

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 31.9%

Year-Over-Year
Change in
Closed Sales
All Properties

- 8.6%

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

- 24.3%

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

Single-Family Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	94	91	- 3.2%	1,211	1,279	+ 5.6%
Closed Sales	82	104	+ 26.8%	1,119	1,247	+ 11.4%
Median Sales Price*	\$200,450	\$202,600	+ 1.1%	\$190,000	\$190,000	0.0%
Inventory of Homes for Sale	1,412	1,018	- 27.9%	--	--	--
Months Supply of Inventory	13.9	8.9	- 35.5%	--	--	--
Cumulative Days on Market Until Sale	159	103	- 35.1%	134	122	- 9.0%
Percent of Original List Price Received*	87.9%	90.5%	+ 3.0%	89.6%	90.3%	+ 0.9%
New Listings	144	91	- 36.8%	2,433	2,164	- 11.1%

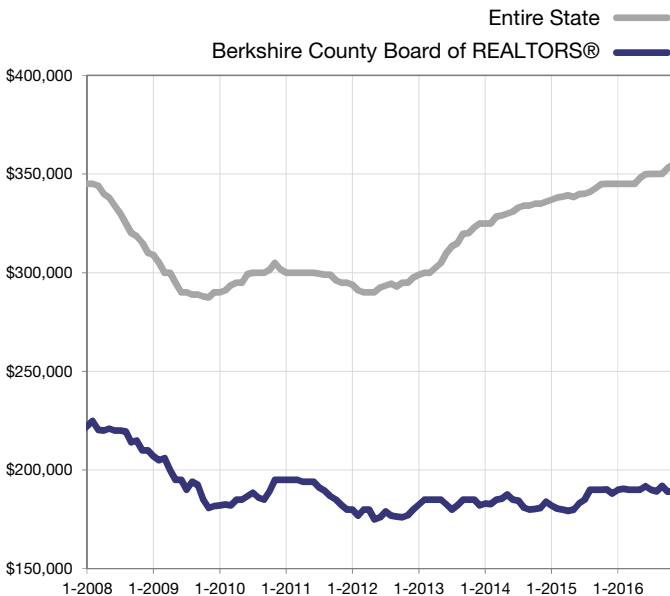
Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	14	7	- 50.0%	127	106	- 16.5%
Closed Sales	9	16	+ 77.8%	115	99	- 13.9%
Median Sales Price*	\$240,000	\$174,500	- 27.3%	\$184,000	\$170,000	- 7.6%
Inventory of Homes for Sale	147	162	+ 10.2%	--	--	--
Months Supply of Inventory	12.9	17.7	+ 36.6%	--	--	--
Cumulative Days on Market Until Sale	229	214	- 6.5%	162	158	- 2.3%
Percent of Original List Price Received*	89.8%	88.4%	- 1.6%	90.0%	90.9%	+ 1.0%
New Listings	11	15	+ 36.4%	212	248	+ 17.0%

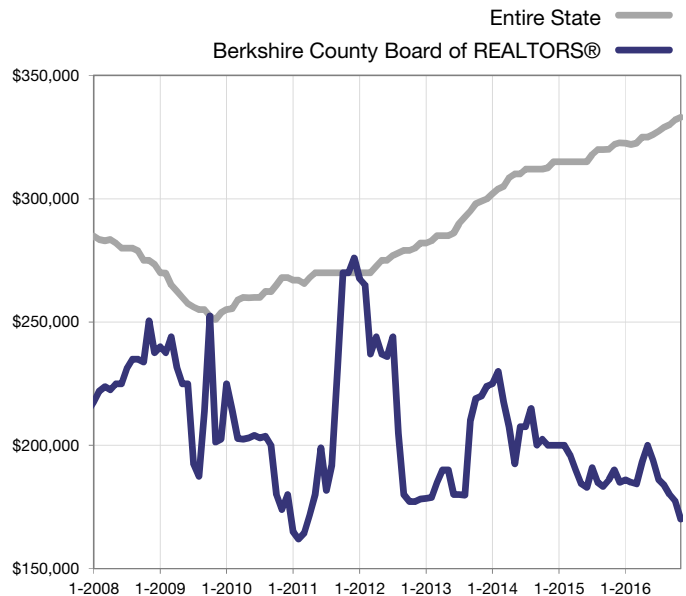
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – November 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

+ 5.2%

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

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	397	677	+ 70.5%	5,136	5,994	+ 16.7%
Closed Sales	468	517	+ 10.5%	4,880	5,468	+ 12.0%
Median Sales Price*	\$371,800	\$399,000	+ 7.3%	\$358,000	\$369,000	+ 3.1%
Inventory of Homes for Sale	4,406	2,836	- 35.6%	--	--	--
Months Supply of Inventory	10.0	5.7	- 43.1%	--	--	--
Cumulative Days on Market Until Sale	153	132	- 13.9%	156	151	- 3.4%
Percent of Original List Price Received*	92.2%	92.7%	+ 0.6%	92.5%	93.2%	+ 0.8%
New Listings	464	424	- 8.6%	9,082	8,327	- 8.3%

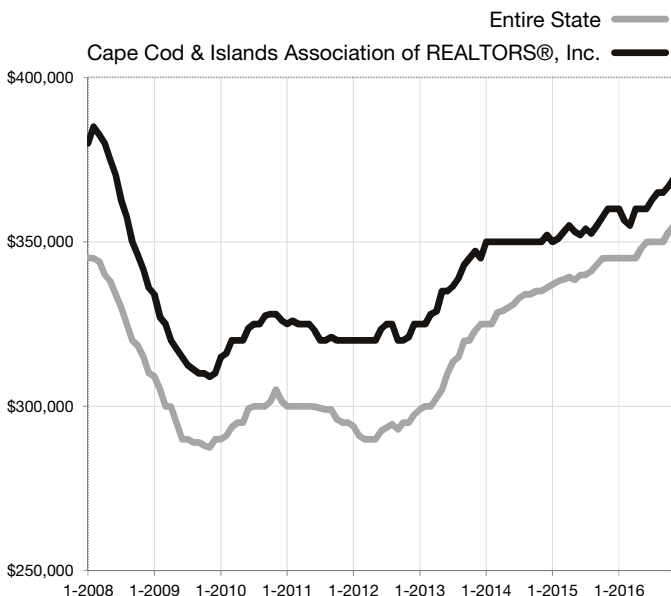
Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	86	117	+ 36.0%	1,193	1,239	+ 3.9%
Closed Sales	82	99	+ 20.7%	1,158	1,153	- 0.4%
Median Sales Price*	\$281,500	\$279,000	- 0.9%	\$249,125	\$264,000	+ 6.0%
Inventory of Homes for Sale	898	621	- 30.8%	--	--	--
Months Supply of Inventory	8.5	5.9	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	112	122	+ 9.3%	146	145	- 0.4%
Percent of Original List Price Received*	93.8%	95.0%	+ 1.3%	94.2%	94.4%	+ 0.1%
New Listings	104	101	- 2.9%	1,875	1,712	- 8.7%

