

Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	367	404	+ 10.1%	4,523	4,700	+ 3.9%
Closed Sales	488	398	- 18.4%	4,484	4,409	- 1.7%
Median Sales Price*	\$428,250	\$440,500	+ 2.9%	\$425,000	\$432,000	+ 1.6%
Inventory of Homes for Sale	2,562	1,901	- 25.8%	--	--	--
Months Supply of Inventory	6.3	4.8	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	109	108	- 0.9%	106	110	+ 3.8%
Percent of Original List Price Received*	93.9%	92.3%	- 1.7%	94.6%	93.8%	- 0.8%
New Listings	384	347	- 9.6%	6,840	6,400	- 6.4%

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

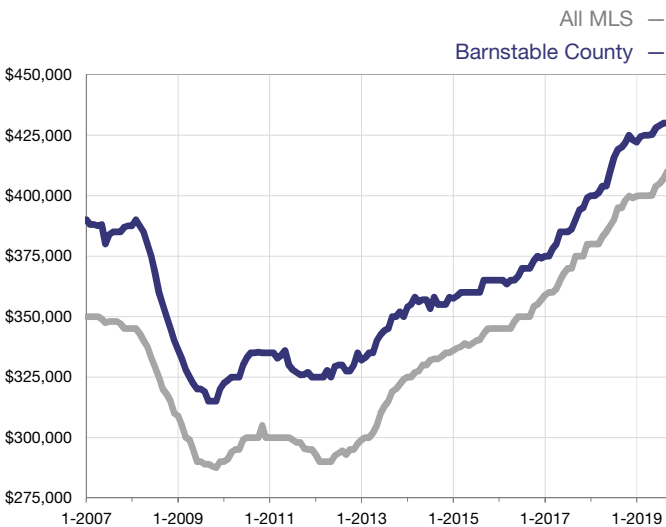
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	84	103	+ 22.6%	1,164	1,183	+ 1.6%
Closed Sales	112	90	- 19.6%	1,152	1,097	- 4.8%
Median Sales Price*	\$288,500	\$288,650	+ 0.1%	\$288,750	\$285,000	- 1.3%
Inventory of Homes for Sale	524	534	+ 1.9%	--	--	--
Months Supply of Inventory	5.1	5.4	+ 5.9%	--	--	--
Cumulative Days on Market Until Sale	109	84	- 22.9%	98	106	+ 8.2%
Percent of Original List Price Received*	94.7%	94.8%	+ 0.1%	95.4%	94.4%	- 1.0%
New Listings	94	83	- 11.7%	1,567	1,663	+ 6.1%

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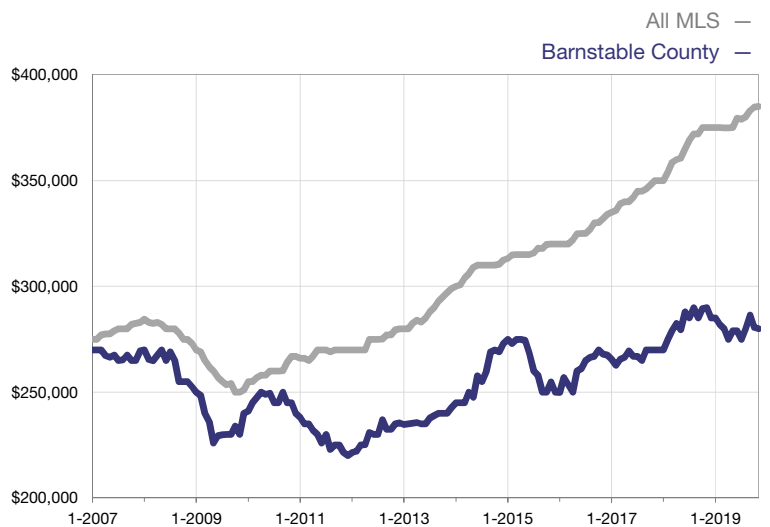
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Berkshire County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	98	89	- 9.2%	1,368	1,413	+ 3.3%
Closed Sales	142	137	- 3.5%	1,332	1,352	+ 1.5%
Median Sales Price*	\$202,000	\$218,000	+ 7.9%	\$212,000	\$220,000	+ 3.8%
Inventory of Homes for Sale	1,005	733	- 27.1%	--	--	--
Months Supply of Inventory	8.3	6.0	- 27.7%	--	--	--
Cumulative Days on Market Until Sale	103	81	- 21.4%	105	88	- 16.2%
Percent of Original List Price Received*	91.0%	92.0%	+ 1.1%	91.9%	92.2%	+ 0.3%
New Listings	113	91	- 19.5%	2,187	2,125	- 2.8%

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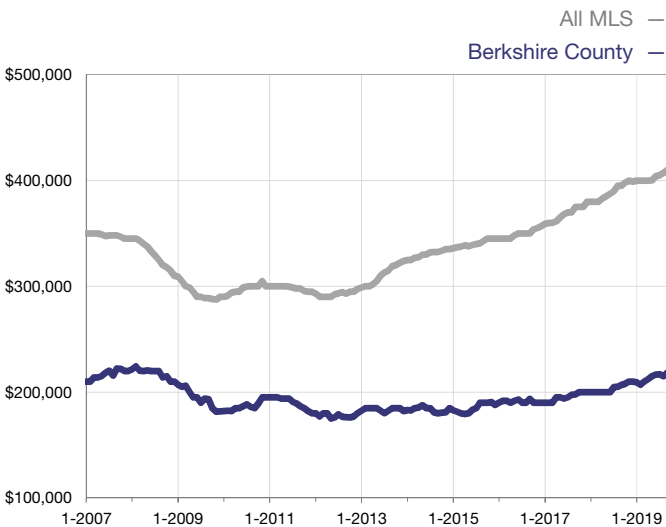
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	10	- 28.6%	138	173	+ 25.4%
Closed Sales	13	14	+ 7.7%	136	157	+ 15.4%
Median Sales Price*	\$225,000	\$225,950	+ 0.4%	\$225,450	\$199,500	- 11.5%
Inventory of Homes for Sale	161	122	- 24.2%	--	--	--
Months Supply of Inventory	13.1	8.5	- 35.1%	--	--	--
Cumulative Days on Market Until Sale	223	129	- 42.2%	154	119	- 22.7%
Percent of Original List Price Received*	90.2%	91.8%	+ 1.8%	92.5%	92.4%	- 0.1%
New Listings	16	12	- 25.0%	225	258	+ 14.7%

