

Local Market Update – August 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Central Region

- 1.9%

+ 14.3%

- 31.1%

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

	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	1,013	992	-2.1%	6,565	6,443	-1.9%
Closed Sales	1,007	963	-4.4%	5,703	5,817	+ 2.0%
Median Sales Price*	\$370,000	\$423,000	+ 14.3%	\$336,000	\$395,000	+ 17.6%
Inventory of Homes for Sale	1,214	839	-30.9%	--	--	--
Months Supply of Inventory	1.6	1.1	-31.3%	--	--	--
Cumulative Days on Market Until Sale	43	25	-41.9%	53	29	-45.3%
Percent of Original List Price Received*	100.1%	104.1%	+ 4.0%	98.5%	104.0%	+ 5.6%
New Listings	1,074	1,058	-1.5%	7,367	7,349	-0.2%

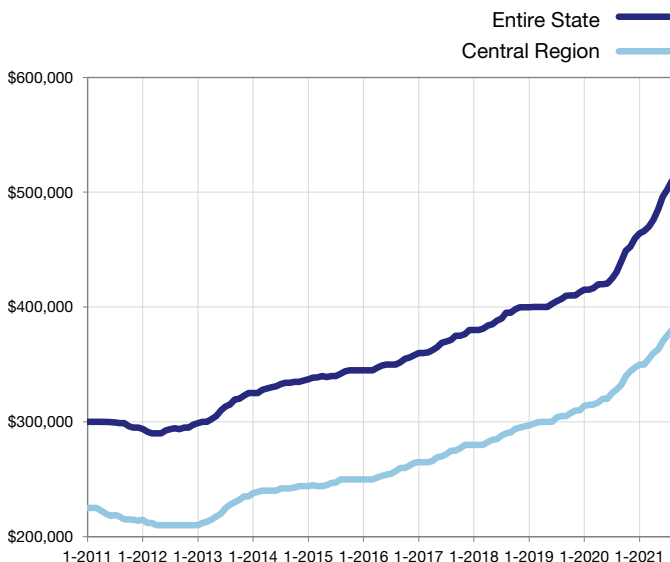
Condominium Properties

	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	219	219	0.0%	1,372	1,572	+ 14.6%
Closed Sales	213	202	-5.2%	1,178	1,366	+ 16.0%
Median Sales Price*	\$265,000	\$300,000	+ 13.2%	\$246,000	\$281,500	+ 14.4%
Inventory of Homes for Sale	268	157	-41.4%	--	--	--
Months Supply of Inventory	1.7	0.9	-47.1%	--	--	--
Cumulative Days on Market Until Sale	48	23	-52.1%	54	29	-46.3%
Percent of Original List Price Received*	99.7%	103.8%	+ 4.1%	98.8%	102.9%	+ 4.1%
New Listings	220	194	-11.8%	1,554	1,685	+ 8.4%

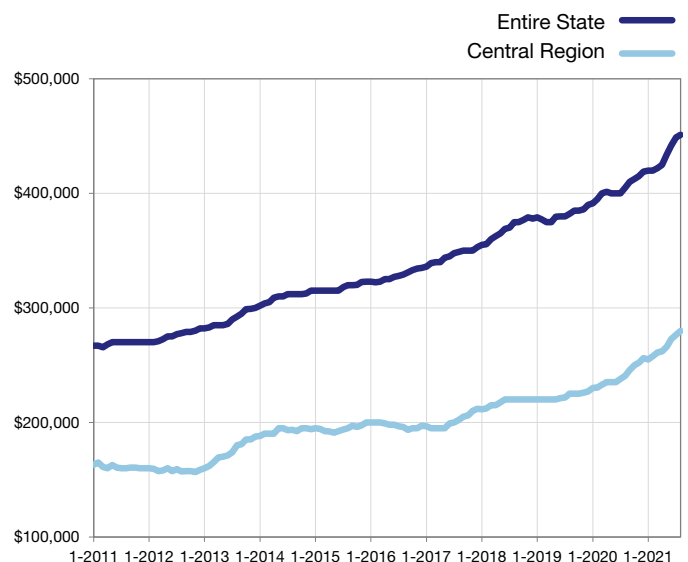
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.

