

Local Market Update – July 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 5.1%

+ 13.4%

- 33.7%

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

	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	687	591	- 14.0%	3,780	3,805	+ 0.7%
Closed Sales	715	646	- 9.7%	3,211	3,297	+ 2.7%
Median Sales Price*	\$369,935	\$425,000	+ 14.9%	\$340,000	\$400,000	+ 17.6%
Inventory of Homes for Sale	887	592	- 33.3%	--	--	--
Months Supply of Inventory	1.7	1.1	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	42	22	- 48.1%	54	29	- 46.1%
Percent of Original List Price Received*	99.3%	105.0%	+ 5.7%	98.2%	103.9%	+ 5.8%
New Listings	725	736	+ 1.5%	4,340	4,391	+ 1.2%

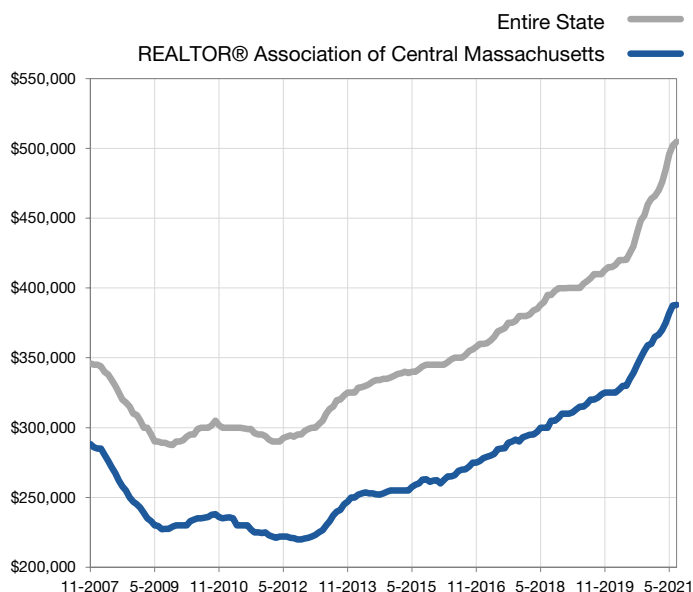
Condominium Properties

	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	162	142	- 12.3%	901	1,079	+ 19.8%
Closed Sales	150	175	+ 16.7%	748	913	+ 22.1%
Median Sales Price*	\$252,500	\$290,000	+ 14.9%	\$250,000	\$293,682	+ 17.5%
Inventory of Homes for Sale	233	151	- 35.2%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.2%	--	--	--
Cumulative Days on Market Until Sale	45	25	- 43.7%	54	31	- 43.7%
Percent of Original List Price Received*	98.0%	104.4%	+ 6.5%	98.6%	102.6%	+ 4.1%
New Listings	158	176	+ 11.4%	1,037	1,169	+ 12.7%

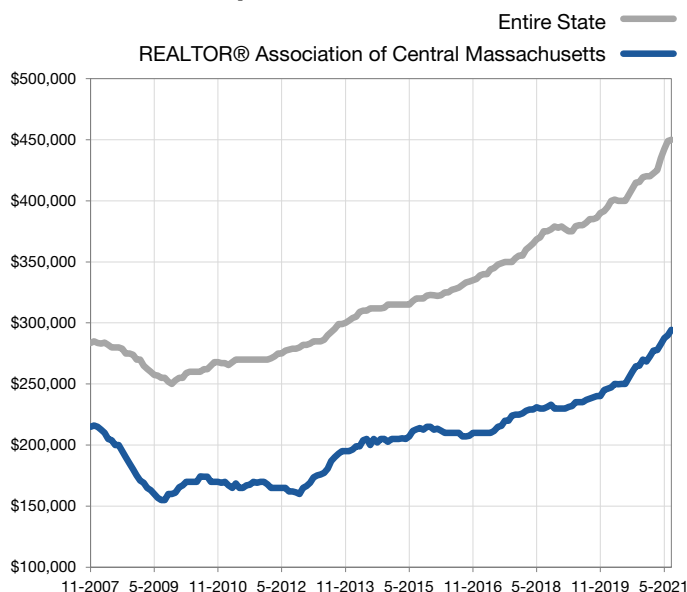
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.