

Cambridge, 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	11	7	13	18	7
Average Days on Market	68	60	65	66	64
Average List Price	\$2,303,245.45	\$2,356,985.71	\$2,180,961.54	\$2,163,183.33	\$2,079,571.43
Average List \$ / SqFt	\$609.43	\$598.65	\$720.77	\$712.15	\$737.08
Approximate Absorption Rate	116.67%	140.48%	71.79%	45.83%	110.71%
Approximate Months Supply of Inventory	0.86	0.71	1.39	2.18	0.90
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	181	155	156	147	120
Average Original List Price	\$1,278,353.87	\$1,459,330.97	\$1,613,872.43	\$1,894,420.40	\$1,777,332.50
Average Original List \$ / SqFt	\$512.98	\$552.04	\$602.12	\$702.32	\$697.42
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	158	127	129	113	96
Average List Price	\$1,210,743.29	\$1,386,460.63	\$1,484,981.31	\$1,758,244.24	\$1,801,266.67
Average List \$ / SqFt	\$500.67	\$541.23	\$575.01	\$665.16	\$682.86
Average Days to Offer	27	23	20	23	19
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	31	23	32	34	26
Average Original List Price	\$1,503,312.90	\$1,692,908.70	\$1,816,578.13	\$1,947,405.88	\$1,794,857.69
Average Original List \$ / SqFt	\$524.77	\$601.11	\$626.35	\$737.80	\$734.46
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	139	111	104	91	87
Average Days on Market	34	33	33	31	33
Average Days to Offer	27	21	21	22	19
Average Sale Price	\$1,279,680.35	\$1,470,538.55	\$1,518,001.44	\$1,775,092.31	\$1,802,871.26
Average Sale \$ / SqFt	\$515.30	\$579.81	\$613.18	\$677.40	\$704.47
Average List Price	\$1,251,132.30	\$1,400,318.02	\$1,442,612.40	\$1,708,060.43	\$1,763,528.74
Average List \$ / SqFt	\$502.03	\$543.19	\$579.04	\$644.12	\$670.95
Average Original List Price	\$1,269,743.88	\$1,415,246.85	\$1,464,014.42	\$1,743,565.92	\$1,798,758.62
Average Original List \$ / SqFt	\$508.00	\$549.07	\$587.15	\$656.09	\$681.13
Average Sale Price as % of List Price	103.05%	107.21%	105.91%	105.39%	105.41%
Average Sale Price as % of Original List Price	102.22%	106.15%	104.62%	103.88%	104.40%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	1,187.75%
Sold Units - Short Sale	0	0	0	0	0
Sold Units - Lender-Owned	1	0	1	0	0
12-Month Activity as of December 6	2013	2014	2015	2016	2017
Units Listed	185	155	158	149	120
Units Price Changed	34	23	32	34	26
Units Went Pending	169	132	133	118	104
Units Sold	154	118	112	99	93

