

Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	337	304	- 9.8%	5,348	5,120	- 4.3%
Closed Sales	460	416	- 9.6%	5,305	4,970	- 6.3%
Median Sales Price*	\$371,000	\$415,000	+ 11.9%	\$372,450	\$397,200	+ 6.6%
Inventory of Homes for Sale	2,594	1,793	- 30.9%	--	--	--
Months Supply of Inventory	5.9	4.3	- 27.1%	--	--	--
Cumulative Days on Market Until Sale	120	111	- 7.5%	140	112	- 20.0%
Percent of Original List Price Received*	92.8%	93.4%	+ 0.6%	93.1%	94.2%	+ 1.2%
New Listings	242	191	- 21.1%	7,479	6,820	- 8.8%

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

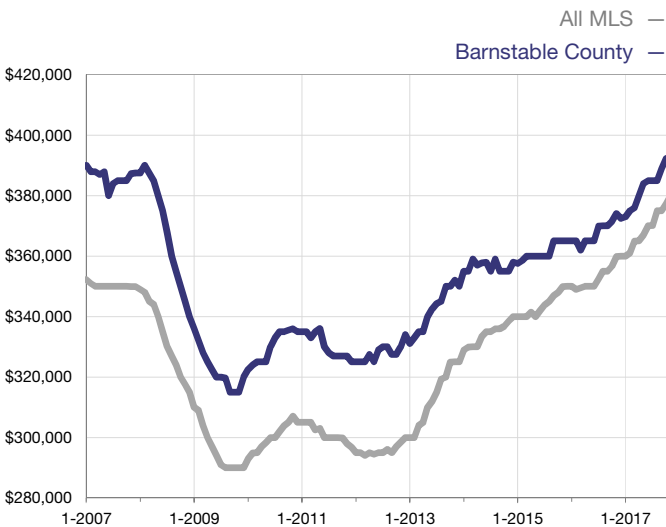
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	76	65	- 14.5%	1,182	1,235	+ 4.5%
Closed Sales	102	75	- 26.5%	1,205	1,203	- 0.2%
Median Sales Price*	\$274,500	\$310,000	+ 12.9%	\$265,000	\$270,000	+ 1.9%
Inventory of Homes for Sale	585	423	- 27.7%	--	--	--
Months Supply of Inventory	5.8	4.2	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	144	76	- 47.2%	140	119	- 15.0%
Percent of Original List Price Received*	93.3%	95.8%	+ 2.7%	94.1%	94.9%	+ 0.9%
New Listings	61	51	- 16.4%	1,688	1,539	- 8.8%

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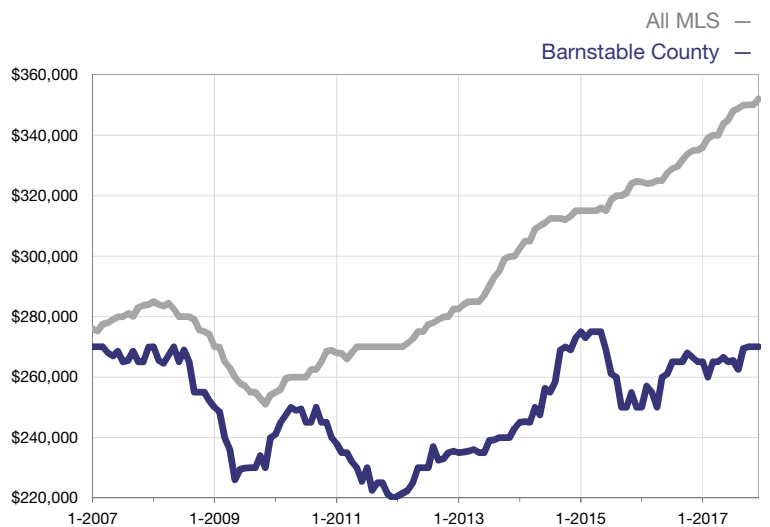
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Berkshire County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	6	+ 50.0%	84	98	+ 16.7%
Closed Sales	5	8	+ 60.0%	82	92	+ 12.2%
Median Sales Price*	\$242,000	\$141,000	- 41.7%	\$143,464	\$174,000	+ 21.3%
Inventory of Homes for Sale	89	59	- 33.7%	--	--	--
Months Supply of Inventory	13.0	7.7	- 40.8%	--	--	--
Cumulative Days on Market Until Sale	133	132	- 0.8%	167	162	- 3.0%
Percent of Original List Price Received*	89.5%	84.4%	- 5.7%	87.2%	88.2%	+ 1.1%
New Listings	11	6	- 45.5%	190	185	- 2.6%

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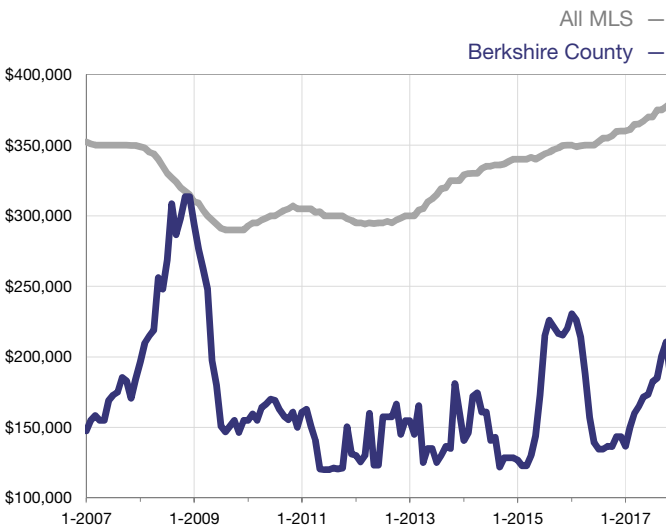
Condominium Properties

Key Metrics	December			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	\$0	--	\$170,000	\$85,500	- 49.7%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	4.0	3.0	- 25.0%	--	--	--
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	1	1	0.0%	4	3	- 25.0%

