

# Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Barnstable County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	419	<b>480</b>	+ 14.6%	3,102	<b>3,094</b>	- 0.3%
Closed Sales	438	<b>430</b>	- 1.8%	2,949	<b>2,838</b>	- 3.8%
Median Sales Price*	\$370,000	<b>\$372,450</b>	+ 0.7%	\$365,000	<b>\$386,250</b>	+ 5.8%
Inventory of Homes for Sale	3,642	<b>2,518</b>	- 30.9%	--	--	--
Months Supply of Inventory	8.5	<b>5.8</b>	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	131	<b>95</b>	- 27.5%	152	<b>117</b>	- 23.0%
Percent of Original List Price Received*	93.6%	<b>95.0%</b>	+ 1.5%	93.0%	<b>94.4%</b>	+ 1.5%
New Listings	530	<b>584</b>	+ 10.2%	4,847	<b>4,314</b>	- 11.0%

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

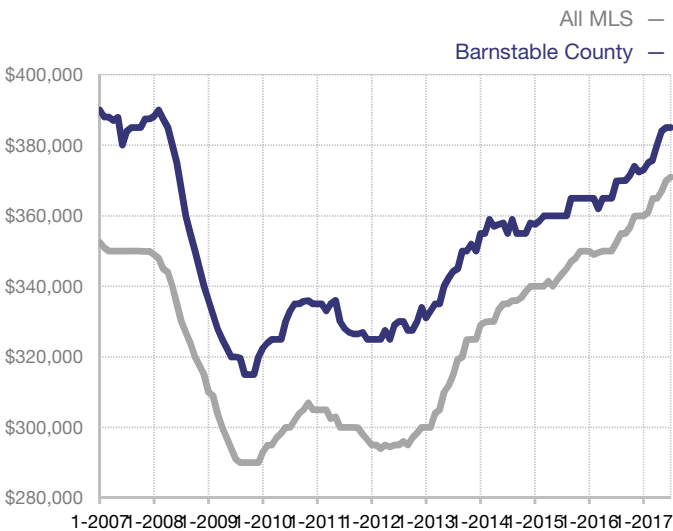
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	106	<b>113</b>	+ 6.6%	697	<b>727</b>	+ 4.3%
Closed Sales	99	<b>86</b>	- 13.1%	677	<b>629</b>	- 7.1%
Median Sales Price*	\$285,000	<b>\$296,000</b>	+ 3.9%	\$260,250	<b>\$260,000</b>	- 0.1%
Inventory of Homes for Sale	874	<b>554</b>	- 36.6%	--	--	--
Months Supply of Inventory	8.6	<b>5.7</b>	- 33.7%	--	--	--
Cumulative Days on Market Until Sale	125	<b>113</b>	- 9.6%	148	<b>128</b>	- 13.5%
Percent of Original List Price Received*	94.7%	<b>95.5%</b>	+ 0.8%	94.2%	<b>94.9%</b>	+ 0.7%
New Listings	155	<b>116</b>	- 25.2%	1,124	<b>937</b>	- 16.6%

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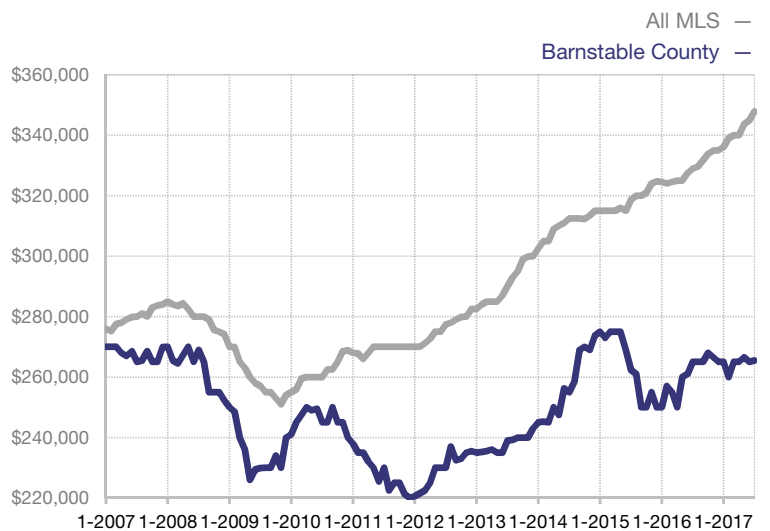
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## Berkshire County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	3	6	+ 100.0%	47	58	+ 23.4%
Closed Sales	5	12	+ 140.0%	44	50	+ 13.6%
Median Sales Price*	\$65,900	<b>\$242,000</b>	+ 267.2%	\$103,000	<b>\$171,500</b>	+ 66.5%
Inventory of Homes for Sale	128	107	- 16.4%	--	--	--
Months Supply of Inventory	20.2	14.6	- 27.7%	--	--	--
Cumulative Days on Market Until Sale	119	186	+ 56.3%	147	174	+ 18.4%
Percent of Original List Price Received*	88.0%	88.7%	+ 0.8%	88.8%	90.4%	+ 1.8%
New Listings	18	19	+ 5.6%	129	134	+ 3.9%

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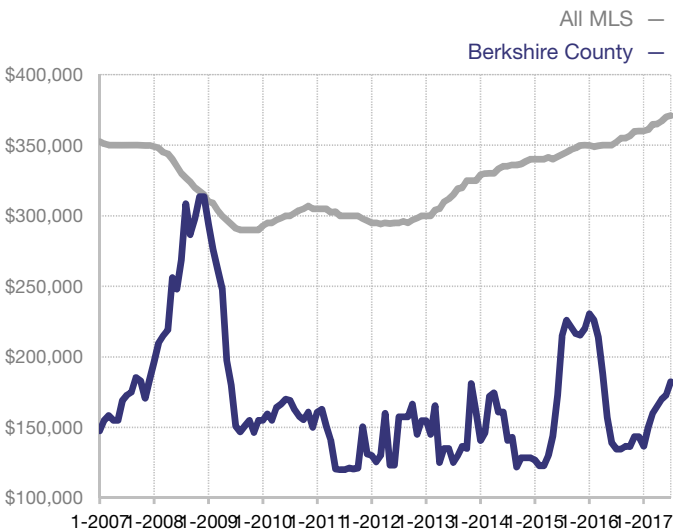
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	0	1	--
Closed Sales	0	0	--	0	1	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$41,000</b>	--
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.0	3.0	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	32	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	91.3%	--
New Listings	0	0	--	0	1	--

