**Monthly Indicators**

**December 2021**

The 2021 housing market was one for the history books. After three consecutive months of increases recently, existing home sales are on pace to hit their highest level in 15 years, with an estimated 6 million homes sold in 2021 according to the National Association of REALTORS®. Sales prices reached new heights, inventory hit rock bottom, and homes sold in record time, often for well above asking price. Mortgage rates, which began the year at historic lows, remain attractive, and homeowners who choose to sell in the coming months can expect to see plenty of buyer activity due to pent-up demand during the pandemic.

New Listings were down 15.8 percent for single-family homes and 18.0 percent for condominium properties. Closed Sales decreased 13.3 percent for single-family homes and 7.9 percent for condominium properties.

The Median Sales Price was up 10.5 percent to $525,000 for single-family homes and 8.3 percent to $455,000 for condominium properties. Months Supply of Inventory decreased 45.5 percent for single-family units and 65.0 percent for condominium units.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

**Quick Facts**

<table>
<thead>
<tr>
<th></th>
<th>Single-Family Only</th>
<th>Condominium Only</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Closed Sales</strong></td>
<td>5,155</td>
<td>2,052</td>
</tr>
<tr>
<td>Year-Over-Year Change</td>
<td>- 13.3%</td>
<td>- 7.9%</td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Single-Family Only</td>
<td>$525,000</td>
<td>$455,000</td>
</tr>
<tr>
<td>Year-Over-Year Change</td>
<td>+ 10.5%</td>
<td>+ 8.3%</td>
</tr>
<tr>
<td><strong>Homes for Sale</strong></td>
<td>2,668</td>
<td>1,584</td>
</tr>
<tr>
<td>Year-Over-Year Change</td>
<td>- 49.9%</td>
<td>- 56.2%</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>2,181</td>
<td>1,000</td>
</tr>
<tr>
<td>Year-Over-Year Change</td>
<td>- 15.8%</td>
<td>- 18.0%</td>
</tr>
</tbody>
</table>

Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported. Current as of January 6, 2022.

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Provided by MAR. Report © 2022 ShowingTime.
# Single-Family Market Overview

Key market metrics for the current month and year-to-date figures for **Single-Family Homes Only**.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Closed Sales</strong></td>
<td></td>
<td>5,949</td>
<td>5,155</td>
<td>- 13.3%</td>
<td>58,071</td>
<td>57,111</td>
<td>- 1.7%</td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td></td>
<td>$475,000</td>
<td>$525,000</td>
<td>+ 10.5%</td>
<td>$460,000</td>
<td>$530,000</td>
<td>+ 15.2%</td>
</tr>
<tr>
<td><strong>Affordability Index</strong></td>
<td></td>
<td>93</td>
<td>79</td>
<td>- 15.1%</td>
<td>96</td>
<td>78</td>
<td>- 18.8%</td>
</tr>
<tr>
<td><strong>Homes for Sale</strong></td>
<td></td>
<td>5,329</td>
<td>2,668</td>
<td>- 49.9%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td><strong>Months Supply</strong></td>
<td></td>
<td>1.1</td>
<td>0.6</td>
<td>- 45.5%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td><strong>Final Days on Market</strong></td>
<td></td>
<td>32</td>
<td>25</td>
<td>- 21.9%</td>
<td>41</td>
<td>24</td>
<td>- 41.5%</td>
</tr>
<tr>
<td><strong>Cumulative Days on Market</strong></td>
<td></td>
<td>40</td>
<td>32</td>
<td>- 20.0%</td>
<td>52</td>
<td>31</td>
<td>- 40.4%</td>
</tr>
<tr>
<td><strong>Pct. of Orig. Price Received</strong></td>
<td></td>
<td>100.0%</td>
<td>101.3%</td>
<td>+ 1.3%</td>
<td>99.0%</td>
<td>102.9%</td>
<td>+ 3.9%</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td></td>
<td>2,591</td>
<td>2,181</td>
<td>- 15.8%</td>
<td>66,107</td>
<td>62,880</td>
<td>- 4.9%</td>
</tr>
</tbody>
</table>

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Provided by MAR. Report © 2022 ShowingTime.
### Condominium Market Overview

Key market metrics for the current month and year-to-date figures for **Condominium Properties Only**.

