

# Local Market Update – September 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



**MASSACHUSETTS**  
ASSOCIATION OF REALTORS®

## Central Region

**+ 2.9%**

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

**+ 12.3%**

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

**- 25.0%**

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

### Single-Family Properties

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	956	888	-7.1%	7,520	7,253	-3.6%
Closed Sales	889	892	+ 0.3%	6,592	6,722	+ 2.0%
Median Sales Price*	\$372,400	<b>\$402,750</b>	+ 8.1%	\$340,000	<b>\$398,000</b>	+ 17.1%
Inventory of Homes for Sale	1,245	932	-25.1%	--	--	--
Months Supply of Inventory	1.6	1.2	-25.0%	--	--	--
Cumulative Days on Market Until Sale	40	26	-35.0%	51	29	-43.1%
Percent of Original List Price Received*	101.0%	102.9%	+ 1.9%	98.9%	103.9%	+ 5.1%
New Listings	1,138	1,033	-9.2%	8,503	8,382	-1.4%

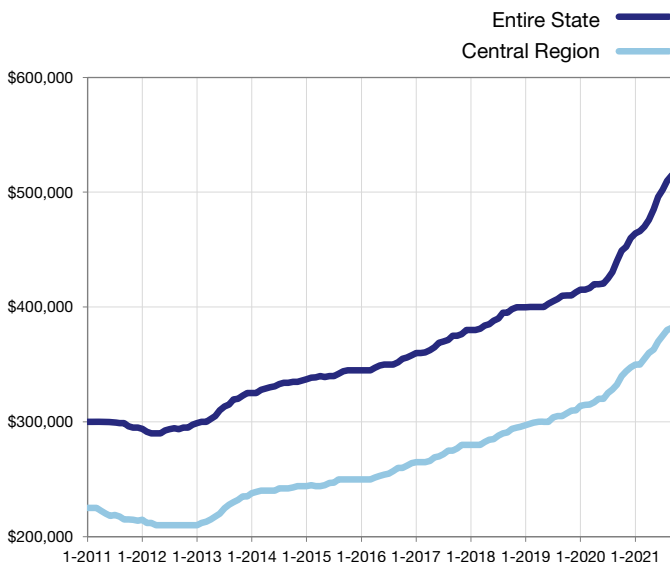
### Condominium Properties

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	202	196	-3.0%	1,574	1,748	+ 11.1%
Closed Sales	203	191	-5.9%	1,381	1,564	+ 13.3%
Median Sales Price*	\$272,000	<b>\$300,000</b>	+ 10.3%	\$249,999	<b>\$285,000</b>	+ 14.0%
Inventory of Homes for Sale	263	193	-26.6%	--	--	--
Months Supply of Inventory	1.7	1.1	-35.3%	--	--	--
Cumulative Days on Market Until Sale	46	28	-39.1%	52	29	-44.2%
Percent of Original List Price Received*	100.4%	102.3%	+ 1.9%	99.1%	102.8%	+ 3.7%
New Listings	231	239	+ 3.5%	1,785	1,920	+ 7.6%

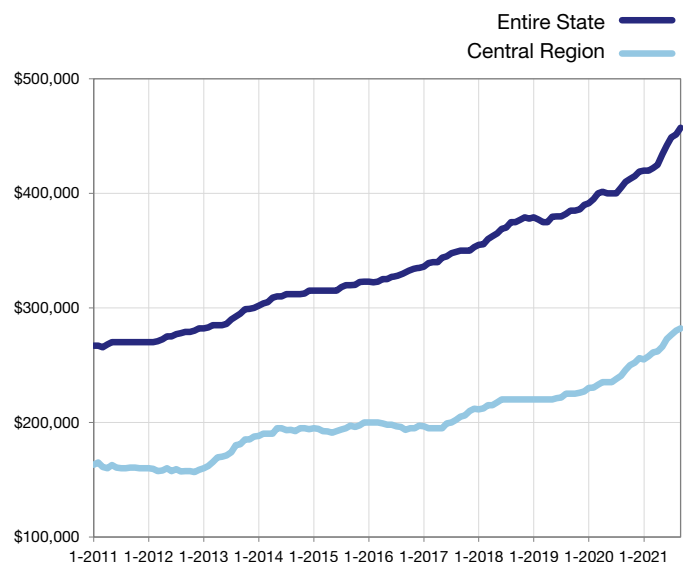
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### 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.

