

# Newton, MA Real Estate Market Review

## 2024 vs. 2023 Per Quarter

Prepared by Ryan Cook on Monday, September 30, 2024

### Single Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2023	2024	Var.	2023	2024	Var.	2023	2024	Var.	2023	2024*	Var.
Listing Units	77	86	9	78	121	43	91	122	31	45	122	77
Avg. Days on Market	51	82	31	66	76	10	70	77	7	112	169	57
Avg. List Price	\$2,922,180.48	\$3,325,763.66	\$403,583.18	\$2,779,678.05	\$3,310,599.16	\$530,921.11	\$2,962,891.08	\$3,210,363.92	\$247,472.84	\$3,630,559.71	\$3,210,363.92	-\$420,195.79
Avg. List \$ / SqFt	\$617.47	\$667.38	\$49.91	\$641.25	\$639.56	-\$1.69	\$617.45	\$633.40	\$15.95	\$672.69	\$633.40	-\$39.29
Approx. Absorption Rate	56.60%	43.12%	-13.48%	52.46%	32.16%	-20.30%	41.85%	32.04%	-9.81%	80.00%	25.82%	-54.18%
Approx. Months Supply of Inventory	1.77	2.32	0.55	1.91	3.11	1.20	2.39	3.12	0.73	1.25	3.87	2.62
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2023	2024	Var.	2023	2024	Var.	2023	2024	Var.	2023	2024*	Var.
Listing Units (Taken)	174	190	16	249	285	36	141	175	34	89	0	-89
Avg. Original List Price	\$2,260,474.11	\$2,556,083.55	\$295,609.44	\$2,219,489.02	\$2,409,744.54	\$190,255.52	\$2,465,602.04	\$2,533,575.97	\$67,973.93	\$2,781,848.30	\$0.00	-\$2,781,848.30
Avg. Original List \$ / SqFt	\$582.60	\$624.93	\$42.33	\$605.18	\$629.47	\$24.29	\$608.60	\$611.81	\$3.21	\$639.37	\$0.00	-\$639.37
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)	16	30	14	42	61	19	18	33	15	17	0	-17
Avg. Original List Price	\$2,772,000.00	\$2,749,926.27	-\$22,073.73	\$2,127,942.38	\$2,546,437.66	\$418,495.28	\$2,335,322.22	\$2,453,933.27	\$118,611.05	\$2,001,935.29	\$0.00	-\$2,001,935.29
Avg. Original List \$ / SqFt	\$642.20	\$643.52	\$1.32	\$589.87	\$642.85	\$52.98	\$599.33	\$570.72	-\$28.61	\$634.51	\$0.00	-\$634.51
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2023	2024	Var.	2023	2024	Var.	2023	2024	Var.	2023	2024*	Var.
Listing Units (Went Pending)	125	126	1	204	206	2	86	122	36	84	0	-84
Avg. List Price	\$1,990,651.18	\$2,266,272.91	\$275,621.73	\$2,070,222.52	\$2,020,381.47	-\$49,841.05	\$1,829,897.53	\$2,158,349.98	\$328,452.45	\$2,139,315.31	\$0.00	-\$2,139,315.31
Avg. List \$ / SqFt	\$560.83	\$605.28	\$44.45	\$585.02	\$615.28	\$30.26	\$581.41	\$596.79	\$15.38	\$594.38	\$0.00	-\$594.38
Avg. Days to Offer	30	24	-6	22	22	0	33	41	8	44	0	-44

