

Sudbury, 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	17	9	-8	17	18	1	25	29	4	8	29	21
Avg. Days on Market	169	130	-39	225	60	-165	161	70	-91	215	162	-53
Avg. List Price	\$2,490,823.53	\$3,075,222.22	\$584,398.69	\$2,776,376.47	\$2,438,888.89	-\$337,487.58	\$2,315,831.80	\$2,081,227.59	-\$234,604.21	\$2,886,737.50	\$2,081,227.59	-\$805,509.91
Avg. List \$ / SqFt	\$443.21	\$525.16	\$81.95	\$507.91	\$442.72	-\$65.19	\$460.31	\$472.04	\$11.73	\$532.42	\$472.04	-\$60.38
Approx. Absorption Rate	114.22%	162.04%	47.82%	102.45%	79.17%	-23.28%	57.67%	50.29%	-7.38%	167.71%	41.67%	-126.04%
Approx. Months Supply of Inventory	0.88	0.62	-0.26	0.98	1.26	0.28	1.73	1.99	0.26	0.60	2.40	1.80
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	80	16	45	58	13	27	0	-27
Avg. Original List Price	\$1,461,832.00	\$1,543,168.42	\$81,336.42	\$1,417,987.48	\$1,448,693.74	\$30,706.26	\$1,402,466.09	\$1,371,574.12	-\$30,891.97	\$1,289,974.04	\$0.00	-\$1,289,974.04
Avg. Original List \$ / SqFt	\$371.13	\$394.23	\$23.10	\$406.82	\$410.50	\$3.68	\$374.16	\$400.69	\$26.53	\$410.66	\$0.00	-\$410.66
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	16	12	8	10	2	4	0	-4
Avg. Original List Price	\$1,168,225.00	\$2,160,250.00	\$992,025.00	\$1,096,000.00	\$1,489,312.44	\$393,312.44	\$1,337,746.75	\$1,295,790.00	-\$41,956.75	\$936,725.00	\$0.00	-\$936,725.00
Avg. Original List \$ / SqFt	\$405.21	\$378.13	-\$27.08	\$402.23	\$366.79	-\$35.44	\$390.15	\$334.96	-\$55.19	\$429.41	\$0.00	-\$429.41
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	65	2	38	44	6	32	0	-32
Avg. List Price	\$1,278,678.55	\$1,379,516.93	\$100,838.38	\$1,179,223.79	\$1,396,223.06	\$216,999.27	\$1,307,110.53	\$1,346,902.25	\$39,791.72	\$1,219,978.09	\$0.00	-\$1,219,978.09
Avg. List \$ / SqFt	\$353.99	\$386.33	\$32.34	\$357.58	\$399.21	\$41.63	\$366.40	\$405.18	\$38.78	\$381.22	\$0.00	-\$381.22
Avg. Days to Offer	20	28	8	13	16	3	27	24	-3	37	0	-37

