

Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 15.5%

+ 2.4%

- 30.3%

Year-Over-Year
Change in
Closed Sales
All Properties

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

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	125	111	- 11.2%	1,077	1,148	+ 6.6%
Closed Sales	143	131	- 8.4%	1,006	1,035	+ 2.9%
Median Sales Price*	\$210,000	\$210,000	0.0%	\$192,000	\$200,000	+ 4.2%
Inventory of Homes for Sale	1,390	1,023	- 26.4%	--	--	--
Months Supply of Inventory	12.6	8.7	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	101	99	- 2.0%	126	120	- 4.1%
Percent of Original List Price Received*	91.7%	91.9%	+ 0.2%	90.4%	90.8%	+ 0.4%
New Listings	183	181	- 1.1%	2,008	1,820	- 9.4%

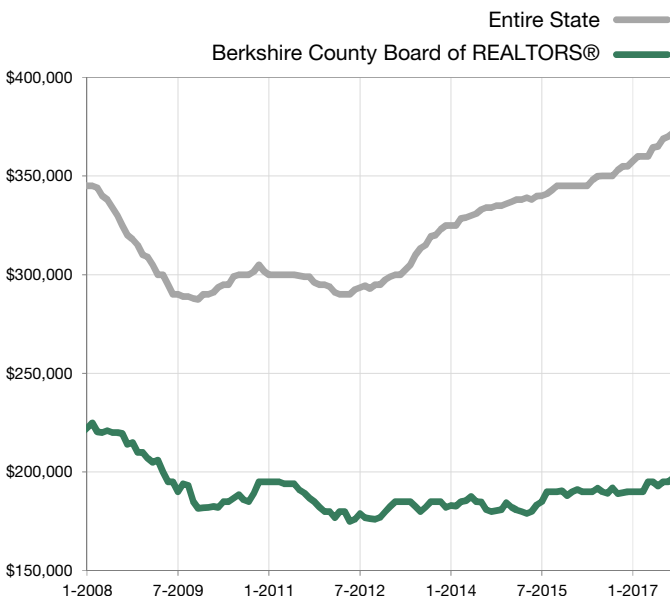
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	17	0	- 100.0%	87	62	- 28.7%
Closed Sales	12	0	- 100.0%	73	64	- 12.3%
Median Sales Price*	\$144,950	\$0	- 100.0%	\$165,000	\$191,950	+ 16.3%
Inventory of Homes for Sale	157	56	- 64.3%	--	--	--
Months Supply of Inventory	17.9	6.2	- 65.3%	--	--	--
Cumulative Days on Market Until Sale	69	0	- 100.0%	149	162	+ 8.5%
Percent of Original List Price Received*	93.7%	0.0%	- 100.0%	91.6%	92.0%	+ 0.4%
New Listings	12	0	- 100.0%	189	67	- 64.6%

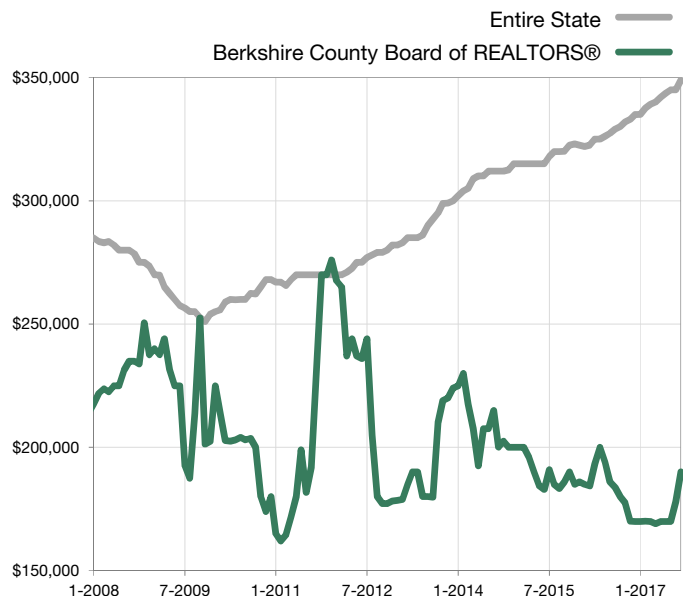
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

- 12.9%

+ 10.6%

- 26.5%

Year-Over-Year
Change in
Closed Sales
All Properties

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

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	542	523	- 3.5%	4,630	4,528	- 2.2%
Closed Sales	564	475	- 15.8%	4,419	4,187	- 5.3%
Median Sales Price*	\$385,000	\$415,500	+ 7.9%	\$362,000	\$385,000	+ 6.4%
Inventory of Homes for Sale	4,168	3,113	- 25.3%	--	--	--
Months Supply of Inventory	8.5	6.5	- 23.6%	--	--	--
Cumulative Days on Market Until Sale	132	104	- 21.1%	144	111	- 23.3%
Percent of Original List Price Received*	93.1%	93.7%	+ 0.7%	93.2%	94.5%	+ 1.4%
New Listings	816	808	- 1.0%	7,219	6,611	- 8.4%

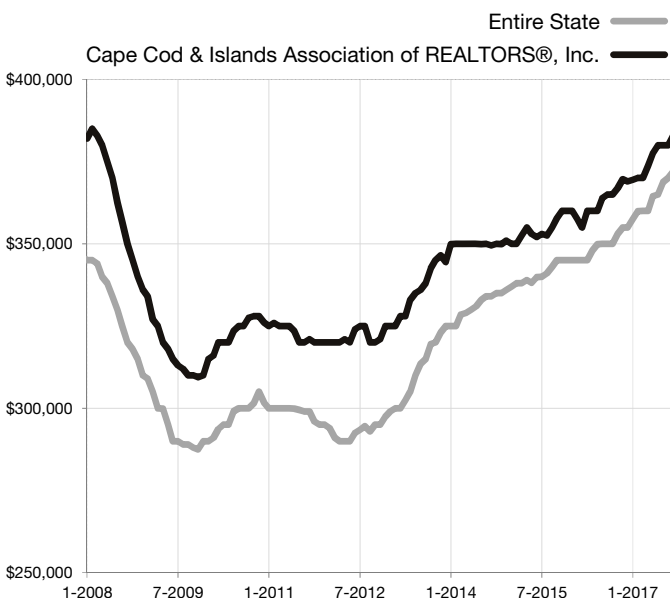
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	117	133	+ 13.7%	959	1,023	+ 6.7%
Closed Sales	132	131	- 0.8%	955	940	- 1.6%
Median Sales Price*	\$255,300	\$282,000	+ 10.5%	\$260,000	\$256,063	- 1.5%
Inventory of Homes for Sale	853	575	- 32.6%	--	--	--
Months Supply of Inventory	7.9	5.5	- 30.5%	--	--	--
Cumulative Days on Market Until Sale	118	126	+ 6.6%	142	122	- 13.9%
Percent of Original List Price Received*	94.4%	95.3%	+ 0.9%	94.4%	94.9%	+ 0.5%
New Listings	150	148	- 1.3%	1,463	1,305	- 10.8%

