

Local Market Update – June 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	18	9	- 50.0%	83	50	- 39.8%
Closed Sales	15	16	+ 6.7%	81	49	- 39.5%
Median Sales Price*	\$470,000	\$452,500	- 3.7%	\$440,000	\$440,000	0.0%
Inventory of Homes for Sale	15	5	- 66.7%	--	--	--
Months Supply of Inventory	1.0	0.5	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	35	20	- 42.9%	25	23	- 8.0%
Percent of Original List Price Received*	104.6%	102.9%	- 1.6%	104.0%	103.5%	- 0.5%
New Listings	20	9	- 55.0%	92	56	- 39.1%

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

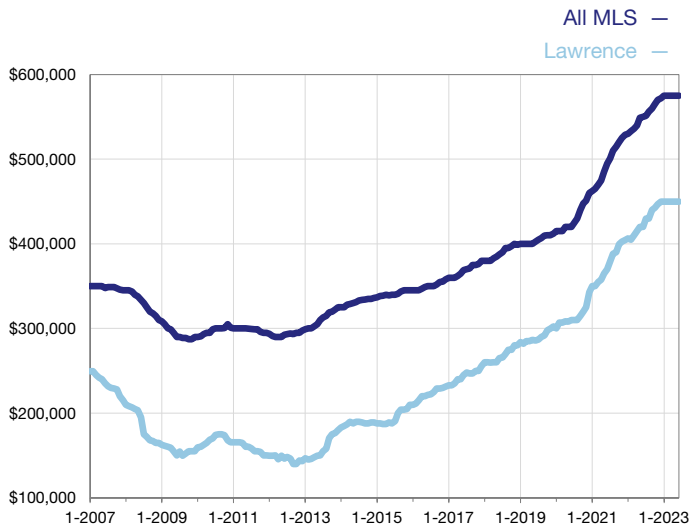
Condominium Properties

Key Metrics	June			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	1	2	+ 100.0%	19	24	+ 26.3%
Closed Sales	2	4	+ 100.0%	28	25	- 10.7%
Median Sales Price*	\$259,500	\$190,000	- 26.8%	\$242,500	\$235,000	- 3.1%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	0.4	0.8	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	48	23	- 52.1%	21	17	- 19.0%
Percent of Original List Price Received*	104.8%	98.8%	- 5.7%	106.0%	99.3%	- 6.3%
New Listings	1	4	+ 300.0%	20	28	+ 40.0%

* 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

