

# Winthrop, MA Area Market Review

2018 vs. 2017 As of December 31, 2018

Prepared by James Polino on Wednesday, January 09, 2019

## Single Family

Listing Inventory on December 31	2017	2018	Var.	Var. %	Trend
Listing Units	8	15	7	87.50%	↑
Average Days on Market	85	82	-3	-3.53%	↓
Average List Price	\$563,087.38	\$607,600.00	\$44,512.62	7.91%	↑
Average List \$ / SqFt	\$263.56	\$386.27	\$122.71	46.56%	↑
Approximate Absorption Rate	105.21%	50.00%	-55.21%	-52.48%	↓
Approximate Months Supply of Inventory	0.95	2.00	1.05	110.53%	↑
Listed (Year to Date)	2017	2018	Var.	Var. %	Trend
Listing Units (Taken)	127	126	-1	-0.79%	↓
Average Original List Price	\$513,841.71	\$575,654.52	\$61,812.81	12.03%	↑
Average Original List \$ / SqFt	\$289.66	\$325.72	\$36.06	12.45%	↑
Went Pending (Year to Date)	2017	2018	Var.	Var. %	Trend
Listing Units (Went Pending)	107	97	-10	-9.35%	↓
Average List Price	\$483,671.95	\$538,604.86	\$54,932.91	11.36%	↑
Average List \$ / SqFt	\$277.42	\$296.80	\$19.38	6.99%	↑
Average Days to Offer	23	28	5	21.74%	↑
Listed & Price Changed (Year to Date)	2017	2018	Var.	Var. %	Trend
Listing Units (Price Changed)	26	36	10	38.46%	↑
Average Original List Price	\$536,280.73	\$647,074.92	\$110,794.19	20.66%	↑
Average Original List \$ / SqFt	\$314.77	\$353.10	\$38.33	12.18%	↑
Sold (Year to Date)	2017	2018	Var.	Var. %	Trend
Closed Units (Sold)	101	90	-11	-10.89%	↓
Average Days on Market	36	38	2	5.56%	↑
Average Days to Offer	22	24	2	9.09%	↑
Average Sale Price	\$474,713.31	\$530,224.82	\$55,511.51	11.69%	↑
Average Sale \$ / SqFt	\$274.30	\$297.62	\$23.32	8.50%	↑
Average List Price	\$476,020.78	\$533,603.01	\$57,582.23	12.10%	↑
Average List \$ / SqFt	\$274.49	\$298.42	\$23.93	8.72%	↑
Average Original List Price	\$481,653.46	\$539,586.34	\$57,932.88	12.03%	↑
Average Original List \$ / SqFt	\$277.76	\$301.66	\$23.90	8.60%	↑
Average Sale Price as % of List Price	99.88%	99.68%	-0.20%	-0.20%	↓
Average Sale Price as % of Original List Price	98.83%	98.88%	0.05%	0.05%	↑
Average Sale Price as % of Assessed Price	N/A	489.83%	N/A	N/A	↔
Sold Units - Short Sale	2	2	0	0%	↔
Sold Units - Lender-Owned	1	2	1	100%	↑
12-Month Activity as of December 31	2017	2018	Var.	Var. %	Trend
Units Listed	127	126	-1	-0.79%	↓
Units Price Changed	26	36	10	38.46%	↑
Units Went Pending	107	97	-10	-9.35%	↓
Units Sold	101	90	-11	-10.89%	↓

