

Area Market Review

2015 - 2019 As of December 31, 2019

Prepared by Alan Marks on Wednesday, January 08, 2020

Single Family

Listing Inventory on December 31	2015	2016	2017	2018	2019
Listing Units	685	526	447	464	404
Average Days on Market	159	182	142	139	126
Average List Price	\$878,738.34	\$1,032,434.00	\$1,012,133.26	\$947,880.52	\$982,703.67
Average List \$ / SqFt	\$261.14	\$278.57	\$282.32	\$280.04	\$290.19
Approximate Absorption Rate	49.71%	67.62%	80.09%	74.25%	84.82%
Approximate Months Supply of Inventory	2.01	1.48	1.25	1.35	1.18
Listed (Year to Date)	2015	2016	2017	2018	2019
Listing Units (Taken)	5534	5351	5326	5355	5313
Average Original List Price	\$667,497.97	\$690,405.79	\$688,101.97	\$723,933.55	\$740,591.88
Average Original List \$ / SqFt	\$252.01	\$259.33	\$264.61	\$274.99	\$279.15
Went Pending (Year to Date)	2015	2016	2017	2018	2019
Listing Units (Went Pending)	4560	4617	4564	4467	4441
Average List Price	\$585,073.47	\$607,305.97	\$624,055.73	\$662,801.99	\$675,592.49
Average List \$ / SqFt	\$240.46	\$246.78	\$256.38	\$267.69	\$270.49
Average Days to Offer	47	46	37	35	37
Listed & Price Changed (Year to Date)	2015	2016	2017	2018	2019
Listing Units (Price Changed)	1966	1805	1590	1772	1874
Average Original List Price	\$678,100.70	\$758,254.46	\$745,655.03	\$774,293.06	\$786,085.54
Average Original List \$ / SqFt	\$251.13	\$264.61	\$271.08	\$277.89	\$280.40
Sold (Year to Date)	2015	2016	2017	2018	2019
Closed Units (Sold)	4080	4251	4296	4134	4103
Average Days on Market	75	73	57	50	55
Average Days to Offer	44	44	38	33	37
Average Sale Price	\$574,339.16	\$598,472.03	\$623,343.66	\$657,333.74	\$661,366.85
Average Sale \$ / SqFt	\$237.27	\$243.38	\$256.33	\$266.71	\$268.20
Average List Price	\$585,843.30	\$609,781.73	\$630,112.75	\$663,767.82	\$670,584.92
Average List \$ / SqFt	\$240.92	\$246.58	\$257.64	\$267.85	\$270.62
Average Original List Price	\$597,940.50	\$624,202.82	\$644,836.28	\$676,194.17	\$684,665.45
Average Original List \$ / SqFt	\$245.59	\$251.26	\$262.60	\$272.40	\$275.67
Average Sale Price as % of List Price	98.57%	98.81%	99.66%	99.75%	99.14%
Average Sale Price as % of Original List Price	97.12%	118.94%	98.38%	98.47%	97.43%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	51	40	42	19	10
Sold Units - Lender-Owned	79	73	69	55	50
12-Month Activity as of December 31	2015	2016	2017	2018	2019
Units Listed	5542	5355	5327	5355	5315
Units Price Changed	1970	1806	1591	1772	1875
Units Went Pending	4563	4618	4567	4469	4443
Units Sold	4086	4268	4296	4134	4112

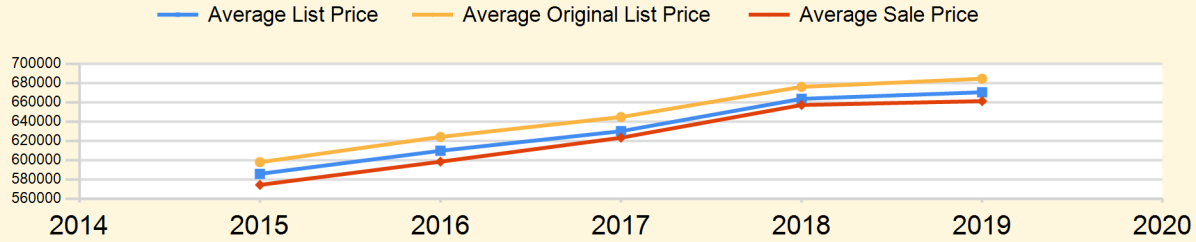
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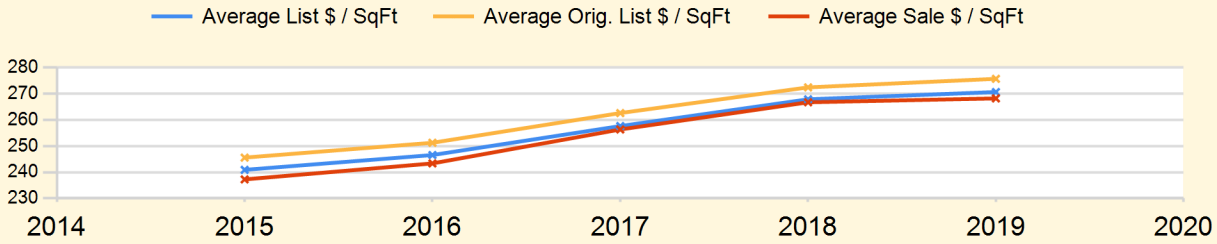
Single Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2015	2016	2017	2018	2019
List Price	\$585,843.30	\$609,781.73	\$630,112.75	\$663,767.82	\$670,584.92
Original List Price	\$597,940.50	\$624,202.82	\$644,836.28	\$676,194.17	\$684,665.45
Sale Price	\$574,339.16	\$598,472.03	\$623,343.66	\$657,333.74	\$661,366.85

