

# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Barnstable County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	492	<b>578</b>	+ 17.5%	1,138	<b>1,248</b>	+ 9.7%
Closed Sales	362	<b>386</b>	+ 6.6%	893	<b>935</b>	+ 4.7%
Median Sales Price*	\$345,000	<b>\$380,200</b>	+ 10.2%	\$340,000	<b>\$375,000</b>	+ 10.3%
Inventory of Homes for Sale	3,346	<b>2,257</b>	- 32.5%	--	--	--
Months Supply of Inventory	8.3	<b>5.1</b>	- 38.6%	--	--	--
Cumulative Days on Market Until Sale	170	<b>138</b>	- 18.8%	169	<b>136</b>	- 19.5%
Percent of Original List Price Received*	92.5%	<b>93.3%</b>	+ 0.9%	91.6%	<b>92.9%</b>	+ 1.4%
New Listings	843	<b>695</b>	- 17.6%	1,863	<b>1,600</b>	- 14.1%

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

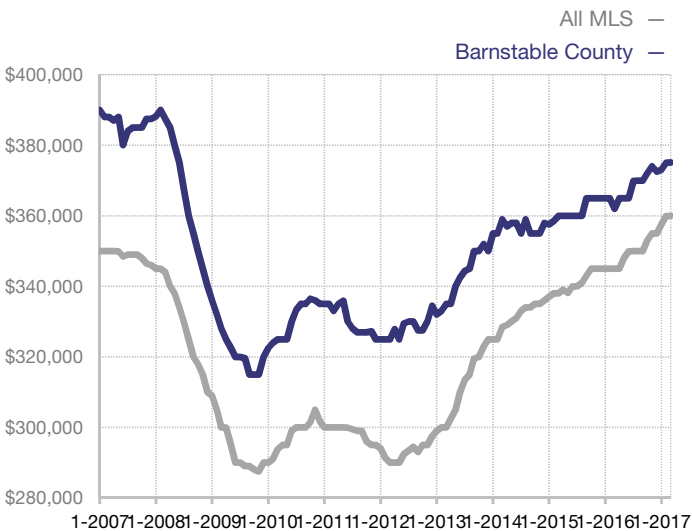
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	105	<b>120</b>	+ 14.3%	244	<b>268</b>	+ 9.8%
Closed Sales	92	<b>80</b>	- 13.0%	234	<b>194</b>	- 17.1%
Median Sales Price*	\$210,000	<b>\$237,500</b>	+ 13.1%	\$256,000	<b>\$242,500</b>	- 5.3%
Inventory of Homes for Sale	796	<b>512</b>	- 35.7%	--	--	--
Months Supply of Inventory	7.5	<b>5.3</b>	- 29.3%	--	--	--
Cumulative Days on Market Until Sale	140	<b>119</b>	- 15.0%	166	<b>141</b>	- 15.1%
Percent of Original List Price Received*	94.9%	<b>97.4%</b>	+ 2.6%	94.3%	<b>94.9%</b>	+ 0.6%
New Listings	190	<b>141</b>	- 25.8%	439	<b>329</b>	- 25.1%

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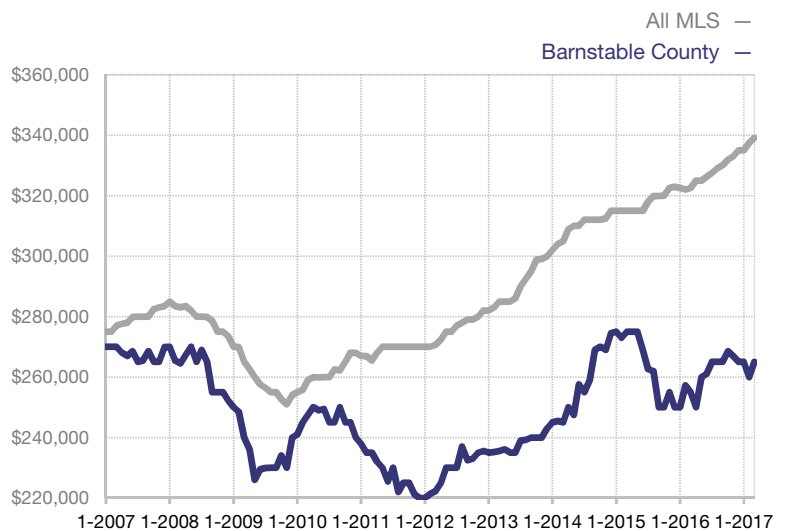
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2017

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## Berkshire County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	142	<b>119</b>	- 16.2%	304	<b>301</b>	- 1.0%
Closed Sales	72	<b>79</b>	+ 9.7%	229	<b>244</b>	+ 6.6%
Median Sales Price*	\$164,750	<b>\$183,100</b>	+ 11.1%	\$185,000	<b>\$190,125</b>	+ 2.8%
Inventory of Homes for Sale	1,132	<b>804</b>	- 29.0%	--	--	--
Months Supply of Inventory	10.5	<b>6.9</b>	- 34.3%	--	--	--
Cumulative Days on Market Until Sale	136	<b>114</b>	- 16.2%	154	<b>131</b>	- 14.9%
Percent of Original List Price Received*	90.8%	<b>90.2%</b>	- 0.7%	88.8%	<b>88.4%</b>	- 0.5%
New Listings	223	<b>180</b>	- 19.3%	494	<b>402</b>	- 18.6%

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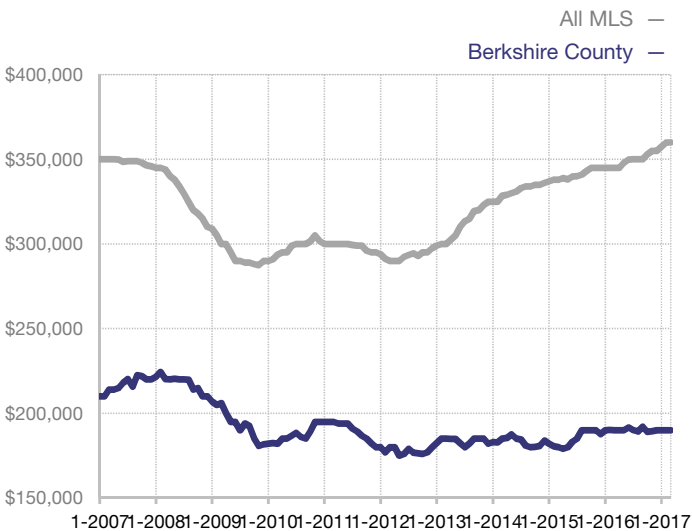
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	<b>16</b>	+ 77.8%	17	<b>28</b>	+ 64.7%
Closed Sales	4	<b>8</b>	+ 100.0%	11	<b>17</b>	+ 54.5%
Median Sales Price*	\$163,750	<b>\$162,500</b>	- 0.8%	\$177,500	<b>\$193,900</b>	+ 9.2%
Inventory of Homes for Sale	138	<b>148</b>	+ 7.2%	--	--	--
Months Supply of Inventory	13.1	<b>15.6</b>	+ 19.1%	--	--	--
Cumulative Days on Market Until Sale	117	<b>161</b>	+ 37.6%	137	<b>177</b>	+ 29.2%
Percent of Original List Price Received*	93.8%	<b>86.5%</b>	- 7.8%	90.1%	<b>91.0%</b>	+ 1.0%
New Listings	17	<b>19</b>	+ 11.8%	42	<b>40</b>	- 4.8%

