

Massachusetts Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Mary O'Hagan on Wednesday, December 27, 2023

Single Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023	Var.	2022	2023	Var.	2022	2023*	Var.
Listing Units	2568	3233	665	4931	3585	-1346	5467	4456	-1011	3238	3130	-108
Avg. Days on Market	55	75	20	45	71	26	58	67	9	94	100	6
Avg. List Price	\$1,198,814.29	\$1,431,410.15	\$232,595.86	\$1,140,808.37	\$1,466,980.29	\$326,171.92	\$1,107,740.23	\$1,385,298.94	\$277,558.71	\$1,149,521.82	\$1,368,059.35	\$218,537.53
Avg. List \$ / SqFt	\$401.75	\$441.38	\$39.63	\$392.25	\$460.05	\$67.80	\$393.29	\$443.93	\$50.64	\$395.48	\$447.91	\$52.43
Approx. Absorption Rate	173.05%	114.71%	-58.34%	88.77%	97.88%	9.11%	76.81%	71.98%	-4.83%	118.38%	95.05%	-23.33%
Approx. Months Supply of Inventory	0.58	0.87	0.29	1.13	1.02	-0.11	1.30	1.39	0.09	0.84	1.05	0.21
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023	Var.	2022	2023	Var.	2022	2023*	Var.
Listing Units (Taken)	10837	8811	-2026	19127	13702	-5425	14916	12113	-2803	8675	8332	-343
Avg. Original List Price	\$785,983.22	\$888,058.14	\$102,074.92	\$808,614.95	\$883,645.00	\$75,030.05	\$753,777.45	\$845,916.82	\$92,139.37	\$742,614.98	\$818,177.44	\$75,562.46
Avg. Original List \$ / SqFt	\$346.71	\$368.81	\$22.10	\$353.95	\$374.23	\$20.28	\$389.33	\$377.79	-\$11.54	\$349.82	\$372.30	\$22.48
Listed & Price Changed (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023	Var.	2022	2023	Var.	2022	2023*	Var.
Listing Units (Price Changed)	744	1004	260	2829	1765	-1064	3211	2017	-1194	1994	1731	-263
Avg. Original List Price	\$783,025.25	\$838,736.73	\$55,711.48	\$852,445.12	\$1,003,089.16	\$150,644.04	\$734,808.58	\$869,458.48	\$134,649.90	\$682,707.52	\$750,334.34	\$67,626.82
Avg. Original List \$ / SqFt	\$356.22	\$368.60	\$12.38	\$367.10	\$404.53	\$37.43	\$352.62	\$408.88	\$56.26	\$349.53	\$367.03	\$17.50
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023	Var.	2022	2023	Var.	2022	2023*	Var.
Listing Units (Went Pending)	10074	8329	-1745	16138	12671	-3467	13194	10420	-2774	9182	8265	-917
Avg. List Price	\$703,517.60	\$737,107.07	\$33,589.47	\$737,192.24	\$790,720.50	\$53,528.26	\$679,193.59	\$740,767.40	\$61,573.81	\$675,751.44	\$726,595.61	\$50,844.17
Avg. List \$ / SqFt	\$329.85	\$340.91	\$11.06	\$340.44	\$353.89	\$13.45	\$329.60	\$353.20	\$23.60	\$328.75	\$349.07	\$20.32
Avg. Days to Offer	21	33	12	14	19	5	23	23	0	32	27	-5

Massachusetts Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Mary O'Hagan on Wednesday, December 27, 2023

Single Family

Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023	Var.	2022	2023	Var.	2022	2023*	Var.
Closed Units (Sold)	8184	6411	-1773	12883	10104	-2779	14251	10768	-3483	10601	8413	-2188
Avg. Days on Market	35	49	14	23	32	9	26	29	3	36	33	-3
Avg. Days to Offer	24	35	11	14	21	7	17	19	2	25	22	-3
Avg. Sale Price	\$661,557.65	\$685,579.59	\$24,021.94	\$775,251.47	\$790,277.97	\$15,026.50	\$739,492.47	\$781,185.24	\$41,692.77	\$678,176.56	\$744,229.67	\$66,053.11
Avg. Sale \$ / SqFt	\$325.66	\$330.66	\$5.00	\$361.45	\$364.05	\$2.60	\$346.39	\$361.66	\$15.27	\$332.19	\$358.21	\$26.02
Avg. List Price	\$645,261.88	\$692,274.06	\$47,012.18	\$729,619.54	\$771,229.37	\$41,609.83	\$722,992.61	\$766,042.01	\$43,049.40	\$679,928.03	\$739,613.58	\$59,685.55
Avg. List \$ / SqFt	\$315.80	\$331.99	\$16.19	\$338.95	\$352.40	\$13.45	\$337.25	\$351.92	\$14.67	\$331.46	\$353.30	\$21.84
Avg. Original List Price	\$655,386.52	\$710,474.31	\$55,087.79	\$735,446.07	\$780,629.56	\$45,183.49	\$733,756.18	\$776,884.53	\$43,128.35	\$696,697.75	\$753,826.16	\$57,128.41
Avg. Original List \$ / SqFt	\$319.91	\$340.02	\$20.11	\$341.61	\$356.07	\$14.46	\$341.80	\$356.07	\$14.27	\$338.78	\$359.14	\$20.36
Avg. Sale Price as % of List Price	103.27%	99.79%	-3.48%	106.80%	103.55%	-3.25%	102.95%	103.15%	0.20%	100.44%	101.64%	1.20%
Avg. Sale Price as % of Original List Price	102.29%	97.70%	-4.59%	106.41%	102.66%	-3.75%	101.90%	102.25%	0.35%	98.52%	100.24%	1.72%
Sold Units - Short Sale	18	18	0	23	23	0	13	11	-2	12	6	-6
Sold Units - Lender-Owned	79	108	29	65	103	38	71	92	21	85	73	-12
12-Month Activity	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023	Var.	2022	2023	Var.	2022	2023*	Var.
Units Listed	59137	51867	-7270	58337	46272	-12065	55893	43435	-12458	53579	42967	-10612
Units Price Changed	9659	12524	2865	9821	10718	897	10616	9025	-1591	12029	9197	-2832
Units Went Pending	54539	45261	-9278	53191	42153	-11038	50633	39453	-11180	47053	38391	-8662
Units Sold	53326	44503	-8823	52525	42109	-10416	50391	38488	-11903	45999	35700	-10299