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Condominium

Listing Inventory on December 6	2013	2014	2015	2016	2017
Listing Units	36	35	37	48	32
Average Days on Market	69	70	51	62	95
Average List Price	\$1,061,994.39	\$885,017.11	\$852,335.11	\$1,117,028.67	\$1,191,687.50
Average List \$ / SqFt	\$656.21	\$641.49	\$650.47	\$713.97	\$863.75
Approximate Absorption Rate	199.07%	155.71%	136.71%	114.06%	154.95%
Approximate Months Supply of Inventory	0.50	0.64	0.73	0.88	0.65
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	842	778	698	789	678
Average Original List Price	\$611,426.21	\$645,947.54	\$718,336.19	\$814,908.89	\$875,464.16
Average Original List \$ / SqFt	\$532.99	\$570.40	\$618.84	\$685.73	\$722.19
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	836	692	618	701	606
Average List Price	\$594,926.50	\$642,682.48	\$700,312.28	\$779,444.88	\$843,076.60
Average List \$ / SqFt	\$526.72	\$564.70	\$611.47	\$675.45	\$705.72
Average Days to Offer	27	21	18	15	19
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	114	147	102	113	107
Average Original List Price	\$702,257.17	\$664,517.00	\$830,443.63	\$1,020,907.54	\$1,042,246.78
Average Original List \$ / SqFt	\$583.73	\$558.28	\$620.51	\$721.15	\$745.20
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	802	626	572	635	558
Average Days on Market	38	35	31	27	27
Average Days to Offer	27	20	16	15	17
Average Sale Price	\$588,999.07	\$661,476.45	\$713,785.89	\$810,199.86	\$860,695.45
Average Sale \$ / SqFt	\$533.61	\$584.81	\$640.51	\$707.01	\$744.80
Average List Price	\$578,600.05	\$639,572.68	\$680,213.26	\$769,343.72	\$818,048.78
Average List \$ / SqFt	\$523.04	\$564.62	\$608.28	\$669.94	\$702.70
Average Original List Price	\$580,410.04	\$645,058.66	\$684,562.74	\$773,019.97	\$825,358.37
Average Original List \$ / SqFt	\$524.41	\$568.82	\$611.56	\$672.51	\$707.63
Average Sale Price as % of List Price	102.32%	103.86%	105.52%	105.73%	106.14%
Average Sale Price as % of Original List Price	103.10%	103.21%	105.04%	105.35%	105.54%
Average Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	1	0	0	1	1
Sold Units - Lender-Owned	3	2	0	3	3
12-Month Activity as of December 6	2013	2014	2015	2016	2017
Units Listed	875	783	709	795	684
Units Price Changed	118	147	102	117	108
Units Went Pending	883	706	637	719	631
Units Sold	860	654	607	657	595

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Multi Family

Listing Inventory on December 6	2013	2014	2015	2016	2017
Listing Units	10	8	12	4	8
Average Days on Market	97	78	36	57	38
Average List Price	\$1,369,590.00	\$1,408,250.00	\$1,223,249.92	\$2,521,975.00	\$2,212,750.00
Average List \$ / SqFt	\$439.82	\$456.34	\$406.86	\$462.98	\$660.84
Approximate Absorption Rate	65.83%	80.21%	54.17%	185.42%	82.29%
Approximate Months Supply of Inventory	1.52	1.25	1.85	0.54	1.22
Listed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Taken)	103	106	118	113	107
Average Original List Price	\$1,240,381.46	\$1,307,934.90	\$1,391,427.08	\$1,901,034.41	\$1,828,673.83
Average Original List \$ / SqFt	\$364.64	\$407.77	\$453.59	\$495.45	\$566.10
Went Pending (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Went Pending)	76	84	95	95	87
Average List Price	\$1,199,772.37	\$1,236,228.57	\$1,350,211.55	\$1,782,921.58	\$1,731,650.57
Average List \$ / SqFt	\$342.30	\$391.12	\$434.54	\$466.86	\$525.67
Average Days to Offer	21	29	27	28	19
Listed & Price Changed (Year to Date)	2013	2014	2015	2016	2017
Listing Units (Price Changed)	23	20	23	28	20
Average Original List Price	\$1,249,834.35	\$1,470,844.95	\$1,635,560.87	\$1,673,667.43	\$1,702,945.00
Average Original List \$ / SqFt	\$381.58	\$474.11	\$482.87	\$514.40	\$621.70
Sold (Year to Date)	2013	2014	2015	2016	2017
Closed Units (Sold)	70	73	75	85	73
Average Days on Market	32	39	37	41	30
Average Days to Offer	18	25	26	25	22
Average Sale Price	\$1,270,970.23	\$1,345,157.53	\$1,294,422.67	\$1,444,310.59	\$1,862,303.27
Average Sale \$ / SqFt	\$353.78	\$405.69	\$432.61	\$446.66	\$551.58
Average List Price	\$1,179,858.57	\$1,283,400.00	\$1,264,908.29	\$1,427,382.95	\$1,797,801.37
Average List \$ / SqFt	\$330.18	\$389.85	\$420.66	\$442.22	\$527.49
Average Original List Price	\$1,189,042.86	\$1,301,343.84	\$1,282,116.29	\$1,450,576.46	\$1,807,678.08
Average Original List \$ / SqFt	\$332.37	\$395.31	\$427.60	\$449.42	\$530.71
Average Sale Price as % of List Price	107.70%	104.68%	103.47%	101.79%	105.18%
Average Sale Price as % of Original List Price	107.02%	103.58%	102.15%	100.41%	104.66%
Average Sale Price as % of Assessed Price	151.24%	N/A	2,684.49%	N/A	232,126.28%
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	105	110	119	116	109
Units Price Changed	23	21	23	29	20
Units Went Pending	79	86	98	100	90
Units Sold	79	77	78	89	79