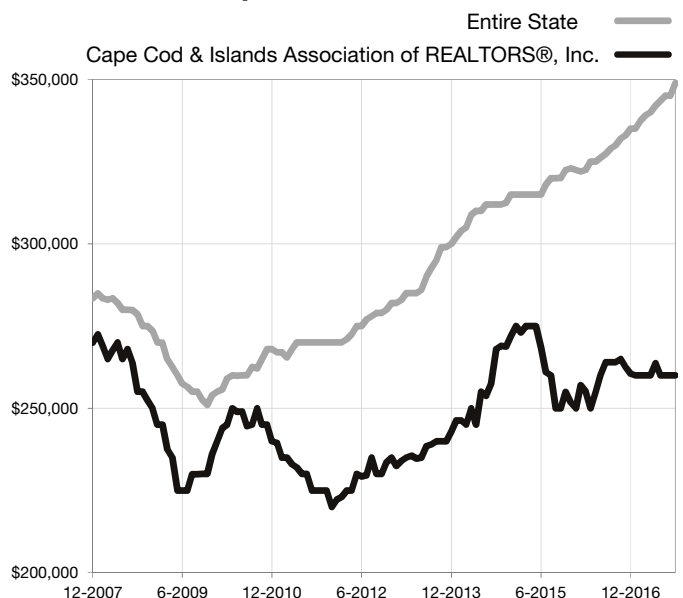
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1,151	1,237	+ 7.5%	11,342	11,279	- 0.6%
Closed Sales	1,158	1,101	- 4.9%	10,812	10,501	- 2.9%
Median Sales Price*	\$505,000	\$570,000	+ 12.9%	\$543,500	\$582,000	+ 7.1%
Inventory of Homes for Sale	3,336	2,494	- 25.2%	--	--	--
Months Supply of Inventory	2.8	2.2	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	56	52	- 7.1%	64	50	- 21.9%
Percent of Original List Price Received*	97.8%	98.7%	+ 0.9%	98.5%	99.3%	+ 0.8%
New Listings	1,886	1,857	- 1.5%	14,906	14,246	- 4.4%

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

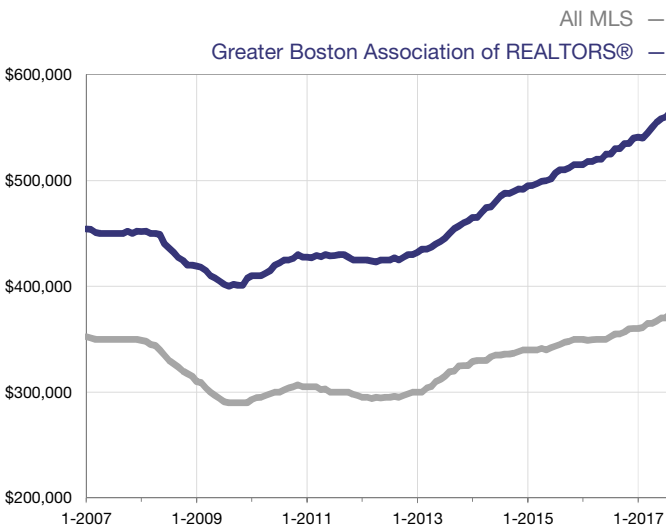
Condominium Properties

Key Metrics	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	907	950	+ 4.7%	9,035	8,965	- 0.8%
Closed Sales	1,008	861	- 14.6%	8,582	8,324	- 3.0%
Median Sales Price*	\$509,690	\$497,000	- 2.5%	\$490,000	\$520,000	+ 6.1%
Inventory of Homes for Sale	1,937	1,653	- 14.7%	--	--	--
Months Supply of Inventory	2.1	1.8	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	42	39	- 7.1%	48	38	- 20.8%
Percent of Original List Price Received*	100.0%	100.4%	+ 0.4%	100.6%	101.0%	+ 0.4%
New Listings	1,479	1,437	- 2.8%	11,180	11,067	- 1.0%

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

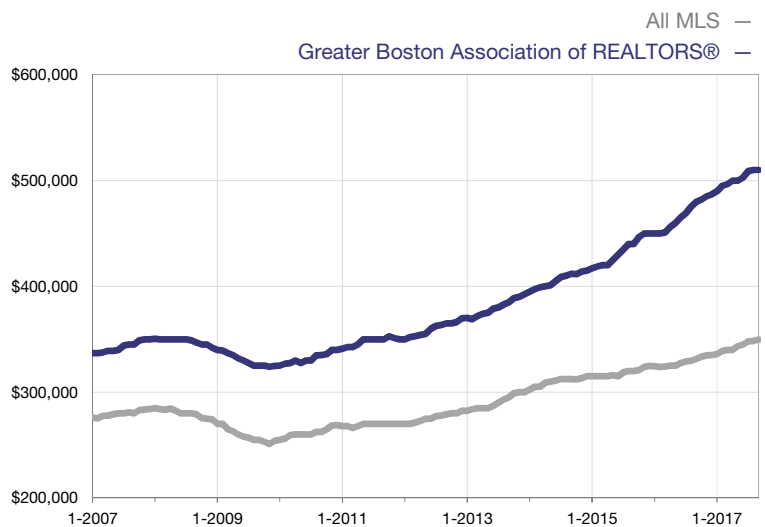
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Association of REALTORS®