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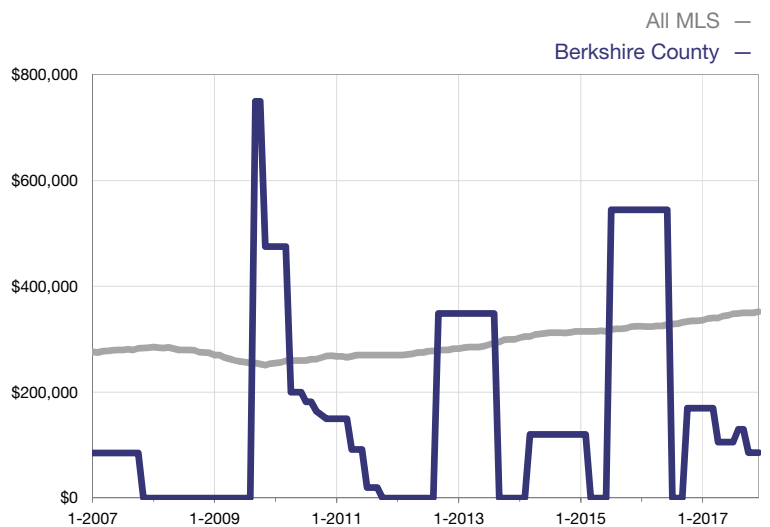
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Bristol County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	250	285	+ 14.0%	4,812	4,928	+ 2.4%
Closed Sales	423	387	- 8.5%	4,783	4,862	+ 1.7%
Median Sales Price*	\$283,000	\$300,000	+ 6.0%	\$285,000	\$299,900	+ 5.2%
Inventory of Homes for Sale	1,238	925	- 25.3%	--	--	--
Months Supply of Inventory	3.1	2.3	- 25.8%	--	--	--
Cumulative Days on Market Until Sale	74	61	- 17.6%	89	66	- 25.8%
Percent of Original List Price Received*	96.4%	95.9%	- 0.5%	96.3%	97.0%	+ 0.7%
New Listings	264	248	- 6.1%	6,133	6,259	+ 2.1%

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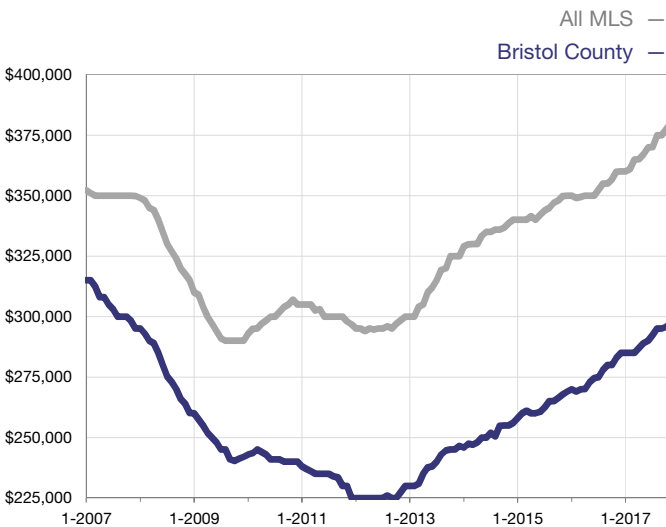
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	52	55	+ 5.8%	857	869	+ 1.4%
Closed Sales	69	65	- 5.8%	860	861	+ 0.1%
Median Sales Price*	\$184,000	\$194,400	+ 5.7%	\$189,000	\$203,000	+ 7.4%
Inventory of Homes for Sale	181	109	- 39.8%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	61	50	- 18.0%	89	60	- 32.6%
Percent of Original List Price Received*	96.6%	97.3%	+ 0.7%	95.8%	97.2%	+ 1.5%
New Listings	44	32	- 27.3%	1,066	990	- 7.1%

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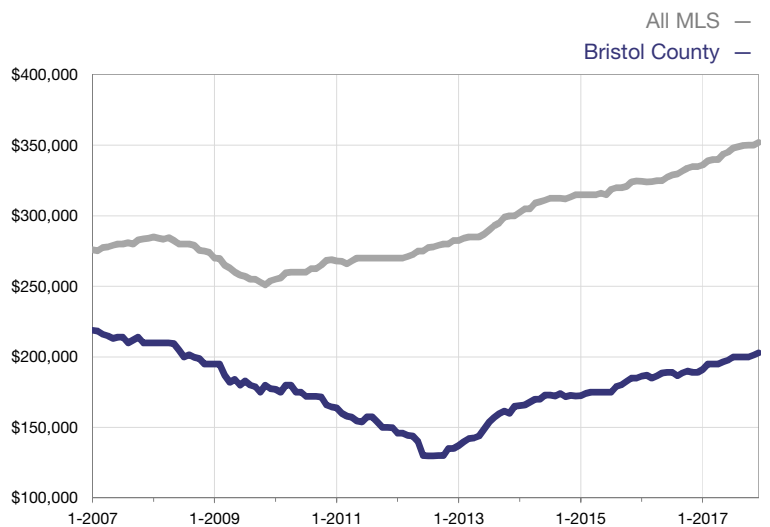
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2017

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Dukes County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	11	13	+ 18.2%	176	191	+ 8.5%
Closed Sales	9	19	+ 111.1%	178	176	- 1.1%
Median Sales Price*	\$690,000	\$650,000	- 5.8%	\$859,500	\$797,000	- 7.3%
Inventory of Homes for Sale	167	139	- 16.8%	--	--	--
Months Supply of Inventory	11.3	9.5	- 15.9%	--	--	--
Cumulative Days on Market Until Sale	109	140	+ 28.4%	168	136	- 19.0%
Percent of Original List Price Received*	92.9%	90.3%	- 2.8%	92.2%	92.6%	+ 0.4%
New Listings	14	7	- 50.0%	360	368	+ 2.2%

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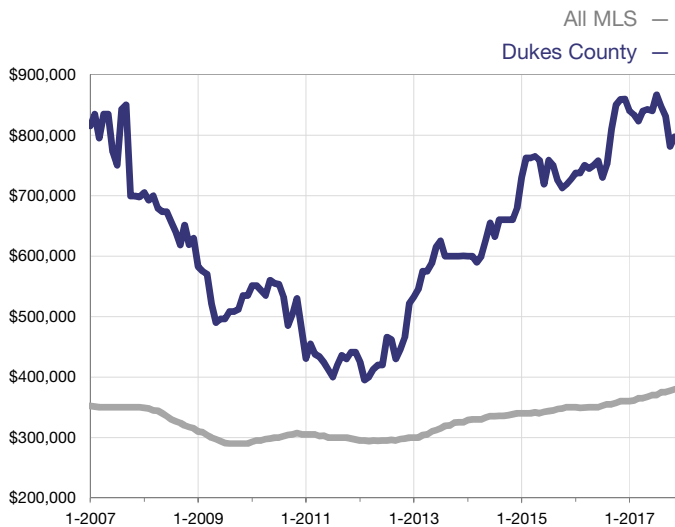
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	1	--	9	11	+ 22.2%
Closed Sales	0	0	--	11	10	- 9.1%
Median Sales Price*	\$0	\$0	--	\$262,500	\$540,000	+ 105.7%
Inventory of Homes for Sale	14	8	- 42.9%	--	--	--
Months Supply of Inventory	8.9	5.6	- 37.1%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	66	211	+ 219.7%
Percent of Original List Price Received*	0.0%	0.0%	--	92.8%	92.5%	- 0.3%
New Listings	1	0	- 100.0%	23	18	- 21.7%

