

Local Market Update – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Central Region

- 24.8%

+ 10.2%

- 34.3%

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

	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	744	686	-7.8%	6,389	5,077	-20.5%
Closed Sales	782	578	-26.1%	6,152	4,755	-22.7%
Median Sales Price*	\$430,000	\$475,000	+ 10.5%	\$435,810	\$460,000	+ 5.6%
Inventory of Homes for Sale	982	814	-17.1%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--
Cumulative Days on Market Until Sale	32	28	-12.5%	28	33	+ 17.9%
Percent of Original List Price Received*	100.0%	102.6%	+ 2.6%	103.4%	101.8%	-1.5%
New Listings	797	770	-3.4%	7,670	5,963	-22.3%

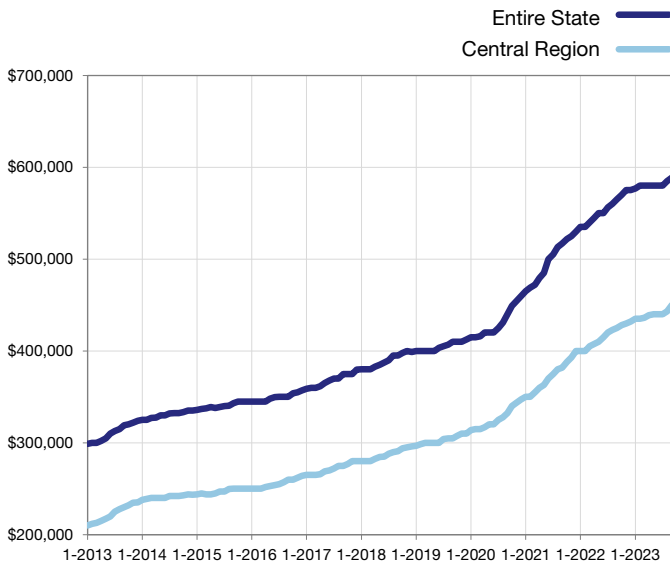
Condominium Properties

	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	188	147	-21.8%	1,542	1,362	-11.7%
Closed Sales	174	159	-8.6%	1,483	1,273	-14.2%
Median Sales Price*	\$333,000	\$370,000	+ 11.1%	\$337,000	\$380,000	+ 12.8%
Inventory of Homes for Sale	197	223	+ 13.2%	--	--	--
Months Supply of Inventory	1.1	1.5	+ 36.4%	--	--	--
Cumulative Days on Market Until Sale	22	28	+ 27.3%	26	35	+ 34.6%
Percent of Original List Price Received*	101.9%	102.7%	+ 0.8%	103.9%	102.3%	-1.5%
New Listings	188	182	-3.2%	1,777	1,600	-10.0%

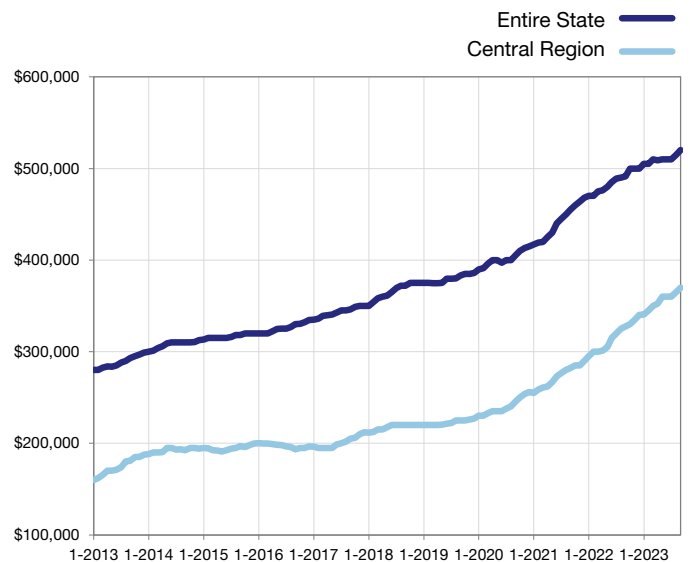
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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 – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

