

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	267	330	+ 23.6%	267	330	+ 23.6%
Closed Sales	304	270	- 11.2%	304	270	- 11.2%
Median Sales Price*	\$405,000	\$385,000	- 4.9%	\$405,000	\$385,000	- 4.9%
Inventory of Homes for Sale	1,929	1,902	- 1.4%	--	--	--
Months Supply of Inventory	4.6	4.7	+ 2.2%	--	--	--
Cumulative Days on Market Until Sale	110	108	- 1.8%	110	108	- 1.8%
Percent of Original List Price Received*	93.6%	92.8%	- 0.9%	93.6%	92.8%	- 0.9%
New Listings	340	443	+ 30.3%	340	443	+ 30.3%

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

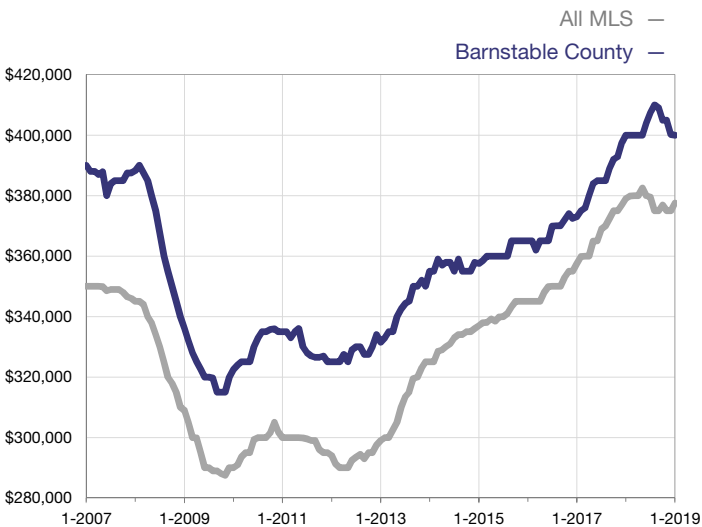
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	72	62	- 13.9%	72	62	- 13.9%
Closed Sales	76	47	- 38.2%	76	47	- 38.2%
Median Sales Price*	\$242,500	\$255,000	+ 5.2%	\$242,500	\$255,000	+ 5.2%
Inventory of Homes for Sale	445	457	+ 2.7%	--	--	--
Months Supply of Inventory	4.4	4.6	+ 4.5%	--	--	--
Cumulative Days on Market Until Sale	138	121	- 12.3%	138	121	- 12.3%
Percent of Original List Price Received*	94.4%	92.9%	- 1.6%	94.4%	92.9%	- 1.6%
New Listings	96	120	+ 25.0%	96	120	+ 25.0%

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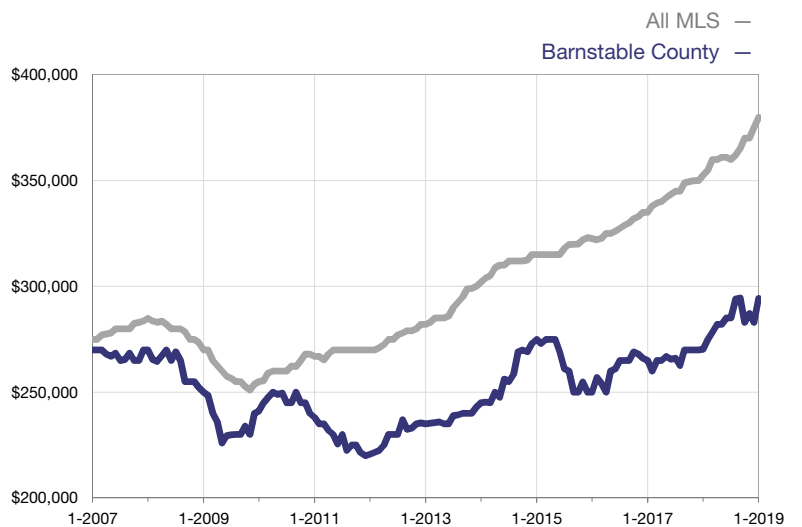
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Berkshire County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	60	77	+ 28.3%	60	77	+ 28.3%
Closed Sales	74	77	+ 4.1%	74	77	+ 4.1%
Median Sales Price*	\$200,000	\$186,375	- 6.8%	\$200,000	\$186,375	- 6.8%
Inventory of Homes for Sale	844	691	- 18.1%	--	--	--
Months Supply of Inventory	7.1	5.7	- 19.7%	--	--	--
Cumulative Days on Market Until Sale	148	88	- 40.5%	148	88	- 40.5%
Percent of Original List Price Received*	87.8%	90.4%	+ 3.0%	87.8%	90.4%	+ 3.0%
New Listings	91	130	+ 42.9%	91	130	+ 42.9%

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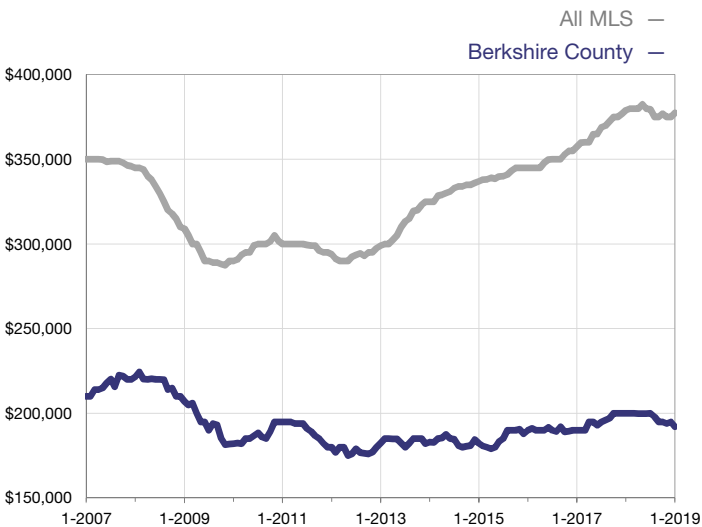
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	9	6	- 33.3%	9	6	- 33.3%
Closed Sales	10	6	- 40.0%	10	6	- 40.0%
Median Sales Price*	\$189,500	\$169,500	- 10.6%	\$189,500	\$169,500	- 10.6%
Inventory of Homes for Sale	166	144	- 13.3%	--	--	--
Months Supply of Inventory	14.2	11.8	- 16.9%	--	--	--
Cumulative Days on Market Until Sale	202	132	- 34.7%	202	132	- 34.7%
Percent of Original List Price Received*	86.2%	87.3%	+ 1.3%	86.2%	87.3%	+ 1.3%
New Listings	8	16	+ 100.0%	8	16	+ 100.0%

