

Local Market Update – September 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Auburn

Single-Family Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2016 | 2017 | + / - | 2016 | 2017 | + / - |
| Pending Sales | 20 | 19 | - 5.0% | 153 | 170 | + 11.1% |
| Closed Sales | 17 | 21 | + 23.5% | 136 | 156 | + 14.7% |
| Median Sales Price* | \$240,000 | \$240,000 | 0.0% | \$238,750 | \$241,000 | + 0.9% |
| Inventory of Homes for Sale | 53 | 41 | - 22.6% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 2.4 | - 31.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 44 | 64 | + 45.5% | 92 | 52 | - 43.5% |
| Percent of Original List Price Received* | 97.8% | 104.5% | + 6.9% | 96.3% | 98.4% | + 2.2% |
| New Listings | 26 | 28 | + 7.7% | 203 | 207 | + 2.0% |

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

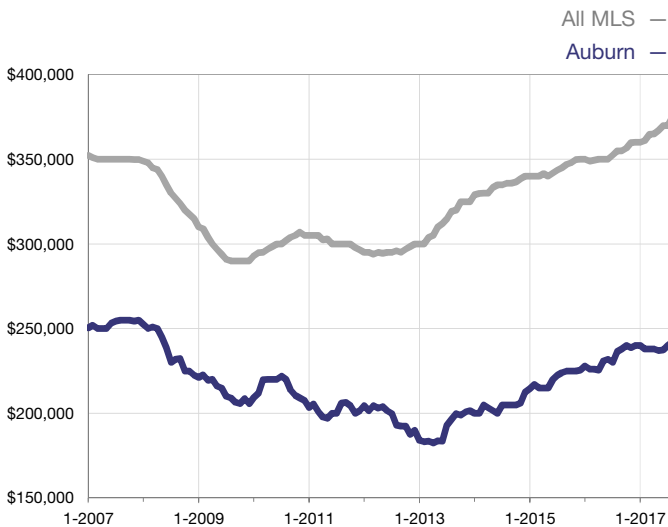
Condominium Properties

| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------|--------------|-----------|---------|
| | 2016 | 2017 | + / - | 2016 | 2017 | + / - |
| Pending Sales | 3 | 4 | + 33.3% | 25 | 20 | - 20.0% |
| Closed Sales | 1 | 1 | 0.0% | 16 | 21 | + 31.3% |
| Median Sales Price* | \$159,500 | \$229,000 | + 43.6% | \$173,500 | \$205,000 | + 18.2% |
| Inventory of Homes for Sale | 7 | 10 | + 42.9% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 4.1 | + 24.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 53 | 14 | - 73.6% | 70 | 52 | - 25.7% |
| Percent of Original List Price Received* | 95.2% | 99.6% | + 4.6% | 94.8% | 101.4% | + 7.0% |
| New Listings | 2 | 5 | + 150.0% | 30 | 26 | - 13.3% |

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

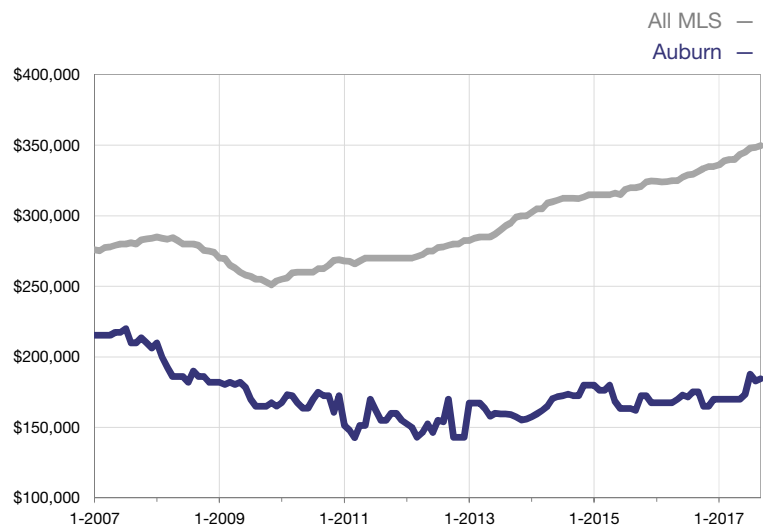
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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