

Newton, MA Area Market Review

2013 - 2017 As of December 6, 2017

Prepared by The Gillach Group on Wednesday, December 06, 2017

Single Family

Listing Inventory on December 6	2013	2014	2015	2016	2017
Listing Units	71	110	105	82	97
Average Days on Market	116	131	109	105	121
Average List Price	\$1,872,496.85	\$1,959,291.66	\$1,877,128.66	\$2,291,104.72	\$2,452,681.31
Average List \$ / SqFt	\$452.93	\$416.62	\$433.96	\$467.76	\$520.53
Approximate Absorption Rate	71.71%	45.00%	46.59%	57.62%	48.45%
Approximate Months Supply of Inventory	1.39	2.22	2.15	1.74	2.06
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	852	872	812	771	810
Average Original List Price	\$1,309,376.16	\$1,410,147.62	\$1,411,289.13	\$1,493,914.38	\$1,643,172.65
Average Original List \$ / SqFt	\$396.95	\$412.40	\$426.00	\$436.98	\$472.04
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	688	637	627	583	618
Average List Price	\$1,115,311.80	\$1,190,915.79	\$1,264,018.70	\$1,238,017.51	\$1,384,816.23
Average List \$ / SqFt	\$375.55	\$403.88	\$410.68	\$420.00	\$442.46
Average Days to Offer	33	37	38	34	30
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	221	265	240	239	226
Average Original List Price	\$1,474,965.07	\$1,582,280.28	\$1,548,133.04	\$1,669,418.26	\$1,928,786.71
Average Original List \$ / SqFt	\$421.73	\$420.82	\$430.15	\$446.46	\$517.04
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	581	545	552	518	532
Average Days on Market	52	51	61	51	44
Average Days to Offer	33	35	37	34	30
Average Sale Price	\$1,088,512.84	\$1,137,845.99	\$1,278,814.43	\$1,252,261.76	\$1,341,329.60
Average Sale \$ / SqFt	\$373.63	\$400.96	\$412.56	\$429.27	\$443.17
Average List Price	\$1,097,919.49	\$1,146,078.80	\$1,296,297.95	\$1,264,954.65	\$1,347,764.53
Average List \$ / SqFt	\$372.58	\$399.95	\$411.96	\$428.72	\$439.51
Average Original List Price	\$1,121,288.11	\$1,174,605.25	\$1,332,743.91	\$1,295,097.34	\$1,381,731.13
Average Original List \$ / SqFt	\$379.04	\$408.35	\$420.42	\$437.67	\$448.70
Average Sale Price as % of List Price	100.44%	100.36%	100.23%	100.27%	100.93%
Average Sale Price as % of Original List Price	98.91%	98.59%	98.39%	98.47%	99.16%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	3	0	0	0	1
Sold Units - Lender-Owned	3	3	1	2	0
12-Month Activity as of December 6	2013	2014	2015	2016	2017
Units Listed	860	885	823	792	816
Units Price Changed	223	269	241	244	228
Units Went Pending	706	654	651	603	632
Units Sold	611	594	587	567	564

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Condominium

Listing Inventory on December 6	2013	2014	2015	2016	2017
Listing Units	25	35	50	44	28
Average Days on Market	47	68	67	77	69
Average List Price	\$551,439.16	\$775,462.46	\$905,812.74	\$966,641.02	\$1,018,810.71
Average List \$ / SqFt	\$365.49	\$363.13	\$406.51	\$402.89	\$463.90
Approximate Absorption Rate	123.33%	78.57%	55.83%	66.86%	106.85%
Approximate Months Supply of Inventory	0.81	1.27	1.79	1.50	0.94
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	417	419	458	499	380
Average Original List Price	\$587,070.74	\$692,584.52	\$786,267.28	\$813,668.98	\$868,616.57
Average Original List \$ / SqFt	\$338.91	\$376.92	\$410.00	\$426.61	\$446.58
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	388	345	363	396	324
Average List Price	\$562,923.74	\$653,067.61	\$683,497.46	\$767,254.66	\$841,052.39
Average List \$ / SqFt	\$331.23	\$373.20	\$390.62	\$416.59	\$437.76
Average Days to Offer	34	29	29	28	25
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	89	118	113	128	78
Average Original List Price	\$586,970.22	\$742,513.33	\$931,915.04	\$918,236.98	\$968,314.09
Average Original List \$ / SqFt	\$344.36	\$376.03	\$455.79	\$441.37	\$444.07
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	346	309	316	328	334
Average Days on Market	49	41	45	46	38
Average Days to Offer	34	25	30	28	26
Average Sale Price	\$564,614.05	\$636,811.17	\$682,920.76	\$750,602.27	\$821,676.33
Average Sale \$ / SqFt	\$329.42	\$368.86	\$392.30	\$408.39	\$436.09
Average List Price	\$568,998.62	\$638,138.48	\$684,889.10	\$758,140.50	\$827,441.51
Average List \$ / SqFt	\$331.66	\$369.68	\$391.64	\$410.05	\$436.41
Average Original List Price	\$585,164.70	\$640,832.33	\$693,092.26	\$768,515.38	\$835,941.17
Average Original List \$ / SqFt	\$345.58	\$372.12	\$395.87	\$414.73	\$440.47
Average Sale Price as % of List Price	99.36%	99.89%	100.21%	99.72%	99.99%
Average Sale Price as % of Original List Price	98.08%	142.59%	99.38%	98.66%	99.12%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	5	0	2	0	0
Sold Units - Lender-Owned	2	1	1	2	0
12-Month Activity as of December 6	2013	2014	2015	2016	2017
Units Listed	429	429	468	508	393
Units Price Changed	94	120	115	130	80
Units Went Pending	406	363	377	412	349
Units Sold	370	330	335	353	359