+ 34.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.6%

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

- 25.1%

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	95	94	- 1.1%	881	898	+ 1.9%
Closed Sales	100	127	+ 27.0%	808	800	- 1.0%
Median Sales Price*	\$260,000	\$264,900	+ 1.9%	\$252,400	\$266,500	+ 5.6%
Inventory of Homes for Sale	429	337	- 21.4%	--	--	--
Months Supply of Inventory	4.8	3.7	- 22.5%	--	--	--
Cumulative Days on Market Until Sale	96	66	- 31.0%	111	80	- 27.8%
Percent of Original List Price Received*	94.9%	97.3%	+ 2.6%	94.8%	96.6%	+ 1.9%
New Listings	118	144	+ 22.0%	1,146	1,160	+ 1.2%

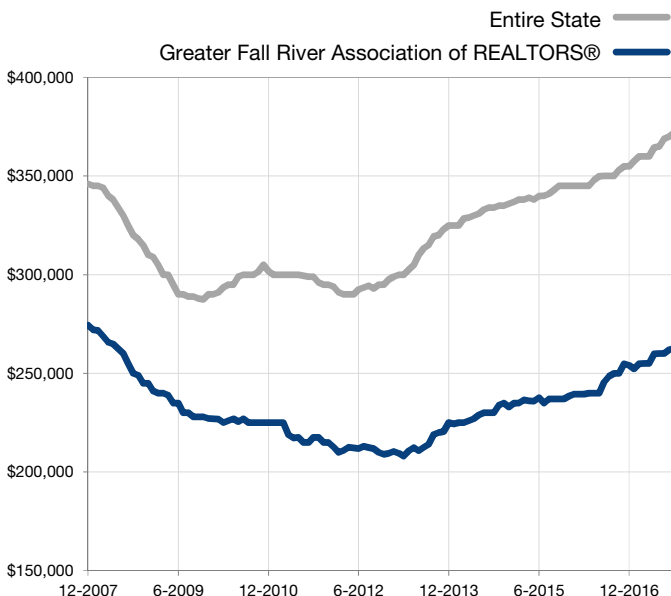
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	5	10	+ 100.0%	92	98	+ 6.5%
Closed Sales	3	11	+ 266.7%	86	85	- 1.2%
Median Sales Price*	\$149,000	\$116,450	- 21.8%	\$125,950	\$159,000	+ 26.2%
Inventory of Homes for Sale	65	33	- 49.2%	--	--	--
Months Supply of Inventory	7.2	3.5	- 50.6%	--	--	--
Cumulative Days on Market Until Sale	163	139	- 14.6%	140	115	- 17.8%
Percent of Original List Price Received*	94.9%	90.9%	- 4.2%	91.6%	93.2%	+ 1.8%
New Listings	19	16	- 15.8%	137	116	- 15.3%

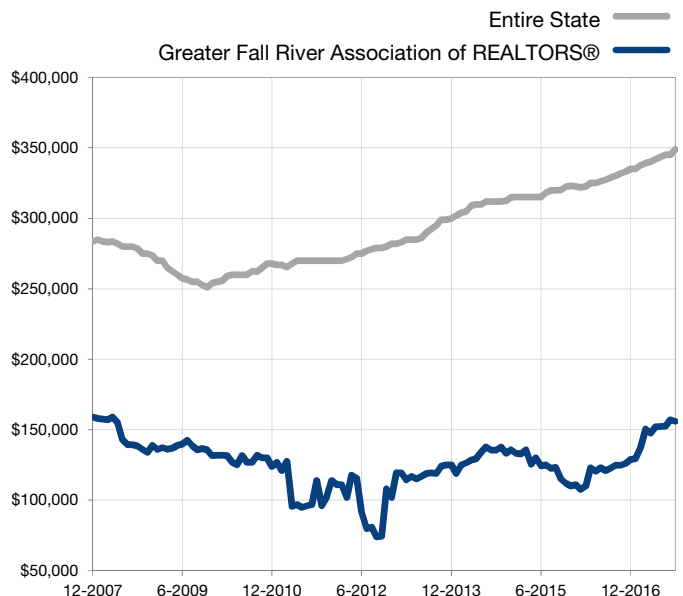
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport Association of REALTORS®

- 3.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 15.8%

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

- 28.2%

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	59	68	+ 15.3%	604	570	- 5.6%
Closed Sales	66	64	- 3.0%	569	534	- 6.2%
Median Sales Price*	\$400,500	\$487,500	+ 21.7%	\$427,000	\$464,950	+ 8.9%
Inventory of Homes for Sale	294	205	- 30.3%	--	--	--
Months Supply of Inventory	4.7	3.4	- 26.6%	--	--	--
Cumulative Days on Market Until Sale	83	67	- 19.1%	93	67	- 27.9%
Percent of Original List Price Received*	95.2%	96.9%	+ 1.9%	95.3%	97.3%	+ 2.1%
New Listings	100	101	+ 1.0%	920	818	- 11.1%

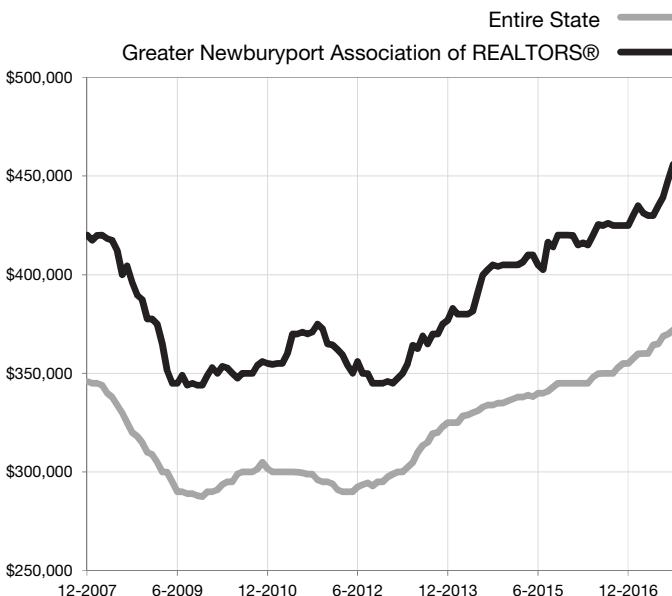
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	46	38	- 17.4%	323	353	+ 9.3%
Closed Sales	35	34	- 2.9%	297	334	+ 12.5%
Median Sales Price*	\$320,000	\$364,950	+ 14.0%	\$310,000	\$322,015	+ 3.9%
Inventory of Homes for Sale	114	88	- 22.8%	--	--	--
Months Supply of Inventory	3.4	2.3	- 32.2%	--	--	--
Cumulative Days on Market Until Sale	69	41	- 40.7%	84	57	- 31.9%
Percent of Original List Price Received*	98.8%	99.6%	+ 0.8%	97.4%	98.7%	+ 1.4%
New Listings	56	57	+ 1.8%	431	460	+ 6.7%

