

# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Barnstable County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	451	<b>443</b>	- 1.8%	5,012	<b>4,847</b>	- 3.3%
Closed Sales	469	<b>388</b>	- 17.3%	4,845	<b>4,544</b>	- 6.2%
Median Sales Price*	\$399,000	<b>\$400,000</b>	+ 0.3%	\$372,500	<b>\$395,000</b>	+ 6.0%
Inventory of Homes for Sale	3,092	<b>2,223</b>	- 28.1%	--	--	--
Months Supply of Inventory	7.0	<b>5.3</b>	- 24.3%	--	--	--
Cumulative Days on Market Until Sale	124	<b>110</b>	- 11.3%	142	<b>112</b>	- 21.1%
Percent of Original List Price Received*	92.4%	<b>93.5%</b>	+ 1.2%	93.1%	<b>94.3%</b>	+ 1.3%
New Listings	361	<b>384</b>	+ 6.4%	7,237	<b>6,644</b>	- 8.2%

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

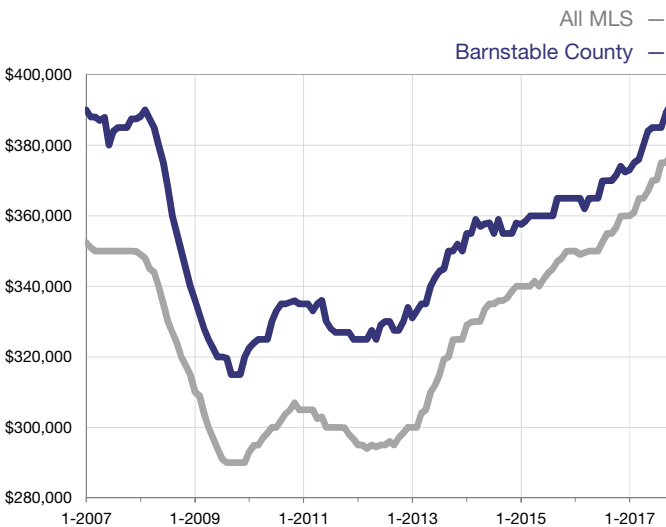
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	83	<b>99</b>	+ 19.3%	1,106	<b>1,179</b>	+ 6.6%
Closed Sales	94	<b>111</b>	+ 18.1%	1,103	<b>1,124</b>	+ 1.9%
Median Sales Price*	\$263,510	<b>\$270,000</b>	+ 2.5%	\$265,000	<b>\$270,000</b>	+ 1.9%
Inventory of Homes for Sale	742	<b>488</b>	- 34.2%	--	--	--
Months Supply of Inventory	7.4	<b>4.8</b>	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	115	<b>107</b>	- 7.0%	140	<b>122</b>	- 12.9%
Percent of Original List Price Received*	93.7%	<b>94.7%</b>	+ 1.1%	94.2%	<b>94.8%</b>	+ 0.6%
New Listings	95	<b>111</b>	+ 16.8%	1,627	<b>1,479</b>	- 9.1%

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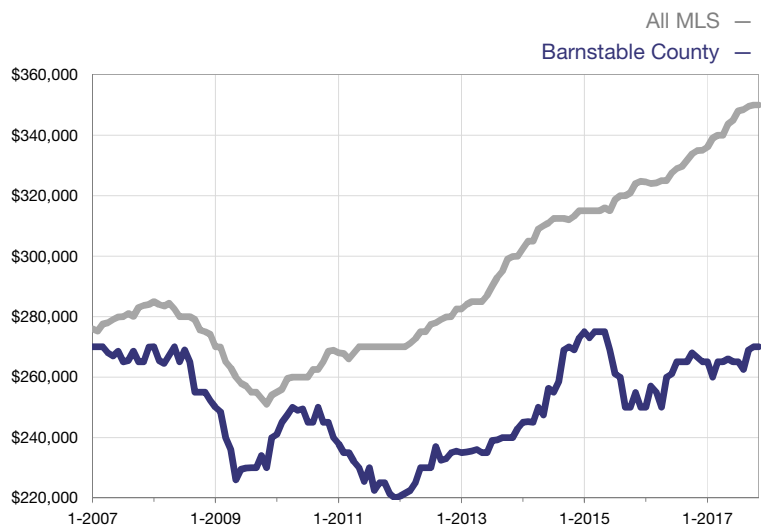
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Berkshire County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	7	7	0.0%	79	94	+ 19.0%
Closed Sales	9	6	- 33.3%	77	84	+ 9.1%
Median Sales Price*	\$265,000	<b>\$134,950</b>	- 49.1%	\$139,250	<b>\$180,000</b>	+ 29.3%
Inventory of Homes for Sale	104	83	- 20.2%	--	--	--
Months Supply of Inventory	14.9	11.2	- 24.8%	--	--	--
Cumulative Days on Market Until Sale	172	68	- 60.5%	170	165	- 2.9%
Percent of Original List Price Received*	92.9%	89.7%	- 3.4%	87.0%	88.9%	+ 2.2%
New Listings	14	7	- 50.0%	178	181	+ 1.7%

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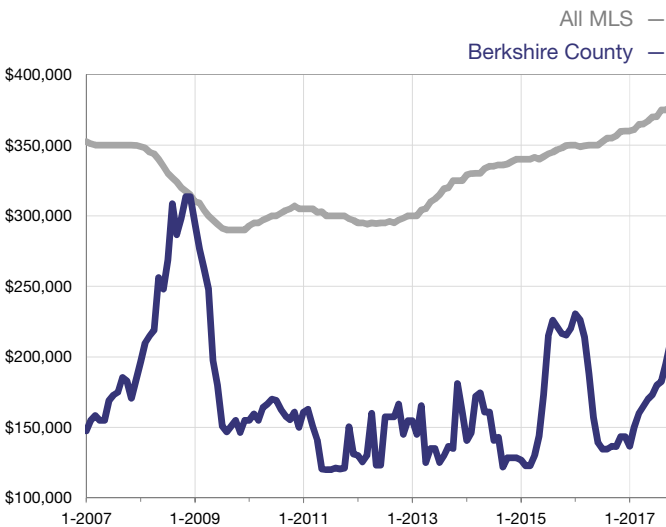
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	1	2	+ 100.0%
Closed Sales	0	0	--	1	2	+ 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$170,000	<b>\$85,500</b>	- 49.7%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	3.0	2.0	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	16	144	+ 800.0%
Percent of Original List Price Received*	0.0%	0.0%	--	97.2%	92.4%	- 4.9%
New Listings	2	0	- 100.0%	3	2	- 33.3%

