

Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	311	444	+ 42.8%	4,766	5,594	+ 17.4%
Closed Sales	430	446	+ 3.7%	4,672	5,297	+ 13.4%
Median Sales Price*	\$377,750	\$372,500	- 1.4%	\$365,000	\$372,750	+ 2.1%
Inventory of Homes for Sale	3,229	2,060	- 36.2%	--	--	--
Months Supply of Inventory	8.3	4.7	- 43.4%	--	--	--
Cumulative Days on Market Until Sale	153	131	- 14.4%	158	152	- 3.8%
Percent of Original List Price Received*	92.4%	92.9%	+ 0.5%	92.4%	93.1%	+ 0.8%
New Listings	277	247	- 10.8%	8,094	7,520	- 7.1%

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

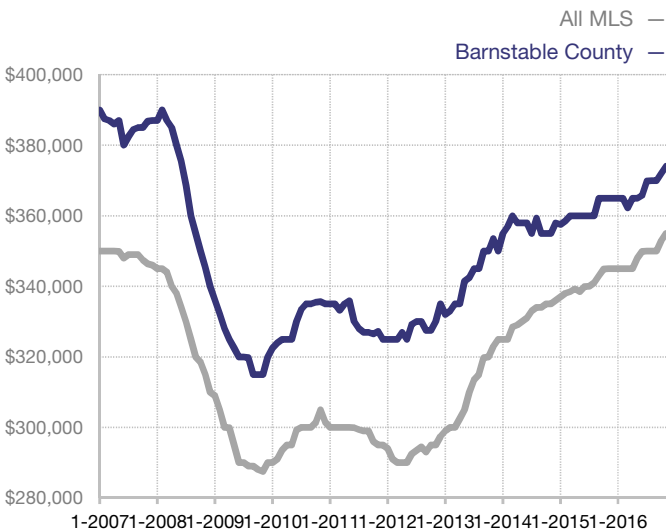
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	85	96	+ 12.9%	1,229	1,244	+ 1.2%
Closed Sales	108	99	- 8.3%	1,219	1,203	- 1.3%
Median Sales Price*	\$280,000	\$260,000	- 7.1%	\$250,000	\$265,000	+ 6.0%
Inventory of Homes for Sale	718	486	- 32.3%	--	--	--
Months Supply of Inventory	7.1	4.8	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	134	150	+ 11.9%	144	149	+ 3.5%
Percent of Original List Price Received*	93.5%	93.2%	- 0.3%	94.3%	94.1%	- 0.2%
New Listings	61	61	0.0%	1,847	1,694	- 8.3%

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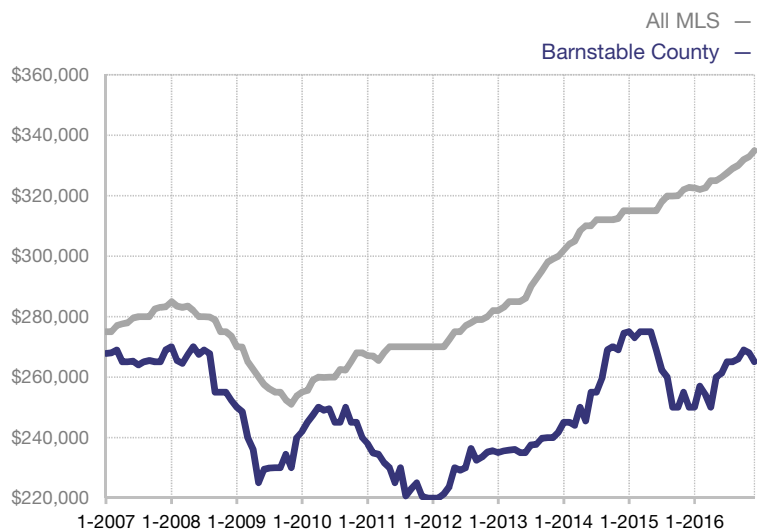
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2016

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Berkshire County

Single-Family Properties

Key Metrics	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	- 33.9%	--	--	--
Cumulative Days on Market Until Sale	156	146	- 6.4%	136	125	- 8.1%
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%

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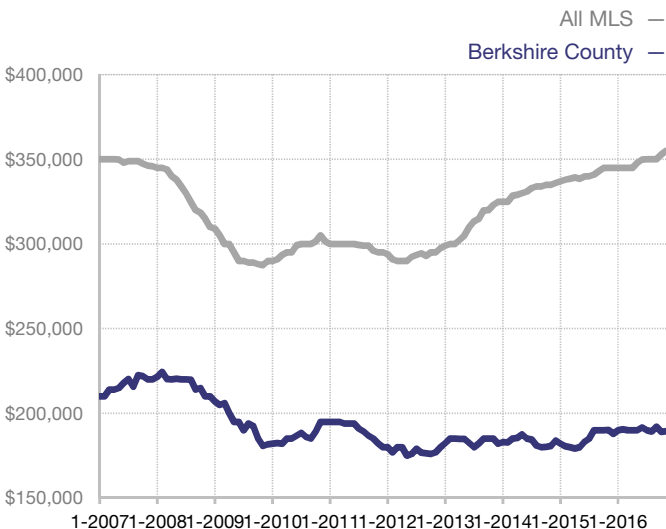
Condominium Properties

Key Metrics	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	+ 46.2%	--	--	--
Cumulative Days on Market Until Sale	131	213	+ 62.6%	159	160	+ 0.6%
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%

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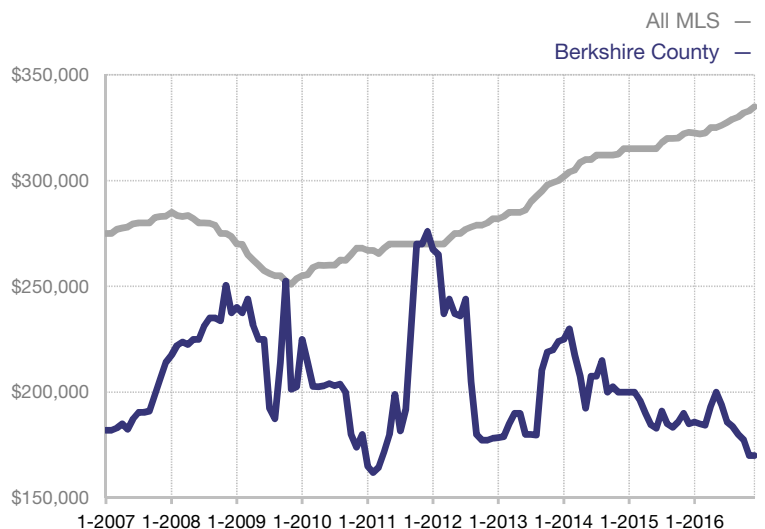
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2016

