

Local Market Update – March 2024

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Central Region

- 2.4%

+ 7.9%

- 25.7%

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

	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	449	562	+ 25.2%	1,202	1,337	+ 11.2%
Closed Sales	407	400	-1.7%	1,139	1,106	-2.9%
Median Sales Price*	\$430,000	\$461,250	+ 7.3%	\$415,000	\$450,000	+ 8.4%
Inventory of Homes for Sale	773	571	-26.1%	--	--	--
Months Supply of Inventory	1.2	1.1	-8.3%	--	--	--
Cumulative Days on Market Until Sale	45	40	-11.1%	46	42	-8.7%
Percent of Original List Price Received*	99.2%	100.0%	+ 0.8%	98.3%	99.2%	+ 0.9%
New Listings	619	593	-4.2%	1,425	1,526	+ 7.1%

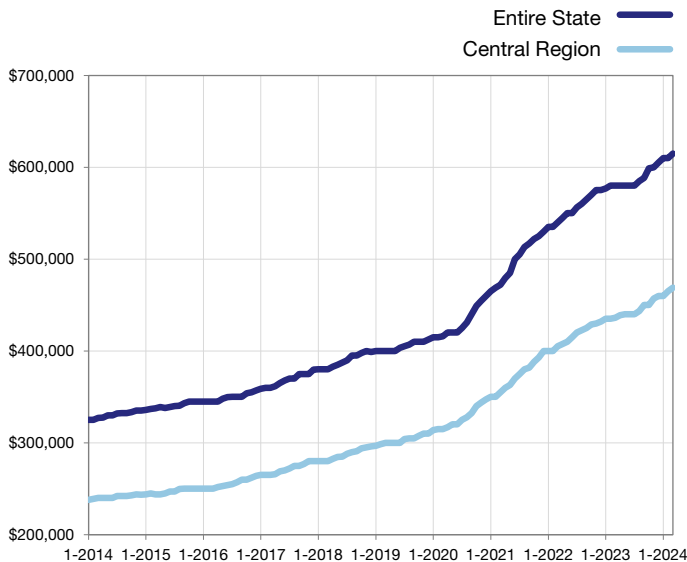
Condominium Properties

	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	136	183	+ 34.6%	360	410	+ 13.9%
Closed Sales	124	125	+ 0.8%	315	306	-2.9%
Median Sales Price*	\$395,950	\$370,000	-6.6%	\$353,000	\$365,000	+ 3.4%
Inventory of Homes for Sale	221	174	-21.3%	--	--	--
Months Supply of Inventory	1.4	1.3	-7.1%	--	--	--
Cumulative Days on Market Until Sale	52	31	-40.4%	44	41	-6.8%
Percent of Original List Price Received*	102.2%	101.8%	-0.4%	101.6%	100.8%	-0.8%
New Listings	195	170	-12.8%	437	453	+ 3.7%

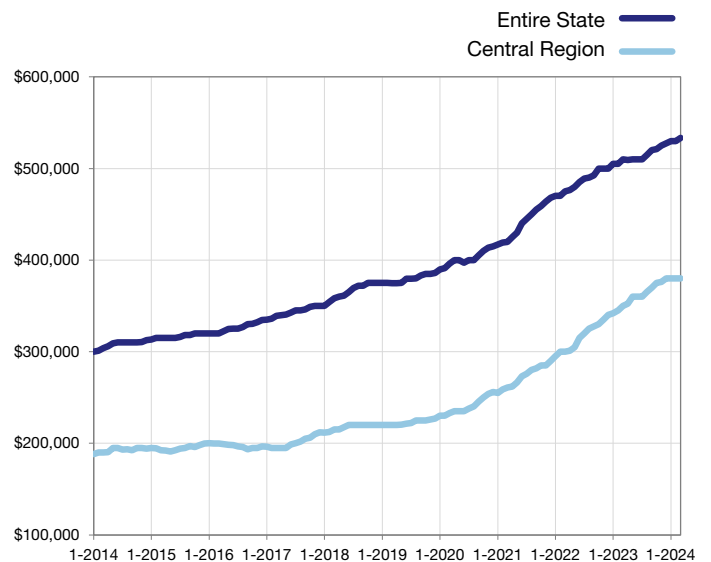
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS
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Northern Region