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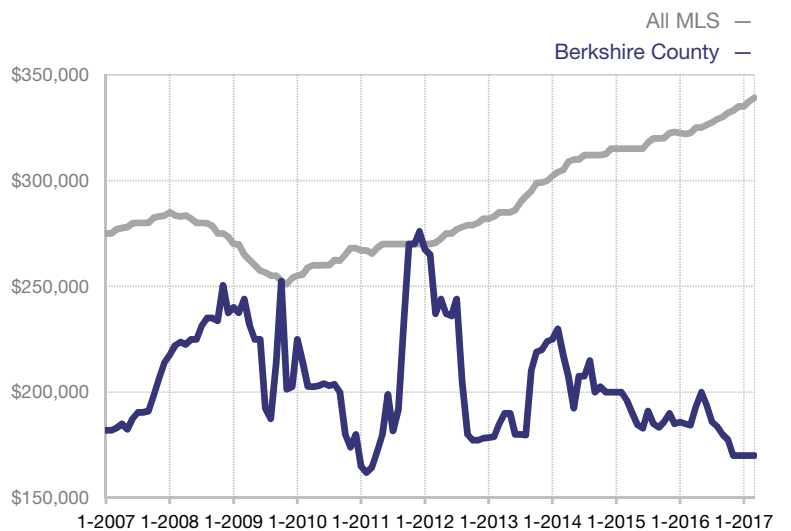
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2017

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## Bristol County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	427	<b>477</b>	+ 11.7%	1,070	<b>1,101</b>	+ 2.9%
Closed Sales	333	<b>298</b>	- 10.5%	831	<b>815</b>	- 1.9%
Median Sales Price*	\$270,000	<b>\$281,000</b>	+ 4.1%	\$261,500	<b>\$275,000</b>	+ 5.2%
Inventory of Homes for Sale	1,511	<b>961</b>	- 36.4%	--	--	--
Months Supply of Inventory	4.1	<b>2.4</b>	- 41.5%	--	--	--
Cumulative Days on Market Until Sale	104	<b>79</b>	- 24.0%	111	<b>77</b>	- 30.6%
Percent of Original List Price Received*	95.0%	<b>97.0%</b>	+ 2.1%	94.2%	<b>96.3%</b>	+ 2.2%
New Listings	597	<b>541</b>	- 9.4%	1,423	<b>1,285</b>	- 9.7%

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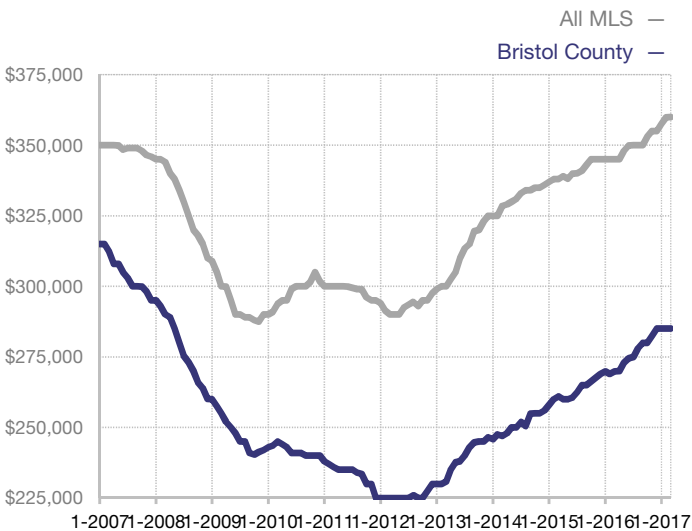
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	81	<b>84</b>	+ 3.7%	199	<b>224</b>	+ 12.6%
Closed Sales	59	<b>74</b>	+ 25.4%	167	<b>163</b>	- 2.4%
Median Sales Price*	\$165,250	<b>\$186,500</b>	+ 12.9%	\$179,900	<b>\$196,500</b>	+ 9.2%
Inventory of Homes for Sale	255	<b>133</b>	- 47.8%	--	--	--
Months Supply of Inventory	4.0	<b>1.9</b>	- 52.5%	--	--	--
Cumulative Days on Market Until Sale	116	<b>70</b>	- 39.7%	115	<b>72</b>	- 37.4%
Percent of Original List Price Received*	95.3%	<b>97.7%</b>	+ 2.5%	94.7%	<b>97.2%</b>	+ 2.6%
New Listings	121	<b>91</b>	- 24.8%	279	<b>237</b>	- 15.1%

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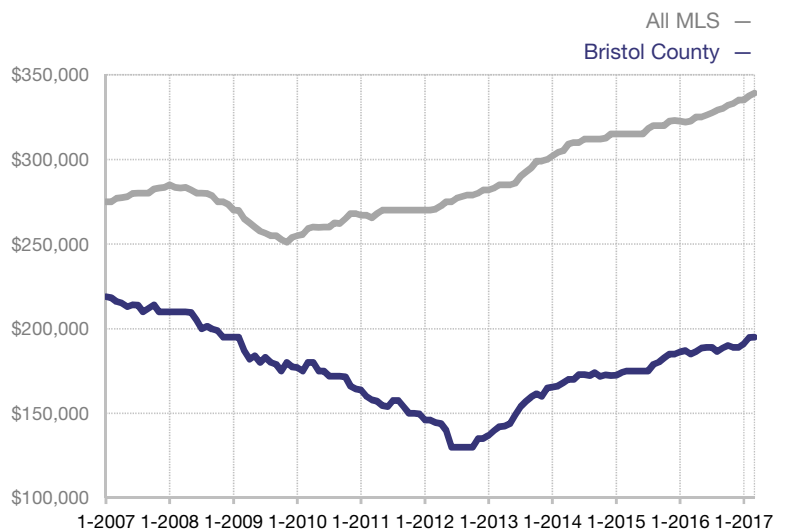
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2017

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## Dukes County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	9	8	- 11.1%	34	33	- 2.9%
Closed Sales	10	9	- 10.0%	38	27	- 28.9%
Median Sales Price*	\$825,000	<b>\$680,000</b>	- 17.6%	\$1,175,000	<b>\$698,750</b>	- 40.5%
Inventory of Homes for Sale	197	161	- 18.3%	--	--	--
Months Supply of Inventory	12.4	11.9	- 4.0%	--	--	--
Cumulative Days on Market Until Sale	262	180	- 31.3%	229	166	- 27.5%
Percent of Original List Price Received*	92.7%	93.2%	+ 0.5%	89.7%	90.4%	+ 0.8%
New Listings	34	33	- 2.9%	92	81	- 12.0%

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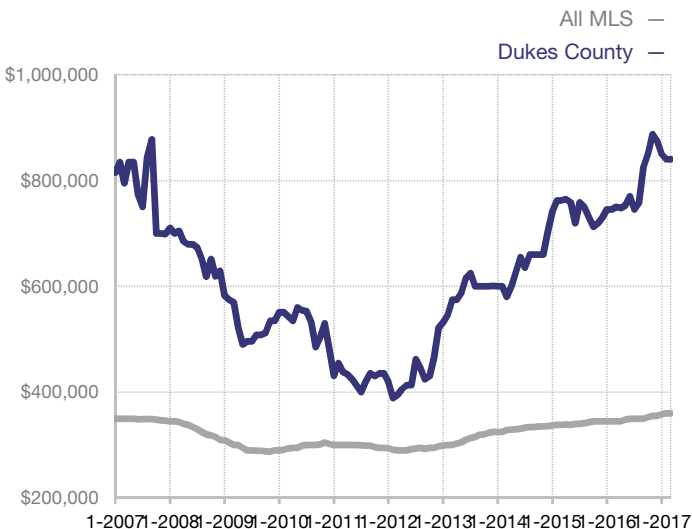
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	1	0.0%	1	3	+ 200.0%
Closed Sales	0	0	--	3	3	0.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$70,000	<b>\$555,000</b>	+ 692.9%
Inventory of Homes for Sale	8	13	+ 62.5%	--	--	--
Months Supply of Inventory	6.5	8.3	+ 27.7%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	72	153	+ 112.5%
Percent of Original List Price Received*	0.0%	0.0%	--	90.9%	86.9%	- 4.4%
New Listings	6	1	- 83.3%	7	3	- 57.1%

