

Local Market Update – March 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Central Region

- 0.1%

+ 18.3%

- 67.3%

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

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	789	855	+ 8.4%	1,953	1,866	-4.5%
Closed Sales	578	525	-9.2%	1,592	1,572	-1.3%
Median Sales Price*	\$318,000	\$371,500	+ 16.8%	\$305,000	\$358,250	+ 17.5%
Inventory of Homes for Sale	1,549	434	-72.0%	--	--	--
Months Supply of Inventory	2.0	0.6	-70.0%	--	--	--
Cumulative Days on Market Until Sale	71	38	-46.5%	70	40	-42.9%
Percent of Original List Price Received*	97.1%	102.9%	+ 6.0%	96.5%	101.3%	+ 5.0%
New Listings	1,029	899	-12.6%	2,421	1,888	-22.0%

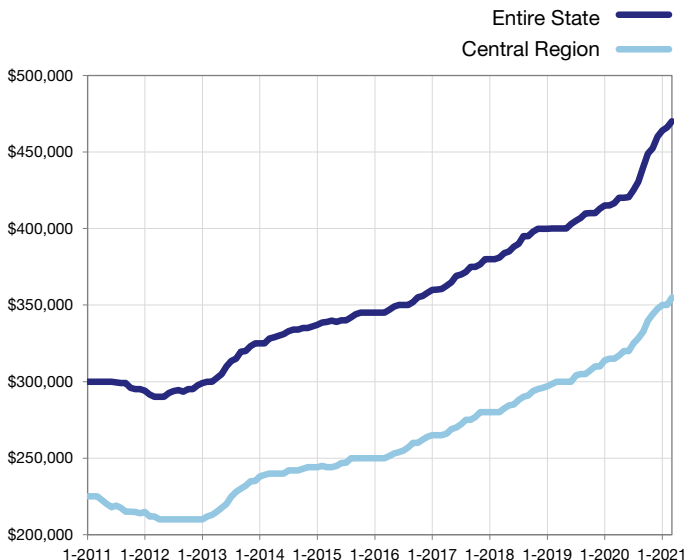
Condominium Properties

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	137	217	+ 58.4%	433	513	+ 18.5%
Closed Sales	138	145	+ 5.1%	367	389	+ 6.0%
Median Sales Price*	\$233,500	\$281,000	+ 20.3%	\$235,000	\$250,000	+ 6.4%
Inventory of Homes for Sale	317	128	-59.6%	--	--	--
Months Supply of Inventory	2.0	0.8	-60.0%	--	--	--
Cumulative Days on Market Until Sale	63	30	-52.4%	63	39	-38.1%
Percent of Original List Price Received*	99.0%	101.4%	+ 2.4%	98.1%	100.3%	+ 2.2%
New Listings	202	236	+ 16.8%	530	511	-3.6%

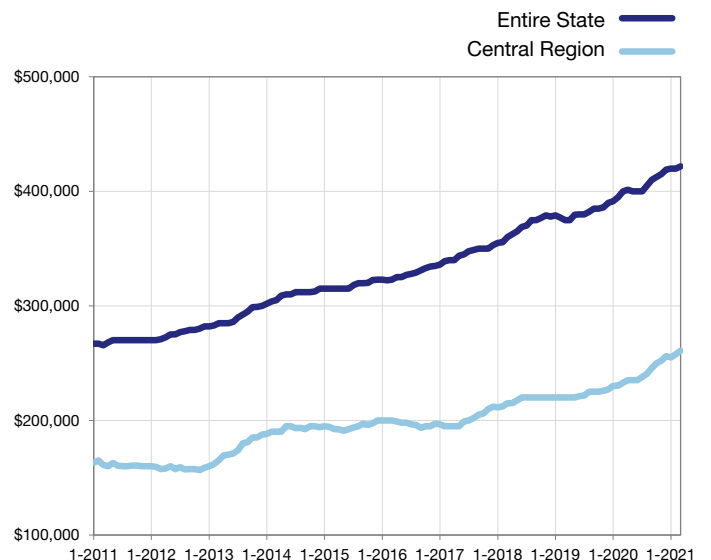
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 4.6%