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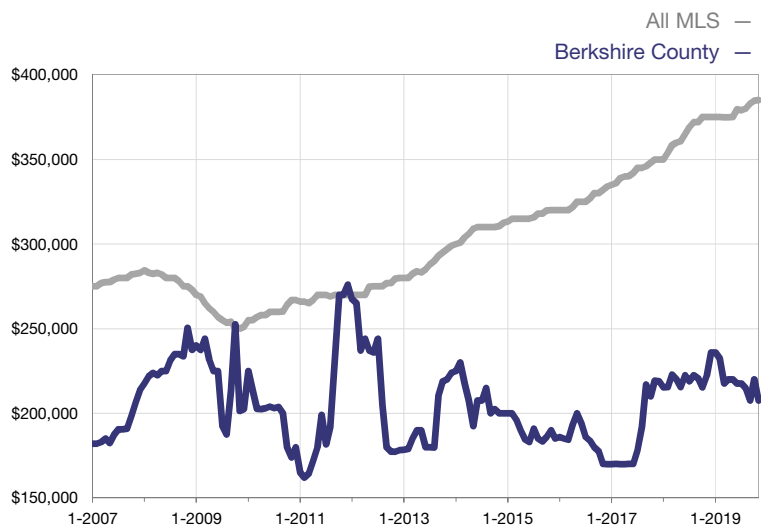
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2019

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Bristol County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	305	373	+ 22.3%	4,363	4,603	+ 5.5%
Closed Sales	397	378	- 4.8%	4,315	4,269	- 1.1%
Median Sales Price*	\$330,000	\$330,000	0.0%	\$319,250	\$337,000	+ 5.6%
Inventory of Homes for Sale	1,457	972	- 33.3%	--	--	--
Months Supply of Inventory	3.7	2.5	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	61	60	- 1.6%	61	63	+ 3.3%
Percent of Original List Price Received*	96.0%	96.6%	+ 0.6%	96.8%	96.8%	0.0%
New Listings	394	349	- 11.4%	6,022	5,737	- 4.7%

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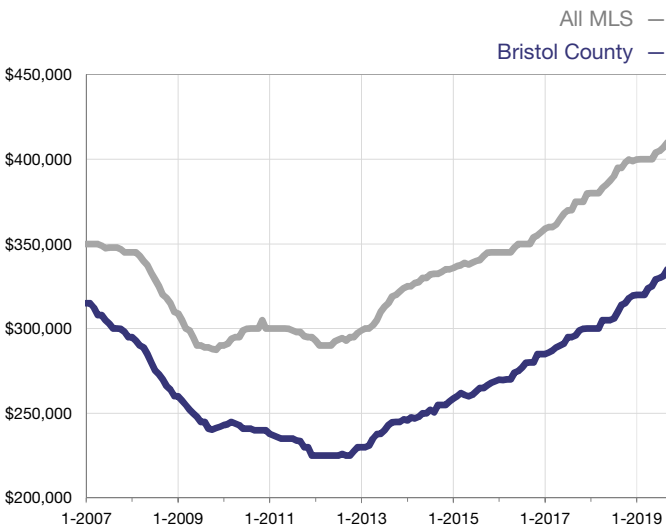
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	50	73	+ 46.0%	797	794	- 0.4%
Closed Sales	64	65	+ 1.6%	798	723	- 9.4%
Median Sales Price*	\$230,000	\$219,900	- 4.4%	\$217,000	\$225,000	+ 3.7%
Inventory of Homes for Sale	193	126	- 34.7%	--	--	--
Months Supply of Inventory	2.7	1.9	- 29.6%	--	--	--
Cumulative Days on Market Until Sale	51	49	- 3.9%	49	59	+ 20.4%
Percent of Original List Price Received*	97.4%	97.4%	0.0%	97.7%	97.2%	- 0.5%
New Listings	62	71	+ 14.5%	1,011	972	- 3.9%

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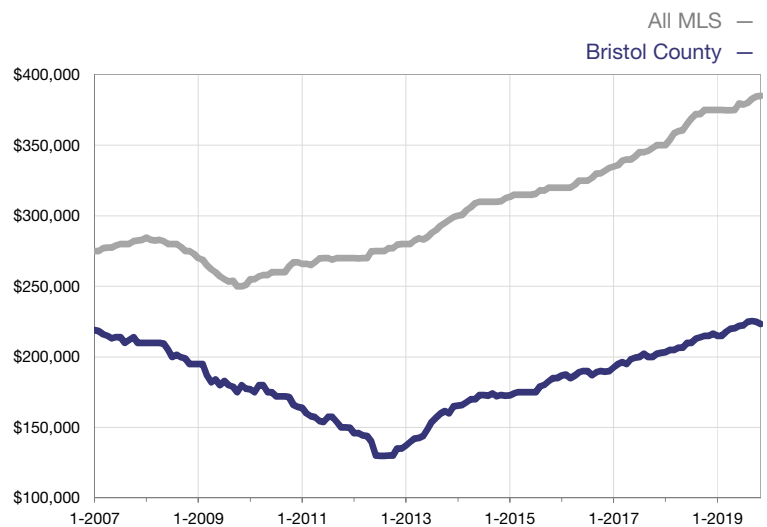
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Dukes County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	11	10	- 9.1%	152	74	- 51.3%
Closed Sales	17	3	- 82.4%	160	61	- 61.9%
Median Sales Price*	\$770,000	\$3,900,000	+ 406.5%	\$968,625	\$840,000	- 13.3%
Inventory of Homes for Sale	122	68	- 44.3%	--	--	--
Months Supply of Inventory	7.9	11.3	+ 43.0%	--	--	--
Cumulative Days on Market Until Sale	126	415	+ 229.4%	123	186	+ 51.2%
Percent of Original List Price Received*	91.4%	94.6%	+ 3.5%	92.2%	93.1%	+ 1.0%
New Listings	11	8	- 27.3%	277	150	- 45.8%

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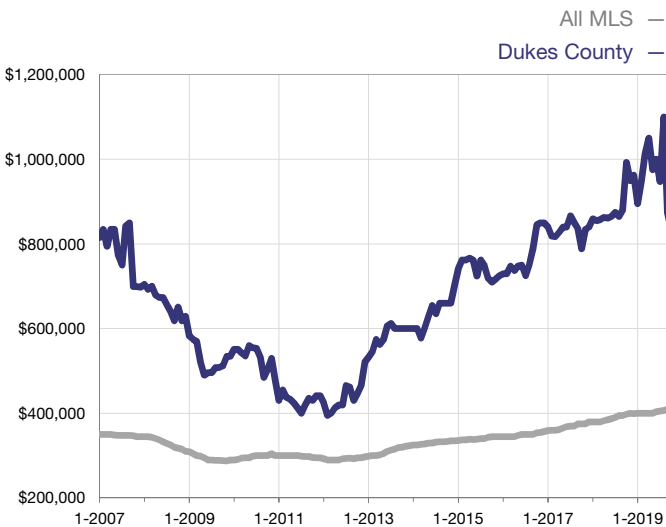
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	0	--	9	7	- 22.2%
Closed Sales	1	0	- 100.0%	10	8	- 20.0%
Median Sales Price*	\$522,500	\$0	- 100.0%	\$322,500	\$595,000	+ 84.5%
Inventory of Homes for Sale	12	4	- 66.7%	--	--	--
Months Supply of Inventory	9.0	2.0	- 77.8%	--	--	--
Cumulative Days on Market Until Sale	265	0	- 100.0%	124	223	+ 79.8%
Percent of Original List Price Received*	93.3%	0.0%	- 100.0%	91.0%	95.2%	+ 4.6%
New Listings	4	2	- 50.0%	20	11	- 45.0%

