

Norfolk County Real Estate Market Review

2025 vs. 2024 Per Quarter

Prepared by Red Hilton on Tuesday, January 13, 2026

Single Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.
Listing Units	275	400	125	518	613	95	536	637	101	269	316	47
Avg. Days on Market	64	69	5	53	67	14	64	71	7	105	104	-1
Avg. List Price	\$2,323,215.47	\$2,405,254.76	\$82,039.29	\$2,162,430.04	\$2,111,010.43	-\$51,419.61	\$2,035,458.61	\$2,057,215.11	\$21,756.50	\$1,861,935.52	\$1,843,432.33	-\$18,503.19
Avg. List \$ / SqFt	\$529.04	\$538.66	\$9.62	\$518.07	\$515.48	-\$2.59	\$499.69	\$507.50	\$7.81	\$492.67	\$492.79	\$0.12
Approx. Absorption Rate	125.82%	89.35%	-36.47%	67.70%	59.24%	-8.46%	65.41%	58.80%	-6.61%	133.15%	118.06%	-15.09%
Approx. Months Supply of Inventory	0.79	1.12	0.33	1.48	1.69	0.21	1.53	1.70	0.17	0.75	0.85	0.10
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.
Listing Units (Taken)	1017	1105	88	1912	2074	162	1368	1438	70	939	926	-13
Avg. Original List Price	\$1,263,226.11	\$1,495,980.38	\$232,754.27	\$1,283,633.81	\$1,309,477.22	\$25,843.41	\$1,157,596.91	\$1,220,287.11	\$62,690.20	\$1,057,125.14	\$1,144,334.71	\$87,209.57
Avg. Original List \$ / SqFt	\$449.47	\$474.13	\$24.66	\$449.00	\$463.95	\$14.95	\$437.98	\$452.72	\$14.74	\$435.67	\$446.10	\$10.43
Listed & Price Changed (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.
Listing Units (Price Changed)	95	122	27	292	394	102	291	287	-4	169	181	12
Avg. Original List Price	\$1,383,198.78	\$1,688,910.68	\$305,711.90	\$1,287,642.03	\$1,360,150.57	\$72,508.54	\$1,165,034.69	\$1,155,839.83	-\$9,194.86	\$1,047,914.75	\$986,710.10	-\$61,204.65
Avg. Original List \$ / SqFt	\$464.78	\$477.74	\$12.96	\$457.91	\$461.62	\$3.71	\$453.05	\$461.23	\$8.18	\$449.68	\$428.44	-\$21.24
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.
Listing Units (Went Pending)	908	890	-18	1560	1694	134	1197	1241	44	982	980	-2
Avg. List Price	\$1,036,560.94	\$1,128,897.98	\$92,337.04	\$1,053,694.68	\$1,130,313.02	\$76,618.34	\$1,027,486.29	\$1,041,808.48	\$14,322.19	\$1,008,606.19	\$1,107,269.28	\$98,663.09
Avg. List \$ / SqFt	\$420.07	\$444.03	\$23.96	\$425.61	\$445.24	\$19.63	\$424.04	\$433.00	\$8.96	\$420.22	\$439.20	\$18.98
Avg. Days to Offer	22	24	2	15	17	2	24	28	4	29	33	4