+ 9.9%

- 62.9%

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

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	627	839	+ 33.8%	1,581	1,730	+ 9.4%
Closed Sales	483	432	-10.6%	1,333	1,295	-2.9%
Median Sales Price*	\$479,000	\$535,000	+ 11.7%	\$470,000	\$530,000	+ 12.8%
Inventory of Homes for Sale	1,049	330	-68.5%	--	--	--
Months Supply of Inventory	1.4	0.5	-64.3%	--	--	--
Cumulative Days on Market Until Sale	55	36	-34.5%	59	36	-39.0%
Percent of Original List Price Received*	98.9%	104.3%	+ 5.5%	97.4%	102.5%	+ 5.2%
New Listings	839	864	+ 3.0%	1,985	1,795	-9.6%

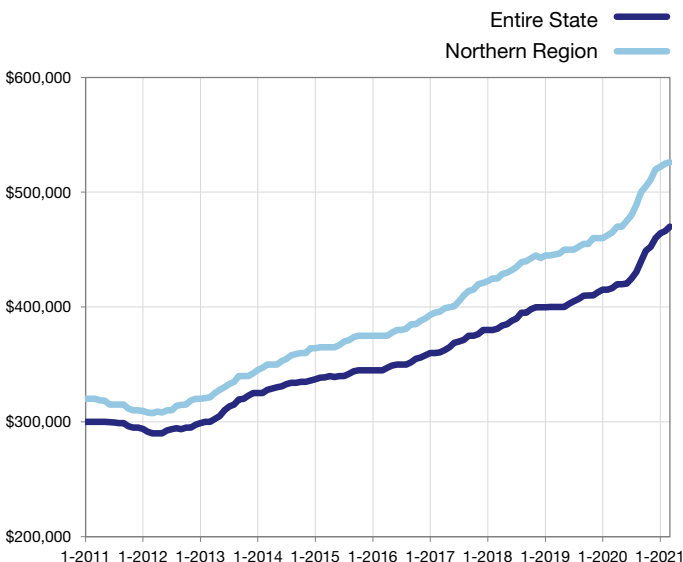
Condominium Properties

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	264	396	+ 50.0%	758	927	+ 22.3%
Closed Sales	255	271	+ 6.3%	655	748	+ 14.2%
Median Sales Price*	\$329,900	\$360,000	+ 9.1%	\$316,000	\$340,000	+ 7.6%
Inventory of Homes for Sale	478	228	-52.3%	--	--	--
Months Supply of Inventory	1.5	0.7	-53.3%	--	--	--
Cumulative Days on Market Until Sale	46	34	-26.1%	56	39	-30.4%
Percent of Original List Price Received*	99.9%	102.3%	+ 2.4%	98.6%	100.4%	+ 1.8%
New Listings	354	411	+ 16.1%	946	989	+ 4.5%

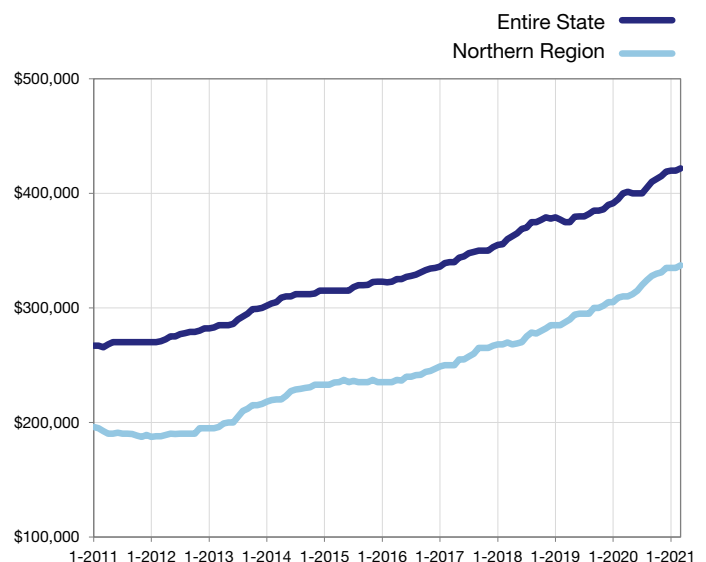
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 4.9%

+ 16.7%

- 67.1%

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

The Southeast Region includes data from the North Bristol and former Tri-County Boards of REALTORS®.

