

Local Market Update – July 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	11	10	- 9.1%	94	59	- 37.2%
Closed Sales	18	7	- 61.1%	99	56	- 43.4%
Median Sales Price*	\$432,500	\$470,000	+ 8.7%	\$440,000	\$450,000	+ 2.3%
Inventory of Homes for Sale	13	7	- 46.2%	--	--	--
Months Supply of Inventory	0.9	0.8	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	21	20	- 4.8%	24	23	- 4.2%
Percent of Original List Price Received*	105.9%	103.0%	- 2.7%	104.3%	103.4%	- 0.9%
New Listings	11	14	+ 27.3%	103	67	- 35.0%

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

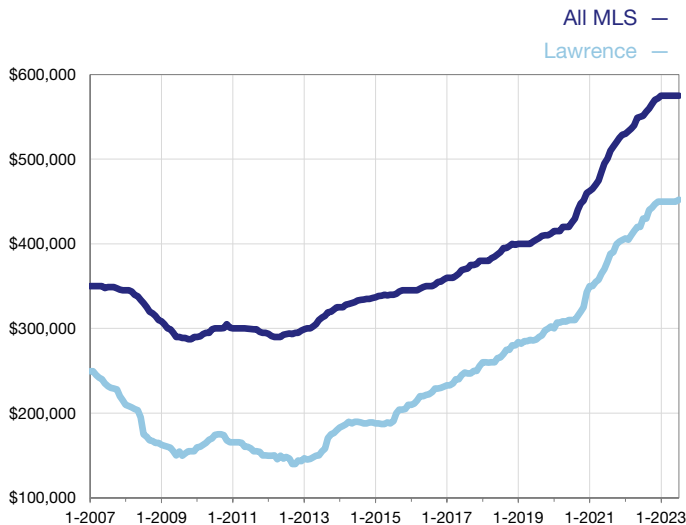
Condominium Properties

Key Metrics	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	3	6	+ 100.0%	22	29	+ 31.8%
Closed Sales	1	2	+ 100.0%	29	27	- 6.9%
Median Sales Price*	\$240,000	\$331,000	+ 37.9%	\$240,000	\$285,000	+ 18.8%
Inventory of Homes for Sale	6	1	- 83.3%	--	--	--
Months Supply of Inventory	1.2	0.3	- 75.0%	--	--	--
Cumulative Days on Market Until Sale	21	5	- 76.2%	21	16	- 23.8%
Percent of Original List Price Received*	106.7%	112.4%	+ 5.3%	106.1%	100.3%	- 5.5%
New Listings	8	4	- 50.0%	28	32	+ 14.3%

* 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

