

Local Market Update – December 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Central Region

- 31.1%

+ 6.6%

- 24.1%

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

Single-Family Properties

	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	541	442	-18.3%	9,205	7,864	-14.6%
Closed Sales	896	629	-29.8%	9,335	8,056	-13.7%
Median Sales Price*	\$390,000	\$416,500	+ 6.8%	\$399,900	\$432,000	+ 8.0%
Inventory of Homes for Sale	773	585	-24.3%	--	--	--
Months Supply of Inventory	1.0	0.9	-10.0%	--	--	--
Cumulative Days on Market Until Sale	32	37	+ 15.6%	29	29	0.0%
Percent of Original List Price Received*	101.1%	98.1%	-3.0%	103.1%	102.3%	-0.8%
New Listings	382	275	-28.0%	10,356	9,159	-11.6%

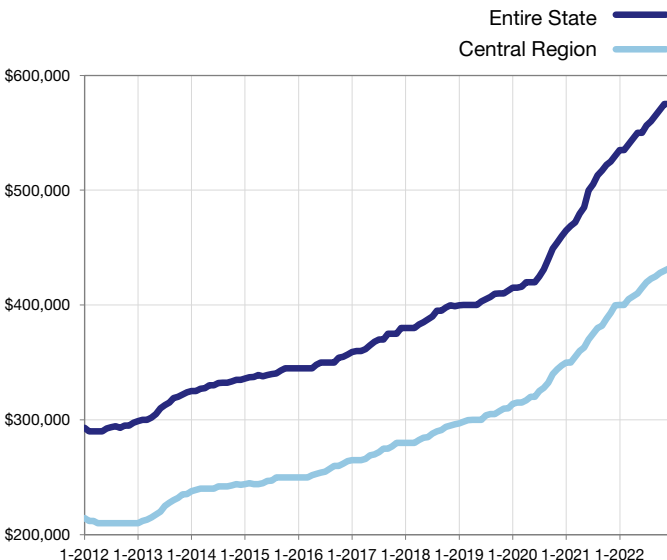
Condominium Properties

	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	126	115	-8.7%	2,190	1,892	-13.6%
Closed Sales	208	145	-30.3%	2,158	1,943	-10.0%
Median Sales Price*	\$296,000	\$318,000	+ 7.4%	\$290,000	\$340,000	+ 17.2%
Inventory of Homes for Sale	172	158	-8.1%	--	--	--
Months Supply of Inventory	1.0	1.0	0.0%	--	--	--
Cumulative Days on Market Until Sale	31	33	+ 6.5%	29	27	-6.9%
Percent of Original List Price Received*	100.9%	99.5%	-1.4%	102.4%	103.1%	+ 0.7%
New Listings	110	90	-18.2%	2,406	2,170	-9.8%

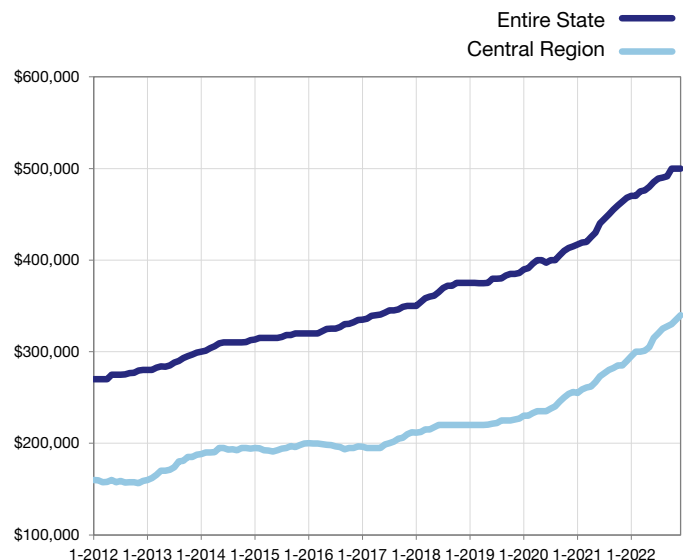
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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