- 15.1%

+ 7.3%

- 27.4%

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

	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	382	476	+ 24.6%	979	1,066	+ 8.9%
Closed Sales	368	309	-16.0%	926	892	-3.7%
Median Sales Price*	\$615,000	\$700,000	+ 13.8%	\$591,250	\$650,000	+ 9.9%
Inventory of Homes for Sale	599	417	-30.4%	--	--	--
Months Supply of Inventory	1.0	0.9	-10.0%	--	--	--
Cumulative Days on Market Until Sale	45	42	-6.7%	42	40	-4.8%
Percent of Original List Price Received*	99.9%	102.2%	+ 2.3%	99.0%	100.5%	+ 1.5%
New Listings	543	503	-7.4%	1,230	1,202	-2.3%

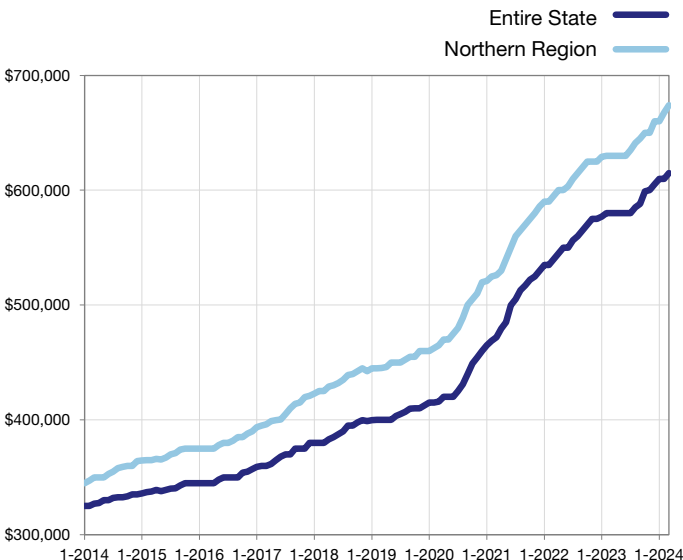
Condominium Properties

	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	206	270	+ 31.1%	586	620	+ 5.8%
Closed Sales	225	187	-16.9%	561	470	-16.2%
Median Sales Price*	\$419,900	\$440,000	+ 4.8%	\$405,000	\$429,950	+ 6.2%
Inventory of Homes for Sale	282	226	-19.9%	--	--	--
Months Supply of Inventory	1.1	1.0	-9.1%	--	--	--
Cumulative Days on Market Until Sale	39	32	-17.9%	41	36	-12.2%
Percent of Original List Price Received*	100.5%	101.6%	+ 1.1%	99.8%	100.3%	+ 0.5%
New Listings	275	274	-0.4%	681	719	+ 5.6%

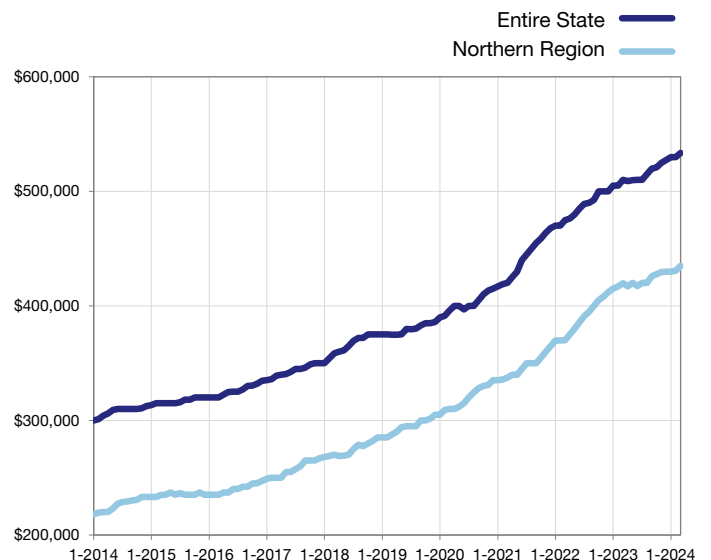
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 4.7%

+ 9.5%

- 32.0%

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

The Southeast Region includes data from the North Bristol and former Tri-County Boards of REALTORS®.

