

Local Market Update – November 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Central Region

- 2.4%

+ 13.0%

- 41.6%

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

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	796	800	+ 0.5%	9,323	8,834	-5.2%
Closed Sales	858	845	-1.5%	8,444	8,412	-0.4%
Median Sales Price*	\$354,900	\$400,000	+ 12.7%	\$345,000	\$399,995	+ 15.9%
Inventory of Homes for Sale	748	619	-17.2%	--	--	--
Months Supply of Inventory	1.0	0.8	-20.0%	--	--	--
Cumulative Days on Market Until Sale	33	30	-9.1%	48	29	-39.6%
Percent of Original List Price Received*	100.9%	101.1%	+ 0.2%	99.3%	103.4%	+ 4.1%
New Listings	664	683	+ 2.9%	10,230	9,915	-3.1%

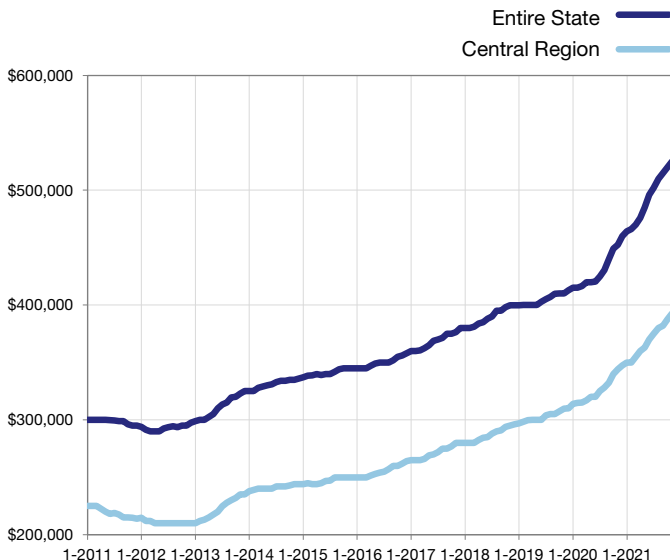
Condominium Properties

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	151	169	+ 11.9%	1,937	2,118	+ 9.3%
Closed Sales	177	170	-4.0%	1,766	1,935	+ 9.6%
Median Sales Price*	\$263,000	\$303,250	+ 15.3%	\$255,000	\$287,500	+ 12.7%
Inventory of Homes for Sale	172	132	-23.3%	--	--	--
Months Supply of Inventory	1.1	0.7	-36.4%	--	--	--
Cumulative Days on Market Until Sale	31	27	-12.9%	50	29	-42.0%
Percent of Original List Price Received*	100.1%	101.8%	+ 1.7%	99.3%	102.6%	+ 3.3%
New Listings	143	152	+ 6.3%	2,126	2,277	+ 7.1%

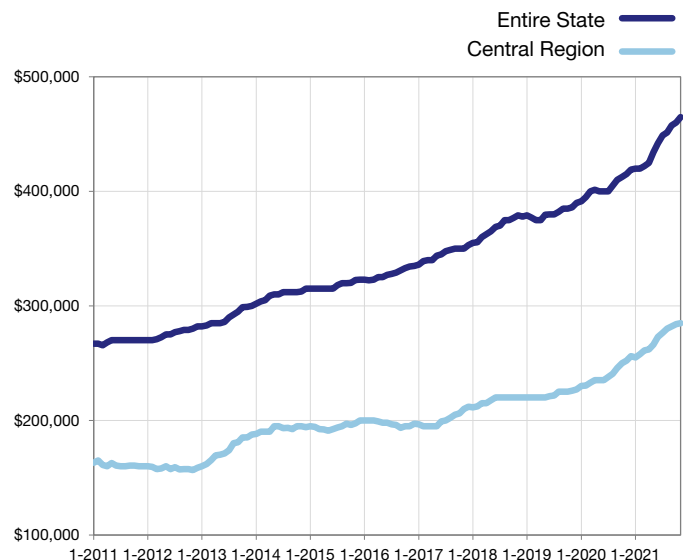
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS
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Northern Region