- 35.3%

+ 1.9%

- 15.1%

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

Single-Family Properties

	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	462	341	-26.2%	8,398	7,048	-16.1%
Closed Sales	741	530	-28.5%	8,462	7,219	-14.7%
Median Sales Price*	\$585,000	\$570,000	-2.6%	\$586,000	\$625,000	+ 6.7%
Inventory of Homes for Sale	443	411	-7.2%	--	--	--
Months Supply of Inventory	0.6	0.7	+ 16.7%	--	--	--
Cumulative Days on Market Until Sale	26	32	+ 23.1%	26	26	0.0%
Percent of Original List Price Received*	102.8%	98.8%	-3.9%	104.6%	103.6%	-1.0%
New Listings	285	201	-29.5%	9,238	8,211	-11.1%

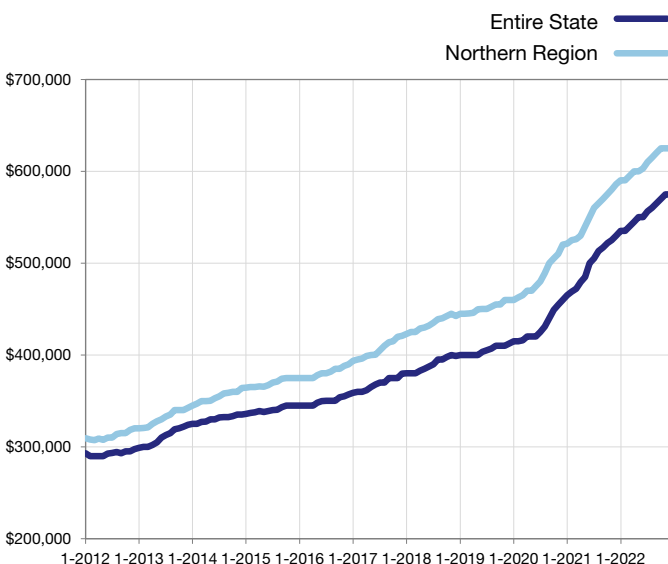
Condominium Properties

	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	222	173	-22.1%	3,971	3,133	-21.1%
Closed Sales	356	199	-44.1%	4,001	3,250	-18.8%
Median Sales Price*	\$382,362	\$419,900	+ 9.8%	\$365,000	\$412,000	+ 12.9%
Inventory of Homes for Sale	277	195	-29.6%	--	--	--
Months Supply of Inventory	0.8	0.7	-12.5%	--	--	--
Cumulative Days on Market Until Sale	34	32	-5.9%	29	28	-3.4%
Percent of Original List Price Received*	101.5%	99.5%	-2.0%	102.3%	103.2%	+ 0.9%
New Listings	153	120	-21.6%	4,384	3,510	-19.9%

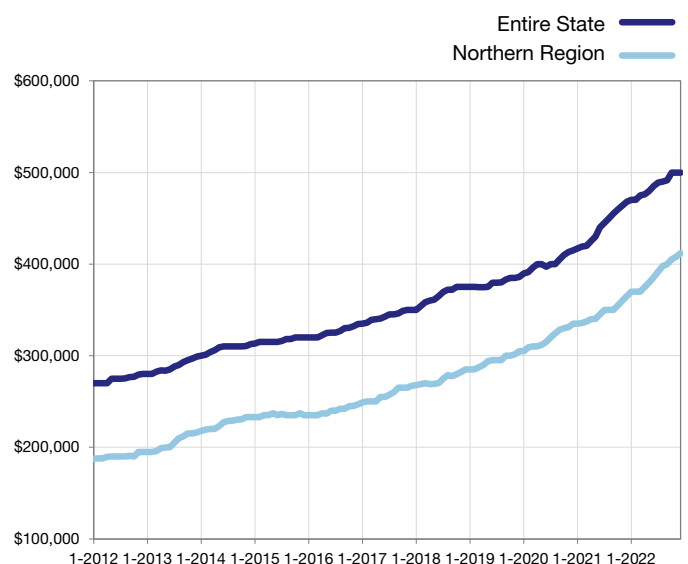
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2022

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MASSACHUSETTS
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Southeast Region

