

# Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Barnstable County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	354	<b>619</b>	+ 74.9%	4,457	<b>5,316</b>	+ 19.3%
Closed Sales	396	<b>457</b>	+ 15.4%	4,242	<b>4,831</b>	+ 13.9%
Median Sales Price*	\$375,000	<b>\$399,000</b>	+ 6.4%	\$365,000	<b>\$374,000</b>	+ 2.5%
Inventory of Homes for Sale	3,833	<b>2,468</b>	- 35.6%	--	--	--
Months Supply of Inventory	10.0	<b>5.6</b>	- 44.0%	--	--	--
Cumulative Days on Market Until Sale	157	<b>131</b>	- 16.6%	159	<b>154</b>	- 3.1%
Percent of Original List Price Received*	91.8%	<b>92.4%</b>	+ 0.7%	92.5%	<b>93.2%</b>	+ 0.8%
New Listings	412	<b>376</b>	- 8.7%	7,820	<b>7,270</b>	- 7.0%

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

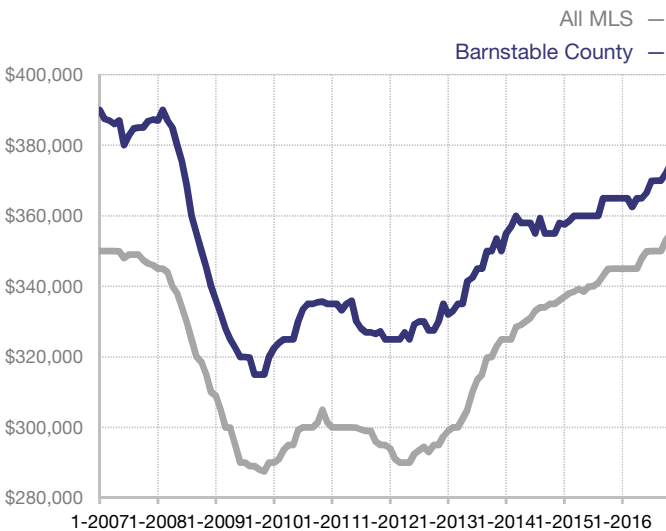
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	85	<b>113</b>	+ 32.9%	1,144	<b>1,182</b>	+ 3.3%
Closed Sales	80	<b>91</b>	+ 13.8%	1,111	<b>1,098</b>	- 1.2%
Median Sales Price*	\$293,250	<b>\$299,900</b>	+ 2.3%	\$249,000	<b>\$268,000</b>	+ 7.6%
Inventory of Homes for Sale	859	<b>598</b>	- 30.4%	--	--	--
Months Supply of Inventory	8.5	<b>6.0</b>	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	113	<b>128</b>	+ 13.3%	145	<b>148</b>	+ 2.1%
Percent of Original List Price Received*	93.9%	<b>94.4%</b>	+ 0.5%	94.3%	<b>94.3%</b>	0.0%
New Listings	98	<b>97</b>	- 1.0%	1,785	<b>1,630</b>	- 8.7%

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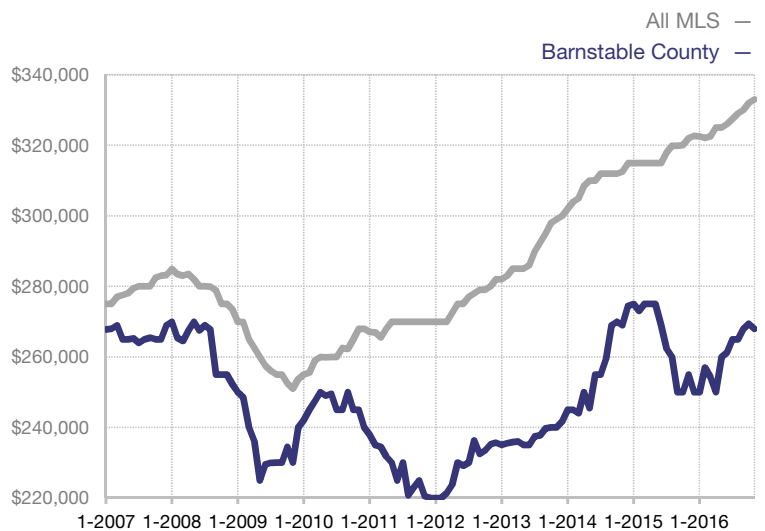
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Berkshire County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	94	<b>91</b>	- 3.2%	1,211	<b>1,279</b>	+ 5.6%
Closed Sales	82	<b>104</b>	+ 26.8%	1,119	<b>1,247</b>	+ 11.4%
Median Sales Price*	\$200,450	<b>\$202,600</b>	+ 1.1%	\$190,000	<b>\$190,000</b>	0.0%
Inventory of Homes for Sale	1,412	<b>1,018</b>	- 27.9%	--	--	--
Months Supply of Inventory	13.9	<b>8.9</b>	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	159	<b>103</b>	- 35.2%	134	<b>122</b>	- 9.0%
Percent of Original List Price Received*	87.9%	<b>90.5%</b>	+ 3.0%	89.6%	<b>90.3%</b>	+ 0.8%
New Listings	144	<b>91</b>	- 36.8%	2,433	<b>2,164</b>	- 11.1%

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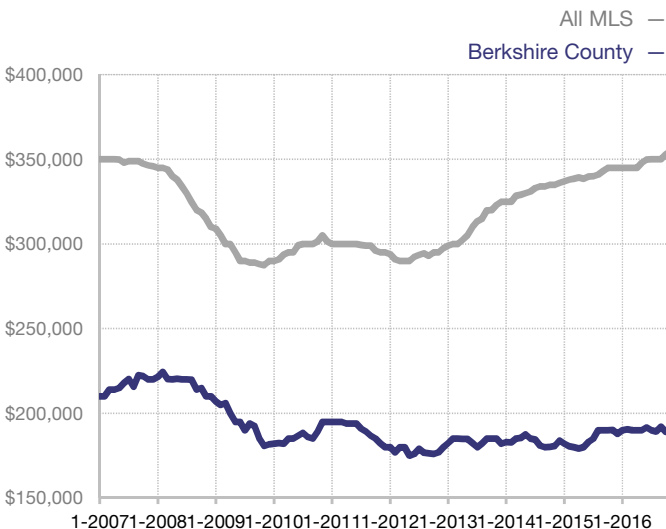
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	14	<b>7</b>	- 50.0%	127	<b>106</b>	- 16.5%
Closed Sales	9	<b>16</b>	+ 77.8%	115	<b>99</b>	- 13.9%
Median Sales Price*	\$240,000	<b>\$174,500</b>	- 27.3%	\$184,000	<b>\$170,000</b>	- 7.6%
Inventory of Homes for Sale	147	<b>162</b>	+ 10.2%	--	--	--
Months Supply of Inventory	12.9	<b>17.7</b>	+ 37.2%	--	--	--
Cumulative Days on Market Until Sale	229	<b>214</b>	- 6.6%	162	<b>158</b>	- 2.5%
Percent of Original List Price Received*	89.8%	<b>88.4%</b>	- 1.6%	90.0%	<b>90.9%</b>	+ 1.0%
New Listings	11	<b>15</b>	+ 36.4%	212	<b>248</b>	+ 17.0%