- 6.0%

+ 12.5%

- 44.2%

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

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	694	676	-2.6%	8,285	8,070	-2.6%
Closed Sales	853	741	-13.1%	7,615	7,702	+ 1.1%
Median Sales Price*	\$528,097	\$591,000	+ 11.9%	\$520,000	\$587,000	+ 12.9%
Inventory of Homes for Sale	476	395	-17.0%	--	--	--
Months Supply of Inventory	0.7	0.6	-14.3%	--	--	--
Cumulative Days on Market Until Sale	29	28	-3.4%	39	26	-33.3%
Percent of Original List Price Received*	102.1%	102.7%	+ 0.6%	100.4%	104.8%	+ 4.4%
New Listings	558	581	+ 4.1%	9,046	8,868	-2.0%

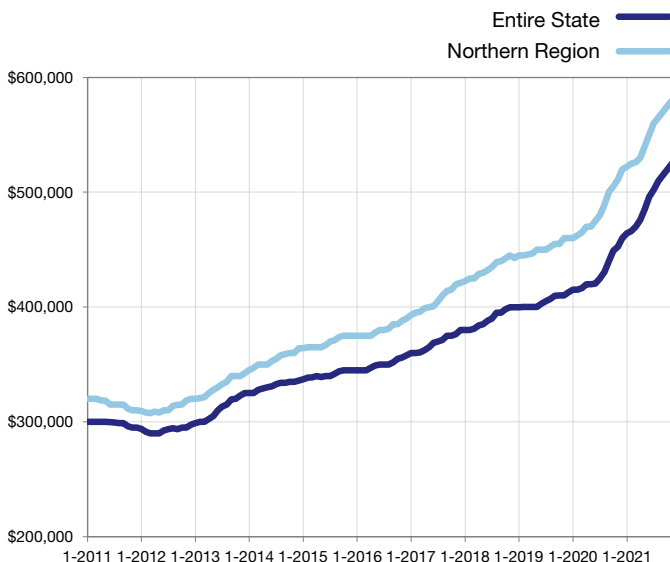
Condominium Properties

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	309	309	0.0%	3,715	3,803	+ 2.4%
Closed Sales	366	380	+ 3.8%	3,406	3,636	+ 6.8%
Median Sales Price*	\$345,000	\$389,500	+ 12.9%	\$335,000	\$361,000	+ 7.8%
Inventory of Homes for Sale	332	224	-32.5%	--	--	--
Months Supply of Inventory	1.1	0.7	-36.4%	--	--	--
Cumulative Days on Market Until Sale	36	29	-19.4%	44	29	-34.1%
Percent of Original List Price Received*	100.1%	100.9%	+ 0.8%	99.8%	102.4%	+ 2.6%
New Listings	277	264	-4.7%	4,180	4,197	+ 0.4%

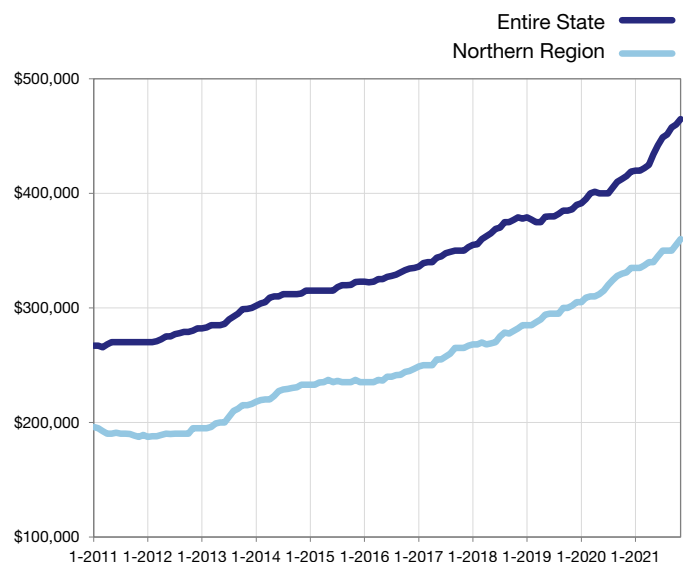
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

