

Local Market Update – March 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

West Region

- 15.6%

+ 1.1%

- 30.5%

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

	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	557	491	-11.8%	1,386	1,152	-16.9%
Closed Sales	446	388	-13.0%	1,349	1,000	-25.9%
Median Sales Price*	\$300,000	\$285,000	-5.0%	\$289,450	\$288,500	-0.3%
Inventory of Homes for Sale	818	611	-25.3%	--	--	--
Months Supply of Inventory	1.3	1.1	-15.4%	--	--	--
Cumulative Days on Market Until Sale	51	63	+ 23.5%	54	61	+ 13.0%
Percent of Original List Price Received*	100.8%	97.0%	-3.8%	99.8%	96.5%	-3.3%
New Listings	671	492	-26.7%	1,561	1,217	-22.0%

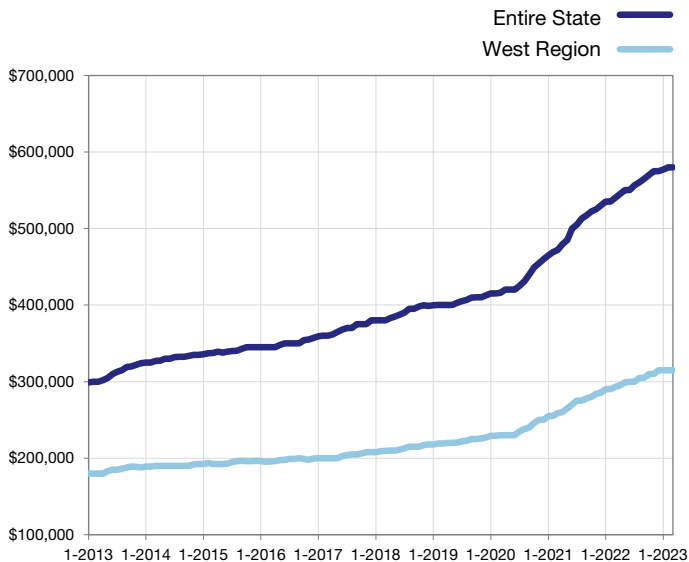
Condominium Properties

	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	97	73	-24.7%	243	203	-16.5%
Closed Sales	88	69	-21.6%	242	173	-28.5%
Median Sales Price*	\$210,000	\$238,000	+ 13.3%	\$215,000	\$235,000	+ 9.3%
Inventory of Homes for Sale	153	110	-28.1%	--	--	--
Months Supply of Inventory	1.5	1.3	-13.3%	--	--	--
Cumulative Days on Market Until Sale	46	57	+ 23.9%	48	51	+ 6.3%
Percent of Original List Price Received*	102.4%	101.4%	-1.0%	101.0%	99.8%	-1.2%
New Listings	141	79	-44.0%	303	205	-32.3%

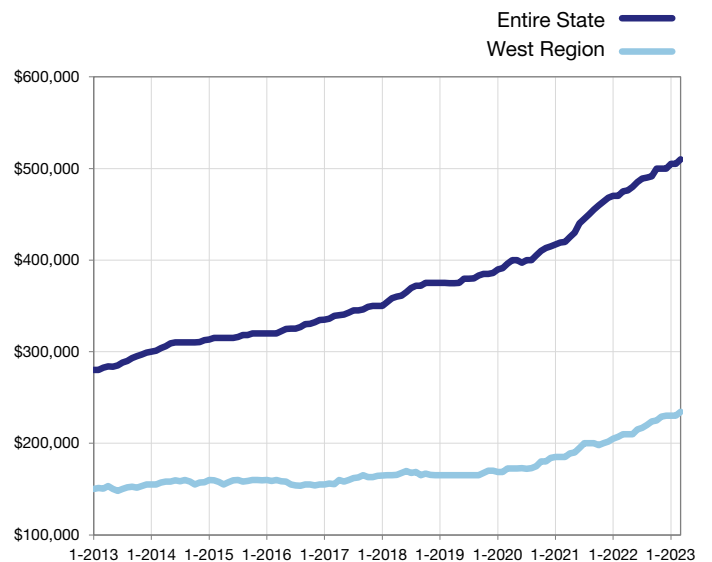
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.

