

Local Market Update – October 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Barnstable County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	593	475	- 19.9%	5,165	4,286	- 17.0%
Closed Sales	662	427	- 35.5%	4,630	4,029	- 13.0%
Median Sales Price*	\$547,000	\$630,000	+ 15.2%	\$495,000	\$603,000	+ 21.8%
Inventory of Homes for Sale	1,079	605	- 43.9%	--	--	--
Months Supply of Inventory	2.4	1.4	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	89	36	- 59.6%	106	44	- 58.5%
Percent of Original List Price Received*	98.1%	99.2%	+ 1.1%	95.5%	101.1%	+ 5.9%
New Listings	585	441	- 24.6%	5,616	4,803	- 14.5%

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

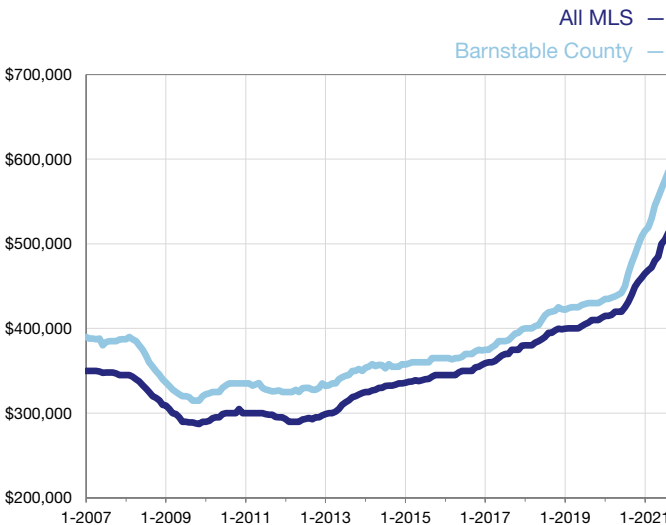
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	167	108	- 35.3%	1,309	1,206	- 7.9%
Closed Sales	169	126	- 25.4%	1,169	1,110	- 5.0%
Median Sales Price*	\$404,000	\$415,500	+ 2.8%	\$329,000	\$365,000	+ 10.9%
Inventory of Homes for Sale	362	176	- 51.4%	--	--	--
Months Supply of Inventory	3.2	1.5	- 53.1%	--	--	--
Cumulative Days on Market Until Sale	117	38	- 67.5%	108	57	- 47.2%
Percent of Original List Price Received*	96.9%	100.1%	+ 3.3%	95.9%	99.9%	+ 4.2%
New Listings	170	109	- 35.9%	1,512	1,248	- 17.5%

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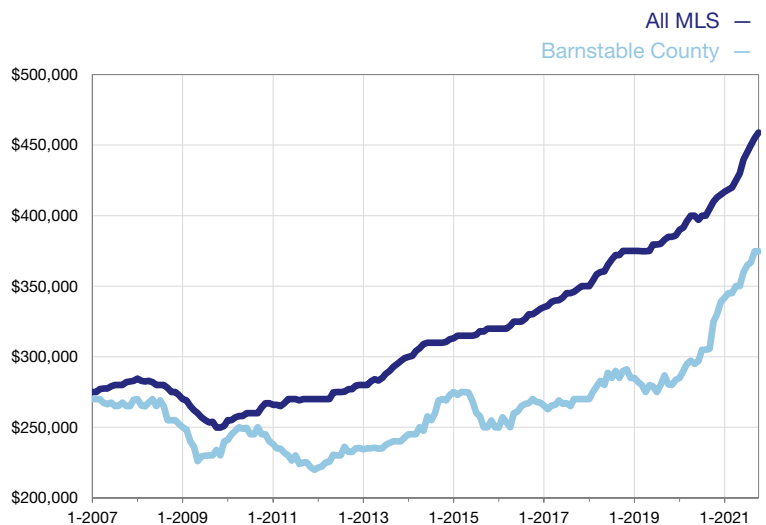
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Berkshire County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	200	127	- 36.5%	1,626	1,365	- 16.1%
Closed Sales	242	159	- 34.3%	1,414	1,293	- 8.6%
Median Sales Price*	\$287,500	\$298,634	+ 3.9%	\$255,514	\$300,000	+ 17.4%
Inventory of Homes for Sale	492	363	- 26.2%	--	--	--
Months Supply of Inventory	3.5	2.6	- 25.7%	--	--	--
Cumulative Days on Market Until Sale	88	32	- 63.6%	89	46	- 48.3%
Percent of Original List Price Received*	95.2%	96.9%	+ 1.8%	94.5%	97.9%	+ 3.6%
New Listings	174	160	- 8.0%	1,829	1,686	- 7.8%

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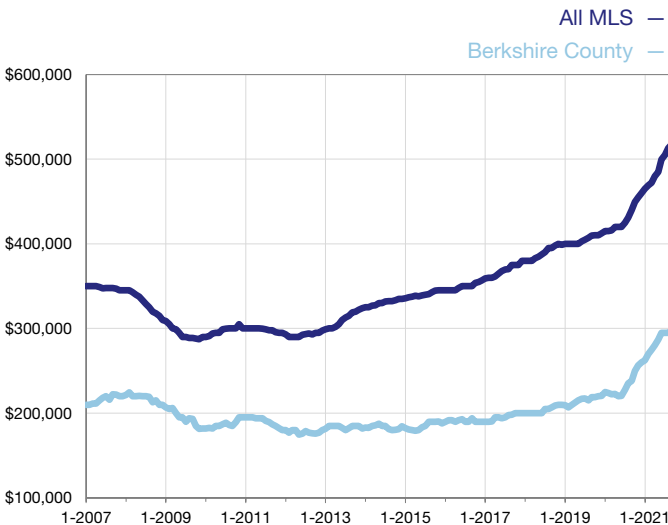
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	16	17	+ 6.3%	164	188	+ 14.6%
Closed Sales	39	17	- 56.4%	157	171	+ 8.9%
Median Sales Price*	\$226,085	\$302,500	+ 33.8%	\$325,000	\$268,500	- 17.4%
Inventory of Homes for Sale	102	45	- 55.9%	--	--	--
Months Supply of Inventory	6.4	2.7	- 57.8%	--	--	--
Cumulative Days on Market Until Sale	180	46	- 74.4%	151	78	- 48.3%
Percent of Original List Price Received*	93.1%	97.2%	+ 4.4%	92.8%	96.7%	+ 4.2%
New Listings	18	20	+ 11.1%	211	186	- 11.8%