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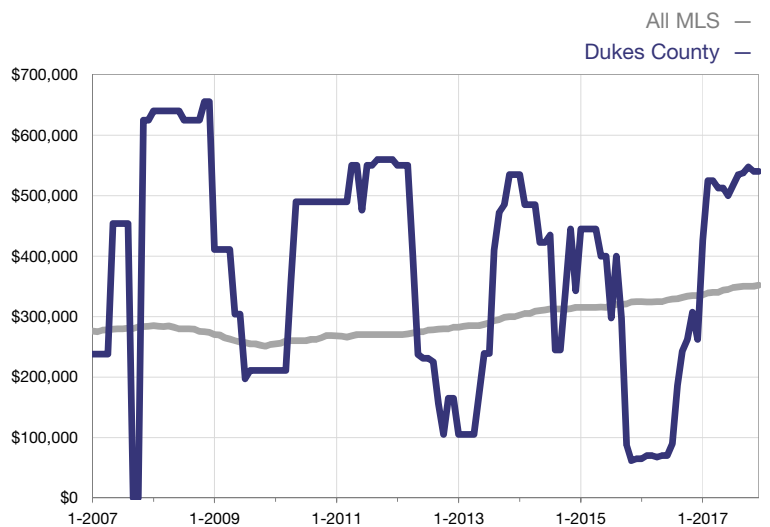
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Essex County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	323	354	+ 9.6%	6,374	6,297	- 1.2%
Closed Sales	557	477	- 14.4%	6,345	6,264	- 1.3%
Median Sales Price*	\$405,000	\$436,000	+ 7.7%	\$400,000	\$430,000	+ 7.5%
Inventory of Homes for Sale	1,011	715	- 29.3%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	62	57	- 8.1%	75	54	- 28.0%
Percent of Original List Price Received*	96.3%	96.5%	+ 0.2%	97.1%	98.1%	+ 1.0%
New Listings	251	239	- 4.8%	8,007	7,791	- 2.7%

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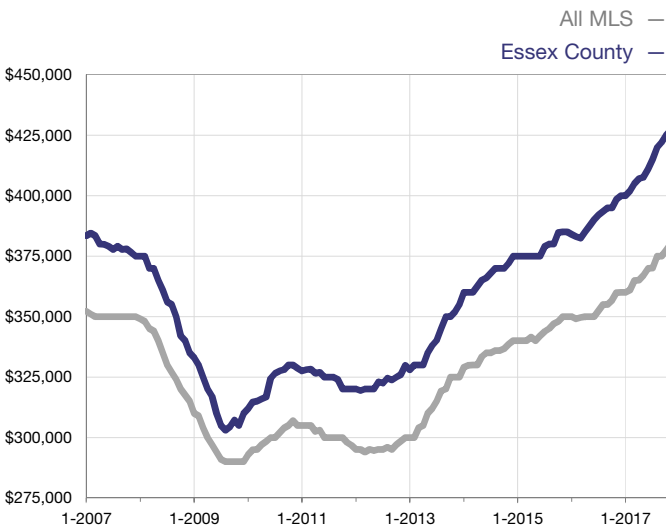
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	138	154	+ 11.6%	2,805	2,965	+ 5.7%
Closed Sales	229	235	+ 2.6%	2,761	2,965	+ 7.4%
Median Sales Price*	\$255,000	\$270,000	+ 5.9%	\$259,000	\$280,000	+ 8.1%
Inventory of Homes for Sale	467	291	- 37.7%	--	--	--
Months Supply of Inventory	2.0	1.2	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	59	46	- 22.0%	73	52	- 28.8%
Percent of Original List Price Received*	97.5%	97.9%	+ 0.4%	97.6%	98.9%	+ 1.3%
New Listings	126	84	- 33.3%	3,395	3,434	+ 1.1%

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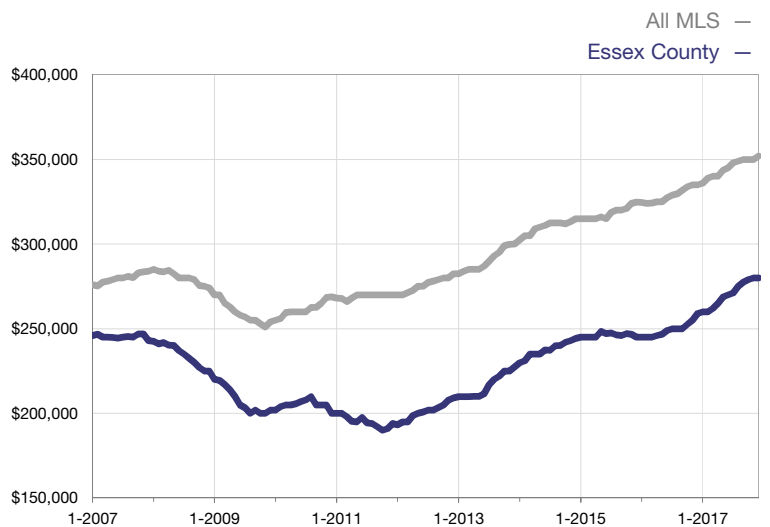
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Franklin County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	34	37	+ 8.8%	635	667	+ 5.0%
Closed Sales	53	46	- 13.2%	626	645	+ 3.0%
Median Sales Price*	\$199,500	\$199,300	- 0.1%	\$199,500	\$204,000	+ 2.3%
Inventory of Homes for Sale	266	167	- 37.2%	--	--	--
Months Supply of Inventory	5.1	3.1	- 39.2%	--	--	--
Cumulative Days on Market Until Sale	121	139	+ 14.9%	131	115	- 12.2%
Percent of Original List Price Received*	91.0%	93.4%	+ 2.6%	92.8%	94.0%	+ 1.3%
New Listings	33	20	- 39.4%	943	836	- 11.3%

