

Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 422 | 405 | - 4.0% | 4,771 | 4,616 | - 3.2% |
| Closed Sales | 399 | 467 | + 17.0% | 4,575 | 4,474 | - 2.2% |
| Median Sales Price* | \$400,000 | \$430,000 | + 7.5% | \$395,000 | \$425,000 | + 7.6% |
| Inventory of Homes for Sale | 2,431 | 2,315 | - 4.8% | -- | -- | -- |
| Months Supply of Inventory | 5.8 | 5.7 | - 1.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 114 | 104 | - 8.8% | 121 | 104 | - 14.0% |
| Percent of Original List Price Received* | 93.8% | 94.1% | + 0.3% | 94.3% | 94.8% | + 0.5% |
| New Listings | 370 | 392 | + 5.9% | 6,636 | 6,872 | + 3.6% |

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

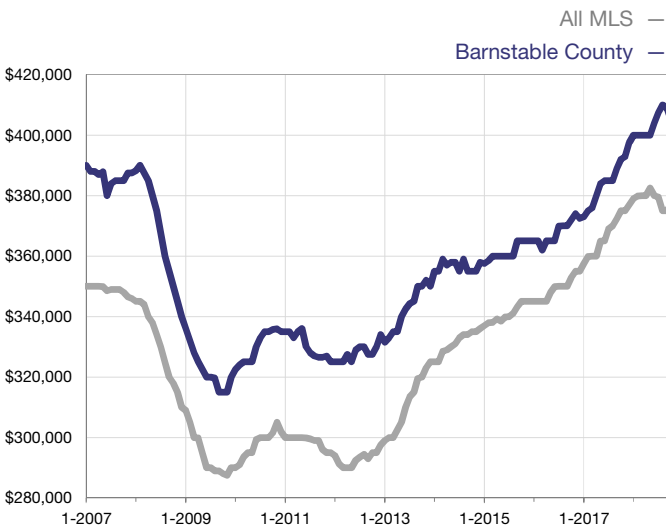
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 89 | 83 | - 6.7% | 1,163 | 1,166 | + 0.3% |
| Closed Sales | 114 | 112 | - 1.8% | 1,134 | 1,146 | + 1.1% |
| Median Sales Price* | \$268,750 | \$286,000 | + 6.4% | \$270,000 | \$287,000 | + 6.3% |
| Inventory of Homes for Sale | 532 | 487 | - 8.5% | -- | -- | -- |
| Months Supply of Inventory | 5.2 | 4.8 | - 7.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 95 | 108 | + 13.7% | 126 | 98 | - 22.2% |
| Percent of Original List Price Received* | 94.8% | 94.7% | - 0.1% | 94.9% | 95.4% | + 0.5% |
| New Listings | 106 | 92 | - 13.2% | 1,488 | 1,561 | + 4.9% |

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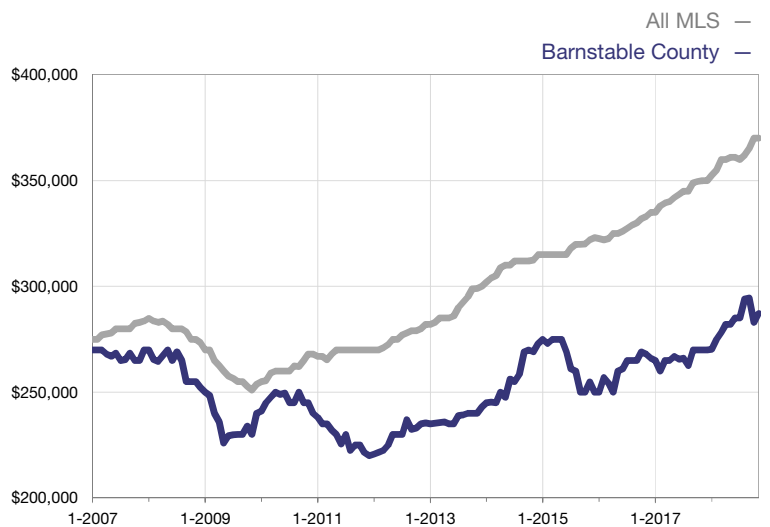
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Berkshire County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 87 | 100 | + 14.9% | 1,351 | 1,383 | + 2.4% |
| Closed Sales | 133 | 139 | + 4.5% | 1,314 | 1,335 | + 1.6% |
| Median Sales Price* | \$198,000 | \$199,500 | + 0.8% | \$200,000 | \$210,000 | + 5.0% |
| Inventory of Homes for Sale | 1,045 | 824 | - 21.1% | -- | -- | -- |
| Months Supply of Inventory | 8.7 | 6.8 | - 21.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 85 | 103 | + 21.2% | 116 | 105 | - 9.5% |
| Percent of Original List Price Received* | 91.0% | 91.0% | 0.0% | 90.8% | 91.9% | + 1.2% |
| New Listings | 98 | 99 | + 1.0% | 2,156 | 2,114 | - 1.9% |

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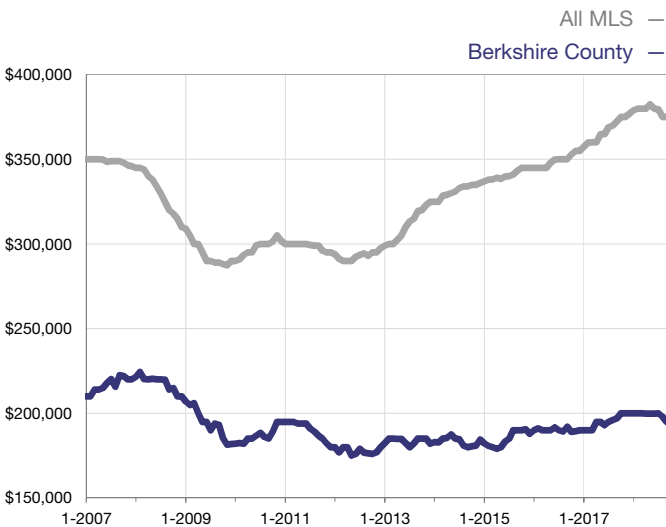
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 9 | 13 | + 44.4% | 140 | 139 | - 0.7% |
| Closed Sales | 13 | 13 | 0.0% | 121 | 136 | + 12.4% |
| Median Sales Price* | \$215,500 | \$225,000 | + 4.4% | \$220,000 | \$225,450 | + 2.5% |
| Inventory of Homes for Sale | 197 | 144 | - 26.9% | -- | -- | -- |
| Months Supply of Inventory | 18.5 | 11.7 | - 36.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 98 | 223 | + 127.6% | 145 | 154 | + 6.2% |
| Percent of Original List Price Received* | 89.0% | 90.2% | + 1.3% | 92.5% | 92.5% | 0.0% |
| New Listings | 12 | 15 | + 25.0% | 241 | 215 | - 10.8% |

