

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Sturbridge

Single-Family Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 13 | 7 | - 46.2% | 116 | 158 | + 36.2% |
| Closed Sales | 12 | 19 | + 58.3% | 103 | 148 | + 43.7% |
| Median Sales Price* | \$235,000 | \$260,000 | + 10.6% | \$268,000 | \$277,400 | + 3.5% |
| Inventory of Homes for Sale | 65 | 37 | - 43.1% | -- | -- | -- |
| Months Supply of Inventory | 7.0 | 2.7 | - 61.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 191 | 80 | - 58.1% | 145 | 110 | - 24.1% |
| Percent of Original List Price Received* | 93.0% | 92.1% | - 1.0% | 94.6% | 95.5% | + 1.0% |
| New Listings | 11 | 20 | + 81.8% | 207 | 196 | - 5.3% |

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

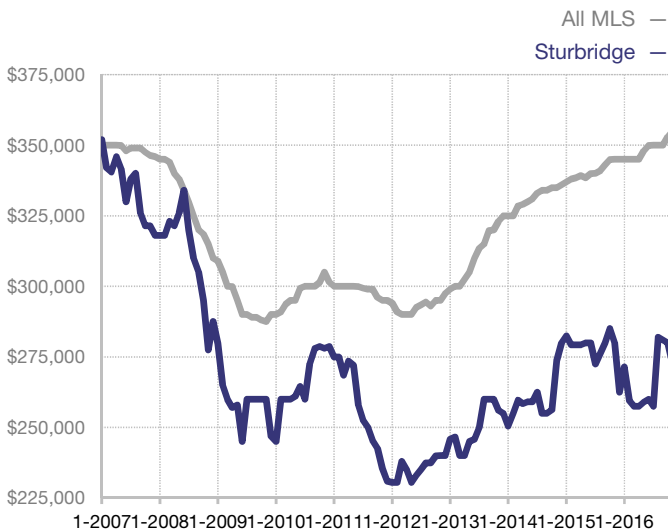
Condominium Properties

| Key Metrics | November | | | Year to Date | | |
|--|-----------|------|----------|--------------|-----------|---------|
| | 2015 | 2016 | + / - | 2015 | 2016 | + / - |
| Pending Sales | 2 | 1 | - 50.0% | 14 | 18 | + 28.6% |
| Closed Sales | 2 | 0 | - 100.0% | 14 | 18 | + 28.6% |
| Median Sales Price* | \$236,250 | \$0 | - 100.0% | \$180,000 | \$187,600 | + 4.2% |
| Inventory of Homes for Sale | 6 | 5 | - 16.7% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 1.9 | - 32.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 228 | 0 | - 100.0% | 111 | 156 | + 40.5% |
| Percent of Original List Price Received* | 87.7% | 0.0% | - 100.0% | 94.2% | 95.2% | + 1.1% |
| New Listings | 2 | 0 | - 100.0% | 22 | 20 | - 9.1% |

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

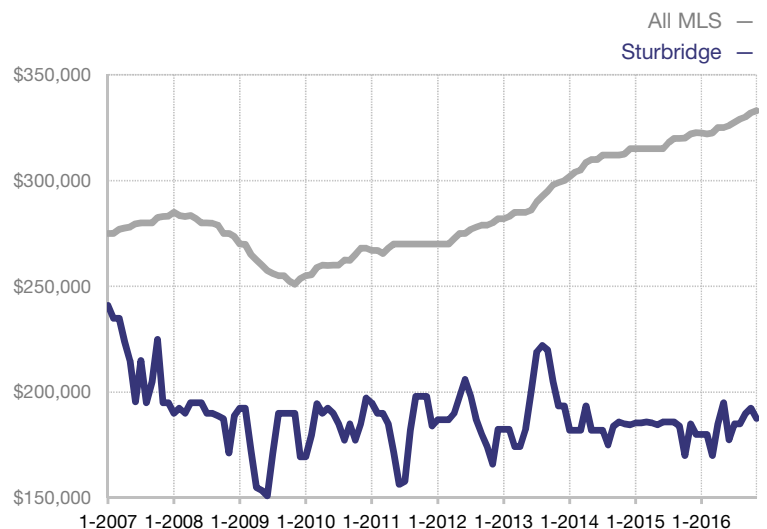
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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