

Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 0.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.7%

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

- 22.2%

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

Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	90	82	- 8.9%	1,301	1,367	+ 5.1%
Closed Sales	119	124	+ 4.2%	1,238	1,373	+ 10.9%
Median Sales Price*	\$172,900	\$190,000	+ 9.9%	\$188,000	\$190,000	+ 1.1%
Inventory of Homes for Sale	1,183	870	- 26.5%	--	--	--
Months Supply of Inventory	11.5	7.6	- 33.7%	--	--	--
Cumulative Days on Market Until Sale	156	146	- 6.5%	136	125	- 8.5%
Percent of Original List Price Received*	86.8%	88.6%	+ 2.1%	89.3%	90.2%	+ 1.0%
New Listings	86	70	- 18.6%	2,521	2,243	- 11.0%

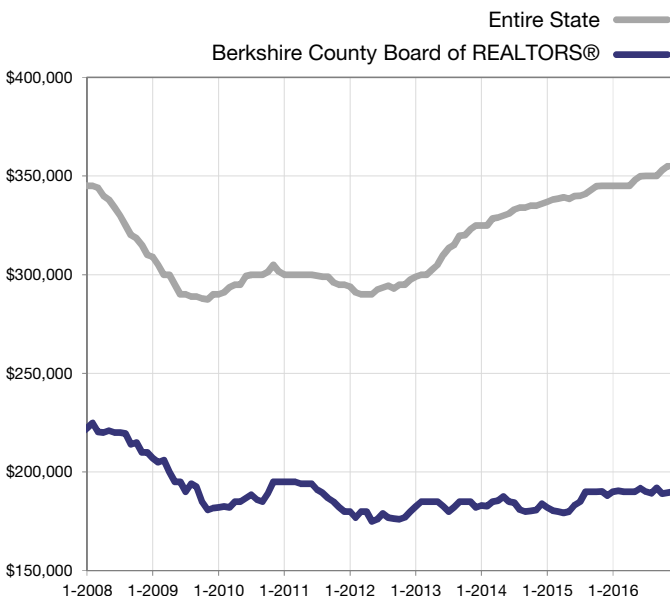
Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	2	- 33.3%	130	108	- 16.9%
Closed Sales	11	7	- 36.4%	126	108	- 14.3%
Median Sales Price*	\$191,500	\$160,000	- 16.4%	\$185,000	\$170,000	- 8.1%
Inventory of Homes for Sale	134	154	+ 14.9%	--	--	--
Months Supply of Inventory	11.7	17.1	+ 46.3%	--	--	--
Cumulative Days on Market Until Sale	131	213	+ 62.1%	159	160	+ 0.4%
Percent of Original List Price Received*	89.7%	92.5%	+ 3.1%	90.0%	91.1%	+ 1.2%
New Listings	10	10	0.0%	222	261	+ 17.6%

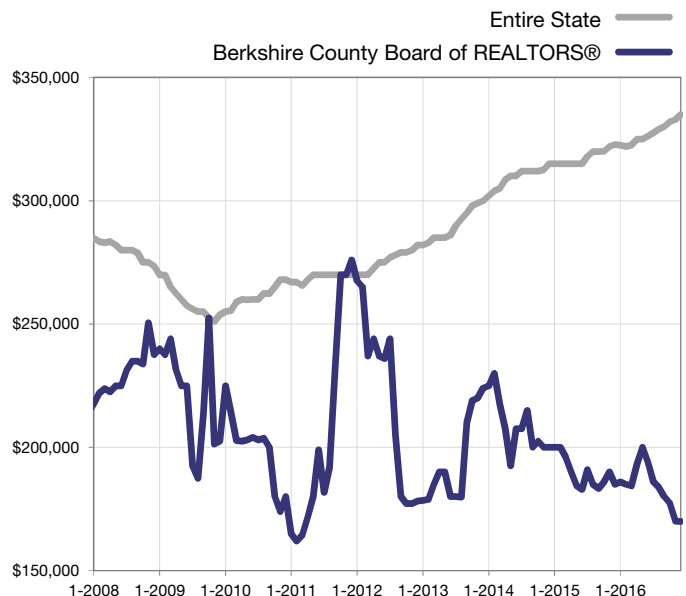
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

0.0%

Year-Over-Year
Change in
Closed Sales
All Properties

- 1.4%

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

- 35.0%

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

Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	355	488	+ 37.5%	5,489	6,303	+ 14.8%
Closed Sales	487	494	+ 1.4%	5,367	5,983	+ 11.5%
Median Sales Price*	\$375,000	\$369,750	- 1.4%	\$360,000	\$369,000	+ 2.5%
Inventory of Homes for Sale	3,660	2,354	- 35.7%	--	--	--
Months Supply of Inventory	8.2	4.7	- 42.3%	--	--	--
Cumulative Days on Market Until Sale	155	128	- 17.6%	156	149	- 4.6%
Percent of Original List Price Received*	92.1%	93.0%	+ 1.0%	92.5%	93.2%	+ 0.8%
New Listings	304	287	- 5.6%	9,383	8,616	- 8.2%

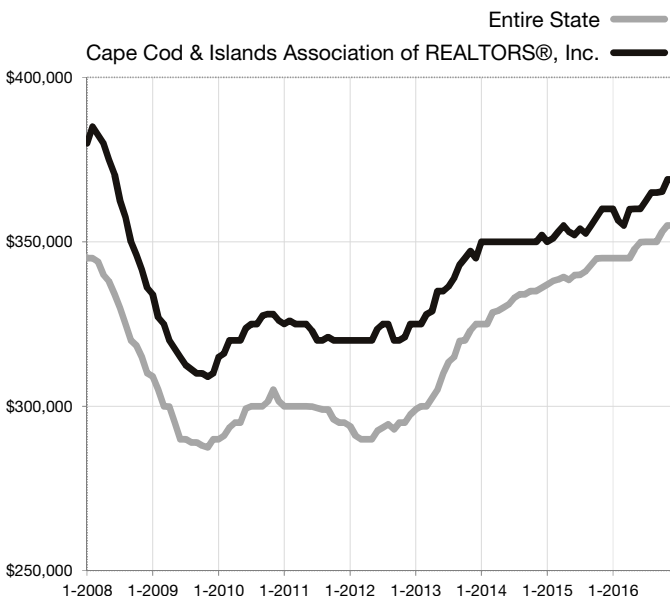
Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	90	99	+ 10.0%	1,283	1,304	+ 1.6%
Closed Sales	111	104	- 6.3%	1,269	1,264	- 0.4%
Median Sales Price*	\$280,000	\$260,000	- 7.1%	\$250,000	\$261,000	+ 4.4%
Inventory of Homes for Sale	743	506	- 31.9%	--	--	--
Months Supply of Inventory	7.0	4.8	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	136	148	+ 9.4%	145	146	+ 1.0%
Percent of Original List Price Received*	93.5%	93.2%	- 0.3%	94.2%	94.2%	+ 0.1%
New Listings	63	63	0.0%	1,939	1,778	- 8.3%

