

Middlesex County Area Market Review

2019 - 2023 As of March 15, 2023

Prepared by Rob Ramsdell on Wednesday, March 15, 2023

Condominium

Listing Inventory on March 15	2019	2020	2021	2022	2023
Listing Units	652	613	501	324	443
Median Days on Market	30	18	26	25	28
Median List Price	\$566,500.00	\$595,900.00	\$639,900.00	\$774,500.00	\$849,000.00
Median List \$ / SqFt	\$361.00	\$366.89	\$458.64	\$560.33	\$533.45
Approximate Absorption Rate	74.41%	78.62%	96.97%	175.46%	100.36%
Approximate Months Supply of Inventory	1.34	1.27	1.03	0.57	1.00
Listed (Year to Date)	2019	2020	2021	2022	2023
Listing Units (Taken)	1303	1400	1410	1173	1069
Median Original List Price	\$519,900.00	\$545,000.00	\$539,900.00	\$599,999.00	\$675,000.00
Median Original List \$ / SqFt	\$359.79	\$374.41	\$400.79	\$449.07	\$466.55
Went Pending (Year to Date)	2019	2020	2021	2022	2023
Listing Units (Went Pending)	1166	1215	1351	1082	927
Median List Price	\$499,000.00	\$525,000.00	\$539,000.00	\$589,900.00	\$625,000.00
Median List \$ / SqFt	\$346.90	\$353.55	\$395.24	\$418.68	\$427.59
Median Days to Offer	14	10	8	6	8
Listed & Price Changed (Year to Date)	2019	2020	2021	2022	2023
Listing Units (Price Changed)	149	135	124	66	125
Median Original List Price	\$545,000.00	\$549,900.00	\$579,250.00	\$669,000.00	\$819,000.00
Median Original List \$ / SqFt	\$399.11	\$363.33	\$431.80	\$573.27	\$513.16
Sold (Year to Date)	2019	2020	2021	2022	2023
Closed Units (Sold)	756	776	987	780	615
Median Days on Market	35	36	29	20	29
Median Days to Offer	21	20	16	9	15
Median Sale Price	\$445,000.00	\$520,000.00	\$510,000.00	\$555,000.00	\$570,000.00
Median Sale \$ / SqFt	\$329.05	\$349.66	\$378.79	\$413.71	\$410.34
Median List Price	\$449,900.00	\$514,950.00	\$509,900.00	\$549,700.00	\$570,000.00
Median List \$ / SqFt	\$328.10	\$351.37	\$379.42	\$403.96	\$408.64
Median Original List Price	\$459,900.00	\$525,000.00	\$519,900.00	\$552,420.00	\$579,000.00
Median Original List \$ / SqFt	\$334.97	\$355.35	\$384.97	\$403.25	\$416.56
Median Sale Price as % of List Price	99.51%	99.53%	100%	100.03%	100%
Median Sale Price as % of Original List Price	98.45%	98.50%	100%	100.03%	99.26%
Sold Units - Short Sale	1	0	1	1	0
Sold Units - Lender-Owned	9	3	3	2	0
12-Month Activity as of March 15	2019	2020	2021	2022	2023
Units Listed	7124	7283	7290	7514	6477
Units Price Changed	1666	1862	1666	1242	1425
Units Went Pending	6091	6275	6347	6954	5450
Units Sold	5822	5783	5830	6822	5335

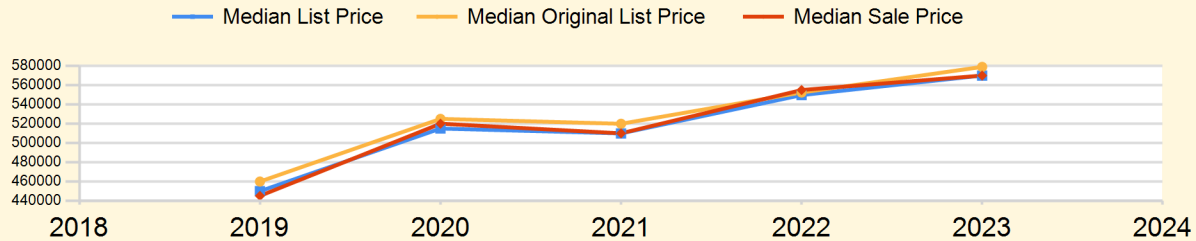
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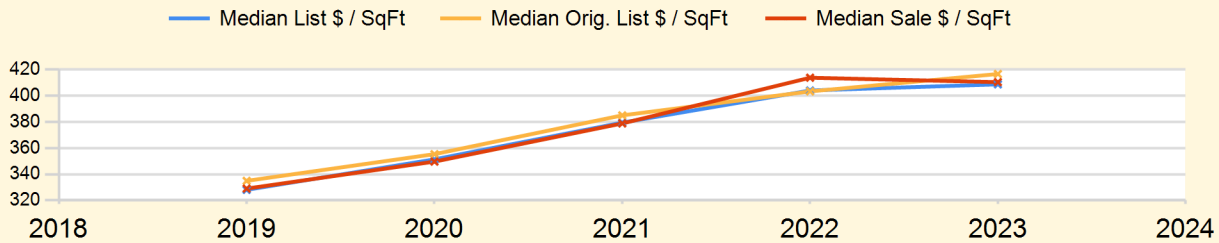
Condominium