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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)	58	65	7	150	167	17	133	146	13	91	0	-91
Avg. Days on Market	43	61	18	31	37	6	33	37	4	53	0	-53
Avg. Days to Offer	30	45	15	21	19	-2	23	26	3	37	0	-37
Avg. Sale Price	\$1,882,521.55	\$2,482,849.23	\$600,327.68	\$1,988,556.17	\$2,037,312.04	\$48,755.87	\$2,046,587.73	\$2,069,128.55	\$22,540.82	\$1,851,865.58	\$0.00	-\$1,851,865.58
Avg. Sale \$ / SqFt	\$566.53	\$586.89	\$20.36	\$586.83	\$631.72	\$44.89	\$582.74	\$623.95	\$41.21	\$590.20	\$0.00	-\$590.20
Avg. List Price	\$1,886,287.91	\$2,534,285.75	\$647,997.84	\$1,960,051.98	\$2,010,975.36	\$50,923.38	\$2,043,960.80	\$2,080,467.79	\$36,506.99	\$1,850,068.12	\$0.00	-\$1,850,068.12
Avg. List \$ / SqFt	\$564.31	\$591.16	\$26.85	\$573.13	\$610.20	\$37.07	\$576.22	\$617.06	\$40.84	\$586.46	\$0.00	-\$586.46
Avg. Original List Price	\$1,914,460.33	\$2,582,904.60	\$668,444.27	\$1,980,886.65	\$2,037,195.72	\$56,309.07	\$2,093,160.14	\$2,118,391.08	\$25,230.94	\$1,896,517.57	\$0.00	-\$1,896,517.57
Avg. Original List \$ / SqFt	\$572.88	\$601.81	\$28.93	\$578.19	\$617.80	\$39.61	\$588.32	\$626.41	\$38.09	\$600.99	\$0.00	-\$600.99
Avg. Sale Price as % of List Price	99.90%	99.40%	-0.50%	102.61%	103.75%	1.14%	101.49%	101.07%	-0.42%	100.81%	0.00%	-100.81%
Avg. Sale Price as % of Original List Price	98.34%	97.84%	-0.50%	101.85%	102.76%	0.91%	99.52%	99.58%	0.06%	98.73%	0.00%	-98.73%
Sold Units - Short Sale	0	0	0	0	0	0	0	1	1	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	719	670	-49	677	705	28	658	739	81	654	650	-4
Units Price Changed	171	164	-7	165	192	27	147	208	61	166	179	13
Units Went Pending	549	492	-57	520	500	-20	487	524	37	486	443	-43
Units Sold	523	445	-78	491	467	-24	457	469	12	432	378	-54

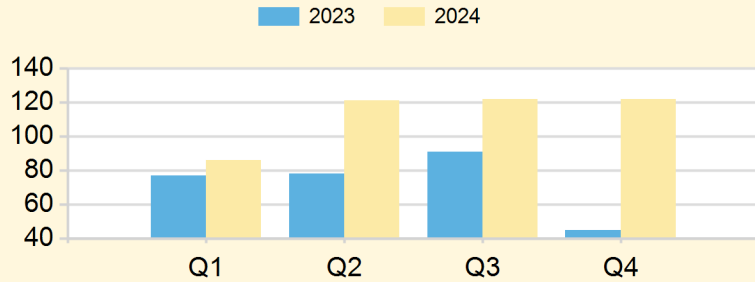
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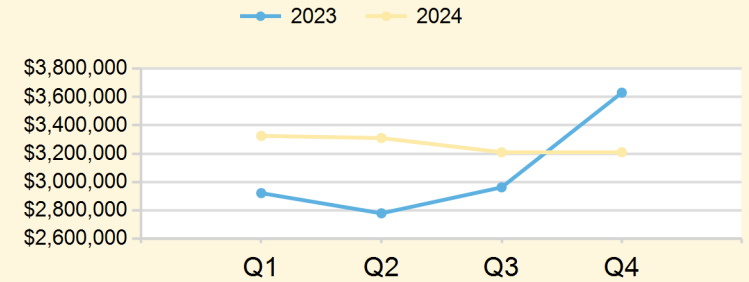
### Single Family

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



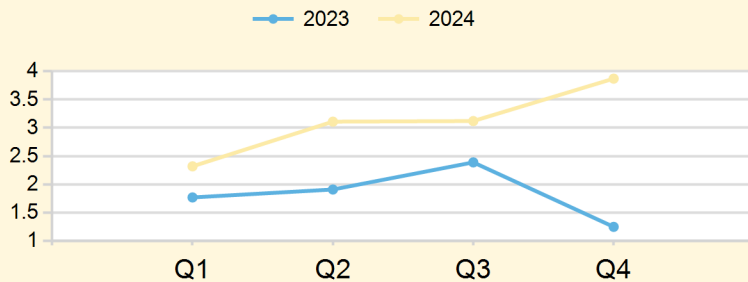
	Q1	Q2	Q3	Q4
2023	77	78	91	45
2024	86	121	122	122

