

Newton, 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	59	45	-14	65	81	16	87	84	-3	18	48	30
Avg. Days on Market	65	40	-25	55	48	-7	37	60	23	79	99	20
Avg. List Price	\$2,852,349.14	\$2,802,328.64	-\$50,020.50	\$2,835,249.03	\$2,772,871.31	-\$62,377.72	\$2,209,414.92	\$2,561,262.65	\$351,847.73	\$3,086,444.44	\$2,821,518.71	-\$264,925.73
Avg. List \$ / SqFt	\$548.66	\$595.27	\$46.61	\$567.13	\$602.36	\$35.23	\$558.55	\$575.54	\$16.99	\$558.67	\$599.80	\$41.13
Approx. Absorption Rate	85.17%	115.00%	29.83%	89.87%	63.07%	-26.80%	67.34%	57.04%	-10.30%	303.24%	93.06%	-210.18%
Approx. Months Supply of Inventory	1.17	0.87	-0.30	1.11	1.59	0.48	1.49	1.75	0.26	0.33	1.07	0.74
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.
Listing Units (Taken)	188	164	-24	299	286	-13	184	161	-23	110	95	-15
Avg. Original List Price	\$2,003,734.01	\$2,162,093.84	\$158,359.83	\$1,866,937.44	\$2,125,669.07	\$258,731.63	\$1,754,315.20	\$1,971,173.37	\$216,858.17	\$2,047,870.91	\$2,061,386.29	\$13,515.38
Avg. Original List \$ / SqFt	\$533.17	\$565.53	\$32.36	\$538.04	\$589.70	\$51.66	\$542.71	\$564.62	\$21.91	\$556.62	\$579.10	\$22.48
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)	16	16	0	49	64	15	23	40	17	12	15	3
Avg. Original List Price	\$1,852,187.50	\$2,721,062.44	\$868,874.94	\$1,884,957.12	\$2,452,232.66	\$567,275.54	\$1,647,973.91	\$1,660,445.00	\$12,471.09	\$1,874,083.33	\$1,740,593.33	-\$133,490.00
Avg. Original List \$ / SqFt	\$501.62	\$596.10	\$94.48	\$527.50	\$600.28	\$72.78	\$564.53	\$569.65	\$5.12	\$526.42	\$540.07	\$13.65
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2021	2022	Var.	2021	2022	Var.	2021	2022	Var.	2021	2022*	Var.
Listing Units (Went Pending)	171	124	-47	251	228	-23	139	120	-19	134	85	-49
Avg. List Price	\$1,799,788.71	\$1,888,432.25	\$88,643.54	\$1,758,072.09	\$1,924,816.17	\$166,744.08	\$1,679,399.99	\$1,885,480.63	\$206,080.64	\$1,719,039.51	\$1,750,931.74	\$31,892.23
Avg. List \$ / SqFt	\$515.41	\$535.42	\$20.01	\$533.10	\$574.91	\$41.81	\$514.83	\$559.03	\$44.20	\$543.97	\$548.17	\$4.20
Avg. Days to Offer	31	17	-14	19	14	-5	26	27	1	24	30	6

