

Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

- 2.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.5%

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

- 9.9%

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

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 112 | 102 | - 8.9% | 1,207 | 1,061 | - 12.1% |
| Closed Sales | 128 | 120 | - 6.3% | 1,197 | 1,015 | - 15.2% |
| Median Sales Price* | \$348,750 | \$400,125 | + 14.7% | \$325,000 | \$335,000 | + 3.1% |
| Inventory of Homes for Sale | 390 | 357 | - 8.5% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 3.4 | + 10.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 81 | 78 | - 4.2% | 92 | 86 | - 6.2% |
| Percent of Original List Price Received* | 96.1% | 98.2% | + 2.2% | 98.4% | 97.5% | - 0.9% |
| New Listings | 138 | 156 | + 13.0% | 1,552 | 1,437 | - 7.4% |

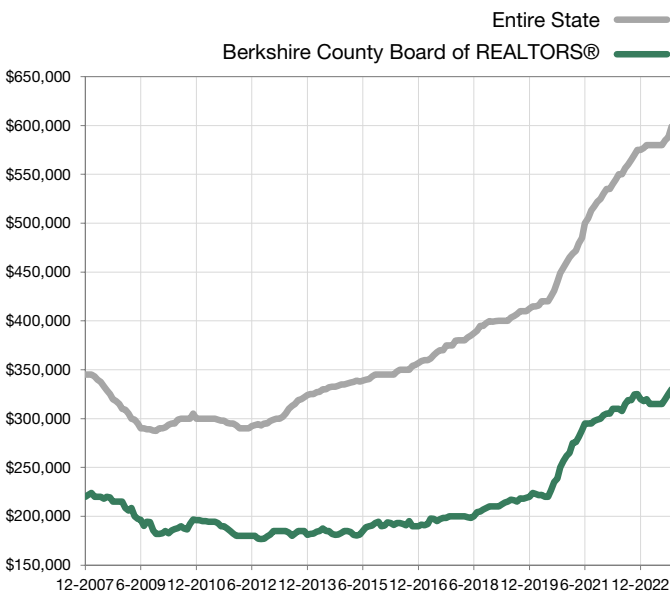
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 7 | 5 | - 28.6% | 127 | 130 | + 2.4% |
| Closed Sales | 14 | 19 | + 35.7% | 145 | 138 | - 4.8% |
| Median Sales Price* | \$380,000 | \$350,000 | - 7.9% | \$290,000 | \$359,950 | + 24.1% |
| Inventory of Homes for Sale | 53 | 42 | - 20.8% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 3.2 | - 9.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 118 | 116 | - 1.4% | 108 | 100 | - 7.6% |
| Percent of Original List Price Received* | 100.7% | 95.4% | - 5.3% | 97.9% | 98.5% | + 0.6% |
| New Listings | 19 | 6 | - 68.4% | 187 | 163 | - 12.8% |

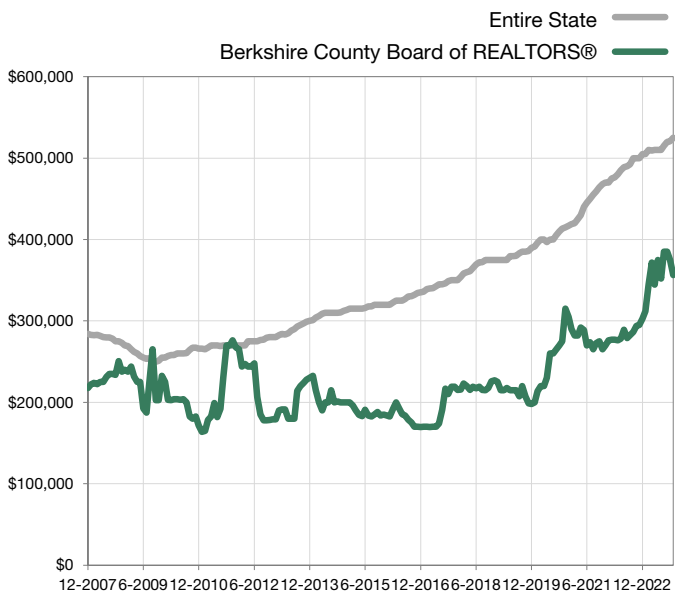
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 3.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.2%

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

- 7.2%

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

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 484 | 495 | + 2.3% | 5,471 | 4,698 | - 14.1% |
| Closed Sales | 506 | 522 | + 3.2% | 5,460 | 4,487 | - 17.8% |
| Median Sales Price* | \$688,500 | \$790,000 | + 14.7% | \$670,000 | \$700,000 | + 4.5% |
| Inventory of Homes for Sale | 1,410 | 1,277 | - 9.4% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.8 | + 13.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 36 | + 5.9% | 31 | 41 | + 30.6% |
| Percent of Original List Price Received* | 97.3% | 97.3% | + 0.1% | 100.8% | 97.9% | - 2.9% |
| New Listings | 620 | 664 | + 7.1% | 7,060 | 5,950 | - 15.7% |

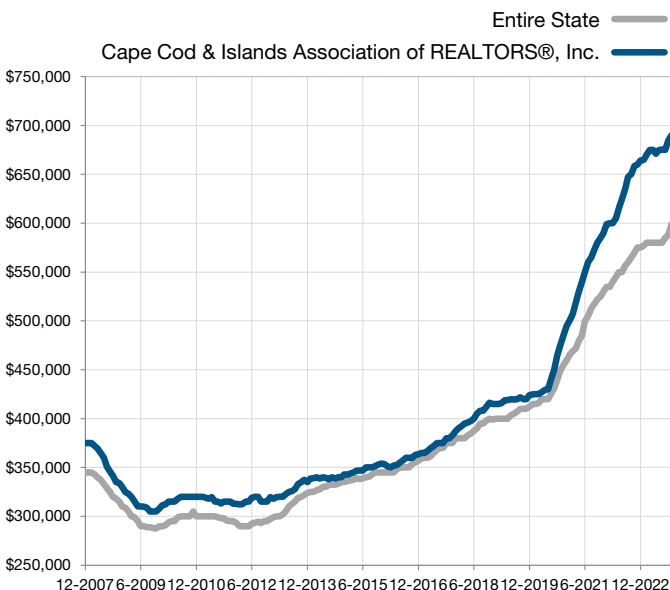
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 120 | 138 | + 15.0% | 1,308 | 1,201 | - 8.2% |
| Closed Sales | 122 | 130 | + 6.6% | 1,338 | 1,130 | - 15.5% |
| Median Sales Price* | \$479,500 | \$465,000 | - 3.0% | \$442,500 | \$452,500 | + 2.3% |
| Inventory of Homes for Sale | 308 | 318 | + 3.2% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.8 | + 24.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 41 | 39 | - 6.5% | 35 | 42 | + 19.4% |
| Percent of Original List Price Received* | 98.2% | 99.3% | + 1.1% | 101.2% | 98.7% | - 2.5% |
| New Listings | 152 | 170 | + 11.8% | 1,539 | 1,444 | - 6.2% |

