%	60	59	- 1.7%
Percent of Original List Price Received*	98.6%	99.2%	+ 0.6%	98.8%	99.0%	+ 0.2%
New Listings	230	208	- 9.6%	2,622	2,555	- 2.6%

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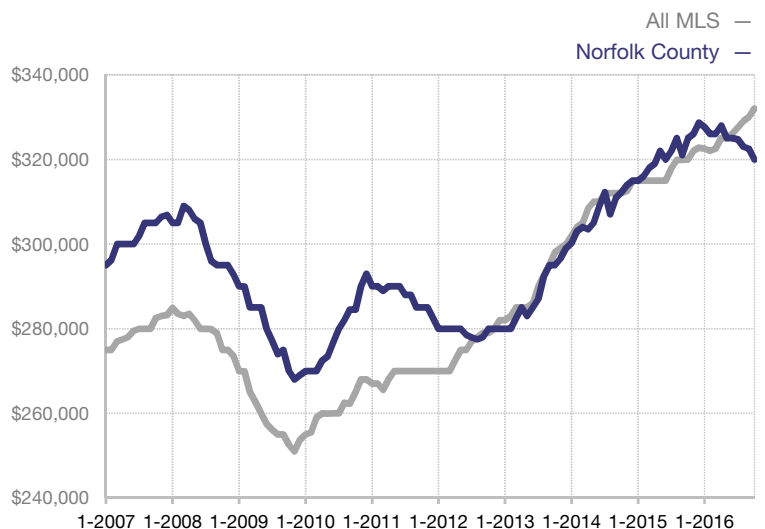
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2016

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Plymouth County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	509	591	+ 16.1%	5,042	5,763	+ 14.3%
Closed Sales	539	507	- 5.9%	4,653	5,170	+ 11.1%
Median Sales Price*	\$316,000	\$350,000	+ 10.8%	\$320,000	\$336,750	+ 5.2%
Inventory of Homes for Sale	2,498	1,670	- 33.1%	--	--	--
Months Supply of Inventory	5.5	3.3	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	94	79	- 16.0%	102	90	- 11.8%
Percent of Original List Price Received*	95.1%	96.0%	+ 0.9%	95.4%	96.3%	+ 0.9%
New Listings	695	601	- 13.5%	7,648	7,635	- 0.2%

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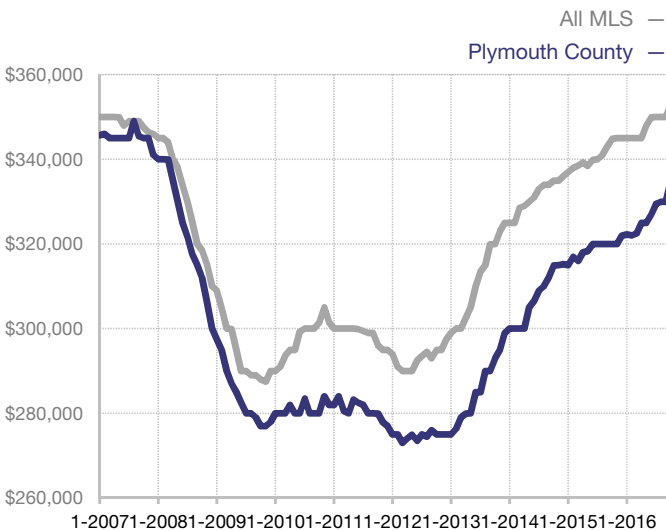
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	81	89	+ 9.9%	898	937	+ 4.3%
Closed Sales	78	72	- 7.7%	808	881	+ 9.0%
Median Sales Price*	\$250,625	\$264,900	+ 5.7%	\$245,000	\$255,000	+ 4.1%
Inventory of Homes for Sale	370	315	- 14.9%	--	--	--
Months Supply of Inventory	4.7	3.6	- 23.4%	--	--	--
Cumulative Days on Market Until Sale	93	80	- 14.0%	117	94	- 19.7%
Percent of Original List Price Received*	95.8%	98.2%	+ 2.5%	96.3%	97.2%	+ 0.9%
New Listings	99	119	+ 20.2%	1,235	1,252	+ 1.4%