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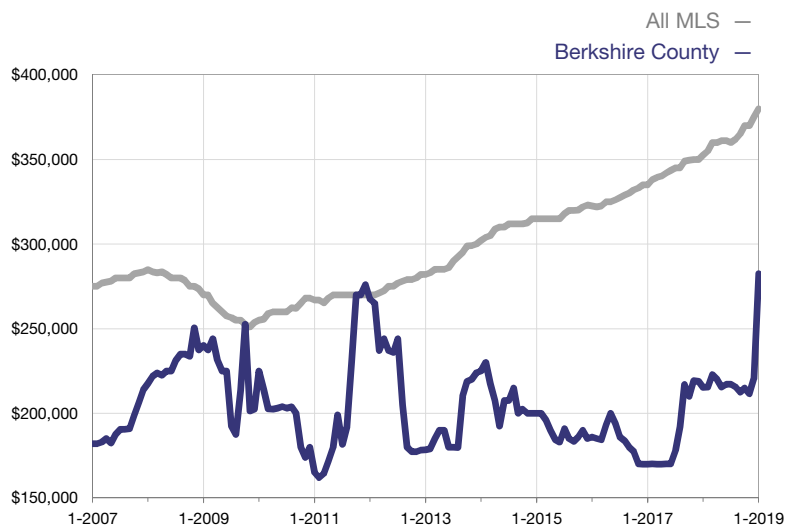
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Bristol County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	266	339	+ 27.4%	266	339	+ 27.4%
Closed Sales	277	261	- 5.8%	277	261	- 5.8%
Median Sales Price*	\$282,000	\$305,000	+ 8.2%	\$282,000	\$305,000	+ 8.2%
Inventory of Homes for Sale	1,111	961	- 13.5%	--	--	--
Months Supply of Inventory	2.7	2.5	- 7.4%	--	--	--
Cumulative Days on Market Until Sale	70	66	- 5.7%	70	66	- 5.7%
Percent of Original List Price Received*	96.5%	95.5%	- 1.0%	96.5%	95.5%	- 1.0%
New Listings	320	375	+ 17.2%	320	375	+ 17.2%

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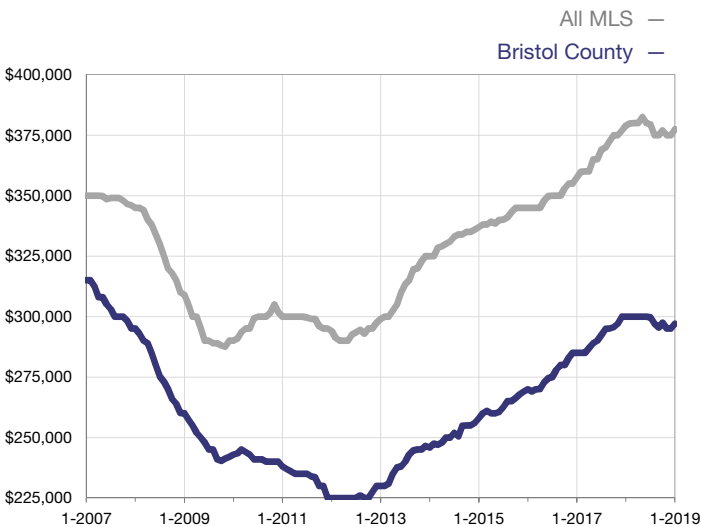
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	31	64	+ 106.5%	31	64	+ 106.5%
Closed Sales	46	32	- 30.4%	46	32	- 30.4%
Median Sales Price*	\$220,000	\$199,950	- 9.1%	\$220,000	\$199,950	- 9.1%
Inventory of Homes for Sale	128	137	+ 7.0%	--	--	--
Months Supply of Inventory	1.8	1.9	+ 5.6%	--	--	--
Cumulative Days on Market Until Sale	77	75	- 2.6%	77	75	- 2.6%
Percent of Original List Price Received*	95.9%	94.6%	- 1.4%	95.9%	94.6%	- 1.4%
New Listings	43	75	+ 74.4%	43	75	+ 74.4%

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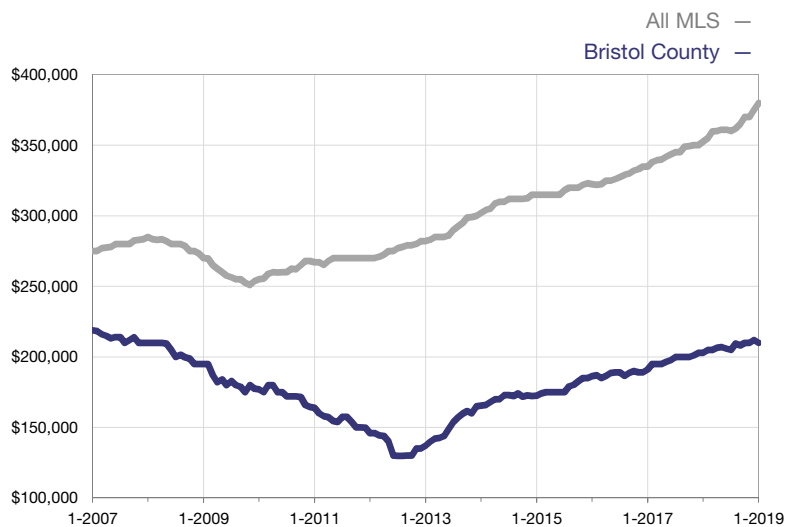
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2019

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Dukes County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	10	9	- 10.0%	10	9	- 10.0%
Closed Sales	19	9	- 52.6%	19	9	- 52.6%
Median Sales Price*	\$1,296,000	\$700,000	- 46.0%	\$1,296,000	\$700,000	- 46.0%
Inventory of Homes for Sale	147	66	- 55.1%	--	--	--
Months Supply of Inventory	9.1	4.9	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	176	186	+ 5.7%	176	186	+ 5.7%
Percent of Original List Price Received*	92.0%	89.8%	- 2.4%	92.0%	89.8%	- 2.4%
New Listings	25	13	- 48.0%	25	13	- 48.0%

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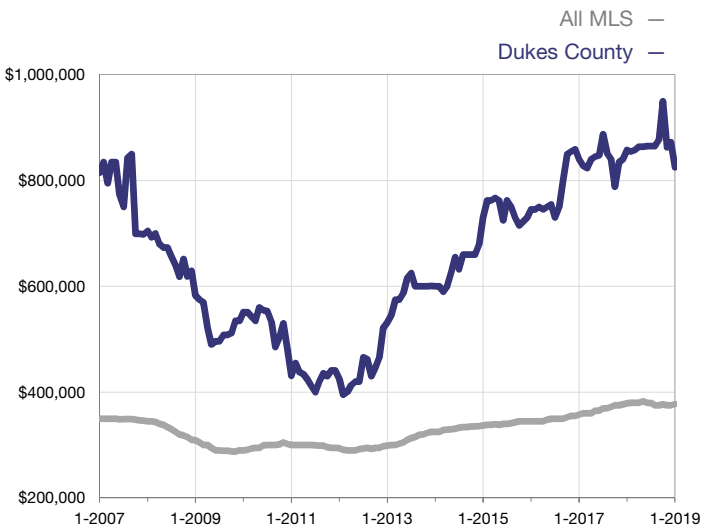
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	2	--	0	2	--
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Median Sales Price*	\$430,000	\$0	- 100.0%	\$430,000	\$0	- 100.0%
Inventory of Homes for Sale	9	3	- 66.7%	--	--	--
Months Supply of Inventory	6.5	2.3	- 64.6%	--	--	--
Cumulative Days on Market Until Sale	46	0	- 100.0%	46	0	- 100.0%
Percent of Original List Price Received*	93.7%	0.0%	- 100.0%	93.7%	0.0%	- 100.0%
New Listings	2	2	0.0%	2	2	0.0%