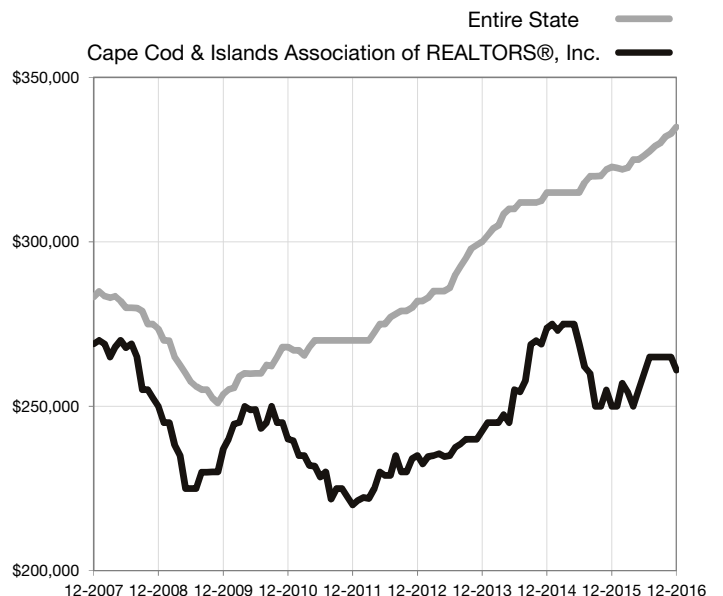
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Central Massachusetts Association of REALTORS®

+ 3.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.2%

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

- 40.9%

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

Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	348	399	+ 14.7%	5,903	6,765	+ 14.6%
Closed Sales	521	528	+ 1.3%	5,715	6,545	+ 14.5%
Median Sales Price*	\$253,500	\$276,500	+ 9.1%	\$262,000	\$275,000	+ 5.0%
Inventory of Homes for Sale	1,971	1,155	- 41.4%	--	--	--
Months Supply of Inventory	4.1	2.1	- 48.8%	--	--	--
Cumulative Days on Market Until Sale	118	70	- 40.1%	105	89	- 14.7%
Percent of Original List Price Received*	93.8%	95.3%	+ 1.6%	95.0%	96.2%	+ 1.3%
New Listings	370	291	- 21.4%	8,765	8,483	- 3.2%

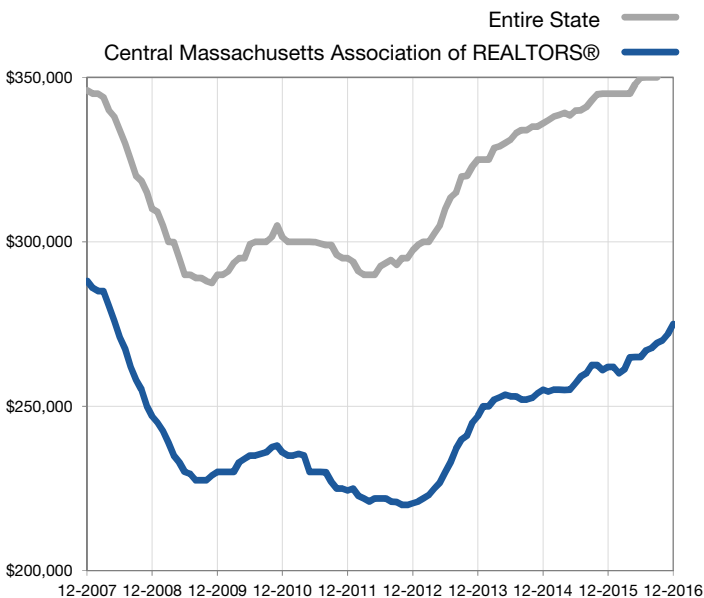
Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	77	91	+ 18.2%	1,436	1,610	+ 12.1%
Closed Sales	120	132	+ 10.0%	1,395	1,565	+ 12.2%
Median Sales Price*	\$191,450	\$205,500	+ 7.3%	\$215,000	\$209,500	- 2.6%
Inventory of Homes for Sale	422	259	- 38.6%	--	--	--
Months Supply of Inventory	3.6	2.0	- 45.3%	--	--	--
Cumulative Days on Market Until Sale	106	72	- 32.5%	95	85	- 11.2%
Percent of Original List Price Received*	96.9%	96.6%	- 0.3%	96.3%	96.6%	+ 0.3%
New Listings	89	75	- 15.7%	1,992	1,940	- 2.6%

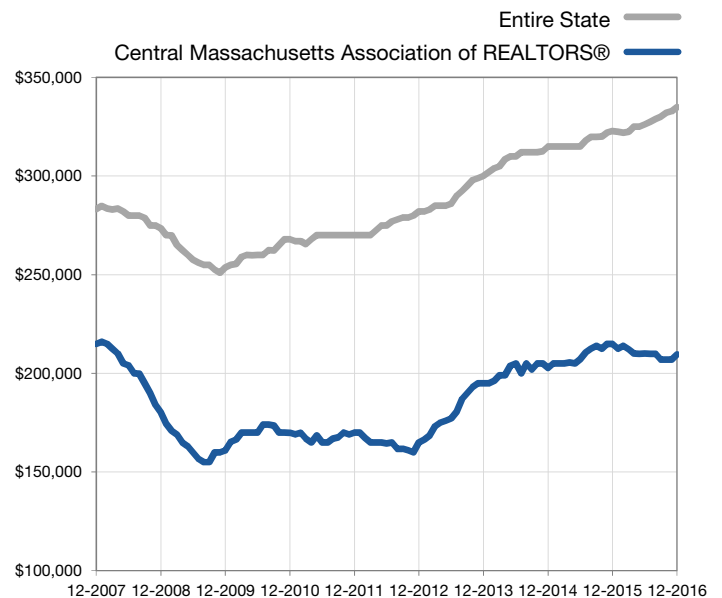
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update for December 2016

