

Local Market Update – December 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Central Region

- 17.0%

+ 5.0%

- 31.5%

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

	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	396	430	+ 8.6%	7,792	6,469	-17.0%
Closed Sales	636	538	-15.4%	8,070	6,423	-20.4%
Median Sales Price*	\$415,750	\$430,000	+ 3.4%	\$432,000	\$460,000	+ 6.5%
Inventory of Homes for Sale	799	529	-33.8%	--	--	--
Months Supply of Inventory	1.2	1.0	-16.7%	--	--	--
Cumulative Days on Market Until Sale	37	34	-8.1%	29	33	+ 13.8%
Percent of Original List Price Received*	98.1%	99.4%	+ 1.3%	102.3%	101.5%	-0.8%
New Listings	274	263	-4.0%	9,158	7,467	-18.5%

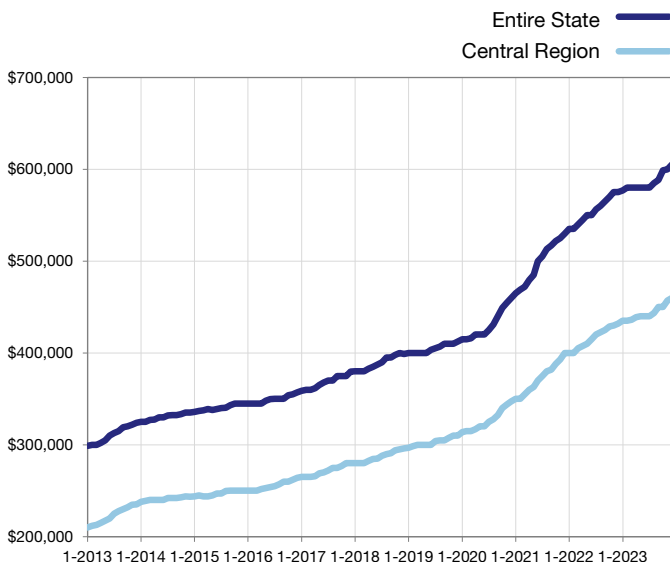
Condominium Properties

	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	106	113	+ 6.6%	1,877	1,715	-8.6%
Closed Sales	151	118	-21.9%	1,952	1,667	-14.6%
Median Sales Price*	\$310,000	\$373,000	+ 20.3%	\$340,000	\$379,900	+ 11.7%
Inventory of Homes for Sale	204	162	-20.6%	--	--	--
Months Supply of Inventory	1.3	1.2	-7.7%	--	--	--
Cumulative Days on Market Until Sale	33	40	+ 21.2%	27	36	+ 33.3%
Percent of Original List Price Received*	99.6%	99.6%	0.0%	103.1%	102.0%	-1.1%
New Listings	92	91	-1.1%	2,175	2,004	-7.9%

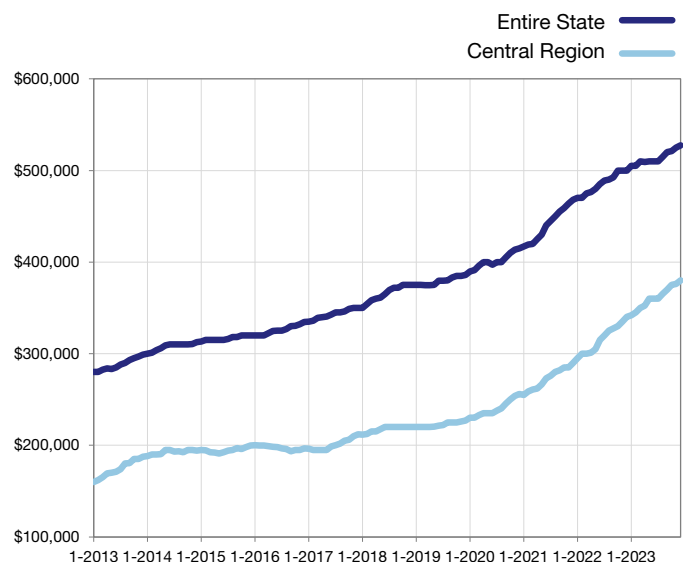
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.

