

# Local Market Update – March 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



**MASSACHUSETTS**  
ASSOCIATION OF REALTORS®

## Central Region

**- 11.1%**

**+ 13.9%**

**- 38.9%**

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		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	802	727	-9.4%	1,779	1,647	-7.4%
Closed Sales	533	482	-9.6%	1,584	1,452	-8.3%
Median Sales Price*	\$374,900	<b>\$410,000</b>	+ 9.4%	\$359,000	<b>\$400,000</b>	+ 11.4%
Inventory of Homes for Sale	673	409	-39.2%	--	--	--
Months Supply of Inventory	0.9	0.5	-44.4%	--	--	--
Cumulative Days on Market Until Sale	38	35	-7.9%	40	35	-12.5%
Percent of Original List Price Received*	102.8%	103.5%	+ 0.7%	101.3%	101.9%	+ 0.6%
New Listings	902	806	-10.6%	1,889	1,721	-8.9%

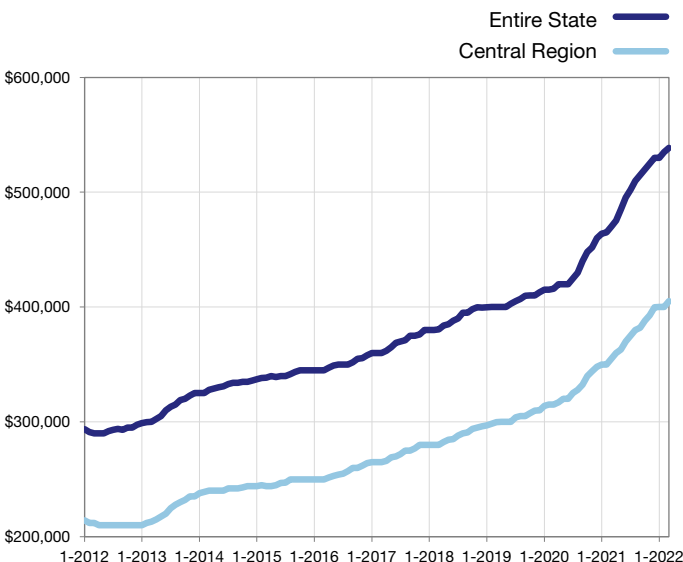
### Condominium Properties

	March			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	199	217	+ 9.0%	492	456	-7.3%
Closed Sales	148	142	-4.1%	391	346	-11.5%
Median Sales Price*	\$282,500	<b>\$315,000</b>	+ 11.5%	\$250,000	<b>\$312,000</b>	+ 24.8%
Inventory of Homes for Sale	182	109	-40.1%	--	--	--
Months Supply of Inventory	1.1	0.6	-45.5%	--	--	--
Cumulative Days on Market Until Sale	31	32	+ 3.2%	40	34	-15.0%
Percent of Original List Price Received*	101.4%	104.7%	+ 3.3%	100.3%	102.9%	+ 2.6%
New Listings	232	225	-3.0%	508	491	-3.3%

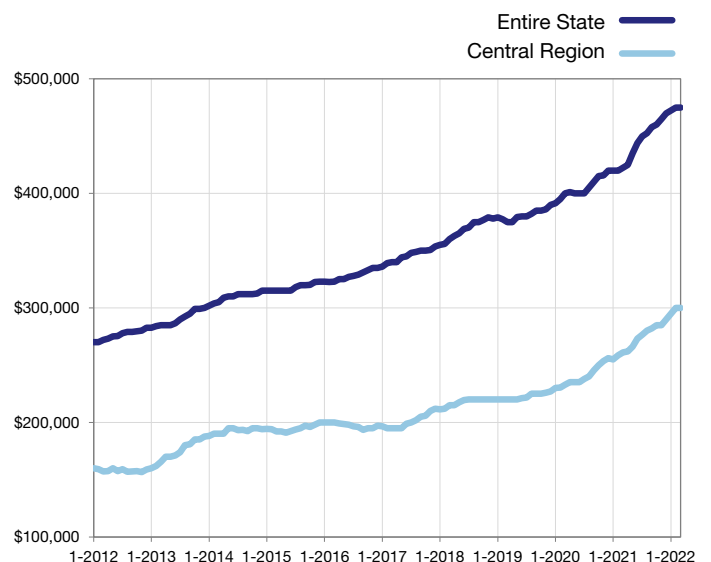
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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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## Northern Region