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Bristol County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	258	287	+ 11.2%	4,335	4,907	+ 13.2%
Closed Sales	381	415	+ 8.9%	4,241	4,770	+ 12.5%
Median Sales Price*	\$265,000	\$283,000	+ 6.8%	\$269,000	\$285,000	+ 5.9%
Inventory of Homes for Sale	1,596	1,015	- 36.4%	--	--	--
Months Supply of Inventory	4.5	2.6	- 42.2%	--	--	--
Cumulative Days on Market Until Sale	95	74	- 22.1%	102	88	- 13.7%
Percent of Original List Price Received*	94.9%	96.4%	+ 1.6%	94.9%	96.3%	+ 1.5%
New Listings	245	264	+ 7.8%	6,257	6,135	- 1.9%

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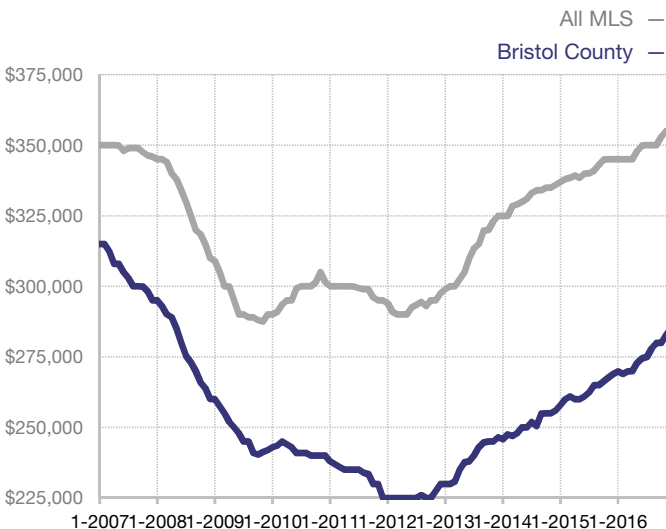
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	46	56	+ 21.7%	726	873	+ 20.2%
Closed Sales	65	62	- 4.6%	702	853	+ 21.5%
Median Sales Price*	\$174,450	\$171,900	- 1.5%	\$185,000	\$187,000	+ 1.1%
Inventory of Homes for Sale	248	151	- 39.1%	--	--	--
Months Supply of Inventory	4.2	2.1	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	93	62	- 33.3%	97	89	- 8.2%
Percent of Original List Price Received*	95.4%	96.6%	+ 1.3%	95.4%	95.7%	+ 0.3%
New Listings	60	44	- 26.7%	1,052	1,066	+ 1.3%

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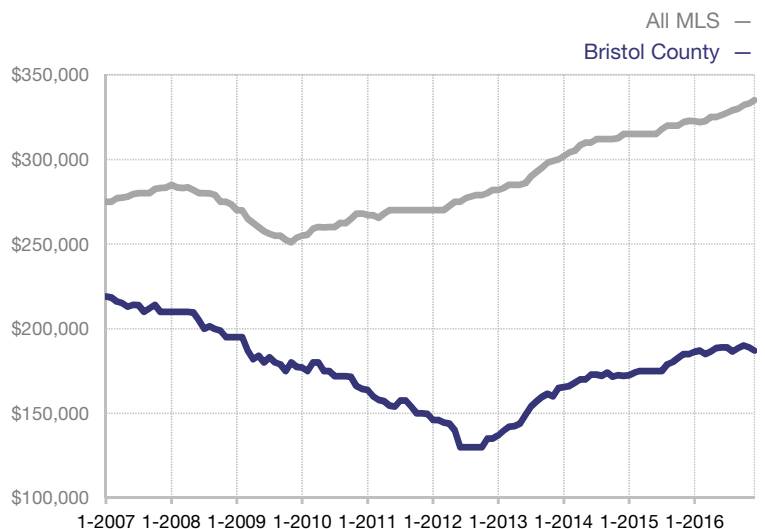
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Dukes County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	17	12	- 29.4%	187	173	- 7.5%
Closed Sales	19	4	- 78.9%	168	165	- 1.8%
Median Sales Price*	\$850,000	\$627,500	- 26.2%	\$727,500	\$875,000	+ 20.3%
Inventory of Homes for Sale	173	143	- 17.3%	--	--	--
Months Supply of Inventory	12.4	10.4	- 16.1%	--	--	--
Cumulative Days on Market Until Sale	249	95	- 61.8%	206	170	- 17.5%
Percent of Original List Price Received*	88.0%	89.7%	+ 1.9%	91.8%	92.1%	+ 0.3%
New Listings	9	8	- 11.1%	416	342	- 17.8%

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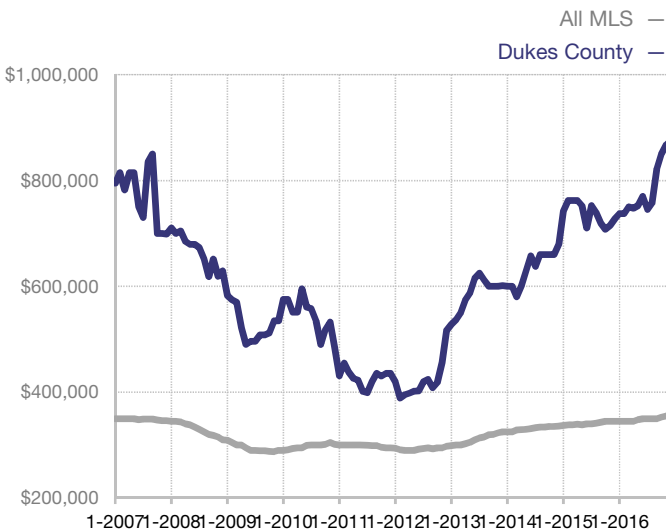
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	1	- 66.7%	11	10	- 9.1%
Closed Sales	1	0	- 100.0%	9	11	+ 22.2%
Median Sales Price*	\$499,000	\$0	- 100.0%	\$65,000	\$262,500	+ 303.8%
Inventory of Homes for Sale	5	12	+ 140.0%	--	--	--
Months Supply of Inventory	4.4	7.6	+ 72.7%	--	--	--
Cumulative Days on Market Until Sale	309	0	- 100.0%	288	77	- 73.3%
Percent of Original List Price Received*	87.7%	0.0%	- 100.0%	82.6%	92.8%	+ 12.3%
New Listings	0	1	--	25	23	- 8.0%