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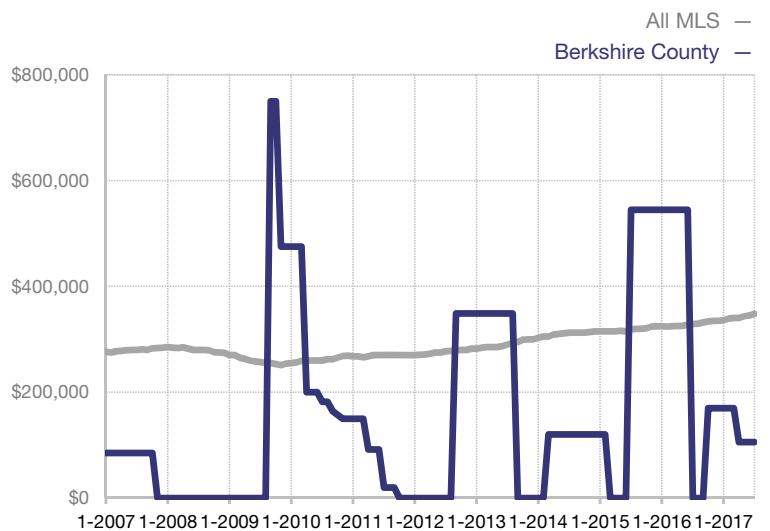
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## Bristol County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	432	<b>490</b>	+ 13.4%	2,968	<b>3,023</b>	+ 1.9%
Closed Sales	448	<b>461</b>	+ 2.9%	2,586	<b>2,567</b>	- 0.7%
Median Sales Price*	\$301,000	<b>\$326,250</b>	+ 8.4%	\$280,000	<b>\$296,000</b>	+ 5.7%
Inventory of Homes for Sale	1,619	<b>1,198</b>	- 26.0%	--	--	--
Months Supply of Inventory	4.2	<b>3.0</b>	- 28.6%	--	--	--
Cumulative Days on Market Until Sale	84	<b>56</b>	- 33.3%	98	<b>68</b>	- 30.6%
Percent of Original List Price Received*	97.3%	<b>98.2%</b>	+ 0.9%	96.0%	<b>97.2%</b>	+ 1.3%
New Listings	540	<b>593</b>	+ 9.8%	3,904	<b>3,846</b>	- 1.5%

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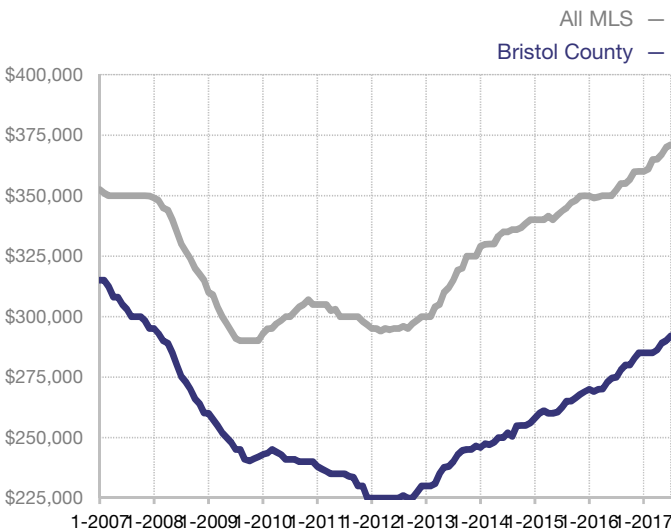
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	61	<b>95</b>	+ 55.7%	539	<b>557</b>	+ 3.3%
Closed Sales	77	<b>81</b>	+ 5.2%	494	<b>480</b>	- 2.8%
Median Sales Price*	\$189,000	<b>\$215,450</b>	+ 14.0%	\$188,000	<b>\$203,750</b>	+ 8.4%
Inventory of Homes for Sale	223	<b>159</b>	- 28.7%	--	--	--
Months Supply of Inventory	3.3	<b>2.3</b>	- 30.3%	--	--	--
Cumulative Days on Market Until Sale	76	<b>38</b>	- 50.0%	102	<b>64</b>	- 37.3%
Percent of Original List Price Received*	97.4%	<b>97.9%</b>	+ 0.5%	95.4%	<b>97.4%</b>	+ 2.1%
New Listings	88	<b>101</b>	+ 14.8%	677	<b>642</b>	- 5.2%

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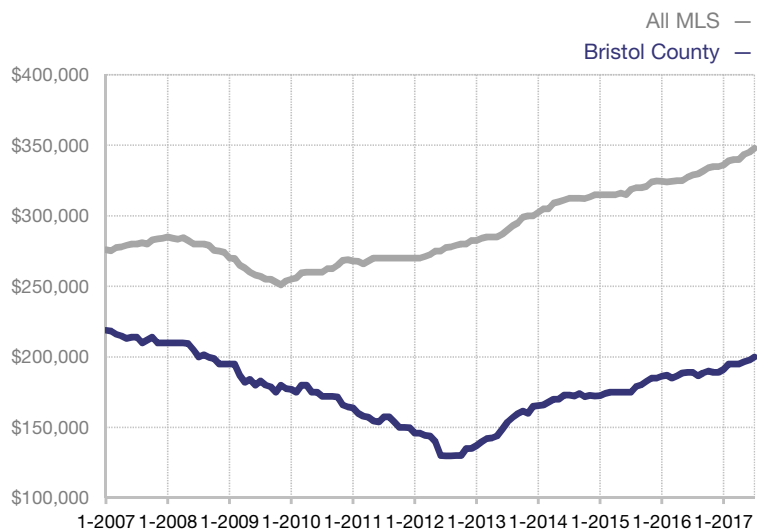
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## Dukes County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	19	17	- 10.5%	94	104	+ 10.6%
Closed Sales	11	9	- 18.2%	86	86	0.0%
Median Sales Price*	\$650,000	<b>\$949,900</b>	+ 46.1%	\$773,750	<b>\$746,950</b>	- 3.5%
Inventory of Homes for Sale	242	197	- 18.6%	--	--	--
Months Supply of Inventory	14.7	13.4	- 8.8%	--	--	--
Cumulative Days on Market Until Sale	117	160	+ 36.8%	182	136	- 25.3%
Percent of Original List Price Received*	97.0%	94.2%	- 2.9%	92.4%	93.9%	+ 1.6%
New Listings	39	34	- 12.8%	237	227	- 4.2%

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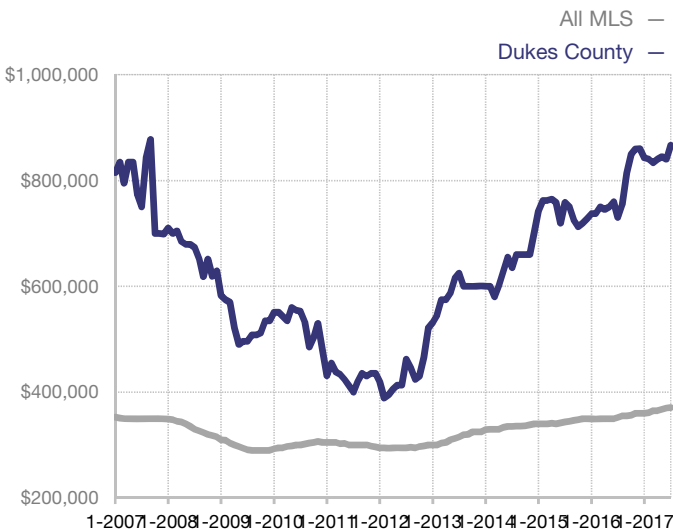
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	1	0.0%	3	5	+ 66.7%
Closed Sales	0	1	--	4	5	+ 25.0%
Median Sales Price*	\$0	<b>\$789,000</b>	--	\$166,250	<b>\$555,000</b>	+ 233.8%
Inventory of Homes for Sale	16	16	0.0%	--	--	--
Months Supply of Inventory	14.0	10.7	- 23.6%	--	--	--
Cumulative Days on Market Until Sale	0	441	--	77	185	+ 140.3%
Percent of Original List Price Received*	0.0%	100.0%	--	92.6%	92.1%	- 0.5%
New Listings	1	2	+ 100.0%	17	9	- 47.1%