+ 1.6%

+ 12.7%

- 41.6%

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

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	508	511	+ 0.6%	6,011	5,526	-8.1%
Closed Sales	534	531	-0.6%	5,402	5,330	-1.3%
Median Sales Price*	\$390,000	\$430,000	+ 10.3%	\$365,000	\$425,000	+ 16.4%
Inventory of Homes for Sale	547	463	-15.4%	--	--	--
Months Supply of Inventory	1.1	0.9	-18.2%	--	--	--
Cumulative Days on Market Until Sale	36	31	-13.9%	54	30	-44.4%
Percent of Original List Price Received*	101.0%	101.0%	0.0%	98.9%	102.6%	+ 3.7%
New Listings	456	475	+ 4.2%	6,585	6,255	-5.0%

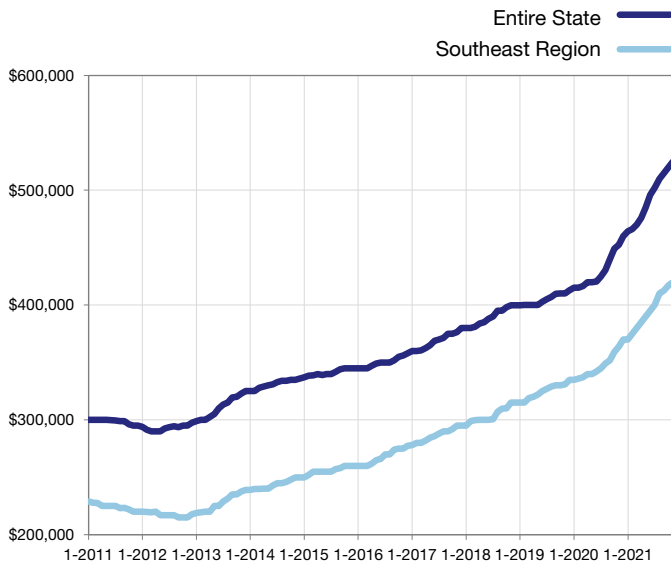
Condominium Properties

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	96	86	-10.4%	960	970	+ 1.0%
Closed Sales	94	93	-1.1%	873	946	+ 8.4%
Median Sales Price*	\$233,500	\$275,000	+ 17.8%	\$240,000	\$270,000	+ 12.5%
Inventory of Homes for Sale	101	74	-26.7%	--	--	--
Months Supply of Inventory	1.3	0.9	-30.8%	--	--	--
Cumulative Days on Market Until Sale	33	28	-15.2%	43	30	-30.2%
Percent of Original List Price Received*	101.2%	100.8%	-0.4%	98.9%	101.7%	+ 2.8%
New Listings	82	75	-8.5%	1,107	1,086	-1.9%

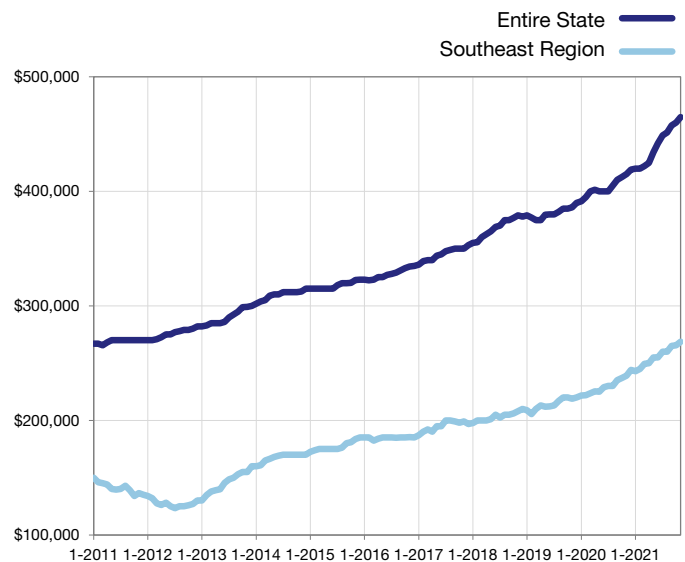
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Single-Family Properties



