

# Local Market Update – February 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Barnstable County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	344	<b>376</b>	+ 9.3%	634	<b>668</b>	+ 5.4%
Closed Sales	229	<b>227</b>	- 0.9%	553	<b>530</b>	- 4.2%
Median Sales Price*	\$375,000	<b>\$381,000</b>	+ 1.6%	\$373,000	<b>\$397,000</b>	+ 6.4%
Inventory of Homes for Sale	2,593	<b>1,743</b>	- 32.8%	--	--	--
Months Supply of Inventory	5.8	<b>4.2</b>	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	151	<b>133</b>	- 11.9%	134	<b>119</b>	- 11.2%
Percent of Original List Price Received*	92.2%	<b>92.3%</b>	+ 0.1%	92.6%	<b>93.0%</b>	+ 0.4%
New Listings	491	<b>498</b>	+ 1.4%	911	<b>838</b>	- 8.0%

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

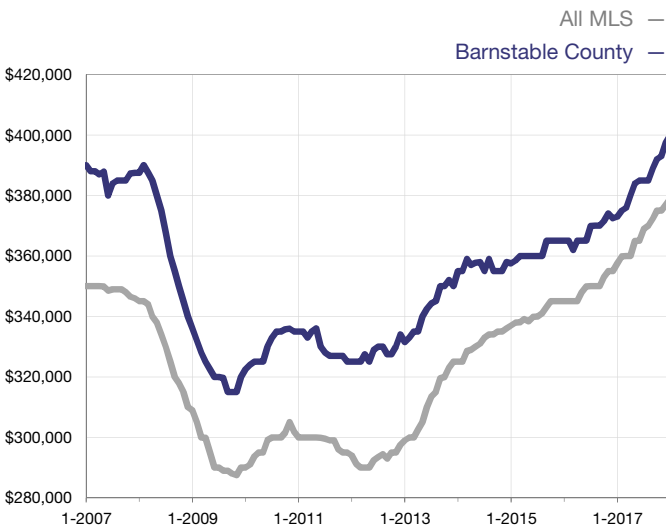
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	68	<b>95</b>	+ 39.7%	142	<b>171</b>	+ 20.4%
Closed Sales	46	<b>55</b>	+ 19.6%	115	<b>127</b>	+ 10.4%
Median Sales Price*	\$239,500	<b>\$340,000</b>	+ 42.0%	\$245,000	<b>\$279,000</b>	+ 13.9%
Inventory of Homes for Sale	582	<b>418</b>	- 28.2%	--	--	--
Months Supply of Inventory	5.9	<b>4.1</b>	- 30.5%	--	--	--
Cumulative Days on Market Until Sale	131	<b>130</b>	- 0.8%	147	<b>135</b>	- 8.2%
Percent of Original List Price Received*	91.1%	<b>94.3%</b>	+ 3.5%	93.0%	<b>94.4%</b>	+ 1.5%
New Listings	90	<b>123</b>	+ 36.7%	197	<b>223</b>	+ 13.2%

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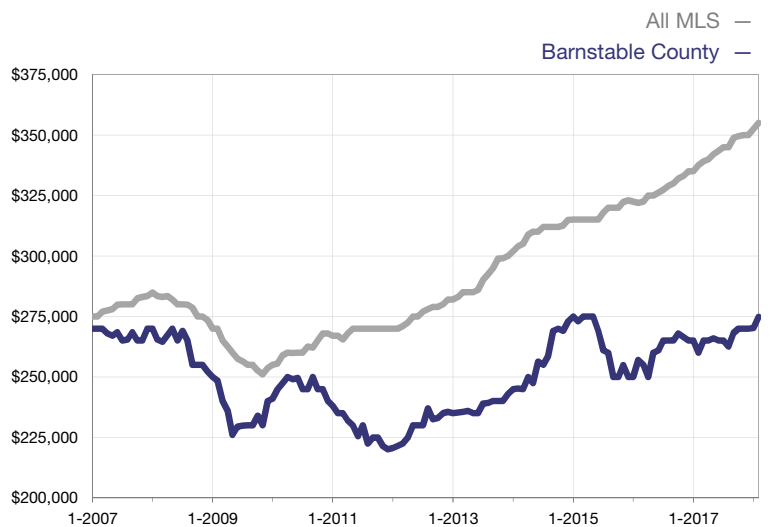
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2018

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## Berkshire County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	98	<b>98</b>	0.0%	184	<b>161</b>	- 12.5%
Closed Sales	84	<b>50</b>	- 40.5%	166	<b>124</b>	- 25.3%
Median Sales Price*	\$207,750	<b>\$219,600</b>	+ 5.7%	\$191,250	<b>\$207,100</b>	+ 8.3%
Inventory of Homes for Sale	945	<b>708</b>	- 25.1%	--	--	--
Months Supply of Inventory	8.2	<b>6.1</b>	- 25.6%	--	--	--
Cumulative Days on Market Until Sale	152	<b>152</b>	0.0%	141	<b>150</b>	+ 6.4%
Percent of Original List Price Received*	86.8%	<b>89.4%</b>	+ 3.0%	87.4%	<b>88.4%</b>	+ 1.1%
New Listings	105	<b>126</b>	+ 20.0%	236	<b>221</b>	- 6.4%

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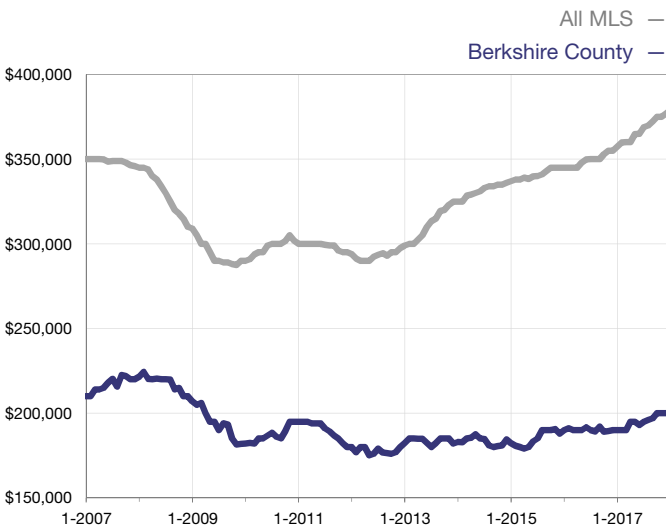
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	<b>2</b>	- 75.0%	12	<b>10</b>	- 16.7%
Closed Sales	6	<b>5</b>	- 16.7%	9	<b>15</b>	+ 66.7%
Median Sales Price*	\$206,950	<b>\$1,595,000</b>	+ 670.7%	\$220,000	<b>\$200,000</b>	- 9.1%
Inventory of Homes for Sale	183	<b>131</b>	- 28.4%	--	--	--
Months Supply of Inventory	20.0	<b>11.3</b>	- 43.5%	--	--	--
Cumulative Days on Market Until Sale	175	<b>256</b>	+ 46.3%	191	<b>220</b>	+ 15.2%
Percent of Original List Price Received*	92.9%	<b>98.0%</b>	+ 5.5%	94.9%	<b>90.1%</b>	- 5.1%
New Listings	13	<b>7</b>	- 46.2%	22	<b>14</b>	- 36.4%