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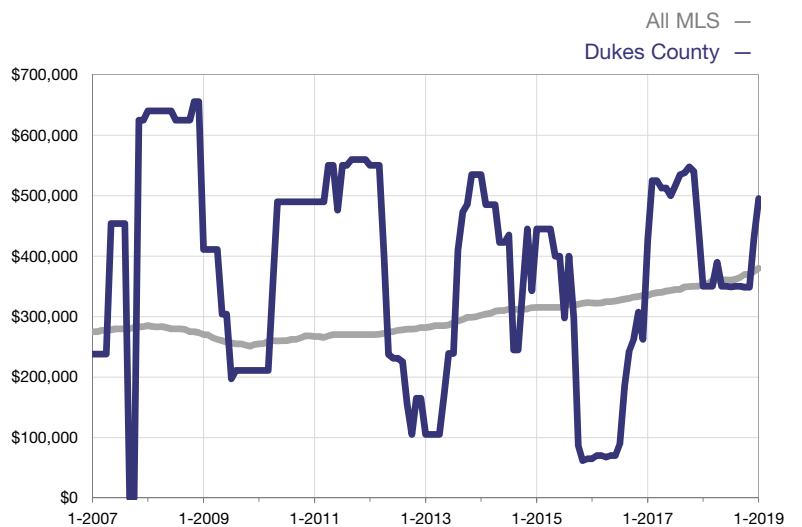
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2019

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Essex County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	309	402	+ 30.1%	309	402	+ 30.1%
Closed Sales	403	355	- 11.9%	403	355	- 11.9%
Median Sales Price*	\$429,900	\$439,000	+ 2.1%	\$429,900	\$439,000	+ 2.1%
Inventory of Homes for Sale	815	759	- 6.9%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--
Cumulative Days on Market Until Sale	62	67	+ 8.1%	62	67	+ 8.1%
Percent of Original List Price Received*	97.1%	95.1%	- 2.1%	97.1%	95.1%	- 2.1%
New Listings	313	395	+ 26.2%	313	395	+ 26.2%

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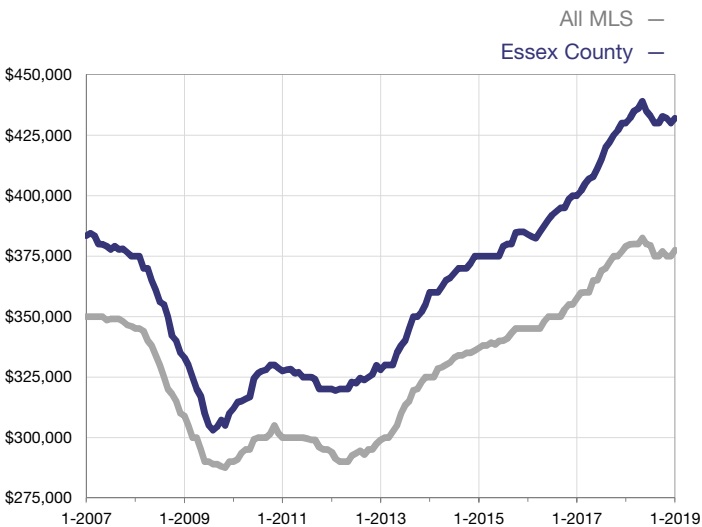
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	196	207	+ 5.6%	196	207	+ 5.6%
Closed Sales	167	144	- 13.8%	167	144	- 13.8%
Median Sales Price*	\$299,900	\$307,500	+ 2.5%	\$299,900	\$307,500	+ 2.5%
Inventory of Homes for Sale	338	359	+ 6.2%	--	--	--
Months Supply of Inventory	1.4	1.5	+ 7.1%	--	--	--
Cumulative Days on Market Until Sale	53	56	+ 5.7%	53	56	+ 5.7%
Percent of Original List Price Received*	98.1%	97.9%	- 0.2%	98.1%	97.9%	- 0.2%
New Listings	217	229	+ 5.5%	217	229	+ 5.5%

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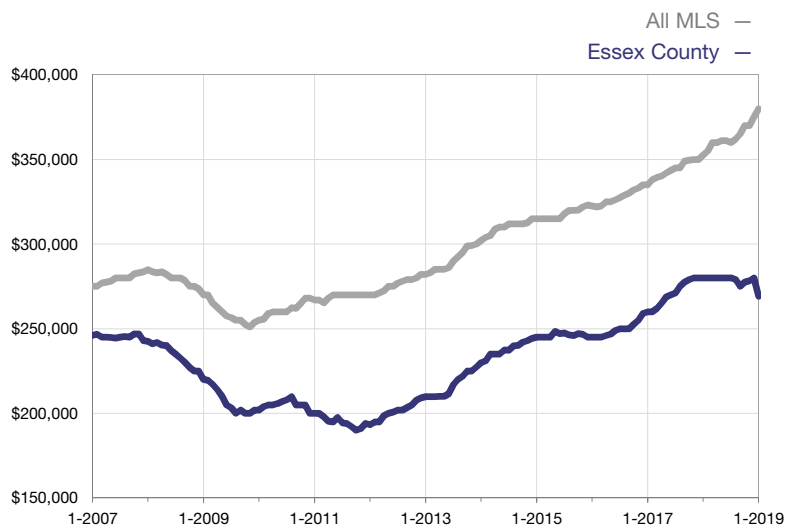
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Franklin County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	26	34	+ 30.8%	26	34	+ 30.8%
Closed Sales	47	37	- 21.3%	47	37	- 21.3%
Median Sales Price*	\$185,000	\$217,500	+ 17.6%	\$185,000	\$217,500	+ 17.6%
Inventory of Homes for Sale	179	171	- 4.5%	--	--	--
Months Supply of Inventory	3.3	3.5	+ 6.1%	--	--	--
Cumulative Days on Market Until Sale	105	131	+ 24.8%	105	131	+ 24.8%
Percent of Original List Price Received*	94.6%	93.0%	- 1.7%	94.6%	93.0%	- 1.7%
New Listings	31	36	+ 16.1%	31	36	+ 16.1%