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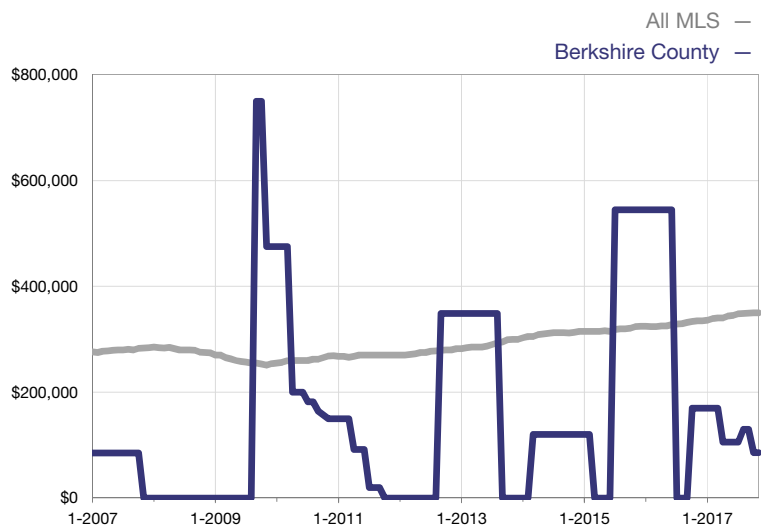
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Bristol County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	310	<b>376</b>	+ 21.3%	4,563	<b>4,690</b>	+ 2.8%
Closed Sales	378	<b>465</b>	+ 23.0%	4,360	<b>4,468</b>	+ 2.5%
Median Sales Price*	\$299,738	<b>\$310,000</b>	+ 3.4%	\$285,000	<b>\$299,900</b>	+ 5.2%
Inventory of Homes for Sale	1,401	<b>1,110</b>	- 20.8%	--	--	--
Months Supply of Inventory	3.5	<b>2.7</b>	- 22.9%	--	--	--
Cumulative Days on Market Until Sale	71	<b>70</b>	- 1.4%	90	<b>66</b>	- 26.7%
Percent of Original List Price Received*	97.1%	<b>95.3%</b>	- 1.9%	96.3%	<b>97.1%</b>	+ 0.8%
New Listings	348	<b>398</b>	+ 14.4%	5,869	<b>6,015</b>	+ 2.5%

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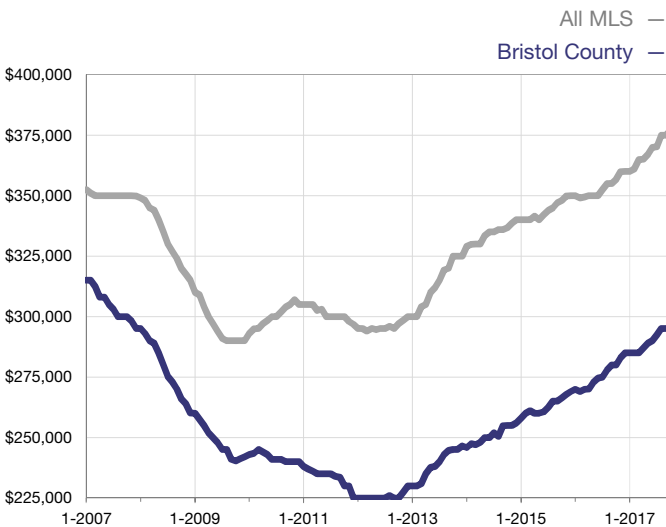
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	62	<b>63</b>	+ 1.6%	805	<b>820</b>	+ 1.9%
Closed Sales	70	<b>64</b>	- 8.6%	791	<b>793</b>	+ 0.3%
Median Sales Price*	\$186,000	<b>\$212,000</b>	+ 14.0%	\$190,000	<b>\$203,000</b>	+ 6.8%
Inventory of Homes for Sale	206	<b>141</b>	- 31.6%	--	--	--
Months Supply of Inventory	2.9	<b>2.0</b>	- 31.0%	--	--	--
Cumulative Days on Market Until Sale	58	<b>49</b>	- 15.5%	91	<b>60</b>	- 34.1%
Percent of Original List Price Received*	96.7%	<b>96.6%</b>	- 0.1%	95.7%	<b>97.2%</b>	+ 1.6%
New Listings	65	<b>53</b>	- 18.5%	1,022	<b>955</b>	- 6.6%

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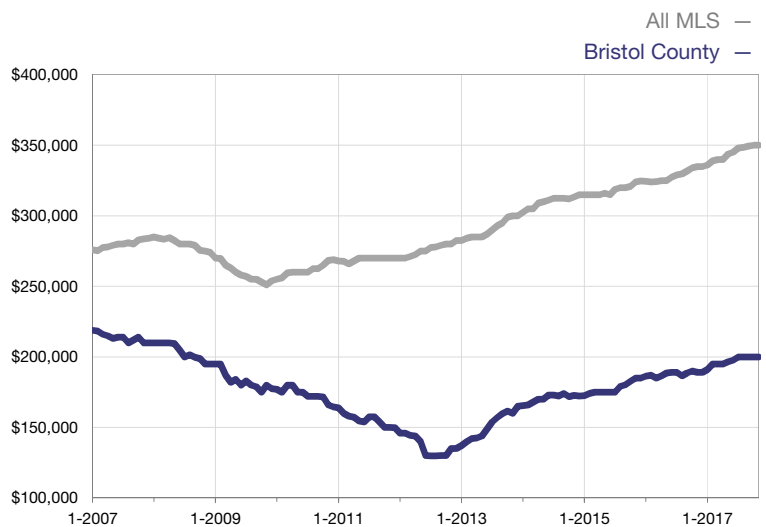
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Dukes County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	14	10	- 28.6%	164	178	+ 8.5%
Closed Sales	21	16	- 23.8%	169	158	- 6.5%
Median Sales Price*	\$940,000	<b>\$1,134,750</b>	+ 20.7%	\$875,000	<b>\$837,250</b>	- 4.3%
Inventory of Homes for Sale	224	185	- 17.4%	--	--	--
Months Supply of Inventory	14.2	13.3	- 6.3%	--	--	--
Cumulative Days on Market Until Sale	160	243	+ 51.9%	172	137	- 20.3%
Percent of Original List Price Received*	93.2%	90.2%	- 3.2%	92.2%	92.8%	+ 0.7%
New Listings	16	20	+ 25.0%	347	359	+ 3.5%

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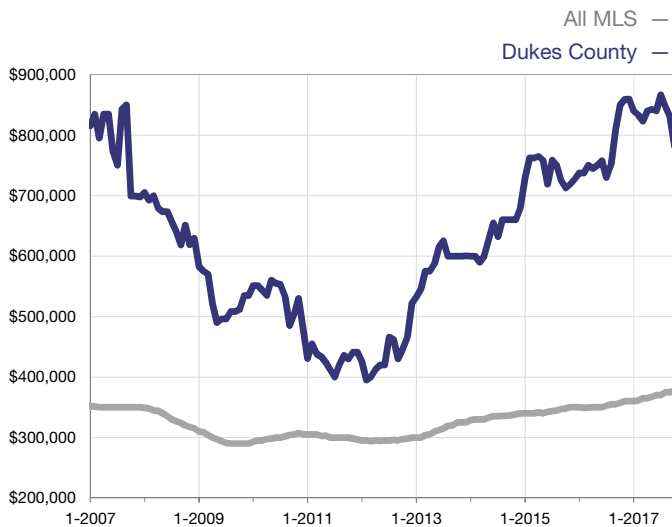
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	1	0.0%	9	10	+ 11.1%
Closed Sales	2	2	0.0%	11	10	- 9.1%
Median Sales Price*	\$747,500	<b>\$252,000</b>	- 66.3%	\$262,500	<b>\$540,000</b>	+ 105.7%
Inventory of Homes for Sale	14	16	+ 14.3%	--	--	--
Months Supply of Inventory	9.3	11.2	+ 20.4%	--	--	--
Cumulative Days on Market Until Sale	78	245	+ 214.1%	66	211	+ 219.7%
Percent of Original List Price Received*	83.4%	89.8%	+ 7.7%	92.8%	92.5%	- 0.3%
New Listings	2	0	- 100.0%	22	18	- 18.2%