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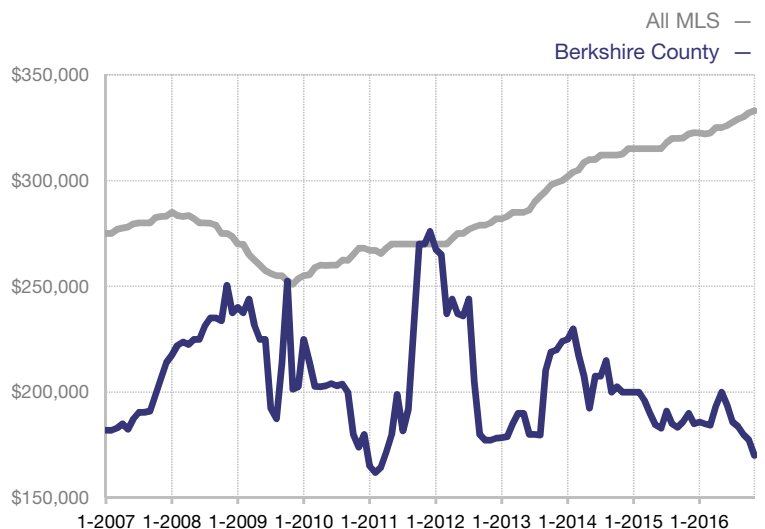
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Bristol County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	294	<b>347</b>	+ 18.0%	4,078	<b>4,656</b>	+ 14.2%
Closed Sales	336	<b>372</b>	+ 10.7%	3,860	<b>4,347</b>	+ 12.6%
Median Sales Price*	\$264,200	<b>\$300,000</b>	+ 13.6%	\$269,000	<b>\$285,000</b>	+ 5.9%
Inventory of Homes for Sale	1,867	<b>1,160</b>	- 37.9%	--	--	--
Months Supply of Inventory	5.3	<b>2.9</b>	- 45.3%	--	--	--
Cumulative Days on Market Until Sale	91	<b>71</b>	- 22.0%	103	<b>90</b>	- 12.6%
Percent of Original List Price Received*	94.4%	<b>97.1%</b>	+ 2.9%	94.9%	<b>96.3%</b>	+ 1.5%
New Listings	384	<b>347</b>	- 9.6%	6,013	<b>5,873</b>	- 2.3%

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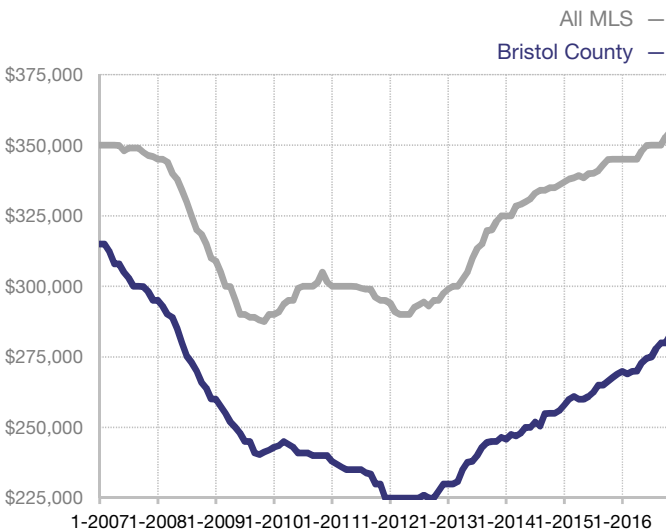
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	50	<b>71</b>	+ 42.0%	680	<b>824</b>	+ 21.2%
Closed Sales	52	<b>70</b>	+ 34.6%	637	<b>791</b>	+ 24.2%
Median Sales Price*	\$201,000	<b>\$182,500</b>	- 9.2%	\$186,000	<b>\$190,000</b>	+ 2.2%
Inventory of Homes for Sale	291	<b>163</b>	- 44.0%	--	--	--
Months Supply of Inventory	5.0	<b>2.3</b>	- 54.0%	--	--	--
Cumulative Days on Market Until Sale	87	<b>58</b>	- 33.3%	97	<b>91</b>	- 6.2%
Percent of Original List Price Received*	96.5%	<b>96.3%</b>	- 0.2%	95.4%	<b>95.7%</b>	+ 0.3%
New Listings	47	<b>65</b>	+ 38.3%	992	<b>1,021</b>	+ 2.9%

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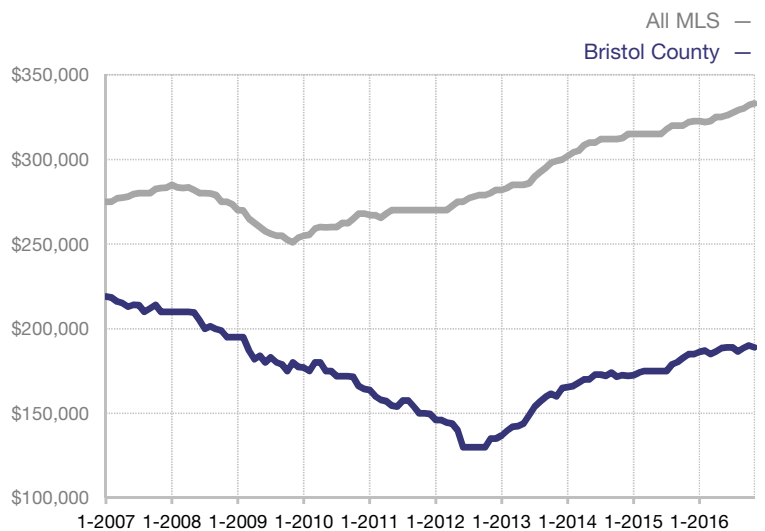
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2016

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## Dukes County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	13	13	0.0%	170	163	- 4.1%
Closed Sales	23	19	- 17.4%	149	160	+ 7.4%
Median Sales Price*	\$755,000	<b>\$940,000</b>	+ 24.5%	\$715,000	<b>\$900,000</b>	+ 25.9%
Inventory of Homes for Sale	250	196	- 21.6%	--	--	--
Months Supply of Inventory	18.2	13.1	- 28.0%	--	--	--
Cumulative Days on Market Until Sale	143	183	+ 28.0%	201	173	- 13.9%
Percent of Original List Price Received*	94.4%	92.9%	- 1.6%	92.3%	92.1%	- 0.2%
New Listings	17	15	- 11.8%	407	334	- 17.9%

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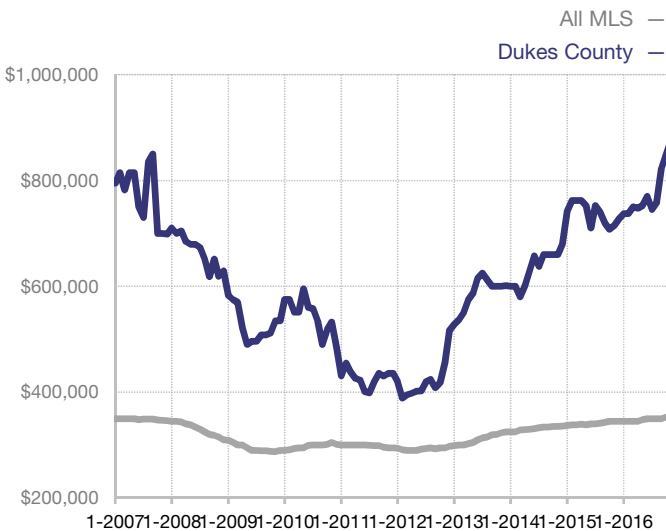
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	1	--	8	9	+ 12.5%
Closed Sales	1	2	+ 100.0%	8	11	+ 37.5%
Median Sales Price*	\$55,000	<b>\$747,500</b>	+ 1,259.1%	\$61,500	<b>\$262,500</b>	+ 326.8%
Inventory of Homes for Sale	18	13	- 27.8%	--	--	--
Months Supply of Inventory	15.8	8.7	- 44.9%	--	--	--
Cumulative Days on Market Until Sale	99	78	- 21.2%	285	77	- 73.0%
Percent of Original List Price Received*	83.3%	83.4%	+ 0.1%	82.0%	92.8%	+ 13.2%
New Listings	2	2	0.0%	25	22	- 12.0%