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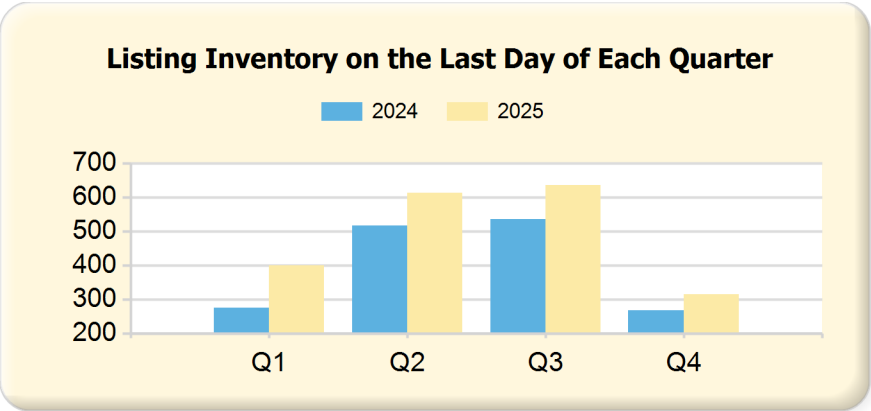
Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.
Closed Units (Sold)	713	703	-10	1197	1266	69	1293	1390	97	1095	1106	11
Avg. Days on Market	38	45	7	25	28	3	28	32	4	35	41	6
Avg. Days to Offer	27	30	3	15	16	1	17	21	4	23	28	5
Avg. Sale Price	\$962,127.24	\$1,051,572.35	\$89,445.11	\$1,083,535.93	\$1,165,282.77	\$81,746.84	\$1,051,526.34	\$1,093,132.36	\$41,606.02	\$986,715.40	\$1,042,494.61	\$55,779.21
Avg. Sale \$ / SqFt	\$413.21	\$434.06	\$20.85	\$437.59	\$462.18	\$24.59	\$433.19	\$442.14	\$8.95	\$426.16	\$431.09	\$4.93
Avg. List Price	\$958,359.12	\$1,056,276.78	\$97,917.66	\$1,053,135.53	\$1,146,099.47	\$92,963.94	\$1,042,615.71	\$1,091,885.32	\$49,269.61	\$989,531.44	\$1,055,953.24	\$66,421.80
Avg. List \$ / SqFt	\$407.17	\$430.57	\$23.40	\$421.67	\$449.08	\$27.41	\$424.90	\$438.58	\$13.68	\$422.13	\$432.18	\$10.05
Avg. Original List Price	\$976,918.42	\$1,072,242.24	\$95,323.82	\$1,065,426.05	\$1,156,022.24	\$90,596.19	\$1,055,338.91	\$1,113,166.24	\$57,827.33	\$1,008,658.79	\$1,087,180.45	\$78,521.66
Avg. Original List \$ / SqFt	\$412.86	\$436.20	\$23.34	\$425.14	\$452.42	\$27.28	\$429.54	\$445.68	\$16.14	\$428.55	\$442.08	\$13.53
Avg. Sale Price as % of List Price	101.49%	101.05%	-0.44%	103.96%	103.21%	-0.75%	102.13%	101.01%	-1.12%	101.27%	99.98%	-1.29%
Avg. Sale Price as % of Original List Price	100.25%	101.15%	0.90%	103.31%	102.55%	-0.76%	101.14%	99.57%	-1.57%	100.00%	98.12%	-1.88%
Sold Units - Short Sale	1	0	-1	0	0	0	0	1	1	0	1	1
Sold Units - Lender-Owned	10	4	-6	7	3	-4	0	4	4	3	2	-1
12-Month Activity	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.
Units Listed	4802	5324	522	5099	5490	391	5221	5563	342	5238	5546	308
Units Price Changed	921	1186	265	997	1284	287	1095	1297	202	1171	1422	251
Units Went Pending	4303	4490	187	4410	4662	252	4502	4707	205	4515	4688	173
Units Sold	4152	4289	137	4208	4358	150	4207	4495	288	4298	4477	179

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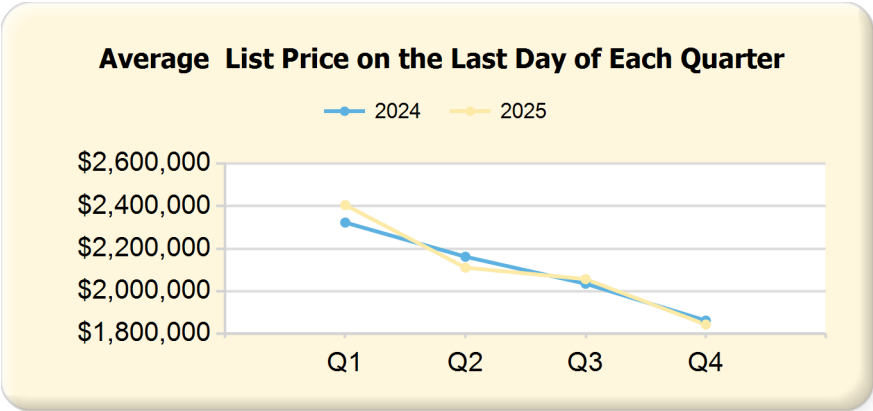
2025 vs. 2024 Per Quarter