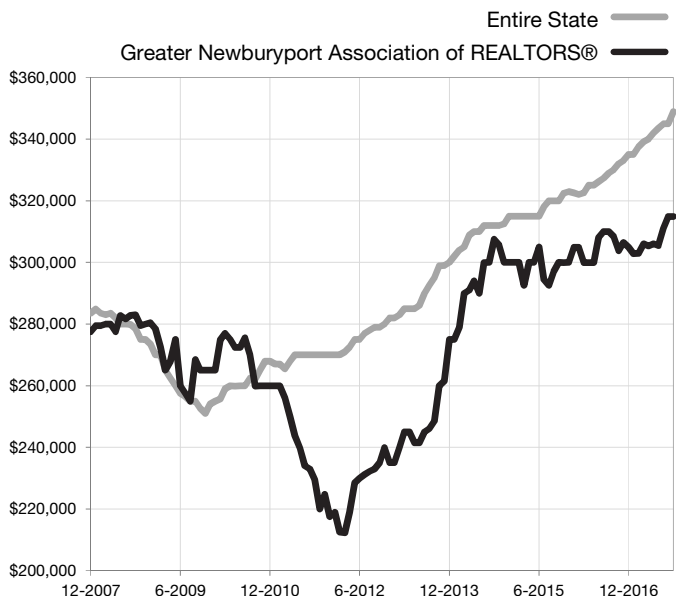
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 5.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.7%

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

- 29.2%

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	229	263	+ 14.8%	2,221	2,358	+ 6.2%
Closed Sales	249	267	+ 7.2%	2,089	2,175	+ 4.1%
Median Sales Price*	\$259,000	\$255,000	- 1.5%	\$237,500	\$245,000	+ 3.2%
Inventory of Homes for Sale	1,035	735	- 29.0%	--	--	--
Months Supply of Inventory	4.5	3.0	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	73	65	- 10.3%	98	70	- 28.2%
Percent of Original List Price Received*	96.2%	97.5%	+ 1.3%	96.2%	97.0%	+ 0.8%
New Listings	358	354	- 1.1%	3,084	2,981	- 3.3%

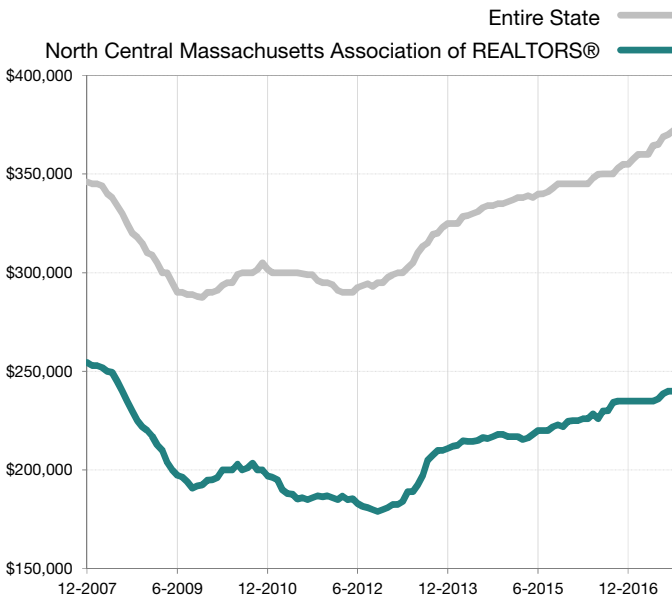
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	33	32	- 3.0%	307	359	+ 16.9%
Closed Sales	44	41	- 6.8%	288	332	+ 15.3%
Median Sales Price*	\$154,750	\$168,000	+ 8.6%	\$158,750	\$161,750	+ 1.9%
Inventory of Homes for Sale	131	90	- 31.3%	--	--	--
Months Supply of Inventory	4.2	2.5	- 39.9%	--	--	--
Cumulative Days on Market Until Sale	101	42	- 58.7%	103	77	- 25.6%
Percent of Original List Price Received*	95.9%	98.2%	+ 2.4%	96.1%	97.5%	+ 1.4%
New Listings	58	39	- 32.8%	417	416	- 0.2%

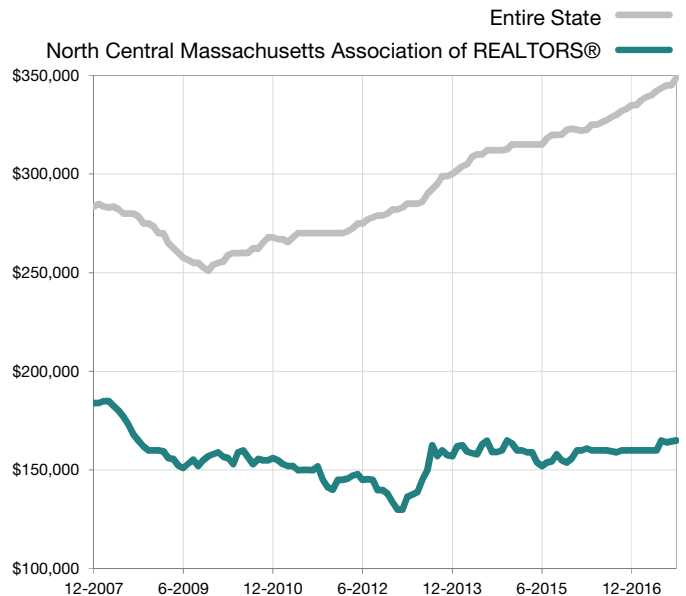
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 8.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 11.2%