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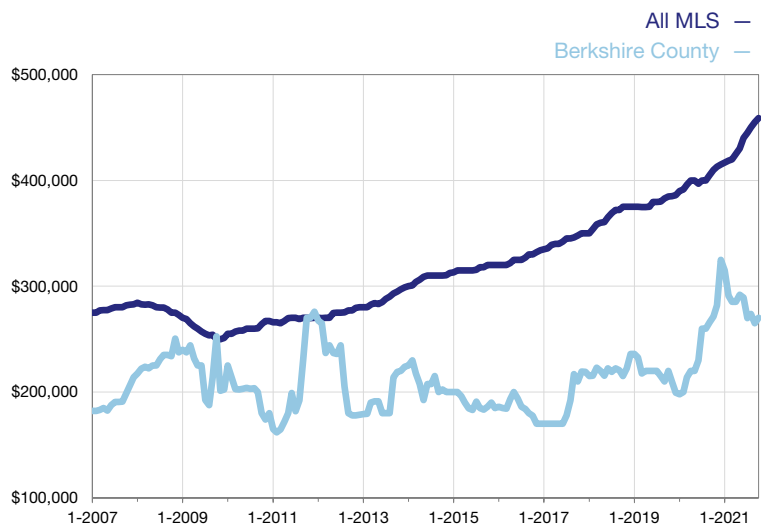
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Bristol County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	494	443	- 10.3%	4,366	4,029	- 7.7%
Closed Sales	497	378	- 23.9%	3,893	3,815	- 2.0%
Median Sales Price*	\$393,000	\$434,319	+ 10.5%	\$365,000	\$425,000	+ 16.4%
Inventory of Homes for Sale	659	433	- 34.3%	--	--	--
Months Supply of Inventory	1.7	1.1	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	44	31	- 29.5%	55	30	- 45.5%
Percent of Original List Price Received*	100.6%	100.5%	- 0.1%	98.8%	102.8%	+ 4.0%
New Listings	542	448	- 17.3%	4,879	4,600	- 5.7%

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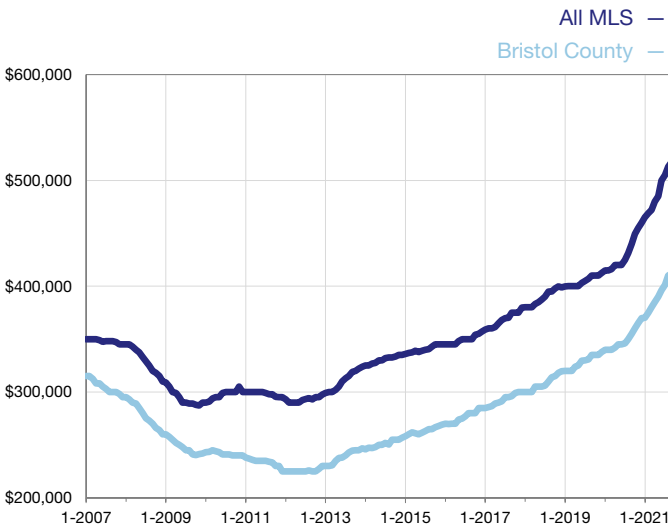
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	85	76	- 10.6%	740	738	- 0.3%
Closed Sales	95	67	- 29.5%	681	705	+ 3.5%
Median Sales Price*	\$250,000	\$295,000	+ 18.0%	\$242,500	\$270,000	+ 11.3%
Inventory of Homes for Sale	130	62	- 52.3%	--	--	--
Months Supply of Inventory	1.9	0.8	- 57.9%	--	--	--
Cumulative Days on Market Until Sale	35	24	- 31.4%	45	28	- 37.8%
Percent of Original List Price Received*	99.9%	102.1%	+ 2.2%	98.6%	101.9%	+ 3.3%
New Listings	106	73	- 31.1%	860	821	- 4.5%

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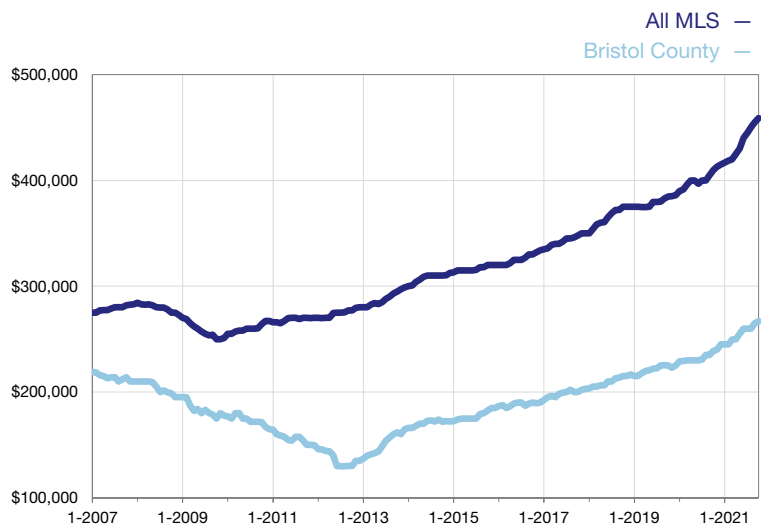
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Dukes County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	12	6	- 50.0%	80	58	- 27.5%
Closed Sales	10	5	- 50.0%	75	49	- 34.7%
Median Sales Price*	\$1,670,000	\$3,006,000	+ 80.0%	\$1,430,000	\$1,210,000	- 15.4%
Inventory of Homes for Sale	56	25	- 55.4%	--	--	--
Months Supply of Inventory	7.6	4.3	- 43.4%	--	--	--
Cumulative Days on Market Until Sale	82	41	- 50.0%	162	55	- 66.0%
Percent of Original List Price Received*	95.3%	105.2%	+ 10.4%	92.1%	97.7%	+ 6.1%
New Listings	12	8	- 33.3%	128	83	- 35.2%