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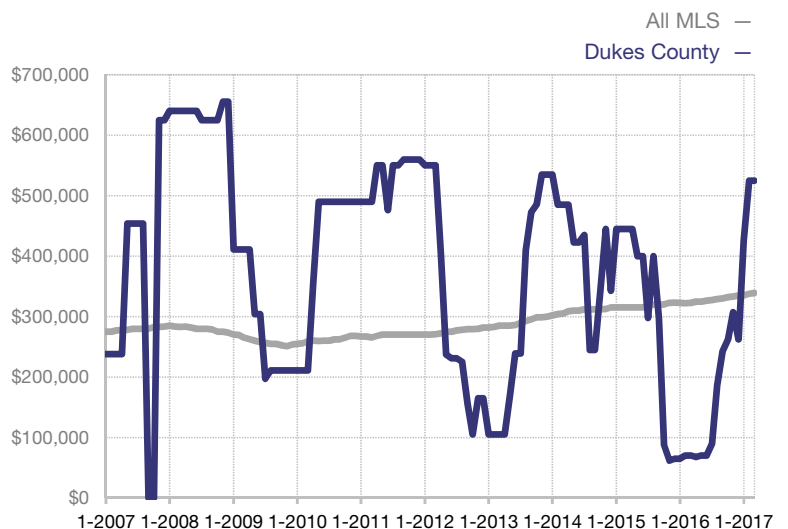
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Essex County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	537	<b>593</b>	+ 10.4%	1,285	<b>1,301</b>	+ 1.2%
Closed Sales	376	<b>381</b>	+ 1.3%	1,046	<b>1,058</b>	+ 1.1%
Median Sales Price*	\$372,000	<b>\$417,150</b>	+ 12.1%	\$363,900	<b>\$400,000</b>	+ 9.9%
Inventory of Homes for Sale	1,386	<b>876</b>	- 36.8%	--	--	--
Months Supply of Inventory	2.6	<b>1.7</b>	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	100	<b>71</b>	- 29.0%	104	<b>69</b>	- 33.7%
Percent of Original List Price Received*	95.8%	<b>97.6%</b>	+ 1.9%	94.8%	<b>96.6%</b>	+ 1.9%
New Listings	834	<b>738</b>	- 11.5%	1,734	<b>1,554</b>	- 10.4%

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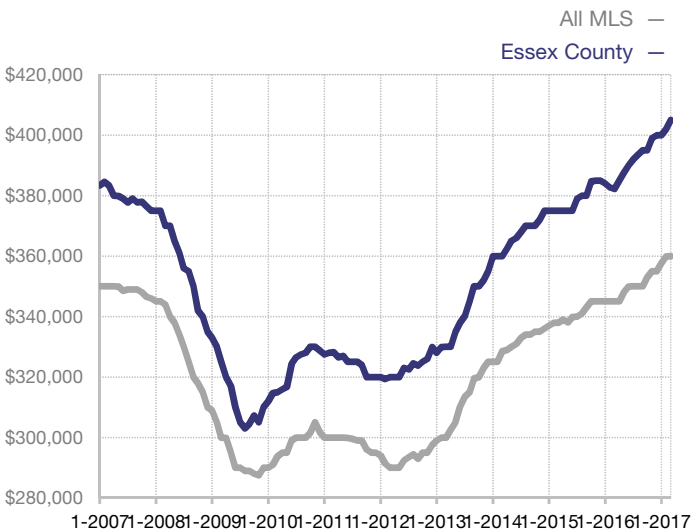
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	261	<b>298</b>	+ 14.2%	597	<b>676</b>	+ 13.2%
Closed Sales	160	<b>237</b>	+ 48.1%	451	<b>563</b>	+ 24.8%
Median Sales Price*	\$235,000	<b>\$264,900</b>	+ 12.7%	\$238,000	<b>\$274,900</b>	+ 15.5%
Inventory of Homes for Sale	588	<b>371</b>	- 36.9%	--	--	--
Months Supply of Inventory	2.6	<b>1.5</b>	- 42.3%	--	--	--
Cumulative Days on Market Until Sale	95	<b>69</b>	- 27.4%	98	<b>68</b>	- 30.6%
Percent of Original List Price Received*	96.4%	<b>98.3%</b>	+ 2.0%	95.5%	<b>97.7%</b>	+ 2.3%
New Listings	362	<b>333</b>	- 8.0%	762	<b>781</b>	+ 2.5%

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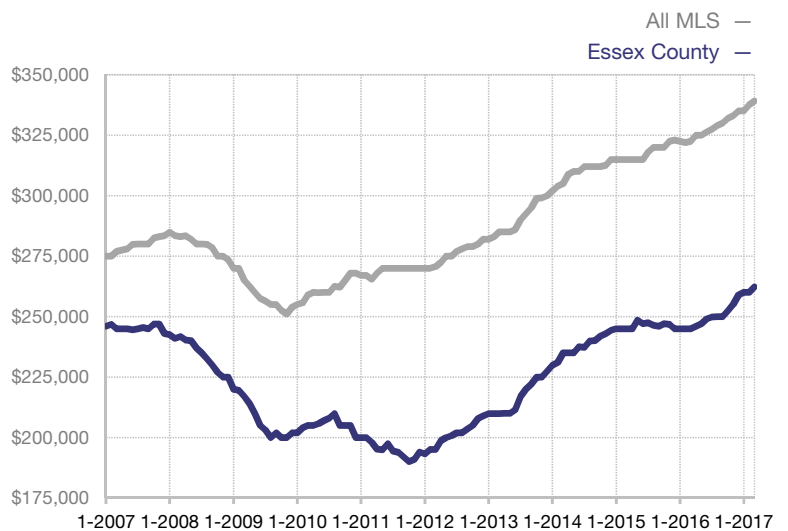
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2017

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## Franklin County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	50	<b>54</b>	+ 8.0%	125	<b>129</b>	+ 3.2%
Closed Sales	33	<b>40</b>	+ 21.2%	100	<b>99</b>	- 1.0%
Median Sales Price*	\$196,500	<b>\$173,000</b>	- 12.0%	\$193,000	<b>\$174,900</b>	- 9.4%
Inventory of Homes for Sale	326	<b>221</b>	- 32.2%	--	--	--
Months Supply of Inventory	7.0	<b>4.2</b>	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	198	<b>167</b>	- 15.7%	171	<b>139</b>	- 18.7%
Percent of Original List Price Received*	91.9%	<b>91.5%</b>	- 0.4%	91.5%	<b>92.3%</b>	+ 0.9%
New Listings	95	<b>66</b>	- 30.5%	198	<b>152</b>	- 23.2%

