

Local Market Update – June 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Otis

Single-Family Properties

| Key Metrics | June | | | Year to Date | | |
|------------------------------------------|-----------|------------------|---------|--------------|------------------|---------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 8 | 1 | - 87.5% | 30 | 13 | - 56.7% |
| Closed Sales | 6 | 8 | + 33.3% | 22 | 14 | - 36.4% |
| Median Sales Price* | \$272,500 | \$382,750 | + 40.5% | \$227,000 | \$346,000 | + 52.4% |
| Inventory of Homes for Sale | 61 | 50 | - 18.0% | -- | -- | -- |
| Months Supply of Inventory | 13.6 | 10.7 | - 21.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 218 | 65 | - 70.2% | 224 | 126 | - 43.8% |
| Percent of Original List Price Received* | 97.2% | 92.6% | - 4.7% | 91.6% | 87.5% | - 4.5% |
| New Listings | 10 | 17 | + 70.0% | 54 | 59 | + 9.3% |

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

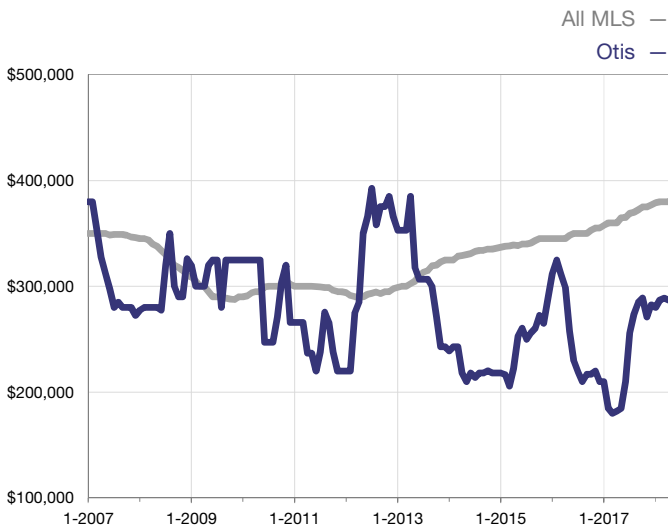
Condominium Properties

| Key Metrics | June | | | Year to Date | | |
|------------------------------------------|------|------------|-------|--------------|------------|-------|
| | 2017 | 2018 | + / - | 2017 | 2018 | + / - |
| Pending Sales | 0 | 0 | -- | 0 | 0 | -- |
| Closed Sales | 0 | 0 | -- | 0 | 0 | -- |
| Median Sales Price* | \$0 | \$0 | -- | \$0 | \$0 | -- |
| Inventory of Homes for Sale | 0 | 0 | -- | -- | -- | -- |
| Months Supply of Inventory | 0.0 | 0.0 | -- | -- | -- | -- |
| Cumulative Days on Market Until Sale | 0 | 0 | -- | 0 | 0 | -- |
| Percent of Original List Price Received* | 0.0% | 0.0% | -- | 0.0% | 0.0% | -- |
| New Listings | 0 | 0 | -- | 0 | 0 | -- |

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

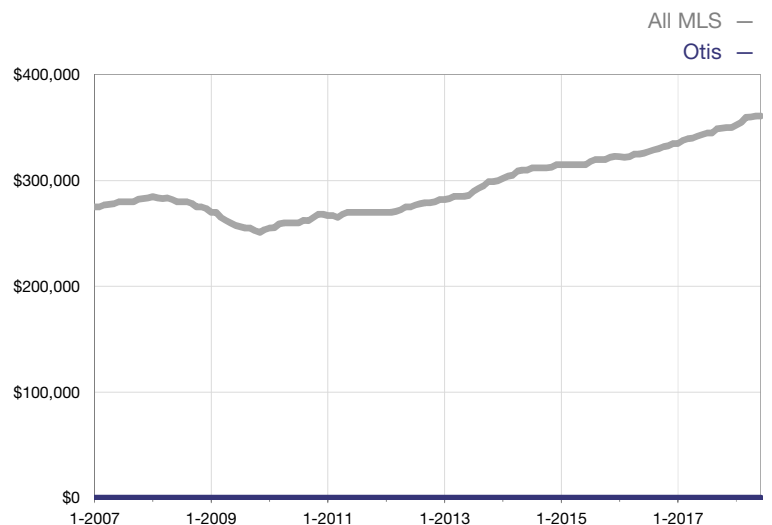
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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