Massachusetts Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Mary O'Hagan on Wednesday, December 27, 2023

Condominium

Listing Inventory	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023	Var.	2022	2023	Var.	2022	2023*	Var.
Listing Units	1852	2084	232	2643	2128	-515	2826	2521	-305	1669	1816	147
Avg. Days on Market	56	70	14	58	76	18	63	69	6	102	101	-1
Avg. List Price	\$1,089,570.69	\$1,201,578.50	\$112,007.81	\$1,039,952.18	\$1,353,579.25	\$313,627.07	\$1,054,070.43	\$1,248,048.85	\$193,978.42	\$1,118,227.64	\$1,219,203.83	\$100,976.19
Avg. List \$ / SqFt	\$733.52	\$757.81	\$24.29	\$709.17	\$818.05	\$108.88	\$687.40	\$760.54	\$73.14	\$685.72	\$742.97	\$57.25
Approx. Absorption Rate	110.80%	78.00%	-32.80%	75.38%	71.06%	-4.32%	65.19%	57.05%	-8.14%	100.60%	74.94%	-25.66%
Approx. Months Supply of Inventory	0.90	1.28	0.38	1.33	1.41	0.08	1.53	1.75	0.22	0.99	1.33	0.34
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023	Var.	2022	2023	Var.	2022	2023*	Var.
Listing Units (Taken)	6314	5077	-1237	8170	6392	-1778	6306	5668	-638	3811	3737	-74
Avg. Original List Price	\$759,831.09	\$837,981.31	\$78,150.22	\$740,021.46	\$821,960.55	\$81,939.09	\$731,826.13	\$822,853.91	\$91,027.78	\$739,173.05	\$794,223.68	\$55,050.63
Avg. Original List \$ / SqFt	\$598.37	\$595.82	-\$2.55	\$560.39	\$596.89	\$36.50	\$544.27	\$579.48	\$35.21	\$524.36	\$683.27	\$158.91
Listed & Price Changed (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023	Var.	2022	2023	Var.	2022	2023*	Var.
Listing Units (Price Changed)	477	587	110	1176	802	-374	1109	818	-291	672	635	-37
Avg. Original List Price	\$839,618.25	\$939,243.44	\$99,625.19	\$853,518.88	\$970,342.88	\$116,824.00	\$732,303.08	\$841,020.50	\$108,717.42	\$706,903.71	\$709,882.11	\$2,978.40
Avg. Original List \$ / SqFt	\$648.16	\$626.75	-\$21.41	\$640.25	\$670.60	\$30.35	\$578.51	\$615.59	\$37.08	\$516.24	\$512.48	-\$3.76
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023	Var.	2022	2023	Var.	2022	2023*	Var.
Listing Units (Went Pending)	5541	4220	-1321	6786	5724	-1062	4962	4415	-547	3753	3392	-361
Avg. List Price	\$666,270.22	\$676,539.54	\$10,269.32	\$652,586.07	\$695,226.67	\$42,640.60	\$604,241.76	\$696,690.34	\$92,448.58	\$639,542.68	\$702,011.06	\$62,468.38
Avg. List \$ / SqFt	\$540.42	\$506.63	-\$33.79	\$513.89	\$530.27	\$16.38	\$476.00	\$516.32	\$40.32	\$473.98	\$509.97	\$35.99
Avg. Days to Offer	26	34	8	17	24	7	26	25	-1	34	31	-3

Massachusetts Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Mary O'Hagan on Wednesday, December 27, 2023