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



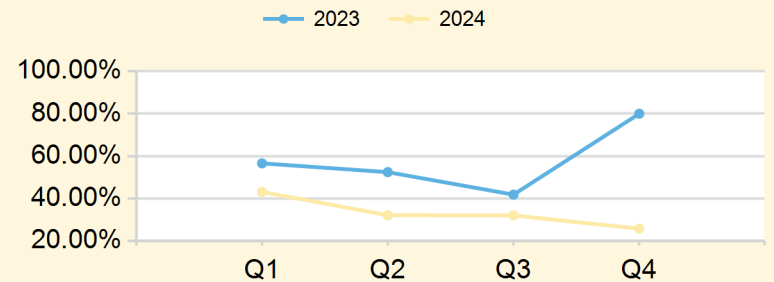
	Q1	Q2	Q3	Q4
2023	\$2,922,180.48	\$2,779,678.05	\$2,962,891.08	\$3,630,559.71
2024	\$3,325,763.66	\$3,310,599.16	\$3,210,363.92	\$3,210,363.92

**Approx. Months supply per Quarter**



	Q1	Q2	Q3	Q4
2023	1.77	1.91	2.39	1.25
2024	2.32	3.11	3.12	3.87

**Approx. Absorption Rate Per Quarter**



	Q1	Q2	Q3	Q4
2023	56.60%	52.46%	41.85%	80.00%
2024	43.12%	32.16%	32.04%	25.82%

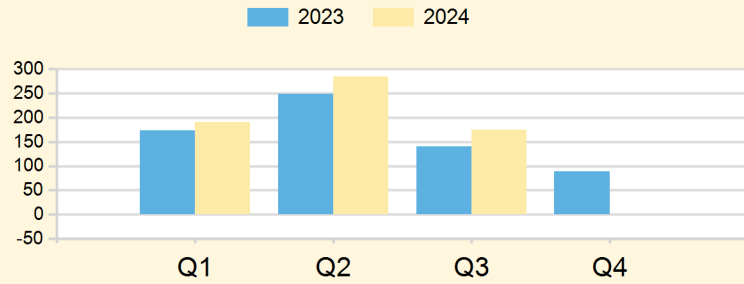
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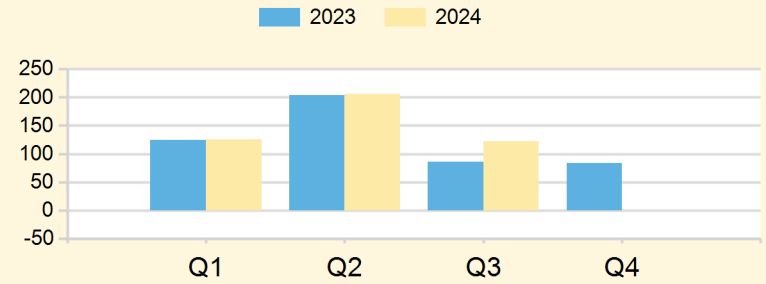
### Single Family

**Properties Listed During Each Quarter**



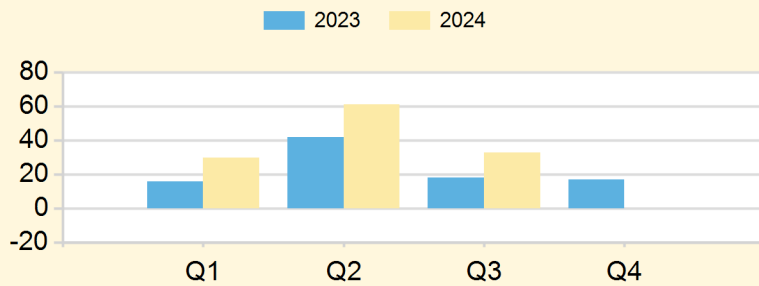
	Q1	Q2	Q3	Q4
2023	174	249	141	89
2024	190	285	175	0

