

# Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Sterling

### Single-Family Properties

Key Metrics	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	9	6	- 33.3%	71	85	+ 19.7%
Closed Sales	8	6	- 25.0%	65	77	+ 18.5%
Median Sales Price*	\$331,750	<b>\$500,450</b>	+ 50.9%	\$367,500	<b>\$431,000</b>	+ 17.3%
Inventory of Homes for Sale	23	5	- 78.3%	--	--	--
Months Supply of Inventory	3.2	0.6	- 81.3%	--	--	--
Cumulative Days on Market Until Sale	29	35	+ 20.7%	58	39	- 32.8%
Percent of Original List Price Received*	100.4%	<b>99.3%</b>	- 1.1%	96.1%	<b>98.7%</b>	+ 2.7%
New Listings	8	4	- 50.0%	87	92	+ 5.7%

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

### Condominium Properties

Key Metrics	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	1	0	- 100.0%	12	9	- 25.0%
Closed Sales	2	2	0.0%	13	10	- 23.1%
Median Sales Price*	\$340,000	<b>\$358,969</b>	+ 5.6%	\$349,000	<b>\$315,250</b>	- 9.7%
Inventory of Homes for Sale	2	2	0.0%	--	--	--
Months Supply of Inventory	1.1	1.3	+ 18.2%	--	--	--
Cumulative Days on Market Until Sale	22	32	+ 45.5%	183	44	- 76.0%
Percent of Original List Price Received*	98.5%	<b>100.0%</b>	+ 1.5%	102.3%	<b>98.6%</b>	- 3.6%
New Listings	1	1	0.0%	12	12	0.0%

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

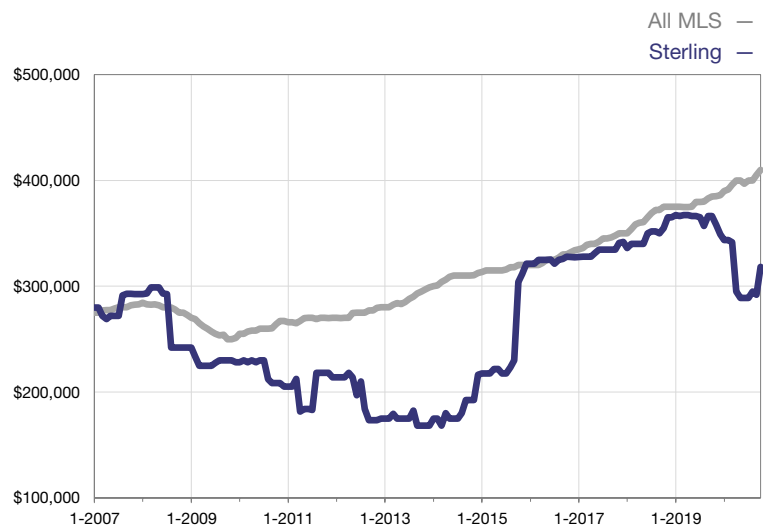
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime.