

Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Ayer

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	10	13	+ 30.0%	89	60	- 32.6%
Closed Sales	10	11	+ 10.0%	72	62	- 13.9%
Median Sales Price*	\$424,500	\$410,000	- 3.4%	\$367,450	\$410,000	+ 11.6%
Inventory of Homes for Sale	26	17	- 34.6%	--	--	--
Months Supply of Inventory	3.7	2.2	- 40.5%	--	--	--
Cumulative Days on Market Until Sale	39	63	+ 61.5%	48	49	+ 2.1%
Percent of Original List Price Received*	103.5%	96.5%	- 6.8%	98.8%	99.1%	+ 0.3%
New Listings	13	14	+ 7.7%	111	78	- 29.7%

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

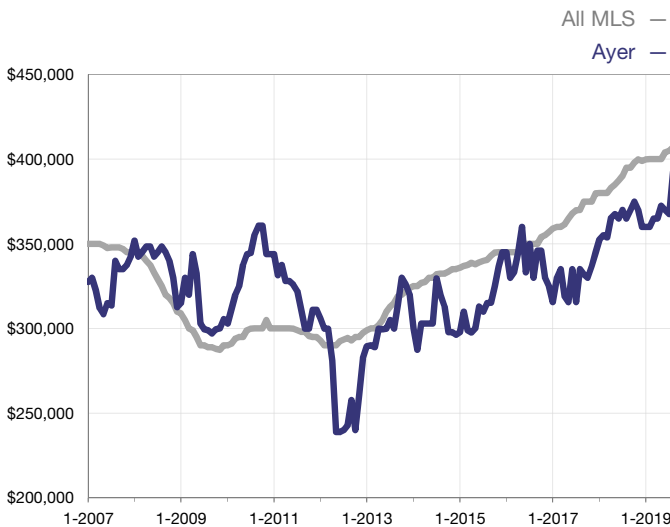
Condominium Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	4	4	0.0%	29	28	- 3.4%
Closed Sales	8	4	- 50.0%	29	24	- 17.2%
Median Sales Price*	\$219,800	\$251,388	+ 14.4%	\$223,500	\$248,888	+ 11.4%
Inventory of Homes for Sale	11	9	- 18.2%	--	--	--
Months Supply of Inventory	3.6	2.6	- 27.8%	--	--	--
Cumulative Days on Market Until Sale	39	32	- 17.9%	35	33	- 5.7%
Percent of Original List Price Received*	98.2%	96.9%	- 1.3%	99.9%	98.4%	- 1.5%
New Listings	6	4	- 33.3%	40	43	+ 7.5%

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

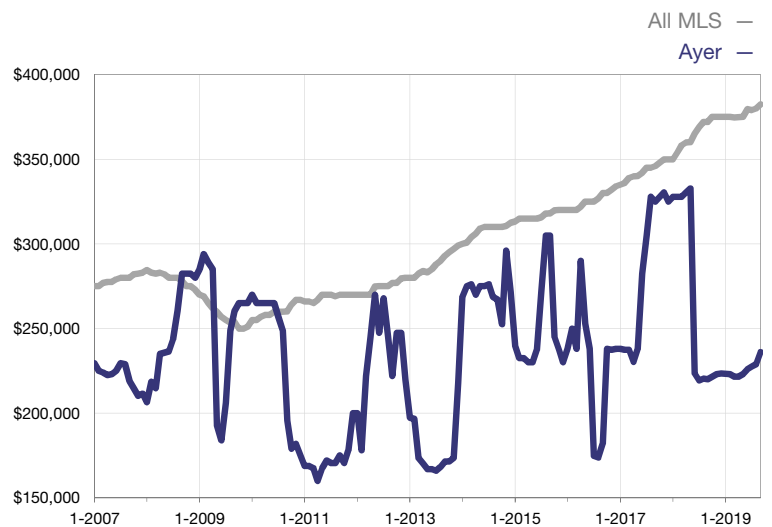
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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