

# Local Market Update – July 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



**MASSACHUSETTS**  
ASSOCIATION OF REALTORS®

## Central Region

**- 19.7%**

**+ 12.5%**

**- 20.2%**

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

	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	799	<b>834</b>	+ 4.4%	5,392	<b>5,007</b>	-7.1%
Closed Sales	940	<b>776</b>	-17.4%	4,862	<b>4,368</b>	-10.2%
Median Sales Price*	\$415,000	<b>\$475,000</b>	+ 14.5%	\$390,000	<b>\$435,000</b>	+ 11.5%
Inventory of Homes for Sale	1,097	<b>922</b>	-16.0%	--	--	--
Months Supply of Inventory	1.4	<b>1.3</b>	-7.1%	--	--	--
Cumulative Days on Market Until Sale	24	<b>25</b>	+ 4.2%	30	<b>28</b>	-6.7%
Percent of Original List Price Received*	105.0%	<b>103.9%</b>	-1.0%	104.0%	<b>104.4%</b>	+ 0.4%
New Listings	1,044	<b>973</b>	-6.8%	6,288	<b>5,959</b>	-5.2%

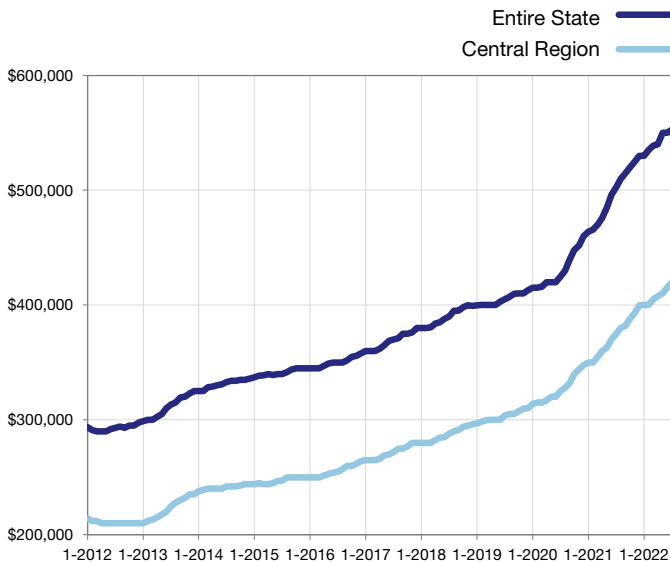
### Condominium Properties

	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	170	<b>188</b>	+ 10.6%	1,336	<b>1,225</b>	-8.3%
Closed Sales	229	<b>181</b>	-21.0%	1,170	<b>1,085</b>	-7.3%
Median Sales Price*	\$285,000	<b>\$352,235</b>	+ 23.6%	\$280,000	<b>\$335,000</b>	+ 19.6%
Inventory of Homes for Sale	259	<b>178</b>	-31.3%	--	--	--
Months Supply of Inventory	1.4	<b>1.0</b>	-28.6%	--	--	--
Cumulative Days on Market Until Sale	25	<b>22</b>	-12.0%	30	<b>26</b>	-13.3%
Percent of Original List Price Received*	104.1%	<b>104.4%</b>	+ 0.3%	102.7%	<b>104.5%</b>	+ 1.8%
New Listings	226	<b>191</b>	-15.5%	1,488	<b>1,395</b>	-6.3%

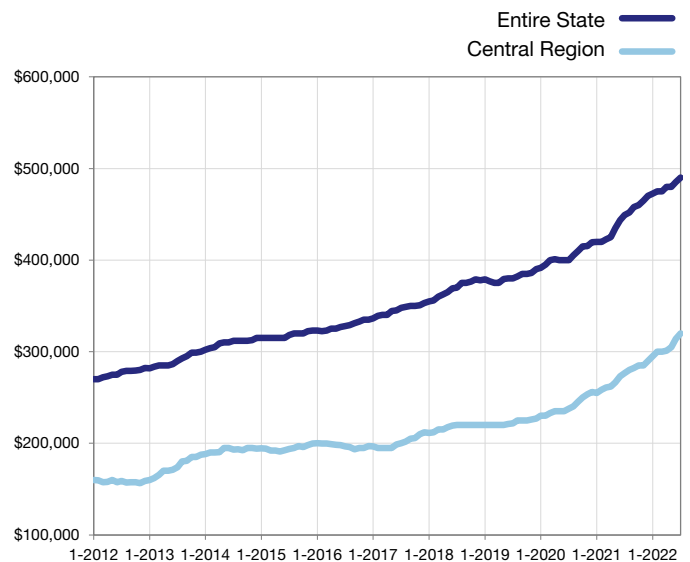
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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