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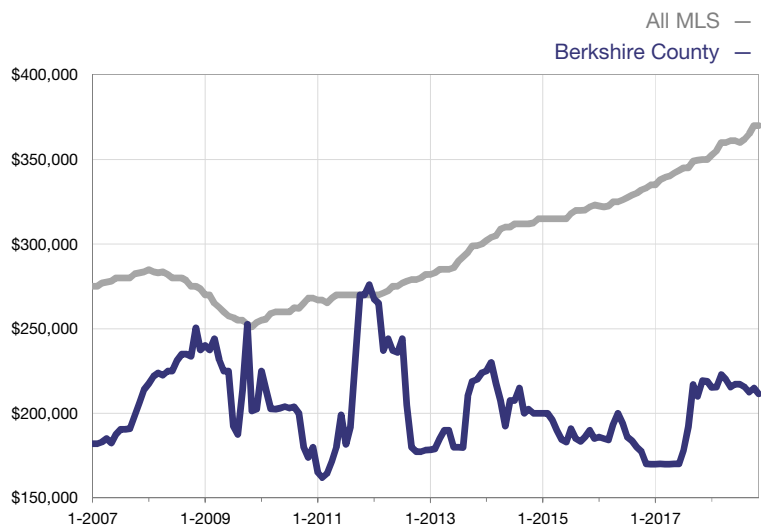
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Bristol County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 331 | 339 | + 2.4% | 4,592 | 4,465 | - 2.8% |
| Closed Sales | 476 | 392 | - 17.6% | 4,482 | 4,340 | - 3.2% |
| Median Sales Price* | \$310,000 | \$330,000 | + 6.5% | \$299,900 | \$317,000 | + 5.7% |
| Inventory of Homes for Sale | 1,354 | 1,220 | - 9.9% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 3.1 | - 6.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 70 | 60 | - 14.3% | 66 | 61 | - 7.6% |
| Percent of Original List Price Received* | 95.3% | 96.0% | + 0.7% | 97.1% | 97.0% | - 0.1% |
| New Listings | 396 | 396 | 0.0% | 6,009 | 6,050 | + 0.7% |

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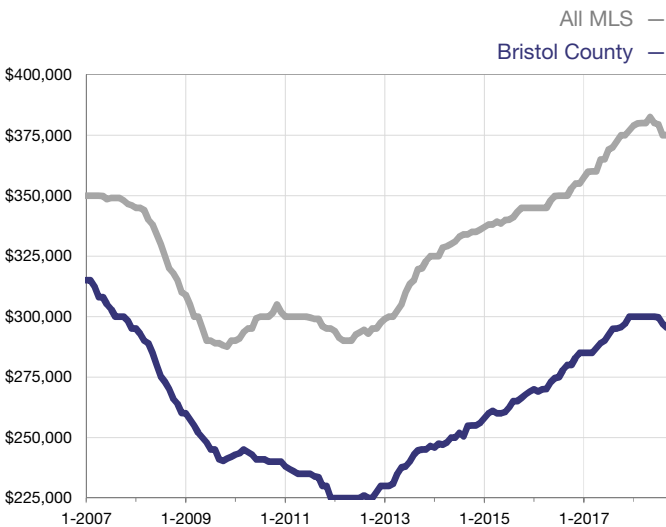
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 55 | 58 | + 5.5% | 807 | 814 | + 0.9% |
| Closed Sales | 66 | 61 | - 7.6% | 797 | 798 | + 0.1% |
| Median Sales Price* | \$212,000 | \$230,000 | + 8.5% | \$203,000 | \$216,500 | + 6.7% |
| Inventory of Homes for Sale | 171 | 160 | - 6.4% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 2.2 | - 8.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 49 | 50 | + 2.0% | 61 | 48 | - 21.3% |
| Percent of Original List Price Received* | 96.6% | 97.6% | + 1.0% | 97.1% | 97.8% | + 0.7% |
| New Listings | 54 | 64 | + 18.5% | 956 | 1,019 | + 6.6% |

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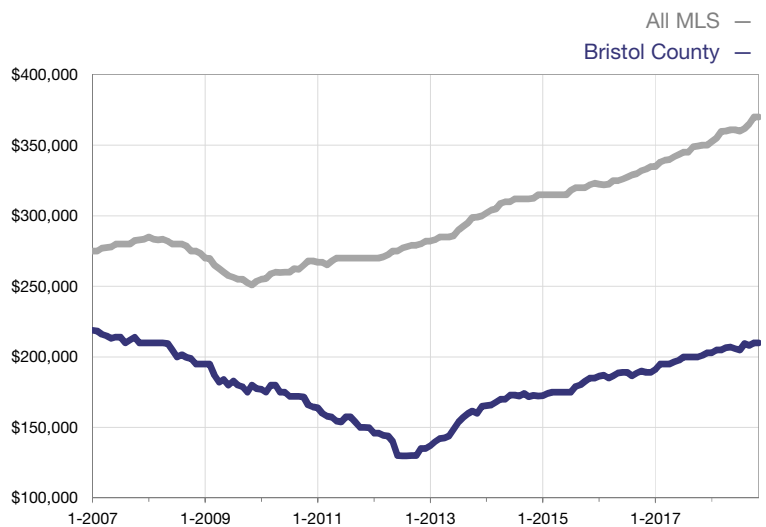
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Dukes County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-------------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 13 | 9 | - 30.8% | 180 | 151 | - 16.1% |
| Closed Sales | 16 | 14 | - 12.5% | 164 | 156 | - 4.9% |
| Median Sales Price* | \$1,134,750 | \$757,500 | - 33.2% | \$840,000 | \$956,125 | + 13.8% |
| Inventory of Homes for Sale | 197 | 121 | - 38.6% | -- | -- | -- |
| Months Supply of Inventory | 13.7 | 8.0 | - 41.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 241 | 126 | - 47.7% | 153 | 122 | - 20.3% |
| Percent of Original List Price Received* | 90.2% | 91.3% | + 1.2% | 92.9% | 92.6% | - 0.3% |
| New Listings | 22 | 10 | - 54.5% | 360 | 278 | - 22.8% |