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MASSACHUSETTS
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Northern Region

- 10.8%

+ 10.1%

- 35.3%

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

	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	305	350	+ 14.8%	6,977	5,451	-21.9%
Closed Sales	537	433	-19.4%	7,228	5,391	-25.4%
Median Sales Price*	\$570,000	\$635,000	+ 11.4%	\$625,000	\$660,000	+ 5.6%
Inventory of Homes for Sale	559	363	-35.1%	--	--	--
Months Supply of Inventory	0.9	0.8	-11.1%	--	--	--
Cumulative Days on Market Until Sale	33	30	-9.1%	26	29	+ 11.5%
Percent of Original List Price Received*	98.8%	100.3%	+ 1.5%	103.6%	102.3%	-1.3%
New Listings	201	185	-8.0%	8,200	6,309	-23.1%

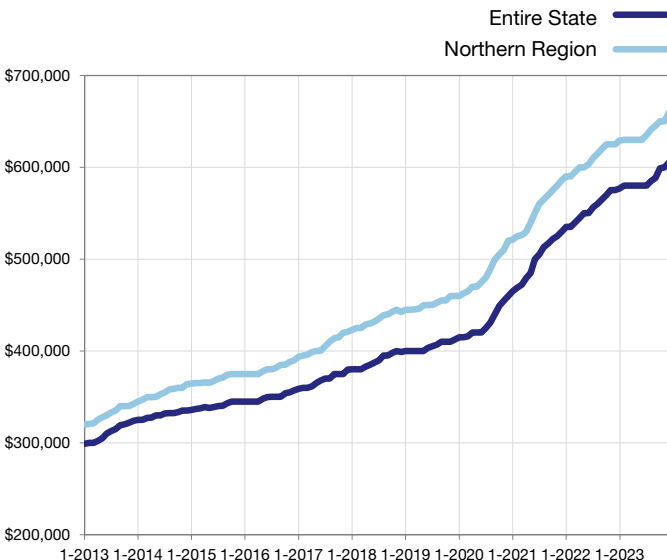
Condominium Properties

	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	151	165	+ 9.3%	3,099	2,706	-12.7%
Closed Sales	203	227	+ 11.8%	3,259	2,728	-16.3%
Median Sales Price*	\$420,000	\$429,900	+ 2.4%	\$412,000	\$430,000	+ 4.4%
Inventory of Homes for Sale	277	170	-38.6%	--	--	--
Months Supply of Inventory	1.0	0.7	-30.0%	--	--	--
Cumulative Days on Market Until Sale	32	32	0.0%	28	30	+ 7.1%
Percent of Original List Price Received*	99.5%	100.9%	+ 1.4%	103.1%	102.1%	-1.0%
New Listings	121	89	-26.4%	3,510	3,032	-13.6%

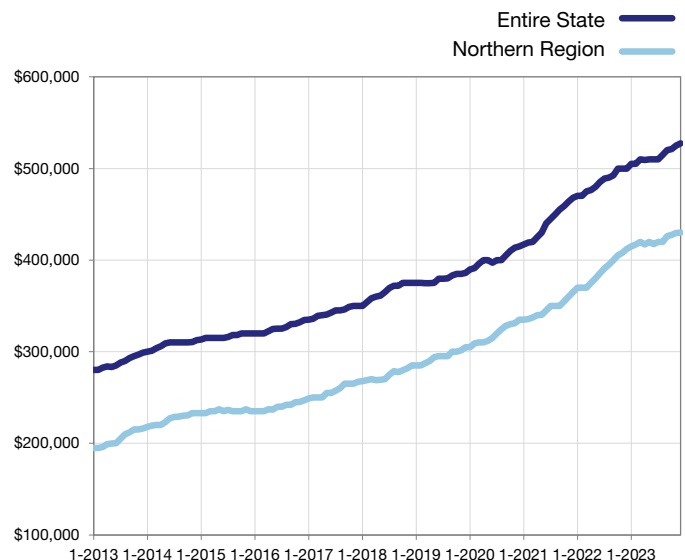
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 27.8%