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Multi Family

Listing Inventory on December 6	2013	2014	2015	2016	2017
Listing Units	4	8	8	7	4
Average Days on Market	81	95	75	55	60
Average List Price	\$914,725.00	\$1,021,850.00	\$1,294,375.00	\$2,316,842.71	\$1,577,247.00
Average List \$ / SqFt	\$269.32	\$268.03	\$376.73	\$786,110.78	\$379.05
Approximate Absorption Rate	141.67%	68.75%	82.29%	60.71%	116.67%
Approximate Months Supply of Inventory	0.71	1.45	1.22	1.65	0.86
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	98	93	118	81	92
Average Original List Price	\$842,678.04	\$927,246.22	\$1,165,156.65	\$1,384,830.81	\$2,155,676.90
Average Original List \$ / SqFt	\$281.75	\$291.80	\$341.32	\$74,440.88	\$380.48
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	80	71	90	52	69
Average List Price	\$779,656.20	\$842,767.56	\$945,165.27	\$1,182,565.35	\$2,238,541.67
Average List \$ / SqFt	\$270.71	\$286.58	\$320.37	\$349.30	\$346.32
Average Days to Offer	34	30	22	23	17
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	19	22	23	22	17
Average Original List Price	\$909,828.95	\$951,754.55	\$1,401,921.70	\$1,720,931.82	\$1,471,282.35
Average Original List \$ / SqFt	\$314.39	\$304.52	\$355.26	\$273,094.25	\$412.03
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	65	63	71	47	54
Average Days on Market	49	50	41	37	26
Average Days to Offer	33	32	23	21	16
Average Sale Price	\$734,517.69	\$842,440.79	\$929,014.62	\$1,172,409.55	\$1,816,469.37
Average Sale \$ / SqFt	\$265.02	\$281.47	\$316.92	\$346.20	\$352.45
Average List Price	\$738,106.12	\$849,452.33	\$937,488.54	\$1,150,455.28	\$1,788,864.80
Average List \$ / SqFt	\$265.37	\$283.28	\$317.61	\$339.91	\$345.78
Average Original List Price	\$746,663.82	\$859,815.84	\$941,842.06	\$1,158,665.91	\$1,810,514.80
Average Original List \$ / SqFt	\$268.88	\$286.50	\$319.18	\$342.21	\$354.80
Average Sale Price as % of List Price	99.81%	99.50%	99.66%	102.04%	102.47%
Average Sale Price as % of Original List Price	98.75%	98.50%	99.20%	101.42%	100.64%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	153.22%	N/A
Sold Units - Short Sale	0	0	0	0	0
Sold Units - Lender-Owned	0	0	0	0	0
12-Month Activity as of December 6	2013	2014	2015	2016	2017
Units Listed	99	96	122	82	93
Units Price Changed	19	23	24	22	18
Units Went Pending	86	74	93	55	70
Units Sold	68	66	79	51	56