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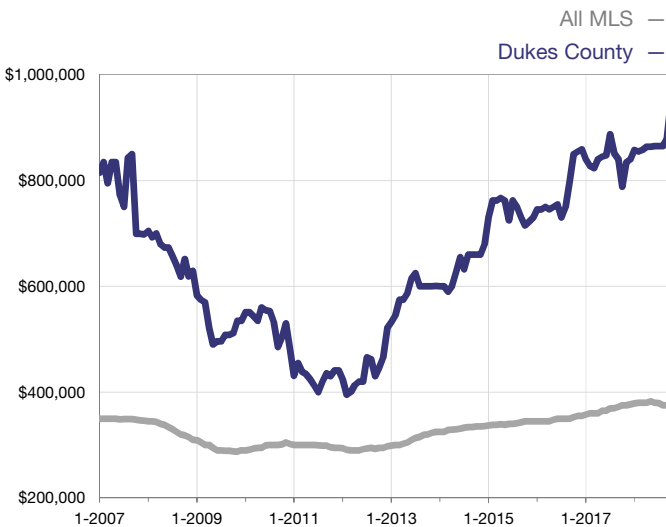
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 1 | 0 | - 100.0% | 10 | 9 | - 10.0% |
| Closed Sales | 2 | 1 | - 50.0% | 10 | 10 | 0.0% |
| Median Sales Price* | \$252,000 | \$522,500 | + 107.3% | \$540,000 | \$322,500 | - 40.3% |
| Inventory of Homes for Sale | 16 | 12 | - 25.0% | -- | -- | -- |
| Months Supply of Inventory | 11.2 | 9.0 | - 19.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 245 | 265 | + 8.2% | 211 | 124 | - 41.2% |
| Percent of Original List Price Received* | 89.8% | 93.3% | + 3.9% | 92.5% | 91.0% | - 1.6% |
| New Listings | 0 | 4 | -- | 18 | 20 | + 11.1% |

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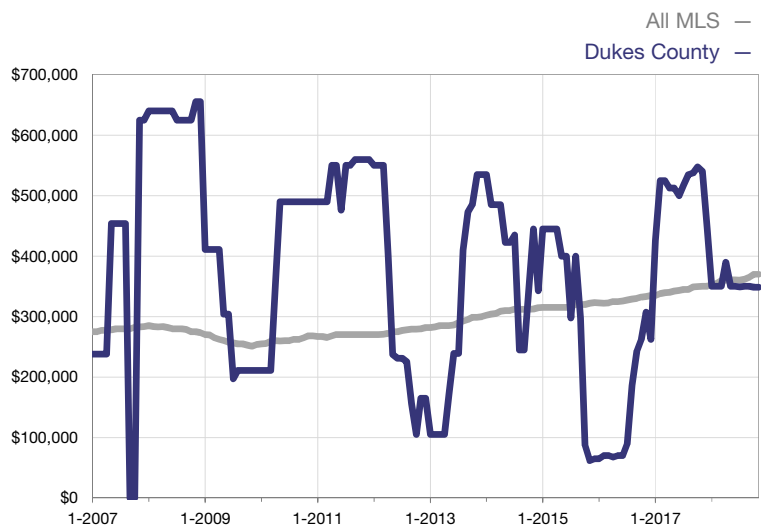
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Essex County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 441 | 458 | + 3.9% | 5,904 | 5,879 | - 0.4% |
| Closed Sales | 556 | 575 | + 3.4% | 5,791 | 5,704 | - 1.5% |
| Median Sales Price* | \$434,000 | \$450,000 | + 3.7% | \$430,000 | \$452,000 | + 5.1% |
| Inventory of Homes for Sale | 1,216 | 1,145 | - 5.8% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.2 | - 4.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 55 | 49 | - 10.9% | 54 | 50 | - 7.4% |
| Percent of Original List Price Received* | 97.7% | 96.6% | - 1.1% | 98.3% | 98.4% | + 0.1% |
| New Listings | 496 | 477 | - 3.8% | 7,544 | 7,669 | + 1.7% |

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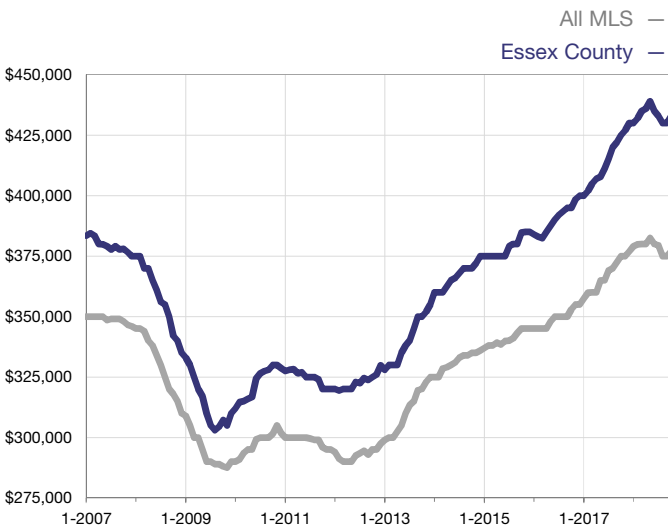
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 214 | 191 | - 10.7% | 2,788 | 2,681 | - 3.8% |
| Closed Sales | 261 | 220 | - 15.7% | 2,729 | 2,614 | - 4.2% |
| Median Sales Price* | \$277,000 | \$308,750 | + 11.5% | \$280,000 | \$298,399 | + 6.6% |
| Inventory of Homes for Sale | 502 | 464 | - 7.6% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 2.0 | 0.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 50 | 54 | + 8.0% | 53 | 47 | - 11.3% |
| Percent of Original List Price Received* | 98.8% | 98.4% | - 0.4% | 99.0% | 99.5% | + 0.5% |
| New Listings | 250 | 212 | - 15.2% | 3,351 | 3,337 | - 0.4% |

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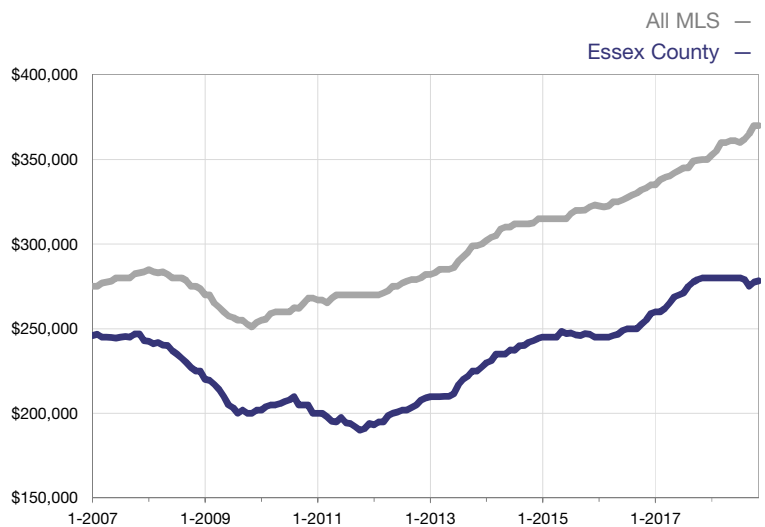
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Franklin County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 54 | 44 | - 18.5% | 621 | 559 | - 10.0% |
| Closed Sales | 56 | 43 | - 23.2% | 598 | 550 | - 8.0% |
| Median Sales Price* | \$210,000 | \$227,000 | + 8.1% | \$205,000 | \$209,900 | + 2.4% |
| Inventory of Homes for Sale | 245 | 212 | - 13.5% | -- | -- | -- |
| Months Supply of Inventory | 4.5 | 4.3 | - 4.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 108 | 73 | - 32.4% | 113 | 92 | - 18.6% |
| Percent of Original List Price Received* | 93.0% | 91.5% | - 1.6% | 94.0% | 94.8% | + 0.9% |
| New Listings | 48 | 52 | + 8.3% | 817 | 767 | - 6.1% |