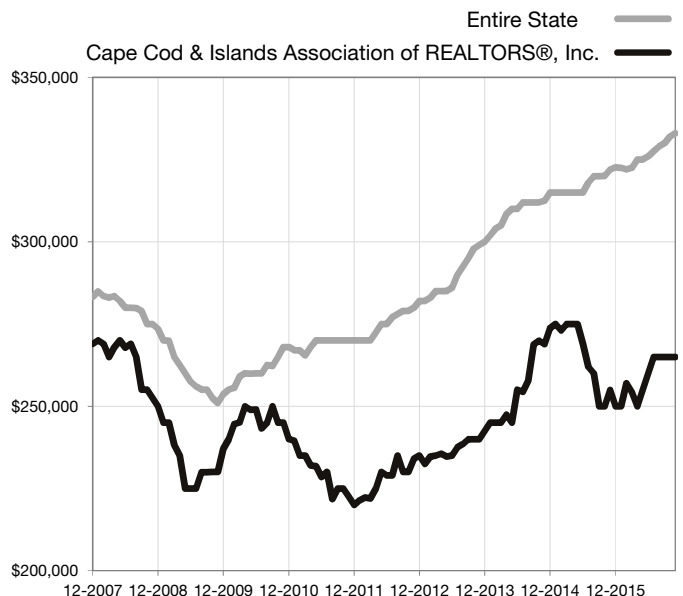
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Central Massachusetts Association of REALTORS®

+ 26.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.3%

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

- 39.1%

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

Single-Family Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	380	486	+ 27.9%	5,555	6,426	+ 15.7%
Closed Sales	415	512	+ 23.4%	5,194	5,986	+ 15.2%
Median Sales Price*	\$249,900	\$268,000	+ 7.2%	\$263,125	\$274,900	+ 4.5%
Inventory of Homes for Sale	2,393	1,444	- 39.7%	--	--	--
Months Supply of Inventory	5.1	2.7	- 47.7%	--	--	--
Cumulative Days on Market Until Sale	101	73	- 27.7%	103	91	- 12.1%
Percent of Original List Price Received*	93.9%	96.1%	+ 2.3%	95.1%	96.3%	+ 1.3%
New Listings	476	490	+ 2.9%	8,395	8,196	- 2.4%

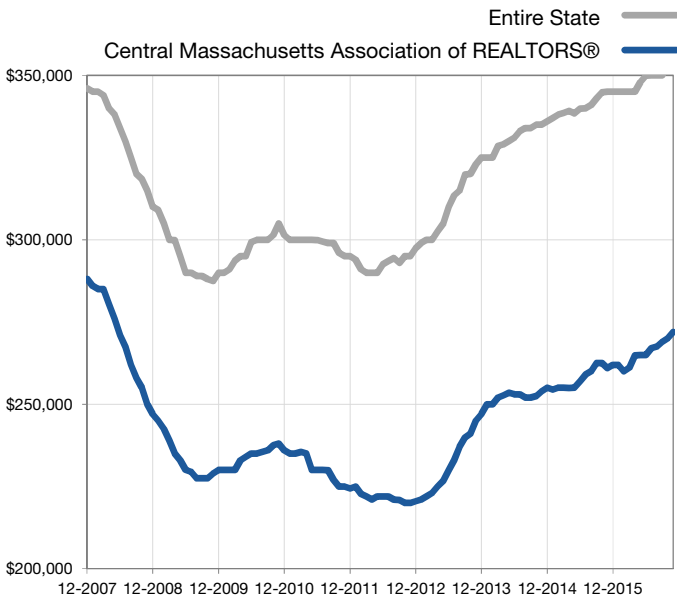
Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	102	118	+ 15.7%	1,359	1,531	+ 12.7%
Closed Sales	92	130	+ 41.3%	1,275	1,432	+ 12.3%
Median Sales Price*	\$203,500	\$211,750	+ 4.1%	\$217,500	\$209,900	- 3.5%
Inventory of Homes for Sale	489	310	- 36.6%	--	--	--
Months Supply of Inventory	4.3	2.4	- 44.0%	--	--	--
Cumulative Days on Market Until Sale	97	65	- 32.4%	94	86	- 9.0%
Percent of Original List Price Received*	95.3%	96.2%	+ 0.9%	96.2%	96.6%	+ 0.4%
New Listings	107	100	- 6.5%	1,903	1,868	- 1.8%

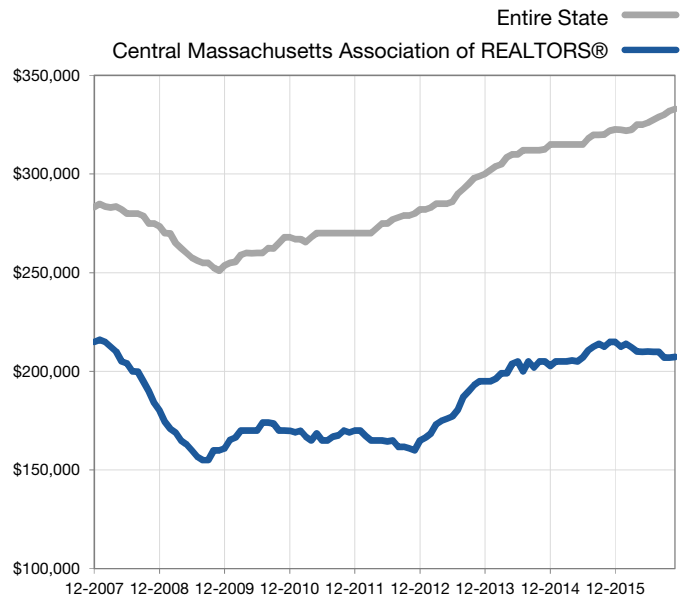
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update for November 2016

