

# Hopkinton, MA Area Market Review

2017 vs. 2016 As of December 31, 2017

Prepared by Maria Romero Vagnini on Tuesday, January 30, 2018

## Single Family

<b>Listing Inventory on December 31</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units	42	29	-13	-30.95%	↓
Average Days on Market	264	208	-56	-21.21%	↓
Average List Price	\$855,628.81	\$964,369.59	\$108,740.78	12.71%	↑
Average List \$ / SqFt	\$273.42	\$271.60	-\$1.82	-0.67%	↓
Approximate Absorption Rate	50.60%	60.63%	10.03%	19.82%	↑
Approximate Months Supply of Inventory	1.98	1.65	-0.33	-16.67%	↓
<b>Listed (Year to Date)</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units (Taken)	314	293	-21	-6.69%	↓
Average Original List Price	\$716,621.40	\$717,300.71	\$679.31	0.09%	↑
Average Original List \$ / SqFt	\$235.79	\$245.95	\$10.16	4.31%	↑
<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)	259	238	-21	-8.11%	↓
Average List Price	\$666,817.14	\$660,384.24	-\$6,432.90	-0.96%	↓
Average List \$ / SqFt	\$226.47	\$238.48	\$12.01	5.30%	↑
Average Days to Offer	62	44	-18	-29.03%	↓
<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)	119	92	-27	-22.69%	↓
Average Original List Price	\$718,823.61	\$781,736.00	\$62,912.39	8.75%	↑
Average Original List \$ / SqFt	\$237.29	\$251.57	\$14.28	6.02%	↑
<b>Sold (Year to Date)</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Closed Units (Sold)	254	211	-43	-16.93%	↓
Average Days on Market	88	62	-26	-29.55%	↓
Average Days to Offer	62	51	-11	-17.74%	↓
Average Sale Price	\$660,451.40	\$656,938.21	-\$3,513.19	-0.53%	↓
Average Sale \$ / SqFt	\$224.46	\$235.68	\$11.22	5%	↑
Average List Price	\$668,313.15	\$662,195.87	-\$6,117.28	-0.92%	↓
Average List \$ / SqFt	\$226.23	\$236.72	\$10.49	4.64%	↑
Average Original List Price	\$678,687.04	\$672,910.58	-\$5,776.46	-0.85%	↓
Average Original List \$ / SqFt	\$230.18	\$240.24	\$10.06	4.37%	↑
Average Sale Price as % of List Price	99.13%	99.52%	0.39%	0.39%	↑
Average Sale Price as % of Original List Price	97.62%	98.02%	0.40%	0.41%	↑
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	↔
Sold Units - Short Sale	0	1	1	0%	↑
Sold Units - Lender-Owned	1	3	2	200%	↑
<b>12-Month Activity as of December 31</b>	<b>2016</b>	<b>2017</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Units Listed	314	293	-21	-6.69%	↓
Units Price Changed	119	92	-27	-22.69%	↓
Units Went Pending	259	238	-21	-8.11%	↓
Units Sold	255	211	-44	-17.25%	↓

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