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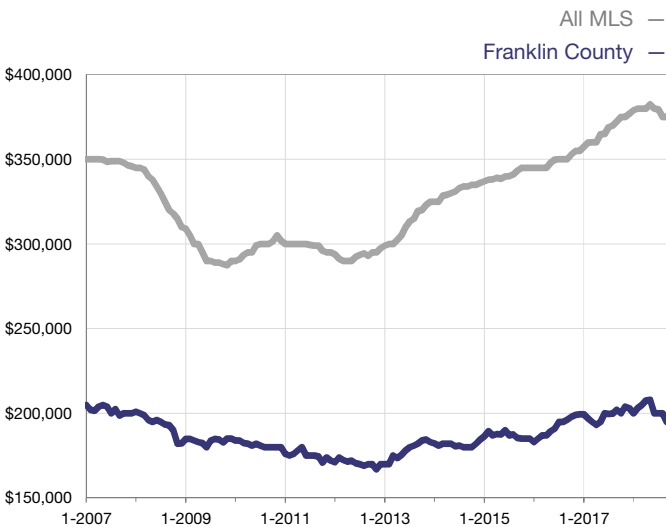
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 3 | 4 | + 33.3% | 45 | 40 | - 11.1% |
| Closed Sales | 5 | 5 | 0.0% | 47 | 36 | - 23.4% |
| Median Sales Price* | \$185,000 | \$165,000 | - 10.8% | \$190,000 | \$177,500 | - 6.6% |
| Inventory of Homes for Sale | 12 | 12 | 0.0% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 3.1 | + 6.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 143 | 62 | - 56.6% | 145 | 69 | - 52.4% |
| Percent of Original List Price Received* | 96.7% | 98.1% | + 1.4% | 94.8% | 98.2% | + 3.6% |
| New Listings | 1 | 4 | + 300.0% | 57 | 44 | - 22.8% |

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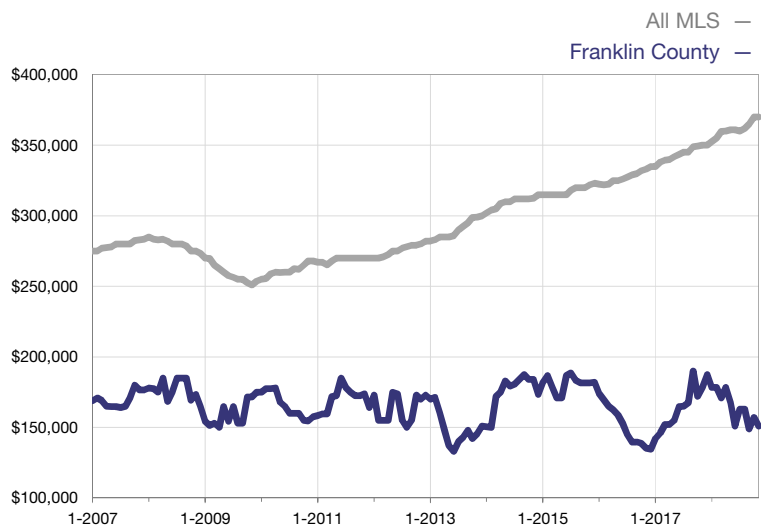
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 326 | 303 | - 7.1% | 3,991 | 3,972 | - 0.5% |
| Closed Sales | 354 | 356 | + 0.6% | 3,834 | 3,866 | + 0.8% |
| Median Sales Price* | \$195,000 | \$201,500 | + 3.3% | \$190,000 | \$200,000 | + 5.3% |
| Inventory of Homes for Sale | 1,095 | 954 | - 12.9% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 2.7 | - 12.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 69 | 68 | - 1.4% | 70 | 60 | - 14.3% |
| Percent of Original List Price Received* | 95.5% | 94.7% | - 0.8% | 96.0% | 96.5% | + 0.5% |
| New Listings | 329 | 352 | + 7.0% | 5,232 | 5,257 | + 0.5% |

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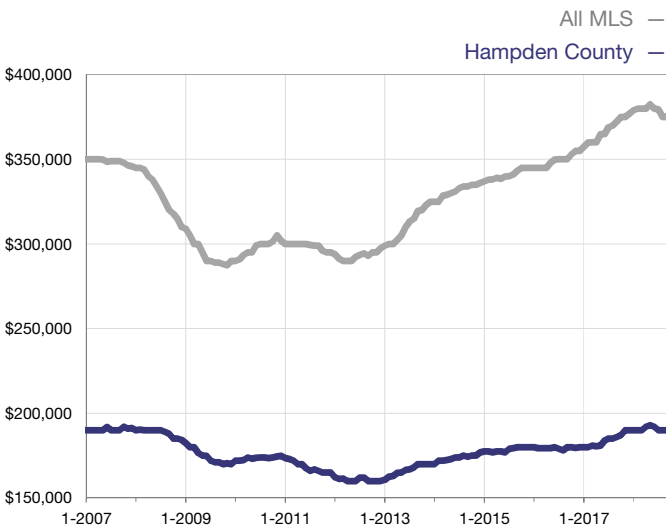
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 42 | 54 | + 28.6% | 497 | 526 | + 5.8% |
| Closed Sales | 47 | 37 | - 21.3% | 474 | 494 | + 4.2% |
| Median Sales Price* | \$140,000 | \$120,000 | - 14.3% | \$137,250 | \$140,000 | + 2.0% |
| Inventory of Homes for Sale | 177 | 124 | - 29.9% | -- | -- | -- |
| Months Supply of Inventory | 4.1 | 2.7 | - 34.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 88 | 57 | - 35.2% | 95 | 78 | - 17.9% |
| Percent of Original List Price Received* | 95.5% | 95.1% | - 0.4% | 95.1% | 96.1% | + 1.1% |
| New Listings | 49 | 48 | - 2.0% | 643 | 623 | - 3.1% |

