

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 421 | 514 | + 22.1% | 3,896 | 3,807 | - 2.3% |
| Closed Sales | 427 | 431 | + 0.9% | 3,743 | 3,523 | - 5.9% |
| Median Sales Price* | \$425,000 | \$435,000 | + 2.4% | \$390,000 | \$420,000 | + 7.7% |
| Inventory of Homes for Sale | 2,829 | 2,565 | - 9.3% | -- | -- | -- |
| Months Supply of Inventory | 6.6 | 6.4 | - 3.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 112 | 90 | - 19.6% | 123 | 105 | - 14.6% |
| Percent of Original List Price Received* | 93.5% | 94.8% | + 1.4% | 94.4% | 95.0% | + 0.6% |
| New Listings | 697 | 757 | + 8.6% | 5,664 | 5,755 | + 1.6% |

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

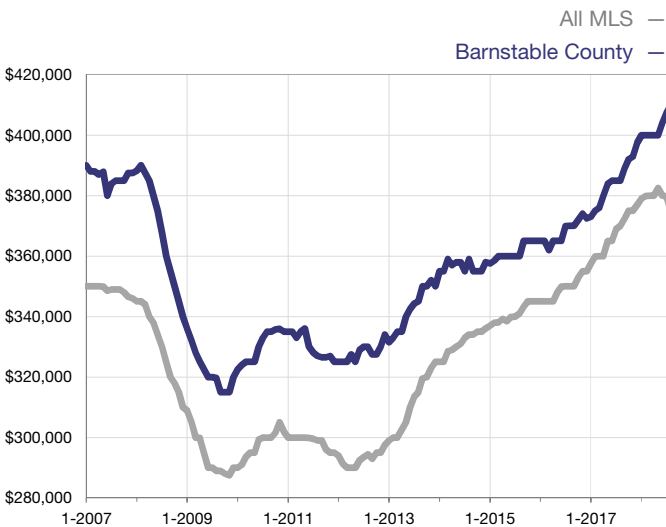
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 115 | 115 | 0.0% | 956 | 968 | + 1.3% |
| Closed Sales | 129 | 111 | - 14.0% | 904 | 913 | + 1.0% |
| Median Sales Price* | \$290,000 | \$272,500 | - 6.0% | \$262,000 | \$280,000 | + 6.9% |
| Inventory of Homes for Sale | 590 | 560 | - 5.1% | -- | -- | -- |
| Months Supply of Inventory | 5.9 | 5.5 | - 6.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 131 | 73 | - 44.3% | 132 | 96 | - 27.3% |
| Percent of Original List Price Received* | 94.7% | 95.1% | + 0.4% | 94.8% | 95.4% | + 0.6% |
| New Listings | 148 | 119 | - 19.6% | 1,250 | 1,325 | + 6.0% |

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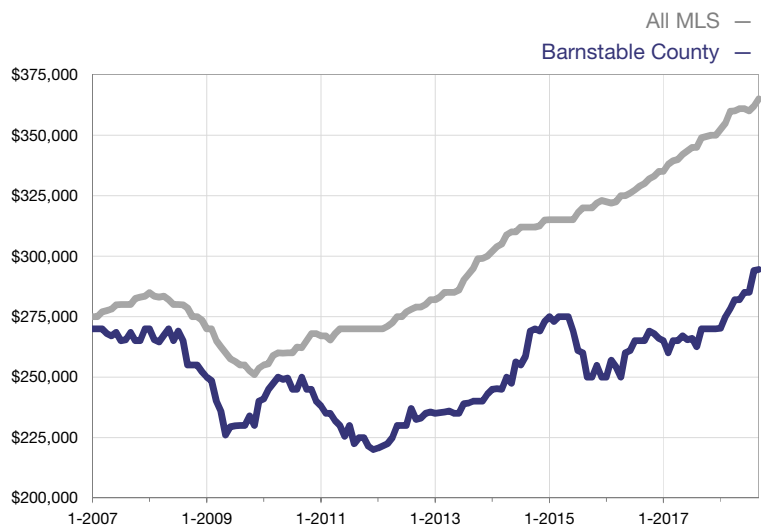
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Berkshire County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 110 | 115 | + 4.5% | 1,141 | 1,136 | - 0.4% |
| Closed Sales | 133 | 141 | + 6.0% | 1,038 | 1,044 | + 0.6% |
| Median Sales Price* | \$210,000 | \$220,000 | + 4.8% | \$200,000 | \$210,000 | + 5.0% |
| Inventory of Homes for Sale | 1,160 | 959 | - 17.3% | -- | -- | -- |
| Months Supply of Inventory | 9.9 | 8.0 | - 19.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 98 | 88 | - 10.2% | 120 | 108 | - 10.0% |
| Percent of Original List Price Received* | 92.0% | 93.1% | + 1.2% | 90.8% | 92.2% | + 1.5% |
| New Listings | 187 | 172 | - 8.0% | 1,876 | 1,816 | - 3.2% |

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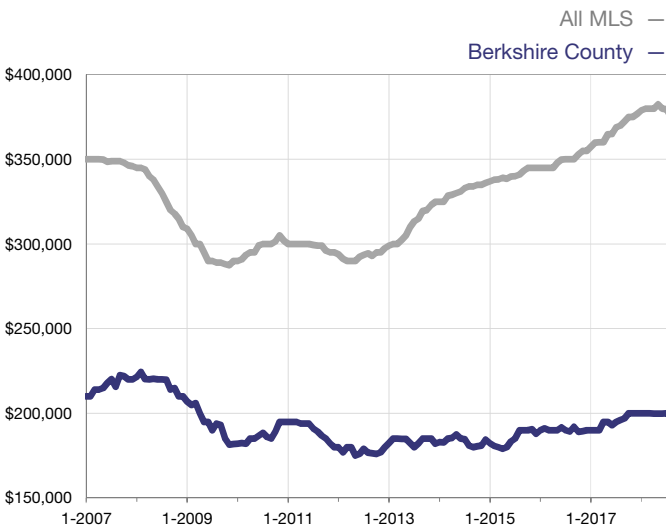
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 14 | 12 | - 14.3% | 114 | 110 | - 3.5% |
| Closed Sales | 13 | 20 | + 53.8% | 97 | 110 | + 13.4% |
| Median Sales Price* | \$250,000 | \$245,000 | - 2.0% | \$220,000 | \$237,500 | + 8.0% |
| Inventory of Homes for Sale | 215 | 158 | - 26.5% | -- | -- | -- |
| Months Supply of Inventory | 19.5 | 13.0 | - 33.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 165 | 76 | - 53.9% | 152 | 140 | - 7.9% |
| Percent of Original List Price Received* | 93.6% | 93.5% | - 0.1% | 92.7% | 92.8% | + 0.1% |
| New Listings | 17 | 22 | + 29.4% | 215 | 186 | - 13.5% |