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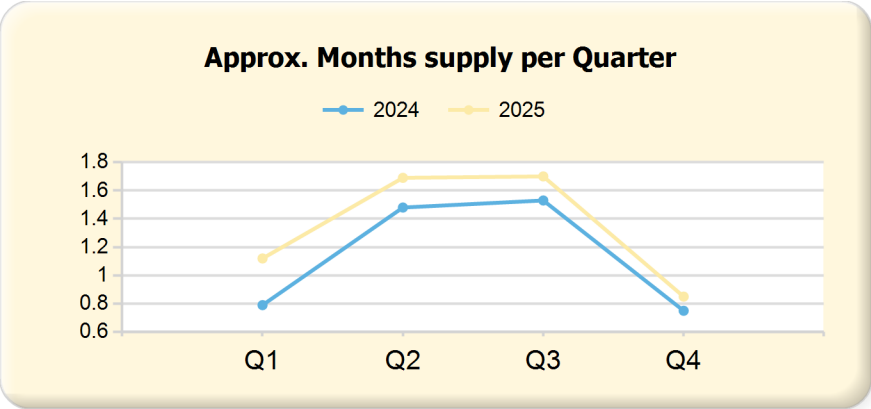
Single Family



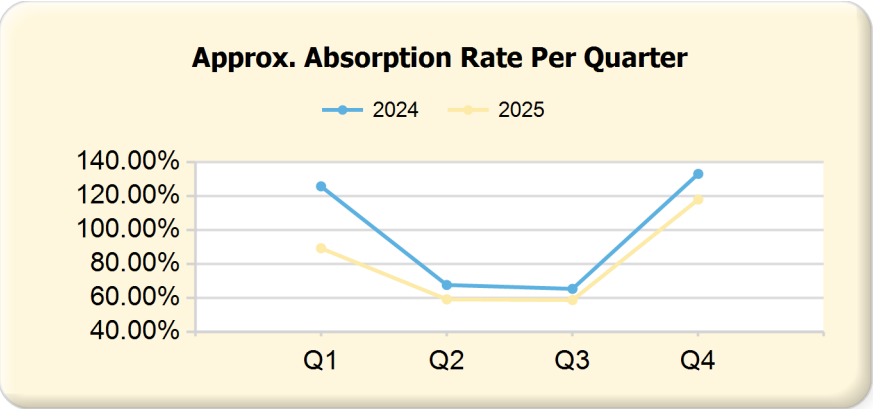
	Q1	Q2	Q3	Q4
2024	275	518	536	269
2025	400	613	637	316



	Q1	Q2	Q3	Q4
2024	\$2,323,215.47	\$2,162,430.04	\$2,035,458.61	\$1,861,935.52
2025	\$2,405,254.76	\$2,111,010.43	\$2,057,215.11	\$1,843,432.33