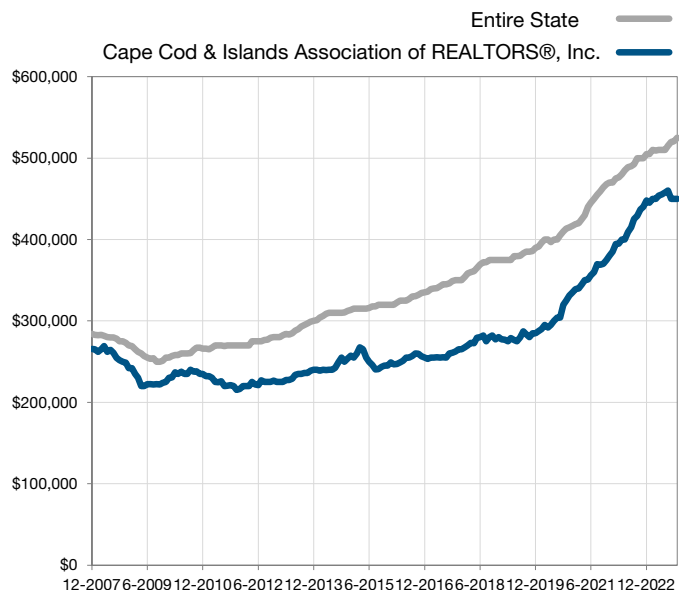
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

| Key Metrics | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 950 | 945 | - 0.5% | 10,721 | 8,606 | - 19.7% |
| Closed Sales | 890 | 777 | - 12.7% | 10,644 | 8,162 | - 23.3% |
| Median Sales Price* | \$749,500 | \$829,950 | + 10.7% | \$811,000 | \$851,000 | + 4.9% |
| Inventory of Homes for Sale | 1,897 | 1,229 | - 35.2% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.5 | - 16.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 35 | 32 | - 8.6% | 25 | 33 | + 32.0% |
| Percent of Original List Price Received* | 99.4% | 100.9% | + 1.5% | 104.4% | 102.0% | - 2.3% |
| New Listings | 1,054 | 948 | - 10.1% | 13,165 | 10,120 | - 23.1% |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

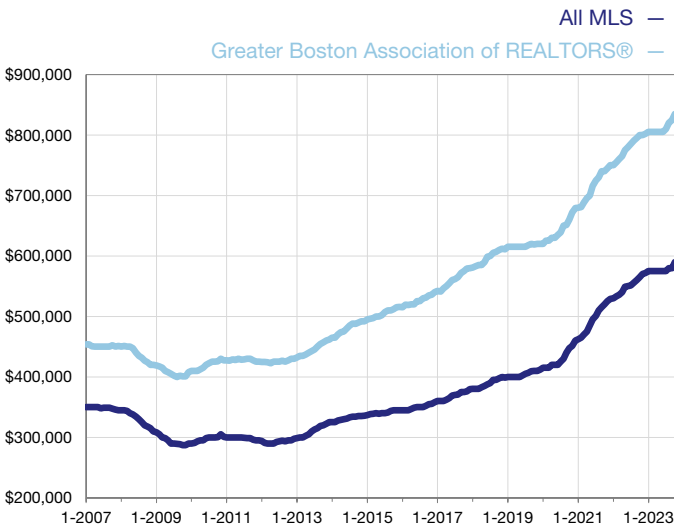
Condominium Properties

| Key Metrics | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 729 | 771 | + 5.8% | 9,434 | 7,798 | - 17.3% |
| Closed Sales | 757 | 673 | - 11.1% | 9,446 | 7,586 | - 19.7% |
| Median Sales Price* | \$615,000 | \$691,900 | + 12.5% | \$668,000 | \$702,000 | + 5.1% |
| Inventory of Homes for Sale | 2,409 | 1,710 | - 29.0% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 2.3 | - 11.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 41 | 39 | - 4.9% | 38 | 42 | + 10.5% |
| Percent of Original List Price Received* | 98.7% | 100.4% | + 1.7% | 101.1% | 99.9% | - 1.2% |
| New Listings | 972 | 967 | - 0.5% | 13,024 | 10,536 | - 19.1% |

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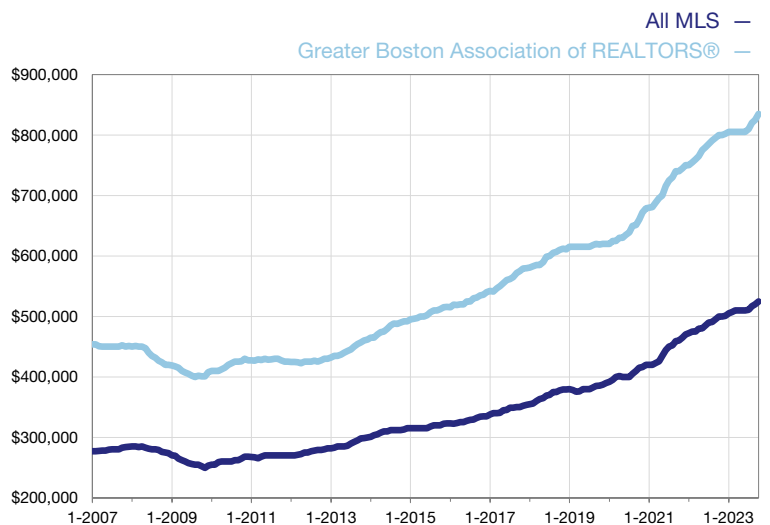
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

