

Local Market Update – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hanson

Single-Family Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	6	7	+ 16.7%	57	58	+ 1.8%
Closed Sales	7	8	+ 14.3%	56	53	- 5.4%
Median Sales Price*	\$520,000	\$685,000	+ 31.7%	\$532,500	\$525,000	- 1.4%
Inventory of Homes for Sale	15	9	- 40.0%	--	--	--
Months Supply of Inventory	2.3	1.3	- 43.5%	--	--	--
Cumulative Days on Market Until Sale	30	41	+ 36.7%	28	32	+ 14.3%
Percent of Original List Price Received*	98.9%	99.8%	+ 0.9%	102.9%	101.1%	- 1.7%
New Listings	11	5	- 54.5%	69	63	- 8.7%

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

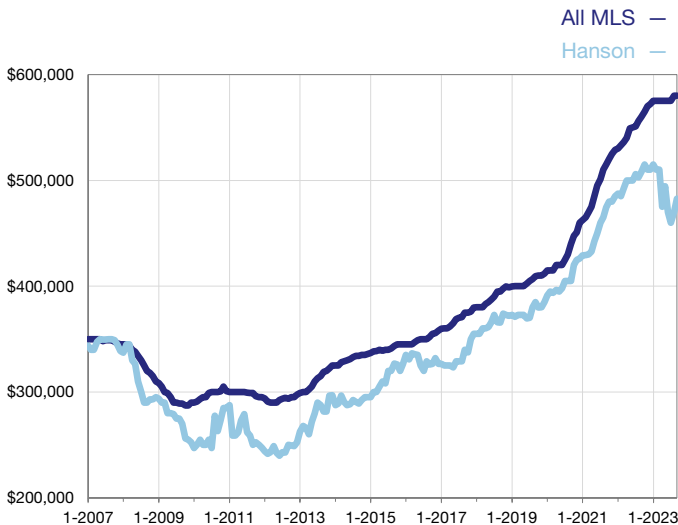
Condominium Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	4	0	- 100.0%	22	10	- 54.5%
Closed Sales	0	1	--	19	11	- 42.1%
Median Sales Price*	\$0	\$425,000	--	\$500,000	\$420,000	- 16.0%
Inventory of Homes for Sale	3	3	0.0%	--	--	--
Months Supply of Inventory	1.2	1.8	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	0	13	--	20	25	+ 25.0%
Percent of Original List Price Received*	0.0%	106.3%	--	103.6%	100.9%	- 2.6%
New Listings	5	2	- 60.0%	27	13	- 51.9%

* 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

