### Single-Family Properties

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>August</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022 2023</td>
<td>+ / – 2022 2023 + / –</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>1,041 896</td>
<td>- 13.9% 8,880 7,033  - 20.8%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>1,463 1,079</td>
<td>- 26.2% 8,655 6,619  - 23.5%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$825,000 $885,000</td>
<td>+ 7.3% $830,000 $858,750</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>1,653 961</td>
<td>- 41.9% -- -- --</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.5 1.1</td>
<td>- 26.7% -- -- --</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>24 29</td>
<td>+ 20.8% 23 33          + 43.5%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>101.6% 102.6%</td>
<td>+ 1.0% 105.4% 102.3%  - 2.9%</td>
</tr>
<tr>
<td>New Listings</td>
<td>989 825</td>
<td>- 16.6% 10,678 7,999  - 25.1%</td>
</tr>
</tbody>
</table>

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

### Condominium Properties

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>August</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022 2023</td>
<td>+ / – 2022 2023 + / –</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>746 737</td>
<td>- 1.2% 7,959 6,433  - 19.2%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>1,026 803</td>
<td>- 21.7% 7,943 6,181  - 22.2%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$650,000 $679,950</td>
<td>+ 4.6% $679,000 $705,935</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>2,065 1,358</td>
<td>- 34.2% -- -- --</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>2.1 1.8</td>
<td>- 14.3% -- -- --</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>32 38</td>
<td>+ 18.8% 37 42          + 13.5%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>99.6% 100.2%</td>
<td>+ 0.6% 101.5% 99.9%  - 1.6%</td>
</tr>
<tr>
<td>New Listings</td>
<td>827 765</td>
<td>- 7.5% 10,556 8,303  - 21.3%</td>
</tr>
</tbody>
</table>

* 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**

All MLS — Greater Boston Association of REALTORS® —

### Median Sales Price – Condominium Properties

**Rolling 12-Month Calculation**

All MLS — Greater Boston Association of REALTORS® —

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**Local Market Update – August 2023**

**South Shore REALTORS®**

<table>
<thead>
<tr>
<th>Single-Family Properties</th>
<th>August Year to Date</th>
<th>Condominium Properties</th>
<th>August Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>2022</td>
<td>-13.6%</td>
<td>2022</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>2023</td>
<td>+3.4%</td>
<td>2023</td>
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<tr>
<td>Median Sales Price*</td>
<td>2022 $636,500</td>
<td>2022 $655,000</td>
<td>2022 $635,000</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>2022 771</td>
<td>2022 194</td>
<td>2022 194</td>
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<tr>
<td>Months Supply of Inventory</td>
<td>2022 1.7</td>
<td>2022 1.3</td>
<td>2022 1.3</td>
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<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>2022 25</td>
<td>2022 28</td>
<td>2022 28</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>2022 100.8%</td>
<td>2022 101.6%</td>
<td>2022 101.6%</td>
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<tr>
<td>New Listings</td>
<td>2022 493</td>
<td>2022 155</td>
<td>2022 155</td>
</tr>
</tbody>
</table>

**Median Sales Price** BASED ON A ROLLING 12-MONTH AVERAGE

**Single-Family Properties**

- Entire State
- South Shore REALTORS®

**Condominium Properties**

- Entire State
- South Shore REALTORS®

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

**A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.**

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### Single-Family Properties

<table>
<thead>
<tr>
<th></th>
<th>August</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>393</td>
<td>391</td>
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<tr>
<td>Closed Sales</td>
<td>447</td>
<td>347</td>
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<tr>
<td>Median Sales Price*</td>
<td>$490,000</td>
<td>$525,000</td>
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<tr>
<td>Inventory of Homes for Sale</td>
<td>744</td>
<td>351</td>
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<td>Months Supply of Inventory</td>
<td>1.9</td>
<td>1.2</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>29</td>
<td>32</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>100.5%</td>
<td>101.0%</td>
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<tr>
<td>New Listings</td>
<td>454</td>
<td>362</td>
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### Condominium Properties

<table>
<thead>
<tr>
<th></th>
<th>August</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>74</td>
<td>68</td>
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<tr>
<td>Closed Sales</td>
<td>93</td>
<td>65</td>
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<tr>
<td>Median Sales Price*</td>
<td>$325,000</td>
<td>$360,000</td>
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<tr>
<td>Inventory of Homes for Sale</td>
<td>138</td>
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<tr>
<td>Months Supply of Inventory</td>
<td>1.8</td>
<td>1.4</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>31</td>
<td>31</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
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<td>104.2%</td>
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<tr>
<td>New Listings</td>
<td>79</td>
<td>77</td>
</tr>
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</table>

