

# Local Market Update – March 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**- 4.7%**

**+ 20.2%**

**- 71.3%**

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

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	246	275	+ 11.8%	623	611	- 1.9%
Closed Sales	185	172	- 7.0%	477	521	+ 9.2%
Median Sales Price*	\$300,000	<b>\$358,500</b>	+ 19.5%	\$285,000	<b>\$340,000</b>	+ 19.3%
Inventory of Homes for Sale	536	142	- 73.5%	--	--	--
Months Supply of Inventory	2.3	0.6	- 75.0%	--	--	--
Cumulative Days on Market Until Sale	70	46	- 34.0%	73	43	- 40.8%
Percent of Original List Price Received*	96.7%	102.8%	+ 6.3%	96.2%	101.9%	+ 5.9%
New Listings	320	282	- 11.9%	752	597	- 20.6%

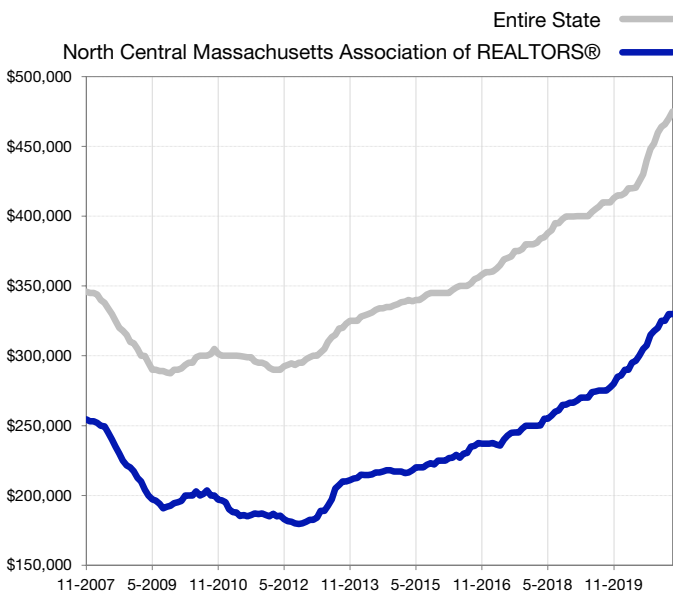
### Condominium Properties

	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	24	43	+ 79.2%	83	100	+ 20.5%
Closed Sales	27	30	+ 11.1%	78	90	+ 15.4%
Median Sales Price*	\$197,000	<b>\$240,000</b>	+ 21.8%	\$197,000	<b>\$247,450</b>	+ 25.6%
Inventory of Homes for Sale	70	32	- 54.3%	--	--	--
Months Supply of Inventory	2.0	0.8	- 57.8%	--	--	--
Cumulative Days on Market Until Sale	58	26	- 55.1%	64	38	- 40.5%
Percent of Original List Price Received*	97.6%	102.5%	+ 5.1%	98.2%	100.6%	+ 2.4%
New Listings	52	51	- 1.9%	114	106	- 7.0%

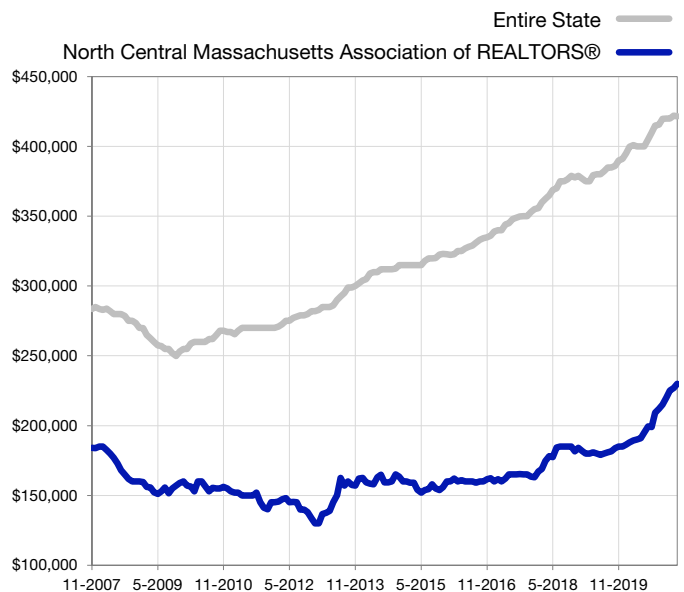
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.