

Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 1.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 15.9%

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

- 30.0%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	156	164	+ 5.1%	952	1,034	+ 8.6%
Closed Sales	139	153	+ 10.1%	863	901	+ 4.4%
Median Sales Price*	\$200,000	\$217,900	+ 8.9%	\$189,200	\$199,250	+ 5.3%
Inventory of Homes for Sale	1,410	1,032	- 26.8%	--	--	--
Months Supply of Inventory	12.8	8.7	- 31.5%	--	--	--
Cumulative Days on Market Until Sale	113	93	- 18.1%	130	122	- 5.8%
Percent of Original List Price Received*	90.3%	92.8%	+ 2.7%	90.2%	90.7%	+ 0.5%
New Listings	199	196	- 1.5%	1,823	1,623	- 11.0%

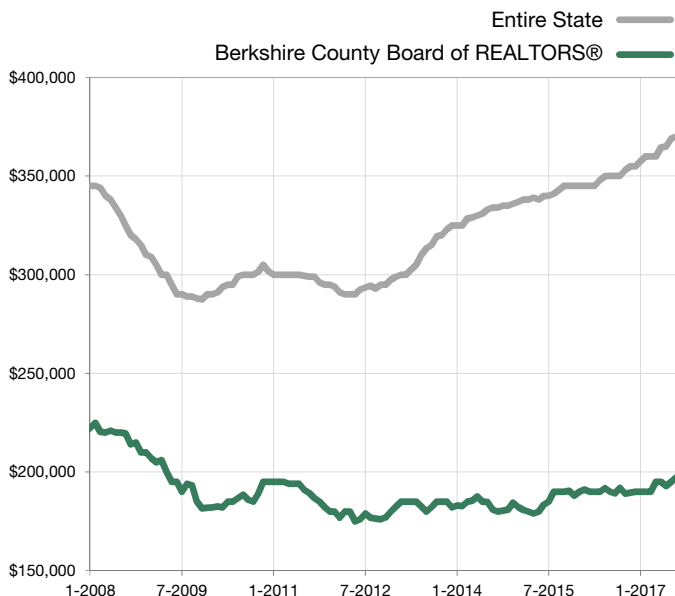
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	1	- 92.3%	70	70	0.0%
Closed Sales	13	1	- 92.3%	61	66	+ 8.2%
Median Sales Price*	\$125,000	\$130,000	+ 4.0%	\$169,000	\$206,950	+ 22.5%
Inventory of Homes for Sale	171	74	- 56.7%	--	--	--
Months Supply of Inventory	19.4	7.9	- 59.4%	--	--	--
Cumulative Days on Market Until Sale	162	255	+ 57.8%	165	160	- 2.9%
Percent of Original List Price Received*	90.4%	93.5%	+ 3.5%	91.3%	92.0%	+ 0.8%
New Listings	24	1	- 95.8%	179	83	- 53.6%

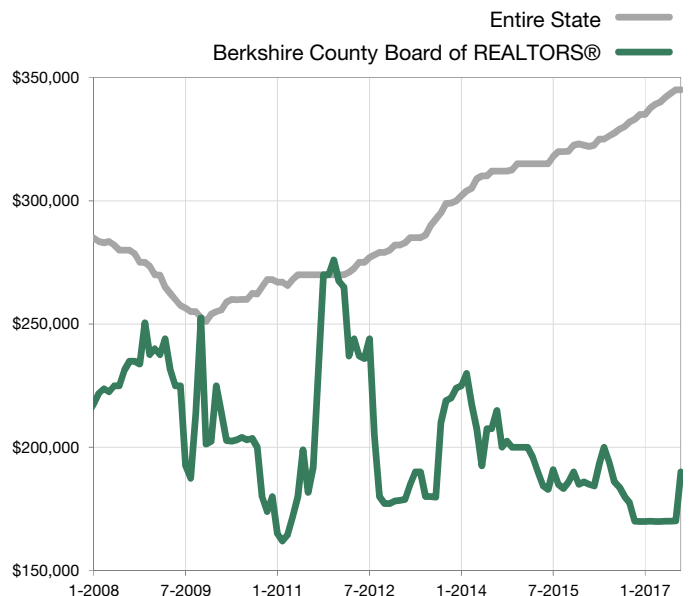
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 0.5%

Year-Over-Year
Change in
Closed Sales
All Properties

- 0.9%

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

- 29.7%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	564	605	+ 7.3%	4,088	4,069	- 0.5%
Closed Sales	525	502	- 4.4%	3,854	3,691	- 4.2%
Median Sales Price*	\$369,900	\$380,000	+ 2.7%	\$360,000	\$381,250	+ 5.9%
Inventory of Homes for Sale	4,220	2,999	- 28.9%	--	--	--
Months Supply of Inventory	8.5	6.2	- 27.2%	--	--	--
Cumulative Days on Market Until Sale	120	84	- 30.3%	146	111	- 23.7%
Percent of Original List Price Received*	94.2%	95.2%	+ 1.2%	93.2%	94.7%	+ 1.6%
New Listings	822	807	- 1.8%	6,404	5,816	- 9.2%

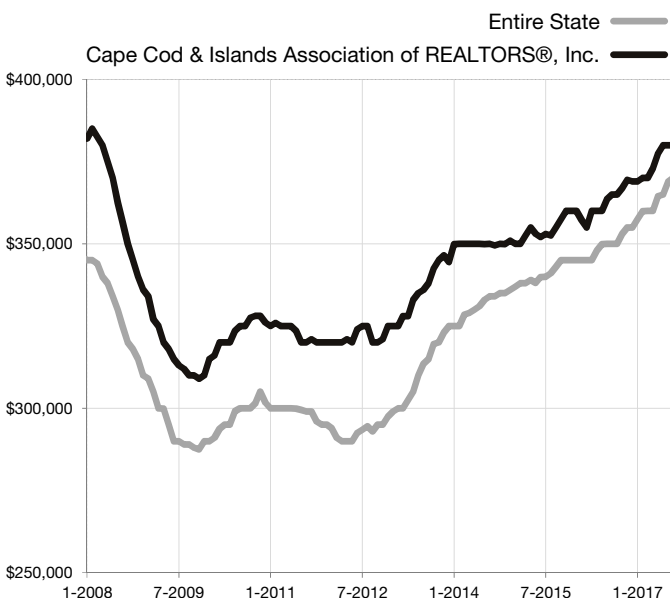
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	112	132	+ 17.9%	842	901	+ 7.0%
Closed Sales	118	138	+ 16.9%	823	800	- 2.8%
Median Sales Price*	\$269,500	\$234,450	- 13.0%	\$260,000	\$252,000	- 3.1%
Inventory of Homes for Sale	875	585	- 33.1%	--	--	--
Months Supply of Inventory	8.2	5.6	- 31.0%	--	--	--
Cumulative Days on Market Until Sale	140	93	- 33.7%	145	121	- 16.9%
Percent of Original List Price Received*	95.7%	94.8%	- 0.9%	94.4%	94.9%	+ 0.5%
New Listings	130	163	+ 25.4%	1,311	1,151	- 12.2%