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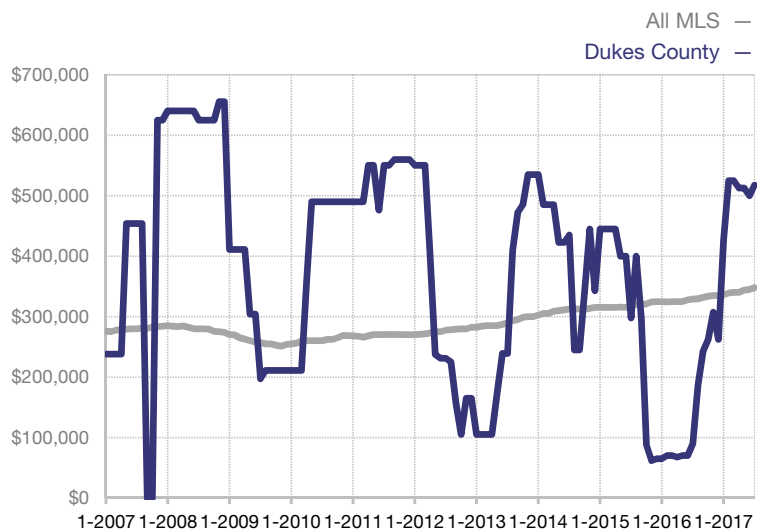
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Essex County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	581	<b>649</b>	+ 11.7%	3,932	<b>3,856</b>	- 1.9%
Closed Sales	667	<b>644</b>	- 3.4%	3,420	<b>3,338</b>	- 2.4%
Median Sales Price*	\$420,000	<b>\$450,000</b>	+ 7.1%	\$397,000	<b>\$425,000</b>	+ 7.1%
Inventory of Homes for Sale	1,690	<b>1,251</b>	- 26.0%	--	--	--
Months Supply of Inventory	3.2	<b>2.4</b>	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	76	<b>42</b>	- 44.7%	86	<b>56</b>	- 34.9%
Percent of Original List Price Received*	98.3%	<b>99.5%</b>	+ 1.2%	97.0%	<b>98.3%</b>	+ 1.3%
New Listings	726	<b>704</b>	- 3.0%	5,220	<b>4,937</b>	- 5.4%

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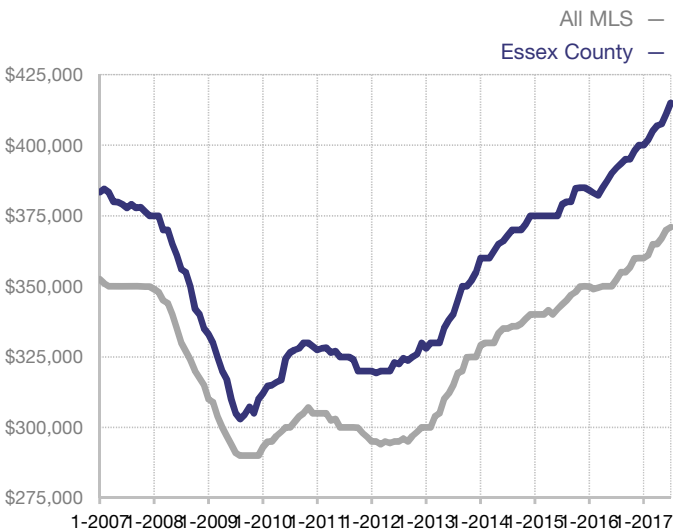
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	230	<b>275</b>	+ 19.6%	1,724	<b>1,859</b>	+ 7.8%
Closed Sales	253	<b>271</b>	+ 7.1%	1,504	<b>1,658</b>	+ 10.2%
Median Sales Price*	\$260,000	<b>\$284,900</b>	+ 9.6%	\$255,000	<b>\$280,000</b>	+ 9.8%
Inventory of Homes for Sale	626	<b>419</b>	- 33.1%	--	--	--
Months Supply of Inventory	2.7	<b>1.7</b>	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	73	<b>42</b>	- 42.5%	82	<b>57</b>	- 30.5%
Percent of Original List Price Received*	98.3%	<b>100.0%</b>	+ 1.7%	97.3%	<b>98.8%</b>	+ 1.5%
New Listings	278	<b>286</b>	+ 2.9%	2,116	<b>2,167</b>	+ 2.4%

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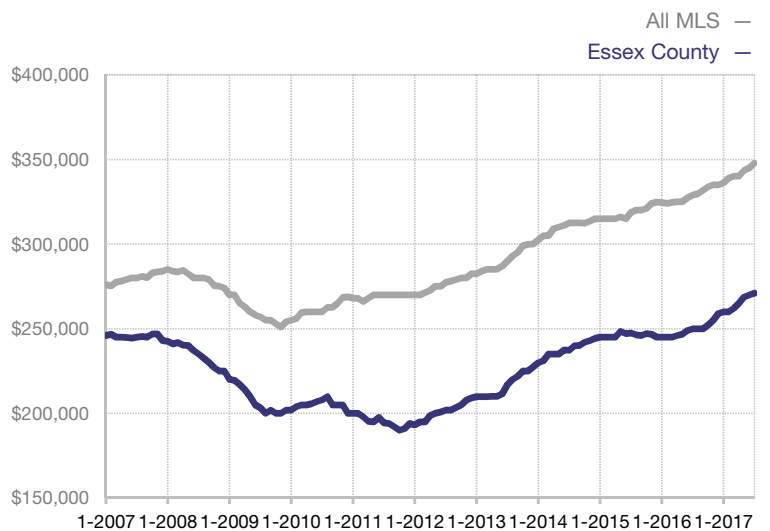
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## Franklin County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	58	<b>79</b>	+ 36.2%	378	<b>411</b>	+ 8.7%
Closed Sales	52	<b>60</b>	+ 15.4%	321	<b>323</b>	+ 0.6%
Median Sales Price*	\$227,000	<b>\$201,500</b>	- 11.2%	\$200,000	<b>\$201,000</b>	+ 0.5%
Inventory of Homes for Sale	400	<b>279</b>	- 30.3%	--	--	--
Months Supply of Inventory	8.0	<b>5.3</b>	- 33.8%	--	--	--
Cumulative Days on Market Until Sale	135	<b>98</b>	- 27.4%	155	<b>125</b>	- 19.4%
Percent of Original List Price Received*	93.5%	<b>95.6%</b>	+ 2.2%	92.1%	<b>93.6%</b>	+ 1.6%
New Listings	87	<b>89</b>	+ 2.3%	607	<b>557</b>	- 8.2%