Northern Region

- 4.1%

+ 12.0%

- 31.8%

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

	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	930	918	-1.3%	5,763	5,937	+ 3.0%
Closed Sales	969	915	-5.6%	4,993	5,307	+ 6.3%
Median Sales Price*	\$560,000	\$606,151	+ 8.2%	\$510,000	\$588,900	+ 15.5%
Inventory of Homes for Sale	903	584	-35.3%	--	--	--
Months Supply of Inventory	1.4	0.8	-42.9%	--	--	--
Cumulative Days on Market Until Sale	38	21	-44.7%	43	26	-39.5%
Percent of Original List Price Received*	100.8%	105.7%	+ 4.9%	99.6%	105.4%	+ 5.8%
New Listings	940	917	-2.4%	6,520	6,605	+ 1.3%

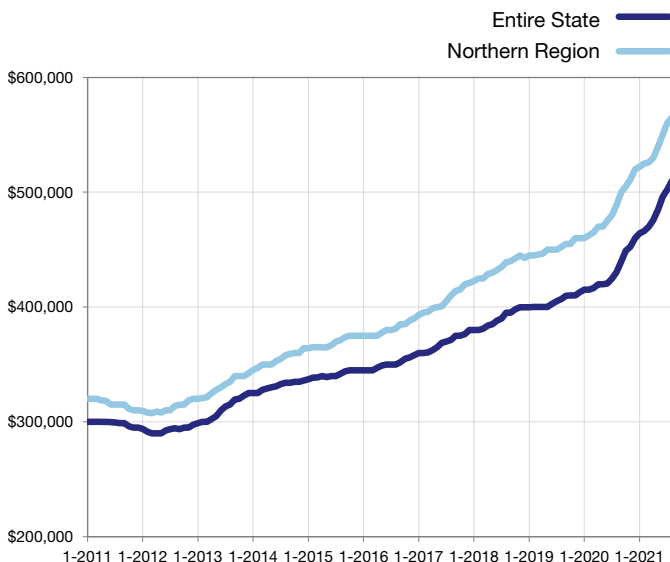
Condominium Properties

	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	403	376	-6.7%	2,550	2,791	+ 9.5%
Closed Sales	412	366	-11.2%	2,214	2,565	+ 15.9%
Median Sales Price*	\$335,925	\$372,000	+ 10.7%	\$329,900	\$359,000	+ 8.8%
Inventory of Homes for Sale	453	310	-31.6%	--	--	--
Months Supply of Inventory	1.5	0.9	-40.0%	--	--	--
Cumulative Days on Market Until Sale	42	28	-33.3%	47	30	-36.2%
Percent of Original List Price Received*	100.1%	102.7%	+ 2.6%	99.5%	102.6%	+ 3.1%
New Listings	428	410	-4.2%	2,947	3,132	+ 6.3%

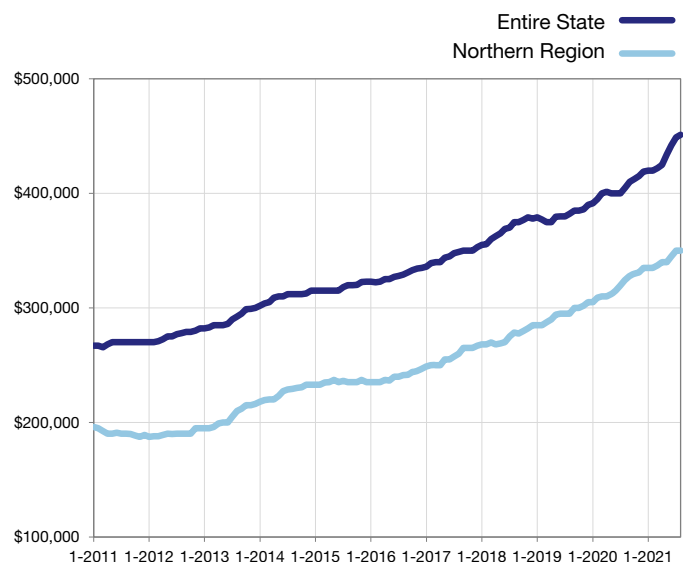
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 0.8%

