

Local Market Update – April 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	April			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	13	18	+ 38.5%	46	32	- 30.4%
Closed Sales	13	5	- 61.5%	49	23	- 53.1%
Median Sales Price*	\$450,000	\$391,000	- 13.1%	\$440,000	\$440,000	0.0%
Inventory of Homes for Sale	19	8	- 57.9%	--	--	--
Months Supply of Inventory	1.2	0.7	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	18	35	+ 94.4%	24	27	+ 12.5%
Percent of Original List Price Received*	105.5%	102.6%	- 2.7%	103.1%	102.9%	- 0.2%
New Listings	20	16	- 20.0%	59	38	- 35.6%

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

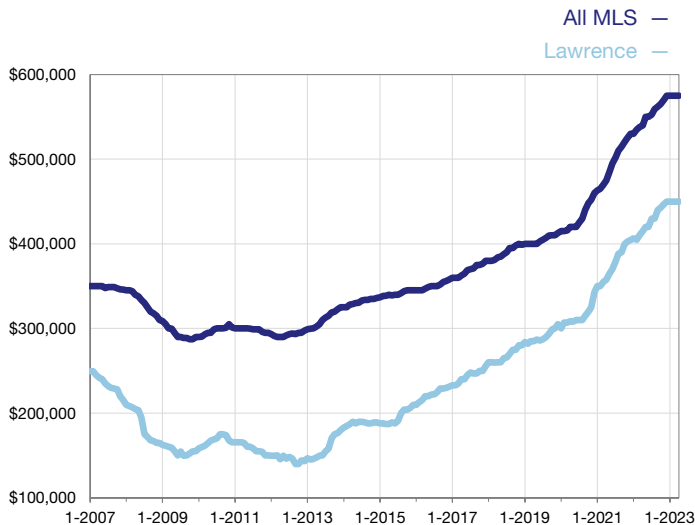
Condominium Properties

Key Metrics	April			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	5	3	- 40.0%	17	19	+ 11.8%
Closed Sales	2	10	+ 400.0%	18	16	- 11.1%
Median Sales Price*	\$282,500	\$322,500	+ 14.2%	\$272,500	\$297,500	+ 9.2%
Inventory of Homes for Sale	3	3	0.0%	--	--	--
Months Supply of Inventory	0.5	0.8	+ 60.0%	--	--	--
Cumulative Days on Market Until Sale	18	19	+ 5.6%	23	17	- 26.1%
Percent of Original List Price Received*	110.0%	98.1%	- 10.8%	104.4%	98.8%	- 5.4%
New Listings	4	1	- 75.0%	18	22	+ 22.2%

* 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