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## Condominium

Listing Inventory on December 31	2017	2018	Var.	Var. %	Trend
Listing Units	9	8	-1	-11.11%	↓
Average Days on Market	171	153	-18	-10.53%	↓
Average List Price	\$404,188.89	\$516,450.00	\$112,261.11	27.77%	↑
Average List \$ / SqFt	\$374.97	\$319.92	-\$55.05	-14.68%	↓
Approximate Absorption Rate	93.52%	111.46%	17.94%	19.18%	↑
Approximate Months Supply of Inventory	1.07	0.90	-0.17	-15.89%	↓
Listed (Year to Date)	2017	2018	Var.	Var. %	Trend
Listing Units (Taken)	129	123	-6	-4.65%	↓
Average Original List Price	\$361,040.08	\$383,842.16	\$22,802.08	6.32%	↑
Average Original List \$ / SqFt	\$305.08	\$335.93	\$30.85	10.11%	↑
Went Pending (Year to Date)	2017	2018	Var.	Var. %	Trend
Listing Units (Went Pending)	113	107	-6	-5.31%	↓
Average List Price	\$345,893.55	\$365,555.01	\$19,661.46	5.68%	↑
Average List \$ / SqFt	\$295.82	\$329.63	\$33.81	11.43%	↑
Average Days to Offer	33	27	-6	-18.18%	↓
Listed & Price Changed (Year to Date)	2017	2018	Var.	Var. %	Trend
Listing Units (Price Changed)	39	21	-18	-46.15%	↓
Average Original List Price	\$364,384.59	\$396,328.57	\$31,943.98	8.77%	↑
Average Original List \$ / SqFt	\$310.44	\$330.12	\$19.68	6.34%	↑
Sold (Year to Date)	2017	2018	Var.	Var. %	Trend
Closed Units (Sold)	101	107	6	5.94%	↑
Average Days on Market	43	38	-5	-11.63%	↓
Average Days to Offer	34	26	-8	-23.53%	↓
Average Sale Price	\$340,398.61	\$363,814.37	\$23,415.76	6.88%	↑
Average Sale \$ / SqFt	\$290.40	\$327.79	\$37.39	12.88%	↑
Average List Price	\$342,923.48	\$363,260.62	\$20,337.14	5.93%	↑
Average List \$ / SqFt	\$292.52	\$327.37	\$34.85	11.91%	↑
Average Original List Price	\$349,699.70	\$366,579.31	\$16,879.61	4.83%	↑
Average Original List \$ / SqFt	\$298.25	\$330.39	\$32.14	10.78%	↑
Average Sale Price as % of List Price	99.31%	100.21%	0.90%	0.91%	↑
Average Sale Price as % of Original List Price	97.50%	99.36%	1.86%	1.91%	↑
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	↔
Sold Units - Short Sale	0	1	1	0%	↑
Sold Units - Lender-Owned	1	2	1	100%	↑
12-Month Activity as of December 31	2017	2018	Var.	Var. %	Trend
Units Listed	129	123	-6	-4.65%	↓
Units Price Changed	39	21	-18	-46.15%	↓
Units Went Pending	113	107	-6	-5.31%	↓
Units Sold	101	107	6	5.94%	↑

