

Local Market Update – July 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

West Region

- 10.7%

+ 7.9%

- 38.8%

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

	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	665	640	-3.8%	3,987	3,395	-14.8%
Closed Sales	626	557	-11.0%	3,769	2,985	-20.8%
Median Sales Price*	\$325,750	\$352,000	+ 8.1%	\$310,000	\$315,000	+ 1.6%
Inventory of Homes for Sale	1,257	875	-30.4%	--	--	--
Months Supply of Inventory	2.0	1.7	-15.0%	--	--	--
Cumulative Days on Market Until Sale	38	39	+ 2.6%	45	51	+ 13.3%
Percent of Original List Price Received*	103.6%	102.2%	-1.4%	102.4%	100.0%	-2.3%
New Listings	858	670	-21.9%	5,023	4,015	-20.1%

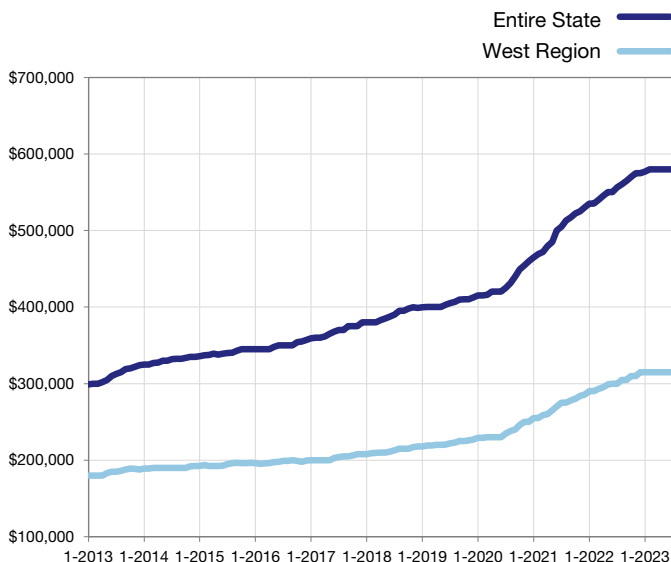
Condominium Properties

	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	110	96	-12.7%	632	526	-16.8%
Closed Sales	70	69	-1.4%	609	483	-20.7%
Median Sales Price*	\$225,550	\$250,000	+ 10.8%	\$227,000	\$245,000	+ 7.9%
Inventory of Homes for Sale	174	99	-43.1%	--	--	--
Months Supply of Inventory	1.7	1.3	-23.5%	--	--	--
Cumulative Days on Market Until Sale	49	49	0.0%	41	53	+ 29.3%
Percent of Original List Price Received*	104.6%	101.7%	-2.8%	102.7%	101.2%	-1.5%
New Listings	116	79	-31.9%	761	554	-27.2%

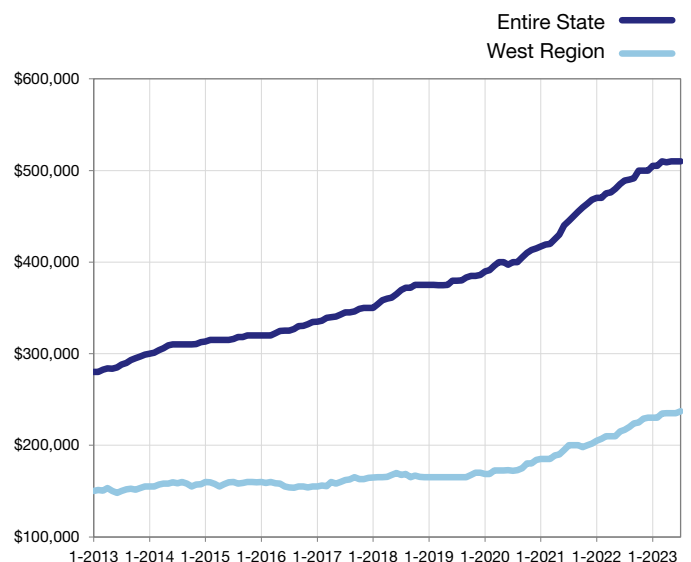
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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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Southeast Region

