

# Newton, MA Real Estate Market Review

## 2022 vs. 2021 Per Quarter

Prepared by Ryan Cook on Thursday, December 29, 2022

### Condominium

Listing Inventory	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.
Listing Units	52	32	-20	52	69	17	49	56	7	12	43	31
Avg. Days on Market	43	40	-3	51	39	-12	67	46	-21	89	94	5
Avg. List Price	\$934,363.42	\$1,115,584.38	\$181,220.96	\$956,186.29	\$1,221,802.90	\$265,616.61	\$975,465.65	\$1,188,287.50	\$212,821.85	\$1,237,241.67	\$1,460,965.12	\$223,723.45
Avg. List \$ / SqFt	\$516.10	\$651.54	\$135.44	\$530.01	\$569.61	\$39.60	\$523.32	\$550.85	\$27.53	\$603.60	\$628.50	\$24.90
Approx. Absorption Rate	51.28%	106.25%	54.97%	69.23%	41.55%	-27.68%	75.34%	49.40%	-25.94%	300.00%	61.43%	-238.57%
Approx. Months Supply of Inventory	1.95	0.94	-1.01	1.44	2.41	0.97	1.33	2.02	0.69	0.33	1.63	1.30
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.
Listing Units (Taken)	150	97	-53	178	192	14	115	113	-2	49	67	18
Avg. Original List Price	\$919,161.02	\$1,017,534.91	\$98,373.89	\$930,370.70	\$1,164,689.00	\$234,318.30	\$965,138.15	\$1,108,761.06	\$143,622.91	\$976,552.80	\$1,259,404.48	\$282,851.68
Avg. Original List \$ / SqFt	\$496.90	\$576.63	\$79.73	\$517.61	\$551.79	\$34.18	\$511.84	\$553.59	\$41.75	\$535.19	\$605.33	\$70.14
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)	26	6	-20	37	41	4	21	21	0	9	16	7
Avg. Original List Price	\$810,296.12	\$1,009,816.67	\$199,520.55	\$959,100.00	\$1,067,526.83	\$108,426.83	\$892,313.67	\$1,047,180.95	\$154,867.28	\$792,111.00	\$1,030,787.50	\$238,676.50
Avg. Original List \$ / SqFt	\$553.37	\$721.19	\$167.82	\$512.68	\$569.66	\$56.98	\$499.74	\$541.55	\$41.81	\$504.95	\$583.50	\$78.55
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.
Listing Units (Went Pending)	132	73	-59	159	129	-30	104	77	-27	62	53	-9
Avg. List Price	\$939,848.89	\$1,006,729.93	\$66,881.04	\$914,147.14	\$1,057,233.23	\$143,086.09	\$932,733.64	\$1,053,337.65	\$120,604.01	\$976,083.95	\$953,801.89	-\$22,282.06
Avg. List \$ / SqFt	\$492.68	\$545.84	\$53.16	\$508.40	\$540.55	\$32.15	\$505.28	\$528.50	\$23.22	\$490.26	\$547.76	\$57.50
Avg. Days to Offer	35	21	-14	23	18	-5	31	28	-3	43	36	-7

