

Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Pepperell

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	13	7	- 46.2%	124	143	+ 15.3%
Closed Sales	8	10	+ 25.0%	110	148	+ 34.5%
Median Sales Price*	\$274,000	\$292,293	+ 6.7%	\$311,500	\$349,450	+ 12.2%
Inventory of Homes for Sale	47	22	- 53.2%	--	--	--
Months Supply of Inventory	5.1	1.8	- 64.7%	--	--	--
Cumulative Days on Market Until Sale	82	51	- 37.8%	113	103	- 8.8%
Percent of Original List Price Received*	96.5%	98.7%	+ 2.3%	93.7%	97.1%	+ 3.6%
New Listings	7	6	- 14.3%	183	170	- 7.1%

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

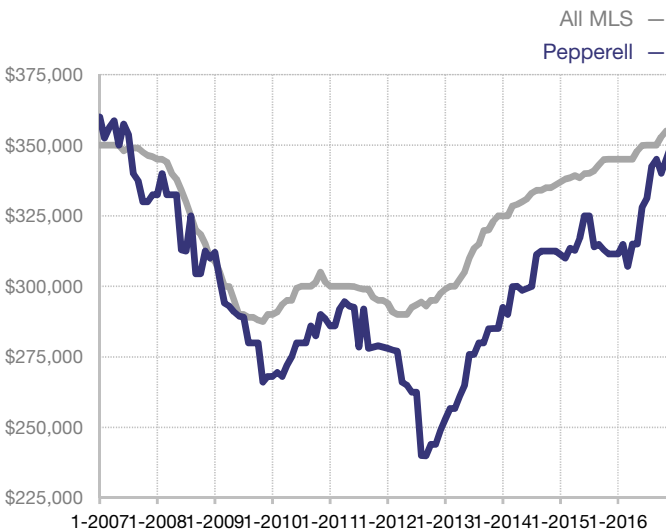
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	0	0	--	18	12	- 33.3%
Closed Sales	1	2	+ 100.0%	17	13	- 23.5%
Median Sales Price*	\$269,900	\$194,500	- 27.9%	\$200,000	\$219,000	+ 9.5%
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	2.1	0.5	- 76.2%	--	--	--
Cumulative Days on Market Until Sale	174	33	- 81.0%	103	87	- 15.5%
Percent of Original List Price Received*	93.1%	97.6%	+ 4.8%	97.2%	96.2%	- 1.0%
New Listings	2	0	- 100.0%	20	10	- 50.0%

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

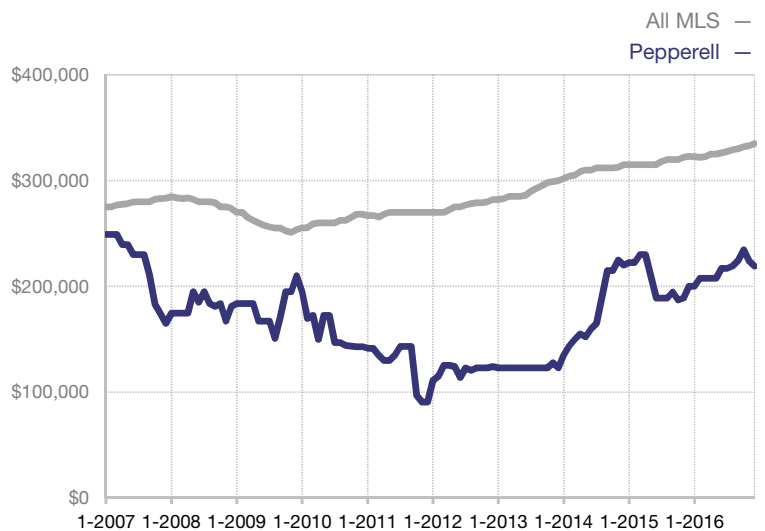
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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