

Local Market Update – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Beacon Hill

Single-Family Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	0	2	--	23	14	- 39.1%
Closed Sales	3	1	- 66.7%	26	11	- 57.7%
Median Sales Price*	\$3,850,000	\$6,350,000	+ 64.9%	\$3,725,000	\$3,525,000	- 5.4%
Inventory of Homes for Sale	10	14	+ 40.0%	--	--	--
Months Supply of Inventory	3.1	8.2	+ 164.5%	--	--	--
Cumulative Days on Market Until Sale	89	129	+ 44.9%	100	80	- 20.0%
Percent of Original List Price Received*	92.7%	90.9%	- 1.9%	91.1%	92.4%	+ 1.4%
New Listings	4	11	+ 175.0%	23	31	+ 34.8%

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

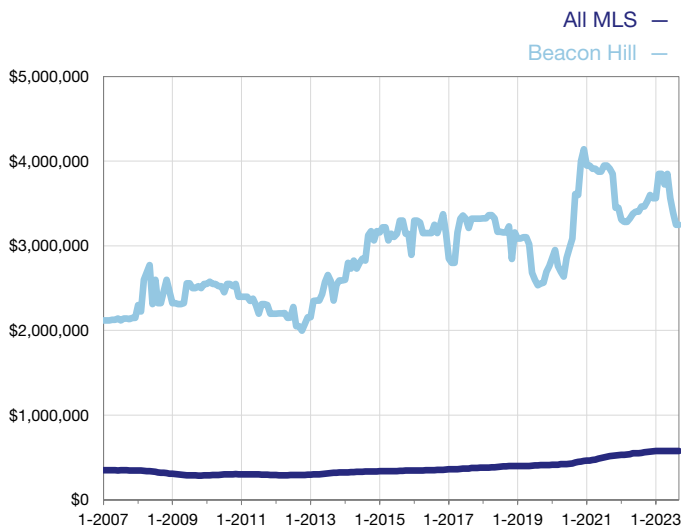
Condominium Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	13	12	- 7.7%	117	91	- 22.2%
Closed Sales	7	6	- 14.3%	112	86	- 23.2%
Median Sales Price*	\$1,150,000	\$1,525,000	+ 32.6%	\$1,017,050	\$890,000	- 12.5%
Inventory of Homes for Sale	60	29	- 51.7%	--	--	--
Months Supply of Inventory	4.7	3.0	- 36.2%	--	--	--
Cumulative Days on Market Until Sale	50	30	- 40.0%	43	53	+ 23.3%
Percent of Original List Price Received*	97.0%	98.0%	+ 1.0%	98.3%	97.8%	- 0.5%
New Listings	31	22	- 29.0%	192	131	- 31.8%

* 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