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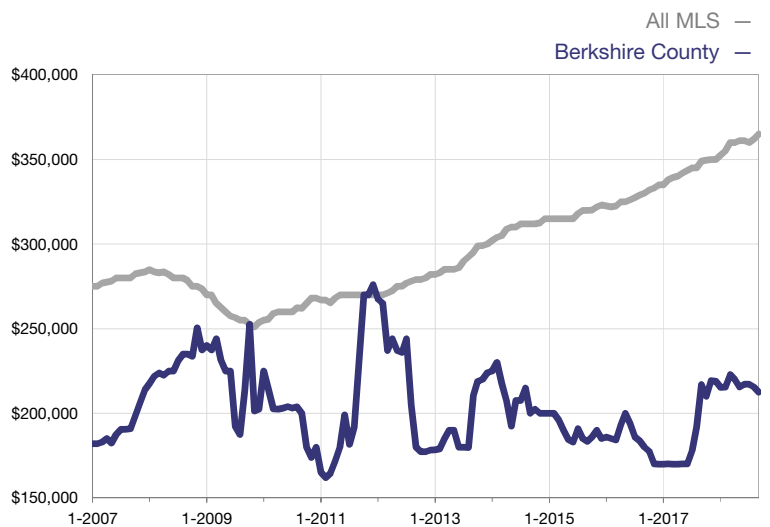
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Bristol County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 394 | 417 | + 5.8% | 3,784 | 3,795 | + 0.3% |
| Closed Sales | 497 | 408 | - 17.9% | 3,574 | 3,503 | - 2.0% |
| Median Sales Price* | \$300,000 | \$324,500 | + 8.2% | \$299,900 | \$315,000 | + 5.0% |
| Inventory of Homes for Sale | 1,480 | 1,298 | - 12.3% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 3.2 | - 13.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 61 | 53 | - 13.1% | 66 | 61 | - 7.6% |
| Percent of Original List Price Received* | 97.7% | 97.1% | - 0.6% | 97.4% | 97.2% | - 0.2% |
| New Listings | 589 | 595 | + 1.0% | 5,039 | 5,100 | + 1.2% |

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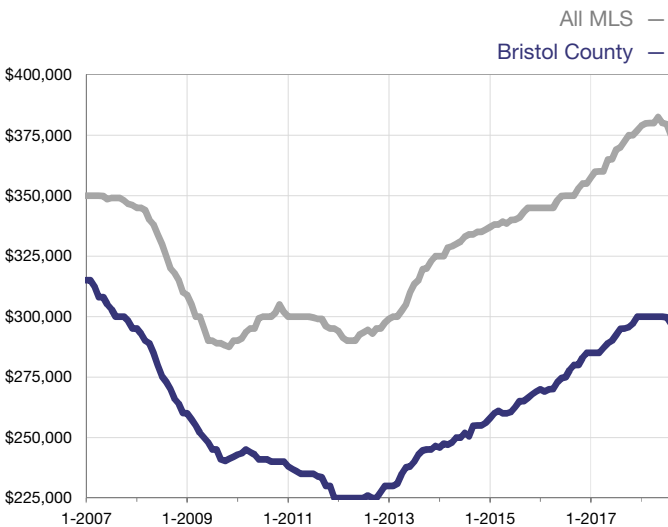
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 57 | 62 | + 8.8% | 675 | 696 | + 3.1% |
| Closed Sales | 87 | 76 | - 12.6% | 653 | 657 | + 0.6% |
| Median Sales Price* | \$211,450 | \$219,000 | + 3.6% | \$203,000 | \$215,000 | + 5.9% |
| Inventory of Homes for Sale | 204 | 151 | - 26.0% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 2.1 | - 25.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 59 | 37 | - 37.3% | 62 | 49 | - 21.0% |
| Percent of Original List Price Received* | 96.8% | 97.7% | + 0.9% | 97.2% | 97.8% | + 0.6% |
| New Listings | 96 | 88 | - 8.3% | 823 | 855 | + 3.9% |

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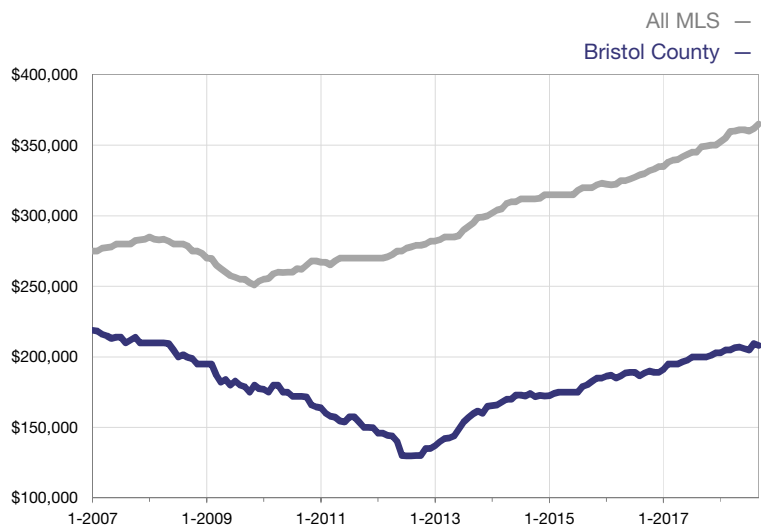
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Dukes County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|--------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 17 | 12 | - 29.4% | 143 | 123 | - 14.0% |
| Closed Sales | 21 | 15 | - 28.6% | 129 | 120 | - 7.0% |
| Median Sales Price* | \$776,000 | \$1,795,000 | + 131.3% | \$776,000 | \$887,000 | + 14.3% |
| Inventory of Homes for Sale | 220 | 149 | - 32.3% | -- | -- | -- |
| Months Supply of Inventory | 14.6 | 10.0 | - 31.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 108 | 124 | + 14.8% | 145 | 107 | - 26.2% |
| Percent of Original List Price Received* | 91.8% | 91.6% | - 0.2% | 93.3% | 92.9% | - 0.4% |
| New Listings | 41 | 16 | - 61.0% | 311 | 254 | - 18.3% |

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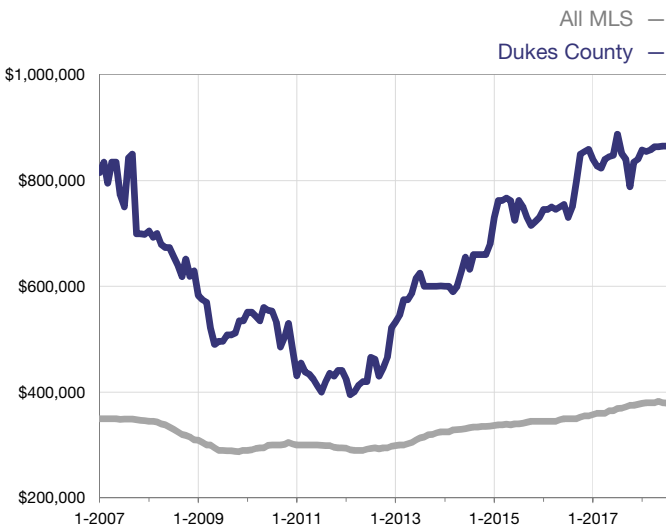
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 2 | 0 | - 100.0% | 8 | 8 | 0.0% |
| Closed Sales | 0 | 2 | -- | 6 | 8 | + 33.3% |
| Median Sales Price* | \$0 | \$517,000 | -- | \$547,500 | \$183,000 | - 66.6% |
| Inventory of Homes for Sale | 17 | 9 | - 47.1% | -- | -- | -- |
| Months Supply of Inventory | 11.9 | 5.8 | - 51.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 0 | 203 | -- | 182 | 79 | - 56.6% |
| Percent of Original List Price Received* | 0.0% | 89.1% | -- | 90.7% | 90.3% | - 0.4% |
| New Listings | 2 | 0 | - 100.0% | 15 | 16 | + 6.7% |