- 25.3%

+ 1.3%

- 14.6%

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

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 49 | 56 | + 14.3% | 505 | 419 | - 17.0% |
| Closed Sales | 55 | 33 | - 40.0% | 489 | 381 | - 22.1% |
| Median Sales Price* | \$725,000 | \$850,000 | + 17.2% | \$735,000 | \$775,000 | + 5.4% |
| Inventory of Homes for Sale | 100 | 92 | - 8.0% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 2.3 | + 18.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 30 | 30 | + 0.6% | 29 | 29 | + 1.3% |
| Percent of Original List Price Received* | 100.8% | 102.5% | + 1.7% | 103.6% | 102.2% | - 1.3% |
| New Listings | 61 | 61 | 0.0% | 669 | 595 | - 11.1% |

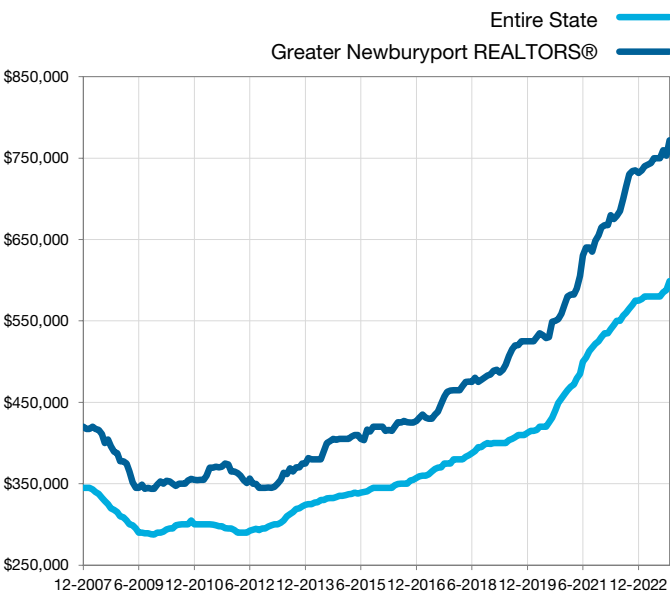
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 33 | 37 | + 12.1% | 300 | 296 | - 1.3% |
| Closed Sales | 24 | 26 | + 8.3% | 308 | 284 | - 7.8% |
| Median Sales Price* | \$566,670 | \$619,900 | + 9.4% | \$517,500 | \$577,500 | + 11.6% |
| Inventory of Homes for Sale | 64 | 48 | - 25.0% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.6 | - 20.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 47 | 27 | - 42.5% | 33 | 45 | + 34.5% |
| Percent of Original List Price Received* | 100.5% | 101.5% | + 0.9% | 102.7% | 101.8% | - 0.9% |
| New Listings | 31 | 40 | + 29.0% | 381 | 384 | + 0.8% |

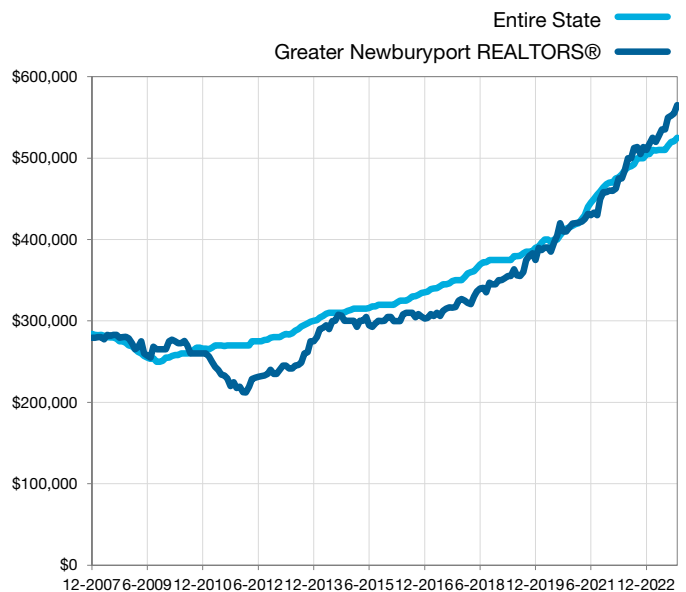
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 9.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.1%

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

- 37.0%

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

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 181 | 193 | + 6.6% | 2,070 | 1,769 | - 14.5% |
| Closed Sales | 210 | 187 | - 11.0% | 2,083 | 1,715 | - 17.7% |
| Median Sales Price* | \$400,000 | \$433,000 | + 8.3% | \$405,000 | \$430,000 | + 6.2% |
| Inventory of Homes for Sale | 453 | 278 | - 38.6% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 1.6 | - 22.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 38 | 39 | + 2.9% | 29 | 37 | + 26.9% |
| Percent of Original List Price Received* | 99.4% | 100.5% | + 1.1% | 102.7% | 101.0% | - 1.6% |
| New Listings | 240 | 225 | - 6.3% | 2,627 | 2,122 | - 19.2% |

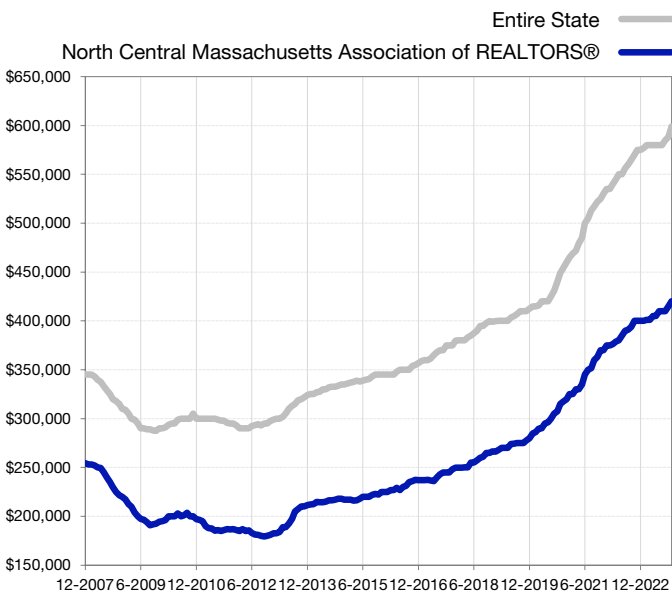
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 27 | 37 | + 37.0% | 330 | 297 | - 10.0% |
| Closed Sales | 25 | 25 | 0.0% | 334 | 289 | - 13.5% |
| Median Sales Price* | \$260,000 | \$295,000 | + 13.5% | \$280,000 | \$320,000 | + 14.3% |
| Inventory of Homes for Sale | 52 | 40 | - 23.1% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 1.4 | - 10.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 23 | 25 | + 9.3% | 22 | 35 | + 64.7% |
| Percent of Original List Price Received* | 101.5% | 103.3% | + 1.8% | 103.7% | 102.5% | - 1.2% |
| New Listings | 32 | 31 | - 3.1% | 390 | 369 | - 5.4% |