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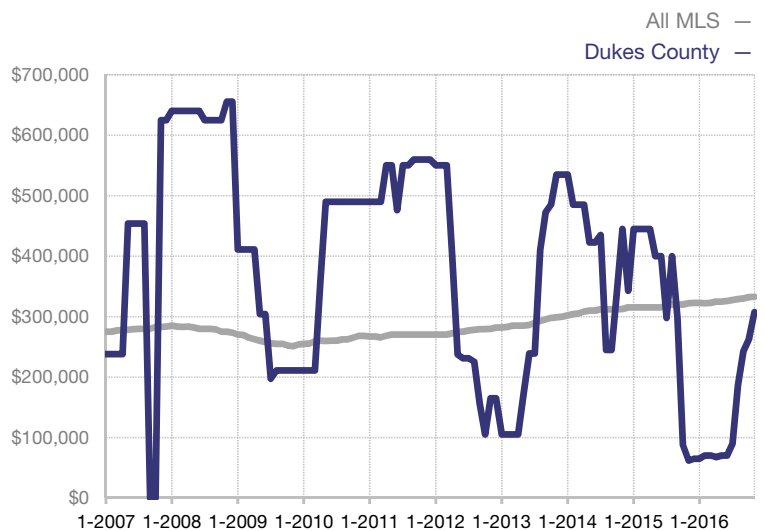
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Essex County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	437	<b>485</b>	+ 11.0%	5,991	<b>6,160</b>	+ 2.8%
Closed Sales	481	<b>525</b>	+ 9.1%	5,581	<b>5,778</b>	+ 3.5%
Median Sales Price*	\$383,000	<b>\$399,950</b>	+ 4.4%	\$385,000	<b>\$400,000</b>	+ 3.9%
Inventory of Homes for Sale	1,706	<b>1,144</b>	- 32.9%	--	--	--
Months Supply of Inventory	3.4	<b>2.2</b>	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	79	<b>63</b>	- 20.3%	84	<b>76</b>	- 9.5%
Percent of Original List Price Received*	96.2%	<b>96.9%</b>	+ 0.7%	96.3%	<b>97.2%</b>	+ 0.9%
New Listings	418	<b>453</b>	+ 8.4%	8,235	<b>7,784</b>	- 5.5%

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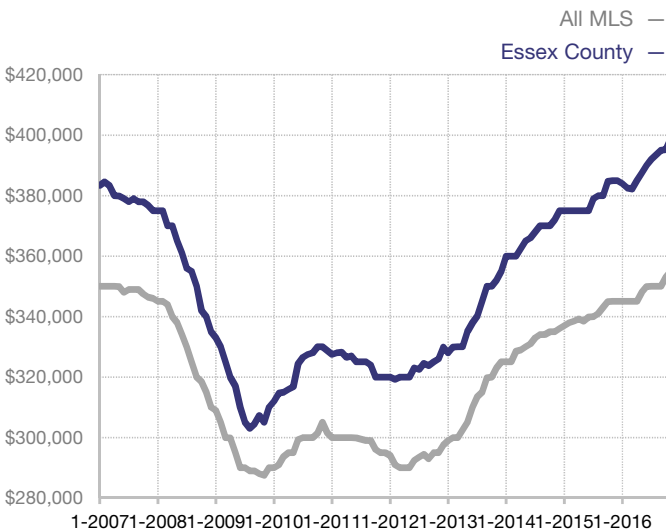
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	195	<b>232</b>	+ 19.0%	2,626	<b>2,708</b>	+ 3.1%
Closed Sales	193	<b>238</b>	+ 23.3%	2,440	<b>2,531</b>	+ 3.7%
Median Sales Price*	\$240,000	<b>\$266,500</b>	+ 11.0%	\$247,000	<b>\$259,000</b>	+ 4.9%
Inventory of Homes for Sale	682	<b>461</b>	- 32.4%	--	--	--
Months Supply of Inventory	3.1	<b>2.0</b>	- 35.5%	--	--	--
Cumulative Days on Market Until Sale	73	<b>66</b>	- 9.6%	82	<b>74</b>	- 9.8%
Percent of Original List Price Received*	96.4%	<b>97.7%</b>	+ 1.3%	96.6%	<b>97.6%</b>	+ 1.0%
New Listings	186	<b>222</b>	+ 19.4%	3,409	<b>3,256</b>	- 4.5%

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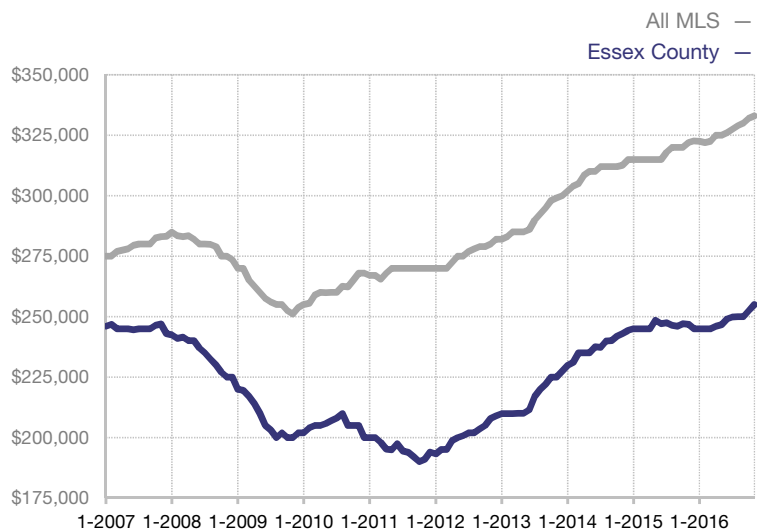
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2016

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## Franklin County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	31	49	+ 58.1%	514	616	+ 19.8%
Closed Sales	47	68	+ 44.7%	504	573	+ 13.7%
Median Sales Price*	\$181,000	\$177,000	- 2.2%	\$185,000	\$199,250	+ 7.7%
Inventory of Homes for Sale	411	296	- 28.0%	--	--	--
Months Supply of Inventory	9.0	5.7	- 36.7%	--	--	--
Cumulative Days on Market Until Sale	123	115	- 6.5%	138	132	- 4.3%
Percent of Original List Price Received*	89.5%	92.6%	+ 3.5%	91.5%	93.0%	+ 1.6%
New Listings	50	55	+ 10.0%	934	905	- 3.1%