### Median Sales Price

**Based on a Rolling 12-Month Average**

**Single-Family Properties**

<table>
<thead>
<tr>
<th>Median Sales Price</th>
<th>Entire State</th>
<th>Realtor® Association of Southeastern Massachusetts</th>
</tr>
</thead>
<tbody>
<tr>
<td>$200,000</td>
<td>$200,000</td>
<td>$200,000</td>
</tr>
<tr>
<td>$250,000</td>
<td>$250,000</td>
<td>$250,000</td>
</tr>
<tr>
<td>$300,000</td>
<td>$300,000</td>
<td>$300,000</td>
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<tr>
<td>$350,000</td>
<td>$350,000</td>
<td>$350,000</td>
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<tr>
<td>$400,000</td>
<td>$400,000</td>
<td>$400,000</td>
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<tr>
<td>$450,000</td>
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<td>$500,000</td>
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<td>$600,000</td>
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<tr>
<td>$650,000</td>
<td>$650,000</td>
<td>$650,000</td>
</tr>
</tbody>
</table>

**Condominium Properties**

<table>
<thead>
<tr>
<th>Median Sales Price</th>
<th>Entire State</th>
<th>Realtor® Association of Southeastern Massachusetts</th>
</tr>
</thead>
<tbody>
<tr>
<td>$200,000</td>
<td>$200,000</td>
<td>$200,000</td>
</tr>
<tr>
<td>$250,000</td>
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<td>$550,000</td>
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<tr>
<td>$600,000</td>
<td>$600,000</td>
<td>$600,000</td>
</tr>
<tr>
<td>$650,000</td>
<td>$650,000</td>
<td>$650,000</td>
</tr>
</tbody>
</table>

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## Local Market Update – August 2023

### REALTOR® Association of Pioneer Valley

<table>
<thead>
<tr>
<th></th>
<th>August</th>
<th>Year to Date</th>
<th>+ / –</th>
<th>Year-Over-Year Change in</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
<td>2023</td>
<td></td>
<td>Closed Sales</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>560</td>
<td>560</td>
<td>0.0%</td>
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</tr>
<tr>
<td>Closed Sales</td>
<td>558</td>
<td>453</td>
<td>-18.8%</td>
<td>3,577</td>
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<tr>
<td>Median Sales Price*</td>
<td>$323,000</td>
<td>$350,000</td>
<td>+8.4%</td>
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<tr>
<td>Inventory of Homes for Sale</td>
<td>964</td>
<td>561</td>
<td>-41.8%</td>
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<tr>
<td>Months Supply of Inventory</td>
<td>2.0</td>
<td>1.4</td>
<td>-26.4%</td>
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<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>27</td>
<td>29</td>
<td>+5.2%</td>
<td>32</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>102.0%</td>
<td>103.2%</td>
<td>+1.1%</td>
<td>103.1%</td>
</tr>
<tr>
<td>New Listings</td>
<td>590</td>
<td>514</td>
<td>-12.9%</td>
<td>4,534</td>
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</tbody>
</table>

### Single-Family Properties

<table>
<thead>
<tr>
<th></th>
<th>August</th>
<th>Year to Date</th>
<th>+ / –</th>
<th>Year-Over-Year Change in</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
<td>2023</td>
<td></td>
<td>Median Sales Price*</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>75</td>
<td>80</td>
<td>+6.7%</td>
<td>604</td>
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<tr>
<td>Closed Sales</td>
<td>97</td>
<td>68</td>
<td>-29.9%</td>
<td>613</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$225,000</td>
<td>$288,250</td>
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<td>$223,722</td>
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<tr>
<td>Inventory of Homes for Sale</td>
<td>141</td>
<td>51</td>
<td>-63.8%</td>
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<tr>
<td>Months Supply of Inventory</td>
<td>1.7</td>
<td>0.8</td>
<td>-50.9%</td>
<td>--</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>21</td>
<td>45</td>
<td>+116.5%</td>
<td>27</td>
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<tr>
<td>Percent of Original List Price Received*</td>
<td>103.9%</td>
<td>104.9%</td>
<td>+1.0%</td>
<td>103.7%</td>
</tr>
<tr>
<td>New Listings</td>
<td>79</td>
<td>80</td>
<td>+1.3%</td>
<td>711</td>
</tr>
</tbody>
</table>

