



# **Charles River Properties LLC**

## **Newton (Ma), MA**

REPORT FOR 12/8/2022

Condos/Townhomes



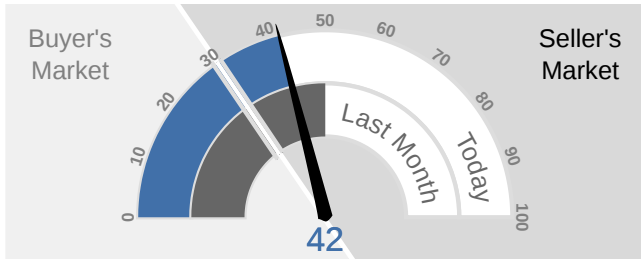
Presented by Charles O'Neill  
781.899.5300 Ext 1  
charles@charlesriver.properties

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 \$1,380,000 with the market action index hovering around 42. This is less than last month's market action index of 50. Inventory has decreased to 9.

**MARKET ACTION INDEX**

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



**Slight Seller's Advantage**

The market has been cooling over time and prices have recently flattened. Despite the consistent decrease in Market Action Index (MAI), we're in a Seller's Market (where significant demand leaves little inventory available). If the MAI begins to climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.

**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
\$2,174,000	4,424	0.5 - 1 acre	4	4.3	4	0	0	42
\$1,762,500	3,111	6,500 - 8,000 sqft	4	3.8	7	0	0	35
\$1,029,500	2,056	0.25 - 0.5 acre	2	2	61	0	0	66
\$599,900	995	6,500 - 8,000 sqft	2	1	117	0	0	63

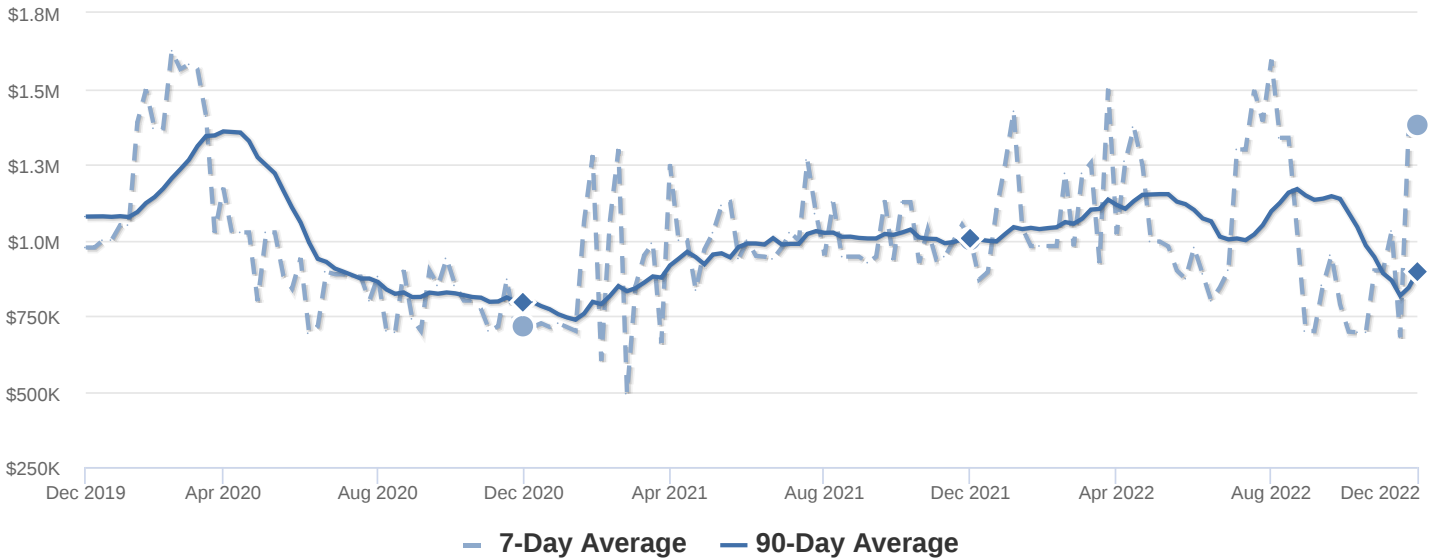
**REAL-TIME MARKET PROFILE**

Median List Price		\$1,380,000
Median Price of New Listings		\$0
Per Square Foot		\$529
Average Days on Market		51
Median Days on Market		42
Price Decreased		33%
Price Increased		0%
Relisted		0%
Inventory		9
Median Rent		\$3,200
Market Action		42