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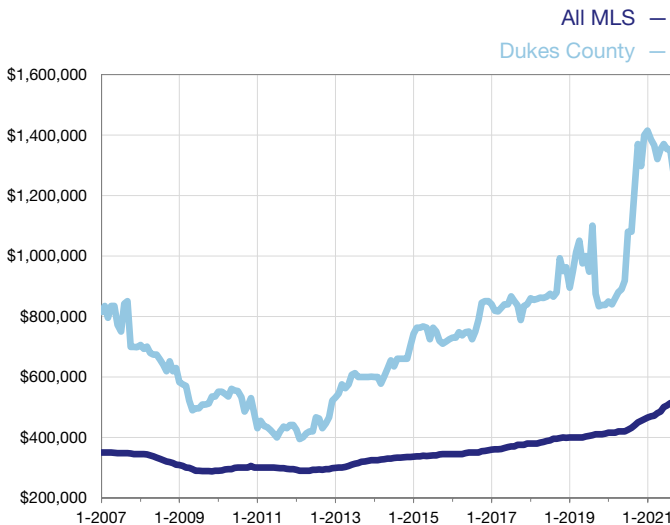
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	1	1	0.0%	4	6	+ 50.0%
Closed Sales	0	2	--	3	8	+ 166.7%
Median Sales Price*	\$0	\$490,000	--	\$80,000	\$652,500	+ 715.6%
Inventory of Homes for Sale	12	0	- 100.0%	--	--	--
Months Supply of Inventory	8.0	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	80	--	40	143	+ 257.5%
Percent of Original List Price Received*	0.0%	75.5%	--	90.3%	89.2%	- 1.2%
New Listings	1	0	- 100.0%	15	8	- 46.7%

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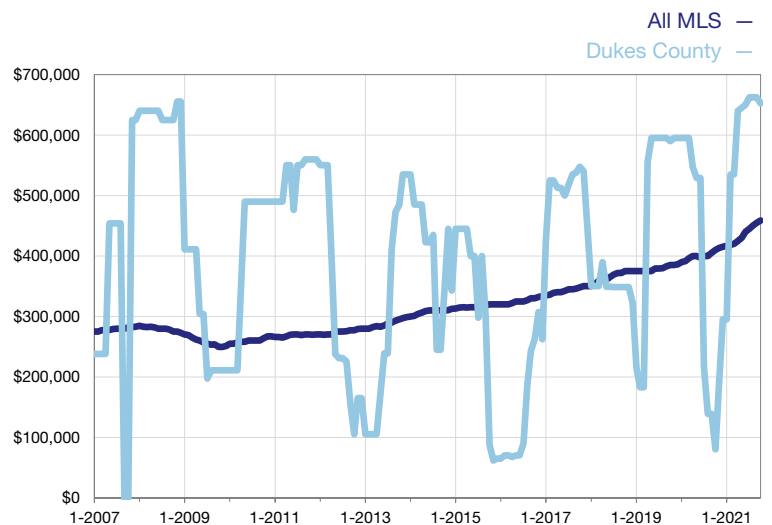
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Essex County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	653	573	- 12.3%	5,432	5,243	- 3.5%
Closed Sales	634	563	- 11.2%	4,883	4,915	+ 0.7%
Median Sales Price*	\$545,000	\$600,000	+ 10.1%	\$530,000	\$605,000	+ 14.2%
Inventory of Homes for Sale	669	396	- 40.8%	--	--	--
Months Supply of Inventory	1.4	0.8	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	36	26	- 27.8%	43	27	- 37.2%
Percent of Original List Price Received*	102.7%	103.2%	+ 0.5%	100.0%	104.9%	+ 4.9%
New Listings	702	521	- 25.8%	6,141	5,870	- 4.4%

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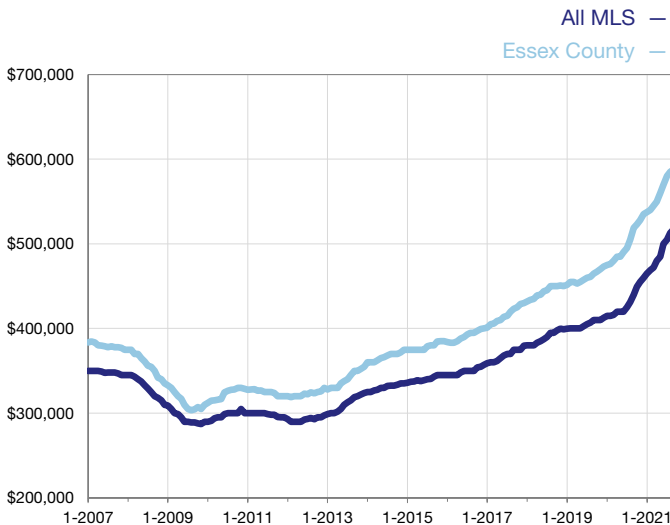
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	325	288	- 11.4%	2,539	2,575	+ 1.4%
Closed Sales	303	218	- 28.1%	2,264	2,357	+ 4.1%
Median Sales Price*	\$345,000	\$375,000	+ 8.7%	\$345,703	\$381,000	+ 10.2%
Inventory of Homes for Sale	366	228	- 37.7%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	34	28	- 17.6%	47	30	- 36.2%
Percent of Original List Price Received*	100.1%	101.2%	+ 1.1%	99.7%	102.2%	+ 2.5%
New Listings	343	276	- 19.5%	2,924	2,905	- 0.6%

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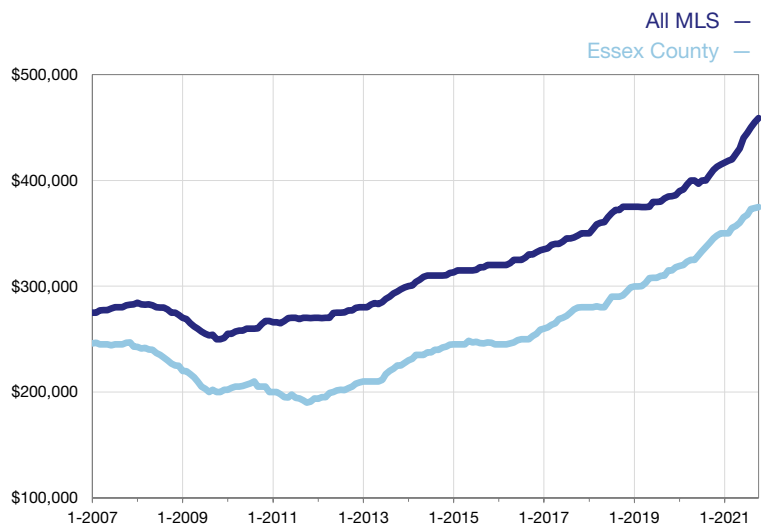
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Franklin County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	75	70	- 6.7%	584	536	- 8.2%
Closed Sales	79	62	- 21.5%	525	493	- 6.1%
Median Sales Price*	\$265,000	\$290,000	+ 9.4%	\$242,000	\$282,500	+ 16.7%
Inventory of Homes for Sale	118	78	- 33.9%	--	--	--
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--
Cumulative Days on Market Until Sale	42	33	- 21.4%	72	39	- 45.8%
Percent of Original List Price Received*	97.2%	102.0%	+ 4.9%	95.7%	102.1%	+ 6.7%
New Listings	83	64	- 22.9%	651	623	- 4.3%