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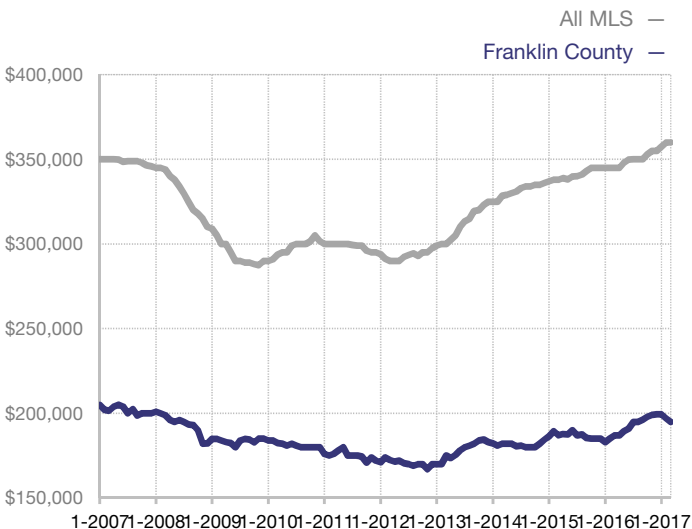
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	<b>4</b>	0.0%	11	<b>9</b>	- 18.2%
Closed Sales	4	<b>1</b>	- 75.0%	9	<b>6</b>	- 33.3%
Median Sales Price*	\$123,500	<b>\$210,000</b>	+ 70.0%	\$100,000	<b>\$214,000</b>	+ 114.0%
Inventory of Homes for Sale	27	<b>17</b>	- 37.0%	--	--	--
Months Supply of Inventory	6.1	<b>4.1</b>	- 32.8%	--	--	--
Cumulative Days on Market Until Sale	182	<b>86</b>	- 52.7%	137	<b>316</b>	+ 130.7%
Percent of Original List Price Received*	87.6%	<b>87.5%</b>	- 0.1%	87.9%	<b>87.6%</b>	- 0.3%
New Listings	9	<b>7</b>	- 22.2%	15	<b>10</b>	- 33.3%

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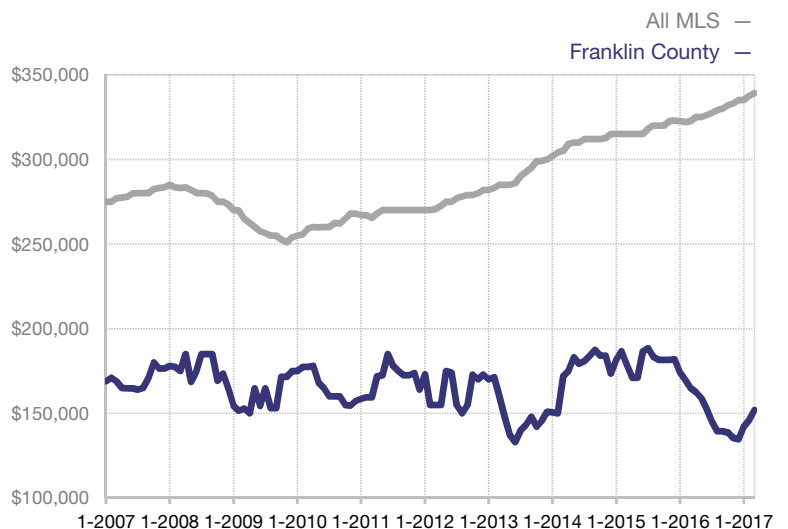
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2017

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## Hampden County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	378	<b>426</b>	+ 12.7%	922	<b>984</b>	+ 6.7%
Closed Sales	283	<b>312</b>	+ 10.2%	748	<b>707</b>	- 5.5%
Median Sales Price*	\$170,200	<b>\$175,000</b>	+ 2.8%	\$165,000	<b>\$171,000</b>	+ 3.6%
Inventory of Homes for Sale	1,326	<b>859</b>	- 35.2%	--	--	--
Months Supply of Inventory	4.3	<b>2.6</b>	- 39.5%	--	--	--
Cumulative Days on Market Until Sale	132	<b>92</b>	- 30.3%	133	<b>92</b>	- 30.8%
Percent of Original List Price Received*	92.3%	<b>94.5%</b>	+ 2.4%	92.3%	<b>94.3%</b>	+ 2.2%
New Listings	519	<b>443</b>	- 14.6%	1,208	<b>1,118</b>	- 7.5%

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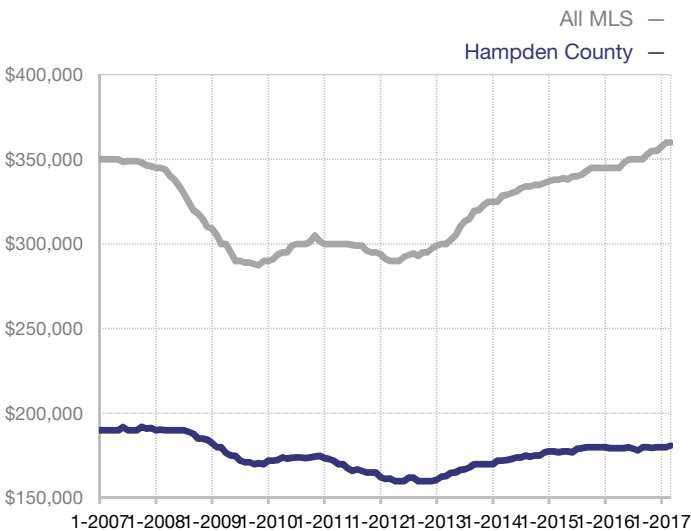
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	47	<b>43</b>	- 8.5%	123	<b>117</b>	- 4.9%
Closed Sales	42	<b>48</b>	+ 14.3%	103	<b>107</b>	+ 3.9%
Median Sales Price*	\$119,500	<b>\$122,500</b>	+ 2.5%	\$130,000	<b>\$134,800</b>	+ 3.7%
Inventory of Homes for Sale	222	<b>154</b>	- 30.6%	--	--	--
Months Supply of Inventory	5.3	<b>3.5</b>	- 34.0%	--	--	--
Cumulative Days on Market Until Sale	122	<b>114</b>	- 6.6%	142	<b>128</b>	- 9.9%
Percent of Original List Price Received*	93.8%	<b>95.2%</b>	+ 1.5%	94.2%	<b>93.7%</b>	- 0.5%
New Listings	62	<b>61</b>	- 1.6%	169	<b>157</b>	- 7.1%

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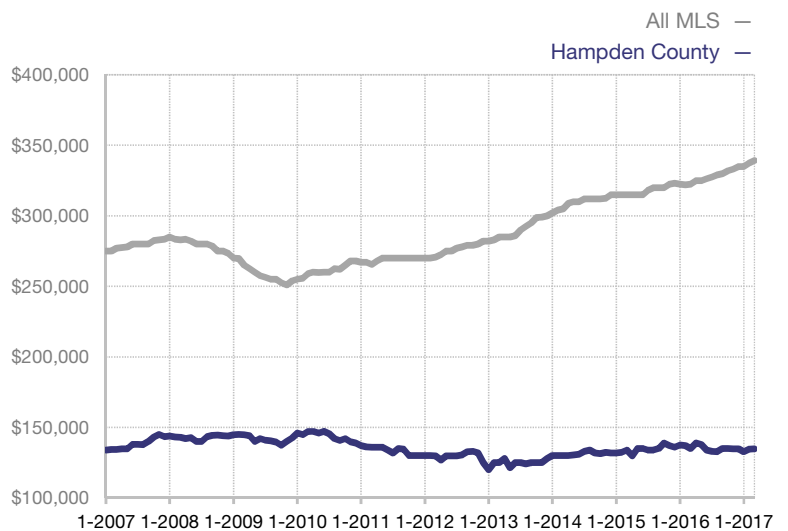
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2017

