

Newton, MA Real Estate Market Review

2024 vs. 2023 Per Quarter

Prepared by Ryan Cook on Thursday, January 02, 2025

Multi Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2023	2024	Var.	2023	2024	Var.	2023	2024	Var.	2023	2024	Var.
Listing Units	15	3	-12	12	12	0	13	14	1	7	4	-3
Avg. Days on Market	13	29	16	49	42	-7	76	31	-45	146	119	-27
Avg. List Price	\$1,764,460.00	\$1,724,633.33	-\$39,826.67	\$1,872,250.00	\$1,500,982.42	-\$371,267.58	\$1,725,607.69	\$1,806,421.29	\$80,813.60	\$2,040,128.57	\$4,193,749.75	\$2,153,621.18
Avg. List \$ / SqFt	\$427.00	\$565.46	\$138.46	\$485.24	\$453.18	-\$32.06	\$480.47	\$531.37	\$50.90	\$490.29	\$583.24	\$92.95
Approx. Absorption Rate	31.11%	150.00%	118.89%	40.28%	32.64%	-7.64%	35.90%	28.57%	-7.33%	61.90%	112.50%	50.60%
Approx. Months Supply of Inventory	3.21	0.67	-2.54	2.48	3.06	0.58	2.79	3.50	0.71	1.62	0.89	-0.73
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2023	2024	Var.	2023	2024	Var.	2023	2024	Var.	2023	2024	Var.
Listing Units (Taken)	25	19	-6	28	33	5	19	27	8	14	11	-3
Avg. Original List Price	\$1,952,956.00	\$1,718,789.47	-\$234,166.53	\$1,759,996.39	\$1,418,744.79	-\$341,251.60	\$1,530,631.53	\$1,892,588.85	\$361,957.32	\$2,121,000.00	\$2,898,090.91	\$777,090.91
Avg. Original List \$ / SqFt	\$440.82	\$505.69	\$64.87	\$484.21	\$459.11	-\$25.10	\$506.63	\$507.10	\$0.47	\$471.68	\$535.75	\$64.07
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)	3	3	0	6	8	2	3	6	3	2	2	0
Avg. Original List Price	\$2,561,666.67	\$1,516,333.33	-\$1,045,333.34	\$2,664,333.33	\$1,498,973.63	-\$1,165,359.70	\$2,598,000.00	\$2,393,500.00	-\$204,500.00	\$774,000.00	\$2,920,000.00	\$2,146,000.00
Avg. Original List \$ / SqFt	\$402.23	\$605.37	\$203.14	\$515.29	\$492.49	-\$22.80	\$523.53	\$548.93	\$25.40	\$517.05	\$654.95	\$137.90
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2023	2024	Var.	2023	2024	Var.	2023	2024	Var.	2023	2024	Var.
Listing Units (Went Pending)	9	14	5	24	19	-5	13	14	1	11	15	4
Avg. List Price	\$1,731,944.44	\$1,435,714.29	-\$296,230.15	\$1,460,741.58	\$1,302,841.58	-\$157,900.00	\$1,309,769.15	\$1,308,350.00	-\$1,419.15	\$1,684,818.18	\$1,327,866.60	-\$356,951.58
Avg. List \$ / SqFt	\$428.70	\$478.84	\$50.14	\$446.92	\$440.04	-\$6.88	\$487.68	\$439.61	-\$48.07	\$462.09	\$502.20	\$40.11
Avg. Days to Offer	35	18	-17	18	8	-10	26	30	4	40	29	-11