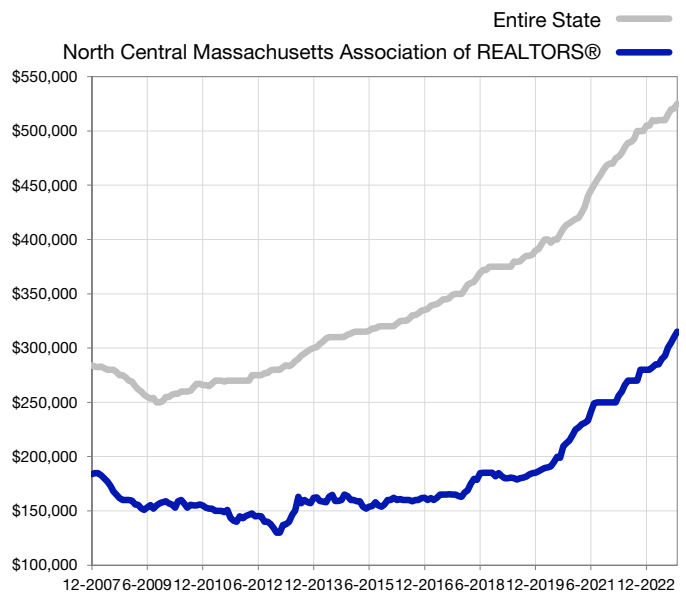
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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North Shore REALTORS®

- 2.4%

+ 7.3%

- 30.9%

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

| | October | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 283 | 283 | 0.0% | 2,808 | 2,232 | - 20.5% |
| Closed Sales | 278 | 231 | - 16.9% | 2,780 | 2,077 | - 25.3% |
| Median Sales Price* | \$602,000 | \$719,900 | + 19.6% | \$625,000 | \$660,000 | + 5.6% |
| Inventory of Homes for Sale | 486 | 317 | - 34.8% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.5 | - 13.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 32 | 24 | - 23.8% | 25 | 31 | + 23.2% |
| Percent of Original List Price Received* | 100.0% | 102.8% | + 2.8% | 104.2% | 102.1% | - 2.0% |
| New Listings | 299 | 283 | - 5.4% | 3,478 | 2,655 | - 23.7% |

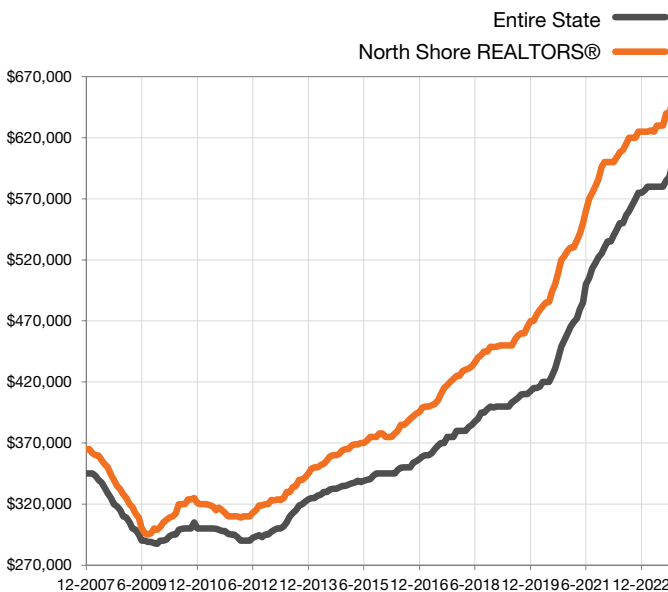
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 122 | 140 | + 14.8% | 1,325 | 1,124 | - 15.2% |
| Closed Sales | 98 | 136 | + 38.8% | 1,327 | 1,077 | - 18.8% |
| Median Sales Price* | \$430,000 | \$430,000 | 0.0% | \$425,000 | \$441,000 | + 3.8% |
| Inventory of Homes for Sale | 191 | 151 | - 20.9% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 1.4 | + 3.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 29 | 25 | - 15.1% | 29 | 29 | - 1.0% |
| Percent of Original List Price Received* | 101.6% | 102.1% | + 0.4% | 103.3% | 102.0% | - 1.3% |
| New Listings | 130 | 133 | + 2.3% | 1,523 | 1,300 | - 14.6% |

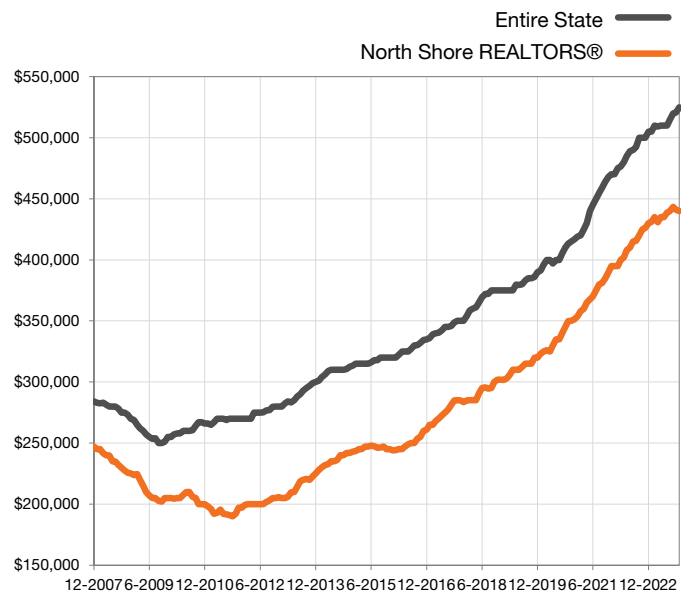
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 13.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.3%

