

Local Market Update – March 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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Central Region

- 0.1%

+ 18.3%

- 67.3%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	789	855	+ 8.4%	1,953	1,866	-4.5%
Closed Sales	578	525	-9.2%	1,592	1,572	-1.3%
Median Sales Price*	\$318,000	\$371,500	+ 16.8%	\$305,000	\$358,250	+ 17.5%
Inventory of Homes for Sale	1,549	434	-72.0%	--	--	--
Months Supply of Inventory	2.0	0.6	-70.0%	--	--	--
Cumulative Days on Market Until Sale	71	38	-46.5%	70	40	-42.9%
Percent of Original List Price Received*	97.1%	102.9%	+ 6.0%	96.5%	101.3%	+ 5.0%
New Listings	1,029	899	-12.6%	2,421	1,888	-22.0%

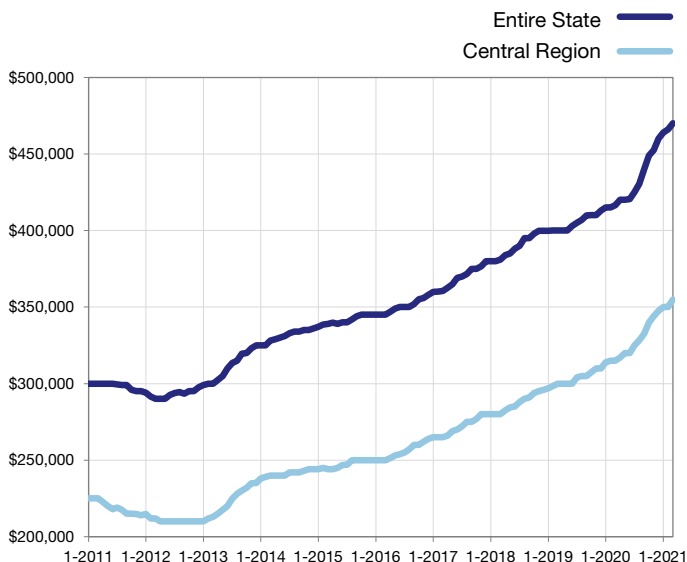
Condominium Properties

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	137	217	+ 58.4%	433	513	+ 18.5%
Closed Sales	138	145	+ 5.1%	367	389	+ 6.0%
Median Sales Price*	\$233,500	\$281,000	+ 20.3%	\$235,000	\$250,000	+ 6.4%
Inventory of Homes for Sale	317	128	-59.6%	--	--	--
Months Supply of Inventory	2.0	0.8	-60.0%	--	--	--
Cumulative Days on Market Until Sale	63	30	-52.4%	63	39	-38.1%
Percent of Original List Price Received*	99.0%	101.4%	+ 2.4%	98.1%	100.3%	+ 2.2%
New Listings	202	236	+ 16.8%	530	511	-3.6%

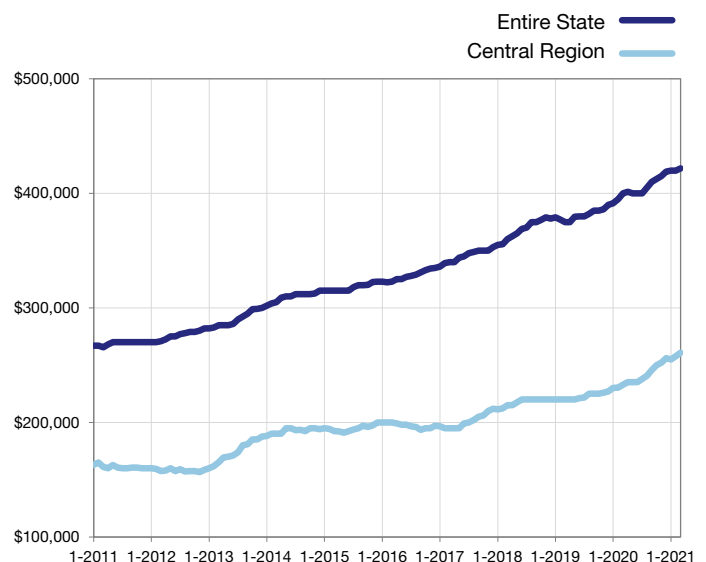
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.