

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 28.3%

+ 3.1%

- 38.0%

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

| | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 579 | 717 | + 23.8% | 8,053 | 9,192 | + 14.1% |
| Closed Sales | 603 | 766 | + 27.0% | 7,518 | 8,569 | + 14.0% |
| Median Sales Price* | \$238,950 | \$252,300 | + 5.6% | \$250,000 | \$261,000 | + 4.4% |
| Inventory of Homes for Sale | 3,536 | 2,206 | -37.6% | -- | -- | -- |
| Months Supply of Inventory | 5.2 | 2.8 | -46.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 105 | 75 | -28.6% | 107 | 92 | -14.0% |
| Percent of Original List Price Received* | 93.8% | 96.0% | + 2.3% | 94.9% | 96.3% | + 1.5% |
| New Listings | 702 | 730 | + 4.0% | 12,154 | 11,828 | -2.7% |

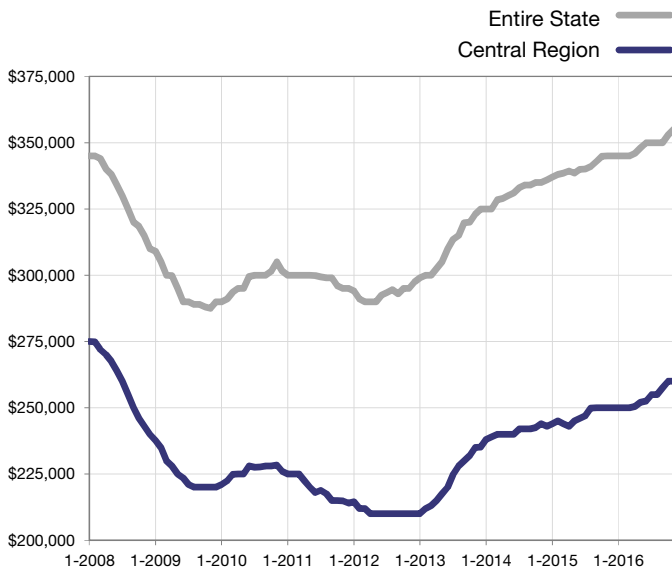
Condominium Properties

| | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 122 | 153 | + 25.4% | 1,696 | 1,915 | + 12.9% |
| Closed Sales | 122 | 157 | + 28.7% | 1,602 | 1,778 | + 11.0% |
| Median Sales Price* | \$189,750 | \$205,000 | + 8.0% | \$200,000 | \$197,000 | -1.5% |
| Inventory of Homes for Sale | 645 | 413 | -36.0% | -- | -- | -- |
| Months Supply of Inventory | 4.5 | 2.6 | -42.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 108 | 66 | -38.9% | 99 | 89 | -10.1% |
| Percent of Original List Price Received* | 94.9% | 96.4% | + 1.6% | 96.1% | 96.6% | + 0.5% |
| New Listings | 136 | 135 | -0.7% | 2,387 | 2,361 | -1.1% |

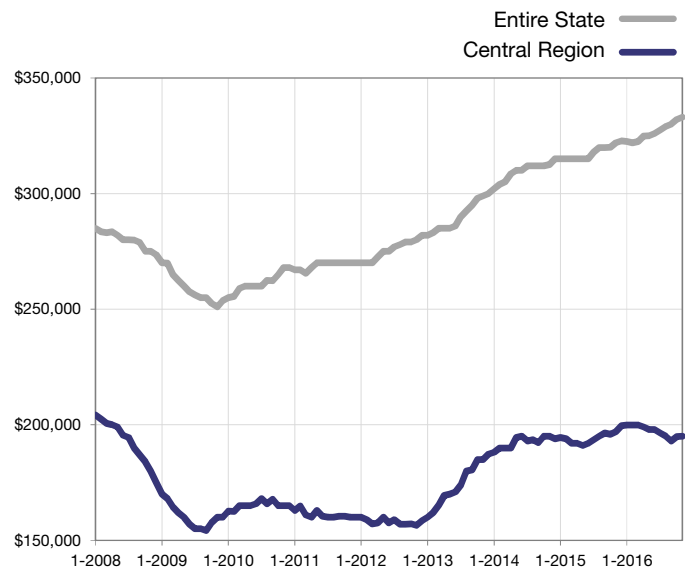
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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

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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