**- 9.4%**

**+ 14.6%**

**- 34.8%**

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

	March			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	797	664	-16.7%	1,661	1,435	-13.6%
Closed Sales	437	408	-6.6%	1,300	1,207	-7.2%
Median Sales Price*	\$535,000	<b>\$593,500</b>	+ 10.9%	\$530,500	<b>\$575,000</b>	+ 8.4%
Inventory of Homes for Sale	438	352	-19.6%	--	--	--
Months Supply of Inventory	0.6	0.5	-16.7%	--	--	--
Cumulative Days on Market Until Sale	36	26	-27.8%	36	29	-19.4%
Percent of Original List Price Received*	104.3%	106.6%	+ 2.2%	102.6%	104.0%	+ 1.4%
New Listings	852	809	-5.0%	1,782	1,632	-8.4%

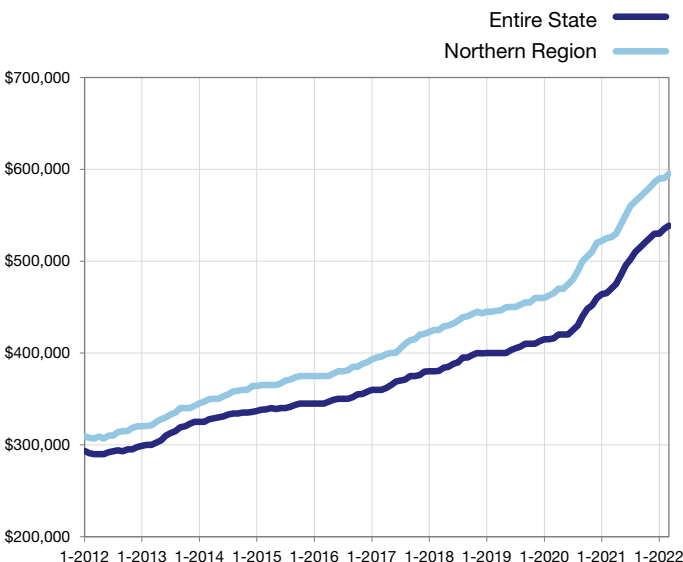
### Condominium Properties

	March			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	379	329	-13.2%	902	771	-14.5%
Closed Sales	274	239	-12.8%	752	650	-13.6%
Median Sales Price*	\$358,750	<b>\$390,000</b>	+ 8.7%	\$340,000	<b>\$368,000</b>	+ 8.2%
Inventory of Homes for Sale	302	162	-46.4%	--	--	--
Months Supply of Inventory	0.9	0.5	-44.4%	--	--	--
Cumulative Days on Market Until Sale	34	33	-2.9%	39	34	-12.8%
Percent of Original List Price Received*	102.3%	104.1%	+ 1.8%	100.4%	103.0%	+ 2.6%
New Listings	419	376	-10.3%	997	826	-17.2%

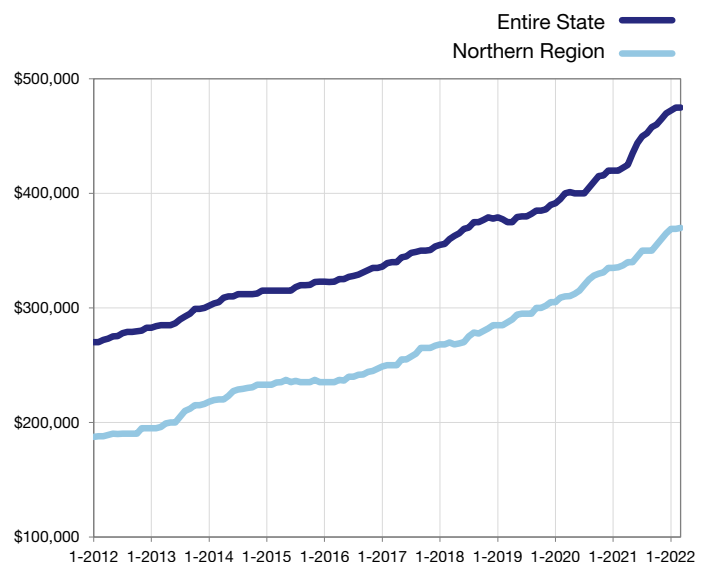
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – March 2022