+ 10.8%

- 33.2%

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

	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	267	246	-7.9%	4,767	3,972	-16.7%
Closed Sales	408	298	-27.0%	4,941	3,965	-19.8%
Median Sales Price*	\$439,500	\$475,000	+ 8.1%	\$460,000	\$480,000	+ 4.3%
Inventory of Homes for Sale	689	450	-34.7%	--	--	--
Months Supply of Inventory	1.7	1.4	-17.6%	--	--	--
Cumulative Days on Market Until Sale	41	37	-9.8%	33	38	+ 15.2%
Percent of Original List Price Received*	96.8%	99.3%	+ 2.6%	100.9%	100.0%	-0.9%
New Listings	204	190	-6.9%	5,893	4,679	-20.6%

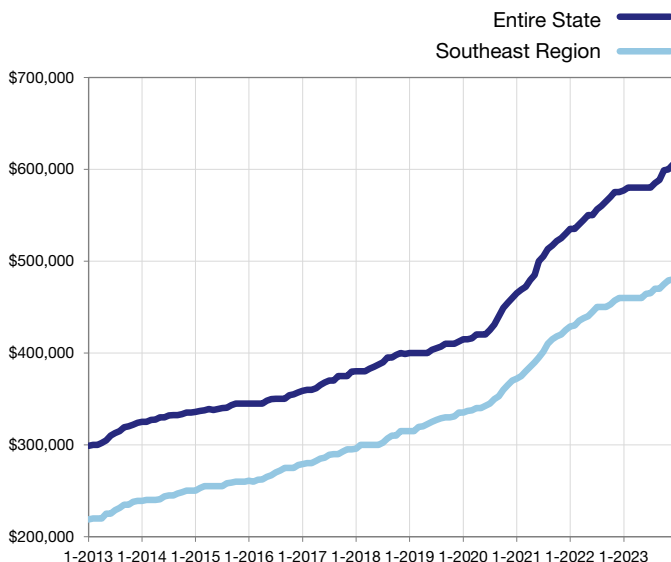
Condominium Properties

	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	42	46	+ 9.5%	913	772	-15.4%
Closed Sales	80	50	-37.5%	970	766	-21.0%
Median Sales Price*	\$307,700	\$357,450	+ 16.2%	\$324,200	\$350,000	+ 8.0%
Inventory of Homes for Sale	127	89	-29.9%	--	--	--
Months Supply of Inventory	1.6	1.4	-12.5%	--	--	--
Cumulative Days on Market Until Sale	44	41	-6.8%	32	36	+ 12.5%
Percent of Original List Price Received*	99.4%	101.2%	+ 1.8%	102.6%	101.4%	-1.2%
New Listings	42	41	-2.4%	1,070	897	-16.2%

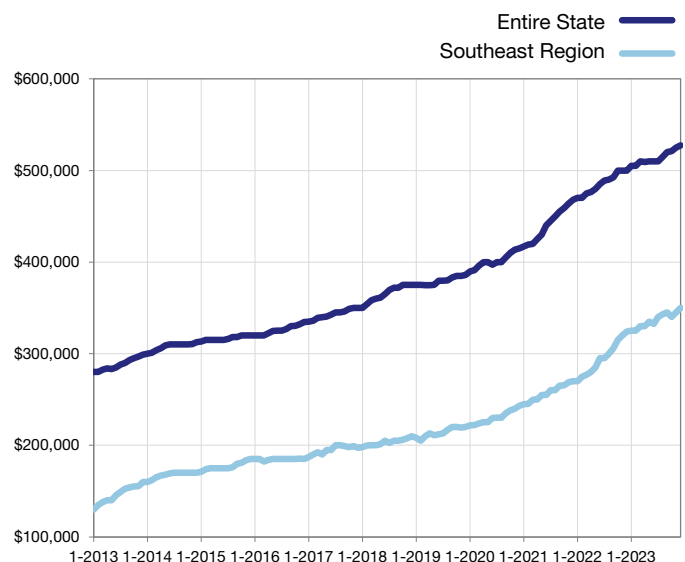
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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West Region