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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)	113	79	-34	196	180	-16	202	168	-34	141	107	-34
Avg. Days on Market	62	40	-22	29	18	-11	28	32	4	33	33	0
Avg. Days to Offer	43	31	-12	20	11	-9	17	24	7	24	25	1
Avg. Sale Price	\$1,682,214.66	\$1,924,162.82	\$241,948.16	\$1,847,754.39	\$1,918,695.44	\$70,941.05	\$1,771,938.71	\$2,086,084.35	\$314,145.64	\$1,614,599.43	\$1,737,297.61	\$122,698.18
Avg. Sale \$ / SqFt	\$491.60	\$551.35	\$59.75	\$550.13	\$612.18	\$62.05	\$534.26	\$570.70	\$36.44	\$539.97	\$542.30	\$2.33
Avg. List Price	\$1,707,990.82	\$1,913,370.89	\$205,380.07	\$1,819,519.87	\$1,811,857.72	-\$7,662.15	\$1,747,907.90	\$2,093,299.32	\$345,391.42	\$1,592,855.99	\$1,758,265.30	\$165,409.31
Avg. List \$ / SqFt	\$493.15	\$538.63	\$45.48	\$534.39	\$569.13	\$34.74	\$522.58	\$563.17	\$40.59	\$529.03	\$548.43	\$19.40
Avg. Original List Price	\$1,753,620.35	\$1,947,902.53	\$194,282.18	\$1,833,387.22	\$1,828,597.16	-\$4,790.06	\$1,768,101.47	\$2,147,685.57	\$379,584.10	\$1,627,018.43	\$1,796,900.82	\$169,882.39
Avg. Original List \$ / SqFt	\$503.96	\$548.18	\$44.22	\$537.54	\$573.10	\$35.56	\$528.33	\$575.27	\$46.94	\$541.62	\$562.40	\$20.78
Avg. Sale Price as % of List Price	99.73%	102.63%	2.90%	103.24%	107.75%	4.51%	102.43%	101.42%	-1.01%	102.41%	99.15%	-3.26%
Avg. Sale Price as % of Original List Price	97.67%	101.08%	3.41%	102.66%	107.09%	4.43%	101.46%	99.37%	-2.09%	100.54%	96.88%	-3.66%
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	843	761	-82	901	744	-157	813	726	-87	782	706	-76
Units Price Changed	209	141	-68	189	144	-45	145	151	6	148	165	17
Units Went Pending	692	636	-56	776	618	-158	706	599	-107	680	550	-130
Units Sold	603	621	18	701	613	-88	703	575	-128	655	536	-119

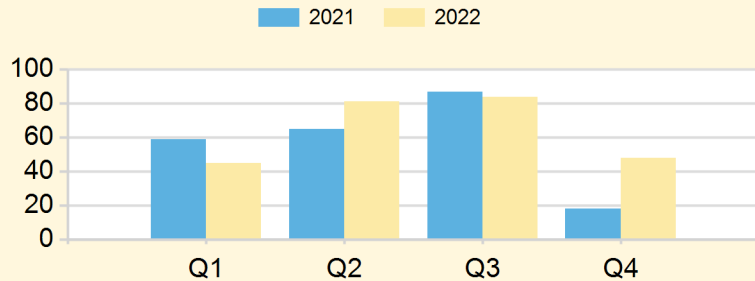
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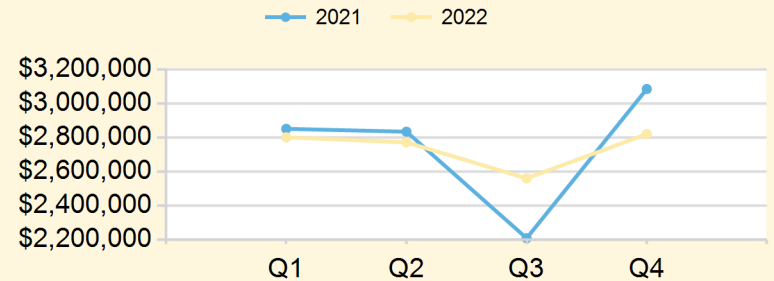
Single Family

Listing Inventory on the Last Day of Each Quarter



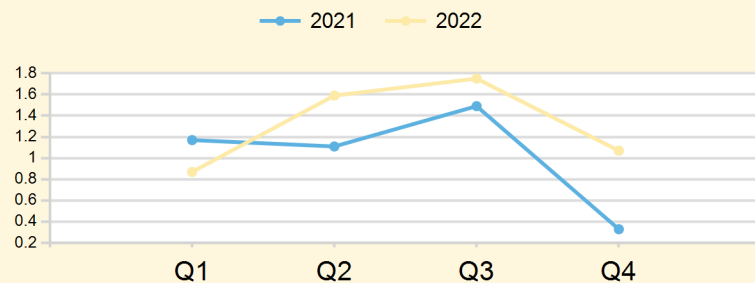
	Q1	Q2	Q3	Q4
2021	59	65	87	18
2022	45	81	84	48

