

# Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Woburn

### Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	22	16	- 27.3%	301	265	- 12.0%
Closed Sales	24	24	0.0%	295	263	- 10.8%
Median Sales Price*	\$379,500	<b>\$427,500</b>	+ 12.6%	\$420,000	<b>\$430,500</b>	+ 2.5%
Inventory of Homes for Sale	38	18	- 52.6%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	66	35	- 47.0%	83	50	- 39.8%
Percent of Original List Price Received*	99.2%	<b>98.2%</b>	- 1.0%	98.6%	<b>99.2%</b>	+ 0.6%
New Listings	13	14	+ 7.7%	347	313	- 9.8%

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

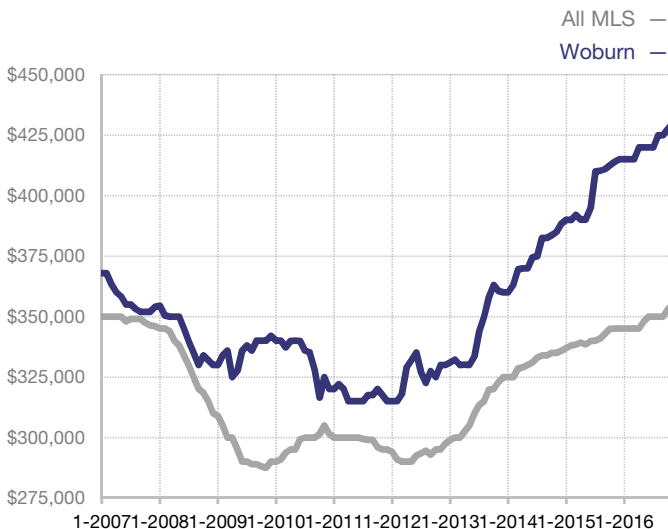
### Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	9	15	+ 66.7%	131	112	- 14.5%
Closed Sales	11	11	0.0%	145	104	- 28.3%
Median Sales Price*	\$260,000	<b>\$365,000</b>	+ 40.4%	\$369,900	<b>\$350,000</b>	- 5.4%
Inventory of Homes for Sale	20	8	- 60.0%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--
Cumulative Days on Market Until Sale	47	28	- 40.4%	118	57	- 51.7%
Percent of Original List Price Received*	97.5%	<b>98.9%</b>	+ 1.4%	99.7%	<b>99.2%</b>	- 0.5%
New Listings	6	9	+ 50.0%	155	126	- 18.7%

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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