- 14.0%

+ 3.4%

- 23.2%

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

	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	348	436	+ 25.3%	6,588	5,708	-13.4%
Closed Sales	506	438	-13.4%	6,857	5,592	-18.4%
Median Sales Price*	\$311,000	\$315,000	+ 1.3%	\$315,000	\$326,500	+ 3.7%
Inventory of Homes for Sale	902	709	-21.4%	--	--	--
Months Supply of Inventory	1.6	1.5	-6.3%	--	--	--
Cumulative Days on Market Until Sale	55	52	-5.5%	46	48	+ 4.3%
Percent of Original List Price Received*	97.5%	97.2%	-0.3%	101.0%	100.1%	-0.9%
New Listings	280	276	-1.4%	7,802	6,722	-13.8%

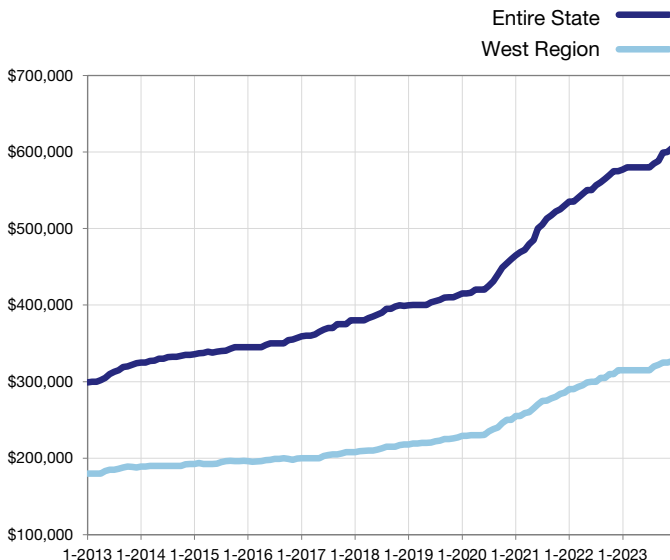
Condominium Properties

	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	56	58	+ 3.6%	1,001	843	-15.8%
Closed Sales	77	62	-19.5%	1,053	848	-19.5%
Median Sales Price*	\$218,000	\$243,000	+ 11.5%	\$230,000	\$253,185	+ 10.1%
Inventory of Homes for Sale	155	105	-32.3%	--	--	--
Months Supply of Inventory	1.8	1.5	-16.7%	--	--	--
Cumulative Days on Market Until Sale	48	42	-12.5%	41	49	+ 19.5%
Percent of Original List Price Received*	100.1%	101.1%	+ 1.0%	102.2%	101.7%	-0.5%
New Listings	54	37	-31.5%	1,189	921	-22.5%

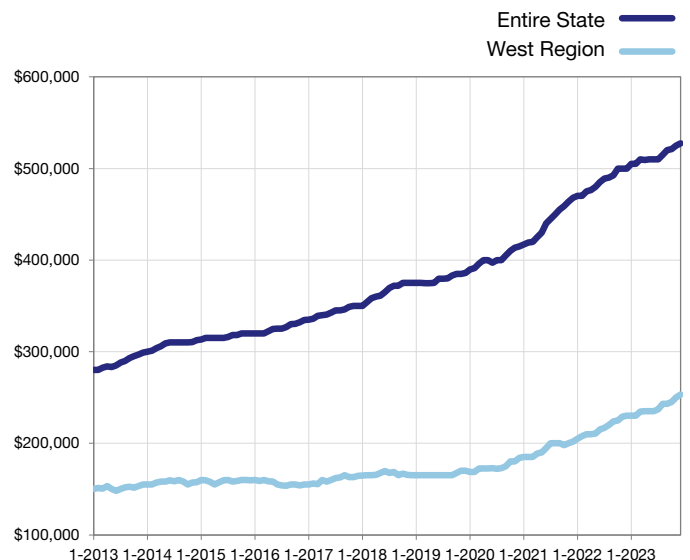
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