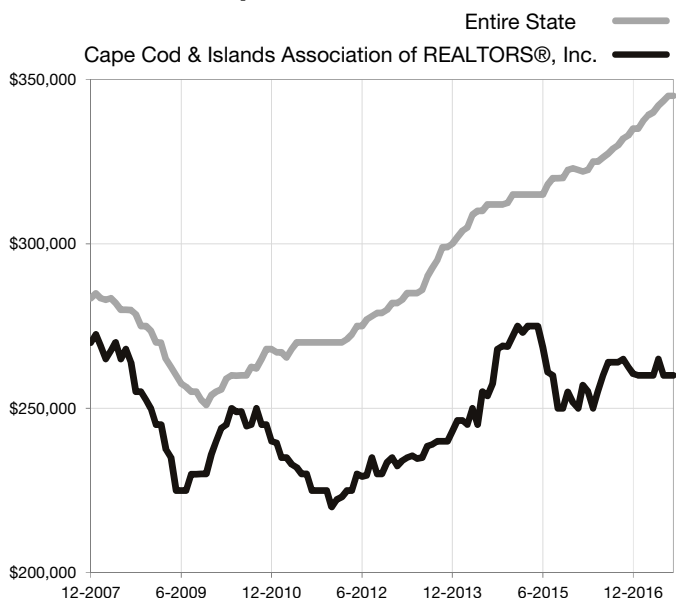
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,111	1,233	+ 11.0%	10,194	10,121	- 0.7%
Closed Sales	1,720	1,595	- 7.3%	9,654	9,372	- 2.9%
Median Sales Price*	\$575,000	\$606,000	+ 5.4%	\$547,500	\$585,000	+ 6.8%
Inventory of Homes for Sale	2,951	2,105	- 28.7%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--
Cumulative Days on Market Until Sale	61	43	- 29.5%	65	50	- 23.1%
Percent of Original List Price Received*	98.6%	99.1%	+ 0.5%	98.6%	99.4%	+ 0.8%
New Listings	1,199	1,244	+ 3.8%	13,020	12,393	- 4.8%

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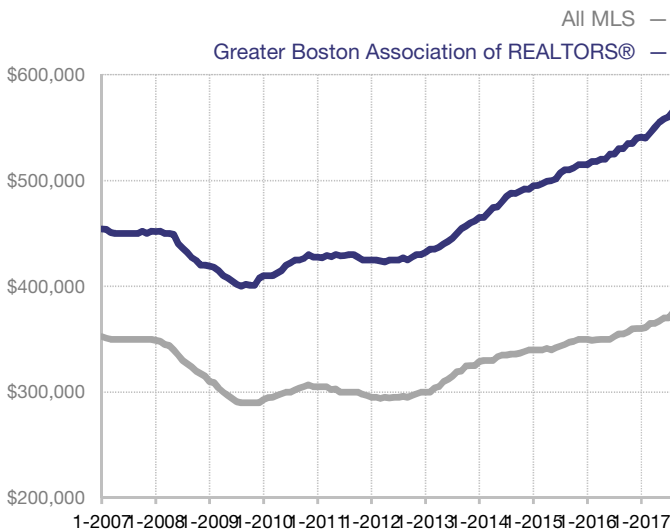
Condominium Properties

Key Metrics	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	875	867	- 0.9%	8,130	8,077	- 0.7%
Closed Sales	1,218	1,154	- 5.3%	7,574	7,431	- 1.9%
Median Sales Price*	\$500,000	\$530,000	+ 6.0%	\$485,000	\$523,000	+ 7.8%
Inventory of Homes for Sale	1,601	1,299	- 18.9%	--	--	--
Months Supply of Inventory	1.7	1.4	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	43	33	- 23.3%	49	38	- 22.4%
Percent of Original List Price Received*	100.8%	100.8%	0.0%	100.7%	101.1%	+ 0.4%
New Listings	955	906	- 5.1%	9,701	9,628	- 0.8%

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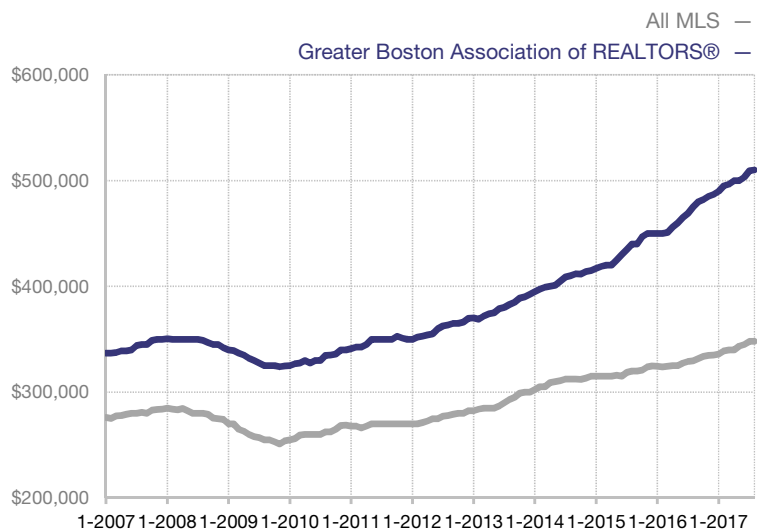
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

