

Local Market Update – January 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	6	4	- 33.3%	6	4	- 33.3%
Closed Sales	16	8	- 50.0%	16	8	- 50.0%
Median Sales Price*	\$392,500	\$435,000	+ 10.8%	\$392,500	\$435,000	+ 10.8%
Inventory of Homes for Sale	17	4	- 76.5%	--	--	--
Months Supply of Inventory	1.1	0.3	- 72.7%	--	--	--
Cumulative Days on Market Until Sale	26	29	+ 11.5%	26	29	+ 11.5%
Percent of Original List Price Received*	101.5%	104.7%	+ 3.2%	101.5%	104.7%	+ 3.2%
New Listings	13	4	- 69.2%	13	4	- 69.2%

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

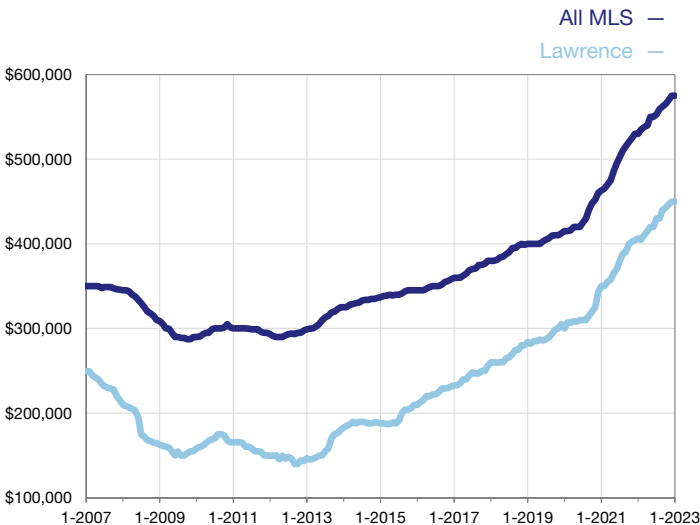
Condominium Properties

Key Metrics	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	1	3	+ 200.0%	1	3	+ 200.0%
Closed Sales	7	1	- 85.7%	7	1	- 85.7%
Median Sales Price*	\$330,000	\$290,000	- 12.1%	\$330,000	\$290,000	- 12.1%
Inventory of Homes for Sale	7	3	- 57.1%	--	--	--
Months Supply of Inventory	1.0	0.8	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	20	25	+ 25.0%	20	25	+ 25.0%
Percent of Original List Price Received*	103.9%	96.7%	- 6.9%	103.9%	96.7%	- 6.9%
New Listings	3	6	+ 100.0%	3	6	+ 100.0%

* 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