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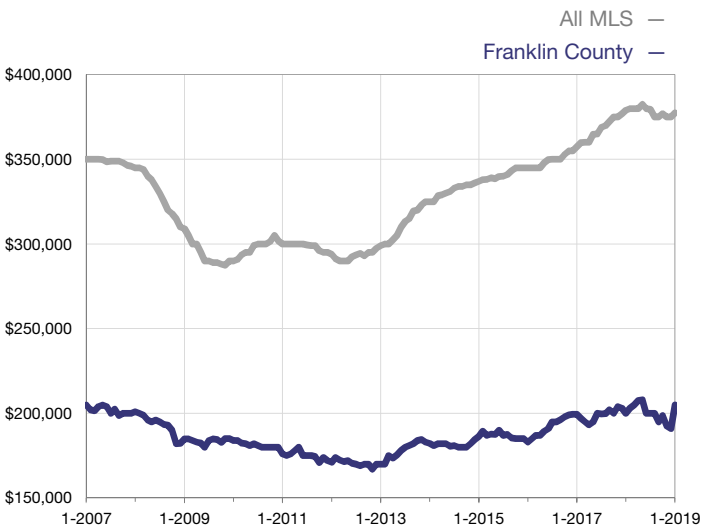
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	5	+ 150.0%	2	5	+ 150.0%
Closed Sales	0	2	--	0	2	--
Median Sales Price*	\$0	\$118,000	--	\$0	\$118,000	--
Inventory of Homes for Sale	12	8	- 33.3%	--	--	--
Months Supply of Inventory	2.9	2.1	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	0	28	--	0	28	--
Percent of Original List Price Received*	0.0%	96.3%	--	0.0%	96.3%	--
New Listings	1	1	0.0%	1	1	0.0%

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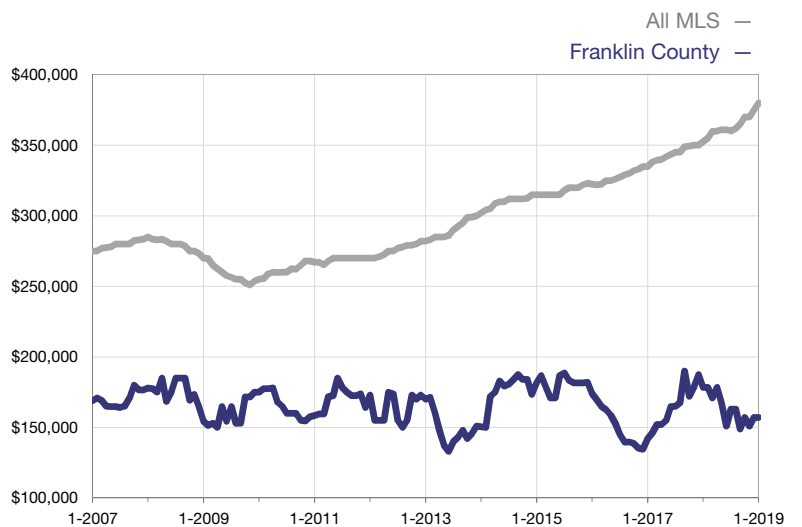
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Hampden County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	248	294	+ 18.5%	248	294	+ 18.5%
Closed Sales	282	255	- 9.6%	282	255	- 9.6%
Median Sales Price*	\$185,000	\$189,900	+ 2.6%	\$185,000	\$189,900	+ 2.6%
Inventory of Homes for Sale	866	768	- 11.3%	--	--	--
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--
Cumulative Days on Market Until Sale	76	81	+ 6.6%	76	81	+ 6.6%
Percent of Original List Price Received*	94.5%	94.3%	- 0.2%	94.5%	94.3%	- 0.2%
New Listings	289	333	+ 15.2%	289	333	+ 15.2%

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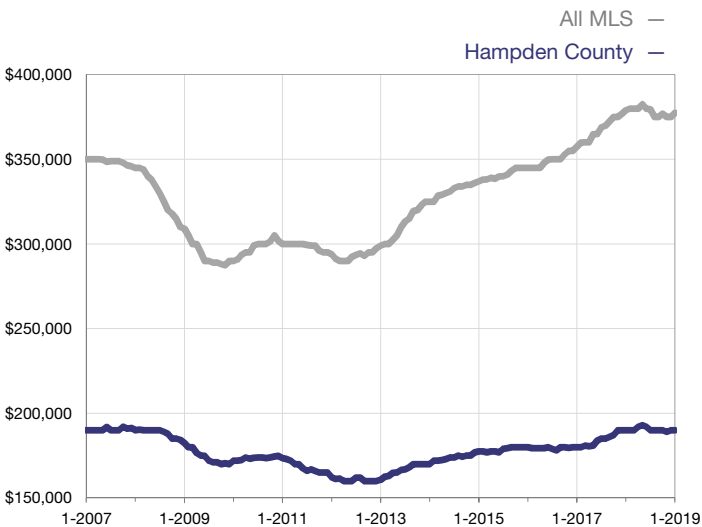
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	38	49	+ 28.9%	38	49	+ 28.9%
Closed Sales	31	37	+ 19.4%	31	37	+ 19.4%
Median Sales Price*	\$157,000	\$159,900	+ 1.8%	\$157,000	\$159,900	+ 1.8%
Inventory of Homes for Sale	146	97	- 33.6%	--	--	--
Months Supply of Inventory	3.4	2.1	- 38.2%	--	--	--
Cumulative Days on Market Until Sale	106	90	- 15.1%	106	90	- 15.1%
Percent of Original List Price Received*	96.3%	96.9%	+ 0.6%	96.3%	96.9%	+ 0.6%
New Listings	37	47	+ 27.0%	37	47	+ 27.0%

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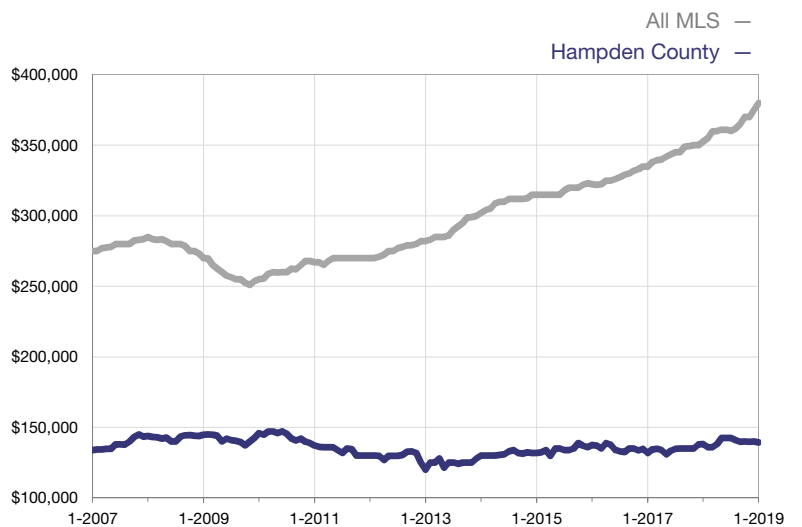
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Hampshire County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	68	84	+ 23.5%	68	84	+ 23.5%
Closed Sales	84	59	- 29.8%	84	59	- 29.8%
Median Sales Price*	\$245,000	\$244,000	- 0.4%	\$245,000	\$244,000	- 0.4%
Inventory of Homes for Sale	339	259	- 23.6%	--	--	--
Months Supply of Inventory	3.2	2.5	- 21.9%	--	--	--
Cumulative Days on Market Until Sale	102	105	+ 2.9%	102	105	+ 2.9%
Percent of Original List Price Received*	93.2%	92.4%	- 0.9%	93.2%	92.4%	- 0.9%
New Listings	90	77	- 14.4%	90	77	- 14.4%