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## Northern Region

**- 6.9%**

**+ 6.0%**

**- 24.5%**

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

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	882	810	-8.2%	6,645	6,671	+ 0.4%
Closed Sales	897	819	-8.7%	5,890	6,141	+ 4.3%
Median Sales Price*	\$545,000	<b>\$580,000</b>	+ 6.4%	\$515,250	<b>\$587,000</b>	+ 13.9%
Inventory of Homes for Sale	910	711	-21.9%	--	--	--
Months Supply of Inventory	1.3	1.0	-23.1%	--	--	--
Cumulative Days on Market Until Sale	33	24	-27.3%	42	25	-40.5%
Percent of Original List Price Received*	101.6%	<b>104.4%</b>	+ 2.8%	99.9%	<b>105.3%</b>	+ 5.4%
New Listings	990	970	-2.0%	7,514	7,566	+ 0.7%

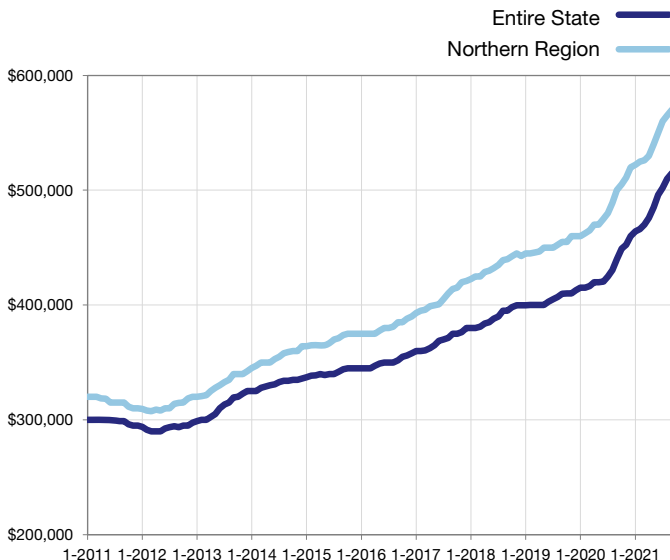
### Condominium Properties

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	418	373	-10.8%	2,967	3,146	+ 6.0%
Closed Sales	412	367	-10.9%	2,626	2,938	+ 11.9%
Median Sales Price*	\$365,450	<b>\$367,000</b>	+ 0.4%	\$333,500	<b>\$360,000</b>	+ 7.9%
Inventory of Homes for Sale	484	323	-33.3%	--	--	--
Months Supply of Inventory	1.6	0.9	-43.8%	--	--	--
Cumulative Days on Market Until Sale	41	23	-43.9%	46	29	-37.0%
Percent of Original List Price Received*	100.1%	<b>102.8%</b>	+ 2.7%	99.6%	<b>102.6%</b>	+ 3.0%
New Listings	511	414	-19.0%	3,452	3,550	+ 2.8%

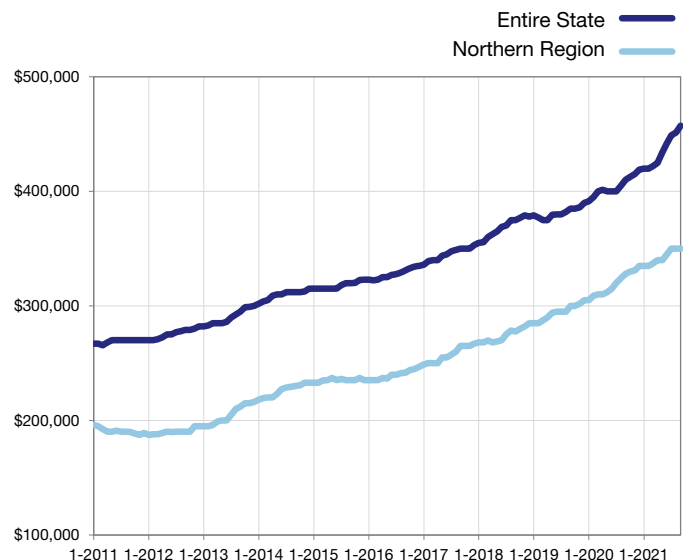
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Southeast Region