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



Greater Boston Association of REALTORS®

Single-Family Homes	November			Year to Date		
	2015	2016	Percent Change	Thru 11-2015	Thru 11-2016	Percent Change
Key Metrics						
Closed Sales	1,007	1,176	+ 16.8%	12,581	12,936	+ 2.8%
Median Sales Price*	\$517,000	\$524,500	+ 1.5%	\$518,000	\$540,000	+ 4.2%
Inventory of Homes for Sale	3,145	2,190	- 30.4%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--
Days on Market Until Sale	61	51	- 16.4%	62	59	- 4.8%
Percent of Original List Price Received*	97.4%	98.2%	+ 0.8%	98.1%	98.4%	+ 0.3%
New Listings	877	842	- 4.0%	17,563	17,027	- 3.1%
Pending Sales	950	998	+ 5.1%	13,360	13,559	+ 1.5%

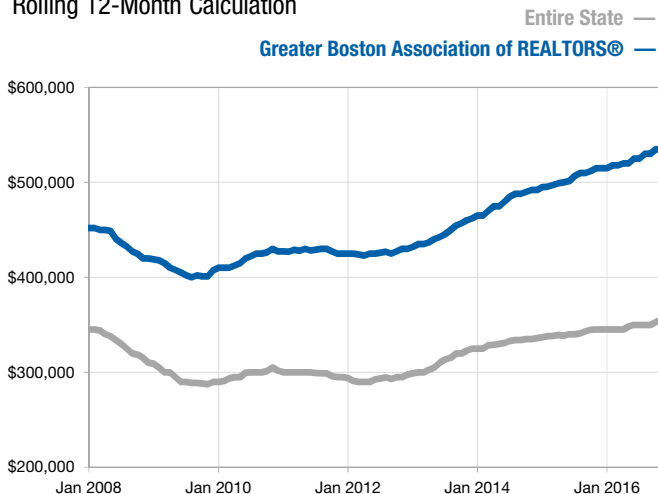
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condominiums	November			Year to Date		
	2015	2016	Percent Change	Thru 11-2015	Thru 11-2016	Percent Change
Key Metrics						
Closed Sales	775	831	+ 7.2%	9,729	10,228	+ 5.1%
Median Sales Price*	\$450,455	\$496,500	+ 10.2%	\$450,000	\$490,000	+ 8.9%
Inventory of Homes for Sale	1,815	1,318	- 27.4%	--	--	--
Months Supply of Inventory	2.1	1.4	- 33.3%	--	--	--
Days on Market Until Sale	56	40	- 28.6%	49	46	- 6.1%
Percent of Original List Price Received*	99.3%	99.7%	+ 0.4%	100.2%	100.4%	+ 0.2%
New Listings	760	740	- 2.6%	12,963	12,982	+ 0.1%
Pending Sales	722	790	+ 9.4%	10,382	10,791	+ 3.9%

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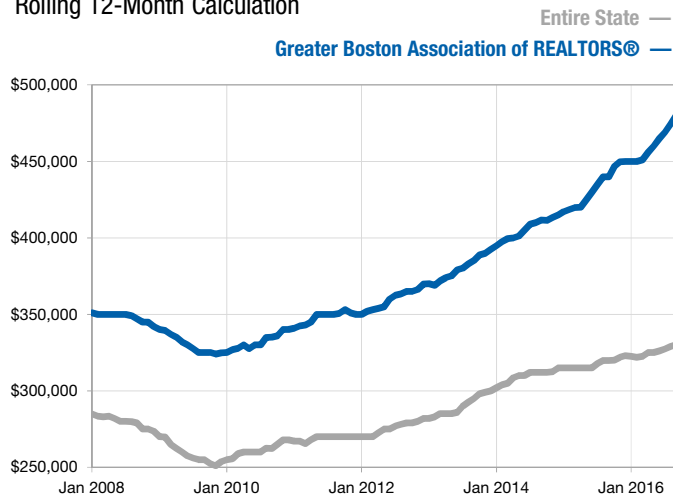
Median Sales Price - Single-Family Homes

Rolling 12-Month Calculation



Median Sales Price - Condominiums

Rolling 12-Month Calculation



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Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

+ 38.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 11.1%

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

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	62	86	+ 38.7%	911	1,065	+ 16.9%
Closed Sales	67	93	+ 38.8%	858	996	+ 16.1%
Median Sales Price*	\$235,000	\$269,900	+ 14.9%	\$238,000	\$255,000	+ 7.1%
Inventory of Homes for Sale	543	361	- 33.5%	--	--	--
Months Supply of Inventory	7.0	4.0	- 43.2%	--	--	--
Cumulative Days on Market Until Sale	101	77	- 23.9%	117	105	- 10.0%
Percent of Original List Price Received*	92.7%	96.2%	+ 3.8%	93.8%	95.1%	+ 1.3%
New Listings	98	92	- 6.1%	1,475	1,371	- 7.1%

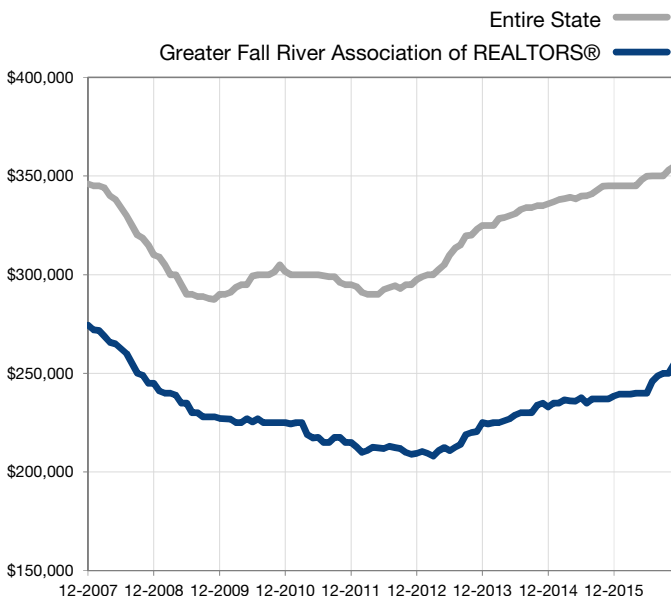
Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	6	10	+ 66.7%	71	111	+ 56.3%
Closed Sales	6	8	+ 33.3%	67	99	+ 47.8%
Median Sales Price*	\$124,500	\$155,000	+ 24.5%	\$110,000	\$126,900	+ 15.4%
Inventory of Homes for Sale	73	52	- 28.8%	--	--	--
Months Supply of Inventory	11.7	5.6	- 51.9%	--	--	--
Cumulative Days on Market Until Sale	190	47	- 75.1%	136	131	- 3.5%
Percent of Original List Price Received*	95.7%	94.5%	- 1.3%	89.6%	91.7%	+ 2.3%
New Listings	7	14	+ 100.0%	163	167	+ 2.5%

