



Charles River Properties LLC

Newton (Ma), MA

REPORT FOR 12/8/2022

Single-Family Homes



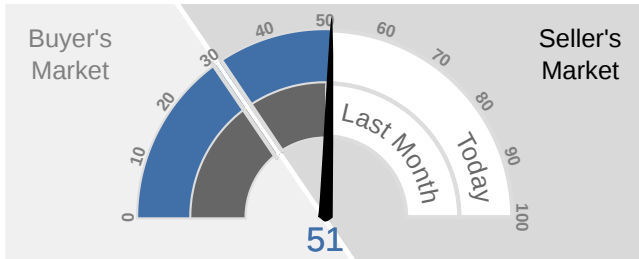
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Charles River Properties LLC, also doing business as Watch City Real Estate, is a licensed Massachusetts real estate broker, license #9043. Offices in Newton and Cambridge. Main office, 113 Adams Street, Suite 2, Newton MA 02458, 781.899.5300

This week the median list price for Newton (Ma), MA is \$1,999,000 with the market action index hovering around 51. This is an increase over last month's market action index of 50. Inventory has decreased to 7.

MARKET ACTION INDEX

This answers "How's the Market?" by comparing rate of sales versus inventory.



Strong Seller's Market

While the Market Action Index shows some strengthening in the last few weeks, prices have settled in a bit of a plateau. We are currently in a Seller's market so prices will likely resume their climb should this trend persist.

REAL-TIME MARKET PROFILE

| | | |
|------------------------------|--|-------------|
| Median List Price | | \$1,999,000 |
| Median Price of New Listings | | \$0 |
| Per Square Foot | | \$526 |
| Average Days on Market | | 76 |
| Median Days on Market | | 35 |
| Price Decreased | | 57% |
| Price Increased | | 0% |
| Relisted | | 0% |
| Inventory | | 7 |
| Median Rent | | \$3,500 |
| Market Action | | 51 |

Strong Seller's Market

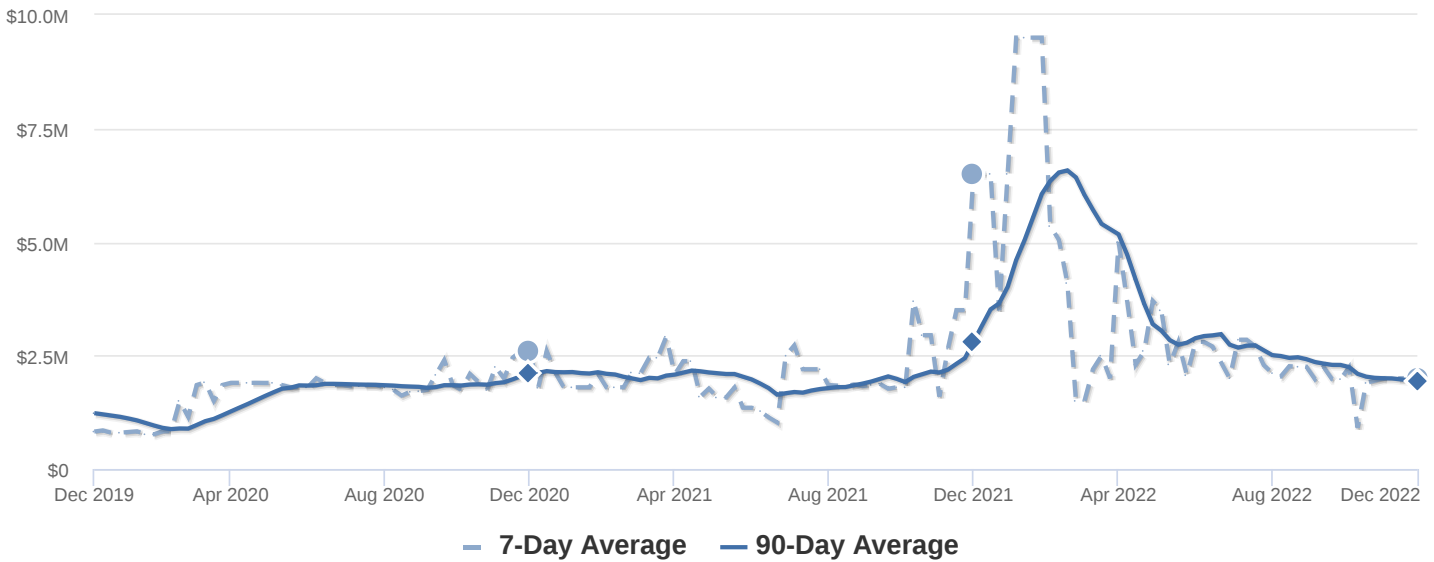
MARKET SEGMENTS

Each segment below represents approximately 25% of the market ordered by price.

