

# Sudbury, MA Real Estate Market Review

## 2022 vs. 2021 Per Quarter

Prepared by Ryan Cook on Thursday, June 30, 2022

### Single Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.	2021	2022*	Var.
Listing Units	15	18	3	18	30	12	32	30	-2	11	0	-11
Avg. Days on Market	42	164	122	76	139	63	72	231	159	210	0	-210
Avg. List Price	\$1,322,786.67	\$2,348,305.56	\$1,025,518.89	\$1,884,277.72	\$2,066,389.83	\$182,112.11	\$1,725,009.38	\$2,066,389.83	\$341,380.45	\$2,786,090.55	\$0.00	-\$2,786,090.55
Avg. List \$ / SqFt	\$330.05	\$438.48	\$108.43	\$338.25	\$404.15	\$65.90	\$368.29	\$404.15	\$35.86	\$414.90	\$0.00	-\$414.90
Approx. Absorption Rate	161.11%	118.06%	-43.05%	138.43%	71.39%	-67.04%	70.57%	48.33%	-22.24%	197.73%	0.00%	-197.73%
Approx. Months Supply of Inventory	0.62	0.85	0.23	0.72	1.40	0.68	1.42	2.07	0.65	0.51	0.00	-0.51
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.	2021	2022*	Var.
Listing Units (Taken)	71	82	11	106	113	7	82	0	-82	27	0	-27
Avg. Original List Price	\$1,061,066.20	\$1,379,619.51	\$318,553.31	\$1,181,056.59	\$1,297,800.88	\$116,744.29	\$1,420,202.44	\$0.00	-\$1,420,202.44	\$1,170,840.70	\$0.00	-\$1,170,840.70
Avg. Original List \$ / SqFt	\$313.62	\$356.85	\$43.23	\$305.79	\$357.85	\$52.06	\$368.30	\$0.00	-\$368.30	\$332.92	\$0.00	-\$332.92
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	0	-7	3	0	-3
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	\$0.00	-\$1,026,571.43	\$1,162,999.67	\$0.00	-\$1,162,999.67
Avg. Original List \$ / SqFt	\$455.23	\$393.03	-\$62.20	\$328.17	\$390.17	\$62.00	\$380.68	\$0.00	-\$380.68	\$320.04	\$0.00	-\$320.04
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	0	-65	37	0	-37
Avg. List Price	\$1,034,842.19	\$1,238,588.83	\$203,746.64	\$1,047,074.65	\$1,262,381.72	\$215,307.07	\$1,070,712.31	\$0.00	-\$1,070,712.31	\$990,945.95	\$0.00	-\$990,945.95
Avg. List \$ / SqFt	\$309.27	\$338.61	\$29.34	\$296.36	\$351.28	\$54.92	\$309.39	\$0.00	-\$309.39	\$331.06	\$0.00	-\$331.06
Avg. Days to Offer	15	12	-3	7	8	1	14	0	-14	21	0	-21

