

# Winchester, MA Area Market Review

2013 - 2017 As of December 15, 2017

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

## Single Family

<b>Listing Inventory on December 15</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Listing Units	23	23	32	28	39
Average Days on Market	138	100	114	127	119
Average List Price	\$1,364,369.48	\$1,675,160.43	\$1,603,862.47	\$1,808,737.46	\$1,796,912.82
Average List \$ / SqFt	\$320.74	\$390.15	\$372.06	\$404.23	\$397.59
Approximate Absorption Rate	79.35%	68.84%	63.28%	66.96%	54.06%
Approximate Months Supply of Inventory	1.26	1.45	1.58	1.49	1.85
<b>Listed (Year to Date)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Listing Units (Taken)	264	250	316	308	339
Average Original List Price	\$1,038,394.55	\$1,168,015.92	\$1,170,965.75	\$1,301,133.58	\$1,352,188.16
Average Original List \$ / SqFt	\$332.56	\$366.55	\$371.92	\$396.51	\$404.69
<b>Went Pending (Year to Date)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Listing Units (Went Pending)	229	203	257	239	267
Average List Price	\$976,385.76	\$1,035,151.12	\$1,091,891.70	\$1,145,224.25	\$1,228,994.18
Average List \$ / SqFt	\$329.54	\$346.44	\$367.23	\$378.53	\$395.31
Average Days to Offer	37	32	33	34	29
<b>Listed &amp; Price Changed (Year to Date)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Listing Units (Price Changed)	75	67	97	88	99
Average Original List Price	\$1,135,119.97	\$1,286,671.64	\$1,169,725.63	\$1,294,205.10	\$1,370,754.54
Average Original List \$ / SqFt	\$332.58	\$367.60	\$374.01	\$406.69	\$408.64
<b>Sold (Year to Date)</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Closed Units (Sold)	210	182	227	212	231
Average Days on Market	60	53	55	55	51
Average Days to Offer	38	30	33	32	29
Average Sale Price	\$964,726.22	\$998,144.57	\$1,092,267.90	\$1,177,711.80	\$1,198,945.67
Average Sale \$ / SqFt	\$329.63	\$344.07	\$366.21	\$378.07	\$391.55
Average List Price	\$975,148.39	\$1,000,095.44	\$1,099,026.67	\$1,185,986.77	\$1,209,600.20
Average List \$ / SqFt	\$330.64	\$342.87	\$365.92	\$379.17	\$391.89
Average Original List Price	\$991,975.54	\$1,021,455.46	\$1,115,835.09	\$1,202,920.26	\$1,238,598.04
Average Original List \$ / SqFt	\$335.66	\$349.28	\$371.00	\$384.72	\$400.50
Average Sale Price as % of List Price	99.87%	100.29%	100.21%	99.79%	99.93%
Average Sale Price as % of Original List Price	98.51%	98.63%	99.16%	98.42%	98.02%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	1	1	0	0	0
Sold Units - Lender-Owned	0	0	0	0	0
<b>12-Month Activity as of December 15</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>
Units Listed	264	250	317	308	340
Units Price Changed	75	67	97	88	99
Units Went Pending	233	207	260	240	268
Units Sold	219	190	243	225	253

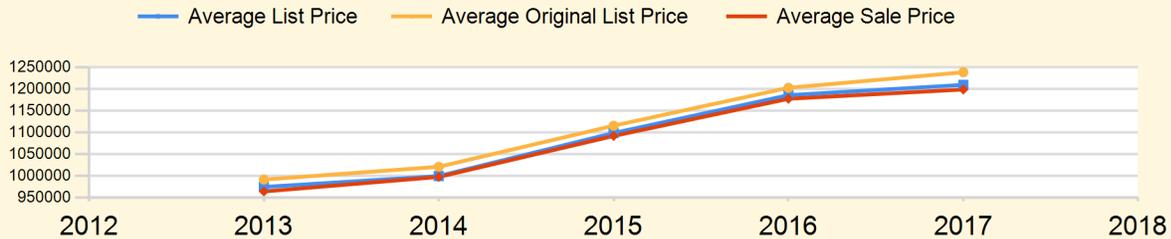
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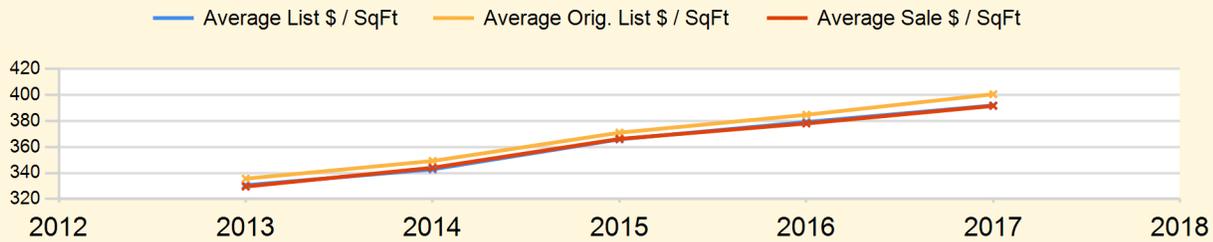
## Single Family

### Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$975,148.39	\$1,000,095.44	\$1,099,026.67	\$1,185,986.77	\$1,209,600.20
Original List Price	\$991,975.54	\$1,021,455.46	\$1,115,835.09	\$1,202,920.26	\$1,238,598.04
Sale Price	\$964,726.22	\$998,144.57	\$1,092,267.90	\$1,177,711.80	\$1,198,945.67

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$330.64	\$342.87	\$365.92	\$379.17	\$391.89
Orig. List \$ / SqFt	\$335.66	\$349.28	\$371.00	\$384.72	\$400.50
Sale \$ / SqFt	\$329.63	\$344.07	\$366.21	\$378.07	\$391.55

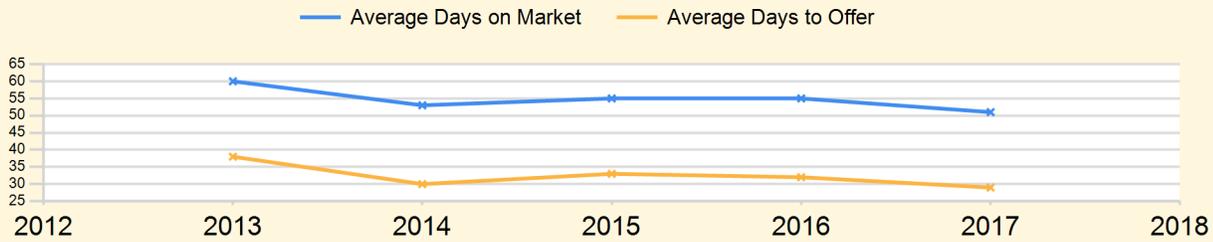
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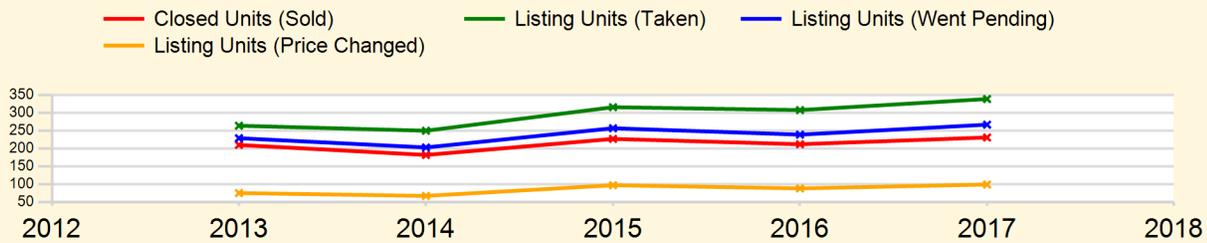
## Single Family

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



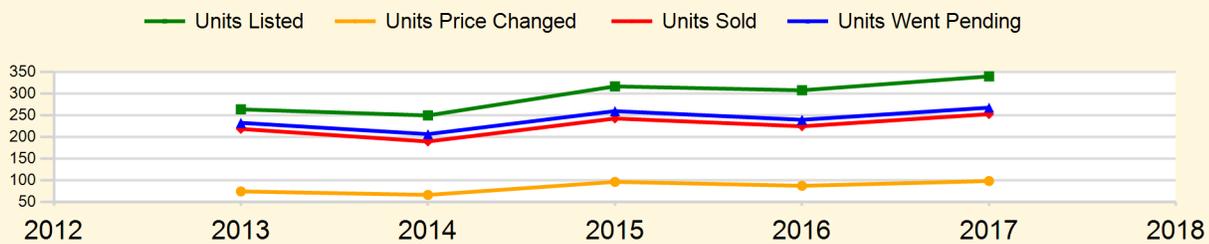
Solds / Year	2013	2014	2015	2016	2017
Days on Market	60	53	55	55	51
Days to Offer	38	30	33	32	29

### Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	210	182	227	212	231
Units Price Changed	75	67	97	88	99
Units Taken	264	250	316	308	339
Units Went Pending	229	203	257	239	267

### 12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	264	250	317	308	340
Units Price Changed	75	67	97	88	99
Units Sold	219	190	243	225	253
Units Went Pending	233	207	260	240	268