

Sudbury, MA Real Estate Market Review

2024 vs. 2023 Per Quarter

Prepared by Ryan Cook on Friday, March 29, 2024

Single Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2023	2024*	Var.	2023	2024*	Var.	2023	2024*	Var.	2023	2024*	Var.
Listing Units	18	10	-8	18	0	-18	26	0	-26	9	0	-9
Median Days on Market	19	40	21	110	0	-110	49	0	-49	117	0	-117
Median List Price	\$2,124,500.00	\$2,674,500.00	\$550,000.00	\$2,274,500.00	\$0.00	-\$2,274,500.00	\$1,824,450.00	\$0.00	-\$1,824,450.00	\$2,500,000.00	\$0.00	-\$2,500,000.00
Median List \$ / SqFt	\$410.97	\$493.14	\$82.17	\$440.89	\$0.00	-\$440.89	\$411.58	\$0.00	-\$411.58	\$498.65	\$0.00	-\$498.65
Approx. Absorption Rate	107.87%	142.50%	34.63%	96.76%	0.00%	-96.76%	55.45%	0.00%	-55.45%	149.07%	0.00%	-149.07%
Approx. Months Supply of Inventory	0.93	0.70	-0.23	1.03	0.00	-1.03	1.80	0.00	-1.80	0.67	0.00	-0.67
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2023	2024*	Var.	2023	2024*	Var.	2023	2024*	Var.	2023	2024*	Var.
Listing Units (Taken)	50	57	7	64	0	-64	45	0	-45	27	0	-27
Median Original List Price	\$1,444,000.00	\$1,175,000.00	-\$269,000.00	\$1,149,000.00	\$0.00	-\$1,149,000.00	\$1,165,000.00	\$0.00	-\$1,165,000.00	\$1,149,000.00	\$0.00	-\$1,149,000.00
Median Original List \$ / SqFt	\$372.38	\$369.75	-\$2.63	\$362.68	\$0.00	-\$362.68	\$376.06	\$0.00	-\$376.06	\$383.10	\$0.00	-\$383.10
Listed & Price Changed (Per Quarter)	Q1			Q2			Q3			Q4		
	2023	2024*	Var.	2023	2024*	Var.	2023	2024*	Var.	2023	2024*	Var.
Listing Units (Price Changed)	4	8	4	4	0	-4	8	0	-8	4	0	-4
Median Original List Price	\$987,450.00	\$2,062,500.00	\$1,075,050.00	\$1,047,000.00	\$0.00	-\$1,047,000.00	\$1,367,000.00	\$0.00	-\$1,367,000.00	\$899,450.00	\$0.00	-\$899,450.00
Median Original List \$ / SqFt	\$418.68	\$379.77	-\$38.91	\$405.63	\$0.00	-\$405.63	\$374.21	\$0.00	-\$374.21	\$421.11	\$0.00	-\$421.11
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2023	2024*	Var.	2023	2024*	Var.	2023	2024*	Var.	2023	2024*	Var.
Listing Units (Went Pending)	42	59	17	63	0	-63	38	0	-38	32	0	-32
Median List Price	\$1,262,000.00	\$1,149,000.00	-\$113,000.00	\$1,099,000.00	\$0.00	-\$1,099,000.00	\$1,049,000.00	\$0.00	-\$1,049,000.00	\$1,037,499.50	\$0.00	-\$1,037,499.50
Median List \$ / SqFt	\$356.91	\$368.00	\$11.09	\$353.12	\$0.00	-\$353.12	\$374.88	\$0.00	-\$374.88	\$357.12	\$0.00	-\$357.12
Median Days to Offer	6	6	0	6	0	-6	12	0	-12	18	0	-18