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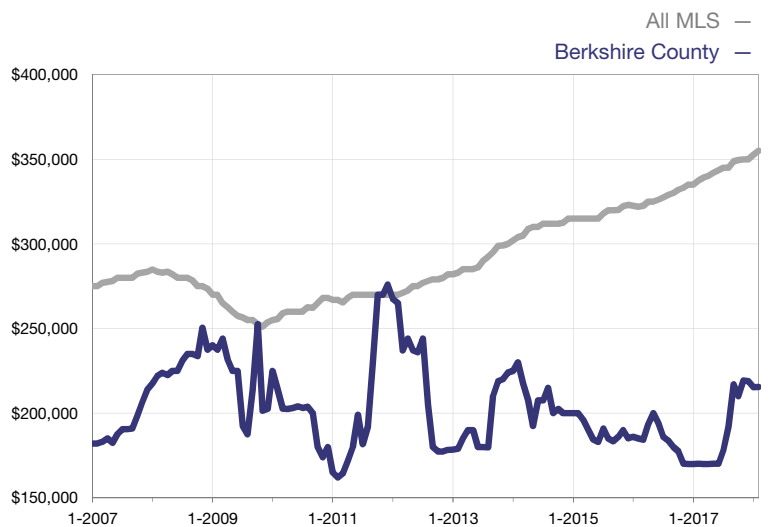
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2018

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## Bristol County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	330	<b>365</b>	+ 10.6%	596	<b>648</b>	+ 8.7%
Closed Sales	237	<b>224</b>	- 5.5%	521	<b>502</b>	- 3.6%
Median Sales Price*	\$267,000	<b>\$295,000</b>	+ 10.5%	\$273,000	<b>\$285,500</b>	+ 4.6%
Inventory of Homes for Sale	1,132	<b>899</b>	- 20.6%	--	--	--
Months Supply of Inventory	2.8	<b>2.2</b>	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	79	<b>87</b>	+ 10.1%	78	<b>78</b>	0.0%
Percent of Original List Price Received*	95.6%	<b>94.9%</b>	- 0.7%	95.9%	<b>95.8%</b>	- 0.1%
New Listings	360	<b>430</b>	+ 19.4%	742	<b>751</b>	+ 1.2%

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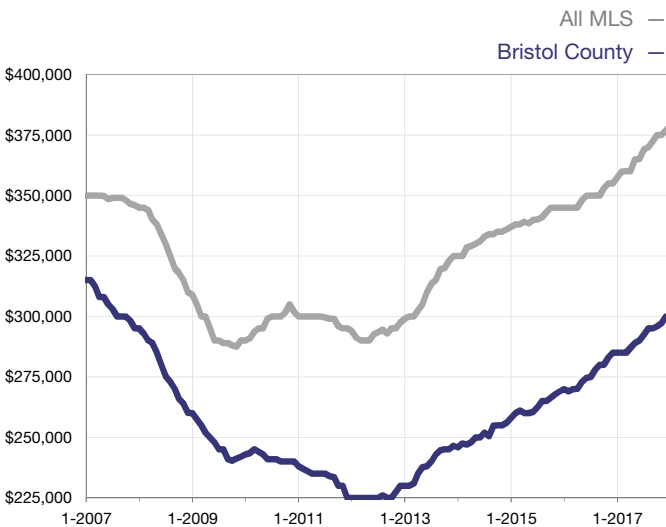
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	74	<b>59</b>	- 20.3%	135	<b>89</b>	- 34.1%
Closed Sales	51	<b>26</b>	- 49.0%	89	<b>71</b>	- 20.2%
Median Sales Price*	\$197,900	<b>\$216,000</b>	+ 9.1%	\$203,000	<b>\$220,000</b>	+ 8.4%
Inventory of Homes for Sale	157	<b>130</b>	- 17.2%	--	--	--
Months Supply of Inventory	2.2	<b>1.8</b>	- 18.2%	--	--	--
Cumulative Days on Market Until Sale	82	<b>81</b>	- 1.2%	73	<b>78</b>	+ 6.8%
Percent of Original List Price Received*	96.1%	<b>97.3%</b>	+ 1.2%	96.7%	<b>96.5%</b>	- 0.2%
New Listings	77	<b>87</b>	+ 13.0%	147	<b>130</b>	- 11.6%

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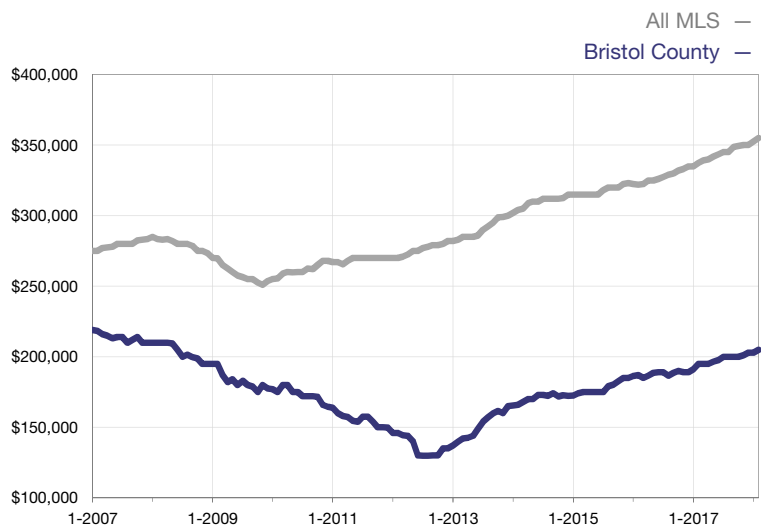
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2018

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## Dukes County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	17	13	- 23.5%	29	21	- 27.6%
Closed Sales	5	5	0.0%	20	23	+ 15.0%
Median Sales Price*	\$540,000	<b>\$712,500</b>	+ 31.9%	\$655,750	<b>\$1,066,875</b>	+ 62.7%
Inventory of Homes for Sale	163	132	- 19.0%	--	--	--
Months Supply of Inventory	11.4	8.5	- 25.4%	--	--	--
Cumulative Days on Market Until Sale	105	80	- 23.8%	151	139	- 7.9%
Percent of Original List Price Received*	92.5%	96.5%	+ 4.3%	88.3%	93.2%	+ 5.5%
New Listings	17	28	+ 64.7%	48	53	+ 10.4%