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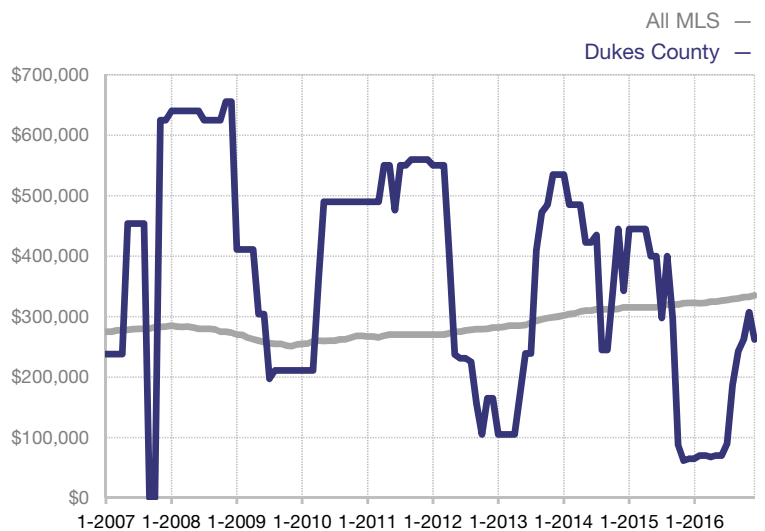
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Essex County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	314	360	+ 14.6%	6,305	6,471	+ 2.6%
Closed Sales	578	546	- 5.5%	6,159	6,327	+ 2.7%
Median Sales Price*	\$378,500	\$405,000	+ 7.0%	\$385,000	\$400,000	+ 3.9%
Inventory of Homes for Sale	1,314	833	- 36.6%	--	--	--
Months Supply of Inventory	2.6	1.6	- 38.5%	--	--	--
Cumulative Days on Market Until Sale	89	62	- 30.3%	84	75	- 10.7%
Percent of Original List Price Received*	94.5%	96.3%	+ 1.9%	96.2%	97.1%	+ 0.9%
New Listings	261	254	- 2.7%	8,496	8,031	- 5.5%

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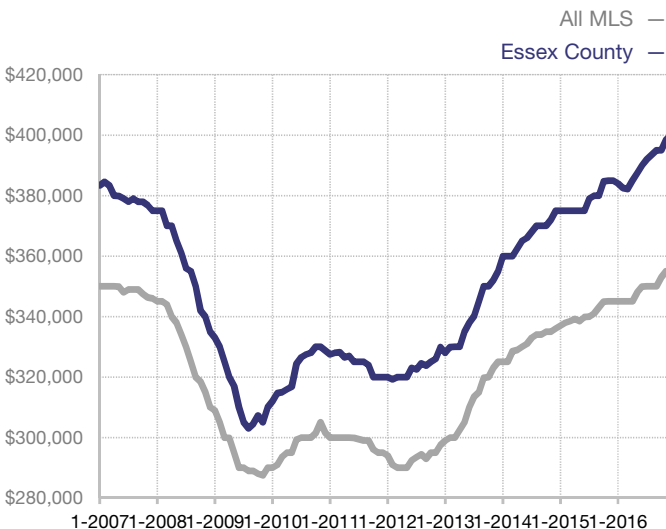
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	129	156	+ 20.9%	2,755	2,849	+ 3.4%
Closed Sales	231	229	- 0.9%	2,671	2,763	+ 3.4%
Median Sales Price*	\$230,000	\$256,000	+ 11.3%	\$245,000	\$259,000	+ 5.7%
Inventory of Homes for Sale	574	370	- 35.5%	--	--	--
Months Supply of Inventory	2.6	1.6	- 38.5%	--	--	--
Cumulative Days on Market Until Sale	82	59	- 28.0%	82	73	- 11.0%
Percent of Original List Price Received*	95.5%	97.5%	+ 2.1%	96.5%	97.6%	+ 1.1%
New Listings	134	126	- 6.0%	3,543	3,387	- 4.4%

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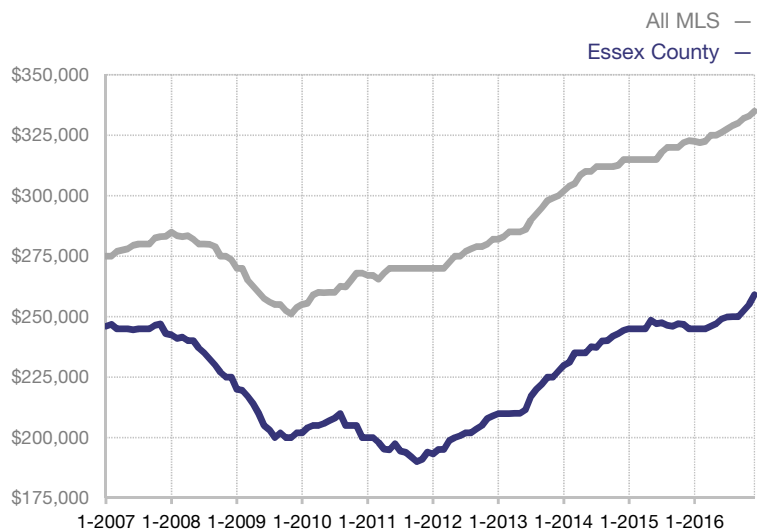
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



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Franklin County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	34	37	+ 8.8%	548	646	+ 17.9%
Closed Sales	49	53	+ 8.2%	553	626	+ 13.2%
Median Sales Price*	\$195,000	\$199,500	+ 2.3%	\$185,000	\$199,500	+ 7.8%
Inventory of Homes for Sale	331	235	- 29.0%	--	--	--
Months Supply of Inventory	7.2	4.5	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	148	121	- 18.2%	139	131	- 5.8%
Percent of Original List Price Received*	89.8%	91.0%	+ 1.3%	91.3%	92.8%	+ 1.6%
New Listings	39	33	- 15.4%	972	938	- 3.5%