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Historical Sparkbars</th>
<th>12-2020</th>
<th>12-2021</th>
<th>+ / -</th>
<th>YTD 2020</th>
<th>YTD 2021</th>
<th>+ / -</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Closed Sales</strong></td>
<td></td>
<td>2,228</td>
<td>2,052</td>
<td>- 7.9%</td>
<td>21,665</td>
<td>25,642</td>
<td>+ 18.4%</td>
</tr>
<tr>
<td><strong>Median Sales Price</strong></td>
<td></td>
<td>$420,000</td>
<td>$455,000</td>
<td>+ 8.3%</td>
<td>$419,400</td>
<td>$470,000</td>
<td>+ 12.1%</td>
</tr>
<tr>
<td><strong>Affordability Index</strong></td>
<td></td>
<td>106</td>
<td>91</td>
<td>- 14.2%</td>
<td>106</td>
<td>88</td>
<td>- 17.0%</td>
</tr>
<tr>
<td><strong>Homes for Sale</strong></td>
<td></td>
<td>3,619</td>
<td>1,584</td>
<td>- 56.2%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td><strong>Months Supply</strong></td>
<td></td>
<td>2.0</td>
<td>0.7</td>
<td>- 65.0%</td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td><strong>Final Days on Market</strong></td>
<td></td>
<td>38</td>
<td>32</td>
<td>- 15.8%</td>
<td>42</td>
<td>31</td>
<td>- 26.2%</td>
</tr>
<tr>
<td><strong>Cumulative Days on Market</strong></td>
<td></td>
<td>49</td>
<td>40</td>
<td>- 18.4%</td>
<td>52</td>
<td>41</td>
<td>- 21.2%</td>
</tr>
<tr>
<td><strong>Pct. of Orig. Price Received</strong></td>
<td></td>
<td>98.3%</td>
<td>99.8%</td>
<td>+ 1.5%</td>
<td>98.7%</td>
<td>100.6%</td>
<td>+ 1.9%</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td></td>
<td>1,219</td>
<td>1,000</td>
<td>- 18.0%</td>
<td>28,674</td>
<td>29,789</td>
<td>+ 3.9%</td>
</tr>
</tbody>
</table>

---

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Provided by MAR. Report © 2022 ShowingTime.
Closed Sales
A count of the actual sales that closed in a given month.

<table>
<thead>
<tr>
<th>Month</th>
<th>Single-Family</th>
<th>YoY Change</th>
<th>Condominium</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 2021</td>
<td>3,632</td>
<td>+ 9.2%</td>
<td>1,498</td>
<td>+ 12.4%</td>
</tr>
<tr>
<td>February 2021</td>
<td>2,785</td>
<td>+ 9.6%</td>
<td>1,303</td>
<td>+ 8.2%</td>
</tr>
<tr>
<td>March 2021</td>
<td>3,436</td>
<td>- 3.7%</td>
<td>1,970</td>
<td>+ 29.3%</td>
</tr>
<tr>
<td>April 2021</td>
<td>4,008</td>
<td>+ 13.9%</td>
<td>2,180</td>
<td>+ 51.9%</td>
</tr>
<tr>
<td>May 2021</td>
<td>4,595</td>
<td>+ 22.1%</td>
<td>2,388</td>
<td>+ 94.0%</td>
</tr>
<tr>
<td>June 2021</td>
<td>6,331</td>
<td>+ 29.7%</td>
<td>2,825</td>
<td>+ 64.8%</td>
</tr>
<tr>
<td>July 2021</td>
<td>5,848</td>
<td>- 9.7%</td>
<td>2,592</td>
<td>+ 14.3%</td>
</tr>
<tr>
<td>August 2021</td>
<td>5,864</td>
<td>- 8.2%</td>
<td>2,442</td>
<td>+ 4.7%</td>
</tr>
<tr>
<td>September 2021</td>
<td>5,433</td>
<td>- 9.8%</td>
<td>2,347</td>
<td>+ 4.9%</td>
</tr>
<tr>
<td>October 2021</td>
<td>4,887</td>
<td>- 21.7%</td>
<td>1,995</td>
<td>- 10.4%</td>
</tr>
<tr>
<td>November 2021</td>
<td>5,137</td>
<td>- 4.9%</td>
<td>2,050</td>
<td>+ 6.1%</td>
</tr>
<tr>
<td>December 2021</td>
<td>5,155</td>
<td>- 13.3%</td>
<td>2,052</td>
<td>- 7.9%</td>
</tr>
<tr>
<td>Total</td>
<td>57,111</td>
<td>- 1.7%</td>
<td>25,642</td>
<td>+ 18.4%</td>
</tr>
</tbody>
</table>

