

# Sudbury, MA Real Estate Market Review

## 2022 vs. 2021 Per Quarter

Prepared by Ryan Cook on Thursday, December 29, 2022

### Single Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.
Listing Units	15	19	4	18	31	13	32	27	-5	11	17	6
Avg. Days on Market	42	156	114	76	137	61	72	199	127	210	289	79
Avg. List Price	\$1,322,786.67	\$2,345,763.11	\$1,022,976.44	\$1,884,277.72	\$2,057,957.87	\$173,680.15	\$1,725,009.38	\$2,215,251.81	\$490,242.43	\$2,786,090.55	\$2,305,211.76	-\$480,878.79
Avg. List \$ / SqFt	\$341.39	\$450.50	\$109.11	\$347.71	\$412.36	\$64.65	\$373.61	\$446.86	\$73.25	\$433.21	\$455.62	\$22.41
Approx. Absorption Rate	161.11%	111.84%	-49.27%	138.43%	71.24%	-67.19%	70.57%	82.72%	12.15%	197.73%	116.67%	-81.06%
Approx. Months Supply of Inventory	0.62	0.89	0.27	0.72	1.40	0.68	1.42	1.21	-0.21	0.51	0.86	0.35
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.
Listing Units (Taken)	71	83	12	106	113	7	82	71	-11	27	27	0
Avg. Original List Price	\$1,061,066.20	\$1,390,708.42	\$329,642.22	\$1,181,056.59	\$1,269,482.30	\$88,425.71	\$1,420,202.44	\$1,293,063.38	-\$127,139.06	\$1,170,840.70	\$1,182,755.56	\$11,914.86
Avg. Original List \$ / SqFt	\$313.62	\$358.12	\$44.50	\$305.79	\$357.29	\$51.50	\$368.30	\$383.62	\$15.32	\$332.92	\$365.00	\$32.08
Listed & Price Changed (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.
Listing Units (Price Changed)	2	3	1	14	14	0	7	20	13	3	1	-2
Avg. Original List Price	\$1,212,500.00	\$1,554,666.67	\$342,166.67	\$1,507,028.57	\$1,695,971.43	\$188,942.86	\$1,026,571.43	\$1,190,485.00	\$163,913.57	\$1,162,999.67	\$1,099,000.00	-\$63,999.67
Avg. Original List \$ / SqFt	\$455.23	\$429.57	-\$25.66	\$328.17	\$390.17	\$62.00	\$380.68	\$396.77	\$16.09	\$320.04	\$339.62	\$19.58
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.
Listing Units (Went Pending)	64	72	8	99	93	-6	65	66	1	37	23	-14
Avg. List Price	\$1,034,842.19	\$1,238,588.83	\$203,746.64	\$1,047,074.65	\$1,230,597.85	\$183,523.20	\$1,070,712.31	\$1,166,695.45	\$95,983.14	\$990,945.95	\$1,068,121.74	\$77,175.79
Avg. List \$ / SqFt	\$309.27	\$338.61	\$29.34	\$296.36	\$349.91	\$53.55	\$309.39	\$370.85	\$61.46	\$331.06	\$373.00	\$41.94
Avg. Days to Offer	15	12	-3	7	10	3	14	22	8	21	24	3

