

Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Gardner

Single-Family Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	16	21	+ 31.3%	214	264	+ 23.4%
Closed Sales	24	21	- 12.5%	207	239	+ 15.5%
Median Sales Price*	\$147,450	\$179,000	+ 21.4%	\$165,000	\$180,000	+ 9.1%
Inventory of Homes for Sale	70	41	- 41.4%	--	--	--
Months Supply of Inventory	3.7	1.9	- 48.6%	--	--	--
Cumulative Days on Market Until Sale	60	40	- 33.3%	85	58	- 31.8%
Percent of Original List Price Received*	95.5%	101.2%	+ 6.0%	97.1%	97.1%	0.0%
New Listings	22	25	+ 13.6%	282	307	+ 8.9%

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

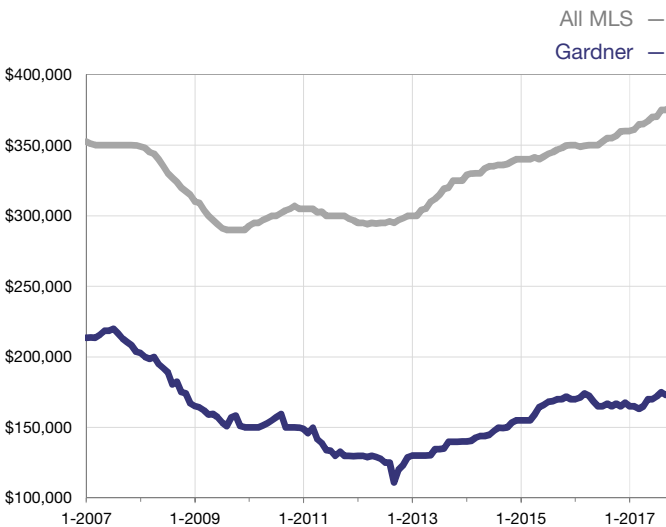
Condominium Properties

Key Metrics	November			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	2	3	+ 50.0%	13	27	+ 107.7%
Closed Sales	0	1	--	14	27	+ 92.9%
Median Sales Price*	\$0	\$95,000	--	\$80,050	\$97,900	+ 22.3%
Inventory of Homes for Sale	5	2	- 60.0%	--	--	--
Months Supply of Inventory	3.0	0.8	- 73.3%	--	--	--
Cumulative Days on Market Until Sale	0	20	--	48	40	- 16.7%
Percent of Original List Price Received*	0.0%	100.1%	--	93.8%	100.5%	+ 7.1%
New Listings	3	2	- 33.3%	20	29	+ 45.0%

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

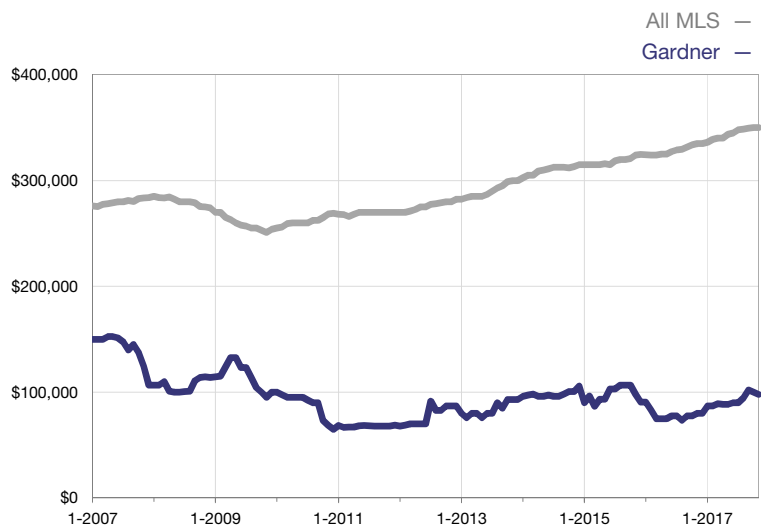
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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