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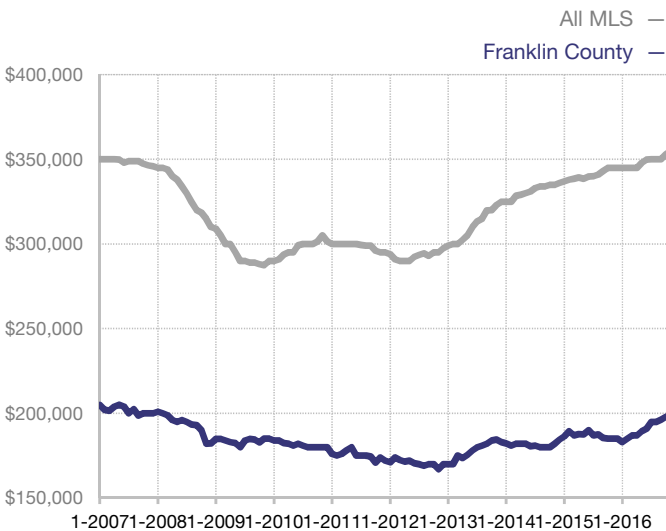
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	4	3	- 25.0%	43	44	+ 2.3%
Closed Sales	3	0	- 100.0%	47	41	- 12.8%
Median Sales Price*	\$194,500	\$0	- 100.0%	\$182,000	\$135,400	- 25.6%
Inventory of Homes for Sale	36	17	- 52.8%	--	--	--
Months Supply of Inventory	8.1	4.0	- 50.6%	--	--	--
Cumulative Days on Market Until Sale	68	0	- 100.0%	166	153	- 7.8%
Percent of Original List Price Received*	96.0%	0.0%	- 100.0%	97.5%	94.0%	- 3.6%
New Listings	7	2	- 71.4%	67	50	- 25.4%

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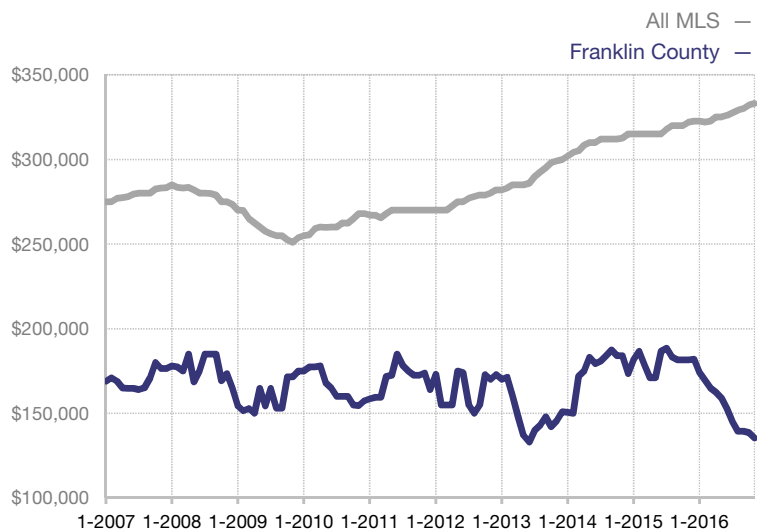
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2016

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## Hampden County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	237	<b>284</b>	+ 19.8%	3,337	<b>3,875</b>	+ 16.1%
Closed Sales	251	<b>326</b>	+ 29.9%	3,153	<b>3,643</b>	+ 15.5%
Median Sales Price*	\$175,000	<b>\$175,000</b>	0.0%	\$180,000	<b>\$179,900</b>	- 0.1%
Inventory of Homes for Sale	1,739	<b>1,114</b>	- 35.9%	--	--	--
Months Supply of Inventory	6.1	<b>3.4</b>	- 44.3%	--	--	--
Cumulative Days on Market Until Sale	101	<b>77</b>	- 23.8%	111	<b>97</b>	- 12.6%
Percent of Original List Price Received*	93.6%	<b>95.2%</b>	+ 1.7%	93.9%	<b>94.6%</b>	+ 0.7%
New Listings	339	<b>347</b>	+ 2.4%	5,352	<b>5,102</b>	- 4.7%

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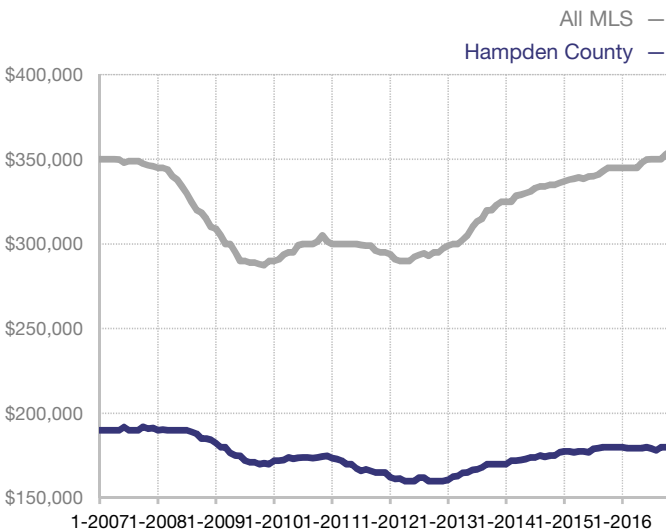
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	27	<b>40</b>	+ 48.1%	469	<b>486</b>	+ 3.6%
Closed Sales	25	<b>39</b>	+ 56.0%	455	<b>474</b>	+ 4.2%
Median Sales Price*	\$137,000	<b>\$129,900</b>	- 5.2%	\$137,000	<b>\$135,000</b>	- 1.5%
Inventory of Homes for Sale	235	<b>177</b>	- 24.7%	--	--	--
Months Supply of Inventory	5.8	<b>4.1</b>	- 29.3%	--	--	--
Cumulative Days on Market Until Sale	152	<b>67</b>	- 55.9%	136	<b>112</b>	- 17.6%
Percent of Original List Price Received*	92.8%	<b>96.4%</b>	+ 3.9%	93.8%	<b>95.0%</b>	+ 1.3%
New Listings	43	<b>37</b>	- 14.0%	678	<b>641</b>	- 5.5%

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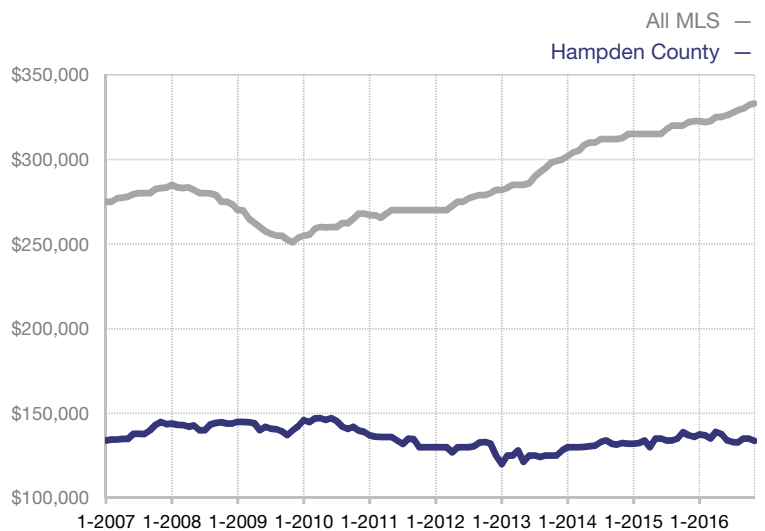
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2016