Condominium Properties



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West Region

+ 0.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.2%

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

- 42.5%

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

Single-Family Properties

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	663	640	-3.5%	7,786	7,372	-5.3%
Closed Sales	734	710	-3.3%	7,056	7,022	-0.5%
Median Sales Price*	\$268,325	\$290,000	+ 8.1%	\$250,000	\$286,000	+ 14.4%
Inventory of Homes for Sale	997	766	-23.2%	--	--	--
Months Supply of Inventory	1.6	1.2	-25.0%	--	--	--
Cumulative Days on Market Until Sale	43	35	-18.6%	60	37	-38.3%
Percent of Original List Price Received*	99.5%	100.5%	+ 1.0%	97.6%	101.4%	+ 3.9%
New Listings	580	521	-10.2%	8,575	8,260	-3.7%

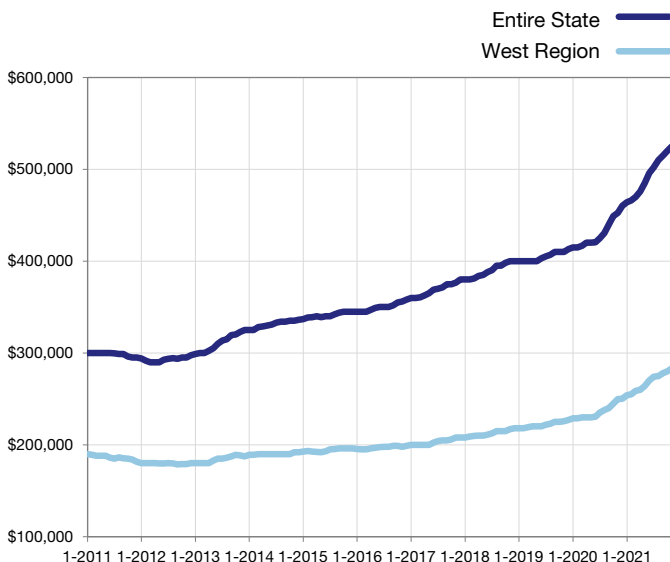
Condominium Properties

	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	75	95	+ 26.7%	952	1,174	+ 23.3%
Closed Sales	73	107	+ 46.6%	872	1,095	+ 25.6%
Median Sales Price*	\$179,000	\$206,000	+ 15.1%	\$184,000	\$200,000	+ 8.7%
Inventory of Homes for Sale	159	101	-36.5%	--	--	--
Months Supply of Inventory	2.0	1.0	-50.0%	--	--	--
Cumulative Days on Market Until Sale	48	36	-25.0%	73	46	-37.0%
Percent of Original List Price Received*	97.5%	100.0%	+ 2.6%	97.0%	100.4%	+ 3.5%
New Listings	63	81	+ 28.6%	1,038	1,211	+ 16.7%

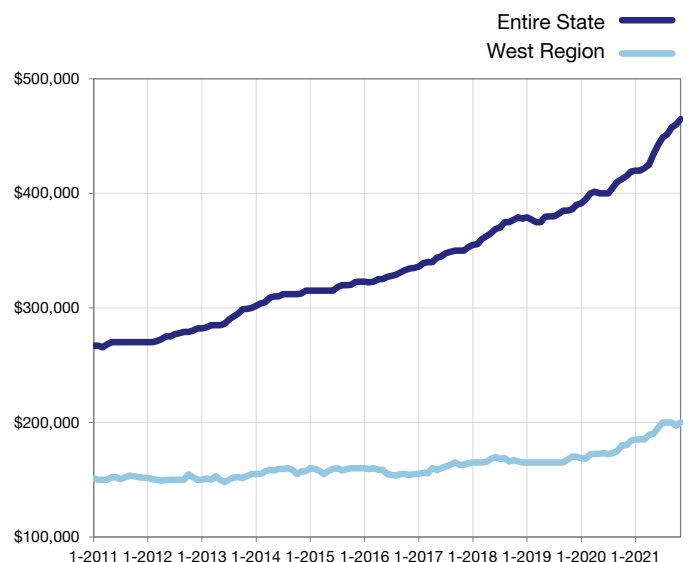
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