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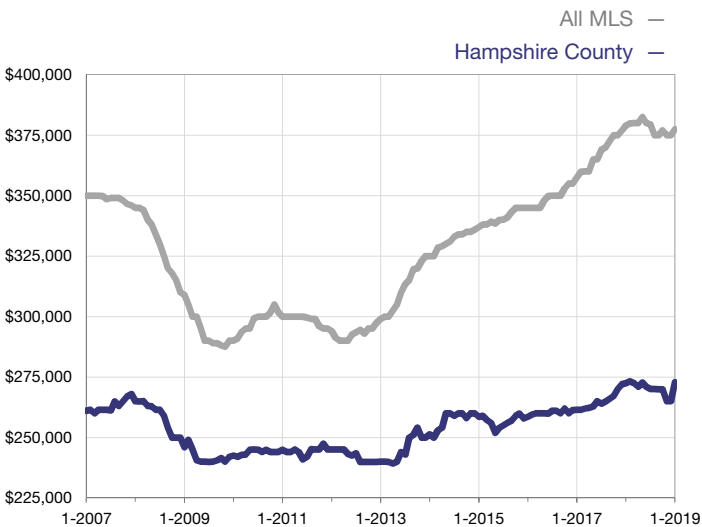
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	19	26	+ 36.8%	19	26	+ 36.8%
Closed Sales	13	8	- 38.5%	13	8	- 38.5%
Median Sales Price*	\$179,900	\$226,000	+ 25.6%	\$179,900	\$226,000	+ 25.6%
Inventory of Homes for Sale	86	44	- 48.8%	--	--	--
Months Supply of Inventory	3.2	1.9	- 40.6%	--	--	--
Cumulative Days on Market Until Sale	126	67	- 46.8%	126	67	- 46.8%
Percent of Original List Price Received*	98.0%	96.8%	- 1.2%	98.0%	96.8%	- 1.2%
New Listings	30	23	- 23.3%	30	23	- 23.3%

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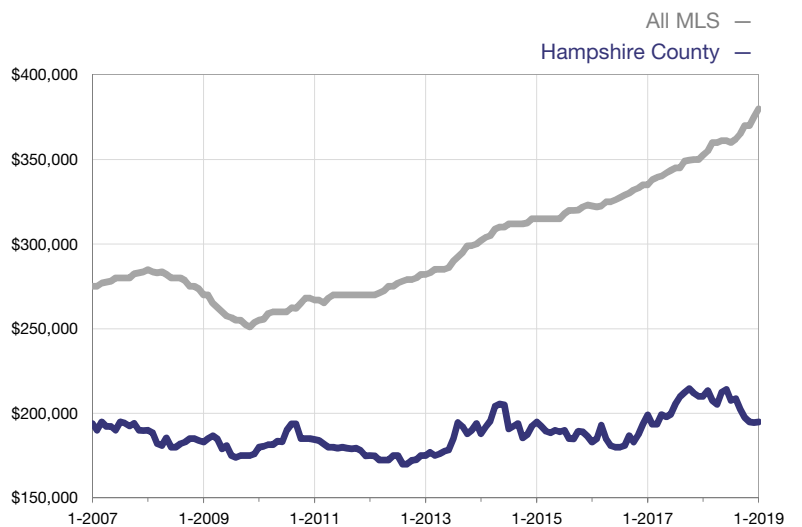
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2019

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Middlesex County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	536	686	+ 28.0%	536	686	+ 28.0%
Closed Sales	621	565	- 9.0%	621	565	- 9.0%
Median Sales Price*	\$530,000	\$550,000	+ 3.8%	\$530,000	\$550,000	+ 3.8%
Inventory of Homes for Sale	1,127	1,211	+ 7.5%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--
Cumulative Days on Market Until Sale	54	64	+ 18.5%	54	64	+ 18.5%
Percent of Original List Price Received*	98.0%	95.9%	- 2.1%	98.0%	95.9%	- 2.1%
New Listings	601	824	+ 37.1%	601	824	+ 37.1%

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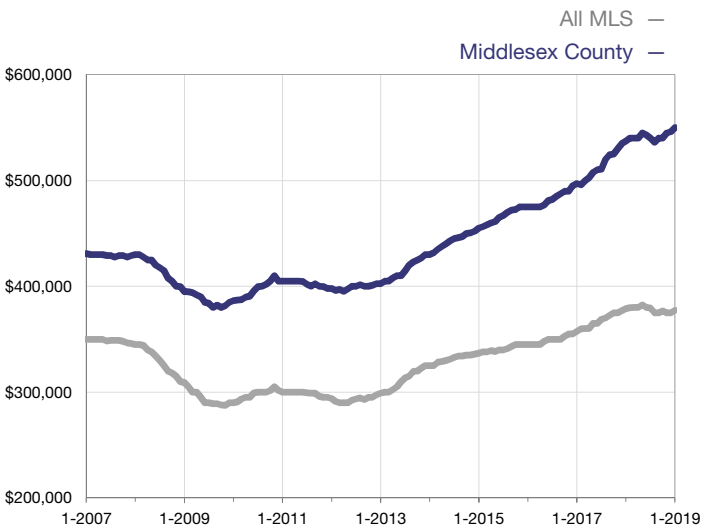
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	295	403	+ 36.6%	295	403	+ 36.6%
Closed Sales	318	304	- 4.4%	318	304	- 4.4%
Median Sales Price*	\$430,000	\$440,000	+ 2.3%	\$430,000	\$440,000	+ 2.3%
Inventory of Homes for Sale	474	610	+ 28.7%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--
Cumulative Days on Market Until Sale	49	57	+ 16.3%	49	57	+ 16.3%
Percent of Original List Price Received*	99.2%	97.6%	- 1.6%	99.2%	97.6%	- 1.6%
New Listings	362	488	+ 34.8%	362	488	+ 34.8%

