

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	442	484	+ 9.5%	2,767	3,001	+ 8.5%
Closed Sales	405	401	- 1.0%	2,659	2,709	+ 1.9%
Median Sales Price*	\$437,250	\$435,000	- 0.5%	\$420,000	\$427,000	+ 1.7%
Inventory of Homes for Sale	2,510	2,348	- 6.5%	--	--	--
Months Supply of Inventory	6.3	5.8	- 7.9%	--	--	--
Cumulative Days on Market Until Sale	90	105	+ 16.7%	110	111	+ 0.9%
Percent of Original List Price Received*	95.7%	94.5%	- 1.3%	94.9%	94.0%	- 0.9%
New Listings	665	602	- 9.5%	4,236	4,304	+ 1.6%

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

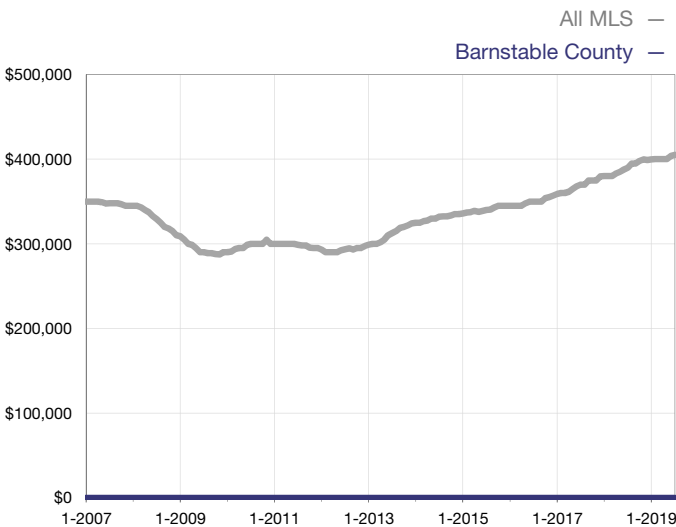
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	123	147	+ 19.5%	733	738	+ 0.7%
Closed Sales	98	97	- 1.0%	673	619	- 8.0%
Median Sales Price*	\$283,500	\$250,000	- 11.8%	\$285,000	\$270,000	- 5.3%
Inventory of Homes for Sale	562	590	+ 5.0%	--	--	--
Months Supply of Inventory	5.4	6.0	+ 11.1%	--	--	--
Cumulative Days on Market Until Sale	82	90	+ 9.8%	103	105	+ 1.9%
Percent of Original List Price Received*	96.4%	95.4%	- 1.0%	95.4%	94.4%	- 1.0%
New Listings	171	123	- 28.1%	1,030	1,088	+ 5.6%

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

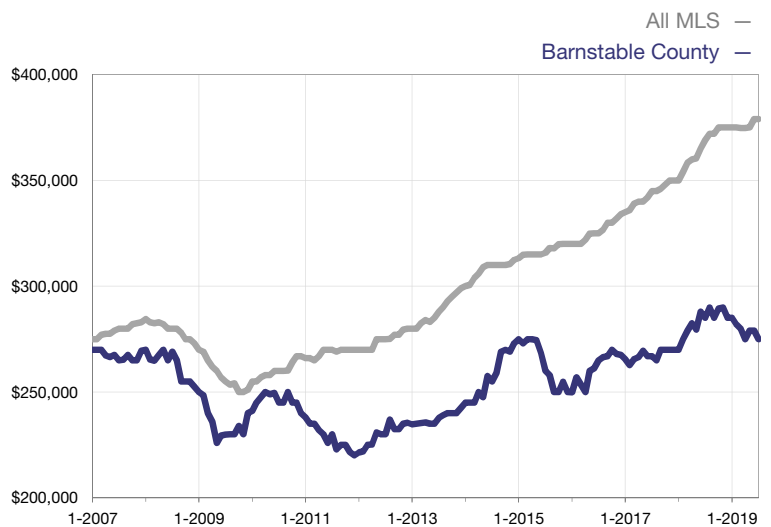
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Berkshire County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	171	162	- 5.3%	871	872	+ 0.1%
Closed Sales	147	143	- 2.7%	718	732	+ 1.9%
Median Sales Price*	\$217,000	\$220,000	+ 1.4%	\$205,000	\$219,000	+ 6.8%
Inventory of Homes for Sale	1,089	972	- 10.7%	--	--	--
Months Supply of Inventory	9.3	8.0	- 14.0%	--	--	--
Cumulative Days on Market Until Sale	95	74	- 22.1%	120	93	- 22.5%
Percent of Original List Price Received*	93.9%	94.1%	+ 0.2%	91.6%	92.5%	+ 1.0%
New Listings	281	237	- 15.7%	1,470	1,469	- 0.1%

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

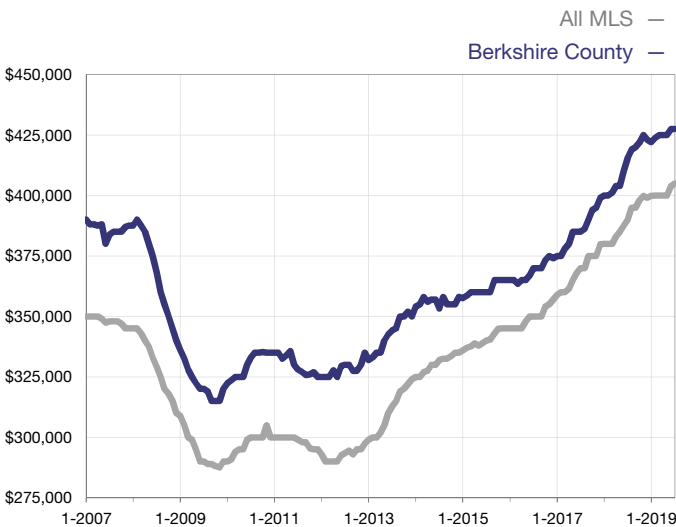
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	12	24	+ 100.0%	81	101	+ 24.7%
Closed Sales	17	15	- 11.8%	75	70	- 6.7%
Median Sales Price*	\$207,500	\$194,000	- 6.5%	\$225,900	\$189,000	- 16.3%
Inventory of Homes for Sale	189	162	- 14.3%	--	--	--
Months Supply of Inventory	16.1	13.3	- 17.4%	--	--	--
Cumulative Days on Market Until Sale	107	115	+ 7.5%	151	111	- 26.5%
Percent of Original List Price Received*	95.1%	93.9%	- 1.3%	93.0%	93.3%	+ 0.3%
New Listings	24	20	- 16.7%	154	181	+ 17.5%