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## Multi Family

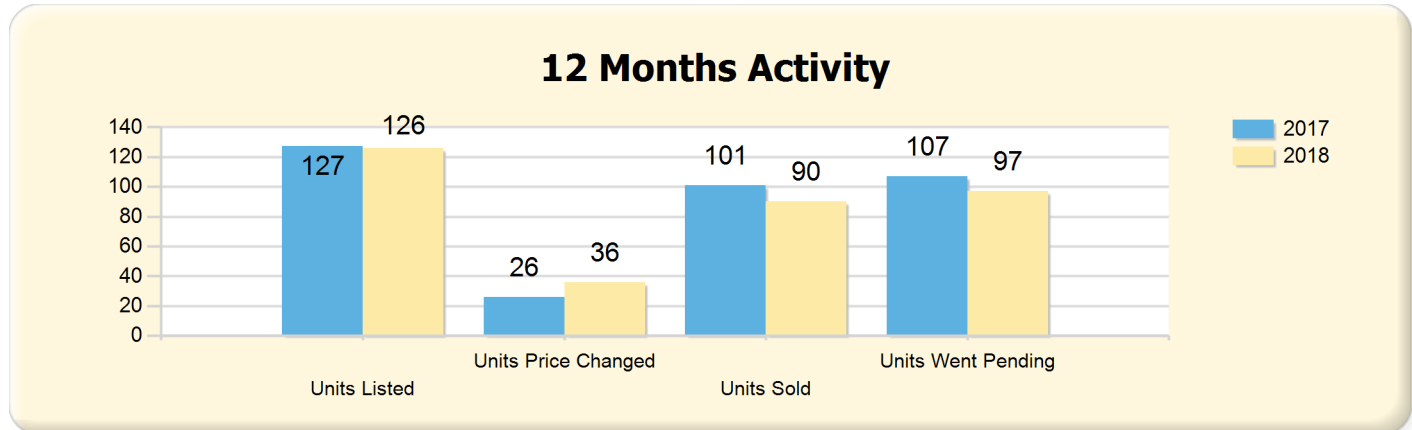
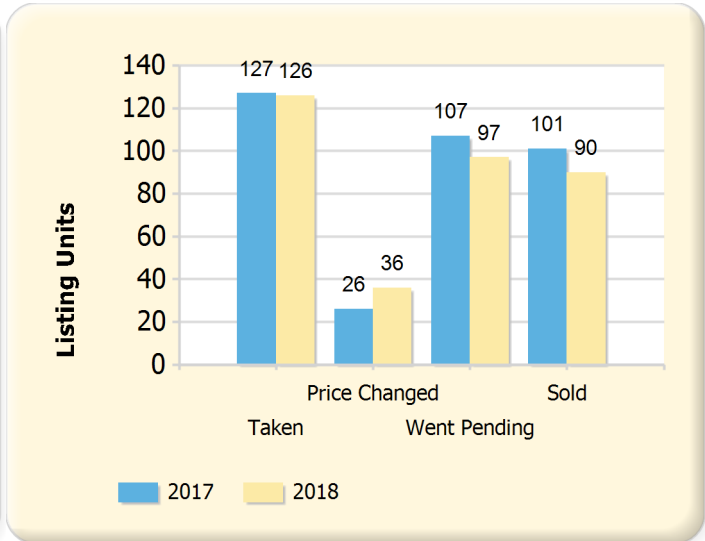
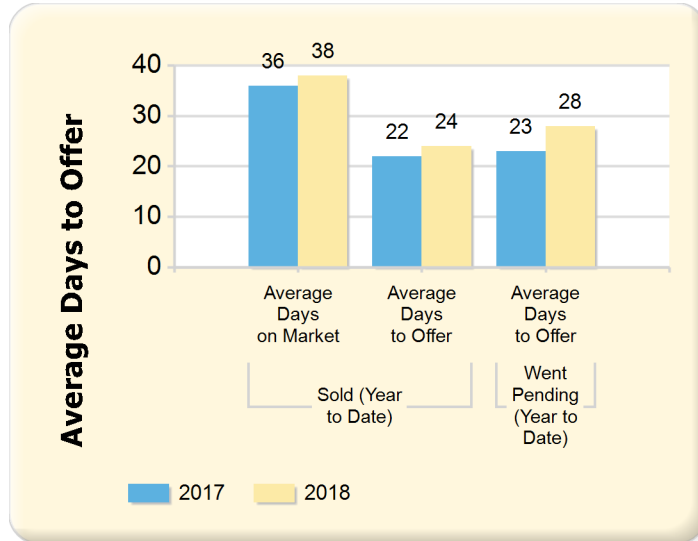
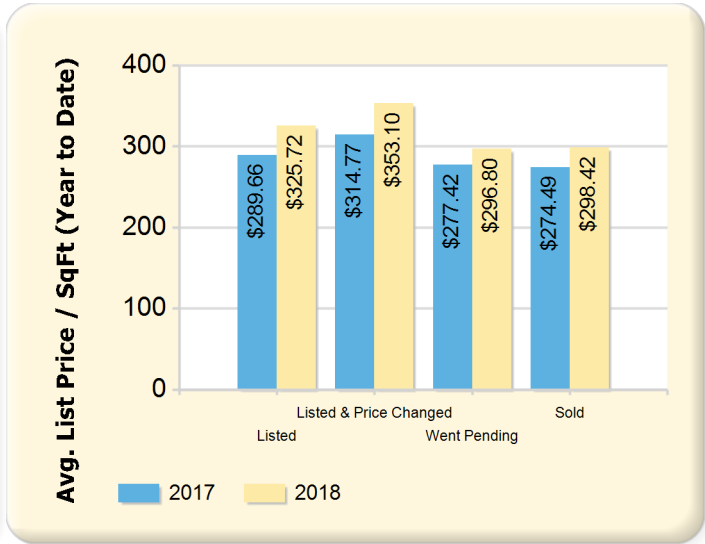
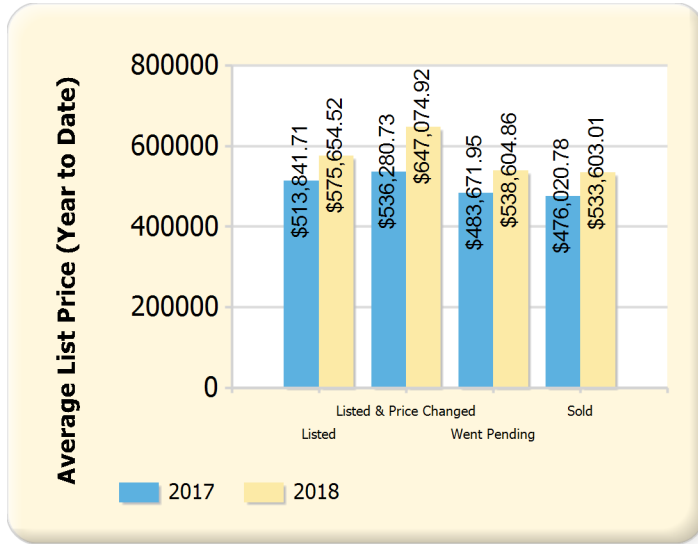
<b>Listing Inventory on December 31</b>	<b>2017</b>	<b>2018</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units	2	4	2	100%	↑
Average Days on Market	7	62	55	785.71%	↑
Average List Price	\$637,000.00	\$735,750.00	\$98,750.00	15.50%	↑
Average List \$ / SqFt	\$134.99	\$242.94	\$107.95	79.97%	↑
Approximate Absorption Rate	133.33%	79.17%	-54.16%	-40.62%	↓
Approximate Months Supply of Inventory	0.75	1.26	0.51	68%	↑
<b>Listed (Year to Date)</b>	<b>2017</b>	<b>2018</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units (Taken)	48	50	2	4.17%	↑
Average Original List Price	\$627,027.04	\$699,499.98	\$72,472.94	11.56%	↑
Average Original List \$ / SqFt	\$228.07	\$261.55	\$33.48	14.68%	↑
<b>Went Pending (Year to Date)</b>	<b>2017</b>	<b>2018</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units (Went Pending)	43	42	-1	-2.33%	↓
Average List Price	\$591,453.42	\$619,311.90	\$27,858.48	4.71%	↑
Average List \$ / SqFt	\$228.09	\$251.07	\$22.98	10.07%	↑
Average Days to Offer	24	27	3	12.50%	↑
<b>Listed &amp; Price Changed (Year to Date)</b>	<b>2017</b>	<b>2018</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Listing Units (Price Changed)	10	13	3	30%	↑