Single-Family Properties

	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	332	367	+ 10.5%	822	895	+ 8.9%
Closed Sales	279	274	-1.8%	791	733	-7.3%
Median Sales Price*	\$445,000	\$487,500	+ 9.6%	\$449,900	\$485,000	+ 7.8%
Inventory of Homes for Sale	672	408	-39.3%	--	--	--
Months Supply of Inventory	1.7	1.2	-29.4%	--	--	--
Cumulative Days on Market Until Sale	52	45	-13.5%	50	46	-8.0%
Percent of Original List Price Received*	98.2%	99.4%	+ 1.2%	97.4%	98.8%	+ 1.4%
New Listings	415	367	-11.6%	1,024	976	-4.7%

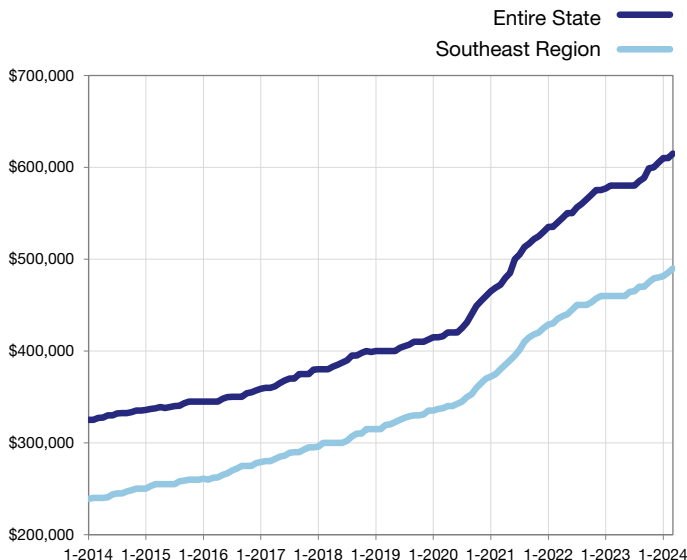
Condominium Properties

	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	60	80	+ 33.3%	181	203	+ 12.2%
Closed Sales	62	58	-6.5%	157	152	-3.2%
Median Sales Price*	\$354,950	\$366,850	+ 3.4%	\$340,000	\$342,500	+ 0.7%
Inventory of Homes for Sale	106	111	+ 4.7%	--	--	--
Months Supply of Inventory	1.4	1.8	+ 28.6%	--	--	--
Cumulative Days on Market Until Sale	43	37	-14.0%	44	39	-11.4%
Percent of Original List Price Received*	100.3%	100.4%	+ 0.1%	99.3%	99.7%	+ 0.4%
New Listings	62	106	+ 71.0%	193	259	+ 34.2%

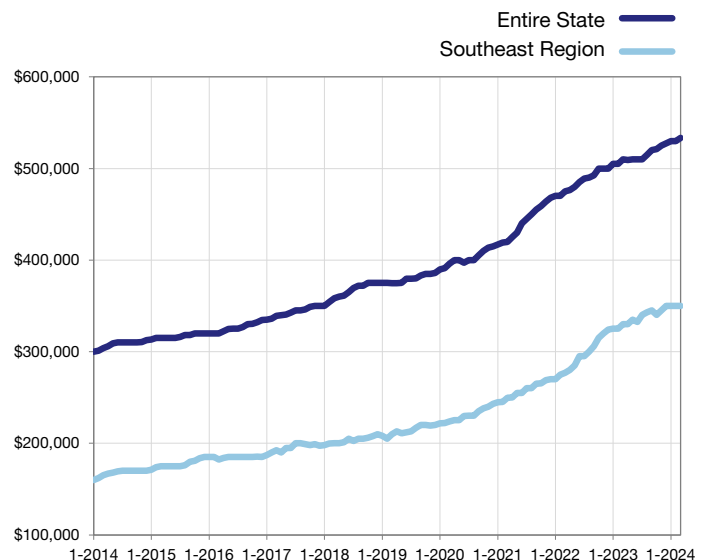
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Single-Family Properties