### Condominium Properties

<table>
<thead>
<tr>
<th></th>
<th>August</th>
<th>Year to Date</th>
<th>+ / –</th>
<th>Year-Over-Year Change in</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
<td>2023</td>
<td></td>
<td>Inventory of Homes for Sale</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>604</td>
<td>503</td>
<td>-16.7%</td>
<td>613</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>613</td>
<td>467</td>
<td>-23.8%</td>
<td>613</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$323,000</td>
<td>$350,000</td>
<td>+8.4%</td>
<td>$311,000</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>--</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>--</td>
<td>--</td>
<td>--</td>
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</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>32</td>
<td>39</td>
<td>+22.8%</td>
<td>32</td>
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<tr>
<td>Percent of Original List Price Received*</td>
<td>103.1%</td>
<td>104.9%</td>
<td>+1.1%</td>
<td>103.7%</td>
</tr>
<tr>
<td>New Listings</td>
<td>711</td>
<td>512</td>
<td>-28.0%</td>
<td>711</td>
</tr>
</tbody>
</table>

### Median Sales Price

**BASED ON A ROLLING 12-MONTH AVERAGE**

#### Single-Family Properties

- **$150,000**
- **$200,000**
- **$250,000**
- **$300,000**
- **$350,000**
- **$400,000**
- **$450,000**
- **$500,000**
- **$550,000**
- **$600,000**
- **$650,000**

#### Condominium Properties

- **$200,000**
- **$250,000**
- **$300,000**
- **$350,000**
- **$400,000**
- **$450,000**
- **$500,000**
- **$550,000**
- **$600,000**
- **$650,000**

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Local Market Update – August 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

North Shore REALTORS®

- 28.9% + 9.8% - 46.9%

<table>
<thead>
<tr>
<th>Year-Over-Year Change in</th>
<th>Year-Over-Year Change in</th>
<th>Year-Over-Year Change in</th>
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</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>Closed Sales</td>
<td>Median Sales Price</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>Closed Sales</td>
<td>Inventory of Homes</td>
</tr>
<tr>
<td>All Properties</td>
<td>All Properties</td>
<td>For Sale</td>
</tr>
<tr>
<td>All Properties</td>
<td>All Properties</td>
<td>All Properties</td>
</tr>
<tr>
<td>August</td>
<td>Year to Date</td>
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</table>

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2023</th>
<th>+ / -</th>
<th>2022</th>
<th>2023</th>
<th>+ / -</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>349</td>
<td>297</td>
<td>- 14.9%</td>
<td>2,238</td>
<td>1,797</td>
<td>- 19.7%</td>
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<tr>
<td>Closed Sales</td>
<td>397</td>
<td>250</td>
<td>- 37.0%</td>
<td>2,173</td>
<td>1,629</td>
<td>- 25.0%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$630,000</td>
<td>$710,000</td>
<td>+ 12.7%</td>
<td>$625,000</td>
<td>$650,000</td>
<td>+ 4.0%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>502</td>
<td>261</td>
<td>- 48.0%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.7</td>
<td>1.1</td>
<td>- 31.9%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>24</td>
<td>27</td>
<td>+ 13.9%</td>
<td>23</td>
<td>32</td>
<td>+ 37.6%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>102.1%</td>
<td>102.2%</td>
<td>+ 0.2%</td>
<td>105.1%</td>
<td>101.9%</td>
<td>- 3.0%</td>
</tr>
<tr>
<td>New Listings</td>
<td>357</td>
<td>281</td>
<td>- 21.3%</td>
<td>2,809</td>
<td>2,073</td>
<td>- 26.2%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2023</th>
<th>+ / -</th>
<th>2022</th>
<th>2023</th>
<th>+ / -</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>143</td>
<td>150</td>
<td>+ 4.9%</td>
<td>1,099</td>
<td>893</td>
<td>- 18.7%</td>
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<tr>
<td>Closed Sales</td>
<td>147</td>
<td>137</td>
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<td>1,085</td>
<td>825</td>
<td>- 24.0%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$426,000</td>
<td>$470,000</td>
<td>+ 10.3%</td>
<td>$420,000</td>
<td>$448,743</td>
<td>+ 6.8%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>167</td>
<td>94</td>
<td>- 43.7%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.1</td>
<td>0.9</td>
<td>- 22.0%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>27</td>
<td>31</td>
<td>+ 12.4%</td>
<td>29</td>
<td>31</td>
<td>+ 5.0%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>102.1%</td>
<td>103.1%</td>
<td>+ 1.0%</td>
<td>103.7%</td>
<td>101.9%</td>
<td>- 1.8%</td>
</tr>
<tr>
<td>New Listings</td>
<td>117</td>
<td>130</td>
<td>+ 11.1%</td>
<td>1,241</td>
<td>974</td>
<td>- 21.5%</td>
</tr>
</tbody>
</table>