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



Greater Boston Association of REALTORS®

Single-Family Homes	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
Key Metrics						
Closed Sales	1,250	1,122	- 10.2%	13,831	14,073	+ 1.7%
Median Sales Price*	\$500,001	\$547,000	+ 9.4%	\$515,000	\$540,000	+ 4.9%
Inventory of Homes for Sale	2,394	1,557	- 35.0%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--
Days on Market Until Sale	70	55	- 21.4%	63	59	- 6.3%
Percent of Original List Price Received*	96.1%	97.1%	+ 1.0%	97.9%	98.3%	+ 0.4%
New Listings	553	390	- 29.5%	18,117	17,409	- 3.9%
Pending Sales	659	648	- 1.7%	14,016	14,149	+ 0.9%

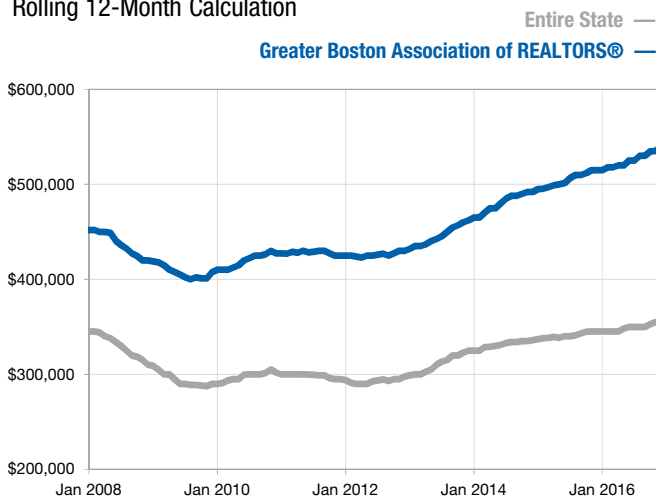
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Condominiums	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
Key Metrics						
Closed Sales	912	903	- 1.0%	10,642	11,142	+ 4.7%
Median Sales Price*	\$443,750	\$465,000	+ 4.8%	\$450,000	\$485,114	+ 7.8%
Inventory of Homes for Sale	1,392	994	- 28.6%	--	--	--
Months Supply of Inventory	1.6	1.1	- 31.3%	--	--	--
Days on Market Until Sale	52	45	- 13.5%	50	46	- 8.0%
Percent of Original List Price Received*	98.3%	98.5%	+ 0.2%	100.0%	100.3%	+ 0.3%
New Listings	462	433	- 6.3%	13,424	13,419	- 0.0%
Pending Sales	518	537	+ 3.7%	10,897	11,299	+ 3.7%

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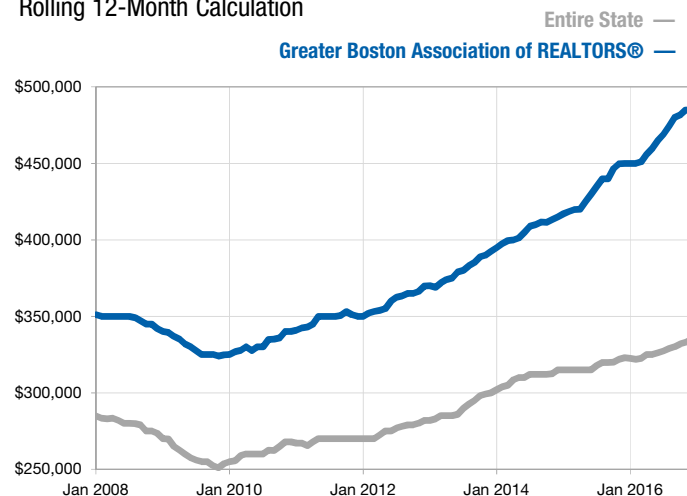
Median Sales Price - Single-Family Homes

Rolling 12-Month Calculation



Median Sales Price - Condominiums

Rolling 12-Month Calculation



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Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

0.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.4%

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

- 27.4%

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

Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	67	56	- 16.4%	978	1,110	+ 13.5%
Closed Sales	92	91	- 1.1%	950	1,091	+ 14.8%
Median Sales Price*	\$246,500	\$248,000	+ 0.6%	\$238,500	\$254,900	+ 6.9%
Inventory of Homes for Sale	481	342	- 28.9%	--	--	--
Months Supply of Inventory	6.1	3.8	- 38.1%	--	--	--
Cumulative Days on Market Until Sale	107	90	- 15.7%	116	104	- 10.4%
Percent of Original List Price Received*	95.0%	95.3%	+ 0.3%	94.0%	95.1%	+ 1.2%
New Listings	64	72	+ 12.5%	1,539	1,441	- 6.4%

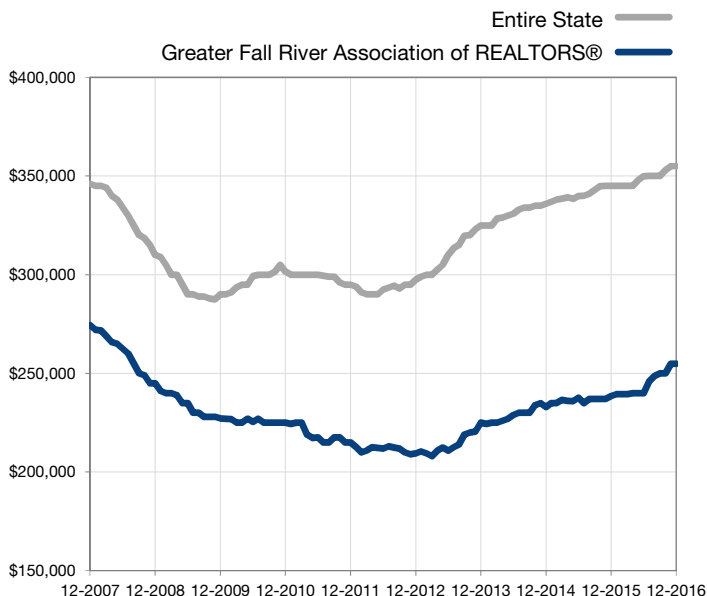
Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	5	8	+ 60.0%	76	118	+ 55.3%
Closed Sales	12	13	+ 8.3%	79	112	+ 41.8%
Median Sales Price*	\$121,000	\$152,000	+ 25.6%	\$110,000	\$129,500	+ 17.7%
Inventory of Homes for Sale	67	56	- 16.4%	--	--	--
Months Supply of Inventory	10.2	6.0	- 41.0%	--	--	--
Cumulative Days on Market Until Sale	178	50	- 72.1%	142	122	- 14.7%
Percent of Original List Price Received*	91.2%	94.5%	+ 3.6%	89.8%	92.0%	+ 2.4%
New Listings	16	12	- 25.0%	179	179	0.0%