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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	36	14	57	51	-6	52	58	6	30	0	-30
Avg. Days on Market	50	56	6	21	25	4	36	32	-4	44	0	-44
Avg. Days to Offer	28	40	12	11	16	5	19	18	-1	31	0	-31
Avg. Sale Price	\$1,250,227.27	\$1,306,875.00	\$56,647.73	\$1,247,960.96	\$1,491,341.43	\$243,380.47	\$1,323,913.46	\$1,367,625.52	\$43,712.06	\$1,099,983.37	\$0.00	-\$1,099,983.37
Avg. Sale \$ / SqFt	\$359.03	\$406.51	\$47.48	\$372.74	\$407.61	\$34.87	\$379.14	\$384.80	\$5.66	\$354.76	\$0.00	-\$354.76
Avg. List Price	\$1,246,136.32	\$1,314,233.33	\$68,097.01	\$1,218,684.21	\$1,442,507.82	\$223,823.61	\$1,299,611.52	\$1,369,232.72	\$69,621.20	\$1,115,443.33	\$0.00	-\$1,115,443.33
Avg. List \$ / SqFt	\$356.15	\$401.78	\$45.63	\$362.57	\$385.68	\$23.11	\$364.75	\$381.66	\$16.91	\$363.23	\$0.00	-\$363.23
Avg. Original List Price	\$1,269,954.55	\$1,347,038.89	\$77,084.34	\$1,225,661.40	\$1,460,821.55	\$235,160.15	\$1,313,363.44	\$1,394,681.03	\$81,317.59	\$1,130,312.47	\$0.00	-\$1,130,312.47
Avg. Original List \$ / SqFt	\$361.01	\$408.57	\$47.56	\$365.93	\$388.98	\$23.05	\$368.32	\$386.00	\$17.68	\$368.01	\$0.00	-\$368.01
Avg. Sale Price as % of List Price	100.96%	101.77%	0.81%	102.89%	105.73%	2.84%	104.18%	100.75%	-3.43%	98.44%	0.00%	-98.44%
Avg. Sale Price as % of Original List Price	99.49%	100.70%	1.21%	102.06%	104.82%	2.76%	103.41%	99.55%	-3.86%	97.23%	0.00%	-97.23%
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	209	-2	185	222	37	186	195	9
Units Price Changed	50	37	-13	38	49	11	24	47	23	34	41	7
Units Went Pending	220	187	-33	191	187	-4	164	195	31	170	165	-5
Units Sold	233	175	-58	209	171	-38	173	175	2	161	145	-16

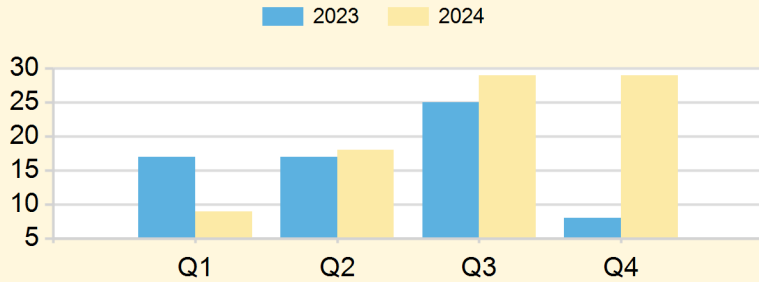
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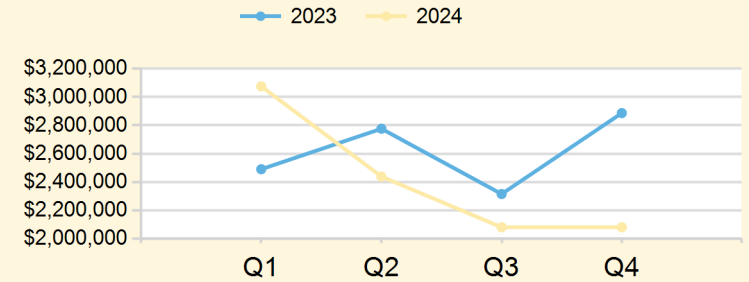
Single Family

Listing Inventory on the Last Day of Each Quarter



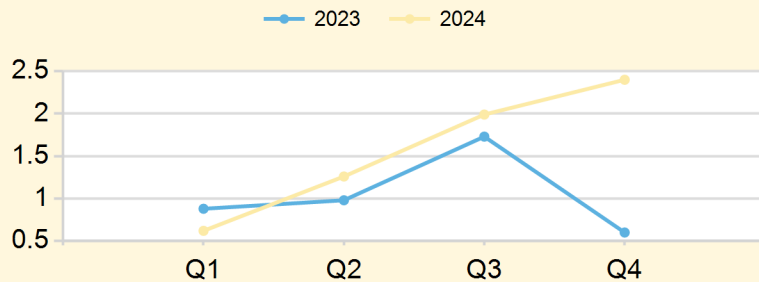
	Q1	Q2	Q3	Q4
2023	17	17	25	8
2024	9	18	29	29