- 27.1%

+ 5.6%

- 48.2%

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

	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	458	438	-4.4%	2,932	2,465	-15.9%
Closed Sales	501	349	-30.3%	2,774	2,226	-19.8%
Median Sales Price*	\$475,000	\$515,000	+ 8.4%	\$460,000	\$470,000	+ 2.2%
Inventory of Homes for Sale	830	481	-42.0%	--	--	--
Months Supply of Inventory	1.8	1.3	-27.8%	--	--	--
Cumulative Days on Market Until Sale	25	36	+ 44.0%	31	41	+ 32.3%
Percent of Original List Price Received*	101.9%	101.8%	-0.1%	102.5%	99.9%	-2.5%
New Listings	571	410	-28.2%	3,775	2,838	-24.8%

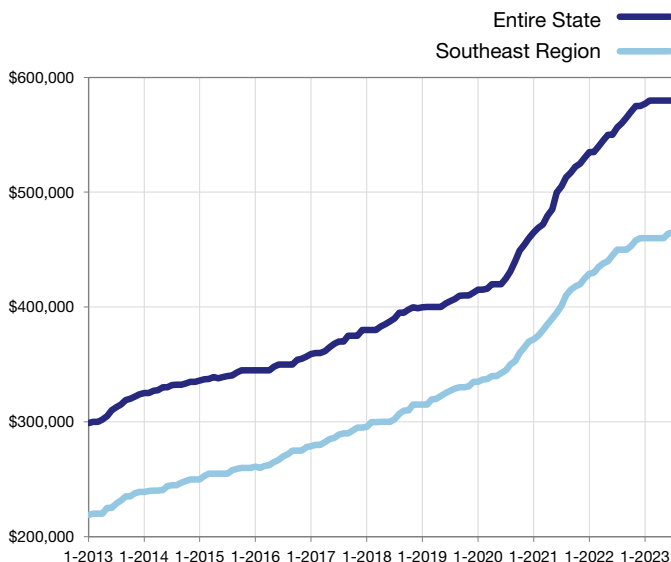
Condominium Properties

	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	80	92	+ 15.0%	581	502	-13.6%
Closed Sales	79	73	-7.6%	562	437	-22.2%
Median Sales Price*	\$305,000	\$380,000	+ 24.6%	\$313,750	\$352,450	+ 12.3%
Inventory of Homes for Sale	145	88	-39.3%	--	--	--
Months Supply of Inventory	1.7	1.3	-23.5%	--	--	--
Cumulative Days on Market Until Sale	23	35	+ 52.2%	29	39	+ 34.5%
Percent of Original List Price Received*	104.1%	102.3%	-1.7%	103.8%	100.9%	-2.8%
New Listings	117	88	-24.8%	693	547	-21.1%

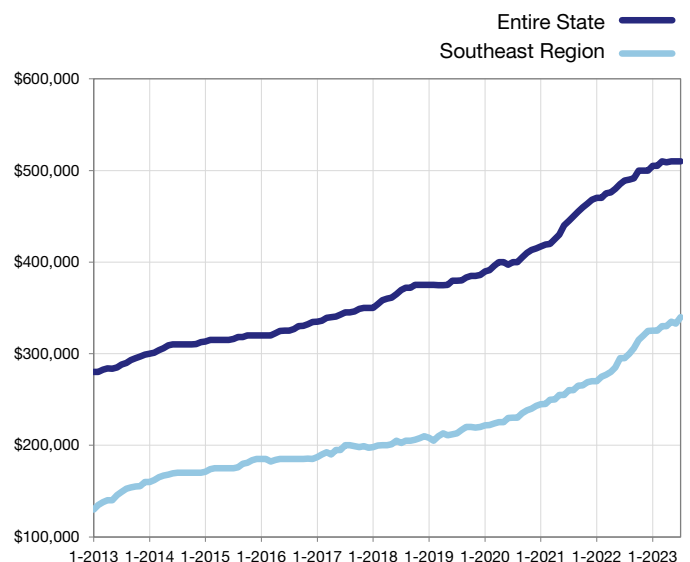
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 22.7%