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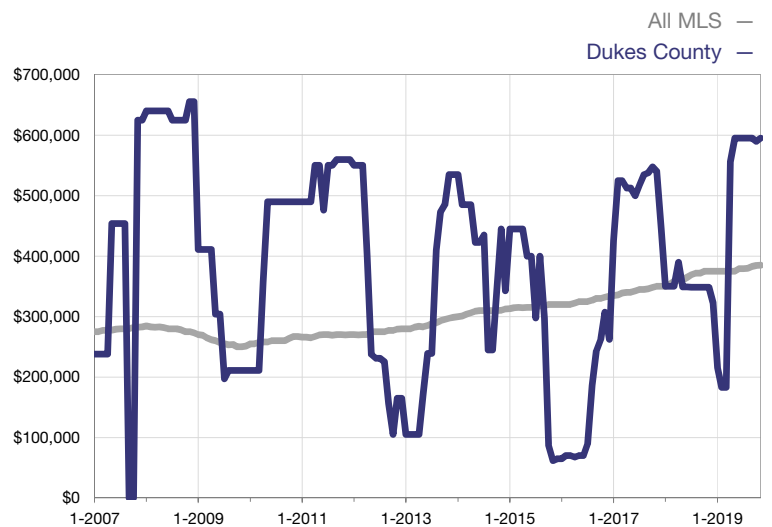
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Essex County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	428	459	+ 7.2%	5,782	6,140	+ 6.2%
Closed Sales	581	494	- 15.0%	5,685	5,789	+ 1.8%
Median Sales Price*	\$449,000	\$472,500	+ 5.2%	\$454,000	\$475,000	+ 4.6%
Inventory of Homes for Sale	1,343	842	- 37.3%	--	--	--
Months Supply of Inventory	2.6	1.6	- 38.5%	--	--	--
Cumulative Days on Market Until Sale	49	47	- 4.1%	50	51	+ 2.0%
Percent of Original List Price Received*	96.5%	98.0%	+ 1.6%	98.2%	97.9%	- 0.3%
New Listings	466	377	- 19.1%	7,622	7,486	- 1.8%

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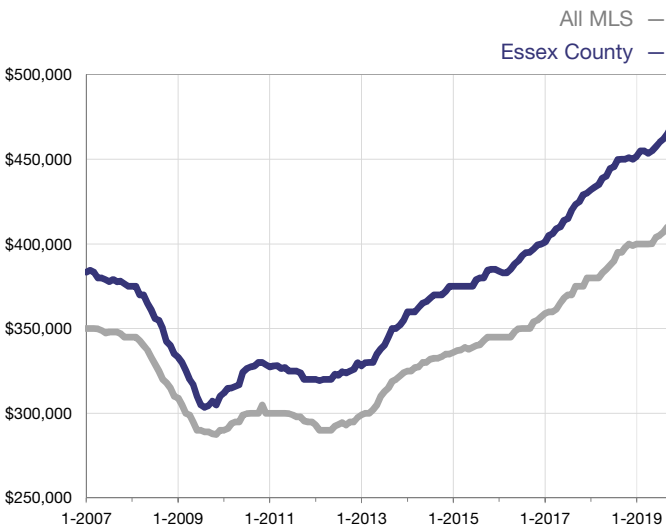
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	177	223	+ 26.0%	2,647	2,764	+ 4.4%
Closed Sales	220	226	+ 2.7%	2,603	2,605	+ 0.1%
Median Sales Price*	\$310,500	\$326,000	+ 5.0%	\$299,900	\$315,000	+ 5.0%
Inventory of Homes for Sale	551	379	- 31.2%	--	--	--
Months Supply of Inventory	2.3	1.6	- 30.4%	--	--	--
Cumulative Days on Market Until Sale	53	51	- 3.8%	47	49	+ 4.3%
Percent of Original List Price Received*	98.3%	98.3%	0.0%	99.3%	98.6%	- 0.7%
New Listings	213	210	- 1.4%	3,324	3,281	- 1.3%

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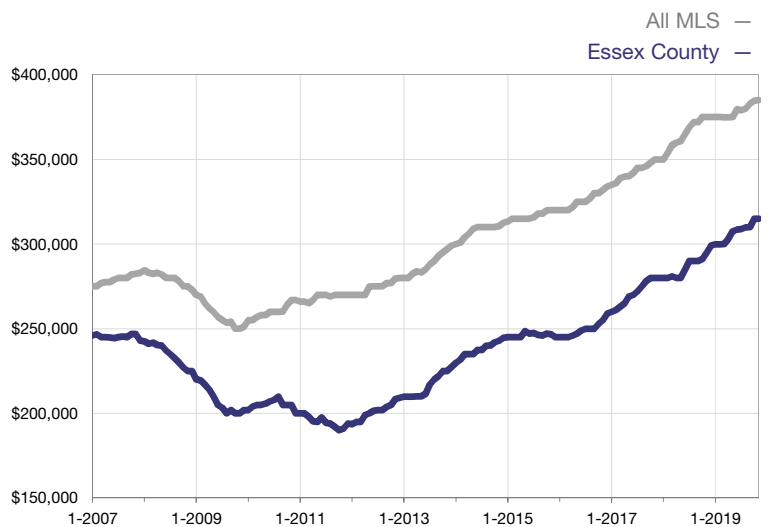
Median Sales Price – Single-Family Properties

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Franklin County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	37	47	+ 27.0%	544	590	+ 8.5%
Closed Sales	45	45	0.0%	546	559	+ 2.4%
Median Sales Price*	\$228,500	\$248,950	+ 8.9%	\$210,000	\$226,250	+ 7.7%
Inventory of Homes for Sale	232	187	- 19.4%	--	--	--
Months Supply of Inventory	4.7	3.8	- 19.1%	--	--	--
Cumulative Days on Market Until Sale	75	108	+ 44.0%	93	89	- 4.3%
Percent of Original List Price Received*	91.5%	95.4%	+ 4.3%	94.3%	94.3%	0.0%
New Listings	50	44	- 12.0%	760	771	+ 1.4%

