

Local Market Update – November 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	9	10	+ 11.1%	135	96	- 28.9%
Closed Sales	7	7	0.0%	142	93	- 34.5%
Median Sales Price*	\$480,000	\$470,000	- 2.1%	\$450,000	\$460,000	+ 2.2%
Inventory of Homes for Sale	21	7	- 66.7%	--	--	--
Months Supply of Inventory	1.7	0.8	- 52.9%	--	--	--
Cumulative Days on Market Until Sale	23	33	+ 43.5%	24	22	- 8.3%
Percent of Original List Price Received*	100.6%	103.7%	+ 3.1%	103.9%	103.9%	0.0%
New Listings	11	6	- 45.5%	155	113	- 27.1%

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

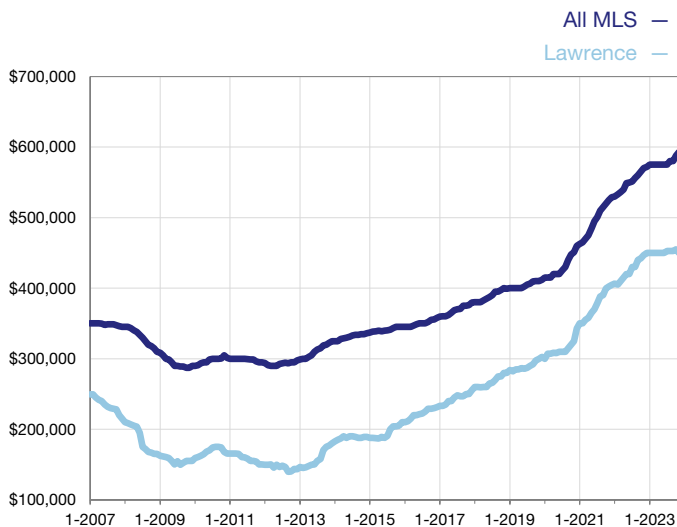
Condominium Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	3	3	0.0%	35	43	+ 22.9%
Closed Sales	1	4	+ 300.0%	40	44	+ 10.0%
Median Sales Price*	\$125,100	\$250,250	+ 100.0%	\$240,000	\$267,500	+ 11.5%
Inventory of Homes for Sale	5	7	+ 40.0%	--	--	--
Months Supply of Inventory	1.4	1.9	+ 35.7%	--	--	--
Cumulative Days on Market Until Sale	22	18	- 18.2%	21	23	+ 9.5%
Percent of Original List Price Received*	89.4%	99.8%	+ 11.6%	104.6%	100.9%	- 3.5%
New Listings	2	3	+ 50.0%	41	51	+ 24.4%

* 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