Historical Closed Sales by Month

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Provided by MAR. Report © 2022 ShowingTime.
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

### December

<table>
<thead>
<tr>
<th>Year</th>
<th>Single-Family</th>
<th>YoY Change</th>
<th>Condominium</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>$410,125</td>
<td>+ 9.4%</td>
<td>$390,000</td>
<td>+ 6.8%</td>
</tr>
<tr>
<td>2020</td>
<td>$475,000</td>
<td>+ 15.8%</td>
<td>$420,000</td>
<td>+ 5.4%</td>
</tr>
<tr>
<td>2021</td>
<td>$525,000</td>
<td>+ 10.5%</td>
<td>$455,000</td>
<td>+ 7.7%</td>
</tr>
</tbody>
</table>

### Year to Date

<table>
<thead>
<tr>
<th>Year</th>
<th>Single-Family</th>
<th>YoY Change</th>
<th>Condominium</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>$413,000</td>
<td>+ 3.3%</td>
<td>$390,000</td>
<td>+ 3.2%</td>
</tr>
<tr>
<td>2020</td>
<td>$460,000</td>
<td>+ 11.4%</td>
<td>$419,400</td>
<td>+ 7.5%</td>
</tr>
<tr>
<td>2021</td>
<td>$530,000</td>
<td>+ 15.2%</td>
<td>$470,000</td>
<td>+ 12.1%</td>
</tr>
</tbody>
</table>

### Historical Median Sales Price by Month

- **Single-Family**
  - January 2021: $465,000 (+ 14.8%)
  - February 2021: $461,000 (+ 16.7%)
  - March 2021: $485,000 (+ 16.9%)
  - April 2021: $525,000 (+ 19.9%)
  - May 2021: $550,000 (+ 25.6%)
  - June 2021: $575,000 (+ 26.4%)
  - July 2021: $560,000 (+ 18.5%)
  - August 2021: $552,750 (+ 12.3%)
  - September 2021: $525,000 (+ 7.1%)
  - October 2021: $520,000 (+ 10.6%)
  - November 2021: $525,000 (+ 9.4%)
  - December 2021: $525,000 (+ 10.5%)

- **Condominium**
  - January 2021: $420,000 (+ 3.7%)
  - February 2021: $429,000 (+ 5.9%)
  - March 2021: $458,860 (+ 6.7%)
  - April 2021: $485,000 (+ 11.5%)
  - May 2021: $505,750 (+ 25.7%)
  - June 2021: $502,910 (+ 25.7%)
  - July 2021: $480,000 (+ 12.9%)
  - August 2021: $482,000 (+ 12.9%)
  - September 2021: $460,000 (+ 9.5%)
  - October 2021: $432,000 (+ 5.4%)
  - November 2021: $461,649 (+ 10.8%)
  - December 2021: $455,000 (+ 8.3%)

- **Median**
  - January 2021: $530,000 (+ 15.2%)
  - October 2021: $460,000 (+ 9.5%)

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Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

### Year to Date

<table>
<thead>
<tr>
<th>Month</th>
<th>Single-Family</th>
<th>YoY Change</th>
<th>Condominium</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 2021</td>
<td>94</td>
<td>- 7.8%</td>
<td>104</td>
<td>+ 2.0%</td>
</tr>
<tr>
<td>February 2021</td>
<td>91</td>
<td>- 14.2%</td>
<td>97</td>
<td>- 5.8%</td>
</tr>
<tr>
<td>March 2021</td>
<td>86</td>
<td>- 11.3%</td>
<td>91</td>
<td>- 3.2%</td>
</tr>
<tr>
<td>April 2021</td>
<td>81</td>
<td>- 15.6%</td>
<td>88</td>
<td>- 9.3%</td>
</tr>
<tr>
<td>May 2021</td>
<td>78</td>
<td>- 18.8%</td>
<td>84</td>
<td>- 19.2%</td>
</tr>
<tr>
<td>June 2021</td>
<td>74</td>
<td>- 21.3%</td>
<td>84</td>
<td>- 21.5%</td>
</tr>
<tr>
<td>July 2021</td>
<td>76</td>
<td>- 17.4%</td>
<td>89</td>
<td>- 12.7%</td>
</tr>
<tr>
<td>August 2021</td>
<td>78</td>
<td>- 12.4%</td>
<td>89</td>
<td>- 12.7%</td>
</tr>
<tr>
<td>September 2021</td>
<td>81</td>
<td>- 9.0%</td>
<td>92</td>
<td>- 11.5%</td>
</tr>
<tr>
<td>October 2021</td>
<td>82</td>
<td>- 12.8%</td>
<td>98</td>
<td>- 8.4%</td>
</tr>
<tr>
<td>November 2021</td>
<td>83</td>
<td>- 9.8%</td>
<td>95</td>
<td>- 10.4%</td>
</tr>
<tr>
<td>December 2021</td>
<td>79</td>
<td>- 15.1%</td>
<td>91</td>
<td>- 14.2%</td>
</tr>
<tr>
<td>Average</td>
<td>82</td>
<td>- 13.8%</td>
<td>92</td>
<td>- 10.5%</td>
</tr>
</tbody>
</table>

