

Local Market Update – November 2023

A RESEARCH TOOL PROVIDED BY THE GREATER CAPITAL ASSOCIATION OF REALTORS®



+ 25.0%

- 11.1%

- 27.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

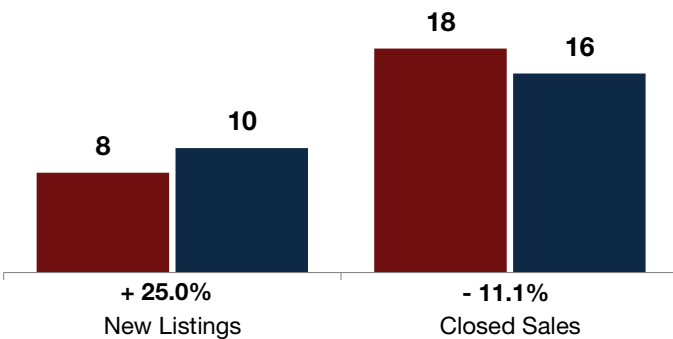
Essex County

	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
New Listings	8	10	+ 25.0%	247	210	- 15.0%
Closed Sales	18	16	- 11.1%	184	154	- 16.3%
Median Sales Price*	\$293,750	\$212,250	- 27.7%	\$185,000	\$183,500	- 0.8%
Percent of Original List Price Received*	92.4%	95.3%	+ 3.1%	95.2%	93.6%	- 1.7%
Days on Market Until Sale	32	51	+ 61.3%	64	56	- 11.4%
Inventory of Homes for Sale	69	54	- 21.7%	--	--	--
Months Supply of Inventory	4.2	3.8	- 9.5%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

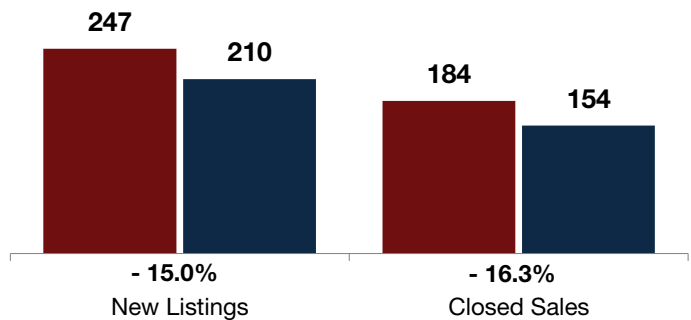
November

■ 2022 ■ 2023

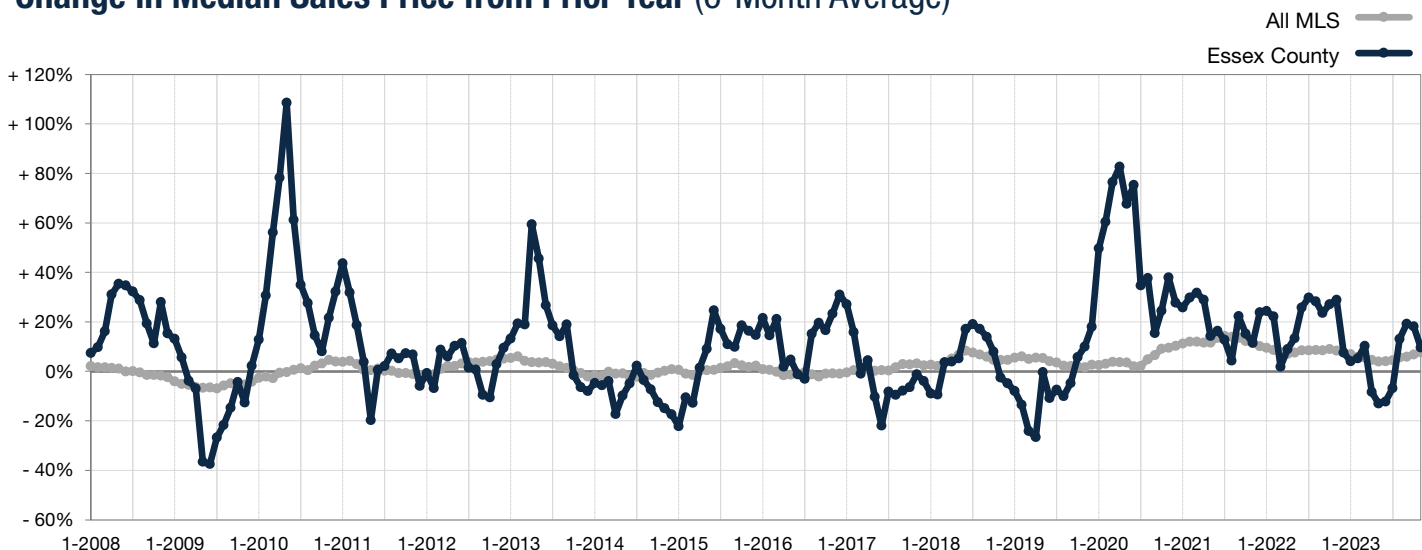


Year to Date

■ 2022 ■ 2023



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.