**Went Pending During Each Quarter**



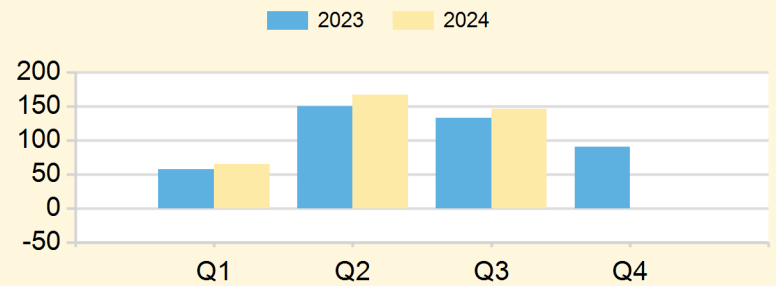
	Q1	Q2	Q3	Q4
2023	125	204	86	84
2024	126	206	122	0

**Price Changed During Each Quarter**



	Q1	Q2	Q3	Q4
2023	16	42	18	17
2024	30	61	33	0

**Sold Listings During Each Quarter**



	Q1	Q2	Q3	Q4
2023	58	150	133	91
2024	65	167	146	0

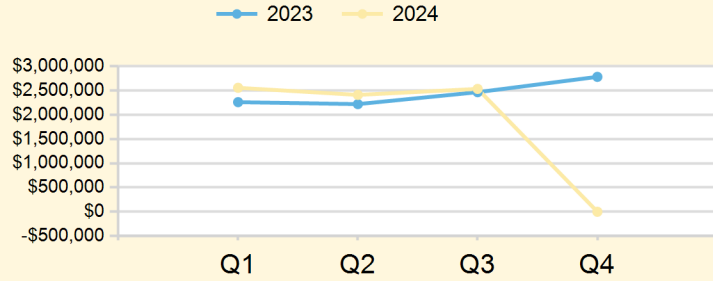
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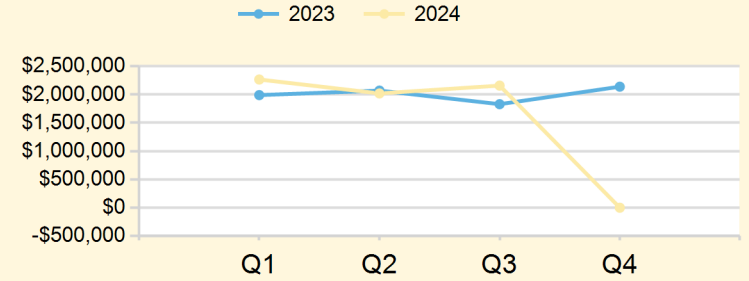
### Single Family

Listed Properties - Average List Price For Each Quarter



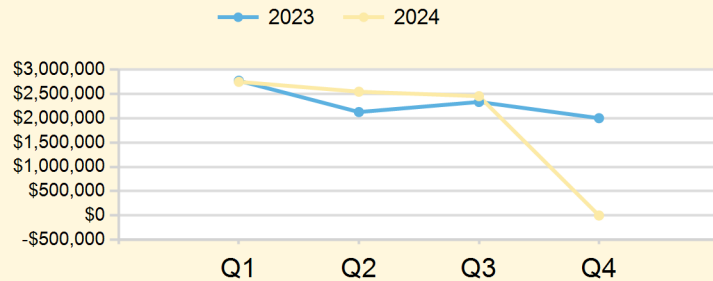
	Q1	Q2	Q3	Q4
2023	\$2,260,474.11	\$2,219,489.02	\$2,465,602.04	\$2,781,848.30
2024	\$2,556,083.55	\$2,409,744.54	\$2,533,575.97	\$0.00

