

# Local Market Update – September 2022

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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## Central Region

**- 14.0%**

**+ 6.9%**

**- 34.3%**

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

|  | September |                  |         | Year to Date |                  |        |
|--|-----------|------------------|---------|--------------|------------------|--------|
|  | 2021      | 2022             | + / -   | 2021         | 2022             | + / -  |
| Pending Sales                            | 798       | 744              | -6.8%   | 6,986        | 6,389            | -8.5%  |
| Closed Sales                             | 908       | 782              | -13.9%  | 6,745        | 6,152            | -8.8%  |
| Median Sales Price*                      | \$401,000 | <b>\$430,000</b> | + 7.2%  | \$398,000    | <b>\$435,810</b> | + 9.5% |
| Inventory of Homes for Sale              | 1,472     | 982              | -33.3%  | --           | --               | --     |
| Months Supply of Inventory               | 1.8       | 1.3              | -27.8%  | --           | --               | --     |
| Cumulative Days on Market Until Sale     | 26        | 32               | + 23.1% | 29           | 28               | -3.4%  |
| Percent of Original List Price Received* | 102.9%    | 100.0%           | -2.8%   | 103.9%       | 103.4%           | -0.5%  |
| New Listings                             | 1,035     | 797              | -23.0%  | 8,423        | 7,670            | -8.9%  |

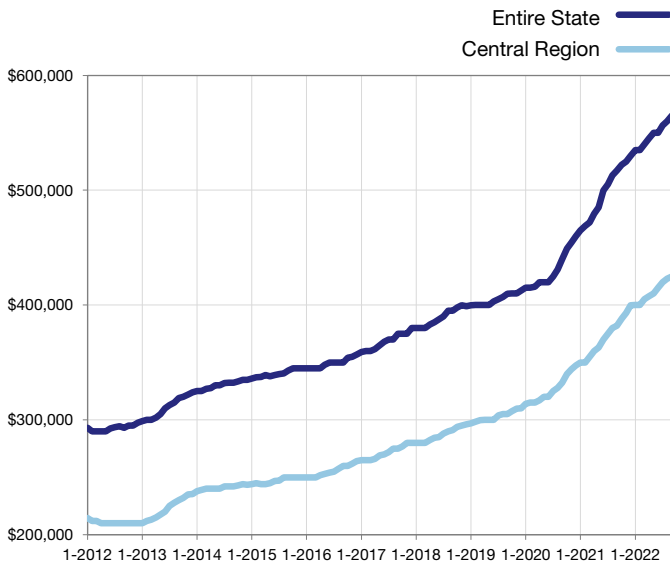
### Condominium Properties

|  | September |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2021      | 2022             | + / -   | 2021         | 2022             | + / -   |
| Pending Sales                            | 187       | 188              | + 0.5%  | 1,693        | 1,542            | -8.9%   |
| Closed Sales                             | 191       | 174              | -8.9%   | 1,569        | 1,483            | -5.5%   |
| Median Sales Price*                      | \$300,000 | <b>\$333,000</b> | + 11.0% | \$285,000    | <b>\$337,000</b> | + 18.2% |
| Inventory of Homes for Sale              | 322       | 197              | -38.8%  | --           | --               | --      |
| Months Supply of Inventory               | 1.8       | 1.1              | -38.9%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 28        | 22               | -21.4%  | 29           | 26               | -10.3%  |
| Percent of Original List Price Received* | 102.1%    | 101.9%           | -0.2%   | 102.8%       | 103.9%           | + 1.1%  |
| New Listings                             | 249       | 188              | -24.5%  | 1,947        | 1,777            | -8.7%   |

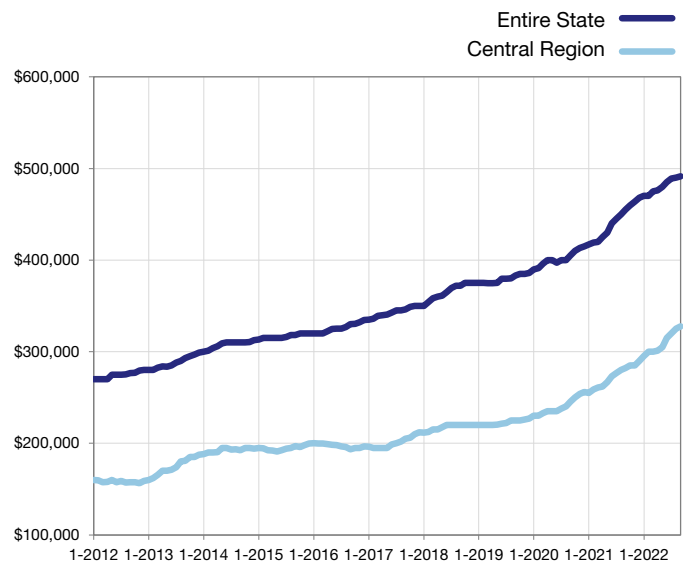
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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

### Single-Family Properties



### Condominium Properties



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.