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

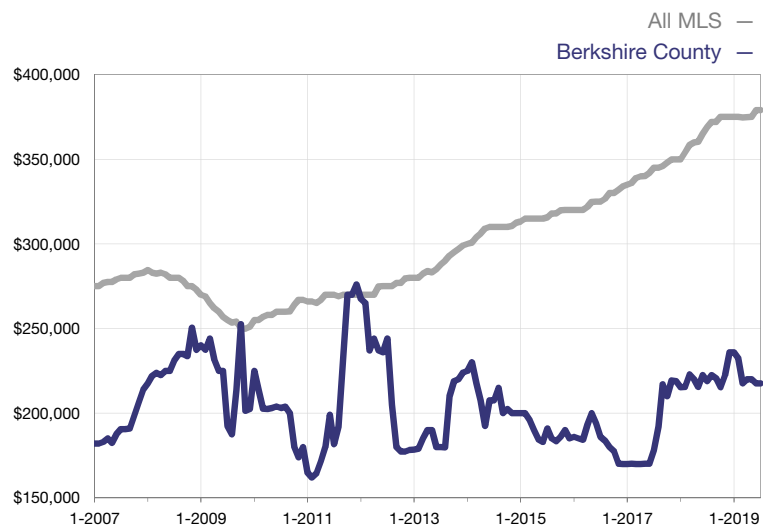
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Bristol County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	435	499	+ 14.7%	2,838	2,992	+ 5.4%
Closed Sales	503	495	- 1.6%	2,537	2,553	+ 0.6%
Median Sales Price*	\$336,400	\$355,000	+ 5.5%	\$310,000	\$335,000	+ 8.1%
Inventory of Homes for Sale	1,385	1,078	- 22.2%	--	--	--
Months Supply of Inventory	3.5	2.8	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	48	48	0.0%	64	66	+ 3.1%
Percent of Original List Price Received*	98.1%	97.7%	- 0.4%	96.8%	96.7%	- 0.1%
New Listings	602	561	- 6.8%	3,861	3,732	- 3.3%

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

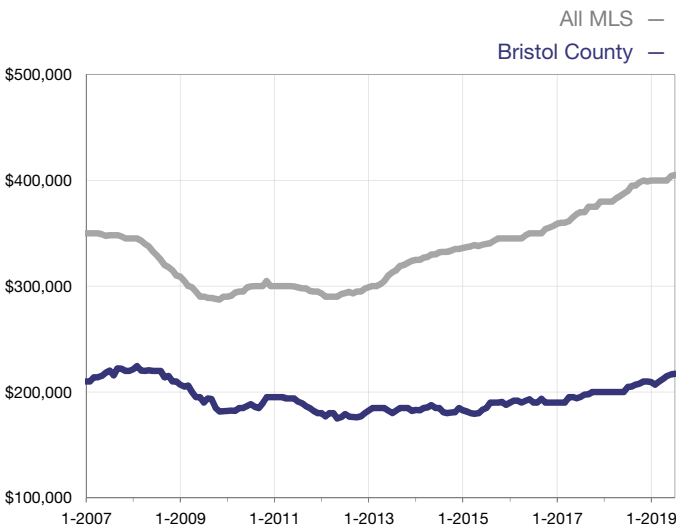
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	93	82	- 11.8%	539	496	- 8.0%
Closed Sales	74	77	+ 4.1%	478	425	- 11.1%
Median Sales Price*	\$212,500	\$222,500	+ 4.7%	\$215,000	\$223,750	+ 4.1%
Inventory of Homes for Sale	161	153	- 5.0%	--	--	--
Months Supply of Inventory	2.3	2.3	0.0%	--	--	--
Cumulative Days on Market Until Sale	45	44	- 2.2%	53	57	+ 7.5%
Percent of Original List Price Received*	98.6%	96.8%	- 1.8%	97.6%	97.4%	- 0.2%
New Listings	102	87	- 14.7%	648	615	- 5.1%

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

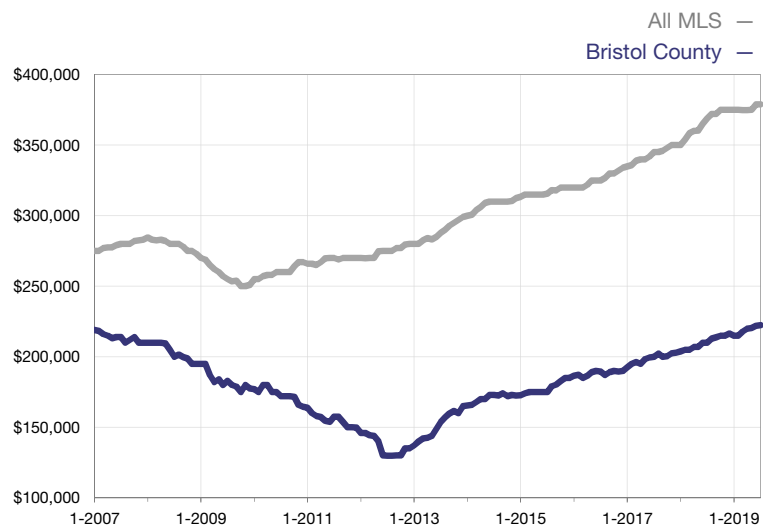
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Dukes County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	12	7	- 41.7%	92	44	- 52.2%
Closed Sales	8	2	- 75.0%	91	36	- 60.4%
Median Sales Price*	\$1,417,500	\$762,500	- 46.2%	\$875,000	\$832,500	- 4.9%
Inventory of Homes for Sale	201	85	- 57.7%	--	--	--
Months Supply of Inventory	13.0	8.8	- 32.3%	--	--	--
Cumulative Days on Market Until Sale	185	115	- 37.8%	114	186	+ 63.2%
Percent of Original List Price Received*	93.3%	94.4%	+ 1.2%	92.7%	91.8%	- 1.0%
New Listings	17	16	- 5.9%	225	107	- 52.4%