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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)	9	9	0	18	13	-5	17	18	1	8	14	6
Avg. Days on Market	56	31	-25	20	15	-5	27	26	-1	38	42	4
Avg. Days to Offer	41	23	-18	15	10	-5	22	13	-9	33	30	-3
Avg. Sale Price	\$1,570,722.22	\$1,504,888.89	-\$65,833.33	\$1,469,000.00	\$1,260,230.77	-\$208,769.23	\$1,331,294.12	\$1,409,722.22	\$78,428.10	\$1,411,125.00	\$1,385,107.14	-\$26,017.86
Avg. Sale \$ / SqFt	\$374.71	\$450.51	\$75.80	\$430.26	\$455.44	\$25.18	\$457.34	\$454.74	-\$2.60	\$485.91	\$463.86	-\$22.05
Avg. List Price	\$1,579,055.56	\$1,536,222.22	-\$42,833.34	\$1,486,655.56	\$1,205,230.77	-\$281,424.79	\$1,352,117.53	\$1,395,660.56	\$43,543.03	\$1,400,749.88	\$1,381,142.79	-\$19,607.09
Avg. List \$ / SqFt	\$376.37	\$464.97	\$88.60	\$434.65	\$434.46	-\$0.19	\$461.21	\$446.60	-\$14.61	\$481.88	\$461.64	-\$20.24
Avg. Original List Price	\$1,645,722.22	\$1,551,888.89	-\$93,833.33	\$1,492,600.00	\$1,220,615.38	-\$271,984.62	\$1,384,352.88	\$1,396,216.11	\$11,863.23	\$1,411,499.88	\$1,411,135.64	-\$364.24
Avg. Original List \$ / SqFt	\$393.65	\$474.85	\$81.20	\$436.04	\$440.80	\$4.76	\$469.66	\$446.91	-\$22.75	\$486.89	\$471.46	-\$15.43
Avg. Sale Price as % of List Price	99.81%	97.00%	-2.81%	100.00%	104.81%	4.81%	98.91%	102.28%	3.37%	101.79%	100.33%	-1.46%
Avg. Sale Price as % of Original List Price	96.60%	95.37%	-1.23%	99.77%	103.48%	3.71%	97.36%	102.21%	4.85%	100.79%	98.36%	-2.43%
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	96	81	-15	94	85	-9	90	93	3	86	90	4
Units Price Changed	25	24	-1	25	24	-1	22	23	1	25	26	1
Units Went Pending	58	62	4	60	56	-4	57	58	1	56	61	5
Units Sold	56	54	-2	58	47	-11	56	48	-8	52	54	2

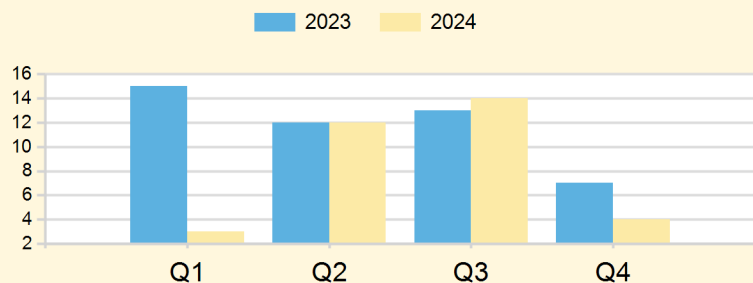
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2024 vs. 2023 Per Quarter

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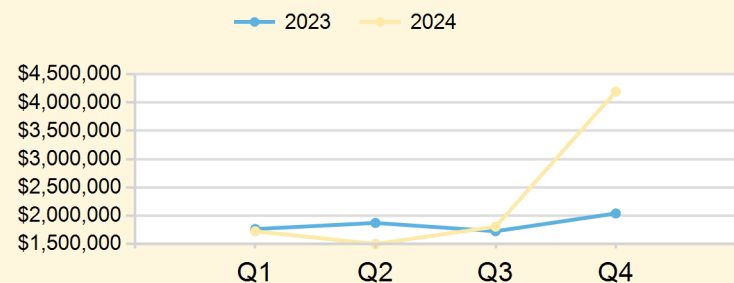
Multi Family

Listing Inventory on the Last Day of Each Quarter



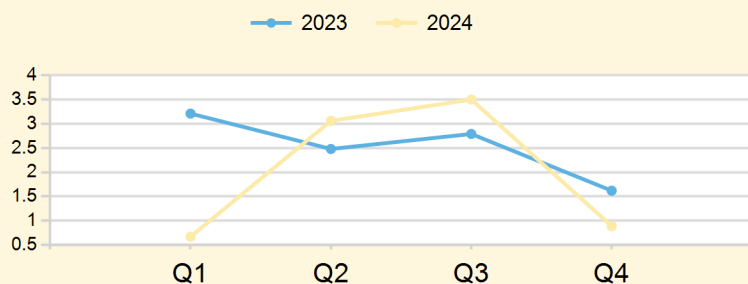
	Q1	Q2	Q3	Q4
2023	15	12	13	7
2024	3	12	14	4