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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)	83	56	-27	163	97	-66	103	96	-7	83	67	-16
Avg. Days on Market	70	55	-15	39	19	-20	35	27	-8	44	40	-4
Avg. Days to Offer	49	38	-11	26	13	-13	24	19	-5	31	29	-2
Avg. Sale Price	\$931,491.18	\$992,734.59	\$61,243.41	\$942,543.13	\$1,071,267.01	\$128,723.88	\$919,518.50	\$1,004,892.81	\$85,374.31	\$975,600.95	\$1,058,646.27	\$83,045.32
Avg. Sale \$ / SqFt	\$478.21	\$518.99	\$40.78	\$498.03	\$547.28	\$49.25	\$512.98	\$534.23	\$21.25	\$496.36	\$524.39	\$28.03
Avg. List Price	\$946,804.02	\$998,401.32	\$51,597.30	\$926,113.82	\$1,035,342.25	\$109,228.43	\$911,852.39	\$1,007,943.61	\$96,091.22	\$981,941.33	\$1,078,650.75	\$96,709.42
Avg. List \$ / SqFt	\$484.13	\$518.12	\$33.99	\$491.43	\$531.00	\$39.57	\$509.82	\$535.19	\$25.37	\$500.22	\$532.87	\$32.65
Avg. Original List Price	\$972,144.76	\$1,014,294.16	\$42,149.40	\$931,923.64	\$1,036,155.54	\$104,231.90	\$926,477.63	\$1,019,403.00	\$92,925.37	\$995,715.66	\$1,095,500.00	\$99,784.34
Avg. Original List \$ / SqFt	\$498.41	\$528.58	\$30.17	\$495.26	\$530.91	\$35.65	\$516.60	\$541.00	\$24.40	\$508.38	\$542.99	\$34.61
Avg. Sale Price as % of List Price	98.83%	100.23%	1.40%	101.57%	103.40%	1.83%	100.78%	99.90%	-0.88%	99.36%	98.44%	-0.92%
Avg. Sale Price as % of Original List Price	96.26%	98.54%	2.28%	100.85%	103.33%	2.48%	99.68%	98.78%	-0.90%	97.81%	96.79%	-1.02%
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	534	442	-92	587	453	-134	548	453	-95	492	469	-23
Units Price Changed	185	109	-76	184	108	-76	151	110	-41	132	122	-10
Units Went Pending	402	389	-13	482	364	-118	483	337	-146	443	323	-120
Units Sold	320	408	88	432	344	-88	443	332	-111	432	317	-115

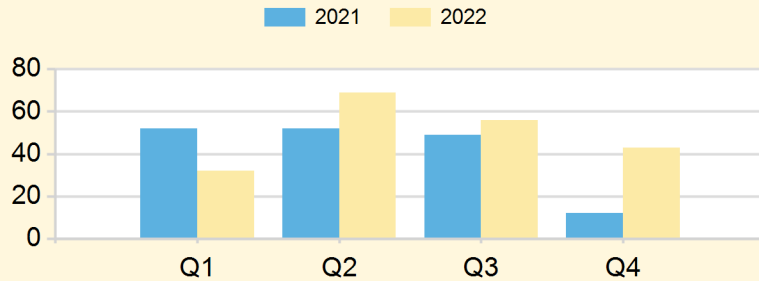
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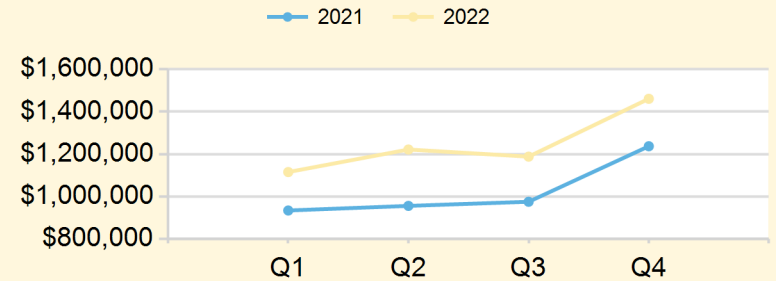
### Condominium

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



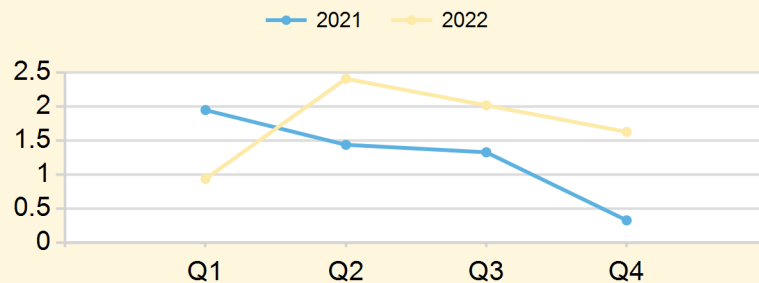
	Q1	Q2	Q3	Q4
2021	52	52	49	12
2022	32	69	56	43