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

- 26.6%

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	361	398	+ 10.2%	3,289	3,272	- 0.5%
Closed Sales	381	363	- 4.7%	3,004	3,033	+ 1.0%
Median Sales Price*	\$401,000	\$425,000	+ 6.0%	\$395,000	\$425,000	+ 7.6%
Inventory of Homes for Sale	1,054	806	- 23.5%	--	--	--
Months Supply of Inventory	3.1	2.3	- 24.2%	--	--	--
Cumulative Days on Market Until Sale	55	48	- 13.7%	78	52	- 32.9%
Percent of Original List Price Received*	97.2%	98.1%	+ 0.9%	97.5%	98.4%	+ 0.9%
New Listings	500	514	+ 2.8%	4,246	4,116	- 3.1%

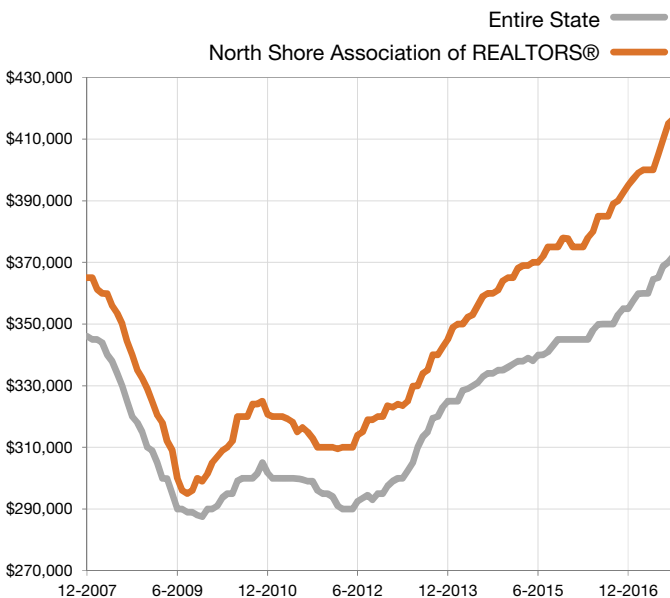
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	146	163	+ 11.6%	1,509	1,544	+ 2.3%
Closed Sales	187	155	- 17.1%	1,404	1,467	+ 4.5%
Median Sales Price*	\$257,500	\$310,000	+ 20.4%	\$255,450	\$286,250	+ 12.1%
Inventory of Homes for Sale	411	269	- 34.5%	--	--	--
Months Supply of Inventory	2.6	1.7	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	61	32	- 47.2%	79	53	- 33.1%
Percent of Original List Price Received*	97.7%	100.5%	+ 2.8%	97.4%	99.0%	+ 1.6%
New Listings	221	220	- 0.5%	1,840	1,817	- 1.3%

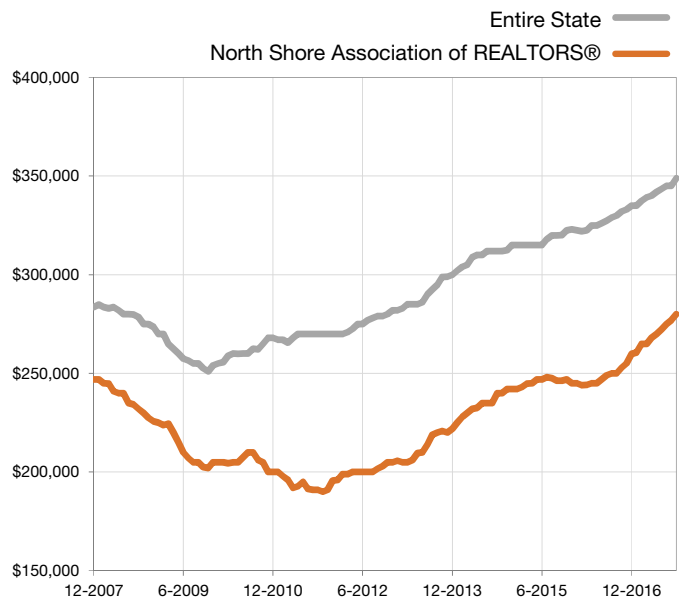
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 14.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.3%

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

- 26.4%

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	328	365	+ 11.3%	3,244	3,183	- 1.9%
Closed Sales	393	348	- 11.5%	3,051	2,910	- 4.6%
Median Sales Price*	\$380,000	\$387,500	+ 2.0%	\$377,500	\$405,000	+ 7.3%
Inventory of Homes for Sale	897	658	- 26.6%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.5%	--	--	--
Cumulative Days on Market Until Sale	59	44	- 25.4%	72	51	- 29.6%
Percent of Original List Price Received*	99.0%	98.7%	- 0.3%	97.9%	99.0%	+ 1.2%
New Listings	474	447	- 5.7%	4,059	3,890	- 4.2%

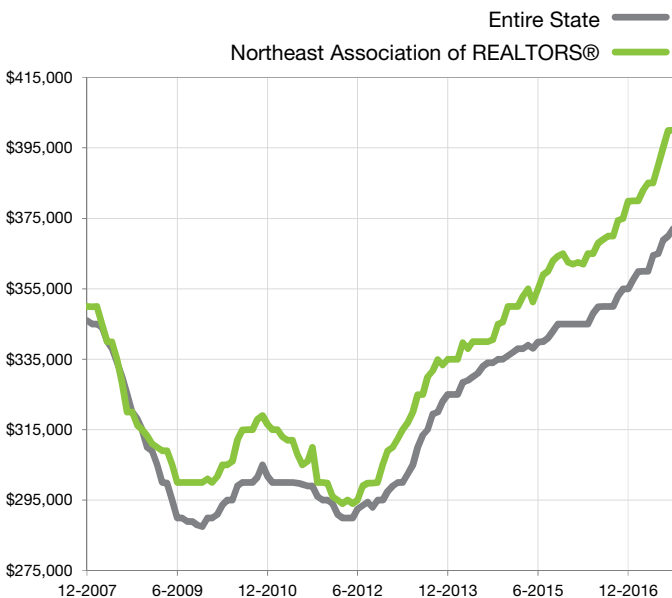
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	143	137	- 4.2%	1,340	1,264	- 5.7%
Closed Sales	167	129	- 22.8%	1,246	1,190	- 4.5%
Median Sales Price*	\$217,914	\$240,500	+ 10.4%	\$221,862	\$230,250	+ 3.8%
Inventory of Homes for Sale	292	217	- 25.7%	--	--	--
Months Supply of Inventory	2.2	1.7	- 25.3%	--	--	--
Cumulative Days on Market Until Sale	52	30	- 41.6%	64	40	- 37.6%
Percent of Original List Price Received*	98.3%	100.0%	+ 1.8%	97.9%	99.7%	+ 1.9%
New Listings	178	158	- 11.2%	1,584	1,503	- 5.1%