| Median Price | Sq. Ft. | Lot Size | Beds | Bath | Age | New | Absorbed | DOM |
|--------------|---------|-----------------|------|------|-----|-----|----------|-----|
| \$5,980,000 | 9,400 | 0.5 - 1 acre | 7 | 8 | 0 | 0 | 0 | 217 |
| \$2,299,900 | 5,436 | 0.25 - 0.5 acre | 5 | 5.8 | 45 | 0 | 0 | 38 |
| \$1,997,000 | 3,557 | 0.25 - 0.5 acre | 4 | 4 | 80 | 0 | 0 | 35 |
| \$1,438,500 | 2,860 | 0.25 - 0.5 acre | 5 | 2.8 | 116 | 0 | 1 | 84 |

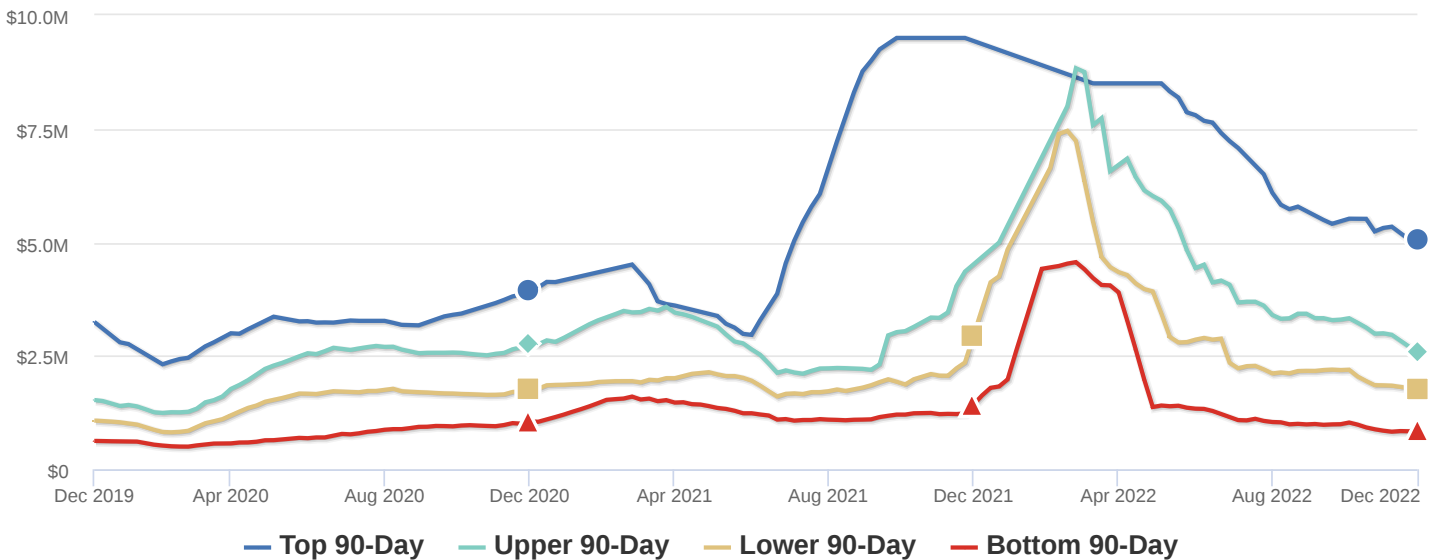
MEDIAN LIST PRICE

The market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this trend.