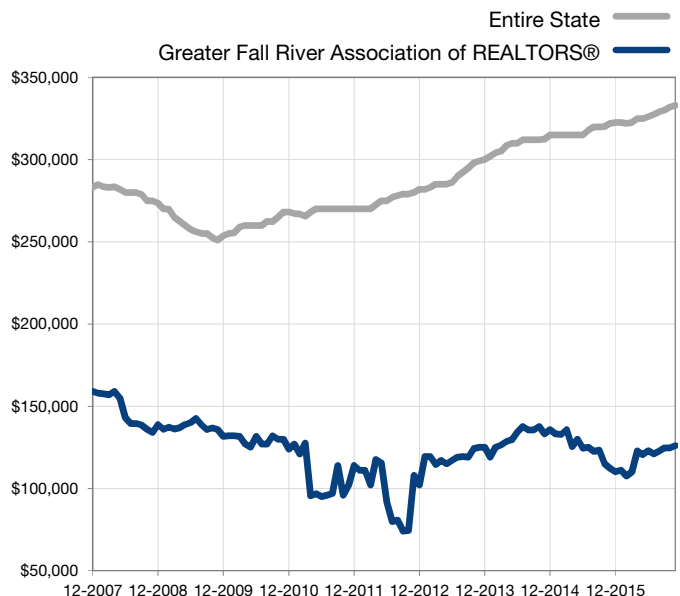
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

+ 14.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.6%

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

- 31.3%

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

Single-Family Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	43	62	+ 44.2%	688	743	+ 8.0%
Closed Sales	58	56	- 3.4%	635	678	+ 6.8%
Median Sales Price*	\$424,889	\$458,450	+ 7.9%	\$420,000	\$428,900	+ 2.1%
Inventory of Homes for Sale	263	184	- 30.0%	--	--	--
Months Supply of Inventory	4.6	3.0	- 35.4%	--	--	--
Cumulative Days on Market Until Sale	87	78	- 10.2%	97	91	- 5.9%
Percent of Original List Price Received*	95.8%	95.5%	- 0.3%	95.4%	95.2%	- 0.3%
New Listings	48	50	+ 4.2%	1,090	1,054	- 3.3%

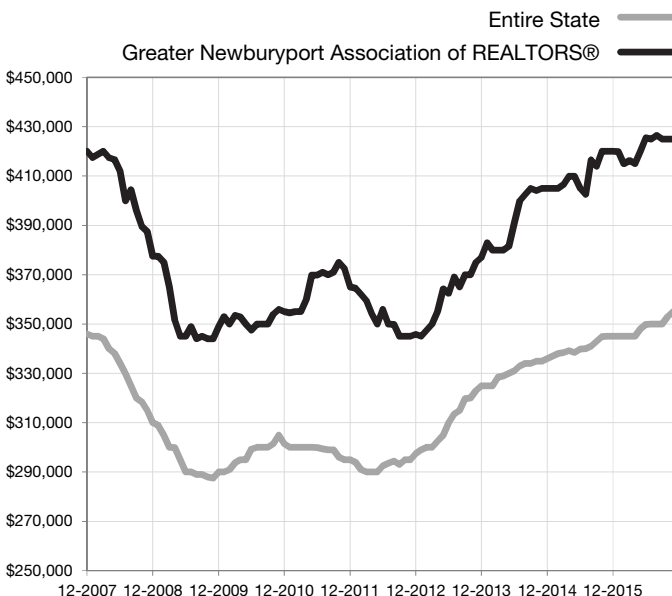
Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	40	23	- 42.5%	415	390	- 6.0%
Closed Sales	27	41	+ 51.9%	380	378	- 0.5%
Median Sales Price*	\$272,000	\$314,900	+ 15.8%	\$299,950	\$306,500	+ 2.2%
Inventory of Homes for Sale	124	82	- 33.9%	--	--	--
Months Supply of Inventory	3.5	2.3	- 33.9%	--	--	--
Cumulative Days on Market Until Sale	93	81	- 13.4%	93	82	- 12.1%
Percent of Original List Price Received*	97.0%	97.6%	+ 0.7%	96.8%	97.4%	+ 0.6%
New Listings	36	33	- 8.3%	560	496	- 11.4%

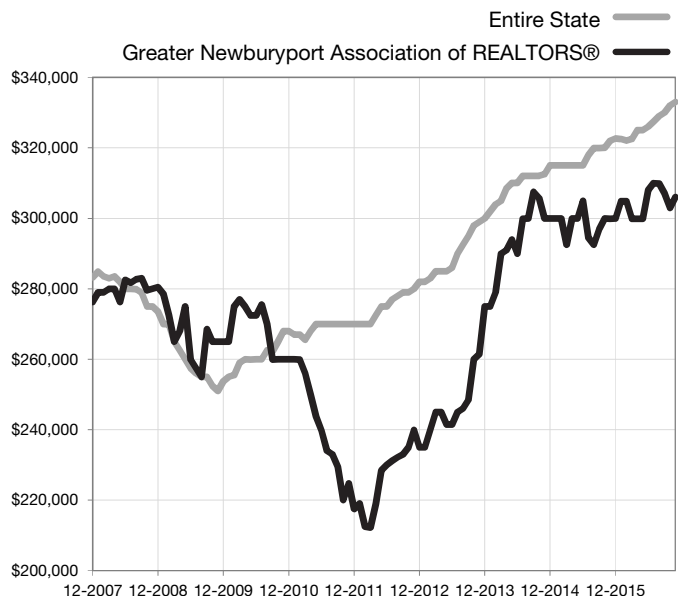
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts
Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