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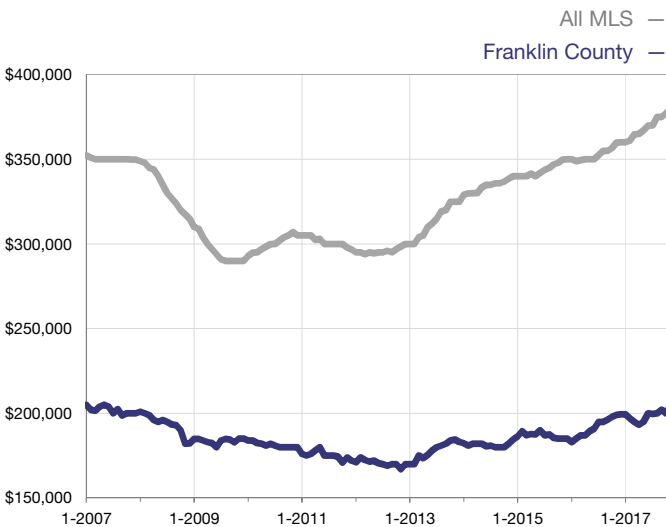
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	1	0	- 100.0%	45	45	0.0%
Closed Sales	3	3	0.0%	44	50	+ 13.6%
Median Sales Price*	\$134,000	\$147,000	+ 9.7%	\$134,700	\$187,500	+ 39.2%
Inventory of Homes for Sale	17	11	- 35.3%	--	--	--
Months Supply of Inventory	3.9	2.6	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	90	73	- 18.9%	149	141	- 5.4%
Percent of Original List Price Received*	94.6%	92.6%	- 2.1%	94.1%	94.7%	+ 0.6%
New Listings	5	1	- 80.0%	54	58	+ 7.4%

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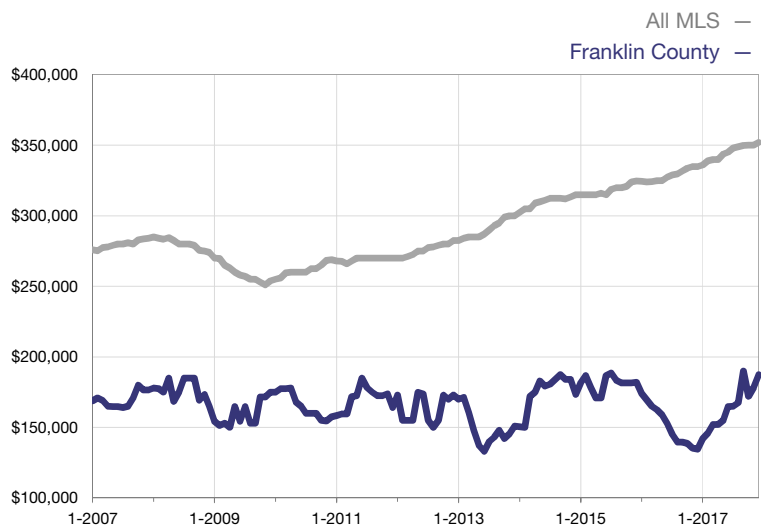
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Hampden County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	184	261	+ 41.8%	3,975	4,275	+ 7.5%
Closed Sales	349	312	- 10.6%	4,000	4,142	+ 3.6%
Median Sales Price*	\$185,475	\$182,750	- 1.5%	\$180,000	\$189,900	+ 5.5%
Inventory of Homes for Sale	1,142	771	- 32.5%	--	--	--
Months Supply of Inventory	3.4	2.2	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	87	73	- 16.1%	96	70	- 27.1%
Percent of Original List Price Received*	94.8%	95.1%	+ 0.3%	94.6%	95.9%	+ 1.4%
New Listings	224	255	+ 13.8%	5,319	5,488	+ 3.2%

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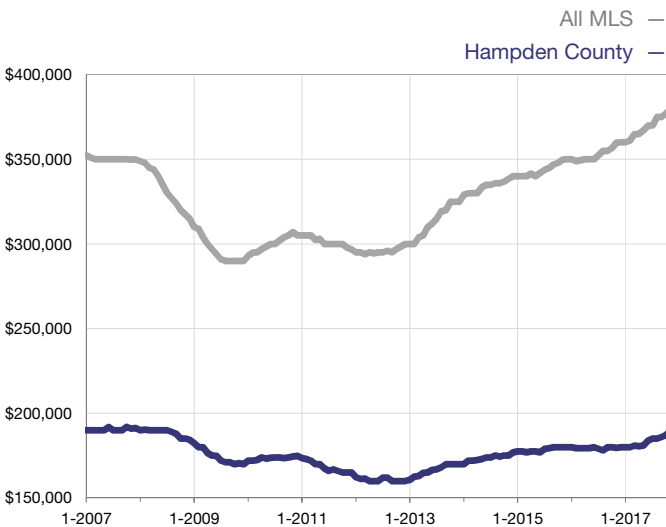
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	32	30	- 6.3%	515	532	+ 3.3%
Closed Sales	45	48	+ 6.7%	521	520	- 0.2%
Median Sales Price*	\$131,500	\$139,900	+ 6.4%	\$134,900	\$137,250	+ 1.7%
Inventory of Homes for Sale	171	135	- 21.1%	--	--	--
Months Supply of Inventory	3.9	3.1	- 20.5%	--	--	--
Cumulative Days on Market Until Sale	97	73	- 24.7%	110	93	- 15.5%
Percent of Original List Price Received*	94.0%	96.3%	+ 2.4%	94.9%	95.2%	+ 0.3%
New Listings	26	24	- 7.7%	666	667	+ 0.2%

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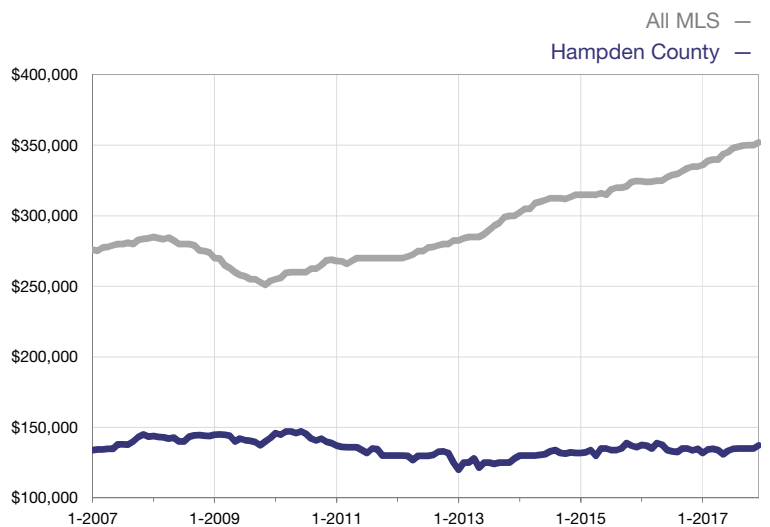
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Hampshire County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	71	79	+ 11.3%	1,333	1,278	- 4.1%
Closed Sales	112	101	- 9.8%	1,308	1,263	- 3.4%
Median Sales Price*	\$237,125	\$265,000	+ 11.8%	\$261,300	\$272,000	+ 4.1%
Inventory of Homes for Sale	398	305	- 23.4%	--	--	--
Months Supply of Inventory	3.7	2.9	- 21.6%	--	--	--
Cumulative Days on Market Until Sale	99	75	- 24.2%	112	88	- 21.4%
Percent of Original List Price Received*	93.9%	94.5%	+ 0.6%	94.6%	95.1%	+ 0.5%
New Listings	45	54	+ 20.0%	1,798	1,746	- 2.9%