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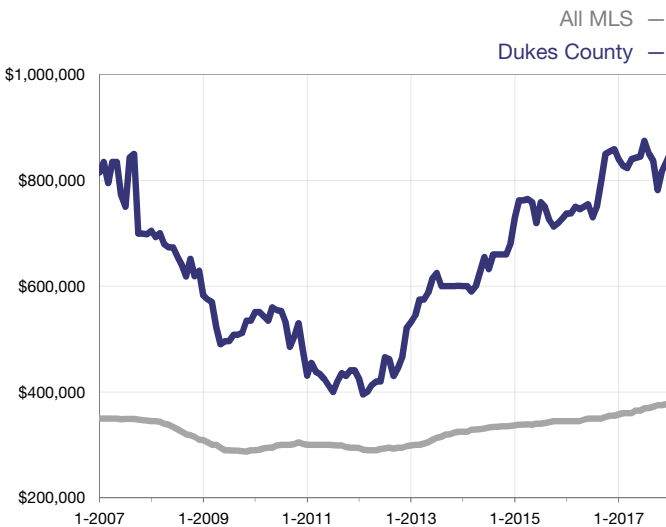
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	1	0.0%	2	1	- 50.0%
Closed Sales	1	1	0.0%	3	2	- 33.3%
Median Sales Price*	\$540,000	<b>\$910,000</b>	+ 68.5%	\$555,000	<b>\$670,000</b>	+ 20.7%
Inventory of Homes for Sale	13	6	- 53.8%	--	--	--
Months Supply of Inventory	8.3	4.4	- 47.0%	--	--	--
Cumulative Days on Market Until Sale	242	15	- 93.8%	153	31	- 79.7%
Percent of Original List Price Received*	74.1%	98.4%	+ 32.8%	86.9%	96.0%	+ 10.5%
New Listings	1	1	0.0%	2	3	+ 50.0%

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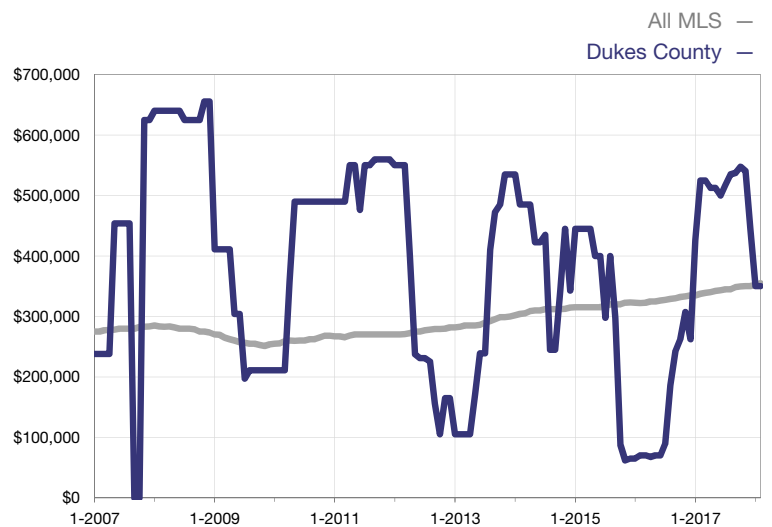
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Essex County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	357	<b>387</b>	+ 8.4%	685	<b>714</b>	+ 4.2%
Closed Sales	267	<b>276</b>	+ 3.4%	679	<b>680</b>	+ 0.1%
Median Sales Price*	\$374,000	<b>\$405,500</b>	+ 8.4%	\$395,000	<b>\$420,000</b>	+ 6.3%
Inventory of Homes for Sale	934	<b>693</b>	- 25.8%	--	--	--
Months Supply of Inventory	1.8	<b>1.3</b>	- 27.8%	--	--	--
Cumulative Days on Market Until Sale	72	<b>71</b>	- 1.4%	68	<b>66</b>	- 2.9%
Percent of Original List Price Received*	96.2%	<b>96.5%</b>	+ 0.3%	96.1%	<b>96.8%</b>	+ 0.7%
New Listings	417	<b>483</b>	+ 15.8%	810	<b>794</b>	- 2.0%

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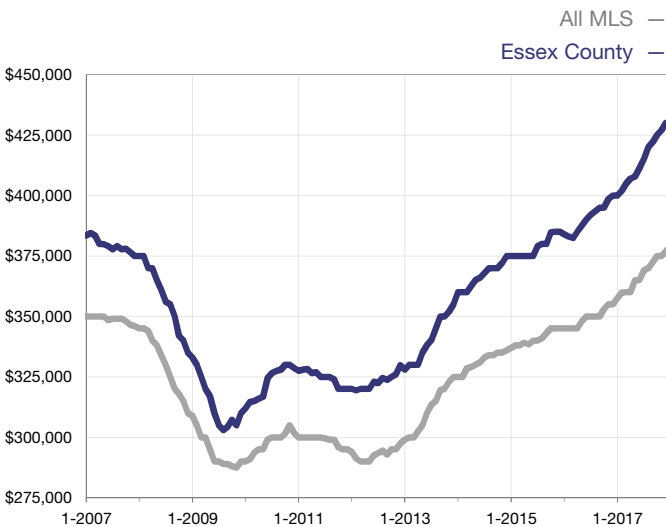
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	172	<b>195</b>	+ 13.4%	368	<b>400</b>	+ 8.7%
Closed Sales	129	<b>146</b>	+ 13.2%	326	<b>312</b>	- 4.3%
Median Sales Price*	\$260,000	<b>\$258,500</b>	- 0.6%	\$289,450	<b>\$284,000</b>	- 1.9%
Inventory of Homes for Sale	448	<b>272</b>	- 39.3%	--	--	--
Months Supply of Inventory	1.9	<b>1.1</b>	- 42.1%	--	--	--
Cumulative Days on Market Until Sale	63	<b>62</b>	- 1.6%	67	<b>57</b>	- 14.9%
Percent of Original List Price Received*	98.0%	<b>98.7%</b>	+ 0.7%	97.3%	<b>98.4%</b>	+ 1.1%
New Listings	193	<b>205</b>	+ 6.2%	453	<b>425</b>	- 6.2%

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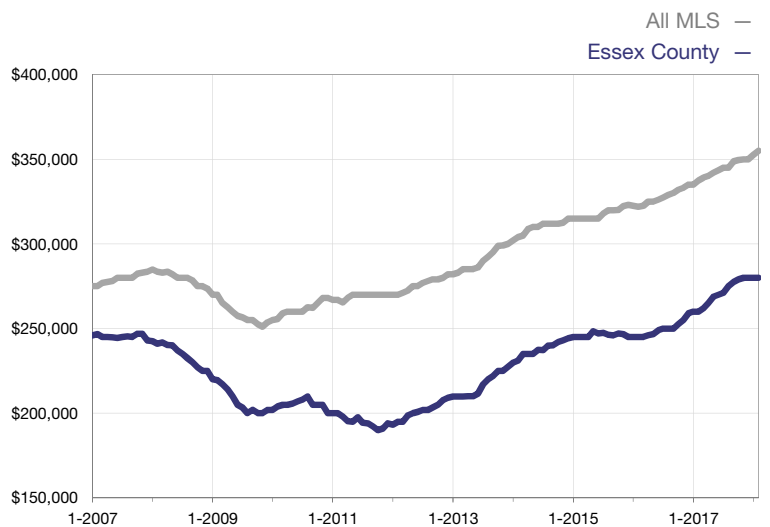
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2018

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## Franklin County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	41	<b>32</b>	- 22.0%	71	<b>60</b>	- 15.5%
Closed Sales	22	<b>30</b>	+ 36.4%	59	<b>77</b>	+ 30.5%
Median Sales Price*	\$144,000	<b>\$210,000</b>	+ 45.8%	\$174,900	<b>\$185,000</b>	+ 5.8%
Inventory of Homes for Sale	244	<b>145</b>	- 40.6%	--	--	--
Months Supply of Inventory	4.7	<b>2.6</b>	- 44.7%	--	--	--
Cumulative Days on Market Until Sale	108	<b>150</b>	+ 38.9%	120	<b>122</b>	+ 1.7%
Percent of Original List Price Received*	98.6%	<b>94.6%</b>	- 4.1%	92.9%	<b>94.6%</b>	+ 1.8%
New Listings	38	<b>27</b>	- 28.9%	86	<b>58</b>	- 32.6%