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

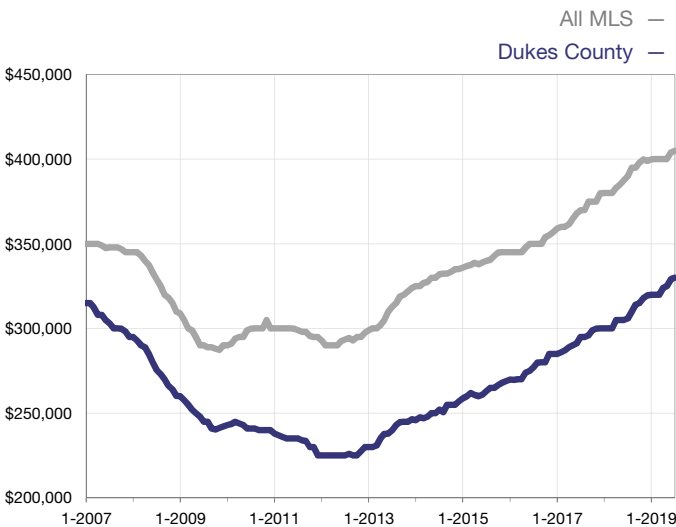
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	1	- 75.0%	7	5	- 28.6%
Closed Sales	1	1	0.0%	5	5	0.0%
Median Sales Price*	\$140,150	\$529,000	+ 277.5%	\$140,150	\$600,000	+ 328.1%
Inventory of Homes for Sale	13	4	- 69.2%	--	--	--
Months Supply of Inventory	8.7	2.4	- 72.4%	--	--	--
Cumulative Days on Market Until Sale	56	108	+ 92.9%	30	152	+ 406.7%
Percent of Original List Price Received*	87.6%	100.0%	+ 14.2%	91.1%	99.1%	+ 8.8%
New Listings	1	0	- 100.0%	16	9	- 43.8%

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

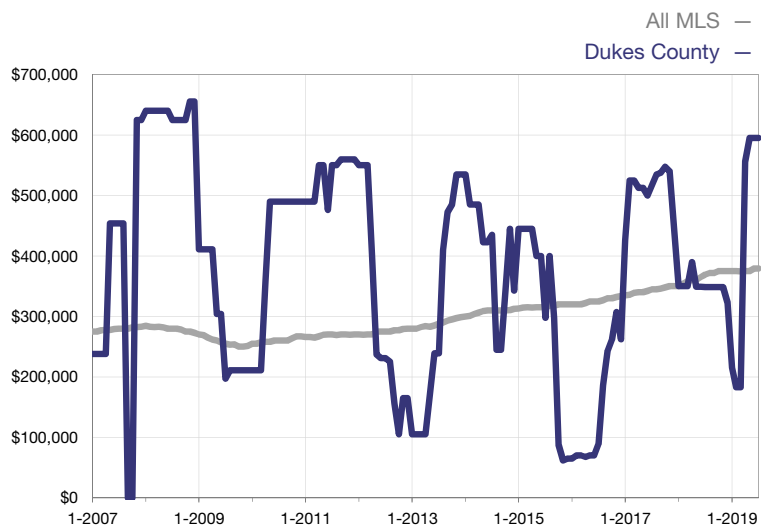
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Essex County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	605	668	+ 10.4%	3,740	4,050	+ 8.3%
Closed Sales	697	741	+ 6.3%	3,331	3,439	+ 3.2%
Median Sales Price*	\$471,000	\$510,000	+ 8.3%	\$453,000	\$470,000	+ 3.8%
Inventory of Homes for Sale	1,458	1,108	- 24.0%	--	--	--
Months Supply of Inventory	2.8	2.1	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	39	43	+ 10.3%	53	53	0.0%
Percent of Original List Price Received*	99.6%	98.9%	- 0.7%	98.7%	97.8%	- 0.9%
New Listings	751	669	- 10.9%	4,974	5,025	+ 1.0%

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

Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	258	286	+ 10.9%	1,775	1,818	+ 2.4%
Closed Sales	276	263	- 4.7%	1,617	1,569	- 3.0%
Median Sales Price*	\$315,000	\$312,500	- 0.8%	\$295,000	\$310,000	+ 5.1%
Inventory of Homes for Sale	485	439	- 9.5%	--	--	--
Months Supply of Inventory	2.0	1.9	- 5.0%	--	--	--
Cumulative Days on Market Until Sale	40	39	- 2.5%	47	50	+ 6.4%
Percent of Original List Price Received*	99.7%	99.1%	- 0.6%	99.5%	98.6%	- 0.9%
New Listings	308	302	- 1.9%	2,164	2,160	- 0.2%

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

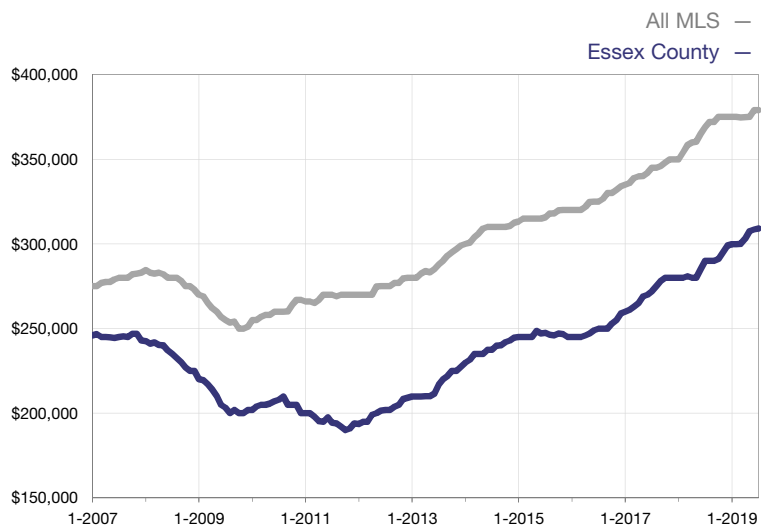
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Franklin County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	77	84	+ 9.1%	352	399	+ 13.4%
Closed Sales	68	70	+ 2.9%	302	330	+ 9.3%
Median Sales Price*	\$224,450	\$214,000	- 4.7%	\$204,000	\$219,300	+ 7.5%
Inventory of Homes for Sale	253	212	- 16.2%	--	--	--
Months Supply of Inventory	4.9	4.2	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	78	77	- 1.3%	108	92	- 14.8%
Percent of Original List Price Received*	96.3%	94.7%	- 1.7%	94.8%	94.0%	- 0.8%
New Listings	90	82	- 8.9%	510	523	+ 2.5%

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

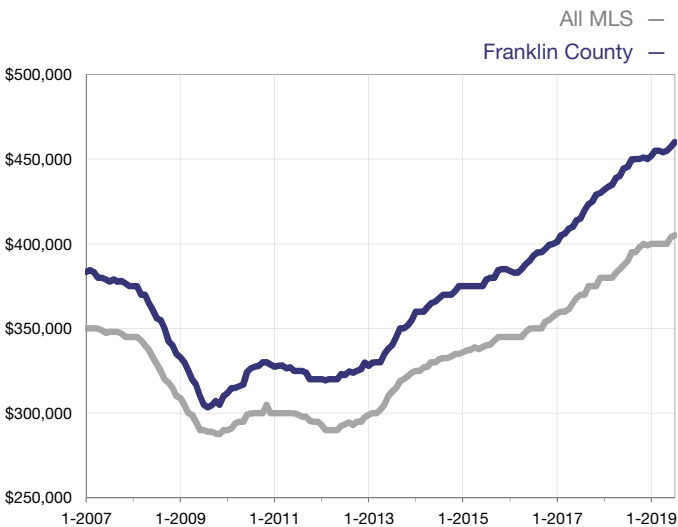
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	4	- 20.0%	22	27	+ 22.7%
Closed Sales	6	2	- 66.7%	12	23	+ 91.7%
Median Sales Price*	\$218,750	\$197,500	- 9.7%	\$169,000	\$195,000	+ 15.4%
Inventory of Homes for Sale	13	10	- 23.1%	--	--	--
Months Supply of Inventory	3.3	2.4	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	62	55	- 11.3%	56	117	+ 108.9%
Percent of Original List Price Received*	100.4%	95.9%	- 4.5%	99.4%	96.1%	- 3.3%
New Listings	4	4	0.0%	25	28	+ 12.0%