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Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2023	2024*	Var.	2023	2024*	Var.	2023	2024*	Var.	2023	2024*	Var.
Closed Units (Sold)	22	32	10	57	0	-57	52	0	-52	30	0	-30
Median Days on Market	29	22	-7	19	0	-19	19	0	-19	31	0	-31
Median Days to Offer	16	10	-6	6	0	-6	6	0	-6	16	0	-16
Median Sale Price	\$1,094,500.00	\$1,114,500.00	\$20,000.00	\$1,260,000.00	\$0.00	-\$1,260,000.00	\$1,137,500.00	\$0.00	-\$1,137,500.00	\$942,500.50	\$0.00	-\$942,500.50
Median Sale \$ / SqFt	\$325.15	\$406.06	\$80.91	\$370.37	\$0.00	-\$370.37	\$369.89	\$0.00	-\$369.89	\$352.73	\$0.00	-\$352.73
Median List Price	\$1,119,000.00	\$1,077,450.00	-\$41,550.00	\$1,225,000.00	\$0.00	-\$1,225,000.00	\$999,000.00	\$0.00	-\$999,000.00	\$911,950.00	\$0.00	-\$911,950.00
Median List \$ / SqFt	\$326.36	\$390.10	\$63.74	\$361.80	\$0.00	-\$361.80	\$363.75	\$0.00	-\$363.75	\$353.33	\$0.00	-\$353.33
Median Original List Price	\$1,147,000.00	\$1,087,000.00	-\$60,000.00	\$1,225,000.00	\$0.00	-\$1,225,000.00	\$999,000.00	\$0.00	-\$999,000.00	\$952,400.00	\$0.00	-\$952,400.00
Median Original List \$ / SqFt	\$341.57	\$390.10	\$48.53	\$362.41	\$0.00	-\$362.41	\$363.75	\$0.00	-\$363.75	\$367.74	\$0.00	-\$367.74
Median Sale Price as % of List Price	100.00%	100.53%	0.53%	101.83%	0.00%	-101.83%	101.94%	0.00%	-101.94%	100.00%	0.00%	-100%
Median Sale Price as % of Original List Price	98.06%	100.28%	2.22%	101.83%	0.00%	-101.83%	101.94%	0.00%	-101.94%	98.51%	0.00%	-98.51%
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		
	2023	2024*	Var.	2023	2024*	Var.	2023	2024*	Var.	2023	2024*	Var.
Units Listed	263	193	-70	211	129	-82	185	84	-101	186	57	-129
Units Price Changed	50	37	-13	38	30	-8	24	14	-10	34	8	-26
Units Went Pending	220	187	-33	191	124	-67	164	89	-75	170	59	-111
Units Sold	233	171	-62	209	116	-93	173	62	-111	161	32	-129

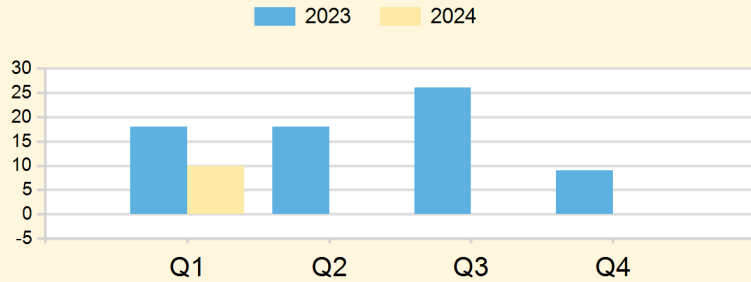
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2024 vs. 2023 Per Quarter

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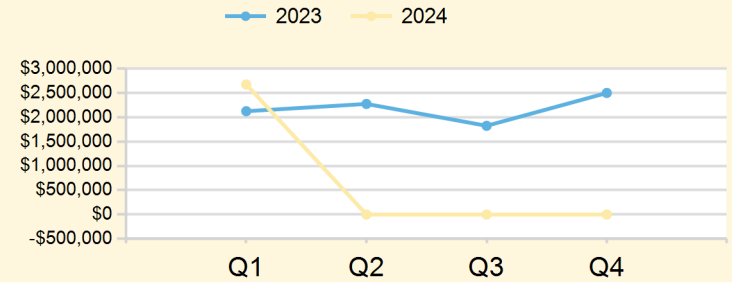
Single Family