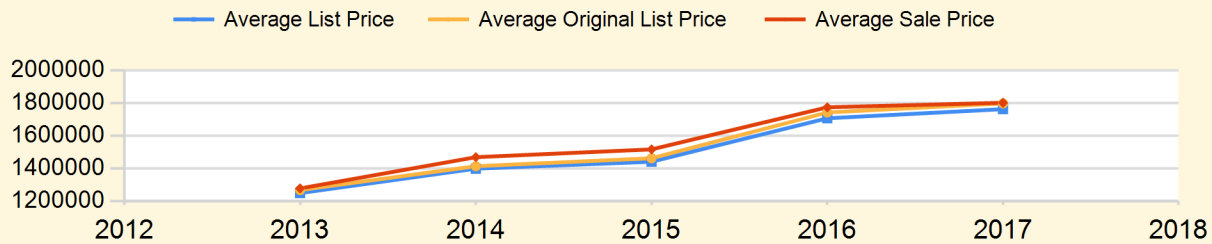
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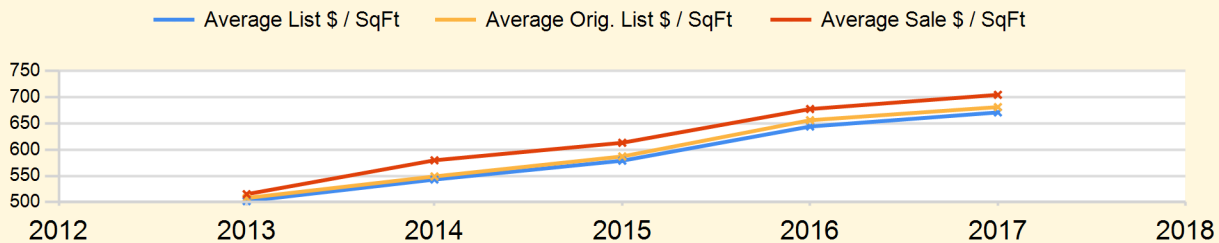
Single Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$1,251,132.30	\$1,400,318.02	\$1,442,612.40	\$1,708,060.43	\$1,763,528.74
Original List Price	\$1,269,743.88	\$1,415,246.85	\$1,464,014.42	\$1,743,565.92	\$1,798,758.62
Sale Price	\$1,279,680.35	\$1,470,538.55	\$1,518,001.44	\$1,775,092.31	\$1,802,871.26

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$502.03	\$543.19	\$579.04	\$644.12	\$670.95
Orig. List \$ / SqFt	\$508.00	\$549.07	\$587.15	\$656.09	\$681.13
Sale \$ / SqFt	\$515.30	\$579.81	\$613.18	\$677.40	\$704.47

