

Ashland, MA Area Market Review

2017 vs. 2016 As of December 31, 2017

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

Single Family

Listing Inventory on December 31	2016	2017	Var.	Var. %	Trend
Listing Units	15	13	-2	-13.33%	↓
Average Days on Market	87	108	21	24.14%	↑
Average List Price	\$508,049.93	\$490,568.54	-\$17,481.39	-3.44%	↓
Average List \$ / SqFt	\$222.65	\$265.50	\$42.85	19.25%	↑
Approximate Absorption Rate	82.22%	110.26%	28.04%	34.10%	↑
Approximate Months Supply of Inventory	1.22	0.91	-0.31	-25.41%	↓
Listed (Year to Date)	2016	2017	Var.	Var. %	Trend
Listing Units (Taken)	178	196	18	10.11%	↑
Average Original List Price	\$469,632.24	\$482,660.14	\$13,027.90	2.77%	↑
Average Original List \$ / SqFt	\$229.82	\$241.20	\$11.38	4.95%	↑
Went Pending (Year to Date)	2016	2017	Var.	Var. %	Trend
Listing Units (Went Pending)	156	185	29	18.59%	↑
Average List Price	\$457,771.87	\$472,295.78	\$14,523.91	3.17%	↑
Average List \$ / SqFt	\$224.07	\$235.04	\$10.97	4.90%	↑
Average Days to Offer	34	21	-13	-38.24%	↓
Listed & Price Changed (Year to Date)	2016	2017	Var.	Var. %	Trend
Listing Units (Price Changed)	58	45	-13	-22.41%	↓
Average Original List Price	\$492,056.90	\$523,489.22	\$31,432.32	6.39%	↑
Average Original List \$ / SqFt	\$219.16	\$243.38	\$24.22	11.05%	↑
Sold (Year to Date)	2016	2017	Var.	Var. %	Trend
Closed Units (Sold)	148	172	24	16.22%	↑
Average Days on Market	45	40	-5	-11.11%	↓
Average Days to Offer	30	25	-5	-16.67%	↓
Average Sale Price	\$457,617.63	\$471,644.91	\$14,027.28	3.07%	↑
Average Sale \$ / SqFt	\$223.01	\$235.24	\$12.23	5.48%	↑
Average List Price	\$460,926.26	\$469,939.52	\$9,013.26	1.96%	↑
Average List \$ / SqFt	\$224.93	\$233.91	\$8.98	3.99%	↑
Average Original List Price	\$467,940.51	\$473,792.48	\$5,851.97	1.25%	↑
Average Original List \$ / SqFt	\$228.31	\$235.81	\$7.50	3.29%	↑
Average Sale Price as % of List Price	99.05%	100.54%	1.49%	1.50%	↑
Average Sale Price as % of Original List Price	97.55%	99.73%	2.18%	2.23%	↑
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	↔
Sold Units - Short Sale	1	3	2	200%	↑
Sold Units - Lender-Owned	3	5	2	66.67%	↑
12-Month Activity as of December 31	2016	2017	Var.	Var. %	Trend
Units Listed	178	196	18	10.11%	↑
Units Price Changed	58	45	-13	-22.41%	↓
Units Went Pending	156	185	29	18.59%	↑
Units Sold	148	172	24	16.22%	↑

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