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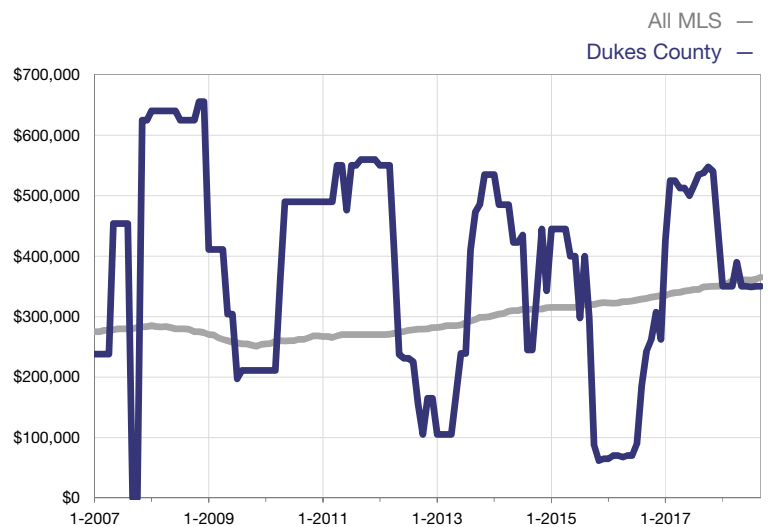
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Essex County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 563 | 509 | - 9.6% | 4,938 | 4,861 | - 1.6% |
| Closed Sales | 569 | 508 | - 10.7% | 4,658 | 4,589 | - 1.5% |
| Median Sales Price* | \$425,000 | \$455,000 | + 7.1% | \$430,000 | \$455,000 | + 5.8% |
| Inventory of Homes for Sale | 1,468 | 1,444 | - 1.6% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 2.8 | 0.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 50 | 47 | - 6.0% | 54 | 51 | - 5.6% |
| Percent of Original List Price Received* | 97.9% | 97.5% | - 0.4% | 98.3% | 98.7% | + 0.4% |
| New Listings | 784 | 811 | + 3.4% | 6,429 | 6,480 | + 0.8% |

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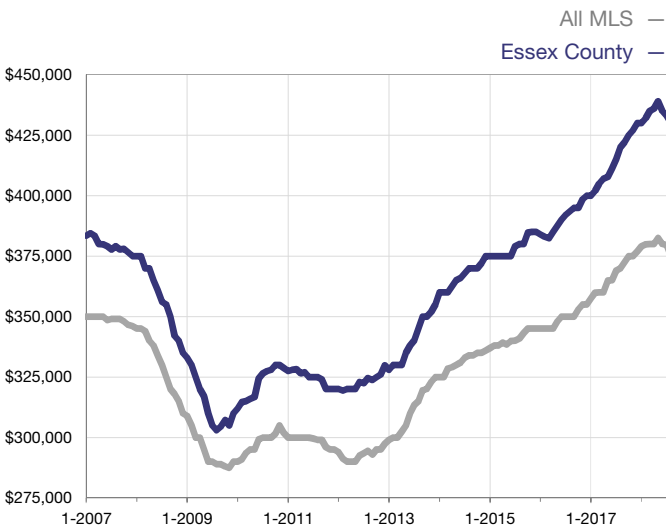
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 228 | 243 | + 6.6% | 2,314 | 2,283 | - 1.3% |
| Closed Sales | 241 | 216 | - 10.4% | 2,242 | 2,140 | - 4.5% |
| Median Sales Price* | \$305,000 | \$285,050 | - 6.5% | \$283,000 | \$295,000 | + 4.2% |
| Inventory of Homes for Sale | 540 | 478 | - 11.5% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.0 | - 9.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 38 | 36 | - 5.3% | 54 | 46 | - 14.8% |
| Percent of Original List Price Received* | 100.1% | 99.9% | - 0.2% | 99.0% | 99.7% | + 0.7% |
| New Listings | 331 | 331 | 0.0% | 2,806 | 2,798 | - 0.3% |

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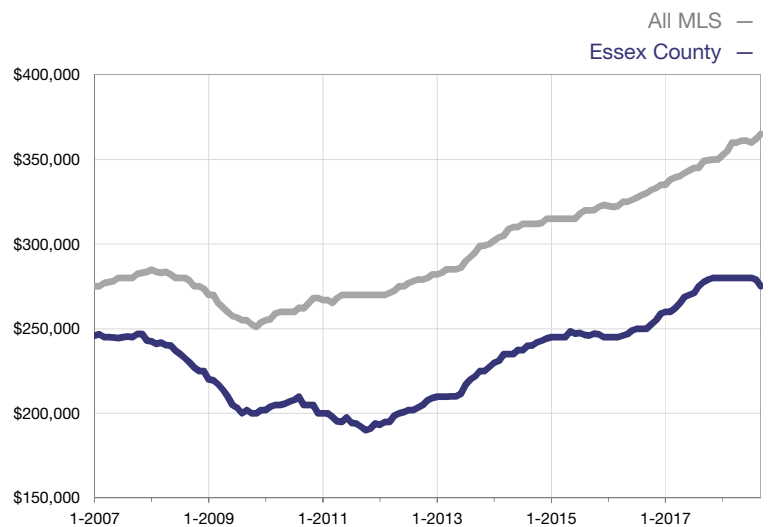
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Franklin County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 56 | 41 | - 26.8% | 515 | 473 | - 8.2% |
| Closed Sales | 71 | 64 | - 9.9% | 489 | 443 | - 9.4% |
| Median Sales Price* | \$210,000 | \$198,500 | - 5.5% | \$205,000 | \$203,500 | - 0.7% |
| Inventory of Homes for Sale | 290 | 236 | - 18.6% | -- | -- | -- |
| Months Supply of Inventory | 5.2 | 4.7 | - 9.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 84 | 64 | - 23.8% | 115 | 94 | - 18.3% |
| Percent of Original List Price Received* | 94.5% | 94.4% | - 0.1% | 94.1% | 95.3% | + 1.3% |
| New Listings | 61 | 70 | + 14.8% | 695 | 648 | - 6.8% |