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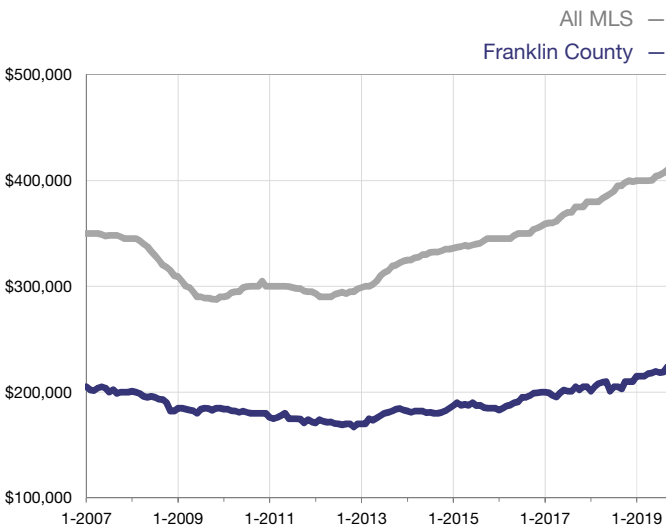
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	2	- 50.0%	40	39	- 2.5%
Closed Sales	5	3	- 40.0%	36	39	+ 8.3%
Median Sales Price*	\$165,000	\$112,000	- 32.1%	\$177,500	\$200,000	+ 12.7%
Inventory of Homes for Sale	13	14	+ 7.7%	--	--	--
Months Supply of Inventory	3.3	4.0	+ 21.2%	--	--	--
Cumulative Days on Market Until Sale	62	24	- 61.3%	69	85	+ 23.2%
Percent of Original List Price Received*	98.1%	94.5%	- 3.7%	98.2%	95.9%	- 2.3%
New Listings	5	3	- 40.0%	45	45	0.0%

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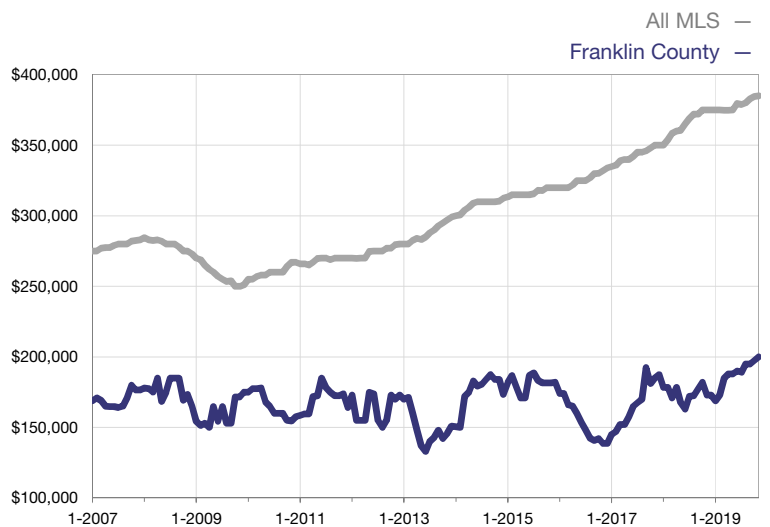
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



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Hampden County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	273	339	+ 24.2%	3,865	4,084	+ 5.7%
Closed Sales	354	349	- 1.4%	3,828	3,872	+ 1.1%
Median Sales Price*	\$205,000	\$220,000	+ 7.3%	\$200,000	\$212,000	+ 6.0%
Inventory of Homes for Sale	1,151	757	- 34.2%	--	--	--
Months Supply of Inventory	3.3	2.2	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	68	61	- 10.3%	60	59	- 1.7%
Percent of Original List Price Received*	94.6%	96.1%	+ 1.6%	96.2%	96.8%	+ 0.6%
New Listings	351	304	- 13.4%	5,224	5,075	- 2.9%

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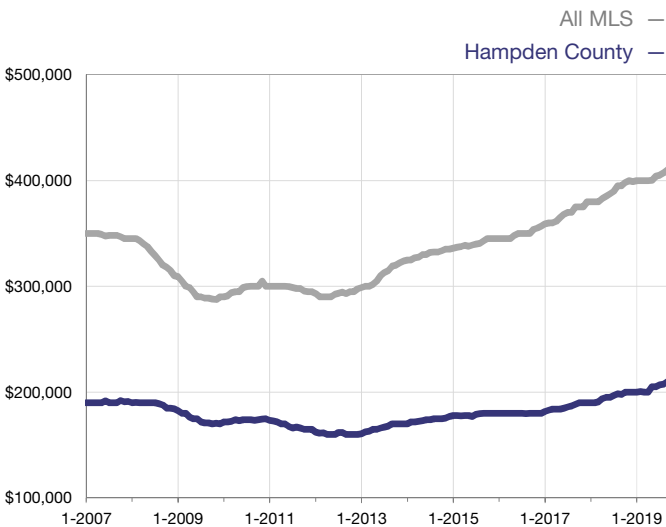
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	52	51	- 1.9%	520	548	+ 5.4%
Closed Sales	37	32	- 13.5%	494	518	+ 4.9%
Median Sales Price*	\$120,000	\$135,500	+ 12.9%	\$140,000	\$144,000	+ 2.9%
Inventory of Homes for Sale	144	106	- 26.4%	--	--	--
Months Supply of Inventory	3.2	2.3	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	57	63	+ 10.5%	78	68	- 12.8%
Percent of Original List Price Received*	95.1%	98.3%	+ 3.4%	96.1%	96.6%	+ 0.5%
New Listings	48	58	+ 20.8%	622	647	+ 4.0%

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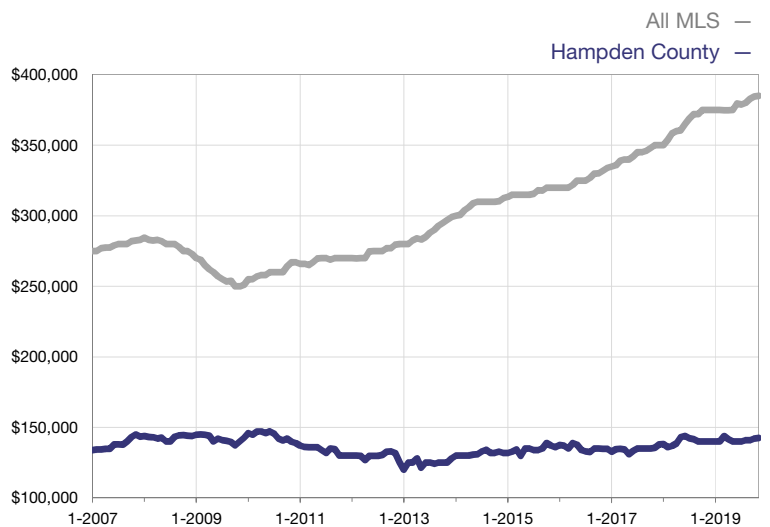
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