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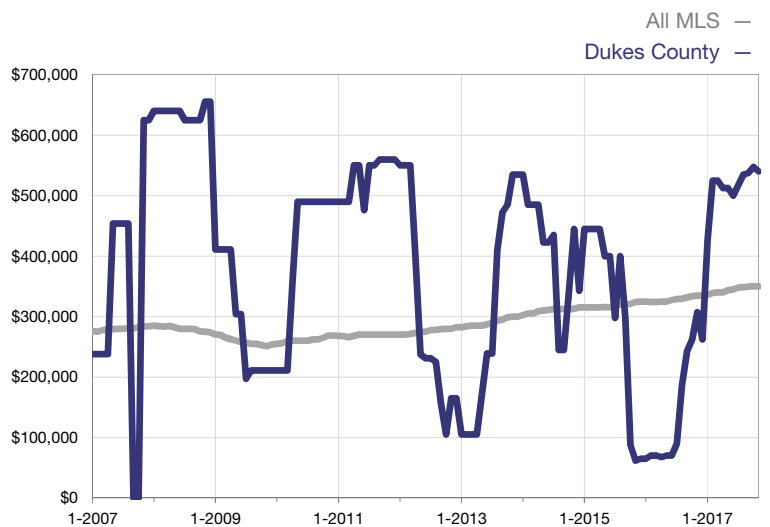
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Essex County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	432	<b>482</b>	+ 11.6%	6,052	<b>5,989</b>	- 1.0%
Closed Sales	530	<b>546</b>	+ 3.0%	5,788	<b>5,778</b>	- 0.2%
Median Sales Price*	\$400,000	<b>\$434,000</b>	+ 8.5%	\$399,900	<b>\$430,000</b>	+ 7.5%
Inventory of Homes for Sale	1,353	<b>1,007</b>	- 25.6%	--	--	--
Months Supply of Inventory	2.6	<b>1.9</b>	- 26.9%	--	--	--
Cumulative Days on Market Until Sale	63	<b>55</b>	- 12.7%	76	<b>54</b>	- 28.9%
Percent of Original List Price Received*	97.0%	<b>97.7%</b>	+ 0.7%	97.2%	<b>98.3%</b>	+ 1.1%
New Listings	443	<b>499</b>	+ 12.6%	7,756	<b>7,554</b>	- 2.6%

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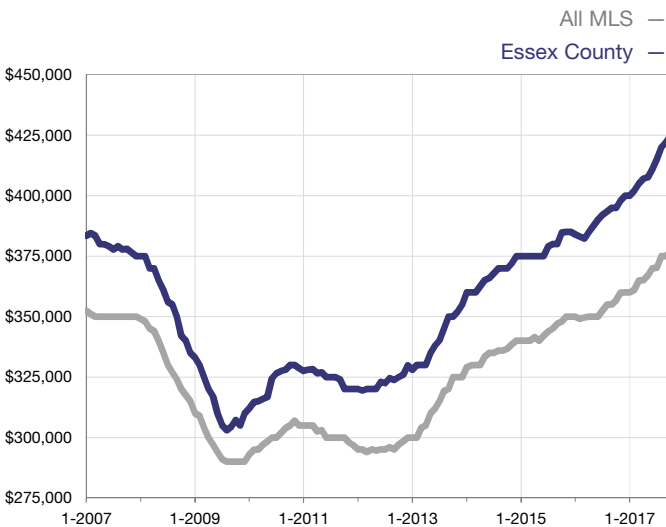
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	218	<b>235</b>	+ 7.8%	2,667	<b>2,828</b>	+ 6.0%
Closed Sales	241	<b>259</b>	+ 7.5%	2,532	<b>2,723</b>	+ 7.5%
Median Sales Price*	\$265,000	<b>\$277,000</b>	+ 4.5%	\$259,000	<b>\$280,000</b>	+ 8.1%
Inventory of Homes for Sale	570	<b>398</b>	- 30.2%	--	--	--
Months Supply of Inventory	2.5	<b>1.6</b>	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	66	<b>50</b>	- 24.2%	74	<b>52</b>	- 29.7%
Percent of Original List Price Received*	97.7%	<b>98.8%</b>	+ 1.1%	97.6%	<b>99.0%</b>	+ 1.4%
New Listings	227	<b>247</b>	+ 8.8%	3,269	<b>3,347</b>	+ 2.4%

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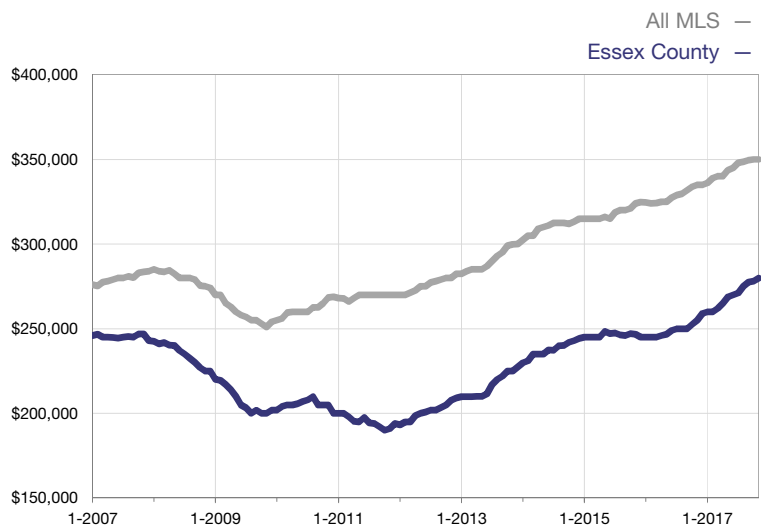
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Franklin County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	42	58	+ 38.1%	601	637	+ 6.0%
Closed Sales	68	55	- 19.1%	573	598	+ 4.4%
Median Sales Price*	\$177,000	<b>\$205,000</b>	+ 15.8%	\$199,250	<b>\$205,000</b>	+ 2.9%
Inventory of Homes for Sale	329	213	- 35.3%	--	--	--
Months Supply of Inventory	6.3	3.9	- 38.1%	--	--	--
Cumulative Days on Market Until Sale	115	110	- 4.3%	132	114	- 13.6%
Percent of Original List Price Received*	92.6%	92.9%	+ 0.3%	93.0%	94.0%	+ 1.1%
New Listings	55	47	- 14.5%	910	815	- 10.4%

