

# Zip Code 01543, MA Area Market Review

2017 vs. 2016 As of October 25, 2017

Prepared by The Pro's Real Estate Team on Wednesday, October 25, 2017

## Single Family

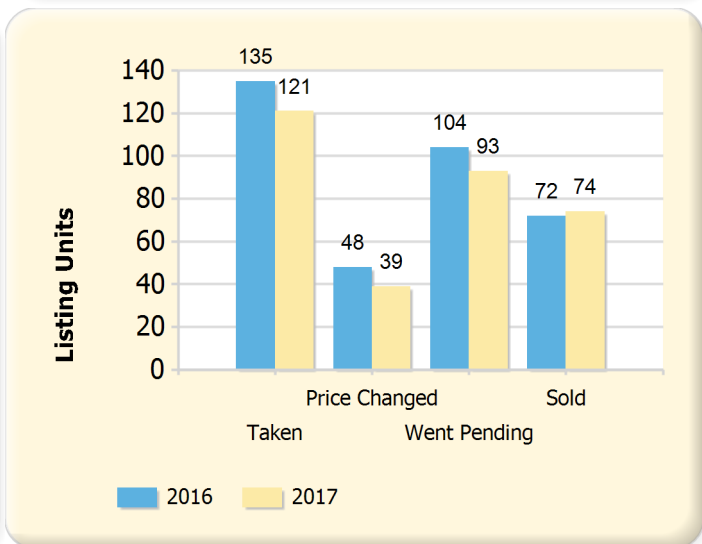
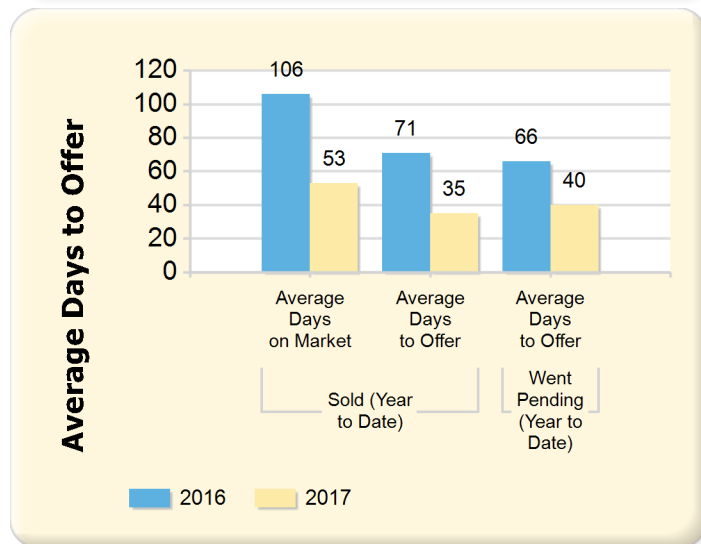
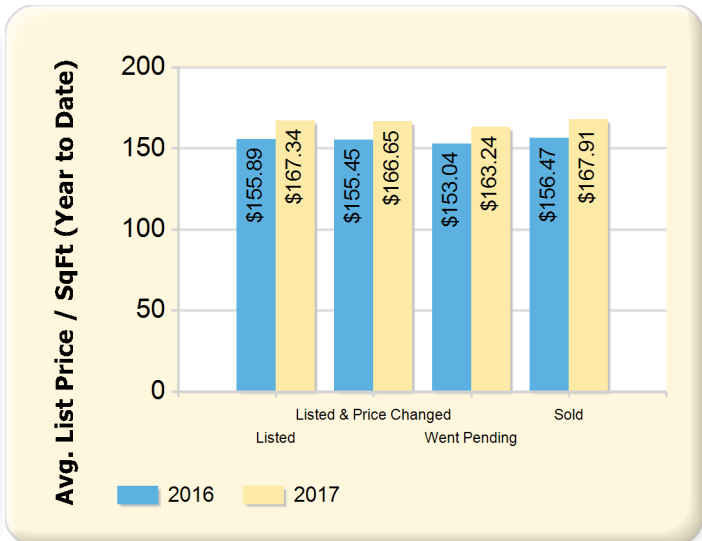
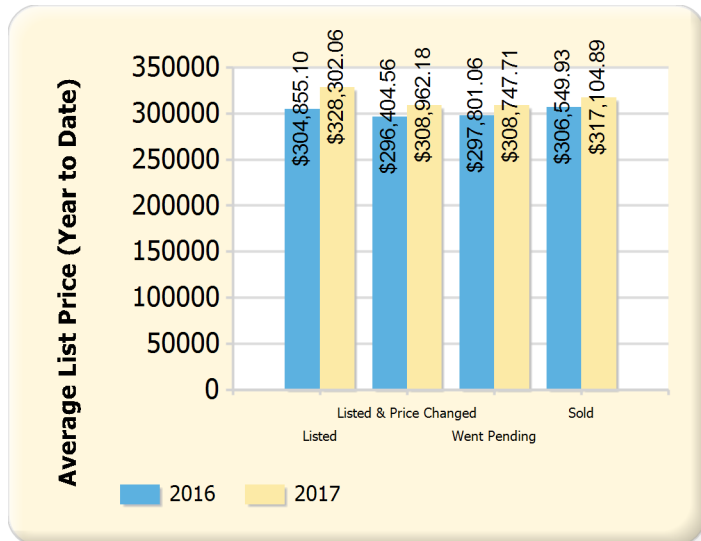
<b>Listing Inventory on October 25</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units	34	26	-8	-23.53%	↓
Average Days on Market	118	114	-4	-3.39%	↓
Average List Price	\$326,668.00	\$351,194.62	\$24,526.62	7.51%	↑
Average List \$ / SqFt	\$154.92	\$154.21	-\$0.71	-0.46%	↓
Approximate Absorption Rate	23.53%	32.37%	8.84%	37.57%	↑
Approximate Months Supply of Inventory	4.25	3.09	-1.16	-27.29%	↓
<b>Listed (Year to Date)</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units (Taken)	135	121	-14	-10.37%	↓
Average Original List Price	\$304,855.10	\$328,302.06	\$23,446.96	7.69%	↑
Average Original List \$ / SqFt	\$155.89	\$167.34	\$11.45	7.34%	↑
<b>Went Pending (Year to Date)</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units (Went Pending)	104	93	-11	-10.58%	↓
Average List Price	\$297,801.06	\$308,747.71	\$10,946.65	3.68%	↑
Average List \$ / SqFt	\$153.04	\$163.24	\$10.20	6.66%	↑
Average Days to Offer	66	40	-26	-39.39%	↓
<b>Listed &amp; Price Changed (Year to Date)</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units (Price Changed)	48	39	-9	-18.75%	↓