Listing Inventory on the Last Day of Each Quarter



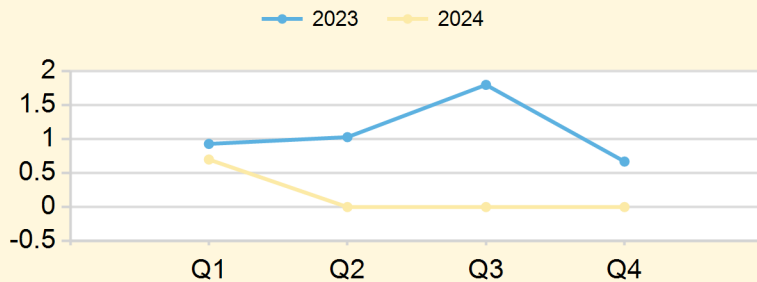
	Q1	Q2	Q3	Q4
2023	18	18	26	9
2024	10	0	0	0

Median List Price on the Last Day of Each Quarter



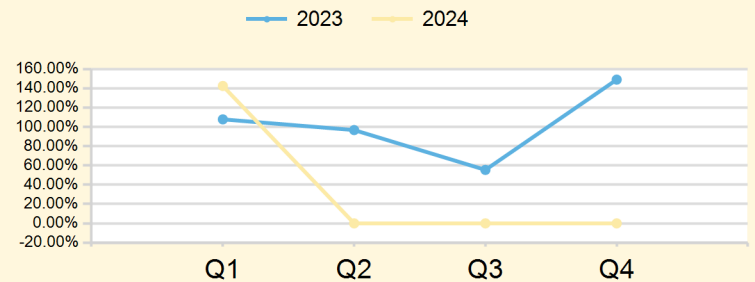
	Q1	Q2	Q3	Q4
2023	\$2,124,500.00	\$2,274,500.00	\$1,824,450.00	\$2,500,000.00
2024	\$2,674,500.00	\$0.00	\$0.00	\$0.00

Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2023	0.93	1.03	1.80	0.67
2024	0.70	0.00	0.00	0.00

Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2023	107.87%	96.76%	55.45%	149.07%
2024	142.50%	0.00%	0.00%	0.00%

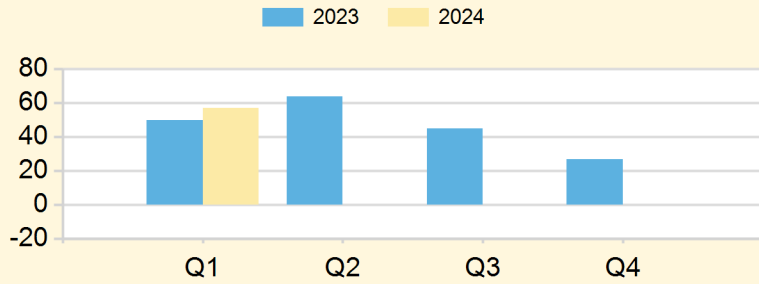
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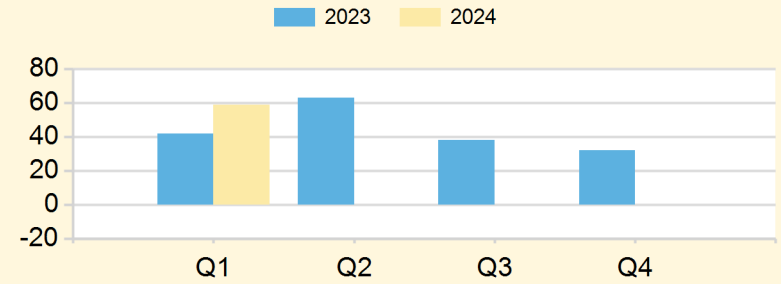
Single Family

Properties Listed During Each Quarter



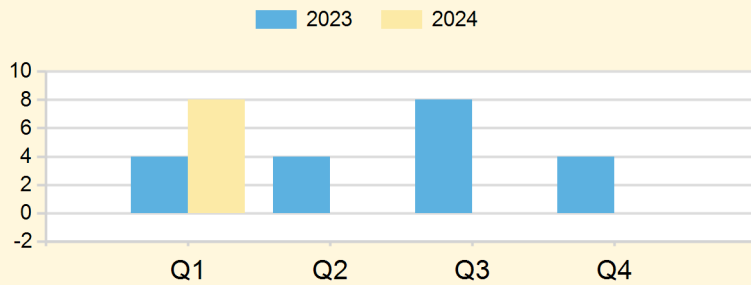
	Q1	Q2	Q3	Q4
2023	50	64	45	27
2024	57	0	0	0