	Q1	Q2	Q3	Q4
2024	0.79	1.48	1.53	0.75
2025	1.12	1.69	1.70	0.85



	Q1	Q2	Q3	Q4
2024	125.82%	67.70%	65.41%	133.15%
2025	89.35%	59.24%	58.80%	118.06%

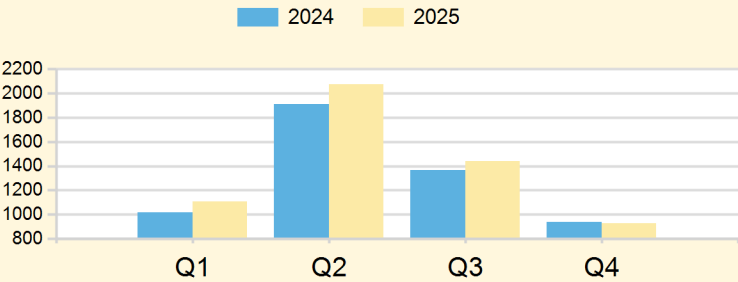
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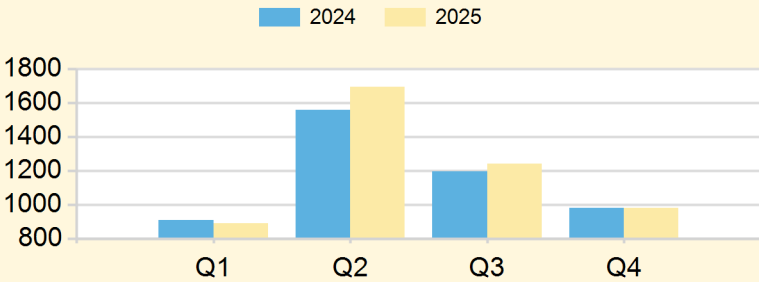
Single Family

Properties Listed During Each Quarter



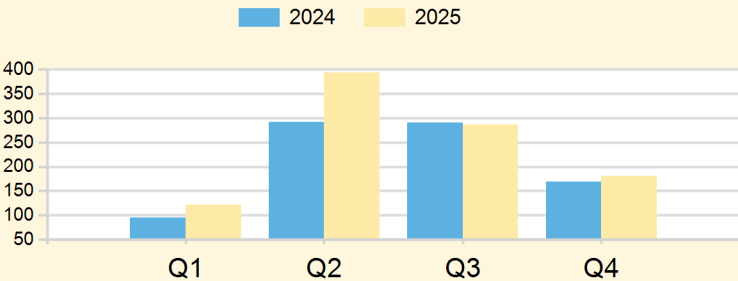
	Q1	Q2	Q3	Q4
2024	1,017	1,912	1,368	939
2025	1,105	2,074	1,438	926

Went Pending During Each Quarter



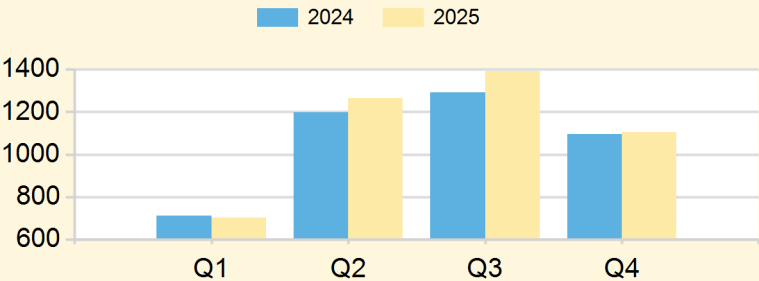
	Q1	Q2	Q3	Q4
2024	908	1,560	1,197	982
2025	890	1,694	1,241	980

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2024	95	292	291	169
2025	122	394	287	181

Sold Listings During Each Quarter



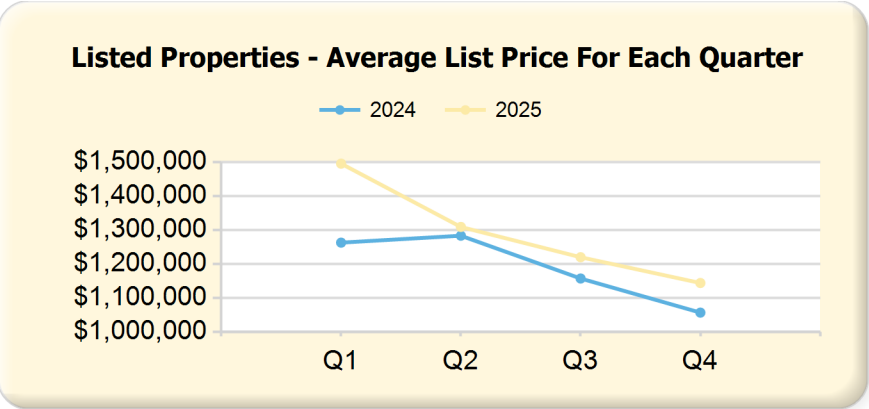
	Q1	Q2	Q3	Q4
2024	713	1,197	1,293	1,095
2025	703	1,266	1,390	1,106

