

Local Market Update – September 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

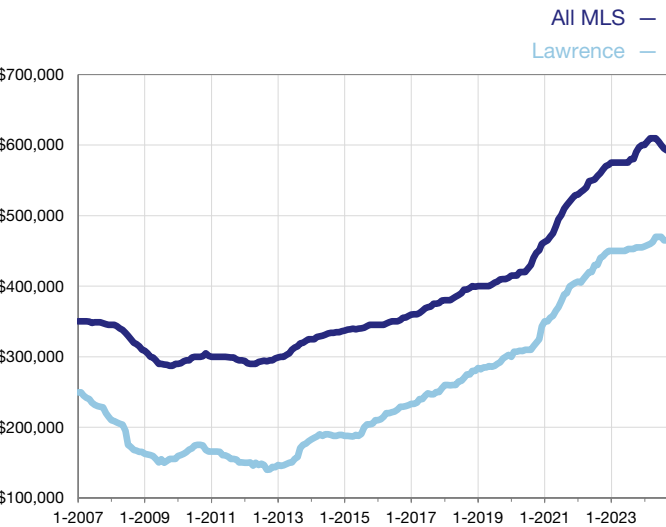
Single-Family Properties	September			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Key Metrics						
Pending Sales	10	13	+ 30.0%	77	104	+ 35.1%
Closed Sales	11	15	+ 36.4%	77	88	+ 14.3%
Median Sales Price*	\$480,000	\$480,000	0.0%	\$458,000	\$514,000	+ 12.2%
Inventory of Homes for Sale	14	14	0.0%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--
Cumulative Days on Market Until Sale	22	17	- 22.7%	22	24	+ 9.1%
Percent of Original List Price Received*	104.1%	107.6%	+ 3.4%	103.7%	104.2%	+ 0.5%
New Listings	14	22	+ 57.1%	94	121	+ 28.7%

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

Condominium Properties	September			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Key Metrics						
Pending Sales	3	6	+ 100.0%	36	43	+ 19.4%
Closed Sales	4	5	+ 25.0%	35	39	+ 11.4%
Median Sales Price*	\$251,000	\$260,000	+ 3.6%	\$260,000	\$275,000	+ 5.8%
Inventory of Homes for Sale	2	7	+ 250.0%	--	--	--
Months Supply of Inventory	0.5	1.6	+ 220.0%	--	--	--
Cumulative Days on Market Until Sale	18	46	+ 155.6%	16	36	+ 125.0%
Percent of Original List Price Received*	101.1%	98.4%	- 2.7%	100.8%	100.6%	- 0.2%
New Listings	1	4	+ 300.0%	39	51	+ 30.8%

* 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