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

**Median Sales Price** BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties

- **Entire State**
- **North Shore REALTORS®**

![Graph of Median Sales Price for Single-Family Properties](image)

A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

### Condominium Properties

- **Entire State**
- **North Shore REALTORS®**

![Graph of Median Sales Price for Condominium Properties](image)

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Provided by MAR. Report © 2023 ShowingTime.
### Single-Family Properties

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2023</th>
<th>+ / –</th>
<th>2022</th>
<th>2023</th>
<th>+ / –</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>329</td>
<td>287</td>
<td>- 12.8%</td>
<td>2,348</td>
<td>1,666</td>
<td>- 29.0%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>364</td>
<td>264</td>
<td>- 27.5%</td>
<td>2,264</td>
<td>1,553</td>
<td>- 31.4%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$625,000</td>
<td>$687,444</td>
<td>+ 10.0%</td>
<td>$620,000</td>
<td>$644,900</td>
<td>+ 4.0%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>410</td>
<td>185</td>
<td>- 54.9%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.3</td>
<td>0.8</td>
<td>- 36.6%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>23</td>
<td>24</td>
<td>+ 7.9%</td>
<td>22</td>
<td>29</td>
<td>+ 31.0%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>102.5%</td>
<td>104.2%</td>
<td>+ 1.6%</td>
<td>105.7%</td>
<td>103.3%</td>
<td>- 2.3%</td>
</tr>
<tr>
<td>New Listings</td>
<td>318</td>
<td>246</td>
<td>- 22.6%</td>
<td>2,799</td>
<td>1,856</td>
<td>- 33.7%</td>
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### Condominium Properties

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<thead>
<tr>
<th></th>
<th>2022</th>
<th>2023</th>
<th>+ / –</th>
<th>2022</th>
<th>2023</th>
<th>+ / –</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>129</td>
<td>115</td>
<td>- 10.9%</td>
<td>941</td>
<td>774</td>
<td>- 17.7%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>161</td>
<td>93</td>
<td>- 42.2%</td>
<td>935</td>
<td>711</td>
<td>- 24.0%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$365,000</td>
<td>$380,000</td>
<td>+ 4.1%</td>
<td>$370,000</td>
<td>$380,000</td>
<td>+ 2.7%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>106</td>
<td>64</td>
<td>- 39.6%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>0.8</td>
<td>0.7</td>
<td>- 16.7%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>24</td>
<td>25</td>
<td>+ 4.7%</td>
<td>23</td>
<td>26</td>
<td>+ 14.3%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>103.8%</td>
<td>103.9%</td>
<td>+ 0.1%</td>
<td>104.9%</td>
<td>102.8%</td>
<td>- 2.0%</td>
</tr>
<tr>
<td>New Listings</td>
<td>106</td>
<td>107</td>
<td>+ 0.9%</td>
<td>1,038</td>
<td>808</td>
<td>- 22.2%</td>
</tr>
</tbody>
</table>

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

### Median Sales Price

**Based on a Rolling 12-Month Average**

#### Single-Family Properties

![Median Sales Price Graph - Single-Family Properties](image)

#### Condominium Properties

![Median Sales Price Graph - Condominium Properties](image)

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Provided by MAR. Report © 2023 ShowingTime.
Local Market Update – August 2023

