

Local Market Update – November 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

West Region

- 13.5%

+ 5.7%

- 22.2%

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

	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	455	493	+ 8.4%	6,240	5,351	-14.2%
Closed Sales	574	495	-13.8%	6,351	5,145	-19.0%
Median Sales Price*	\$315,000	\$335,000	+ 6.3%	\$315,000	\$330,000	+ 4.8%
Inventory of Homes for Sale	1,150	917	-20.3%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--
Cumulative Days on Market Until Sale	47	44	-6.4%	45	47	+ 4.4%
Percent of Original List Price Received*	98.0%	99.0%	+ 1.0%	101.3%	100.3%	-1.0%
New Listings	436	487	+ 11.7%	7,521	6,449	-14.3%

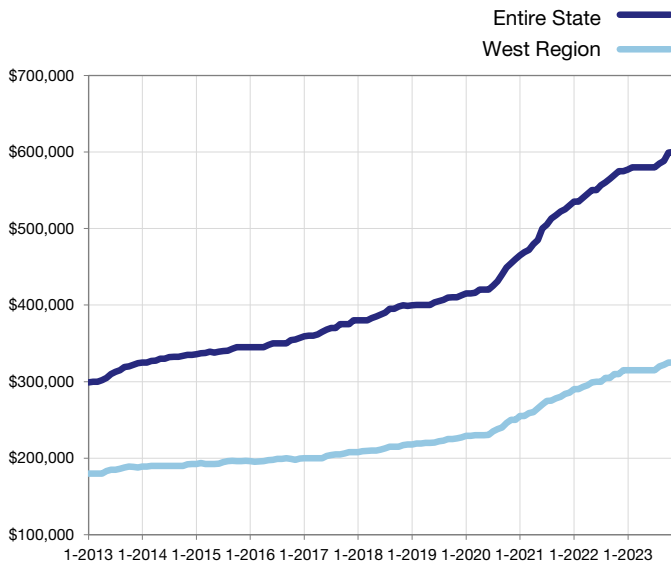
Condominium Properties

	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	76	76	0.0%	945	796	-15.8%
Closed Sales	74	64	-13.5%	976	785	-19.6%
Median Sales Price*	\$262,000	\$279,950	+ 6.9%	\$230,000	\$255,000	+ 10.9%
Inventory of Homes for Sale	177	123	-30.5%	--	--	--
Months Supply of Inventory	2.0	1.7	-15.0%	--	--	--
Cumulative Days on Market Until Sale	41	42	+ 2.4%	41	50	+ 22.0%
Percent of Original List Price Received*	100.1%	101.5%	+ 1.4%	102.3%	101.8%	-0.5%
New Listings	83	73	-12.0%	1,135	883	-22.2%

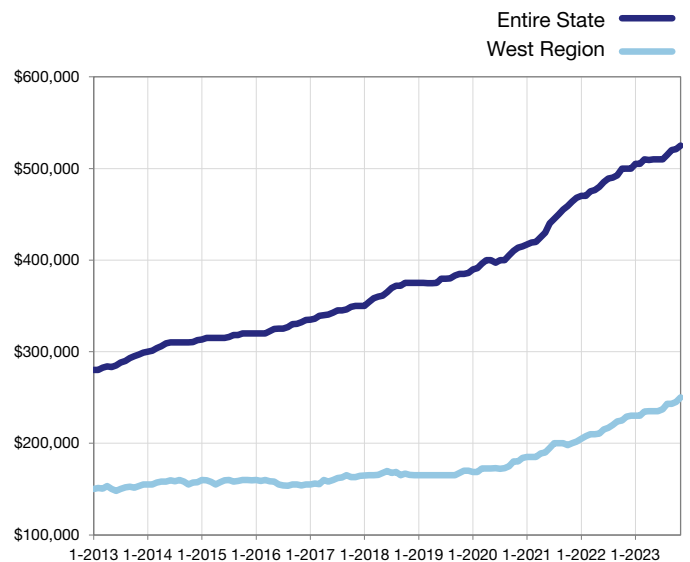
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 5.8%