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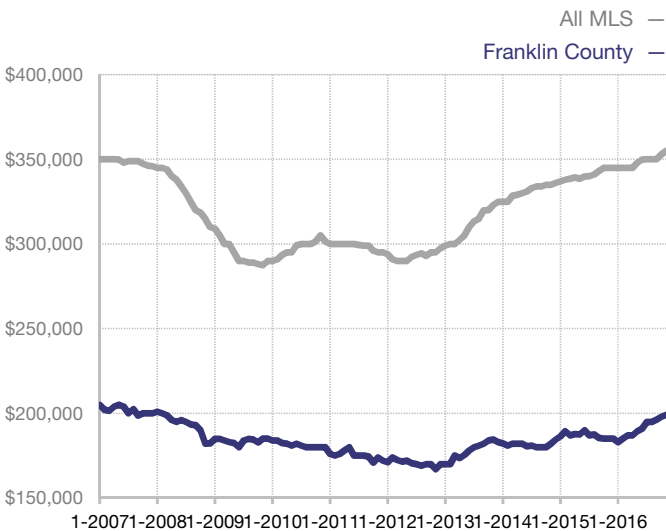
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	1	- 66.7%	46	45	- 2.2%
Closed Sales	2	3	+ 50.0%	49	44	- 10.2%
Median Sales Price*	\$192,500	\$134,000	- 30.4%	\$182,000	\$134,700	- 26.0%
Inventory of Homes for Sale	32	18	- 43.8%	--	--	--
Months Supply of Inventory	7.2	4.1	- 43.1%	--	--	--
Cumulative Days on Market Until Sale	75	90	+ 20.0%	162	149	- 8.0%
Percent of Original List Price Received*	92.0%	94.6%	+ 2.8%	97.3%	94.1%	- 3.3%
New Listings	2	5	+ 150.0%	69	55	- 20.3%

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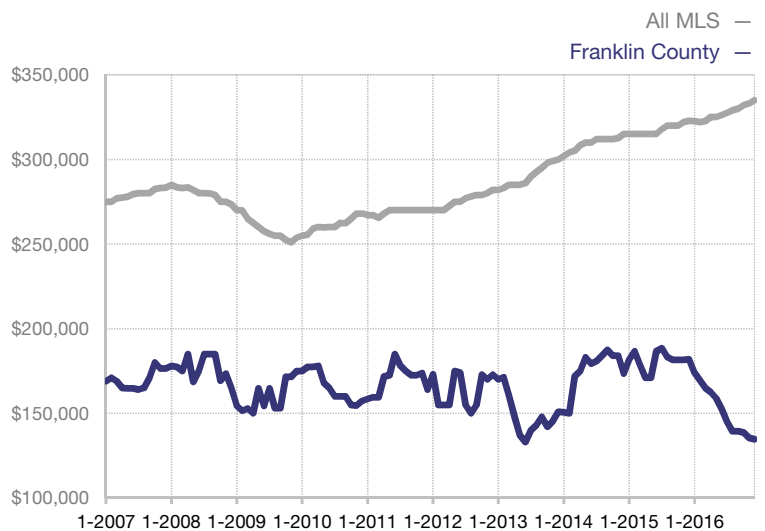
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Hampden County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	224	212	- 5.4%	3,560	4,055	+ 13.9%
Closed Sales	287	349	+ 21.6%	3,440	3,997	+ 16.2%
Median Sales Price*	\$175,000	\$187,475	+ 7.1%	\$180,000	\$180,000	0.0%
Inventory of Homes for Sale	1,422	956	- 32.8%	--	--	--
Months Supply of Inventory	5.0	2.9	- 42.0%	--	--	--
Cumulative Days on Market Until Sale	113	87	- 23.0%	111	96	- 13.5%
Percent of Original List Price Received*	92.0%	94.6%	+ 2.8%	93.8%	94.6%	+ 0.9%
New Listings	255	226	- 11.4%	5,606	5,325	- 5.0%

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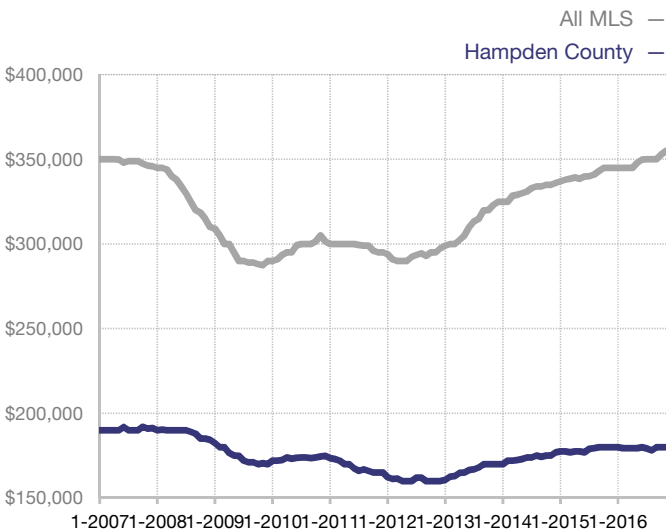
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	29	34	+ 17.2%	498	520	+ 4.4%
Closed Sales	40	45	+ 12.5%	495	520	+ 5.1%
Median Sales Price*	\$126,000	\$131,500	+ 4.4%	\$136,000	\$134,950	- 0.8%
Inventory of Homes for Sale	221	152	- 31.2%	--	--	--
Months Supply of Inventory	5.4	3.5	- 35.2%	--	--	--
Cumulative Days on Market Until Sale	148	97	- 34.5%	137	111	- 19.0%
Percent of Original List Price Received*	92.4%	94.0%	+ 1.7%	93.6%	94.9%	+ 1.4%
New Listings	44	26	- 40.9%	722	667	- 7.6%

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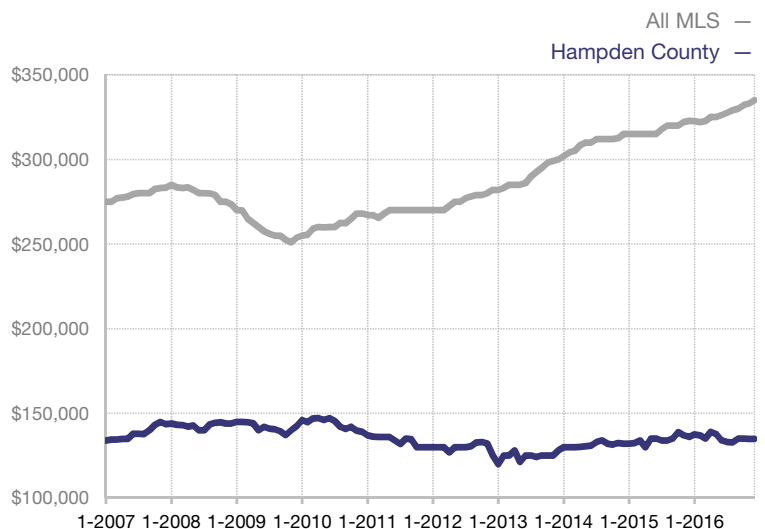
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



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Rolling 12-Month Calculation