Average List Price on the Last Day of Each Quarter



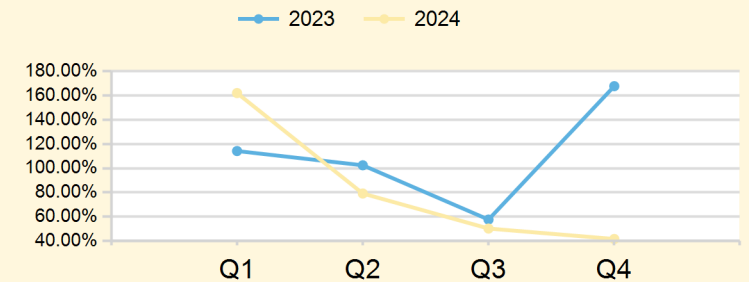
	Q1	Q2	Q3	Q4
2023	\$2,490,823.53	\$2,776,376.47	\$2,315,831.80	\$2,886,737.50
2024	\$3,075,222.22	\$2,438,888.89	\$2,081,227.59	\$2,081,227.59

Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2023	0.88	0.98	1.73	0.60
2024	0.62	1.26	1.99	2.40

Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2023	114.22%	102.45%	57.67%	167.71%
2024	162.04%	79.17%	50.29%	41.67%

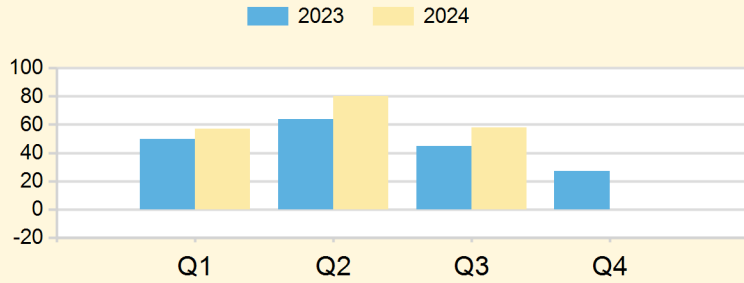
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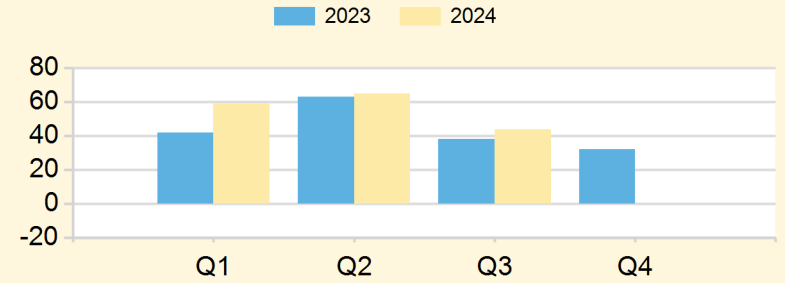
Single Family

Properties Listed During Each Quarter



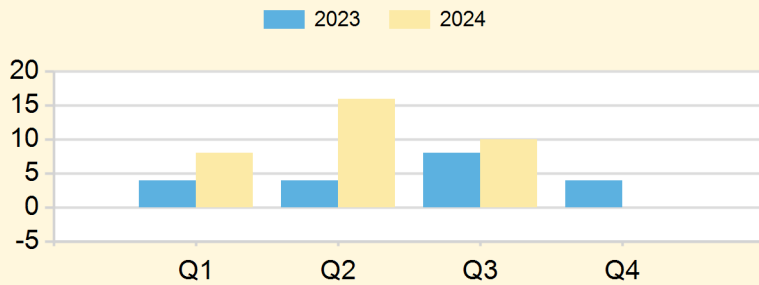
	Q1	Q2	Q3	Q4
2023	50	64	45	27
2024	57	80	58	0