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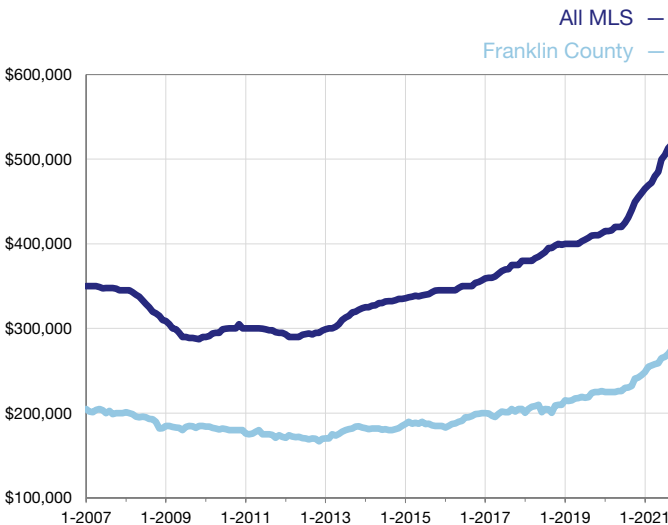
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	2	4	+ 100.0%	34	28	- 17.6%
Closed Sales	6	4	- 33.3%	32	21	- 34.4%
Median Sales Price*	\$209,450	\$185,500	- 11.4%	\$182,000	\$185,000	+ 1.6%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	0.7	1.1	+ 57.1%	--	--	--
Cumulative Days on Market Until Sale	38	18	- 52.6%	71	26	- 63.4%
Percent of Original List Price Received*	101.0%	98.9%	- 2.1%	97.5%	101.0%	+ 3.6%
New Listings	1	4	+ 300.0%	37	29	- 21.6%

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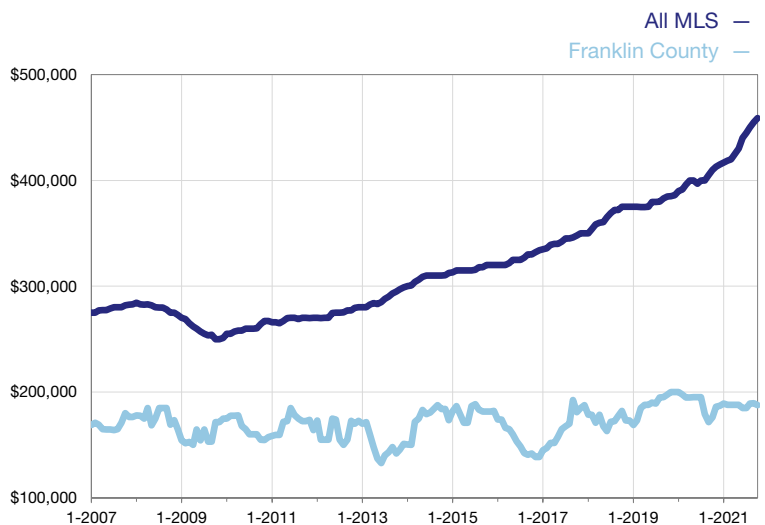
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Hampden County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	404	430	+ 6.4%	3,744	3,786	+ 1.1%
Closed Sales	443	398	- 10.2%	3,364	3,499	+ 4.0%
Median Sales Price*	\$249,000	\$284,700	+ 14.3%	\$232,000	\$265,000	+ 14.2%
Inventory of Homes for Sale	610	391	- 35.9%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--
Cumulative Days on Market Until Sale	37	29	- 21.6%	49	32	- 34.7%
Percent of Original List Price Received*	100.5%	101.6%	+ 1.1%	98.9%	102.6%	+ 3.7%
New Listings	489	425	- 13.1%	4,270	4,243	- 0.6%

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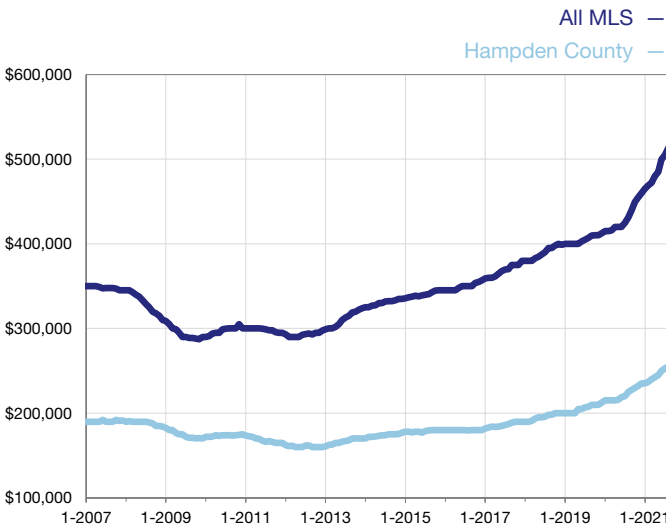
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	43	53	+ 23.3%	451	557	+ 23.5%
Closed Sales	46	71	+ 54.3%	422	509	+ 20.6%
Median Sales Price*	\$177,250	\$172,000	- 3.0%	\$156,750	\$172,000	+ 9.7%
Inventory of Homes for Sale	80	44	- 45.0%	--	--	--
Months Supply of Inventory	1.9	0.9	- 52.6%	--	--	--
Cumulative Days on Market Until Sale	38	28	- 26.3%	56	32	- 42.9%
Percent of Original List Price Received*	99.7%	101.6%	+ 1.9%	97.9%	101.5%	+ 3.7%
New Listings	44	50	+ 13.6%	482	583	+ 21.0%