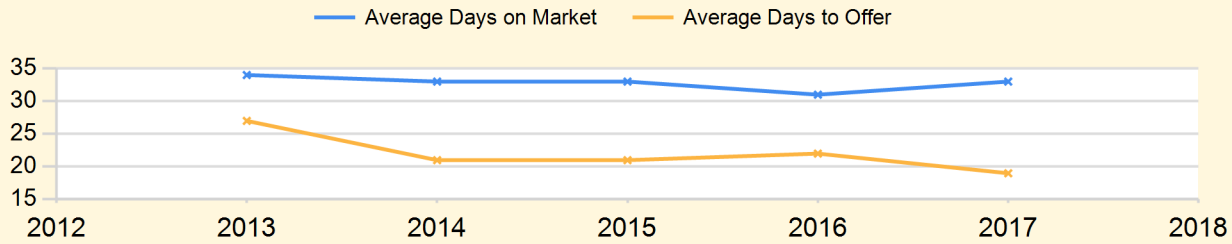
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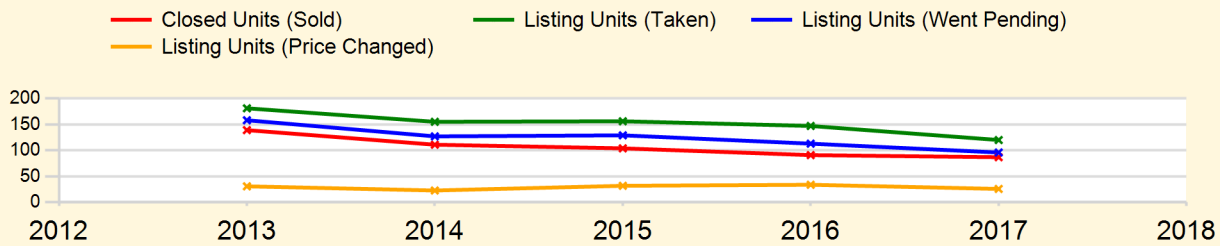
Single Family

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



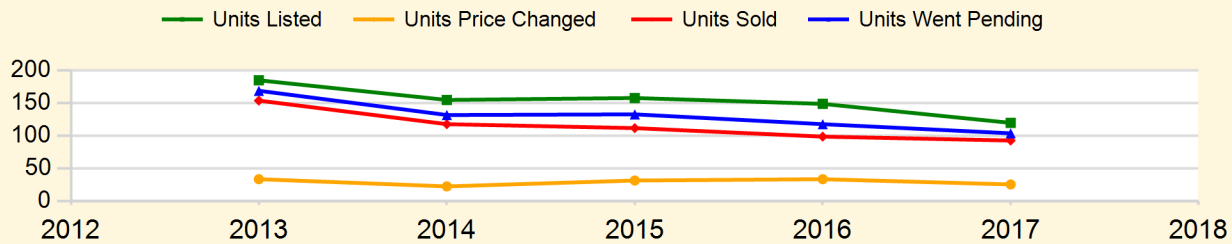
Solds / Year	2013	2014	2015	2016	2017
Days on Market	34	33	33	31	33
Days to Offer	27	21	21	22	19

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	139	111	104	91	87
Units Price Changed	31	23	32	34	26
Units Taken	181	155	156	147	120
Units Went Pending	158	127	129	113	96