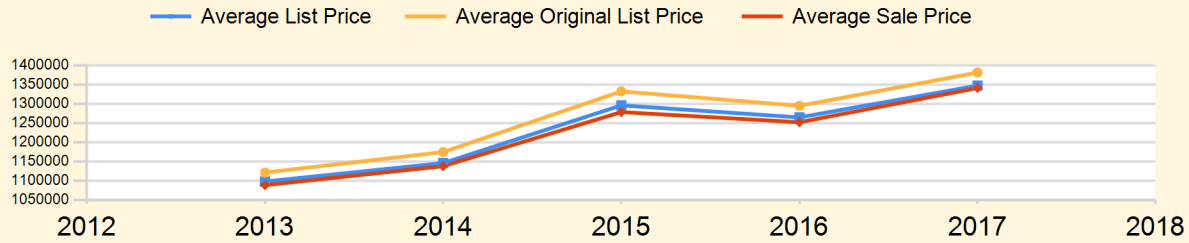
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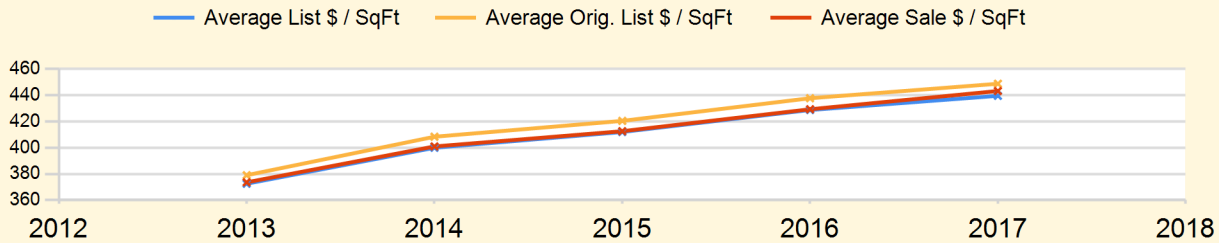
Single Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$1,097,919.49	\$1,146,078.80	\$1,296,297.95	\$1,264,954.65	\$1,347,764.53
Original List Price	\$1,121,288.11	\$1,174,605.25	\$1,332,743.91	\$1,295,097.34	\$1,381,731.13
Sale Price	\$1,088,512.84	\$1,137,845.99	\$1,278,814.43	\$1,252,261.76	\$1,341,329.60

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$372.58	\$399.95	\$411.96	\$428.72	\$439.51
Orig. List \$ / SqFt	\$379.04	\$408.35	\$420.42	\$437.67	\$448.70
Sale \$ / SqFt	\$373.63	\$400.96	\$412.56	\$429.27	\$443.17

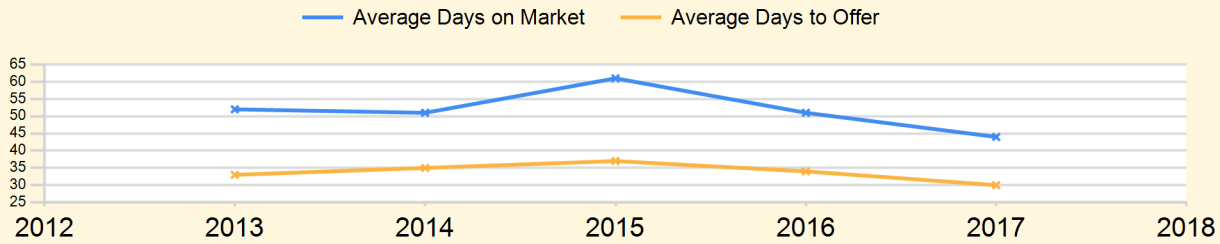
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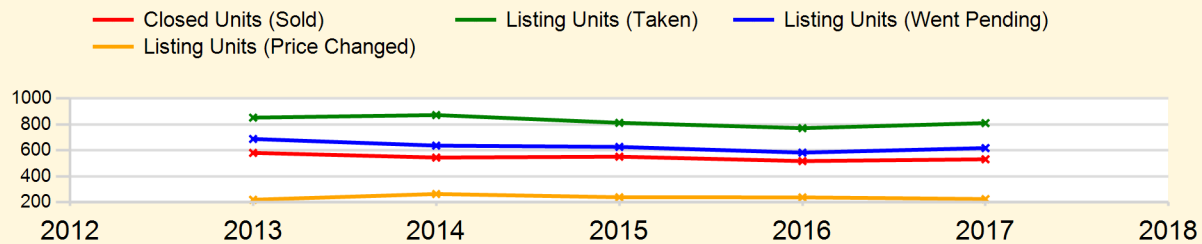
Single Family