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Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.
Closed Units (Sold)	39	33	-6	83	84	1	75	86	11	63	35	-28
Avg. Days on Market	49	27	-22	14	25	11	24	22	-2	25	43	18
Avg. Days to Offer	37	17	-20	5	11	6	14	12	-2	13	26	13
Avg. Sale Price	\$1,015,871.79	\$1,147,042.42	\$131,170.63	\$1,146,880.81	\$1,392,003.70	\$245,122.89	\$1,112,586.99	\$1,218,875.00	\$106,288.01	\$1,096,351.00	\$987,978.57	-\$108,372.43
Avg. Sale \$ / SqFt	\$316.37	\$387.18	\$70.81	\$328.52	\$383.55	\$55.03	\$316.80	\$364.66	\$47.86	\$339.36	\$363.62	\$24.26
Avg. List Price	\$1,001,615.38	\$1,058,869.58	\$57,254.20	\$1,046,776.99	\$1,258,275.00	\$211,498.01	\$1,048,978.67	\$1,176,204.65	\$127,225.98	\$1,051,814.29	\$986,700.00	-\$65,114.29
Avg. List \$ / SqFt	\$308.11	\$356.90	\$48.79	\$298.81	\$342.31	\$43.50	\$297.68	\$351.00	\$53.32	\$325.55	\$362.38	\$36.83
Avg. Original List Price	\$1,014,174.36	\$1,069,809.06	\$55,634.70	\$1,047,367.47	\$1,268,275.00	\$220,907.53	\$1,055,058.65	\$1,184,937.21	\$129,878.56	\$1,063,546.03	\$1,013,671.43	-\$49,874.60
Avg. Original List \$ / SqFt	\$311.35	\$360.96	\$49.61	\$299.07	\$344.21	\$45.14	\$300.01	\$353.10	\$53.09	\$330.15	\$373.09	\$42.94
Avg. Sale Price as % of List Price	102.56%	108.42%	5.86%	110.38%	112.27%	1.89%	106.62%	104.07%	-2.55%	104.29%	100.31%	-3.98%
Avg. Sale Price as % of Original List Price	101.65%	107.26%	5.61%	110.31%	111.91%	1.60%	105.97%	103.45%	-2.52%	103.32%	97.86%	-5.46%
Sold Units - Short Sale	0	0	0	0	0	0	0	0	0	0	0	0
Sold Units - Lender-Owned	0	0	0	0	0	0	0	0	0	0	0	0
12-Month Activity	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.
Units Listed	288	301	13	306	306	0	310	298	-12	286	294	8
Units Price Changed	27	39	12	29	37	8	37	50	13	40	51	11
Units Went Pending	295	272	-23	315	267	-48	280	268	-12	262	251	-11
Units Sold	290	255	-35	299	265	-34	271	268	-3	261	238	-23

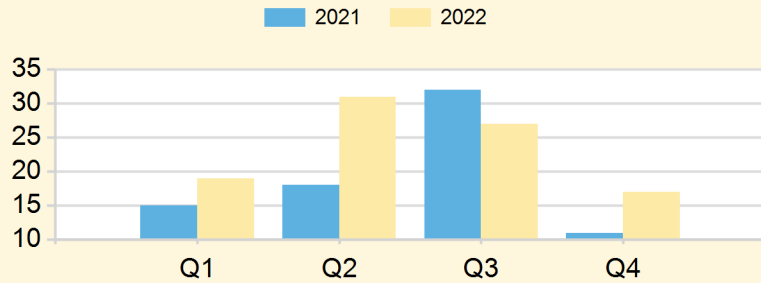
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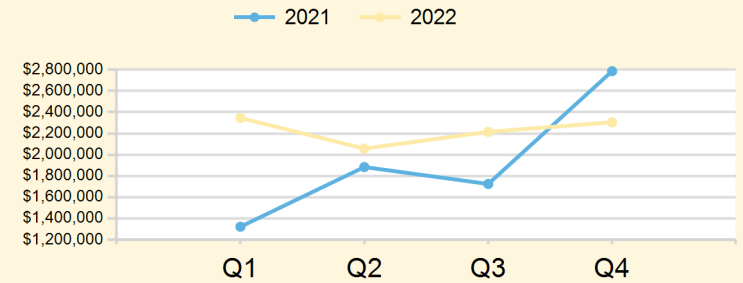
### Single Family

**Listing Inventory on the Last Day of Each Quarter**



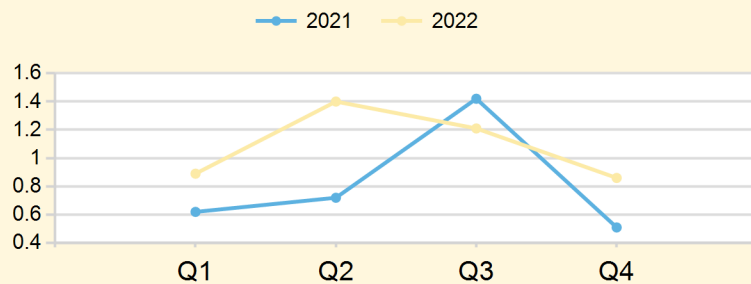
	Q1	Q2	Q3	Q4
2021	15	18	32	11
2022	19	31	27	17

