

Lexington, MA Area Market Review

2013 - 2017 As of December 15, 2017

Prepared by The Gillach Group on Friday, December 15, 2017

Single Family

Listing Inventory on December 15	2013	2014	2015	2016	2017
Listing Units	44	49	44	40	26
Average Days on Market	125	126	122	136	120
Average List Price	\$1,523,961.36	\$1,534,417.49	\$1,766,283.98	\$1,904,847.45	\$1,852,110.96
Average List \$ / SqFt	\$351.67	\$368.54	\$377.63	\$389.23	\$430.80
Approximate Absorption Rate	72.35%	62.24%	73.30%	75.83%	105.45%
Approximate Months Supply of Inventory	1.38	1.61	1.36	1.32	0.95
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	477	450	461	442	385
Average Original List Price	\$1,096,974.82	\$1,167,580.36	\$1,263,047.70	\$1,328,365.98	\$1,304,208.94
Average Original List \$ / SqFt	\$353.18	\$370.61	\$381.92	\$385.95	\$409.25
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	404	385	407	371	338
Average List Price	\$990,244.77	\$1,110,609.35	\$1,158,862.79	\$1,204,673.22	\$1,261,031.36
Average List \$ / SqFt	\$349.03	\$360.12	\$372.93	\$376.43	\$398.30
Average Days to Offer	34	45	45	43	40
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	109	131	107	119	100
Average Original List Price	\$1,158,739.44	\$1,271,029.82	\$1,412,473.79	\$1,472,600.94	\$1,430,882.72
Average Original List \$ / SqFt	\$357.92	\$374.45	\$384.31	\$384.23	\$401.53
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	366	349	370	343	317
Average Days on Market	53	64	67	67	55
Average Days to Offer	33	43	43	44	41
Average Sale Price	\$985,956.62	\$1,132,859.60	\$1,150,580.40	\$1,214,068.67	\$1,267,238.23
Average Sale \$ / SqFt	\$350.12	\$361.60	\$378.14	\$378.60	\$401.17
Average List Price	\$985,237.12	\$1,134,802.58	\$1,148,022.85	\$1,218,608.45	\$1,266,427.07
Average List \$ / SqFt	\$347.51	\$359.30	\$372.99	\$375.68	\$397.03
Average Original List Price	\$995,903.38	\$1,149,734.40	\$1,172,212.06	\$1,242,143.46	\$1,285,384.43
Average Original List \$ / SqFt	\$351.35	\$363.63	\$378.98	\$381.62	\$401.78
Average Sale Price as % of List Price	100.79%	100.64%	101.36%	100.65%	101.05%
Average Sale Price as % of Original List Price	99.83%	99.55%	99.92%	99.14%	99.87%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	1	0	0	0	0
Sold Units - Lender-Owned	1	2	1	2	0
12-Month Activity as of December 15	2013	2014	2015	2016	2017
Units Listed	478	450	464	443	387
Units Price Changed	110	131	108	120	100
Units Went Pending	410	390	415	379	343
Units Sold	382	366	387	364	329

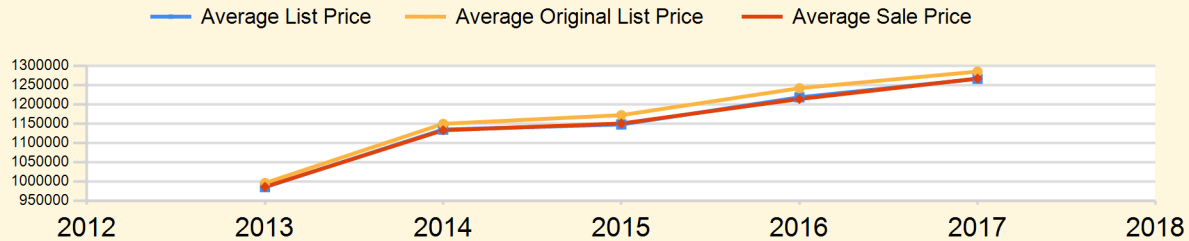
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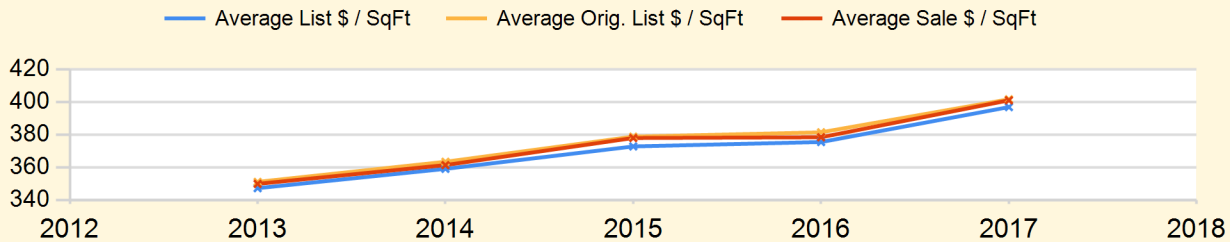
Single Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$985,237.12	\$1,134,802.58	\$1,148,022.85	\$1,218,608.45	\$1,266,427.07
Original List Price	\$995,903.38	\$1,149,734.40	\$1,172,212.06	\$1,242,143.46	\$1,285,384.43
Sale Price	\$985,956.62	\$1,132,859.60	\$1,150,580.40	\$1,214,068.67	\$1,267,238.23