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## Southeast Region

**- 13.4%**

**+ 14.1%**

**- 36.4%**

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

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

### Single-Family Properties

	March			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	472	441	-6.6%	1,170	1,057	-9.7%
Closed Sales	364	317	-12.9%	1,071	946	-11.7%
Median Sales Price*	\$400,000	<b>\$450,000</b>	+ 12.5%	\$390,000	<b>\$435,000</b>	+ 11.5%
Inventory of Homes for Sale	488	316	-35.2%	--	--	--
Months Supply of Inventory	1.0	0.7	-30.0%	--	--	--
Cumulative Days on Market Until Sale	35	37	+ 5.7%	37	37	0.0%
Percent of Original List Price Received*	101.9%	102.6%	+ 0.7%	101.3%	101.2%	-0.1%
New Listings	538	497	-7.6%	1,258	1,160	-7.8%

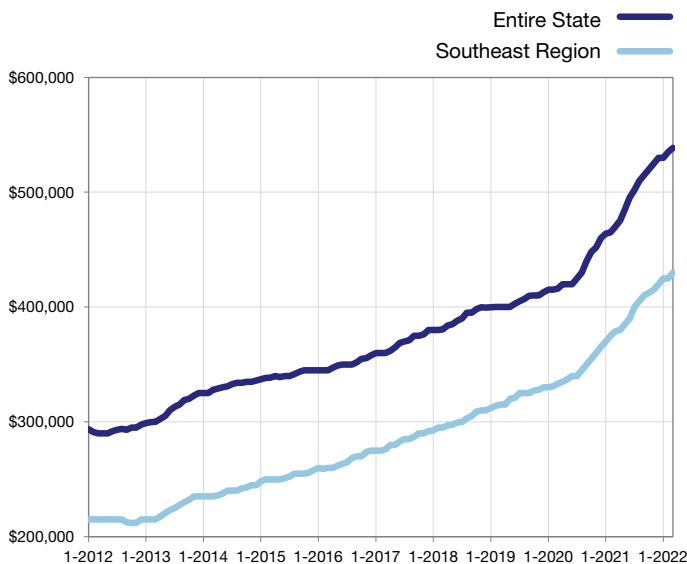
### Condominium Properties

	March			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	74	88	+ 18.9%	198	233	+ 17.7%
Closed Sales	81	78	-3.7%	213	196	-8.0%
Median Sales Price*	\$275,000	<b>\$315,500</b>	+ 14.7%	\$265,000	<b>\$310,000</b>	+ 17.0%
Inventory of Homes for Sale	104	62	-40.4%	--	--	--
Months Supply of Inventory	1.3	0.8	-38.5%	--	--	--
Cumulative Days on Market Until Sale	30	29	-3.3%	37	33	-10.8%
Percent of Original List Price Received*	100.8%	102.0%	+ 1.2%	99.6%	101.6%	+ 2.0%
New Listings	98	96	-2.0%	233	237	+ 1.7%

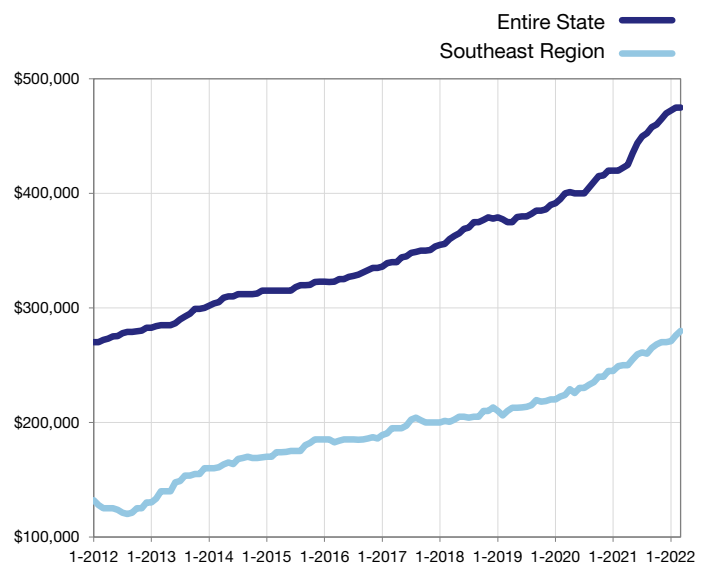
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### Single-Family Properties