**- 24.5%**

**+ 10.9%**

**- 21.4%**

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

	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	727	<b>695</b>	-4.4%	4,970	<b>4,484</b>	-9.8%
Closed Sales	864	<b>684</b>	-20.8%	4,399	<b>3,937</b>	-10.5%
Median Sales Price*	\$605,000	<b>\$660,000</b>	+ 9.1%	\$585,000	<b>\$625,000</b>	+ 6.8%
Inventory of Homes for Sale	790	<b>724</b>	-8.4%	--	--	--
Months Supply of Inventory	1.1	<b>1.1</b>	0.0%	--	--	--
Cumulative Days on Market Until Sale	21	<b>19</b>	-9.5%	27	<b>23</b>	-14.8%
Percent of Original List Price Received*	106.2%	<b>104.5%</b>	-1.6%	105.4%	<b>106.1%</b>	+ 0.7%
New Listings	950	<b>790</b>	-16.8%	5,683	<b>5,369</b>	-5.5%

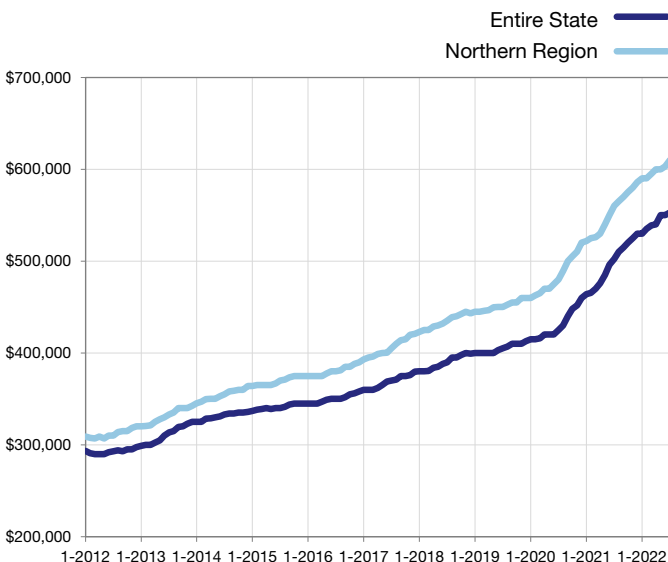
### Condominium Properties

	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	336	<b>289</b>	-14.0%	2,387	<b>2,027</b>	-15.1%
Closed Sales	387	<b>254</b>	-34.4%	2,201	<b>1,909</b>	-13.3%
Median Sales Price*	\$361,000	<b>\$430,500</b>	+ 19.3%	\$355,000	<b>\$410,000</b>	+ 15.5%
Inventory of Homes for Sale	416	<b>259</b>	-37.7%	--	--	--
Months Supply of Inventory	1.2	<b>0.8</b>	-33.3%	--	--	--
Cumulative Days on Market Until Sale	25	<b>21</b>	-16.0%	31	<b>27</b>	-12.9%
Percent of Original List Price Received*	103.9%	<b>104.3%</b>	+ 0.4%	102.6%	<b>104.4%</b>	+ 1.8%
New Listings	421	<b>338</b>	-19.7%	2,724	<b>2,288</b>	-16.0%

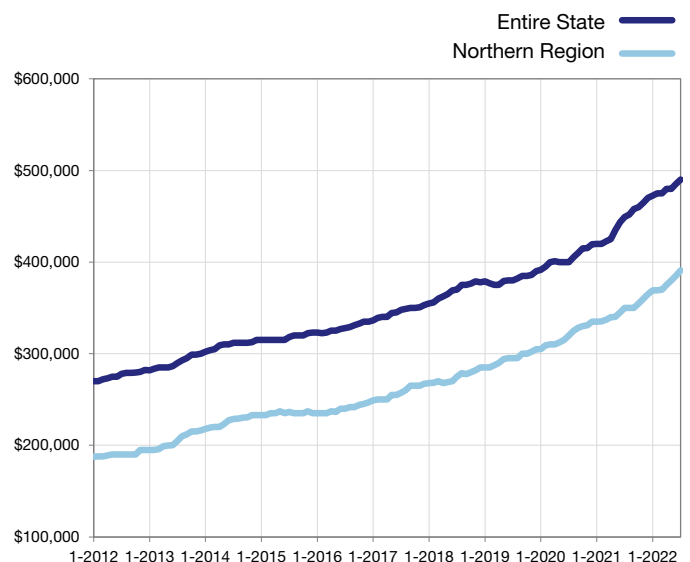
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Southeast Region