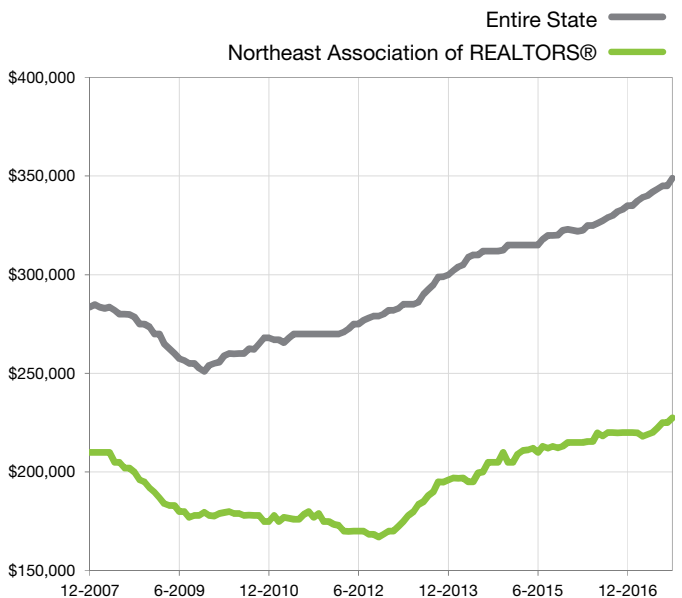
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 7.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.0%

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

- 24.7%

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	530	686	+ 29.4%	5,347	5,366	+ 0.4%
Closed Sales	619	555	- 10.3%	4,943	4,850	- 1.9%
Median Sales Price*	\$265,000	\$289,950	+ 9.4%	\$274,575	\$290,000	+ 5.6%
Inventory of Homes for Sale	2,015	1,524	- 24.4%	--	--	--
Months Supply of Inventory	3.8	2.8	- 25.2%	--	--	--
Cumulative Days on Market Until Sale	70	53	- 24.3%	95	61	- 35.6%
Percent of Original List Price Received*	96.9%	98.6%	+ 1.8%	96.3%	97.8%	+ 1.6%
New Listings	775	889	+ 14.7%	7,017	6,918	- 1.4%

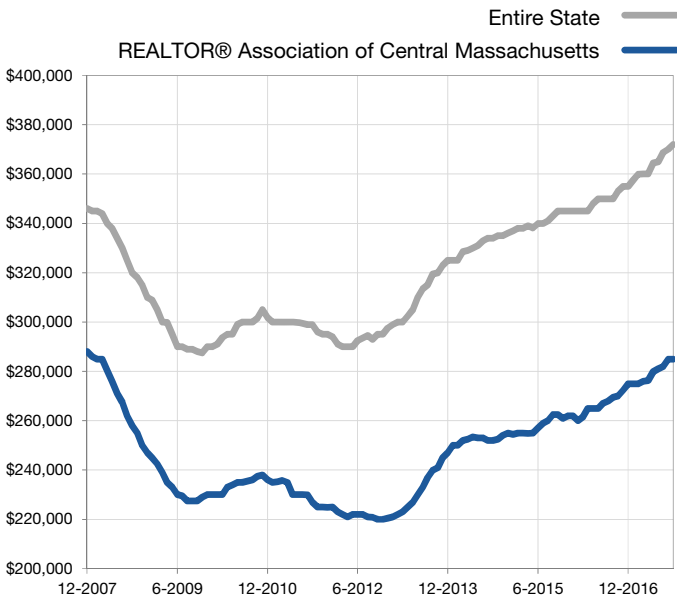
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	133	154	+ 15.8%	1,280	1,293	+ 1.0%
Closed Sales	127	138	+ 8.7%	1,175	1,193	+ 1.5%
Median Sales Price*	\$189,900	\$234,500	+ 23.5%	\$207,500	\$222,000	+ 7.0%
Inventory of Homes for Sale	427	315	- 26.2%	--	--	--
Months Supply of Inventory	3.4	2.4	- 29.3%	--	--	--
Cumulative Days on Market Until Sale	72	56	- 23.1%	89	66	- 26.1%
Percent of Original List Price Received*	95.7%	99.4%	+ 3.9%	96.7%	97.9%	+ 1.3%
New Listings	184	169	- 8.2%	1,617	1,562	- 3.4%

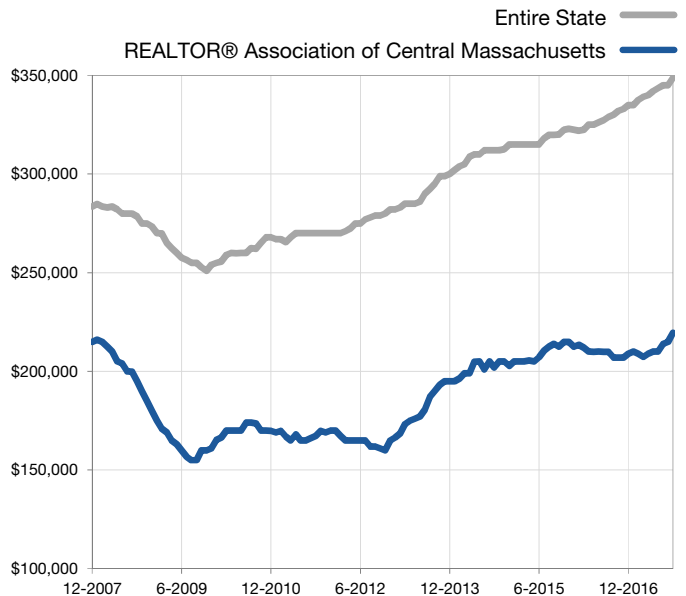
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 1.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.6%