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Hampshire County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	61	76	+ 24.6%	1,268	1,350	+ 6.5%
Closed Sales	104	112	+ 7.7%	1,240	1,306	+ 5.3%
Median Sales Price*	\$222,250	\$234,250	+ 5.4%	\$257,925	\$260,550	+ 1.0%
Inventory of Homes for Sale	543	347	- 36.1%	--	--	--
Months Supply of Inventory	5.3	3.2	- 39.6%	--	--	--
Cumulative Days on Market Until Sale	143	99	- 30.8%	126	112	- 11.1%
Percent of Original List Price Received*	92.3%	93.8%	+ 1.6%	93.9%	94.6%	+ 0.7%
New Listings	59	45	- 23.7%	1,970	1,805	- 8.4%

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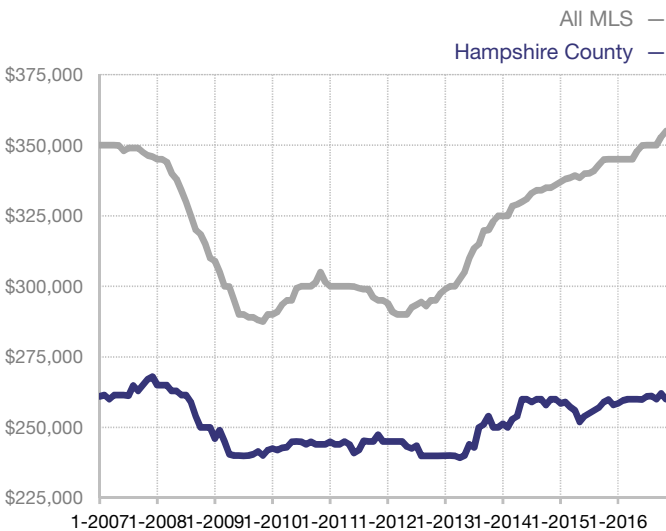
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	11	18	+ 63.6%	293	318	+ 8.5%
Closed Sales	18	27	+ 50.0%	290	300	+ 3.4%
Median Sales Price*	\$191,000	\$215,000	+ 12.6%	\$186,500	\$193,500	+ 3.8%
Inventory of Homes for Sale	160	80	- 50.0%	--	--	--
Months Supply of Inventory	6.6	3.2	- 51.5%	--	--	--
Cumulative Days on Market Until Sale	145	184	+ 26.9%	144	137	- 4.9%
Percent of Original List Price Received*	95.0%	95.5%	+ 0.5%	95.1%	97.2%	+ 2.2%
New Listings	15	10	- 33.3%	441	368	- 16.6%

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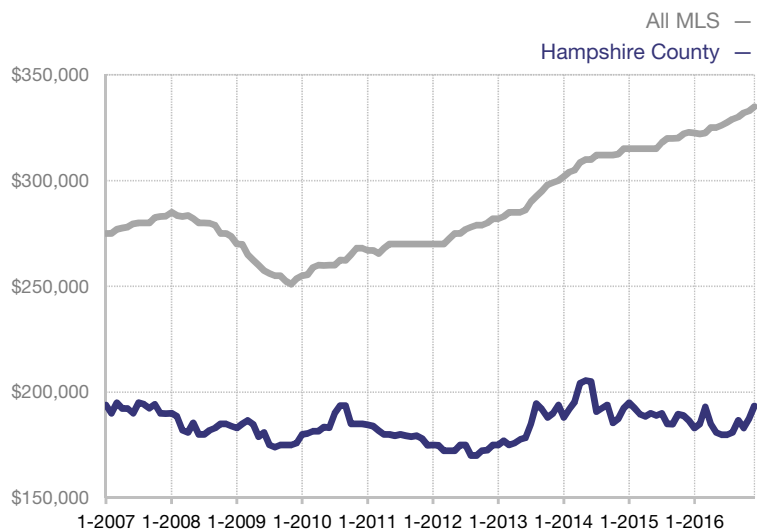
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2016

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Middlesex County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	534	489	- 8.4%	11,103	11,463	+ 3.2%
Closed Sales	999	890	- 10.9%	10,951	11,438	+ 4.4%
Median Sales Price*	\$470,000	\$502,000	+ 6.8%	\$475,000	\$495,000	+ 4.2%
Inventory of Homes for Sale	1,917	1,152	- 39.9%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	79	62	- 21.5%	69	63	- 8.7%
Percent of Original List Price Received*	96.3%	97.5%	+ 1.2%	97.9%	98.5%	+ 0.6%
New Listings	464	328	- 29.3%	14,276	13,765	- 3.6%

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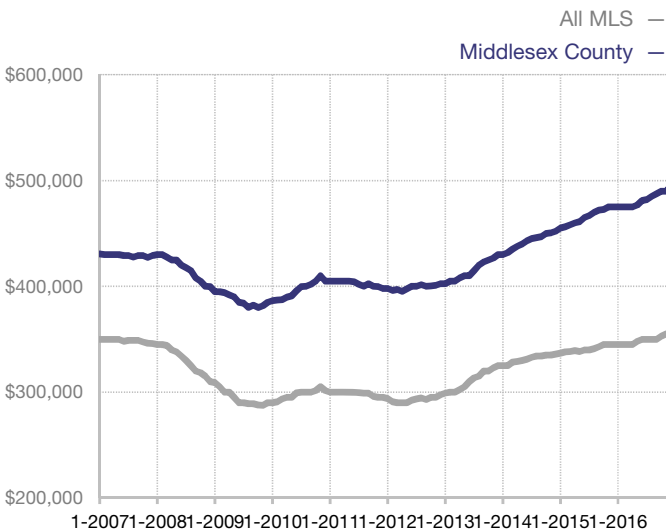
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	295	305	+ 3.4%	5,770	6,361	+ 10.2%
Closed Sales	506	499	- 1.4%	5,630	6,289	+ 11.7%
Median Sales Price*	\$395,000	\$399,000	+ 1.0%	\$379,000	\$410,000	+ 8.2%
Inventory of Homes for Sale	734	449	- 38.8%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	56	45	- 19.6%	56	48	- 14.3%
Percent of Original List Price Received*	98.1%	99.0%	+ 0.9%	100.1%	100.4%	+ 0.3%
New Listings	249	238	- 4.4%	7,034	7,210	+ 2.5%

