

Local Market Update – December 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	9	4	- 55.6%	144	100	- 30.6%
Closed Sales	13	12	- 7.7%	155	106	- 31.6%
Median Sales Price*	\$420,000	\$432,950	+ 3.1%	\$450,000	\$455,000	+ 1.1%
Inventory of Homes for Sale	13	5	- 61.5%	--	--	--
Months Supply of Inventory	1.1	0.6	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	23	33	+ 43.5%	24	23	- 4.2%
Percent of Original List Price Received*	100.3%	100.3%	0.0%	103.6%	103.4%	- 0.2%
New Listings	4	3	- 25.0%	159	116	- 27.0%

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

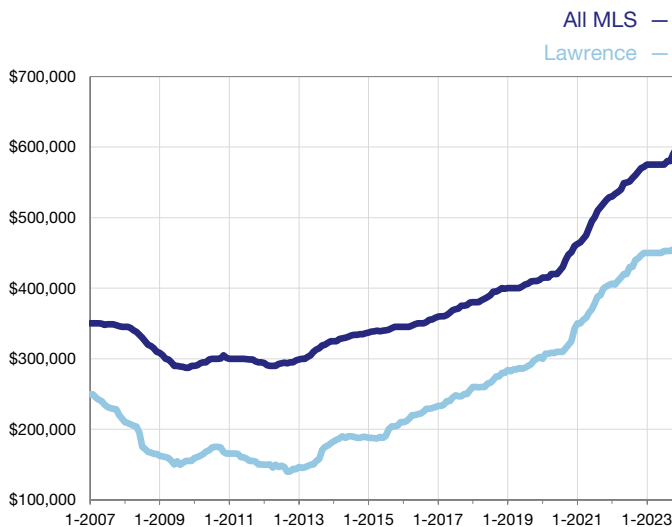
Condominium Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	2	3	+ 50.0%	37	46	+ 24.3%
Closed Sales	2	1	- 50.0%	42	45	+ 7.1%
Median Sales Price*	\$270,000	\$284,210	+ 5.3%	\$240,000	\$275,000	+ 14.6%
Inventory of Homes for Sale	3	7	+ 133.3%	--	--	--
Months Supply of Inventory	0.9	1.8	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	33	8	- 75.8%	22	22	0.0%
Percent of Original List Price Received*	101.0%	103.3%	+ 2.3%	104.4%	101.0%	- 3.3%
New Listings	1	3	+ 200.0%	42	54	+ 28.6%

* 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