+ 18.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.3%

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

- 36.8%

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

Single-Family Properties

| | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 589 | 672 | + 14.1% | 8,143 | 8,650 | + 6.2% |
| Closed Sales | 642 | 739 | + 15.1% | 7,616 | 8,118 | + 6.6% |
| Median Sales Price* | \$370,000 | \$390,000 | + 5.4% | \$375,000 | \$389,900 | + 4.0% |
| Inventory of Homes for Sale | 2,311 | 1,511 | -34.6% | -- | -- | -- |
| Months Supply of Inventory | 3.4 | 2.0 | -41.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 79 | 60 | -24.1% | 82 | 74 | -9.8% |
| Percent of Original List Price Received* | 96.4% | 97.0% | + 0.6% | 96.5% | 97.4% | + 0.9% |
| New Listings | 595 | 626 | + 5.2% | 11,159 | 10,735 | -3.8% |

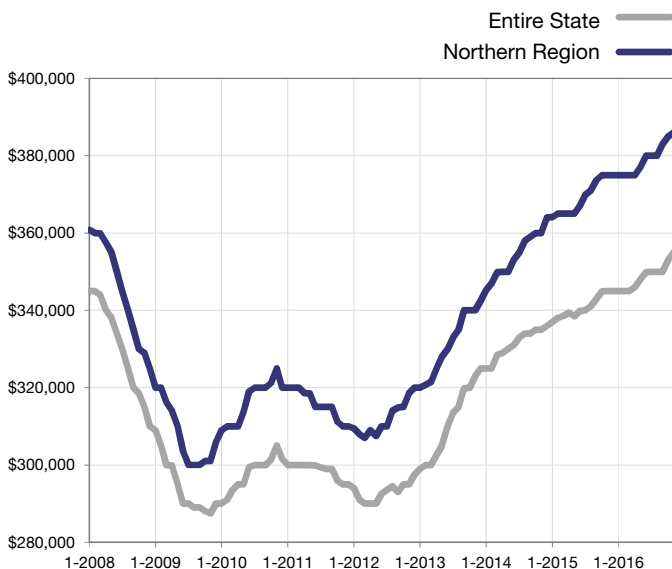
Condominium Properties

| | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 269 | 325 | + 20.8% | 3,586 | 3,832 | + 6.9% |
| Closed Sales | 263 | 331 | + 25.9% | 3,345 | 3,609 | + 7.9% |
| Median Sales Price* | \$243,000 | \$262,500 | + 8.0% | \$238,000 | \$246,909 | + 3.7% |
| Inventory of Homes for Sale | 902 | 567 | -37.1% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 1.7 | -43.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 70 | 58 | -17.1% | 81 | 70 | -13.6% |
| Percent of Original List Price Received* | 96.8% | 97.6% | + 0.8% | 96.9% | 97.6% | + 0.7% |
| New Listings | 276 | 295 | + 6.9% | 4,618 | 4,501 | -2.5% |

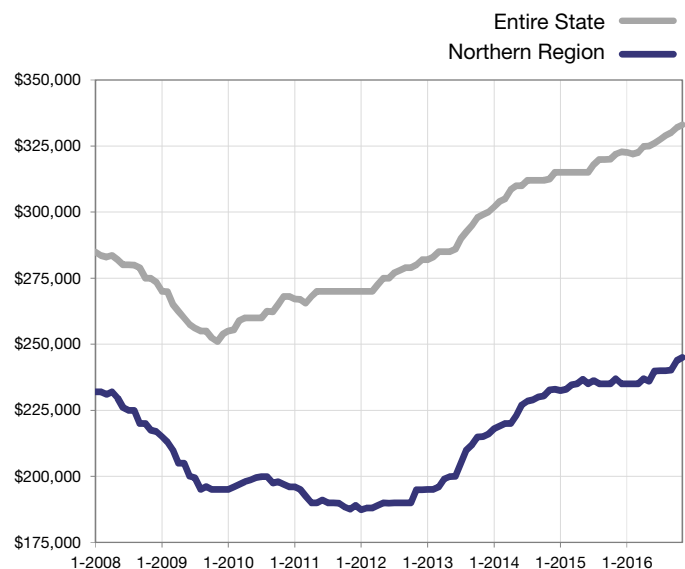
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

+ 22.8%

+ 9.3%

- 37.7%

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

The Southeast Region includes data from the North Bristol and former Tri-County Boards of REALTORS®.