Average List Price on the Last Day of Each Quarter



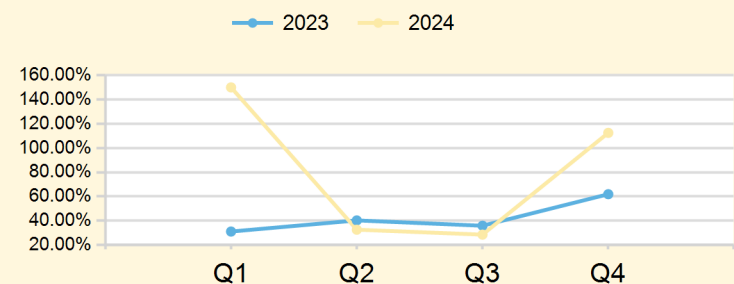
	Q1	Q2	Q3	Q4
2023	\$1,764,460.00	\$1,872,250.00	\$1,725,607.69	\$2,040,128.57
2024	\$1,724,633.33	\$1,500,982.42	\$1,806,421.29	\$4,193,749.75

Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2023	3.21	2.48	2.79	1.62
2024	0.67	3.06	3.50	0.89

Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2023	31.11%	40.28%	35.90%	61.90%
2024	150.00%	32.64%	28.57%	112.50%

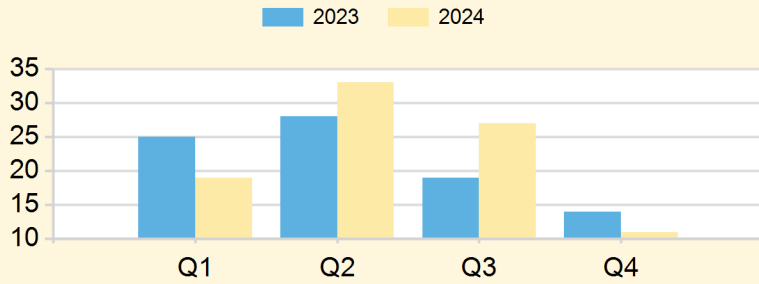
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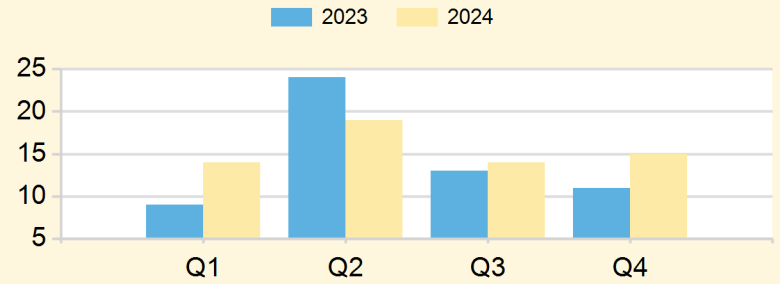
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Properties Listed During Each Quarter



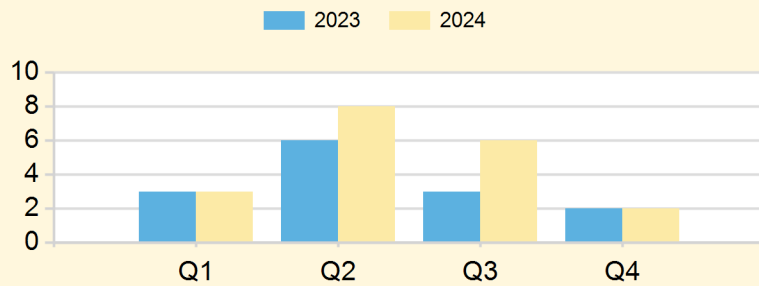
	Q1	Q2	Q3	Q4
2023	25	28	19	14
2024	19	33	27	11