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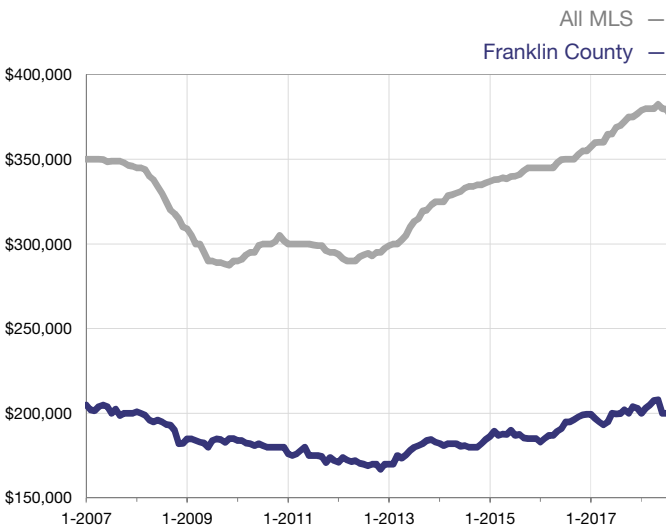
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 5 | 4 | - 20.0% | 38 | 32 | - 15.8% |
| Closed Sales | 9 | 3 | - 66.7% | 38 | 20 | - 47.4% |
| Median Sales Price* | \$218,000 | \$200,000 | - 8.3% | \$196,500 | \$185,000 | - 5.9% |
| Inventory of Homes for Sale | 19 | 15 | - 21.1% | -- | -- | -- |
| Months Supply of Inventory | 4.6 | 4.7 | + 2.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 153 | 109 | - 28.8% | 157 | 71 | - 54.8% |
| Percent of Original List Price Received* | 94.7% | 99.0% | + 4.5% | 94.2% | 98.5% | + 4.6% |
| New Listings | 3 | 2 | - 33.3% | 49 | 38 | - 22.4% |

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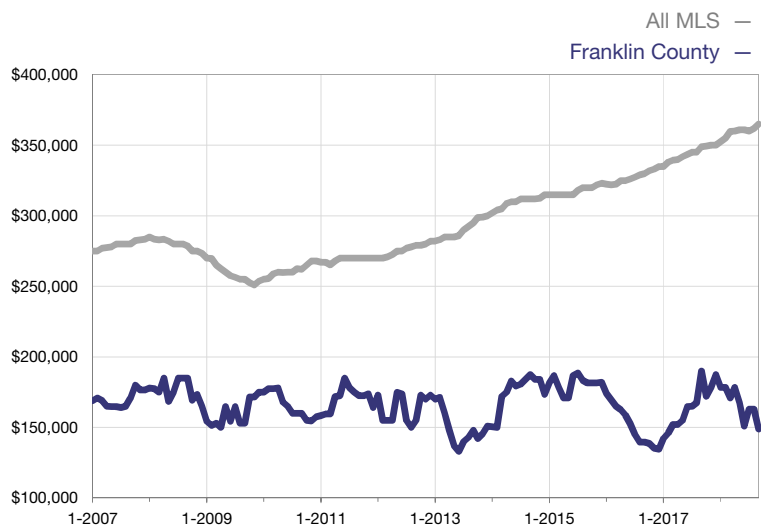
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 351 | 367 | + 4.6% | 3,311 | 3,342 | + 0.9% |
| Closed Sales | 377 | 354 | - 6.1% | 3,108 | 3,129 | + 0.7% |
| Median Sales Price* | \$199,000 | \$198,950 | - 0.0% | \$189,900 | \$199,900 | + 5.3% |
| Inventory of Homes for Sale | 1,295 | 1,122 | - 13.4% | -- | -- | -- |
| Months Supply of Inventory | 3.8 | 3.2 | - 15.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 56 | 54 | - 3.6% | 71 | 59 | - 16.9% |
| Percent of Original List Price Received* | 96.3% | 96.5% | + 0.2% | 96.0% | 96.8% | + 0.8% |
| New Listings | 454 | 445 | - 2.0% | 4,454 | 4,454 | 0.0% |

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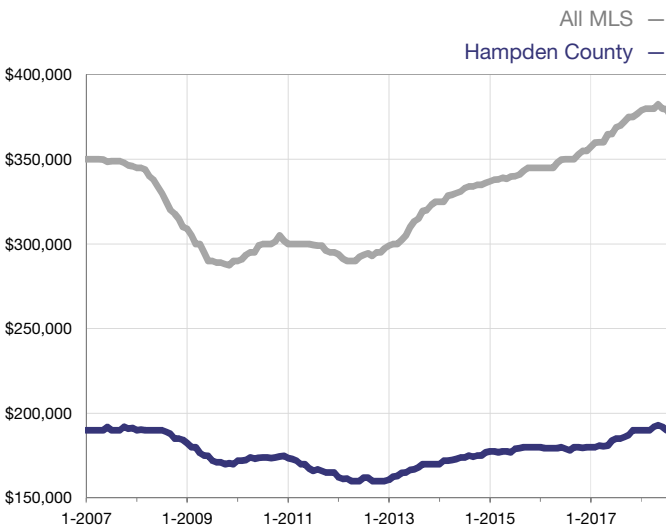
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 42 | 45 | + 7.1% | 406 | 435 | + 7.1% |
| Closed Sales | 58 | 45 | - 22.4% | 386 | 410 | + 6.2% |
| Median Sales Price* | \$154,000 | \$145,000 | - 5.8% | \$136,250 | \$140,450 | + 3.1% |
| Inventory of Homes for Sale | 190 | 141 | - 25.8% | -- | -- | -- |
| Months Supply of Inventory | 4.5 | 3.1 | - 31.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 72 | 56 | - 22.2% | 98 | 81 | - 17.3% |
| Percent of Original List Price Received* | 96.1% | 96.2% | + 0.1% | 94.9% | 96.3% | + 1.5% |
| New Listings | 60 | 63 | + 5.0% | 539 | 523 | - 3.0% |

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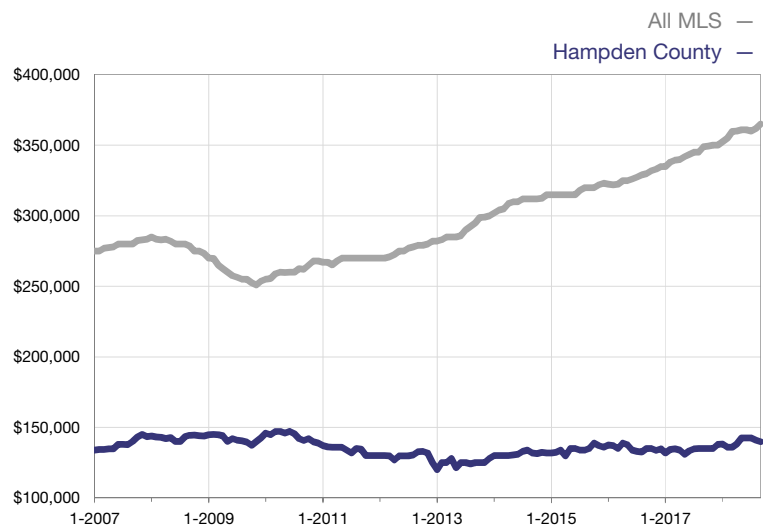
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 112 | 97 | - 13.4% | 995 | 1,013 | + 1.8% |
| Closed Sales | 114 | 88 | - 22.8% | 946 | 976 | + 3.2% |
| Median Sales Price* | \$281,700 | \$297,500 | + 5.6% | \$272,500 | \$285,000 | + 4.6% |
| Inventory of Homes for Sale | 532 | 434 | - 18.4% | -- | -- | -- |
| Months Supply of Inventory | 5.1 | 4.0 | - 21.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 76 | 113 | + 48.7% | 89 | 82 | - 7.9% |
| Percent of Original List Price Received* | 95.1% | 93.8% | - 1.4% | 95.3% | 95.8% | + 0.5% |
| New Listings | 159 | 134 | - 15.7% | 1,446 | 1,391 | - 3.8% |