+ 6.0%

- 49.5%

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

	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	653	558	-14.5%	4,294	3,263	-24.0%
Closed Sales	726	543	-25.2%	3,979	2,914	-26.8%
Median Sales Price*	\$660,000	\$699,900	+ 6.0%	\$625,000	\$650,000	+ 4.0%
Inventory of Homes for Sale	994	573	-42.4%	--	--	--
Months Supply of Inventory	1.5	1.1	-26.7%	--	--	--
Cumulative Days on Market Until Sale	19	25	+ 31.6%	23	31	+ 34.8%
Percent of Original List Price Received*	104.5%	104.2%	-0.3%	106.0%	102.4%	-3.4%
New Listings	794	574	-27.7%	5,419	3,797	-29.9%

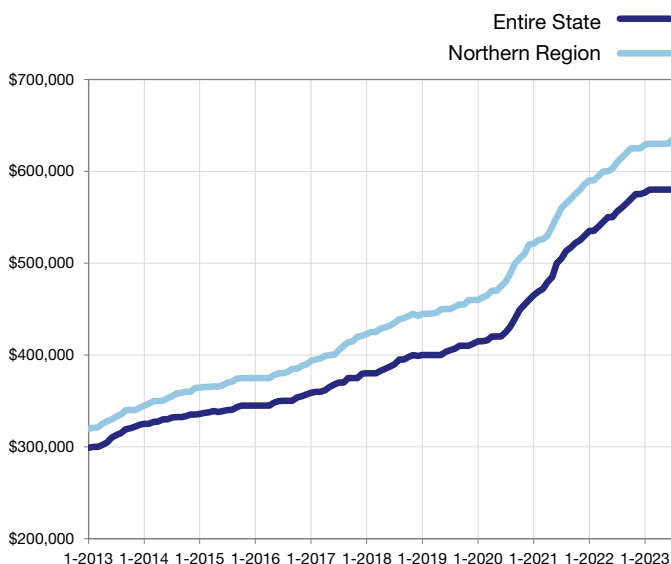
Condominium Properties

	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	287	274	-4.5%	1,985	1,651	-16.8%
Closed Sales	267	227	-15.0%	1,924	1,491	-22.5%
Median Sales Price*	\$425,000	\$455,000	+ 7.1%	\$410,000	\$420,000	+ 2.4%
Inventory of Homes for Sale	367	208	-43.3%	--	--	--
Months Supply of Inventory	1.2	0.9	-25.0%	--	--	--
Cumulative Days on Market Until Sale	21	22	+ 4.8%	27	32	+ 18.5%
Percent of Original List Price Received*	104.1%	103.3%	-0.8%	104.4%	102.1%	-2.2%
New Listings	334	268	-19.8%	2,316	1,798	-22.4%

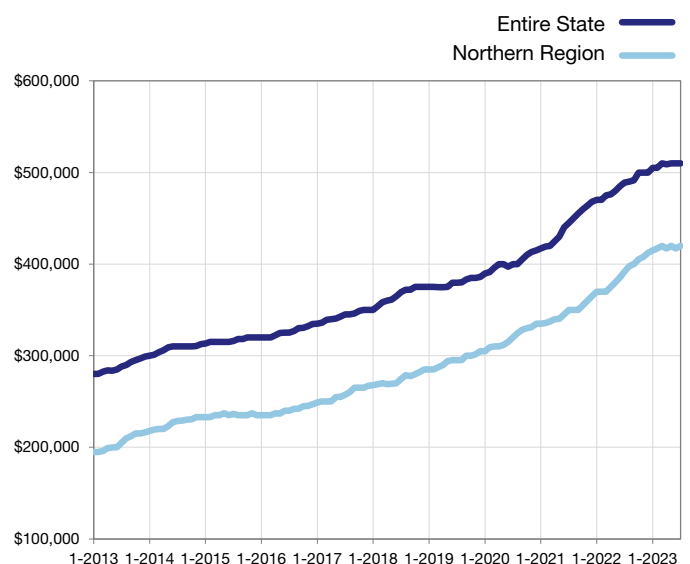
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Single-Family Properties