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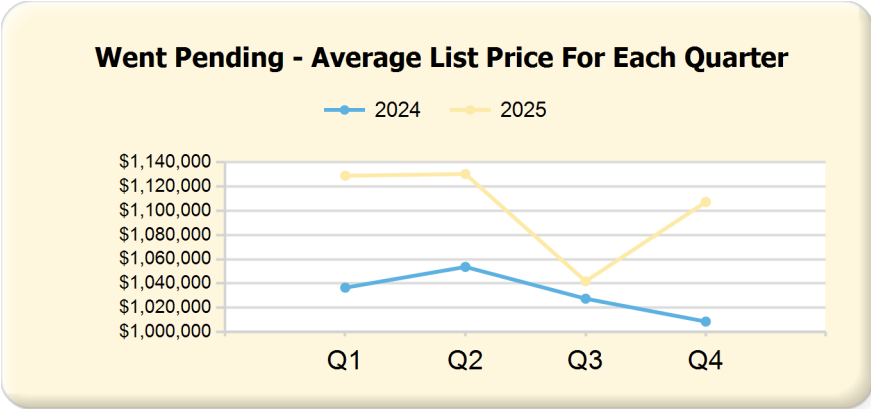
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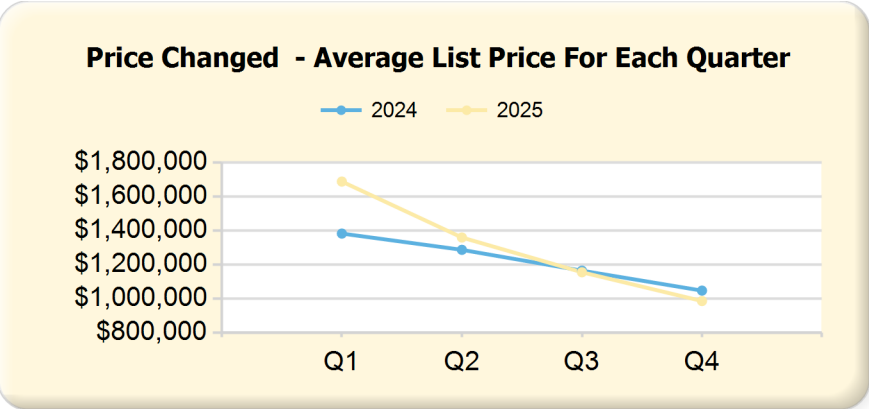
Single Family



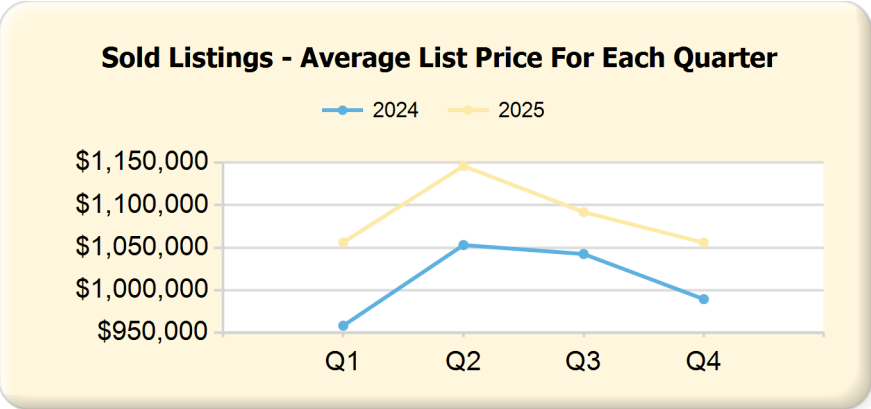
	Q1	Q2	Q3	Q4
2024	\$1,263,226.11	\$1,283,633.81	\$1,157,596.91	\$1,057,125.14
2025	\$1,495,980.38	\$1,309,477.22	\$1,220,287.11	\$1,144,334.71