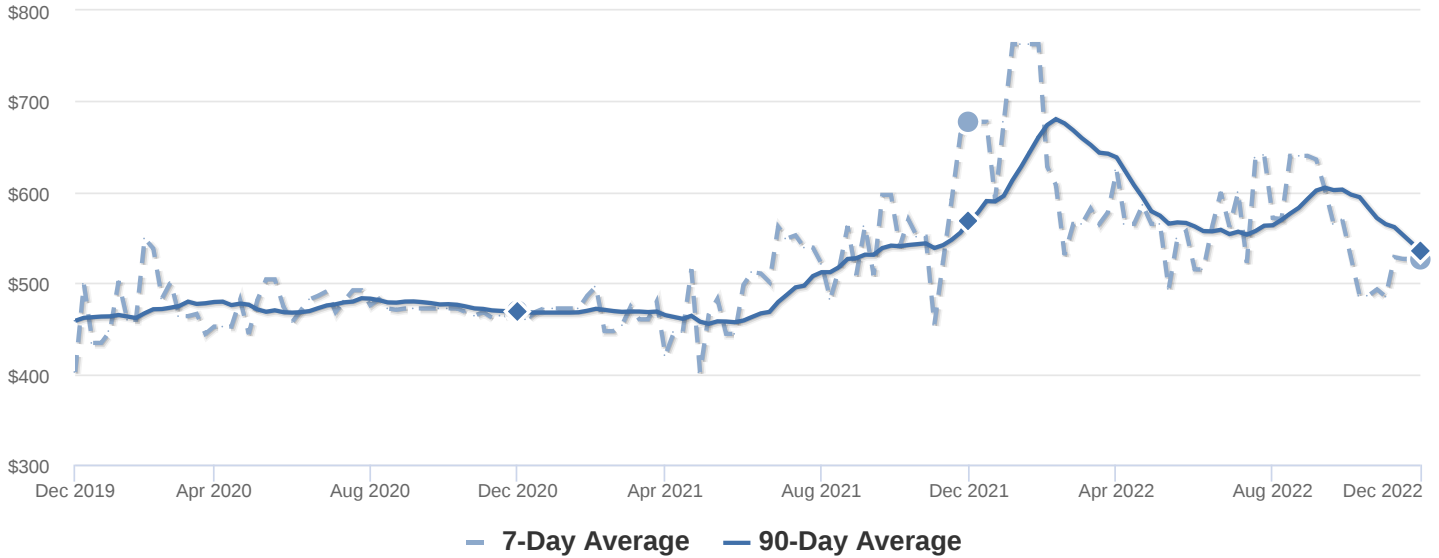
SEGMENTS

Price weakness is visible almost across the board. Prices in Quartile 4 have been mixed recently, while the rest of the market is trending downward. Look to a strong, persistent up shift in the Market Action Index as a leading indicator of the trough in the market.



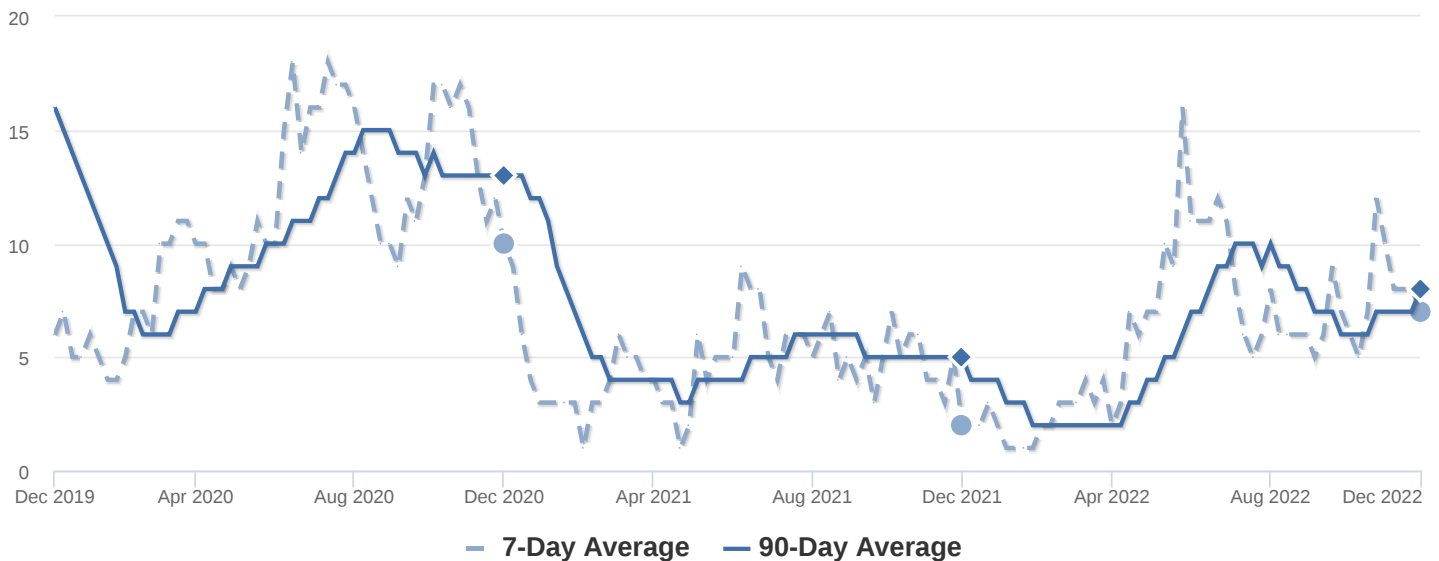
PRICE PER SQUARE FOOT

While prices have been basically flat, the price per square foot has been heading downward. While not a sign of broad strength in a market, larger homes are coming more available and buyers are tending to get more home for their money.