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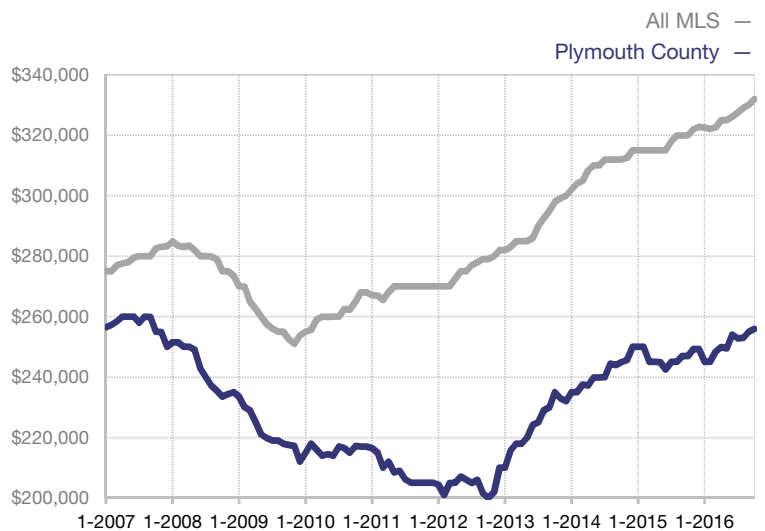
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2016

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Suffolk County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	123	128	+ 4.1%	1,159	1,248	+ 7.7%
Closed Sales	99	101	+ 2.0%	1,079	1,123	+ 4.1%
Median Sales Price*	\$435,000	\$452,000	+ 3.9%	\$426,000	\$465,000	+ 9.2%
Inventory of Homes for Sale	352	228	- 35.2%	--	--	--
Months Supply of Inventory	3.3	2.0	- 39.4%	--	--	--
Cumulative Days on Market Until Sale	54	46	- 14.8%	58	54	- 6.9%
Percent of Original List Price Received*	97.9%	98.1%	+ 0.2%	98.2%	98.8%	+ 0.6%
New Listings	163	156	- 4.3%	1,587	1,595	+ 0.5%

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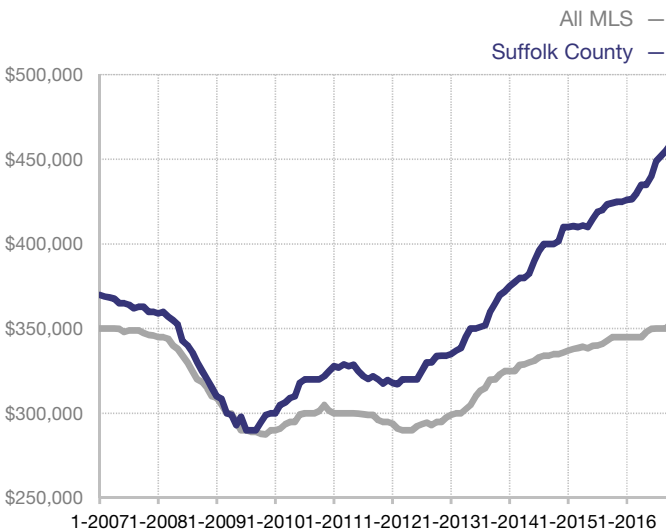
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	427	435	+ 1.9%	4,283	4,273	- 0.2%
Closed Sales	335	331	- 1.2%	3,947	3,984	+ 0.9%
Median Sales Price*	\$510,000	\$536,400	+ 5.2%	\$492,000	\$540,000	+ 9.8%
Inventory of Homes for Sale	965	752	- 22.1%	--	--	--
Months Supply of Inventory	2.5	1.9	- 24.0%	--	--	--
Cumulative Days on Market Until Sale	50	44	- 12.0%	49	48	- 2.0%
Percent of Original List Price Received*	99.1%	99.5%	+ 0.4%	99.8%	100.0%	+ 0.2%
New Listings	557	520	- 6.6%	5,502	5,397	- 1.9%

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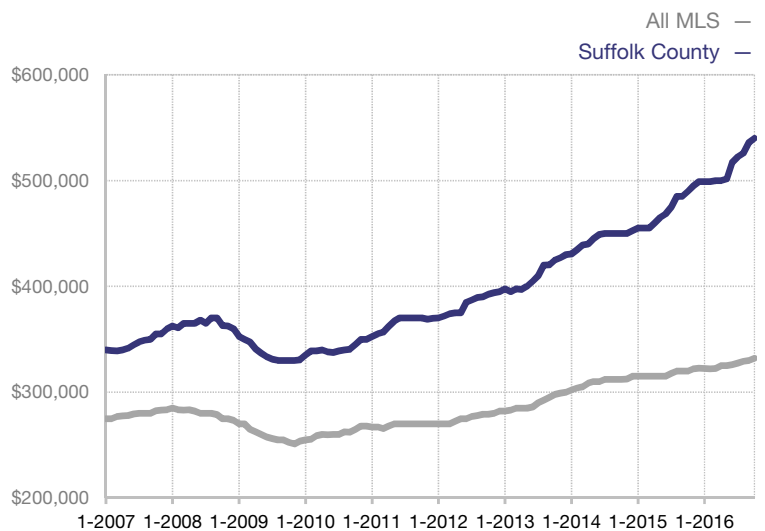
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – October 2016