North Central Massachusetts Association of REALTORS®

- 23.7%  + 3.4%  - 35.1%

<table>
<thead>
<tr>
<th>Year-Over-Year Change in</th>
<th>Year-Over-Year Change in</th>
<th>Year-Over-Year Change in</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>Closed Sales</td>
<td>Median Sales Price</td>
</tr>
<tr>
<td>All Properties</td>
<td>All Properties</td>
<td>All Properties</td>
</tr>
<tr>
<td>August</td>
<td>Year to Date</td>
<td>August</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pending Sales</td>
<td>267  225</td>
<td>1,697  1,437</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>281  216</td>
<td>1,628  1,338</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$420,000  $427,500</td>
<td>$406,019  $425,000</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>430  258</td>
<td>--  --</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.9  1.4</td>
<td>--  --</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>26  29</td>
<td>28  37</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>102.0%  102.3%</td>
<td>103.6%  101.0%</td>
</tr>
<tr>
<td>New Listings</td>
<td>289  250</td>
<td>2,127  1,683</td>
</tr>
</tbody>
</table>

Condominium Properties

- 26.9%  + 3.4%  - 35.1%

<table>
<thead>
<tr>
<th>Year-Over-Year Change in</th>
<th>Year-Over-Year Change in</th>
<th>Year-Over-Year Change in</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>Closed Sales</td>
<td>Median Sales Price</td>
</tr>
<tr>
<td>All Properties</td>
<td>All Properties</td>
<td>All Properties</td>
</tr>
<tr>
<td>August</td>
<td>Year to Date</td>
<td>August</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pending Sales</td>
<td>42  35</td>
<td>274  251</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>52  38</td>
<td>273  235</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$283,500  $347,500</td>
<td>$280,000  $325,000</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>46  51</td>
<td>--  --</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.2  1.7</td>
<td>--  --</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>30  33</td>
<td>22  39</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>103.7%  103.2%</td>
<td>104.2%  102.3%</td>
</tr>
<tr>
<td>New Listings</td>
<td>37  65</td>
<td>319  304</td>
</tr>
</tbody>
</table>

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

Median Sales Price

Based on a Rolling 12-Month Average

Single-Family Properties

Condominium Properties

A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.
# Local Market Update – August 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Newburyport REALTORS®

<table>
<thead>
<tr>
<th>Single-Family Properties</th>
<th>August</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pending Sales</strong></td>
<td>2022</td>
<td>2023</td>
</tr>
<tr>
<td></td>
<td>163</td>
<td>172</td>
</tr>
<tr>
<td><strong>Closed Sales</strong></td>
<td>121</td>
<td>112</td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td>$742,000</td>
<td>$825,000</td>
</tr>
<tr>
<td><strong>Inventory of Homes for Sale</strong></td>
<td>95</td>
<td>70</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>1.8</td>
<td>1.7</td>
</tr>
<tr>
<td><strong>Cumulative Days on Market Until Sale</strong></td>
<td>24</td>
<td>20</td>
</tr>
<tr>
<td><strong>Percent of Original List Price Received</strong></td>
<td>101.6%</td>
<td>102.2%</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>46</td>
<td>50</td>
</tr>
</tbody>
</table>

## Condominium Properties

<table>
<thead>
<tr>
<th>Condominium Properties</th>
<th>August</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pending Sales</strong></td>
<td>17</td>
<td>23</td>
</tr>
<tr>
<td><strong>Closed Sales</strong></td>
<td>14</td>
<td>17</td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td>$479,000</td>
<td>$575,000</td>
</tr>
<tr>
<td><strong>Inventory of Homes for Sale</strong></td>
<td>27</td>
<td>20</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>2.4</td>
<td>2.2</td>
</tr>
<tr>
<td><strong>Cumulative Days on Market Until Sale</strong></td>
<td>26</td>
<td>22</td>
</tr>
<tr>
<td><strong>Percent of Original List Price Received</strong></td>
<td>103.6%</td>
<td>103.3%</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>37</td>
<td>36</td>
</tr>
</tbody>
</table>

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

## Median Sales Price

**BASED ON A ROLLING 12-MONTH AVERAGE**

### Single-Family Properties

<table>
<thead>
<tr>
<th>Entire State Greater Newburyport REALTORS®</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$250,000</strong></td>
</tr>
<tr>
<td><strong>12-2007</strong></td>
</tr>
</tbody>
</table>

### Condominium Properties

<table>
<thead>
<tr>
<th>Entire State Greater Newburyport REALTORS®</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$0</strong></td>
</tr>
<tr>
<td><strong>12-2007</strong></td>
</tr>
</tbody>
</table>

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## Local Market Update – August 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

