

Holliston, 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	30	25	-5	-16.67%	↓
Average Days on Market	152	141	-11	-7.24%	↓
Average List Price	\$676,578.50	\$766,205.00	\$89,626.50	13.25%	↑
Average List \$ / SqFt	\$232.88	\$236.42	\$3.54	1.52%	↑
Approximate Absorption Rate	55.00%	68.00%	13%	23.64%	↑
Approximate Months Supply of Inventory	1.82	1.47	-0.35	-19.23%	↓
Listed (Year to Date)	2016	2017	Var.	Var. %	Trend
Listing Units (Taken)	254	232	-22	-8.66%	↓
Average Original List Price	\$524,806.98	\$567,416.62	\$42,609.64	8.12%	↑
Average Original List \$ / SqFt	\$225.18	\$234.58	\$9.40	4.17%	↑
Went Pending (Year to Date)	2016	2017	Var.	Var. %	Trend
Listing Units (Went Pending)	229	199	-30	-13.10%	↓
Average List Price	\$490,605.58	\$523,326.45	\$32,720.87	6.67%	↑
Average List \$ / SqFt	\$218.88	\$231.81	\$12.93	5.91%	↑
Average Days to Offer	58	47	-11	-18.97%	↓
Listed & Price Changed (Year to Date)	2016	2017	Var.	Var. %	Trend
Listing Units (Price Changed)	97	73	-24	-24.74%	↓
Average Original List Price	\$540,094.68	\$608,585.33	\$68,490.65	12.68%	↑
Average Original List \$ / SqFt	\$221.92	\$231.18	\$9.26	4.17%	↑
Sold (Year to Date)	2016	2017	Var.	Var. %	Trend
Closed Units (Sold)	197	204	7	3.55%	↑
Average Days on Market	77	69	-8	-10.39%	↓
Average Days to Offer	52	52	0	0%	↔
Average Sale Price	\$487,033.32	\$533,741.23	\$46,707.91	9.59%	↑
Average Sale \$ / SqFt	\$216.56	\$232.63	\$16.07	7.42%	↑
Average List Price	\$489,510.79	\$528,202.48	\$38,691.69	7.90%	↑
Average List \$ / SqFt	\$218.25	\$231.12	\$12.87	5.90%	↑
Average Original List Price	\$499,060.03	\$536,601.19	\$37,541.16	7.52%	↑
Average Original List \$ / SqFt	\$222.75	\$234.64	\$11.89	5.34%	↑
Average Sale Price as % of List Price	99.06%	100.50%	1.44%	1.45%	↑
Average Sale Price as % of Original List Price	97.08%	98.95%	1.87%	1.93%	↑
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	↔
Sold Units - Short Sale	3	1	-2	-66.67%	↓
Sold Units - Lender-Owned	5	6	1	20%	↑
12-Month Activity as of December 31	2016	2017	Var.	Var. %	Trend
Units Listed	254	232	-22	-8.66%	↓
Units Price Changed	97	73	-24	-24.74%	↓
Units Went Pending	229	199	-30	-13.10%	↓
Units Sold	198	204	6	3.03%	↑

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