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

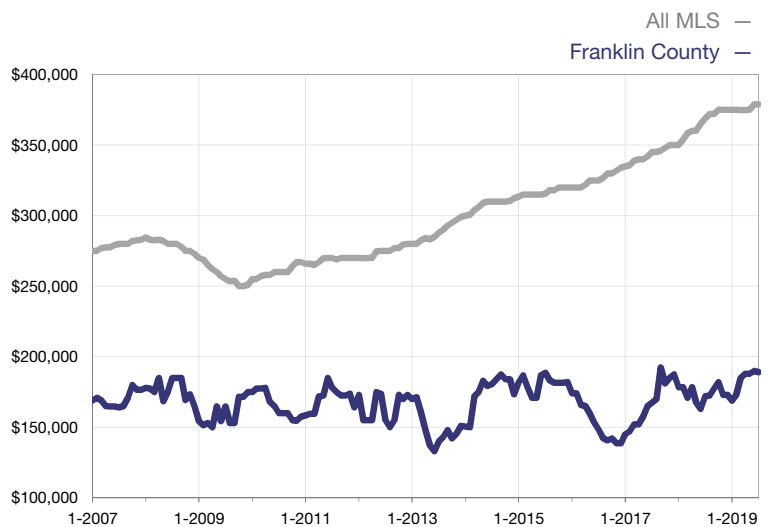
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampden County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	397	452	+ 13.9%	2,547	2,673	+ 4.9%
Closed Sales	451	425	- 5.8%	2,310	2,318	+ 0.3%
Median Sales Price*	\$210,000	\$222,000	+ 5.7%	\$199,900	\$210,000	+ 5.1%
Inventory of Homes for Sale	1,212	835	- 31.1%	--	--	--
Months Supply of Inventory	3.5	2.4	- 31.4%	--	--	--
Cumulative Days on Market Until Sale	46	45	- 2.2%	62	64	+ 3.2%
Percent of Original List Price Received*	97.6%	98.1%	+ 0.5%	96.5%	96.7%	+ 0.2%
New Listings	540	532	- 1.5%	3,449	3,315	- 3.9%

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

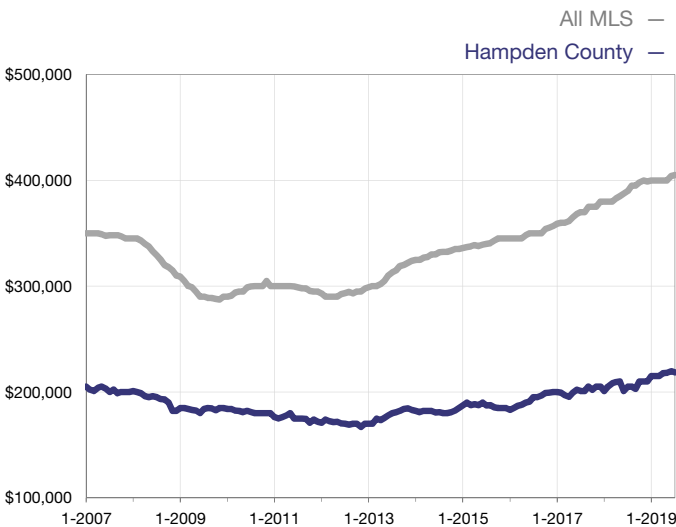
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	58	56	- 3.4%	345	364	+ 5.5%
Closed Sales	68	49	- 27.9%	305	327	+ 7.2%
Median Sales Price*	\$133,500	\$137,500	+ 3.0%	\$140,000	\$142,000	+ 1.4%
Inventory of Homes for Sale	137	109	- 20.4%	--	--	--
Months Supply of Inventory	3.0	2.3	- 23.3%	--	--	--
Cumulative Days on Market Until Sale	89	44	- 50.6%	87	74	- 14.9%
Percent of Original List Price Received*	96.5%	97.2%	+ 0.7%	96.4%	96.0%	- 0.4%
New Listings	50	55	+ 10.0%	391	417	+ 6.6%

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

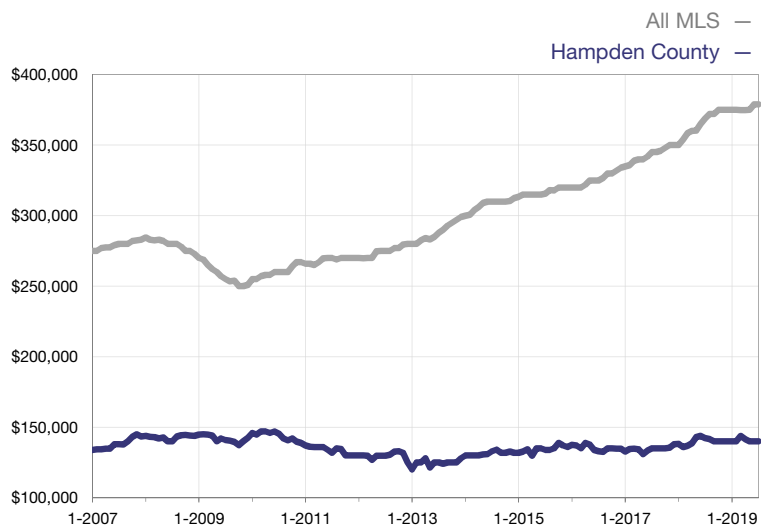
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hampshire County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	107	156	+ 45.8%	793	824	+ 3.9%
Closed Sales	156	155	- 0.6%	719	654	- 9.0%
Median Sales Price*	\$287,500	\$320,000	+ 11.3%	\$280,000	\$290,750	+ 3.8%
Inventory of Homes for Sale	489	400	- 18.2%	--	--	--
Months Supply of Inventory	4.5	3.9	- 13.3%	--	--	--
Cumulative Days on Market Until Sale	69	62	- 10.1%	83	86	+ 3.6%
Percent of Original List Price Received*	96.8%	96.9%	+ 0.1%	95.8%	95.5%	- 0.3%
New Listings	163	172	+ 5.5%	1,130	1,103	- 2.4%