**- 4.7%**

**+ 14.9%**

**- 32.9%**

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

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

### Single-Family Properties

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	567	538	-5.1%	4,826	4,543	-5.9%
Closed Sales	634	605	-4.6%	4,235	4,288	+ 1.3%
Median Sales Price*	\$395,000	<b>\$435,000</b>	+ 10.1%	\$358,663	<b>\$420,000</b>	+ 17.1%
Inventory of Homes for Sale	895	585	-34.6%	--	--	--
Months Supply of Inventory	1.9	1.2	-36.8%	--	--	--
Cumulative Days on Market Until Sale	48	26	-45.8%	58	30	-48.3%
Percent of Original List Price Received*	100.0%	102.6%	+ 2.6%	98.4%	103.0%	+ 4.7%
New Listings	694	579	-16.6%	5,452	5,217	-4.3%

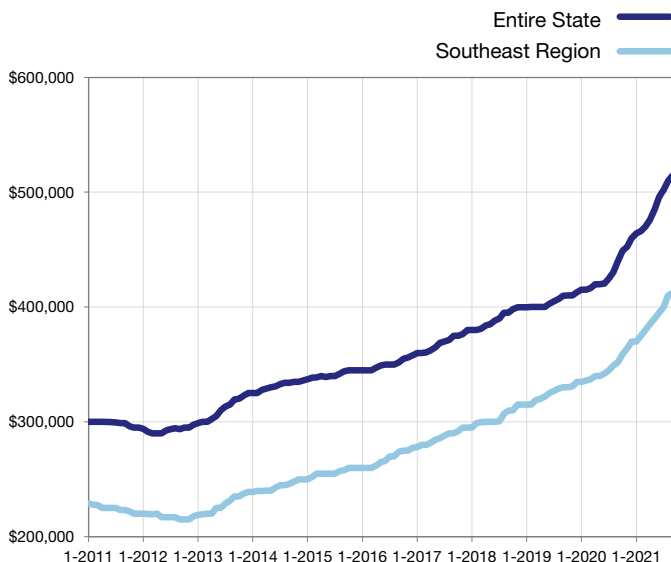
### Condominium Properties

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	108	108	0.0%	750	813	+ 8.4%
Closed Sales	120	89	-25.8%	670	767	+ 14.5%
Median Sales Price*	\$246,000	<b>\$285,000</b>	+ 15.9%	\$240,000	<b>\$268,000</b>	+ 11.7%
Inventory of Homes for Sale	139	85	-38.8%	--	--	--
Months Supply of Inventory	1.8	0.9	-50.0%	--	--	--
Cumulative Days on Market Until Sale	36	26	-27.8%	45	30	-33.3%
Percent of Original List Price Received*	100.4%	102.0%	+ 1.6%	98.5%	101.8%	+ 3.4%
New Listings	112	97	-13.4%	893	918	+ 2.8%

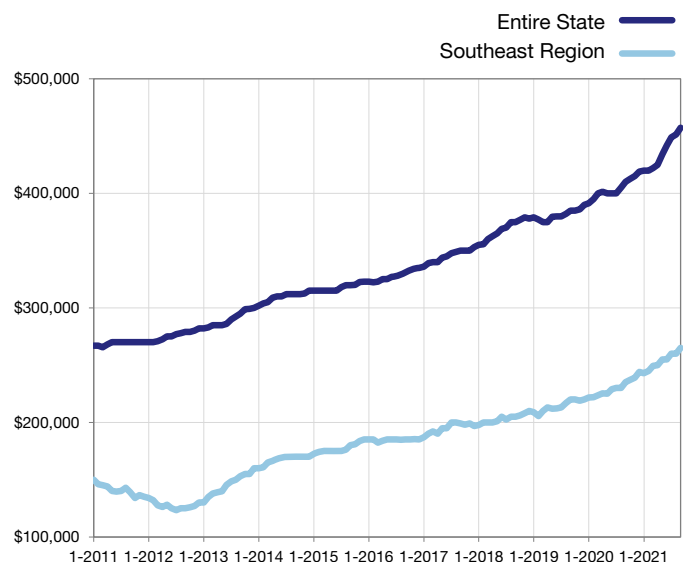
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### Single-Family Properties