+ 28.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.9%

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

- 33.4%

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

Single-Family Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	199	231	+ 16.1%	2,498	2,766	+ 10.7%
Closed Sales	188	254	+ 35.1%	2,324	2,583	+ 11.1%
Median Sales Price*	\$210,000	\$225,000	+ 7.1%	\$224,000	\$237,000	+ 5.8%
Inventory of Homes for Sale	1,143	762	- 33.3%	--	--	--
Months Supply of Inventory	5.5	3.2	- 40.9%	--	--	--
Cumulative Days on Market Until Sale	112	78	- 30.3%	114	94	- 17.1%
Percent of Original List Price Received*	93.6%	95.7%	+ 2.3%	94.5%	96.2%	+ 1.8%
New Listings	226	240	+ 6.2%	3,759	3,632	- 3.4%

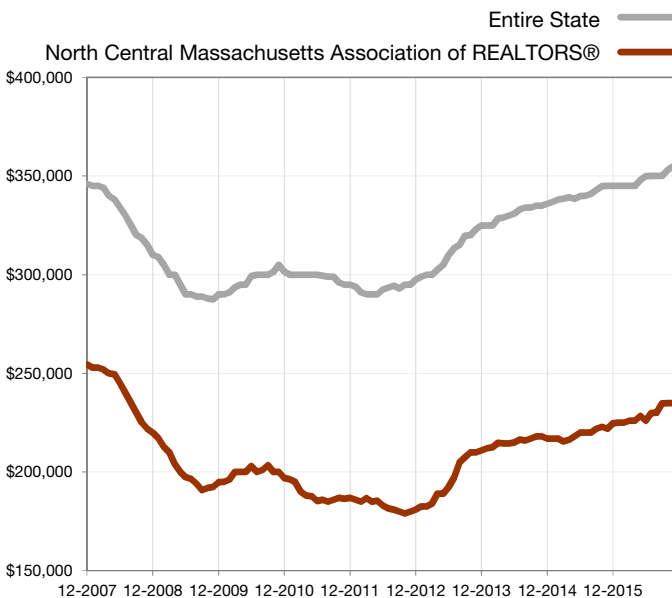
Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	20	35	+ 75.0%	337	384	+ 13.9%
Closed Sales	30	27	- 10.0%	327	346	+ 5.8%
Median Sales Price*	\$165,000	\$186,000	+ 12.7%	\$155,000	\$160,000	+ 3.2%
Inventory of Homes for Sale	156	103	- 34.0%	--	--	--
Months Supply of Inventory	5.3	3.3	- 37.3%	--	--	--
Cumulative Days on Market Until Sale	141	69	- 51.4%	117	100	- 14.6%
Percent of Original List Price Received*	93.5%	97.6%	+ 4.3%	95.6%	96.6%	+ 1.0%
New Listings	29	35	+ 20.7%	484	493	+ 1.9%

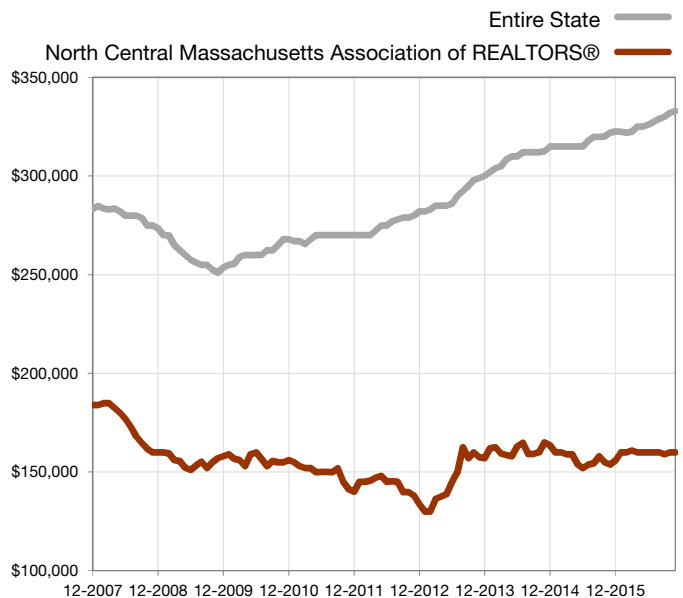
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 11.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 3.2%

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

- 33.5%

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

Single-Family Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	286	327	+ 14.3%	3,913	4,023	+ 2.8%
Closed Sales	330	354	+ 7.3%	3,662	3,748	+ 2.3%
Median Sales Price*	\$383,500	\$398,000	+ 3.8%	\$379,250	\$395,000	+ 4.2%
Inventory of Homes for Sale	1,071	734	- 31.5%	--	--	--
Months Supply of Inventory	3.2	2.1	- 34.0%	--	--	--
Cumulative Days on Market Until Sale	74	59	- 19.9%	82	75	- 8.5%
Percent of Original List Price Received*	96.2%	97.0%	+ 0.8%	96.4%	97.4%	+ 1.0%
New Listings	274	307	+ 12.0%	5,253	4,994	- 4.9%

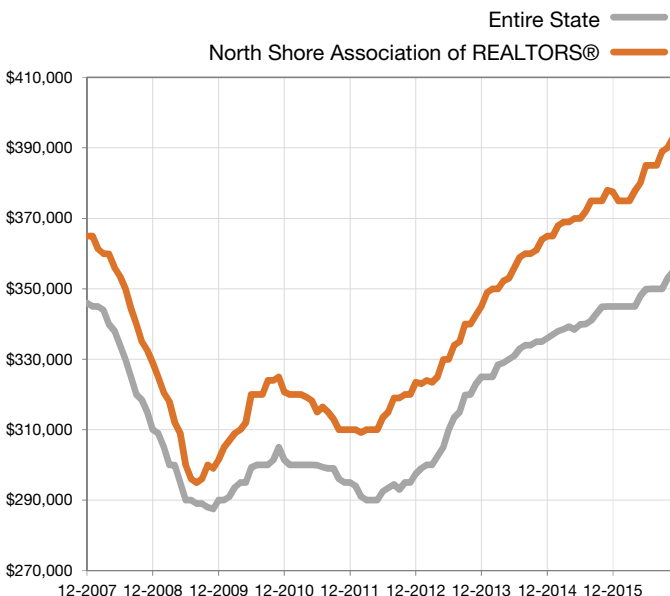
Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	123	168	+ 36.6%	1,754	1,844	+ 5.1%
Closed Sales	135	163	+ 20.7%	1,620	1,723	+ 6.4%
Median Sales Price*	\$244,000	\$262,500	+ 7.6%	\$247,000	\$259,900	+ 5.2%
Inventory of Homes for Sale	449	277	- 38.3%	--	--	--
Months Supply of Inventory	3.1	1.8	- 42.3%	--	--	--
Cumulative Days on Market Until Sale	73	61	- 16.7%	82	75	- 8.2%
Percent of Original List Price Received*	96.2%	97.7%	+ 1.6%	96.5%	97.4%	+ 1.0%
New Listings	112	147	+ 31.3%	2,272	2,155	- 5.1%