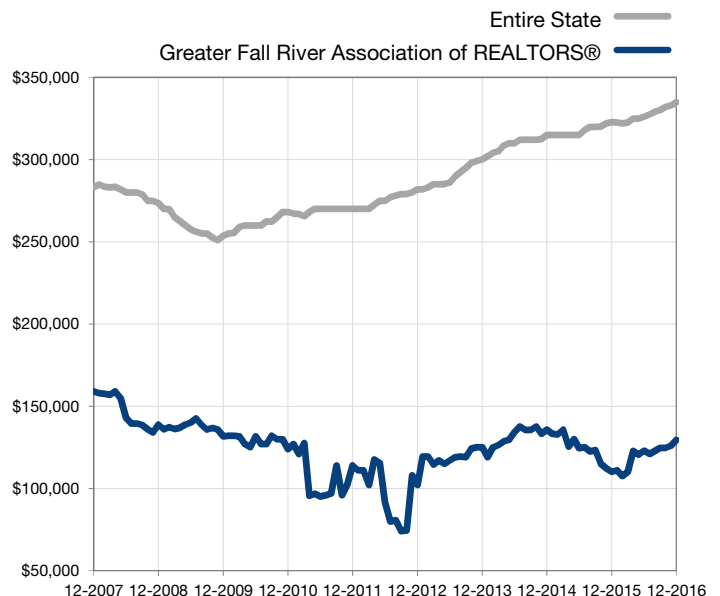
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

0.0%

Year-Over-Year
Change in
Closed Sales
All Properties

- 4.5%

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

- 35.4%

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

Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	30	51	+ 70.0%	718	789	+ 9.9%
Closed Sales	65	69	+ 6.2%	700	747	+ 6.7%
Median Sales Price*	\$417,600	\$416,000	- 0.4%	\$420,000	\$427,000	+ 1.7%
Inventory of Homes for Sale	190	133	- 30.0%	--	--	--
Months Supply of Inventory	3.3	2.1	- 34.4%	--	--	--
Cumulative Days on Market Until Sale	91	78	- 14.8%	96	90	- 6.7%
Percent of Original List Price Received*	93.6%	94.7%	+ 1.2%	95.3%	95.1%	- 0.1%
New Listings	22	33	+ 50.0%	1,112	1,086	- 2.3%

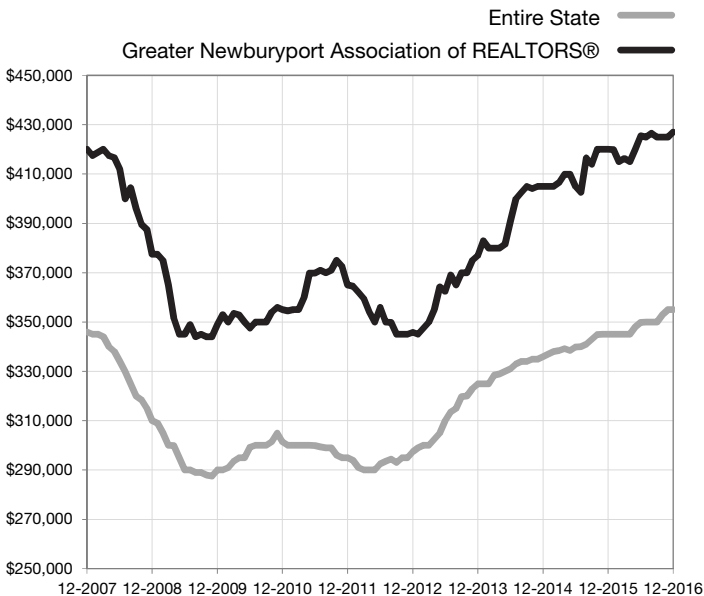
Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	21	24	+ 14.3%	436	412	- 5.5%
Closed Sales	43	39	- 9.3%	423	417	- 1.4%
Median Sales Price*	\$305,000	\$289,900	- 5.0%	\$300,000	\$304,700	+ 1.6%
Inventory of Homes for Sale	95	51	- 46.3%	--	--	--
Months Supply of Inventory	2.7	1.5	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	94	76	- 19.2%	93	81	- 12.7%
Percent of Original List Price Received*	96.8%	96.3%	- 0.5%	96.8%	97.3%	+ 0.5%
New Listings	18	15	- 16.7%	578	512	- 11.4%

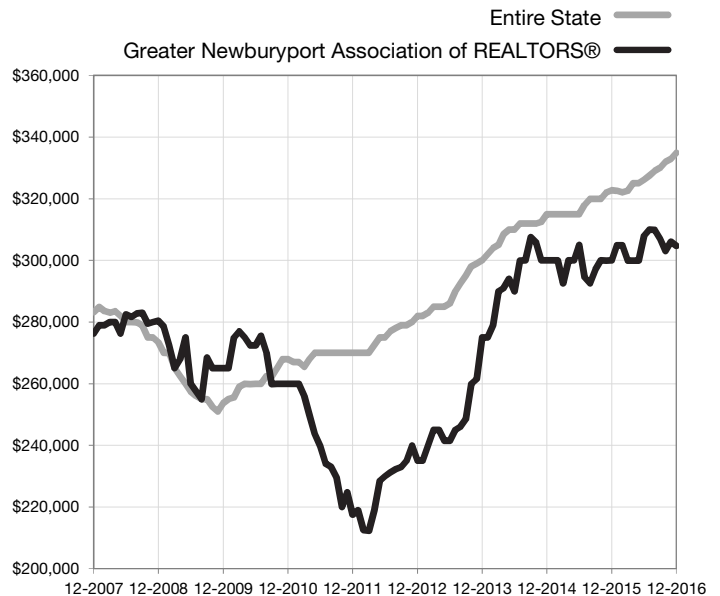
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts
Association of REALTORS®, Inc.