**- 24.2%**      **+ 10.7%**      **- 17.8%**

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

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

### Single-Family Properties

	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	496	<b>482</b>	-2.8%	3,197	<b>2,892</b>	-9.5%
Closed Sales	542	<b>444</b>	-18.1%	2,952	<b>2,586</b>	-12.4%
Median Sales Price*	\$435,000	<b>\$472,500</b>	+ 8.6%	\$410,000	<b>\$452,676</b>	+ 10.4%
Inventory of Homes for Sale	718	<b>607</b>	-15.5%	--	--	--
Months Supply of Inventory	1.5	<b>1.4</b>	-6.7%	--	--	--
Cumulative Days on Market Until Sale	22	<b>25</b>	+ 13.6%	32	<b>31</b>	-3.1%
Percent of Original List Price Received*	104.4%	<b>101.7%</b>	-2.6%	102.9%	<b>102.3%</b>	-0.6%
New Listings	672	<b>545</b>	-18.9%	3,758	<b>3,565</b>	-5.1%

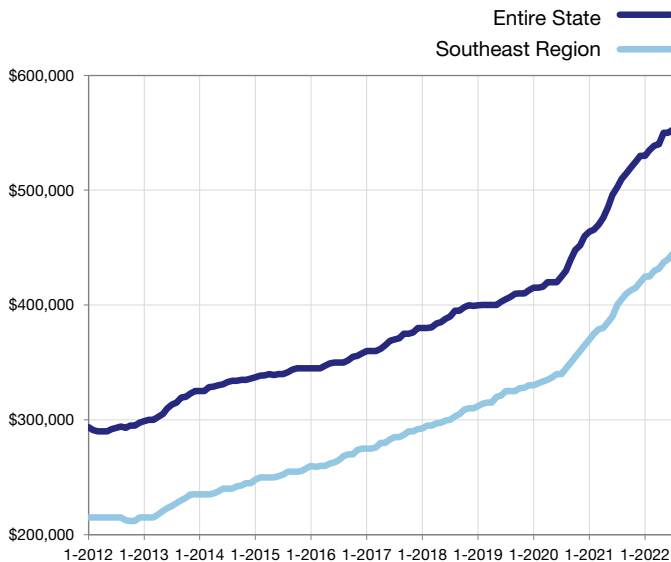
### Condominium Properties

	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	64	<b>70</b>	+ 9.4%	558	<b>549</b>	-1.6%
Closed Sales	94	<b>66</b>	-29.8%	553	<b>509</b>	-8.0%
Median Sales Price*	\$292,500	<b>\$323,875</b>	+ 10.7%	\$268,000	<b>\$320,000</b>	+ 19.4%
Inventory of Homes for Sale	127	<b>107</b>	-15.7%	--	--	--
Months Supply of Inventory	1.5	<b>1.4</b>	-6.7%	--	--	--
Cumulative Days on Market Until Sale	23	<b>24</b>	+ 4.3%	32	<b>30</b>	-6.3%
Percent of Original List Price Received*	102.7%	<b>103.2%</b>	+ 0.5%	101.6%	<b>103.4%</b>	+ 1.8%
New Listings	105	<b>104</b>	-1.0%	658	<b>628</b>	-4.6%

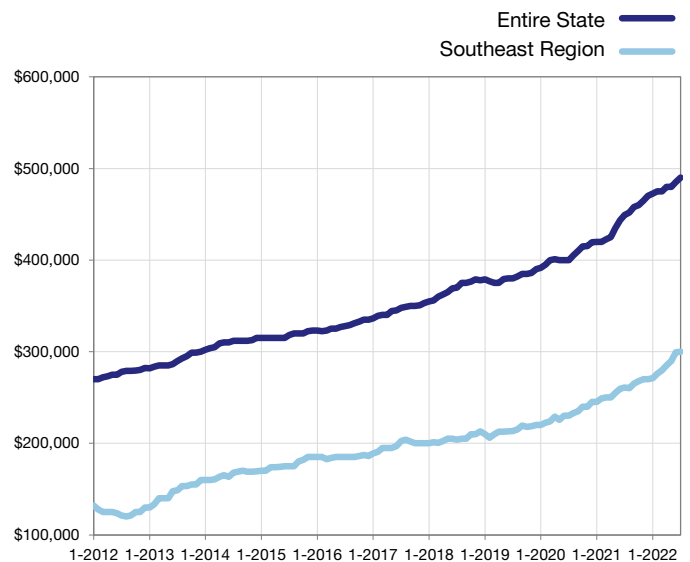
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## West Region