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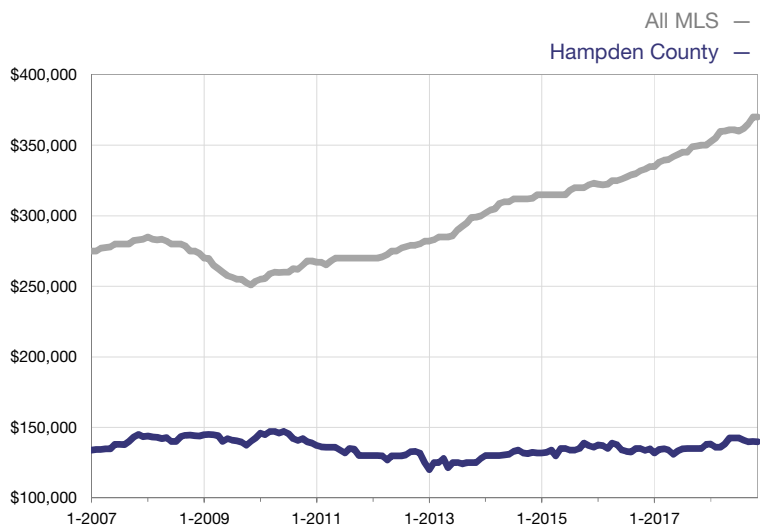
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 89 | 85 | - 4.5% | 1,189 | 1,201 | + 1.0% |
| Closed Sales | 109 | 111 | + 1.8% | 1,161 | 1,180 | + 1.6% |
| Median Sales Price* | \$275,000 | \$265,000 | - 3.6% | \$272,500 | \$280,000 | + 2.8% |
| Inventory of Homes for Sale | 463 | 361 | - 22.0% | -- | -- | -- |
| Months Supply of Inventory | 4.4 | 3.4 | - 22.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 96 | 65 | - 32.3% | 89 | 80 | - 10.1% |
| Percent of Original List Price Received* | 94.1% | 94.9% | + 0.9% | 95.2% | 95.6% | + 0.4% |
| New Listings | 92 | 83 | - 9.8% | 1,689 | 1,628 | - 3.6% |

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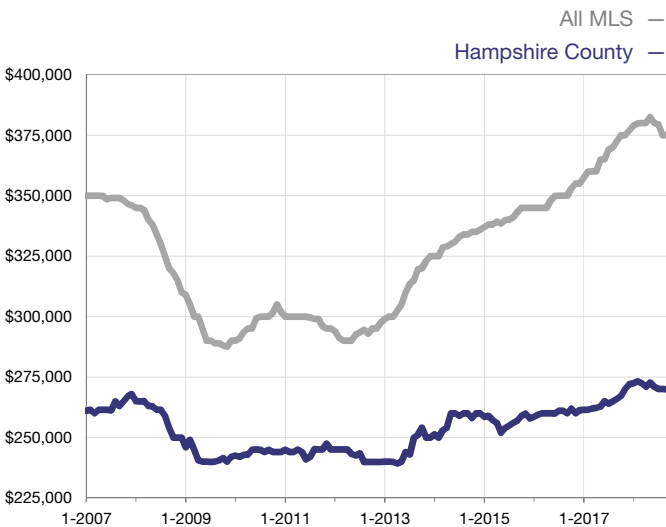
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 18 | 10 | - 44.4% | 301 | 274 | - 9.0% |
| Closed Sales | 20 | 28 | + 40.0% | 310 | 274 | - 11.6% |
| Median Sales Price* | \$215,950 | \$165,750 | - 23.2% | \$209,950 | \$202,750 | - 3.4% |
| Inventory of Homes for Sale | 96 | 54 | - 43.8% | -- | -- | -- |
| Months Supply of Inventory | 3.4 | 2.2 | - 35.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 91 | 41 | - 54.9% | 99 | 80 | - 19.2% |
| Percent of Original List Price Received* | 99.5% | 98.7% | - 0.8% | 97.0% | 98.2% | + 1.2% |
| New Listings | 15 | 10 | - 33.3% | 365 | 309 | - 15.3% |

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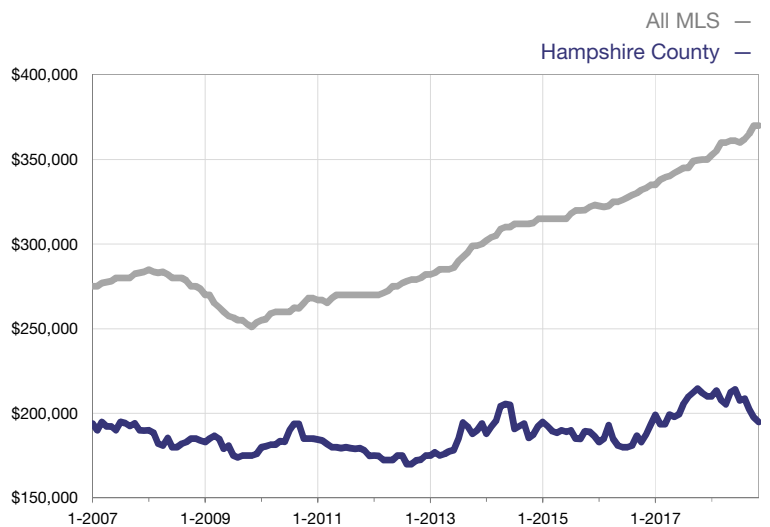
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Middlesex County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|--------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 705 | 737 | + 4.5% | 10,588 | 10,478 | - 1.0% |
| Closed Sales | 944 | 969 | + 2.6% | 10,203 | 10,114 | - 0.9% |
| Median Sales Price* | \$530,000 | \$539,950 | + 1.9% | \$534,950 | \$570,000 | + 6.6% |
| Inventory of Homes for Sale | 1,613 | 1,666 | + 3.3% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.8 | + 5.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 45 | 43 | - 4.4% | 48 | 41 | - 14.6% |
| Percent of Original List Price Received* | 99.0% | 97.7% | - 1.3% | 99.6% | 99.9% | + 0.3% |
| New Listings | 712 | 720 | + 1.1% | 12,876 | 13,321 | + 3.5% |

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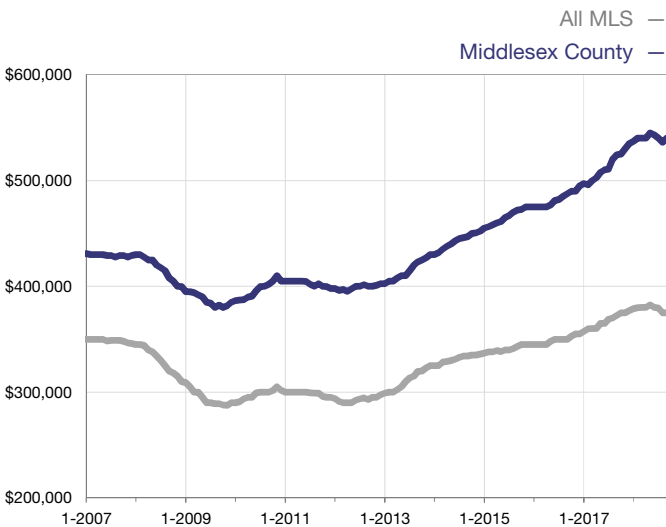
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 380 | 374 | - 1.6% | 5,555 | 5,405 | - 2.7% |
| Closed Sales | 535 | 472 | - 11.8% | 5,469 | 5,288 | - 3.3% |
| Median Sales Price* | \$447,500 | \$463,000 | + 3.5% | \$430,000 | \$455,000 | + 5.8% |
| Inventory of Homes for Sale | 637 | 813 | + 27.6% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 1.7 | + 30.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 33 | - 2.9% | 36 | 35 | - 2.8% |
| Percent of Original List Price Received* | 101.2% | 99.7% | - 1.5% | 101.4% | 101.2% | - 0.2% |
| New Listings | 392 | 433 | + 10.5% | 6,448 | 6,676 | + 3.5% |