**Slight Seller's Advantage**

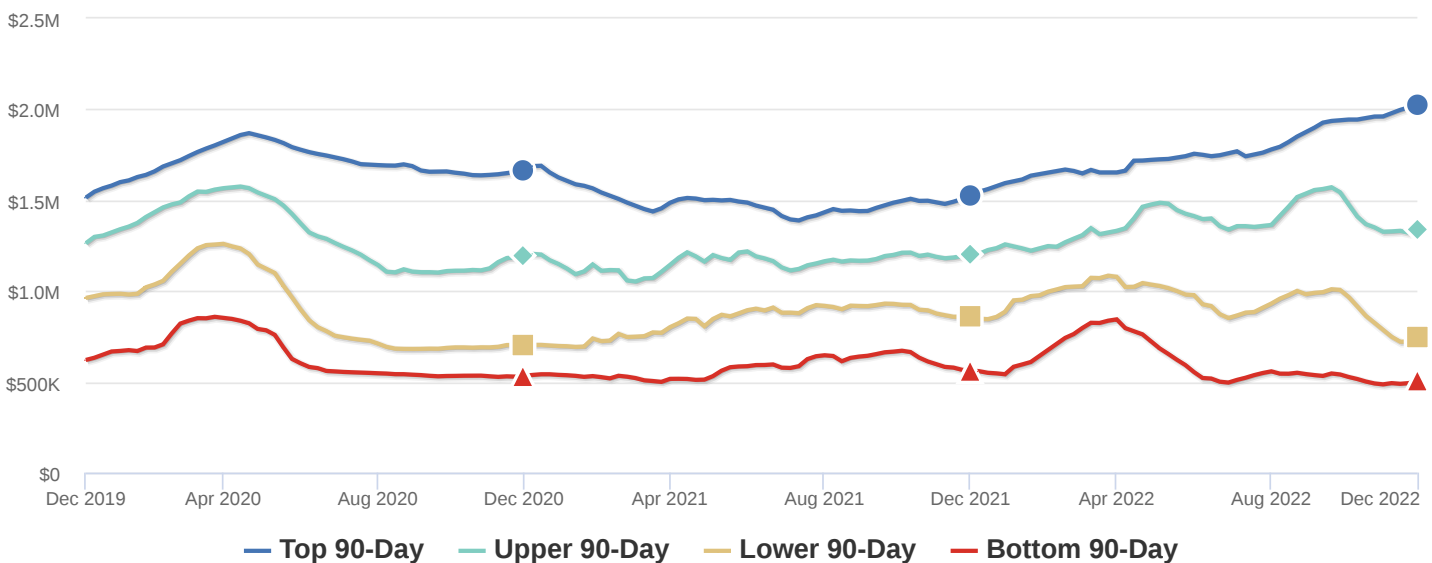
MEDIAN LIST PRICE

Despite this week's up tic, the market seems to have paused around this plateau. The Market Action Index is a good leading indicator for the durability of this shift.