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
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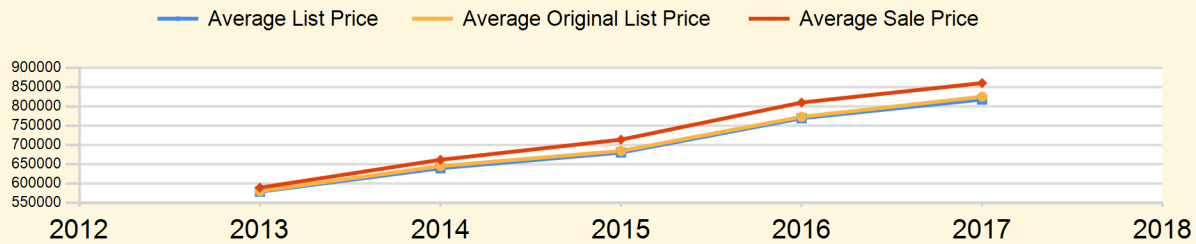
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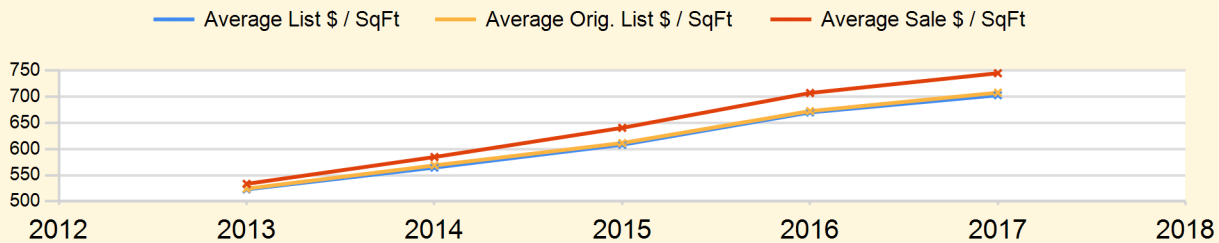
Condominium

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$578,600.05	\$639,572.68	\$680,213.26	\$769,343.72	\$818,048.78
Original List Price	\$580,410.04	\$645,058.66	\$684,562.74	\$773,019.97	\$825,358.37
Sale Price	\$588,999.07	\$661,476.45	\$713,785.89	\$810,199.86	\$860,695.45

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$523.04	\$564.62	\$608.28	\$669.94	\$702.70
Orig. List \$ / SqFt	\$524.41	\$568.82	\$611.56	\$672.51	\$707.63
Sale \$ / SqFt	\$533.61	\$584.81	\$640.51	\$707.01	\$744.80

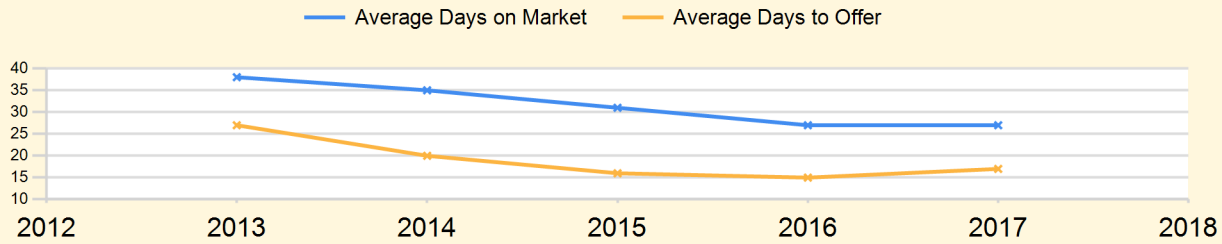
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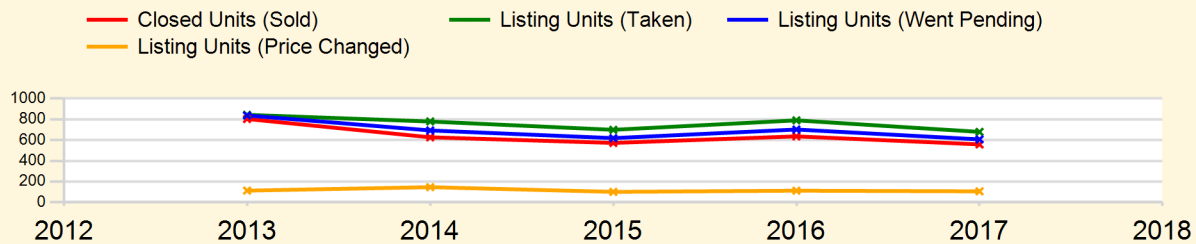
Condominium