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## Hampshire County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	76	<b>118</b>	+ 55.3%	1,207	<b>1,291</b>	+ 7.0%
Closed Sales	71	<b>96</b>	+ 35.2%	1,136	<b>1,192</b>	+ 4.9%
Median Sales Price*	\$265,000	<b>\$249,500</b>	- 5.8%	\$260,000	<b>\$262,500</b>	+ 1.0%
Inventory of Homes for Sale	665	<b>454</b>	- 31.7%	--	--	--
Months Supply of Inventory	6.5	<b>4.2</b>	- 35.4%	--	--	--
Cumulative Days on Market Until Sale	121	<b>120</b>	- 0.8%	124	<b>113</b>	- 8.9%
Percent of Original List Price Received*	94.4%	<b>93.1%</b>	- 1.4%	94.0%	<b>94.6%</b>	+ 0.6%
New Listings	98	<b>103</b>	+ 5.1%	1,911	<b>1,758</b>	- 8.0%

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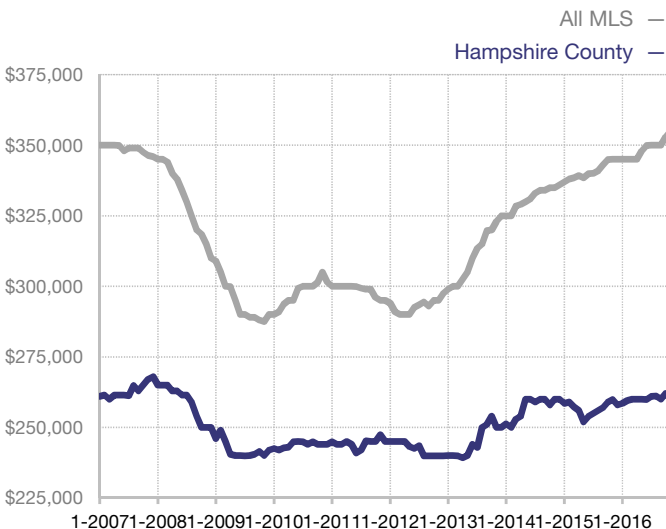
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	18	<b>28</b>	+ 55.6%	283	<b>301</b>	+ 6.4%
Closed Sales	17	<b>29</b>	+ 70.6%	272	<b>273</b>	+ 0.4%
Median Sales Price*	\$212,000	<b>\$225,000</b>	+ 6.1%	\$186,500	<b>\$187,500</b>	+ 0.5%
Inventory of Homes for Sale	170	<b>95</b>	- 44.1%	--	--	--
Months Supply of Inventory	7.2	<b>3.9</b>	- 45.8%	--	--	--
Cumulative Days on Market Until Sale	166	<b>149</b>	- 10.2%	144	<b>133</b>	- 7.6%
Percent of Original List Price Received*	94.2%	<b>100.1%</b>	+ 6.3%	95.1%	<b>97.4%</b>	+ 2.4%
New Listings	22	<b>34</b>	+ 54.5%	426	<b>357</b>	- 16.2%

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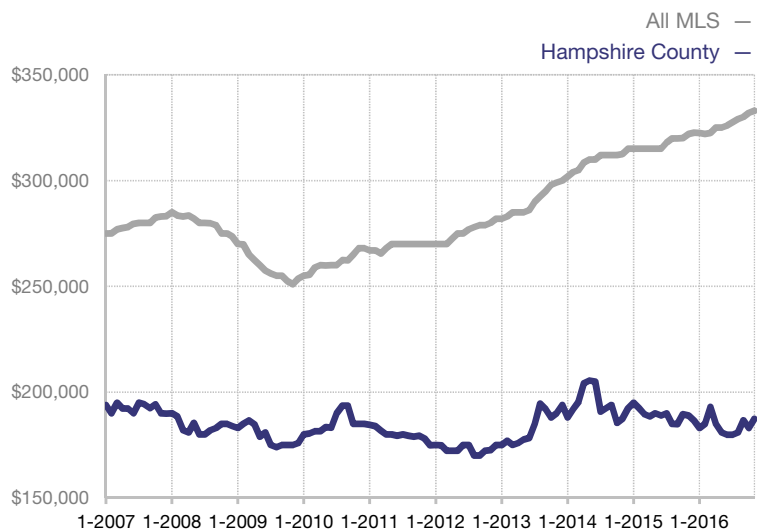
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Middlesex County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	737	<b>798</b>	+ 8.3%	10,572	<b>11,029</b>	+ 4.3%
Closed Sales	782	<b>987</b>	+ 26.2%	9,952	<b>10,533</b>	+ 5.8%
Median Sales Price*	\$472,950	<b>\$495,000</b>	+ 4.7%	\$475,000	<b>\$493,000</b>	+ 3.8%
Inventory of Homes for Sale	2,464	<b>1,587</b>	- 35.6%	--	--	--
Months Supply of Inventory	2.7	<b>1.7</b>	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	70	<b>52</b>	- 25.7%	68	<b>63</b>	- 7.4%
Percent of Original List Price Received*	97.2%	<b>98.1%</b>	+ 0.9%	98.1%	<b>98.6%</b>	+ 0.5%
New Listings	677	<b>662</b>	- 2.2%	13,812	<b>13,441</b>	- 2.7%

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

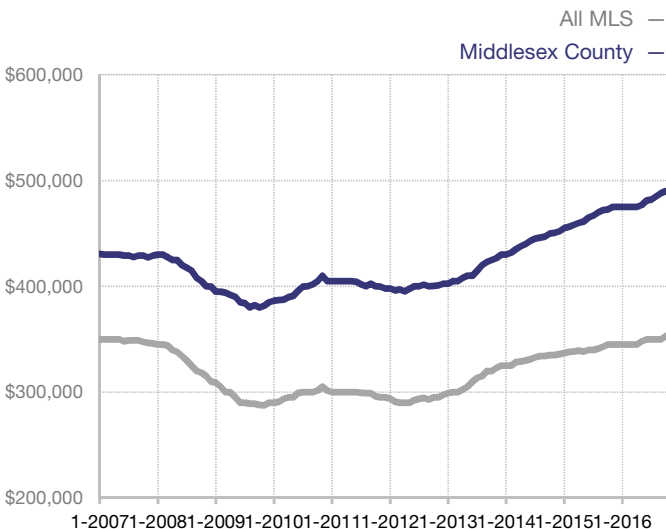
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	394	<b>452</b>	+ 14.7%	5,476	<b>6,081</b>	+ 11.0%
Closed Sales	419	<b>479</b>	+ 14.3%	5,124	<b>5,780</b>	+ 12.8%
Median Sales Price*	\$375,000	<b>\$429,000</b>	+ 14.4%	\$376,000	<b>\$411,000</b>	+ 9.3%
Inventory of Homes for Sale	948	<b>584</b>	- 38.4%	--	--	--
Months Supply of Inventory	2.0	<b>1.1</b>	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	62	<b>39</b>	- 37.1%	56	<b>48</b>	- 14.3%
Percent of Original List Price Received*	98.9%	<b>100.0%</b>	+ 1.1%	100.3%	<b>100.5%</b>	+ 0.2%
New Listings	425	<b>387</b>	- 8.9%	6,785	<b>6,969</b>	+ 2.7%