Average Original List Price	\$612,659.90	\$868,123.00	\$255,463.10	41.70%	↑
Average Original List \$ / SqFt	\$238.18	\$262.30	\$24.12	10.13%	↑
<b>Sold (Year to Date)</b>	<b>2017</b>	<b>2018</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Closed Units (Sold)	32	38	6	18.75%	↑
Average Days on Market	41	37	-4	-9.76%	↓
Average Days to Offer	23	26	3	13.04%	↑
Average Sale Price	\$593,718.75	\$608,707.89	\$14,989.14	2.52%	↑
Average Sale \$ / SqFt	\$222.10	\$244.80	\$22.70	10.22%	↑
Average List Price	\$601,371.81	\$620,500.00	\$19,128.19	3.18%	↑
Average List \$ / SqFt	\$224.36	\$248.59	\$24.23	10.80%	↑
Average Original List Price	\$609,068.69	\$627,347.37	\$18,278.68	3%	↑
Average Original List \$ / SqFt	\$227.63	\$251.23	\$23.60	10.37%	↑
Average Sale Price as % of List Price	99.10%	98.64%	-0.46%	-0.46%	↓
Average Sale Price as % of Original List Price	97.88%	97.70%	-0.18%	-0.18%	↓
Average Sale Price as % of Assessed Price	160.55%	141.75%	-18.80%	-11.71%	↓
Sold Units - Short Sale	3	1	-2	-66.67%	↓
Sold Units - Lender-Owned	1	0	-1	-100%	↓
<b>12-Month Activity as of December 31</b>	<b>2017</b>	<b>2018</b>	<b>Var.</b>	<b>Var. %</b>	<b>Trend</b>
Units Listed	48	50	2	4.17%	↑
Units Price Changed	10	13	3	30%	↑
Units Went Pending	43	42	-1	-2.33%	↓
Units Sold	32	38	6	18.75%	↑

