

Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greenfield

Single-Family Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 8 | 9 | + 12.5% | 144 | 154 | + 6.9% |
| Closed Sales | 12 | 6 | - 50.0% | 139 | 154 | + 10.8% |
| Median Sales Price* | \$180,950 | \$207,500 | + 14.7% | \$176,000 | \$174,450 | - 0.9% |
| Inventory of Homes for Sale | 63 | 46 | - 27.0% | -- | -- | -- |
| Months Supply of Inventory | 5.4 | 3.6 | - 33.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 179 | 139 | - 22.3% | 134 | 124 | - 7.5% |
| Percent of Original List Price Received* | 93.1% | 91.7% | - 1.5% | 91.5% | 93.5% | + 2.2% |
| New Listings | 5 | 6 | + 20.0% | 206 | 188 | - 8.7% |

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

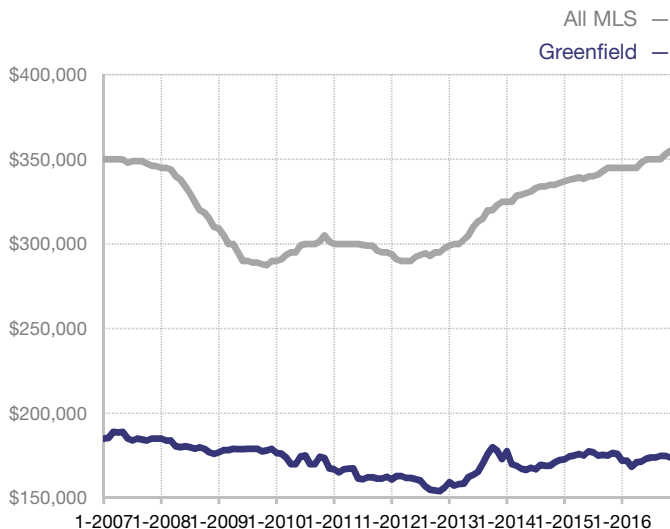
Condominium Properties

| Key Metrics | December | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 0 | 0 | -- | 27 | 27 | 0.0% |
| Closed Sales | 2 | 2 | 0.0% | 32 | 25 | - 21.9% |
| Median Sales Price* | \$192,500 | \$117,427 | - 39.0% | \$170,820 | \$145,000 | - 15.1% |
| Inventory of Homes for Sale | 27 | 8 | - 70.4% | -- | -- | -- |
| Months Supply of Inventory | 9.3 | 2.6 | - 72.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 75 | 108 | + 44.0% | 126 | 176 | + 39.7% |
| Percent of Original List Price Received* | 92.0% | 92.6% | + 0.7% | 99.2% | 95.6% | - 3.6% |
| New Listings | 2 | 3 | + 50.0% | 47 | 24 | - 48.9% |

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

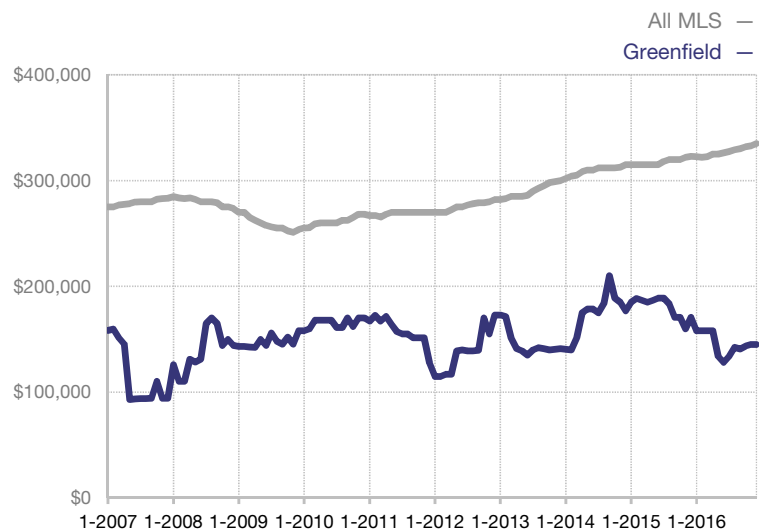
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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