Condominium Properties



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West Region

- 13.9%

+ 14.3%

- 25.9%

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

	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	407	465	+ 14.3%	1,052	1,146	+ 8.9%
Closed Sales	388	340	-12.4%	1,000	1,033	+ 3.3%
Median Sales Price*	\$285,000	\$331,500	+ 16.3%	\$288,500	\$325,000	+ 12.7%
Inventory of Homes for Sale	835	618	-26.0%	--	--	--
Months Supply of Inventory	1.5	1.3	-13.3%	--	--	--
Cumulative Days on Market Until Sale	63	60	-4.8%	61	59	-3.3%
Percent of Original List Price Received*	97.0%	97.9%	+ 0.9%	96.5%	98.0%	+ 1.6%
New Listings	498	464	-6.8%	1,229	1,213	-1.3%

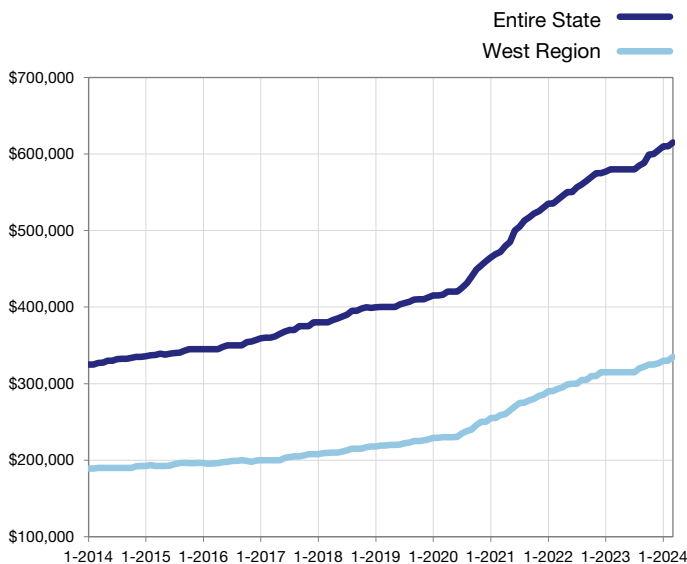
Condominium Properties

	March			Year to Date		
	2023	2024	+ / -	2023	2024	+ / -
Pending Sales	67	72	+ 7.5%	195	184	-5.6%
Closed Sales	70	58	-17.1%	174	159	-8.6%
Median Sales Price*	\$236,500	\$259,000	+ 9.5%	\$232,500	\$260,000	+ 11.8%
Inventory of Homes for Sale	137	105	-23.4%	--	--	--
Months Supply of Inventory	1.7	1.5	-11.8%	--	--	--
Cumulative Days on Market Until Sale	56	51	-8.9%	51	59	+ 15.7%
Percent of Original List Price Received*	101.5%	99.4%	-2.1%	99.9%	98.6%	-1.3%
New Listings	78	68	-12.8%	205	212	+ 3.4%

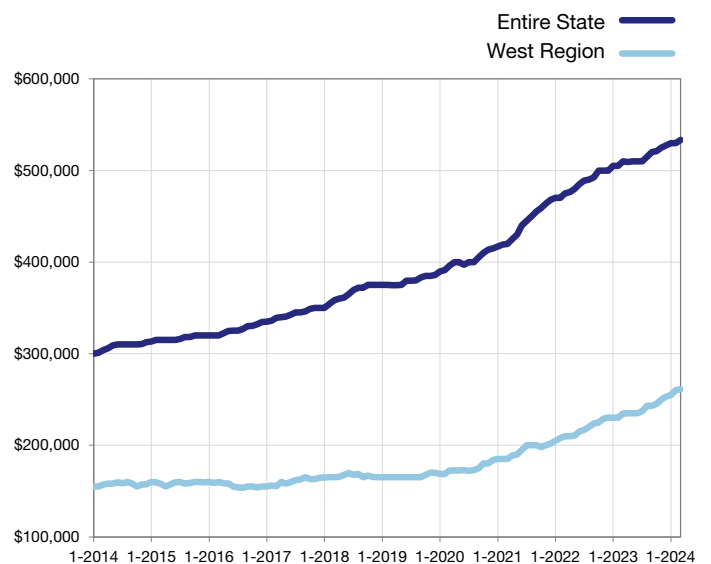
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