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



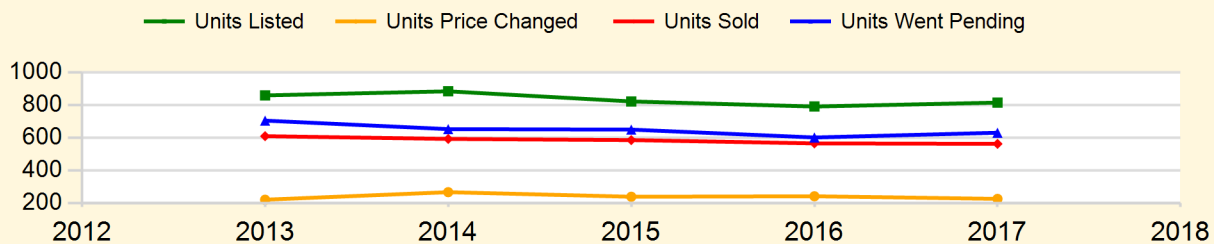
Solds / Year	2013	2014	2015	2016	2017
Days on Market	52	51	61	51	44
Days to Offer	33	35	37	34	30

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	581	545	552	518	532
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12 Months Activity



Category / Year	2013	2014	2015	2016	2017
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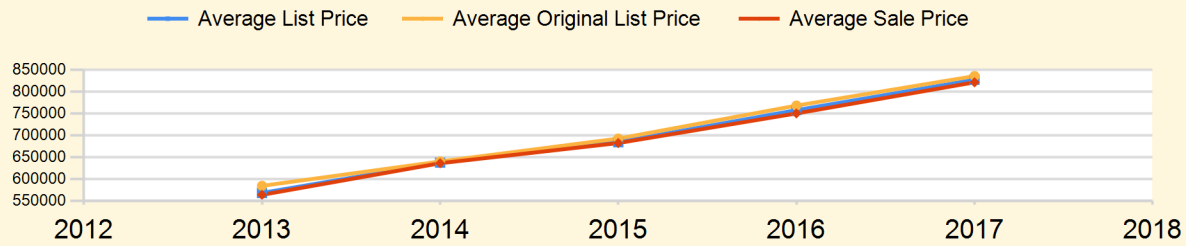
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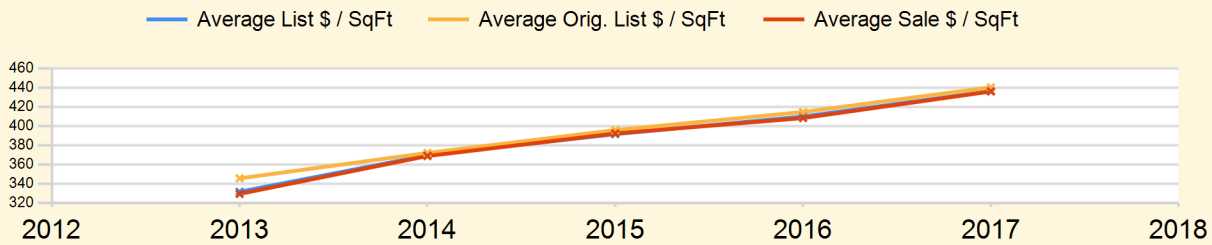
Condominium

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$568,998.62	\$638,138.48	\$684,889.10	\$758,140.50	\$827,441.51
Original List Price	\$585,164.70	\$640,832.33	\$693,092.26	\$768,515.38	\$835,941.17
Sale Price	\$564,614.05	\$636,811.17	\$682,920.76	\$750,602.27	\$821,676.33