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

- 34.4%

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

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 263 | 272 | + 3.4% | 2,860 | 2,078 | - 27.3% |
| Closed Sales | 255 | 204 | - 20.0% | 2,851 | 1,978 | - 30.6% |
| Median Sales Price* | \$600,000 | \$649,950 | + 8.3% | \$620,000 | \$649,900 | + 4.8% |
| Inventory of Homes for Sale | 392 | 259 | - 33.9% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 1.3 | - 5.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 28 | 25 | - 10.7% | 23 | 28 | + 19.5% |
| Percent of Original List Price Received* | 100.4% | 103.1% | + 2.7% | 104.7% | 103.3% | - 1.3% |
| New Listings | 263 | 274 | + 4.2% | 3,395 | 2,409 | - 29.0% |

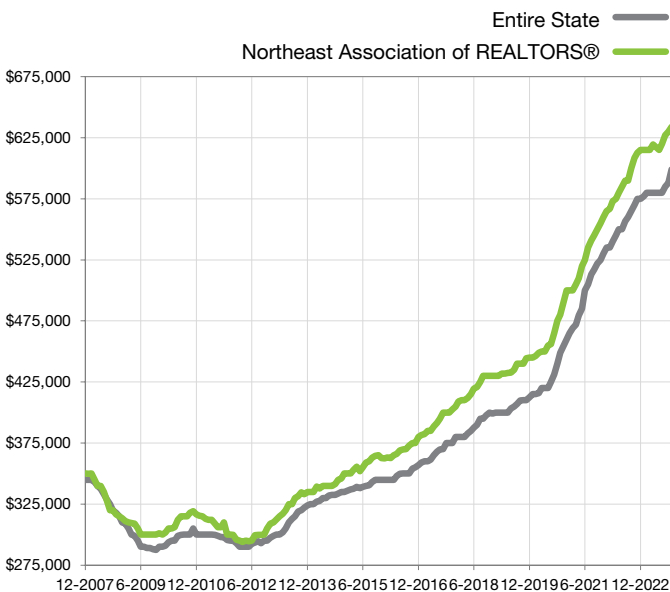
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 89 | 114 | + 28.1% | 1,121 | 956 | - 14.7% |
| Closed Sales | 98 | 103 | + 5.1% | 1,162 | 905 | - 22.1% |
| Median Sales Price* | \$366,450 | \$388,000 | + 5.9% | \$370,000 | \$382,000 | + 3.2% |
| Inventory of Homes for Sale | 125 | 80 | - 36.0% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 0.9 | - 13.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 31 | 29 | - 6.4% | 25 | 27 | + 8.6% |
| Percent of Original List Price Received* | 101.3% | 102.1% | + 0.8% | 104.3% | 102.8% | - 1.4% |
| New Listings | 99 | 117 | + 18.2% | 1,259 | 1,028 | - 18.3% |

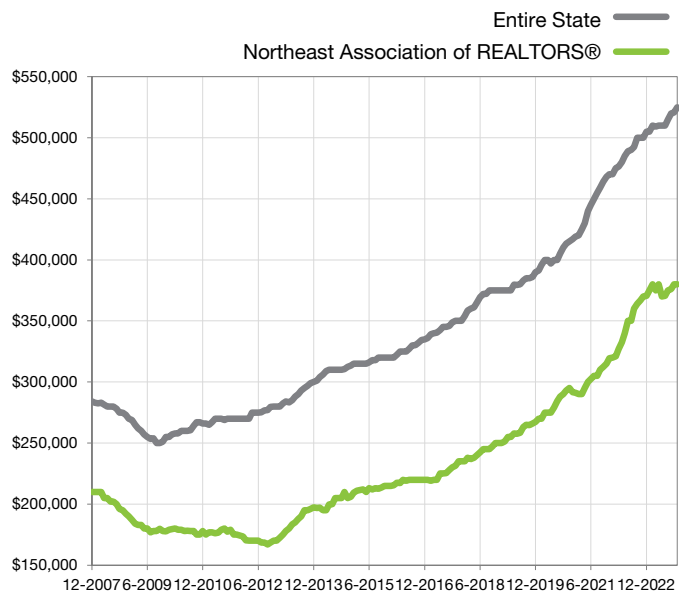
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 20.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.0%

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

- 35.1%

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

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 413 | 496 | + 20.1% | 4,746 | 3,890 | - 18.0% |
| Closed Sales | 489 | 399 | - 18.4% | 4,788 | 3,635 | - 24.1% |
| Median Sales Price* | \$450,000 | \$485,000 | + 7.8% | \$450,000 | \$475,000 | + 5.6% |
| Inventory of Homes for Sale | 825 | 514 | - 37.7% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.4 | - 16.5% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 34 | 29 | - 13.3% | 28 | 31 | + 8.6% |
| Percent of Original List Price Received* | 99.4% | 101.5% | + 2.1% | 103.1% | 102.1% | - 1.0% |
| New Listings | 463 | 478 | + 3.2% | 5,745 | 4,543 | - 20.9% |

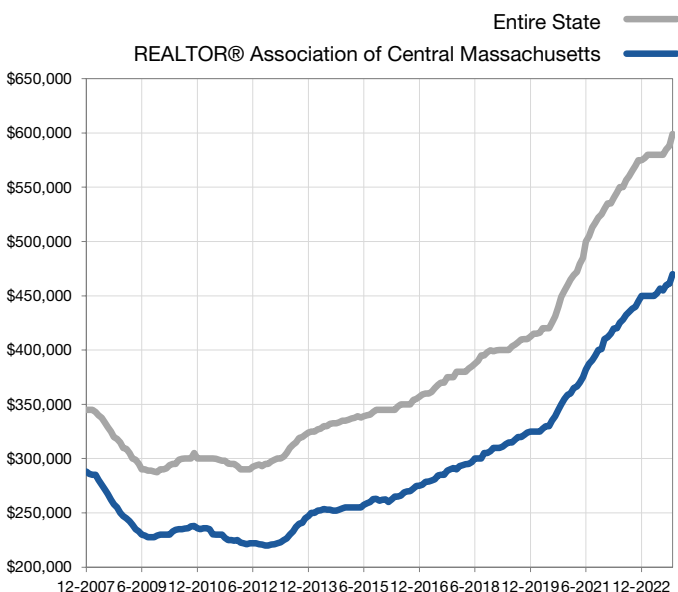
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 123 | 127 | + 3.3% | 1,323 | 1,209 | - 8.6% |
| Closed Sales | 144 | 107 | - 25.7% | 1,324 | 1,119 | - 15.5% |
| Median Sales Price* | \$360,000 | \$400,000 | + 11.1% | \$360,000 | \$396,000 | + 10.0% |
| Inventory of Homes for Sale | 217 | 162 | - 25.3% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.4 | - 9.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 27 | 40 | + 48.2% | 27 | 36 | + 29.3% |
| Percent of Original List Price Received* | 101.3% | 102.5% | + 1.1% | 103.6% | 102.3% | - 1.3% |
| New Listings | 138 | 139 | + 0.7% | 1,559 | 1,400 | - 10.2% |