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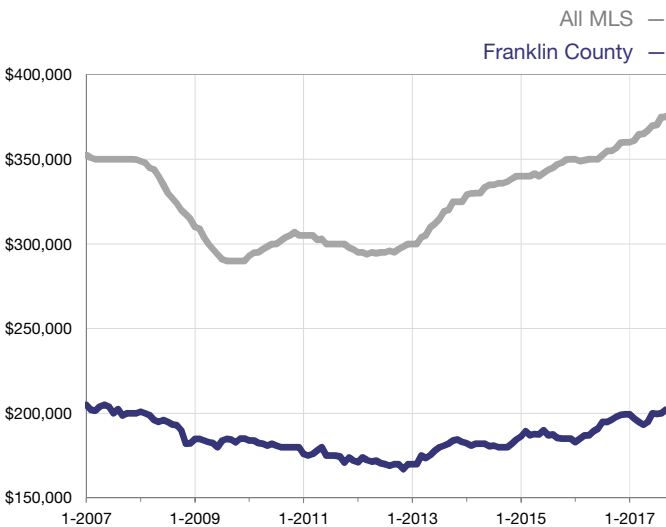
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	3	3	0.0%	44	45	+ 2.3%
Closed Sales	0	5	--	41	47	+ 14.6%
Median Sales Price*	\$0	<b>\$185,000</b>	--	\$135,400	<b>\$190,000</b>	+ 40.3%
Inventory of Homes for Sale	16	10	- 37.5%	--	--	--
Months Supply of Inventory	3.7	2.4	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	0	143	--	153	145	- 5.2%
Percent of Original List Price Received*	0.0%	96.7%	--	94.0%	94.8%	+ 0.9%
New Listings	2	1	- 50.0%	49	57	+ 16.3%

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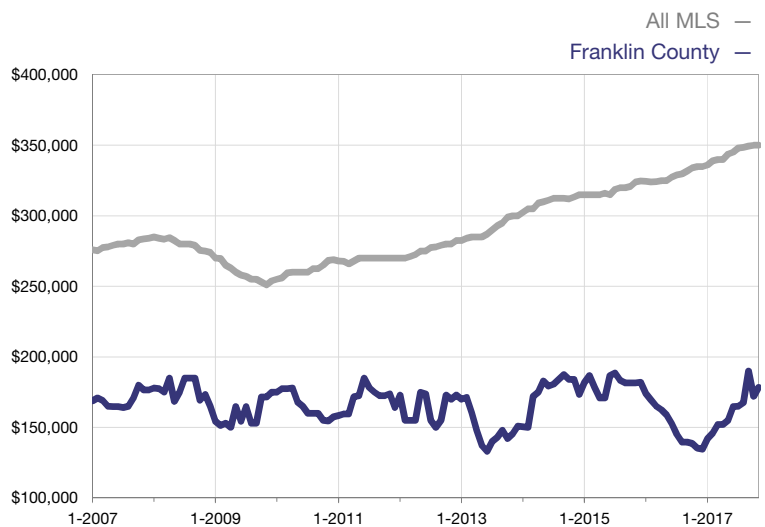
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Hampden County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	255	<b>363</b>	+ 42.4%	3,791	<b>4,057</b>	+ 7.0%
Closed Sales	334	<b>346</b>	+ 3.6%	3,651	<b>3,825</b>	+ 4.8%
Median Sales Price*	\$175,000	<b>\$195,000</b>	+ 11.4%	\$179,900	<b>\$190,000</b>	+ 5.6%
Inventory of Homes for Sale	1,315	<b>908</b>	- 31.0%	--	--	--
Months Supply of Inventory	4.0	<b>2.6</b>	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	74	<b>68</b>	- 8.1%	97	<b>70</b>	- 27.8%
Percent of Original List Price Received*	95.4%	<b>95.6%</b>	+ 0.2%	94.6%	<b>96.0%</b>	+ 1.5%
New Listings	344	<b>331</b>	- 3.8%	5,095	<b>5,234</b>	+ 2.7%

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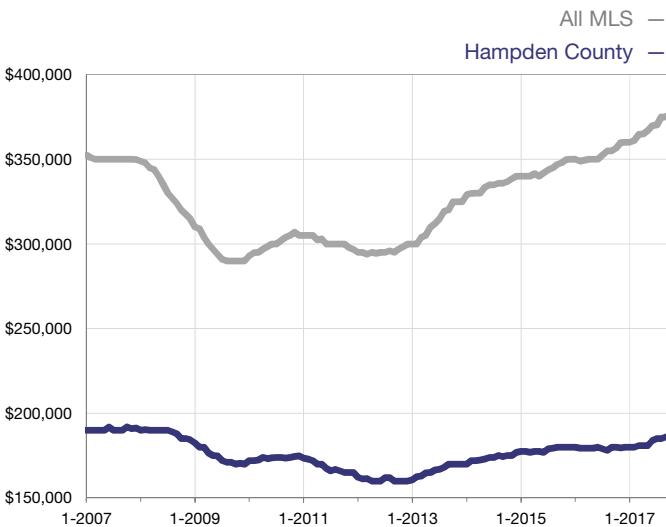
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	37	<b>45</b>	+ 21.6%	483	<b>508</b>	+ 5.2%
Closed Sales	39	<b>45</b>	+ 15.4%	476	<b>470</b>	- 1.3%
Median Sales Price*	\$129,900	<b>\$142,500</b>	+ 9.7%	\$135,000	<b>\$136,250</b>	+ 0.9%
Inventory of Homes for Sale	195	<b>152</b>	- 22.1%	--	--	--
Months Supply of Inventory	4.5	<b>3.5</b>	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	67	<b>87</b>	+ 29.9%	112	<b>95</b>	- 15.2%
Percent of Original List Price Received*	96.4%	<b>95.6%</b>	- 0.8%	95.0%	<b>95.1%</b>	+ 0.1%
New Listings	37	<b>49</b>	+ 32.4%	640	<b>643</b>	+ 0.5%

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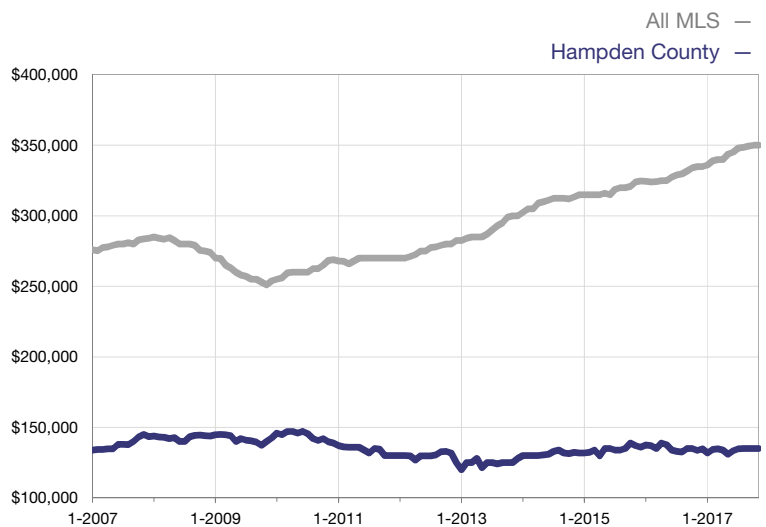
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Hampshire County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	101	<b>103</b>	+ 2.0%	1,262	<b>1,214</b>	- 3.8%
Closed Sales	99	<b>107</b>	+ 8.1%	1,196	<b>1,161</b>	- 2.9%
Median Sales Price*	\$250,000	<b>\$275,000</b>	+ 10.0%	\$262,500	<b>\$272,500</b>	+ 3.8%
Inventory of Homes for Sale	515	<b>400</b>	- 22.3%	--	--	--
Months Supply of Inventory	4.8	<b>3.8</b>	- 20.8%	--	--	--
Cumulative Days on Market Until Sale	119	<b>95</b>	- 20.2%	113	<b>89</b>	- 21.2%
Percent of Original List Price Received*	93.1%	<b>94.1%</b>	+ 1.1%	94.6%	<b>95.2%</b>	+ 0.6%
New Listings	103	<b>93</b>	- 9.7%	1,752	<b>1,698</b>	- 3.1%