Average List Price on the Last Day of Each Quarter



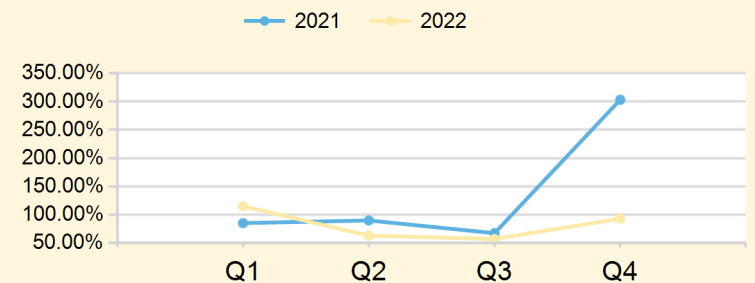
	Q1	Q2	Q3	Q4
2021	\$2,852,349.14	\$2,835,249.03	\$2,209,414.92	\$3,086,444.44
2022	\$2,802,328.64	\$2,772,871.31	\$2,561,262.65	\$2,821,518.71

Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2021	1.17	1.11	1.49	0.33
2022	0.87	1.59	1.75	1.07

Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2021	85.17%	89.87%	67.34%	303.24%
2022	115.00%	63.07%	57.04%	93.06%

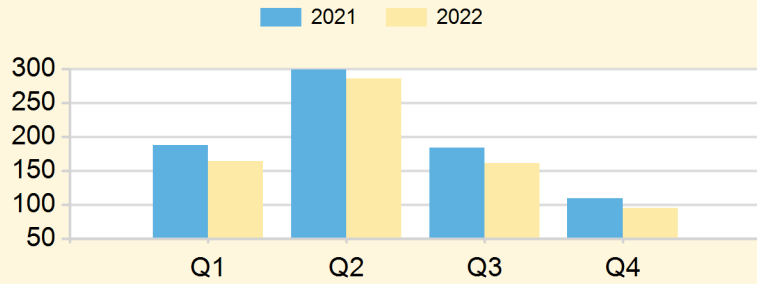
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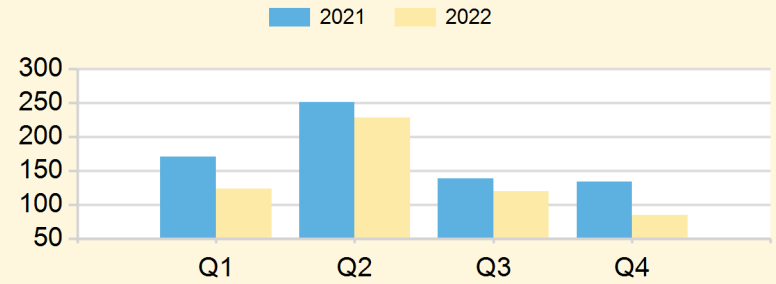
Single Family

Properties Listed During Each Quarter



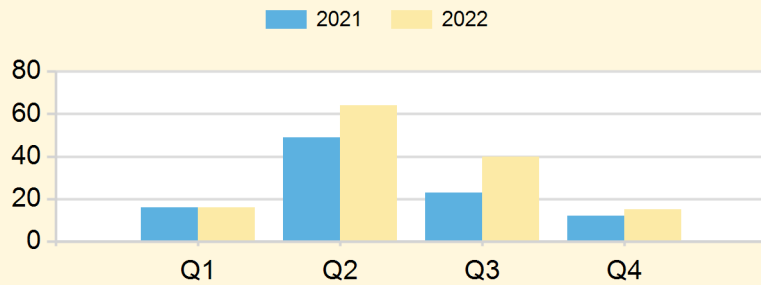
	Q1	Q2	Q3	Q4
2021	188	299	184	110
2022	164	286	161	95