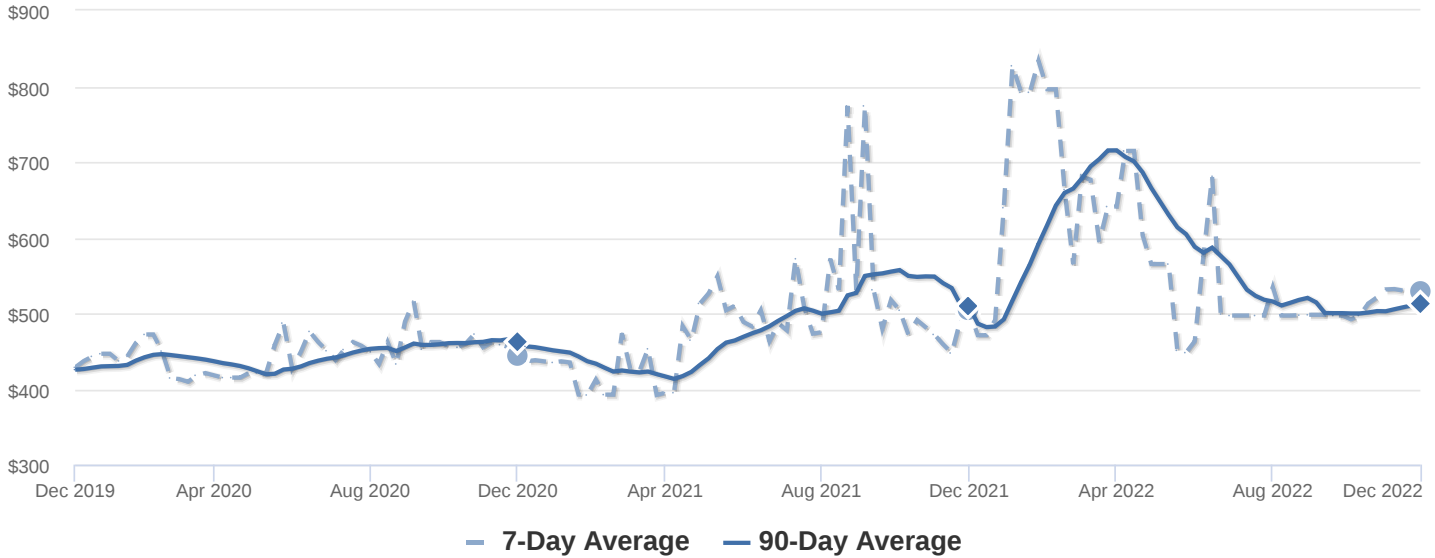
SEGMENTS

The market is showing mild price weakness lately. Quartiles 1 and 2 are basically flat. Notice however, that Quartile 4 at the low-end of the market is still on an up-trend. Often this condition happens in markets where demand has fallen but supply is still relatively short. Buyers are focusing on the lowest price homes in the area.



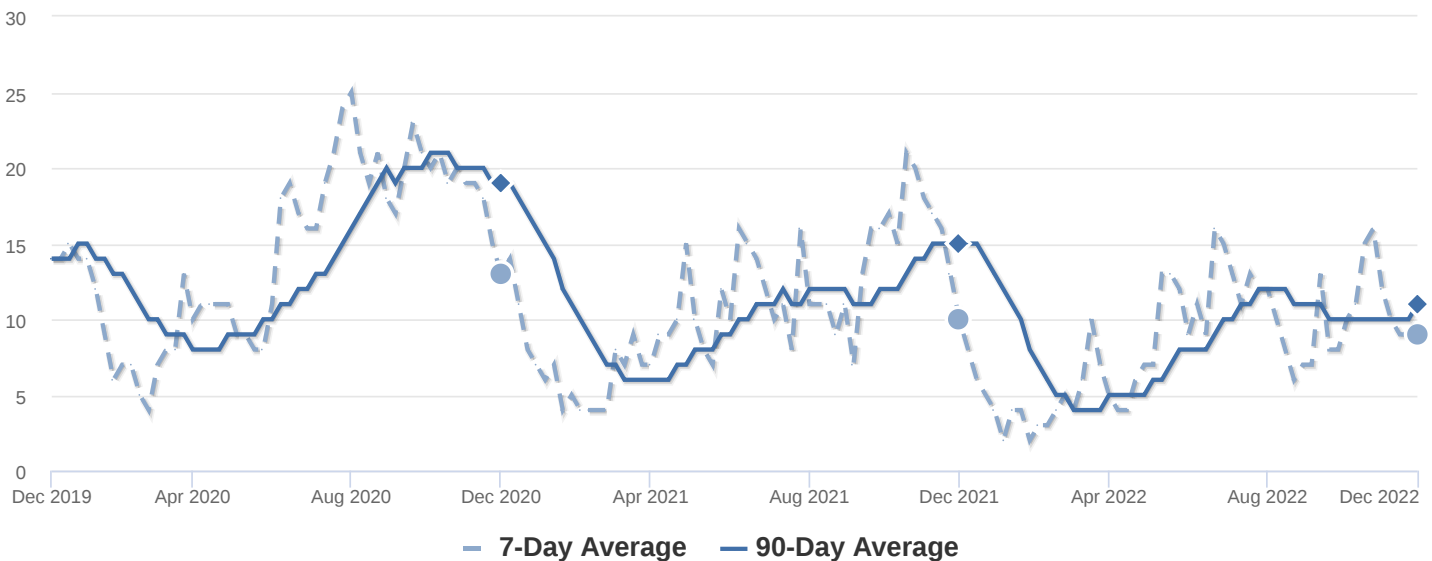
PRICE PER SQUARE FOOT

The market plateau is seen across the price and value. The price per square foot and median list price have both been reasonably stagnant. Watch the Market Action Index for persistent changes as a leading indicator before the market moves from these levels.