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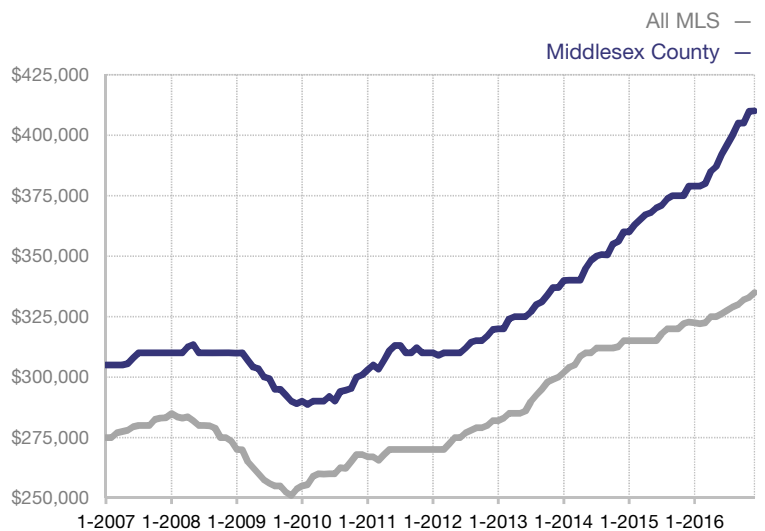
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Nantucket County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	4	4	0.0%	35	25	- 28.6%
Closed Sales	3	2	- 33.3%	35	22	- 37.1%
Median Sales Price*	\$1,295,000	\$1,392,500	+ 7.5%	\$1,625,000	\$1,342,500	- 17.4%
Inventory of Homes for Sale	36	19	- 47.2%	--	--	--
Months Supply of Inventory	12.3	9.5	- 22.8%	--	--	--
Cumulative Days on Market Until Sale	156	151	- 3.2%	122	208	+ 70.5%
Percent of Original List Price Received*	86.8%	95.8%	+ 10.4%	93.5%	91.9%	- 1.7%
New Listings	2	1	- 50.0%	76	59	- 22.4%

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

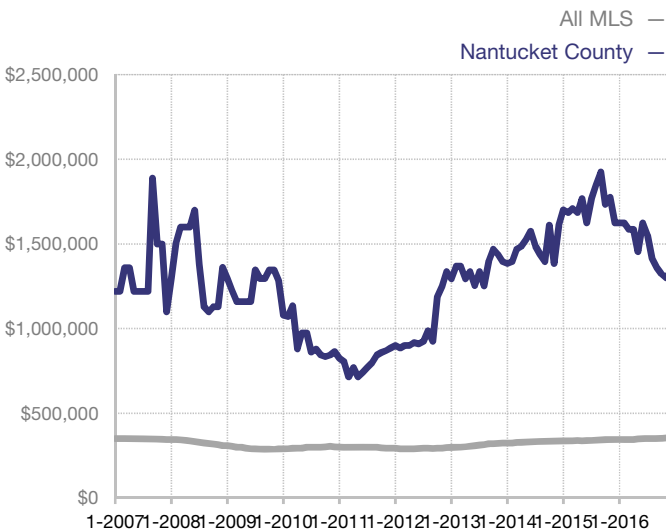
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	0	- 100.0%	10	1	- 90.0%
Closed Sales	1	0	- 100.0%	10	1	- 90.0%
Median Sales Price*	\$900,000	\$0	- 100.0%	\$386,000	\$418,500	+ 8.4%
Inventory of Homes for Sale	3	0	- 100.0%	--	--	--
Months Supply of Inventory	1.5	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	160	0	- 100.0%	64	48	- 25.0%
Percent of Original List Price Received*	90.5%	0.0%	- 100.0%	96.1%	99.6%	+ 3.6%
New Listings	0	0	--	15	4	- 73.3%

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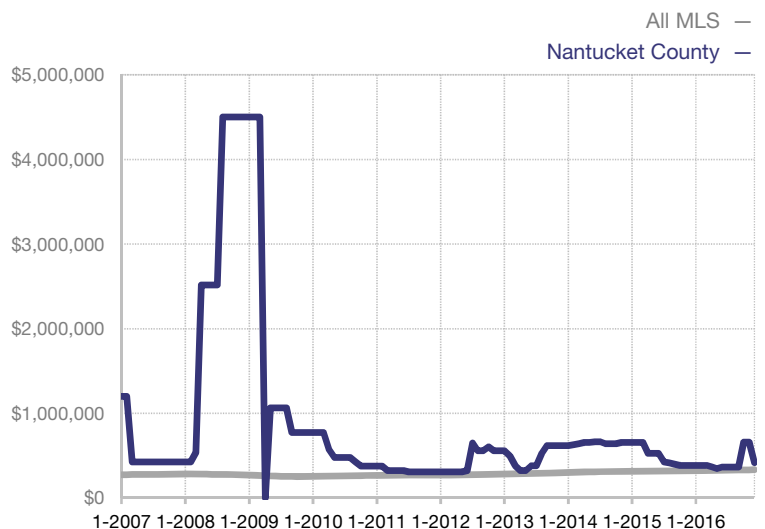
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2016

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Norfolk County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	309	340	+ 10.0%	6,182	6,387	+ 3.3%
Closed Sales	524	495	- 5.5%	6,050	6,257	+ 3.4%
Median Sales Price*	\$425,000	\$450,000	+ 5.9%	\$435,000	\$455,000	+ 4.6%
Inventory of Homes for Sale	1,250	849	- 32.1%	--	--	--
Months Supply of Inventory	2.5	1.6	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	80	67	- 16.3%	74	70	- 5.4%
Percent of Original List Price Received*	95.3%	95.8%	+ 0.5%	96.9%	97.2%	+ 0.3%
New Listings	246	211	- 14.2%	8,201	8,036	- 2.0%

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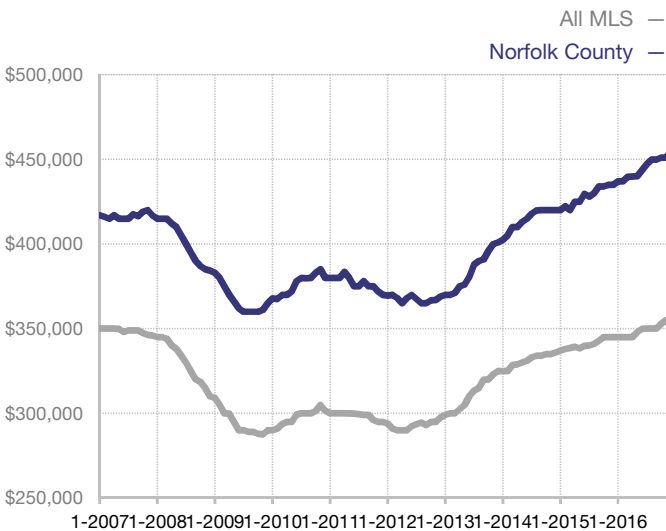
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	96	119	+ 24.0%	2,348	2,368	+ 0.9%
Closed Sales	204	190	- 6.9%	2,362	2,281	- 3.4%
Median Sales Price*	\$310,500	\$333,000	+ 7.2%	\$328,673	\$325,000	- 1.1%
Inventory of Homes for Sale	345	236	- 31.6%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	59	50	- 15.3%	59	57	- 3.4%
Percent of Original List Price Received*	97.6%	98.2%	+ 0.6%	98.7%	98.9%	+ 0.2%
New Listings	90	93	+ 3.3%	2,857	2,800	- 2.0%