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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	76	-7	75	0	-75	63	0	-63
Avg. Days on Market	49	27	-22	14	25	11	24	0	-24	25	0	-25
Avg. Days to Offer	37	17	-20	5	11	6	14	0	-14	13	0	-13
Avg. Sale Price	\$1,015,871.79	\$1,147,042.42	\$131,170.63	\$1,146,880.81	\$1,394,319.88	\$247,439.07	\$1,112,586.99	\$0.00	-\$1,112,586.99	\$1,096,351.00	\$0.00	-\$1,096,351.00
Avg. Sale \$ / SqFt	\$316.37	\$387.18	\$70.81	\$328.52	\$384.63	\$56.11	\$316.80	\$0.00	-\$316.80	\$339.36	\$0.00	-\$339.36
Avg. List Price	\$1,001,615.38	\$1,058,869.58	\$57,254.20	\$1,046,776.99	\$1,250,765.79	\$203,988.80	\$1,048,978.67	\$0.00	-\$1,048,978.67	\$1,051,814.29	\$0.00	-\$1,051,814.29
Avg. List \$ / SqFt	\$308.11	\$356.90	\$48.79	\$298.81	\$340.49	\$41.68	\$297.68	\$0.00	-\$297.68	\$325.55	\$0.00	-\$325.55
Avg. Original List Price	\$1,014,174.36	\$1,069,809.06	\$55,634.70	\$1,047,367.47	\$1,261,818.42	\$214,450.95	\$1,055,058.65	\$0.00	-\$1,055,058.65	\$1,063,546.03	\$0.00	-\$1,063,546.03
Avg. Original List \$ / SqFt	\$311.35	\$360.96	\$49.61	\$299.07	\$342.59	\$43.52	\$300.01	\$0.00	-\$300.01	\$330.15	\$0.00	-\$330.15
Avg. Sale Price as % of List Price	102.56%	108.42%	5.86%	110.38%	113.16%	2.78%	106.62%	0.00%	-106.62%	104.29%	0.00%	-104.29%
Avg. Sale Price as % of Original List Price	101.65%	107.26%	5.61%	110.31%	112.76%	2.45%	105.97%	0.00%	-105.97%	103.32%	0.00%	-103.32%
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	300	12	306	305	-1	310	226	-84	286	195	-91
Units Price Changed	27	39	12	29	37	8	37	23	-14	40	19	-21
Units Went Pending	295	272	-23	315	267	-48	280	203	-77	262	165	-97
Units Sold	290	255	-35	299	257	-42	271	174	-97	261	109	-152

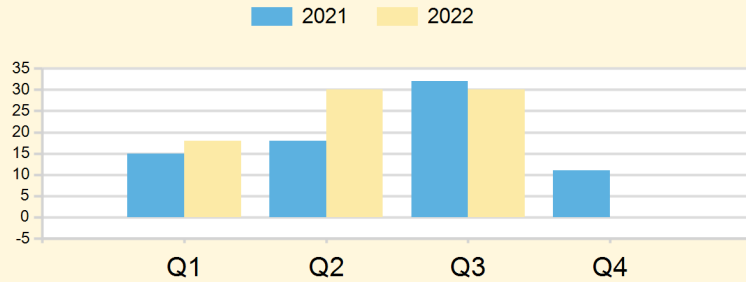
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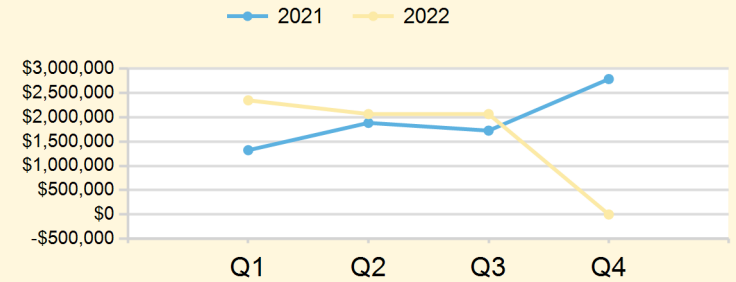
### Single Family

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



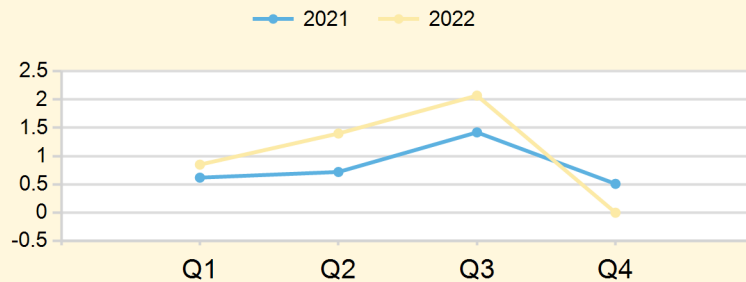
	Q1	Q2	Q3	Q4
2021	15	18	32	11
2022	18	30	30	0