Condominium

Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023	Var.	2022	2023	Var.	2022	2023*	Var.
Closed Units (Sold)	4077	3267	-810	6349	4876	-1473	5434	4661	-773	4251	3525	-726
Avg. Days on Market	45	50	5	29	36	7	30	34	4	39	37	-2
Avg. Days to Offer	31	35	4	18	24	6	20	23	3	27	26	-1
Avg. Sale Price	\$623,778.34	\$650,568.18	\$26,789.84	\$681,929.69	\$692,600.12	\$10,670.43	\$619,839.28	\$720,425.20	\$100,585.92	\$610,365.28	\$675,877.75	\$65,512.47
Avg. Sale \$ / SqFt	\$477.13	\$489.88	\$12.75	\$532.47	\$534.85	\$2.38	\$487.94	\$540.72	\$52.78	\$465.91	\$498.13	\$32.22
Avg. List Price	\$618,858.84	\$656,929.79	\$38,070.95	\$662,835.38	\$686,945.34	\$24,109.96	\$613,467.82	\$716,301.32	\$102,833.50	\$614,741.85	\$676,394.17	\$61,652.32
Avg. List \$ / SqFt	\$473.39	\$492.39	\$19.00	\$517.13	\$528.99	\$11.86	\$482.99	\$536.00	\$53.01	\$468.49	\$496.83	\$28.34
Avg. Original List Price	\$625,665.20	\$666,986.26	\$41,321.06	\$667,013.66	\$694,317.18	\$27,303.52	\$624,646.83	\$726,088.22	\$101,441.39	\$624,684.18	\$684,186.09	\$59,501.91
Avg. Original List \$ / SqFt	\$478.73	\$499.80	\$21.07	\$519.91	\$534.14	\$14.23	\$493.30	\$543.25	\$49.95	\$476.17	\$502.37	\$26.20
Avg. Sale Price as % of List Price	101.77%	100.16%	-1.61%	104.13%	102.03%	-2.10%	102.01%	101.93%	-0.08%	100.20%	101.05%	0.85%
Avg. Sale Price as % of Original List Price	101.05%	105.30%	4.25%	103.80%	101.54%	-2.26%	101.28%	105.19%	3.91%	98.94%	100.41%	1.47%
Sold Units - Short Sale	2	1	-1	2	1	-1	0	1	1	3	1	-2
Sold Units - Lender-Owned	14	20	6	22	17	-5	15	14	-1	25	4	-21
12-Month Activity	Q1			Q2			Q3			Q4		
	2022	2023	Var.	2022	2023	Var.	2022	2023	Var.	2022	2023*	Var.
Units Listed	28541	23541	-5000	27265	21637	-5628	25726	21007	-4719	24606	20886	-3720
Units Price Changed	5027	5151	124	4743	4614	-129	4628	4078	-550	5089	4289	-800
Units Went Pending	25346	19238	-6108	23988	18223	-5765	22299	17715	-4584	20502	17310	-3192
Units Sold	24624	19505	-5119	23909	18147	-5762	22107	17259	-4848	20149	16331	-3818

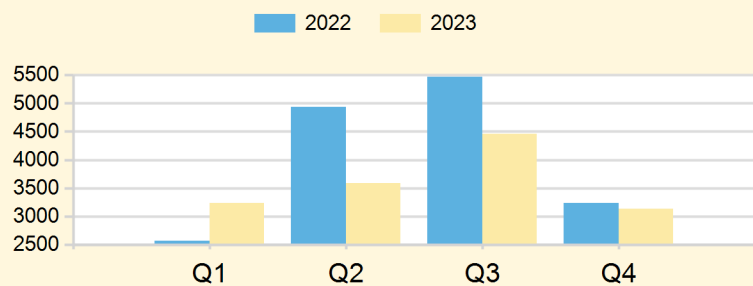
Massachusetts Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Mary O'Hagan on Wednesday, December 27, 2023

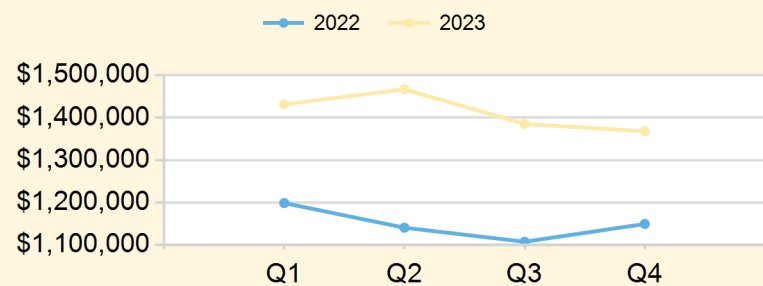
Single Family

Listing Inventory on the Last Day of Each Quarter



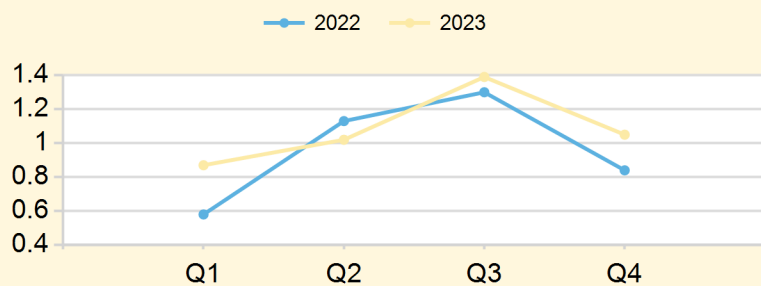
	Q1	Q2	Q3	Q4
2022	2,568	4,931	5,467	3,238
2023	3,233	3,585	4,456	3,130