Single-Family Properties

| | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 384 | 478 | + 24.5% | 5,122 | 6,027 | + 17.7% |
| Closed Sales | 422 | 493 | + 16.8% | 4,830 | 5,577 | + 15.5% |
| Median Sales Price* | \$260,000 | \$289,900 | + 11.5% | \$260,000 | \$275,000 | + 5.8% |
| Inventory of Homes for Sale | 2,386 | 1,479 | -38.0% | -- | -- | -- |
| Months Supply of Inventory | 5.5 | 2.9 | -47.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 92 | 73 | -20.7% | 103 | 90 | -12.6% |
| Percent of Original List Price Received* | 94.0% | 96.9% | + 3.1% | 95.1% | 96.4% | + 1.4% |
| New Listings | 507 | 464 | -8.5% | 7,610 | 7,602 | -0.1% |

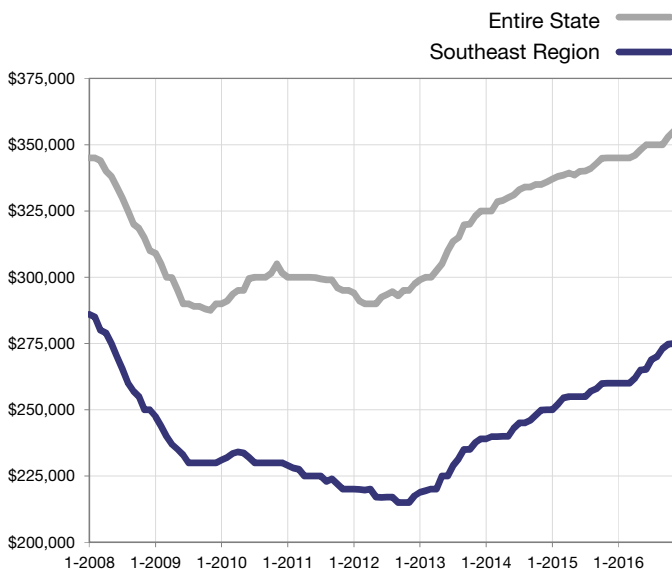
Condominium Properties

| | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 61 | 75 | + 23.0% | 758 | 893 | + 17.8% |
| Closed Sales | 57 | 78 | + 36.8% | 711 | 865 | + 21.7% |
| Median Sales Price* | \$185,000 | \$186,000 | + 0.5% | \$185,000 | \$185,000 | 0.0% |
| Inventory of Homes for Sale | 326 | 198 | -39.3% | -- | -- | -- |
| Months Supply of Inventory | 5.1 | 2.5 | -51.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 89 | 59 | -33.7% | 101 | 93 | -7.9% |
| Percent of Original List Price Received* | 95.8% | 95.9% | + 0.1% | 95.5% | 95.7% | + 0.2% |
| New Listings | 53 | 74 | + 39.6% | 1,106 | 1,124 | + 1.6% |

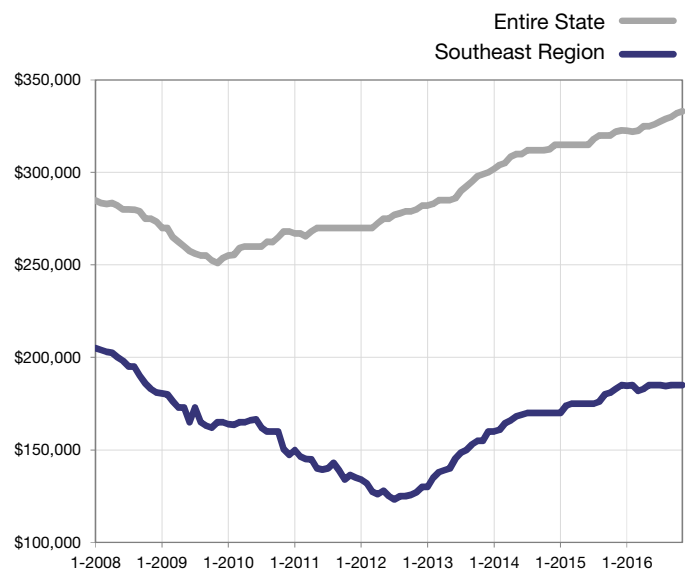
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

