

Local Market Update – October 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Woburn

Single-Family Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	9	23	+ 155.6%	232	200	- 13.8%
Closed Sales	23	21	- 8.7%	235	182	- 22.6%
Median Sales Price*	\$510,000	\$529,999	+ 3.9%	\$475,000	\$506,000	+ 6.5%
Inventory of Homes for Sale	24	26	+ 8.3%	--	--	--
Months Supply of Inventory	1.0	1.5	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	21	26	+ 23.8%	37	32	- 13.5%
Percent of Original List Price Received*	100.5%	101.5%	+ 1.0%	101.0%	101.5%	+ 0.5%
New Listings	13	21	+ 61.5%	262	242	- 7.6%

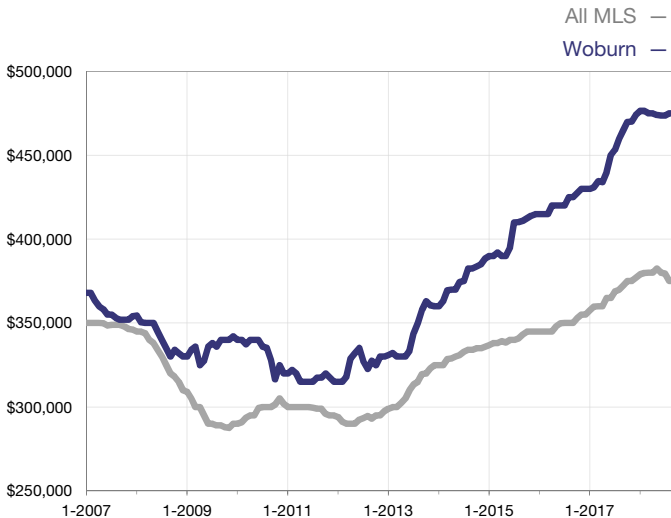
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

Key Metrics	October			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	11	+ 175.0%	113	111	- 1.8%
Closed Sales	16	11	- 31.3%	110	109	- 0.9%
Median Sales Price*	\$436,000	\$490,000	+ 12.4%	\$395,000	\$440,000	+ 11.4%
Inventory of Homes for Sale	10	13	+ 30.0%	--	--	--
Months Supply of Inventory	0.9	1.3	+ 44.4%	--	--	--
Cumulative Days on Market Until Sale	23	26	+ 13.0%	29	73	+ 151.7%
Percent of Original List Price Received*	101.2%	101.5%	+ 0.3%	102.0%	101.2%	- 0.8%
New Listings	9	13	+ 44.4%	133	135	+ 1.5%

* 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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