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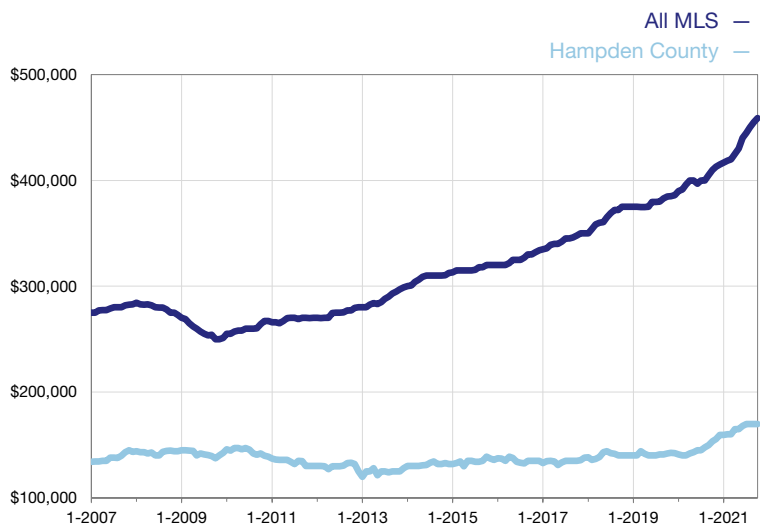
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Hampshire County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	131	111	- 15.3%	1,137	1,107	- 2.6%
Closed Sales	128	119	- 7.0%	1,034	1,047	+ 1.3%
Median Sales Price*	\$307,500	\$369,000	+ 20.0%	\$315,000	\$367,700	+ 16.7%
Inventory of Homes for Sale	227	144	- 36.6%	--	--	--
Months Supply of Inventory	2.2	1.3	- 40.9%	--	--	--
Cumulative Days on Market Until Sale	51	28	- 45.1%	65	41	- 36.9%
Percent of Original List Price Received*	98.6%	101.8%	+ 3.2%	97.5%	102.2%	+ 4.8%
New Listings	119	123	+ 3.4%	1,286	1,236	- 3.9%

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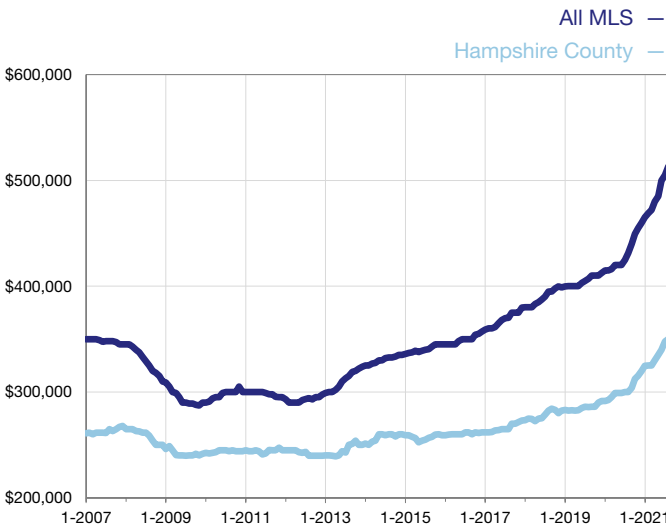
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	31	32	+ 3.2%	223	316	+ 41.7%
Closed Sales	21	40	+ 90.5%	192	289	+ 50.5%
Median Sales Price*	\$285,000	\$248,950	- 12.6%	\$232,500	\$245,000	+ 5.4%
Inventory of Homes for Sale	61	31	- 49.2%	--	--	--
Months Supply of Inventory	3.1	1.1	- 64.5%	--	--	--
Cumulative Days on Market Until Sale	44	51	+ 15.9%	60	57	- 5.0%
Percent of Original List Price Received*	97.6%	102.3%	+ 4.8%	97.9%	100.9%	+ 3.1%
New Listings	39	33	- 15.4%	266	336	+ 26.3%

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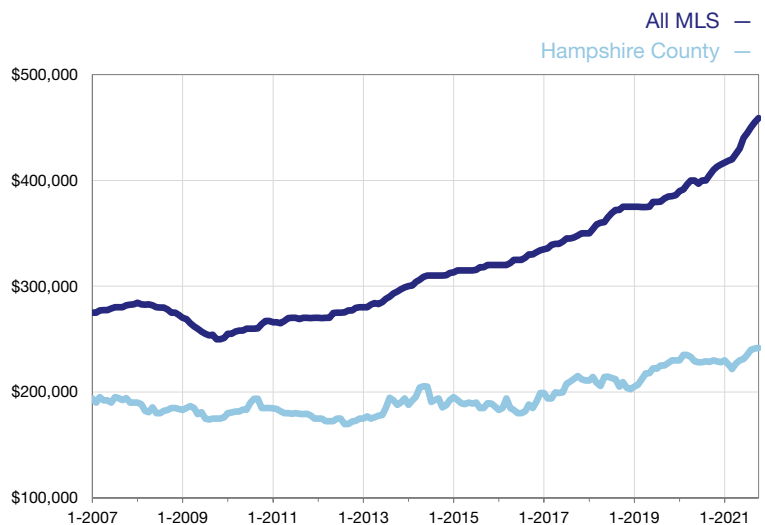
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – October 2021

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Middlesex County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	1,140	1,126	- 1.2%	9,915	10,339	+ 4.3%
Closed Sales	1,143	927	- 18.9%	8,897	9,593	+ 7.8%
Median Sales Price*	\$647,000	\$665,000	+ 2.8%	\$635,000	\$705,000	+ 11.0%
Inventory of Homes for Sale	1,316	821	- 37.6%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--
Cumulative Days on Market Until Sale	31	26	- 16.1%	41	26	- 36.6%
Percent of Original List Price Received*	101.2%	102.6%	+ 1.4%	100.0%	104.8%	+ 4.8%
New Listings	1,274	1,033	- 18.9%	11,524	11,652	+ 1.1%

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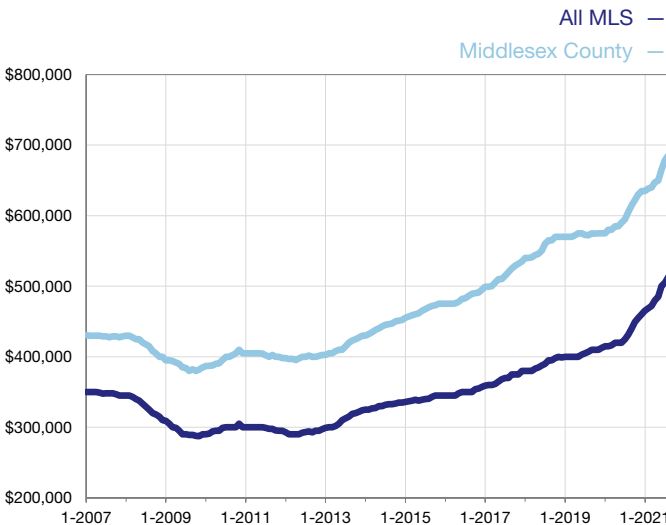
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	572	617	+ 7.9%	4,972	6,096	+ 22.6%
Closed Sales	553	528	- 4.5%	4,513	5,808	+ 28.7%
Median Sales Price*	\$490,000	\$507,500	+ 3.6%	\$510,000	\$535,000	+ 4.9%
Inventory of Homes for Sale	1,179	614	- 47.9%	--	--	--
Months Supply of Inventory	2.6	1.1	- 57.7%	--	--	--
Cumulative Days on Market Until Sale	38	31	- 18.4%	43	34	- 20.9%
Percent of Original List Price Received*	99.8%	101.4%	+ 1.6%	99.5%	101.7%	+ 2.2%
New Listings	793	577	- 27.2%	6,440	7,008	+ 8.8%