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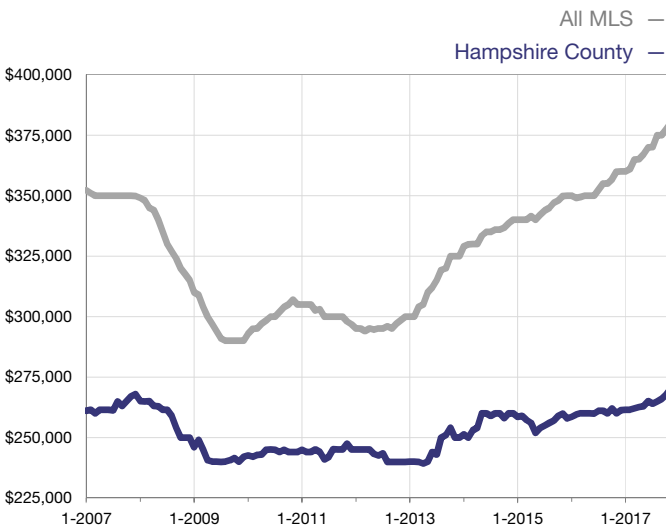
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	16	13	- 18.8%	315	314	- 0.3%
Closed Sales	27	23	- 14.8%	300	333	+ 11.0%
Median Sales Price*	\$215,000	\$215,000	0.0%	\$193,500	\$210,000	+ 8.5%
Inventory of Homes for Sale	94	75	- 20.2%	--	--	--
Months Supply of Inventory	3.8	2.7	- 28.9%	--	--	--
Cumulative Days on Market Until Sale	184	116	- 37.0%	137	101	- 26.3%
Percent of Original List Price Received*	95.5%	98.6%	+ 3.2%	97.2%	97.1%	- 0.1%
New Listings	10	11	+ 10.0%	369	378	+ 2.4%

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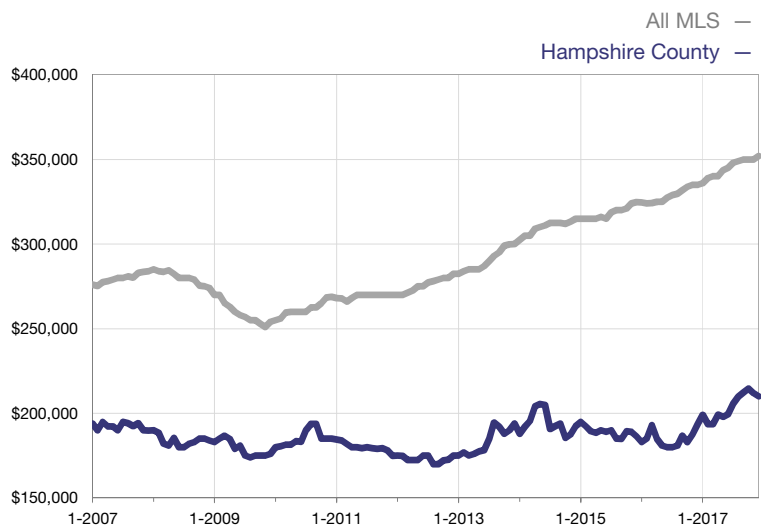
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Middlesex County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	446	517	+ 15.9%	11,347	11,168	- 1.6%
Closed Sales	899	858	- 4.6%	11,460	11,059	- 3.5%
Median Sales Price*	\$502,000	\$540,000	+ 7.6%	\$495,000	\$535,000	+ 8.1%
Inventory of Homes for Sale	1,389	967	- 30.4%	--	--	--
Months Supply of Inventory	1.5	1.0	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	62	56	- 9.7%	63	48	- 23.8%
Percent of Original List Price Received*	97.4%	97.9%	+ 0.5%	98.5%	99.5%	+ 1.0%
New Listings	324	361	+ 11.4%	13,739	13,250	- 3.6%

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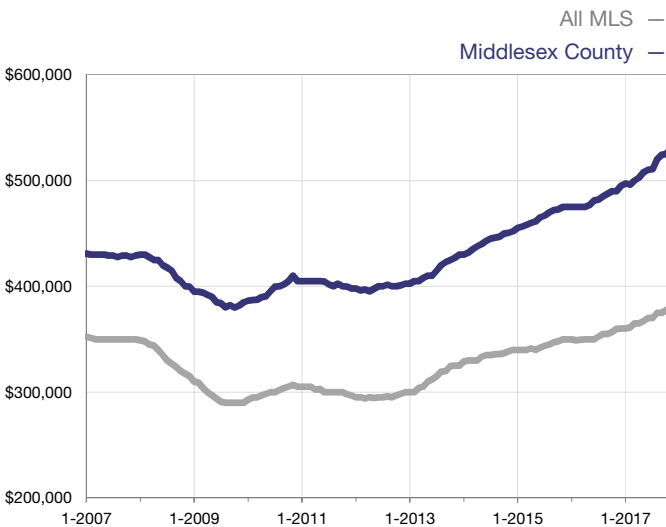
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	296	284	- 4.1%	6,325	5,856	- 7.4%
Closed Sales	508	417	- 17.9%	6,309	5,880	- 6.8%
Median Sales Price*	\$399,500	\$465,000	+ 16.4%	\$410,000	\$430,000	+ 4.9%
Inventory of Homes for Sale	588	335	- 43.0%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--
Cumulative Days on Market Until Sale	45	41	- 8.9%	48	36	- 25.0%
Percent of Original List Price Received*	98.9%	100.4%	+ 1.5%	100.4%	101.4%	+ 1.0%
New Listings	242	174	- 28.1%	7,231	6,616	- 8.5%