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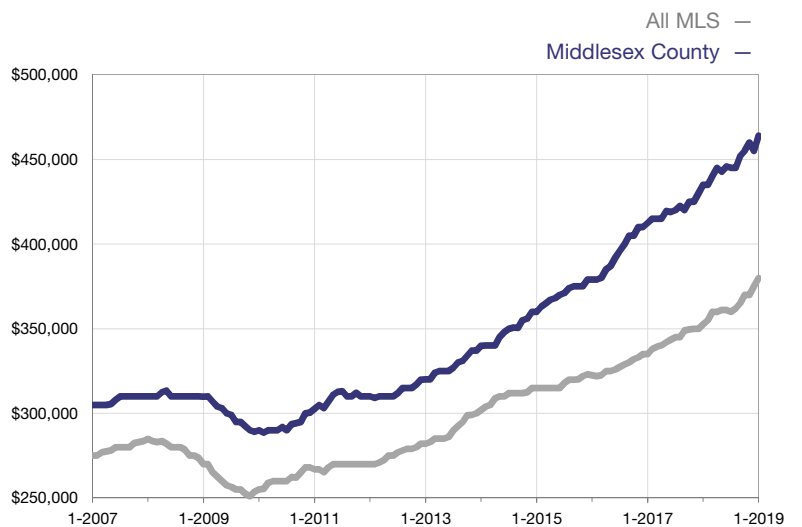
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2019

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Nantucket County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	1	0.0%	1	1	0.0%
Closed Sales	4	2	- 50.0%	4	2	- 50.0%
Median Sales Price*	\$1,921,500	\$1,380,000	- 28.2%	\$1,921,500	\$1,380,000	- 28.2%
Inventory of Homes for Sale	39	41	+ 5.1%	--	--	--
Months Supply of Inventory	8.3	9.8	+ 18.1%	--	--	--
Cumulative Days on Market Until Sale	142	17	- 88.0%	142	17	- 88.0%
Percent of Original List Price Received*	85.7%	95.6%	+ 11.6%	85.7%	95.6%	+ 11.6%
New Listings	8	5	- 37.5%	8	5	- 37.5%

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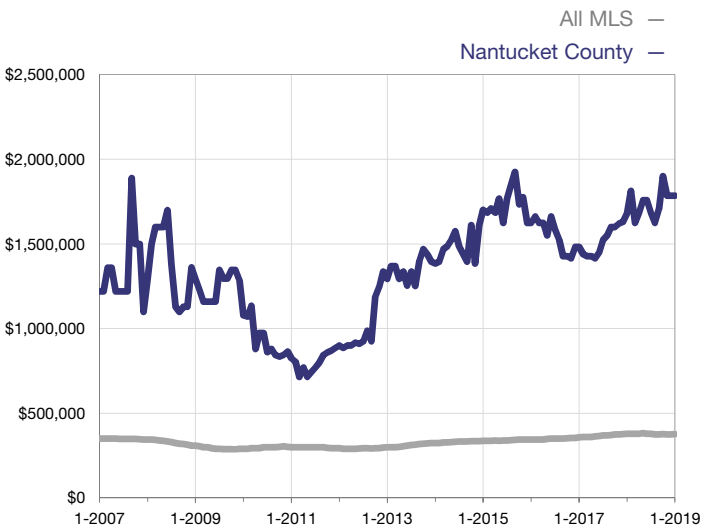
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	1.6	0.0	- 100.0%	--	--	--
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	1	0	- 100.0%	1	0	- 100.0%

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

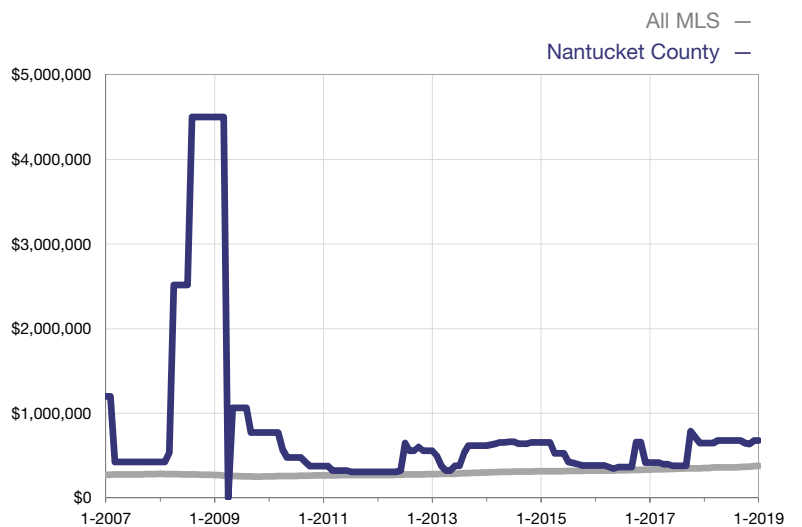
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2019

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Norfolk County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	326	346	+ 6.1%	326	346	+ 6.1%
Closed Sales	358	322	- 10.1%	358	322	- 10.1%
Median Sales Price*	\$460,000	\$500,000	+ 8.7%	\$460,000	\$500,000	+ 8.7%
Inventory of Homes for Sale	801	775	- 3.2%	--	--	--
Months Supply of Inventory	1.5	1.5	0.0%	--	--	--
Cumulative Days on Market Until Sale	62	70	+ 12.9%	62	70	+ 12.9%
Percent of Original List Price Received*	96.6%	96.1%	- 0.5%	96.6%	96.1%	- 0.5%
New Listings	385	449	+ 16.6%	385	449	+ 16.6%

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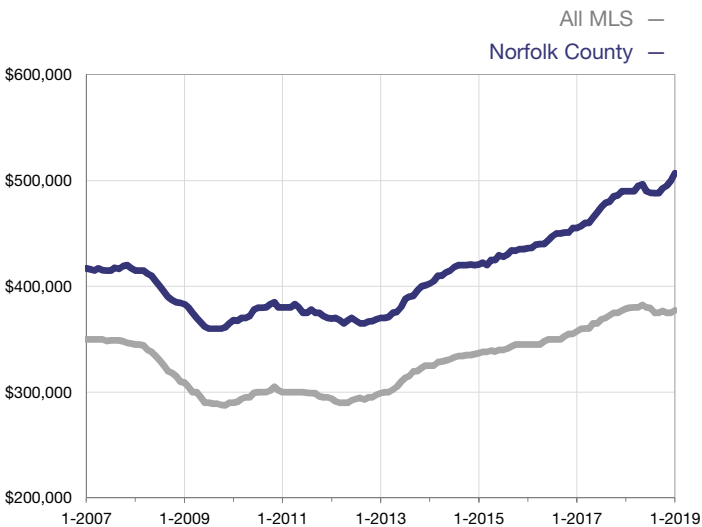
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	148	165	+ 11.5%	148	165	+ 11.5%
Closed Sales	125	127	+ 1.6%	125	127	+ 1.6%
Median Sales Price*	\$345,000	\$425,000	+ 23.2%	\$345,000	\$425,000	+ 23.2%
Inventory of Homes for Sale	257	368	+ 43.2%	--	--	--
Months Supply of Inventory	1.3	1.8	+ 38.5%	--	--	--
Cumulative Days on Market Until Sale	58	59	+ 1.7%	58	59	+ 1.7%
Percent of Original List Price Received*	97.2%	97.8%	+ 0.6%	97.2%	97.8%	+ 0.6%
New Listings	178	277	+ 55.6%	178	277	+ 55.6%