Average List Price on the Last Day of Each Quarter



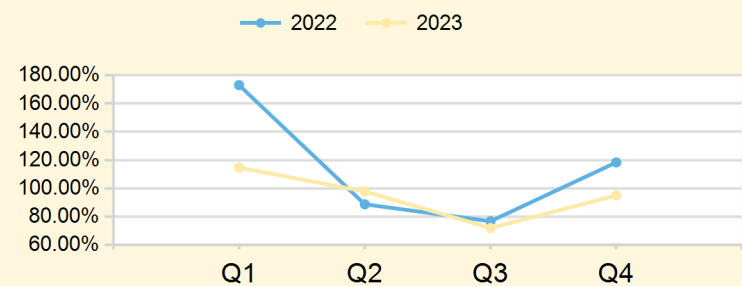
	Q1	Q2	Q3	Q4
2022	\$1,198,814.29	\$1,140,808.37	\$1,107,740.23	\$1,149,521.82
2023	\$1,431,410.15	\$1,466,980.29	\$1,385,298.94	\$1,368,059.35

Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2022	0.58	1.13	1.30	0.84
2023	0.87	1.02	1.39	1.05

Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2022	173.05%	88.77%	76.81%	118.38%
2023	114.71%	97.88%	71.98%	95.05%

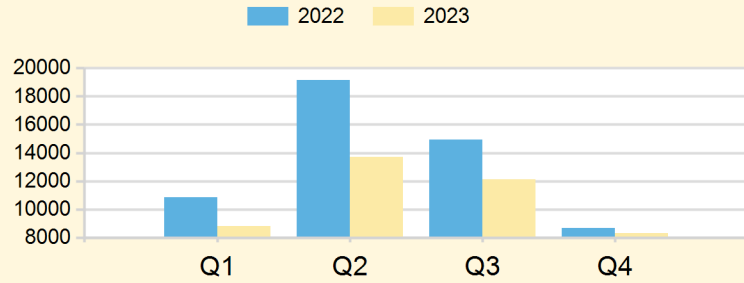
Massachusetts Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Mary O'Hagan on Wednesday, December 27, 2023

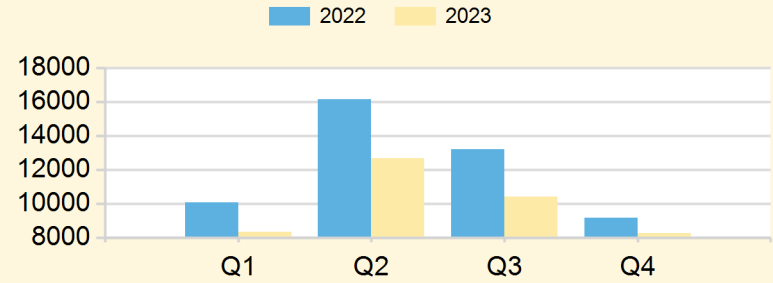
Single Family

Properties Listed During Each Quarter



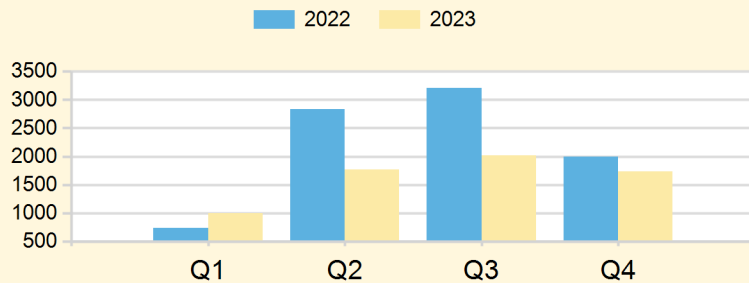
	Q1	Q2	Q3	Q4
2022	10,837	19,127	14,916	8,675
2023	8,811	13,702	12,113	8,332

Went Pending During Each Quarter



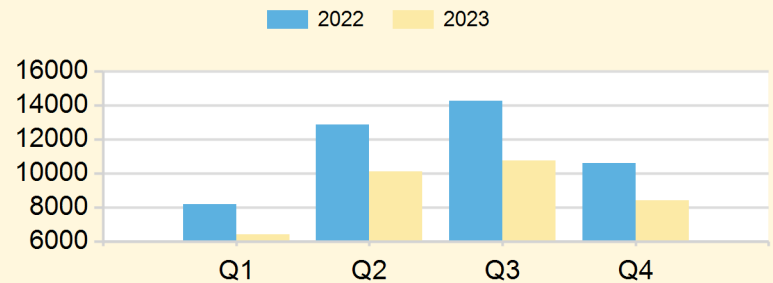
	Q1	Q2	Q3	Q4
2022	10,074	16,138	13,194	9,182
2023	8,329	12,671	10,420	8,265

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2022	744	2,829	3,211	1,994
2023	1,004	1,765	2,017	1,731

Sold Listings During Each Quarter



	Q1	Q2	Q3	Q4
2022	8,184	12,883	14,251	10,601
2023	6,411	10,104	10,768	8,413

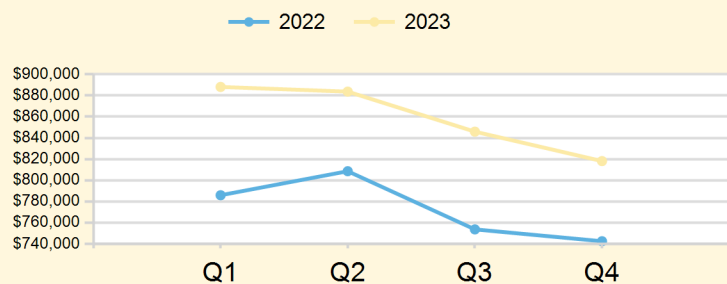
Massachusetts Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Mary O'Hagan on Wednesday, December 27, 2023