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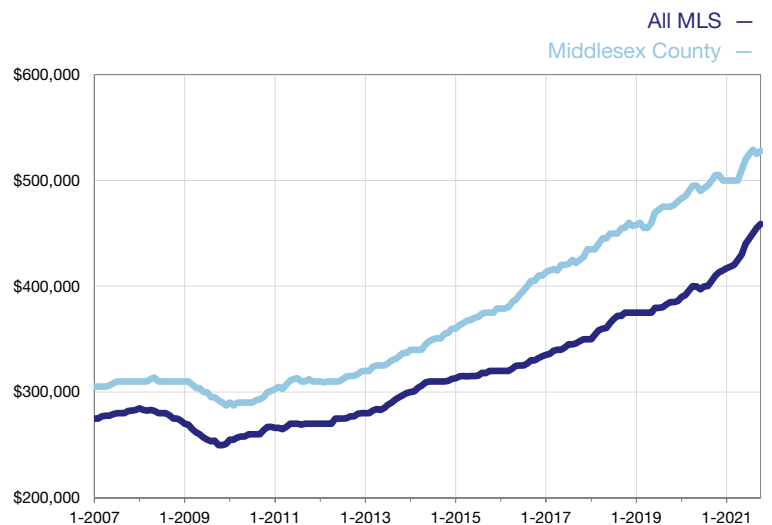
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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Nantucket County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	7	6	- 14.3%	60	34	- 43.3%
Closed Sales	12	6	- 50.0%	51	36	- 29.4%
Median Sales Price*	\$1,965,000	\$2,197,500	+ 11.8%	\$2,450,000	\$2,850,000	+ 16.3%
Inventory of Homes for Sale	42	11	- 73.8%	--	--	--
Months Supply of Inventory	7.6	2.3	- 69.7%	--	--	--
Cumulative Days on Market Until Sale	50	69	+ 38.0%	81	111	+ 37.0%
Percent of Original List Price Received*	94.4%	92.9%	- 1.6%	93.1%	93.6%	+ 0.5%
New Listings	13	3	- 76.9%	111	41	- 63.1%

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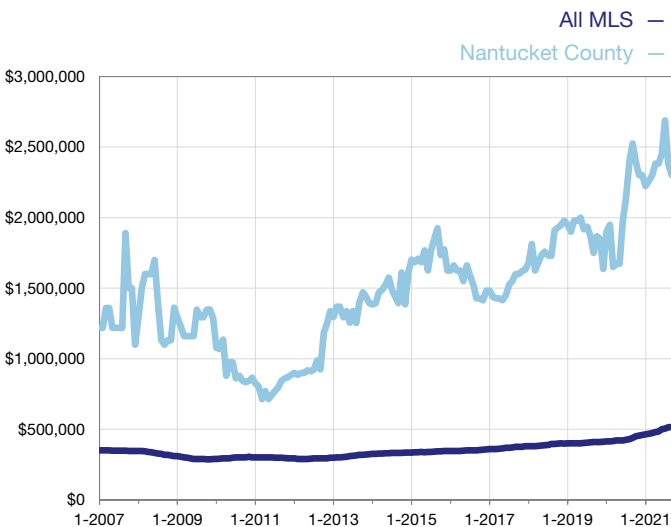
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	0	1	--	3	3	0.0%
Closed Sales	0	0	--	2	2	0.0%
Median Sales Price*	\$0	\$0	--	\$987,500	\$796,000	- 19.4%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	68	118	+ 73.5%
Percent of Original List Price Received*	0.0%	0.0%	--	96.9%	90.8%	- 6.3%
New Listings	1	0	- 100.0%	5	4	- 20.0%

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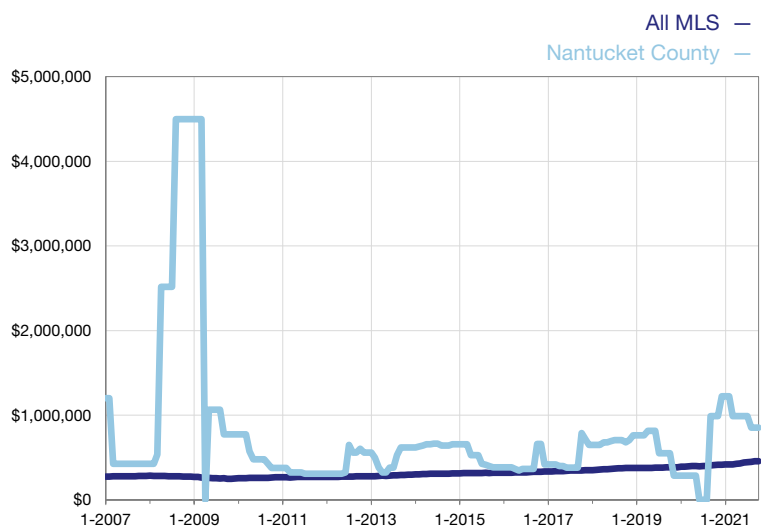
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – October 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Norfolk County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	659	581	- 11.8%	5,538	5,629	+ 1.6%
Closed Sales	669	472	- 29.4%	5,023	5,253	+ 4.6%
Median Sales Price*	\$581,500	\$613,500	+ 5.5%	\$570,000	\$650,000	+ 14.0%
Inventory of Homes for Sale	818	449	- 45.1%	--	--	--
Months Supply of Inventory	1.6	0.8	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	36	28	- 22.2%	45	27	- 40.0%
Percent of Original List Price Received*	100.8%	102.2%	+ 1.4%	99.1%	103.5%	+ 4.4%
New Listings	732	540	- 26.2%	6,553	6,384	- 2.6%

