

Zip Code 01452, MA Area Market Review

2017 vs. 2016 As of October 20, 2017

Prepared by The Pro's Real Estate Team on Friday, October 20, 2017

Single Family

Listing Inventory on October 20	2016	2017	Var.	Var. %	Trend
Listing Units	23	18	-5	-21.74%	↓
Average Days on Market	395	533	138	34.94%	↑
Average List Price	\$257,082.61	\$334,618.50	\$77,535.89	30.16%	↑
Average List \$ / SqFt	\$136.72	\$179.22	\$42.50	31.09%	↑
Approximate Absorption Rate	16.67%	23.15%	6.48%	38.87%	↑
Approximate Months Supply of Inventory	6.00	4.32	-1.68	-28%	↓
Listed (Year to Date)	2016	2017	Var.	Var. %	Trend
Listing Units (Taken)	66	54	-12	-18.18%	↓
Average Original List Price	\$260,377.27	\$301,496.91	\$41,119.64	15.79%	↑
Average Original List \$ / SqFt	\$144.22	\$157.02	\$12.80	8.88%	↑
Went Pending (Year to Date)	2016	2017	Var.	Var. %	Trend
Listing Units (Went Pending)	47	46	-1	-2.13%	↓
Average List Price	\$251,197.87	\$262,503.33	\$11,305.46	4.50%	↑
Average List \$ / SqFt	\$144.91	\$149.91	\$5.00	3.45%	↑
Average Days to Offer	43	59	16	37.21%	↑
Listed & Price Changed (Year to Date)	2016	2017	Var.	Var. %	Trend
Listing Units (Price Changed)	25	27	2	8%	↑
Average Original List Price	\$282,764.00	\$325,486.41	\$42,722.41	15.11%	↑
Average Original List \$ / SqFt	\$137.03	\$163.67	\$26.64	19.44%	↑
Sold (Year to Date)	2016	2017	Var.	Var. %	Trend
Closed Units (Sold)	34	40	6	17.65%	↑
Average Days on Market	73	77	4	5.48%	↑
Average Days to Offer	40	54	14	35%	↑
Average Sale Price	\$257,180.15	\$252,684.25	-\$4,495.90	-1.75%	↓
Average Sale \$ / SqFt	\$150.88	\$138.02	-\$12.86	-8.52%	↓
Average List Price	\$261,044.12	\$258,857.98	-\$2,186.14	-0.84%	↓
Average List \$ / SqFt	\$153.25	\$141.87	-\$11.38	-7.43%	↓
Average Original List Price	\$264,979.41	\$263,809.98	-\$1,169.43	-0.44%	↓
Average Original List \$ / SqFt	\$155.56	\$144.30	-\$11.26	-7.24%	↓
Average Sale Price as % of List Price	98.61%	97.35%	-1.26%	-1.28%	↓
Average Sale Price as % of Original List Price	97.23%	95.37%	-1.86%	-1.91%	↓
Average Sale Price as % of Assessed Price	322.30%	N/A	N/A	N/A	↔
Sold Units - Short Sale	0	2	2	0%	↑
Sold Units - Lender-Owned	3	4	1	33.33%	↑
12-Month Activity as of October 20	2016	2017	Var.	Var. %	Trend
Units Listed	74	61	-13	-17.57%	↓
Units Price Changed	26	30	4	15.38%	↑
Units Went Pending	59	54	-5	-8.47%	↓
Units Sold	46	50	4	8.70%	↑

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