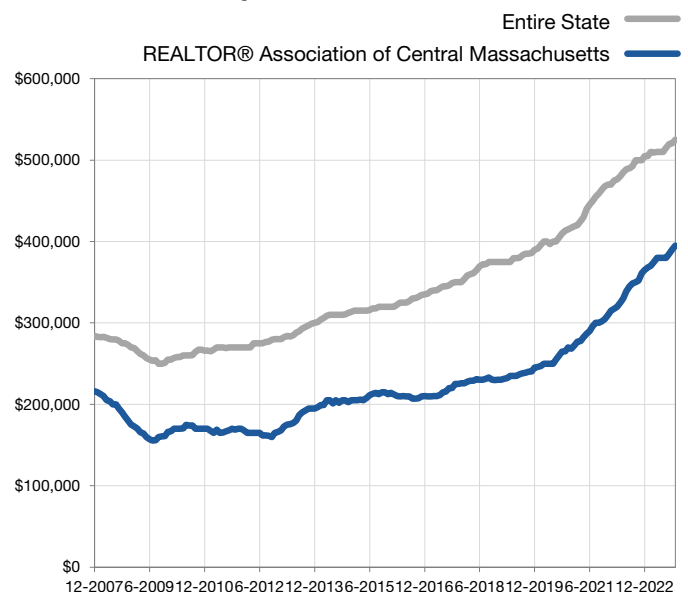
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

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 – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

- 24.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.2%

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

- 33.3%

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

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 439 | 489 | + 11.4% | 4,578 | 3,875 | - 15.4% |
| Closed Sales | 468 | 361 | - 22.9% | 4,580 | 3,631 | - 20.7% |
| Median Sales Price* | \$315,000 | \$335,000 | + 6.3% | \$311,000 | \$325,000 | + 4.5% |
| Inventory of Homes for Sale | 902 | 608 | - 32.6% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.6 | - 13.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 37 | 32 | - 14.7% | 32 | 37 | + 14.8% |
| Percent of Original List Price Received* | 99.9% | 101.5% | + 1.6% | 102.5% | 101.3% | - 1.2% |
| New Listings | 456 | 464 | + 1.8% | 5,532 | 4,515 | - 18.4% |

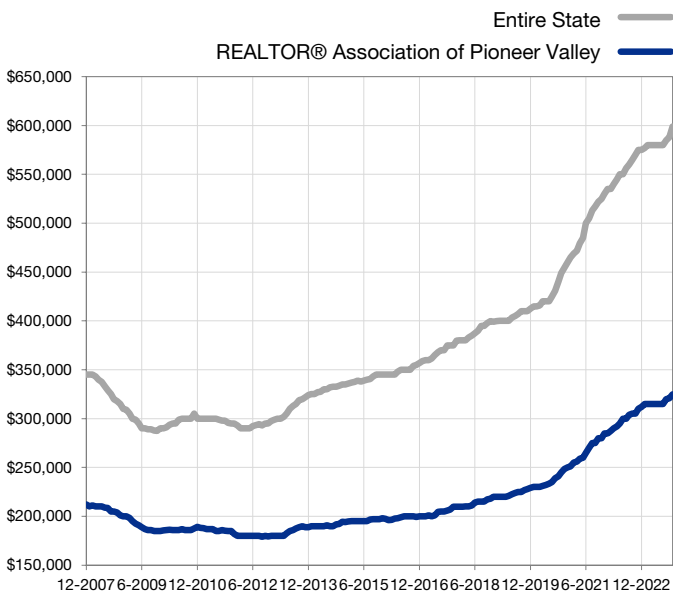
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 73 | 66 | - 9.6% | 742 | 601 | - 19.0% |
| Closed Sales | 82 | 52 | - 36.6% | 757 | 583 | - 23.0% |
| Median Sales Price* | \$228,950 | \$247,500 | + 8.1% | \$225,000 | \$235,000 | + 4.4% |
| Inventory of Homes for Sale | 129 | 80 | - 38.0% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.3 | - 19.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 31 | 23 | - 26.9% | 28 | 39 | + 37.6% |
| Percent of Original List Price Received* | 101.6% | 103.3% | + 1.7% | 103.4% | 102.6% | - 0.8% |
| New Listings | 70 | 65 | - 7.1% | 865 | 646 | - 25.3% |

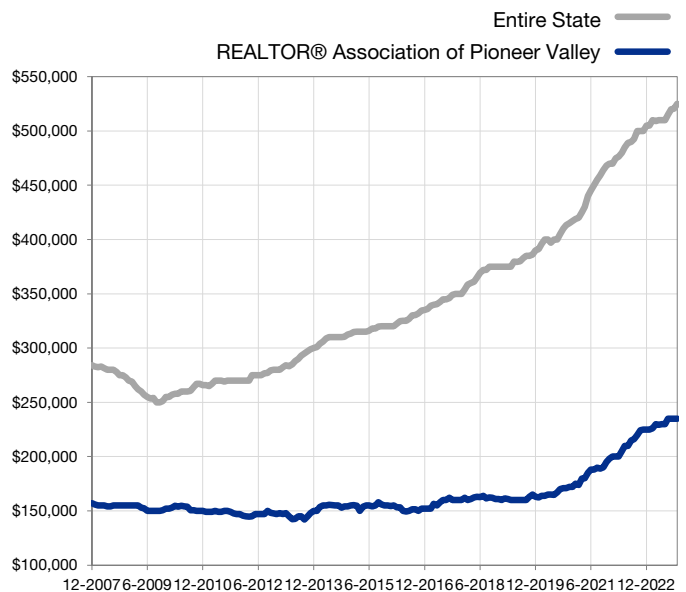
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 24.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.6%