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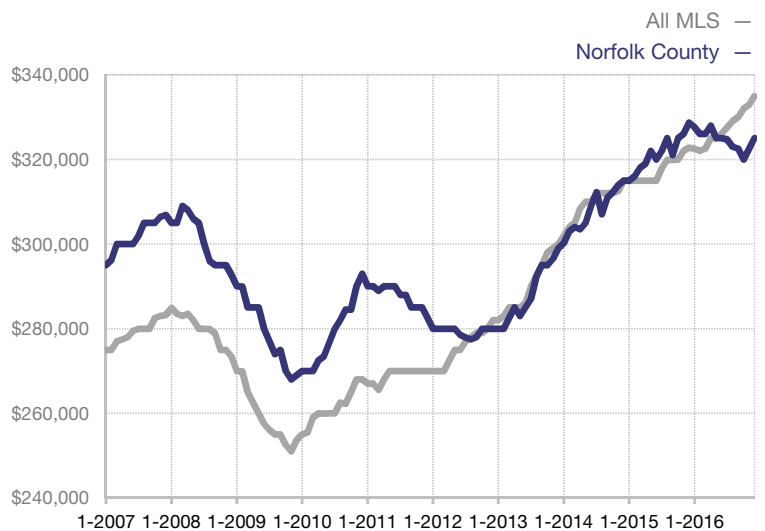
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2016

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Plymouth County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	316	391	+ 23.7%	5,725	6,467	+ 13.0%
Closed Sales	498	521	+ 4.6%	5,574	6,251	+ 12.1%
Median Sales Price*	\$322,500	\$345,000	+ 7.0%	\$321,988	\$338,650	+ 5.2%
Inventory of Homes for Sale	1,849	1,169	- 36.8%	--	--	--
Months Supply of Inventory	4.0	2.2	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	108	78	- 27.8%	103	88	- 14.6%
Percent of Original List Price Received*	94.1%	96.2%	+ 2.2%	95.2%	96.3%	+ 1.2%
New Listings	318	343	+ 7.9%	8,425	8,409	- 0.2%

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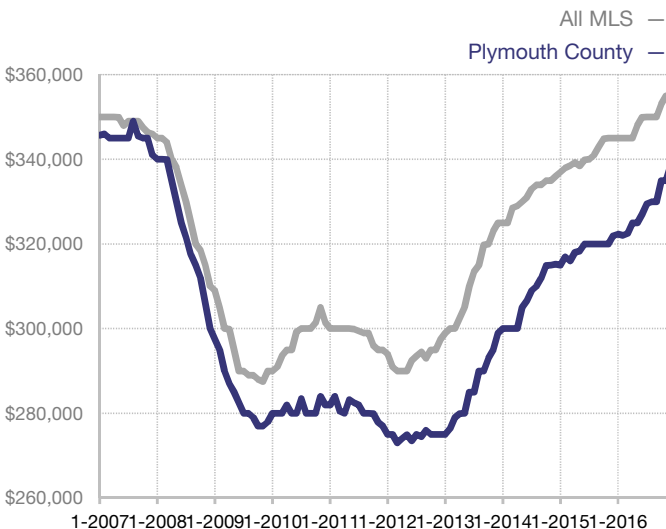
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	57	65	+ 14.0%	1,028	1,056	+ 2.7%
Closed Sales	94	67	- 28.7%	980	1,047	+ 6.8%
Median Sales Price*	\$267,500	\$237,500	- 11.2%	\$249,325	\$255,000	+ 2.3%
Inventory of Homes for Sale	282	249	- 11.7%	--	--	--
Months Supply of Inventory	3.5	2.9	- 17.1%	--	--	--
Cumulative Days on Market Until Sale	96	60	- 37.5%	112	92	- 17.9%
Percent of Original List Price Received*	96.3%	96.5%	+ 0.2%	96.3%	97.2%	+ 0.9%
New Listings	64	67	+ 4.7%	1,373	1,400	+ 2.0%

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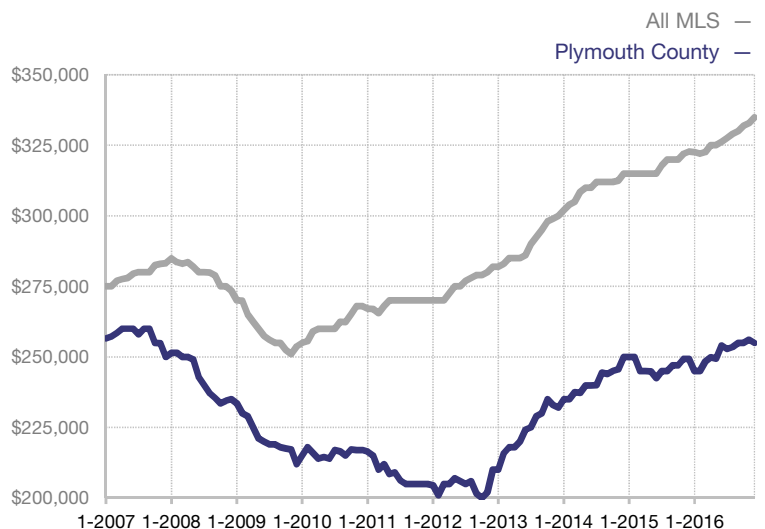
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2016

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Suffolk County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	69	88	+ 27.5%	1,332	1,433	+ 7.6%
Closed Sales	125	127	+ 1.6%	1,313	1,360	+ 3.6%
Median Sales Price*	\$419,000	\$453,500	+ 8.2%	\$425,000	\$463,500	+ 9.1%
Inventory of Homes for Sale	244	129	- 47.1%	--	--	--
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	61	44	- 27.9%	58	52	- 10.3%
Percent of Original List Price Received*	97.4%	98.8%	+ 1.4%	98.2%	98.8%	+ 0.6%
New Listings	77	47	- 39.0%	1,765	1,765	0.0%