+ 10.6%

- 35.9%

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

	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	381	362	-5.0%	4,500	3,764	-16.4%
Closed Sales	358	337	-5.9%	4,533	3,661	-19.2%
Median Sales Price*	\$450,000	\$510,000	+ 13.3%	\$460,000	\$480,000	+ 4.3%
Inventory of Homes for Sale	889	545	-38.7%	--	--	--
Months Supply of Inventory	2.1	1.6	-23.8%	--	--	--
Cumulative Days on Market Until Sale	36	37	+ 2.8%	32	38	+ 18.8%
Percent of Original List Price Received*	98.3%	99.8%	+ 1.5%	101.2%	100.1%	-1.1%
New Listings	405	334	-17.5%	5,688	4,488	-21.1%

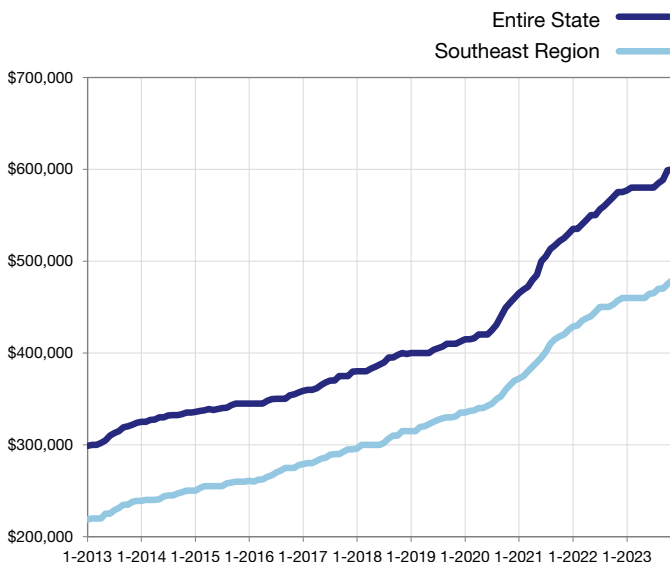
Condominium Properties

	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	74	57	-23.0%	871	732	-16.0%
Closed Sales	75	70	-6.7%	890	715	-19.7%
Median Sales Price*	\$330,000	\$362,500	+ 9.8%	\$324,950	\$350,000	+ 7.7%
Inventory of Homes for Sale	137	108	-21.2%	--	--	--
Months Supply of Inventory	1.7	1.6	-5.9%	--	--	--
Cumulative Days on Market Until Sale	51	33	-35.3%	31	35	+ 12.9%
Percent of Original List Price Received*	99.2%	100.8%	+ 1.6%	102.9%	101.4%	-1.5%
New Listings	60	72	+ 20.0%	1,028	855	-16.8%

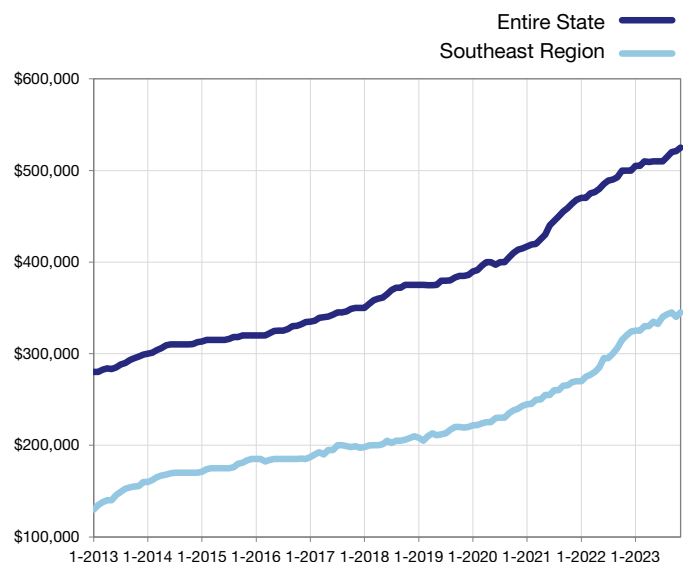
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 12.0%

