

Local Market Update – August 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Beacon Hill

Single-Family Properties

Key Metrics	August			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	3	2	- 33.3%	23	12	- 47.8%
Closed Sales	2	1	- 50.0%	23	10	- 56.5%
Median Sales Price*	\$4,650,000	\$6,170,000	+ 32.7%	\$3,600,000	\$3,375,000	- 6.3%
Inventory of Homes for Sale	6	5	- 16.7%	--	--	--
Months Supply of Inventory	2.0	3.0	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	50	19	- 62.0%	101	75	- 25.7%
Percent of Original List Price Received*	93.0%	97.2%	+ 4.5%	90.8%	92.5%	+ 1.9%
New Listings	0	3	--	19	20	+ 5.3%

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

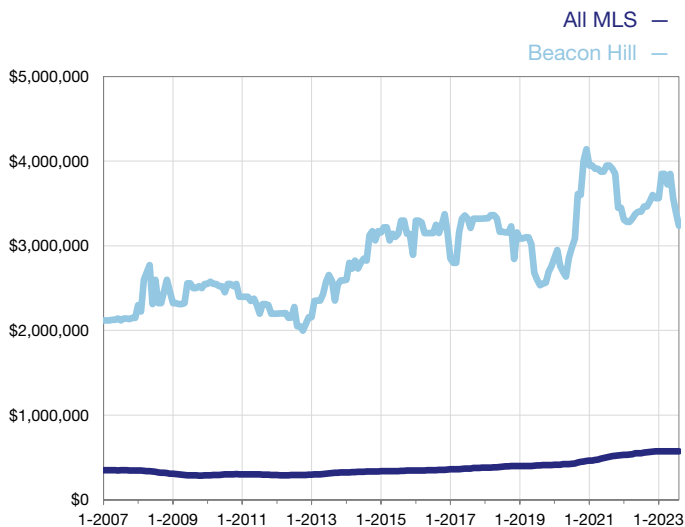
Condominium Properties

Key Metrics	August			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	11	4	- 63.6%	104	79	- 24.0%
Closed Sales	14	13	- 7.1%	105	78	- 25.7%
Median Sales Price*	\$811,500	\$725,500	- 10.6%	\$1,009,100	\$890,000	- 11.8%
Inventory of Homes for Sale	50	20	- 60.0%	--	--	--
Months Supply of Inventory	3.9	2.1	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	55	75	+ 36.4%	43	53	+ 23.3%
Percent of Original List Price Received*	95.2%	97.9%	+ 2.8%	98.4%	97.8%	- 0.6%
New Listings	10	5	- 50.0%	161	108	- 32.9%

* 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