North Central Massachusetts Association of REALTORS®

+ 1.1%

Year-Over-Year
Change in
Closed Sales
All Properties

- 3.9%

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

- 29.3%

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

Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	155	156	+ 0.6%	2,653	2,879	+ 8.5%
Closed Sales	238	232	- 2.5%	2,562	2,817	+ 10.0%
Median Sales Price*	\$225,500	\$220,000	- 2.4%	\$224,700	\$235,000	+ 4.6%
Inventory of Homes for Sale	932	655	- 29.7%	--	--	--
Months Supply of Inventory	4.4	2.8	- 36.1%	--	--	--
Cumulative Days on Market Until Sale	111	76	- 31.6%	113	93	- 18.2%
Percent of Original List Price Received*	93.7%	96.9%	+ 3.5%	94.4%	96.2%	+ 1.9%
New Listings	151	129	- 14.6%	3,910	3,759	- 3.9%

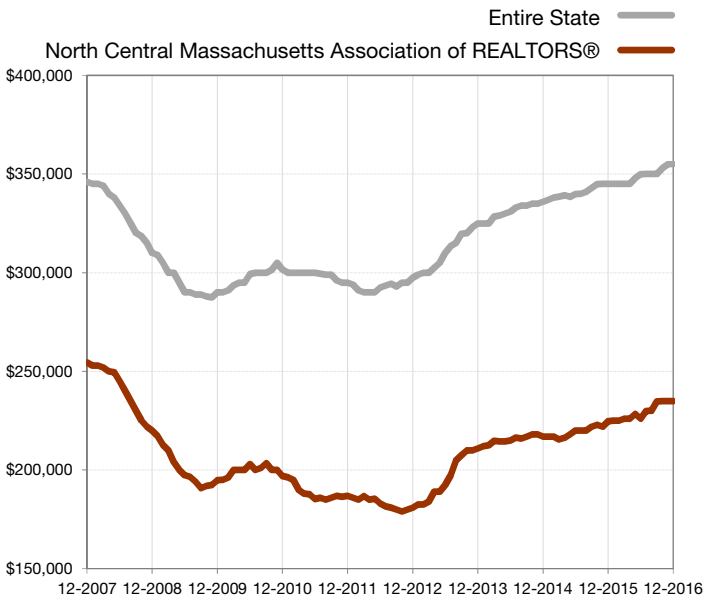
Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	18	17	- 5.6%	355	399	+ 12.4%
Closed Sales	27	36	+ 33.3%	354	387	+ 9.3%
Median Sales Price*	\$164,400	\$176,950	+ 7.6%	\$155,950	\$160,000	+ 2.6%
Inventory of Homes for Sale	129	95	- 26.4%	--	--	--
Months Supply of Inventory	4.4	2.9	- 32.6%	--	--	--
Cumulative Days on Market Until Sale	102	61	- 40.1%	116	97	- 16.5%
Percent of Original List Price Received*	94.9%	96.5%	+ 1.7%	95.5%	96.6%	+ 1.1%
New Listings	23	18	- 21.7%	507	512	+ 1.0%

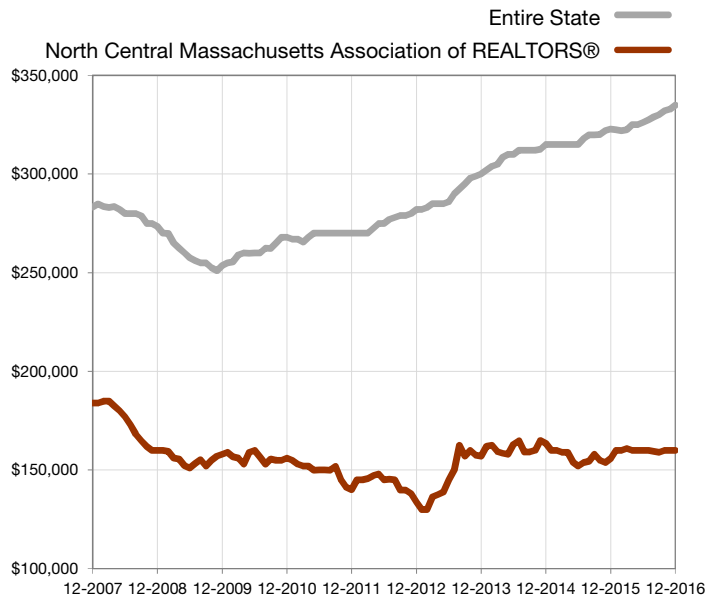
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 3.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.3%

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

- 37.0%

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

Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	205	231	+ 12.7%	4,118	4,218	+ 2.4%
Closed Sales	383	367	- 4.2%	4,045	4,118	+ 1.8%
Median Sales Price*	\$370,000	\$395,000	+ 6.8%	\$377,500	\$395,000	+ 4.6%
Inventory of Homes for Sale	833	533	- 36.0%	--	--	--
Months Supply of Inventory	2.5	1.6	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	92	57	- 38.6%	83	73	- 11.6%
Percent of Original List Price Received*	94.5%	96.5%	+ 2.2%	96.2%	97.3%	+ 1.1%
New Listings	176	168	- 4.5%	5,429	5,158	- 5.0%

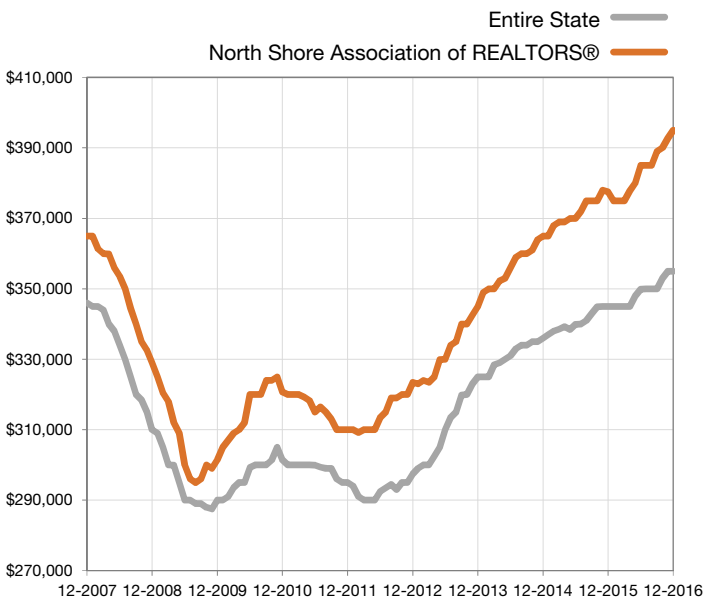
Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	87	98	+ 12.6%	1,841	1,930	+ 4.8%
Closed Sales	152	150	- 1.3%	1,772	1,875	+ 5.8%
Median Sales Price*	\$221,175	\$273,950	+ 23.9%	\$245,000	\$260,000	+ 6.1%
Inventory of Homes for Sale	385	234	- 39.2%	--	--	--
Months Supply of Inventory	2.6	1.5	- 42.6%	--	--	--
Cumulative Days on Market Until Sale	85	55	- 35.2%	82	74	- 10.5%
Percent of Original List Price Received*	95.2%	98.0%	+ 3.0%	96.3%	97.5%	+ 1.2%
New Listings	92	84	- 8.7%	2,364	2,241	- 5.2%