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

- 43.5%

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

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 292 | 328 | + 12.3% | 3,413 | 2,846 | - 16.6% |
| Closed Sales | 340 | 251 | - 26.2% | 3,457 | 2,717 | - 21.4% |
| Median Sales Price* | \$471,500 | \$505,000 | + 7.1% | \$475,000 | \$490,000 | + 3.2% |
| Inventory of Homes for Sale | 787 | 434 | - 44.9% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 1.6 | - 28.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 32 | 30 | - 5.8% | 30 | 38 | + 25.7% |
| Percent of Original List Price Received* | 99.7% | 100.5% | + 0.8% | 102.0% | 100.2% | - 1.7% |
| New Listings | 363 | 360 | - 0.8% | 4,365 | 3,358 | - 23.1% |

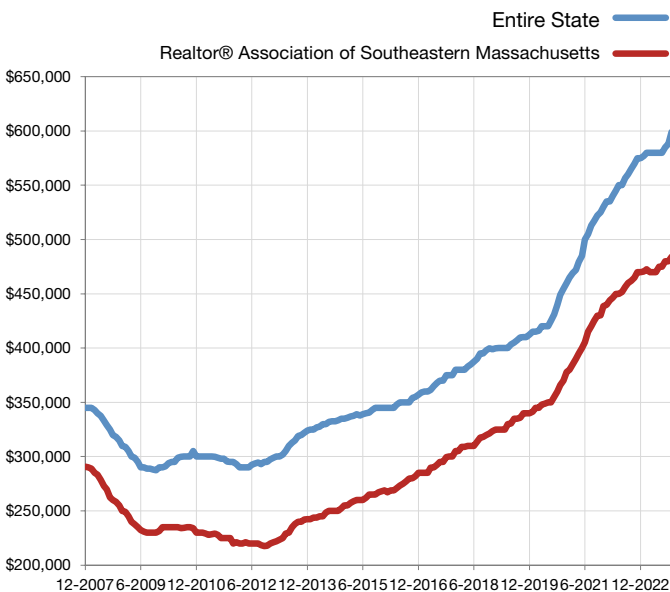
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 53 | 57 | + 7.5% | 711 | 599 | - 15.8% |
| Closed Sales | 62 | 54 | - 12.9% | 720 | 567 | - 21.3% |
| Median Sales Price* | \$355,000 | \$330,000 | - 7.0% | \$330,000 | \$365,000 | + 10.6% |
| Inventory of Homes for Sale | 135 | 87 | - 35.6% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.5 | - 18.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 40 | 26 | - 34.4% | 27 | 35 | + 27.7% |
| Percent of Original List Price Received* | 101.9% | 101.0% | - 0.8% | 103.8% | 101.7% | - 2.0% |
| New Listings | 63 | 58 | - 7.9% | 861 | 682 | - 20.8% |

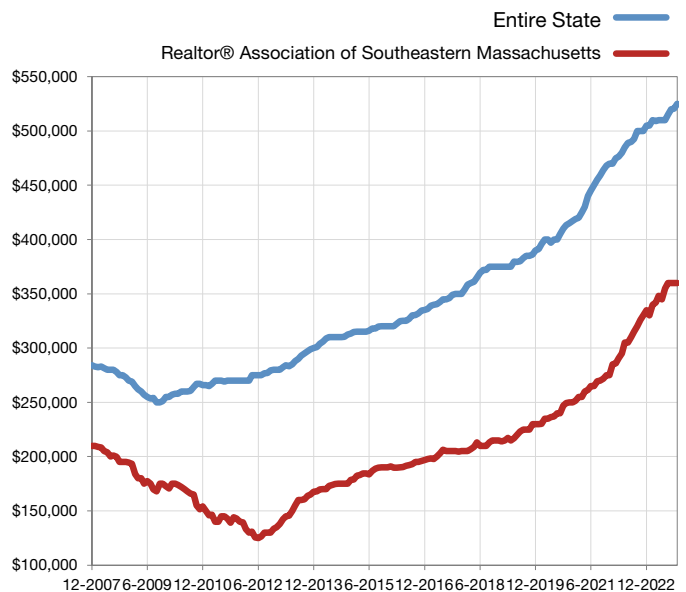
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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South Shore REALTORS® Greater Fall River Region

- 14.5%

+ 1.7%

- 22.7%

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

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 69 | 77 | + 11.6% | 706 | 634 | - 10.2% |
| Closed Sales | 65 | 48 | - 26.2% | 718 | 605 | - 15.7% |
| Median Sales Price* | \$415,500 | \$465,000 | + 11.9% | \$422,450 | \$440,000 | + 4.2% |
| Inventory of Homes for Sale | 178 | 143 | - 19.7% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.3 | + 0.9% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 37 | 25 | - 31.9% | 37 | 40 | + 9.5% |
| Percent of Original List Price Received* | 97.1% | 101.4% | + 4.5% | 99.1% | 99.6% | + 0.5% |
| New Listings | 85 | 88 | + 3.5% | 918 | 804 | - 12.4% |

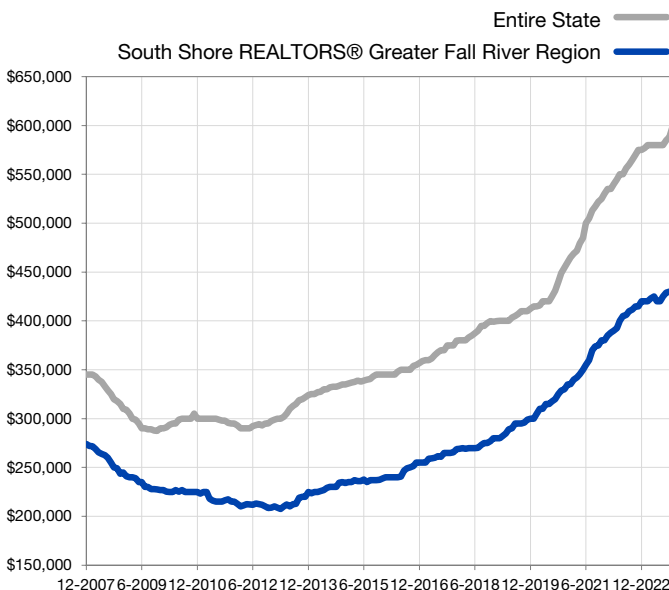
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 8 | 10 | + 25.0% | 86 | 86 | 0.0% |
| Closed Sales | 4 | 11 | + 175.0% | 95 | 77 | - 18.9% |
| Median Sales Price* | \$281,000 | \$265,000 | - 5.7% | \$226,000 | \$272,500 | + 20.6% |
| Inventory of Homes for Sale | 25 | 14 | - 44.0% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 1.7 | - 32.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 51 | 51 | + 0.9% | 45 | 40 | - 11.2% |
| Percent of Original List Price Received* | 101.9% | 99.5% | - 2.4% | 99.3% | 100.0% | + 0.6% |
| New Listings | 8 | 6 | - 25.0% | 107 | 101 | - 5.6% |

