

Local Market Update – August 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Ayer

Single-Family Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	8	- 42.9%	79	47	- 40.5%
Closed Sales	17	9	- 47.1%	62	51	- 17.7%
Median Sales Price*	\$375,000	\$500,000	+ 33.3%	\$362,450	\$418,000	+ 15.3%
Inventory of Homes for Sale	26	18	- 30.8%	--	--	--
Months Supply of Inventory	3.9	2.3	- 41.0%	--	--	--
Cumulative Days on Market Until Sale	38	39	+ 2.6%	50	46	- 8.0%
Percent of Original List Price Received*	99.2%	102.6%	+ 3.4%	98.0%	99.6%	+ 1.6%
New Listings	12	8	- 33.3%	98	64	- 34.7%

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

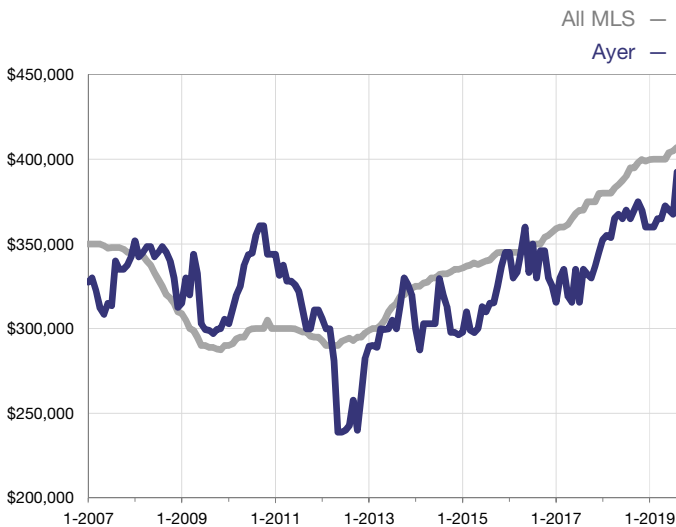
Condominium Properties

Key Metrics	August			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	6	3	- 50.0%	25	24	- 4.0%
Closed Sales	3	3	0.0%	21	20	- 4.8%
Median Sales Price*	\$226,000	\$237,900	+ 5.3%	\$223,500	\$244,950	+ 9.6%
Inventory of Homes for Sale	10	10	0.0%	--	--	--
Months Supply of Inventory	3.8	2.6	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	19	14	- 26.3%	34	33	- 2.9%
Percent of Original List Price Received*	101.1%	100.0%	- 1.1%	100.6%	98.7%	- 1.9%
New Listings	6	6	0.0%	34	39	+ 14.7%

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

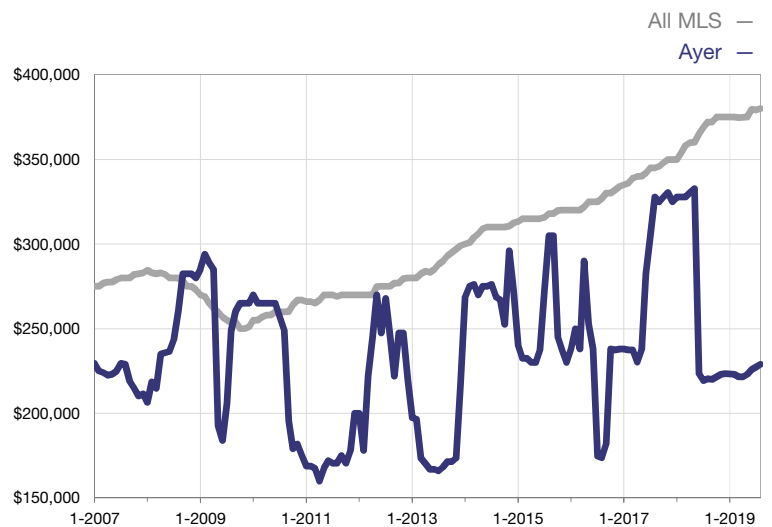
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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