+ 16.4%

- 29.6%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
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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

	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	671	602	-10.3%	4,259	4,055	-4.8%
Closed Sales	606	547	-9.7%	3,601	3,661	+ 1.7%
Median Sales Price*	\$378,750	\$444,900	+ 17.5%	\$352,950	\$420,000	+ 19.0%
Inventory of Homes for Sale	871	586	-32.7%	--	--	--
Months Supply of Inventory	1.8	1.2	-33.3%	--	--	--
Cumulative Days on Market Until Sale	48	28	-41.7%	60	31	-48.3%
Percent of Original List Price Received*	99.5%	103.3%	+ 3.8%	98.1%	103.0%	+ 5.0%
New Listings	673	661	-1.8%	4,758	4,643	-2.4%

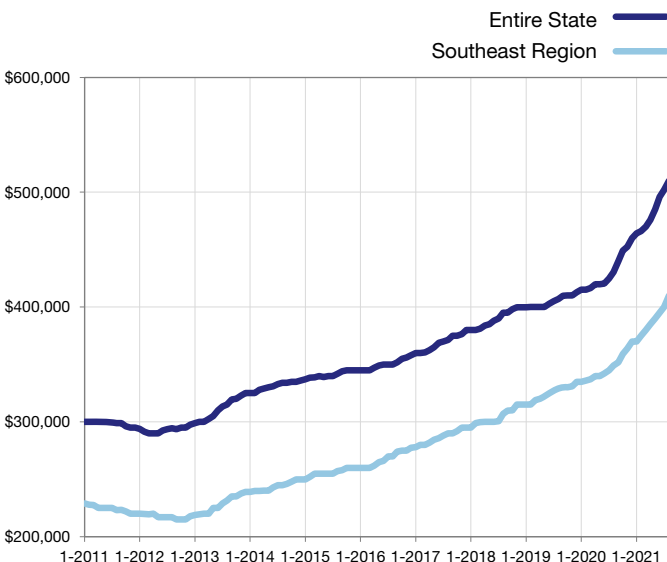
Condominium Properties

	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	122	92	-24.6%	642	712	+ 10.9%
Closed Sales	74	76	+ 2.7%	550	667	+ 21.3%
Median Sales Price*	\$262,950	\$265,000	+ 0.8%	\$239,900	\$265,000	+ 10.5%
Inventory of Homes for Sale	148	100	-32.4%	--	--	--
Months Supply of Inventory	2.0	1.1	-45.0%	--	--	--
Cumulative Days on Market Until Sale	42	31	-26.2%	48	31	-35.4%
Percent of Original List Price Received*	99.2%	103.0%	+ 3.8%	98.1%	101.9%	+ 3.9%
New Listings	126	112	-11.1%	781	814	+ 4.2%

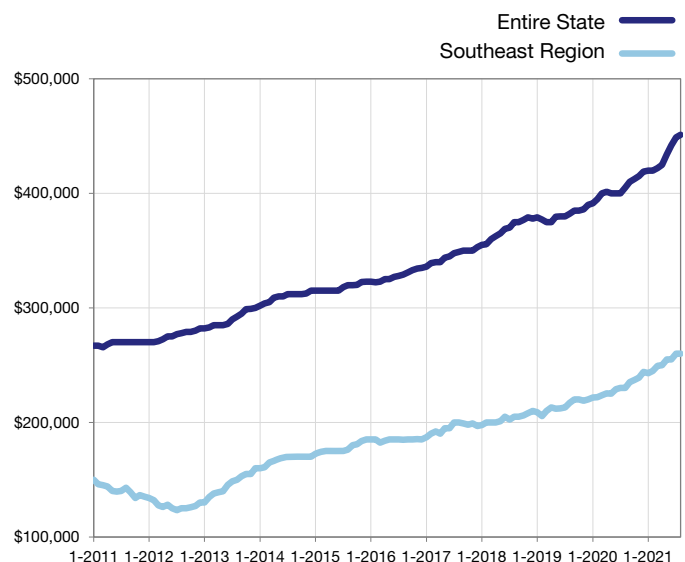
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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West Region

- 3.5%

+ 11.0%

- 30.1%

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Change in
Closed Sales
All Properties

