

Local Market Update – June 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Sterling

Single-Family Properties

Key Metrics	June			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	9	12	+ 33.3%	35	48	+ 37.1%
Closed Sales	7	13	+ 85.7%	32	36	+ 12.5%
Median Sales Price*	\$345,000	\$295,000	- 14.5%	\$292,500	\$303,250	+ 3.7%
Inventory of Homes for Sale	47	32	- 31.9%	--	--	--
Months Supply of Inventory	7.0	4.5	- 35.7%	--	--	--
Cumulative Days on Market Until Sale	118	91	- 22.9%	138	115	- 16.7%
Percent of Original List Price Received*	99.5%	97.9%	- 1.6%	93.5%	94.0%	+ 0.5%
New Listings	7	15	+ 114.3%	61	66	+ 8.2%

* 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		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	3	0.0%	12	11	- 8.3%
Closed Sales	1	0	- 100.0%	1	8	+ 700.0%
Median Sales Price*	\$217,500	\$0	- 100.0%	\$217,500	\$326,344	+ 50.0%
Inventory of Homes for Sale	8	10	+ 25.0%	--	--	--
Months Supply of Inventory	6.4	4.1	- 35.9%	--	--	--
Cumulative Days on Market Until Sale	40	0	- 100.0%	40	185	+ 362.5%
Percent of Original List Price Received*	96.7%	0.0%	- 100.0%	96.7%	106.7%	+ 10.3%
New Listings	0	2	--	15	13	- 13.3%

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

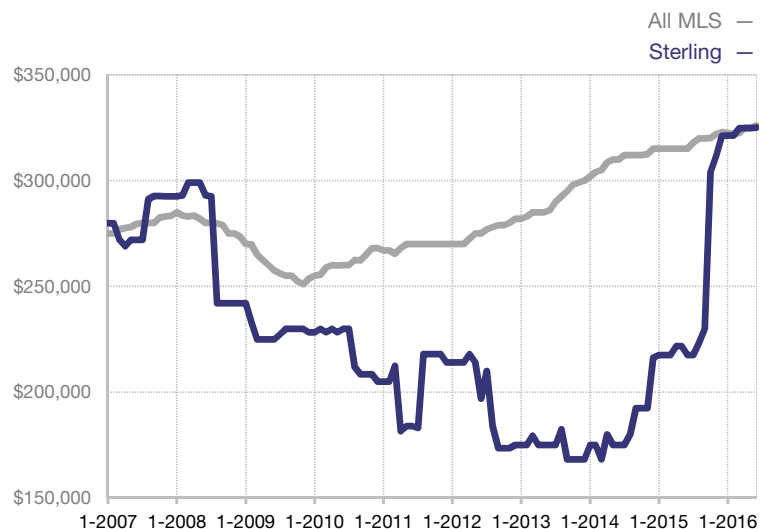
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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