- 10.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 11.3%

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

- 31.2%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	113	152	+ 34.5%	786	818	+ 4.1%
Closed Sales	106	101	- 4.7%	708	670	- 5.4%
Median Sales Price*	\$258,950	\$277,000	+ 7.0%	\$250,000	\$267,250	+ 6.9%
Inventory of Homes for Sale	438	311	- 29.0%	--	--	--
Months Supply of Inventory	5.0	3.5	- 29.1%	--	--	--
Cumulative Days on Market Until Sale	107	72	- 32.9%	113	83	- 26.9%
Percent of Original List Price Received*	94.9%	96.8%	+ 2.1%	94.8%	96.5%	+ 1.8%
New Listings	129	142	+ 10.1%	1,028	1,017	- 1.1%

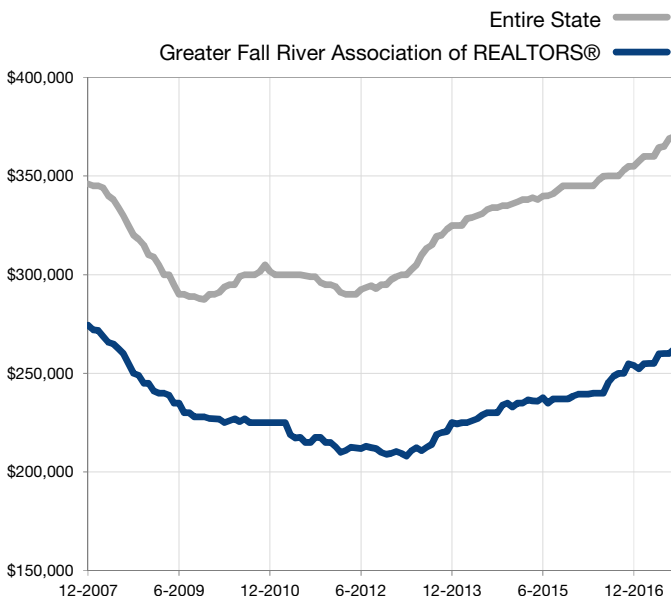
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	10	9	- 10.0%	87	89	+ 2.3%
Closed Sales	15	7	- 53.3%	83	74	- 10.8%
Median Sales Price*	\$124,500	\$155,000	+ 24.5%	\$124,500	\$162,500	+ 30.5%
Inventory of Homes for Sale	56	29	- 48.2%	--	--	--
Months Supply of Inventory	5.8	3.3	- 42.7%	--	--	--
Cumulative Days on Market Until Sale	103	98	- 5.1%	139	112	- 19.8%
Percent of Original List Price Received*	92.8%	91.8%	- 1.0%	91.5%	93.5%	+ 2.2%
New Listings	17	10	- 41.2%	118	100	- 15.3%

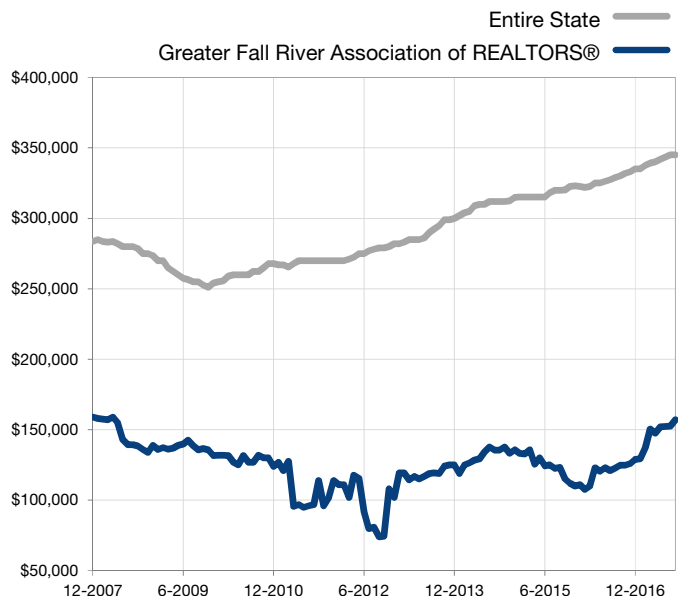
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

+ 7.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 19.7%

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

- 35.5%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	69	76	+ 10.1%	545	512	- 6.1%
Closed Sales	86	81	- 5.8%	503	469	- 6.8%
Median Sales Price*	\$469,248	\$500,000	+ 6.6%	\$430,000	\$460,000	+ 7.0%
Inventory of Homes for Sale	285	186	- 34.7%	--	--	--
Months Supply of Inventory	4.5	3.1	- 30.6%	--	--	--
Cumulative Days on Market Until Sale	92	52	- 43.1%	94	67	- 28.8%
Percent of Original List Price Received*	96.2%	98.8%	+ 2.7%	95.4%	97.3%	+ 2.1%
New Listings	102	89	- 12.7%	820	719	- 12.3%

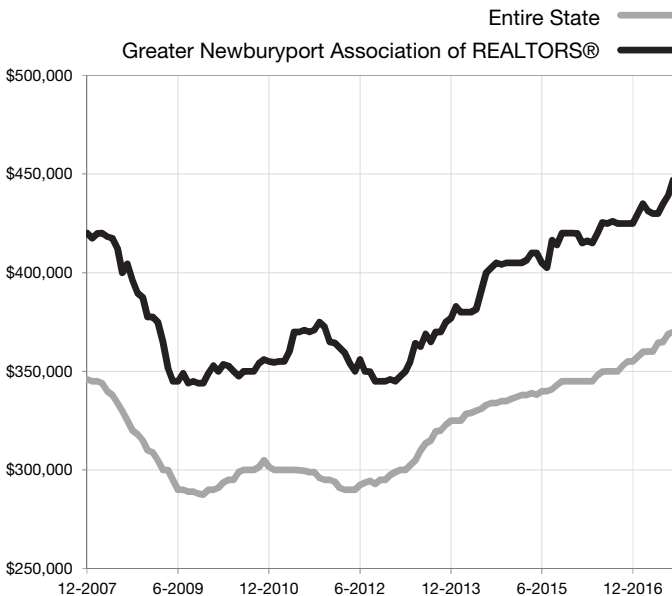
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	38	38	0.0%	277	317	+ 14.4%
Closed Sales	36	50	+ 38.9%	262	300	+ 14.5%
Median Sales Price*	\$299,500	\$329,950	+ 10.2%	\$308,500	\$319,950	+ 3.7%
Inventory of Homes for Sale	121	76	- 37.2%	--	--	--
Months Supply of Inventory	3.6	2.0	- 44.9%	--	--	--
Cumulative Days on Market Until Sale	56	51	- 8.9%	86	59	- 31.3%
Percent of Original List Price Received*	98.4%	99.7%	+ 1.3%	97.2%	98.6%	+ 1.4%
New Listings	49	47	- 4.1%	375	402	+ 7.2%