**- 23.0%**

**+ 11.2%**

**- 22.6%**

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

	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	687	685	-0.3%	4,466	4,055	-9.2%
Closed Sales	738	594	-19.5%	4,072	3,703	-9.1%
Median Sales Price*	\$305,000	<b>\$330,000</b>	+ 8.2%	\$280,000	<b>\$310,000</b>	+ 10.7%
Inventory of Homes for Sale	1,220	<b>1,004</b>	-17.7%	--	--	--
Months Supply of Inventory	1.8	<b>1.6</b>	-11.1%	--	--	--
Cumulative Days on Market Until Sale	37	<b>37</b>	0.0%	53	<b>45</b>	-15.1%
Percent of Original List Price Received*	103.7%	<b>103.7%</b>	0.0%	101.4%	<b>102.4%</b>	+ 1.0%
New Listings	910	<b>827</b>	-9.1%	5,220	<b>4,894</b>	-6.2%

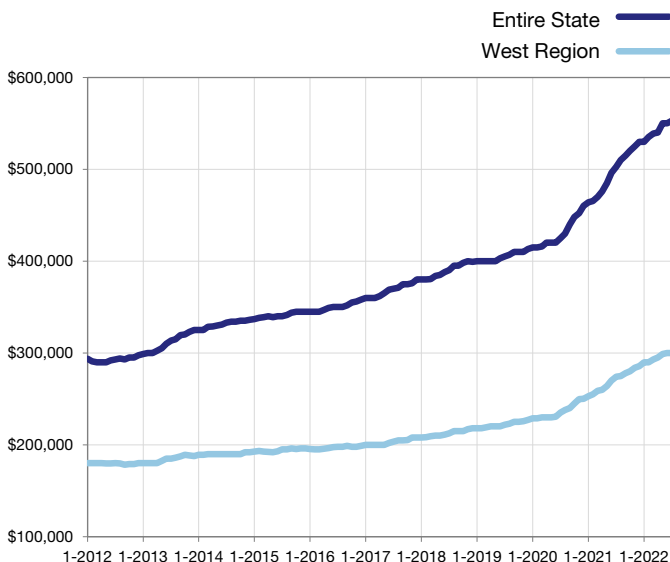
### Condominium Properties

	July			Year to Date		
	2021	2022	+ / -	2021	2022	+ / -
Pending Sales	108	102	-5.6%	692	643	-7.1%
Closed Sales	110	66	-40.0%	586	602	+ 2.7%
Median Sales Price*	\$212,500	<b>\$230,550</b>	+ 8.5%	\$200,000	<b>\$227,000</b>	+ 13.5%
Inventory of Homes for Sale	151	141	-6.6%	--	--	--
Months Supply of Inventory	1.7	1.4	-17.6%	--	--	--
Cumulative Days on Market Until Sale	48	50	+ 4.2%	58	41	-29.3%
Percent of Original List Price Received*	101.1%	<b>104.4%</b>	+ 3.3%	99.9%	<b>102.8%</b>	+ 2.9%
New Listings	125	114	-8.8%	734	746	+ 1.6%

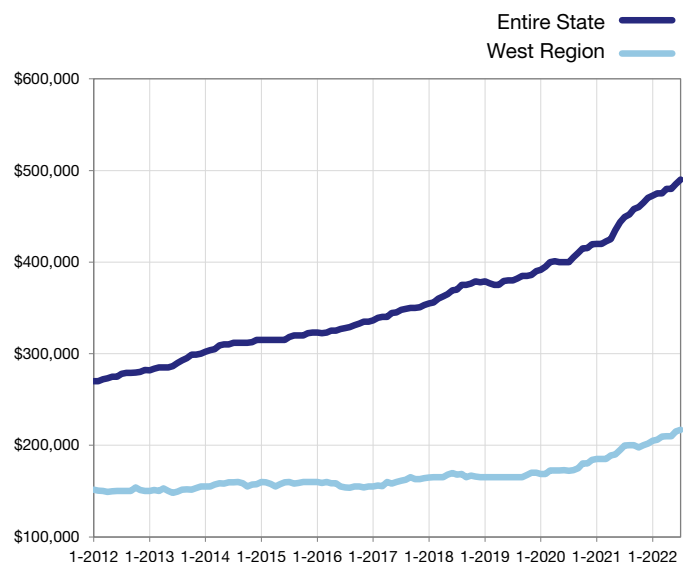
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