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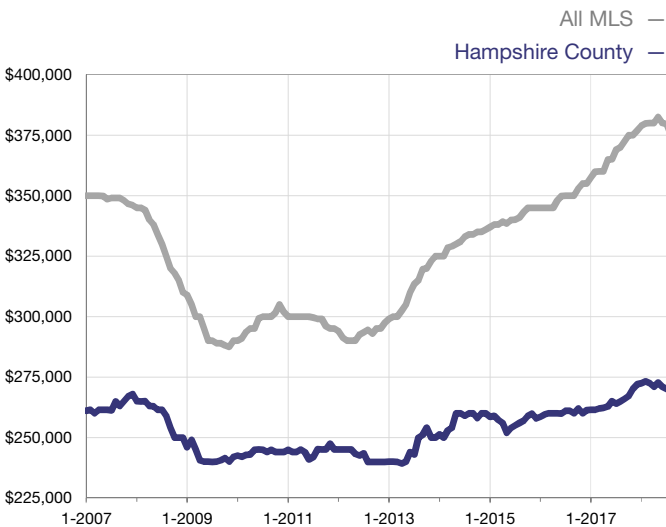
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 20 | 27 | + 35.0% | 257 | 238 | - 7.4% |
| Closed Sales | 44 | 31 | - 29.5% | 261 | 221 | - 15.3% |
| Median Sales Price* | \$230,450 | \$248,500 | + 7.8% | \$207,500 | \$205,000 | - 1.2% |
| Inventory of Homes for Sale | 108 | 63 | - 41.7% | -- | -- | -- |
| Months Supply of Inventory | 3.8 | 2.6 | - 31.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 60 | 71 | + 18.3% | 104 | 86 | - 17.3% |
| Percent of Original List Price Received* | 96.7% | 97.4% | + 0.7% | 96.7% | 98.2% | + 1.6% |
| New Listings | 31 | 27 | - 12.9% | 327 | 270 | - 17.4% |

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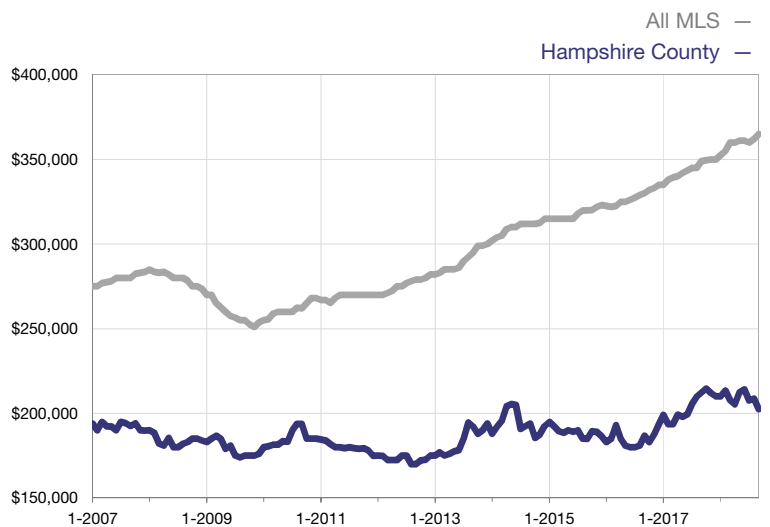
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Middlesex County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 958 | 923 | - 3.7% | 8,922 | 8,803 | - 1.3% |
| Closed Sales | 950 | 827 | - 12.9% | 8,336 | 8,255 | - 1.0% |
| Median Sales Price* | \$525,000 | \$549,000 | + 4.6% | \$536,000 | \$575,000 | + 7.3% |
| Inventory of Homes for Sale | 2,095 | 2,174 | + 3.8% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.4 | + 4.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 45 | 38 | - 15.6% | 49 | 41 | - 16.3% |
| Percent of Original List Price Received* | 99.2% | 99.0% | - 0.2% | 99.7% | 100.3% | + 0.6% |
| New Listings | 1,418 | 1,511 | + 6.6% | 11,162 | 11,436 | + 2.5% |

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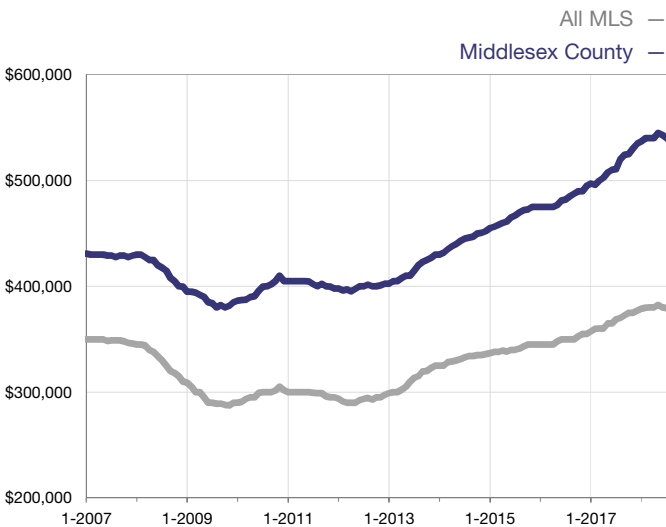
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 504 | 455 | - 9.7% | 4,696 | 4,590 | - 2.3% |
| Closed Sales | 494 | 369 | - 25.3% | 4,456 | 4,344 | - 2.5% |
| Median Sales Price* | \$392,000 | \$415,000 | + 5.9% | \$427,750 | \$455,000 | + 6.4% |
| Inventory of Homes for Sale | 794 | 817 | + 2.9% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.7 | + 6.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 38 | + 11.8% | 36 | 35 | - 2.8% |
| Percent of Original List Price Received* | 101.3% | 100.2% | - 1.1% | 101.5% | 101.5% | 0.0% |
| New Listings | 685 | 754 | + 10.1% | 5,559 | 5,602 | + 0.8% |