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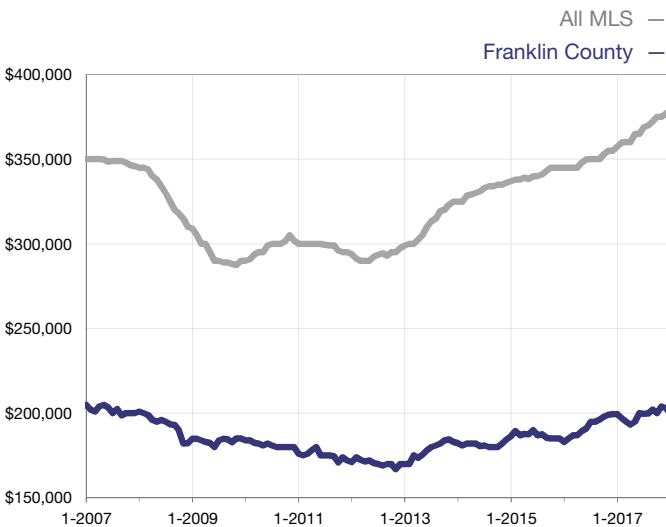
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	<b>1</b>	- 66.7%	5	<b>3</b>	- 40.0%
Closed Sales	1	<b>1</b>	0.0%	5	<b>1</b>	- 80.0%
Median Sales Price*	\$170,000	<b>\$163,000</b>	- 4.1%	\$218,000	<b>\$163,000</b>	- 25.2%
Inventory of Homes for Sale	14	<b>11</b>	- 21.4%	--	--	--
Months Supply of Inventory	3.2	<b>2.6</b>	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	461	<b>73</b>	- 84.2%	362	<b>73</b>	- 79.8%
Percent of Original List Price Received*	94.5%	<b>95.9%</b>	+ 1.5%	87.7%	<b>95.9%</b>	+ 9.4%
New Listings	1	<b>2</b>	+ 100.0%	3	<b>3</b>	0.0%

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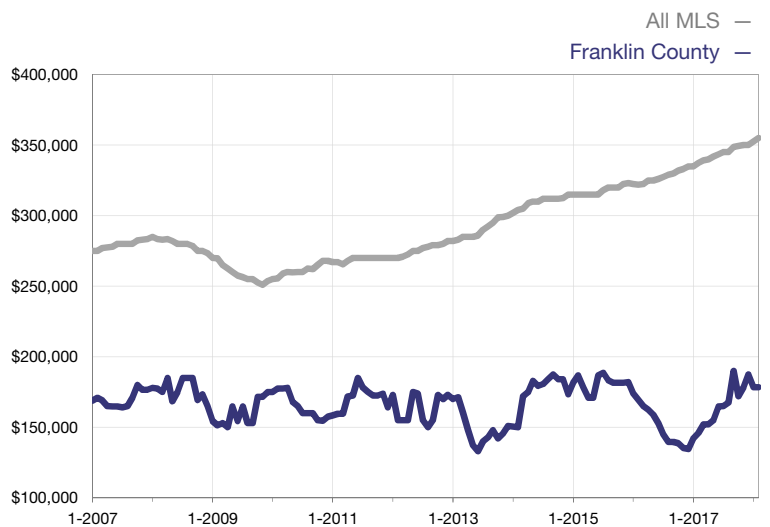
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Hampden County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	264	<b>318</b>	+ 20.5%	532	<b>580</b>	+ 9.0%
Closed Sales	174	<b>215</b>	+ 23.6%	395	<b>497</b>	+ 25.8%
Median Sales Price*	\$165,000	<b>\$178,000</b>	+ 7.9%	\$169,750	<b>\$184,900</b>	+ 8.9%
Inventory of Homes for Sale	1,051	<b>701</b>	- 33.3%	--	--	--
Months Supply of Inventory	3.2	<b>2.0</b>	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	97	<b>70</b>	- 27.8%	92	<b>73</b>	- 20.7%
Percent of Original List Price Received*	93.7%	<b>96.2%</b>	+ 2.7%	94.1%	<b>95.3%</b>	+ 1.3%
New Listings	334	<b>335</b>	+ 0.3%	673	<b>625</b>	- 7.1%

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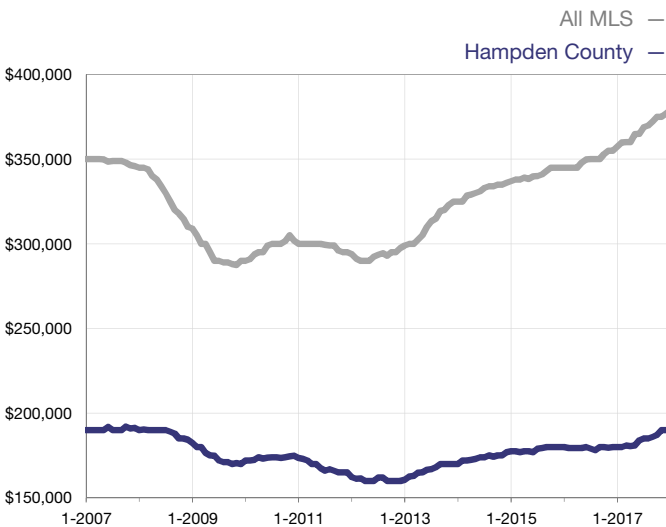
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	34	<b>42</b>	+ 23.5%	72	<b>80</b>	+ 11.1%
Closed Sales	26	<b>31</b>	+ 19.2%	59	<b>62</b>	+ 5.1%
Median Sales Price*	\$140,000	<b>\$115,000</b>	- 17.9%	\$138,000	<b>\$131,950</b>	- 4.4%
Inventory of Homes for Sale	164	<b>125</b>	- 23.8%	--	--	--
Months Supply of Inventory	3.8	<b>2.9</b>	- 23.7%	--	--	--
Cumulative Days on Market Until Sale	138	<b>84</b>	- 39.1%	140	<b>95</b>	- 32.1%
Percent of Original List Price Received*	92.1%	<b>95.4%</b>	+ 3.6%	92.4%	<b>95.9%</b>	+ 3.8%
New Listings	44	<b>46</b>	+ 4.5%	96	<b>83</b>	- 13.5%

