

Local Market Update – December 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Hanson

Single-Family Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	6	8	+ 33.3%	80	79	- 1.3%
Closed Sales	9	7	- 22.2%	81	73	- 9.9%
Median Sales Price*	\$450,000	\$525,000	+ 16.7%	\$510,000	\$525,000	+ 2.9%
Inventory of Homes for Sale	8	11	+ 37.5%	--	--	--
Months Supply of Inventory	1.2	1.7	+ 41.7%	--	--	--
Cumulative Days on Market Until Sale	101	33	- 67.3%	36	32	- 11.1%
Percent of Original List Price Received*	92.0%	99.7%	+ 8.4%	100.9%	100.6%	- 0.3%
New Listings	2	9	+ 350.0%	88	87	- 1.1%

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

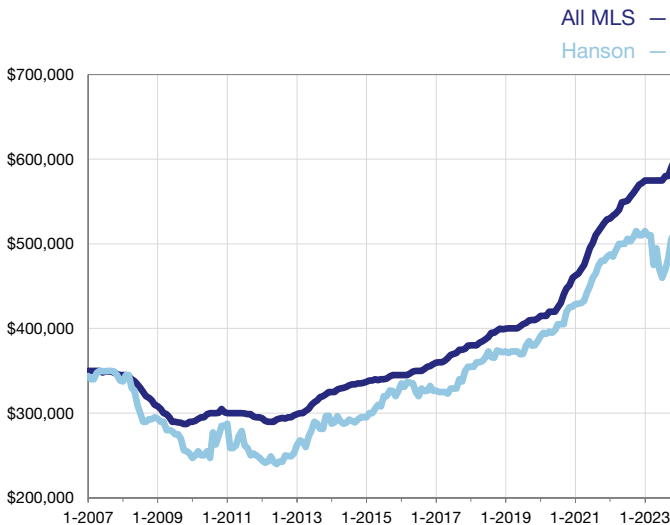
Condominium Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	1	1	0.0%	27	12	- 55.6%
Closed Sales	1	0	- 100.0%	28	12	- 57.1%
Median Sales Price*	\$662,500	\$0	- 100.0%	\$476,250	\$420,000	- 11.8%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.4	2.0	+ 400.0%	--	--	--
Cumulative Days on Market Until Sale	30	0	- 100.0%	20	25	+ 25.0%
Percent of Original List Price Received*	98.9%	0.0%	- 100.0%	102.5%	100.8%	- 1.7%
New Listings	0	0	--	30	15	- 50.0%

* 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