**Average List Price on the Last Day of Each Quarter**



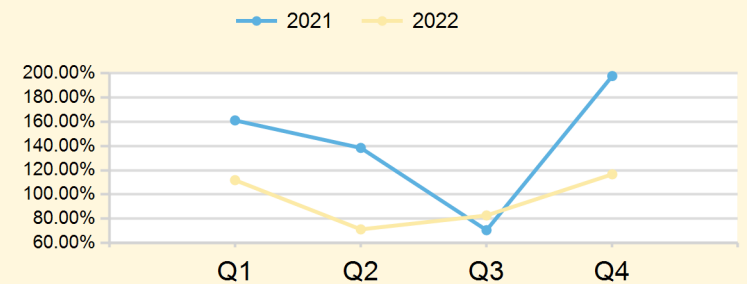
	Q1	Q2	Q3	Q4
2021	\$1,322,786.67	\$1,884,277.72	\$1,725,009.38	\$2,786,090.55
2022	\$2,345,763.11	\$2,057,957.87	\$2,215,251.81	\$2,305,211.76

**Approx. Months supply per Quarter**



	Q1	Q2	Q3	Q4
2021	0.62	0.72	1.42	0.51
2022	0.89	1.40	1.21	0.86

**Approx. Absorption Rate Per Quarter**



	Q1	Q2	Q3	Q4
2021	161.11%	138.43%	70.57%	197.73%
2022	111.84%	71.24%	82.72%	116.67%

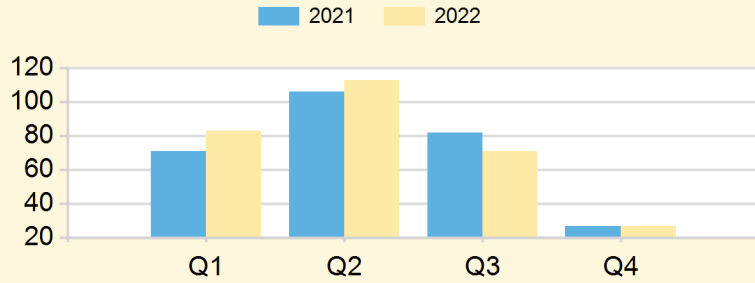
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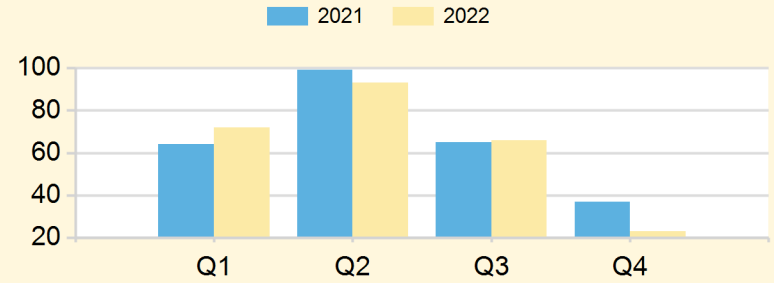
### Single Family

**Properties Listed During Each Quarter**



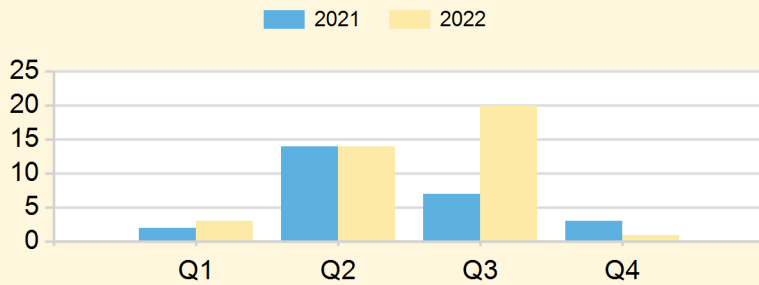
	Q1	Q2	Q3	Q4
2021	71	106	82	27
2022	83	113	71	27