West Region

+ 33.6%

- 1.1%

- 31.6%

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

| | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 440 | 533 | + 21.1% | 6,252 | 7,029 | + 12.4% |
| Closed Sales | 449 | 593 | + 32.1% | 5,892 | 6,624 | + 12.4% |
| Median Sales Price* | \$195,000 | \$189,000 | -3.1% | \$197,000 | \$197,500 | + 0.3% |
| Inventory of Homes for Sale | 4,249 | 2,881 | -32.2% | -- | -- | -- |
| Months Supply of Inventory | 8.0 | 4.8 | -40.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 118 | 94 | -20.3% | 120 | 108 | -10.0% |
| Percent of Original List Price Received* | 92.1% | 93.6% | + 1.6% | 92.9% | 93.6% | + 0.8% |
| New Listings | 627 | 588 | -6.2% | 10,631 | 9,878 | -7.1% |

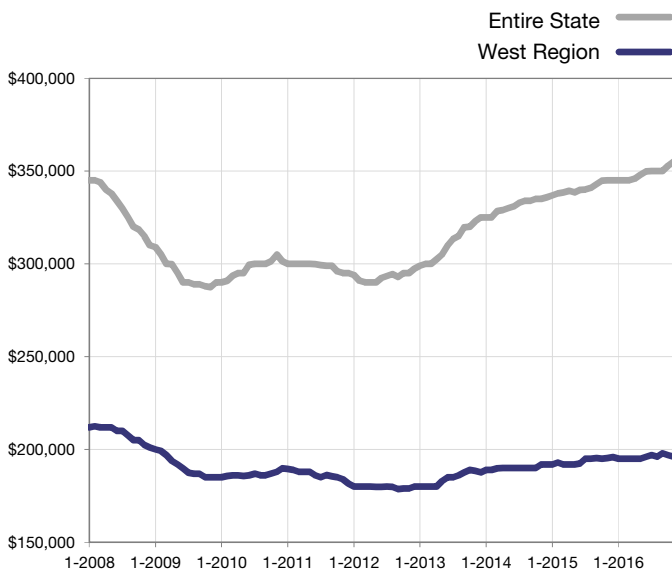
Condominium Properties

| | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 63 | 78 | + 23.8% | 922 | 936 | + 1.5% |
| Closed Sales | 54 | 84 | + 55.6% | 890 | 885 | -0.6% |
| Median Sales Price* | \$175,100 | \$150,000 | -14.3% | \$159,938 | \$155,000 | -3.1% |
| Inventory of Homes for Sale | 590 | 449 | -23.9% | -- | -- | -- |
| Months Supply of Inventory | 7.5 | 5.6 | -25.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 165 | 123 | -25.5% | 142 | 125 | -12.0% |
| Percent of Original List Price Received* | 93.0% | 96.1% | + 3.3% | 93.9% | 95.2% | + 1.4% |
| New Listings | 84 | 88 | + 4.8% | 1,385 | 1,289 | -6.9% |

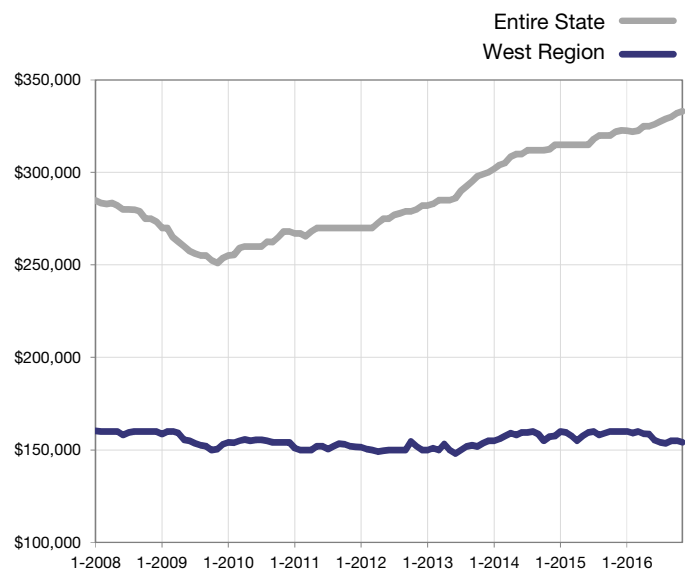
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Single-Family Properties



Condominium Properties



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