Went Pending During Each Quarter



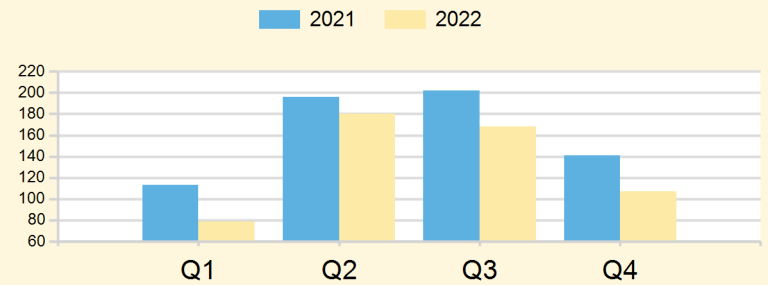
	Q1	Q2	Q3	Q4
2021	171	251	139	134
2022	124	228	120	85

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2021	16	49	23	12
2022	16	64	40	15

Sold Listings During Each Quarter



	Q1	Q2	Q3	Q4
2021	113	196	202	141
2022	79	180	168	107

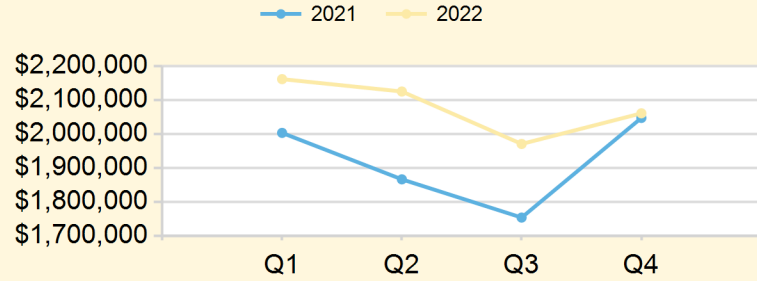
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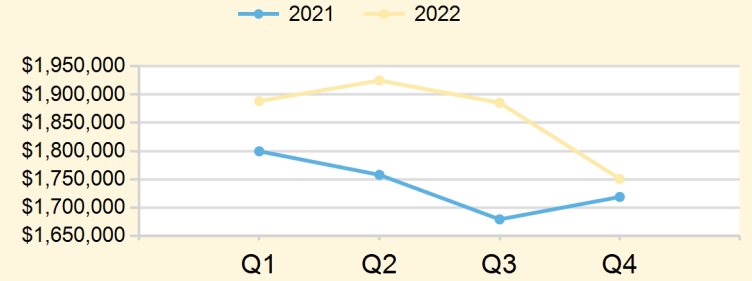
Single Family

Listed Properties - Average List Price For Each Quarter



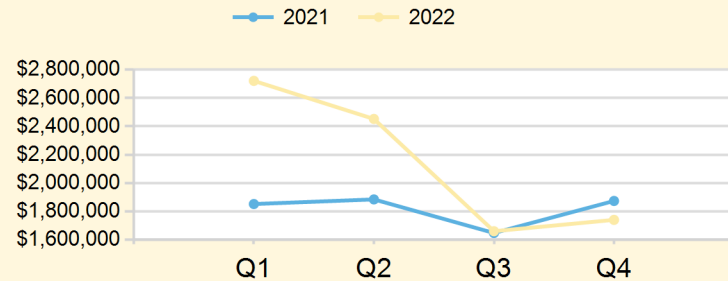
	Q1	Q2	Q3	Q4
2021	\$2,003,734.01	\$1,866,937.44	\$1,754,315.20	\$2,047,870.91
2022	\$2,162,093.84	\$2,125,669.07	\$1,971,173.37	\$2,061,386.29