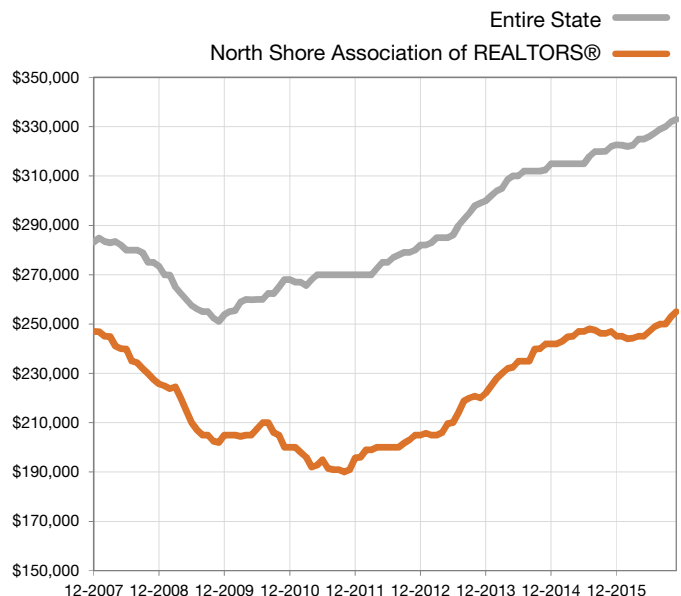
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 28.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.6%

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

- 38.7%

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

Single-Family Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	260	283	+ 8.8%	3,542	3,884	+ 9.7%
Closed Sales	254	329	+ 29.5%	3,319	3,692	+ 11.2%
Median Sales Price*	\$346,000	\$368,000	+ 6.4%	\$365,000	\$377,000	+ 3.3%
Inventory of Homes for Sale	977	593	- 39.3%	--	--	--
Months Supply of Inventory	3.3	1.8	- 45.7%	--	--	--
Cumulative Days on Market Until Sale	84	57	- 32.1%	79	70	- 11.9%
Percent of Original List Price Received*	96.7%	97.4%	+ 0.7%	96.8%	97.8%	+ 1.1%
New Listings	273	269	- 1.5%	4,816	4,687	- 2.7%

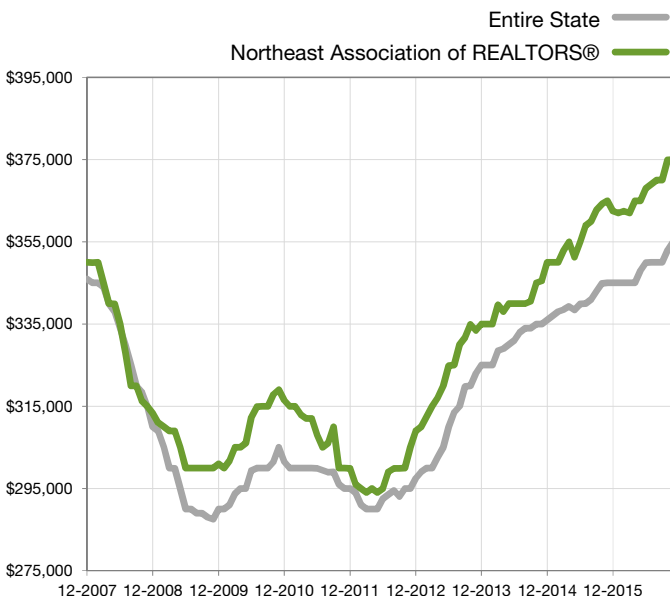
Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	106	134	+ 26.4%	1,417	1,598	+ 12.8%
Closed Sales	101	127	+ 25.7%	1,345	1,508	+ 12.1%
Median Sales Price*	\$229,000	\$244,000	+ 6.6%	\$217,500	\$221,862	+ 2.0%
Inventory of Homes for Sale	329	208	- 36.8%	--	--	--
Months Supply of Inventory	2.7	1.5	- 43.7%	--	--	--
Cumulative Days on Market Until Sale	60	48	- 20.7%	75	61	- 18.5%
Percent of Original List Price Received*	97.7%	97.4%	- 0.3%	97.5%	97.8%	+ 0.3%
New Listings	128	115	- 10.2%	1,786	1,850	+ 3.6%

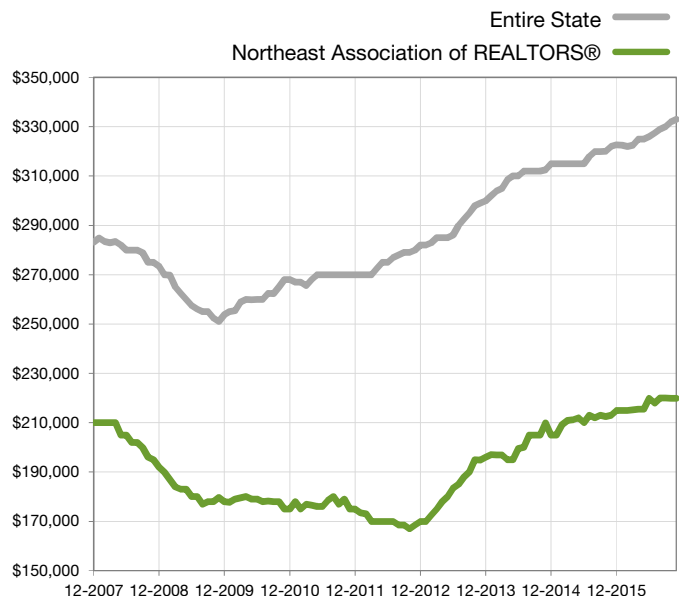
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Plymouth and South Shore Association of REALTORS®