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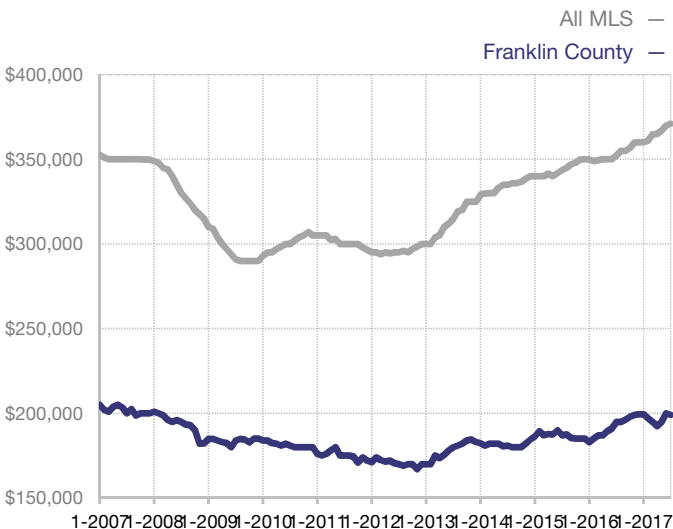
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	<b>10</b>	+ 42.9%	35	<b>31</b>	- 11.4%
Closed Sales	7	<b>4</b>	- 42.9%	30	<b>23</b>	- 23.3%
Median Sales Price*	\$145,000	<b>\$84,500</b>	- 41.7%	\$126,750	<b>\$210,000</b>	+ 65.7%
Inventory of Homes for Sale	16	<b>19</b>	+ 18.8%	--	--	--
Months Supply of Inventory	3.5	<b>5.1</b>	+ 45.7%	--	--	--
Cumulative Days on Market Until Sale	148	<b>55</b>	- 62.8%	158	<b>172</b>	+ 8.9%
Percent of Original List Price Received*	93.1%	<b>88.2%</b>	- 5.3%	92.9%	<b>94.2%</b>	+ 1.4%
New Listings	2	<b>5</b>	+ 150.0%	35	<b>40</b>	+ 14.3%

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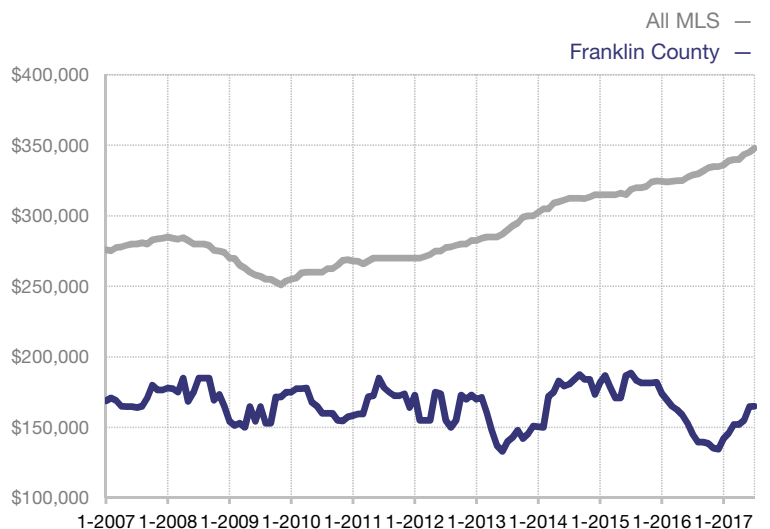
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## Hampden County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	334	<b>421</b>	+ 26.0%	2,488	<b>2,682</b>	+ 7.8%
Closed Sales	380	<b>418</b>	+ 10.0%	2,219	<b>2,249</b>	+ 1.4%
Median Sales Price*	\$190,000	<b>\$205,000</b>	+ 7.9%	\$177,000	<b>\$187,125</b>	+ 5.7%
Inventory of Homes for Sale	1,501	<b>1,083</b>	- 27.8%	--	--	--
Months Supply of Inventory	4.7	<b>3.2</b>	- 31.9%	--	--	--
Cumulative Days on Market Until Sale	92	<b>57</b>	- 38.0%	110	<b>77</b>	- 30.0%
Percent of Original List Price Received*	96.0%	<b>98.1%</b>	+ 2.2%	94.3%	<b>95.8%</b>	+ 1.6%
New Listings	452	<b>500</b>	+ 10.6%	3,372	<b>3,463</b>	+ 2.7%

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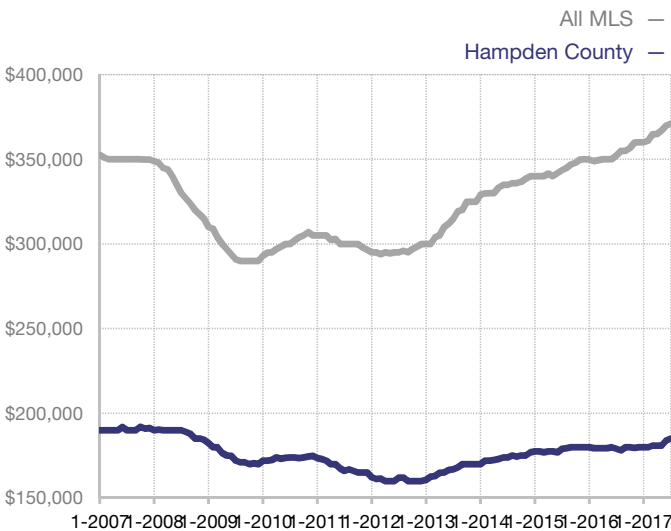
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	47	<b>45</b>	- 4.3%	321	<b>324</b>	+ 0.9%
Closed Sales	52	<b>48</b>	- 7.7%	292	<b>270</b>	- 7.5%
Median Sales Price*	\$123,250	<b>\$137,250</b>	+ 11.4%	\$131,000	<b>\$130,000</b>	- 0.8%
Inventory of Homes for Sale	241	<b>171</b>	- 29.0%	--	--	--
Months Supply of Inventory	5.7	<b>4.1</b>	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	81	<b>130</b>	+ 60.5%	119	<b>109</b>	- 8.4%
Percent of Original List Price Received*	95.7%	<b>94.1%</b>	- 1.7%	94.6%	<b>94.2%</b>	- 0.4%
New Listings	72	<b>41</b>	- 43.1%	447	<b>425</b>	- 4.9%

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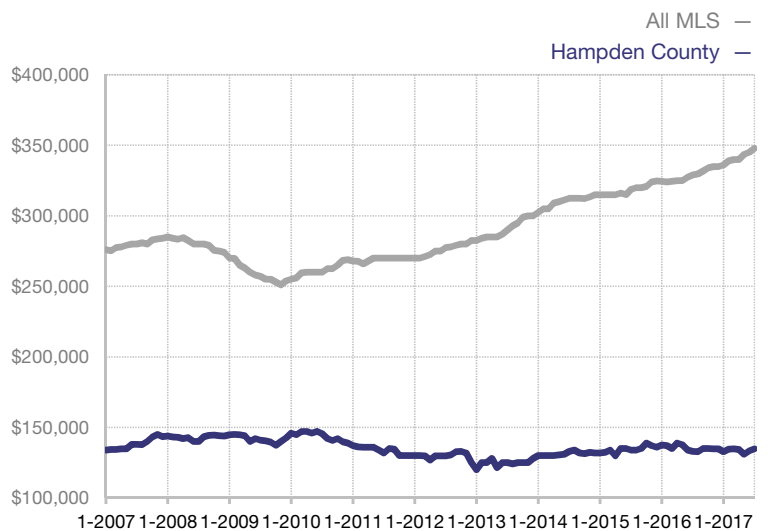
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## Hampshire County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	117	<b>131</b>	+ 12.0%	851	<b>811</b>	- 4.7%
Closed Sales	155	<b>142</b>	- 8.4%	711	<b>684</b>	- 3.8%
Median Sales Price*	\$282,500	<b>\$278,000</b>	- 1.6%	\$265,000	<b>\$272,000</b>	+ 2.6%
Inventory of Homes for Sale	640	<b>468</b>	- 26.9%	--	--	--
Months Supply of Inventory	6.0	<b>4.4</b>	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	104	<b>70</b>	- 32.7%	119	<b>98</b>	- 17.6%
Percent of Original List Price Received*	96.4%	<b>96.5%</b>	+ 0.1%	94.9%	<b>95.2%</b>	+ 0.3%
New Listings	155	<b>167</b>	+ 7.7%	1,234	<b>1,131</b>	- 8.3%

