

Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Ware

Single-Family Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	6	14	+ 133.3%	90	104	+ 15.6%
Closed Sales	9	8	- 11.1%	89	90	+ 1.1%
Median Sales Price*	\$185,000	\$124,750	- 32.6%	\$174,000	\$166,250	- 4.5%
Inventory of Homes for Sale	58	40	- 31.0%	--	--	--
Months Supply of Inventory	7.8	5.3	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	208	123	- 40.9%	165	149	- 9.7%
Percent of Original List Price Received*	87.4%	92.2%	+ 5.5%	93.1%	93.2%	+ 0.1%
New Listings	4	5	+ 25.0%	167	156	- 6.6%

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

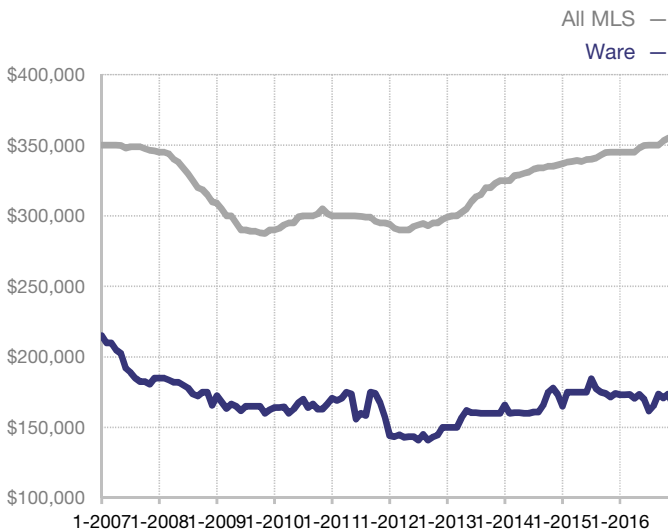
Condominium Properties

Key Metrics	December			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	1	0	- 100.0%	2	2	0.0%
Closed Sales	0	0	--	1	3	+ 200.0%
Median Sales Price*	\$0	\$0	--	\$112,500	\$107,000	- 4.9%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	2.0	1.0	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	42	121	+ 188.1%
Percent of Original List Price Received*	0.0%	0.0%	--	112.5%	94.4%	- 16.1%
New Listings	2	0	- 100.0%	6	2	- 66.7%

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

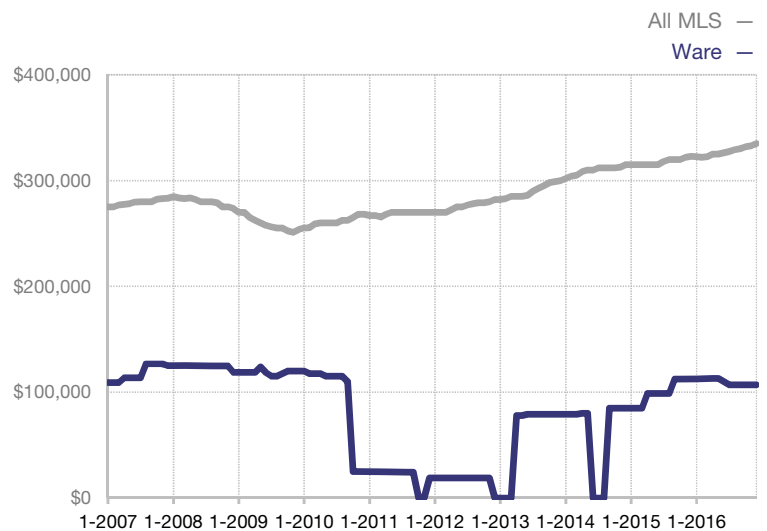
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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