+ 3.5%

- 25.3%

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

	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	499	503	+ 0.8%	6,672	5,145	-22.9%
Closed Sales	571	503	-11.9%	6,691	4,944	-26.1%
Median Sales Price*	\$637,500	\$661,250	+ 3.7%	\$630,000	\$660,000	+ 4.8%
Inventory of Homes for Sale	819	606	-26.0%	--	--	--
Months Supply of Inventory	1.3	1.3	0.0%	--	--	--
Cumulative Days on Market Until Sale	33	29	-12.1%	25	29	+ 16.0%
Percent of Original List Price Received*	99.9%	101.3%	+ 1.4%	104.0%	102.5%	-1.4%
New Listings	457	475	+ 3.9%	7,999	6,130	-23.4%

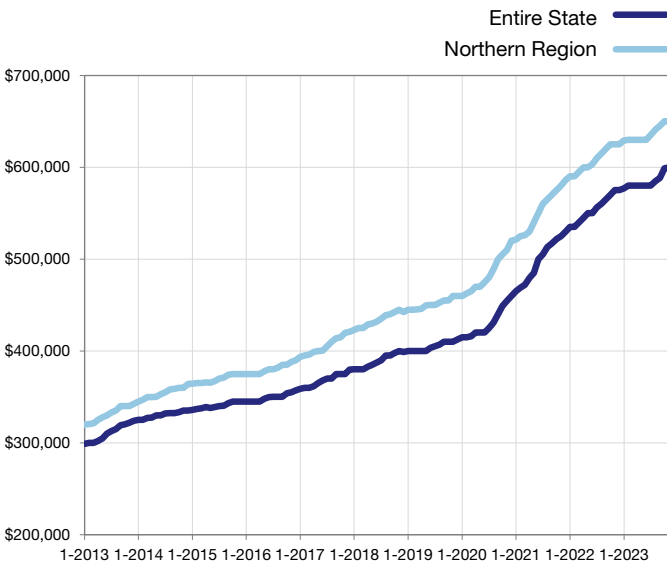
Condominium Properties

	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	202	218	+ 7.9%	2,948	2,562	-13.1%
Closed Sales	259	225	-13.1%	3,056	2,495	-18.4%
Median Sales Price*	\$426,000	\$439,000	+ 3.1%	\$411,000	\$430,000	+ 4.6%
Inventory of Homes for Sale	372	283	-23.9%	--	--	--
Months Supply of Inventory	1.3	1.3	0.0%	--	--	--
Cumulative Days on Market Until Sale	31	25	-19.4%	28	30	+ 7.1%
Percent of Original List Price Received*	100.5%	100.9%	+ 0.4%	103.4%	102.2%	-1.2%
New Listings	226	227	+ 0.4%	3,389	2,943	-13.2%

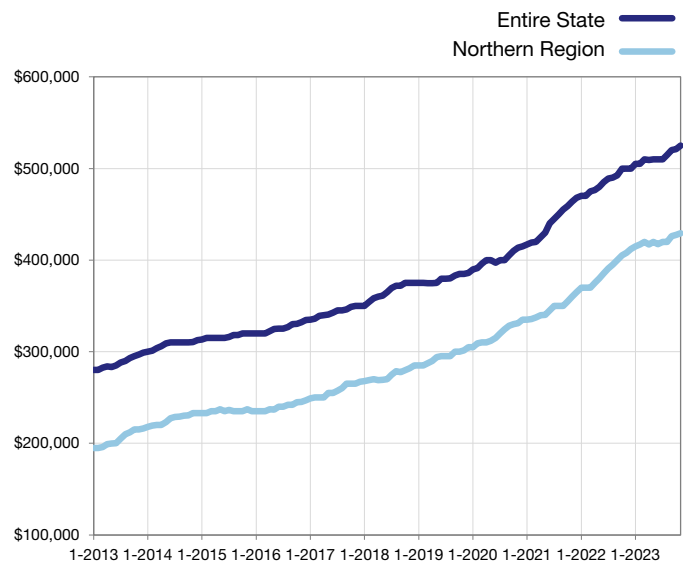
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Single-Family Properties