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



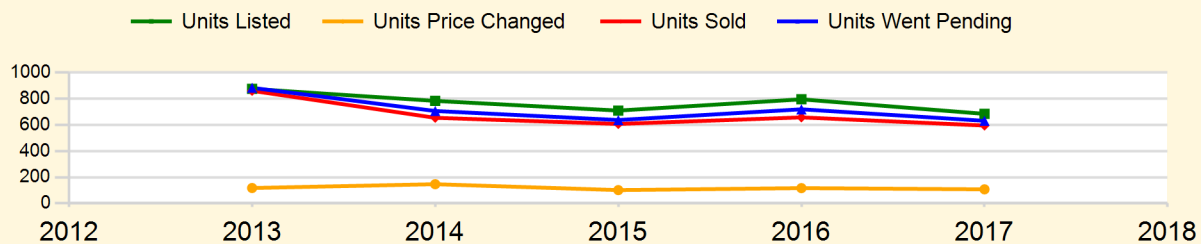
Solds / Year	2013	2014	2015	2016	2017
Days on Market	38	35	31	27	27
Days to Offer	27	20	16	15	17

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	802	626	572	635	558
Units Price Changed	114	147	102	113	107
Units Taken	842	778	698	789	678
Units Went Pending	836	692	618	701	606

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
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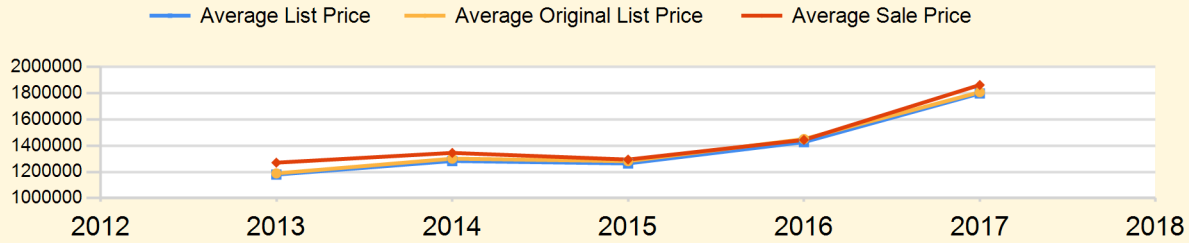
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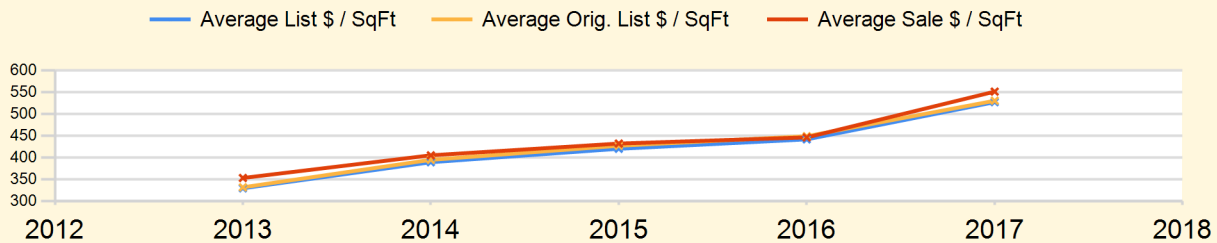
Multi Family

Average Price (Sold Inventory - Year to Date)



Solds / Year	2013	2014	2015	2016	2017
List Price	\$1,179,858.57	\$1,283,400.00	\$1,264,908.29	\$1,427,382.95	\$1,797,801.37
Original List Price	\$1,189,042.86	\$1,301,343.84	\$1,282,116.29	\$1,450,576.46	\$1,807,678.08
Sale Price	\$1,270,970.23	\$1,345,157.53	\$1,294,422.67	\$1,444,310.59	\$1,862,303.27

