

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Sterling

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	8	10	+ 25.0%	45	50	+ 11.1%
Closed Sales	3	6	+ 100.0%	44	35	- 20.5%
Median Sales Price*	\$365,000	\$363,700	- 0.4%	\$365,000	\$366,000	+ 0.3%
Inventory of Homes for Sale	29	21	- 27.6%	--	--	--
Months Supply of Inventory	4.0	3.1	- 22.5%	--	--	--
Cumulative Days on Market Until Sale	41	33	- 19.5%	60	71	+ 18.3%
Percent of Original List Price Received*	99.1%	98.9%	- 0.2%	95.2%	96.4%	+ 1.3%
New Listings	13	15	+ 15.4%	64	62	- 3.1%

* 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	1	3	+ 200.0%	9	9	0.0%
Closed Sales	1	0	- 100.0%	9	7	- 22.2%
Median Sales Price*	\$389,900	\$0	- 100.0%	\$350,000	\$349,000	- 0.3%
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	2.9	0.5	- 82.8%	--	--	--
Cumulative Days on Market Until Sale	12	0	- 100.0%	60	215	+ 258.3%
Percent of Original List Price Received*	100.0%	0.0%	- 100.0%	100.0%	104.1%	+ 4.1%
New Listings	0	1	--	4	7	+ 75.0%

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

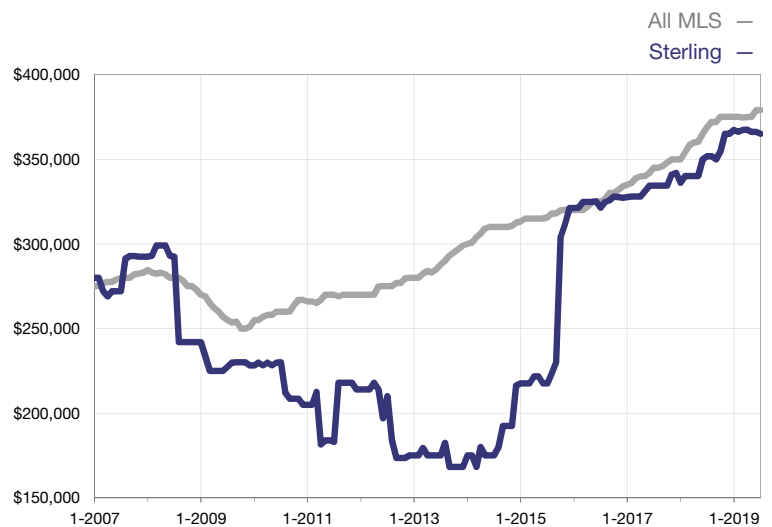
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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