**Went Pending During Each Quarter**



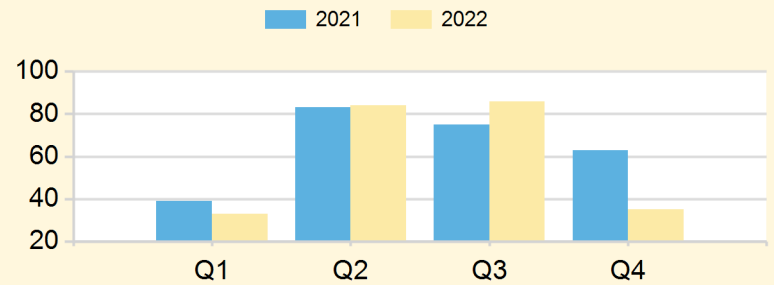
	Q1	Q2	Q3	Q4
2021	64	99	65	37
2022	72	93	66	23

**Price Changed During Each Quarter**



	Q1	Q2	Q3	Q4
2021	2	14	7	3
2022	3	14	20	1

**Sold Listings During Each Quarter**



	Q1	Q2	Q3	Q4
2021	39	83	75	63
2022	33	84	86	35

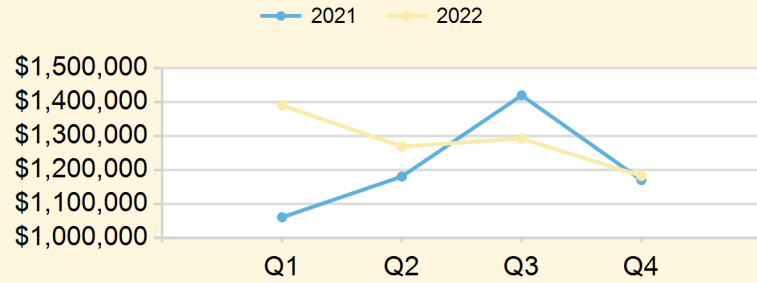
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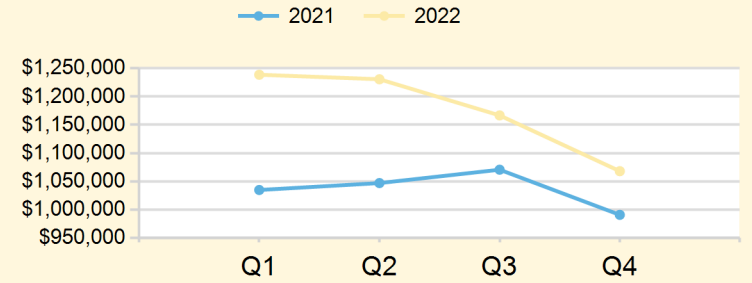
### Single Family

**Listed Properties - Average List Price For Each Quarter**



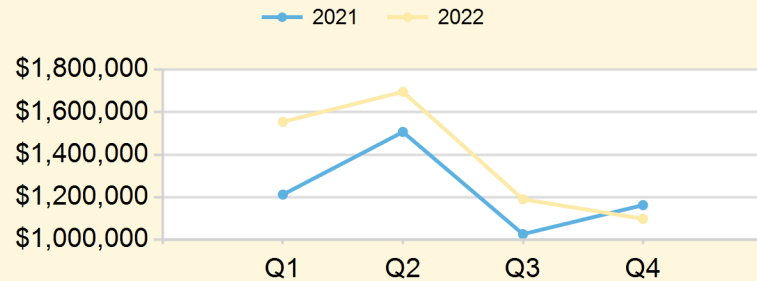
	Q1	Q2	Q3	Q4
2021	\$1,061,066.20	\$1,181,056.59	\$1,420,202.44	\$1,170,840.70
2022	\$1,390,708.42	\$1,269,482.30	\$1,293,063.38	\$1,182,755.56

**Went Pending - Average List Price For Each Quarter**



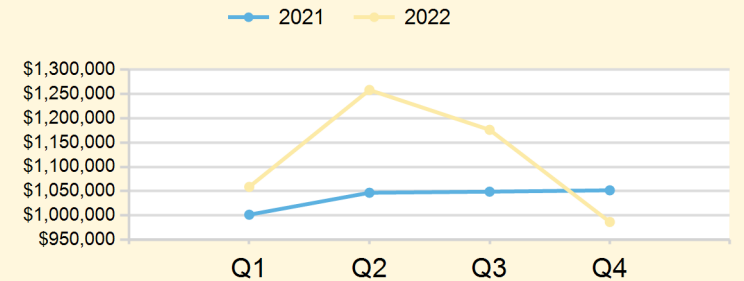
	Q1	Q2	Q3	Q4
2021	\$1,034,842.19	\$1,047,074.65	\$1,070,712.31	\$990,945.95
2022	\$1,238,588.83	\$1,230,597.85	\$1,166,695.45	\$1,068,121.74