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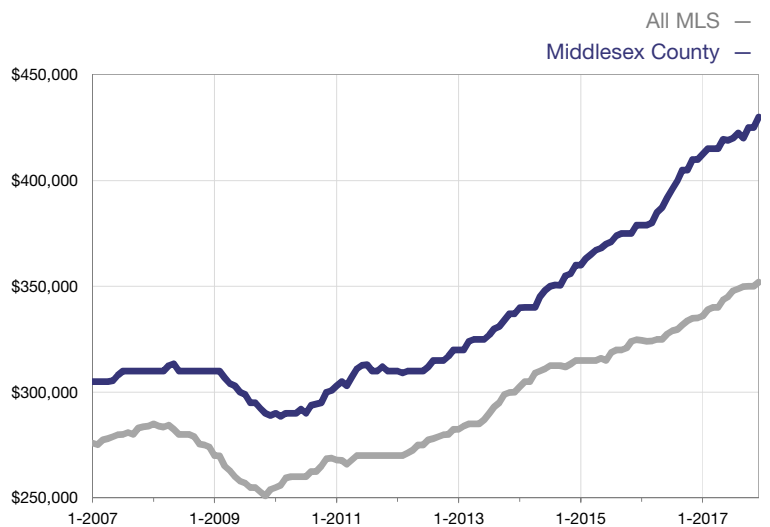
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Nantucket County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	4	0.0%	26	55	+ 111.5%
Closed Sales	2	3	+ 50.0%	27	50	+ 85.2%
Median Sales Price*	\$1,392,500	\$1,923,500	+ 38.1%	\$1,440,000	\$1,681,500	+ 16.8%
Inventory of Homes for Sale	29	36	+ 24.1%	--	--	--
Months Supply of Inventory	11.8	7.9	- 33.1%	--	--	--
Cumulative Days on Market Until Sale	151	146	- 3.3%	176	119	- 32.4%
Percent of Original List Price Received*	95.8%	94.2%	- 1.7%	92.0%	92.1%	+ 0.1%
New Listings	1	4	+ 300.0%	62	116	+ 87.1%

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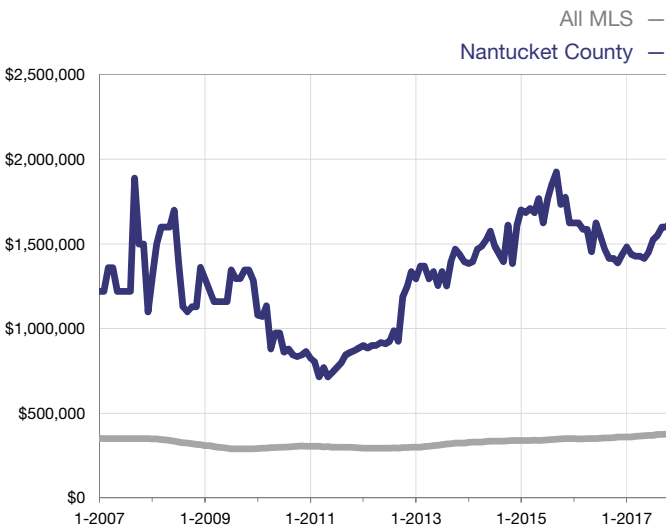
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	1	6	+ 500.0%
Closed Sales	0	1	--	1	5	+ 400.0%
Median Sales Price*	\$0	\$595,000	--	\$418,500	\$650,000	+ 55.3%
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0.0	0.8	--	--	--	--
Cumulative Days on Market Until Sale	0	47	--	48	47	- 2.1%
Percent of Original List Price Received*	0.0%	100.0%	--	99.6%	97.9%	- 1.7%
New Listings	0	0	--	4	9	+ 125.0%

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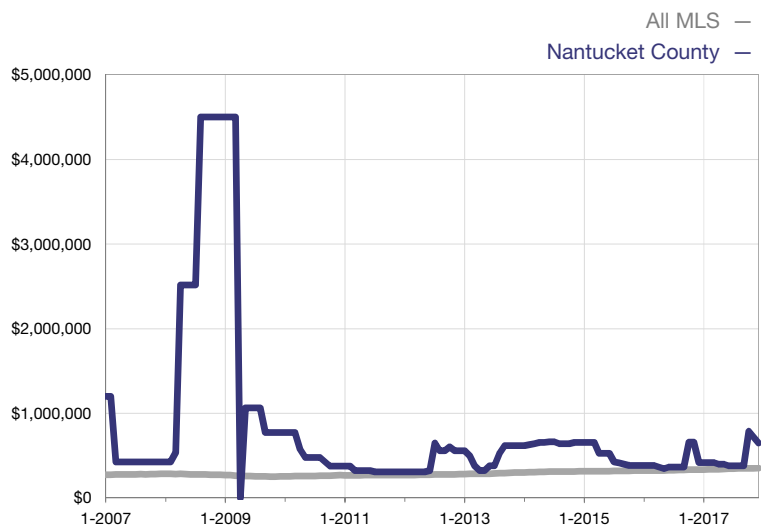
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2017

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Norfolk County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	307	301	- 2.0%	6,309	6,397	+ 1.4%
Closed Sales	503	468	- 7.0%	6,270	6,451	+ 2.9%
Median Sales Price*	\$450,000	\$487,750	+ 8.4%	\$455,000	\$489,900	+ 7.7%
Inventory of Homes for Sale	1,034	688	- 33.5%	--	--	--
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	66	59	- 10.6%	70	57	- 18.6%
Percent of Original List Price Received*	95.9%	96.9%	+ 1.0%	97.2%	98.1%	+ 0.9%
New Listings	209	208	- 0.5%	8,027	7,848	- 2.2%

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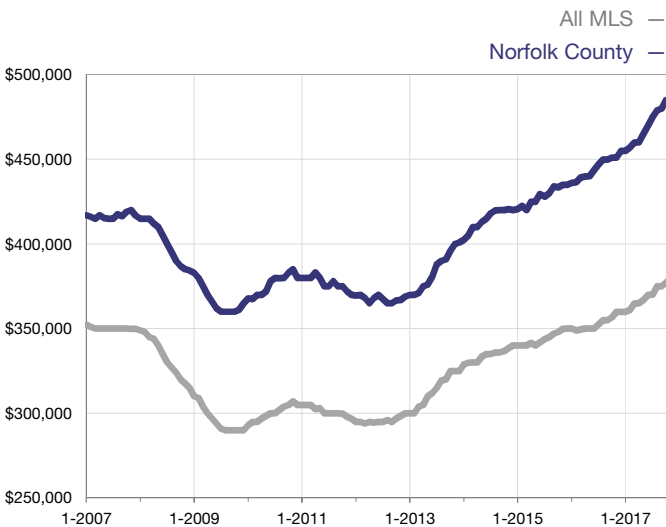
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	107	116	+ 8.4%	2,344	2,488	+ 6.1%
Closed Sales	192	179	- 6.8%	2,284	2,428	+ 6.3%
Median Sales Price*	\$333,000	\$340,000	+ 2.1%	\$325,000	\$359,250	+ 10.5%
Inventory of Homes for Sale	286	196	- 31.5%	--	--	--
Months Supply of Inventory	1.5	1.0	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	51	48	- 5.9%	58	42	- 27.6%
Percent of Original List Price Received*	98.1%	98.9%	+ 0.8%	98.9%	99.9%	+ 1.0%
New Listings	94	90	- 4.3%	2,799	2,873	+ 2.6%