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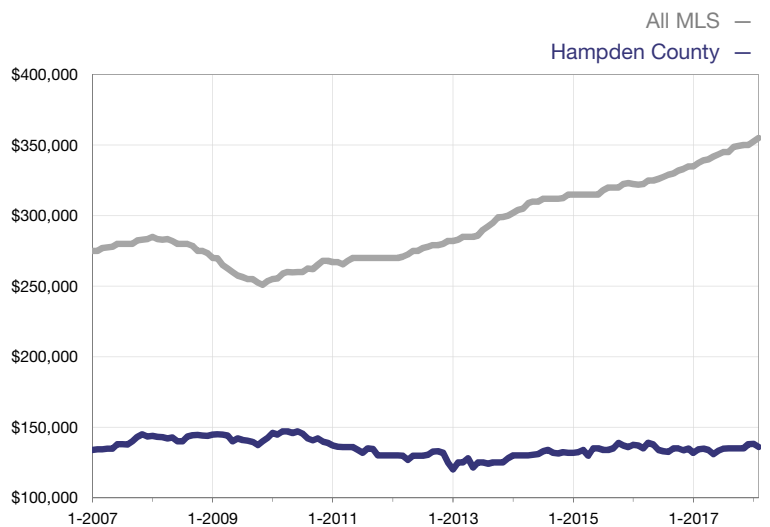
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Hampshire County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	60	<b>74</b>	+ 23.3%	130	<b>145</b>	+ 11.5%
Closed Sales	47	<b>60</b>	+ 27.7%	136	<b>145</b>	+ 6.6%
Median Sales Price*	\$244,000	<b>\$285,000</b>	+ 16.8%	\$244,000	<b>\$256,162</b>	+ 5.0%
Inventory of Homes for Sale	373	<b>300</b>	- 19.6%	--	--	--
Months Supply of Inventory	3.4	<b>2.8</b>	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	182	<b>106</b>	- 41.8%	125	<b>104</b>	- 16.8%
Percent of Original List Price Received*	92.4%	<b>94.1%</b>	+ 1.8%	92.8%	<b>93.5%</b>	+ 0.8%
New Listings	80	<b>95</b>	+ 18.8%	181	<b>184</b>	+ 1.7%

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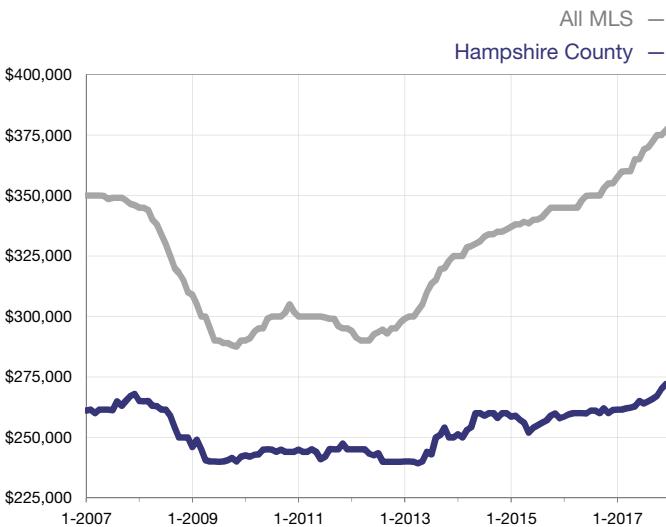
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	11	<b>20</b>	+ 81.8%	25	<b>40</b>	+ 60.0%
Closed Sales	7	<b>18</b>	+ 157.1%	32	<b>31</b>	- 3.1%
Median Sales Price*	\$162,500	<b>\$213,000</b>	+ 31.1%	\$189,000	<b>\$205,000</b>	+ 8.5%
Inventory of Homes for Sale	95	<b>77</b>	- 18.9%	--	--	--
Months Supply of Inventory	3.8	<b>2.8</b>	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	189	<b>132</b>	- 30.2%	118	<b>130</b>	+ 10.2%
Percent of Original List Price Received*	89.5%	<b>96.7%</b>	+ 8.0%	95.5%	<b>97.3%</b>	+ 1.9%
New Listings	19	<b>16</b>	- 15.8%	37	<b>46</b>	+ 24.3%

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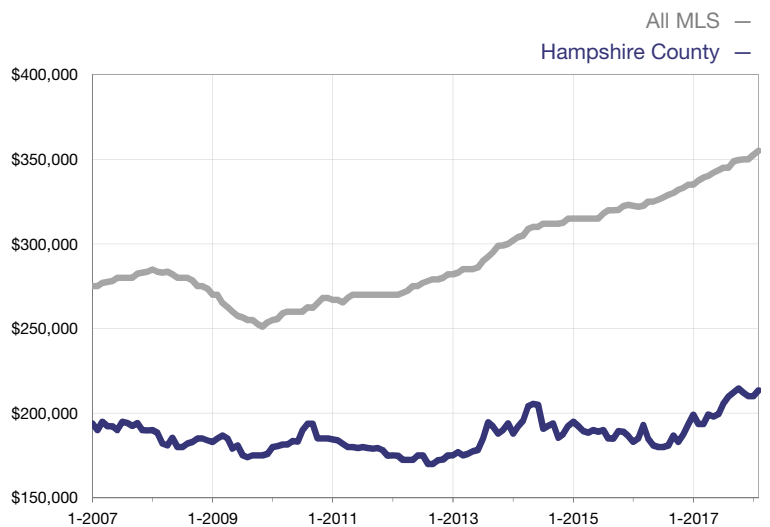
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2018

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## Middlesex County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	651	<b>687</b>	+ 5.5%	1,247	<b>1,250</b>	+ 0.2%
Closed Sales	407	<b>400</b>	- 1.7%	1,017	<b>1,020</b>	+ 0.3%
Median Sales Price*	\$472,500	<b>\$521,250</b>	+ 10.3%	\$473,000	<b>\$526,000</b>	+ 11.2%
Inventory of Homes for Sale	1,344	<b>1,057</b>	- 21.4%	--	--	--
Months Supply of Inventory	1.4	<b>1.1</b>	- 21.4%	--	--	--
Cumulative Days on Market Until Sale	77	<b>62</b>	- 19.5%	72	<b>57</b>	- 20.8%
Percent of Original List Price Received*	97.1%	<b>98.3%</b>	+ 1.2%	97.0%	<b>98.1%</b>	+ 1.1%
New Listings	778	<b>859</b>	+ 10.4%	1,472	<b>1,461</b>	- 0.7%

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

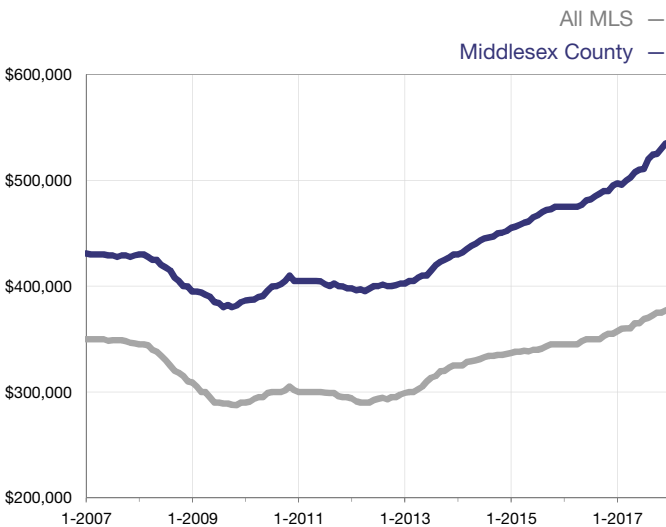
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	370	<b>422</b>	+ 14.1%	736	<b>721</b>	- 2.0%
Closed Sales	261	<b>230</b>	- 11.9%	626	<b>546</b>	- 12.8%
Median Sales Price*	\$399,000	<b>\$412,000</b>	+ 3.3%	\$400,000	<b>\$419,939</b>	+ 5.0%
Inventory of Homes for Sale	564	<b>387</b>	- 31.4%	--	--	--
Months Supply of Inventory	1.1	<b>0.8</b>	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	51	<b>51</b>	0.0%	51	<b>50</b>	- 2.0%
Percent of Original List Price Received*	99.5%	<b>100.1%</b>	+ 0.6%	99.1%	<b>99.6%</b>	+ 0.5%
New Listings	392	<b>452</b>	+ 15.3%	852	<b>812</b>	- 4.7%