Average Price / SqFt (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$347.51	\$359.30	\$372.99	\$375.68	\$397.03
Orig. List \$ / SqFt	\$351.35	\$363.63	\$378.98	\$381.62	\$401.78
Sale \$ / SqFt	\$350.12	\$361.60	\$378.14	\$378.60	\$401.17

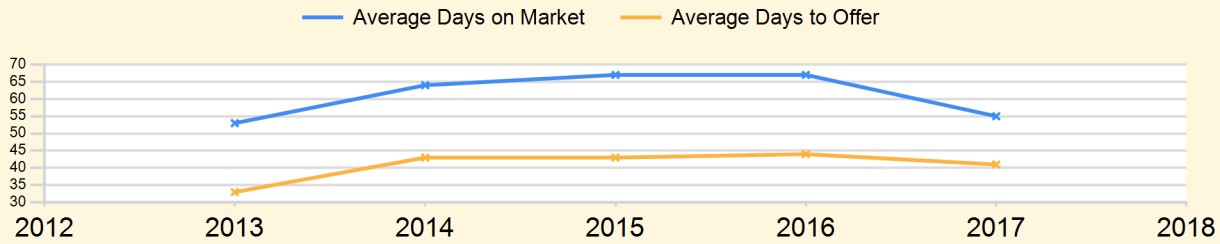
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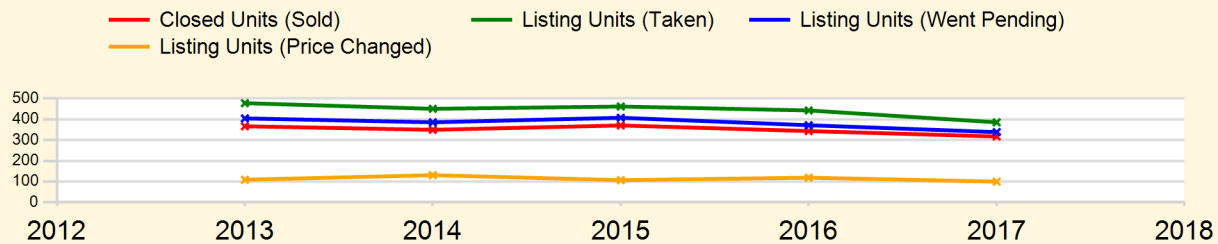
Single Family

Average Days to Offer (Sold Inventory - Year to Date)



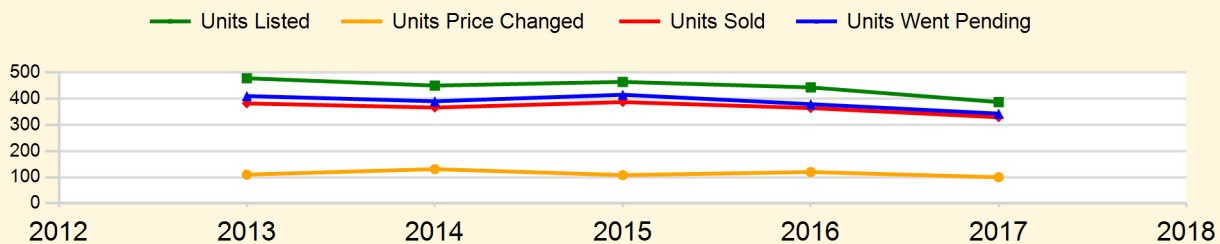
Solds / Year	2013	2014	2015	2016	2017
Days on Market	53	64	67	67	55
Days to Offer	33	43	43	44	41

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	366	349	370	343	317
Units Price Changed	109	131	107	119	100
Units Taken	477	450	461	442	385
Units Went Pending	404	385	407	371	338

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	478	450	464	443	387
Units Price Changed	110	131	108	120	100
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