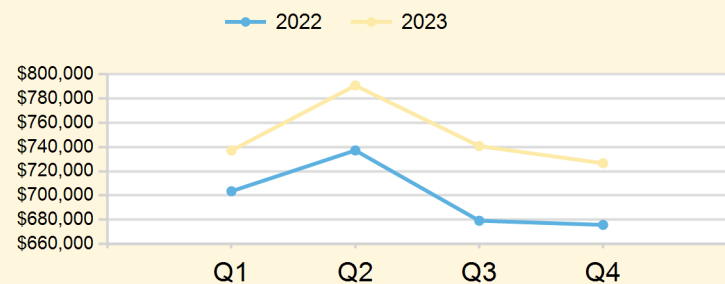
Single Family

Listed Properties - Average List Price For Each Quarter



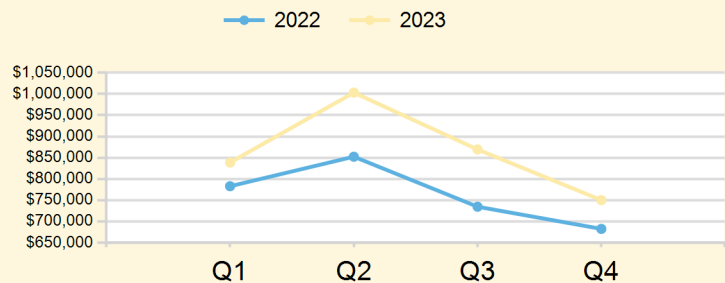
	Q1	Q2	Q3	Q4
2022	\$785,983.22	\$808,614.95	\$753,777.45	\$742,614.98
2023	\$888,058.14	\$883,645.00	\$845,916.82	\$818,177.44

Went Pending - Average List Price For Each Quarter



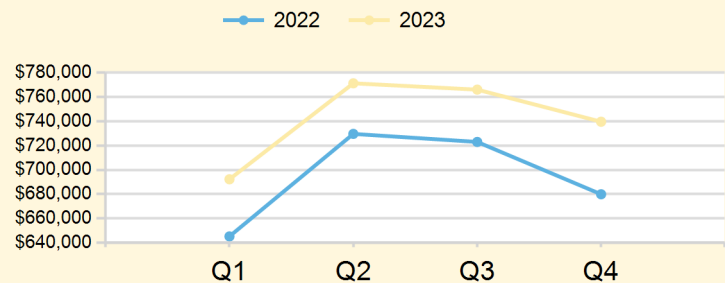
	Q1	Q2	Q3	Q4
2022	\$703,517.60	\$737,192.24	\$679,193.59	\$675,751.44
2023	\$737,107.07	\$790,720.50	\$740,767.40	\$726,595.61

Price Changed - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2022	\$783,025.25	\$852,445.12	\$734,808.58	\$682,707.52
2023	\$838,736.73	\$1,003,089.16	\$869,458.48	\$750,334.34

Sold Listings - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2022	\$645,261.88	\$729,619.54	\$722,992.61	\$679,928.03
2023	\$692,274.06	\$771,229.37	\$766,042.01	\$739,613.58

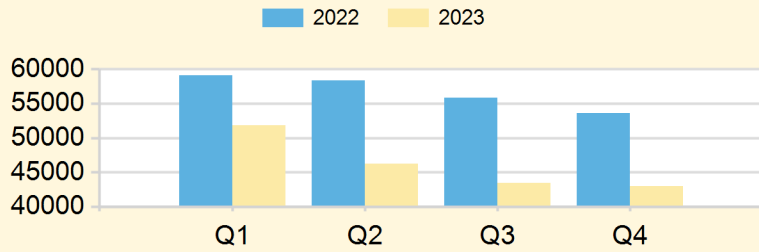
Massachusetts Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Mary O'Hagan on Wednesday, December 27, 2023

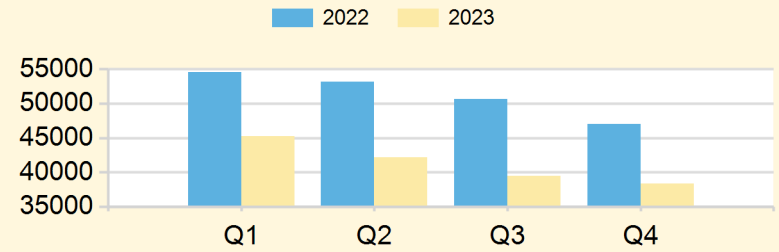
Single Family

Listed Between the Last Day of Each Quarter and 12 Months



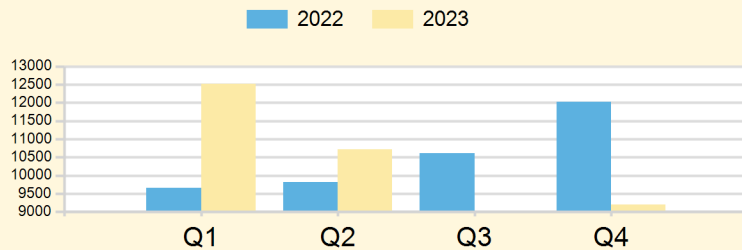
	Q1	Q2	Q3	Q4
2022	59,137	58,337	55,893	53,579
2023	51,867	46,272	43,435	42,967