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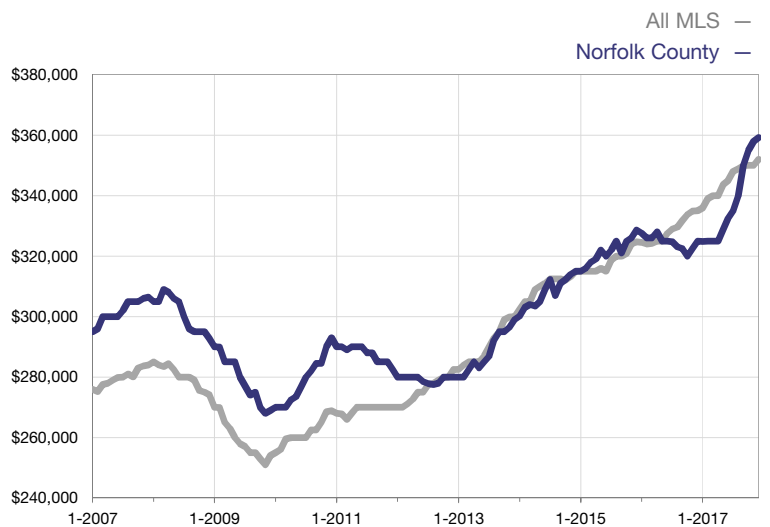
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2017

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Plymouth County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	338	350	+ 3.6%	6,310	6,313	+ 0.0%
Closed Sales	528	454	- 14.0%	6,261	6,252	- 0.1%
Median Sales Price*	\$342,750	\$350,000	+ 2.1%	\$338,000	\$357,000	+ 5.6%
Inventory of Homes for Sale	1,460	1,075	- 26.4%	--	--	--
Months Supply of Inventory	2.8	2.1	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	78	68	- 12.8%	88	67	- 23.9%
Percent of Original List Price Received*	96.0%	96.4%	+ 0.4%	96.3%	97.4%	+ 1.1%
New Listings	337	288	- 14.5%	8,381	8,223	- 1.9%

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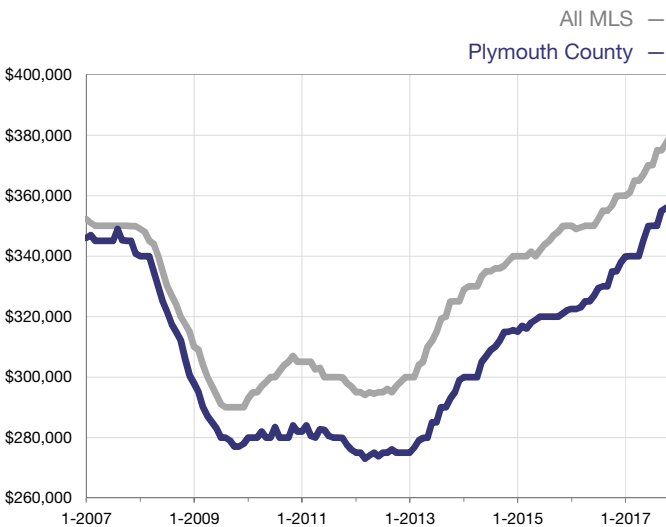
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	55	70	+ 27.3%	1,036	1,324	+ 27.8%
Closed Sales	67	100	+ 49.3%	1,047	1,229	+ 17.4%
Median Sales Price*	\$237,500	\$274,250	+ 15.5%	\$255,000	\$280,000	+ 9.8%
Inventory of Homes for Sale	296	214	- 27.7%	--	--	--
Months Supply of Inventory	3.4	2.1	- 38.2%	--	--	--
Cumulative Days on Market Until Sale	60	51	- 15.0%	91	72	- 20.9%
Percent of Original List Price Received*	96.5%	98.7%	+ 2.3%	97.2%	98.2%	+ 1.0%
New Listings	69	64	- 7.2%	1,411	1,603	+ 13.6%

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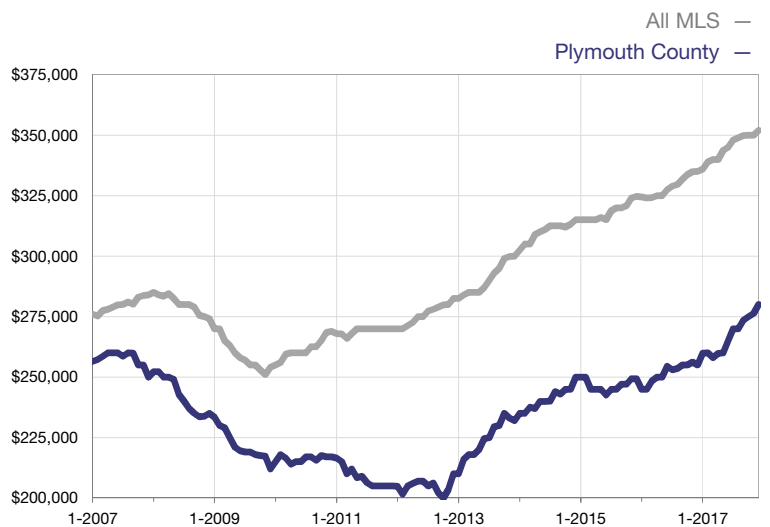
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2017

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Suffolk County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	78	80	+ 2.6%	1,399	1,377	- 1.6%
Closed Sales	133	88	- 33.8%	1,369	1,350	- 1.4%
Median Sales Price*	\$452,000	\$517,000	+ 14.4%	\$461,500	\$510,000	+ 10.5%
Inventory of Homes for Sale	180	98	- 45.6%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	44	42	- 4.5%	52	42	- 19.2%
Percent of Original List Price Received*	98.8%	98.1%	- 0.7%	98.7%	99.5%	+ 0.8%
New Listings	43	43	0.0%	1,760	1,694	- 3.8%