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



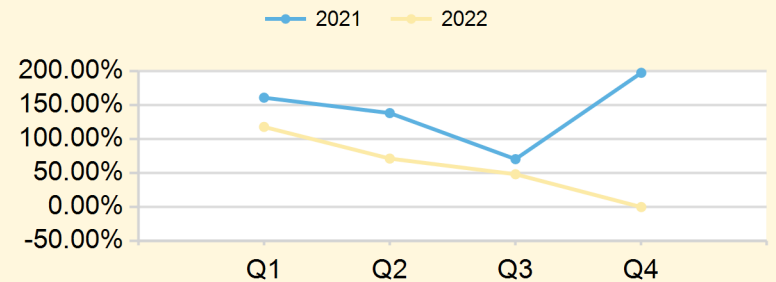
	Q1	Q2	Q3	Q4
2021	\$1,322,786.67	\$1,884,277.72	\$1,725,009.38	\$2,786,090.55
2022	\$2,348,305.56	\$2,066,389.83	\$2,066,389.83	\$0.00

**Approx. Months supply per Quarter**



	Q1	Q2	Q3	Q4
2021	0.62	0.72	1.42	0.51
2022	0.85	1.40	2.07	0.00

**Approx. Absorption Rate Per Quarter**



	Q1	Q2	Q3	Q4
2021	161.11%	138.43%	70.57%	197.73%
2022	118.06%	71.39%	48.33%	0.00%

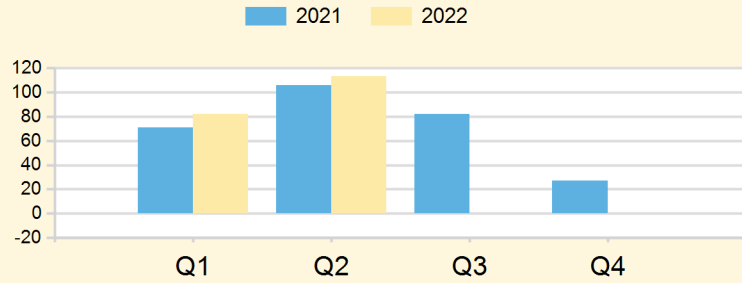
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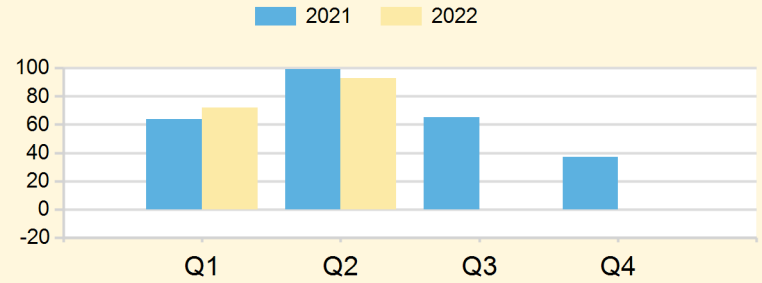
### Single Family

**Properties Listed During Each Quarter**



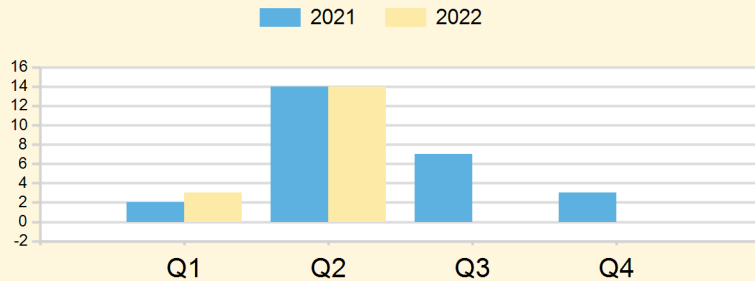
	Q1	Q2	Q3	Q4
2021	71	106	82	27
2022	82	113	0	0

