

Local Market Update – December 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 8.3%

+ 10.0%

- 42.0%

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

	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	339	349	+ 2.9%	6,587	6,367	- 3.3%
Closed Sales	649	583	- 10.2%	6,465	6,330	- 2.1%
Median Sales Price*	\$360,000	\$405,000	+ 12.5%	\$358,950	\$410,000	+ 14.2%
Inventory of Homes for Sale	507	300	- 40.8%	--	--	--
Months Supply of Inventory	0.9	0.6	- 39.6%	--	--	--
Cumulative Days on Market Until Sale	36	31	- 13.0%	45	29	- 36.3%
Percent of Original List Price Received*	100.8%	101.0%	+ 0.2%	99.4%	103.1%	+ 3.6%
New Listings	272	273	+ 0.4%	7,260	7,103	- 2.2%

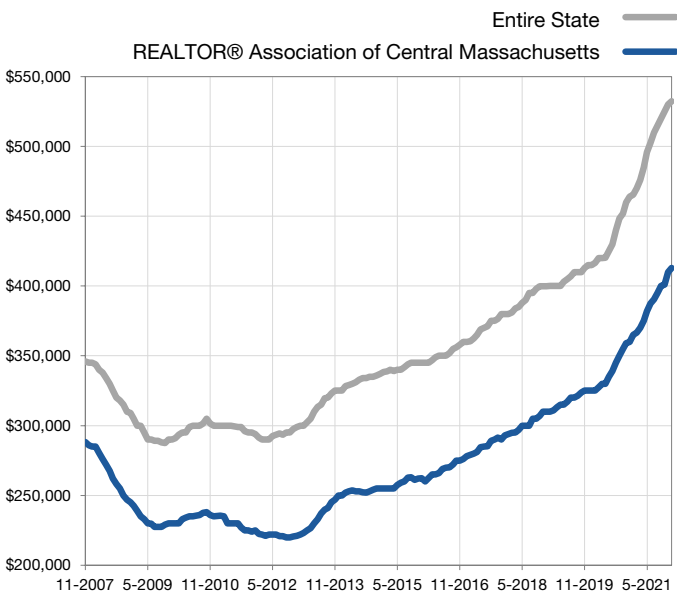
Condominium Properties

	December			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	90	91	+ 1.1%	1,566	1,743	+ 11.3%
Closed Sales	162	161	- 0.6%	1,532	1,683	+ 9.9%
Median Sales Price*	\$282,950	\$305,000	+ 7.8%	\$270,000	\$305,000	+ 13.0%
Inventory of Homes for Sale	169	92	- 45.6%	--	--	--
Months Supply of Inventory	1.3	0.7	- 50.4%	--	--	--
Cumulative Days on Market Until Sale	37	28	- 23.4%	49	30	- 38.6%
Percent of Original List Price Received*	99.7%	100.9%	+ 1.2%	99.2%	102.3%	+ 3.1%
New Listings	97	88	- 9.3%	1,752	1,869	+ 6.7%

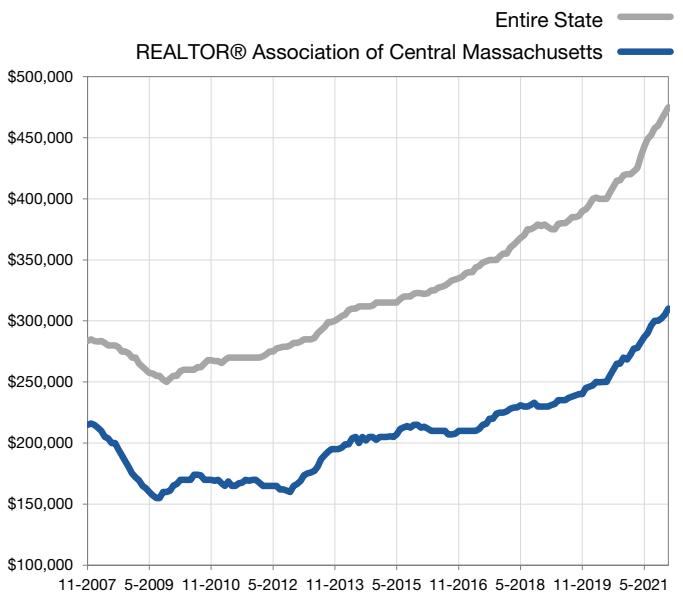
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.