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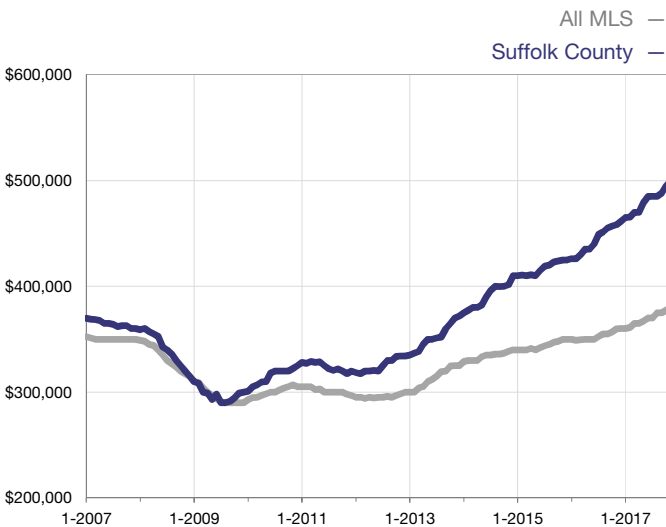
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	206	268	+ 30.1%	4,730	5,018	+ 6.1%
Closed Sales	396	336	- 15.2%	4,759	4,788	+ 0.6%
Median Sales Price*	\$522,500	\$579,500	+ 10.9%	\$538,000	\$570,500	+ 6.0%
Inventory of Homes for Sale	630	490	- 22.2%	--	--	--
Months Supply of Inventory	1.6	1.2	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	47	52	+ 10.6%	48	41	- 14.6%
Percent of Original List Price Received*	98.0%	98.0%	0.0%	99.7%	99.9%	+ 0.2%
New Listings	179	173	- 3.4%	5,924	6,350	+ 7.2%

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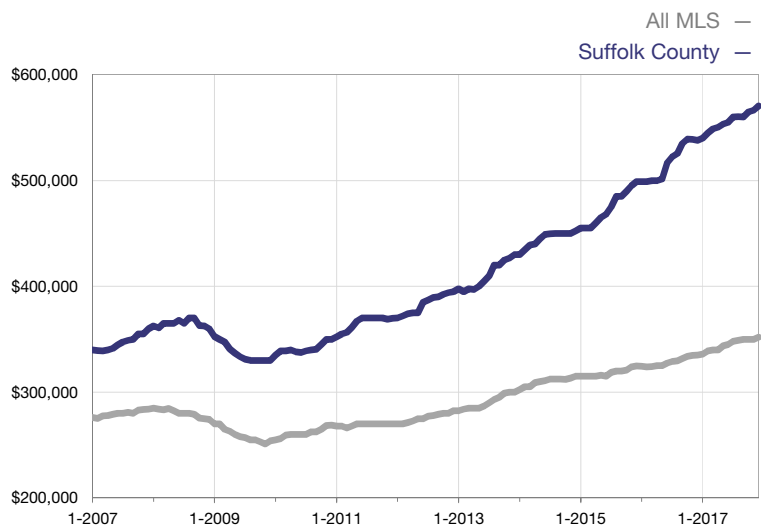
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – December 2017

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Worcester County

Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	447	493	+ 10.3%	8,464	8,639	+ 2.1%
Closed Sales	703	699	- 0.6%	8,388	8,501	+ 1.3%
Median Sales Price*	\$255,000	\$265,000	+ 3.9%	\$255,000	\$269,900	+ 5.8%
Inventory of Homes for Sale	1,990	1,363	- 31.5%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	71	62	- 12.7%	90	63	- 30.0%
Percent of Original List Price Received*	95.9%	96.0%	+ 0.1%	96.2%	97.4%	+ 1.2%
New Listings	375	424	+ 13.1%	10,985	10,868	- 1.1%

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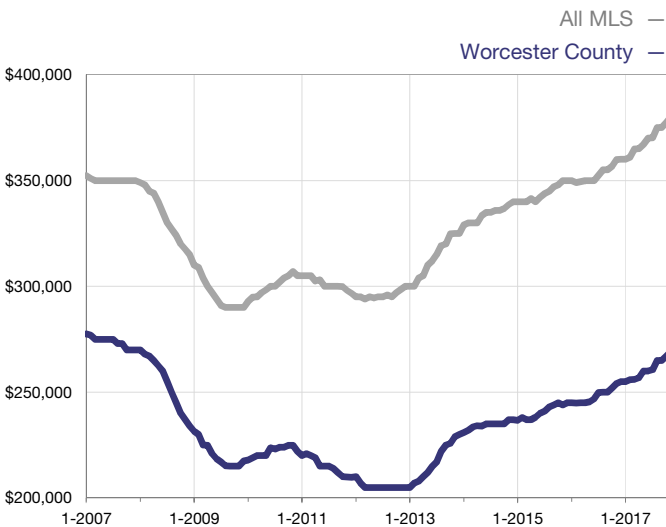
Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	89	97	+ 9.0%	1,727	1,853	+ 7.3%
Closed Sales	143	147	+ 2.8%	1,708	1,842	+ 7.8%
Median Sales Price*	\$180,000	\$219,900	+ 22.2%	\$192,125	\$208,000	+ 8.3%
Inventory of Homes for Sale	374	260	- 30.5%	--	--	--
Months Supply of Inventory	2.6	1.7	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	72	68	- 5.6%	88	66	- 25.0%
Percent of Original List Price Received*	96.4%	97.9%	+ 1.6%	96.6%	97.8%	+ 1.2%
New Listings	85	87	+ 2.4%	2,162	2,163	+ 0.0%

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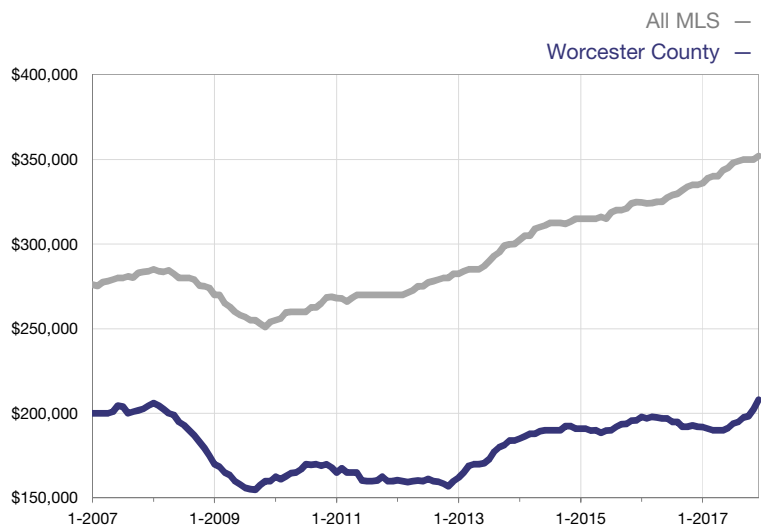
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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