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

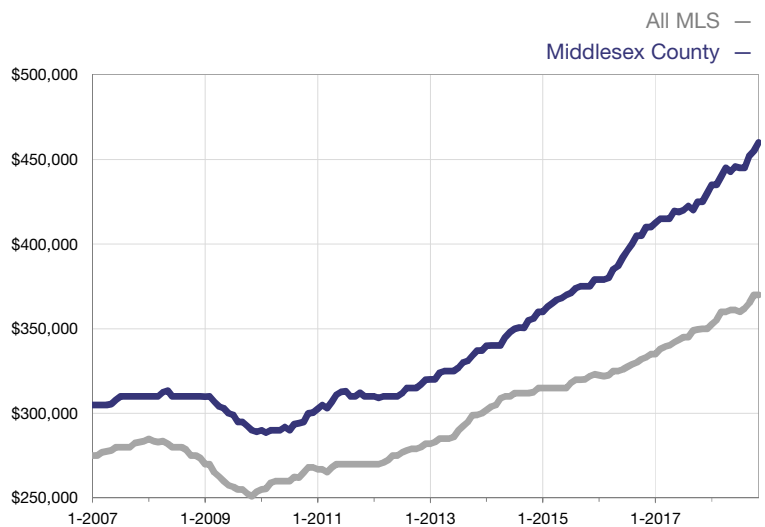
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Nantucket County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-------------|--------------------|----------|--------------|--------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 5 | 6 | + 20.0% | 50 | 52 | + 4.0% |
| Closed Sales | 10 | 8 | - 20.0% | 47 | 48 | + 2.1% |
| Median Sales Price* | \$2,340,000 | \$2,912,500 | + 24.5% | \$1,630,000 | \$1,980,000 | + 21.5% |
| Inventory of Homes for Sale | 53 | 60 | + 13.2% | -- | -- | -- |
| Months Supply of Inventory | 11.9 | 13.8 | + 16.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 145 | 112 | - 22.8% | 121 | 123 | + 1.7% |
| Percent of Original List Price Received* | 91.0% | 91.0% | 0.0% | 92.0% | 92.0% | 0.0% |
| New Listings | 2 | 8 | + 300.0% | 112 | 133 | + 18.8% |

* 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 | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 1 | 0 | - 100.0% | 5 | 4 | - 20.0% |
| Closed Sales | 1 | 1 | 0.0% | 4 | 4 | 0.0% |
| Median Sales Price* | \$650,000 | \$815,000 | + 25.4% | \$720,000 | \$761,000 | + 5.7% |
| Inventory of Homes for Sale | 2 | 0 | - 100.0% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 0.0 | - 100.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 29 | 47 | + 62.1% | 47 | 50 | + 6.4% |
| Percent of Original List Price Received* | 93.0% | 91.1% | - 2.0% | 97.4% | 95.6% | - 1.8% |
| New Listings | 0 | 0 | -- | 9 | 9 | 0.0% |

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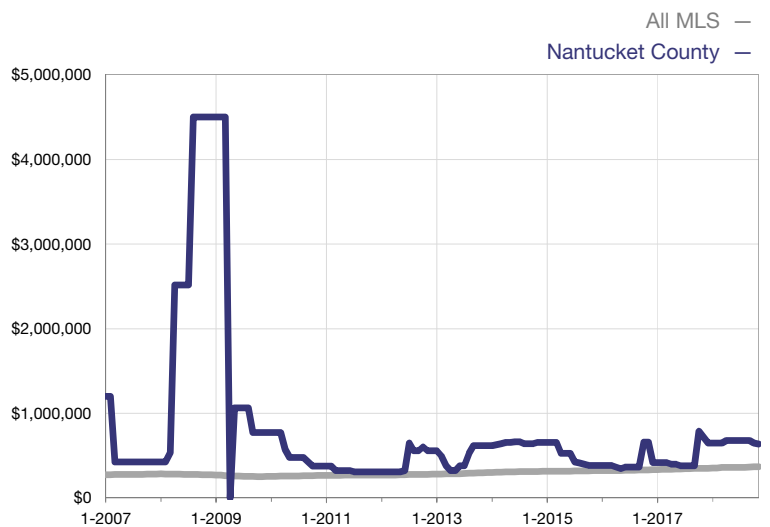
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Norfolk County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|-----------|--------|--------------|-----------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 418 | 417 | - 0.2% | 6,054 | 6,011 | - 0.7% |
| Closed Sales | 526 | 536 | + 1.9% | 5,985 | 5,782 | - 3.4% |
| Median Sales Price* | \$486,250 | \$490,000 | + 0.8% | \$490,000 | \$520,000 | + 6.1% |
| Inventory of Homes for Sale | 1,140 | 1,045 | - 8.3% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 2.0 | - 4.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 53 | 49 | - 7.5% | 57 | 47 | - 17.5% |
| Percent of Original List Price Received* | 97.7% | 97.2% | - 0.5% | 98.2% | 98.8% | + 0.6% |
| New Listings | 428 | 399 | - 6.8% | 7,628 | 7,789 | + 2.1% |

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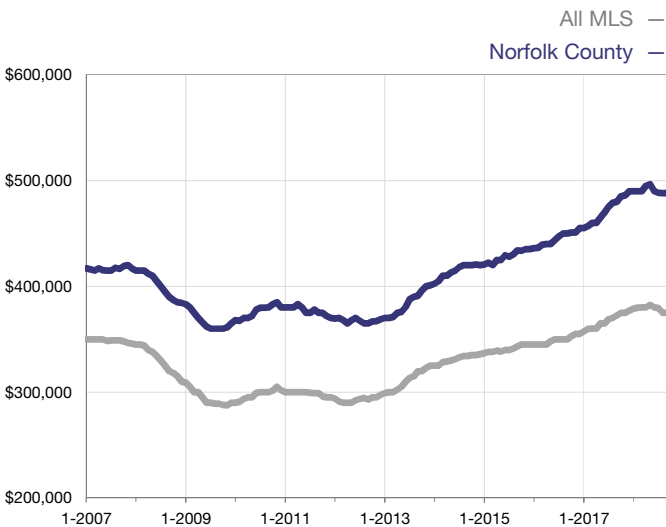
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|--------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 156 | 155 | - 0.6% | 2,365 | 2,276 | - 3.8% |
| Closed Sales | 201 | 202 | + 0.5% | 2,251 | 2,186 | - 2.9% |
| Median Sales Price* | \$380,500 | \$391,483 | + 2.9% | \$360,000 | \$375,000 | + 4.2% |
| Inventory of Homes for Sale | 369 | 406 | + 10.0% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 2.1 | + 16.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 32 | 43 | + 34.4% | 42 | 41 | - 2.4% |
| Percent of Original List Price Received* | 99.3% | 99.2% | - 0.1% | 99.9% | 100.0% | + 0.1% |
| New Listings | 171 | 179 | + 4.7% | 2,787 | 2,885 | + 3.5% |