### Condominium Properties



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## West Region

**- 6.5%**

**+ 13.6%**

**- 34.9%**

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

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	830	801	-3.5%	6,274	6,089	-2.9%
Closed Sales	797	704	-11.7%	5,436	5,516	+ 1.5%
Median Sales Price*	\$271,000	\$300,000	+ 10.7%	\$245,000	\$285,000	+ 16.3%
Inventory of Homes for Sale	1,531	985	-35.7%	--	--	--
Months Supply of Inventory	2.5	1.5	-40.0%	--	--	--
Cumulative Days on Market Until Sale	46	28	-39.1%	64	38	-40.6%
Percent of Original List Price Received*	98.8%	101.7%	+ 2.9%	97.2%	101.6%	+ 4.5%
New Listings	951	834	-12.3%	7,156	6,960	-2.7%

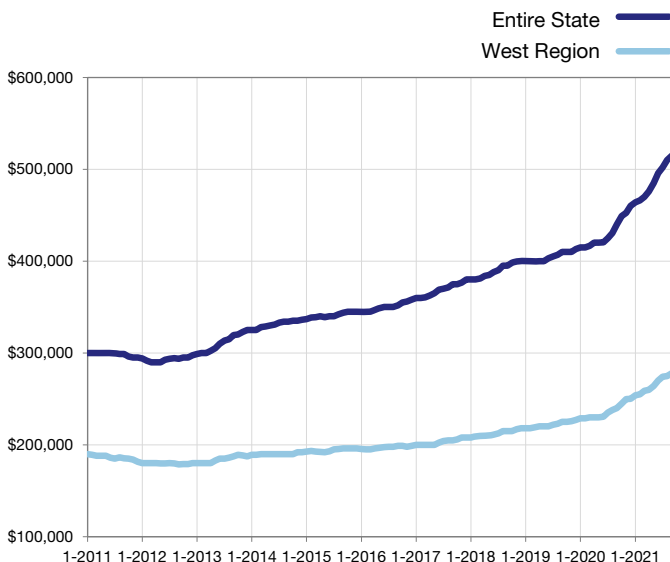
### Condominium Properties

	September			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	99	148	+ 49.5%	777	986	+ 26.9%
Closed Sales	105	118	+ 12.4%	690	847	+ 22.8%
Median Sales Price*	\$190,000	\$202,250	+ 6.4%	\$176,500	\$202,000	+ 14.4%
Inventory of Homes for Sale	245	115	-53.1%	--	--	--
Months Supply of Inventory	3.0	1.2	-60.0%	--	--	--
Cumulative Days on Market Until Sale	53	37	-30.2%	73	49	-32.9%
Percent of Original List Price Received*	97.9%	101.4%	+ 3.6%	96.9%	100.3%	+ 3.5%
New Listings	118	131	+ 11.0%	890	1,023	+ 14.9%

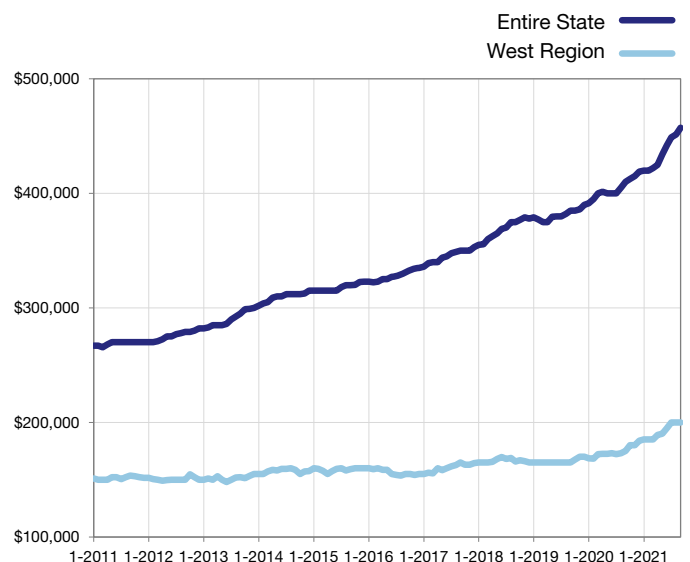
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