

Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Ayer

Single-Family Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| Pending Sales | 4 | 11 | + 175.0% | 39 | 50 | + 28.2% |
| Closed Sales | 5 | 10 | + 100.0% | 42 | 40 | - 4.8% |
| Median Sales Price* | \$309,900 | \$449,100 | + 44.9% | \$370,000 | \$424,000 | + 14.6% |
| Inventory of Homes for Sale | 24 | 7 | - 70.8% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 0.9 | - 69.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 44 | 52 | + 18.2% | 48 | 69 | + 43.8% |
| Percent of Original List Price Received* | 96.9% | 101.9% | + 5.2% | 99.0% | 100.5% | + 1.5% |
| New Listings | 11 | 10 | - 9.1% | 56 | 48 | - 14.3% |

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

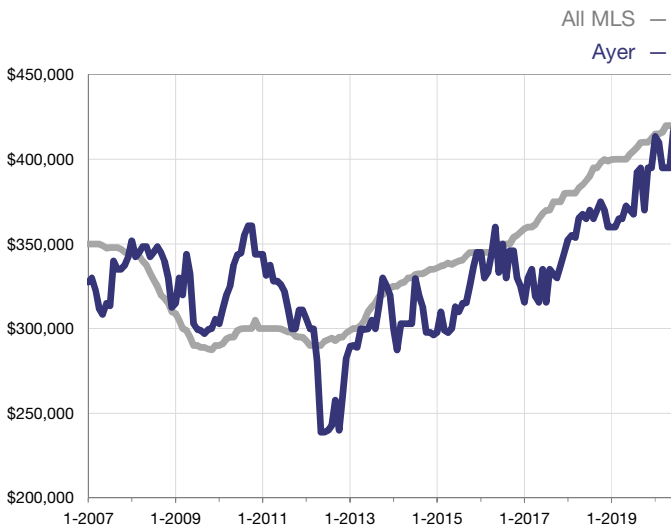
Condominium Properties

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| Pending Sales | 4 | 10 | + 150.0% | 21 | 30 | + 42.9% |
| Closed Sales | 3 | 5 | + 66.7% | 17 | 23 | + 35.3% |
| Median Sales Price* | \$289,900 | \$357,500 | + 23.3% | \$289,900 | \$327,500 | + 13.0% |
| Inventory of Homes for Sale | 8 | 10 | + 25.0% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 3.0 | + 42.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 21 | 31 | + 47.6% | 36 | 49 | + 36.1% |
| Percent of Original List Price Received* | 99.1% | 99.9% | + 0.8% | 98.4% | 99.6% | + 1.2% |
| New Listings | 9 | 12 | + 33.3% | 33 | 39 | + 18.2% |

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

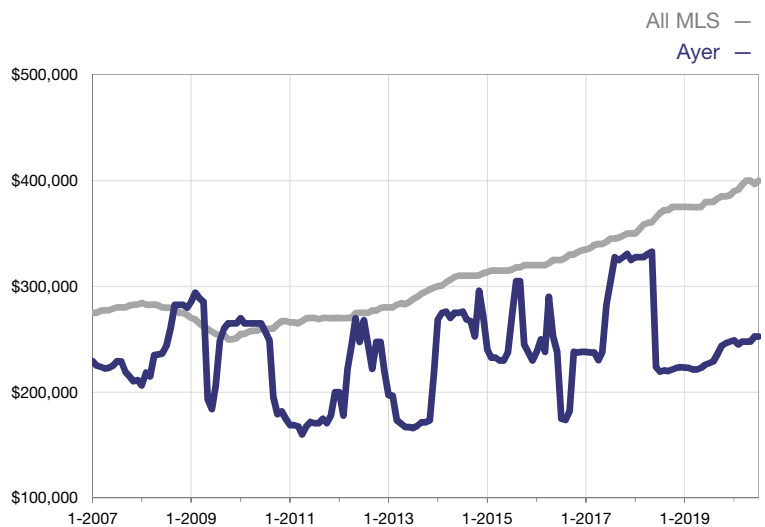
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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