

Local Market Update – December 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	16	11	- 31.3%	190	146	- 23.2%
Closed Sales	23	13	- 43.5%	190	155	- 18.4%
Median Sales Price*	\$416,000	\$420,000	+ 1.0%	\$404,500	\$450,000	+ 11.2%
Inventory of Homes for Sale	13	4	- 69.2%	--	--	--
Months Supply of Inventory	0.8	0.3	- 62.5%	--	--	--
Cumulative Days on Market Until Sale	23	23	0.0%	23	24	+ 4.3%
Percent of Original List Price Received*	102.9%	100.3%	- 2.5%	104.9%	103.6%	- 1.2%
New Listings	9	4	- 55.6%	210	164	- 21.9%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

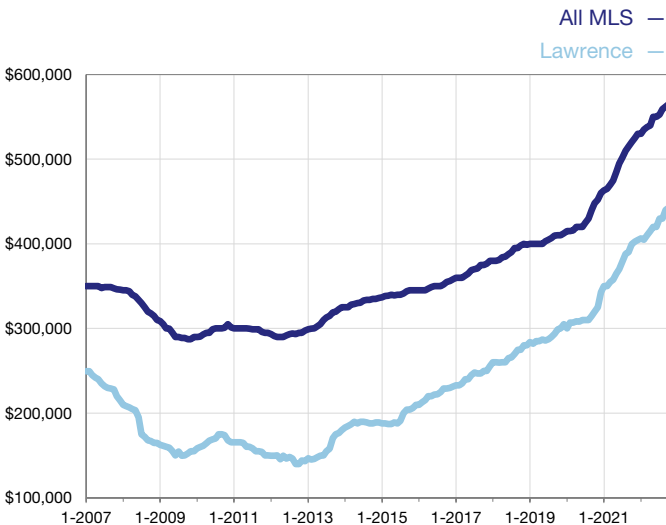
Condominium Properties

Key Metrics	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	5	2	- 60.0%	90	37	- 58.9%
Closed Sales	11	2	- 81.8%	88	42	- 52.3%
Median Sales Price*	\$270,000	\$270,000	0.0%	\$227,500	\$240,000	+ 5.5%
Inventory of Homes for Sale	6	1	- 83.3%	--	--	--
Months Supply of Inventory	0.8	0.3	- 62.5%	--	--	--
Cumulative Days on Market Until Sale	33	33	0.0%	31	22	- 29.0%
Percent of Original List Price Received*	102.1%	101.0%	- 1.1%	101.2%	104.4%	+ 3.2%
New Listings	4	1	- 75.0%	98	42	- 57.1%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