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Rolling 12-Month Calculation



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Hampshire County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	79	81	+ 2.5%	1,182	1,241	+ 5.0%
Closed Sales	112	85	- 24.1%	1,172	1,144	- 2.4%
Median Sales Price*	\$265,000	\$300,000	+ 13.2%	\$282,300	\$291,500	+ 3.3%
Inventory of Homes for Sale	412	320	- 22.3%	--	--	--
Months Supply of Inventory	3.9	3.1	- 20.5%	--	--	--
Cumulative Days on Market Until Sale	65	84	+ 29.2%	80	77	- 3.8%
Percent of Original List Price Received*	95.0%	94.4%	- 0.6%	95.6%	95.6%	0.0%
New Listings	82	82	0.0%	1,621	1,616	- 0.3%

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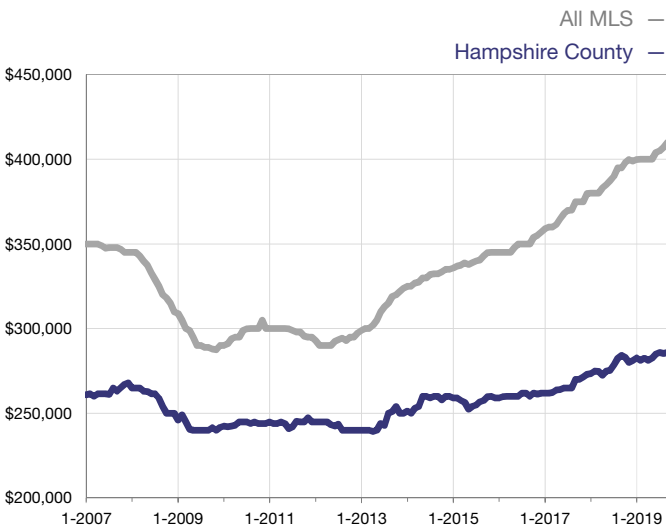
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	11	13	+ 18.2%	275	264	- 4.0%
Closed Sales	28	21	- 25.0%	274	253	- 7.7%
Median Sales Price*	\$165,750	\$223,000	+ 34.5%	\$202,750	\$230,000	+ 13.4%
Inventory of Homes for Sale	63	53	- 15.9%	--	--	--
Months Supply of Inventory	2.6	2.4	- 7.7%	--	--	--
Cumulative Days on Market Until Sale	41	31	- 24.4%	80	65	- 18.8%
Percent of Original List Price Received*	98.7%	98.7%	0.0%	98.2%	97.9%	- 0.3%
New Listings	9	9	0.0%	310	293	- 5.5%

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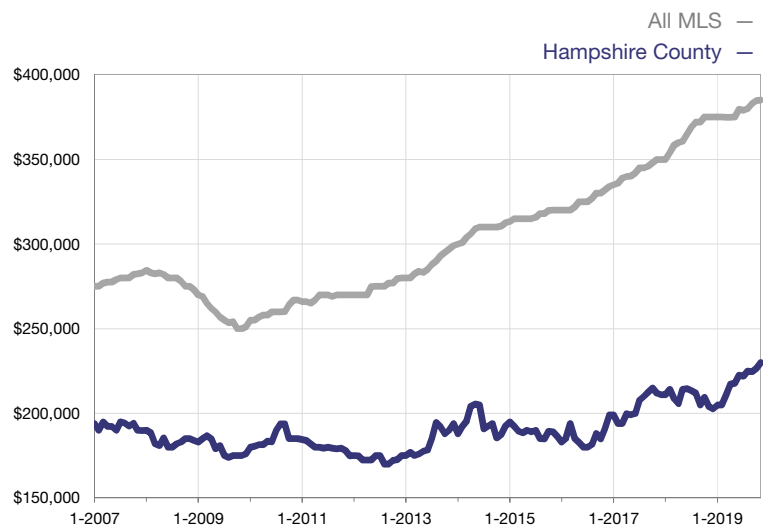
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Middlesex County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	683	842	+ 23.3%	10,326	10,751	+ 4.1%
Closed Sales	977	878	- 10.1%	10,076	10,129	+ 0.5%
Median Sales Price*	\$539,950	\$552,500	+ 2.3%	\$571,000	\$575,000	+ 0.7%
Inventory of Homes for Sale	1,953	1,451	- 25.7%	--	--	--
Months Supply of Inventory	2.1	1.6	- 23.8%	--	--	--
Cumulative Days on Market Until Sale	42	45	+ 7.1%	41	47	+ 14.6%
Percent of Original List Price Received*	97.6%	97.9%	+ 0.3%	99.7%	98.6%	- 1.1%
New Listings	712	572	- 19.7%	13,261	13,345	+ 0.6%

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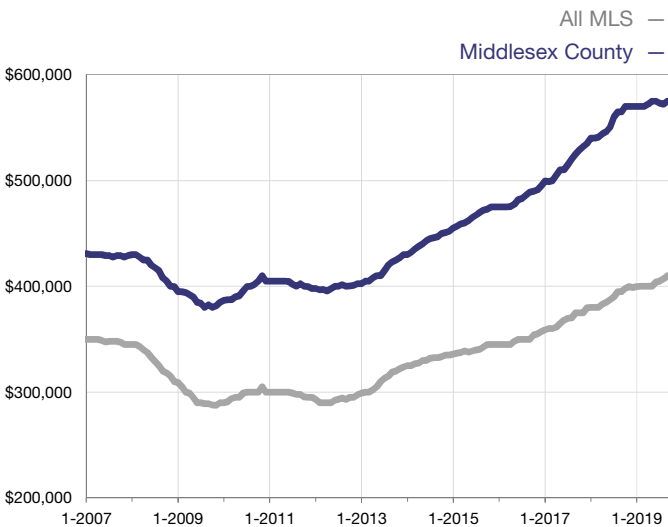
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	363	401	+ 10.5%	5,364	5,629	+ 4.9%
Closed Sales	504	459	- 8.9%	5,320	5,228	- 1.7%
Median Sales Price*	\$477,500	\$500,000	+ 4.7%	\$457,400	\$479,950	+ 4.9%
Inventory of Homes for Sale	953	707	- 25.8%	--	--	--
Months Supply of Inventory	2.0	1.5	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	53	47	- 11.3%	37	42	+ 13.5%
Percent of Original List Price Received*	99.7%	98.8%	- 0.9%	101.2%	99.5%	- 1.7%
New Listings	437	316	- 27.7%	6,677	6,873	+ 2.9%