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



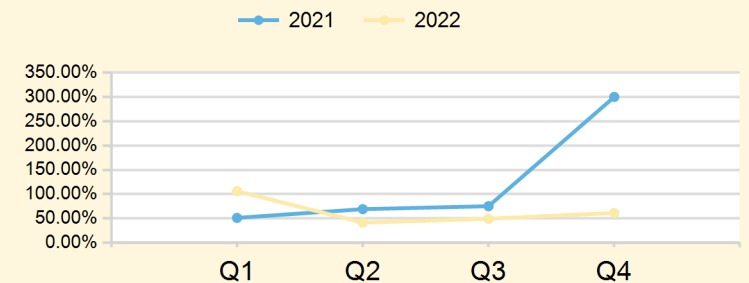
	Q1	Q2	Q3	Q4
2021	\$934,363.42	\$956,186.29	\$975,465.65	\$1,237,241.67
2022	\$1,115,584.38	\$1,221,802.90	\$1,188,287.50	\$1,460,965.12

**Approx. Months supply per Quarter**



	Q1	Q2	Q3	Q4
2021	1.95	1.44	1.33	0.33
2022	0.94	2.41	2.02	1.63

**Approx. Absorption Rate Per Quarter**



	Q1	Q2	Q3	Q4
2021	51.28%	69.23%	75.34%	300.00%
2022	106.25%	41.55%	49.40%	61.43%

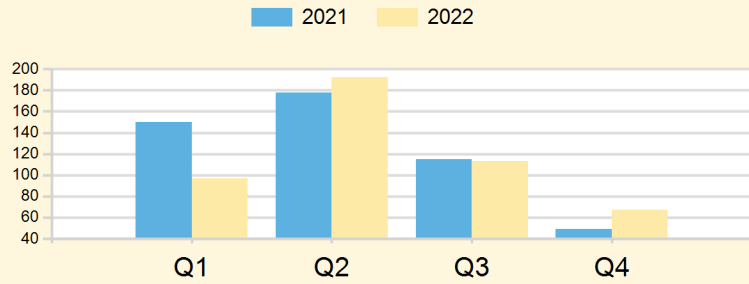
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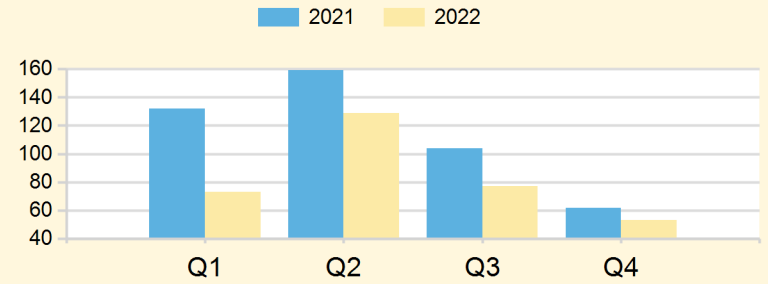
### Condominium

**Properties Listed During Each Quarter**



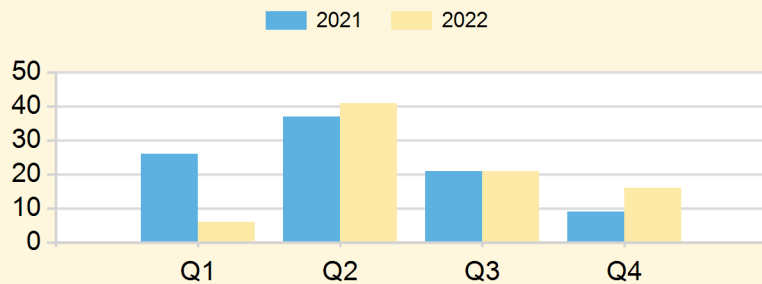
	Q1	Q2	Q3	Q4
2021	150	178	115	49
2022	97	192	113	67