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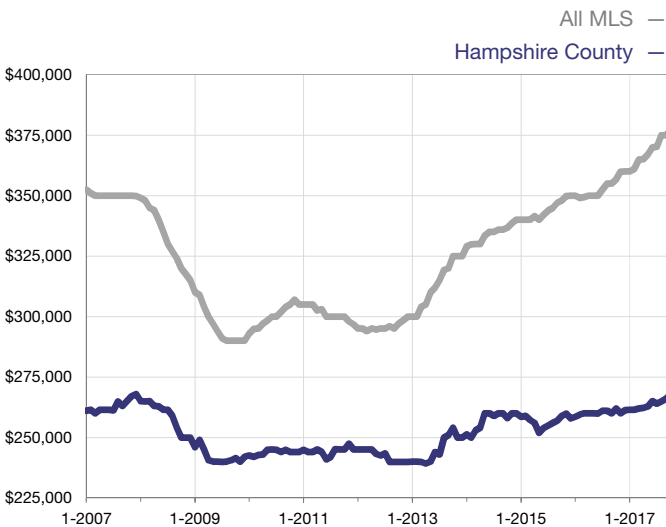
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	27	<b>19</b>	- 29.6%	299	<b>302</b>	+ 1.0%
Closed Sales	29	<b>18</b>	- 37.9%	273	<b>308</b>	+ 12.8%
Median Sales Price*	\$225,000	<b>\$199,750</b>	- 11.2%	\$187,500	<b>\$208,700</b>	+ 11.3%
Inventory of Homes for Sale	113	<b>85</b>	- 24.8%	--	--	--
Months Supply of Inventory	4.7	<b>3.0</b>	- 36.2%	--	--	--
Cumulative Days on Market Until Sale	149	<b>95</b>	- 36.2%	133	<b>100</b>	- 24.8%
Percent of Original List Price Received*	100.1%	<b>99.1%</b>	- 1.0%	97.4%	<b>97.0%</b>	- 0.4%
New Listings	34	<b>15</b>	- 55.9%	359	<b>366</b>	+ 1.9%

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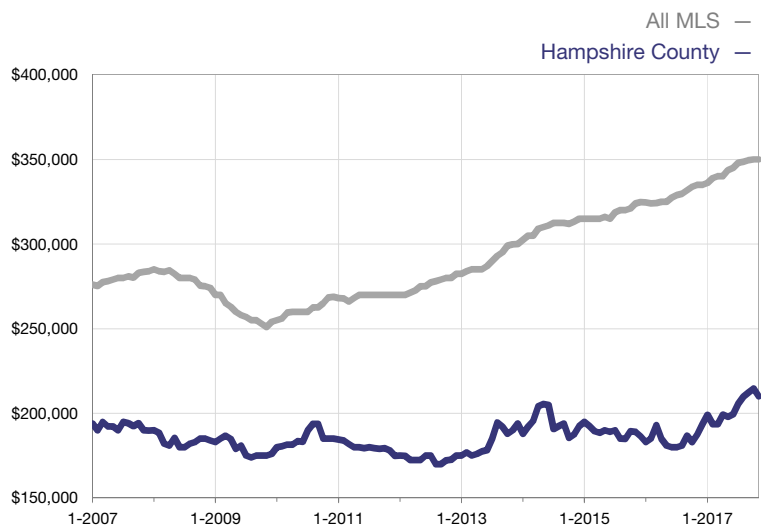
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Middlesex County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	740	<b>752</b>	+ 1.6%	10,901	<b>10,719</b>	- 1.7%
Closed Sales	1,000	<b>933</b>	- 6.7%	10,561	<b>10,192</b>	- 3.5%
Median Sales Price*	\$495,000	<b>\$530,000</b>	+ 7.1%	\$492,500	<b>\$535,000</b>	+ 8.6%
Inventory of Homes for Sale	1,881	<b>1,364</b>	- 27.5%	--	--	--
Months Supply of Inventory	2.0	<b>1.5</b>	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	52	<b>44</b>	- 15.4%	63	<b>48</b>	- 23.8%
Percent of Original List Price Received*	98.1%	<b>99.0%</b>	+ 0.9%	98.6%	<b>99.6%</b>	+ 1.0%
New Listings	653	<b>718</b>	+ 10.0%	13,415	<b>12,900</b>	- 3.8%

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

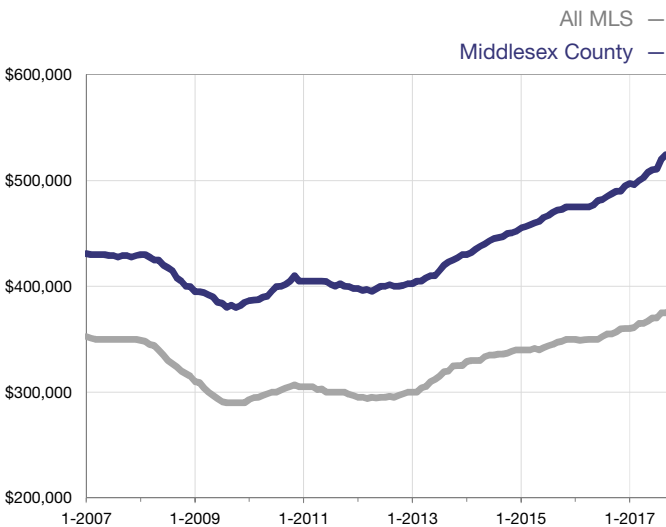
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	425	<b>398</b>	- 6.4%	6,029	<b>5,582</b>	- 7.4%
Closed Sales	490	<b>511</b>	+ 4.3%	5,801	<b>5,438</b>	- 6.3%
Median Sales Price*	\$429,450	<b>\$445,000</b>	+ 3.6%	\$411,488	<b>\$430,000</b>	+ 4.5%
Inventory of Homes for Sale	769	<b>513</b>	- 33.3%	--	--	--
Months Supply of Inventory	1.5	<b>1.0</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	39	<b>33</b>	- 15.4%	49	<b>35</b>	- 28.6%
Percent of Original List Price Received*	100.0%	<b>101.2%</b>	+ 1.2%	100.5%	<b>101.4%</b>	+ 0.9%
New Listings	396	<b>391</b>	- 1.3%	6,989	<b>6,426</b>	- 8.1%