Went Pending Between the Last Day of Each Quarter and 12 Months



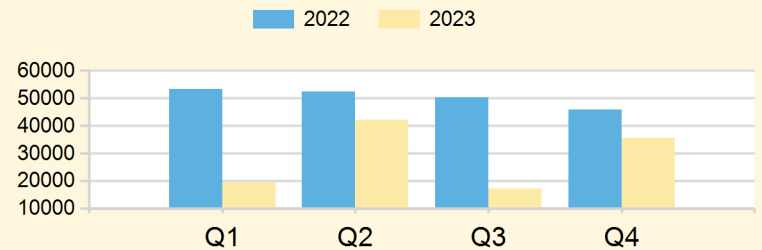
	Q1	Q2	Q3	Q4
2022	54,539	53,191	50,633	47,053
2023	45,261	42,153	39,453	38,391

Price Changed Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2022	9,659	9,821	10,616	12,029
2023	12,524	10,718	9,025	9,197

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2022	53,326	52,525	50,391	45,999
2023	19,505	42,109	17,259	35,700

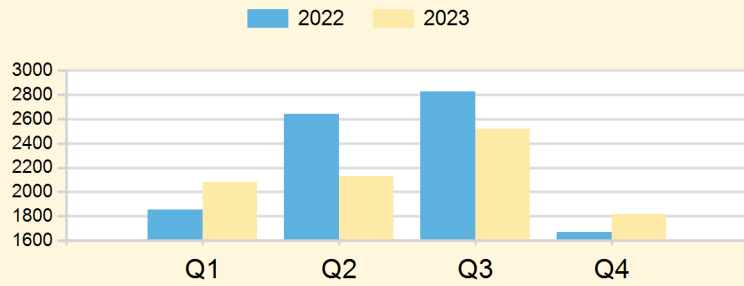
Massachusetts Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Mary O'Hagan on Wednesday, December 27, 2023

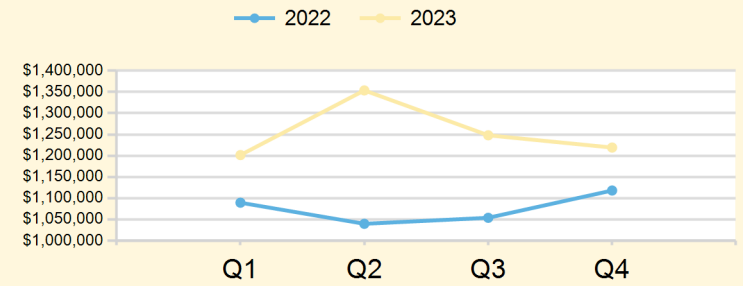
Condominium

Listing Inventory on the Last Day of Each Quarter



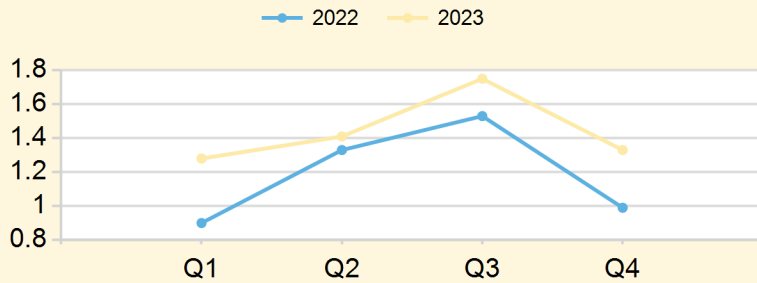
	Q1	Q2	Q3	Q4
2022	1,852	2,643	2,826	1,669
2023	2,084	2,128	2,521	1,816

Average List Price on the Last Day of Each Quarter



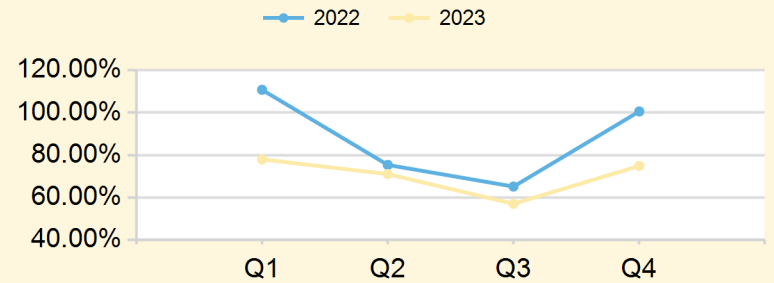
	Q1	Q2	Q3	Q4
2022	\$1,089,570.69	\$1,039,952.18	\$1,054,070.43	\$1,118,227.64
2023	\$1,201,578.50	\$1,353,579.25	\$1,248,048.85	\$1,219,203.83

Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2022	0.90	1.33	1.53	0.99
2023	1.28	1.41	1.75	1.33

Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2022	110.80%	75.38%	65.19%	100.60%
2023	78.00%	71.06%	57.05%	74.94%

