

Middlesex County Area Market Review

2016 - 2020 As of December 31, 2020

Prepared by Charlene Frary on Monday, January 11, 2021

Single Family

Listing Inventory on December 31	2016	2017	2018	2019	2020
Listing Units	1109	930	1142	873	464
Average Days on Market	148	135	121	125	100
Average List Price	\$1,079,158.12	\$1,221,226.17	\$987,986.71	\$1,103,049.44	\$1,442,220.78
Average List \$ / SqFt	\$286.84	\$318.24	\$307.22	\$4,868.57	\$386.42
Approximate Absorption Rate	86.05%	98.81%	79.26%	106.14%	199.34%
Approximate Months Supply of Inventory	1.16	1.01	1.26	0.94	0.50
Listed (Year to Date)	2016	2017	2018	2019	2020
Listing Units (Taken)	13971	13431	13848	13867	12925
Average Original List Price	\$713,228.33	\$745,048.33	\$771,632.08	\$811,616.51	\$876,488.01
Average Original List \$ / SqFt	\$323.97	\$296.79	\$316.85	\$909.89	\$338.74
Went Pending (Year to Date)	2016	2017	2018	2019	2020
Listing Units (Went Pending)	12283	11860	11672	11913	12012
Average List Price	\$625,869.98	\$665,345.04	\$705,995.95	\$724,093.35	\$794,024.78
Average List \$ / SqFt	\$318.22	\$284.63	\$308.88	\$305.86	\$326.31
Average Days to Offer	40	33	31	33	25
Listed & Price Changed (Year to Date)	2016	2017	2018	2019	2020
Listing Units (Price Changed)	4168	3541	4112	4338	2472
Average Original List Price	\$776,531.64	\$828,670.06	\$809,597.95	\$865,500.28	\$1,027,488.36
Average Original List \$ / SqFt	\$281.25	\$298.70	\$308.82	\$320.65	\$356.95
Sold (Year to Date)	2016	2017	2018	2019	2020
Closed Units (Sold)	11415	11027	10862	11091	11067
Average Days on Market	65	49	44	48	40
Average Days to Offer	38	34	29	32	27
Average Sale Price	\$623,853.31	\$662,105.31	\$705,300.55	\$716,155.17	\$786,153.29
Average Sale \$ / SqFt	\$270.26	\$287.00	\$303.30	\$306.61	\$326.63
Average List Price	\$627,908.31	\$662,546.75	\$705,642.23	\$720,702.11	\$784,104.16
Average List \$ / SqFt	\$270.07	\$284.78	\$300.57	\$306.41	\$322.95
Average Original List Price	\$640,678.79	\$675,450.18	\$718,451.48	\$736,048.81	\$794,905.07
Average Original List \$ / SqFt	\$274.59	\$289.09	\$305.05	\$312.22	\$326.68
Average Sale Price as % of List Price	99.88%	100.60%	100.77%	99.97%	101.24%
Average Sale Price as % of Original List Price	98.36%	99.26%	99.53%	98.35%	110.05%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	108	94	47	28	22
Sold Units - Lender-Owned	234	195	143	119	91
12-Month Activity as of December 31	2016	2017	2018	2019	2020
Units Listed	13984	13434	13851	13874	12928
Units Price Changed	4172	3542	4112	4340	2473
Units Went Pending	12293	11866	11680	11920	12022
Units Sold	11451	11027	10862	11119	11099

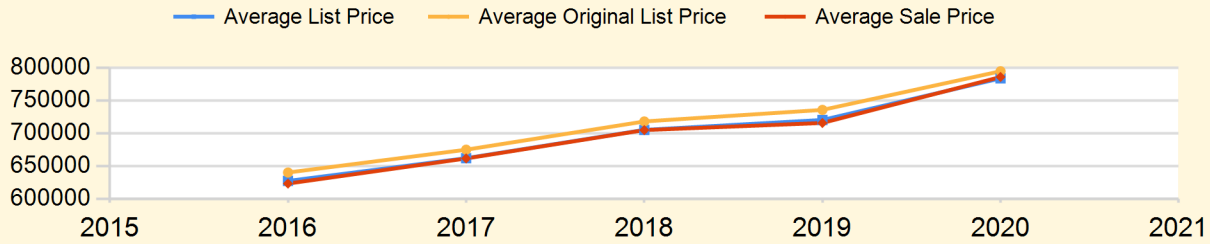
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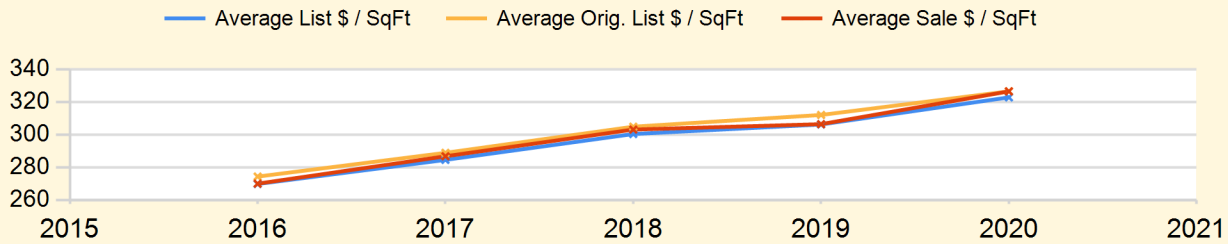
Single Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2016	2017	2018	2019	2020
List Price	\$627,908.31	\$662,546.75	\$705,642.23	\$720,702.11	\$784,104.16
Original List Price	\$640,678.79	\$675,450.18	\$718,451.48	\$736,048.81	\$794,905.07
Sale Price	\$623,853.31	\$662,105.31	\$705,300.55	\$716,155.17	\$786,153.29