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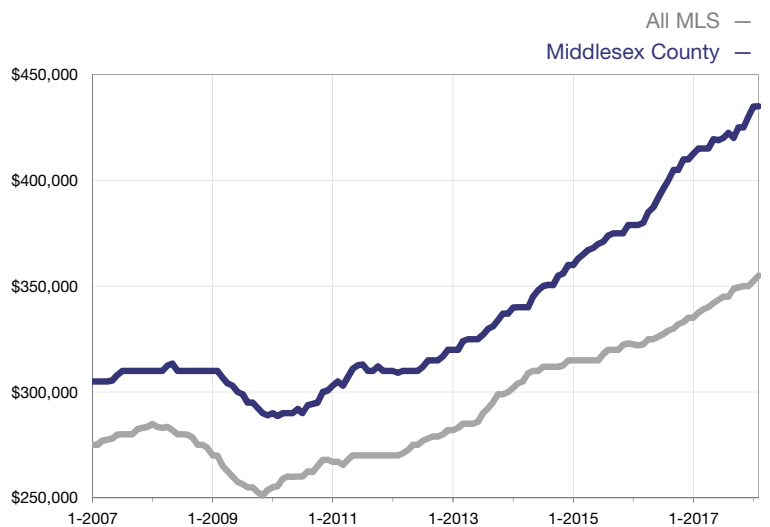
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2018

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## Nantucket County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	1	2	+ 100.0%	2	3	+ 50.0%
Closed Sales	0	2	--	3	6	+ 100.0%
Median Sales Price*	\$0	<b>\$4,100,000</b>	--	\$895,000	<b>\$2,775,000</b>	+ 210.1%
Inventory of Homes for Sale	26	40	+ 53.8%	--	--	--
Months Supply of Inventory	10.4	8.9	- 14.4%	--	--	--
Cumulative Days on Market Until Sale	0	103	--	95	139	+ 46.3%
Percent of Original List Price Received*	0.0%	89.2%	--	84.9%	86.9%	+ 2.4%
New Listings	2	8	+ 300.0%	4	16	+ 300.0%

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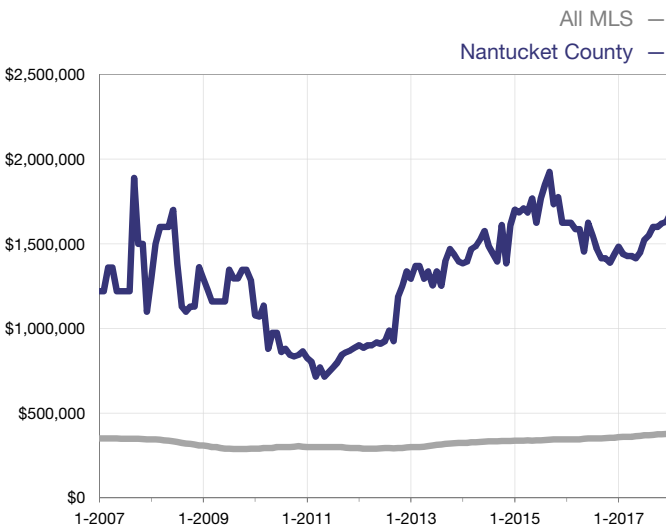
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	0	0	--	1	1	0.0%
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	1.6	--	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	0	1	--	1	2	+ 100.0%

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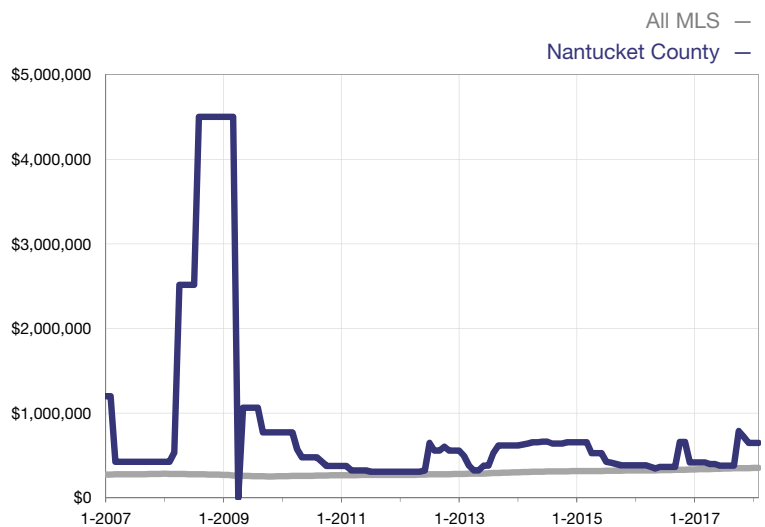
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2018

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## Norfolk County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	387	420	+ 8.5%	764	754	- 1.3%
Closed Sales	280	236	- 15.7%	697	594	- 14.8%
Median Sales Price*	\$445,000	<b>\$456,250</b>	+ 2.5%	\$448,604	<b>\$460,000</b>	+ 2.5%
Inventory of Homes for Sale	988	763	- 22.8%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	85	74	- 12.9%	78	67	- 14.1%
Percent of Original List Price Received*	96.6%	97.8%	+ 1.2%	96.1%	97.0%	+ 0.9%
New Listings	487	565	+ 16.0%	916	953	+ 4.0%

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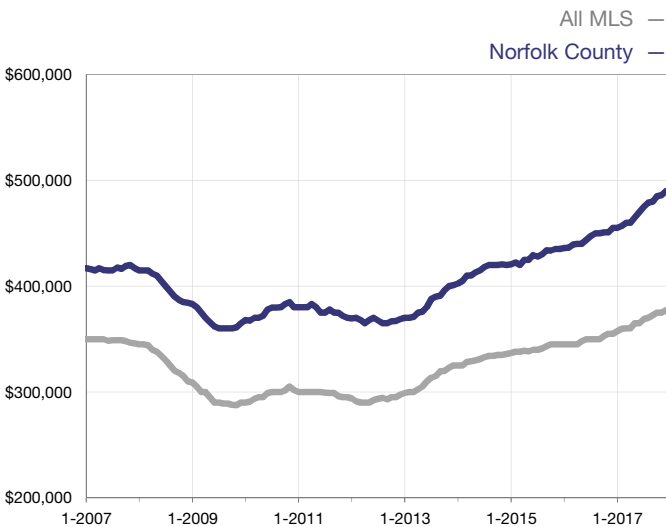
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	136	165	+ 21.3%	300	319	+ 6.3%
Closed Sales	119	116	- 2.5%	251	241	- 4.0%
Median Sales Price*	\$310,000	<b>\$375,000</b>	+ 21.0%	\$310,000	<b>\$360,000</b>	+ 16.1%
Inventory of Homes for Sale	336	242	- 28.0%	--	--	--
Months Supply of Inventory	1.7	1.2	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	56	49	- 12.5%	57	53	- 7.0%
Percent of Original List Price Received*	99.3%	98.5%	- 0.8%	97.8%	97.8%	0.0%
New Listings	217	201	- 7.4%	403	376	- 6.7%