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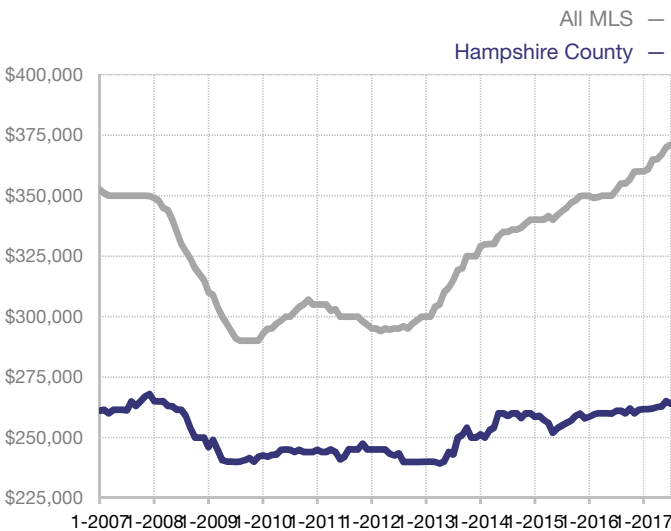
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	28	<b>39</b>	+ 39.3%	181	<b>198</b>	+ 9.4%
Closed Sales	26	<b>43</b>	+ 65.4%	159	<b>175</b>	+ 10.1%
Median Sales Price*	\$177,450	<b>\$215,000</b>	+ 21.2%	\$179,900	<b>\$199,977</b>	+ 11.2%
Inventory of Homes for Sale	161	<b>101</b>	- 37.3%	--	--	--
Months Supply of Inventory	6.9	<b>3.8</b>	- 44.9%	--	--	--
Cumulative Days on Market Until Sale	119	<b>65</b>	- 45.4%	140	<b>119</b>	- 15.0%
Percent of Original List Price Received*	98.0%	<b>97.2%</b>	- 0.8%	97.1%	<b>96.7%</b>	- 0.4%
New Listings	28	<b>31</b>	+ 10.7%	238	<b>258</b>	+ 8.4%

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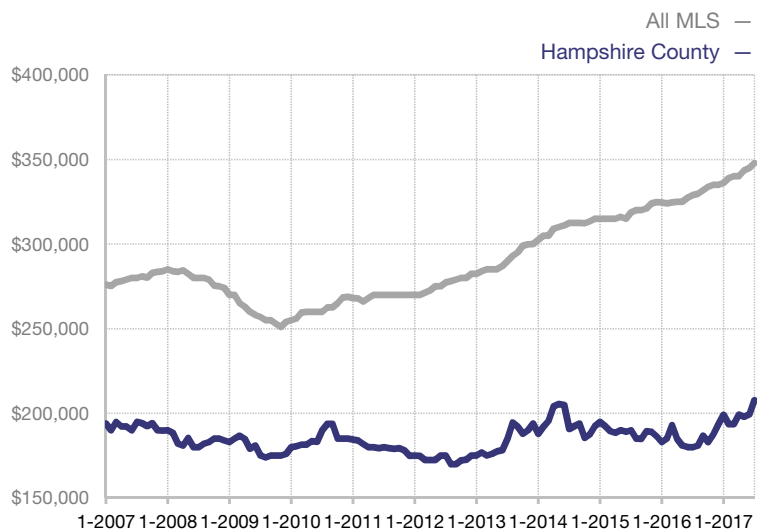
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Middlesex County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	985	984	- 0.1%	7,361	7,149	- 2.9%
Closed Sales	1,251	1,264	+ 1.0%	6,307	6,059	- 3.9%
Median Sales Price*	\$529,900	\$553,450	+ 4.4%	\$494,000	\$530,000	+ 7.3%
Inventory of Homes for Sale	2,479	1,753	- 29.3%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	55	35	- 36.4%	68	51	- 25.0%
Percent of Original List Price Received*	99.7%	100.4%	+ 0.7%	98.7%	99.8%	+ 1.1%
New Listings	1,108	1,078	- 2.7%	9,321	8,732	- 6.3%

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

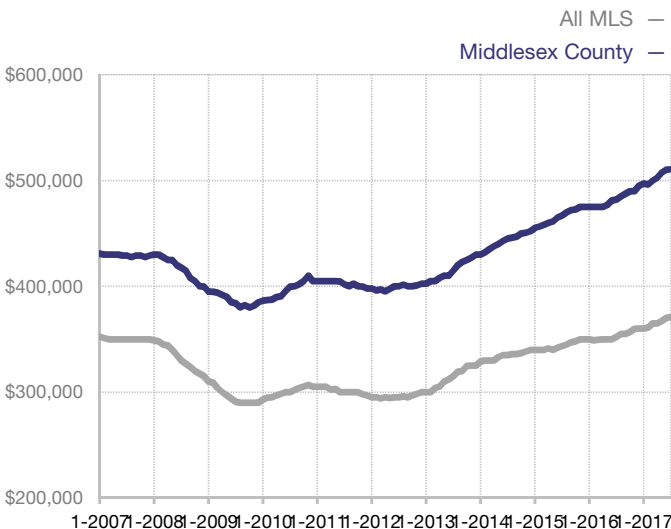
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	537	493	- 8.2%	4,040	3,747	- 7.3%
Closed Sales	640	615	- 3.9%	3,543	3,318	- 6.4%
Median Sales Price*	\$424,950	\$460,000	+ 8.2%	\$410,000	\$430,000	+ 4.9%
Inventory of Homes for Sale	913	575	- 37.0%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	41	29	- 29.3%	53	37	- 30.2%
Percent of Original List Price Received*	101.3%	102.3%	+ 1.0%	100.7%	101.5%	+ 0.8%
New Listings	598	546	- 8.7%	4,722	4,293	- 9.1%