Went Pending During Each Quarter



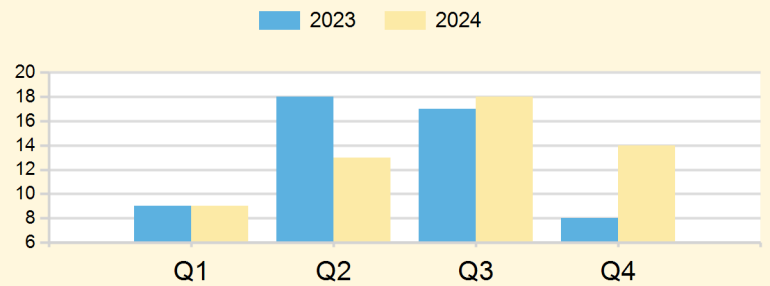
	Q1	Q2	Q3	Q4
2023	9	24	13	11
2024	14	19	14	15

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2023	3	6	3	2
2024	3	8	6	2

Sold Listings During Each Quarter



	Q1	Q2	Q3	Q4
2023	9	18	17	8
2024	9	13	18	14

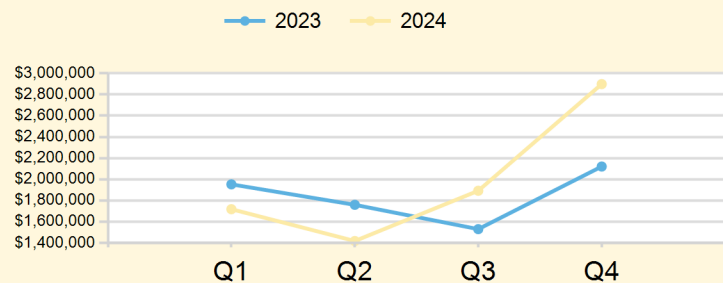
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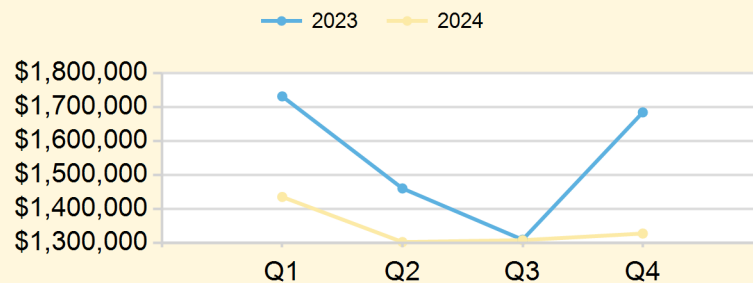
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Listed Properties - Average List Price For Each Quarter



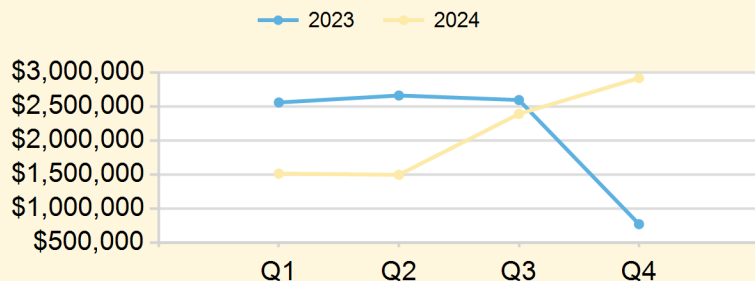
	Q1	Q2	Q3	Q4
2023	\$1,952,956.00	\$1,759,996.39	\$1,530,631.53	\$2,121,000.00
2024	\$1,718,789.47	\$1,418,744.79	\$1,892,588.85	\$2,898,090.91

