

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	11	13	+ 18.2%	46	52	+ 13.0%
Closed Sales	10	8	- 20.0%	41	48	+ 17.1%
Median Sales Price*	\$292,500	\$342,500	+ 17.1%	\$305,000	\$367,500	+ 20.5%
Inventory of Homes for Sale	24	4	- 83.3%	--	--	--
Months Supply of Inventory	1.3	0.2	- 84.6%	--	--	--
Cumulative Days on Market Until Sale	52	29	- 44.2%	53	31	- 41.5%
Percent of Original List Price Received*	98.5%	100.9%	+ 2.4%	99.1%	102.2%	+ 3.1%
New Listings	12	14	+ 16.7%	53	52	- 1.9%

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

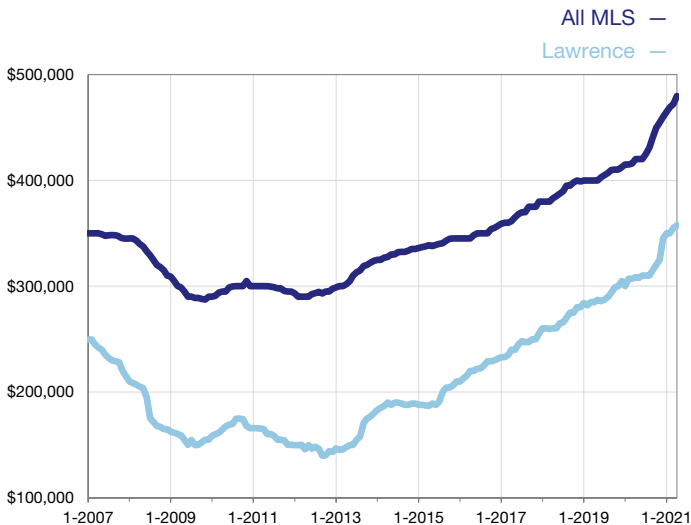
Condominium Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	1	8	+ 700.0%	19	31	+ 63.2%
Closed Sales	3	8	+ 166.7%	17	30	+ 76.5%
Median Sales Price*	\$225,000	\$209,250	- 7.0%	\$185,000	\$180,000	- 2.7%
Inventory of Homes for Sale	10	9	- 10.0%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	58	33	- 43.1%	37	30	- 18.9%
Percent of Original List Price Received*	102.6%	98.3%	- 4.2%	101.3%	100.0%	- 1.3%
New Listings	5	4	- 20.0%	20	35	+ 75.0%

* 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