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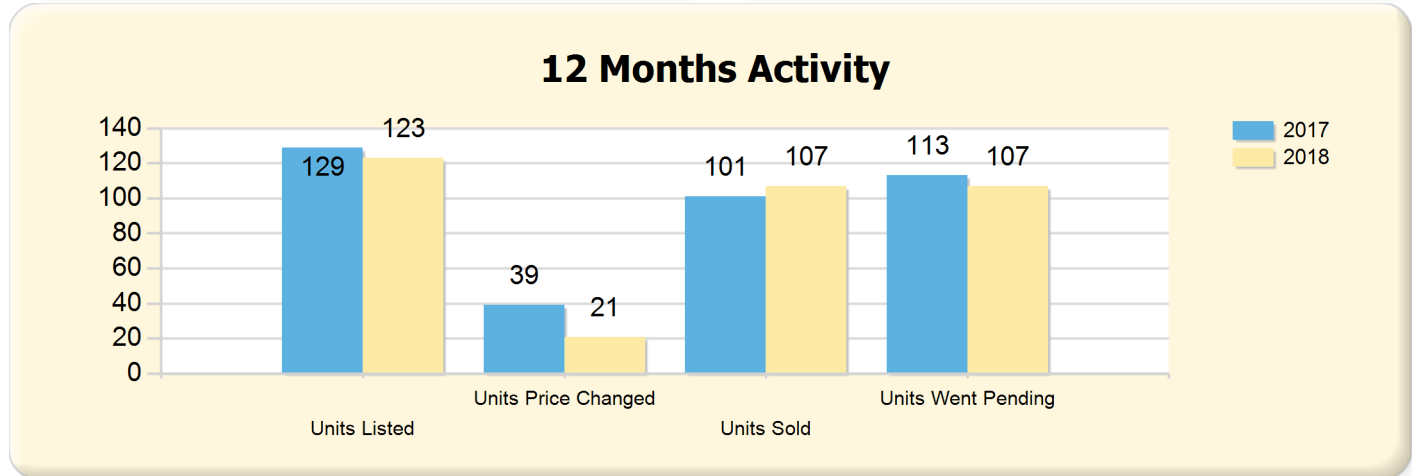
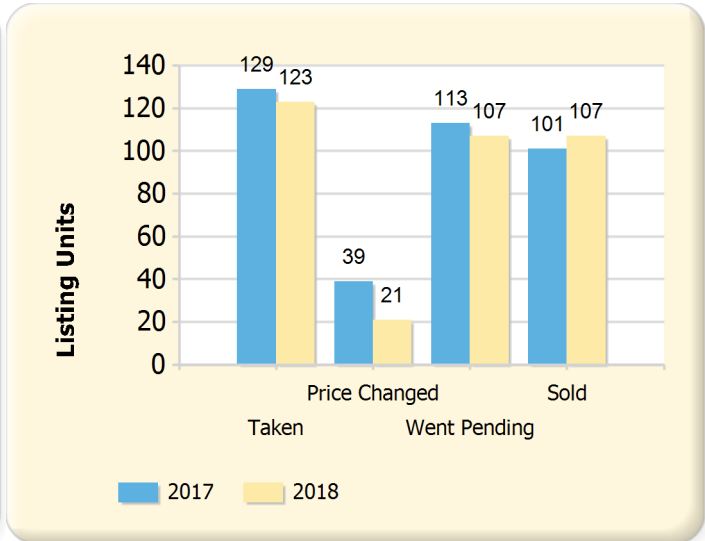
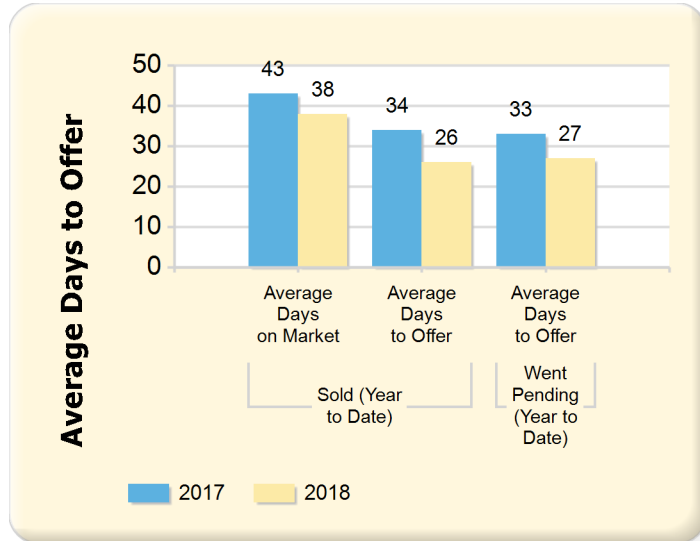