West Region

- 18.1%

+ 10.0%

- 30.2%

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

	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	679	537	-20.9%	5,361	4,419	-17.6%
Closed Sales	674	549	-18.5%	5,163	4,156	-19.5%
Median Sales Price*	\$310,250	\$339,000	+ 9.3%	\$313,000	\$325,000	+ 3.8%
Inventory of Homes for Sale	1,067	971	-9.0%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--
Cumulative Days on Market Until Sale	43	40	-7.0%	44	48	+ 9.1%
Percent of Original List Price Received*	100.1%	101.2%	+ 1.1%	102.0%	100.4%	-1.6%
New Listings	698	588	-15.8%	6,465	5,331	-17.5%

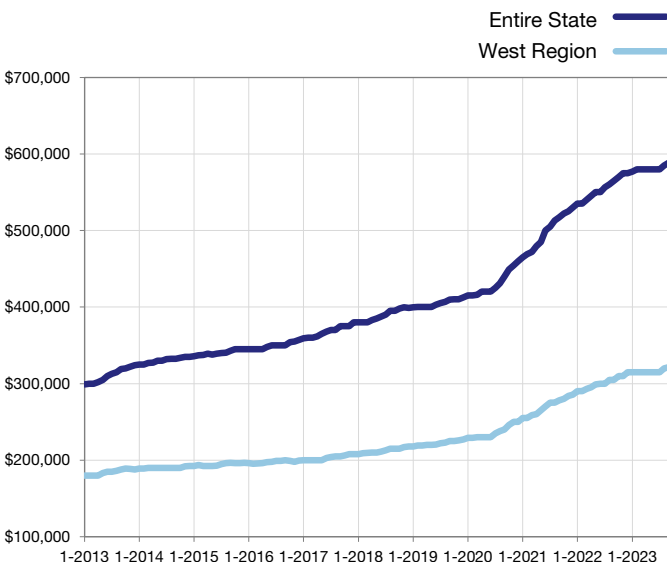
Condominium Properties

	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	88	66	-25.0%	811	671	-17.3%
Closed Sales	78	78	0.0%	802	650	-19.0%
Median Sales Price*	\$234,000	\$237,000	+ 1.3%	\$229,450	\$249,000	+ 8.5%
Inventory of Homes for Sale	149	124	-16.8%	--	--	--
Months Supply of Inventory	1.6	1.7	+ 6.3%	--	--	--
Cumulative Days on Market Until Sale	44	42	-4.5%	40	51	+ 27.5%
Percent of Original List Price Received*	100.9%	103.7%	+ 2.8%	102.6%	101.9%	-0.7%
New Listings	100	82	-18.0%	963	738	-23.4%

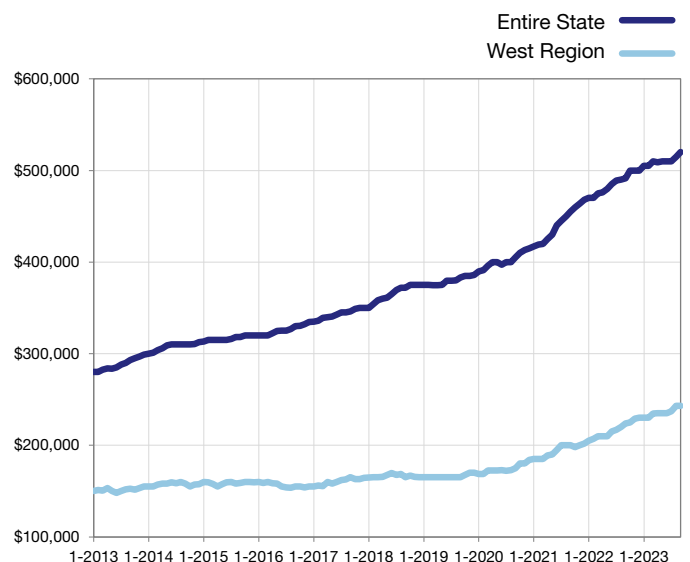
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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 – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Southeast Region

