

# Local Market Update – March 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 7.1%**

**+ 16.1%**

**- 69.2%**

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	543	<b>580</b>	+ 6.8%	1,330	<b>1,255</b>	- 5.6%
Closed Sales	393	<b>353</b>	- 10.2%	1,115	<b>1,051</b>	- 5.7%
Median Sales Price*	\$325,000	<b>\$376,000</b>	+ 15.7%	\$312,000	<b>\$365,000</b>	+ 17.0%
Inventory of Homes for Sale	1,013	<b>292</b>	- 71.2%	--	--	--
Months Supply of Inventory	1.9	<b>0.5</b>	- 70.8%	--	--	--
Cumulative Days on Market Until Sale	72	<b>34</b>	- 53.3%	69	<b>39</b>	- 42.9%
Percent of Original List Price Received*	97.2%	<b>102.9%</b>	+ 5.8%	96.6%	<b>101.0%</b>	+ 4.6%
New Listings	709	<b>617</b>	- 13.0%	1,669	<b>1,291</b>	- 22.6%

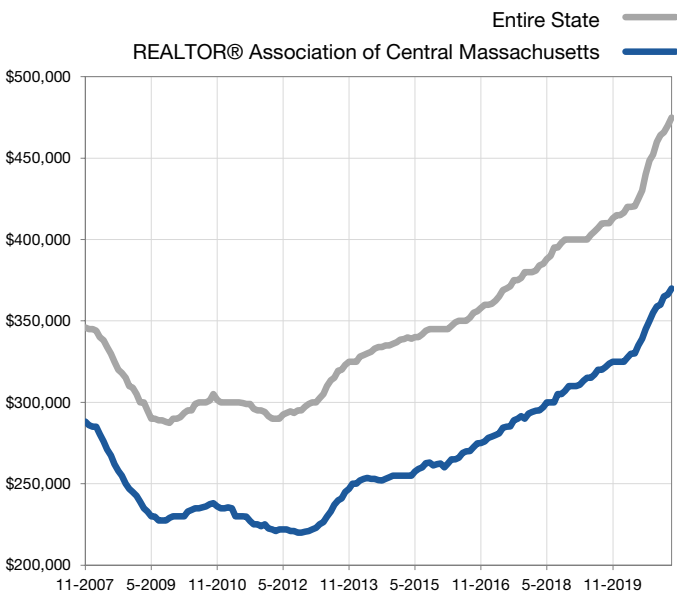
### Condominium Properties

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	113	<b>174</b>	+ 54.0%	350	<b>413</b>	+ 18.0%
Closed Sales	111	<b>115</b>	+ 3.6%	289	<b>299</b>	+ 3.5%
Median Sales Price*	\$246,000	<b>\$298,750</b>	+ 21.4%	\$245,000	<b>\$251,000</b>	+ 2.4%
Inventory of Homes for Sale	247	<b>96</b>	- 61.1%	--	--	--
Months Supply of Inventory	2.0	<b>0.7</b>	- 62.1%	--	--	--
Cumulative Days on Market Until Sale	65	<b>32</b>	- 51.1%	63	<b>40</b>	- 37.0%
Percent of Original List Price Received*	99.4%	<b>101.1%</b>	+ 1.7%	98.1%	<b>100.2%</b>	+ 2.1%
New Listings	150	<b>185</b>	+ 23.3%	416	<b>405</b>	- 2.6%

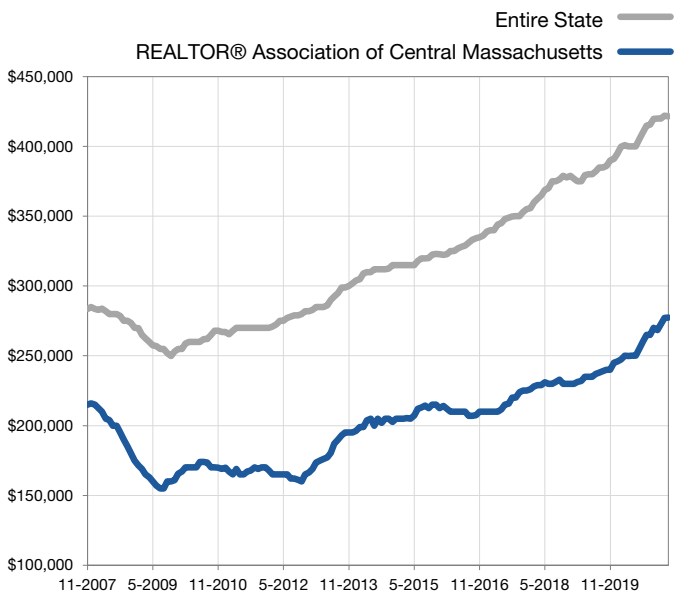
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.