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## Hampshire County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	128	<b>123</b>	- 3.9%	276	<b>255</b>	- 7.6%
Closed Sales	75	<b>69</b>	- 8.0%	192	<b>205</b>	+ 6.8%
Median Sales Price*	\$261,800	<b>\$273,000</b>	+ 4.3%	\$250,000	<b>\$250,000</b>	0.0%
Inventory of Homes for Sale	563	<b>355</b>	- 36.9%	--	--	--
Months Supply of Inventory	5.4	<b>3.2</b>	- 40.7%	--	--	--
Cumulative Days on Market Until Sale	165	<b>99</b>	- 40.0%	150	<b>116</b>	- 22.7%
Percent of Original List Price Received*	92.9%	<b>93.4%</b>	+ 0.5%	92.1%	<b>93.0%</b>	+ 1.0%
New Listings	228	<b>178</b>	- 21.9%	413	<b>359</b>	- 13.1%

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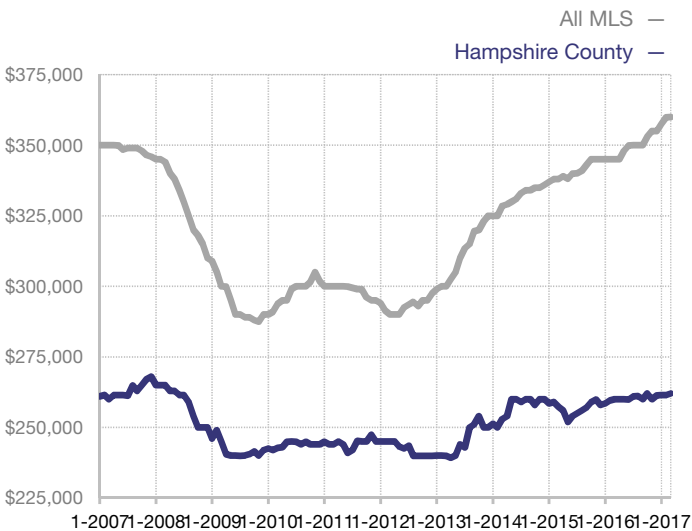
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	30	<b>30</b>	0.0%	63	<b>56</b>	- 11.1%
Closed Sales	19	<b>20</b>	+ 5.3%	47	<b>52</b>	+ 10.6%
Median Sales Price*	\$247,000	<b>\$251,250</b>	+ 1.7%	\$215,500	<b>\$209,950</b>	- 2.6%
Inventory of Homes for Sale	144	<b>83</b>	- 42.4%	--	--	--
Months Supply of Inventory	5.8	<b>3.3</b>	- 43.1%	--	--	--
Cumulative Days on Market Until Sale	159	<b>200</b>	+ 25.8%	157	<b>148</b>	- 5.7%
Percent of Original List Price Received*	97.8%	<b>97.8%</b>	0.0%	96.6%	<b>96.4%</b>	- 0.2%
New Listings	43	<b>36</b>	- 16.3%	79	<b>74</b>	- 6.3%

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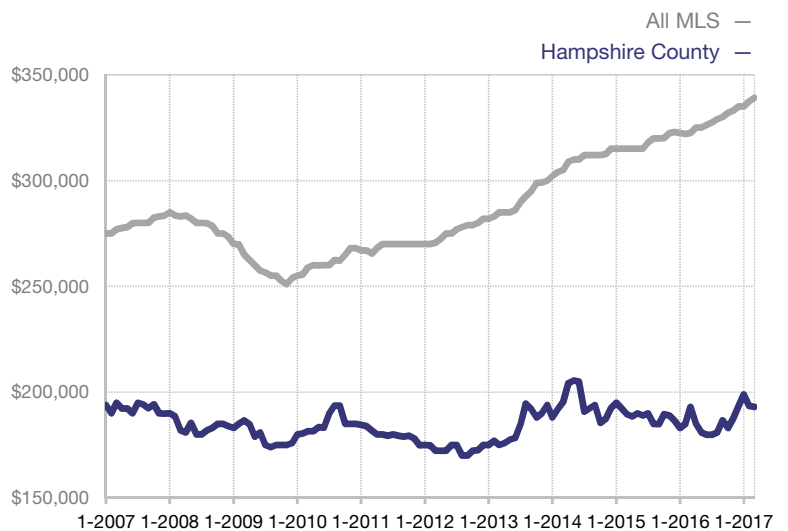
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2017

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## Middlesex County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,170	<b>1,062</b>	- 9.2%	2,444	<b>2,346</b>	- 4.0%
Closed Sales	626	<b>681</b>	+ 8.8%	1,763	<b>1,697</b>	- 3.7%
Median Sales Price*	\$435,000	<b>\$510,000</b>	+ 17.2%	\$440,526	<b>\$487,000</b>	+ 10.5%
Inventory of Homes for Sale	2,184	<b>1,409</b>	- 35.5%	--	--	--
Months Supply of Inventory	2.3	<b>1.5</b>	- 34.8%	--	--	--
Cumulative Days on Market Until Sale	85	<b>74</b>	- 12.9%	88	<b>73</b>	- 17.0%
Percent of Original List Price Received*	97.9%	<b>98.3%</b>	+ 0.4%	96.5%	<b>97.5%</b>	+ 1.0%
New Listings	1,618	<b>1,384</b>	- 14.5%	3,244	<b>2,872</b>	- 11.5%

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

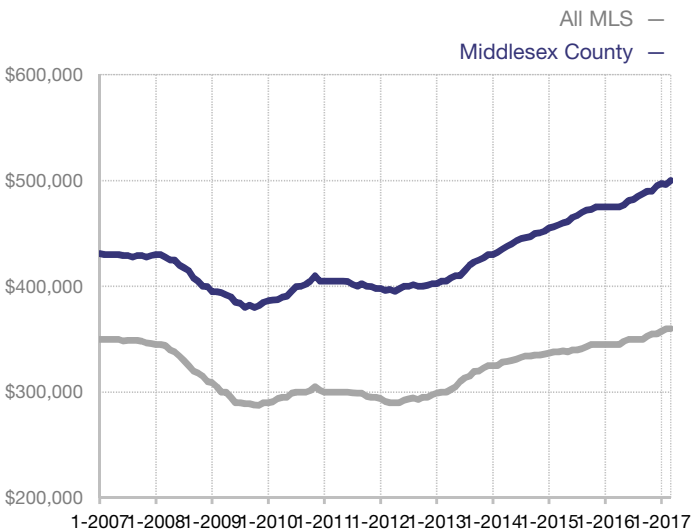
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	620	<b>614</b>	- 1.0%	1,420	<b>1,354</b>	- 4.6%
Closed Sales	417	<b>408</b>	- 2.2%	1,041	<b>1,031</b>	- 1.0%
Median Sales Price*	\$415,000	<b>\$423,000</b>	+ 1.9%	\$378,000	<b>\$410,000</b>	+ 8.5%
Inventory of Homes for Sale	850	<b>515</b>	- 39.4%	--	--	--
Months Supply of Inventory	1.7	<b>1.0</b>	- 41.2%	--	--	--
Cumulative Days on Market Until Sale	65	<b>49</b>	- 24.6%	68	<b>49</b>	- 27.9%
Percent of Original List Price Received*	100.0%	<b>100.7%</b>	+ 0.7%	98.8%	<b>99.7%</b>	+ 0.9%
New Listings	838	<b>696</b>	- 16.9%	1,740	<b>1,537</b>	- 11.7%

