

# Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Ware

### Single-Family Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	12	8	- 33.3%	101	119	+ 17.8%
Closed Sales	8	7	- 12.5%	90	124	+ 37.8%
Median Sales Price*	\$124,750	<b>\$185,000</b>	+ 48.3%	\$166,250	<b>\$177,500</b>	+ 6.8%
Inventory of Homes for Sale	48	29	- 39.6%	--	--	--
Months Supply of Inventory	6.4	2.8	- 56.3%	--	--	--
Cumulative Days on Market Until Sale	123	79	- 35.8%	149	107	- 28.2%
Percent of Original List Price Received*	92.2%	99.0%	+ 7.4%	93.4%	92.6%	- 0.9%
New Listings	5	4	- 20.0%	155	177	+ 14.2%

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

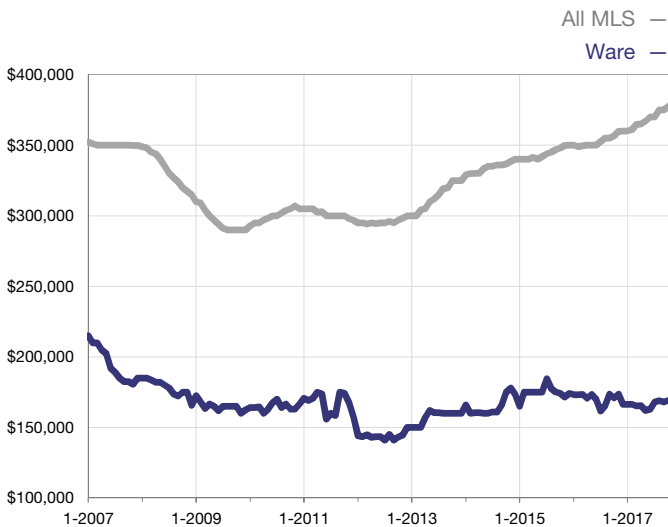
### Condominium Properties

Key Metrics	December			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	0	0	--	2	1	- 50.0%
Closed Sales	0	0	--	3	1	- 66.7%
Median Sales Price*	\$0	<b>\$0</b>	--	\$107,000	<b>\$38,500</b>	- 64.0%
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	2.0	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	121	274	+ 126.4%
Percent of Original List Price Received*	0.0%	0.0%	--	94.4%	59.2%	- 37.3%
New Listings	0	0	--	2	0	- 100.0%

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

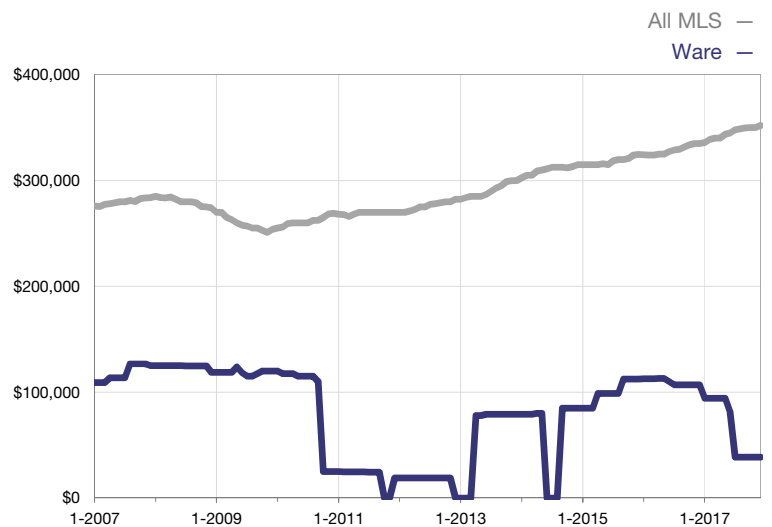
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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