Condominium Properties



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Central Region

- 23.5%

0.0%

- 52.0%

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

	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	775	707	-8.8%	4,807	3,914	-18.6%
Closed Sales	839	643	-23.4%	4,434	3,455	-22.1%
Median Sales Price*	\$475,000	\$480,000	+ 1.1%	\$435,000	\$451,000	+ 3.7%
Inventory of Homes for Sale	1,244	646	-48.1%	--	--	--
Months Supply of Inventory	1.7	1.1	-35.3%	--	--	--
Cumulative Days on Market Until Sale	25	24	-4.0%	28	35	+ 25.0%
Percent of Original List Price Received*	103.8%	103.4%	-0.4%	104.3%	101.5%	-2.7%
New Listings	977	677	-30.7%	6,008	4,434	-26.2%

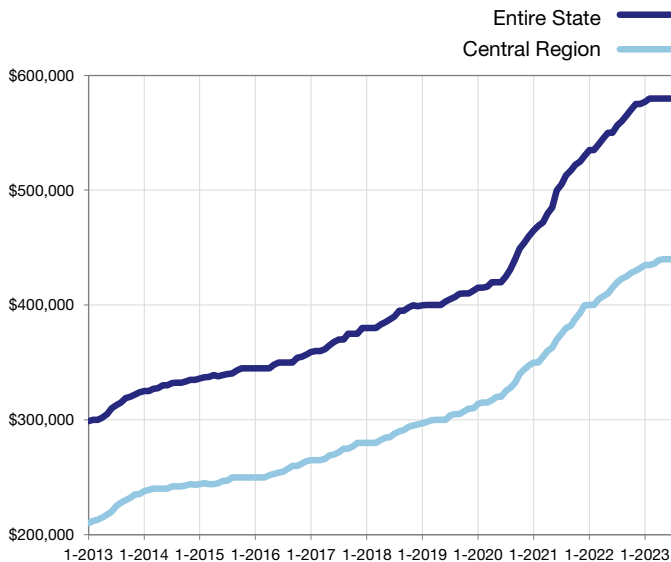
Condominium Properties

	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	192	182	-5.2%	1,195	1,058	-11.5%
Closed Sales	201	160	-20.4%	1,105	941	-14.8%
Median Sales Price*	\$368,100	\$370,000	+ 0.5%	\$335,000	\$380,000	+ 13.4%
Inventory of Homes for Sale	245	157	-35.9%	--	--	--
Months Supply of Inventory	1.4	1.1	-21.4%	--	--	--
Cumulative Days on Market Until Sale	22	27	+ 22.7%	26	37	+ 42.3%
Percent of Original List Price Received*	104.2%	102.1%	-2.0%	104.5%	102.2%	-2.2%
New Listings	195	169	-13.3%	1,416	1,175	-17.0%

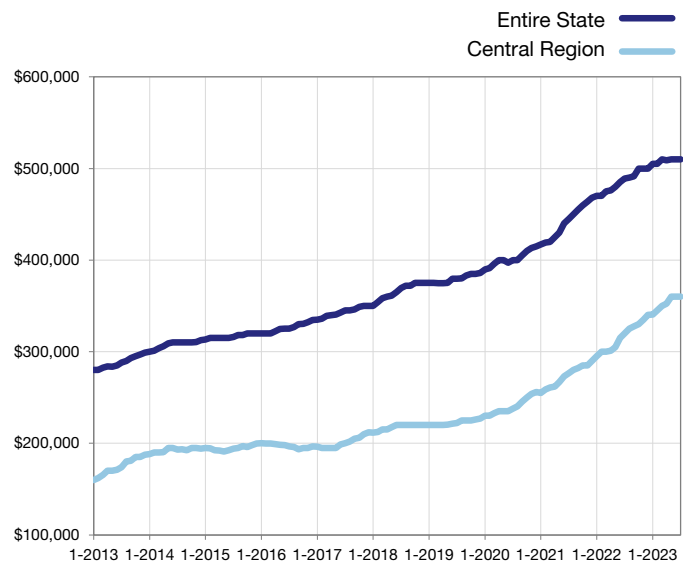
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