**Went Pending During Each Quarter**



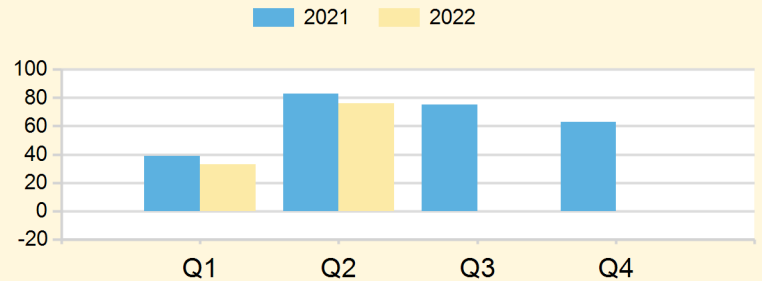
	Q1	Q2	Q3	Q4
2021	64	99	65	37
2022	72	93	0	0

**Price Changed During Each Quarter**



	Q1	Q2	Q3	Q4
2021	2	14	7	3
2022	3	14	0	0

**Sold Listings During Each Quarter**



	Q1	Q2	Q3	Q4
2021	39	83	75	63
2022	33	76	0	0

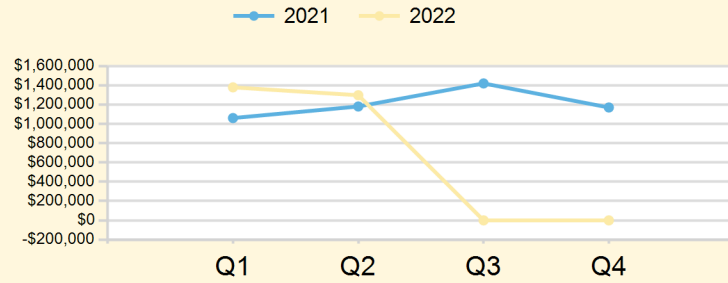
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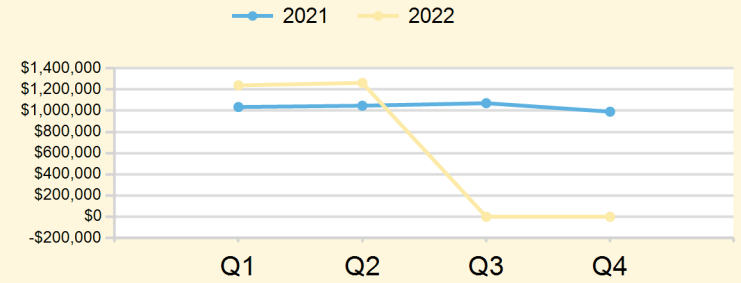
### Single Family

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



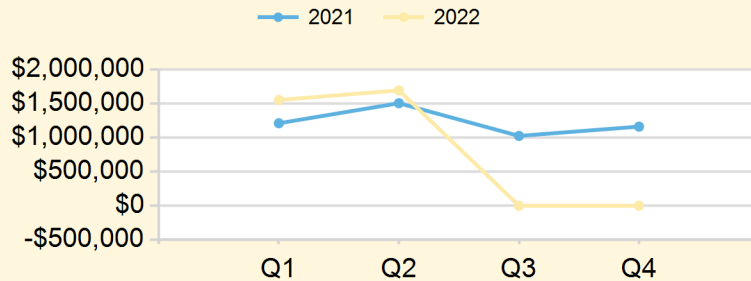
	Q1	Q2	Q3	Q4
2021	\$1,061,066.20	\$1,181,056.59	\$1,420,202.44	\$1,170,840.70
2022	\$1,379,619.51	\$1,297,800.88	\$0.00	\$0.00

