

# Local Market Update – November 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 2.2%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 9.6%**

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

**- 40.6%**

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

### Single-Family Properties

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	484	<b>523</b>	+ 8.1%	6,250	<b>6,046</b>	- 3.3%
Closed Sales	588	<b>578</b>	- 1.7%	5,817	<b>5,734</b>	- 1.4%
Median Sales Price*	\$378,000	<b>\$415,000</b>	+ 9.8%	\$357,000	<b>\$410,000</b>	+ 14.8%
Inventory of Homes for Sale	694	<b>424</b>	- 38.9%	--	--	--
Months Supply of Inventory	1.3	<b>0.8</b>	- 39.3%	--	--	--
Cumulative Days on Market Until Sale	33	<b>28</b>	- 14.5%	46	<b>29</b>	- 38.4%
Percent of Original List Price Received*	100.8%	<b>101.0%</b>	+ 0.2%	99.3%	<b>103.3%</b>	+ 4.0%
New Listings	440	<b>450</b>	+ 2.3%	6,987	<b>6,831</b>	- 2.2%

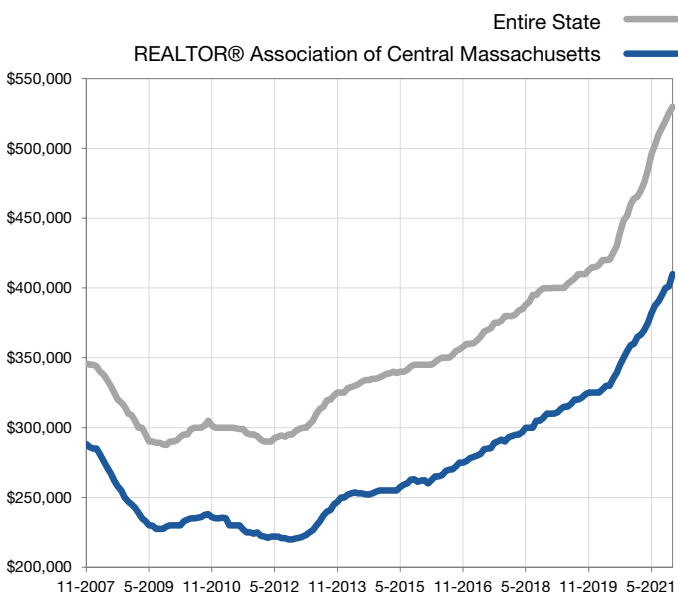
### Condominium Properties

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	105	<b>132</b>	+ 25.7%	1,475	<b>1,670</b>	+ 13.2%
Closed Sales	141	<b>135</b>	- 4.3%	1,369	<b>1,512</b>	+ 10.4%
Median Sales Price*	\$289,900	<b>\$328,000</b>	+ 13.1%	\$267,000	<b>\$303,500</b>	+ 13.7%
Inventory of Homes for Sale	197	<b>105</b>	- 46.7%	--	--	--
Months Supply of Inventory	1.6	<b>0.8</b>	- 52.8%	--	--	--
Cumulative Days on Market Until Sale	32	<b>29</b>	- 11.5%	50	<b>30</b>	- 39.5%
Percent of Original List Price Received*	99.7%	<b>101.4%</b>	+ 1.7%	99.2%	<b>102.5%</b>	+ 3.3%
New Listings	110	<b>116</b>	+ 5.5%	1,656	<b>1,785</b>	+ 7.8%

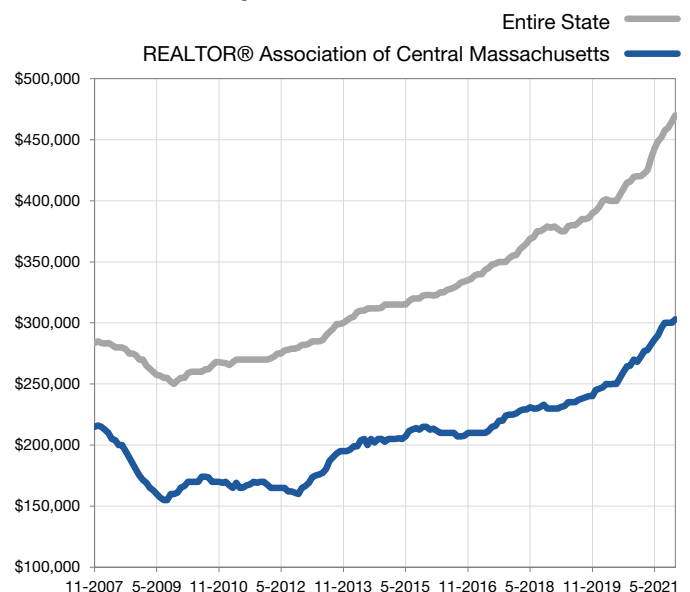
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.