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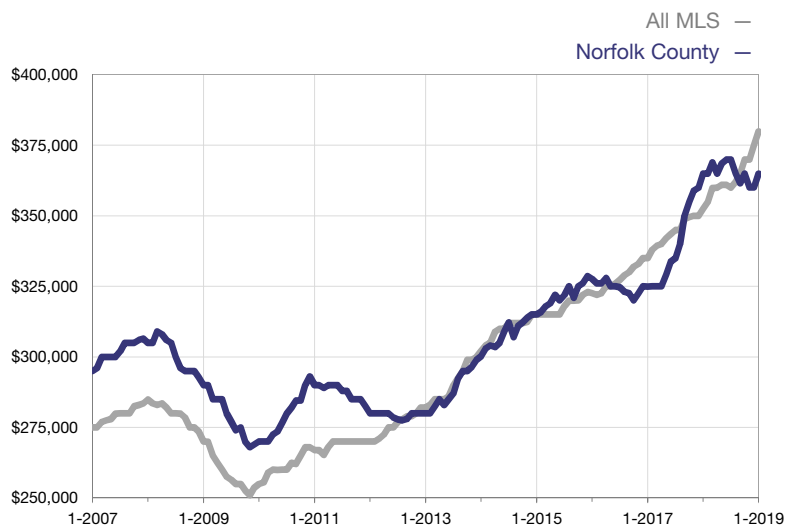
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2019

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Plymouth County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	350	398	+ 13.7%	350	398	+ 13.7%
Closed Sales	359	313	- 12.8%	359	313	- 12.8%
Median Sales Price*	\$350,000	\$370,000	+ 5.7%	\$350,000	\$370,000	+ 5.7%
Inventory of Homes for Sale	1,219	1,131	- 7.2%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--
Cumulative Days on Market Until Sale	69	80	+ 15.9%	69	80	+ 15.9%
Percent of Original List Price Received*	95.9%	95.9%	0.0%	95.9%	95.9%	0.0%
New Listings	424	514	+ 21.2%	424	514	+ 21.2%

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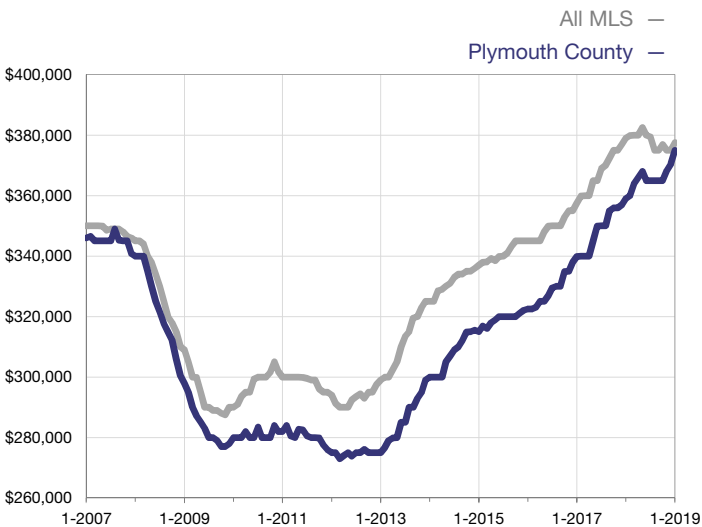
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	76	94	+ 23.7%	76	94	+ 23.7%
Closed Sales	68	61	- 10.3%	68	61	- 10.3%
Median Sales Price*	\$291,500	\$270,000	- 7.4%	\$291,500	\$270,000	- 7.4%
Inventory of Homes for Sale	259	248	- 4.2%	--	--	--
Months Supply of Inventory	2.5	2.5	0.0%	--	--	--
Cumulative Days on Market Until Sale	72	70	- 2.8%	72	70	- 2.8%
Percent of Original List Price Received*	97.5%	97.4%	- 0.1%	97.5%	97.4%	- 0.1%
New Listings	93	112	+ 20.4%	93	112	+ 20.4%

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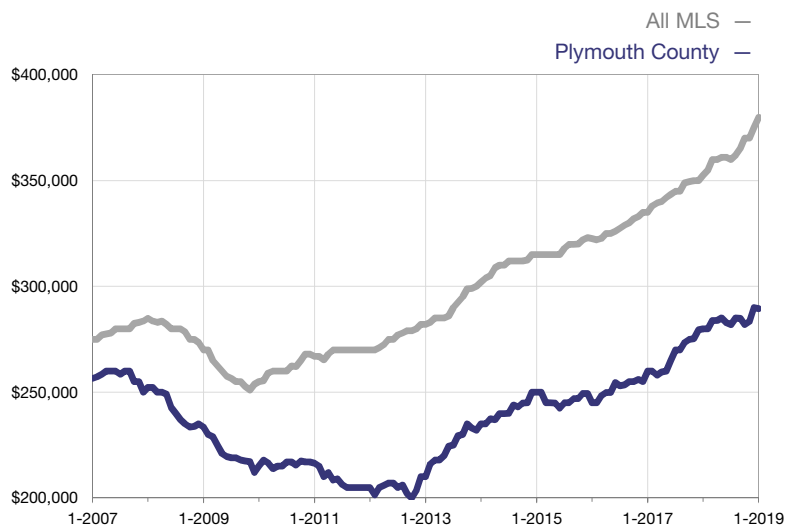
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2019

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Suffolk County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	63	94	+ 49.2%	63	94	+ 49.2%
Closed Sales	102	64	- 37.3%	102	64	- 37.3%
Median Sales Price*	\$527,450	\$587,500	+ 11.4%	\$527,450	\$587,500	+ 11.4%
Inventory of Homes for Sale	132	137	+ 3.8%	--	--	--
Months Supply of Inventory	1.2	1.3	+ 8.3%	--	--	--
Cumulative Days on Market Until Sale	51	57	+ 11.8%	51	57	+ 11.8%
Percent of Original List Price Received*	96.5%	97.4%	+ 0.9%	96.5%	97.4%	+ 0.9%
New Listings	77	106	+ 37.7%	77	106	+ 37.7%