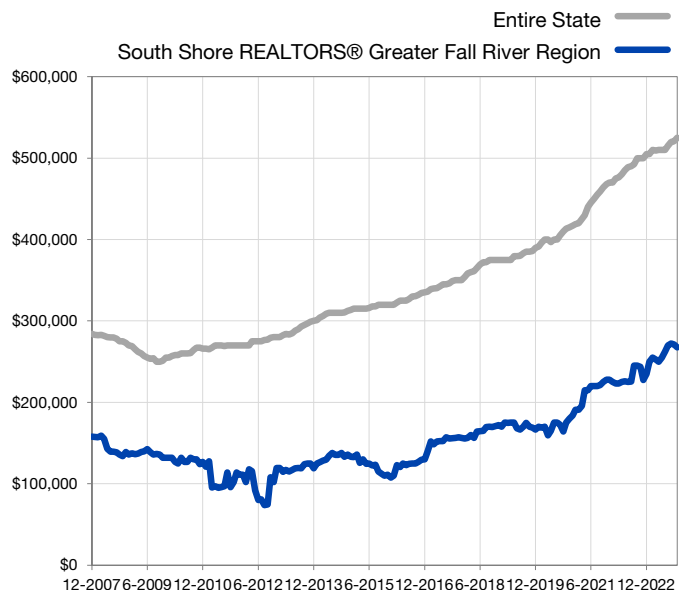
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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- 16.3%

+ 13.6%

- 35.7%

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

South Shore REALTORS®

Single-Family Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 368 | 430 | + 16.8% | 4,041 | 3,516 | - 13.0% |
| Closed Sales | 399 | 337 | - 15.5% | 4,050 | 3,322 | - 18.0% |
| Median Sales Price* | \$579,000 | \$665,000 | + 14.9% | \$625,000 | \$642,000 | + 2.7% |
| Inventory of Homes for Sale | 887 | 549 | - 38.1% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.6 | - 22.2% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 32 | 34 | + 5.0% | 28 | 36 | + 28.9% |
| Percent of Original List Price Received* | 99.8% | 101.2% | + 1.4% | 102.8% | 100.7% | - 2.1% |
| New Listings | 455 | 479 | + 5.3% | 5,178 | 4,172 | - 19.4% |

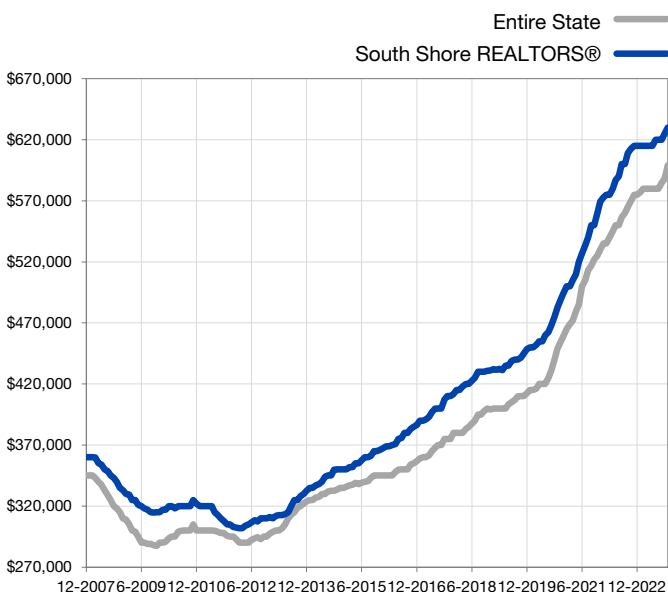
Condominium Properties

| | October | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 117 | 137 | + 17.1% | 1,225 | 1,200 | - 2.0% |
| Closed Sales | 122 | 99 | - 18.9% | 1,290 | 1,144 | - 11.3% |
| Median Sales Price* | \$444,000 | \$450,000 | + 1.4% | \$430,000 | \$450,000 | + 4.7% |
| Inventory of Homes for Sale | 218 | 161 | - 26.1% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.4 | - 12.8% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 41 | 29 | - 30.0% | 33 | 32 | - 3.6% |
| Percent of Original List Price Received* | 100.2% | 100.1% | - 0.1% | 102.3% | 100.8% | - 1.5% |
| New Listings | 119 | 138 | + 16.0% | 1,480 | 1,393 | - 5.9% |

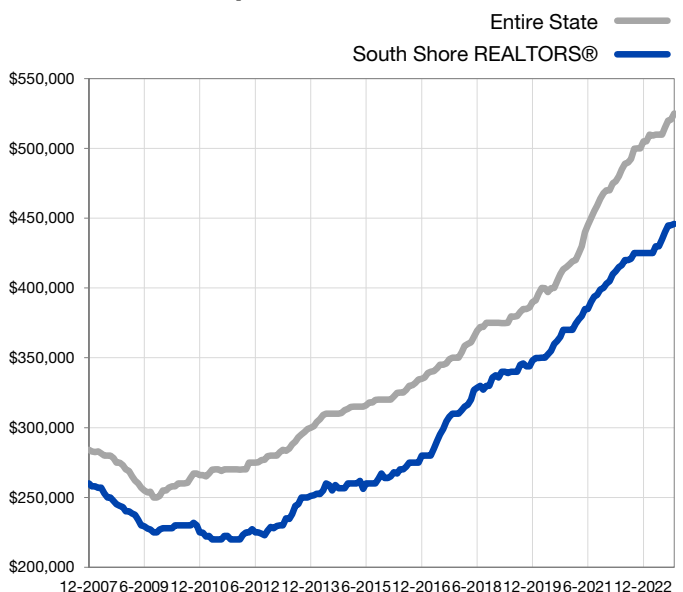
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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