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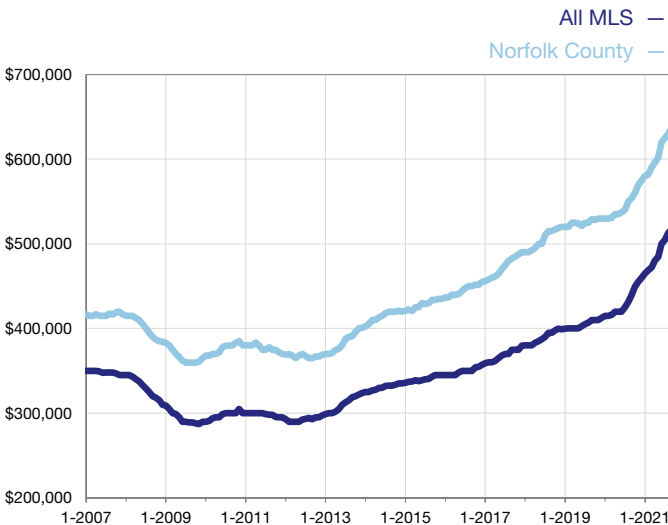
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	277	218	- 21.3%	2,064	2,542	+ 23.2%
Closed Sales	279	201	- 28.0%	1,942	2,394	+ 23.3%
Median Sales Price*	\$482,500	\$430,000	- 10.9%	\$440,000	\$485,000	+ 10.2%
Inventory of Homes for Sale	560	310	- 44.6%	--	--	--
Months Supply of Inventory	2.9	1.3	- 55.2%	--	--	--
Cumulative Days on Market Until Sale	52	35	- 32.7%	52	42	- 19.2%
Percent of Original List Price Received*	99.2%	100.8%	+ 1.6%	99.0%	100.4%	+ 1.4%
New Listings	346	222	- 35.8%	2,779	3,060	+ 10.1%

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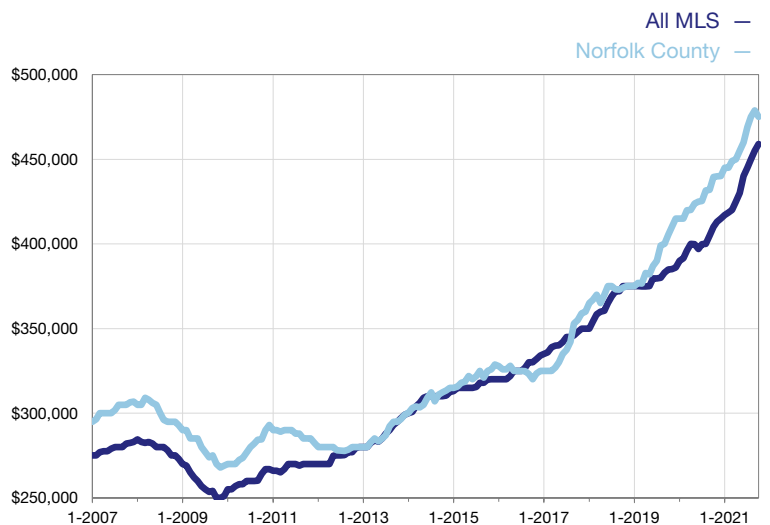
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – October 2021

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Plymouth County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	606	541	- 10.7%	5,677	5,145	- 9.4%
Closed Sales	674	494	- 26.7%	5,099	4,802	- 5.8%
Median Sales Price*	\$465,000	\$500,000	+ 7.5%	\$445,000	\$506,376	+ 13.8%
Inventory of Homes for Sale	824	448	- 45.6%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	46	32	- 30.4%	57	32	- 43.9%
Percent of Original List Price Received*	99.9%	101.0%	+ 1.1%	98.3%	103.0%	+ 4.8%
New Listings	673	537	- 20.2%	6,419	5,805	- 9.6%

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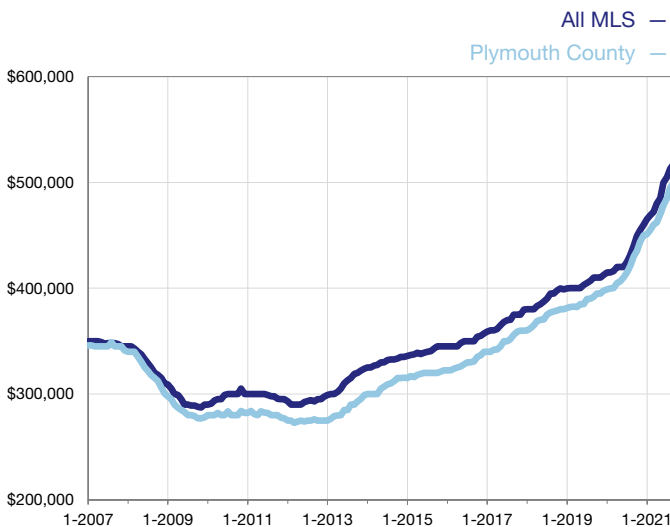
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	130	123	- 5.4%	1,202	1,220	+ 1.5%
Closed Sales	167	102	- 38.9%	1,080	1,126	+ 4.3%
Median Sales Price*	\$374,500	\$359,000	- 4.1%	\$350,000	\$375,000	+ 7.1%
Inventory of Homes for Sale	221	107	- 51.6%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--
Cumulative Days on Market Until Sale	49	34	- 30.6%	63	40	- 36.5%
Percent of Original List Price Received*	99.3%	101.4%	+ 2.1%	99.3%	101.5%	+ 2.2%
New Listings	152	108	- 28.9%	1,457	1,371	- 5.9%

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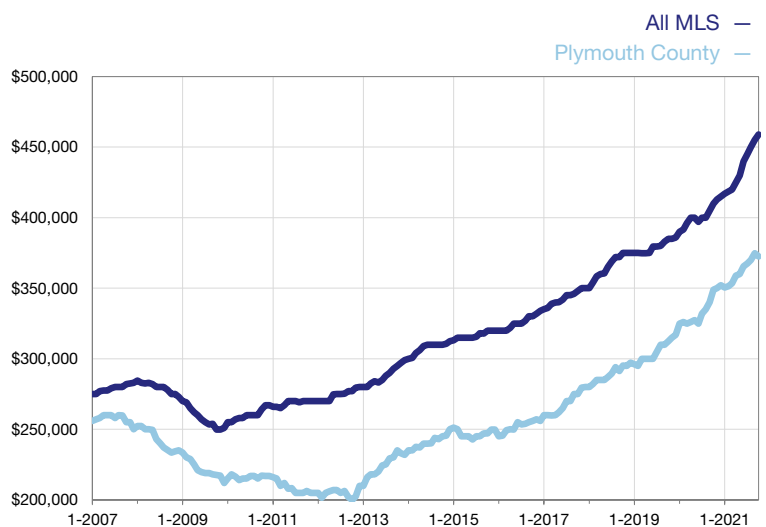
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – October 2021