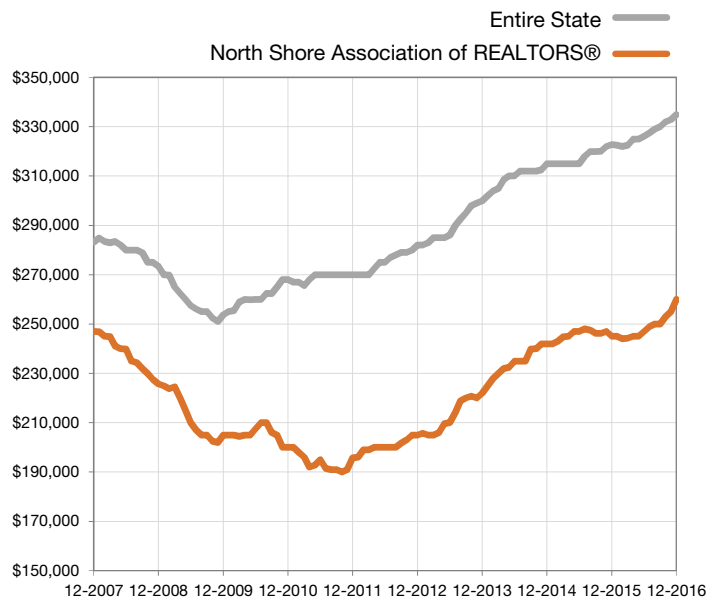
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 1.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.7%

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

- 38.0%

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

Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	220	201	- 8.6%	3,762	4,055	+ 7.8%
Closed Sales	327	322	- 1.5%	3,646	4,017	+ 10.2%
Median Sales Price*	\$345,000	\$392,500	+ 13.8%	\$362,500	\$379,900	+ 4.8%
Inventory of Homes for Sale	763	460	- 39.7%	--	--	--
Months Supply of Inventory	2.5	1.4	- 45.3%	--	--	--
Cumulative Days on Market Until Sale	83	61	- 26.1%	79	69	- 13.1%
Percent of Original List Price Received*	95.6%	97.2%	+ 1.7%	96.6%	97.7%	+ 1.1%
New Listings	187	151	- 19.3%	5,003	4,835	- 3.4%

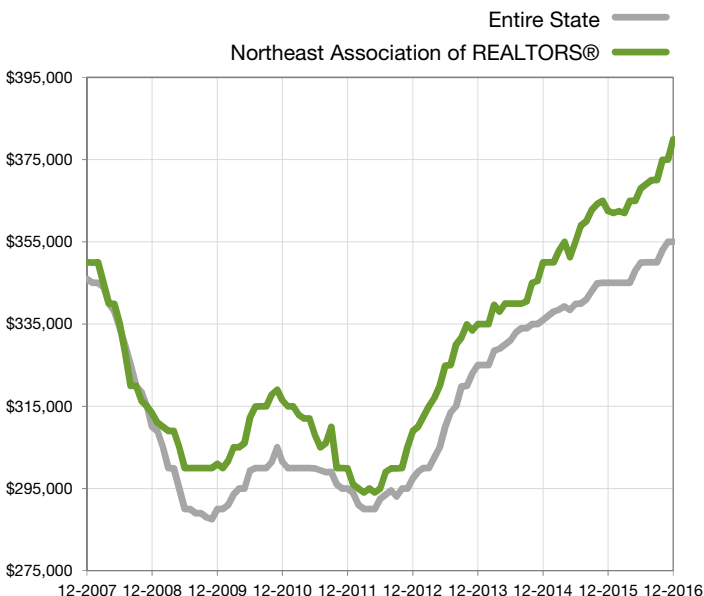
Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	77	74	- 3.9%	1,494	1,663	+ 11.3%
Closed Sales	121	121	0.0%	1,466	1,631	+ 11.3%
Median Sales Price*	\$189,501	\$203,000	+ 7.1%	\$215,000	\$220,000	+ 2.3%
Inventory of Homes for Sale	266	178	- 33.1%	--	--	--
Months Supply of Inventory	2.2	1.3	- 39.9%	--	--	--
Cumulative Days on Market Until Sale	65	45	- 30.2%	74	60	- 19.2%
Percent of Original List Price Received*	95.4%	97.4%	+ 2.1%	97.3%	97.8%	+ 0.5%
New Listings	79	59	- 25.3%	1,865	1,912	+ 2.5%

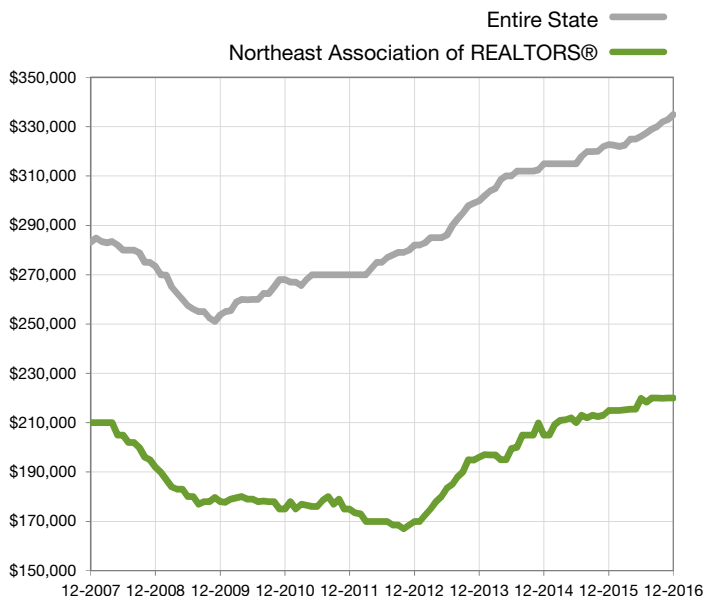
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Plymouth and South Shore Association of REALTORS®