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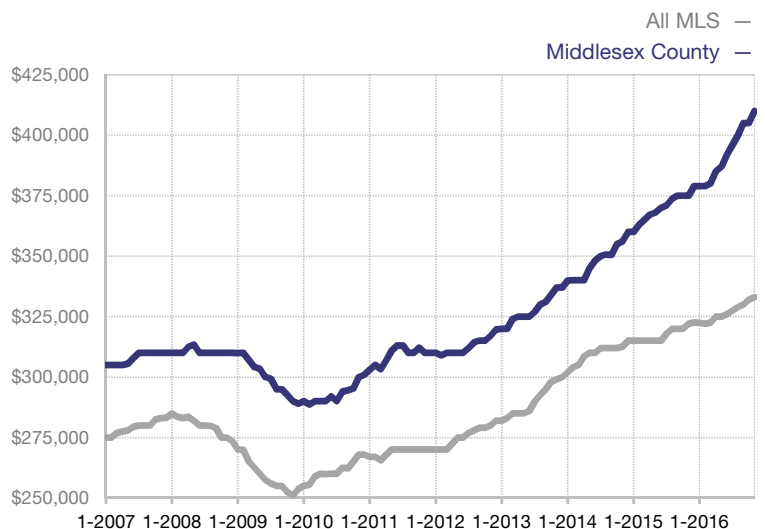
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Nantucket County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	3	0.0%	31	22	- 29.0%
Closed Sales	3	1	- 66.7%	32	20	- 37.5%
Median Sales Price*	\$1,625,000	<b>\$1,035,000</b>	- 36.3%	\$1,787,500	<b>\$1,342,500</b>	- 24.9%
Inventory of Homes for Sale	45	24	- 46.7%	--	--	--
Months Supply of Inventory	15.4	11.5	- 25.3%	--	--	--
Cumulative Days on Market Until Sale	73	362	+ 395.9%	118	214	+ 81.4%
Percent of Original List Price Received*	90.1%	86.3%	- 4.2%	94.1%	91.5%	- 2.8%
New Listings	2	2	0.0%	74	58	- 21.6%

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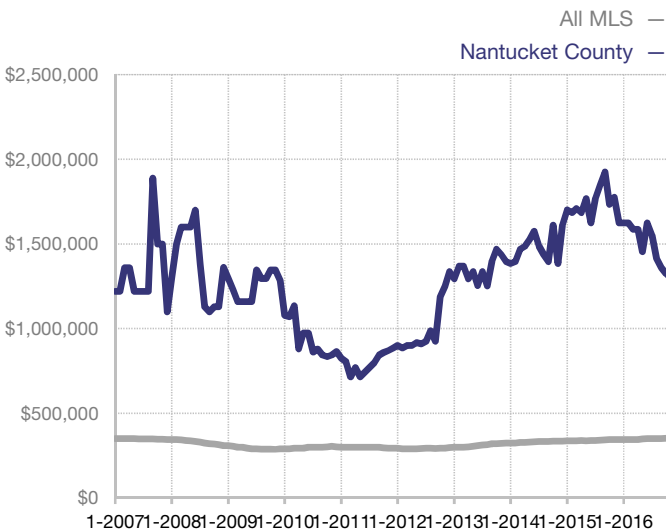
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	0	--	9	1	- 88.9%
Closed Sales	0	0	--	9	1	- 88.9%
Median Sales Price*	\$0	<b>\$0</b>	--	\$386,000	<b>\$418,500</b>	+ 8.4%
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	53	48	- 9.4%
Percent of Original List Price Received*	0.0%	0.0%	--	96.8%	99.6%	+ 2.9%
New Listings	1	0	- 100.0%	15	4	- 73.3%

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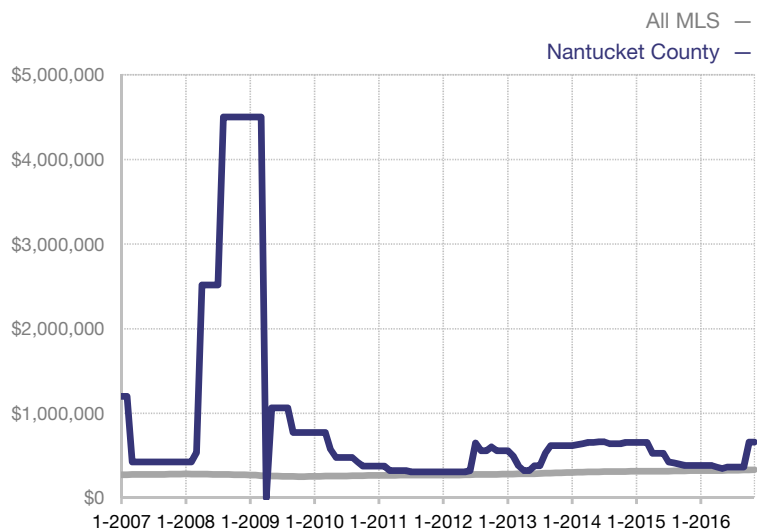
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Norfolk County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	414	<b>480</b>	+ 15.9%	5,874	<b>6,100</b>	+ 3.8%
Closed Sales	445	<b>504</b>	+ 13.3%	5,526	<b>5,749</b>	+ 4.0%
Median Sales Price*	\$435,000	<b>\$445,200</b>	+ 2.3%	\$437,000	<b>\$455,000</b>	+ 4.1%
Inventory of Homes for Sale	1,649	<b>1,141</b>	- 30.8%	--	--	--
Months Supply of Inventory	3.3	<b>2.2</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	74	<b>62</b>	- 16.2%	74	<b>70</b>	- 5.4%
Percent of Original List Price Received*	96.4%	<b>97.1%</b>	+ 0.7%	97.0%	<b>97.4%</b>	+ 0.4%
New Listings	440	<b>420</b>	- 4.5%	7,954	<b>7,833</b>	- 1.5%

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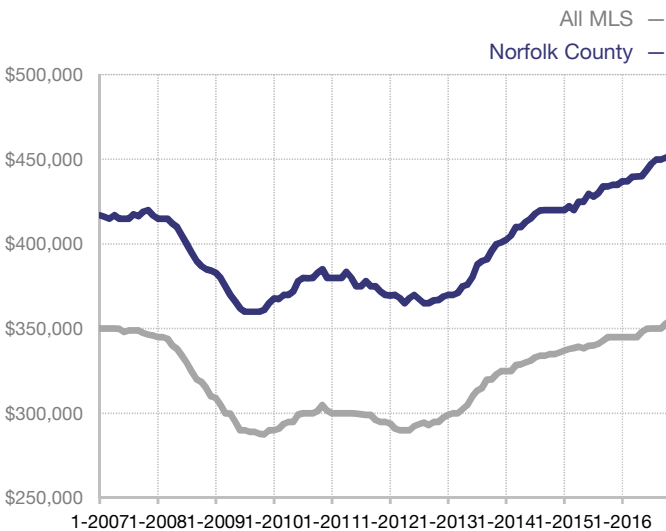
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	156	<b>152</b>	- 2.6%	2,253	<b>2,258</b>	+ 0.2%
Closed Sales	176	<b>177</b>	+ 0.6%	2,158	<b>2,088</b>	- 3.2%
Median Sales Price*	\$324,950	<b>\$335,000</b>	+ 3.1%	\$329,450	<b>\$323,930</b>	- 1.7%
Inventory of Homes for Sale	435	<b>305</b>	- 29.9%	--	--	--
Months Supply of Inventory	2.2	<b>1.6</b>	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	59	<b>49</b>	- 16.9%	59	<b>58</b>	- 1.7%
Percent of Original List Price Received*	98.4%	<b>98.7%</b>	+ 0.3%	98.8%	<b>99.0%</b>	+ 0.2%
New Listings	146	<b>149</b>	+ 2.1%	2,768	<b>2,704</b>	- 2.3%