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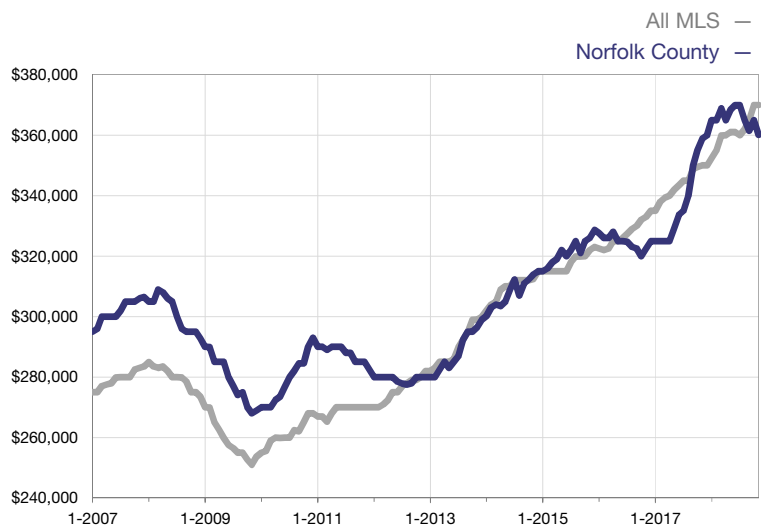
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Plymouth County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 441 | 441 | 0.0% | 5,916 | 5,886 | - 0.5% |
| Closed Sales | 549 | 534 | - 2.7% | 5,804 | 5,702 | - 1.8% |
| Median Sales Price* | \$355,000 | \$380,000 | + 7.0% | \$357,000 | \$380,000 | + 6.4% |
| Inventory of Homes for Sale | 1,633 | 1,410 | - 13.7% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 2.7 | - 12.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 70 | 71 | + 1.4% | 67 | 60 | - 10.4% |
| Percent of Original List Price Received* | 96.0% | 96.0% | 0.0% | 97.5% | 97.4% | - 0.1% |
| New Listings | 490 | 491 | + 0.2% | 7,927 | 7,961 | + 0.4% |

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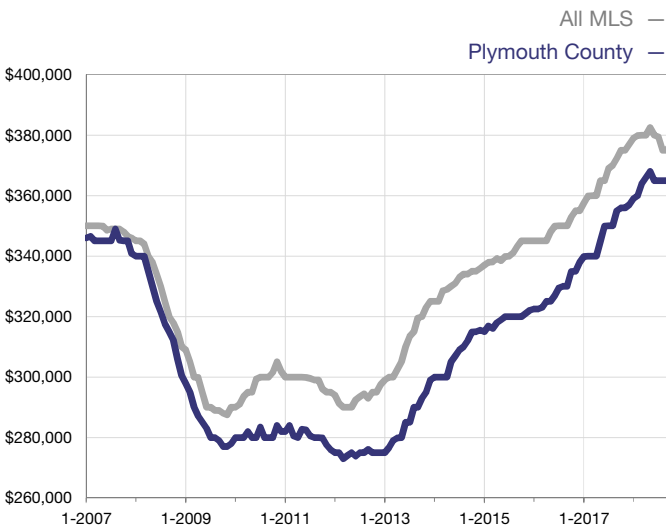
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 105 | 87 | - 17.1% | 1,228 | 1,225 | - 0.2% |
| Closed Sales | 112 | 103 | - 8.0% | 1,132 | 1,119 | - 1.1% |
| Median Sales Price* | \$285,650 | \$265,000 | - 7.2% | \$280,000 | \$296,000 | + 5.7% |
| Inventory of Homes for Sale | 320 | 319 | - 0.3% | -- | -- | -- |
| Months Supply of Inventory | 3.2 | 3.1 | - 3.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 54 | 43 | - 20.4% | 74 | 63 | - 14.9% |
| Percent of Original List Price Received* | 98.3% | 98.2% | - 0.1% | 98.1% | 98.8% | + 0.7% |
| New Listings | 110 | 121 | + 10.0% | 1,541 | 1,629 | + 5.7% |

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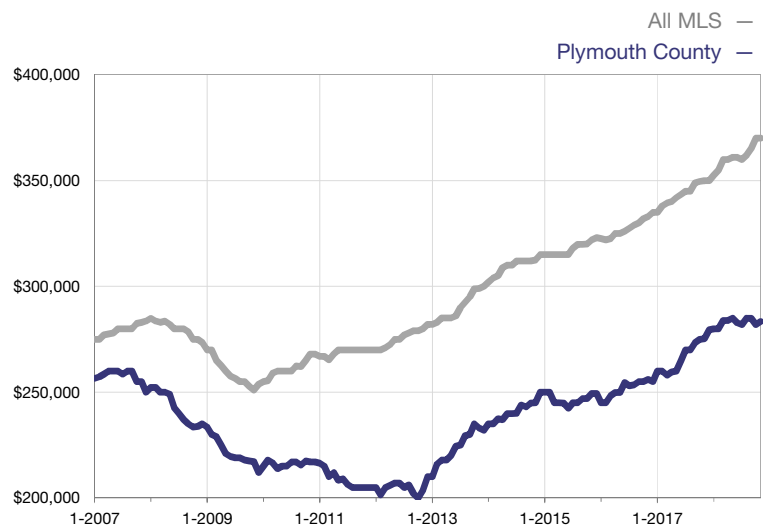
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Suffolk County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 96 | 110 | + 14.6% | 1,281 | 1,269 | - 0.9% |
| Closed Sales | 111 | 133 | + 19.8% | 1,264 | 1,224 | - 3.2% |
| Median Sales Price* | \$540,000 | \$575,000 | + 6.5% | \$510,000 | \$555,000 | + 8.8% |
| Inventory of Homes for Sale | 224 | 190 | - 15.2% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.7 | - 10.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 44 | 37 | - 15.9% | 42 | 37 | - 11.9% |
| Percent of Original List Price Received* | 96.9% | 98.5% | + 1.7% | 99.5% | 100.0% | + 0.5% |
| New Listings | 115 | 87 | - 24.3% | 1,654 | 1,682 | + 1.7% |