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

- 25.5%

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	531	553	+ 4.1%	4,770	4,872	+ 2.1%
Closed Sales	578	544	- 5.9%	4,457	4,485	+ 0.6%
Median Sales Price*	\$200,000	\$219,000	+ 9.5%	\$200,000	\$208,775	+ 4.4%
Inventory of Homes for Sale	2,464	1,843	- 25.2%	--	--	--
Months Supply of Inventory	5.1	3.7	- 27.4%	--	--	--
Cumulative Days on Market Until Sale	83	63	- 24.3%	108	80	- 26.4%
Percent of Original List Price Received*	94.4%	95.9%	+ 1.6%	94.4%	95.7%	+ 1.4%
New Listings	710	672	- 5.4%	6,629	6,563	- 1.0%

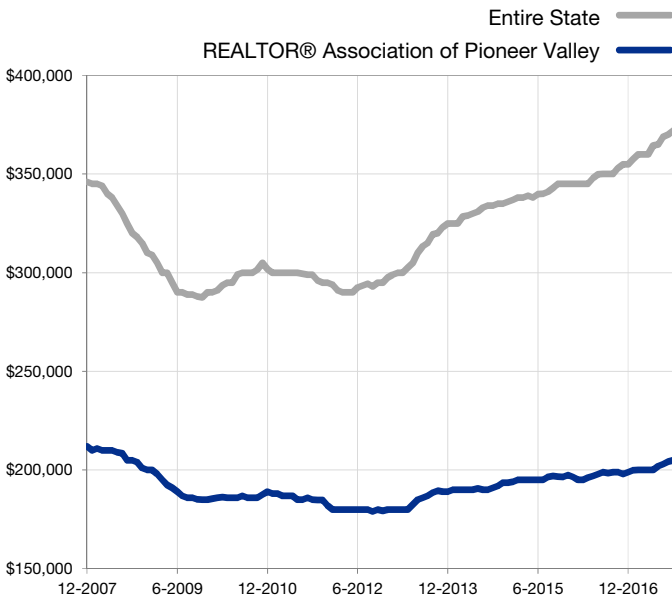
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	74	71	- 4.1%	693	706	+ 1.9%
Closed Sales	86	110	+ 27.9%	658	677	+ 2.9%
Median Sales Price*	\$173,750	\$177,750	+ 2.3%	\$150,000	\$160,000	+ 6.7%
Inventory of Homes for Sale	383	279	- 27.2%	--	--	--
Months Supply of Inventory	5.6	3.8	- 31.9%	--	--	--
Cumulative Days on Market Until Sale	124	73	- 40.8%	124	103	- 17.1%
Percent of Original List Price Received*	95.8%	96.3%	+ 0.5%	95.6%	95.6%	+ 0.0%
New Listings	88	94	+ 6.8%	891	909	+ 2.0%

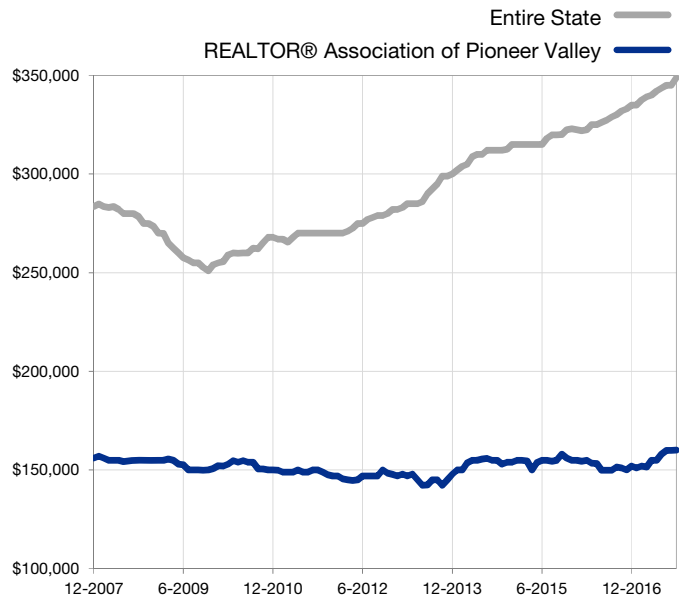
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 2.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.9%

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

- 18.5%

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	438	447	+ 2.1%	4,058	4,046	- 0.3%
Closed Sales	519	473	- 8.9%	3,733	3,774	+ 1.1%
Median Sales Price*	\$289,950	\$318,250	+ 9.8%	\$282,500	\$300,000	+ 6.2%
Inventory of Homes for Sale	1,586	1,282	- 19.2%	--	--	--
Months Supply of Inventory	3.9	3.0	- 21.5%	--	--	--
Cumulative Days on Market Until Sale	77	57	- 25.8%	89	61	- 31.8%
Percent of Original List Price Received*	96.7%	98.3%	+ 1.6%	96.6%	98.0%	+ 1.5%
New Listings	591	611	+ 3.4%	5,323	5,253	- 1.3%

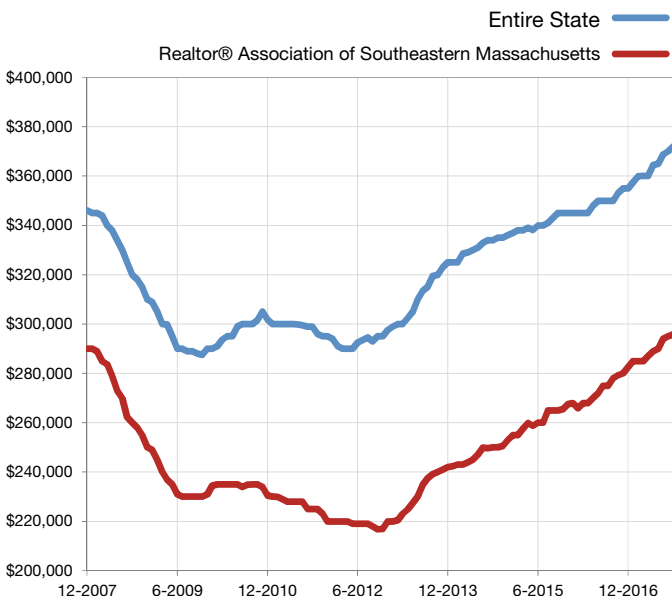
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	73	76	+ 4.1%	659	692	+ 5.0%
Closed Sales	60	90	+ 50.0%	628	655	+ 4.3%
Median Sales Price*	\$258,250	\$209,250	- 19.0%	\$194,950	\$205,000	+ 5.2%
Inventory of Homes for Sale	188	163	- 13.3%	--	--	--
Months Supply of Inventory	2.8	2.3	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	94	44	- 53.4%	94	54	- 43.3%
Percent of Original List Price Received*	95.9%	98.4%	+ 2.6%	96.2%	98.5%	+ 2.4%
New Listings	83	96	+ 15.7%	817	831	+ 1.7%