**Price Changed - Average List Price For Each Quarter**



	Q1	Q2	Q3	Q4
2021	\$1,212,500.00	\$1,507,028.57	\$1,026,571.43	\$1,162,999.67
2022	\$1,554,666.67	\$1,695,971.43	\$1,190,485.00	\$1,099,000.00

**Sold Listings - Average List Price For Each Quarter**



	Q1	Q2	Q3	Q4
2021	\$1,001,615.38	\$1,046,776.99	\$1,048,978.67	\$1,051,814.29
2022	\$1,058,869.58	\$1,258,275.00	\$1,176,204.65	\$986,700.00

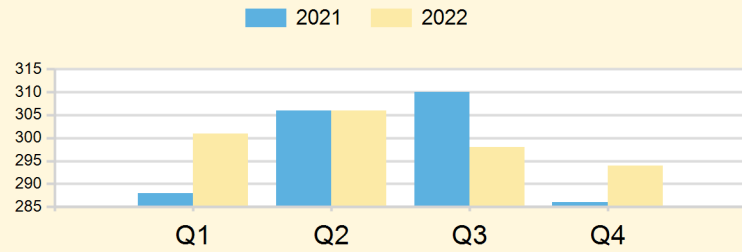
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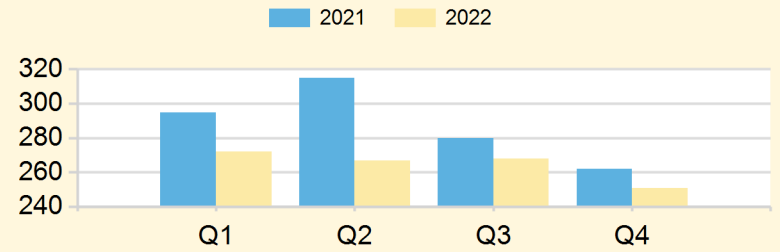
## Single Family

**Listed Between the Last Day of Each Quarter and 12 Months**



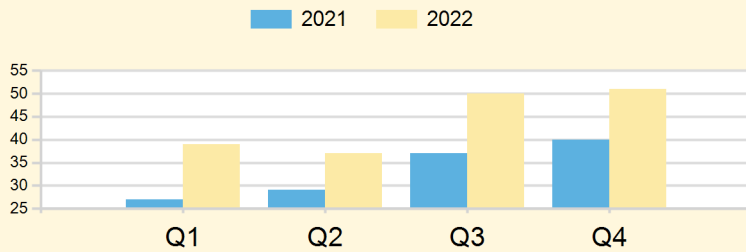
	Q1	Q2	Q3	Q4
2021	288	306	310	286
2022	301	306	298	294

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



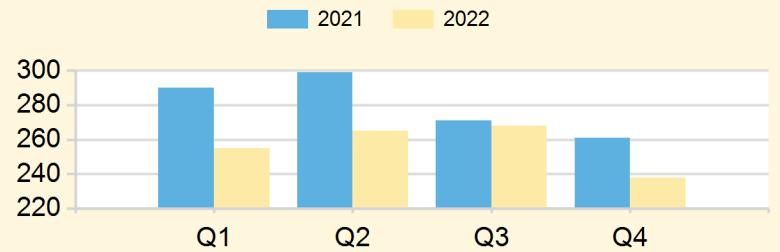
	Q1	Q2	Q3	Q4
2021	295	315	280	262
2022	272	267	268	251

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



	Q1	Q2	Q3	Q4
2021	27	29	37	40
2022	39	37	50	51

**Sold Between the Last Day of Each Quarter and 12 Months**



	Q1	Q2	Q3	Q4
2021	290	299	271	261
2022	255	265	268	238