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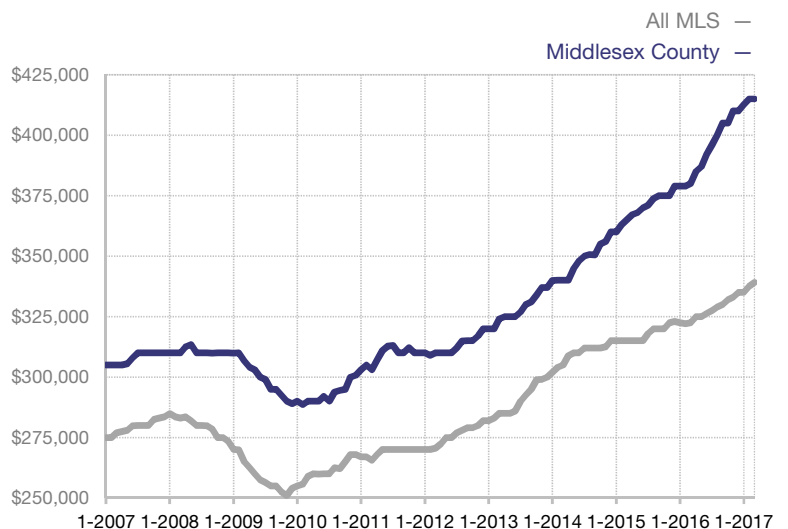
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Nantucket County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	0	- 100.0%	4	2	- 50.0%
Closed Sales	4	1	- 75.0%	9	4	- 55.6%
Median Sales Price*	\$1,722,500	<b>\$2,250,000</b>	+ 30.6%	\$1,550,000	<b>\$1,572,500</b>	+ 1.5%
Inventory of Homes for Sale	38	<b>36</b>	- 5.3%	--	--	--
Months Supply of Inventory	12.0	<b>17.1</b>	+ 42.5%	--	--	--
Cumulative Days on Market Until Sale	290	<b>101</b>	- 65.2%	233	<b>97</b>	- 58.4%
Percent of Original List Price Received*	91.2%	<b>97.9%</b>	+ 7.3%	89.0%	<b>88.1%</b>	- 1.0%
New Listings	8	<b>13</b>	+ 62.5%	13	<b>17</b>	+ 30.8%

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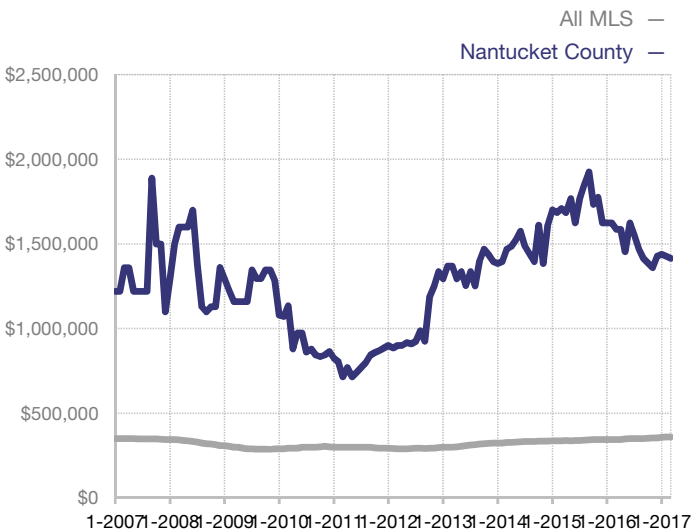
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	1	1	0.0%
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Inventory of Homes for Sale	4	0	- 100.0%	--	--	--
Months Supply of Inventory	2.0	<b>0.0</b>	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	<b>0.0%</b>	--	0.0%	<b>0.0%</b>	--
New Listings	0	0	--	3	1	- 66.7%

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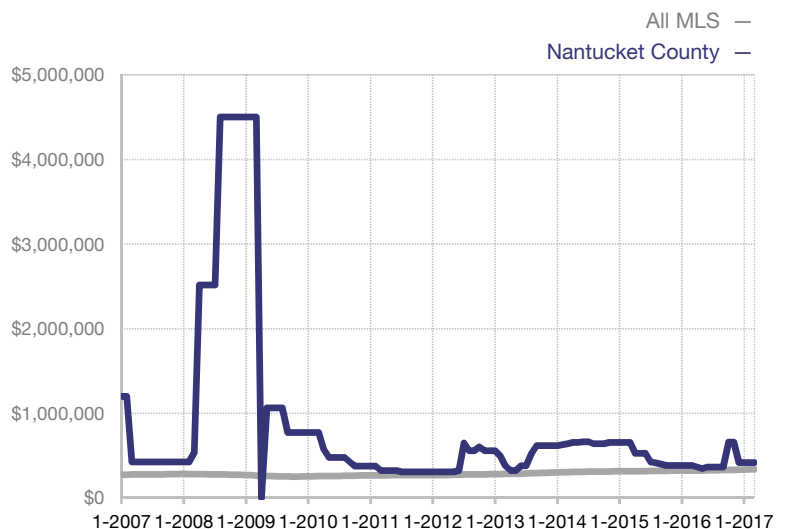
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Norfolk County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	607	<b>679</b>	+ 11.9%	1,371	<b>1,462</b>	+ 6.6%
Closed Sales	351	<b>394</b>	+ 12.3%	1,032	<b>1,090</b>	+ 5.6%
Median Sales Price*	\$433,500	<b>\$459,500</b>	+ 6.0%	\$432,500	<b>\$455,000</b>	+ 5.2%
Inventory of Homes for Sale	1,413	<b>955</b>	- 32.4%	--	--	--
Months Supply of Inventory	2.7	<b>1.8</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	101	<b>86</b>	- 14.9%	96	<b>81</b>	- 15.6%
Percent of Original List Price Received*	95.8%	<b>96.9%</b>	+ 1.1%	95.4%	<b>96.4%</b>	+ 1.0%
New Listings	973	<b>861</b>	- 11.5%	1,919	<b>1,777</b>	- 7.4%

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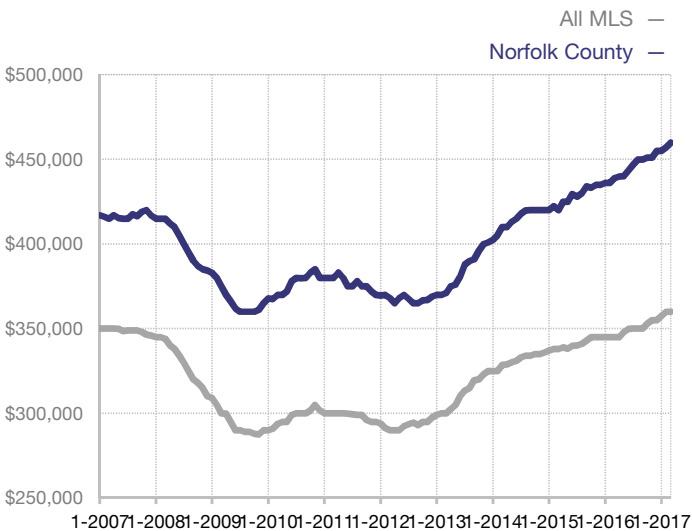
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	233	<b>311</b>	+ 33.5%	525	<b>631</b>	+ 20.2%
Closed Sales	149	<b>169</b>	+ 13.4%	367	<b>419</b>	+ 14.2%
Median Sales Price*	\$306,050	<b>\$317,680</b>	+ 3.8%	\$295,000	<b>\$312,500</b>	+ 5.9%
Inventory of Homes for Sale	407	<b>294</b>	- 27.8%	--	--	--
Months Supply of Inventory	2.1	<b>1.5</b>	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	75	<b>56</b>	- 25.3%	76	<b>56</b>	- 26.3%
Percent of Original List Price Received*	98.6%	<b>100.3%</b>	+ 1.7%	97.6%	<b>98.8%</b>	+ 1.2%
New Listings	308	<b>330</b>	+ 7.1%	682	<b>735</b>	+ 7.8%