Went Pending During Each Quarter



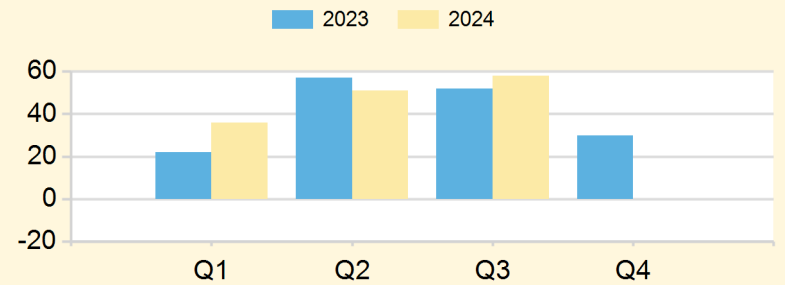
	Q1	Q2	Q3	Q4
2023	42	63	38	32
2024	59	65	44	0

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2023	4	4	8	4
2024	8	16	10	0

Sold Listings During Each Quarter



	Q1	Q2	Q3	Q4
2023	22	57	52	30
2024	36	51	58	0

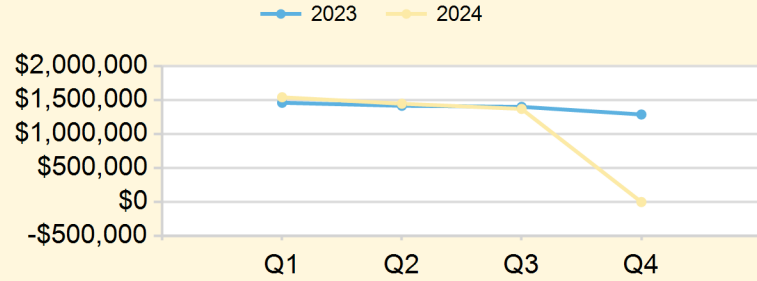
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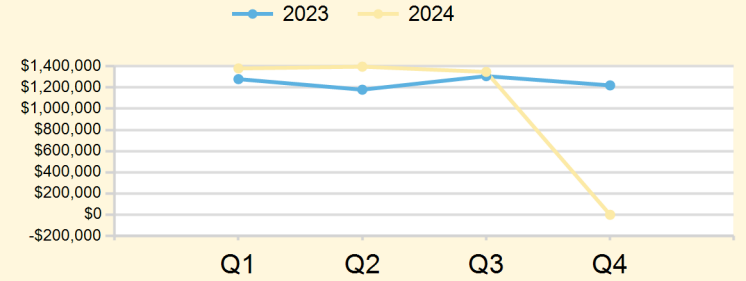
Single Family

Listed Properties - Average List Price For Each Quarter



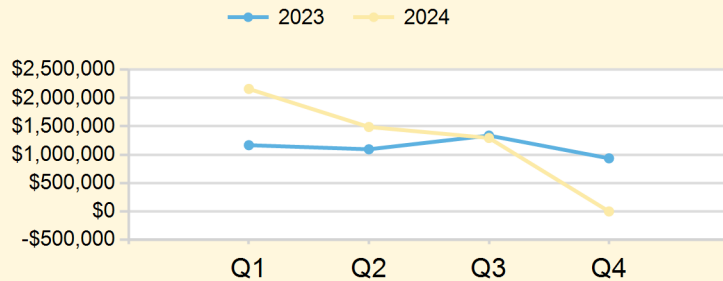
	Q1	Q2	Q3	Q4
2023	\$1,461,832.00	\$1,417,987.48	\$1,402,466.09	\$1,289,974.04
2024	\$1,543,168.42	\$1,448,693.74	\$1,371,574.12	\$0.00