Average Price / SqFt (Sold Inventory - Year to Date)



Solds / Year	2015	2016	2017	2018	2019
List \$ / SqFt	\$240.92	\$246.58	\$257.64	\$267.85	\$270.62
Orig. List \$ / SqFt	\$245.59	\$251.26	\$262.60	\$272.40	\$275.67
Sale \$ / SqFt	\$237.27	\$243.38	\$256.33	\$266.71	\$268.20

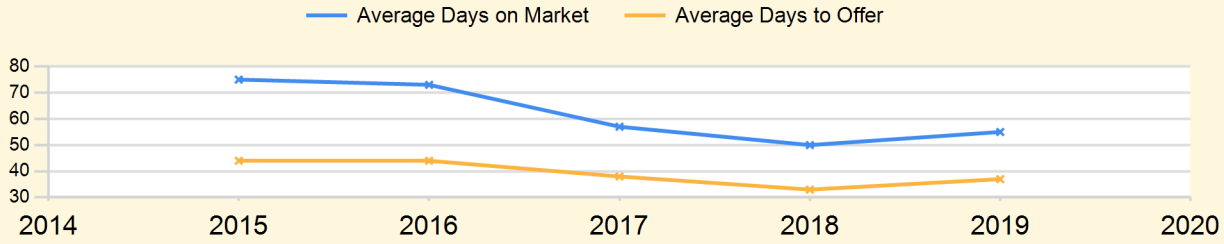
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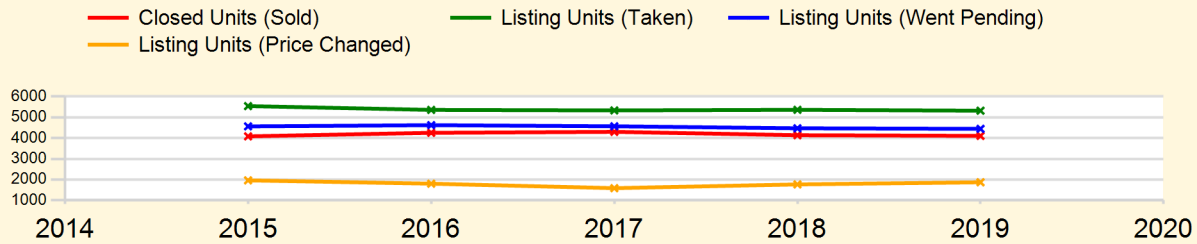
Single Family

Average Days to Offer (Sold Inventory - Year to Date)



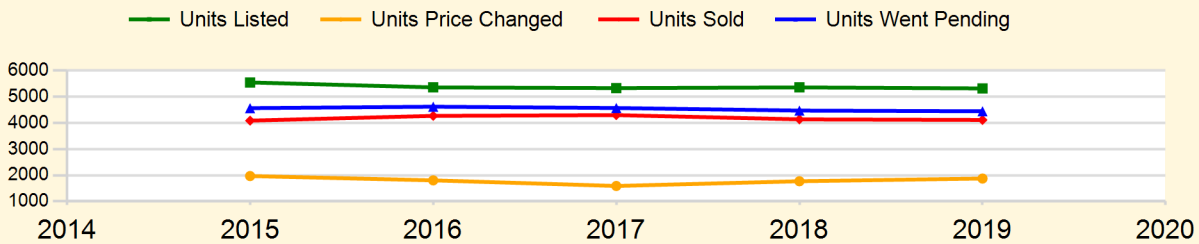
Solds / Year	2015	2016	2017	2018	2019
Days on Market	75	73	57	50	55
Days to Offer	44	44	38	33	37

Listing Units (Year to Date)



Category / Year	2015	2016	2017	2018	2019
Units Sold	4,080	4,251	4,296	4,134	4,103
Units Price Changed	1,966	1,805	1,590	1,772	1,874
Units Taken	5,534	5,351	5,326	5,355	5,313
Units Went Pending	4,560	4,617	4,564	4,467	4,441

12 Months Activity



Category / Year	2015	2016	2017	2018	2019
Units Listed	5,542	5,355	5,327	5,355	5,315
Units Price Changed	1,970	1,806	1,591	1,772	1,875
Units Sold	4,086	4,268	4,296	4,134	4,112
Units Went Pending	4,563	4,618	4,567	4,469	4,443

Coverage Areas: Ashland, Framingham, Franklin, Holliston, Hopkinton, Hudson, Marlborough, Medfield, Medway, Milford, Millis, Natick, Northborough, Sherborn, Southborough, Sudbury, Wayland, Wellesley, Westborough

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