Single-Family Properties

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	420	545	+ 29.8%	1,295	1,293	-0.2%
Closed Sales	444	373	-16.0%	1,116	1,095	-1.9%
Median Sales Price*	\$335,000	\$400,000	+ 19.4%	\$331,000	\$393,000	+ 18.7%
Inventory of Homes for Sale	1,194	347	-70.9%	--	--	--
Months Supply of Inventory	2.4	0.7	-70.8%	--	--	--
Cumulative Days on Market Until Sale	74	35	-52.7%	72	37	-48.6%
Percent of Original List Price Received*	97.5%	101.9%	+ 4.5%	96.8%	101.4%	+ 4.8%
New Listings	617	577	-6.5%	1,595	1,337	-16.2%

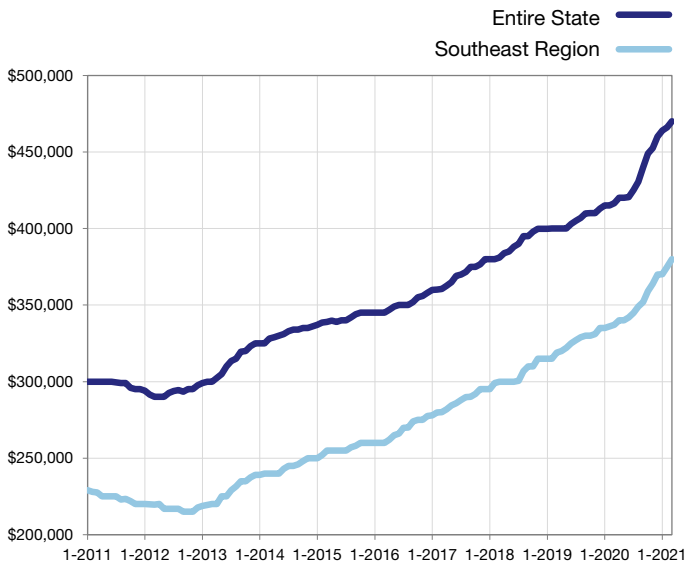
Condominium Properties

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	65	88	+ 35.4%	185	226	+ 22.2%
Closed Sales	58	80	+ 37.9%	183	222	+ 21.3%
Median Sales Price*	\$227,450	\$272,500	+ 19.8%	\$225,000	\$255,450	+ 13.5%
Inventory of Homes for Sale	169	69	-59.2%	--	--	--
Months Supply of Inventory	2.1	0.8	-61.9%	--	--	--
Cumulative Days on Market Until Sale	52	30	-42.3%	58	38	-34.5%
Percent of Original List Price Received*	98.0%	100.6%	+ 2.7%	97.0%	99.4%	+ 2.5%
New Listings	105	99	-5.7%	263	239	-9.1%

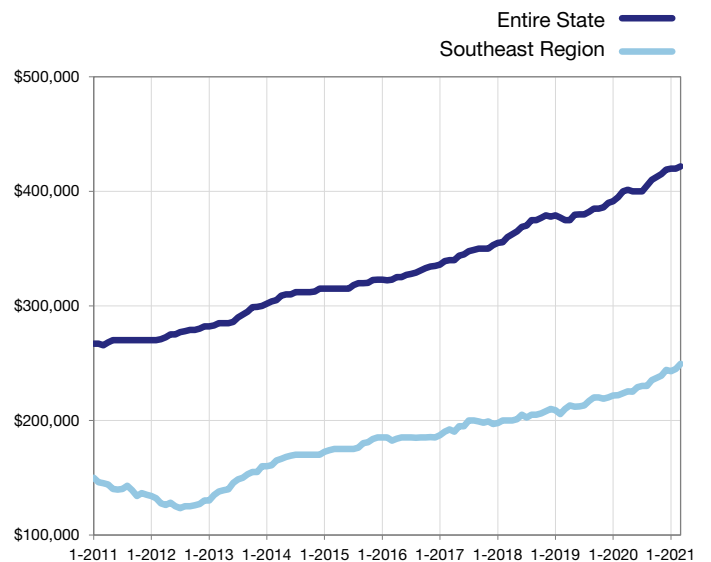
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Single-Family Properties