### Historical Housing Affordability Index by Month

[Graph showing historical data for Single-Family and Condominium affordability indices from 2003 to 2021.]

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Provided by MAR. Report © 2022 ShowingTime.
### Inventory of Homes for Sale

The number of properties available for sale in an active status at the end of a given month.

#### Historical Inventory of Homes for Sale by Month

<table>
<thead>
<tr>
<th>Month</th>
<th>Single-Family</th>
<th>YoY Change</th>
<th>Condominium</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 2021</td>
<td>4,768</td>
<td>-50.8%</td>
<td>3,413</td>
<td>-7.8%</td>
</tr>
<tr>
<td>February 2021</td>
<td>4,291</td>
<td>-57.3%</td>
<td>3,156</td>
<td>-18.1%</td>
</tr>
<tr>
<td>March 2021</td>
<td>4,265</td>
<td>-59.9%</td>
<td>3,148</td>
<td>-24.0%</td>
</tr>
<tr>
<td>April 2021</td>
<td>5,209</td>
<td>-50.2%</td>
<td>3,511</td>
<td>-17.3%</td>
</tr>
<tr>
<td>May 2021</td>
<td>5,041</td>
<td>-52.3%</td>
<td>3,316</td>
<td>-27.1%</td>
</tr>
<tr>
<td>June 2021</td>
<td>5,974</td>
<td>-38.0%</td>
<td>3,608</td>
<td>-23.6%</td>
</tr>
<tr>
<td>July 2021</td>
<td>6,755</td>
<td>-27.0%</td>
<td>3,797</td>
<td>-21.9%</td>
</tr>
<tr>
<td>August 2021</td>
<td>6,686</td>
<td>-21.6%</td>
<td>3,453</td>
<td>-27.4%</td>
</tr>
<tr>
<td>September 2021</td>
<td>6,984</td>
<td>-19.2%</td>
<td>3,962</td>
<td>-26.0%</td>
</tr>
<tr>
<td>October 2021</td>
<td>6,023</td>
<td>-27.6%</td>
<td>3,490</td>
<td>-36.0%</td>
</tr>
<tr>
<td>November 2021</td>
<td>4,548</td>
<td>-35.6%</td>
<td>2,692</td>
<td>-44.6%</td>
</tr>
<tr>
<td>December 2021</td>
<td>2,668</td>
<td>-49.9%</td>
<td>1,584</td>
<td>-56.2%</td>
</tr>
<tr>
<td><strong>Average</strong></td>
<td>5,268</td>
<td>-41.6%</td>
<td>3,261</td>
<td>-27.7%</td>
</tr>
</tbody>
</table>

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Provided by MAR. Report © 2022 ShowingTime.
Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