### South Shore REALTORS®
Greater Fall River Region

<table>
<thead>
<tr>
<th>Single-Family Properties</th>
<th>Year-Over-Year Change in</th>
<th>Year-Over-Year Change in</th>
<th>Year-Over-Year Change in</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Pending Sales</td>
<td>Median Sales Price</td>
<td>Inventory of Homes for Sale</td>
</tr>
<tr>
<td></td>
<td>Closed Sales</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>All Properties</td>
<td>All Properties</td>
</tr>
<tr>
<td></td>
<td>Pending Sales</td>
<td>2022 2023 + / –</td>
<td>2022 2023 + / –</td>
</tr>
<tr>
<td></td>
<td>Closed Sales</td>
<td>92 90 + 9.1%</td>
<td>571 515 - 9.3%</td>
</tr>
<tr>
<td></td>
<td>Median Sales Price*</td>
<td>75 74 - 1.3%</td>
<td>567 476 - 16.0%</td>
</tr>
<tr>
<td></td>
<td>Inventory of Homes for Sale</td>
<td>941,000 $473,750 + 14.2%</td>
<td>$425,000 $435,000 + 2.4%</td>
</tr>
<tr>
<td></td>
<td>Cumulative Days on Market Until Sale</td>
<td>170 136 - 20.0%</td>
<td>36 42 + 15.3%</td>
</tr>
<tr>
<td></td>
<td>Months Supply of Inventory</td>
<td>2.1 2.2 + 2.2%</td>
<td>-- -- --</td>
</tr>
<tr>
<td></td>
<td>Percent of Original List Price Received*</td>
<td>98.2% 101.1% + 2.9%</td>
<td>99.7% 99.6% - 0.1%</td>
</tr>
<tr>
<td></td>
<td>New Listings</td>
<td>95 106 + 11.6%</td>
<td>741 644 - 13.1%</td>
</tr>
<tr>
<td></td>
<td>Condominium Properties</td>
<td>Year to Date</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Pending Sales</td>
<td>2022 2023 + / –</td>
<td>2022 2023 + / –</td>
</tr>
<tr>
<td></td>
<td>Closed Sales</td>
<td>11 12 + 9.1%</td>
<td>72 68 - 5.6%</td>
</tr>
<tr>
<td></td>
<td>Median Sales Price*</td>
<td>8 7 - 12.5%</td>
<td>81 56 - 30.9%</td>
</tr>
<tr>
<td></td>
<td>Inventory of Homes for Sale</td>
<td>$234,000 $235,000 + 38.9%</td>
<td>$219,900 $271,250 + 23.4%</td>
</tr>
<tr>
<td></td>
<td>Months Supply of Inventory</td>
<td>23 22 - 4.3%</td>
<td>-- -- --</td>
</tr>
<tr>
<td></td>
<td>Cumulative Days on Market Until Sale</td>
<td>2.1 2.9 + 38.7%</td>
<td>-- -- --</td>
</tr>
<tr>
<td></td>
<td>Percent of Original List Price Received*</td>
<td>101.4% 106.9% + 5.5%</td>
<td>98.9% 99.5% + 0.5%</td>
</tr>
<tr>
<td></td>
<td>New Listings</td>
<td>12 12 0.0%</td>
<td>85 84 - 1.2%</td>
</tr>
</tbody>
</table>

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

---

**Median Sales Price** BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties

A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.
## Local Market Update – August 2023

A research tool provided by the Massachusetts Association of REALTORS®

### REALTOR® Association of Central Massachusetts

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2023</th>
<th>+ / –</th>
<th>2022</th>
<th>2023</th>
<th>+ / –</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>573</td>
<td>496</td>
<td>- 13.4%</td>
<td>3,898</td>
<td>3,087</td>
<td>- 20.8%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>654</td>
<td>484</td>
<td>- 26.0%</td>
<td>3,747</td>
<td>2,830</td>
<td>- 24.5%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$471,000</td>
<td>$500,000</td>
<td>+ 6.2%</td>
<td>$450,000</td>
<td>$475,000</td>
<td>+ 5.6%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>862</td>
<td>451</td>
<td>- 47.7%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.7</td>
<td>1.2</td>
<td>- 31.8%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>23</td>
<td>26</td>
<td>+ 16.6%</td>
<td>27</td>
<td>31</td>
<td>+ 18.0%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>101.7%</td>
<td>102.6%</td>
<td>+ 0.9%</td>
<td>104.0%</td>
<td>102.0%</td>
<td>- 2.0%</td>
</tr>
<tr>
<td>New Listings</td>
<td>582</td>
<td>513</td>
<td>- 11.9%</td>
<td>4,742</td>
<td>3,512</td>
<td>- 25.9%</td>
</tr>
</tbody>
</table>