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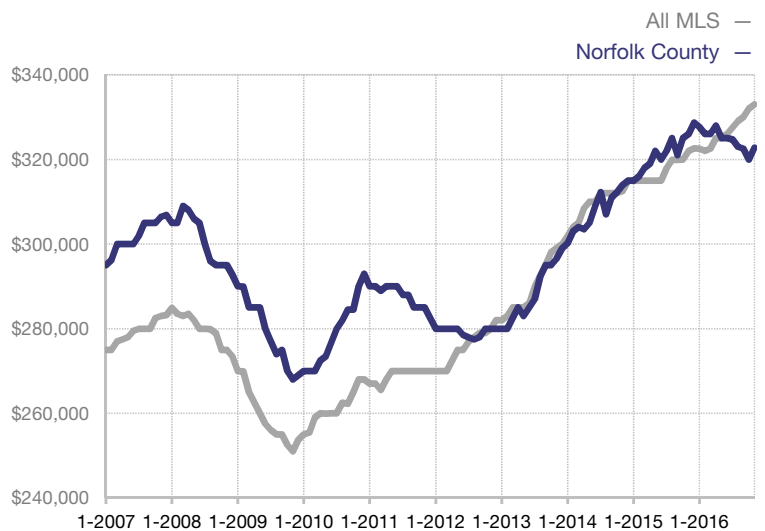
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Plymouth County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	368	<b>469</b>	+ 27.4%	5,410	<b>6,146</b>	+ 13.6%
Closed Sales	423	<b>535</b>	+ 26.5%	5,076	<b>5,717</b>	+ 12.6%
Median Sales Price*	\$329,000	<b>\$352,000</b>	+ 7.0%	\$321,700	<b>\$337,713</b>	+ 5.0%
Inventory of Homes for Sale	2,289	<b>1,452</b>	- 36.6%	--	--	--
Months Supply of Inventory	5.0	<b>2.8</b>	- 44.0%	--	--	--
Cumulative Days on Market Until Sale	104	<b>78</b>	- 25.0%	102	<b>89</b>	- 12.7%
Percent of Original List Price Received*	94.0%	<b>96.3%</b>	+ 2.4%	95.3%	<b>96.3%</b>	+ 1.0%
New Listings	459	<b>433</b>	- 5.7%	8,107	<b>8,069</b>	- 0.5%

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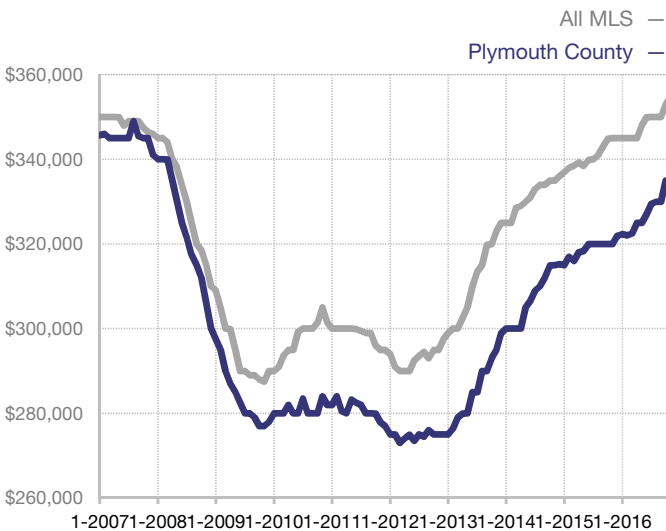
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	73	<b>72</b>	- 1.4%	971	<b>997</b>	+ 2.7%
Closed Sales	78	<b>94</b>	+ 20.5%	886	<b>976</b>	+ 10.2%
Median Sales Price*	\$279,500	<b>\$265,000</b>	- 5.2%	\$246,750	<b>\$256,125</b>	+ 3.8%
Inventory of Homes for Sale	331	<b>294</b>	- 11.2%	--	--	--
Months Supply of Inventory	4.1	<b>3.3</b>	- 19.5%	--	--	--
Cumulative Days on Market Until Sale	78	<b>90</b>	+ 15.4%	114	<b>94</b>	- 17.5%
Percent of Original List Price Received*	96.1%	<b>97.9%</b>	+ 1.9%	96.3%	<b>97.2%</b>	+ 0.9%
New Listings	74	<b>83</b>	+ 12.2%	1,309	<b>1,332</b>	+ 1.8%

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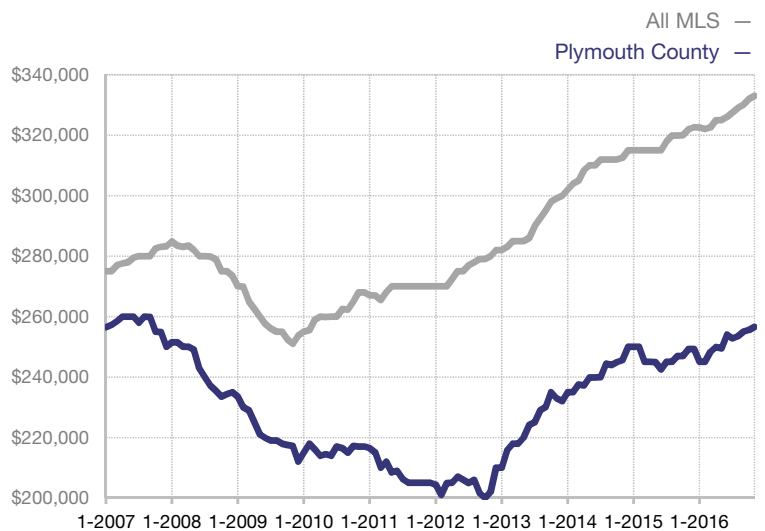
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2016

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## Suffolk County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	105	<b>126</b>	+ 20.0%	1,264	<b>1,357</b>	+ 7.4%
Closed Sales	109	<b>104</b>	- 4.6%	1,188	<b>1,231</b>	+ 3.6%
Median Sales Price*	\$440,000	<b>\$446,500</b>	+ 1.5%	\$427,000	<b>\$465,000</b>	+ 8.9%
Inventory of Homes for Sale	283	<b>194</b>	- 31.4%	--	--	--
Months Supply of Inventory	2.6	<b>1.7</b>	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	52	<b>43</b>	- 17.3%	58	<b>53</b>	- 8.6%
Percent of Original List Price Received*	98.7%	<b>99.0%</b>	+ 0.3%	98.3%	<b>98.8%</b>	+ 0.5%
New Listings	102	<b>124</b>	+ 21.6%	1,689	<b>1,719</b>	+ 1.8%