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Worcester County

Single-Family Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	682	789	+ 15.7%	6,695	7,653	+ 14.3%
Closed Sales	700	686	- 2.0%	6,190	6,947	+ 12.2%
Median Sales Price*	\$243,000	\$265,000	+ 9.1%	\$246,000	\$255,000	+ 3.7%
Inventory of Homes for Sale	3,566	2,258	- 36.7%	--	--	--
Months Supply of Inventory	5.9	3.3	- 44.1%	--	--	--
Cumulative Days on Market Until Sale	100	72	- 28.0%	107	93	- 13.1%
Percent of Original List Price Received*	95.0%	96.4%	+ 1.5%	95.0%	96.2%	+ 1.3%
New Listings	919	902	- 1.8%	10,328	9,974	- 3.4%

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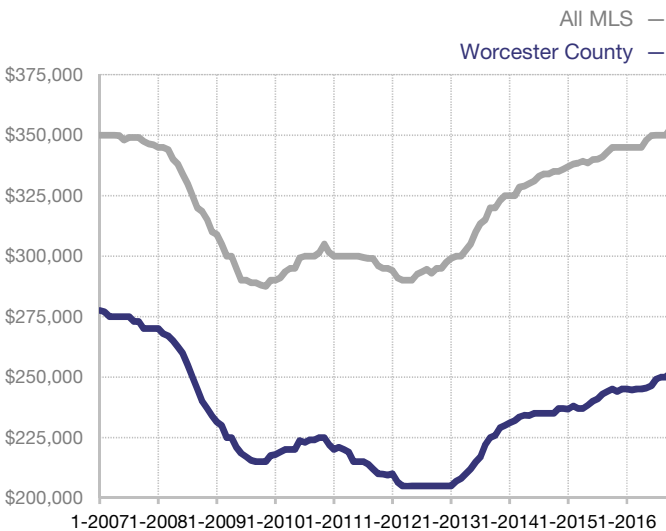
Condominium Properties

Key Metrics	October			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	129	140	+ 8.5%	1,379	1,556	+ 12.8%
Closed Sales	148	132	- 10.8%	1,292	1,415	+ 9.5%
Median Sales Price*	\$207,120	\$198,000	- 4.4%	\$199,950	\$193,500	- 3.2%
Inventory of Homes for Sale	615	411	- 33.2%	--	--	--
Months Supply of Inventory	4.9	3.0	- 38.8%	--	--	--
Cumulative Days on Market Until Sale	99	78	- 21.2%	99	91	- 8.1%
Percent of Original List Price Received*	96.4%	96.7%	+ 0.3%	96.0%	96.5%	+ 0.5%
New Listings	197	157	- 20.3%	1,978	1,961	- 0.9%

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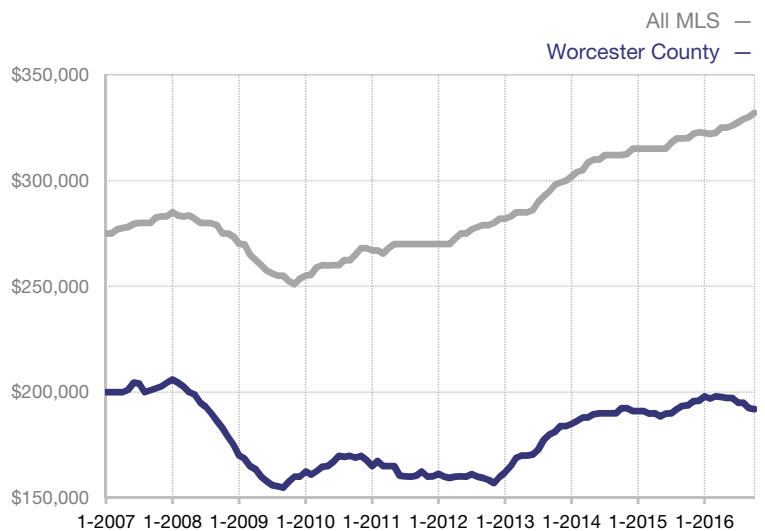
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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