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

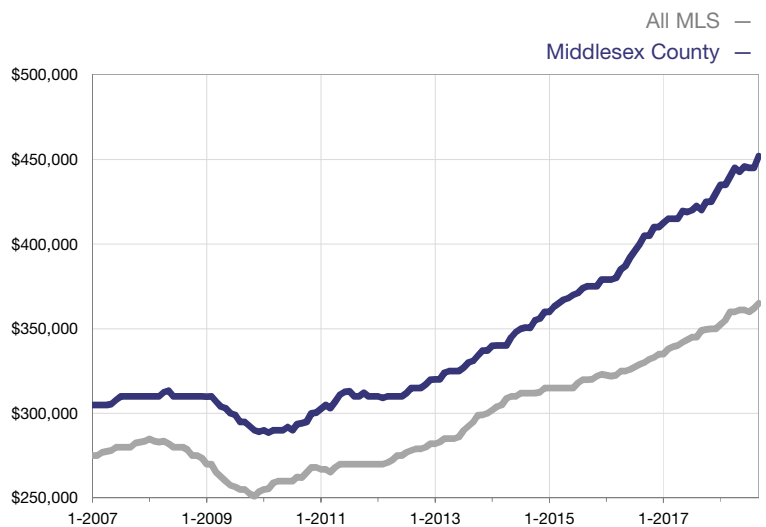
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Nantucket County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-------------|--------------------|----------|--------------|--------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 9 | 8 | - 11.1% | 35 | 36 | + 2.9% |
| Closed Sales | 6 | 7 | + 16.7% | 28 | 31 | + 10.7% |
| Median Sales Price* | \$1,487,500 | \$2,937,500 | + 97.5% | \$1,666,500 | \$1,960,000 | + 17.6% |
| Inventory of Homes for Sale | 71 | 73 | + 2.8% | -- | -- | -- |
| Months Supply of Inventory | 22.3 | 16.2 | - 27.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 71 | 170 | + 139.4% | 117 | 135 | + 15.4% |
| Percent of Original List Price Received* | 95.9% | 91.0% | - 5.1% | 91.4% | 91.4% | 0.0% |
| New Listings | 8 | 10 | + 25.0% | 106 | 112 | + 5.7% |

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

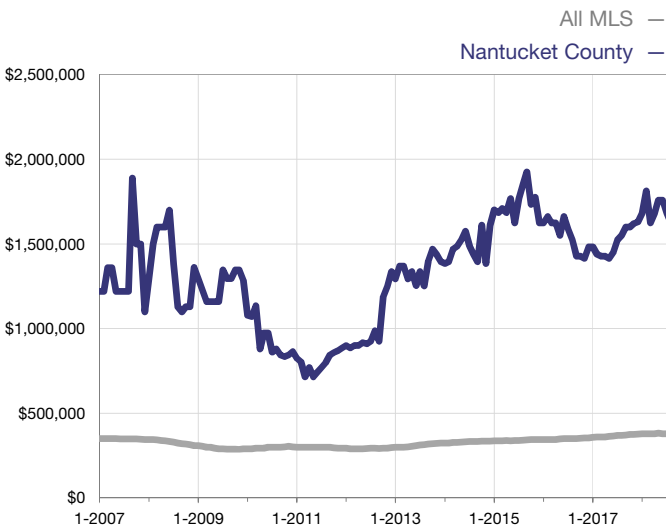
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------|----------|--------------|------------------|------------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 0 | 0 | -- | 2 | 3 | + 50.0% |
| Closed Sales | 0 | 0 | -- | 1 | 3 | + 200.0% |
| Median Sales Price* | \$0 | \$0 | -- | \$380,000 | \$707,000 | + 86.1% |
| Inventory of Homes for Sale | 5 | 1 | - 80.0% | -- | -- | -- |
| Months Supply of Inventory | 5.0 | 0.9 | - 82.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 0 | 0 | -- | 3 | 50 | + 1,566.7% |
| Percent of Original List Price Received* | 0.0% | 0.0% | -- | 108.0% | 97.1% | - 10.1% |
| New Listings | 2 | 0 | - 100.0% | 9 | 9 | 0.0% |

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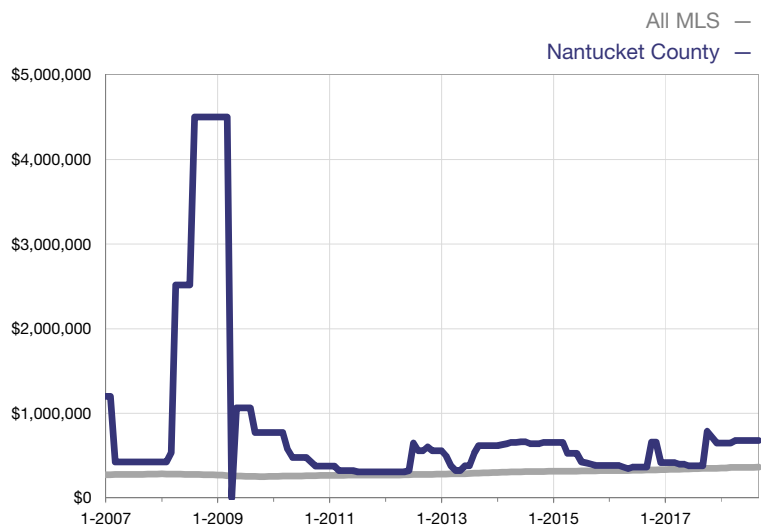
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 488 | 538 | + 10.2% | 5,122 | 5,084 | - 0.7% |
| Closed Sales | 526 | 454 | - 13.7% | 4,944 | 4,730 | - 4.3% |
| Median Sales Price* | \$485,000 | \$495,000 | + 2.1% | \$492,500 | \$522,500 | + 6.1% |
| Inventory of Homes for Sale | 1,399 | 1,302 | - 6.9% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 2.5 | - 3.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 57 | 45 | - 21.1% | 57 | 46 | - 19.3% |
| Percent of Original List Price Received* | 97.7% | 98.4% | + 0.7% | 98.3% | 99.1% | + 0.8% |
| New Listings | 798 | 843 | + 5.6% | 6,557 | 6,694 | + 2.1% |

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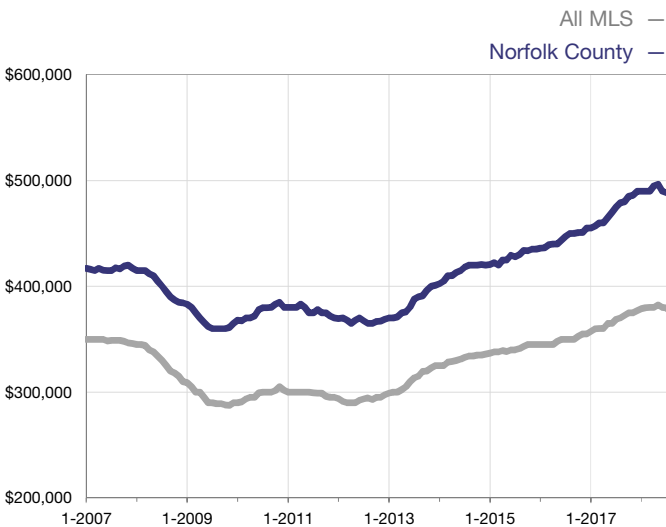
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|--------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 218 | 202 | - 7.3% | 1,957 | 1,951 | - 0.3% |
| Closed Sales | 187 | 189 | + 1.1% | 1,851 | 1,788 | - 3.4% |
| Median Sales Price* | \$369,394 | \$351,000 | - 5.0% | \$359,450 | \$373,650 | + 4.0% |
| Inventory of Homes for Sale | 449 | 407 | - 9.4% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.1 | - 8.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 42 | 40 | - 4.8% | 43 | 40 | - 7.0% |
| Percent of Original List Price Received* | 99.9% | 99.9% | 0.0% | 100.0% | 100.3% | + 0.3% |
| New Listings | 299 | 296 | - 1.0% | 2,374 | 2,455 | + 3.4% |

