

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	18	28	+ 55.6%	128	164	+ 28.1%
Closed Sales	17	20	+ 17.6%	119	131	+ 10.1%
Median Sales Price*	\$295,000	\$315,000	+ 6.8%	\$275,000	\$295,000	+ 7.3%
Inventory of Homes for Sale	51	24	- 52.9%	--	--	--
Months Supply of Inventory	2.7	1.2	- 55.6%	--	--	--
Cumulative Days on Market Until Sale	19	24	+ 26.3%	42	43	+ 2.4%
Percent of Original List Price Received*	103.9%	101.1%	- 2.7%	101.6%	99.0%	- 2.6%
New Listings	30	22	- 26.7%	172	176	+ 2.3%

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

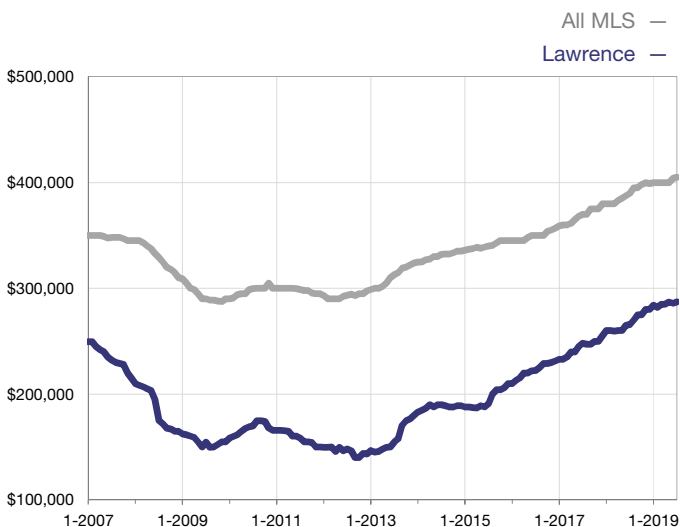
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	7	5	- 28.6%	51	41	- 19.6%
Closed Sales	9	5	- 44.4%	45	42	- 6.7%
Median Sales Price*	\$157,000	\$225,000	+ 43.3%	\$157,000	\$188,500	+ 20.1%
Inventory of Homes for Sale	13	8	- 38.5%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	19	17	- 10.5%	40	27	- 32.5%
Percent of Original List Price Received*	103.7%	102.7%	- 1.0%	100.4%	99.2%	- 1.2%
New Listings	12	6	- 50.0%	65	50	- 23.1%

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

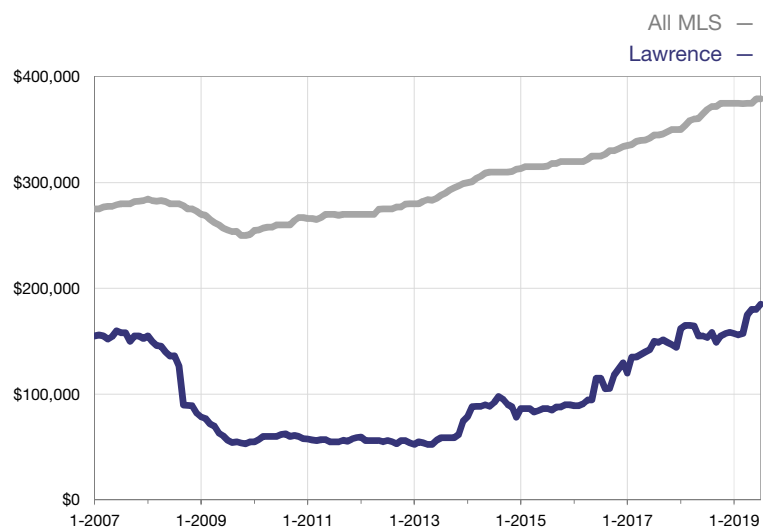
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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