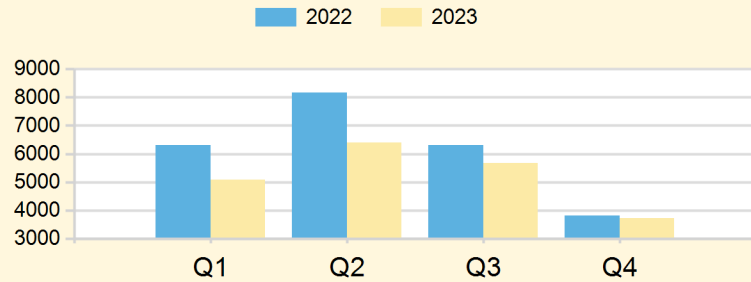
Massachusetts Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Mary O'Hagan on Wednesday, December 27, 2023

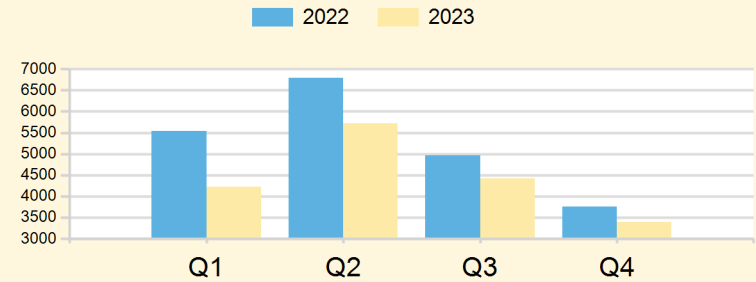
Condominium

Properties Listed During Each Quarter



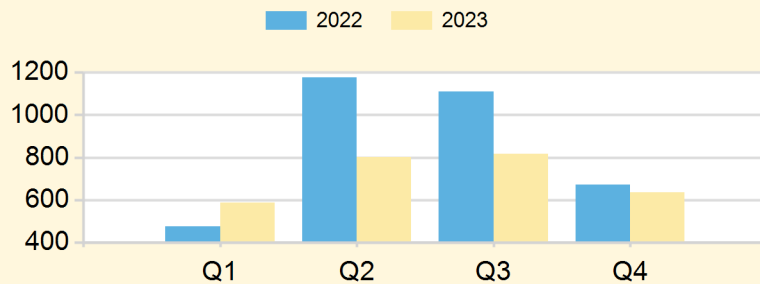
	Q1	Q2	Q3	Q4
2022	6,314	8,170	6,306	3,811
2023	5,077	6,392	5,668	3,737

Went Pending During Each Quarter



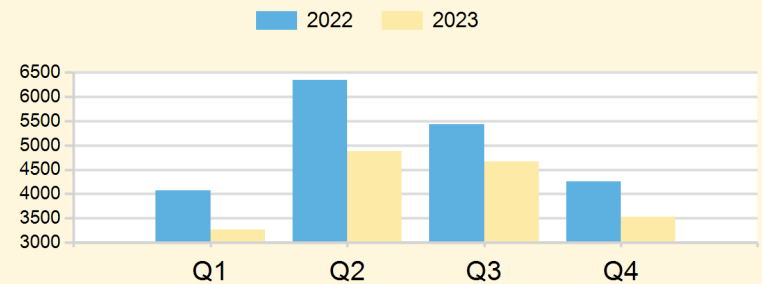
	Q1	Q2	Q3	Q4
2022	5,541	6,786	4,962	3,753
2023	4,220	5,724	4,415	3,392

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2022	477	1,176	1,109	672
2023	587	802	818	635

Sold Listings During Each Quarter



	Q1	Q2	Q3	Q4
2022	4,077	6,349	5,434	4,251
2023	3,267	4,876	4,661	3,525

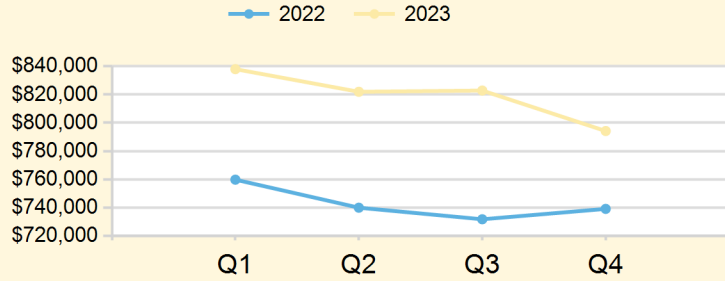
Massachusetts Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Mary O'Hagan on Wednesday, December 27, 2023

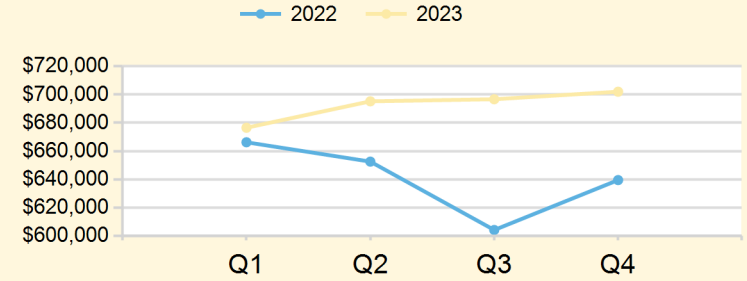
Condominium

Listed Properties - Average List Price For Each Quarter



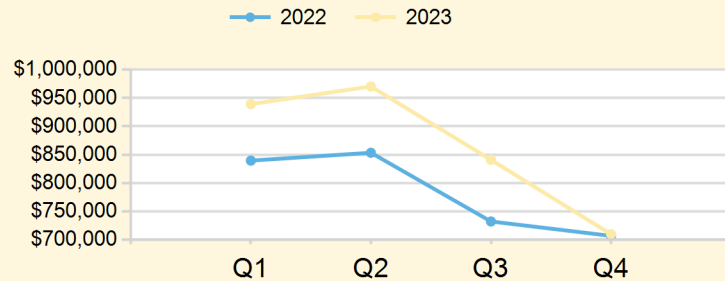
	Q1	Q2	Q3	Q4
2022	\$759,831.09	\$740,021.46	\$731,826.13	\$739,173.05
2023	\$837,981.31	\$821,960.55	\$822,853.91	\$794,223.68