+ 20.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.6%

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

- 28.4%

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

Single-Family Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	364	436	+ 19.8%	5,386	5,856	+ 8.7%
Closed Sales	403	514	+ 27.5%	5,034	5,465	+ 8.6%
Median Sales Price*	\$370,000	\$405,000	+ 9.5%	\$367,450	\$387,000	+ 5.3%
Inventory of Homes for Sale	1,857	1,265	- 31.9%	--	--	--
Months Supply of Inventory	4.1	2.5	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	92	68	- 26.7%	91	80	- 11.9%
Percent of Original List Price Received*	94.7%	96.6%	+ 2.0%	95.8%	96.7%	+ 0.9%
New Listings	409	420	+ 2.7%	7,694	7,693	- 0.0%

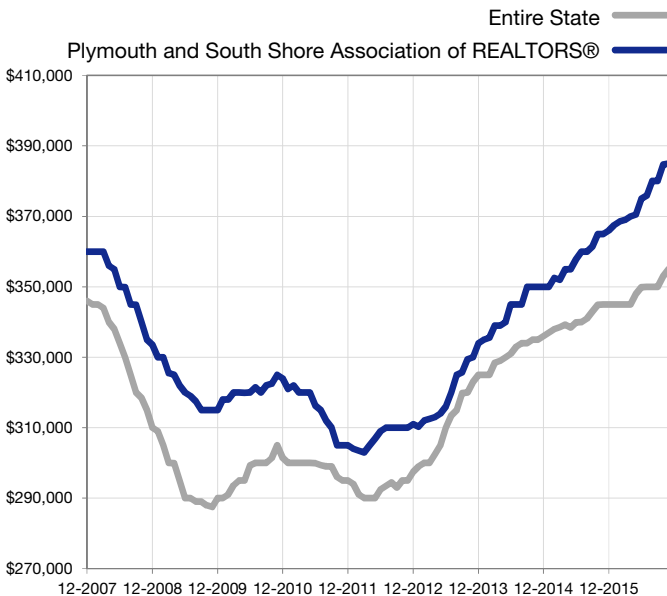
Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	125	113	- 9.6%	1,653	1,650	- 0.2%
Closed Sales	152	154	+ 1.3%	1,525	1,565	+ 2.6%
Median Sales Price*	\$288,725	\$293,500	+ 1.7%	\$264,000	\$274,000	+ 3.8%
Inventory of Homes for Sale	415	362	- 12.8%	--	--	--
Months Supply of Inventory	3.0	2.5	- 16.9%	--	--	--
Cumulative Days on Market Until Sale	68	68	- 0.5%	87	77	- 11.2%
Percent of Original List Price Received*	97.8%	98.1%	+ 0.3%	97.2%	97.9%	+ 0.8%
New Listings	117	135	+ 15.4%	2,096	2,102	+ 0.3%

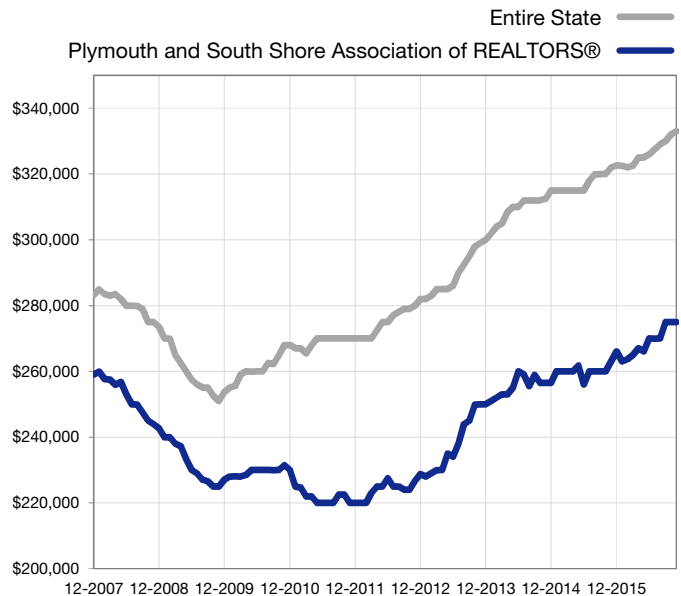
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 35.2%

Year-Over-Year
Change in
Closed Sales
All Properties

- 2.8%

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

- 34.5%

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

Single-Family Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	346	442	+ 27.7%	5,041	5,750	+ 14.1%
Closed Sales	367	489	+ 33.2%	4,773	5,377	+ 12.7%
Median Sales Price*	\$193,000	\$187,498	- 2.9%	\$199,000	\$199,000	0.0%
Inventory of Homes for Sale	2,837	1,863	- 34.3%	--	--	--
Months Supply of Inventory	6.6	3.8	- 41.4%	--	--	--
Cumulative Days on Market Until Sale	108	92	- 15.0%	117	105	- 10.6%
Percent of Original List Price Received*	93.1%	94.3%	+ 1.3%	93.7%	94.4%	+ 0.7%
New Listings	483	497	+ 2.9%	8,198	7,714	- 5.9%

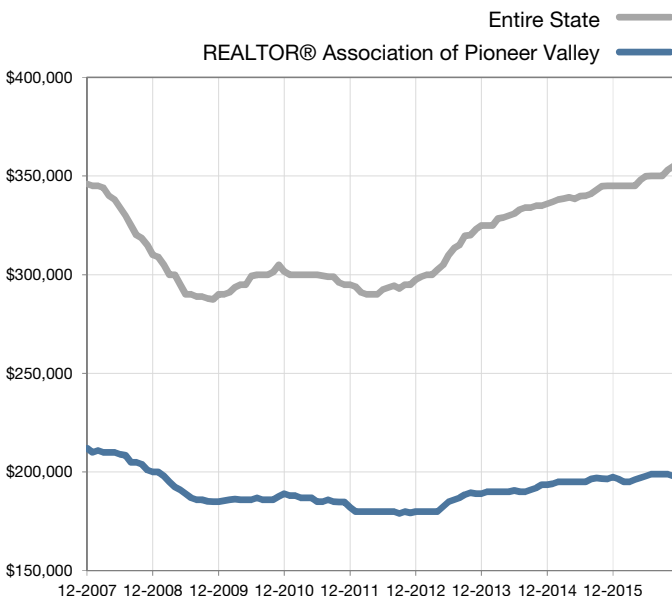
Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	49	71	+ 44.9%	795	830	+ 4.4%
Closed Sales	45	68	+ 51.1%	775	786	+ 1.4%
Median Sales Price*	\$145,000	\$150,000	+ 3.4%	\$155,500	\$150,500	- 3.2%
Inventory of Homes for Sale	443	287	- 35.2%	--	--	--
Months Supply of Inventory	6.5	4.1	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	152	102	- 32.9%	140	121	- 13.1%
Percent of Original List Price Received*	93.5%	98.0%	+ 4.7%	94.5%	95.8%	+ 1.4%
New Listings	73	73	0.0%	1,173	1,041	- 11.3%