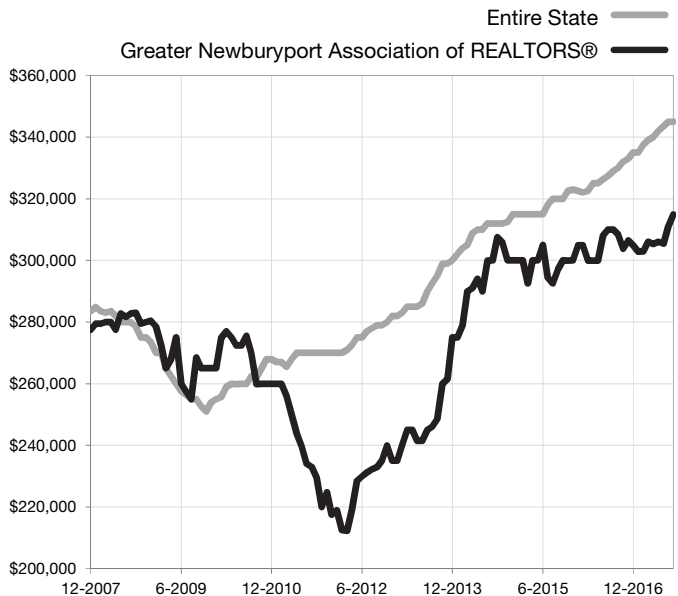
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 1.3%

Year-Over-Year Change in Closed Sales All Properties

+ 5.3%

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

- 31.9%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	259	291	+ 12.4%	1,994	2,131	+ 6.9%
Closed Sales	329	320	- 2.7%	1,840	1,899	+ 3.2%
Median Sales Price*	\$250,900	\$275,000	+ 9.6%	\$235,000	\$244,900	+ 4.2%
Inventory of Homes for Sale	1,009	686	- 32.0%	--	--	--
Months Supply of Inventory	4.4	2.9	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	81	52	- 35.4%	101	71	- 30.0%
Percent of Original List Price Received*	97.6%	98.3%	+ 0.7%	96.2%	96.9%	+ 0.8%
New Listings	333	356	+ 6.9%	2,726	2,631	- 3.5%

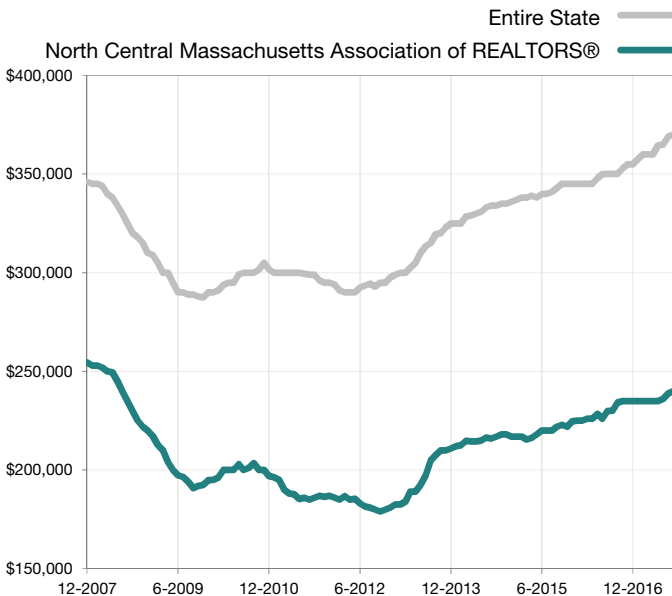
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	40	44	+ 10.0%	274	333	+ 21.5%
Closed Sales	48	52	+ 8.3%	244	290	+ 18.9%
Median Sales Price*	\$160,000	\$167,000	+ 4.4%	\$159,000	\$160,000	+ 0.6%
Inventory of Homes for Sale	120	83	- 30.8%	--	--	--
Months Supply of Inventory	3.9	2.3	- 40.9%	--	--	--
Cumulative Days on Market Until Sale	126	58	- 53.8%	104	81	- 21.5%
Percent of Original List Price Received*	96.5%	99.3%	+ 2.9%	96.1%	97.4%	+ 1.3%
New Listings	46	42	- 8.7%	359	377	+ 5.0%

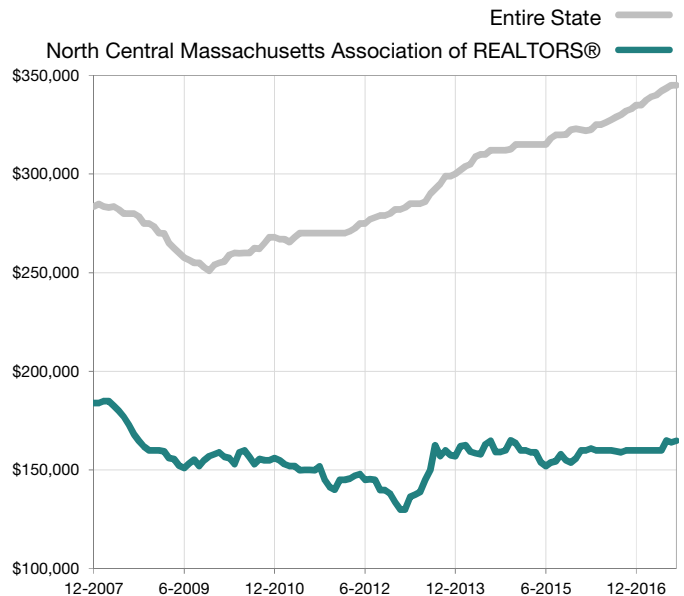
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 12.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.3%