Local Market Update – March 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Southeast Region

- 21.5%

+ 3.2%

- 28.6%

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

	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	390	395	+ 1.3%	972	899	-7.5%
Closed Sales	335	271	-19.1%	999	780	-21.9%
Median Sales Price*	\$450,000	\$445,000	-1.1%	\$438,900	\$450,000	+ 2.5%
Inventory of Homes for Sale	611	507	-17.0%	--	--	--
Months Supply of Inventory	1.3	1.3	0.0%	--	--	--
Cumulative Days on Market Until Sale	38	51	+ 34.2%	38	50	+ 31.6%
Percent of Original List Price Received*	102.7%	98.1%	-4.5%	101.3%	97.3%	-3.9%
New Listings	524	420	-19.8%	1,226	1,034	-15.7%

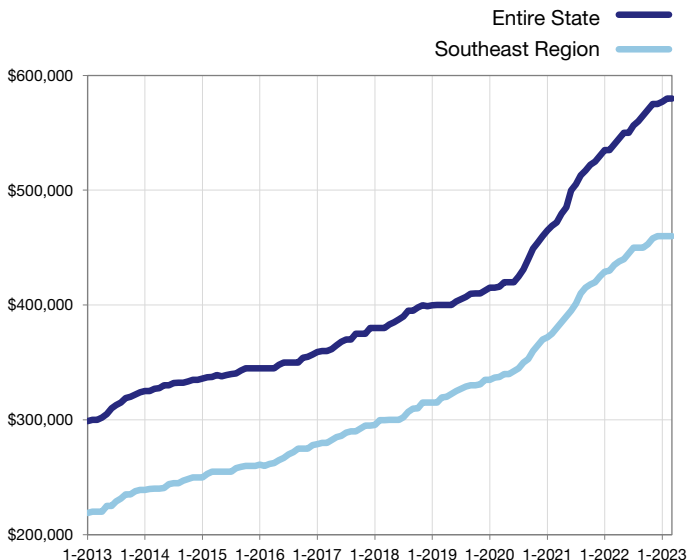
Condominium Properties

	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	90	73	-18.9%	240	196	-18.3%
Closed Sales	88	61	-30.7%	219	156	-28.8%
Median Sales Price*	\$303,000	\$354,900	+ 17.1%	\$305,000	\$340,000	+ 11.5%
Inventory of Homes for Sale	100	84	-16.0%	--	--	--
Months Supply of Inventory	1.2	1.1	-8.3%	--	--	--
Cumulative Days on Market Until Sale	30	43	+ 43.3%	32	44	+ 37.5%
Percent of Original List Price Received*	102.3%	100.3%	-2.0%	102.0%	99.3%	-2.6%
New Listings	107	62	-42.1%	262	190	-27.5%

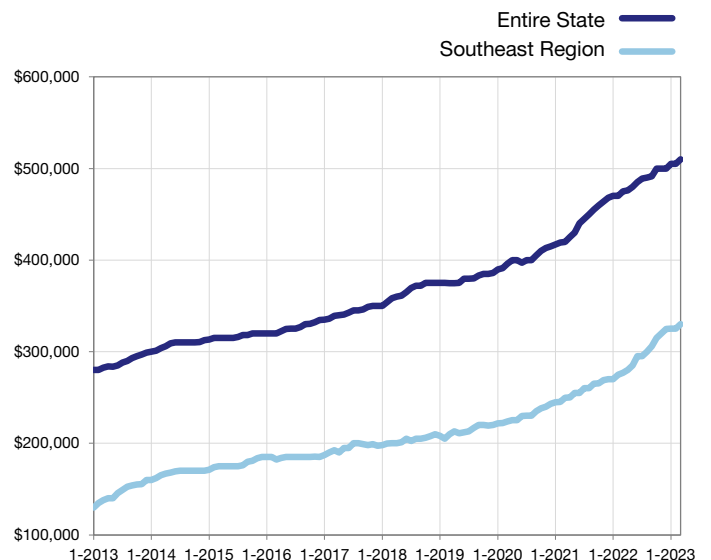
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.