Went Pending - Average List Price For Each Quarter



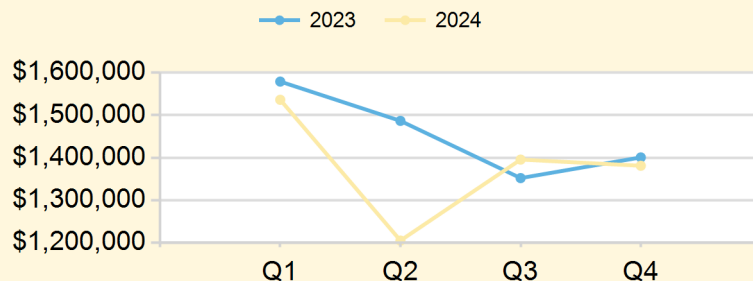
	Q1	Q2	Q3	Q4
2023	\$1,731,944.44	\$1,460,741.58	\$1,309,769.15	\$1,684,818.18
2024	\$1,435,714.29	\$1,302,841.58	\$1,308,350.00	\$1,327,866.60

Price Changed - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2023	\$2,561,666.67	\$2,664,333.33	\$2,598,000.00	\$774,000.00
2024	\$1,516,333.33	\$1,498,973.63	\$2,393,500.00	\$2,920,000.00

Sold Listings - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2023	\$1,579,055.56	\$1,486,655.56	\$1,352,117.53	\$1,400,749.88
2024	\$1,536,222.22	\$1,205,230.77	\$1,395,660.56	\$1,381,142.79

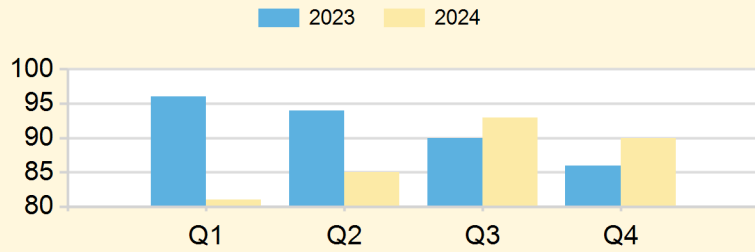
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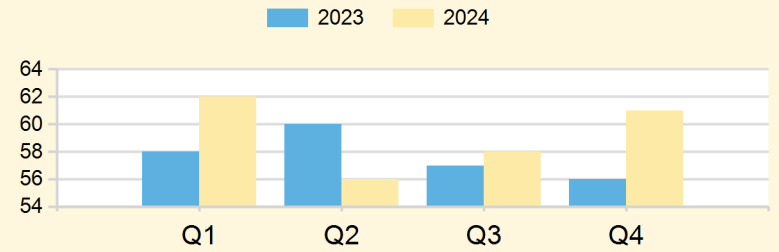
Multi Family

Listed Between the Last Day of Each Quarter and 12 Months



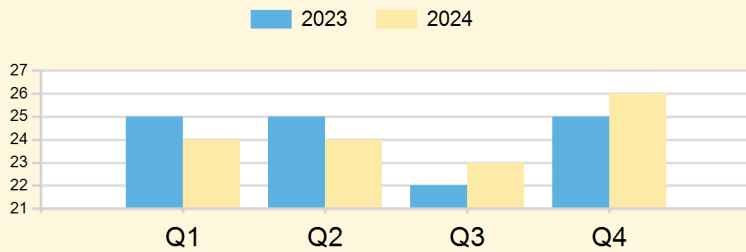
	Q1	Q2	Q3	Q4
2023	96	94	90	86
2024	81	85	93	90

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



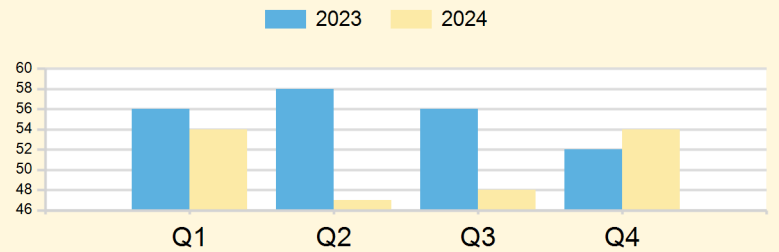
	Q1	Q2	Q3	Q4
2023	58	60	57	56
2024	62	56	58	61

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



	Q1	Q2	Q3	Q4
2023	25	25	22	25
2024	24	24	23	26

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2023	56	58	56	52
2024	54	47	48	54