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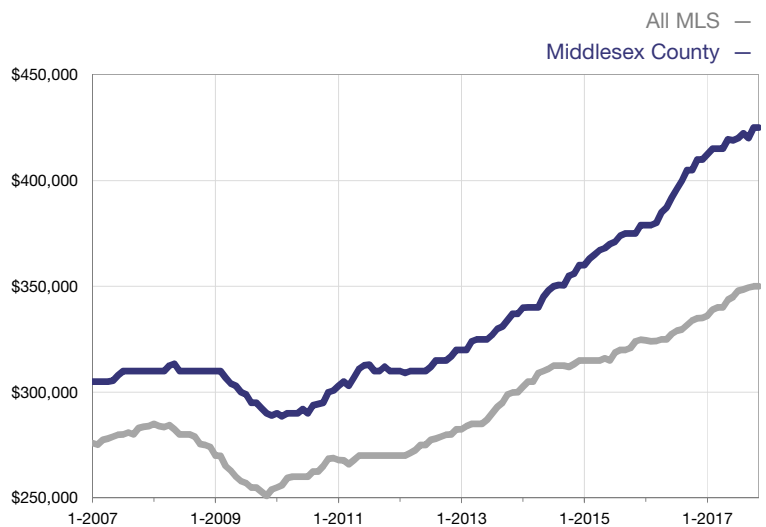
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Nantucket County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	2	5	+ 150.0%	22	51	+ 131.8%
Closed Sales	2	10	+ 400.0%	25	47	+ 88.0%
Median Sales Price*	\$3,717,500	<b>\$2,340,000</b>	- 37.1%	\$1,440,000	<b>\$1,630,000</b>	+ 13.2%
Inventory of Homes for Sale	36	52	+ 44.4%	--	--	--
Months Supply of Inventory	14.1	11.7	- 17.0%	--	--	--
Cumulative Days on Market Until Sale	226	145	- 35.8%	178	117	- 34.3%
Percent of Original List Price Received*	89.2%	91.0%	+ 2.0%	91.7%	92.0%	+ 0.3%
New Listings	5	2	- 60.0%	61	112	+ 83.6%

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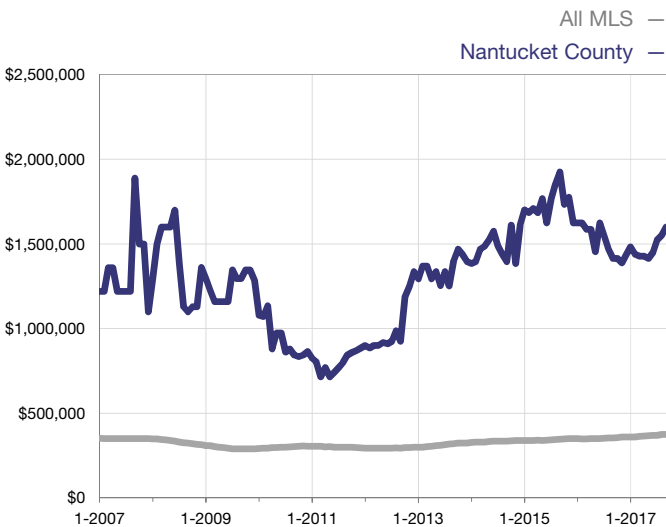
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	1	--	1	6	+ 500.0%
Closed Sales	0	1	--	1	4	+ 300.0%
Median Sales Price*	\$0	<b>\$650,000</b>	--	\$418,500	<b>\$720,000</b>	+ 72.0%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	1.0	0.8	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	0	29	--	48	47	- 2.1%
Percent of Original List Price Received*	0.0%	93.0%	--	99.6%	97.4%	- 2.2%
New Listings	0	0	--	4	9	+ 125.0%

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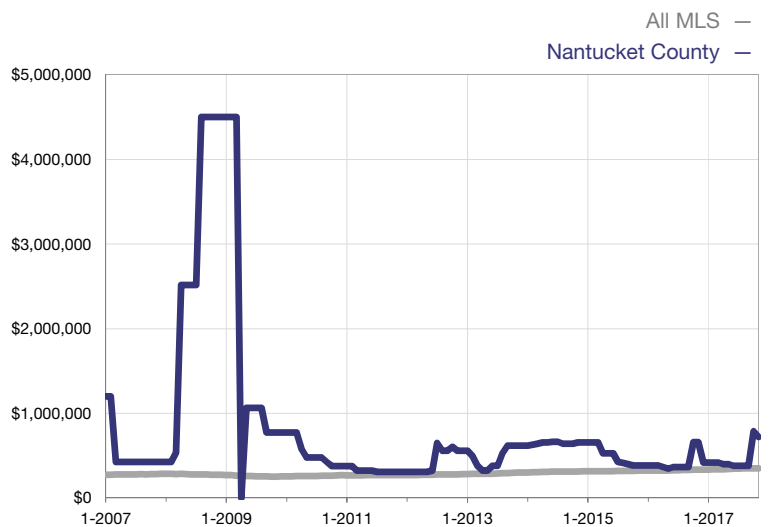
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Norfolk County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	438	<b>457</b>	+ 4.3%	6,004	<b>6,132</b>	+ 2.1%
Closed Sales	517	<b>523</b>	+ 1.2%	5,767	<b>5,978</b>	+ 3.7%
Median Sales Price*	\$450,000	<b>\$487,500</b>	+ 8.3%	\$455,000	<b>\$490,000</b>	+ 7.7%
Inventory of Homes for Sale	1,361	<b>957</b>	- 29.7%	--	--	--
Months Supply of Inventory	2.6	<b>1.8</b>	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	62	<b>53</b>	- 14.5%	70	<b>57</b>	- 18.6%
Percent of Original List Price Received*	97.2%	<b>97.7%</b>	+ 0.5%	97.4%	<b>98.2%</b>	+ 0.8%
New Listings	421	<b>432</b>	+ 2.6%	7,819	<b>7,643</b>	- 2.3%

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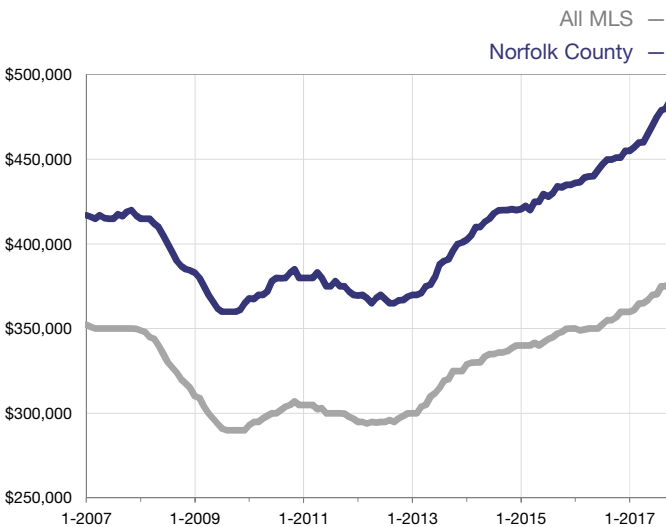
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	135	<b>165</b>	+ 22.2%	2,237	<b>2,384</b>	+ 6.6%
Closed Sales	179	<b>201</b>	+ 12.3%	2,091	<b>2,247</b>	+ 7.5%
Median Sales Price*	\$335,000	<b>\$380,500</b>	+ 13.6%	\$323,530	<b>\$360,000</b>	+ 11.3%
Inventory of Homes for Sale	364	<b>276</b>	- 24.2%	--	--	--
Months Supply of Inventory	1.9	<b>1.4</b>	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	50	<b>32</b>	- 36.0%	58	<b>42</b>	- 27.6%
Percent of Original List Price Received*	98.7%	<b>99.3%</b>	+ 0.6%	99.0%	<b>99.9%</b>	+ 0.9%
New Listings	145	<b>170</b>	+ 17.2%	2,705	<b>2,783</b>	+ 2.9%

