

Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hanson

Single-Family Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	12	8	- 33.3%	69	65	- 5.8%
Closed Sales	4	8	+ 100.0%	60	61	+ 1.7%
Median Sales Price*	\$483,500	\$537,500	+ 11.2%	\$522,500	\$525,000	+ 0.5%
Inventory of Homes for Sale	10	11	+ 10.0%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--
Cumulative Days on Market Until Sale	31	21	- 32.3%	29	31	+ 6.9%
Percent of Original List Price Received*	104.5%	100.6%	- 3.7%	103.0%	101.0%	- 1.9%
New Listings	7	10	+ 42.9%	76	73	- 3.9%

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

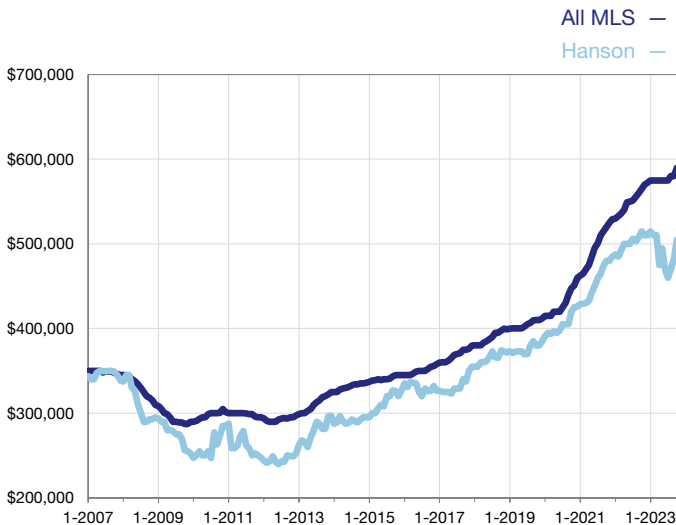
Condominium Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	2	1	- 50.0%	24	11	- 54.2%
Closed Sales	3	0	- 100.0%	22	11	- 50.0%
Median Sales Price*	\$475,000	\$0	- 100.0%	\$487,500	\$420,000	- 13.8%
Inventory of Homes for Sale	3	3	0.0%	--	--	--
Months Supply of Inventory	1.2	1.9	+ 58.3%	--	--	--
Cumulative Days on Market Until Sale	16	0	- 100.0%	19	25	+ 31.6%
Percent of Original List Price Received*	102.3%	0.0%	- 100.0%	103.4%	100.9%	- 2.4%
New Listings	2	1	- 50.0%	29	14	- 51.7%

* 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