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

- 29.4%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	427	428	+ 0.2%	2,928	2,908	- 0.7%
Closed Sales	448	479	+ 6.9%	2,623	2,667	+ 1.7%
Median Sales Price*	\$399,950	\$441,250	+ 10.3%	\$393,837	\$425,000	+ 7.9%
Inventory of Homes for Sale	1,015	758	- 25.3%	--	--	--
Months Supply of Inventory	3.0	2.2	- 26.6%	--	--	--
Cumulative Days on Market Until Sale	59	48	- 18.8%	81	53	- 34.8%
Percent of Original List Price Received*	98.6%	98.9%	+ 0.3%	97.5%	98.4%	+ 0.9%
New Listings	456	482	+ 5.7%	3,746	3,604	- 3.8%

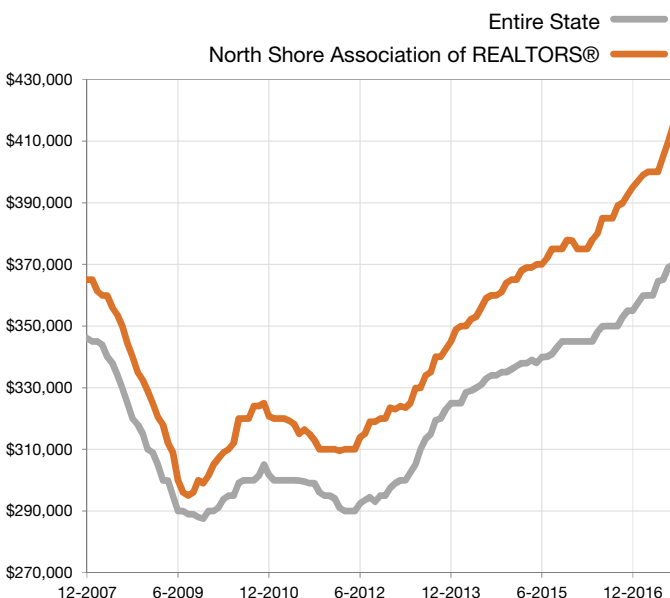
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	184	186	+ 1.1%	1,364	1,393	+ 2.1%
Closed Sales	182	231	+ 26.9%	1,217	1,311	+ 7.7%
Median Sales Price*	\$260,000	\$291,500	+ 12.1%	\$255,000	\$285,000	+ 11.8%
Inventory of Homes for Sale	382	228	- 40.3%	--	--	--
Months Supply of Inventory	2.5	1.4	- 43.7%	--	--	--
Cumulative Days on Market Until Sale	69	45	- 34.4%	82	55	- 32.4%
Percent of Original List Price Received*	97.7%	99.1%	+ 1.4%	97.3%	98.8%	+ 1.5%
New Listings	216	202	- 6.5%	1,619	1,594	- 1.5%

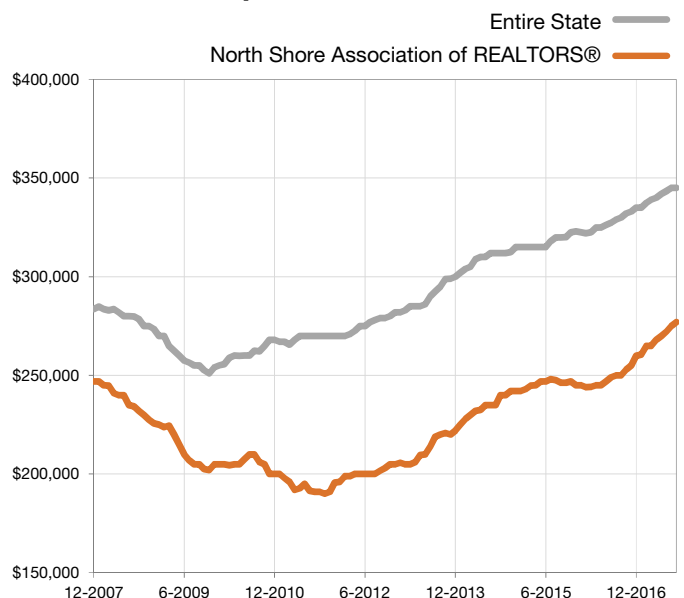
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 10.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.1%

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

- 30.1%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	329	414	+ 25.8%	2,916	2,853	- 2.2%
Closed Sales	475	447	- 5.9%	2,658	2,553	- 4.0%
Median Sales Price*	\$395,000	\$425,000	+ 7.6%	\$377,000	\$410,000	+ 8.8%
Inventory of Homes for Sale	855	602	- 29.6%	--	--	--
Months Supply of Inventory	2.6	1.8	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	57	40	- 29.0%	74	52	- 30.0%
Percent of Original List Price Received*	98.5%	98.9%	+ 0.5%	97.7%	99.1%	+ 1.4%
New Listings	416	431	+ 3.6%	3,585	3,444	- 3.9%

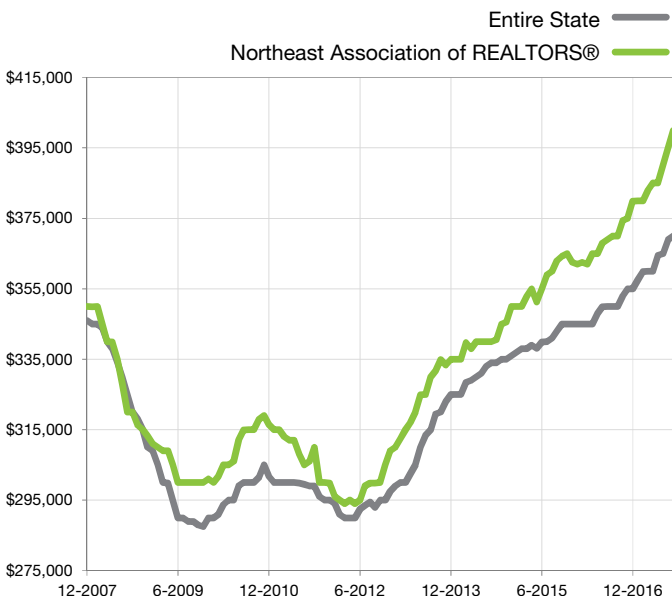
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	146	159	+ 8.9%	1,197	1,142	- 4.6%
Closed Sales	193	150	- 22.3%	1,079	1,059	- 1.9%
Median Sales Price*	\$230,500	\$249,950	+ 8.4%	\$223,000	\$230,000	+ 3.1%
Inventory of Homes for Sale	289	198	- 31.5%	--	--	--
Months Supply of Inventory	2.2	1.5	- 33.4%	--	--	--
Cumulative Days on Market Until Sale	56	36	- 35.0%	66	41	- 37.6%
Percent of Original List Price Received*	98.7%	99.8%	+ 1.1%	97.8%	99.7%	+ 1.9%
New Listings	163	170	+ 4.3%	1,406	1,344	- 4.4%