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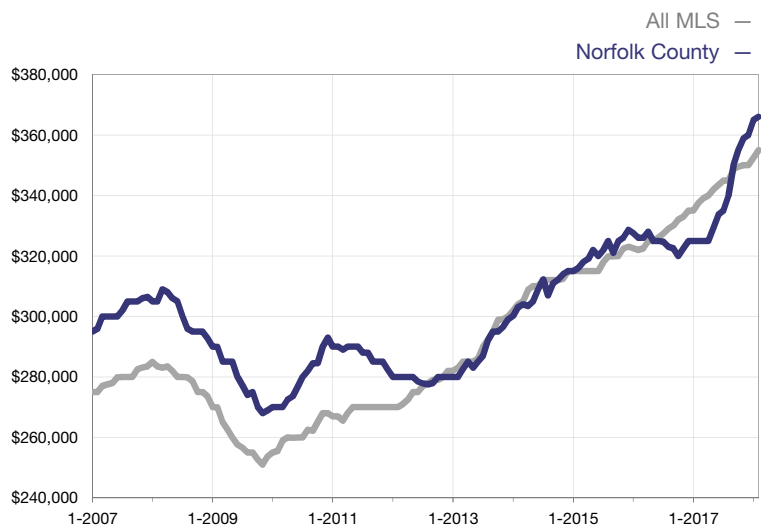
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2018

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## Plymouth County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	403	<b>492</b>	+ 22.1%	738	<b>872</b>	+ 18.2%
Closed Sales	308	<b>254</b>	- 17.5%	678	<b>613</b>	- 9.6%
Median Sales Price*	\$315,000	<b>\$349,950</b>	+ 11.1%	\$320,000	<b>\$350,000</b>	+ 9.4%
Inventory of Homes for Sale	1,431	<b>958</b>	- 33.1%	--	--	--
Months Supply of Inventory	2.7	<b>1.9</b>	- 29.6%	--	--	--
Cumulative Days on Market Until Sale	100	<b>91</b>	- 9.0%	87	<b>78</b>	- 10.3%
Percent of Original List Price Received*	96.0%	<b>95.2%</b>	- 0.8%	95.6%	<b>95.6%</b>	0.0%
New Listings	507	<b>511</b>	+ 0.8%	992	<b>936</b>	- 5.6%

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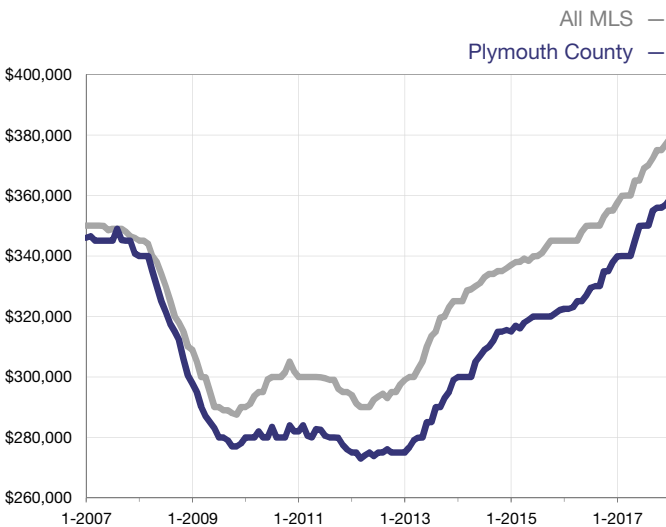
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	80	<b>114</b>	+ 42.5%	161	<b>194</b>	+ 20.5%
Closed Sales	43	<b>59</b>	+ 37.2%	114	<b>127</b>	+ 11.4%
Median Sales Price*	\$231,000	<b>\$265,000</b>	+ 14.7%	\$259,950	<b>\$280,000</b>	+ 7.7%
Inventory of Homes for Sale	305	<b>221</b>	- 27.5%	--	--	--
Months Supply of Inventory	3.5	<b>2.1</b>	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	59	<b>61</b>	+ 3.4%	81	<b>67</b>	- 17.3%
Percent of Original List Price Received*	97.9%	<b>100.3%</b>	+ 2.5%	96.9%	<b>98.8%</b>	+ 2.0%
New Listings	119	<b>134</b>	+ 12.6%	231	<b>227</b>	- 1.7%

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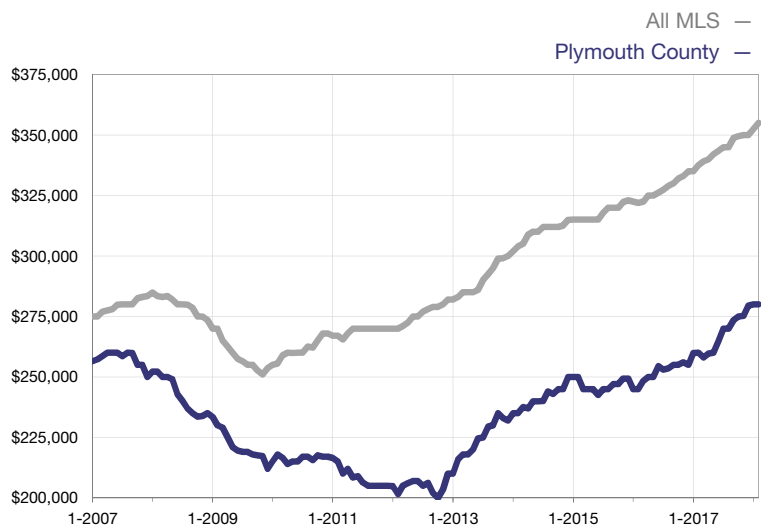
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2018

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## Suffolk County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	78	<b>73</b>	- 6.4%	143	<b>139</b>	- 2.8%
Closed Sales	59	<b>43</b>	- 27.1%	157	<b>145</b>	- 7.6%
Median Sales Price*	\$475,000	<b>\$515,000</b>	+ 8.4%	\$471,000	<b>\$520,000</b>	+ 10.4%
Inventory of Homes for Sale	172	<b>118</b>	- 31.4%	--	--	--
Months Supply of Inventory	1.5	<b>1.1</b>	- 26.7%	--	--	--
Cumulative Days on Market Until Sale	58	<b>45</b>	- 22.4%	55	<b>50</b>	- 9.1%
Percent of Original List Price Received*	96.2%	<b>96.2%</b>	0.0%	97.0%	<b>96.5%</b>	- 0.5%
New Listings	96	<b>96</b>	0.0%	185	<b>173</b>	- 6.5%