	Q1	Q2	Q3	Q4
2024	\$1,036,560.94	\$1,053,694.68	\$1,027,486.29	\$1,008,606.19
2025	\$1,128,897.98	\$1,130,313.02	\$1,041,808.48	\$1,107,269.28



	Q1	Q2	Q3	Q4
2024	\$1,383,198.78	\$1,287,642.03	\$1,165,034.69	\$1,047,914.75
2025	\$1,688,910.68	\$1,360,150.57	\$1,155,839.83	\$986,710.10



	Q1	Q2	Q3	Q4
2024	\$958,359.12	\$1,053,135.53	\$1,042,615.71	\$989,531.44
2025	\$1,056,276.78	\$1,146,099.47	\$1,091,885.32	\$1,055,953.24

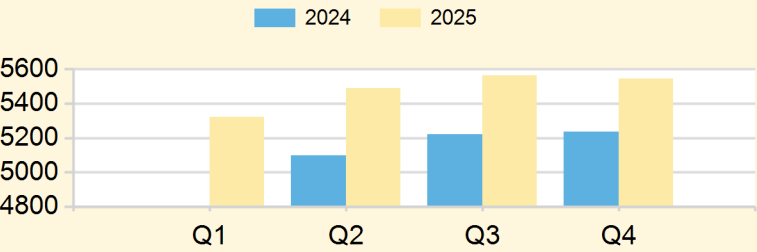
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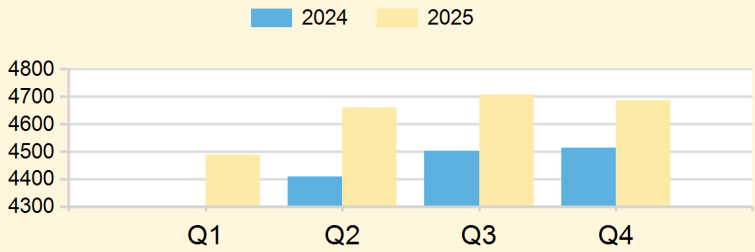
Single Family

Listed Between the Last Day of Each Quarter and 12 Months



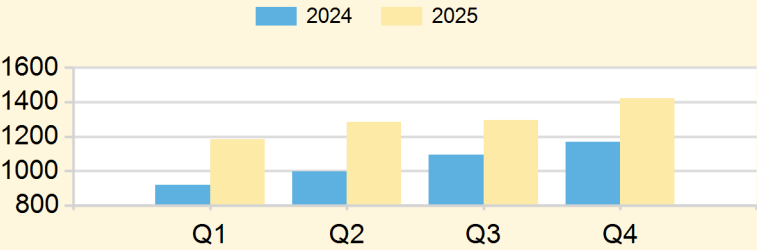
	Q1	Q2	Q3	Q4
2024	4,802	5,099	5,221	5,238
2025	5,324	5,490	5,563	5,546

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



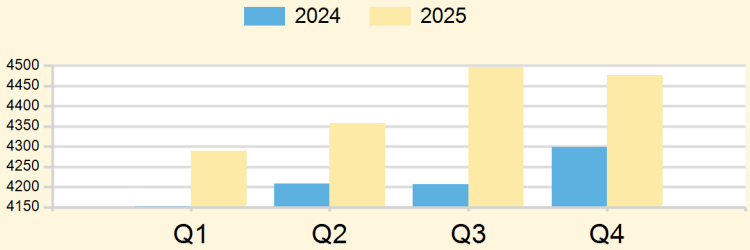
	Q1	Q2	Q3	Q4
2024	4,303	4,410	4,502	4,515
2025	4,490	4,662	4,707	4,688

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



	Q1	Q2	Q3	Q4
2024	921	997	1,095	1,171
2025	1,186	1,284	1,297	1,422

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2024	4,152	4,208	4,207	4,298
2025	4,289	4,358	4,495	4,477