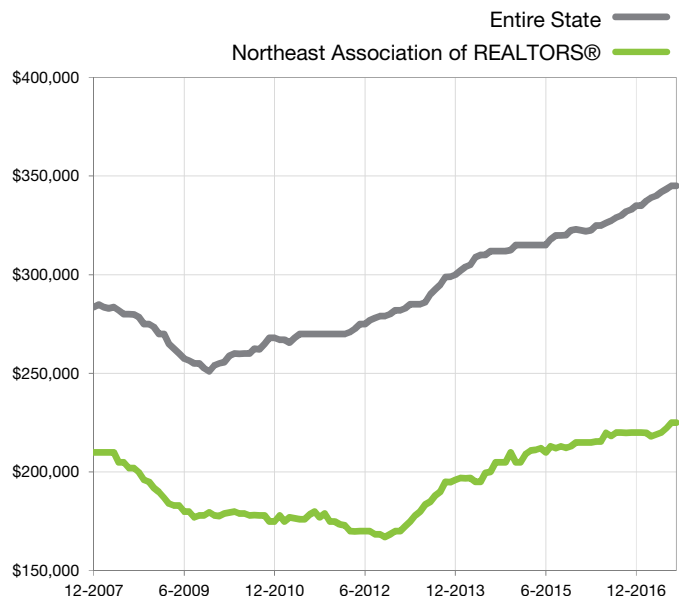
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 7.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.3%

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

- 27.2%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	621	622	+ 0.2%	4,818	4,755	- 1.3%
Closed Sales	760	695	- 8.6%	4,324	4,282	- 1.0%
Median Sales Price*	\$289,101	\$315,000	+ 9.0%	\$275,000	\$290,000	+ 5.5%
Inventory of Homes for Sale	1,994	1,447	- 27.4%	--	--	--
Months Supply of Inventory	3.8	2.7	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	80	52	- 35.1%	99	62	- 36.9%
Percent of Original List Price Received*	97.4%	98.3%	+ 0.9%	96.2%	97.7%	+ 1.6%
New Listings	760	784	+ 3.2%	6,243	6,030	- 3.4%

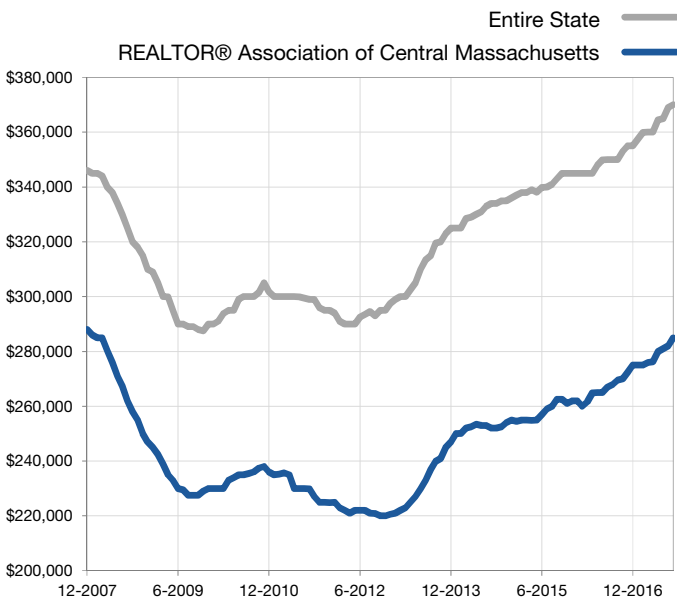
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	145	185	+ 27.6%	1,148	1,153	+ 0.4%
Closed Sales	167	159	- 4.8%	1,048	1,048	0.0%
Median Sales Price*	\$220,000	\$241,000	+ 9.5%	\$209,900	\$220,000	+ 4.8%
Inventory of Homes for Sale	419	309	- 26.3%	--	--	--
Months Supply of Inventory	3.3	2.4	- 27.9%	--	--	--
Cumulative Days on Market Until Sale	80	60	- 25.3%	91	67	- 26.6%
Percent of Original List Price Received*	97.2%	98.1%	+ 0.9%	96.8%	97.7%	+ 0.9%
New Listings	163	182	+ 11.7%	1,432	1,392	- 2.8%

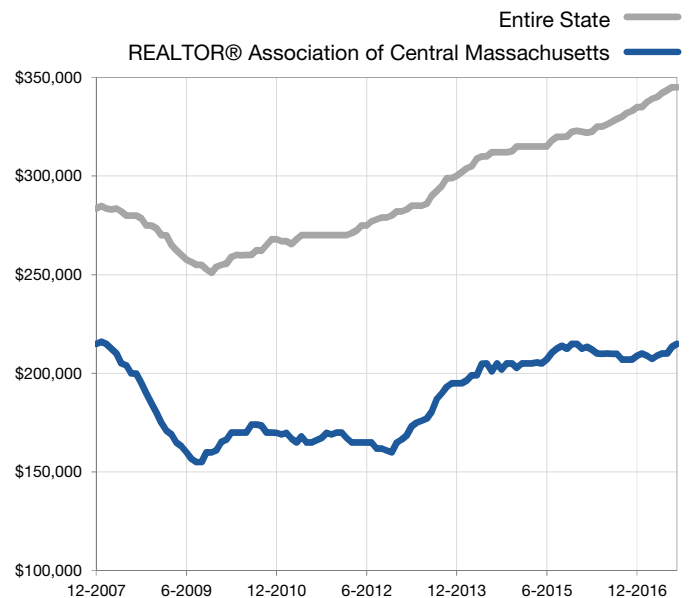
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 7.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.2%