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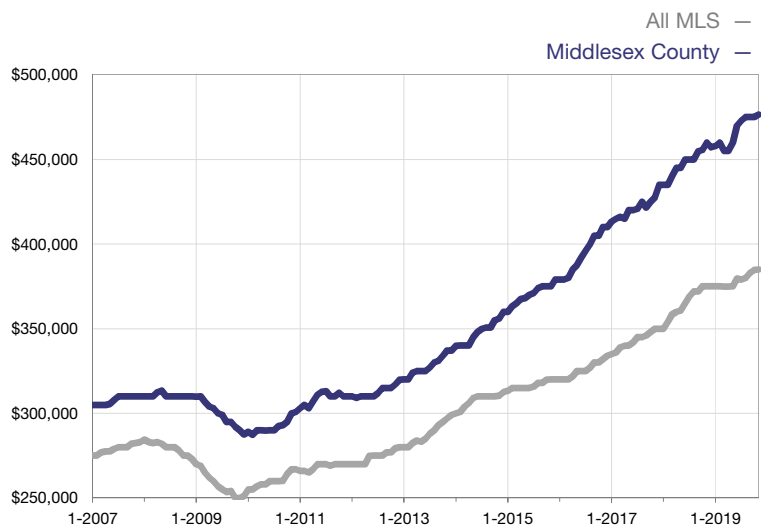
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

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Nantucket County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	6	4	- 33.3%	52	49	- 5.8%
Closed Sales	8	5	- 37.5%	48	46	- 4.2%
Median Sales Price*	\$2,912,500	\$2,395,000	- 17.8%	\$1,980,000	\$1,700,000	- 14.1%
Inventory of Homes for Sale	63	49	- 22.2%	--	--	--
Months Supply of Inventory	14.5	10.8	- 25.5%	--	--	--
Cumulative Days on Market Until Sale	112	192	+ 71.4%	123	113	- 8.1%
Percent of Original List Price Received*	91.0%	93.4%	+ 2.6%	92.0%	93.1%	+ 1.2%
New Listings	8	6	- 25.0%	133	104	- 21.8%

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

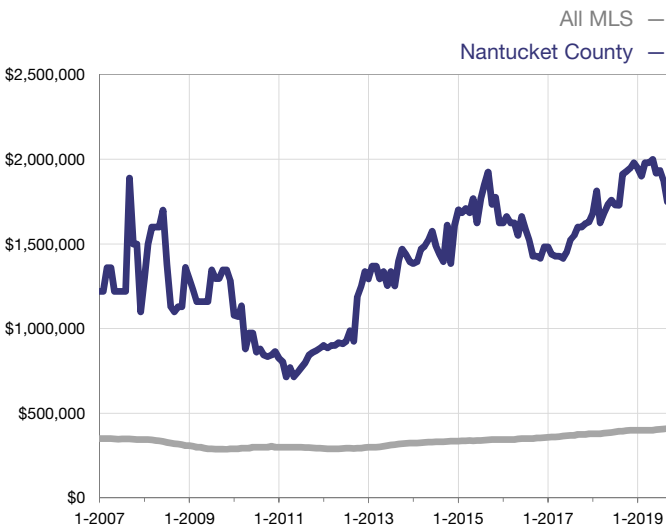
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	0	0	--	4	1	- 75.0%
Closed Sales	1	0	- 100.0%	4	1	- 75.0%
Median Sales Price*	\$815,000	\$0	- 100.0%	\$761,000	\$285,000	- 62.5%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--
Cumulative Days on Market Until Sale	47	0	- 100.0%	50	82	+ 64.0%
Percent of Original List Price Received*	91.1%	0.0%	- 100.0%	95.6%	90.5%	- 5.3%
New Listings	0	0	--	9	2	- 77.8%

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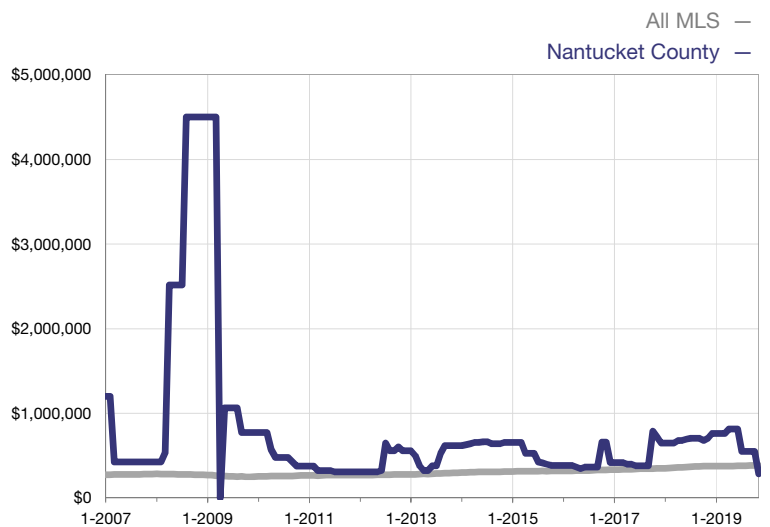
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	387	462	+ 19.4%	5,916	5,870	- 0.8%
Closed Sales	541	419	- 22.6%	5,765	5,475	- 5.0%
Median Sales Price*	\$490,000	\$515,000	+ 5.1%	\$520,000	\$530,000	+ 1.9%
Inventory of Homes for Sale	1,242	902	- 27.4%	--	--	--
Months Supply of Inventory	2.4	1.8	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	49	55	+ 12.2%	47	51	+ 8.5%
Percent of Original List Price Received*	97.0%	96.7%	- 0.3%	98.6%	97.8%	- 0.8%
New Listings	396	350	- 11.6%	7,758	7,506	- 3.2%

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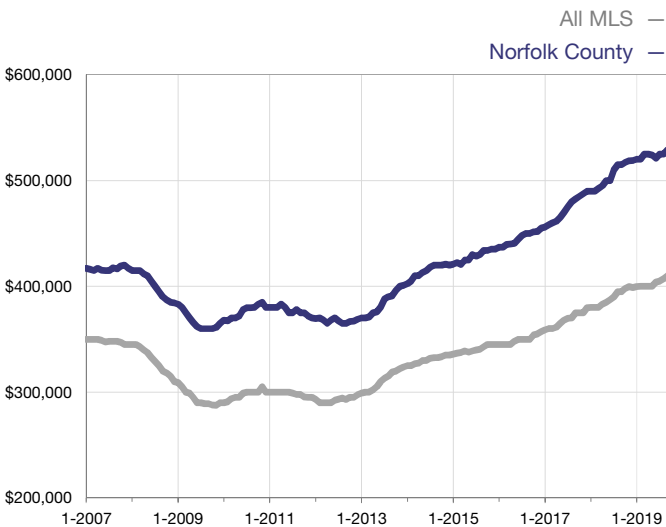
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	149	187	+ 25.5%	2,245	2,463	+ 9.7%
Closed Sales	210	183	- 12.9%	2,195	2,227	+ 1.5%
Median Sales Price*	\$391,483	\$410,000	+ 4.7%	\$375,000	\$415,000	+ 10.7%
Inventory of Homes for Sale	454	389	- 14.3%	--	--	--
Months Supply of Inventory	2.3	1.9	- 17.4%	--	--	--
Cumulative Days on Market Until Sale	42	52	+ 23.8%	41	49	+ 19.5%
Percent of Original List Price Received*	99.3%	98.1%	- 1.2%	99.9%	99.0%	- 0.9%
New Listings	178	160	- 10.1%	2,869	3,159	+ 10.1%