Condominium Properties



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Central Region

- 6.7%

+ 10.3%

- 29.6%

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

	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	580	562	-3.1%	7,396	6,115	-17.3%
Closed Sales	563	521	-7.5%	7,434	5,877	-20.9%
Median Sales Price*	\$405,000	\$460,000	+ 13.6%	\$435,000	\$460,000	+ 5.7%
Inventory of Homes for Sale	1,090	750	-31.2%	--	--	--
Months Supply of Inventory	1.6	1.4	-12.5%	--	--	--
Cumulative Days on Market Until Sale	34	31	-8.8%	29	32	+ 10.3%
Percent of Original List Price Received*	98.9%	100.8%	+ 1.9%	102.7%	101.6%	-1.1%
New Listings	512	550	+ 7.4%	8,884	7,210	-18.8%

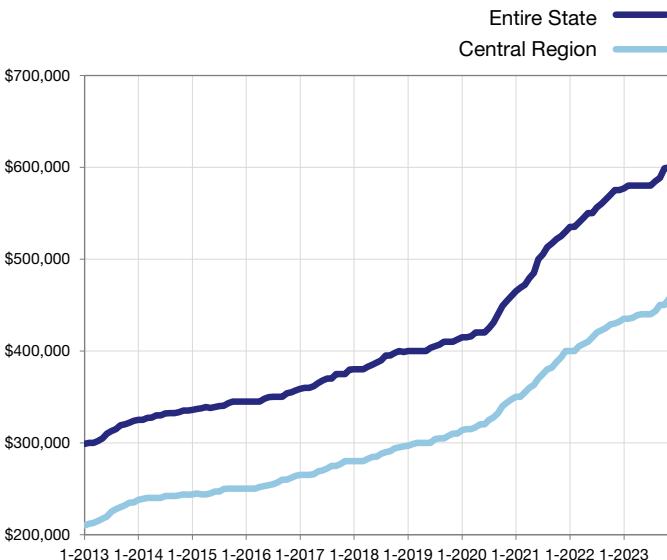
Condominium Properties

	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	118	127	+ 7.6%	1,771	1,620	-8.5%
Closed Sales	143	135	-5.6%	1,801	1,546	-14.2%
Median Sales Price*	\$353,000	\$374,990	+ 6.2%	\$340,000	\$380,000	+ 11.8%
Inventory of Homes for Sale	253	202	-20.2%	--	--	--
Months Supply of Inventory	1.5	1.4	-6.7%	--	--	--
Cumulative Days on Market Until Sale	29	35	+ 20.7%	26	36	+ 38.5%
Percent of Original List Price Received*	100.6%	101.1%	+ 0.5%	103.4%	102.2%	-1.2%
New Listings	134	143	+ 6.7%	2,083	1,912	-8.2%

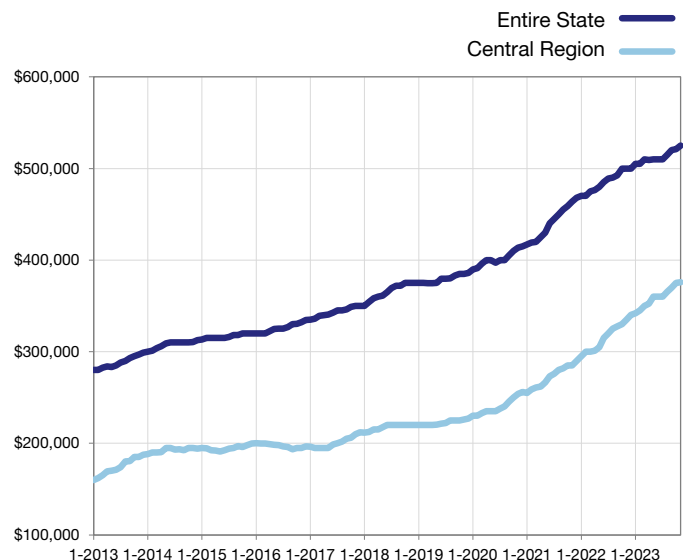
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