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

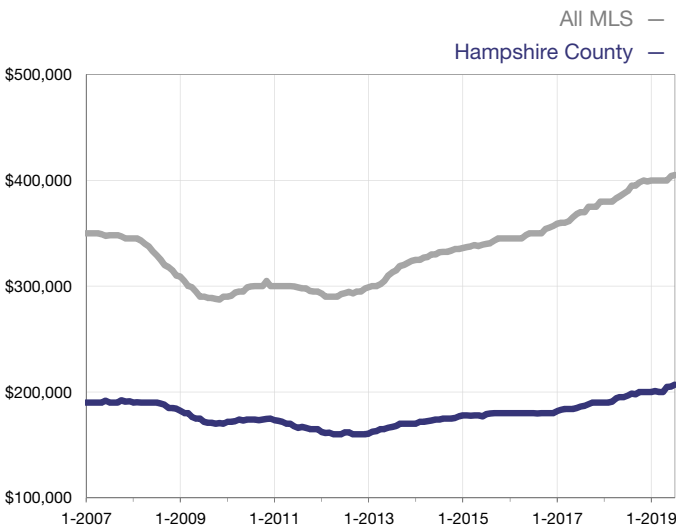
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	32	24	- 25.0%	188	185	- 1.6%
Closed Sales	32	38	+ 18.8%	160	154	- 3.8%
Median Sales Price*	\$211,200	\$212,450	+ 0.6%	\$205,000	\$231,250	+ 12.8%
Inventory of Homes for Sale	86	51	- 40.7%	--	--	--
Months Supply of Inventory	3.3	2.2	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	50	64	+ 28.0%	96	70	- 27.1%
Percent of Original List Price Received*	100.5%	97.8%	- 2.7%	98.3%	97.6%	- 0.7%
New Listings	34	27	- 20.6%	219	200	- 8.7%

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

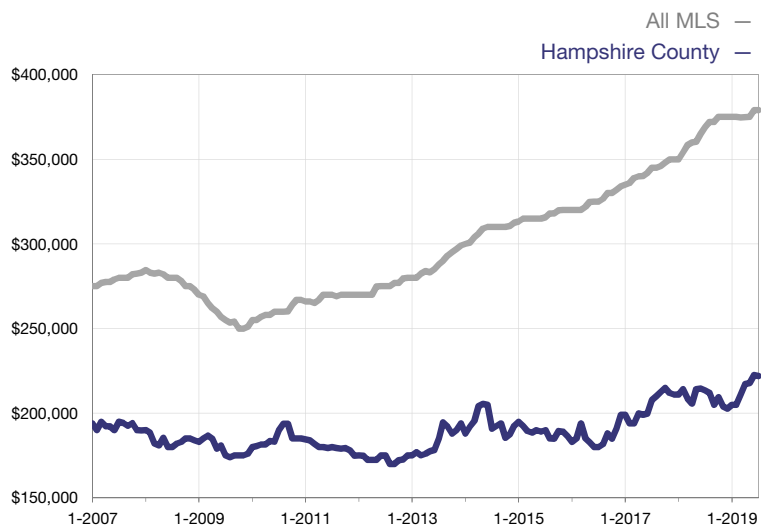
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Middlesex County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	989	1,026	+ 3.7%	6,907	7,203	+ 4.3%
Closed Sales	1,316	1,323	+ 0.5%	6,014	6,226	+ 3.5%
Median Sales Price*	\$612,000	\$605,000	- 1.1%	\$575,000	\$580,000	+ 0.9%
Inventory of Homes for Sale	2,070	1,921	- 7.2%	--	--	--
Months Supply of Inventory	2.3	2.1	- 8.7%	--	--	--
Cumulative Days on Market Until Sale	31	37	+ 19.4%	41	48	+ 17.1%
Percent of Original List Price Received*	101.1%	99.5%	- 1.6%	100.3%	98.8%	- 1.5%
New Listings	1,153	1,081	- 6.2%	8,803	9,150	+ 3.9%

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

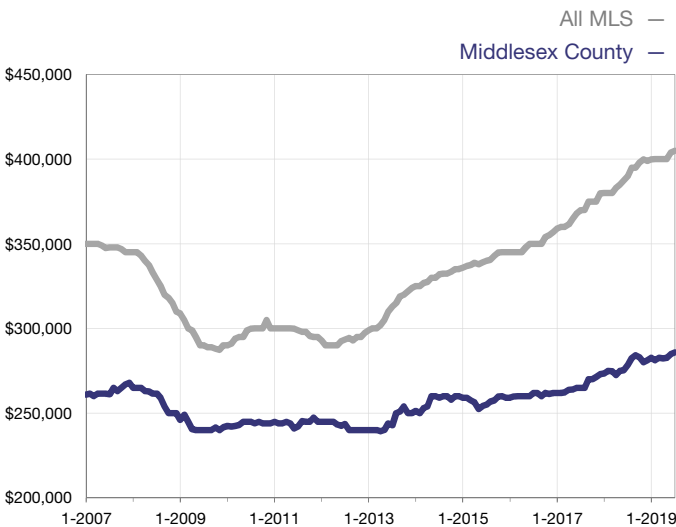
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	518	524	+ 1.2%	3,642	3,818	+ 4.8%
Closed Sales	645	603	- 6.5%	3,300	3,236	- 1.9%
Median Sales Price*	\$455,000	\$486,000	+ 6.8%	\$455,000	\$485,000	+ 6.6%
Inventory of Homes for Sale	750	822	+ 9.6%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--
Cumulative Days on Market Until Sale	30	31	+ 3.3%	36	42	+ 16.7%
Percent of Original List Price Received*	102.0%	100.0%	- 2.0%	101.7%	99.7%	- 2.0%
New Listings	558	590	+ 5.7%	4,313	4,635	+ 7.5%

