

Local Market Update – February 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	February			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	13	6	- 53.8%	19	9	- 52.6%
Closed Sales	8	4	- 50.0%	24	12	- 50.0%
Median Sales Price*	\$385,500	\$445,000	+ 15.4%	\$386,000	\$435,000	+ 12.7%
Inventory of Homes for Sale	13	3	- 76.9%	--	--	--
Months Supply of Inventory	0.8	0.3	- 62.5%	--	--	--
Cumulative Days on Market Until Sale	34	21	- 38.2%	29	27	- 6.9%
Percent of Original List Price Received*	98.5%	98.2%	- 0.3%	100.5%	102.5%	+ 2.0%
New Listings	10	4	- 60.0%	23	8	- 65.2%

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

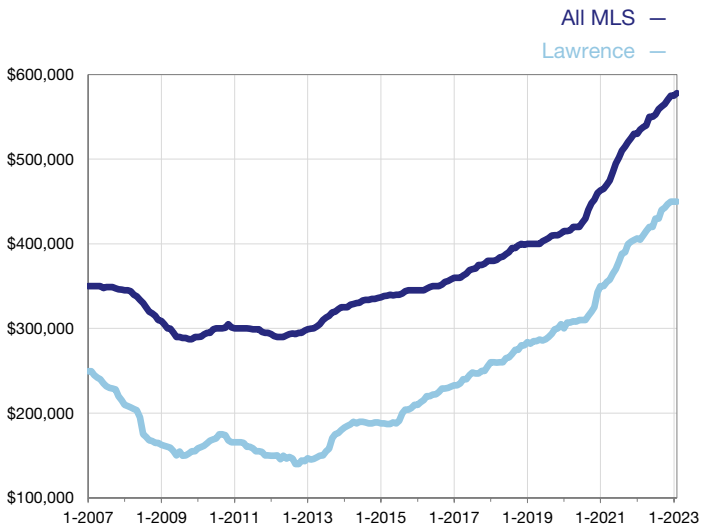
Condominium Properties

Key Metrics	February			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	4	6	+ 50.0%	5	8	+ 60.0%
Closed Sales	3	1	- 66.7%	10	3	- 70.0%
Median Sales Price*	\$275,000	\$340,000	+ 23.6%	\$300,000	\$305,000	+ 1.7%
Inventory of Homes for Sale	8	2	- 75.0%	--	--	--
Months Supply of Inventory	1.2	0.6	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	19	16	- 15.8%	20	21	+ 5.0%
Percent of Original List Price Received*	106.8%	103.0%	- 3.6%	104.8%	101.6%	- 3.1%
New Listings	6	4	- 33.3%	9	10	+ 11.1%

* 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