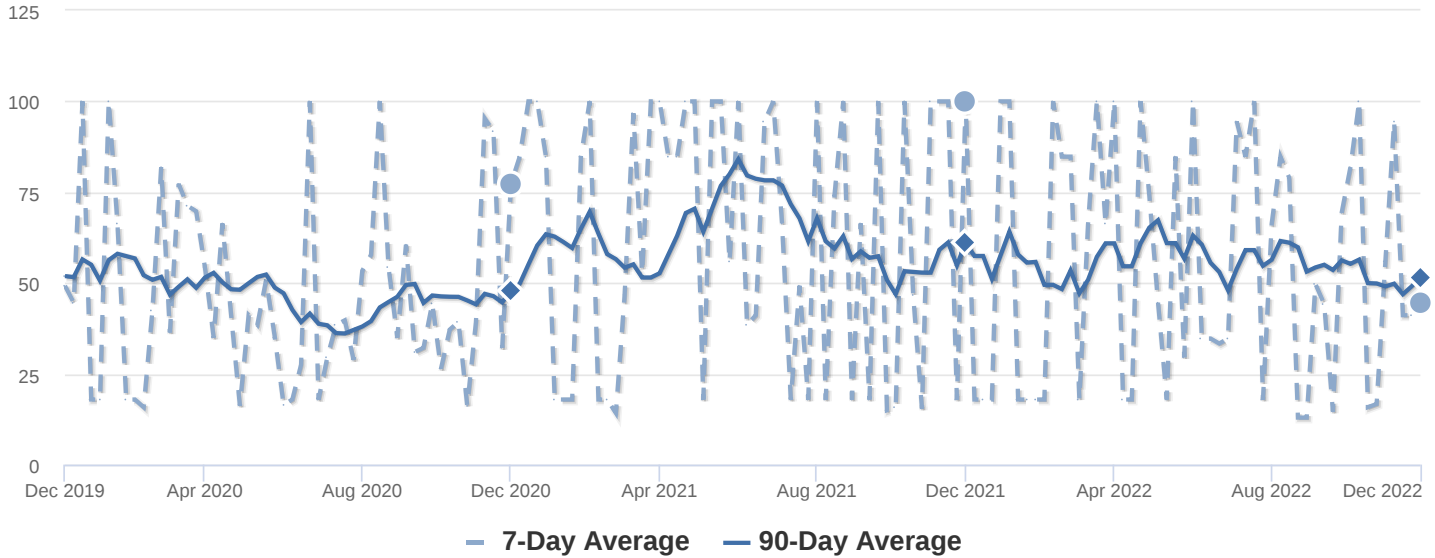
INVENTORY

Inventory has been climbing lately. Note that rising inventory alone does not signal a weakening market. Look to the Market Action Index and Days on Market trends to gauge whether buyer interest is keeping up with available supply.