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



Solds / Year	2016	2017	2018	2019	2020
List \$ / SqFt	\$270.07	\$284.78	\$300.57	\$306.41	\$322.95
Orig. List \$ / SqFt	\$274.59	\$289.09	\$305.05	\$312.22	\$326.68
Sale \$ / SqFt	\$270.26	\$287.00	\$303.30	\$306.61	\$326.63

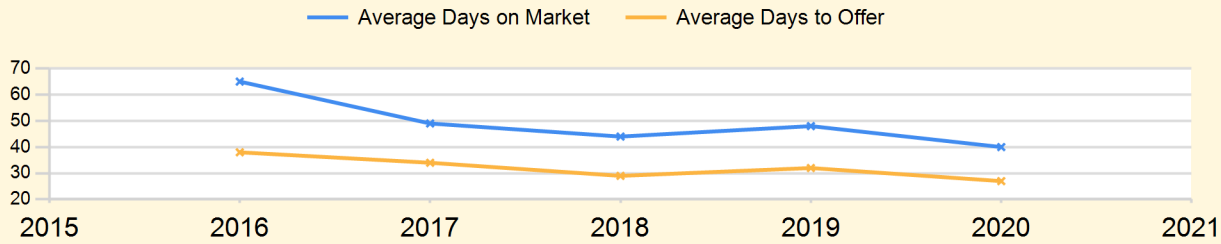
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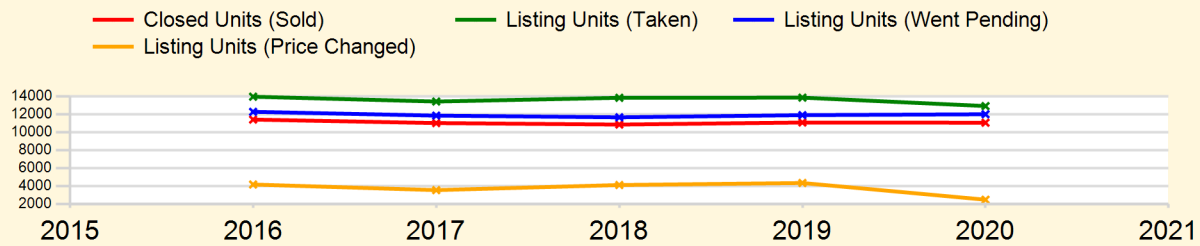
Single Family

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



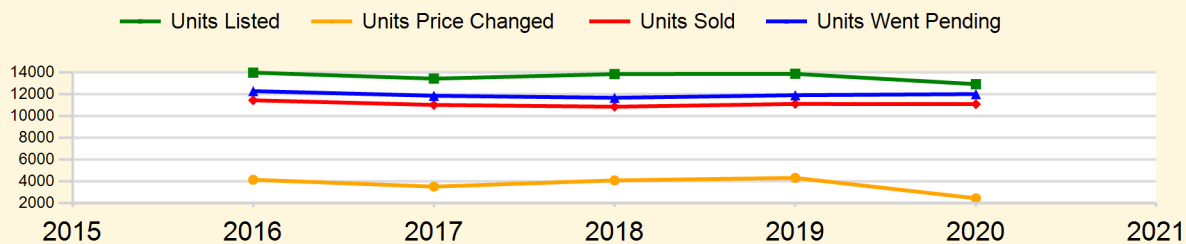
Solds / Year	2016	2017	2018	2019	2020
Days on Market	65	49	44	48	40
Days to Offer	38	34	29	32	27

Listing Units (Year to Date)



Category / Year	2016	2017	2018	2019	2020
Units Sold	11,415	11,027	10,862	11,091	11,067
Units Price Changed	4,168	3,541	4,112	4,338	2,472
Units Taken	13,971	13,431	13,848	13,867	12,925
Units Went Pending	12,283	11,860	11,672	11,913	12,012

12 Months Activity



Category / Year	2016	2017	2018	2019	2020
Units Listed	13,984	13,434	13,851	13,874	12,928
Units Price Changed	4,172	3,542	4,112	4,340	2,473
Units Sold	11,451	11,027	10,862	11,119	11,099
Units Went Pending	12,293	11,866	11,680	11,920	12,022