**Went Pending During Each Quarter**



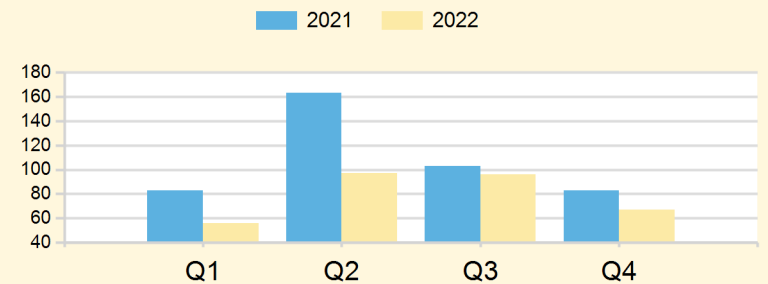
	Q1	Q2	Q3	Q4
2021	132	159	104	62
2022	73	129	77	53

**Price Changed During Each Quarter**



	Q1	Q2	Q3	Q4
2021	26	37	21	9
2022	6	41	21	16

**Sold Listings During Each Quarter**



	Q1	Q2	Q3	Q4
2021	83	163	103	83
2022	56	97	96	67

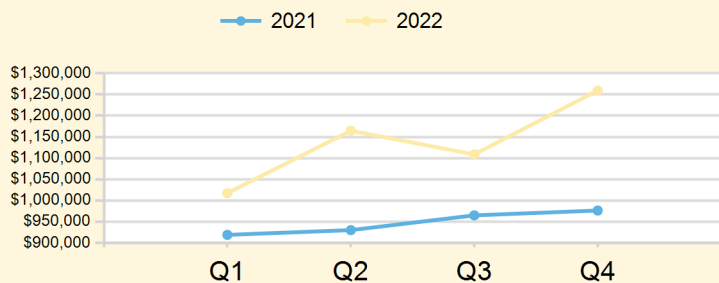
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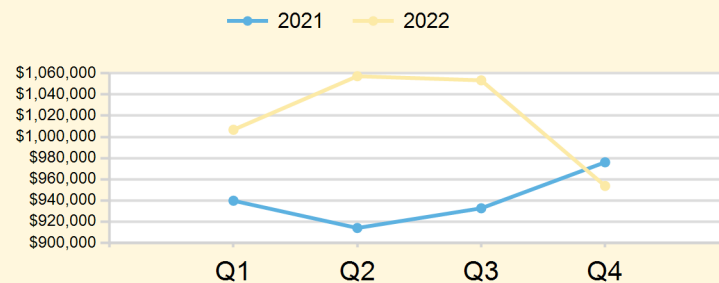
### Condominium

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



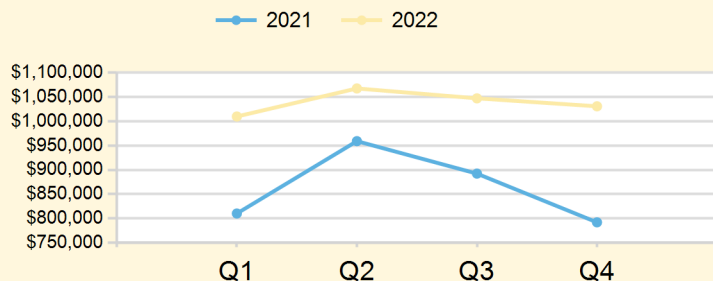
	Q1	Q2	Q3	Q4
2021	\$919,161.02	\$930,370.70	\$965,138.15	\$976,552.80
2022	\$1,017,534.91	\$1,164,689.00	\$1,108,761.06	\$1,259,404.48