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



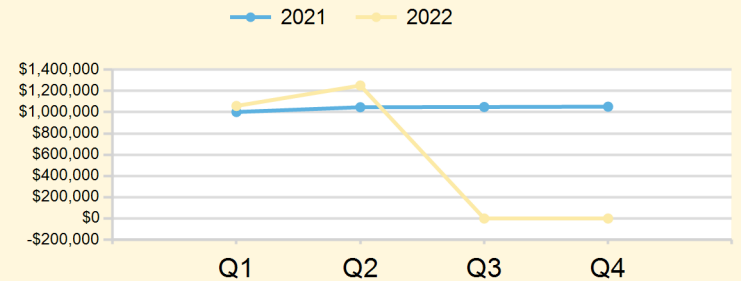
	Q1	Q2	Q3	Q4
2021	\$1,034,842.19	\$1,047,074.65	\$1,070,712.31	\$990,945.95
2022	\$1,238,588.83	\$1,262,381.72	\$0.00	\$0.00

**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	\$0.00	\$0.00

**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	\$1,250,765.79	\$0.00	\$0.00

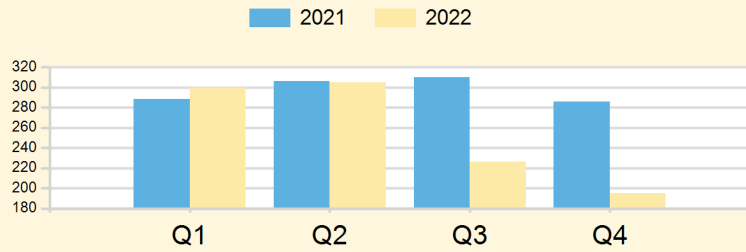
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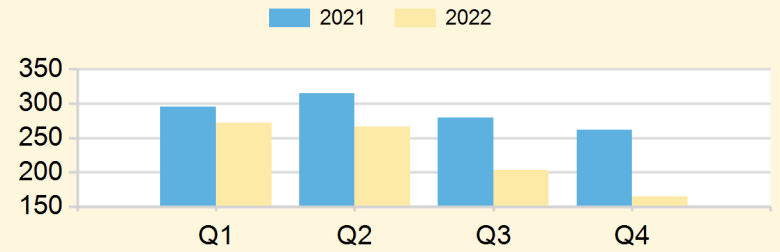
## Single Family

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



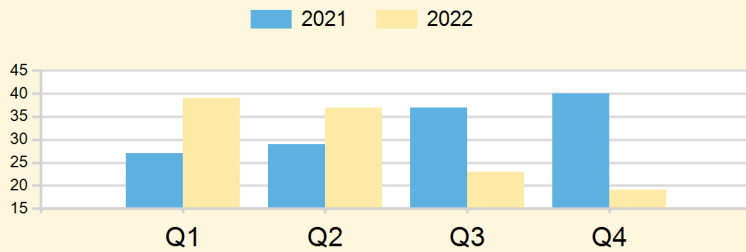
	Q1	Q2	Q3	Q4
2021	288	306	310	286
2022	300	305	226	195

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



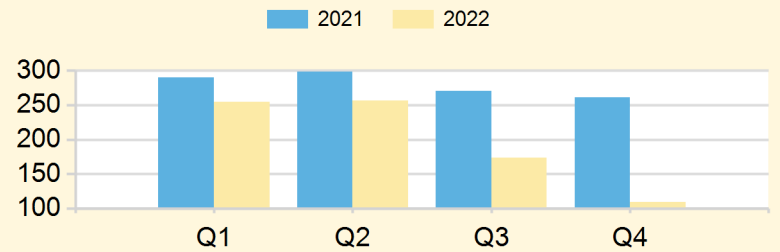
	Q1	Q2	Q3	Q4
2021	295	315	280	262
2022	272	267	203	165

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



	Q1	Q2	Q3	Q4
2021	27	29	37	40
2022	39	37	23	19

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



	Q1	Q2	Q3	Q4
2021	290	299	271	261
2022	255	257	174	109