

# Local Market Update – December 2023

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



## Essex County

**- 9.1%**

Change in  
New Listings

**- 40.0%**

Change in  
Closed Sales

**+ 5.9%**

Change in  
Median Sales Price

### December

### Year to Date

	2022	2023	+ / -	2022	2023	+ / -
New Listings	11	10	- 9.1%	258	221	- 14.3%
Closed Sales	15	9	- 40.0%	199	165	- 17.1%
Median Sales Price*	\$170,000	\$180,000	+ 5.9%	\$180,000	\$182,000	+ 1.1%
Percent of Original List Price Received*	96.8%	90.2%	- 6.8%	95.3%	93.4%	- 2.0%
Days on Market Until Sale	50	43	- 13.5%	62	55	- 12.2%
Inventory of Homes for Sale	63	44	- 30.2%	--	--	--
Months Supply of Inventory	3.9	3.0	- 23.0%	--	--	--

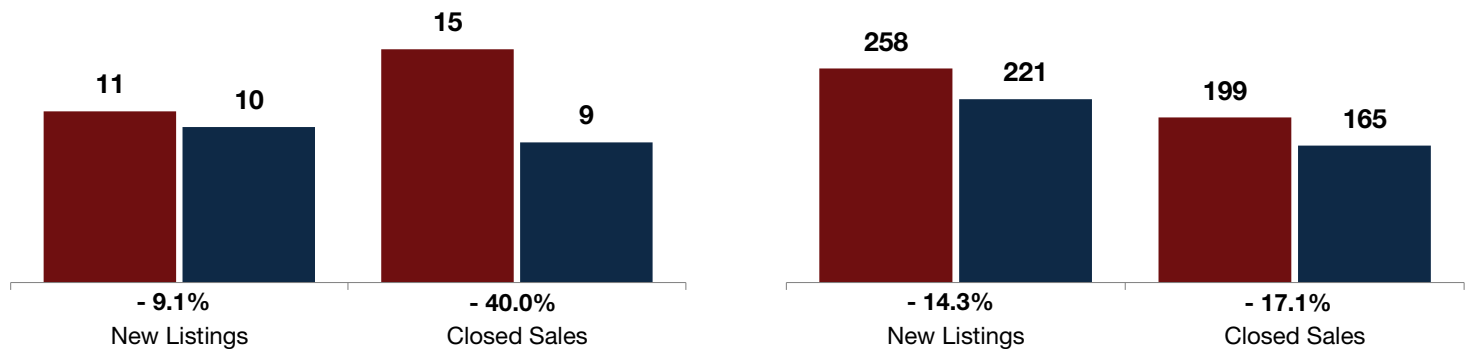
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

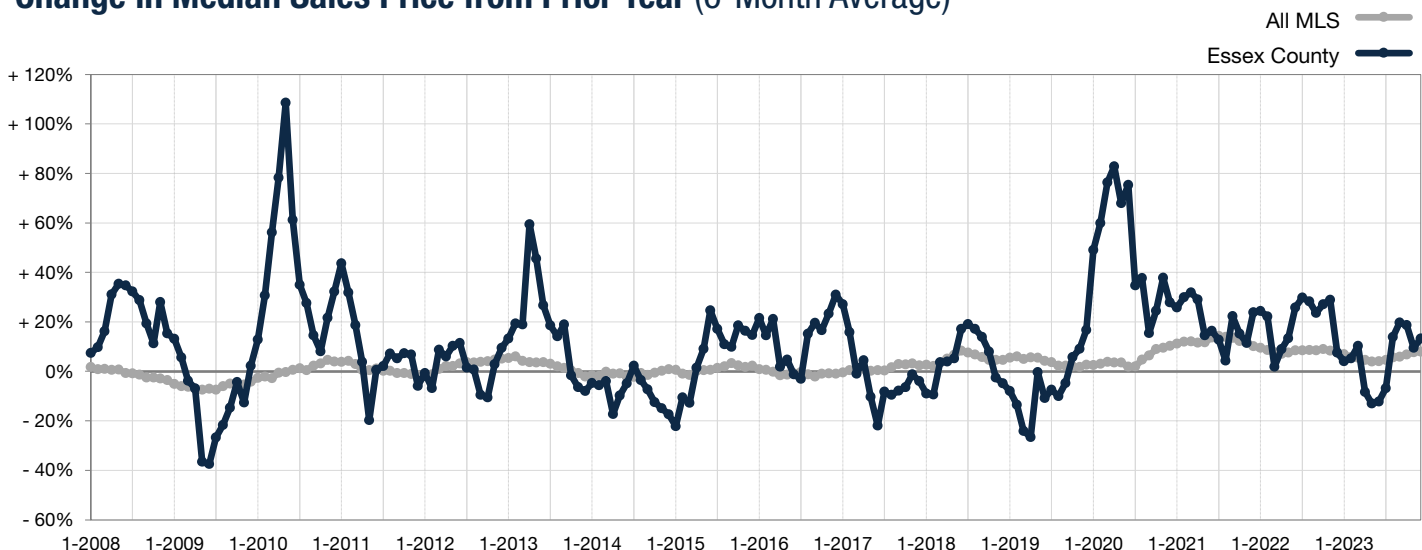
■ 2022 ■ 2023

### 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.