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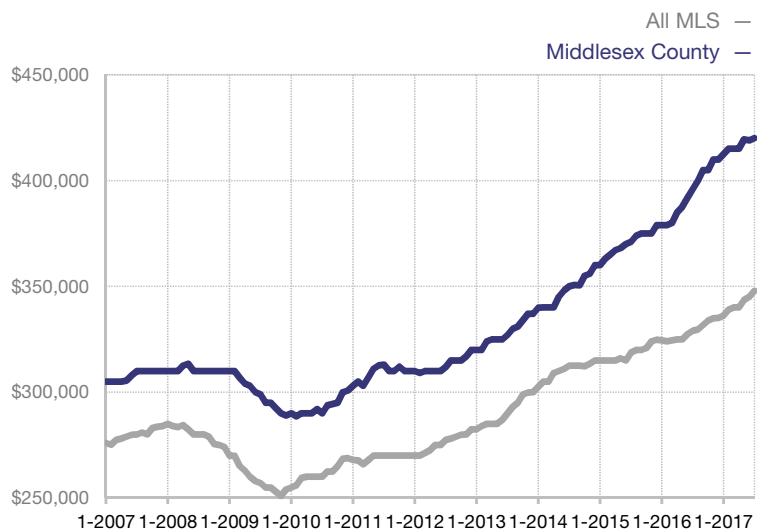
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Nantucket County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	2	- 50.0%	13	15	+ 15.4%
Closed Sales	2	2	0.0%	14	15	+ 7.1%
Median Sales Price*	\$1,850,000	<b>\$4,854,500</b>	+ 162.4%	\$1,482,500	<b>\$2,250,000</b>	+ 51.8%
Inventory of Homes for Sale	47	68	+ 44.7%	--	--	--
Months Supply of Inventory	14.8	27.7	+ 87.2%	--	--	--
Cumulative Days on Market Until Sale	205	46	- 77.6%	219	96	- 56.2%
Percent of Original List Price Received*	91.4%	95.1%	+ 4.0%	90.3%	90.4%	+ 0.1%
New Listings	8	14	+ 75.0%	44	76	+ 72.7%

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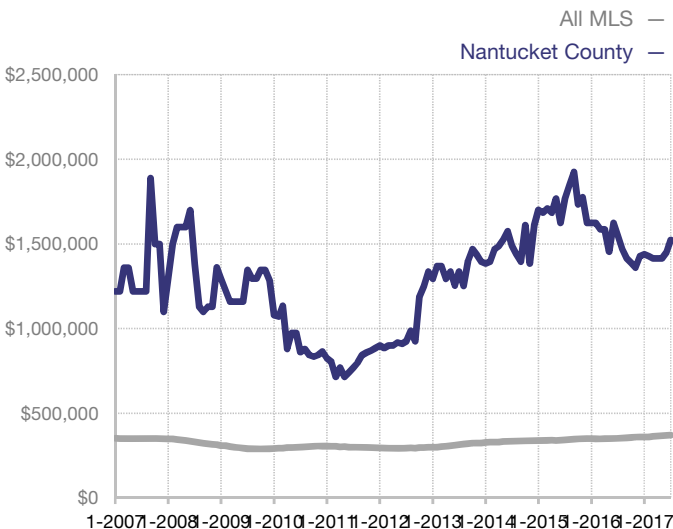
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	1	--	1	2	+ 100.0%
Closed Sales	0	0	--	1	1	0.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$418,500	<b>\$380,000</b>	- 9.2%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 11.1%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	48	3	- 93.8%
Percent of Original List Price Received*	0.0%	0.0%	--	99.6%	108.0%	+ 8.4%
New Listings	0	1	--	4	4	0.0%

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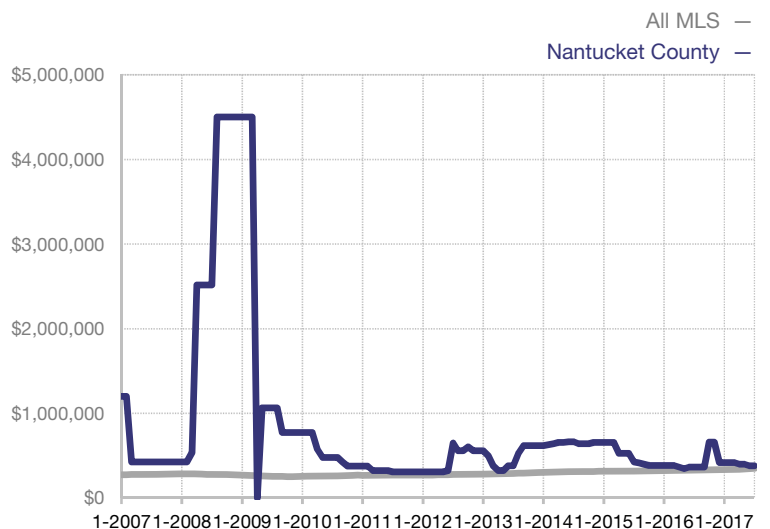
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## Norfolk County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	505	<b>611</b>	+ 21.0%	4,014	<b>4,183</b>	+ 4.2%
Closed Sales	677	<b>687</b>	+ 1.5%	3,497	<b>3,670</b>	+ 4.9%
Median Sales Price*	\$473,200	<b>\$500,000</b>	+ 5.7%	\$462,250	<b>\$495,000</b>	+ 7.1%
Inventory of Homes for Sale	1,653	<b>1,156</b>	- 30.1%	--	--	--
Months Supply of Inventory	3.2	<b>2.2</b>	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	60	<b>40</b>	- 33.3%	76	<b>59</b>	- 22.4%
Percent of Original List Price Received*	98.5%	<b>99.3%</b>	+ 0.8%	97.5%	<b>98.4%</b>	+ 0.9%
New Listings	641	<b>658</b>	+ 2.7%	5,339	<b>5,175</b>	- 3.1%

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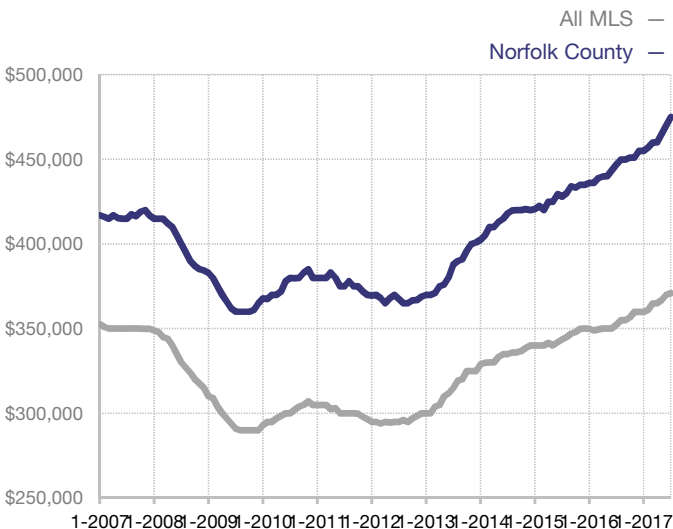
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	225	<b>219</b>	- 2.7%	1,544	<b>1,617</b>	+ 4.7%
Closed Sales	245	<b>251</b>	+ 2.4%	1,278	<b>1,411</b>	+ 10.4%
Median Sales Price*	\$360,000	<b>\$378,000</b>	+ 5.0%	\$325,000	<b>\$355,000</b>	+ 9.2%
Inventory of Homes for Sale	392	<b>323</b>	- 17.6%	--	--	--
Months Supply of Inventory	2.0	<b>1.6</b>	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	51	<b>38</b>	- 25.5%	62	<b>44</b>	- 29.0%
Percent of Original List Price Received*	99.7%	<b>100.4%</b>	+ 0.7%	99.0%	<b>100.1%</b>	+ 1.1%
New Listings	262	<b>251</b>	- 4.2%	1,843	<b>1,878</b>	+ 1.9%