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

- 26.9%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	533	602	+ 12.9%	4,240	4,397	+ 3.7%
Closed Sales	639	689	+ 7.8%	3,879	3,930	+ 1.3%
Median Sales Price*	\$210,000	\$212,500	+ 1.2%	\$200,000	\$206,000	+ 3.0%
Inventory of Homes for Sale	2,517	1,865	- 25.9%	--	--	--
Months Supply of Inventory	5.3	3.8	- 28.7%	--	--	--
Cumulative Days on Market Until Sale	88	64	- 27.1%	112	82	- 26.7%
Percent of Original List Price Received*	95.0%	96.3%	+ 1.4%	94.3%	95.6%	+ 1.3%
New Listings	733	768	+ 4.8%	5,919	5,888	- 0.5%

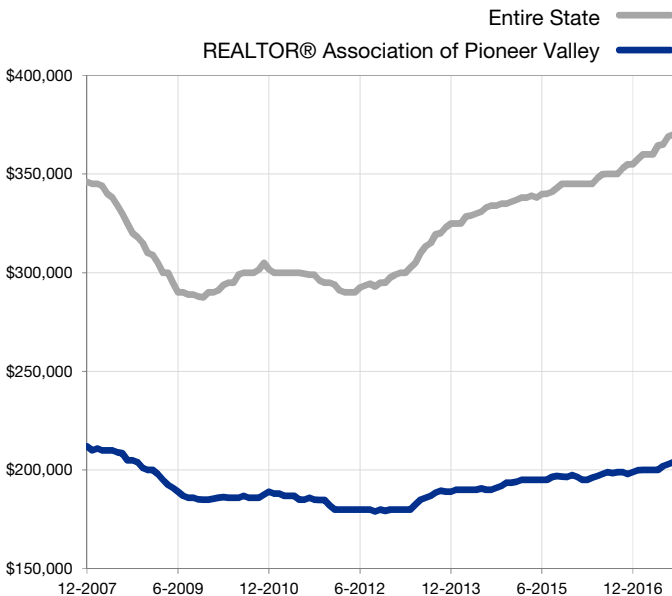
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	84	102	+ 21.4%	619	642	+ 3.7%
Closed Sales	93	98	+ 5.4%	571	564	- 1.2%
Median Sales Price*	\$160,750	\$164,950	+ 2.6%	\$149,000	\$157,750	+ 5.9%
Inventory of Homes for Sale	397	266	- 33.0%	--	--	--
Months Supply of Inventory	5.8	3.7	- 35.2%	--	--	--
Cumulative Days on Market Until Sale	106	77	- 27.2%	125	108	- 12.9%
Percent of Original List Price Received*	96.3%	96.8%	+ 0.5%	95.5%	95.5%	- 0.1%
New Listings	88	95	+ 8.0%	803	816	+ 1.6%

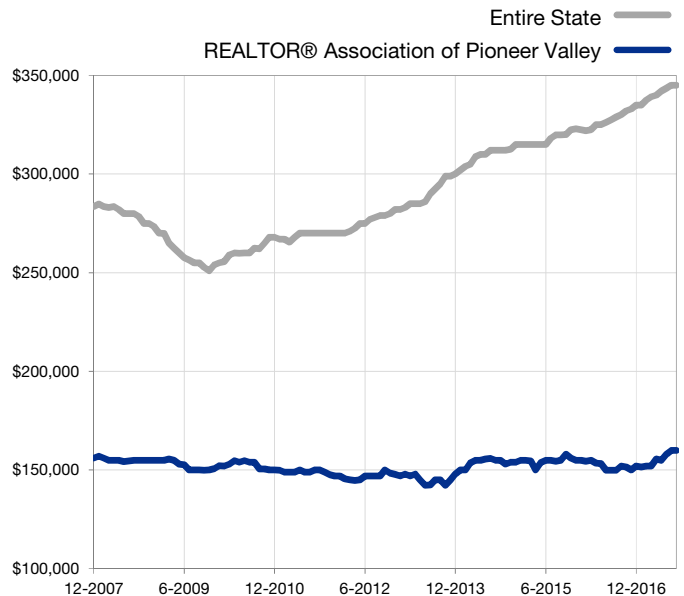
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

0.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.8%

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

- 24.0%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	500	527	+ 5.4%	3,621	3,656	+ 1.0%
Closed Sales	516	526	+ 1.9%	3,214	3,282	+ 2.1%
Median Sales Price*	\$296,750	\$307,000	+ 3.5%	\$280,000	\$299,900	+ 7.1%
Inventory of Homes for Sale	1,584	1,204	- 24.0%	--	--	--
Months Supply of Inventory	3.9	2.8	- 28.2%	--	--	--
Cumulative Days on Market Until Sale	80	51	- 36.5%	91	62	- 32.6%
Percent of Original List Price Received*	97.2%	98.6%	+ 1.4%	96.6%	98.0%	+ 1.5%
New Listings	582	628	+ 7.9%	4,732	4,642	- 1.9%

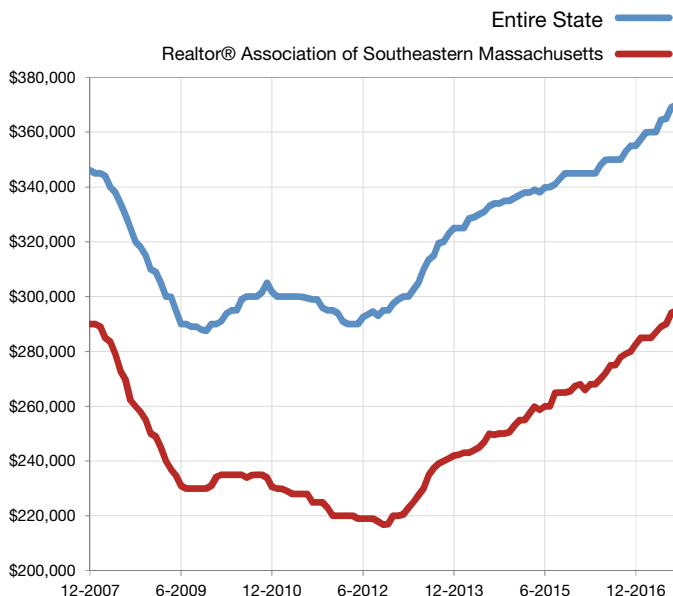
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	76	91	+ 19.7%	586	632	+ 7.8%
Closed Sales	96	86	- 10.4%	568	564	- 0.7%
Median Sales Price*	\$195,000	\$187,450	- 3.9%	\$189,950	\$203,500	+ 7.1%
Inventory of Homes for Sale	192	145	- 24.5%	--	--	--
Months Supply of Inventory	2.8	2.1	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	89	46	- 48.5%	94	55	- 41.6%
Percent of Original List Price Received*	97.2%	98.4%	+ 1.2%	96.2%	98.5%	+ 2.4%
New Listings	98	90	- 8.2%	734	736	+ 0.3%

