

# Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Ayer

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	6	3	- 50.0%	79	73	- 7.6%
Closed Sales	4	6	+ 50.0%	72	79	+ 9.7%
Median Sales Price*	\$395,950	<b>\$283,500</b>	- 28.4%	\$345,000	<b>\$330,000</b>	- 4.3%
Inventory of Homes for Sale	27	9	- 66.7%	--	--	--
Months Supply of Inventory	3.9	1.2	- 69.2%	--	--	--
Cumulative Days on Market Until Sale	30	58	+ 93.3%	95	86	- 9.5%
Percent of Original List Price Received*	97.5%	<b>96.9%</b>	- 0.6%	95.9%	<b>97.4%</b>	+ 1.6%
New Listings	6	5	- 16.7%	102	73	- 28.4%

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

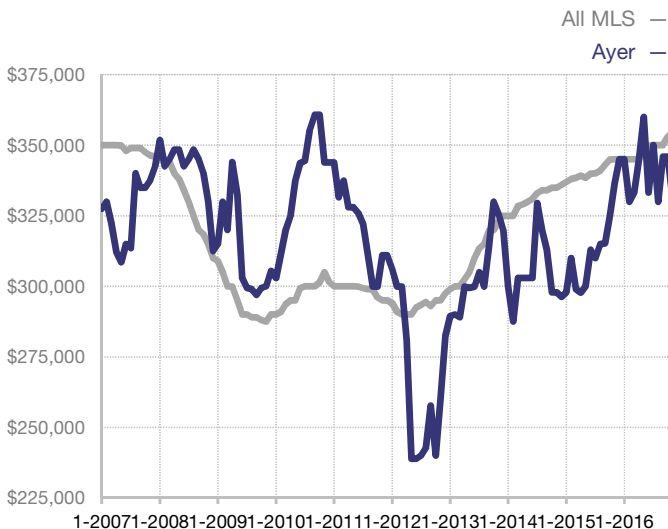
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	2	+ 100.0%	35	30	- 14.3%
Closed Sales	3	3	0.0%	31	28	- 9.7%
Median Sales Price*	\$301,000	<b>\$237,500</b>	- 21.1%	\$230,000	<b>\$212,750</b>	- 7.5%
Inventory of Homes for Sale	12	6	- 50.0%	--	--	--
Months Supply of Inventory	4.5	1.9	- 57.8%	--	--	--
Cumulative Days on Market Until Sale	94	23	- 75.5%	84	66	- 21.4%
Percent of Original List Price Received*	98.2%	<b>97.4%</b>	- 0.8%	98.1%	<b>96.7%</b>	- 1.4%
New Listings	4	4	0.0%	48	35	- 27.1%

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

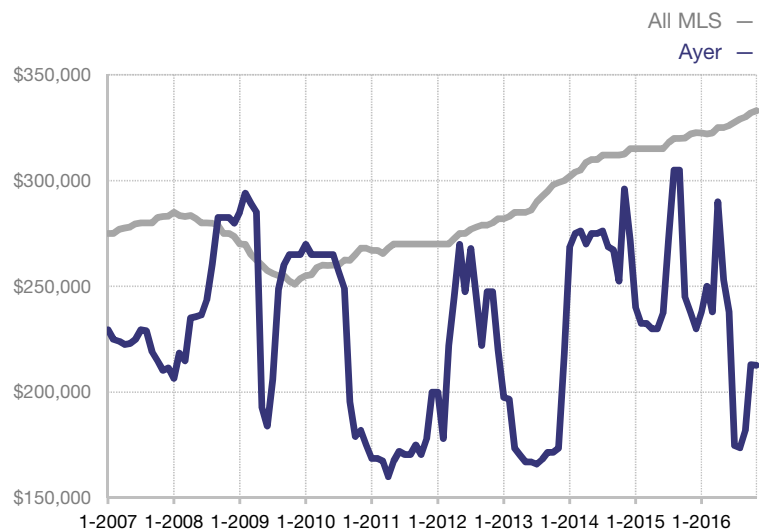
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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