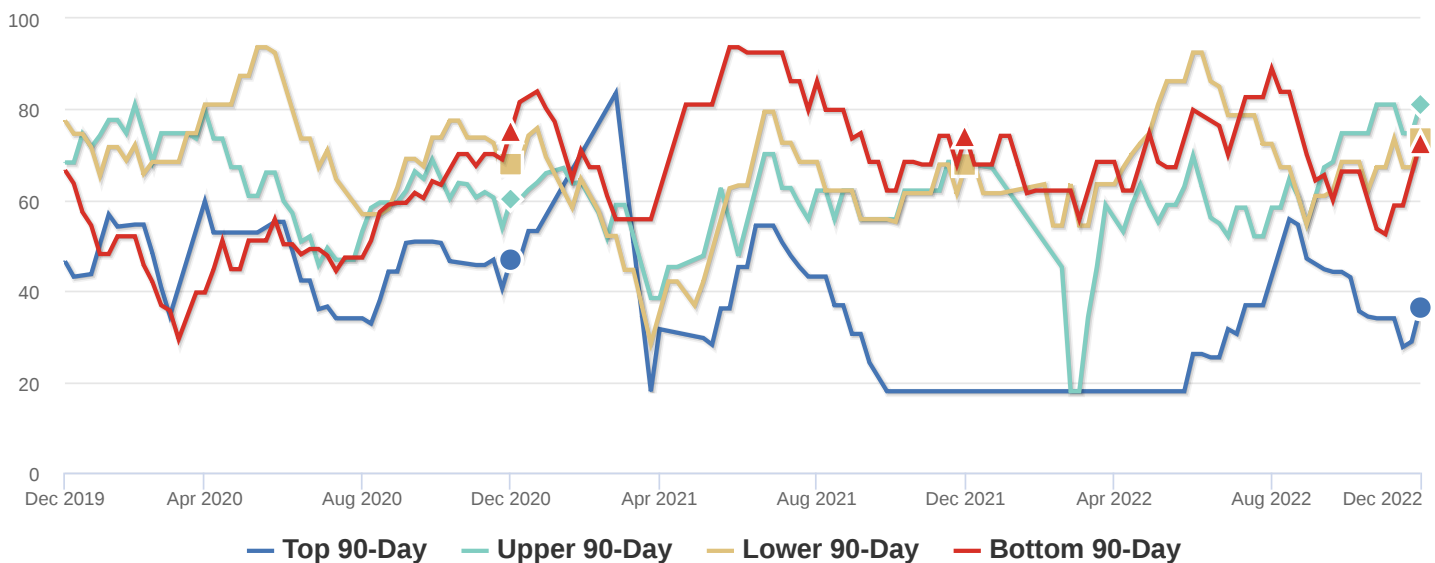
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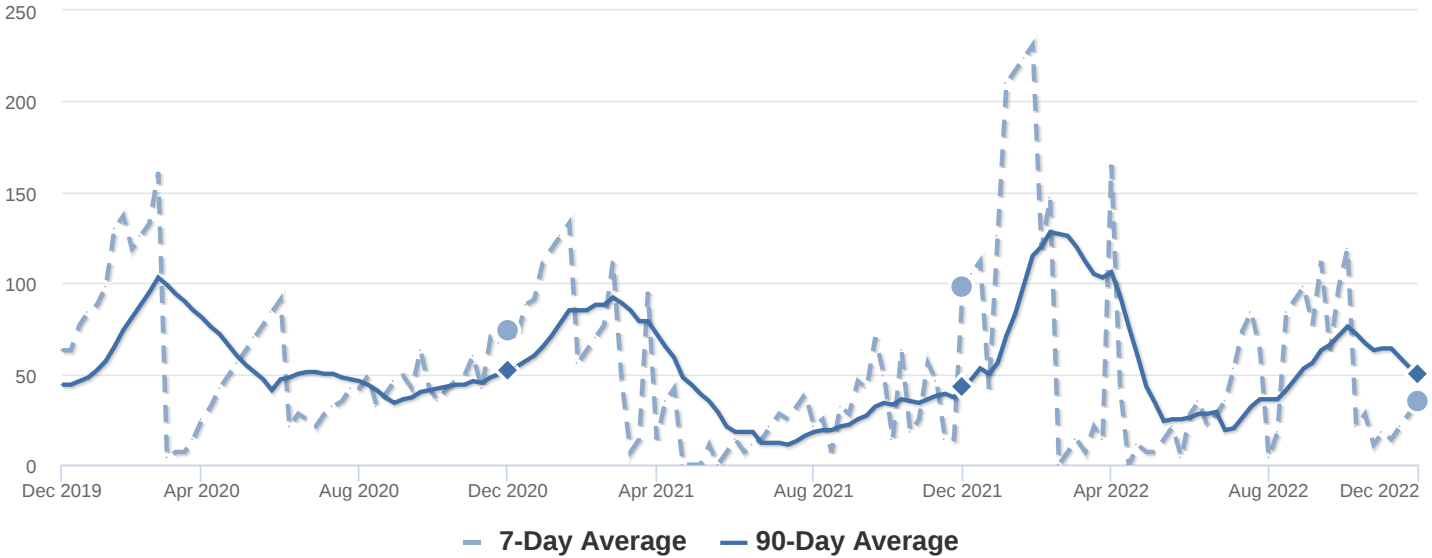
MARKET ACTION SEGMENTS

Not surprisingly, all segments in the market are showing high levels of demand. Watch the quartiles for changes before the whole market changes. Often one end of the market (e.g. the high-end) will weaken before the rest of the market and signal a slowdown for the whole group.



MEDIAN DAYS ON MARKET (DOM)

The properties have been on the market for an average of 71 days. Half of the listings have come newly on the market in the past 50 or so days. Watch the 90-day DOM trend for signals of a changing market.



SEGMENTS

It is not uncommon for the higher priced homes in an area to take longer to sell than those in the lower quartiles.