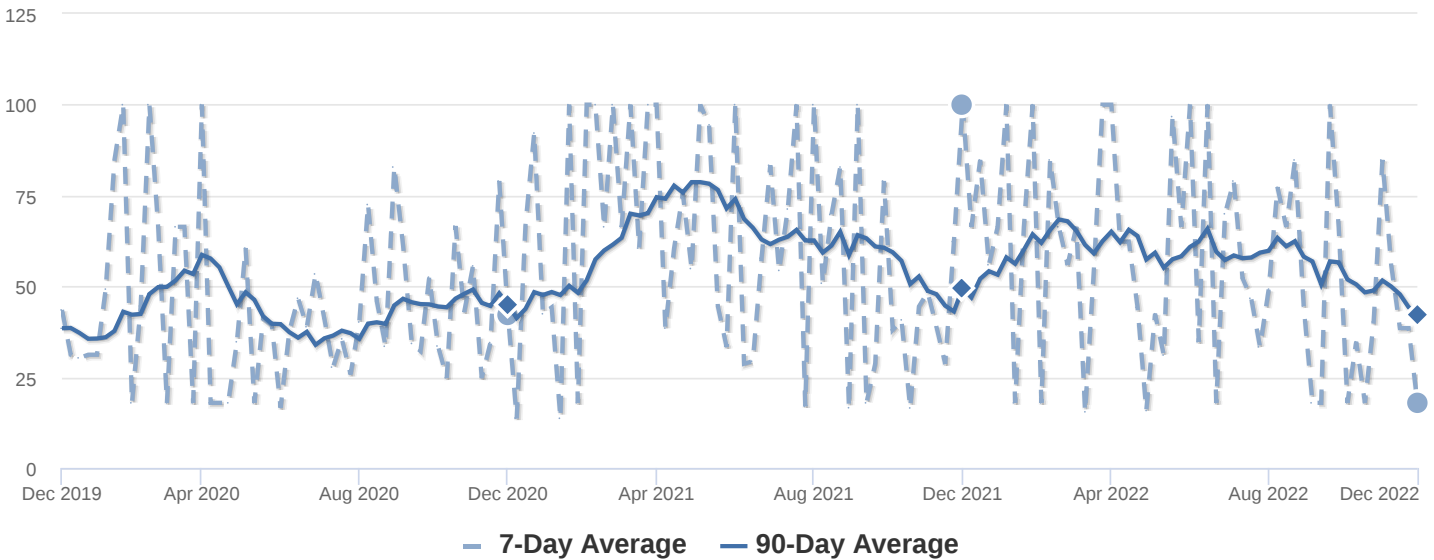
INVENTORY

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.