### December

#### Historical Months Supply of Inventory by Month

#### Monthly Supply

<table>
<thead>
<tr>
<th>Month</th>
<th>Single-Family</th>
<th>YoY Change</th>
<th>Condominium</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 2021</td>
<td>1.0</td>
<td>-52.4%</td>
<td>1.8</td>
<td>-10.0%</td>
</tr>
<tr>
<td>February 2021</td>
<td>0.9</td>
<td>-57.1%</td>
<td>1.7</td>
<td>-19.0%</td>
</tr>
<tr>
<td>March 2021</td>
<td>0.9</td>
<td>-60.9%</td>
<td>1.6</td>
<td>-30.4%</td>
</tr>
<tr>
<td>April 2021</td>
<td>1.0</td>
<td>-56.5%</td>
<td>1.7</td>
<td>-32.0%</td>
</tr>
<tr>
<td>May 2021</td>
<td>1.0</td>
<td>-58.3%</td>
<td>1.5</td>
<td>-44.4%</td>
</tr>
<tr>
<td>June 2021</td>
<td>1.2</td>
<td>-42.9%</td>
<td>1.6</td>
<td>-42.9%</td>
</tr>
<tr>
<td>July 2021</td>
<td>1.4</td>
<td>-30.0%</td>
<td>1.8</td>
<td>-35.7%</td>
</tr>
<tr>
<td>August 2021</td>
<td>1.4</td>
<td>-22.2%</td>
<td>1.6</td>
<td>-40.7%</td>
</tr>
<tr>
<td>September 2021</td>
<td>1.4</td>
<td>-22.2%</td>
<td>1.8</td>
<td>-40.0%</td>
</tr>
<tr>
<td>October 2021</td>
<td>1.3</td>
<td>-23.5%</td>
<td>1.6</td>
<td>-46.7%</td>
</tr>
<tr>
<td>November 2021</td>
<td>1.0</td>
<td>-28.6%</td>
<td>1.2</td>
<td>-55.6%</td>
</tr>
<tr>
<td>December 2021</td>
<td>0.6</td>
<td>-45.5%</td>
<td>0.7</td>
<td>-65.0%</td>
</tr>
<tr>
<td>Average</td>
<td>1.1</td>
<td>-44.8%</td>
<td>1.6</td>
<td>-38.8%</td>
</tr>
</tbody>
</table>

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Final Days on Market

Average number of days between when a property is last listed and when the final offer is accepted in a given month.

### December

<table>
<thead>
<tr>
<th>Year</th>
<th>Single-Family</th>
<th>Condominium</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>- 1.9%</td>
<td>48</td>
</tr>
<tr>
<td>2020</td>
<td>- 38.5%</td>
<td>38</td>
</tr>
<tr>
<td>2021</td>
<td>- 21.9%</td>
<td>32</td>
</tr>
</tbody>
</table>

### Year to Date

<table>
<thead>
<tr>
<th>Month</th>
<th>Single-Family</th>
<th>Condominium</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>33</td>
<td>42</td>
</tr>
<tr>
<td>February</td>
<td>40</td>
<td>53</td>
</tr>
<tr>
<td>March</td>
<td>35</td>
<td>43</td>
</tr>
<tr>
<td>April</td>
<td>28</td>
<td>36</td>
</tr>
<tr>
<td>May</td>
<td>22</td>
<td>27</td>
</tr>
<tr>
<td>June</td>
<td>16</td>
<td>23</td>
</tr>
<tr>
<td>July</td>
<td>16</td>
<td>23</td>
</tr>
<tr>
<td>August</td>
<td>18</td>
<td>26</td>
</tr>
<tr>
<td>September</td>
<td>20</td>
<td>26</td>
</tr>
<tr>
<td>October</td>
<td>23</td>
<td>28</td>
</tr>
<tr>
<td>November</td>
<td>24</td>
<td>26</td>
</tr>
<tr>
<td>December</td>
<td>25</td>
<td>32</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Single-Family</th>
<th>Condominium</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>- 45.0%</td>
<td>- 20.8%</td>
</tr>
<tr>
<td>2020</td>
<td>- 39.4%</td>
<td>- 14.6%</td>
</tr>
<tr>
<td>2021</td>
<td>- 21.9%</td>
<td>- 2.3%</td>
</tr>
</tbody>
</table>

### Historical Final Days on Market by Month

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### Cumulative Days on Market

*Average number of days between when a property is first listed and when the final offer is accepted before closing in a given month.*