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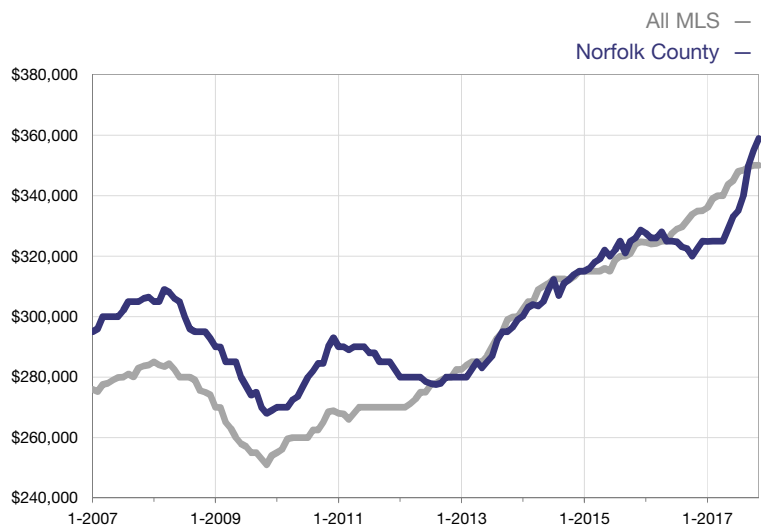
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Plymouth County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	421	<b>486</b>	+ 15.4%	5,976	<b>6,018</b>	+ 0.7%
Closed Sales	543	<b>544</b>	+ 0.2%	5,732	<b>5,790</b>	+ 1.0%
Median Sales Price*	\$350,000	<b>\$355,000</b>	+ 1.4%	\$337,400	<b>\$357,500</b>	+ 6.0%
Inventory of Homes for Sale	1,786	<b>1,356</b>	- 24.1%	--	--	--
Months Supply of Inventory	3.4	<b>2.6</b>	- 23.5%	--	--	--
Cumulative Days on Market Until Sale	77	<b>71</b>	- 7.8%	89	<b>67</b>	- 24.7%
Percent of Original List Price Received*	96.3%	<b>96.1%</b>	- 0.2%	96.3%	<b>97.5%</b>	+ 1.2%
New Listings	432	<b>492</b>	+ 13.9%	8,045	<b>7,942</b>	- 1.3%

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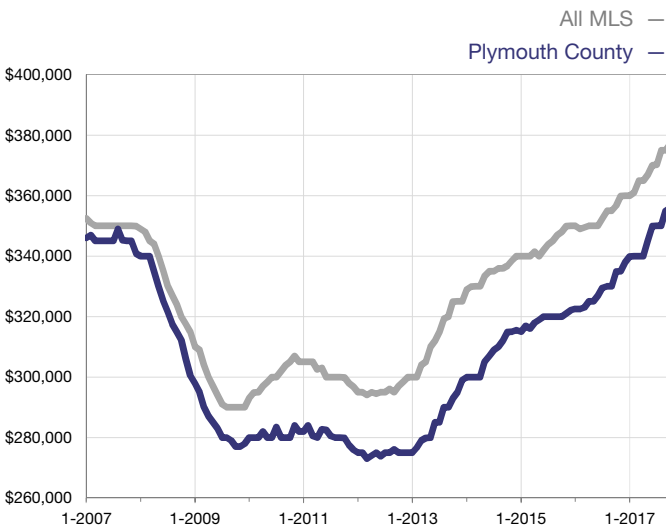
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	64	<b>118</b>	+ 84.4%	981	<b>1,262</b>	+ 28.6%
Closed Sales	97	<b>111</b>	+ 14.4%	980	<b>1,129</b>	+ 15.2%
Median Sales Price*	\$265,000	<b>\$291,300</b>	+ 9.9%	\$256,000	<b>\$280,000</b>	+ 9.4%
Inventory of Homes for Sale	339	<b>262</b>	- 22.7%	--	--	--
Months Supply of Inventory	3.8	<b>2.6</b>	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	86	<b>52</b>	- 39.5%	94	<b>74</b>	- 21.3%
Percent of Original List Price Received*	97.7%	<b>98.4%</b>	+ 0.7%	97.2%	<b>98.1%</b>	+ 0.9%
New Listings	83	<b>110</b>	+ 32.5%	1,342	<b>1,535</b>	+ 14.4%

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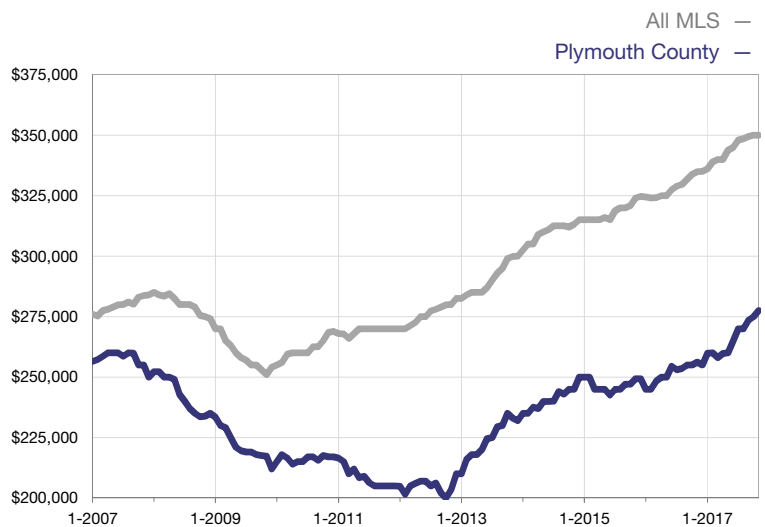
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



# Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Suffolk County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	107	<b>104</b>	- 2.8%	1,321	<b>1,304</b>	- 1.3%
Closed Sales	105	<b>106</b>	+ 1.0%	1,236	<b>1,255</b>	+ 1.5%
Median Sales Price*	\$440,000	<b>\$550,000</b>	+ 25.0%	\$465,000	<b>\$510,000</b>	+ 9.7%
Inventory of Homes for Sale	255	<b>175</b>	- 31.4%	--	--	--
Months Supply of Inventory	2.2	<b>1.5</b>	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	43	<b>45</b>	+ 4.7%	53	<b>42</b>	- 20.8%
Percent of Original List Price Received*	98.8%	<b>96.7%</b>	- 2.1%	98.7%	<b>99.5%</b>	+ 0.8%
New Listings	121	<b>113</b>	- 6.6%	1,717	<b>1,655</b>	- 3.6%