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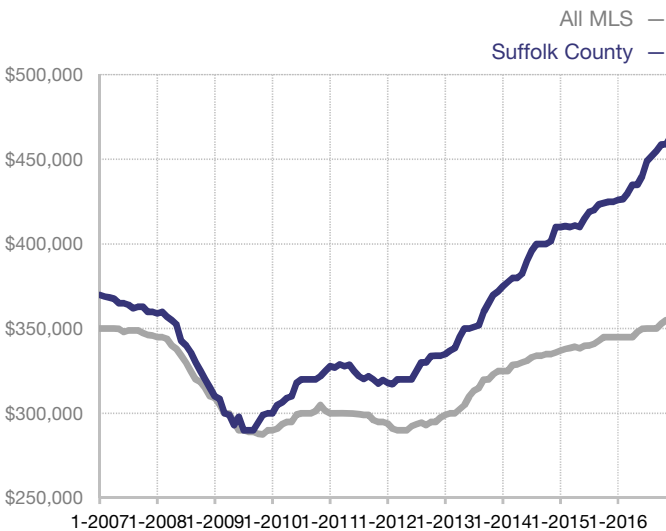
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	234	222	- 5.1%	4,840	4,798	- 0.9%
Closed Sales	382	381	- 0.3%	4,677	4,732	+ 1.2%
Median Sales Price*	\$507,500	\$520,000	+ 2.5%	\$499,000	\$536,400	+ 7.5%
Inventory of Homes for Sale	661	498	- 24.7%	--	--	--
Months Supply of Inventory	1.7	1.3	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	53	46	- 13.2%	50	47	- 6.0%
Percent of Original List Price Received*	98.3%	98.0%	- 0.3%	99.6%	99.7%	+ 0.1%
New Listings	226	177	- 21.7%	6,078	5,928	- 2.5%

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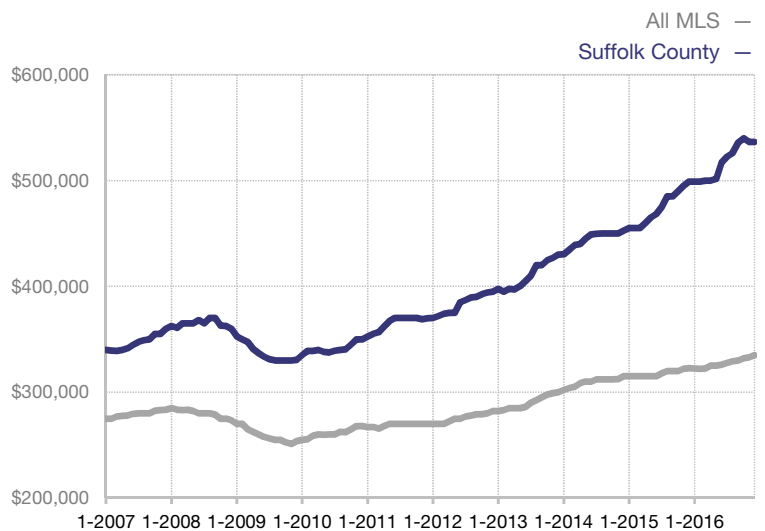
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2016

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Worcester County

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	449	506	+ 12.7%	7,673	8,629	+ 12.5%
Closed Sales	686	690	+ 0.6%	7,415	8,363	+ 12.8%
Median Sales Price*	\$242,250	\$255,000	+ 5.3%	\$245,000	\$255,000	+ 4.1%
Inventory of Homes for Sale	2,606	1,646	- 36.8%	--	--	--
Months Supply of Inventory	4.2	2.4	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	116	71	- 38.8%	108	90	- 16.7%
Percent of Original List Price Received*	93.7%	95.9%	+ 2.3%	94.8%	96.2%	+ 1.5%
New Listings	468	376	- 19.7%	11,427	11,003	- 3.7%

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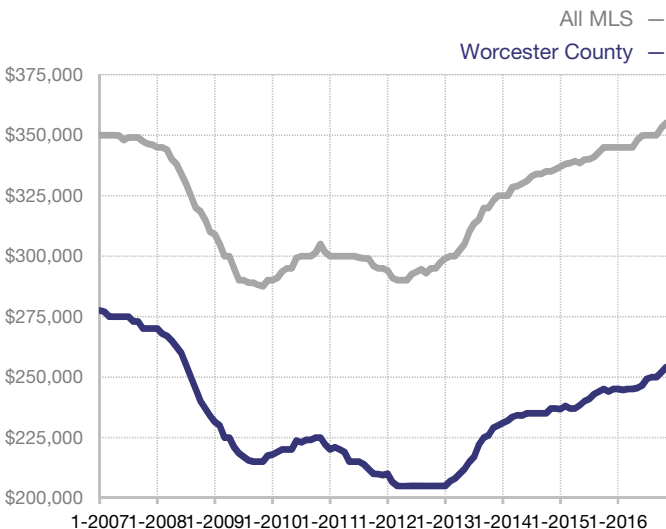
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	82	99	+ 20.7%	1,570	1,757	+ 11.9%
Closed Sales	131	141	+ 7.6%	1,528	1,704	+ 11.5%
Median Sales Price*	\$182,000	\$180,000	- 1.1%	\$195,945	\$192,500	- 1.8%
Inventory of Homes for Sale	480	309	- 35.6%	--	--	--
Months Supply of Inventory	3.8	2.2	- 42.1%	--	--	--
Cumulative Days on Market Until Sale	108	72	- 33.3%	100	88	- 12.0%
Percent of Original List Price Received*	96.3%	96.1%	- 0.2%	95.9%	96.5%	+ 0.6%
New Listings	101	82	- 18.8%	2,196	2,156	- 1.8%

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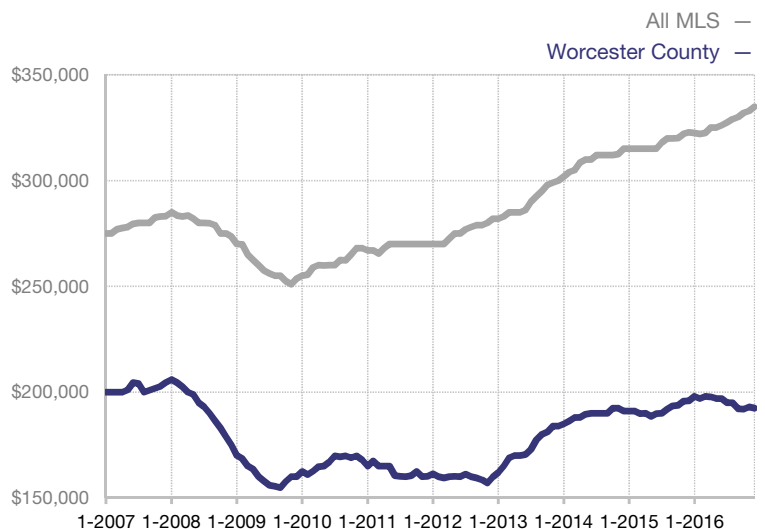
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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