Went Pending - Average List Price For Each Quarter



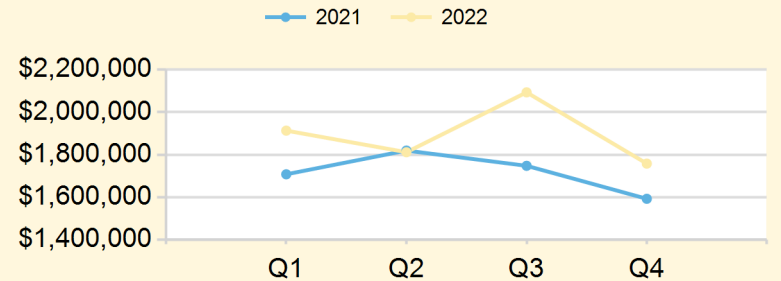
	Q1	Q2	Q3	Q4
2021	\$1,799,788.71	\$1,758,072.09	\$1,679,399.99	\$1,719,039.51
2022	\$1,888,432.25	\$1,924,816.17	\$1,885,480.63	\$1,750,931.74

Price Changed - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2021	\$1,852,187.50	\$1,884,957.12	\$1,647,973.91	\$1,874,083.33
2022	\$2,721,062.44	\$2,452,232.66	\$1,660,445.00	\$1,740,593.33

Sold Listings - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2021	\$1,707,990.82	\$1,819,519.87	\$1,747,907.90	\$1,592,855.99
2022	\$1,913,370.89	\$1,811,857.72	\$2,093,299.32	\$1,758,265.30

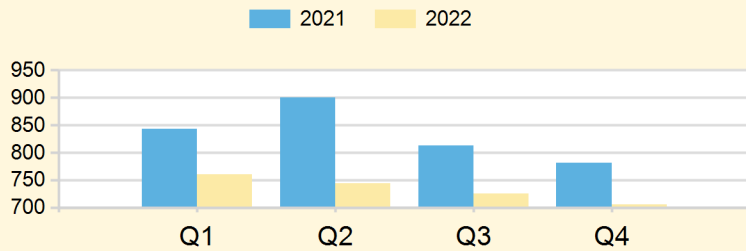
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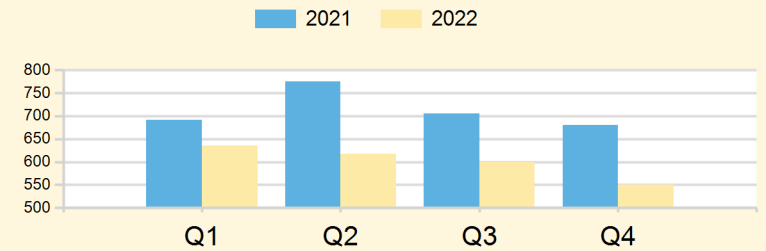
Single Family

Listed Between the Last Day of Each Quarter and 12 Months



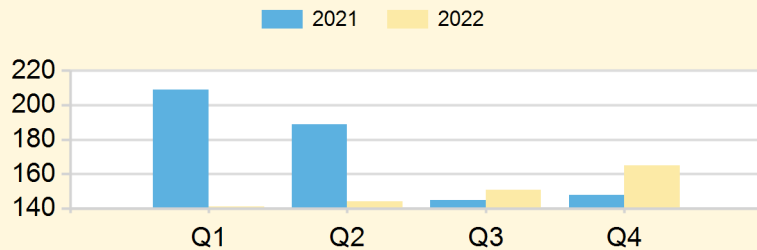
	Q1	Q2	Q3	Q4
2021	843	901	813	782
2022	761	744	726	706

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



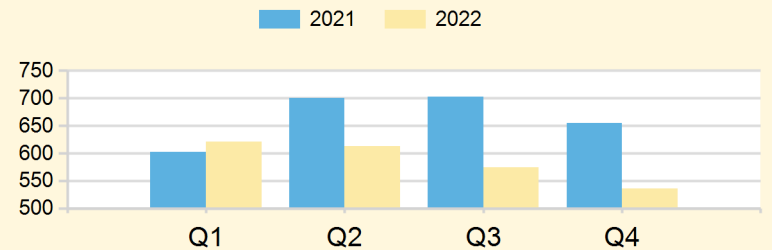
	Q1	Q2	Q3	Q4
2021	692	776	706	680
2022	636	618	599	550

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



	Q1	Q2	Q3	Q4
2021	209	189	145	148
2022	141	144	151	165

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2021	603	701	703	655
2022	621	613	575	536