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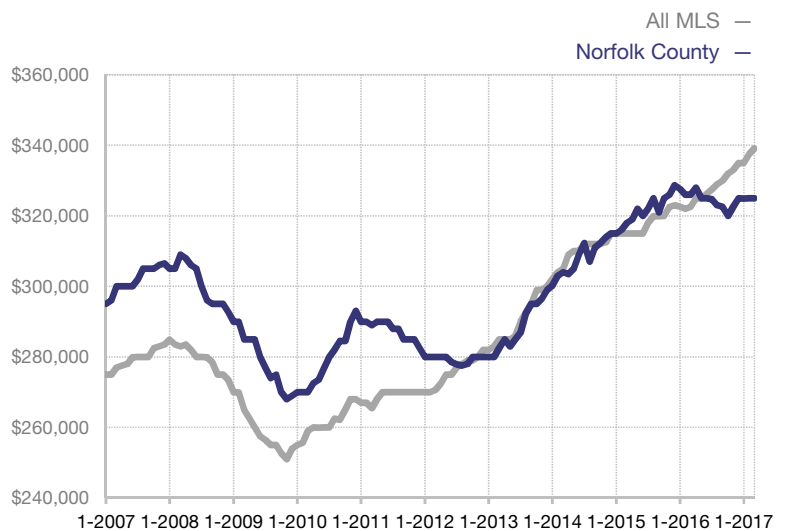
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Plymouth County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	629	<b>622</b>	- 1.1%	1,379	<b>1,411</b>	+ 2.3%
Closed Sales	419	<b>397</b>	- 5.3%	1,045	<b>1,073</b>	+ 2.7%
Median Sales Price*	\$312,500	<b>\$325,000</b>	+ 4.0%	\$308,000	<b>\$322,000</b>	+ 4.5%
Inventory of Homes for Sale	1,839	<b>1,256</b>	- 31.7%	--	--	--
Months Supply of Inventory	3.8	<b>2.4</b>	- 36.8%	--	--	--
Cumulative Days on Market Until Sale	117	<b>83</b>	- 29.1%	119	<b>85</b>	- 28.6%
Percent of Original List Price Received*	95.0%	<b>98.2%</b>	+ 3.4%	94.5%	<b>96.5%</b>	+ 2.1%
New Listings	913	<b>785</b>	- 14.0%	1,883	<b>1,781</b>	- 5.4%

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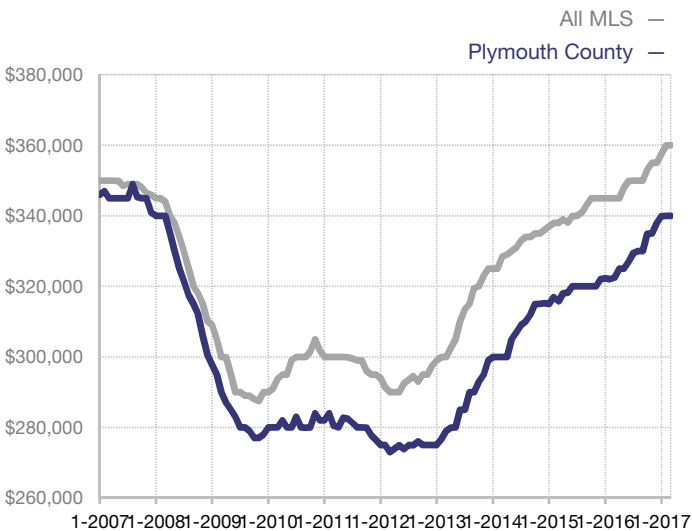
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	92	<b>134</b>	+ 45.7%	222	<b>311</b>	+ 40.1%
Closed Sales	72	<b>77</b>	+ 6.9%	194	<b>191</b>	- 1.5%
Median Sales Price*	\$252,500	<b>\$235,000</b>	- 6.9%	\$234,500	<b>\$248,000</b>	+ 5.8%
Inventory of Homes for Sale	324	<b>273</b>	- 15.7%	--	--	--
Months Supply of Inventory	3.8	<b>3.1</b>	- 18.4%	--	--	--
Cumulative Days on Market Until Sale	110	<b>79</b>	- 28.2%	106	<b>80</b>	- 24.5%
Percent of Original List Price Received*	97.1%	<b>97.9%</b>	+ 0.8%	96.7%	<b>97.3%</b>	+ 0.6%
New Listings	140	<b>168</b>	+ 20.0%	327	<b>397</b>	+ 21.4%

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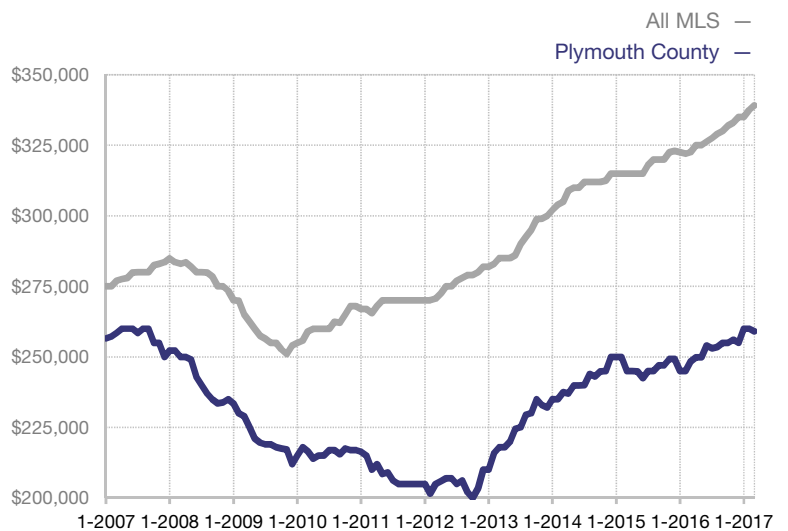
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2017

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## Suffolk County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	125	<b>141</b>	+ 12.8%	276	<b>293</b>	+ 6.2%
Closed Sales	79	<b>72</b>	- 8.9%	222	<b>228</b>	+ 2.7%
Median Sales Price*	\$410,000	<b>\$445,000</b>	+ 8.5%	\$420,500	<b>\$460,000</b>	+ 9.4%
Inventory of Homes for Sale	235	<b>152</b>	- 35.3%	--	--	--
Months Supply of Inventory	2.1	<b>1.3</b>	- 38.1%	--	--	--
Cumulative Days on Market Until Sale	85	<b>44</b>	- 48.2%	77	<b>52</b>	- 32.5%
Percent of Original List Price Received*	98.1%	<b>98.7%</b>	+ 0.6%	97.1%	<b>97.5%</b>	+ 0.4%
New Listings	183	<b>181</b>	- 1.1%	352	<b>364</b>	+ 3.4%