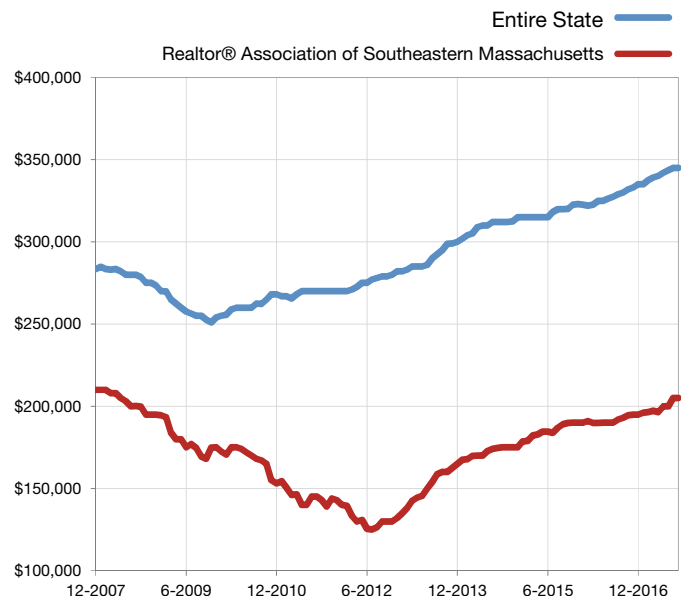
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – August 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

+ 1.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.3%

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

- 22.3%

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

Single-Family Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	532	616	+ 15.8%	4,306	4,478	+ 4.0%
Closed Sales	681	706	+ 3.7%	3,909	4,034	+ 3.2%
Median Sales Price*	\$399,900	\$415,000	+ 3.8%	\$385,000	\$409,950	+ 6.5%
Inventory of Homes for Sale	1,826	1,415	- 22.5%	--	--	--
Months Supply of Inventory	3.7	2.8	- 25.5%	--	--	--
Cumulative Days on Market Until Sale	62	57	- 8.5%	86	64	- 26.0%
Percent of Original List Price Received*	97.5%	97.6%	+ 0.0%	96.6%	97.8%	+ 1.2%
New Listings	684	701	+ 2.5%	5,893	5,847	- 0.8%

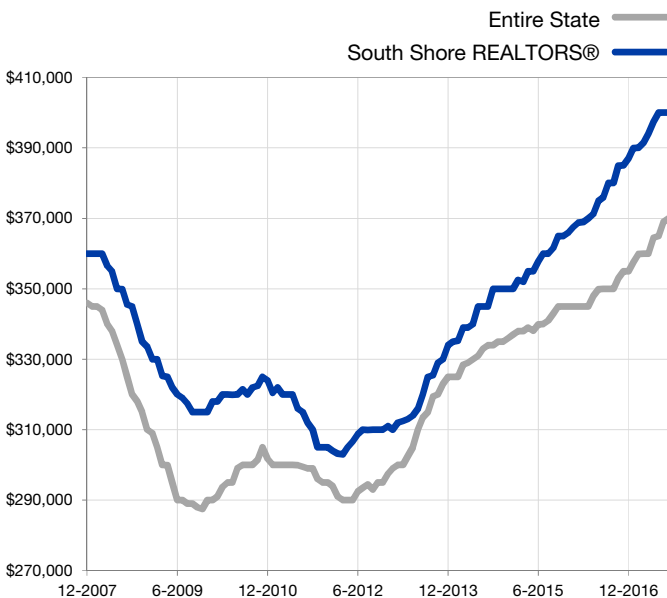
Condominium Properties

	August			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	150	189	+ 26.0%	1,255	1,458	+ 16.2%
Closed Sales	202	189	- 6.4%	1,127	1,285	+ 14.0%
Median Sales Price*	\$279,000	\$312,000	+ 11.8%	\$269,900	\$303,000	+ 12.3%
Inventory of Homes for Sale	428	336	- 21.5%	--	--	--
Months Supply of Inventory	3.0	2.2	- 26.5%	--	--	--
Cumulative Days on Market Until Sale	64	65	+ 2.3%	81	65	- 20.4%
Percent of Original List Price Received*	98.1%	98.2%	+ 0.1%	97.8%	98.6%	+ 0.9%
New Listings	174	193	+ 10.9%	1,585	1,710	+ 7.9%

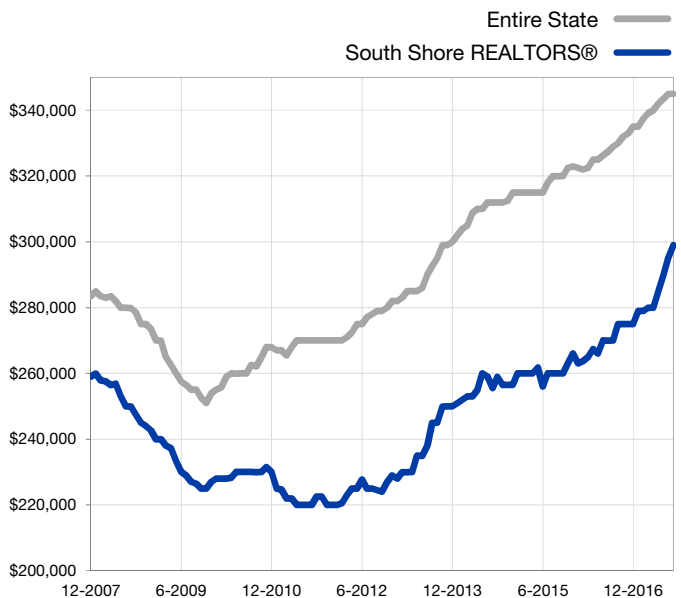
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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