- 3.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.3%

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

- 30.4%

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

Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	276	339	+ 22.8%	5,660	6,147	+ 8.6%
Closed Sales	489	506	+ 3.5%	5,523	5,985	+ 8.4%
Median Sales Price*	\$360,000	\$390,000	+ 8.3%	\$366,000	\$387,250	+ 5.8%
Inventory of Homes for Sale	1,482	980	- 33.9%	--	--	--
Months Supply of Inventory	3.2	2.0	- 39.0%	--	--	--
Cumulative Days on Market Until Sale	93	73	- 21.6%	91	80	- 12.8%
Percent of Original List Price Received*	94.6%	96.1%	+ 1.7%	95.7%	96.6%	+ 1.0%
New Listings	284	274	- 3.5%	7,978	7,964	- 0.2%

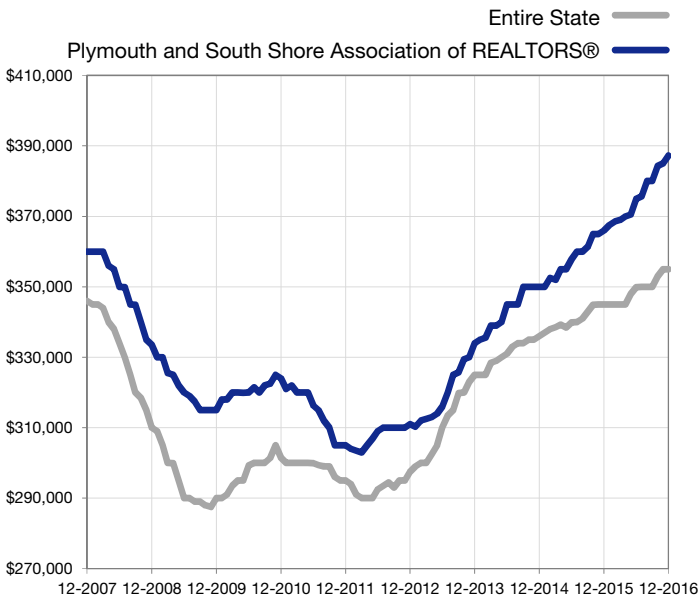
Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	85	107	+ 25.9%	1,738	1,746	+ 0.5%
Closed Sales	162	124	- 23.5%	1,687	1,693	+ 0.4%
Median Sales Price*	\$294,950	\$297,500	+ 0.9%	\$266,000	\$275,000	+ 3.4%
Inventory of Homes for Sale	349	295	- 15.5%	--	--	--
Months Supply of Inventory	2.5	2.1	- 15.8%	--	--	--
Cumulative Days on Market Until Sale	83	52	- 36.5%	86	75	- 12.8%
Percent of Original List Price Received*	96.9%	98.1%	+ 1.2%	97.1%	97.9%	+ 0.8%
New Listings	91	88	- 3.3%	2,187	2,191	+ 0.2%

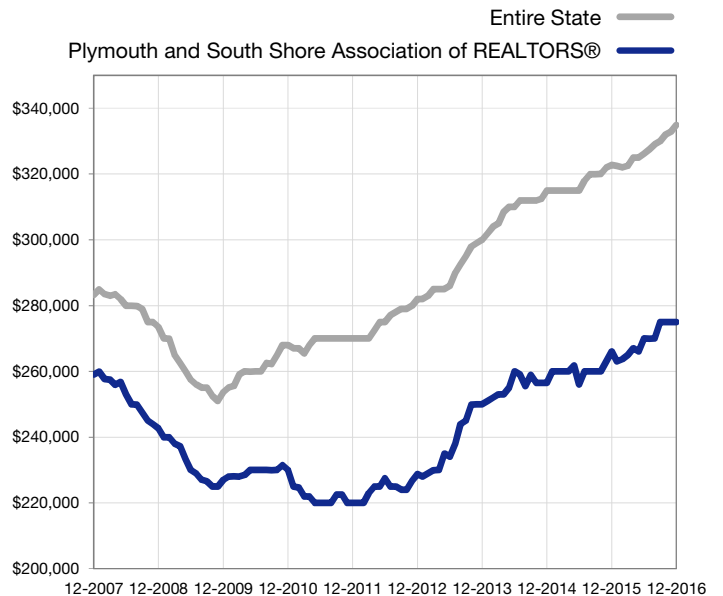
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 17.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.9%

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

- 34.9%

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

Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	315	318	+ 1.0%	5,355	6,019	+ 12.4%
Closed Sales	436	507	+ 16.3%	5,209	5,893	+ 13.1%
Median Sales Price*	\$190,000	\$199,700	+ 5.1%	\$197,425	\$199,000	+ 0.8%
Inventory of Homes for Sale	2,312	1,528	- 33.9%	--	--	--
Months Supply of Inventory	5.3	3.1	- 41.6%	--	--	--
Cumulative Days on Market Until Sale	125	95	- 23.9%	118	104	- 11.8%
Percent of Original List Price Received*	91.9%	94.1%	+ 2.4%	93.5%	94.4%	+ 0.9%
New Listings	348	296	- 14.9%	8,545	8,009	- 6.3%

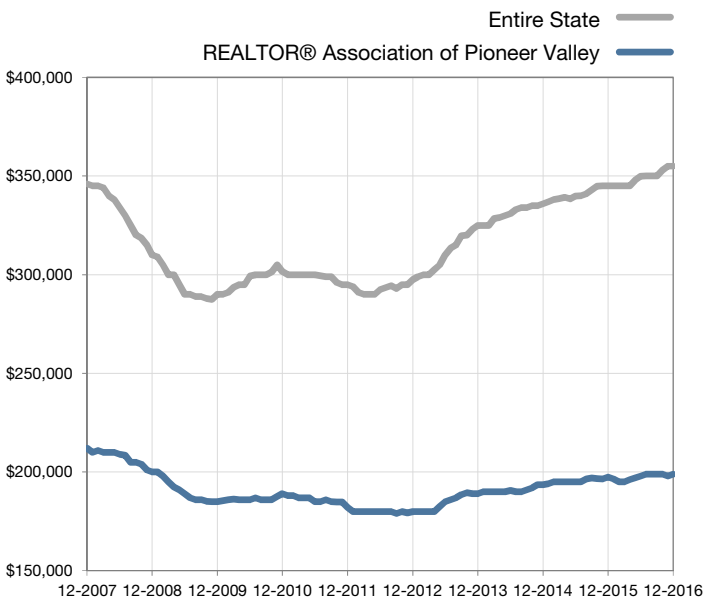
Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	42	53	+ 26.2%	836	882	+ 5.5%
Closed Sales	60	75	+ 25.0%	835	862	+ 3.2%
Median Sales Price*	\$147,500	\$162,500	+ 10.2%	\$155,000	\$152,000	- 1.9%
Inventory of Homes for Sale	414	246	- 40.6%	--	--	--
Months Supply of Inventory	5.9	3.4	- 42.4%	--	--	--
Cumulative Days on Market Until Sale	144	128	- 11.6%	140	122	- 12.9%
Percent of Original List Price Received*	93.1%	94.5%	+ 1.5%	94.4%	95.7%	+ 1.4%
New Listings	61	40	- 34.4%	1,234	1,082	- 12.3%