Went Pending During Each Quarter



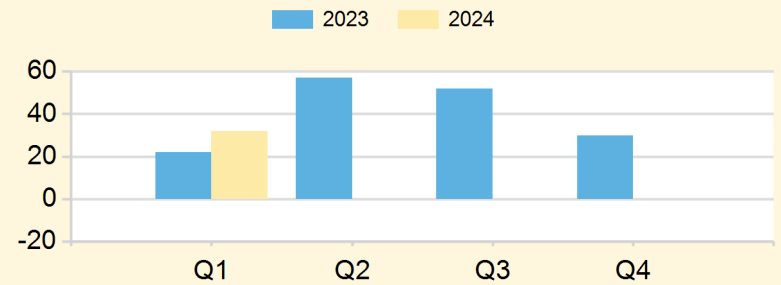
	Q1	Q2	Q3	Q4
2023	42	63	38	32
2024	59	0	0	0

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2023	4	4	8	4
2024	8	0	0	0

Sold Listings During Each Quarter



	Q1	Q2	Q3	Q4
2023	22	57	52	30
2024	32	0	0	0

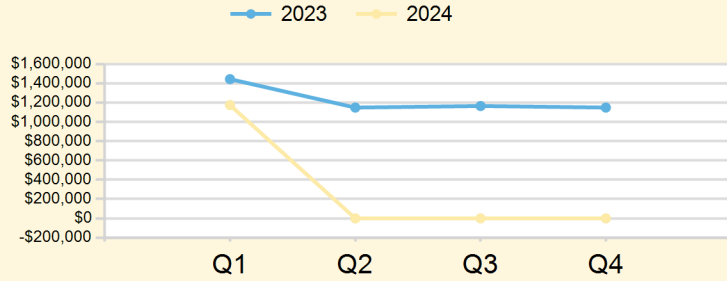
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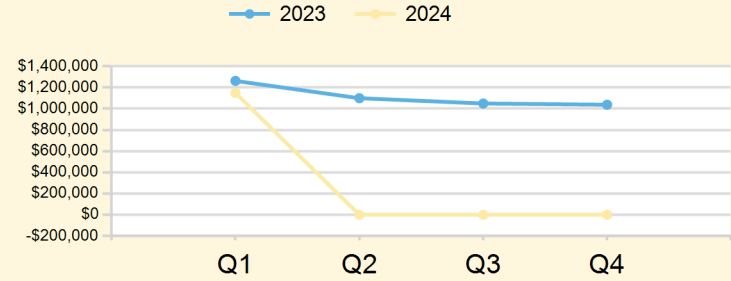
Single Family

Listed Properties - Median List Price For Each Quarter



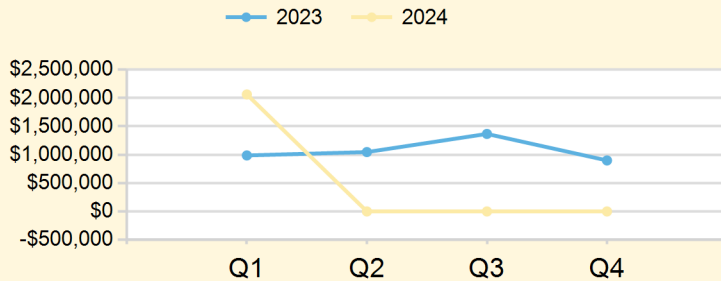
	Q1	Q2	Q3	Q4
2023	\$1,444,000.00	\$1,149,000.00	\$1,165,000.00	\$1,149,000.00
2024	\$1,175,000.00	\$0.00	\$0.00	\$0.00

