

# Local Market Update – July 2023

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## Hanson

### Single-Family Properties

| Key Metrics                              | July      |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2022      | 2023             | + / -   | 2022         | 2023             | + / -   |
| Pending Sales                            | 7         | 9                | + 28.6% | 45           | 46               | + 2.2%  |
| Closed Sales                             | 6         | 6                | 0.0%    | 39           | 36               | - 7.7%  |
| Median Sales Price*                      | \$642,500 | <b>\$583,000</b> | - 9.3%  | \$550,000    | <b>\$480,000</b> | - 12.7% |
| Inventory of Homes for Sale              | 11        | 6                | - 45.5% | --           | --               | --      |
| Months Supply of Inventory               | 1.6       | <b>0.9</b>       | - 43.8% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 17        | <b>23</b>        | + 35.3% | 27           | <b>34</b>        | + 25.9% |
| Percent of Original List Price Received* | 110.1%    | <b>100.0%</b>    | - 9.2%  | 104.1%       | <b>99.5%</b>     | - 4.4%  |
| New Listings                             | 7         | 9                | + 28.6% | 53           | 48               | - 9.4%  |

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

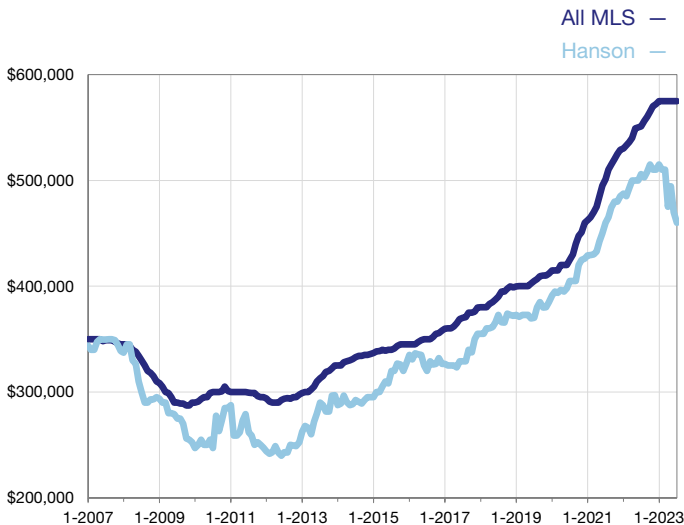
### Condominium Properties

| Key Metrics                              | July      |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2022      | 2023             | + / -   | 2022         | 2023             | + / -   |
| Pending Sales                            | 0         | 0                | --      | 17           | 9                | - 47.1% |
| Closed Sales                             | 2         | 2                | 0.0%    | 18           | 9                | - 50.0% |
| Median Sales Price*                      | \$514,950 | <b>\$470,000</b> | - 8.7%  | \$502,450    | <b>\$420,000</b> | - 16.4% |
| Inventory of Homes for Sale              | 0         | 1                | --      | --           | --               | --      |
| Months Supply of Inventory               | 0.0       | <b>0.5</b>       | --      | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 18        | <b>15</b>        | - 16.7% | 20           | <b>29</b>        | + 45.0% |
| Percent of Original List Price Received* | 101.2%    | <b>105.4%</b>    | + 4.2%  | 103.8%       | <b>99.6%</b>     | - 4.0%  |
| New Listings                             | 0         | 1                | --      | 19           | 10               | - 47.4% |

\* 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