Average Original List Price	\$296,404.56	\$308,962.18	\$12,557.62	4.24%	↑
Average Original List \$ / SqFt	\$155.45	\$166.65	\$11.20	7.20%	↑
<b>Sold (Year to Date)</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Closed Units (Sold)	72	74	2	2.78%	↑
Average Days on Market	106	53	-53	-50%	↓
Average Days to Offer	71	35	-36	-50.70%	↓
Average Sale Price	\$302,150.56	\$313,891.26	\$11,740.70	3.89%	↑
Average Sale \$ / SqFt	\$153.96	\$166.69	\$12.73	8.27%	↑
Average List Price	\$306,549.93	\$317,104.89	\$10,554.96	3.44%	↑
Average List \$ / SqFt	\$156.47	\$167.91	\$11.44	7.31%	↑
Average Original List Price	\$312,610.00	\$320,816.28	\$8,206.28	2.63%	↑
Average Original List \$ / SqFt	\$160.37	\$169.82	\$9.45	5.89%	↑
Average Sale Price as % of List Price	98.27%	99.21%	0.94%	0.96%	↑
Average Sale Price as % of Original List Price	95.70%	97.91%	2.21%	2.31%	↑
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	↔
Sold Units - Short Sale	2	1	-1	-50%	↓
Sold Units - Lender-Owned	3	6	3	100%	↑
<b>12-Month Activity as of October 25</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Units Listed	149	129	-20	-13.42%	↓
Units Price Changed	56	41	-15	-26.79%	↓
Units Went Pending	114	111	-3	-2.63%	↓
Units Sold	96	101	5	5.21%	↑

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## 12 Months Activity