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$331.66	\$369.68	\$391.64	\$410.05	\$436.41
Orig. List \$ / SqFt	\$345.58	\$372.12	\$395.87	\$414.73	\$440.47
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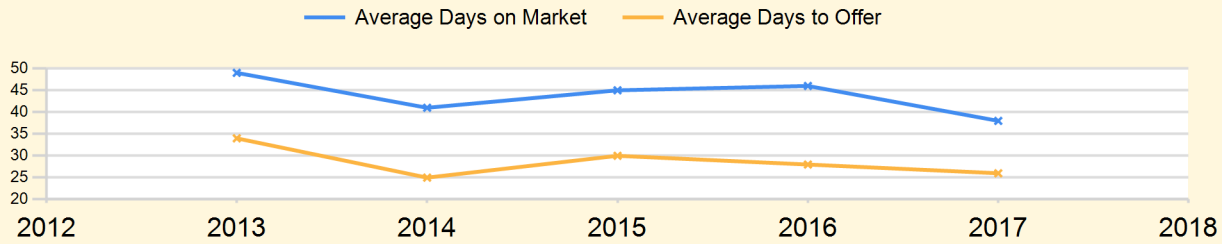
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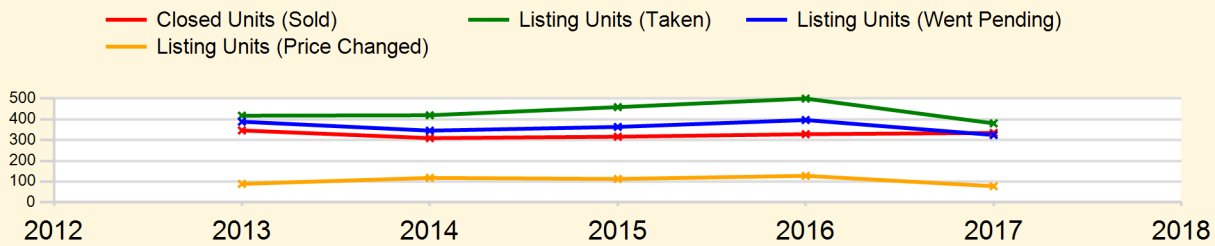
Condominium

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



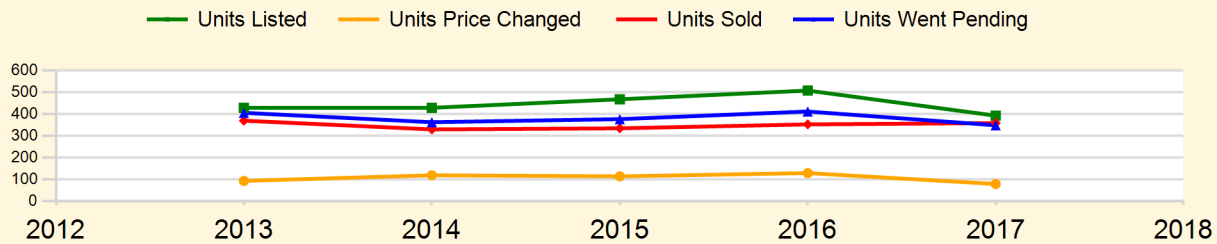
Solds / Year	2013	2014	2015	2016	2017
Days on Market	49	41	45	46	38
Days to Offer	34	25	30	28	26

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	346	309	316	328	334
Units Price Changed	89	118	113	128	78
Units Taken	417	419	458	499	380
Units Went Pending	388	345	363	396	324

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	429	429	468	508	393
Units Price Changed	94	120	115	130	80
Units Sold	370	330	335	353	359
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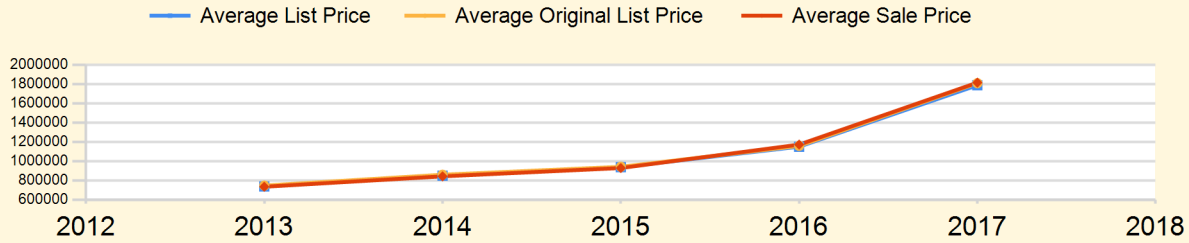
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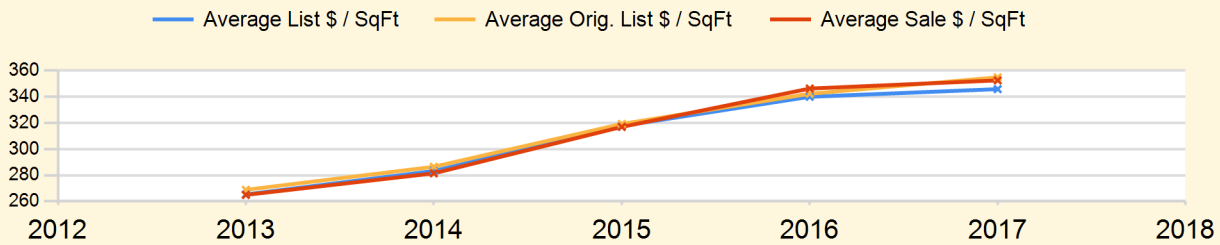
Multi Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$738,106.12	\$849,452.33	\$937,488.54	\$1,150,455.28	\$1,788,864.80
Original List Price	\$746,663.82	\$859,815.84	\$941,842.06	\$1,158,665.91	\$1,810,514.80
Sale Price	\$734,517.69	\$842,440.79	\$929,014.62	\$1,172,409.55	\$1,816,469.37