- 24.1%

+ 4.1%

- 40.9%

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

	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	486	353	-27.4%	3,902	3,130	-19.8%
Closed Sales	459	352	-23.3%	3,751	3,016	-19.6%
Median Sales Price*	\$460,000	\$489,500	+ 6.4%	\$460,000	\$479,900	+ 4.3%
Inventory of Homes for Sale	737	553	-25.0%	--	--	--
Months Supply of Inventory	1.6	1.6	0.0%	--	--	--
Cumulative Days on Market Until Sale	34	34	0.0%	31	39	+ 25.8%
Percent of Original List Price Received*	98.5%	100.1%	+ 1.6%	101.7%	100.1%	-1.6%
New Listings	530	418	-21.1%	4,856	3,716	-23.5%

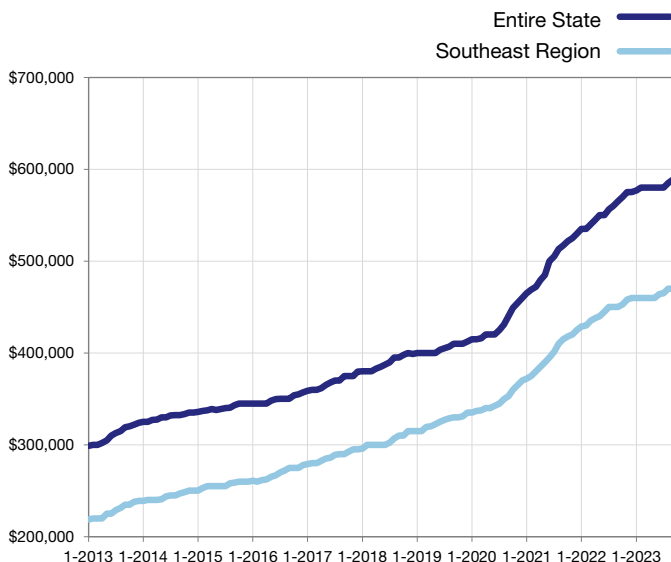
Condominium Properties

	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	84	84	0.0%	749	629	-16.0%
Closed Sales	83	64	-22.9%	745	577	-22.6%
Median Sales Price*	\$333,000	\$362,500	+ 8.9%	\$320,000	\$356,500	+ 11.4%
Inventory of Homes for Sale	134	109	-18.7%	--	--	--
Months Supply of Inventory	1.6	1.6	0.0%	--	--	--
Cumulative Days on Market Until Sale	23	20	-13.0%	28	36	+ 28.6%
Percent of Original List Price Received*	101.4%	102.7%	+ 1.3%	103.4%	101.6%	-1.7%
New Listings	106	84	-20.8%	891	719	-19.3%

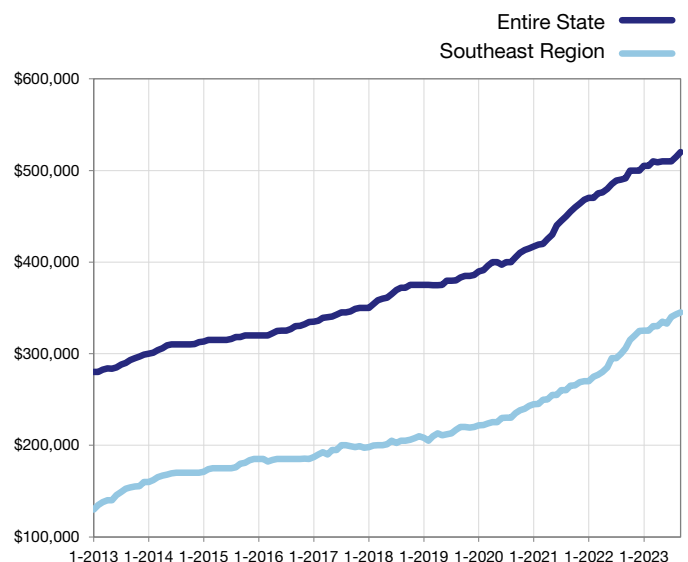
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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 – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Northern Region

