

Local Market Update – September 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 4.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.6%

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

- 22.4%

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

Single-Family Properties

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	658	610	- 7.3%	5,141	4,991	- 2.9%
Closed Sales	630	611	- 3.0%	4,534	4,580	+ 1.0%
Median Sales Price*	\$396,450	\$420,000	+ 5.9%	\$352,000	\$405,000	+ 15.1%
Inventory of Homes for Sale	834	654	- 21.6%	--	--	--
Months Supply of Inventory	1.6	1.2	- 24.8%	--	--	--
Cumulative Days on Market Until Sale	40	27	- 31.0%	50	28	- 43.7%
Percent of Original List Price Received*	100.8%	103.0%	+ 2.1%	98.8%	103.8%	+ 5.0%
New Listings	766	722	- 5.7%	5,841	5,821	- 0.3%

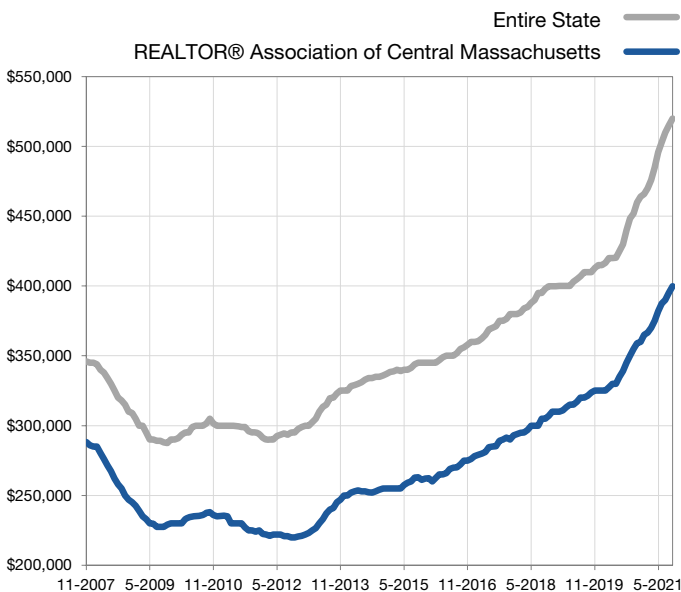
Condominium Properties

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	162	148	- 8.6%	1,227	1,372	+ 11.8%
Closed Sales	154	142	- 7.8%	1,067	1,219	+ 14.2%
Median Sales Price*	\$295,000	\$327,750	+ 11.1%	\$261,000	\$300,000	+ 14.9%
Inventory of Homes for Sale	208	155	- 25.5%	--	--	--
Months Supply of Inventory	1.7	1.1	- 36.5%	--	--	--
Cumulative Days on Market Until Sale	51	28	- 44.0%	52	29	- 43.5%
Percent of Original List Price Received*	100.1%	102.4%	+ 2.3%	98.9%	102.7%	+ 3.8%
New Listings	174	186	+ 6.9%	1,384	1,503	+ 8.6%

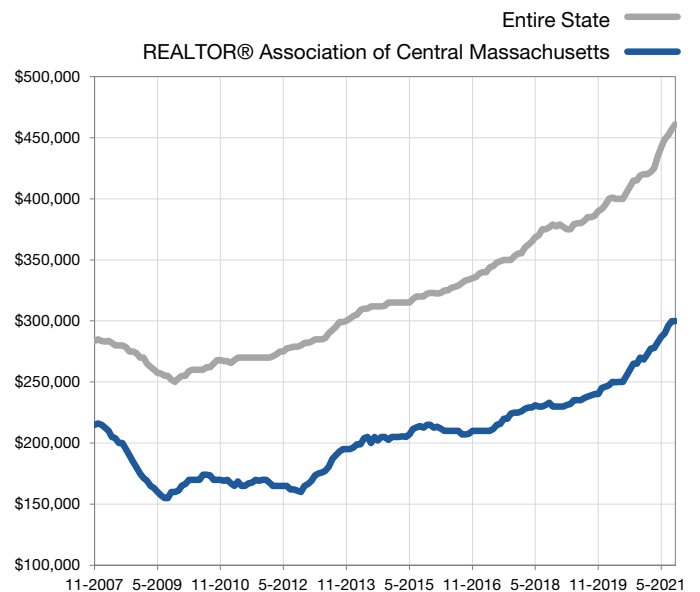
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.