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$265.37	\$283.28	\$317.61	\$339.91	\$345.78
Orig. List \$ / SqFt	\$268.88	\$286.50	\$319.18	\$342.21	\$354.80
Sale \$ / SqFt	\$265.02	\$281.47	\$316.92	\$346.20	\$352.45

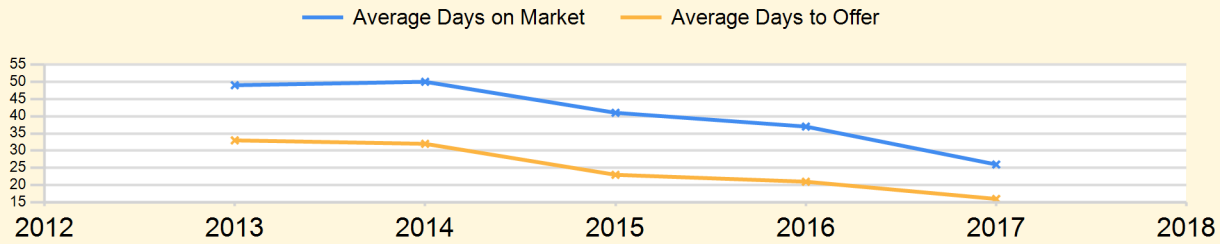
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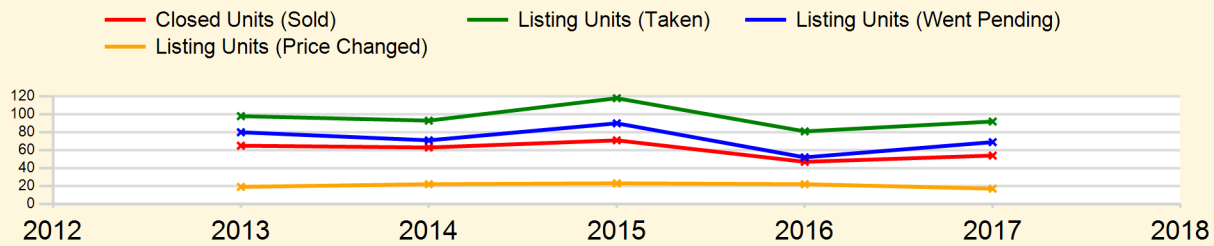
Multi Family

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



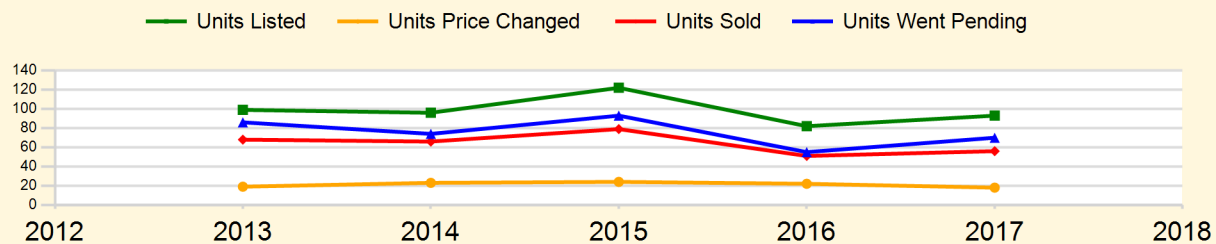
Solds / Year	2013	2014	2015	2016	2017
Days on Market	49	50	41	37	26
Days to Offer	33	32	23	21	16

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	65	63	71	47	54
Units Price Changed	19	22	23	22	17
Units Taken	98	93	118	81	92
Units Went Pending	80	71	90	52	69

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	99	96	122	82	93
Units Price Changed	19	23	24	22	18
Units Sold	68	66	79	51	56
Units Went Pending	86	74	93	55	70