Went Pending - Average List Price For Each Quarter



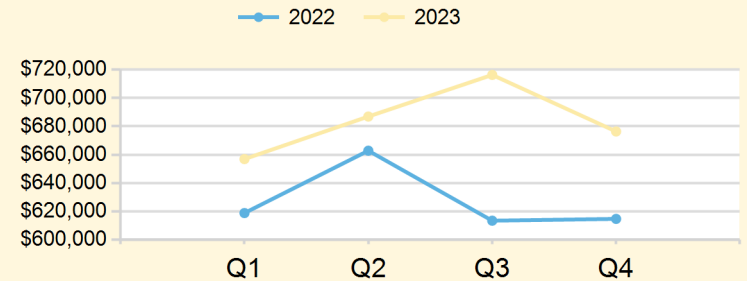
	Q1	Q2	Q3	Q4
2022	\$666,270.22	\$652,586.07	\$604,241.76	\$639,542.68
2023	\$676,539.54	\$695,226.67	\$696,690.34	\$702,011.06

Price Changed - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2022	\$839,618.25	\$853,518.88	\$732,303.08	\$706,903.71
2023	\$939,243.44	\$970,342.88	\$841,020.50	\$709,882.11

Sold Listings - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2022	\$618,858.84	\$662,835.38	\$613,467.82	\$614,741.85
2023	\$656,929.79	\$686,945.34	\$716,301.32	\$676,394.17

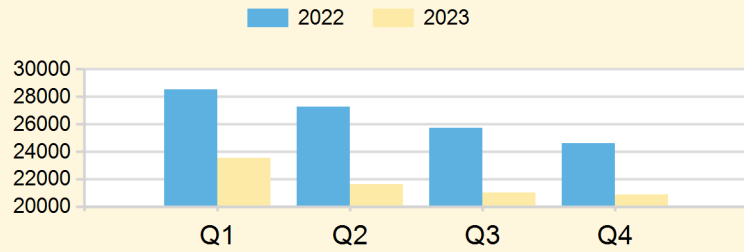
Massachusetts Real Estate Market Review

2023 vs. 2022 Per Quarter

Prepared by Mary O'Hagan on Wednesday, December 27, 2023

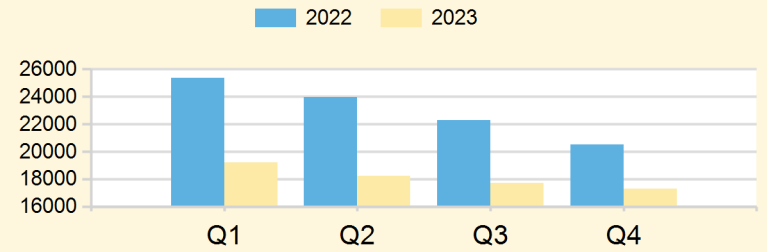
Condominium

Listed Between the Last Day of Each Quarter and 12 Months



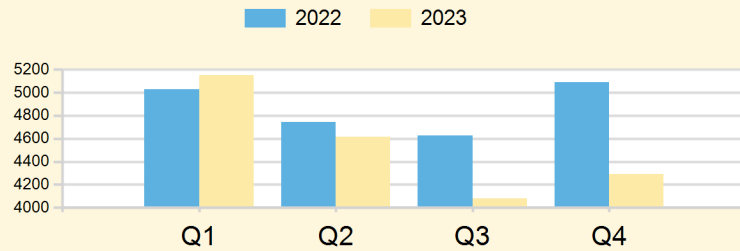
	Q1	Q2	Q3	Q4
2022	28,541	27,265	25,726	24,606
2023	23,541	21,637	21,007	20,886

Went Pending Between the Last Day of Each Quarter and 12 Months



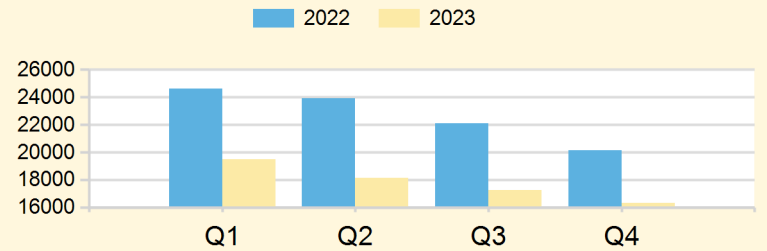
	Q1	Q2	Q3	Q4
2022	25,346	23,988	22,299	20,502
2023	19,238	18,223	17,715	17,310

Price Changed Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2022	5,027	4,743	4,628	5,089
2023	5,151	4,614	4,078	4,289

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2022	24,624	23,909	22,107	20,149
2023	19,505	18,147	17,259	16,331