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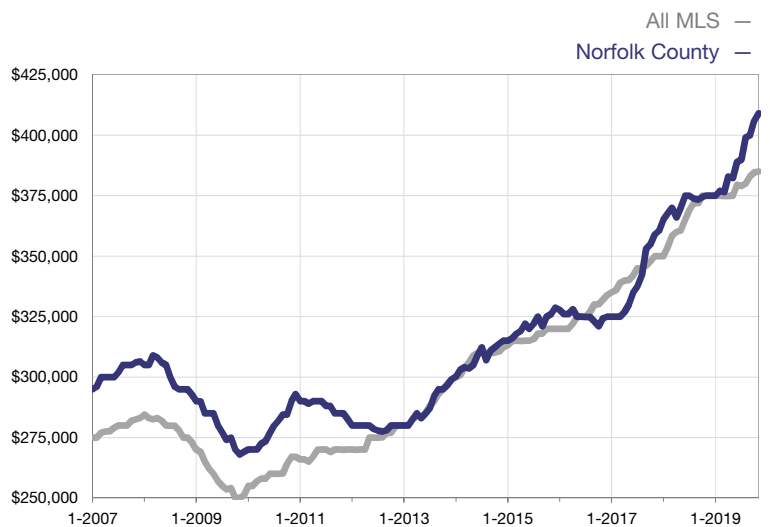
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2019

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Plymouth County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	402	468	+ 16.4%	5,739	5,995	+ 4.5%
Closed Sales	540	532	- 1.5%	5,659	5,637	- 0.4%
Median Sales Price*	\$380,000	\$395,950	+ 4.2%	\$381,000	\$398,000	+ 4.5%
Inventory of Homes for Sale	1,652	1,239	- 25.0%	--	--	--
Months Supply of Inventory	3.2	2.4	- 25.0%	--	--	--
Cumulative Days on Market Until Sale	71	65	- 8.5%	61	63	+ 3.3%
Percent of Original List Price Received*	95.8%	96.2%	+ 0.4%	97.0%	96.9%	- 0.1%
New Listings	487	458	- 6.0%	7,886	7,876	- 0.1%

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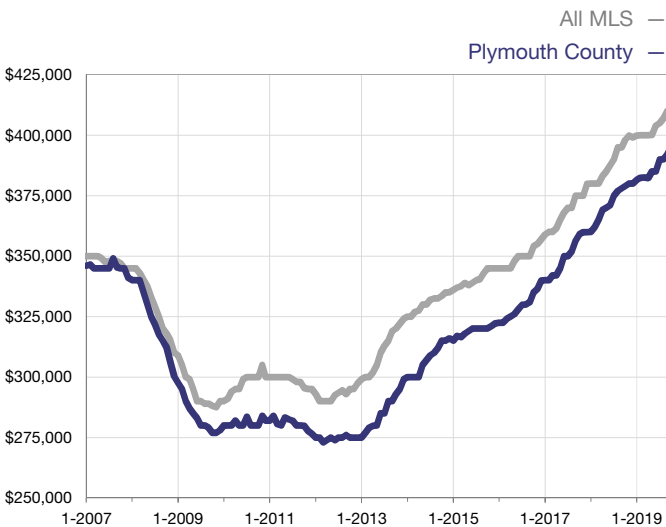
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	80	94	+ 17.5%	1,206	1,254	+ 4.0%
Closed Sales	105	93	- 11.4%	1,118	1,227	+ 9.7%
Median Sales Price*	\$273,000	\$310,000	+ 13.6%	\$297,000	\$315,000	+ 6.1%
Inventory of Homes for Sale	364	247	- 32.1%	--	--	--
Months Supply of Inventory	3.6	2.3	- 36.1%	--	--	--
Cumulative Days on Market Until Sale	50	61	+ 22.0%	63	64	+ 1.6%
Percent of Original List Price Received*	98.4%	97.3%	- 1.1%	98.7%	98.1%	- 0.6%
New Listings	122	87	- 28.7%	1,634	1,601	- 2.0%

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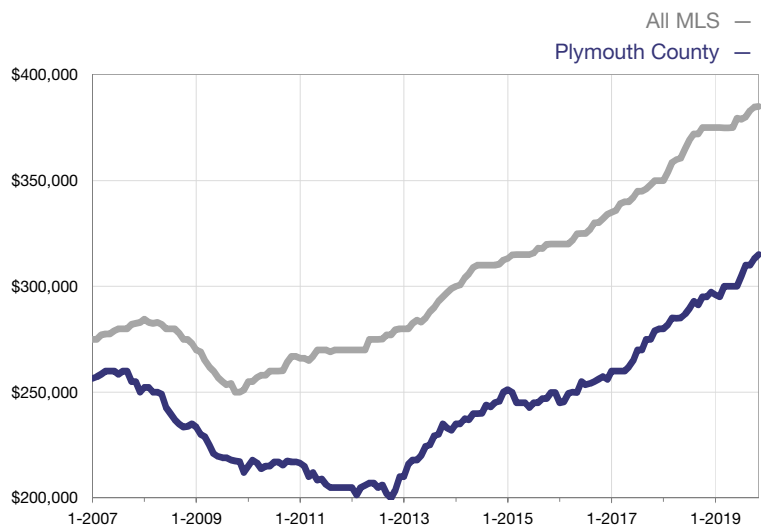
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2019

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Suffolk County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	94	93	- 1.1%	1,243	1,248	+ 0.4%
Closed Sales	145	107	- 26.2%	1,239	1,146	- 7.5%
Median Sales Price*	\$581,000	\$530,000	- 8.8%	\$555,000	\$586,000	+ 5.6%
Inventory of Homes for Sale	259	145	- 44.0%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	38	36	- 5.3%	37	42	+ 13.5%
Percent of Original List Price Received*	98.5%	98.8%	+ 0.3%	99.9%	98.7%	- 1.2%
New Listings	85	78	- 8.2%	1,676	1,535	- 8.4%