- 27.5%

+ 3.6%

- 15.2%

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

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

Single-Family Properties

	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	372	310	-16.7%	5,833	4,833	-17.1%
Closed Sales	568	399	-29.8%	5,962	4,919	-17.5%
Median Sales Price*	\$430,000	\$440,000	+ 2.3%	\$425,000	\$460,000	+ 8.2%
Inventory of Homes for Sale	561	508	-9.4%	--	--	--
Months Supply of Inventory	1.1	1.2	+ 9.1%	--	--	--
Cumulative Days on Market Until Sale	32	41	+ 28.1%	31	32	+ 3.2%
Percent of Original List Price Received*	100.9%	96.8%	-4.1%	102.4%	100.9%	-1.5%
New Listings	265	207	-21.9%	6,571	5,910	-10.1%

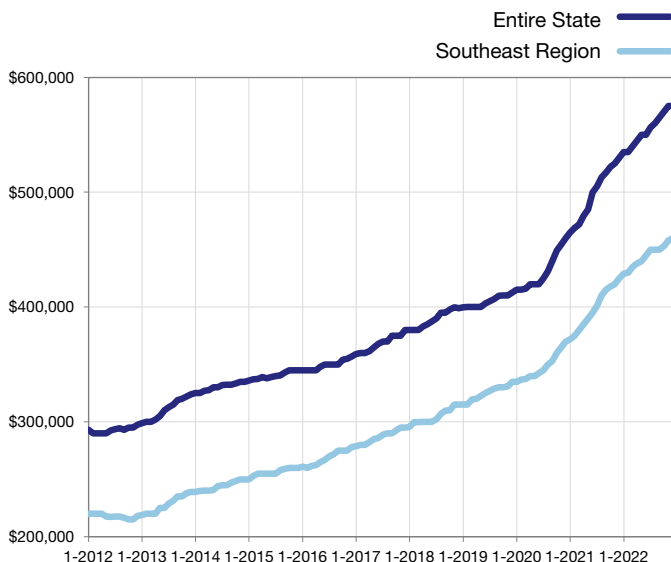
Condominium Properties

	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	77	48	-37.7%	1,034	920	-11.0%
Closed Sales	91	79	-13.2%	1,046	966	-7.6%
Median Sales Price*	\$274,000	\$320,000	+ 16.8%	\$270,000	\$324,950	+ 20.4%
Inventory of Homes for Sale	105	99	-5.7%	--	--	--
Months Supply of Inventory	1.2	1.2	0.0%	--	--	--
Cumulative Days on Market Until Sale	25	45	+ 80.0%	30	32	+ 6.7%
Percent of Original List Price Received*	101.5%	99.8%	-1.7%	101.7%	102.7%	+ 1.0%
New Listings	73	42	-42.5%	1,172	1,069	-8.8%

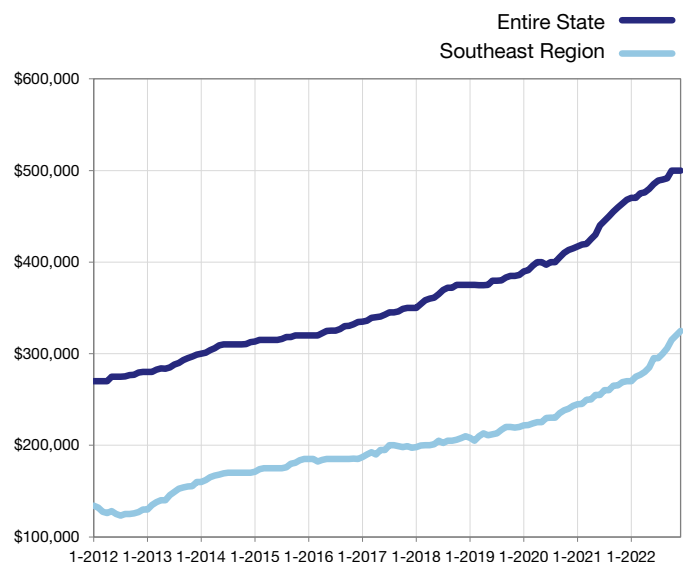
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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West Region