Year-Over-Year
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All Properties

Year-Over-Year
Change in
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Single-Family Properties

	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	851	814	-4.3%	5,445	5,328	-2.1%
Closed Sales	842	734	-12.8%	4,639	4,805	+ 3.6%
Median Sales Price*	\$260,475	\$294,500	+ 13.1%	\$241,000	\$282,000	+ 17.0%
Inventory of Homes for Sale	1,537	1,034	-32.7%	--	--	--
Months Supply of Inventory	2.5	1.5	-40.0%	--	--	--
Cumulative Days on Market Until Sale	56	28	-50.0%	67	39	-41.8%
Percent of Original List Price Received*	98.6%	102.8%	+ 4.3%	96.9%	101.6%	+ 4.9%
New Listings	942	918	-2.5%	6,205	6,125	-1.3%

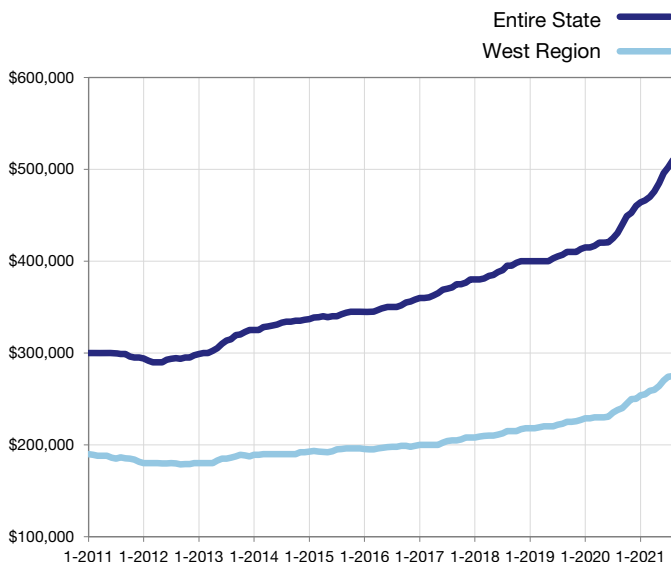
Condominium Properties

	August			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	109	137	+ 25.7%	678	839	+ 23.7%
Closed Sales	111	141	+ 27.0%	585	727	+ 24.3%
Median Sales Price*	\$217,500	\$210,000	-3.4%	\$174,000	\$202,000	+ 16.1%
Inventory of Homes for Sale	254	150	-40.9%	--	--	--
Months Supply of Inventory	3.2	1.6	-50.0%	--	--	--
Cumulative Days on Market Until Sale	90	58	-35.6%	77	51	-33.8%
Percent of Original List Price Received*	97.6%	100.8%	+ 3.3%	96.7%	100.1%	+ 3.5%
New Listings	110	156	+ 41.8%	774	893	+ 15.4%

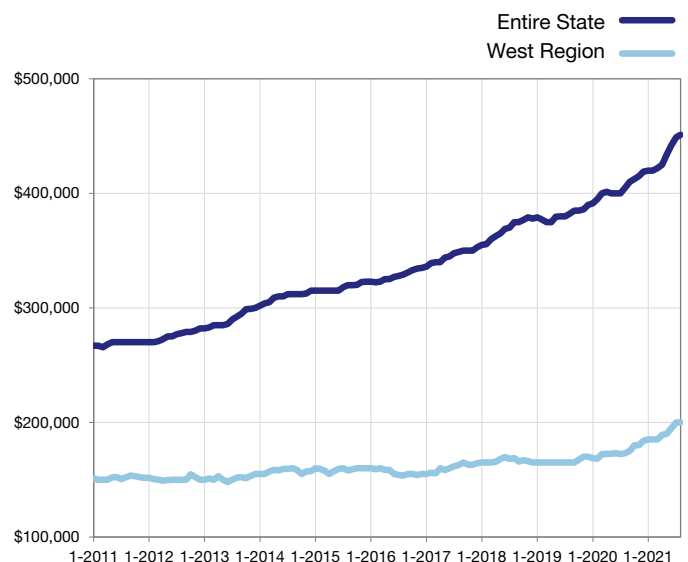
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