Went Pending - Average List Price For Each Quarter



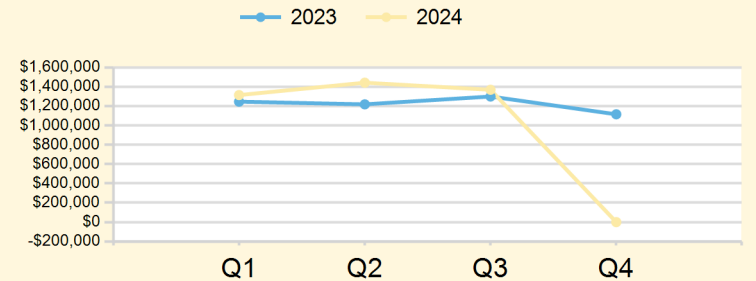
	Q1	Q2	Q3	Q4
2023	\$1,278,678.55	\$1,179,223.79	\$1,307,110.53	\$1,219,978.09
2024	\$1,379,516.93	\$1,396,223.06	\$1,346,902.25	\$0.00

Price Changed - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2023	\$1,168,225.00	\$1,096,000.00	\$1,337,746.75	\$936,725.00
2024	\$2,160,250.00	\$1,489,312.44	\$1,295,790.00	\$0.00

Sold Listings - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2023	\$1,246,136.32	\$1,218,684.21	\$1,299,611.52	\$1,115,443.33
2024	\$1,314,233.33	\$1,442,507.82	\$1,369,232.72	\$0.00

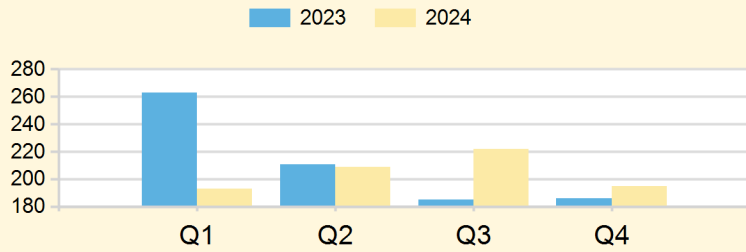
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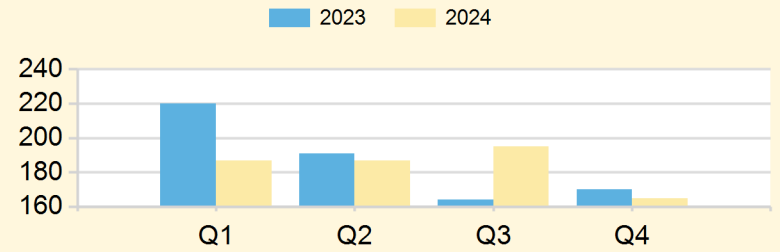
Single Family

Listed Between the Last Day of Each Quarter and 12 Months



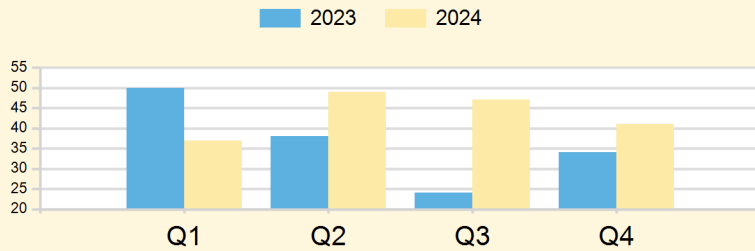
	Q1	Q2	Q3	Q4
2023	263	211	185	186
2024	193	209	222	195

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



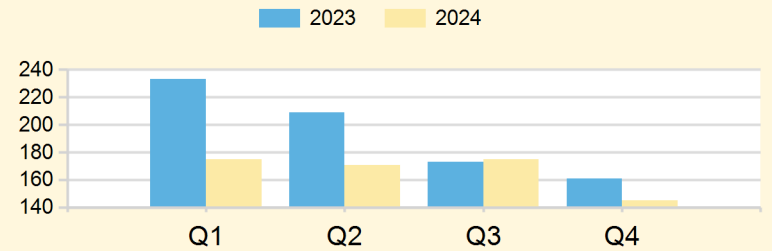
	Q1	Q2	Q3	Q4
2023	220	191	164	170
2024	187	187	195	165

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



	Q1	Q2	Q3	Q4
2023	50	38	24	34
2024	37	49	47	41

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2023	233	209	173	161
2024	175	171	175	145