Local Market Update – March 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Northern Region

- 10.8%

+ 1.9%

- 27.6%

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

	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	603	456	-24.4%	1,301	1,063	-18.3%
Closed Sales	412	365	-11.4%	1,210	921	-23.9%
Median Sales Price*	\$598,750	\$612,000	+ 2.2%	\$575,900	\$590,000	+ 2.4%
Inventory of Homes for Sale	619	463	-25.2%	--	--	--
Months Supply of Inventory	0.9	0.8	-11.1%	--	--	--
Cumulative Days on Market Until Sale	26	44	+ 69.2%	29	42	+ 44.8%
Percent of Original List Price Received*	106.6%	99.9%	-6.3%	104.0%	99.0%	-4.8%
New Listings	822	549	-33.2%	1,644	1,237	-24.8%

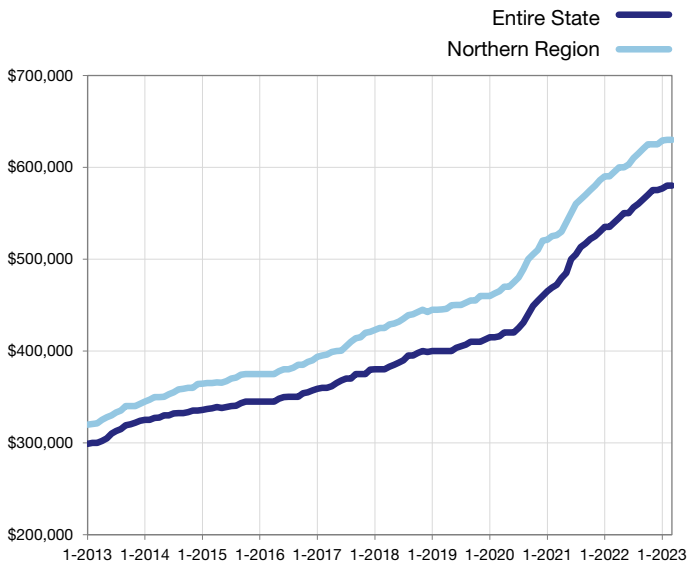
Condominium Properties

	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	286	232	-18.9%	719	614	-14.6%
Closed Sales	242	224	-7.4%	653	560	-14.2%
Median Sales Price*	\$387,500	\$420,700	+ 8.6%	\$369,000	\$405,000	+ 9.8%
Inventory of Homes for Sale	314	237	-24.5%	--	--	--
Months Supply of Inventory	1.0	0.9	-10.0%	--	--	--
Cumulative Days on Market Until Sale	32	39	+ 21.9%	33	41	+ 24.2%
Percent of Original List Price Received*	103.9%	100.5%	-3.3%	103.0%	99.8%	-3.1%
New Listings	373	274	-26.5%	840	681	-18.9%

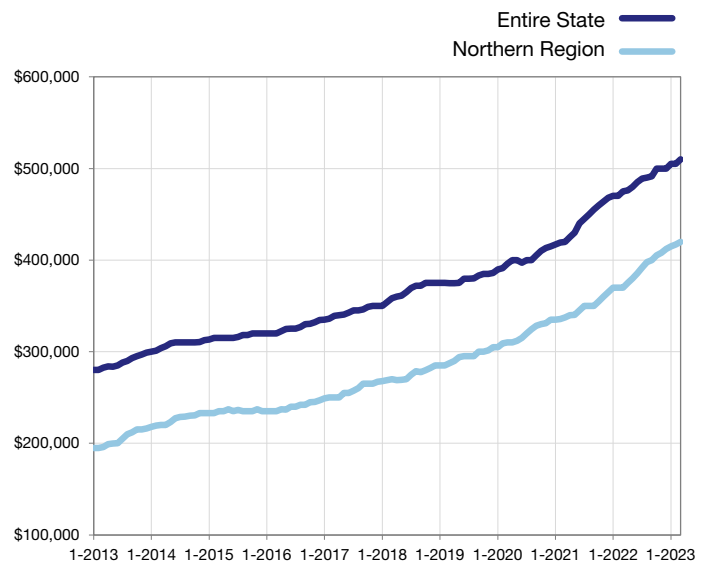
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.