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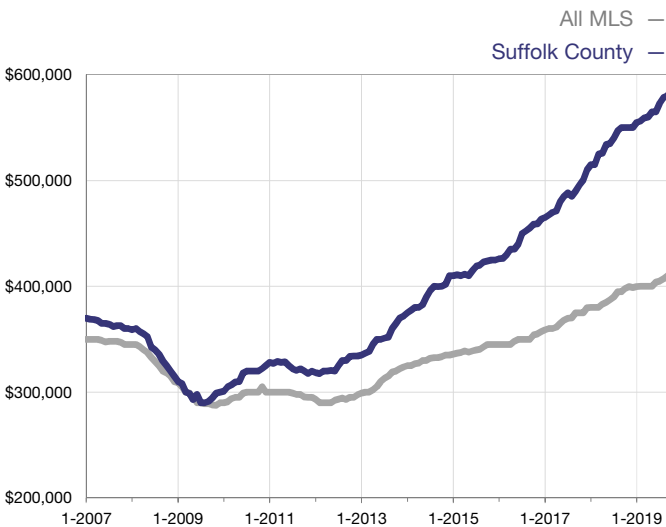
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	308	382	+ 24.0%	4,579	4,760	+ 4.0%
Closed Sales	355	319	- 10.1%	4,630	4,314	- 6.8%
Median Sales Price*	\$617,065	\$625,000	+ 1.3%	\$635,000	\$624,700	- 1.6%
Inventory of Homes for Sale	1,139	962	- 15.5%	--	--	--
Months Supply of Inventory	2.7	2.5	- 7.4%	--	--	--
Cumulative Days on Market Until Sale	47	48	+ 2.1%	42	49	+ 16.7%
Percent of Original List Price Received*	98.2%	97.1%	- 1.1%	99.8%	98.0%	- 1.8%
New Listings	376	312	- 17.0%	6,410	6,684	+ 4.3%

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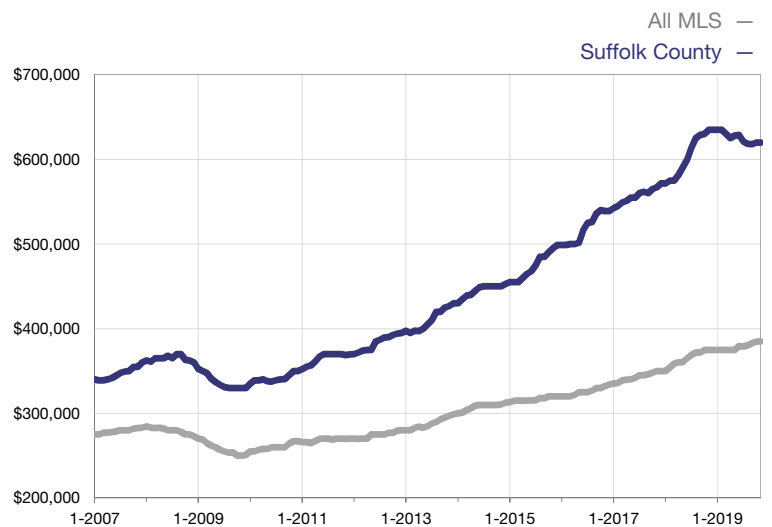
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Local Market Update – November 2019

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Worcester County

Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	557	641	+ 15.1%	7,787	8,028	+ 3.1%
Closed Sales	700	671	- 4.1%	7,640	7,586	- 0.7%
Median Sales Price*	\$278,700	\$300,000	+ 7.6%	\$289,900	\$303,950	+ 4.8%
Inventory of Homes for Sale	2,205	1,551	- 29.7%	--	--	--
Months Supply of Inventory	3.2	2.3	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	58	59	+ 1.7%	55	58	+ 5.5%
Percent of Original List Price Received*	95.7%	96.7%	+ 1.0%	97.4%	97.5%	+ 0.1%
New Listings	641	609	- 5.0%	10,601	10,226	- 3.5%

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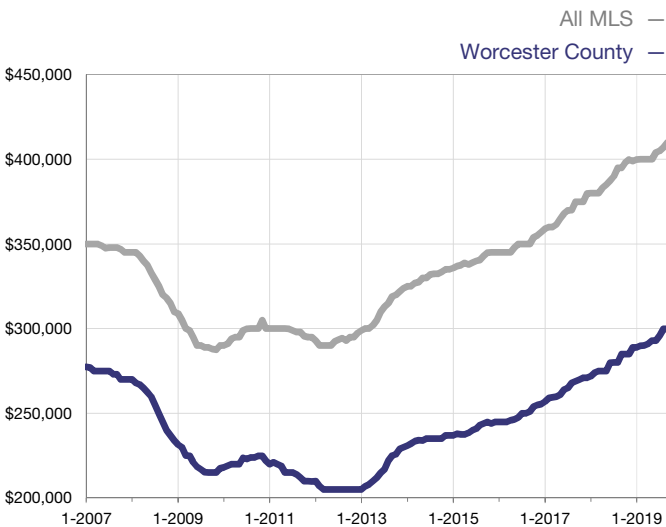
Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	122	120	- 1.6%	1,647	1,641	- 0.4%
Closed Sales	163	141	- 13.5%	1,625	1,564	- 3.8%
Median Sales Price*	\$224,000	\$235,000	+ 4.9%	\$217,000	\$225,750	+ 4.0%
Inventory of Homes for Sale	369	267	- 27.6%	--	--	--
Months Supply of Inventory	2.5	1.9	- 24.0%	--	--	--
Cumulative Days on Market Until Sale	63	56	- 11.1%	54	53	- 1.9%
Percent of Original List Price Received*	97.4%	98.6%	+ 1.2%	98.5%	98.7%	+ 0.2%
New Listings	117	120	+ 2.6%	2,017	1,987	- 1.5%

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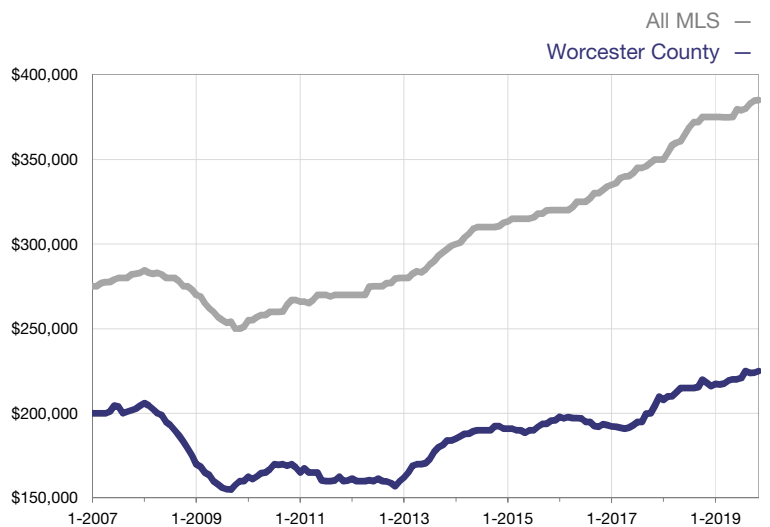
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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