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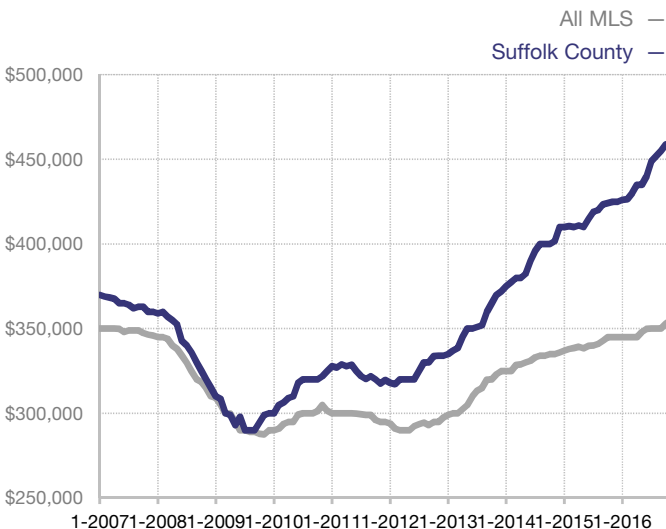
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	323	<b>361</b>	+ 11.8%	4,606	<b>4,601</b>	- 0.1%
Closed Sales	347	<b>349</b>	+ 0.6%	4,294	<b>4,341</b>	+ 1.1%
Median Sales Price*	\$540,000	<b>\$529,000</b>	- 2.0%	\$498,000	<b>\$539,000</b>	+ 8.2%
Inventory of Homes for Sale	864	<b>647</b>	- 25.1%	--	--	--
Months Supply of Inventory	2.2	<b>1.6</b>	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	56	<b>43</b>	- 23.2%	49	<b>48</b>	- 2.0%
Percent of Original List Price Received*	99.7%	<b>98.8%</b>	- 0.9%	99.8%	<b>99.9%</b>	+ 0.1%
New Listings	350	<b>357</b>	+ 2.0%	5,852	<b>5,752</b>	- 1.7%

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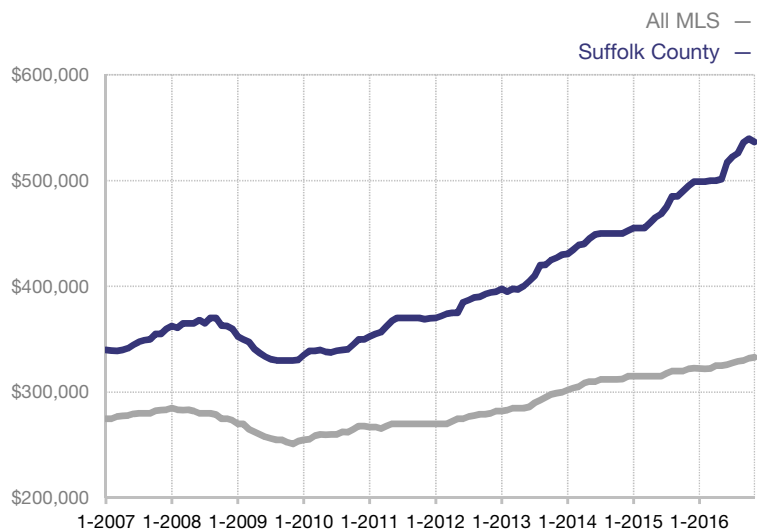
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2016

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## Worcester County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	530	<b>643</b>	+ 21.3%	7,224	<b>8,215</b>	+ 13.7%
Closed Sales	539	<b>679</b>	+ 26.0%	6,729	<b>7,641</b>	+ 13.6%
Median Sales Price*	\$230,000	<b>\$241,575</b>	+ 5.0%	\$245,000	<b>\$255,000</b>	+ 4.1%
Inventory of Homes for Sale	3,195	<b>2,016</b>	- 36.9%	--	--	--
Months Supply of Inventory	5.3	<b>2.9</b>	- 45.3%	--	--	--
Cumulative Days on Market Until Sale	105	<b>73</b>	- 30.5%	107	<b>92</b>	- 14.0%
Percent of Original List Price Received*	93.7%	<b>96.1%</b>	+ 2.6%	94.9%	<b>96.2%</b>	+ 1.4%
New Listings	634	<b>658</b>	+ 3.8%	10,959	<b>10,631</b>	- 3.0%

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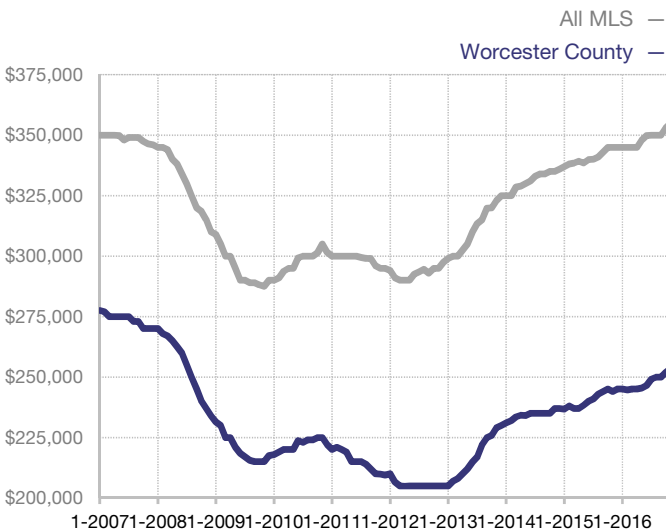
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	109	<b>134</b>	+ 22.9%	1,488	<b>1,673</b>	+ 12.4%
Closed Sales	105	<b>139</b>	+ 32.4%	1,397	<b>1,559</b>	+ 11.6%
Median Sales Price*	\$186,000	<b>\$202,500</b>	+ 8.9%	\$199,900	<b>\$194,900</b>	- 2.5%
Inventory of Homes for Sale	563	<b>369</b>	- 34.5%	--	--	--
Months Supply of Inventory	4.5	<b>2.6</b>	- 42.2%	--	--	--
Cumulative Days on Market Until Sale	107	<b>65</b>	- 39.3%	100	<b>89</b>	- 11.0%
Percent of Original List Price Received*	95.0%	<b>96.3%</b>	+ 1.4%	95.9%	<b>96.6%</b>	+ 0.7%
New Listings	117	<b>118</b>	+ 0.9%	2,095	<b>2,078</b>	- 0.8%

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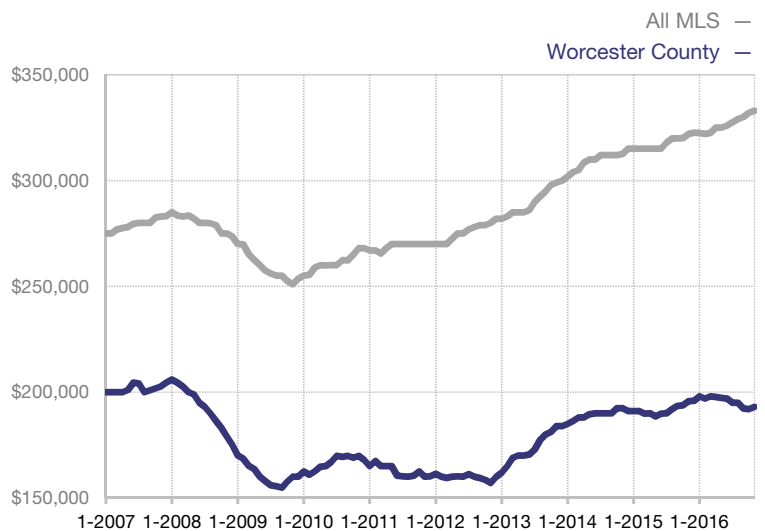
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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