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



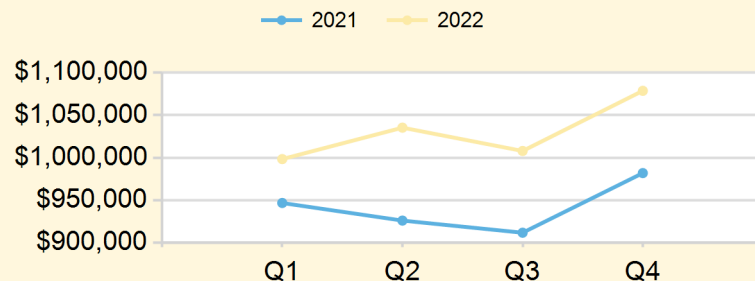
	Q1	Q2	Q3	Q4
2021	\$939,848.89	\$914,147.14	\$932,733.64	\$976,083.95
2022	\$1,006,729.93	\$1,057,233.23	\$1,053,337.65	\$953,801.89

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



	Q1	Q2	Q3	Q4
2021	\$810,296.12	\$959,100.00	\$892,313.67	\$792,111.00
2022	\$1,009,816.67	\$1,067,526.83	\$1,047,180.95	\$1,030,787.50

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



	Q1	Q2	Q3	Q4
2021	\$946,804.02	\$926,113.82	\$911,852.39	\$981,941.33
2022	\$998,401.32	\$1,035,342.25	\$1,007,943.61	\$1,078,650.75

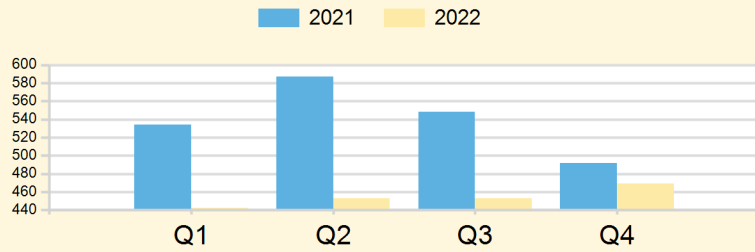
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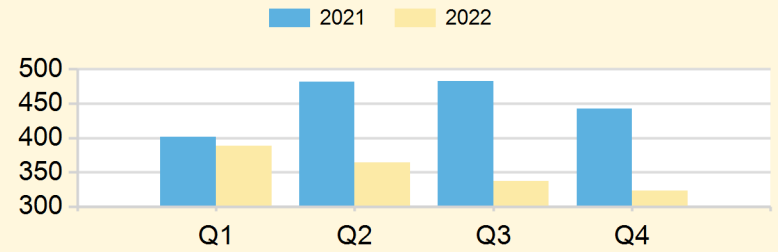
### Condominium

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



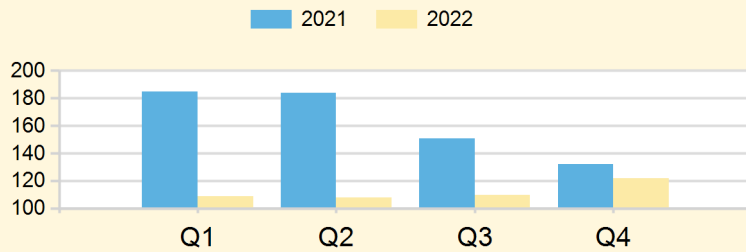
	Q1	Q2	Q3	Q4
2021	534	587	548	492
2022	442	453	453	469

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



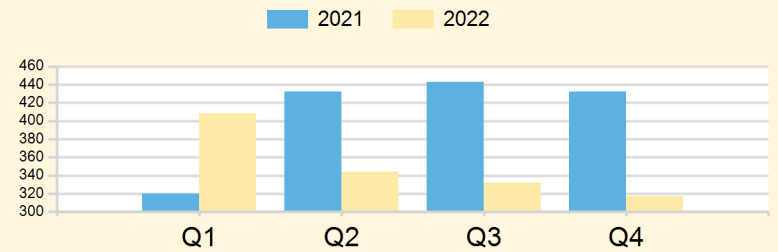
	Q1	Q2	Q3	Q4
2021	402	482	483	443
2022	389	364	337	323

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



	Q1	Q2	Q3	Q4
2021	185	184	151	132
2022	109	108	110	122

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



	Q1	Q2	Q3	Q4
2021	320	432	443	432
2022	408	344	332	317