Condominium Properties



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West Region

+ 16.4%

+ 17.8%

- 64.9%

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

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	576	658	+ 14.2%	1,538	1,671	+ 8.6%
Closed Sales	477	521	+ 9.2%	1,295	1,469	+ 13.4%
Median Sales Price*	\$221,000	\$261,750	+ 18.4%	\$218,400	\$260,000	+ 19.0%
Inventory of Homes for Sale	1,830	570	-68.9%	--	--	--
Months Supply of Inventory	2.9	0.8	-72.4%	--	--	--
Cumulative Days on Market Until Sale	83	53	-36.1%	84	54	-35.7%
Percent of Original List Price Received*	95.2%	99.4%	+ 4.4%	94.4%	98.4%	+ 4.2%
New Listings	766	678	-11.5%	1,912	1,571	-17.8%

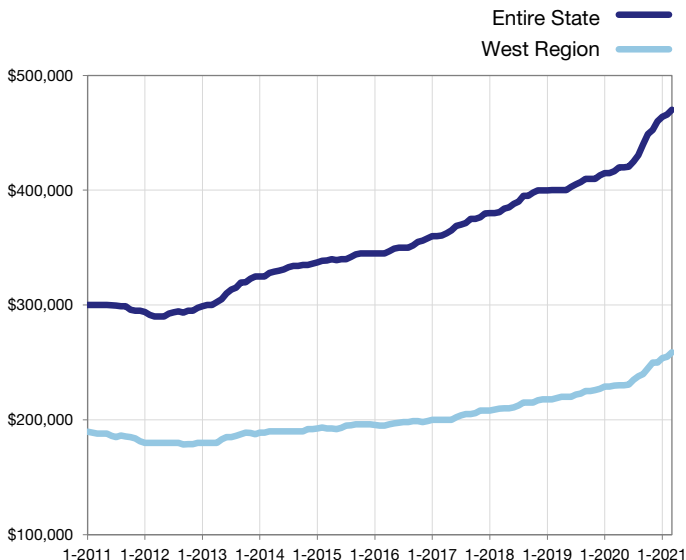
Condominium Properties

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	66	116	+ 75.8%	192	277	+ 44.3%
Closed Sales	52	71	+ 36.5%	150	208	+ 38.7%
Median Sales Price*	\$208,500	\$189,000	-9.4%	\$160,000	\$181,000	+ 13.1%
Inventory of Homes for Sale	334	108	-67.7%	--	--	--
Months Supply of Inventory	3.9	1.3	-66.7%	--	--	--
Cumulative Days on Market Until Sale	99	54	-45.5%	81	56	-30.9%
Percent of Original List Price Received*	95.2%	98.7%	+ 3.7%	95.1%	97.8%	+ 2.8%
New Listings	90	101	+ 12.2%	277	257	-7.2%

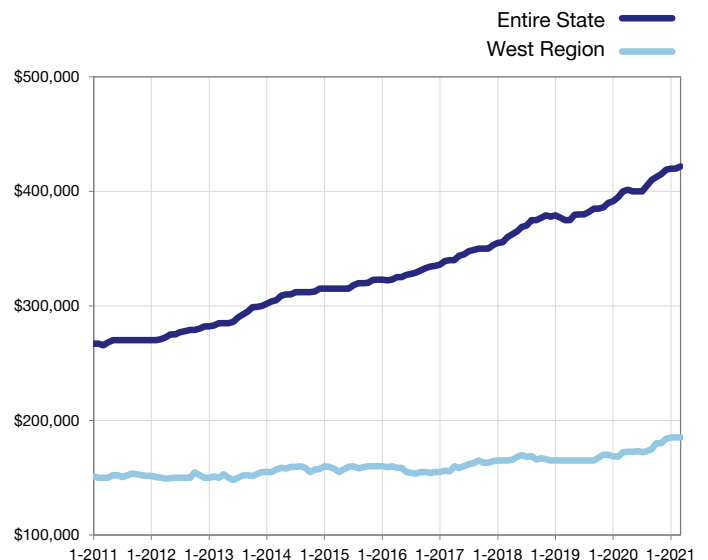
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