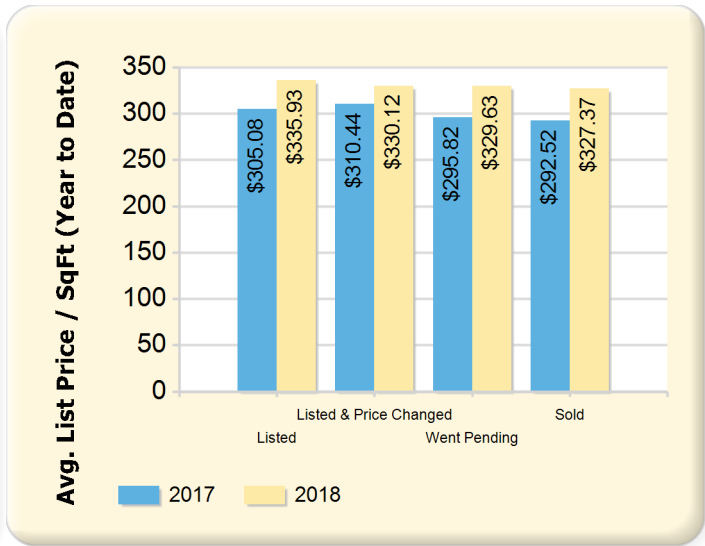
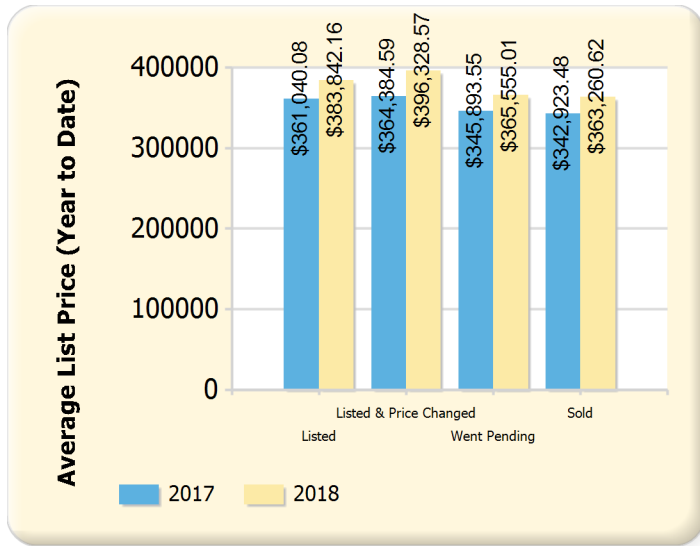


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## Condominium



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