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Suffolk County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	162	138	- 14.8%	1,060	1,243	+ 17.3%
Closed Sales	130	106	- 18.5%	933	1,147	+ 22.9%
Median Sales Price*	\$672,500	\$677,500	+ 0.7%	\$635,000	\$700,000	+ 10.2%
Inventory of Homes for Sale	255	194	- 23.9%	--	--	--
Months Supply of Inventory	2.6	1.6	- 38.5%	--	--	--
Cumulative Days on Market Until Sale	32	34	+ 6.3%	35	35	0.0%
Percent of Original List Price Received*	100.0%	99.5%	- 0.5%	99.8%	101.5%	+ 1.7%
New Listings	179	165	- 7.8%	1,407	1,572	+ 11.7%

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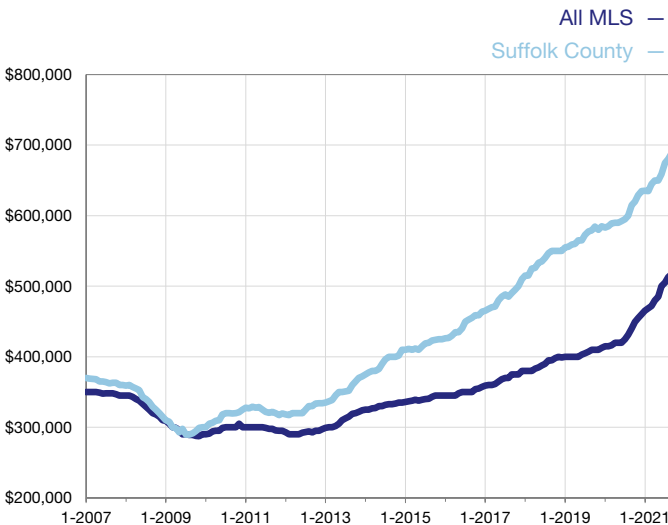
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	442	479	+ 8.4%	3,882	5,605	+ 44.4%
Closed Sales	367	407	+ 10.9%	3,649	5,451	+ 49.4%
Median Sales Price*	\$610,000	\$635,000	+ 4.1%	\$640,000	\$665,000	+ 3.9%
Inventory of Homes for Sale	2,155	1,261	- 41.5%	--	--	--
Months Supply of Inventory	5.9	2.4	- 59.3%	--	--	--
Cumulative Days on Market Until Sale	44	48	+ 9.1%	48	55	+ 14.6%
Percent of Original List Price Received*	97.3%	98.2%	+ 0.9%	98.0%	98.6%	+ 0.6%
New Listings	780	585	- 25.0%	6,960	7,688	+ 10.5%

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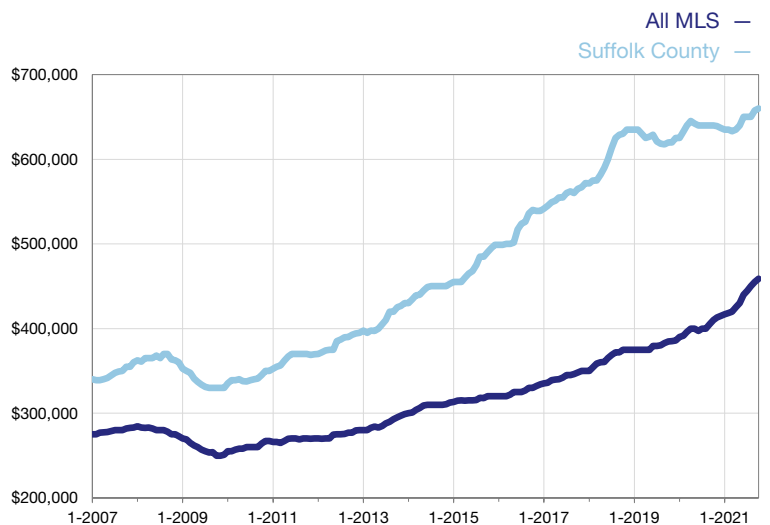
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – October 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Worcester County

Single-Family Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	825	821	- 0.5%	7,606	7,220	- 5.1%
Closed Sales	914	720	- 21.2%	6,850	6,752	- 1.4%
Median Sales Price*	\$350,000	\$394,500	+ 12.7%	\$336,000	\$389,085	+ 15.8%
Inventory of Homes for Sale	1,127	727	- 35.5%	--	--	--
Months Supply of Inventory	1.6	1.0	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	37	30	- 18.9%	50	29	- 42.0%
Percent of Original List Price Received*	101.0%	101.4%	+ 0.4%	99.1%	103.5%	+ 4.4%
New Listings	926	785	- 15.2%	8,616	8,251	- 4.2%

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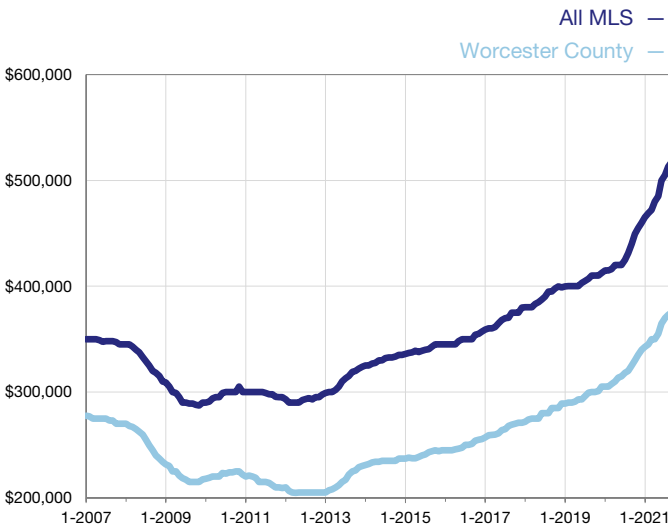
Condominium Properties

Key Metrics	October			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	174	200	+ 14.9%	1,555	1,716	+ 10.4%
Closed Sales	180	174	- 3.3%	1,398	1,528	+ 9.3%
Median Sales Price*	\$291,000	\$300,000	+ 3.1%	\$249,900	\$280,000	+ 12.0%
Inventory of Homes for Sale	217	144	- 33.6%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	51	37	- 27.5%	52	30	- 42.3%
Percent of Original List Price Received*	100.4%	102.0%	+ 1.6%	99.2%	102.8%	+ 3.6%
New Listings	189	180	- 4.8%	1,748	1,859	+ 6.4%

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Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

