

Local Market Update – October 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Lawrence

Single-Family Properties

Key Metrics	October			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	9	14	+ 55.6%	86	114	+ 32.6%
Closed Sales	9	15	+ 66.7%	86	103	+ 19.8%
Median Sales Price*	\$520,000	\$515,000	- 1.0%	\$459,000	\$515,000	+ 12.2%
Inventory of Homes for Sale	18	19	+ 5.6%	--	--	--
Months Supply of Inventory	2.1	1.8	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	17	21	+ 23.5%	21	23	+ 9.5%
Percent of Original List Price Received*	105.1%	102.4%	- 2.6%	103.9%	103.9%	0.0%
New Listings	13	20	+ 53.8%	107	139	+ 29.9%

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

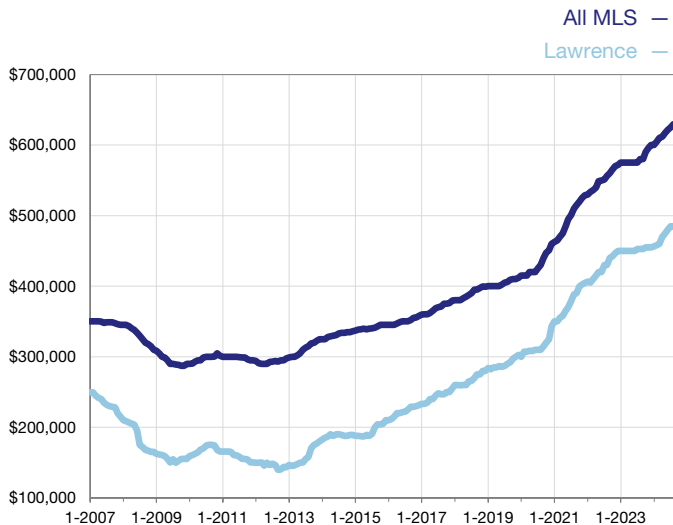
Condominium Properties

Key Metrics	October			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	4	7	+ 75.0%	40	49	+ 22.5%
Closed Sales	5	5	0.0%	40	44	+ 10.0%
Median Sales Price*	\$385,000	\$267,500	- 30.5%	\$280,000	\$271,250	- 3.1%
Inventory of Homes for Sale	7	5	- 28.6%	--	--	--
Months Supply of Inventory	1.9	1.1	- 42.1%	--	--	--
Cumulative Days on Market Until Sale	73	60	- 17.8%	23	39	+ 69.6%
Percent of Original List Price Received*	102.4%	102.2%	- 0.2%	101.0%	100.8%	- 0.2%
New Listings	9	5	- 44.4%	48	56	+ 16.7%

* 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