### Condominium Properties

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2023</th>
<th>+ / –</th>
<th>2022</th>
<th>2023</th>
<th>+ / –</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>121</td>
<td>170</td>
<td>+ 40.5%</td>
<td>1,068</td>
<td>990</td>
<td>- 7.3%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>153</td>
<td>131</td>
<td>- 14.4%</td>
<td>1,039</td>
<td>878</td>
<td>- 15.5%</td>
</tr>
<tr>
<td>Median Sales Price*</td>
<td>$389,900</td>
<td>$385,000</td>
<td>- 1.3%</td>
<td>$360,000</td>
<td>$395,500</td>
<td>+ 9.9%</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>226</td>
<td>133</td>
<td>- 41.2%</td>
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<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.6</td>
<td>1.1</td>
<td>- 30.4%</td>
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<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>27</td>
<td>31</td>
<td>+ 15.4%</td>
<td>28</td>
<td>35</td>
<td>+ 25.5%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>102.3%</td>
<td>102.2%</td>
<td>- 0.1%</td>
<td>104.2%</td>
<td>102.2%</td>
<td>- 1.9%</td>
</tr>
<tr>
<td>New Listings</td>
<td>132</td>
<td>177</td>
<td>+ 34.1%</td>
<td>1,271</td>
<td>1,113</td>
<td>- 12.4%</td>
</tr>
</tbody>
</table>

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### Median Sales Price

**Based on a Rolling 12-Month Average**

#### Single-Family Properties

#### Condominium Properties

#### Median Sales Price

**Based on a Rolling 12-Month Average**

A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

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Local Market Update – August 2023
A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Cape Cod & Islands Association of REALTORS®, Inc.

- 16.5%  + 3.8%  - 16.4%

<table>
<thead>
<tr>
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<th>Year-Over-Year</th>
<th>Year-Over-Year</th>
<th>Year-Over-Year</th>
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<tbody>
<tr>
<td></td>
<td>Change in</td>
<td>Change in</td>
<td>Change in</td>
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<tr>
<td></td>
<td>Closed Sales</td>
<td>Median Sales Price</td>
<td>Inventory of Homes</td>
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<tr>
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<td>All Properties</td>
<td>All Properties</td>
<td>All Properties</td>
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<td>2023</td>
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<td>597</td>
<td>566</td>
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<tr>
<td>Inventory of Homes for Sale</td>
<td>626</td>
<td>496</td>
<td>- 20.8%</td>
</tr>
<tr>
<td>Cumulative Days on Market</td>
<td>1,355</td>
<td>1,105</td>
<td>- 18.5%</td>
</tr>
<tr>
<td>Percent of Original List</td>
<td>2.3</td>
<td>2.3</td>
<td>+ 2.6%</td>
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<tr>
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<td>27</td>
<td>32</td>
<td>+ 20.1%</td>
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<tr>
<td></td>
<td>99.3%</td>
<td>98.0%</td>
<td>- 1.3%</td>
</tr>
<tr>
<td></td>
<td>703</td>
<td>690</td>
<td>- 1.8%</td>
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<table>
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<tr>
<th></th>
<th>August</th>
<th>Year to Date</th>
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</thead>
<tbody>
<tr>
<td></td>
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<tr>
<td>Pending Sales</td>
<td>597 566</td>
<td>- 5.2%</td>
</tr>
<tr>
<td>Closed Sales</td>
<td>626 496</td>
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</tr>
<tr>
<td>Cumulative Days on Market</td>
<td>2.3 2.3</td>
<td>+ 2.6%</td>
</tr>
<tr>
<td>Percent of Original List</td>
<td>99.3% 98.0%</td>
<td>- 1.3%</td>
</tr>
<tr>
<td>New Listings</td>
<td>703 690</td>
<td>- 1.8%</td>
</tr>
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<table>
<thead>
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<th></th>
<th>August</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022 2023</td>
<td>+ / –</td>
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<tr>
<td>Pending Sales</td>
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<tr>
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<td>+ 0.7%</td>
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<tr>
<td>New Listings</td>
<td>169 179</td>
<td>+ 5.9%</td>
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</table>