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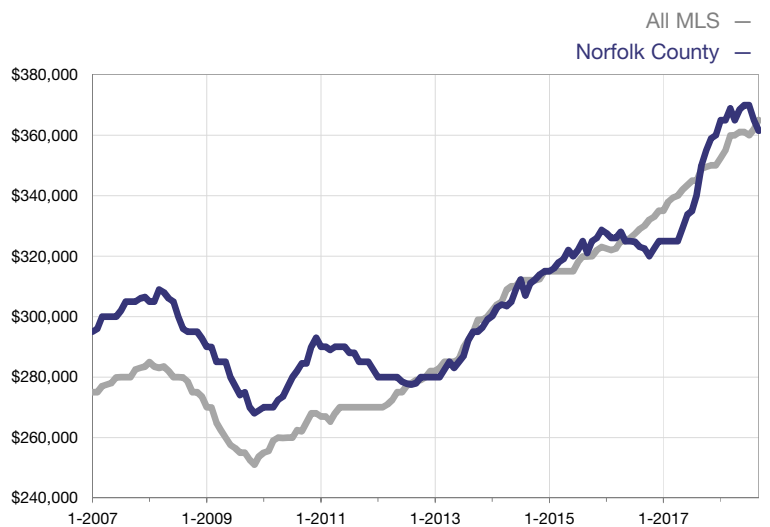
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Plymouth County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 534 | 586 | + 9.7% | 4,964 | 5,021 | + 1.1% |
| Closed Sales | 576 | 506 | - 12.2% | 4,695 | 4,608 | - 1.9% |
| Median Sales Price* | \$366,250 | \$375,000 | + 2.4% | \$357,000 | \$380,250 | + 6.5% |
| Inventory of Homes for Sale | 1,912 | 1,652 | - 13.6% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 3.2 | - 13.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 61 | 53 | - 13.1% | 67 | 60 | - 10.4% |
| Percent of Original List Price Received* | 97.0% | 97.1% | + 0.1% | 97.7% | 97.6% | - 0.1% |
| New Listings | 782 | 767 | - 1.9% | 6,769 | 6,757 | - 0.2% |

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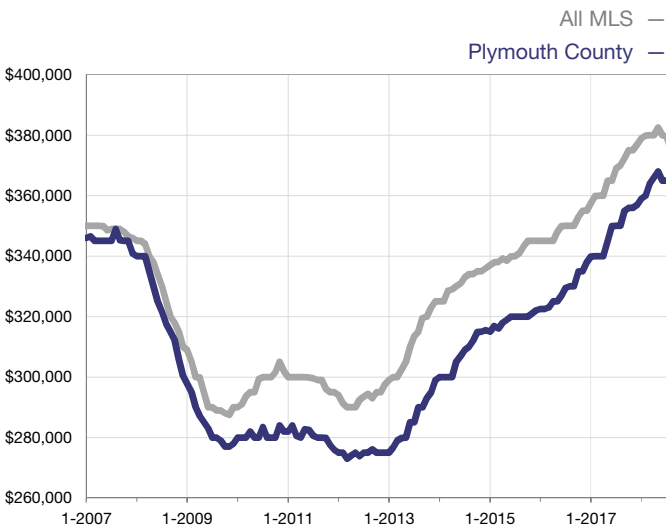
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 124 | 103 | - 16.9% | 996 | 1,032 | + 3.6% |
| Closed Sales | 113 | 107 | - 5.3% | 904 | 901 | - 0.3% |
| Median Sales Price* | \$313,000 | \$293,000 | - 6.4% | \$278,750 | \$299,000 | + 7.3% |
| Inventory of Homes for Sale | 339 | 315 | - 7.1% | -- | -- | -- |
| Months Supply of Inventory | 3.6 | 3.1 | - 13.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 61 | 64 | + 4.9% | 77 | 65 | - 15.6% |
| Percent of Original List Price Received* | 99.4% | 98.2% | - 1.2% | 98.2% | 99.0% | + 0.8% |
| New Listings | 145 | 130 | - 10.3% | 1,262 | 1,353 | + 7.2% |

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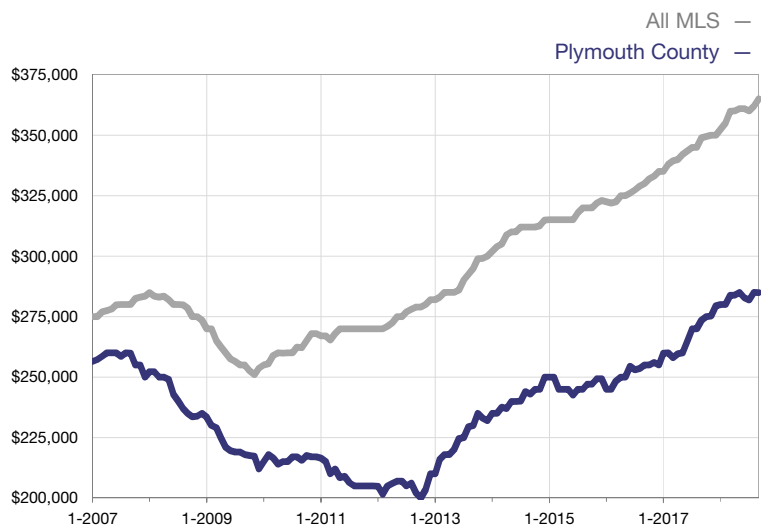
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Suffolk County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 122 | 128 | + 4.9% | 1,078 | 1,035 | - 4.0% |
| Closed Sales | 100 | 106 | + 6.0% | 1,023 | 966 | - 5.6% |
| Median Sales Price* | \$480,000 | \$538,750 | + 12.2% | \$505,000 | \$552,750 | + 9.5% |
| Inventory of Homes for Sale | 264 | 249 | - 5.7% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.3 | 0.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 55 | 37 | - 32.7% | 41 | 37 | - 9.8% |
| Percent of Original List Price Received* | 98.9% | 99.2% | + 0.3% | 99.8% | 100.3% | + 0.5% |
| New Listings | 204 | 225 | + 10.3% | 1,420 | 1,411 | - 0.6% |