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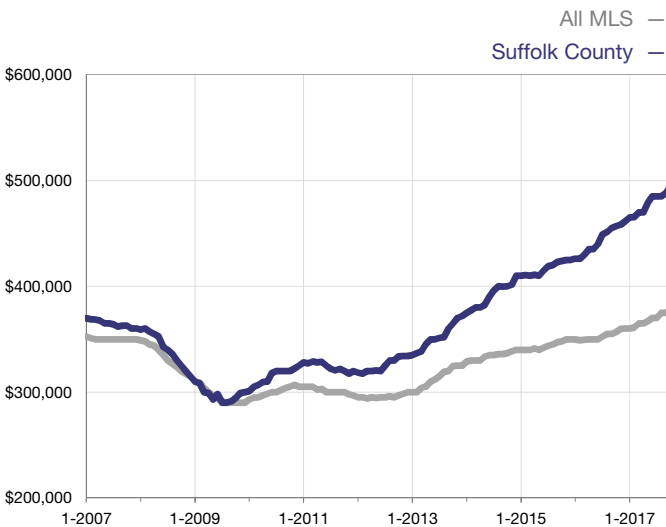
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	329	<b>383</b>	+ 16.4%	4,524	<b>4,770</b>	+ 5.4%
Closed Sales	366	<b>424</b>	+ 15.8%	4,363	<b>4,436</b>	+ 1.7%
Median Sales Price*	\$536,250	<b>\$580,000</b>	+ 8.2%	\$540,000	<b>\$570,000</b>	+ 5.6%
Inventory of Homes for Sale	813	<b>758</b>	- 6.8%	--	--	--
Months Supply of Inventory	2.1	<b>1.9</b>	- 9.5%	--	--	--
Cumulative Days on Market Until Sale	45	<b>40</b>	- 11.1%	48	<b>40</b>	- 16.7%
Percent of Original List Price Received*	98.8%	<b>98.5%</b>	- 0.3%	99.9%	<b>100.1%</b>	+ 0.2%
New Listings	356	<b>424</b>	+ 19.1%	5,745	<b>6,175</b>	+ 7.5%

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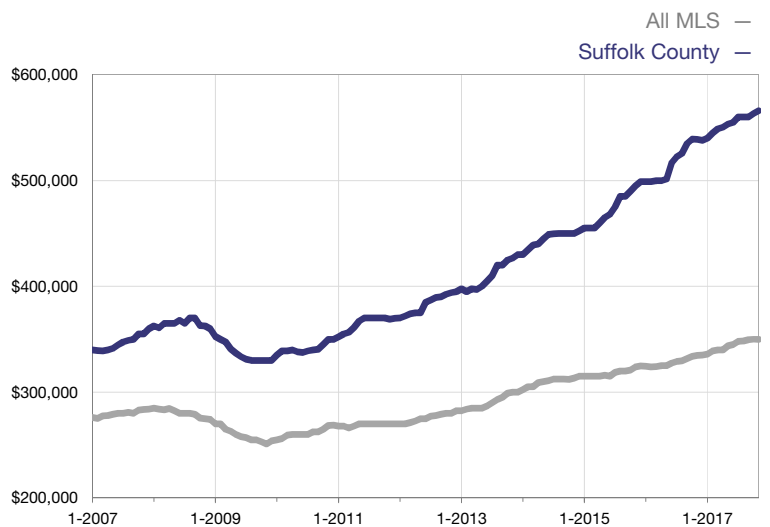
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – November 2017

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## Worcester County

### Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	551	<b>669</b>	+ 21.4%	8,017	<b>8,212</b>	+ 2.4%
Closed Sales	701	<b>754</b>	+ 7.6%	7,685	<b>7,790</b>	+ 1.4%
Median Sales Price*	\$245,000	<b>\$275,000</b>	+ 12.2%	\$255,000	<b>\$270,000</b>	+ 5.9%
Inventory of Homes for Sale	2,437	<b>1,691</b>	- 30.6%	--	--	--
Months Supply of Inventory	3.5	<b>2.4</b>	- 31.4%	--	--	--
Cumulative Days on Market Until Sale	75	<b>65</b>	- 13.3%	92	<b>63</b>	- 31.5%
Percent of Original List Price Received*	96.2%	<b>97.0%</b>	+ 0.8%	96.3%	<b>97.5%</b>	+ 1.2%
New Listings	649	<b>641</b>	- 1.2%	10,611	<b>10,448</b>	- 1.5%

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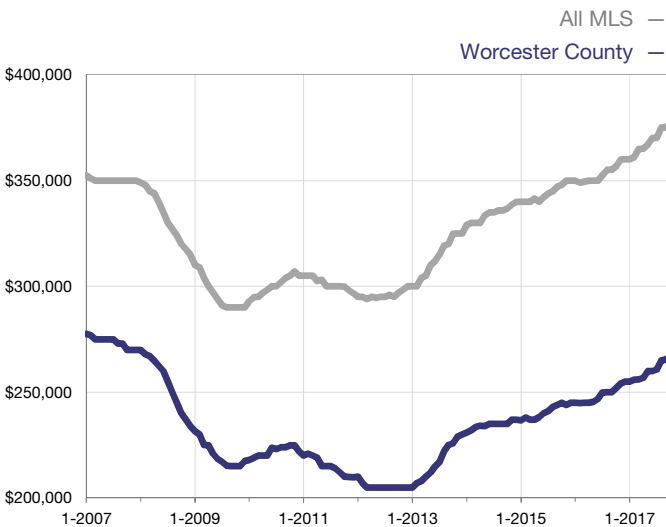
### Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	126	<b>150</b>	+ 19.0%	1,639	<b>1,772</b>	+ 8.1%
Closed Sales	142	<b>178</b>	+ 25.4%	1,565	<b>1,693</b>	+ 8.2%
Median Sales Price*	\$201,200	<b>\$232,950</b>	+ 15.8%	\$194,000	<b>\$205,000</b>	+ 5.7%
Inventory of Homes for Sale	438	<b>296</b>	- 32.4%	--	--	--
Months Supply of Inventory	3.1	<b>1.9</b>	- 38.7%	--	--	--
Cumulative Days on Market Until Sale	68	<b>61</b>	- 10.3%	89	<b>66</b>	- 25.8%
Percent of Original List Price Received*	96.4%	<b>97.3%</b>	+ 0.9%	96.6%	<b>97.8%</b>	+ 1.2%
New Listings	122	<b>121</b>	- 0.8%	2,076	<b>2,075</b>	- 0.0%

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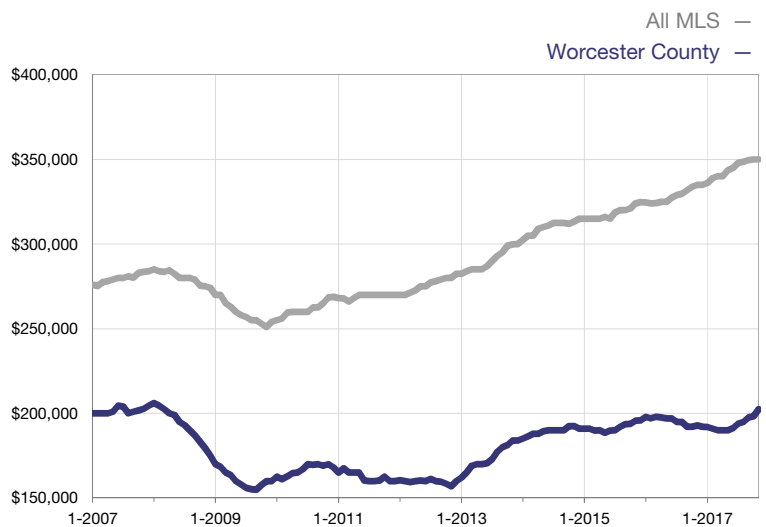
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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