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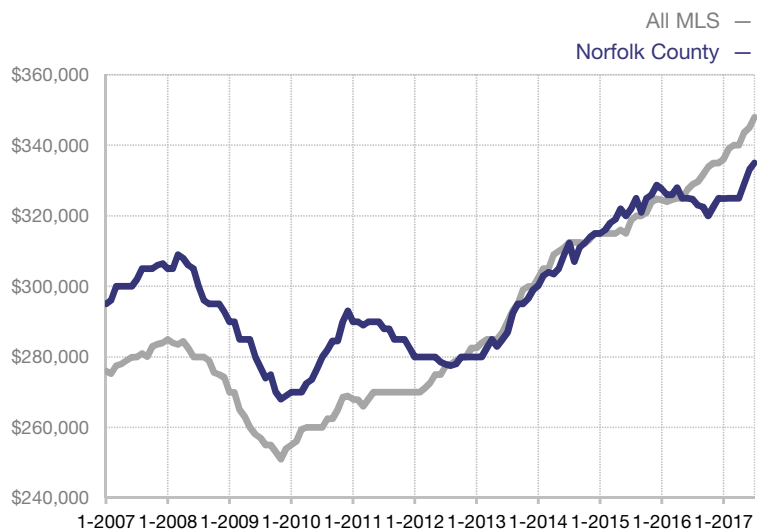
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Plymouth County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	572	<b>633</b>	+ 10.7%	3,927	<b>3,969</b>	+ 1.1%
Closed Sales	651	<b>591</b>	- 9.2%	3,409	<b>3,365</b>	- 1.3%
Median Sales Price*	\$352,500	<b>\$374,000</b>	+ 6.1%	\$335,000	<b>\$355,000</b>	+ 6.0%
Inventory of Homes for Sale	2,215	<b>1,666</b>	- 24.8%	--	--	--
Months Supply of Inventory	4.4	<b>3.2</b>	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	74	<b>51</b>	- 31.1%	99	<b>70</b>	- 29.3%
Percent of Original List Price Received*	96.8%	<b>98.1%</b>	+ 1.3%	96.0%	<b>97.8%</b>	+ 1.9%
New Listings	754	<b>738</b>	- 2.1%	5,496	<b>5,271</b>	- 4.1%

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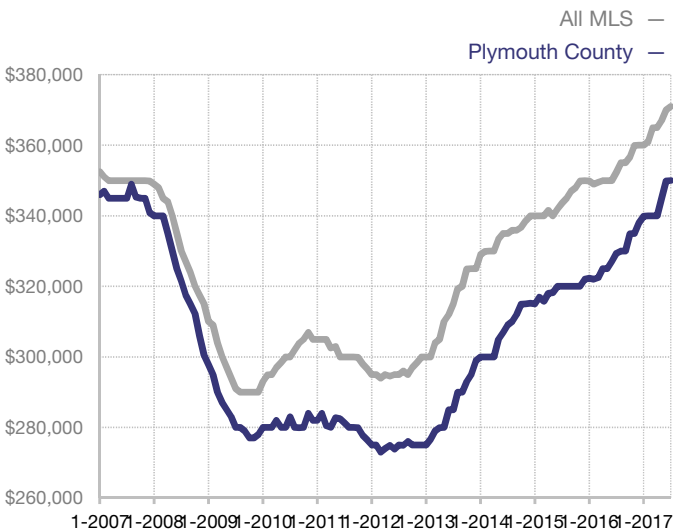
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	84	<b>109</b>	+ 29.8%	660	<b>798</b>	+ 20.9%
Closed Sales	98	<b>130</b>	+ 32.7%	595	<b>666</b>	+ 11.9%
Median Sales Price*	\$260,000	<b>\$291,250</b>	+ 12.0%	\$249,500	<b>\$279,950</b>	+ 12.2%
Inventory of Homes for Sale	341	<b>272</b>	- 20.2%	--	--	--
Months Supply of Inventory	4.0	<b>2.9</b>	- 27.5%	--	--	--
Cumulative Days on Market Until Sale	79	<b>84</b>	+ 6.3%	100	<b>80</b>	- 20.0%
Percent of Original List Price Received*	97.9%	<b>99.1%</b>	+ 1.2%	97.1%	<b>98.1%</b>	+ 1.0%
New Listings	112	<b>125</b>	+ 11.6%	877	<b>968</b>	+ 10.4%

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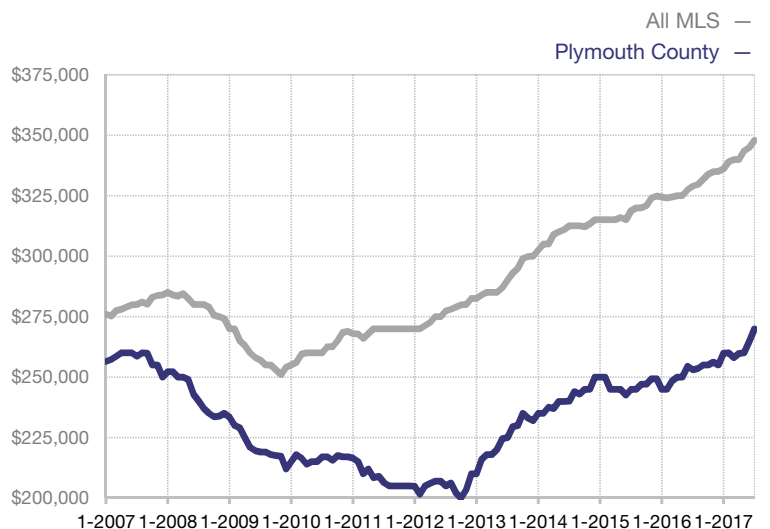
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## Suffolk County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	116	<b>122</b>	+ 5.2%	878	<b>870</b>	- 0.9%
Closed Sales	164	<b>149</b>	- 9.1%	760	<b>767</b>	+ 0.9%
Median Sales Price*	\$500,000	<b>\$525,000</b>	+ 5.0%	\$465,000	<b>\$513,500</b>	+ 10.4%
Inventory of Homes for Sale	282	<b>199</b>	- 29.4%	--	--	--
Months Supply of Inventory	2.4	<b>1.7</b>	- 29.2%	--	--	--
Cumulative Days on Market Until Sale	46	<b>28</b>	- 39.1%	56	<b>40</b>	- 28.6%
Percent of Original List Price Received*	99.9%	<b>100.8%</b>	+ 0.9%	99.0%	<b>99.8%</b>	+ 0.8%
New Listings	137	<b>138</b>	+ 0.7%	1,126	<b>1,098</b>	- 2.5%