- 32.2%

+ 1.7%

- 33.9%

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

	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	694	514	-25.9%	5,728	4,209	-26.5%
Closed Sales	714	470	-34.2%	5,525	3,968	-28.2%
Median Sales Price*	\$648,500	\$670,000	+ 3.3%	\$630,000	\$660,000	+ 4.8%
Inventory of Homes for Sale	831	685	-17.6%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--
Cumulative Days on Market Until Sale	28	24	-14.3%	24	30	+ 25.0%
Percent of Original List Price Received*	101.1%	102.8%	+ 1.7%	104.8%	102.6%	-2.1%
New Listings	774	674	-12.9%	6,930	5,045	-27.2%

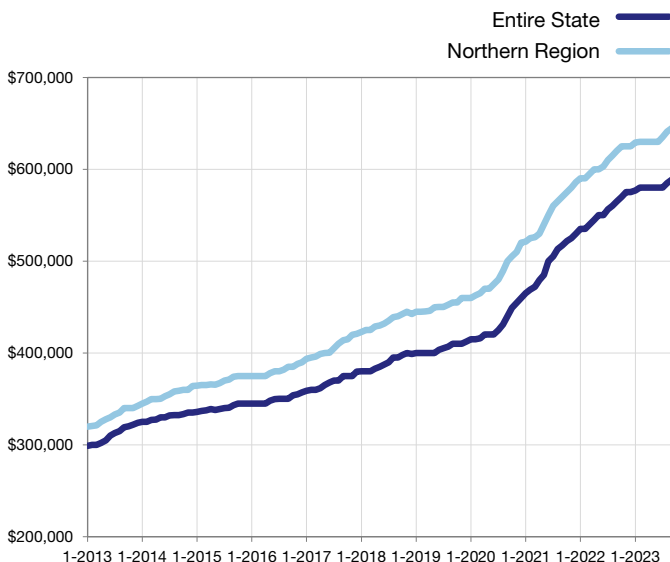
Condominium Properties

	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	264	260	-1.5%	2,552	2,120	-16.9%
Closed Sales	306	234	-23.5%	2,568	1,993	-22.4%
Median Sales Price*	\$415,000	\$451,750	+ 8.9%	\$410,000	\$427,500	+ 4.3%
Inventory of Homes for Sale	287	285	-0.7%	--	--	--
Months Supply of Inventory	1.0	1.3	+ 30.0%	--	--	--
Cumulative Days on Market Until Sale	30	26	-13.3%	27	31	+ 14.8%
Percent of Original List Price Received*	101.6%	103.0%	+ 1.4%	103.9%	102.4%	-1.4%
New Listings	322	342	+ 6.2%	2,904	2,419	-16.7%

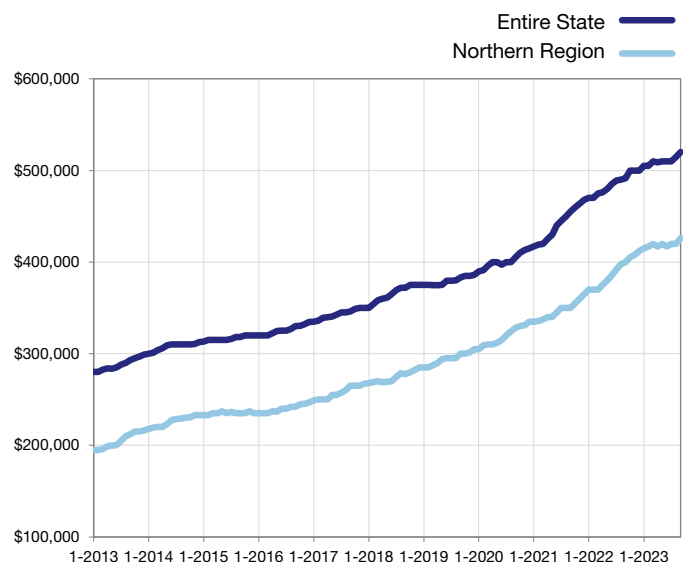
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.