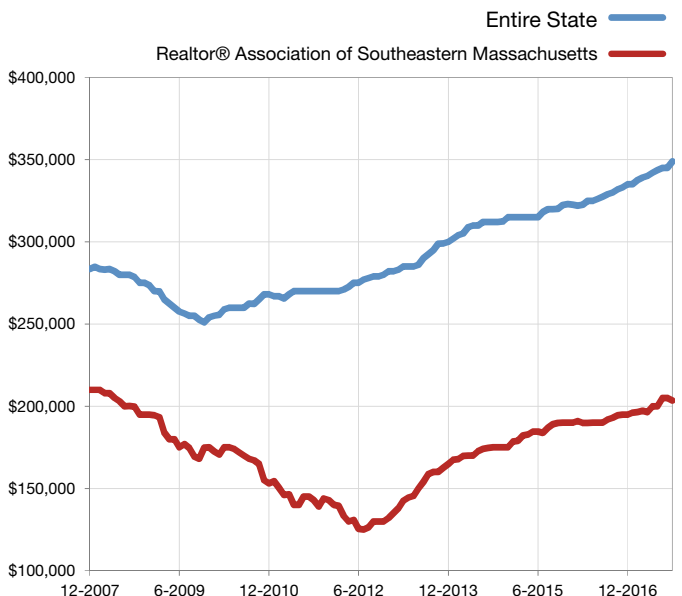
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

+ 0.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 14.9%

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

- 22.0%

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

Single-Family Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	539	574	+ 6.5%	4,843	4,996	+ 3.2%
Closed Sales	555	564	+ 1.6%	4,464	4,610	+ 3.3%
Median Sales Price*	\$385,000	\$425,000	+ 10.4%	\$385,000	\$410,000	+ 6.5%
Inventory of Homes for Sale	1,916	1,465	- 23.5%	--	--	--
Months Supply of Inventory	3.9	2.9	- 26.8%	--	--	--
Cumulative Days on Market Until Sale	64	56	- 13.5%	84	63	- 24.8%
Percent of Original List Price Received*	97.4%	96.9%	- 0.5%	96.7%	97.7%	+ 1.0%
New Listings	819	779	- 4.9%	6,712	6,616	- 1.4%

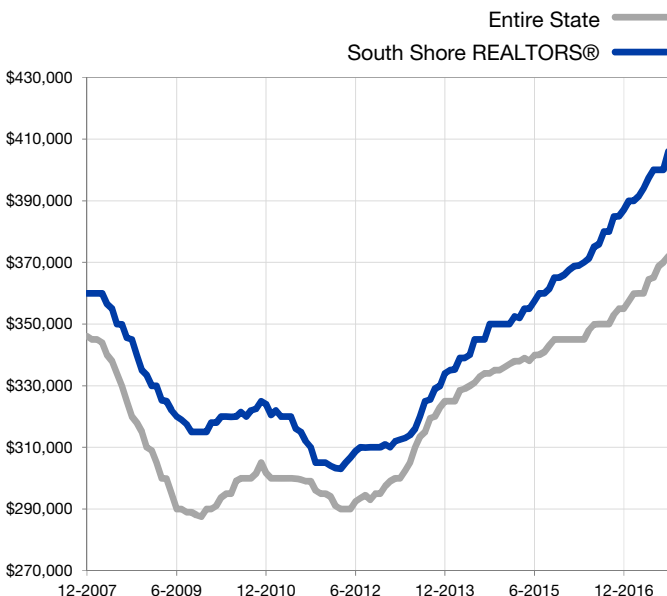
Condominium Properties

	September			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	132	188	+ 42.4%	1,387	1,595	+ 15.0%
Closed Sales	171	164	- 4.1%	1,298	1,450	+ 11.7%
Median Sales Price*	\$290,000	\$343,000	+ 18.3%	\$272,250	\$309,900	+ 13.8%
Inventory of Homes for Sale	469	395	- 15.8%	--	--	--
Months Supply of Inventory	3.2	2.6	- 19.7%	--	--	--
Cumulative Days on Market Until Sale	63	54	- 13.0%	79	63	- 19.4%
Percent of Original List Price Received*	97.6%	99.5%	+ 2.0%	97.8%	98.7%	+ 1.0%
New Listings	222	232	+ 4.5%	1,807	1,945	+ 7.6%

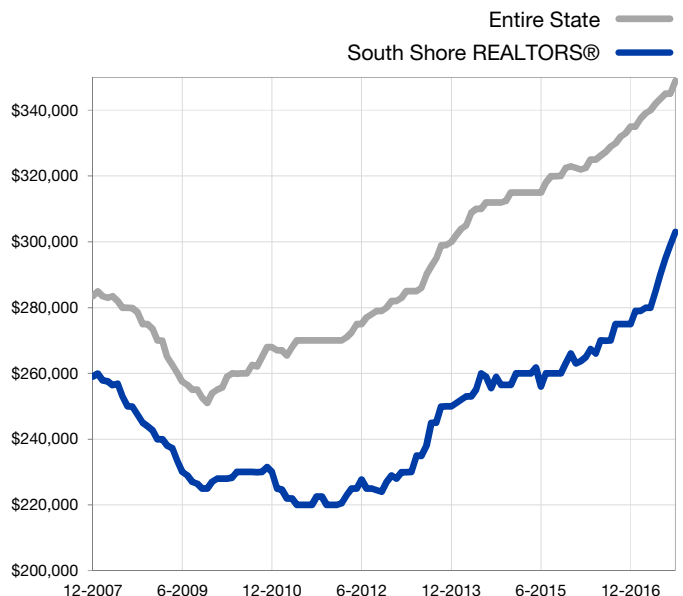
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.