

# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Ayer

### Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	11	4	- 63.6%	65	39	- 40.0%
Closed Sales	3	5	+ 66.7%	45	42	- 6.7%
Median Sales Price*	\$435,000	<b>\$309,900</b>	- 28.8%	\$360,000	<b>\$370,000</b>	+ 2.8%
Inventory of Homes for Sale	30	19	- 36.7%	--	--	--
Months Supply of Inventory	5.4	2.3	- 57.4%	--	--	--
Cumulative Days on Market Until Sale	25	44	+ 76.0%	54	48	- 11.1%
Percent of Original List Price Received*	97.5%	<b>96.9%</b>	- 0.6%	97.6%	<b>99.0%</b>	+ 1.4%
New Listings	21	11	- 47.6%	86	56	- 34.9%

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

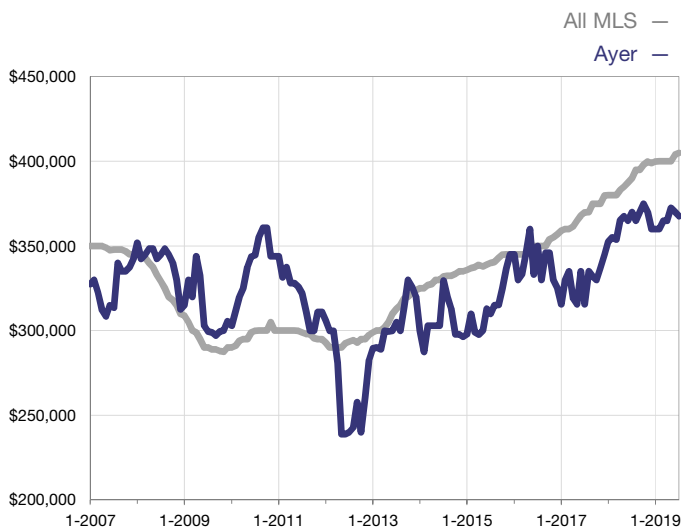
### Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	4	+ 100.0%	19	21	+ 10.5%
Closed Sales	2	3	+ 50.0%	18	17	- 5.6%
Median Sales Price*	\$157,450	<b>\$289,900</b>	+ 84.1%	\$223,500	<b>\$289,900</b>	+ 29.7%
Inventory of Homes for Sale	11	8	- 27.3%	--	--	--
Months Supply of Inventory	4.1	2.1	- 48.8%	--	--	--
Cumulative Days on Market Until Sale	31	21	- 32.3%	37	36	- 2.7%
Percent of Original List Price Received*	100.0%	<b>99.1%</b>	- 0.9%	100.5%	<b>98.4%</b>	- 2.1%
New Listings	7	9	+ 28.6%	28	33	+ 17.9%

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

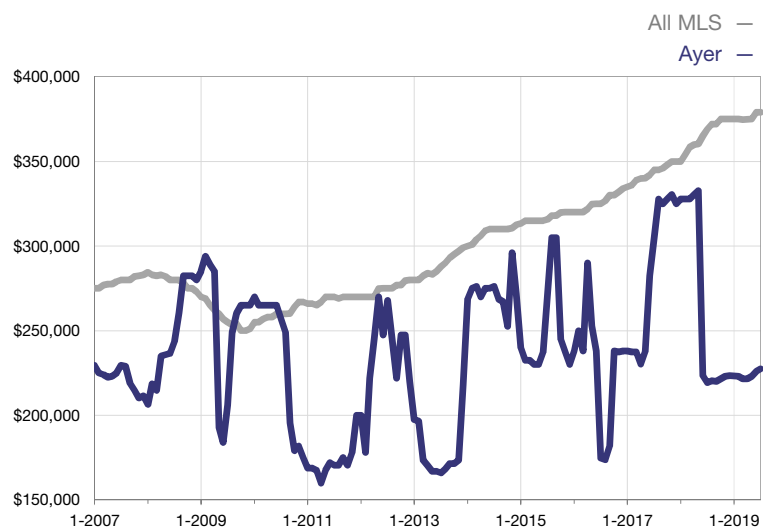
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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