<table>
<thead>
<tr>
<th>Month</th>
<th>Single-Family YoY Change</th>
<th>Condominium YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 2021</td>
<td>-42.5%</td>
<td>-17.2%</td>
</tr>
<tr>
<td>February 2021</td>
<td>-36.7%</td>
<td>-12.5%</td>
</tr>
<tr>
<td>March 2021</td>
<td>-39.2%</td>
<td>-11.5%</td>
</tr>
<tr>
<td>April 2021</td>
<td>-40.0%</td>
<td>-14.5%</td>
</tr>
<tr>
<td>May 2021</td>
<td>-46.3%</td>
<td>-25.0%</td>
</tr>
<tr>
<td>June 2021</td>
<td>-57.4%</td>
<td>-38.5%</td>
</tr>
<tr>
<td>July 2021</td>
<td>-53.8%</td>
<td>-36.0%</td>
</tr>
<tr>
<td>August 2021</td>
<td>-49.0%</td>
<td>-18.4%</td>
</tr>
<tr>
<td>September 2021</td>
<td>-41.3%</td>
<td>-10.6%</td>
</tr>
<tr>
<td>October 2021</td>
<td>-33.3%</td>
<td>-29.4%</td>
</tr>
<tr>
<td>November 2021</td>
<td>-21.1%</td>
<td>-28.3%</td>
</tr>
<tr>
<td>December 2021</td>
<td>-20.0%</td>
<td>-18.4%</td>
</tr>
<tr>
<td>Average</td>
<td>-40.9%</td>
<td>-21.7%</td>
</tr>
</tbody>
</table>

### Historical Cumulative Days on Market by Month

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Provided by MAR. Report © 2022 ShowingTime.
# Percent of Original List Price Received

Percentage found when dividing a property’s sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## December

<table>
<thead>
<tr>
<th>Year</th>
<th>Single-Family</th>
<th>Condominium</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>97.1%</td>
<td>97.0%</td>
</tr>
<tr>
<td>2020</td>
<td>98.3%</td>
<td>99.0%</td>
</tr>
<tr>
<td>2021</td>
<td>101.3%</td>
<td>102.9%</td>
</tr>
</tbody>
</table>

## Year to Date

<table>
<thead>
<tr>
<th>Year</th>
<th>Single-Family</th>
<th>Condominium</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>97.0%</td>
<td>98.2%</td>
</tr>
<tr>
<td>2020</td>
<td>99.0%</td>
<td>98.7%</td>
</tr>
<tr>
<td>2021</td>
<td>100.6%</td>
<td>100.6%</td>
</tr>
</tbody>
</table>

## Historical Percent of Original List Price Received by Month

![Graph showing historical data for single-family and condominium properties](image)

- **January 2021**: Single-Family 99.9% (+4.8%) | Condominium 97.9% (+0.9%)
- **February 2021**: Single-Family 99.8% (+4.1%) | Condominium 97.7% (+0.5%)
- **March 2021**: Single-Family 101.9% (+4.9%) | Condominium 99.6% (+0.6%)
- **April 2021**: Single-Family 103.7% (+5.2%) | Condominium 100.7% (+1.2%)
- **May 2021**: Single-Family 105.0% (+6.8%) | Condominium 101.9% (+3.1%)
- **June 2021**: Single-Family 105.8% (+7.6%) | Condominium 102.3% (+3.6%)
- **July 2021**: Single-Family 105.0% (+6.0%) | Condominium 101.8% (+2.9%)
- **August 2021**: Single-Family 103.8% (+4.2%) | Condominium 100.9% (+1.8%)
- **September 2021**: Single-Family 102.8% (+2.8%) | Condominium 100.8% (+1.7%)
- **October 2021**: Single-Family 101.4% (+1.1%) | Condominium 100.6% (+1.6%)
- **November 2021**: Single-Family 101.3% (+0.7%) | Condominium 100.2% (+1.2%)
- **December 2021**: Single-Family 101.3% (+1.3%) | Condominium 99.8% (+1.5%)

**Average**: Single-Family 102.9% (+4.0%) | Condominium 100.6% (+1.9%)
New Listings

A count of the properties that have been newly listed on the market in a given month.

### December

<table>
<thead>
<tr>
<th>Year</th>
<th>Single-Family</th>
<th>Condominium</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>2,023</td>
<td>- 13.2%</td>
</tr>
<tr>
<td>2020</td>
<td>2,591</td>
<td>+ 28.1%</td>
</tr>
<tr>
<td>2021</td>
<td>2,181</td>
<td>- 15.8%</td>
</tr>
<tr>
<td>2019</td>
<td>859</td>
<td>+ 4.4%</td>
</tr>
<tr>
<td>2020</td>
<td>1,219</td>
<td>+ 41.9%</td>
</tr>
<tr>
<td>2021</td>
<td>1,000</td>
<td>- 18.0%</td>
</tr>
</tbody>
</table>

### Year to Date

<table>
<thead>
<tr>
<th>Year</th>
<th>Single-Family</th>
<th>Condominium</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>71,991</td>
<td>+ 1,219</td>
</tr>
<tr>
<td>2020</td>
<td>66,107</td>
<td>- 1,000</td>
</tr>
<tr>
<td>2021</td>
<td>62,880</td>
<td>+ 2,181</td>
</tr>
</tbody>
</table>

### Historical New Listings by Month

- **Single-Family**: Bar and line graph showing the number of new listings month by month from 2003 to 2021, with peaks and troughs indicating changes over time.
- **Condominium**: Similar graph with a line indicating the number of new condominium listings.

