

# Local Market Update – November 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Lawrence

### Single-Family Properties

Key Metrics	November			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	23	12	- 47.8%	174	138	- 20.7%
Closed Sales	16	7	- 56.3%	167	142	- 15.0%
Median Sales Price*	\$432,750	<b>\$480,000</b>	+ 10.9%	\$401,000	<b>\$450,000</b>	+ 12.2%
Inventory of Homes for Sale	24	9	- 62.5%	--	--	--
Months Supply of Inventory	1.5	0.7	- 53.3%	--	--	--
Cumulative Days on Market Until Sale	23	23	0.0%	22	24	+ 9.1%
Percent of Original List Price Received*	99.0%	100.6%	+ 1.6%	105.1%	103.9%	- 1.1%
New Listings	18	11	- 38.9%	201	160	- 20.4%

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

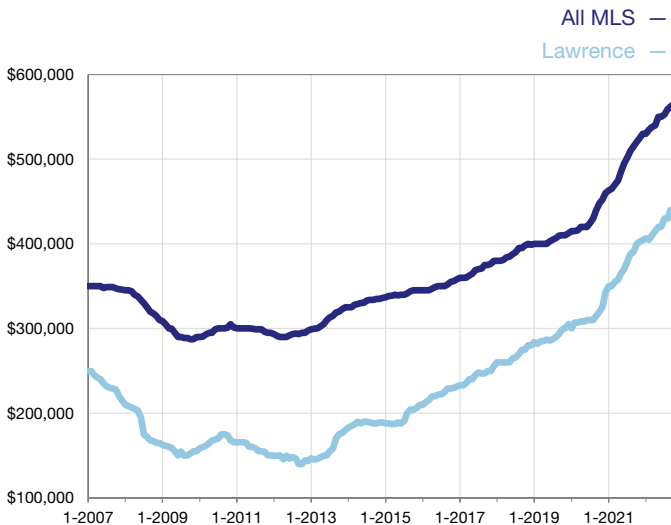
### Condominium Properties

Key Metrics	November			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	10	3	- 70.0%	85	35	- 58.8%
Closed Sales	8	1	- 87.5%	77	40	- 48.1%
Median Sales Price*	\$267,500	<b>\$125,100</b>	- 53.2%	\$205,000	<b>\$240,000</b>	+ 17.1%
Inventory of Homes for Sale	8	2	- 75.0%	--	--	--
Months Supply of Inventory	1.1	0.6	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	21	22	+ 4.8%	31	21	- 32.3%
Percent of Original List Price Received*	100.8%	89.4%	- 11.3%	101.1%	104.6%	+ 3.5%
New Listings	6	2	- 66.7%	94	41	- 56.4%

\* 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

