

Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Sterling

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	4	4	0.0%	80	88	+ 10.0%
Closed Sales	8	10	+ 25.0%	82	90	+ 9.8%
Median Sales Price*	\$279,500	\$267,500	- 4.3%	\$278,200	\$321,455	+ 15.5%
Inventory of Homes for Sale	30	20	- 33.3%	--	--	--
Months Supply of Inventory	4.4	2.7	- 38.6%	--	--	--
Cumulative Days on Market Until Sale	211	69	- 67.3%	132	100	- 24.2%
Percent of Original List Price Received*	86.3%	91.0%	+ 5.4%	93.5%	94.3%	+ 0.9%
New Listings	6	4	- 33.3%	126	112	- 11.1%

* 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	2	0	- 100.0%	23	16	- 30.4%
Closed Sales	4	3	- 25.0%	15	21	+ 40.0%
Median Sales Price*	\$336,878	\$344,153	+ 2.2%	\$321,157	\$327,300	+ 1.9%
Inventory of Homes for Sale	17	8	- 52.9%	--	--	--
Months Supply of Inventory	6.8	3.8	- 44.1%	--	--	--
Cumulative Days on Market Until Sale	76	116	+ 52.6%	84	146	+ 73.8%
Percent of Original List Price Received*	111.7%	103.3%	- 7.5%	105.4%	103.7%	- 1.6%
New Listings	11	1	- 90.9%	38	20	- 47.4%

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

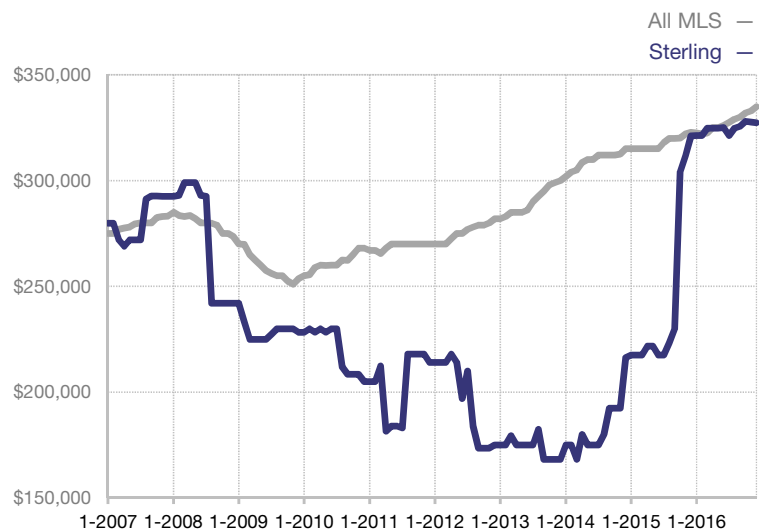
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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