### Yearly Change

<table>
<thead>
<tr>
<th>Month</th>
<th>Single-Family</th>
<th>YoY Change</th>
<th>Condominium</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>3,198</td>
<td>- 17.7%</td>
<td>1,995</td>
<td>+ 3.8%</td>
</tr>
<tr>
<td>February</td>
<td>3,389</td>
<td>- 31.6%</td>
<td>2,010</td>
<td>- 3.6%</td>
</tr>
<tr>
<td>March</td>
<td>5,784</td>
<td>- 4.0%</td>
<td>3,055</td>
<td>+ 32.5%</td>
</tr>
<tr>
<td>April</td>
<td>6,659</td>
<td>+ 68.4%</td>
<td>3,415</td>
<td>#</td>
</tr>
<tr>
<td>May</td>
<td>6,336</td>
<td>- 0.4%</td>
<td>2,852</td>
<td>+ 13.6%</td>
</tr>
<tr>
<td>June</td>
<td>7,710</td>
<td>+ 5.9%</td>
<td>3,300</td>
<td>+ 3.7%</td>
</tr>
<tr>
<td>July</td>
<td>6,274</td>
<td>- 9.3%</td>
<td>2,627</td>
<td>- 13.8%</td>
</tr>
<tr>
<td>August</td>
<td>5,930</td>
<td>- 8.8%</td>
<td>2,325</td>
<td>- 14.0%</td>
</tr>
<tr>
<td>September</td>
<td>6,326</td>
<td>- 10.6%</td>
<td>3,321</td>
<td>- 4.4%</td>
</tr>
<tr>
<td>October</td>
<td>5,234</td>
<td>- 19.6%</td>
<td>2,240</td>
<td>- 24.8%</td>
</tr>
<tr>
<td>November</td>
<td>3,859</td>
<td>- 4.6%</td>
<td>1,649</td>
<td>- 5.1%</td>
</tr>
<tr>
<td>December</td>
<td>2,181</td>
<td>- 15.8%</td>
<td>1,000</td>
<td>- 18.0%</td>
</tr>
<tr>
<td>Total</td>
<td>62,880</td>
<td>- 4.9%</td>
<td>29,789</td>
<td>+ 3.9%</td>
</tr>
</tbody>
</table>

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### Glossary of Terms

<table>
<thead>
<tr>
<th>Term</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Sales</td>
<td>A measure of home sales that were closed to completion during the report period.</td>
</tr>
<tr>
<td>Median Sales Price</td>
<td>A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.</td>
</tr>
<tr>
<td>Housing Affordability Index</td>
<td>A measure of how affordable a region’s housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average income by county.</td>
</tr>
<tr>
<td>Inventory of Homes for Sale</td>
<td>A measure of the number of homes available for sale at a given time. Once a listing goes pending, sold or is taken off the market, it is no longer considered “active.” The availability of homes for sale has a big effect on supply-demand dynamics and home prices.</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>The inventory of homes for sale (at the end of a given month) divided by the average monthly pending sales from the last 12 months.</td>
</tr>
<tr>
<td>Final Days on Market Until Sale</td>
<td>A measure of how many calendar days pass between when a listing becomes active (not pending) for the last time to the last time it goes pending directly before it is sold. A pending sale is defined as something classified as Pending, Active with a Flag, Contingent or Under Agreement.</td>
</tr>
<tr>
<td>Cumulative Days on Market Until Sale</td>
<td>A measure of the average number of calendar days that pass from when a listing is first listed to when a property goes into the last pending status before it is sold.</td>
</tr>
<tr>
<td>Percent of Original List Price Received</td>
<td>This is calculated as Total Sold Dollars (all sold prices added together) divided by Total Original Price (all original list prices added together).</td>
</tr>
<tr>
<td>New Listings</td>
<td>A measure of how much new supply is coming onto the market from sellers. It is calculated by counting all listings with a list date in the reporting period.</td>
</tr>
</tbody>
</table>