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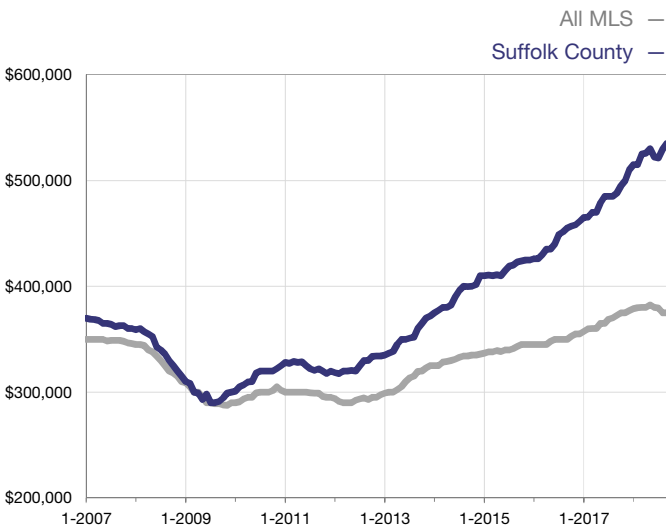
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 364 | 331 | - 9.1% | 4,718 | 4,643 | - 1.6% |
| Closed Sales | 437 | 345 | - 21.1% | 4,457 | 4,602 | + 3.3% |
| Median Sales Price* | \$580,000 | \$615,000 | + 6.0% | \$570,000 | \$635,000 | + 11.4% |
| Inventory of Homes for Sale | 891 | 972 | + 9.1% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.4 | + 9.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 41 | 47 | + 14.6% | 41 | 41 | 0.0% |
| Percent of Original List Price Received* | 98.5% | 98.3% | - 0.2% | 100.1% | 99.8% | - 0.3% |
| New Listings | 422 | 377 | - 10.7% | 6,172 | 6,425 | + 4.1% |

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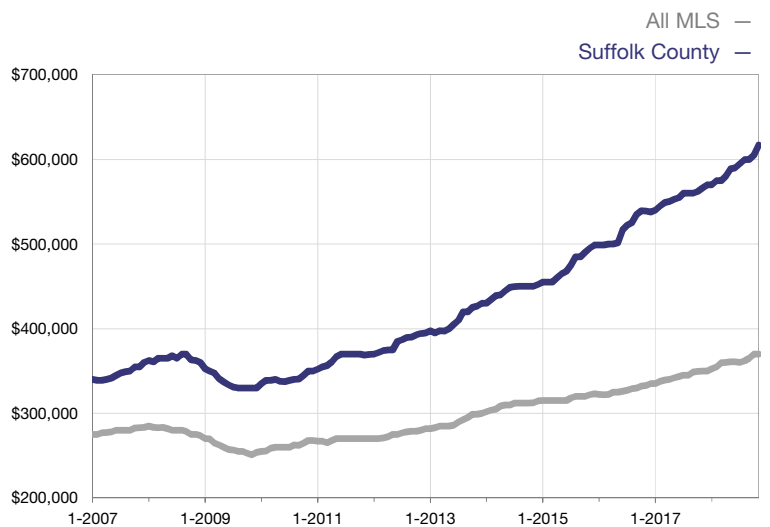
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Worcester County

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 603 | 635 | + 5.3% | 8,044 | 8,012 | - 0.4% |
| Closed Sales | 767 | 686 | - 10.6% | 7,820 | 7,696 | - 1.6% |
| Median Sales Price* | \$274,500 | \$278,700 | + 1.5% | \$270,000 | \$287,000 | + 6.3% |
| Inventory of Homes for Sale | 2,072 | 1,859 | - 10.3% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 2.6 | - 10.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 66 | 58 | - 12.1% | 64 | 55 | - 14.1% |
| Percent of Original List Price Received* | 97.2% | 95.8% | - 1.4% | 97.6% | 97.7% | + 0.1% |
| New Listings | 638 | 648 | + 1.6% | 10,438 | 10,695 | + 2.5% |

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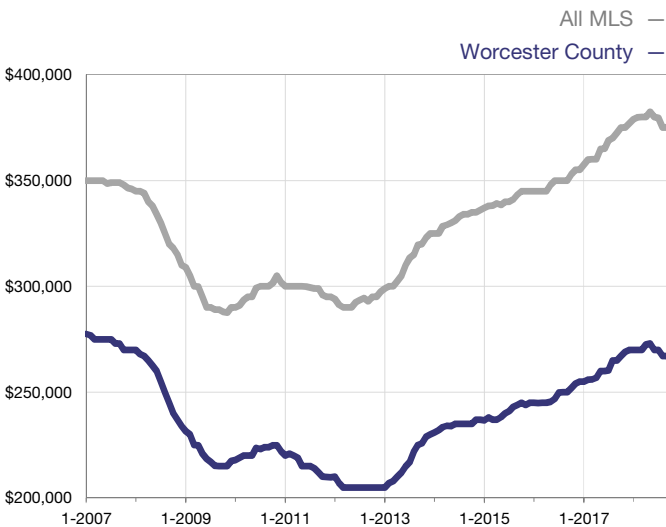
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 136 | 137 | + 0.7% | 1,743 | 1,688 | - 3.2% |
| Closed Sales | 180 | 160 | - 11.1% | 1,697 | 1,630 | - 3.9% |
| Median Sales Price* | \$232,950 | \$224,750 | - 3.5% | \$205,000 | \$216,000 | + 5.4% |
| Inventory of Homes for Sale | 362 | 291 | - 19.6% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 2.0 | - 16.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 61 | 63 | + 3.3% | 66 | 54 | - 18.2% |
| Percent of Original List Price Received* | 97.3% | 97.7% | + 0.4% | 97.8% | 98.7% | + 0.9% |
| New Listings | 122 | 118 | - 3.3% | 2,079 | 2,026 | - 2.5% |

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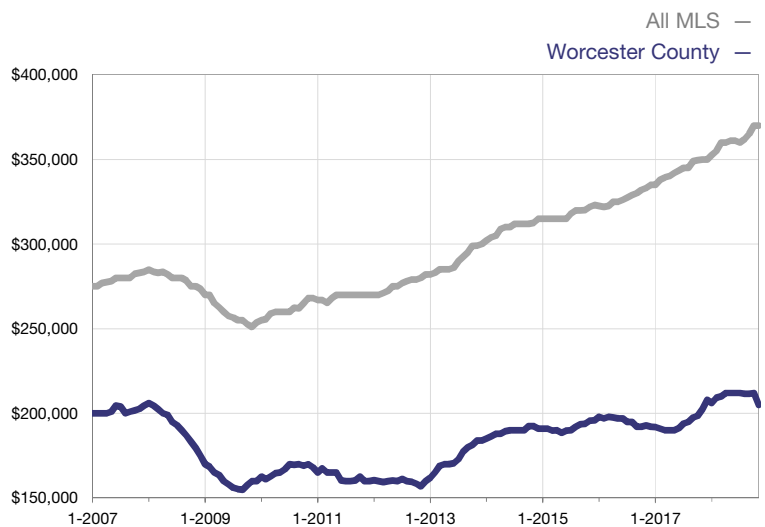
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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