Median Price (Sold Inventory - Year to Date)



Solds / Year	2019	2020	2021	2022	2023
List Price	\$449,900.00	\$514,950.00	\$509,900.00	\$549,700.00	\$570,000.00
Original List Price	\$459,900.00	\$525,000.00	\$519,900.00	\$552,420.00	\$579,000.00
Sale Price	\$445,000.00	\$520,000.00	\$510,000.00	\$555,000.00	\$570,000.00

Median Price / SqFt (Sold Inventory - Year to Date)



Solds / Year	2019	2020	2021	2022	2023
List \$ / SqFt	\$328.10	\$351.37	\$379.42	\$403.96	\$408.64
Orig. List \$ / SqFt	\$334.97	\$355.35	\$384.97	\$403.25	\$416.56
Sale \$ / SqFt	\$329.05	\$349.66	\$378.79	\$413.71	\$410.34

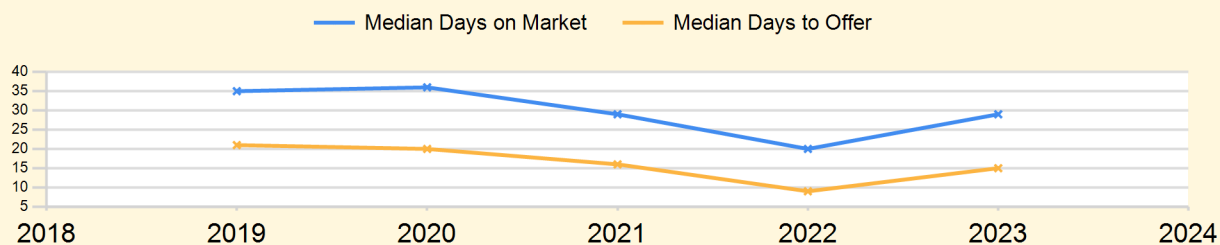
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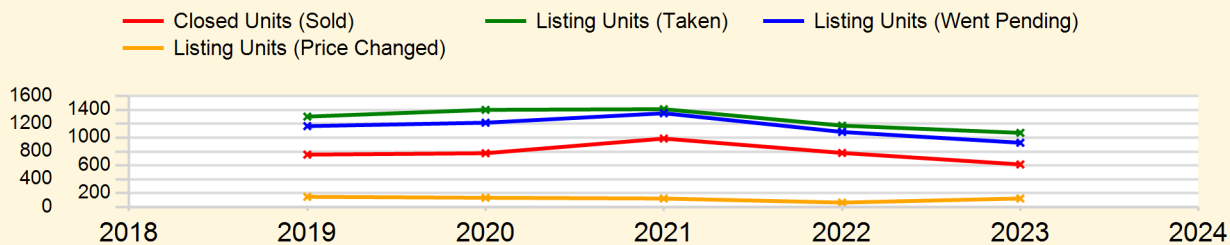
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Median Days to Offer (Sold Inventory - Year to Date)



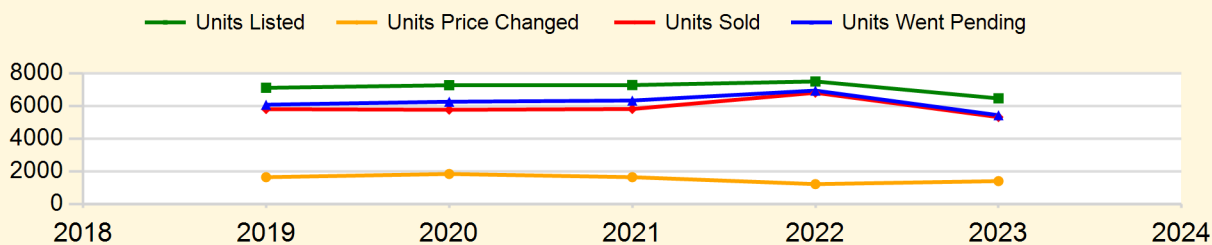
Solds / Year	2019	2020	2021	2022	2023
Days on Market	35	36	29	20	29
Days to Offer	21	20	16	9	15

Listing Units (Year to Date)



Category / Year	2019	2020	2021	2022	2023
Units Sold	756	776	987	780	615
Units Price Changed	149	135	124	66	125
Units Taken	1,303	1,400	1,410	1,173	1,069
Units Went Pending	1,166	1,215	1,351	1,082	927

12 Months Activity



Category / Year	2019	2020	2021	2022	2023
Units Listed	7,124	7,283	7,290	7,514	6,477
Units Price Changed	1,666	1,862	1,666	1,242	1,425
Units Sold	5,822	5,783	5,830	6,822	5,335
Units Went Pending	6,091	6,275	6,347	6,954	5,450