Local Market Update – March 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Central Region

- 18.9%

+ 3.0%

- 28.7%

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		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	648	561	-13.4%	1,518	1,333	-12.2%
Closed Sales	488	393	-19.5%	1,461	1,124	-23.1%
Median Sales Price*	\$410,000	\$430,000	+ 4.9%	\$400,000	\$415,000	+ 3.8%
Inventory of Homes for Sale	750	560	-25.3%	--	--	--
Months Supply of Inventory	1.0	0.9	-10.0%	--	--	--
Cumulative Days on Market Until Sale	35	44	+ 25.7%	35	45	+ 28.6%
Percent of Original List Price Received*	103.4%	99.3%	-4.0%	101.9%	98.4%	-3.4%
New Listings	812	626	-22.9%	1,732	1,433	-17.3%

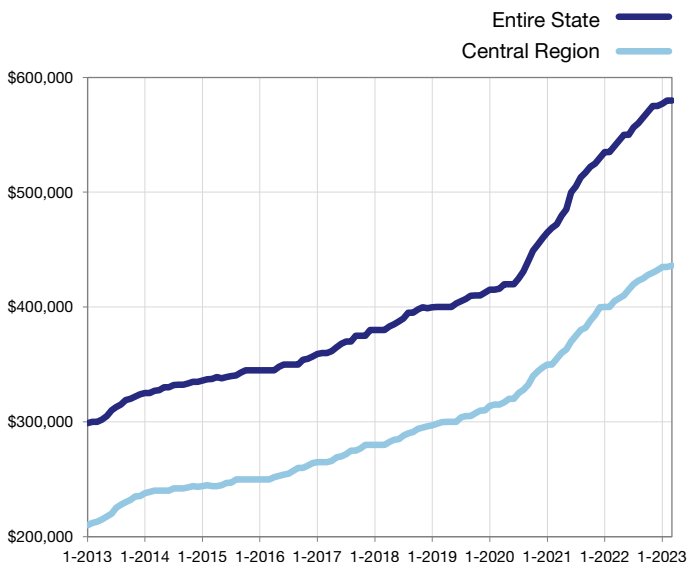
Condominium Properties

	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	190	158	-16.8%	415	385	-7.2%
Closed Sales	144	123	-14.6%	348	314	-9.8%
Median Sales Price*	\$320,000	\$392,000	+ 22.5%	\$314,500	\$351,500	+ 11.8%
Inventory of Homes for Sale	207	167	-19.3%	--	--	--
Months Supply of Inventory	1.2	1.0	-16.7%	--	--	--
Cumulative Days on Market Until Sale	32	51	+ 59.4%	34	44	+ 29.4%
Percent of Original List Price Received*	104.7%	102.2%	-2.4%	102.9%	101.6%	-1.3%
New Listings	229	192	-16.2%	498	432	-13.3%

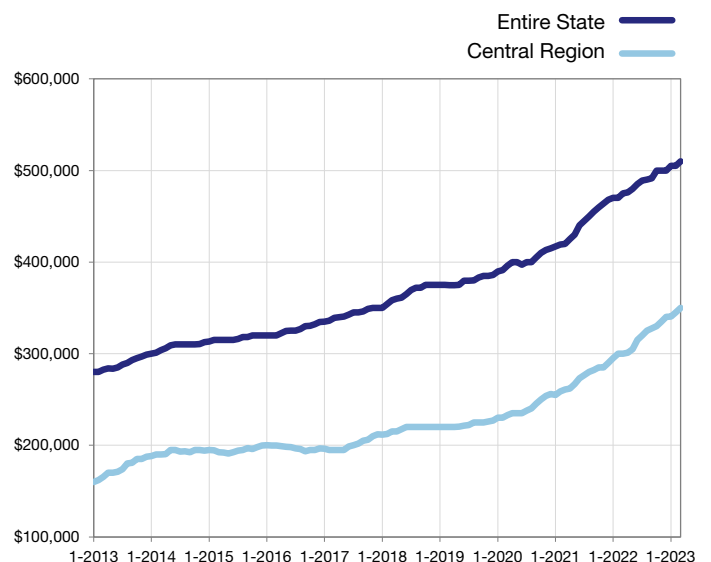
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.