

Local Market Update – January 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 1.0%

+ 13.8%

- 63.7%

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

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	391	352	- 10.0%	391	352	- 10.0%
Closed Sales	397	394	- 0.8%	397	394	- 0.8%
Median Sales Price*	\$310,800	\$360,000	+ 15.8%	\$310,800	\$360,000	+ 15.8%
Inventory of Homes for Sale	957	335	- 65.0%	--	--	--
Months Supply of Inventory	1.8	0.6	- 65.0%	--	--	--
Cumulative Days on Market Until Sale	66	37	- 44.2%	66	37	- 44.2%
Percent of Original List Price Received*	95.9%	100.6%	+ 4.9%	95.9%	100.6%	+ 4.9%
New Listings	447	358	- 19.9%	447	358	- 19.9%

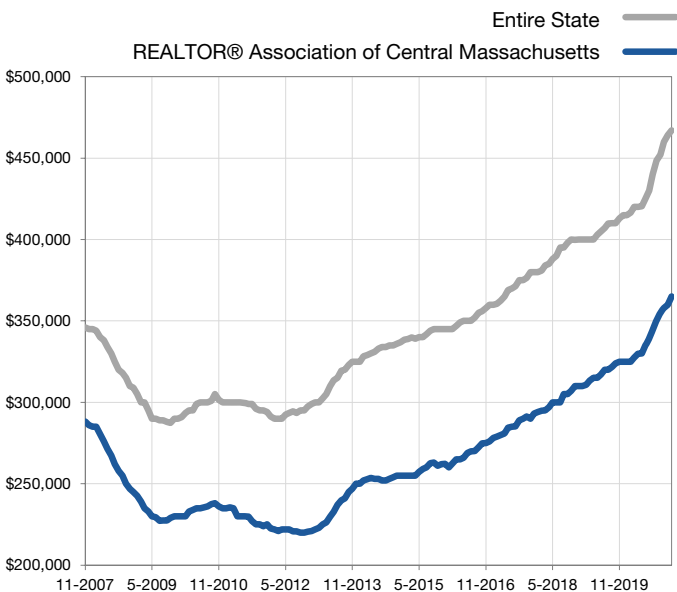
Condominium Properties

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	117	136	+ 16.2%	117	136	+ 16.2%
Closed Sales	84	82	- 2.4%	84	82	- 2.4%
Median Sales Price*	\$256,650	\$230,550	- 10.2%	\$256,650	\$230,550	- 10.2%
Inventory of Homes for Sale	223	93	- 58.3%	--	--	--
Months Supply of Inventory	1.8	0.7	- 59.3%	--	--	--
Cumulative Days on Market Until Sale	52	39	- 24.3%	52	39	- 24.3%
Percent of Original List Price Received*	97.7%	100.0%	+ 2.4%	97.7%	100.0%	+ 2.4%
New Listings	126	105	- 16.7%	126	105	- 16.7%

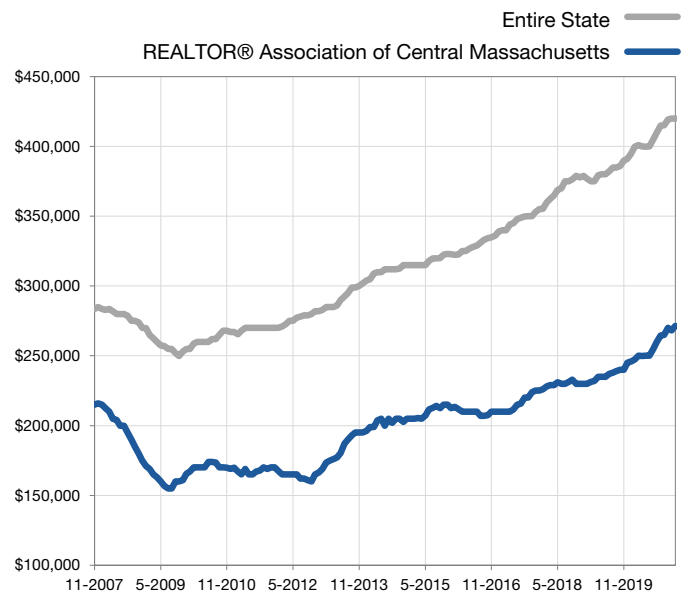
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.