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

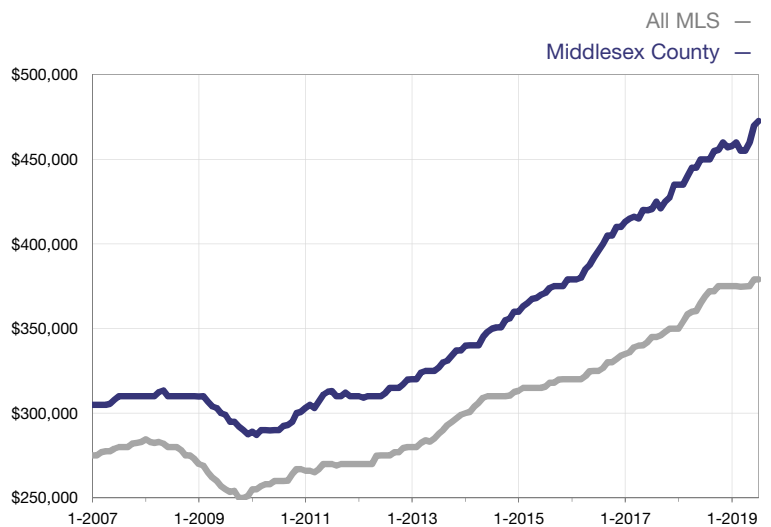
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Nantucket County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	7	8	+ 14.3%	21	26	+ 23.8%
Closed Sales	2	5	+ 150.0%	21	22	+ 4.8%
Median Sales Price*	\$1,346,000	\$2,250,000	+ 67.2%	\$1,785,000	\$1,525,000	- 14.6%
Inventory of Homes for Sale	68	69	+ 1.5%	--	--	--
Months Supply of Inventory	14.6	14.3	- 2.1%	--	--	--
Cumulative Days on Market Until Sale	32	58	+ 81.3%	108	103	- 4.6%
Percent of Original List Price Received*	97.2%	93.9%	- 3.4%	91.7%	92.7%	+ 1.1%
New Listings	17	19	+ 11.8%	79	76	- 3.8%

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

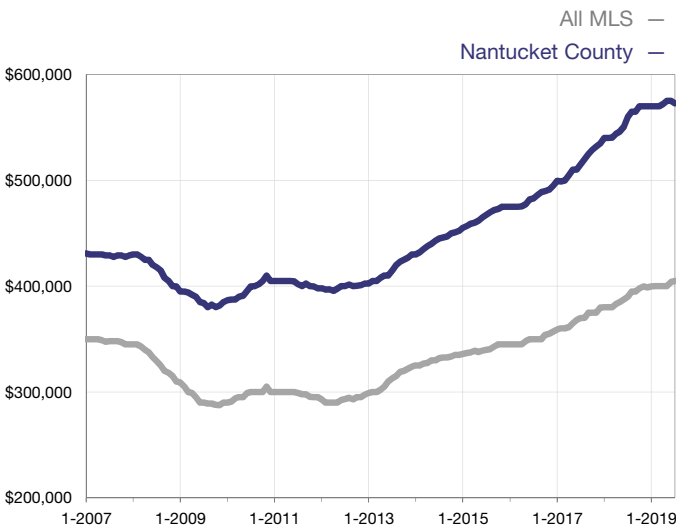
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	1	0.0%	3	2	- 33.3%
Closed Sales	1	0	- 100.0%	3	1	- 66.7%
Median Sales Price*	\$1,875,000	\$0	- 100.0%	\$707,000	\$285,000	- 59.7%
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	0.9	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	144	0	- 100.0%	50	82	+ 64.0%
Percent of Original List Price Received*	89.3%	0.0%	- 100.0%	97.1%	90.5%	- 6.8%
New Listings	0	0	--	7	2	- 71.4%

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

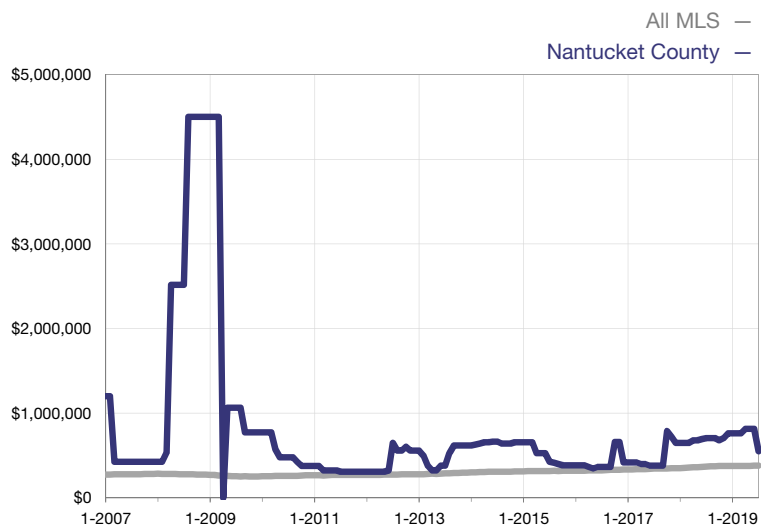
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	565	621	+ 9.9%	4,004	3,924	- 2.0%
Closed Sales	733	726	- 1.0%	3,489	3,338	- 4.3%
Median Sales Price*	\$550,000	\$580,000	+ 5.5%	\$526,000	\$539,700	+ 2.6%
Inventory of Homes for Sale	1,306	1,212	- 7.2%	--	--	--
Months Supply of Inventory	2.5	2.4	- 4.0%	--	--	--
Cumulative Days on Market Until Sale	38	41	+ 7.9%	47	52	+ 10.6%
Percent of Original List Price Received*	99.5%	98.4%	- 1.1%	99.0%	98.0%	- 1.0%
New Listings	612	641	+ 4.7%	5,201	5,163	- 0.7%

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

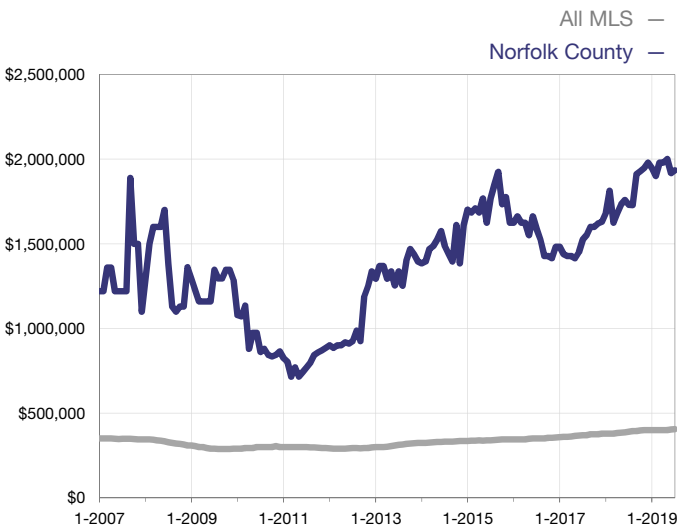
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	224	236	+ 5.4%	1,542	1,654	+ 7.3%
Closed Sales	259	239	- 7.7%	1,329	1,350	+ 1.6%
Median Sales Price*	\$385,000	\$419,900	+ 9.1%	\$380,000	\$410,000	+ 7.9%
Inventory of Homes for Sale	373	486	+ 30.3%	--	--	--
Months Supply of Inventory	1.9	2.4	+ 26.3%	--	--	--
Cumulative Days on Market Until Sale	37	42	+ 13.5%	41	48	+ 17.1%
Percent of Original List Price Received*	100.8%	99.7%	- 1.1%	100.2%	99.2%	- 1.0%
New Listings	232	268	+ 15.5%	1,871	2,159	+ 15.4%