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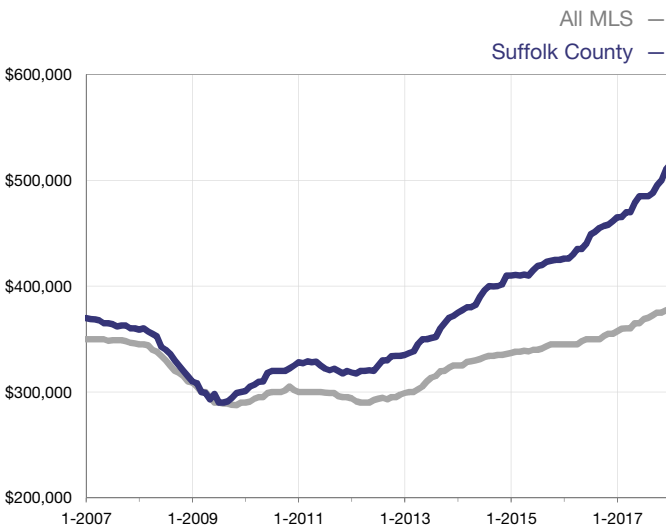
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	335	<b>424</b>	+ 26.6%	641	<b>701</b>	+ 9.4%
Closed Sales	191	<b>207</b>	+ 8.4%	453	<b>508</b>	+ 12.1%
Median Sales Price*	\$540,000	<b>\$629,500</b>	+ 16.6%	\$550,000	<b>\$590,000</b>	+ 7.3%
Inventory of Homes for Sale	623	<b>508</b>	- 18.5%	--	--	--
Months Supply of Inventory	1.6	<b>1.3</b>	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	56	<b>56</b>	0.0%	56	<b>53</b>	- 5.4%
Percent of Original List Price Received*	98.3%	<b>98.6%</b>	+ 0.3%	97.6%	<b>98.0%</b>	+ 0.4%
New Listings	398	<b>466</b>	+ 17.1%	778	<b>819</b>	+ 5.3%

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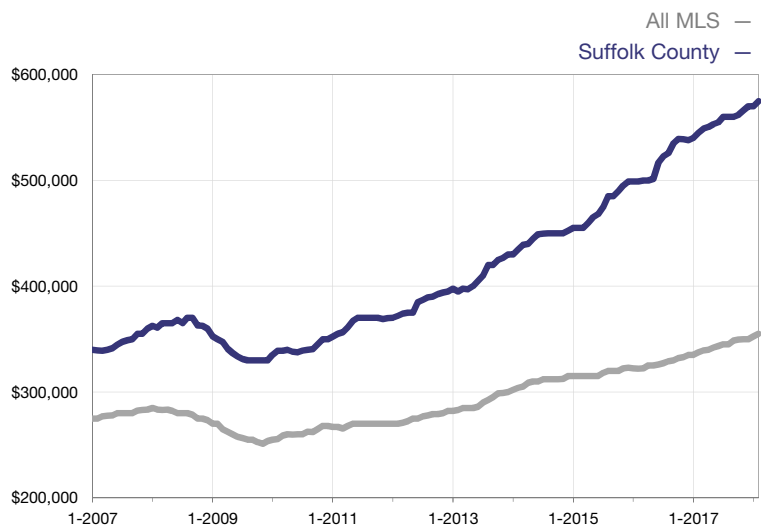
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – February 2018

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## Worcester County

### Single-Family Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	528	<b>605</b>	+ 14.6%	1,017	<b>1,120</b>	+ 10.1%
Closed Sales	430	<b>370</b>	- 14.0%	921	<b>896</b>	- 2.7%
Median Sales Price*	\$240,000	<b>\$259,500</b>	+ 8.1%	\$240,000	<b>\$260,000</b>	+ 8.3%
Inventory of Homes for Sale	1,819	<b>1,219</b>	- 33.0%	--	--	--
Months Supply of Inventory	2.6	<b>1.7</b>	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	87	<b>76</b>	- 12.6%	84	<b>71</b>	- 15.5%
Percent of Original List Price Received*	95.2%	<b>96.4%</b>	+ 1.3%	95.1%	<b>96.5%</b>	+ 1.5%
New Listings	609	<b>647</b>	+ 6.2%	1,210	<b>1,182</b>	- 2.3%

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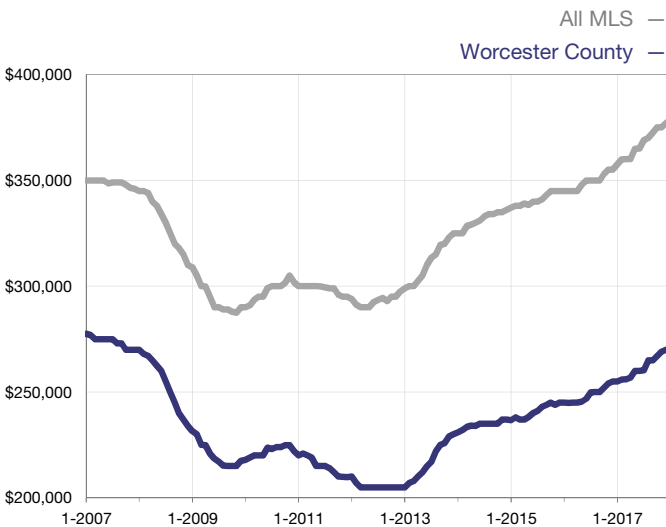
### Condominium Properties

Key Metrics	February			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	123	<b>124</b>	+ 0.8%	223	<b>238</b>	+ 6.7%
Closed Sales	92	<b>76</b>	- 17.4%	211	<b>187</b>	- 11.4%
Median Sales Price*	\$174,200	<b>\$180,250</b>	+ 3.5%	\$183,000	<b>\$176,000</b>	- 3.8%
Inventory of Homes for Sale	411	<b>254</b>	- 38.2%	--	--	--
Months Supply of Inventory	2.8	<b>1.7</b>	- 39.3%	--	--	--
Cumulative Days on Market Until Sale	78	<b>58</b>	- 25.6%	85	<b>54</b>	- 36.5%
Percent of Original List Price Received*	95.7%	<b>97.6%</b>	+ 2.0%	95.9%	<b>97.3%</b>	+ 1.5%
New Listings	142	<b>145</b>	+ 2.1%	314	<b>270</b>	- 14.0%

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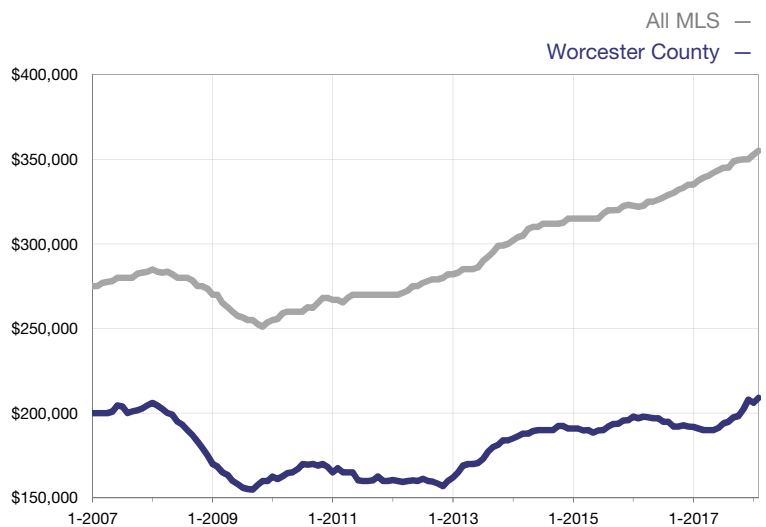
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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