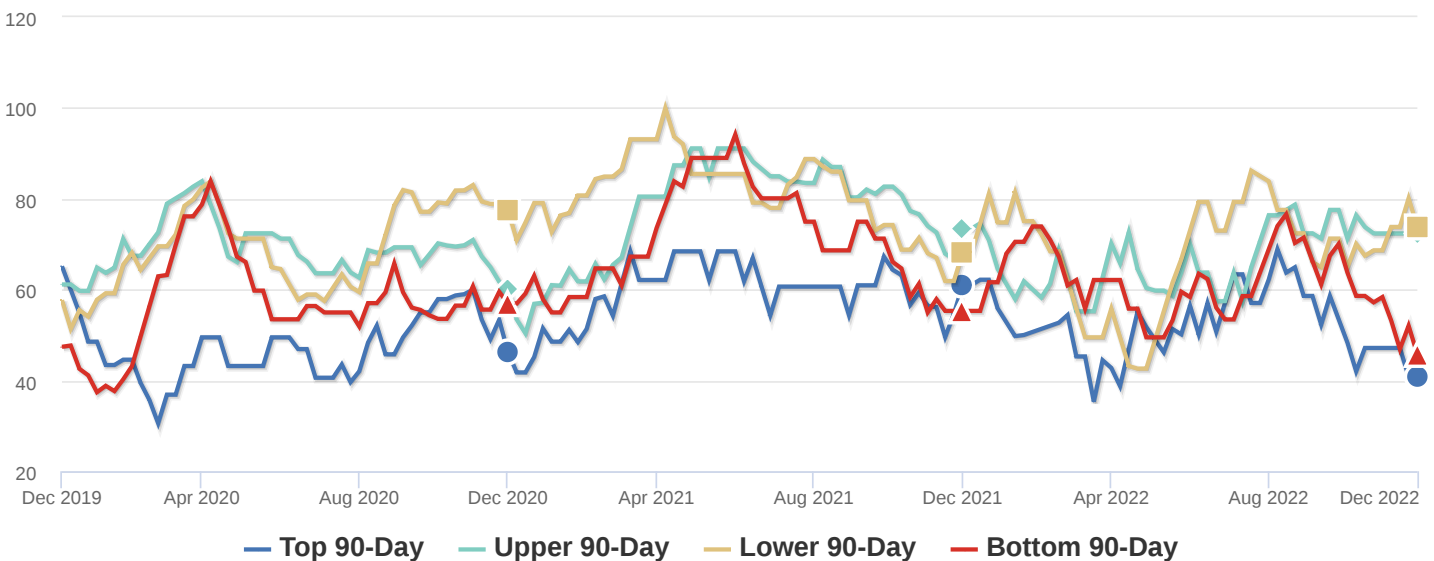
MARKET ACTION INDEX

The market has been cooling over time and prices have recently flattened. Despite the consistent decrease in Market Action Index (MAI), we're in a Seller's Market (where significant demand leaves little inventory available). If the MAI begins to climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.



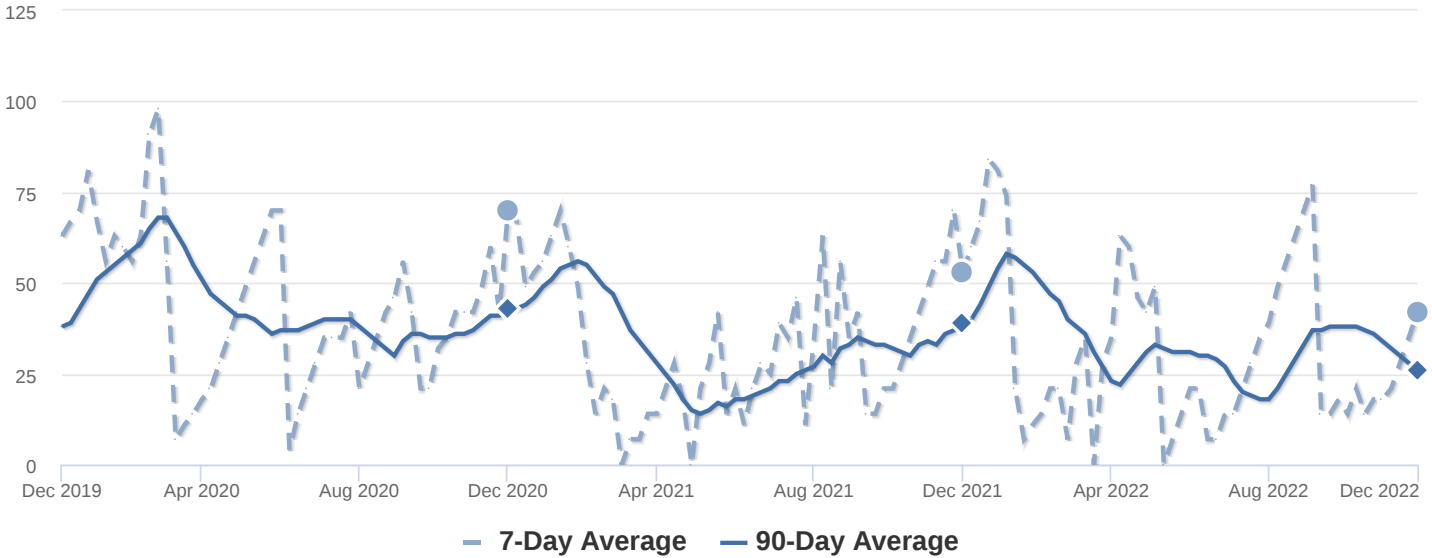
MARKET ACTION SEGMENTS

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 38 days. Half of the listings have come newly on the market in the past 26 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.