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

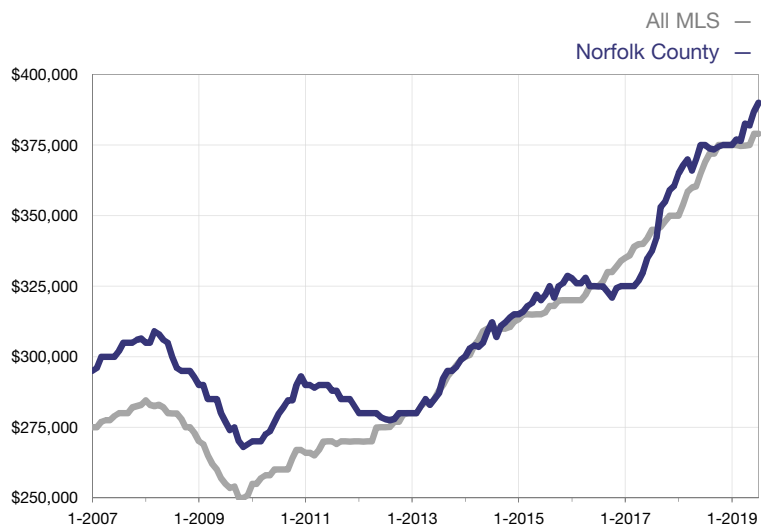
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Plymouth County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	623	644	+ 3.4%	3,799	3,930	+ 3.4%
Closed Sales	655	623	- 4.9%	3,356	3,295	- 1.8%
Median Sales Price*	\$385,000	\$420,000	+ 9.1%	\$381,000	\$396,000	+ 3.9%
Inventory of Homes for Sale	1,754	1,549	- 11.7%	--	--	--
Months Supply of Inventory	3.4	3.1	- 8.8%	--	--	--
Cumulative Days on Market Until Sale	46	52	+ 13.0%	63	65	+ 3.2%
Percent of Original List Price Received*	98.2%	97.4%	- 0.8%	97.3%	97.0%	- 0.3%
New Listings	780	697	- 10.6%	5,183	5,261	+ 1.5%

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

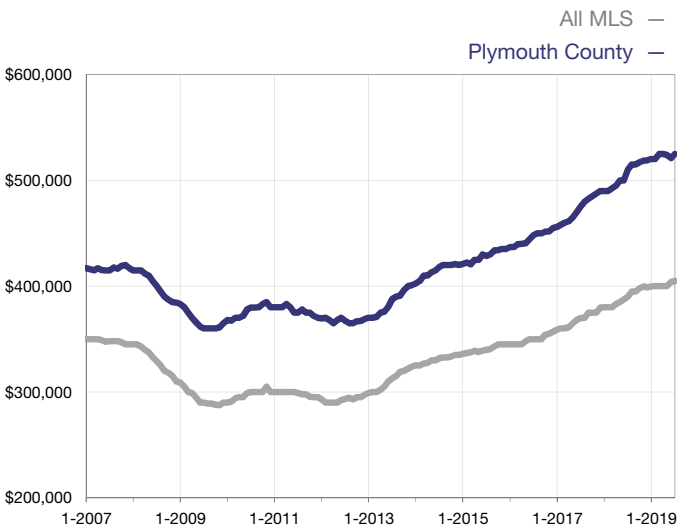
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	118	119	+ 0.8%	809	848	+ 4.8%
Closed Sales	118	141	+ 19.5%	659	779	+ 18.2%
Median Sales Price*	\$296,375	\$317,000	+ 7.0%	\$299,900	\$310,000	+ 3.4%
Inventory of Homes for Sale	299	294	- 1.7%	--	--	--
Months Supply of Inventory	2.9	2.7	- 6.9%	--	--	--
Cumulative Days on Market Until Sale	63	56	- 11.1%	67	67	0.0%
Percent of Original List Price Received*	99.4%	99.2%	- 0.2%	99.0%	98.1%	- 0.9%
New Listings	146	129	- 11.6%	1,038	1,055	+ 1.6%

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

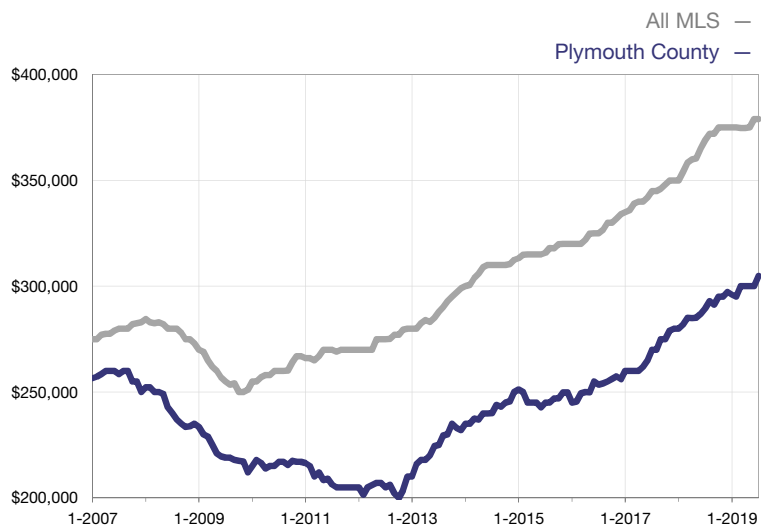
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Suffolk County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	96	118	+ 22.9%	785	830	+ 5.7%
Closed Sales	144	146	+ 1.4%	714	700	- 2.0%
Median Sales Price*	\$569,000	\$645,000	+ 13.4%	\$558,000	\$596,000	+ 6.8%
Inventory of Homes for Sale	244	185	- 24.2%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	33	35	+ 6.1%	37	43	+ 16.2%
Percent of Original List Price Received*	101.9%	99.2%	- 2.6%	100.6%	99.0%	- 1.6%
New Listings	134	114	- 14.9%	1,054	1,028	- 2.5%