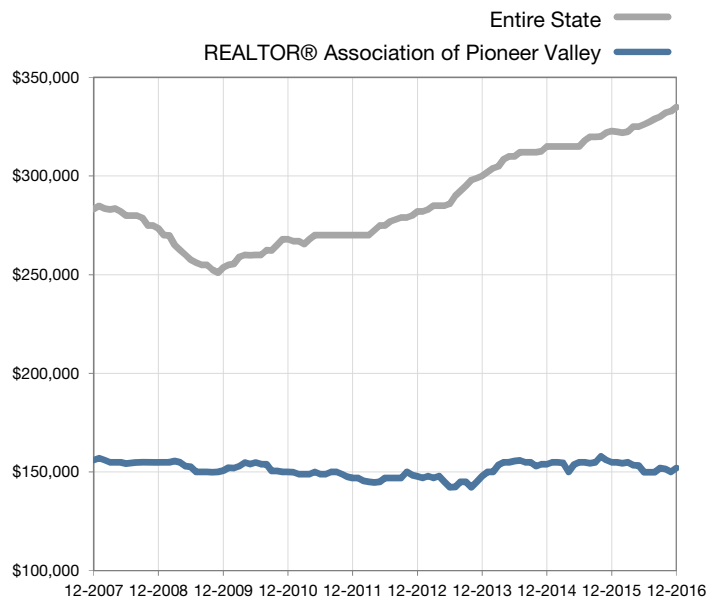
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTORS® Association of Southeastern Massachusetts

+ 4.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.1%

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

- 39.8%

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

Single-Family Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	274	352	+ 28.5%	4,484	5,264	+ 17.4%
Closed Sales	407	436	+ 7.1%	4,379	5,024	+ 14.7%
Median Sales Price*	\$264,000	\$285,000	+ 8.0%	\$267,500	\$282,800	+ 5.7%
Inventory of Homes for Sale	1,562	943	- 39.6%	--	--	--
Months Supply of Inventory	4.3	2.3	- 47.4%	--	--	--
Cumulative Days on Market Until Sale	96	70	- 26.9%	100	85	- 15.1%
Percent of Original List Price Received*	94.9%	96.8%	+ 2.0%	95.3%	96.7%	+ 1.4%
New Listings	266	302	+ 13.5%	6,400	6,534	+ 2.1%

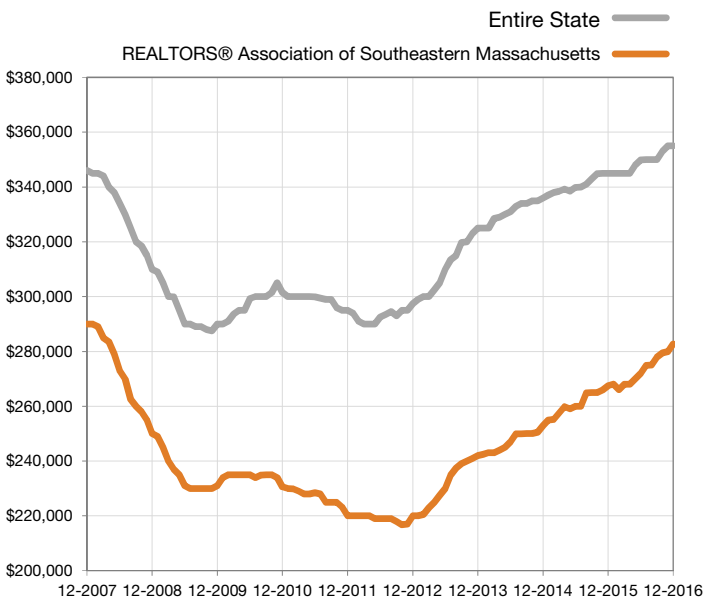
Condominium Properties

	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	50	59	+ 18.0%	737	835	+ 13.3%
Closed Sales	64	54	- 15.6%	708	822	+ 16.1%
Median Sales Price*	\$191,500	\$182,000	- 5.0%	\$190,000	\$194,950	+ 2.6%
Inventory of Homes for Sale	209	123	- 41.1%	--	--	--
Months Supply of Inventory	3.5	1.8	- 49.3%	--	--	--
Cumulative Days on Market Until Sale	71	61	- 13.9%	95	87	- 8.4%
Percent of Original List Price Received*	96.4%	97.0%	+ 0.6%	96.2%	96.3%	+ 0.1%
New Listings	52	43	- 17.3%	995	1,000	+ 0.5%

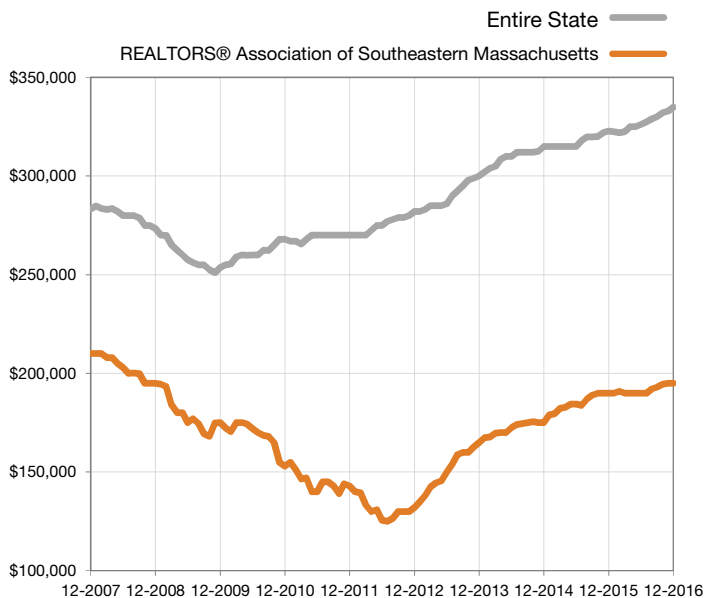
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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