A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties

#### Entire State

**Cape Cod & Islands Association of REALTORS®, Inc.**

#### Condominium Properties

**Cape Cod & Islands Association of REALTORS®, Inc.**

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Local Market Update – August 2023

Berkshire County Board of REALTORS®

Single-Family Properties

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<tr>
<th></th>
<th>August</th>
<th>Year to Date</th>
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<tbody>
<tr>
<td>Pending Sales</td>
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<td>127</td>
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<tr>
<td>Closed Sales</td>
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<td>149</td>
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<td>$375,000</td>
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<tr>
<td>Inventory of Homes for Sale</td>
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<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>81</td>
<td>78</td>
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<tr>
<td>Percent of Original List Price Received*</td>
<td>100.0%</td>
<td>97.6%</td>
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<tr>
<td>New Listings</td>
<td>159</td>
<td>199</td>
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Condominium Properties

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<th>Year to Date</th>
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<tr>
<td>Pending Sales</td>
<td>13</td>
<td>19</td>
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<tr>
<td>Closed Sales</td>
<td>20</td>
<td>18</td>
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<tr>
<td>Median Sales Price*</td>
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<td>$340,000</td>
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<tr>
<td>Inventory of Homes for Sale</td>
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<td>49</td>
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<tr>
<td>Months Supply of Inventory</td>
<td>2.8</td>
<td>3.8</td>
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<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>79</td>
<td>54</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>99.7%</td>
<td>99.5%</td>
</tr>
<tr>
<td>New Listings</td>
<td>23</td>
<td>21</td>
</tr>
</tbody>
</table>

Year-Over-Year Change in
Closed Sales
All Properties

- 7.2%

Year-Over-Year Change in
Median Sales Price
All Properties

+ 19.0%

Year-Over-Year Change in
Inventory of Homes
All Properties

- 2.9%

August

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2023</th>
<th>+ / -</th>
<th>2022</th>
<th>2023</th>
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</thead>
<tbody>
<tr>
<td>Pending Sales</td>
<td>140</td>
<td>127</td>
<td>- 9.3%</td>
<td>968</td>
<td>853</td>
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<td>Closed Sales</td>
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<td>922</td>
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<td>+ 0.2%</td>
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<tr>
<td>Inventory of Homes for Sale</td>
<td>378</td>
<td>360</td>
<td>- 4.8%</td>
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<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>2.9</td>
<td>3.4</td>
<td>+ 18.3%</td>
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<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>81</td>
<td>78</td>
<td>- 3.7%</td>
<td>95</td>
<td>90</td>
<td>- 5.3%</td>
</tr>
<tr>
<td>Percent of Original List Price Received*</td>
<td>100.0%</td>
<td>97.6%</td>
<td>- 2.4%</td>
<td>98.8%</td>
<td>97.2%</td>
<td>- 1.6%</td>
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<td>159</td>
<td>199</td>
<td>+ 25.2%</td>
<td>1,253</td>
<td>1,156</td>
<td>- 7.7%</td>
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</table>

<table>
<thead>
<tr>
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<th>2022</th>
<th>2023</th>
<th>+ / -</th>
<th>2022</th>
<th>2023</th>
<th>+ / -</th>
</tr>
</thead>
<tbody>
<tr>
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<td>13</td>
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<tr>
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<td>104</td>
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<tr>
<td>Median Sales Price*</td>
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<td>+ 52.1%</td>
<td>$285,000</td>
<td>$415,000</td>
<td>+ 45.6%</td>
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<tr>
<td>Inventory of Homes for Sale</td>
<td>43</td>
<td>49</td>
<td>+ 14.0%</td>
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<tr>
<td>Months Supply of Inventory</td>
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<td>3.8</td>
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<tr>
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<td>79</td>
<td>54</td>
<td>- 31.6%</td>
<td>103</td>
<td>97</td>
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<tr>
<td>Percent of Original List Price Received*</td>
<td>99.7%</td>
<td>99.5%</td>
<td>- 0.2%</td>
<td>97.8%</td>
<td>98.8%</td>
<td>+ 1.0%</td>
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<td>23</td>
<td>21</td>
<td>- 8.7%</td>
<td>152</td>
<td>143</td>
<td>- 5.9%</td>
</tr>
</tbody>
</table>

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

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties

Condominium Properties

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