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

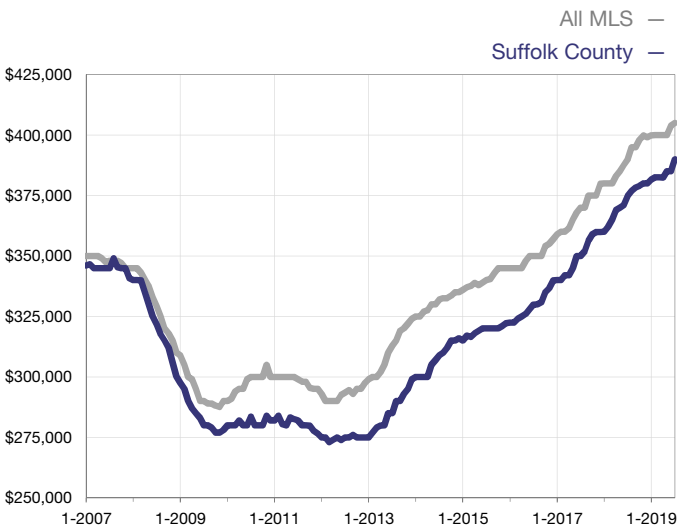
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	420	419	- 0.2%	3,255	3,218	- 1.1%
Closed Sales	591	488	- 17.4%	2,982	2,766	- 7.2%
Median Sales Price*	\$665,000	\$619,500	- 6.8%	\$637,500	\$621,000	- 2.6%
Inventory of Homes for Sale	943	1,053	+ 11.7%	--	--	--
Months Supply of Inventory	2.2	2.7	+ 22.7%	--	--	--
Cumulative Days on Market Until Sale	33	42	+ 27.3%	41	50	+ 22.0%
Percent of Original List Price Received*	100.4%	98.7%	- 1.7%	100.4%	98.3%	- 2.1%
New Listings	469	470	+ 0.2%	4,227	4,465	+ 5.6%

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

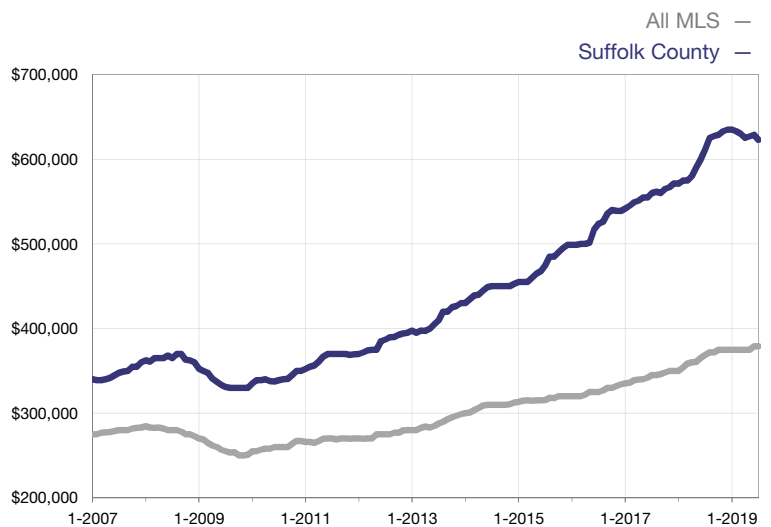
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Worcester County

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	764	861	+ 12.7%	5,129	5,234	+ 2.0%
Closed Sales	938	825	- 12.0%	4,579	4,407	- 3.8%
Median Sales Price*	\$299,000	\$320,000	+ 7.0%	\$285,000	\$300,000	+ 5.3%
Inventory of Homes for Sale	2,321	1,790	- 22.9%	--	--	--
Months Supply of Inventory	3.3	2.6	- 21.2%	--	--	--
Cumulative Days on Market Until Sale	43	49	+ 14.0%	58	62	+ 6.9%
Percent of Original List Price Received*	98.4%	98.5%	+ 0.1%	97.7%	97.5%	- 0.2%
New Listings	1,017	922	- 9.3%	6,882	6,682	- 2.9%

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

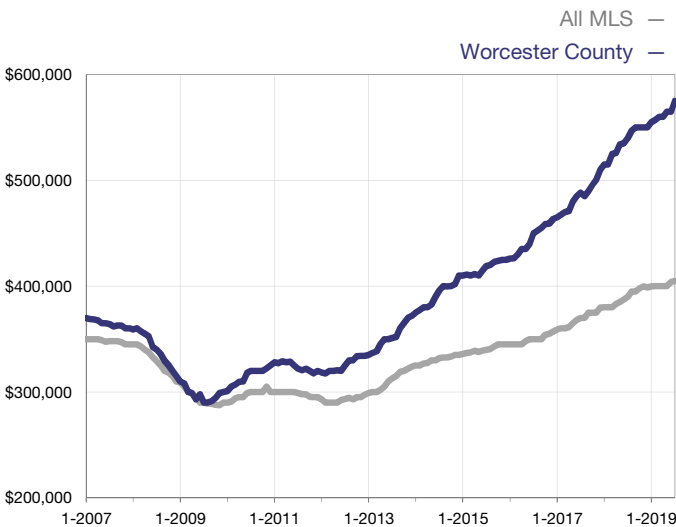
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	166	194	+ 16.9%	1,088	1,068	- 1.8%
Closed Sales	161	151	- 6.2%	957	888	- 7.2%
Median Sales Price*	\$203,000	\$223,000	+ 9.9%	\$210,000	\$220,000	+ 4.8%
Inventory of Homes for Sale	350	313	- 10.6%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--
Cumulative Days on Market Until Sale	52	46	- 11.5%	58	55	- 5.2%
Percent of Original List Price Received*	99.2%	99.3%	+ 0.1%	98.6%	98.7%	+ 0.1%
New Listings	197	198	+ 0.5%	1,308	1,303	- 0.4%

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

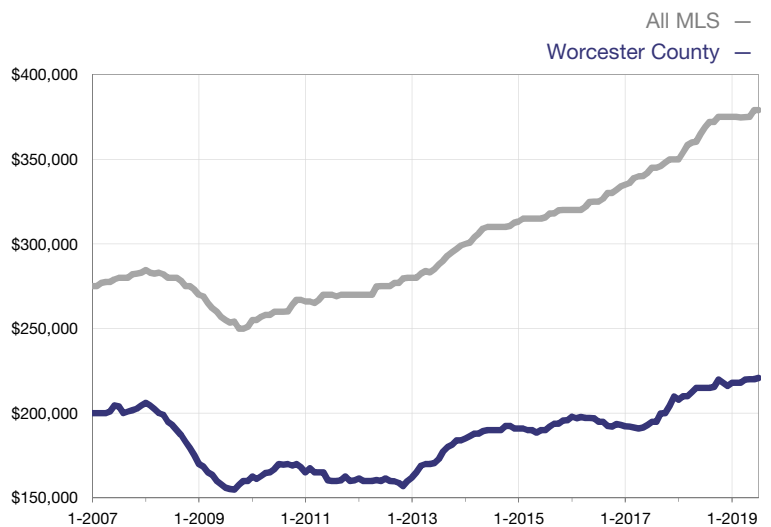
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®