Went Pending - Average List Price For Each Quarter



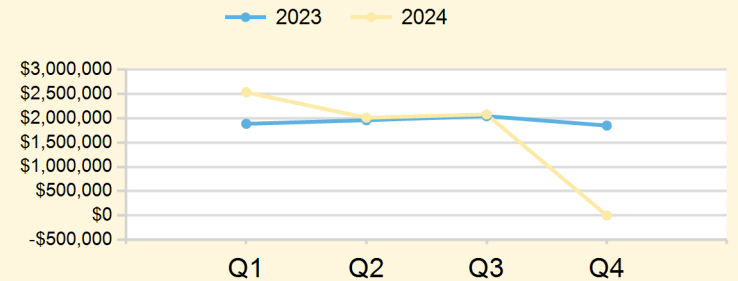
	Q1	Q2	Q3	Q4
2023	\$1,990,651.18	\$2,070,222.52	\$1,829,897.53	\$2,139,315.31
2024	\$2,266,272.91	\$2,020,381.47	\$2,158,349.98	\$0.00

Price Changed - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2023	\$2,772,000.00	\$2,127,942.38	\$2,335,322.22	\$2,001,935.29
2024	\$2,749,926.27	\$2,546,437.66	\$2,453,933.27	\$0.00

Sold Listings - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2023	\$1,886,287.91	\$1,960,051.98	\$2,043,960.80	\$1,850,068.12
2024	\$2,534,285.75	\$2,010,975.36	\$2,080,467.79	\$0.00

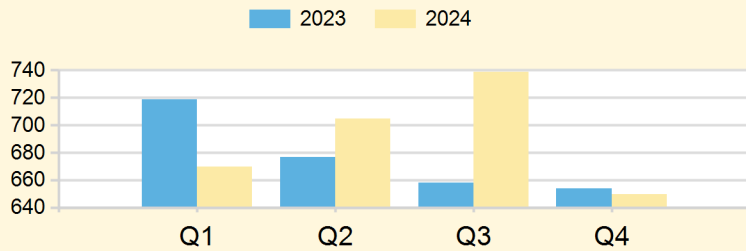
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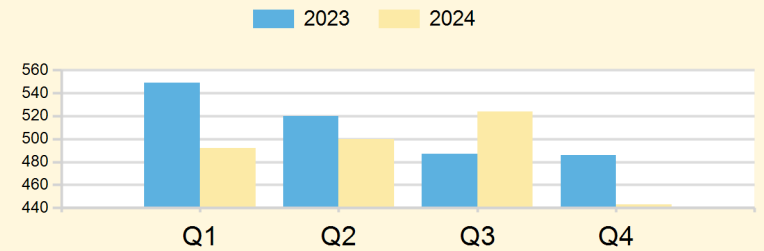
### Single Family

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



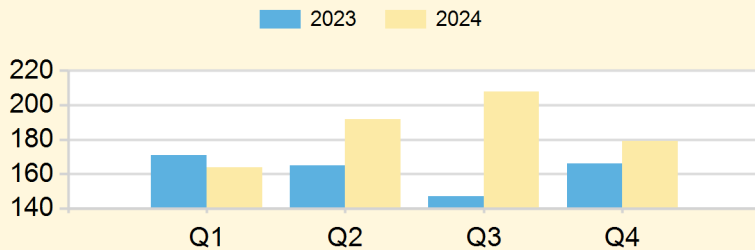
	Q1	Q2	Q3	Q4
2023	719	677	658	654
2024	670	705	739	650

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



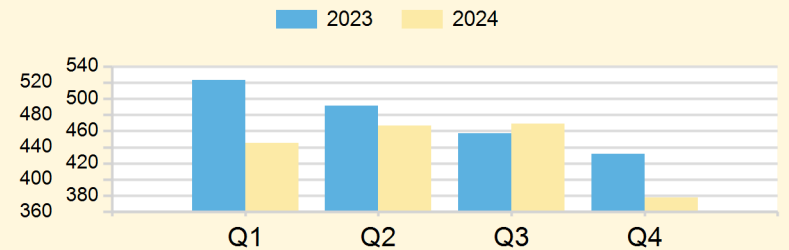
	Q1	Q2	Q3	Q4
2023	549	520	487	486
2024	492	500	524	443

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



	Q1	Q2	Q3	Q4
2023	171	165	147	166
2024	164	192	208	179

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



	Q1	Q2	Q3	Q4
2023	523	491	457	432
2024	445	467	469	378