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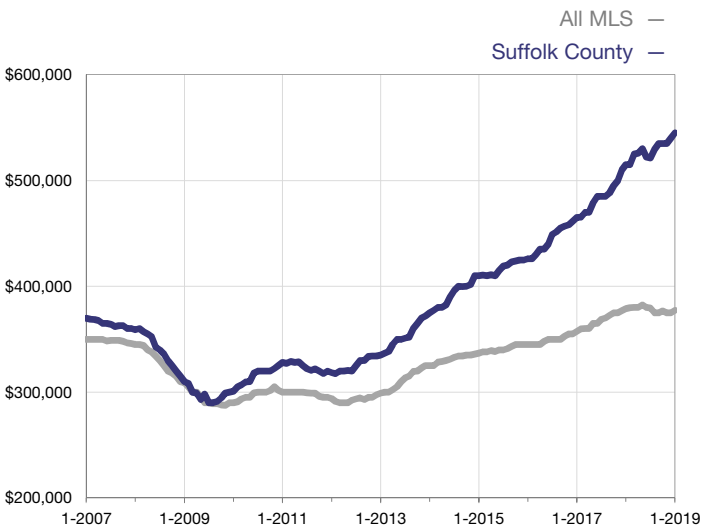
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	266	324	+ 21.8%	266	324	+ 21.8%
Closed Sales	304	224	- 26.3%	304	224	- 26.3%
Median Sales Price*	\$554,000	\$632,500	+ 14.2%	\$554,000	\$632,500	+ 14.2%
Inventory of Homes for Sale	620	759	+ 22.4%	--	--	--
Months Supply of Inventory	1.5	1.9	+ 26.7%	--	--	--
Cumulative Days on Market Until Sale	51	60	+ 17.6%	51	60	+ 17.6%
Percent of Original List Price Received*	97.5%	96.7%	- 0.8%	97.5%	96.7%	- 0.8%
New Listings	351	501	+ 42.7%	351	501	+ 42.7%

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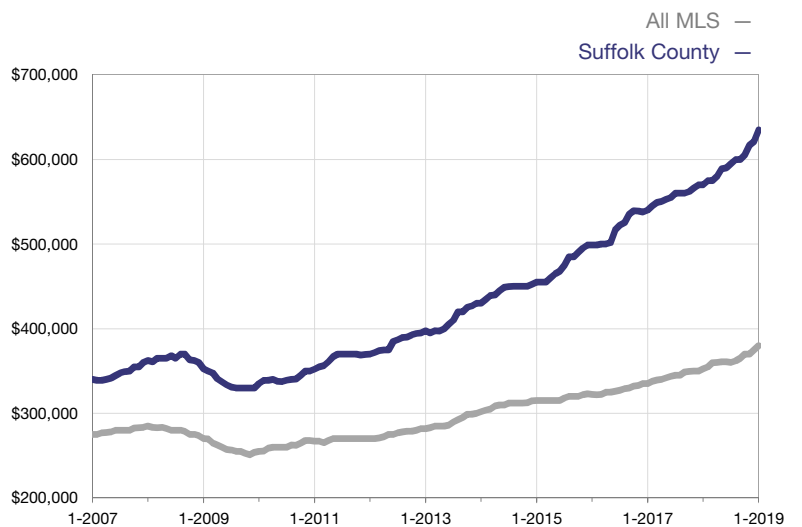
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – January 2019

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Worcester County

Single-Family Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	491	555	+ 13.0%	491	555	+ 13.0%
Closed Sales	529	462	- 12.7%	529	462	- 12.7%
Median Sales Price*	\$262,750	\$268,250	+ 2.1%	\$262,750	\$268,250	+ 2.1%
Inventory of Homes for Sale	1,556	1,347	- 13.4%	--	--	--
Months Supply of Inventory	2.2	1.9	- 13.6%	--	--	--
Cumulative Days on Market Until Sale	68	74	+ 8.8%	68	74	+ 8.8%
Percent of Original List Price Received*	96.6%	94.5%	- 2.2%	96.6%	94.5%	- 2.2%
New Listings	533	619	+ 16.1%	533	619	+ 16.1%

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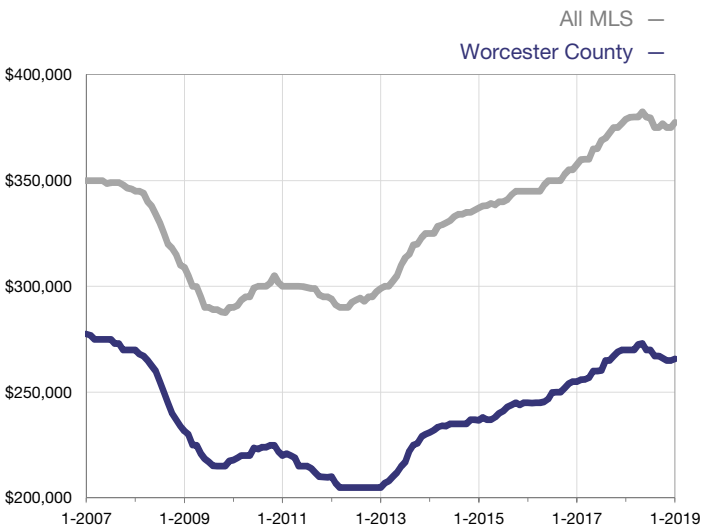
Condominium Properties

Key Metrics	January			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	105	133	+ 26.7%	105	133	+ 26.7%
Closed Sales	111	96	- 13.5%	111	96	- 13.5%
Median Sales Price*	\$174,900	\$205,000	+ 17.2%	\$174,900	\$205,000	+ 17.2%
Inventory of Homes for Sale	308	232	- 24.7%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	51	55	+ 7.8%	51	55	+ 7.8%
Percent of Original List Price Received*	97.1%	98.1%	+ 1.0%	97.1%	98.1%	+ 1.0%
New Listings	127	130	+ 2.4%	127	130	+ 2.4%

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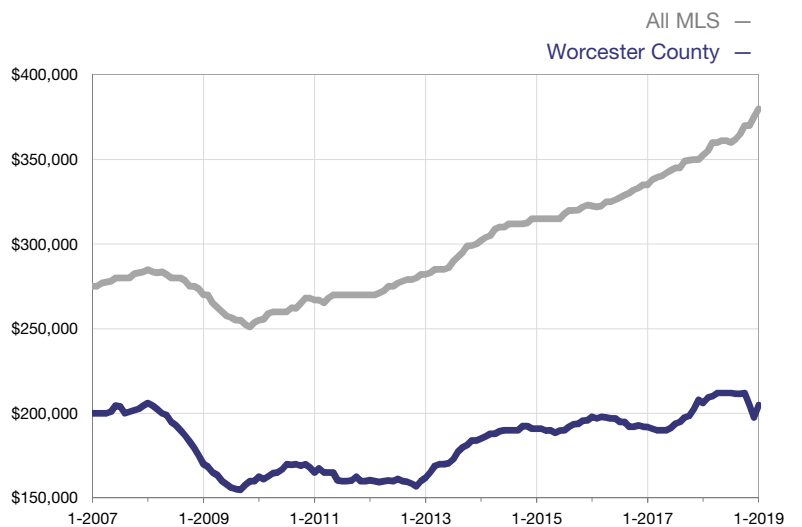
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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