Went Pending - Median List Price For Each Quarter



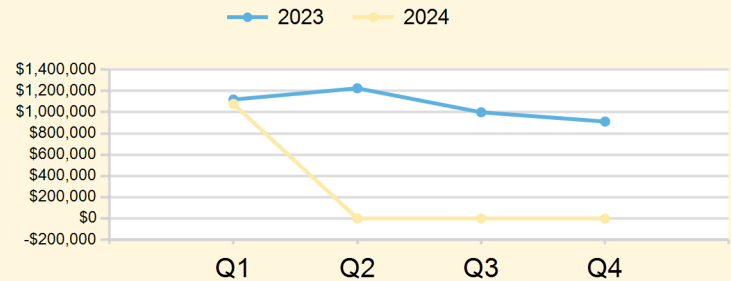
	Q1	Q2	Q3	Q4
2023	\$1,262,000.00	\$1,099,000.00	\$1,049,000.00	\$1,037,499.50
2024	\$1,149,000.00	\$0.00	\$0.00	\$0.00

Price Changed - Median List Price For Each Quarter



	Q1	Q2	Q3	Q4
2023	\$987,450.00	\$1,047,000.00	\$1,367,000.00	\$899,450.00
2024	\$2,062,500.00	\$0.00	\$0.00	\$0.00

Sold Listings - Median List Price For Each Quarter



	Q1	Q2	Q3	Q4
2023	\$1,119,000.00	\$1,225,000.00	\$999,000.00	\$911,950.00
2024	\$1,077,450.00	\$0.00	\$0.00	\$0.00

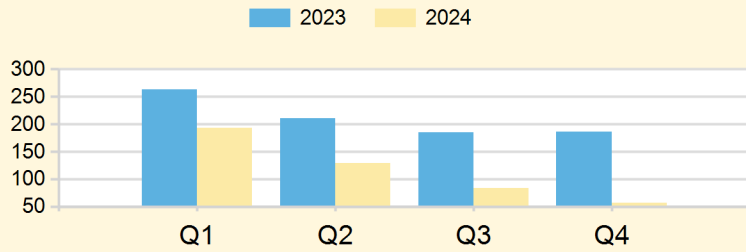
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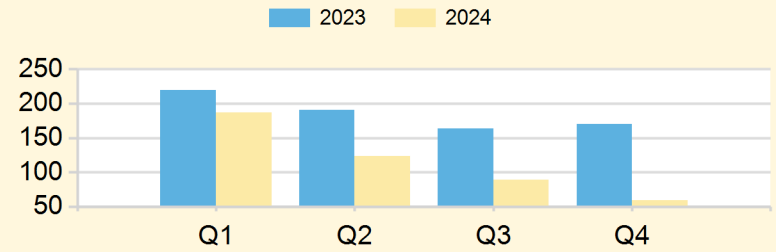
Single Family

Listed Between the Last Day of Each Quarter and 12 Months



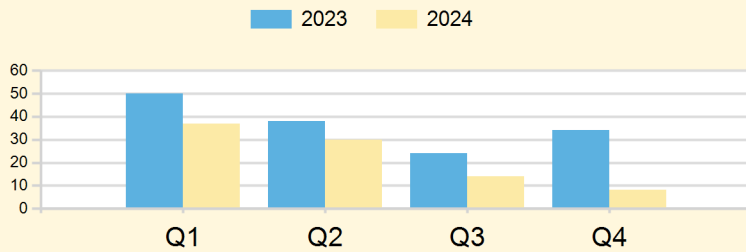
	Q1	Q2	Q3	Q4
2023	263	211	185	186
2024	193	129	84	57

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



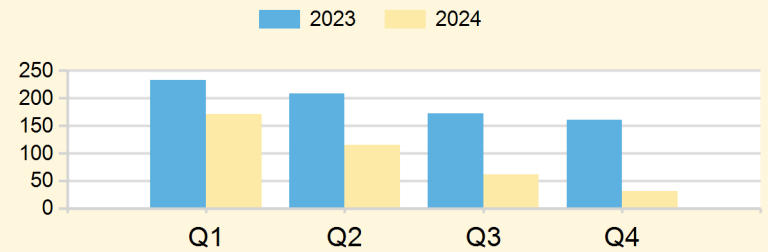
	Q1	Q2	Q3	Q4
2023	220	191	164	170
2024	187	124	89	59

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



	Q1	Q2	Q3	Q4
2023	50	38	24	34
2024	37	30	14	8

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2023	233	209	173	161
2024	171	116	62	32