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



Solds / Year	2013	2014	2015	2016	2017
List \$ / SqFt	\$330.18	\$389.85	\$420.66	\$442.22	\$527.49
Orig. List \$ / SqFt	\$332.37	\$395.31	\$427.60	\$449.42	\$530.71
Sale \$ / SqFt	\$353.78	\$405.69	\$432.61	\$446.66	\$551.58

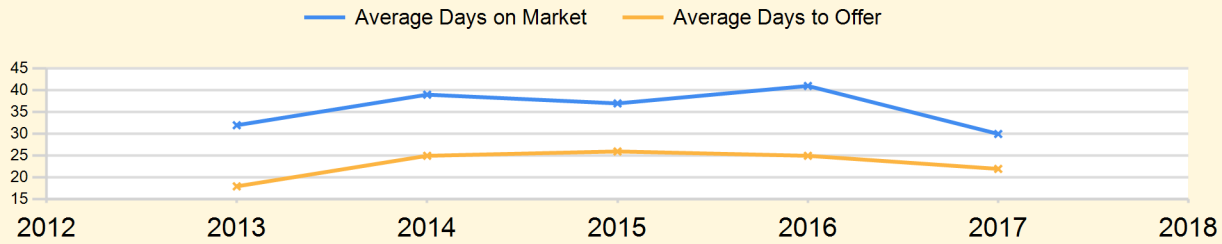
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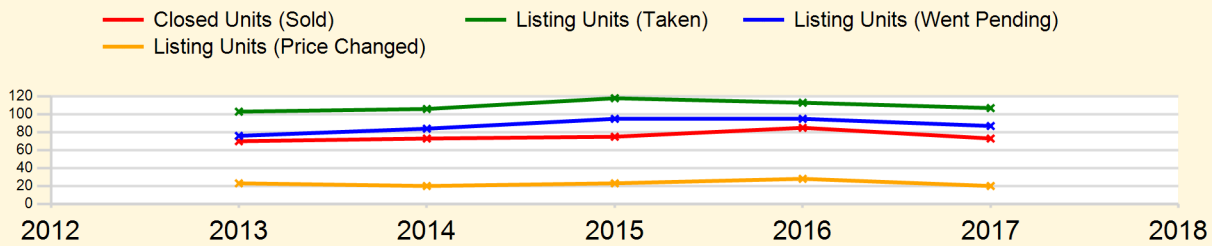
Multi Family

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



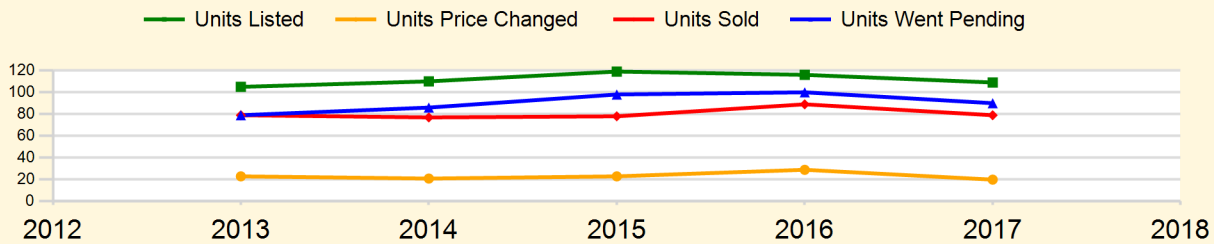
Solds / Year	2013	2014	2015	2016	2017
Days on Market	32	39	37	41	30
Days to Offer	18	25	26	25	22

Listing Units (Year to Date)



Category / Year	2013	2014	2015	2016	2017
Units Sold	70	73	75	85	73
Units Price Changed	23	20	23	28	20
Units Taken	103	106	118	113	107
Units Went Pending	76	84	95	95	87

12 Months Activity



Category / Year	2013	2014	2015	2016	2017
Units Listed	105	110	119	116	109
Units Price Changed	23	21	23	29	20
Units Sold	79	77	78	89	79
Units Went Pending	79	86	98	100	90