### Condominium Properties



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## West Region

**- 12.9%**

**+ 10.7%**

**- 37.2%**

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

	March			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	620	600	-3.2%	1,609	1,474	-8.4%
Closed Sales	525	438	-16.6%	1,474	1,326	-10.0%
Median Sales Price*	\$262,000	\$300,000	+ 14.5%	\$260,000	\$289,000	+ 11.2%
Inventory of Homes for Sale	767	512	-33.2%	--	--	--
Months Supply of Inventory	1.1	0.8	-27.3%	--	--	--
Cumulative Days on Market Until Sale	63	50	-20.6%	65	54	-16.9%
Percent of Original List Price Received*	99.3%	100.8%	+ 1.5%	98.4%	99.8%	+ 1.4%
New Listings	685	655	-4.4%	1,580	1,524	-3.5%

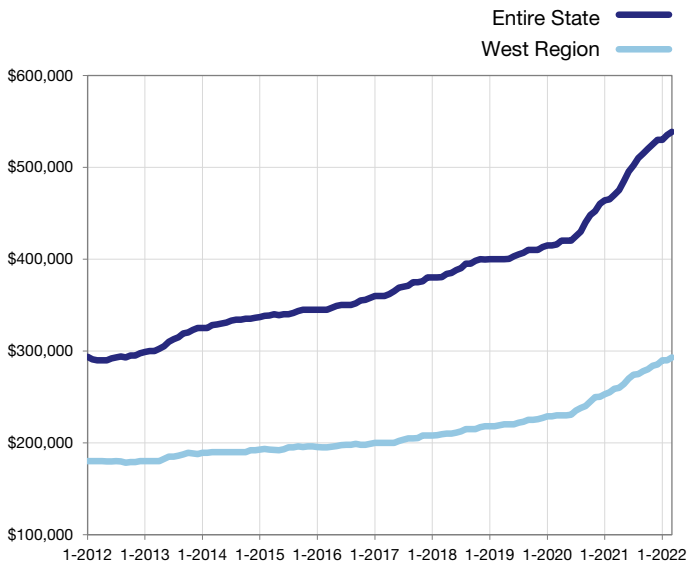
### Condominium Properties

	March			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	111	110	-0.9%	273	259	-5.1%
Closed Sales	72	83	+ 15.3%	209	237	+ 13.4%
Median Sales Price*	\$187,000	\$205,000	+ 9.6%	\$180,000	\$215,000	+ 19.4%
Inventory of Homes for Sale	140	93	-33.6%	--	--	--
Months Supply of Inventory	1.6	0.9	-43.8%	--	--	--
Cumulative Days on Market Until Sale	63	45	-28.6%	64	47	-26.6%
Percent of Original List Price Received*	98.7%	102.6%	+ 4.0%	97.8%	101.0%	+ 3.3%
New Listings	101	133	+ 31.7%	258	290	+ 12.4%

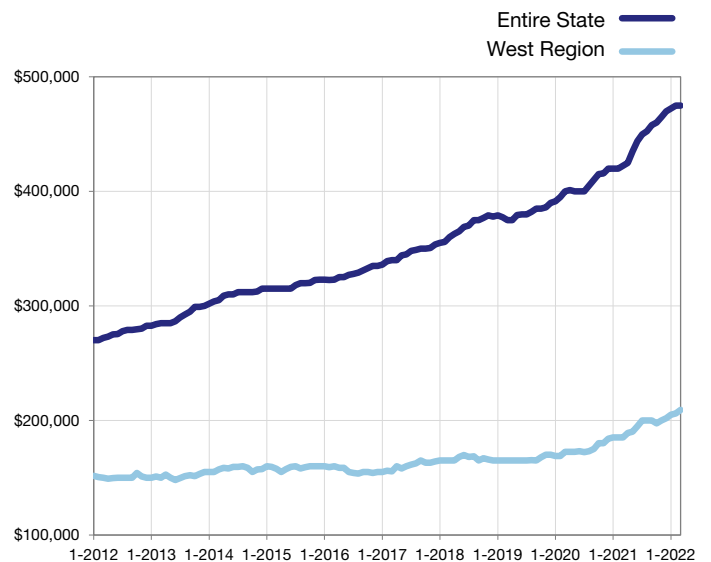
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