- 31.9%

+ 7.3%

- 25.0%

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		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	458	391	-14.6%	7,827	6,655	-15.0%
Closed Sales	757	501	-33.8%	7,876	6,846	-13.1%
Median Sales Price*	\$285,000	\$311,000	+ 9.1%	\$285,500	\$315,000	+ 10.3%
Inventory of Homes for Sale	893	694	-22.3%	--	--	--
Months Supply of Inventory	1.4	1.2	-14.3%	--	--	--
Cumulative Days on Market Until Sale	48	55	+ 14.6%	48	46	-4.2%
Percent of Original List Price Received*	100.0%	97.4%	-2.6%	101.2%	101.1%	-0.1%
New Listings	365	274	-24.9%	8,825	7,769	-12.0%

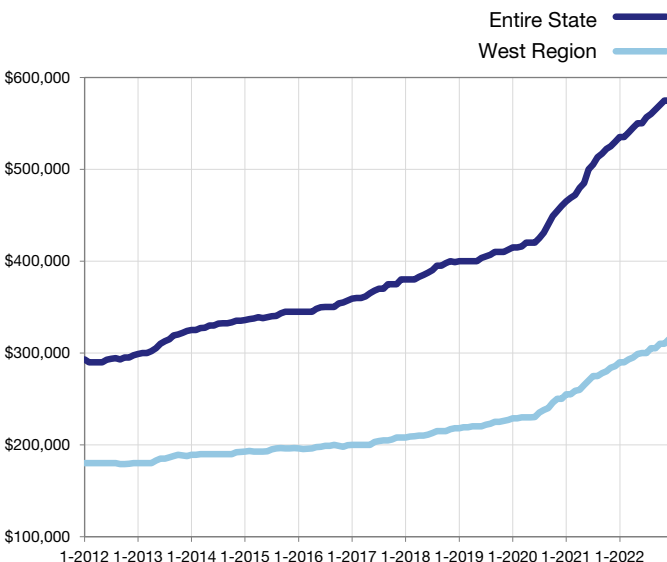
Condominium Properties

	December			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	79	61	-22.8%	1,236	1,014	-18.0%
Closed Sales	96	77	-19.8%	1,195	1,051	-12.1%
Median Sales Price*	\$210,000	\$218,000	+ 3.8%	\$202,000	\$230,000	+ 13.9%
Inventory of Homes for Sale	126	118	-6.3%	--	--	--
Months Supply of Inventory	1.3	1.3	0.0%	--	--	--
Cumulative Days on Market Until Sale	48	48	0.0%	55	41	-25.5%
Percent of Original List Price Received*	100.1%	100.1%	0.0%	100.4%	102.2%	+ 1.8%
New Listings	66	55	-16.7%	1,293	1,188	-8.1%

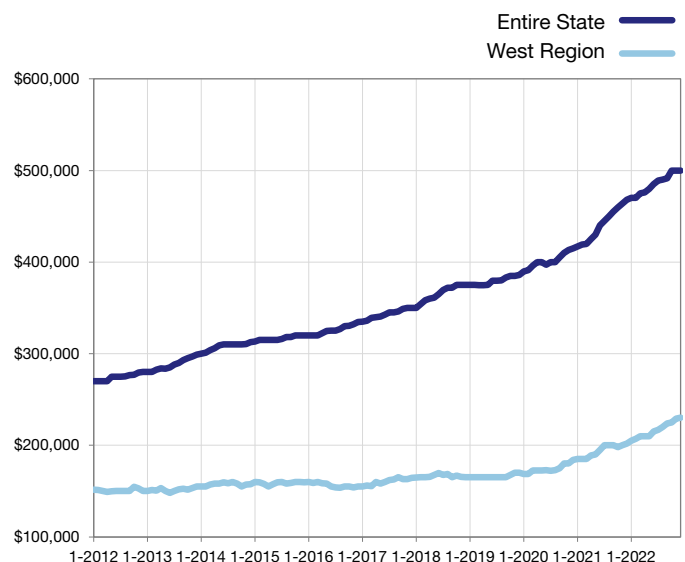
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