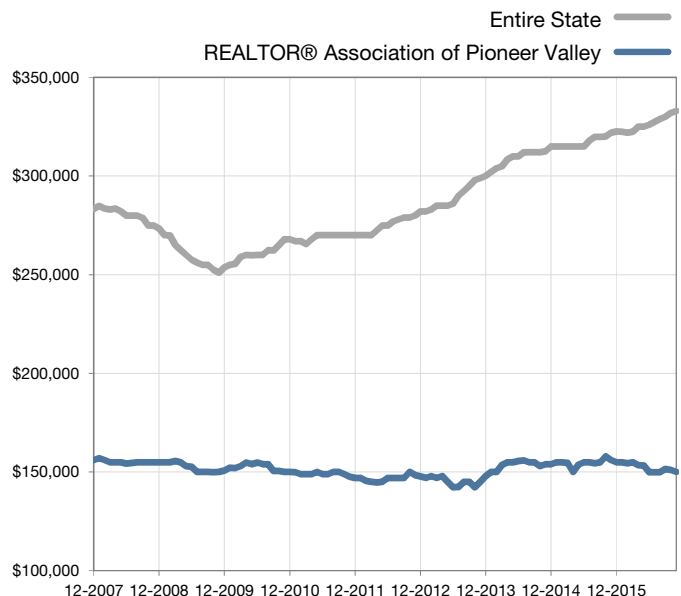
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTORS® Association of Southeastern Massachusetts

+ 15.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.9%

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

- 39.7%

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

Single-Family Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	322	392	+ 21.7%	4,211	4,962	+ 17.8%
Closed Sales	355	400	+ 12.7%	3,972	4,581	+ 15.3%
Median Sales Price*	\$262,000	\$292,500	+ 11.6%	\$268,000	\$282,000	+ 5.2%
Inventory of Homes for Sale	1,843	1,118	- 39.3%	--	--	--
Months Supply of Inventory	5.1	2.7	- 47.6%	--	--	--
Cumulative Days on Market Until Sale	91	72	- 20.7%	100	86	- 14.0%
Percent of Original List Price Received*	94.3%	97.0%	+ 2.9%	95.4%	96.7%	+ 1.3%
New Listings	409	372	- 9.0%	6,135	6,231	+ 1.6%

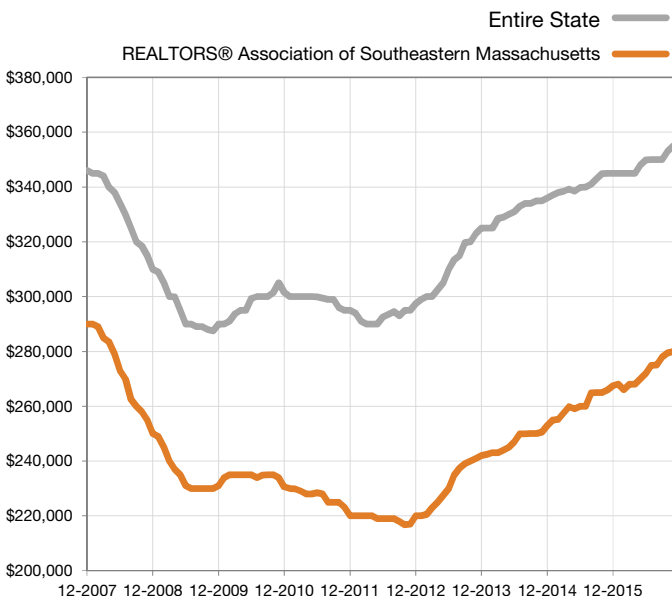
Condominium Properties

	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	55	65	+ 18.2%	687	782	+ 13.8%
Closed Sales	51	70	+ 37.3%	644	766	+ 18.9%
Median Sales Price*	\$185,000	\$202,500	+ 9.5%	\$190,000	\$196,000	+ 3.2%
Inventory of Homes for Sale	253	146	- 42.3%	--	--	--
Months Supply of Inventory	4.4	2.1	- 51.5%	--	--	--
Cumulative Days on Market Until Sale	77	60	- 21.2%	97	89	- 8.8%
Percent of Original List Price Received*	95.8%	96.1%	+ 0.3%	96.2%	96.3%	+ 0.1%
New Listings	46	60	+ 30.4%	943	957	+ 1.5%

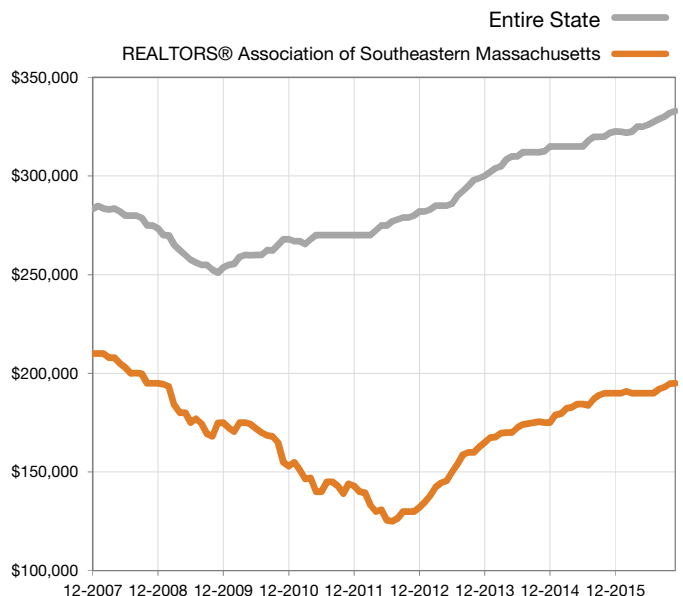
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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