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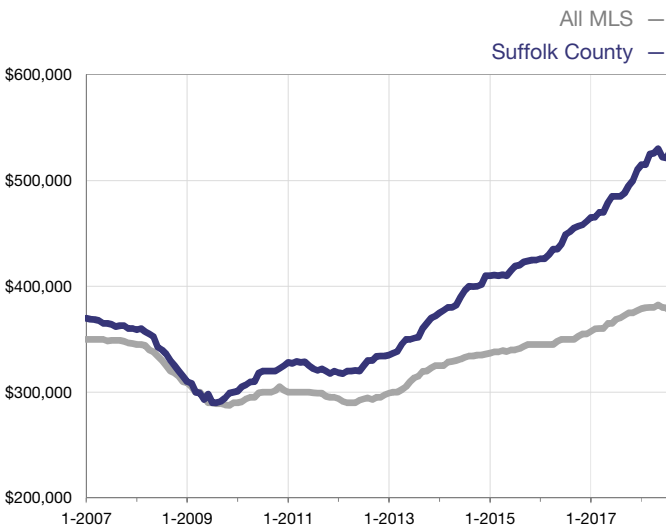
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|------------------|--------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 376 | 342 | - 9.0% | 3,915 | 3,951 | + 0.9% |
| Closed Sales | 391 | 360 | - 7.9% | 3,666 | 3,910 | + 6.7% |
| Median Sales Price* | \$579,000 | \$621,000 | + 7.3% | \$570,000 | \$639,000 | + 12.1% |
| Inventory of Homes for Sale | 1,010 | 1,037 | + 2.7% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.5 | 0.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 44 | 41 | - 6.8% | 41 | 41 | 0.0% |
| Percent of Original List Price Received* | 99.4% | 98.6% | - 0.8% | 100.3% | 100.1% | - 0.2% |
| New Listings | 701 | 753 | + 7.4% | 5,191 | 5,404 | + 4.1% |

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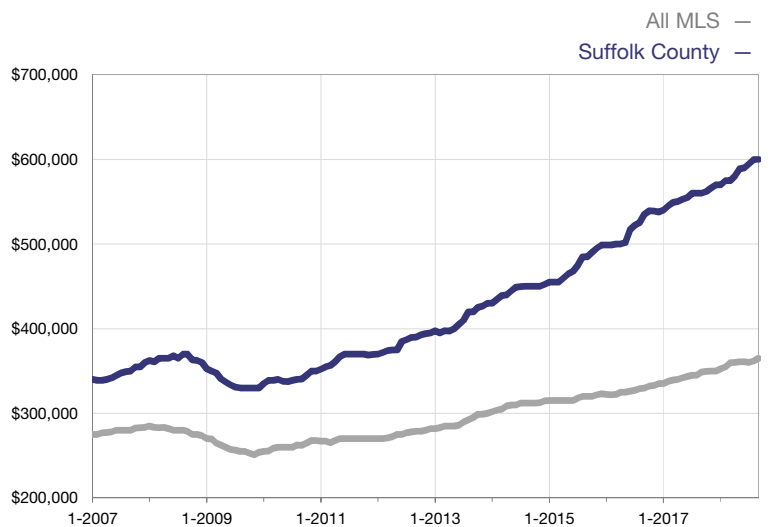
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Worcester County

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 776 | 714 | - 8.0% | 6,696 | 6,768 | + 1.1% |
| Closed Sales | 745 | 711 | - 4.6% | 6,285 | 6,255 | - 0.5% |
| Median Sales Price* | \$267,950 | \$300,000 | + 12.0% | \$269,900 | \$289,900 | + 7.4% |
| Inventory of Homes for Sale | 2,426 | 2,218 | - 8.6% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 3.1 | - 11.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 57 | 52 | - 8.8% | 64 | 55 | - 14.1% |
| Percent of Original List Price Received* | 98.4% | 97.3% | - 1.1% | 97.6% | 98.1% | + 0.5% |
| New Listings | 1,124 | 1,021 | - 9.2% | 8,874 | 9,086 | + 2.4% |

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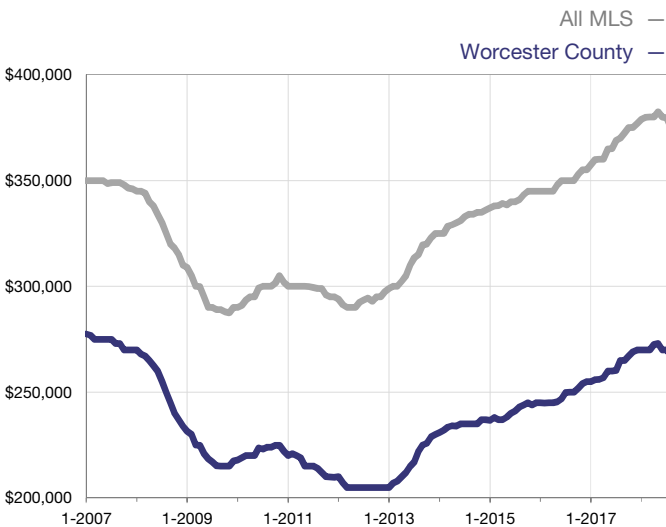
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 157 | 134 | - 14.6% | 1,436 | 1,402 | - 2.4% |
| Closed Sales | 163 | 155 | - 4.9% | 1,355 | 1,300 | - 4.1% |
| Median Sales Price* | \$211,000 | \$227,500 | + 7.8% | \$200,000 | \$211,750 | + 5.9% |
| Inventory of Homes for Sale | 438 | 340 | - 22.4% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 2.3 | - 23.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 53 | 47 | - 11.3% | 68 | 54 | - 20.6% |
| Percent of Original List Price Received* | 98.7% | 99.5% | + 0.8% | 97.7% | 98.9% | + 1.2% |
| New Listings | 185 | 202 | + 9.2% | 1,777 | 1,710 | - 3.8% |

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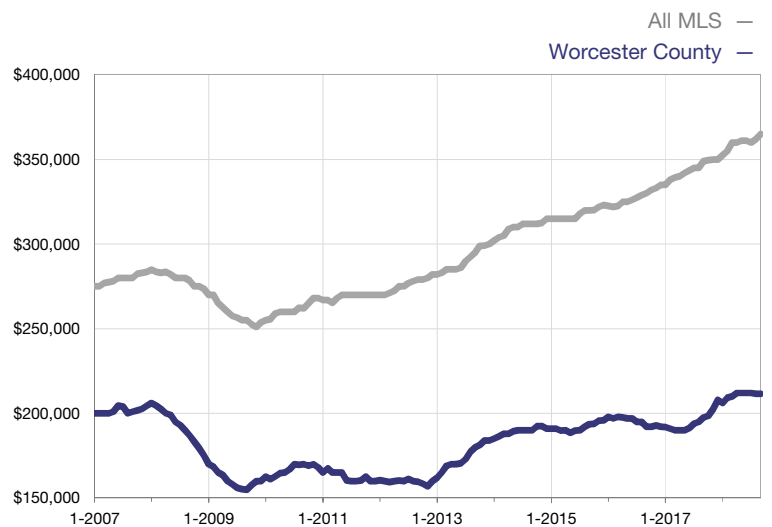
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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