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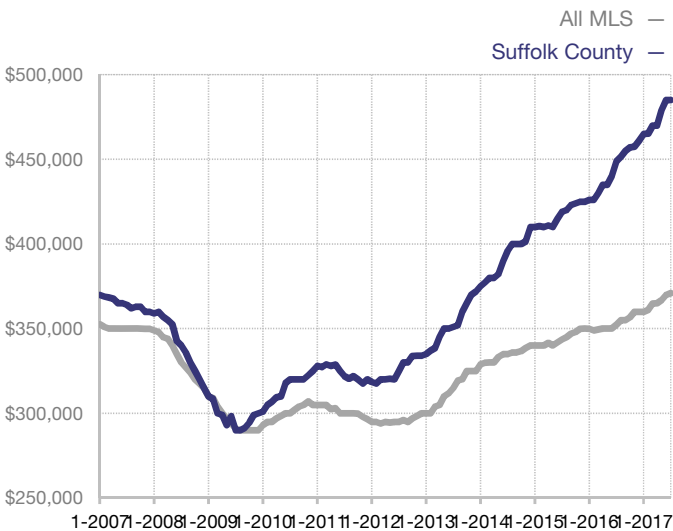
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	346	<b>405</b>	+ 17.1%	3,084	<b>3,267</b>	+ 5.9%
Closed Sales	484	<b>489</b>	+ 1.0%	2,699	<b>2,729</b>	+ 1.1%
Median Sales Price*	\$528,500	<b>\$569,900</b>	+ 7.8%	\$530,000	<b>\$570,000</b>	+ 7.5%
Inventory of Homes for Sale	824	<b>760</b>	- 7.8%	--	--	--
Months Supply of Inventory	2.1	<b>1.9</b>	- 9.5%	--	--	--
Cumulative Days on Market Until Sale	42	<b>32</b>	- 23.8%	50	<b>41</b>	- 18.0%
Percent of Original List Price Received*	101.2%	<b>101.2%</b>	0.0%	100.0%	<b>100.5%</b>	+ 0.5%
New Listings	482	<b>507</b>	+ 5.2%	3,830	<b>4,120</b>	+ 7.6%

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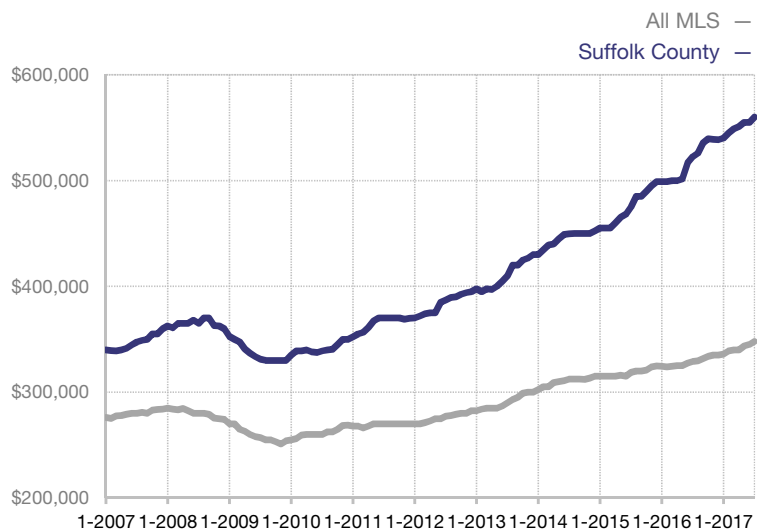
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2017

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## Worcester County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	757	<b>819</b>	+ 8.2%	5,309	<b>5,389</b>	+ 1.5%
Closed Sales	876	<b>840</b>	- 4.1%	4,552	<b>4,581</b>	+ 0.6%
Median Sales Price*	\$275,000	<b>\$279,450</b>	+ 1.6%	\$253,000	<b>\$265,000</b>	+ 4.7%
Inventory of Homes for Sale	2,778	<b>1,835</b>	- 33.9%	--	--	--
Months Supply of Inventory	4.1	<b>2.6</b>	- 36.6%	--	--	--
Cumulative Days on Market Until Sale	80	<b>47</b>	- 41.3%	104	<b>68</b>	- 34.6%
Percent of Original List Price Received*	97.4%	<b>98.7%</b>	+ 1.3%	95.9%	<b>97.3%</b>	+ 1.5%
New Listings	947	<b>949</b>	+ 0.2%	7,055	<b>6,718</b>	- 4.8%

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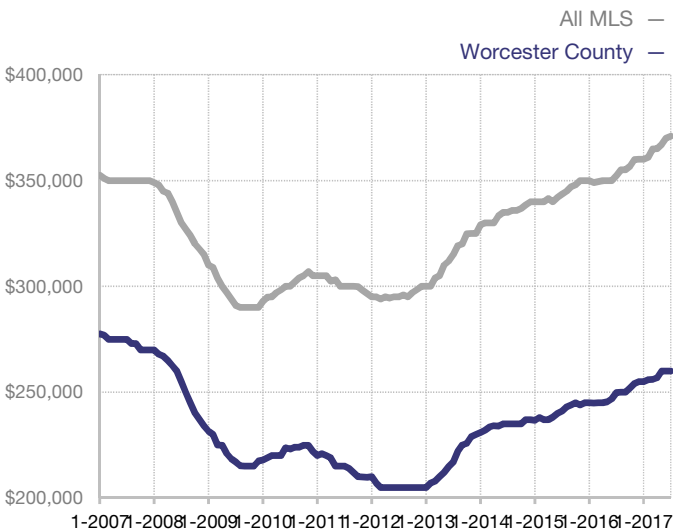
### Condominium Properties

Key Metrics	July			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	152	<b>172</b>	+ 13.2%	1,086	<b>1,127</b>	+ 3.8%
Closed Sales	147	<b>174</b>	+ 18.4%	948	<b>994</b>	+ 4.9%
Median Sales Price*	\$192,000	<b>\$210,000</b>	+ 9.4%	\$192,500	<b>\$194,500</b>	+ 1.0%
Inventory of Homes for Sale	522	<b>376</b>	- 28.0%	--	--	--
Months Supply of Inventory	3.8	<b>2.6</b>	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	86	<b>68</b>	- 20.9%	94	<b>72</b>	- 23.4%
Percent of Original List Price Received*	96.5%	<b>98.2%</b>	+ 1.8%	96.7%	<b>97.4%</b>	+ 0.7%
New Listings	185	<b>210</b>	+ 13.5%	1,406	<b>1,386</b>	- 1.4%

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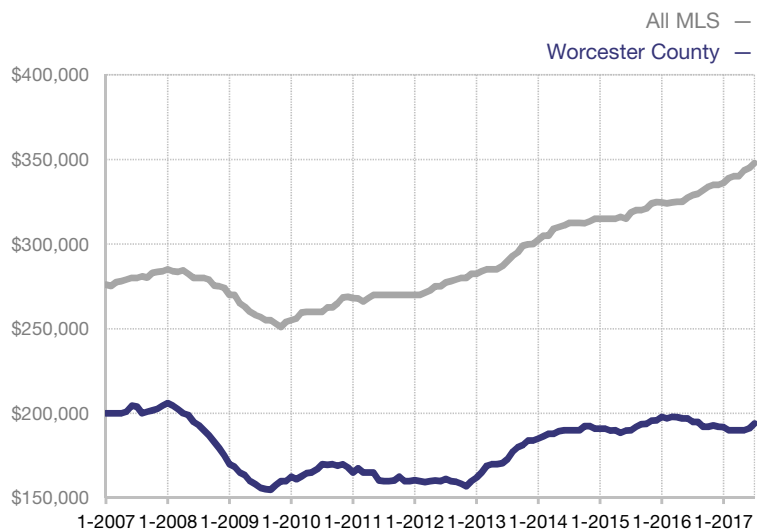
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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