

Local Market Update – April 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Beacon Hill

Single-Family Properties

| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-------------|------|----------|--------------|-------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 2 | 2 | 0.0% | 12 | 5 | - 58.3% |
| Closed Sales | 2 | 0 | - 100.0% | 10 | 4 | - 60.0% |
| Median Sales Price* | \$9,525,000 | \$0 | - 100.0% | \$3,285,000 | \$3,675,000 | + 11.9% |
| Inventory of Homes for Sale | 13 | 8 | - 38.5% | -- | -- | -- |
| Months Supply of Inventory | 4.9 | 4.2 | - 14.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 21 | 0 | - 100.0% | 104 | 102 | - 1.9% |
| Percent of Original List Price Received* | 97.7% | 0.0% | - 100.0% | 91.3% | 87.6% | - 4.1% |
| New Listings | 4 | 4 | 0.0% | 13 | 12 | - 7.7% |

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

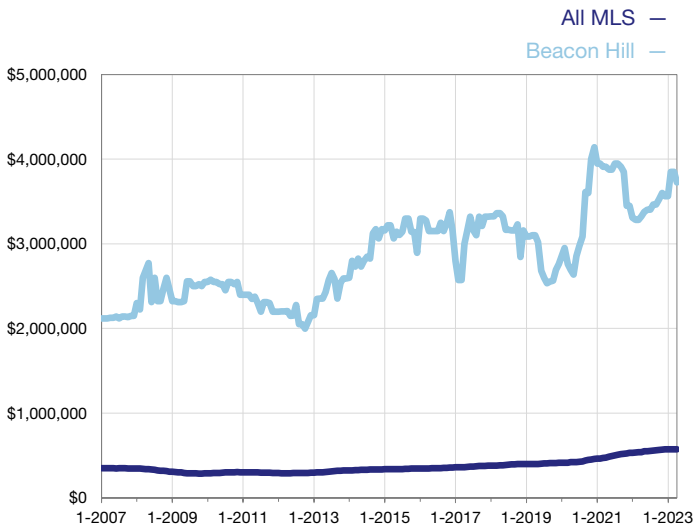
Condominium Properties

| Key Metrics | April | | | Year to Date | | |
|------------------------------------------|-------------|-----------|----------|--------------|-----------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 21 | 19 | - 9.5% | 60 | 41 | - 31.7% |
| Closed Sales | 20 | 6 | - 70.0% | 44 | 24 | - 45.5% |
| Median Sales Price* | \$1,237,500 | \$639,250 | - 48.3% | \$945,000 | \$916,000 | - 3.1% |
| Inventory of Homes for Sale | 51 | 37 | - 27.5% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 3.6 | + 2.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 30 | 68 | + 126.7% | 55 | 57 | + 3.6% |
| Percent of Original List Price Received* | 100.7% | 99.5% | - 1.2% | 98.1% | 97.6% | - 0.5% |
| New Listings | 29 | 12 | - 58.6% | 96 | 64 | - 33.3% |

* 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