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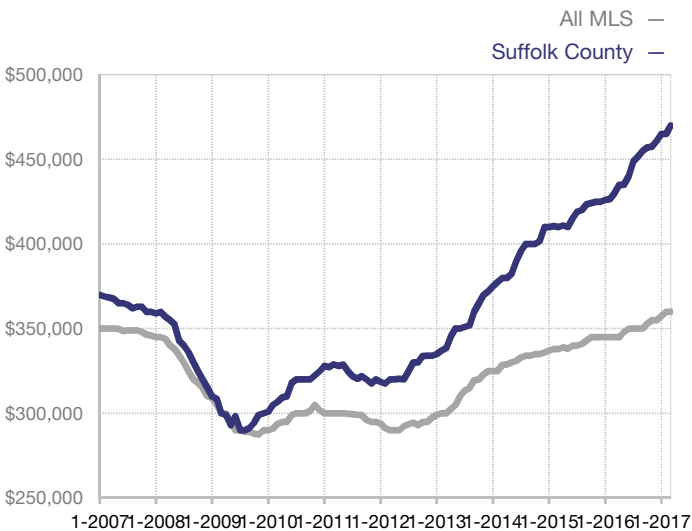
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	469	<b>511</b>	+ 9.0%	1,117	<b>1,163</b>	+ 4.1%
Closed Sales	331	<b>376</b>	+ 13.6%	804	<b>830</b>	+ 3.2%
Median Sales Price*	\$505,000	<b>\$575,000</b>	+ 13.9%	\$500,000	<b>\$560,500</b>	+ 12.1%
Inventory of Homes for Sale	770	<b>623</b>	- 19.1%	--	--	--
Months Supply of Inventory	1.9	<b>1.6</b>	- 15.8%	--	--	--
Cumulative Days on Market Until Sale	62	<b>50</b>	- 19.4%	62	<b>53</b>	- 14.5%
Percent of Original List Price Received*	98.7%	<b>99.4%</b>	+ 0.7%	98.0%	<b>98.4%</b>	+ 0.4%
New Listings	673	<b>675</b>	+ 0.3%	1,452	<b>1,460</b>	+ 0.6%

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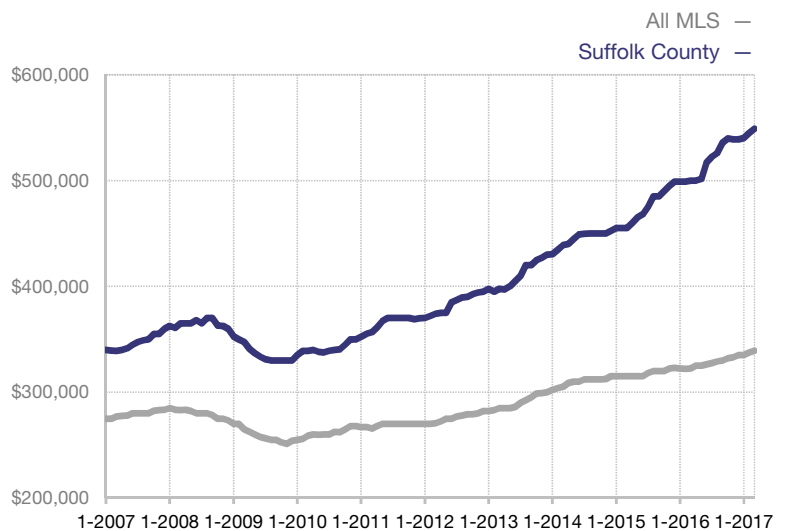
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2017

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## Worcester County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	792	<b>876</b>	+ 10.6%	1,843	<b>1,963</b>	+ 6.5%
Closed Sales	513	<b>496</b>	- 3.3%	1,425	<b>1,412</b>	- 0.9%
Median Sales Price*	\$238,000	<b>\$245,000</b>	+ 2.9%	\$232,500	<b>\$240,500</b>	+ 3.4%
Inventory of Homes for Sale	2,575	<b>1,562</b>	- 39.3%	--	--	--
Months Supply of Inventory	4.0	<b>2.2</b>	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	125	<b>89</b>	- 28.8%	122	<b>86</b>	- 29.5%
Percent of Original List Price Received*	94.4%	<b>96.1%</b>	+ 1.8%	94.0%	<b>95.5%</b>	+ 1.6%
New Listings	1,223	<b>1,075</b>	- 12.1%	2,499	<b>2,288</b>	- 8.4%

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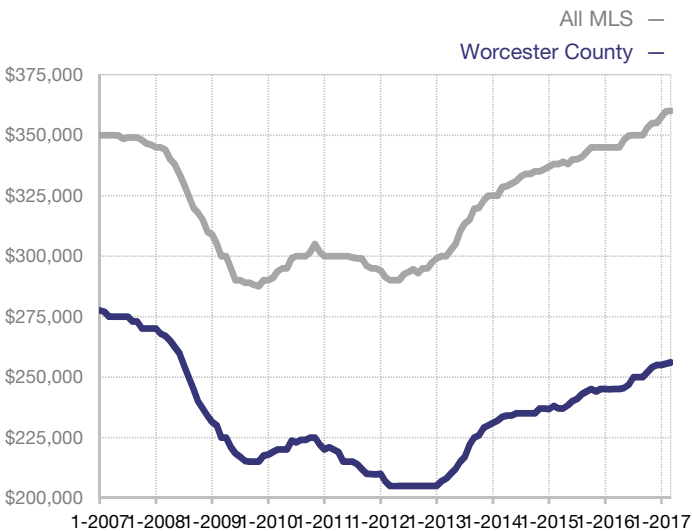
### Condominium Properties

Key Metrics	March			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	155	<b>213</b>	+ 37.4%	395	<b>445</b>	+ 12.7%
Closed Sales	107	<b>123</b>	+ 15.0%	280	<b>331</b>	+ 18.2%
Median Sales Price*	\$187,000	<b>\$167,250</b>	- 10.6%	\$188,250	<b>\$179,950</b>	- 4.4%
Inventory of Homes for Sale	489	<b>341</b>	- 30.3%	--	--	--
Months Supply of Inventory	3.7	<b>2.3</b>	- 37.8%	--	--	--
Cumulative Days on Market Until Sale	125	<b>79</b>	- 36.8%	116	<b>82</b>	- 29.3%
Percent of Original List Price Received*	96.3%	<b>95.9%</b>	- 0.4%	95.5%	<b>95.9%</b>	+ 0.4%
New Listings	226	<b>227</b>	+ 0.4%	532	<b>540</b>	+ 1.5%

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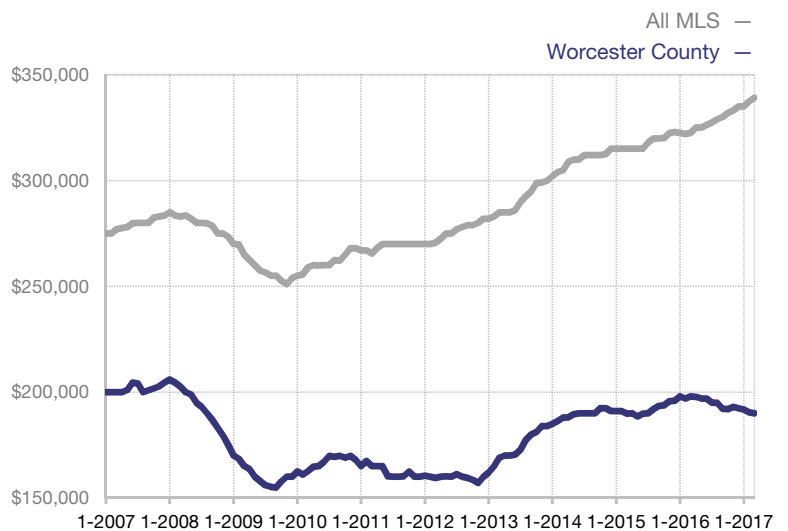
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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