

Local Market Update – October 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 16.8%

+ 11.4%

- 34.5%

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

	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	624	637	+ 2.1%	5,766	5,575	- 3.3%
Closed Sales	693	556	- 19.8%	5,228	5,146	- 1.6%
Median Sales Price*	\$363,000	\$420,750	+ 15.9%	\$355,000	\$408,250	+ 15.0%
Inventory of Homes for Sale	822	546	- 33.6%	--	--	--
Months Supply of Inventory	1.6	1.0	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	32	31	- 4.0%	48	29	- 40.4%
Percent of Original List Price Received*	101.0%	101.3%	+ 0.4%	99.1%	103.5%	+ 4.4%
New Listings	704	565	- 19.7%	6,544	6,387	- 2.4%

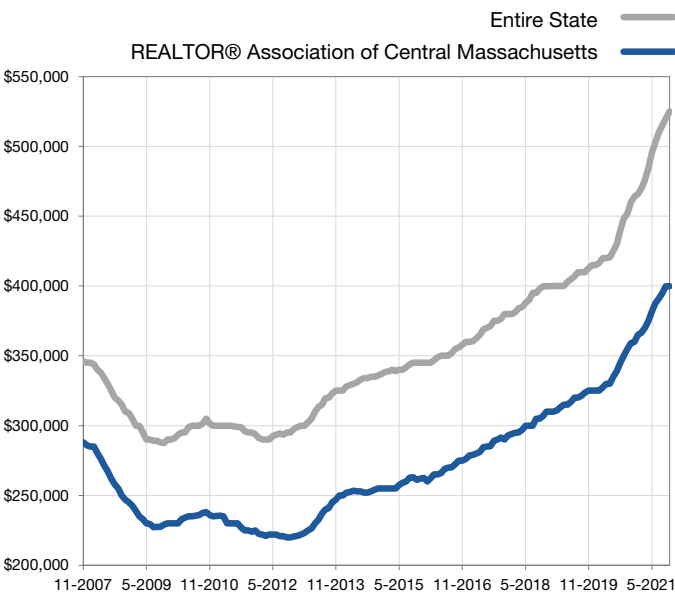
Condominium Properties

	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	144	180	+ 25.0%	1,370	1,544	+ 12.7%
Closed Sales	162	155	- 4.3%	1,228	1,376	+ 12.1%
Median Sales Price*	\$316,000	\$310,000	- 1.9%	\$266,275	\$300,000	+ 12.7%
Inventory of Homes for Sale	202	125	- 38.1%	--	--	--
Months Supply of Inventory	1.7	0.9	- 46.4%	--	--	--
Cumulative Days on Market Until Sale	51	37	- 26.9%	52	30	- 41.5%
Percent of Original List Price Received*	100.4%	101.9%	+ 1.4%	99.1%	102.6%	+ 3.5%
New Listings	163	161	- 1.2%	1,546	1,661	+ 7.4%

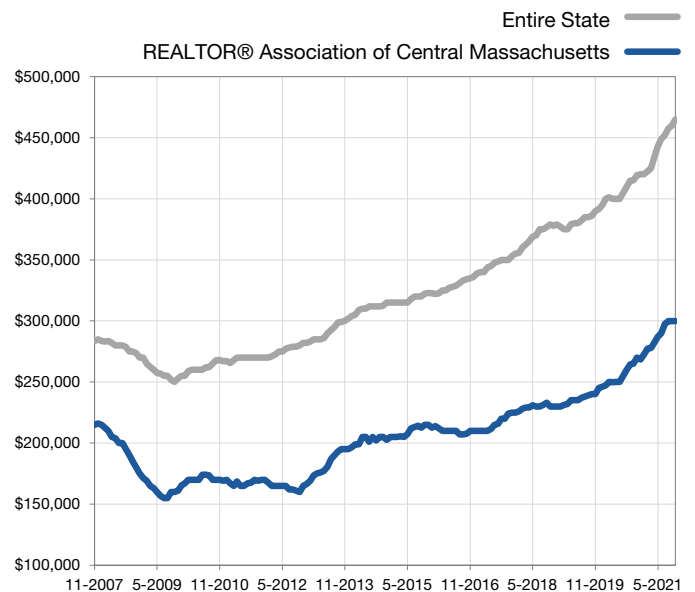
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.