

Local Market Update – November 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Sterling

Single-Family Properties

Key Metrics	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	7	4	- 42.9%	91	78	- 14.3%
Closed Sales	4	5	+ 25.0%	84	78	- 7.1%
Median Sales Price*	\$492,500	\$525,000	+ 6.6%	\$436,775	\$487,500	+ 11.6%
Inventory of Homes for Sale	2	8	+ 300.0%	--	--	--
Months Supply of Inventory	0.2	1.1	+ 450.0%	--	--	--
Cumulative Days on Market Until Sale	36	16	- 55.6%	38	32	- 15.8%
Percent of Original List Price Received*	95.9%	100.5%	+ 4.8%	98.7%	103.6%	+ 5.0%
New Listings	6	2	- 66.7%	98	91	- 7.1%

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

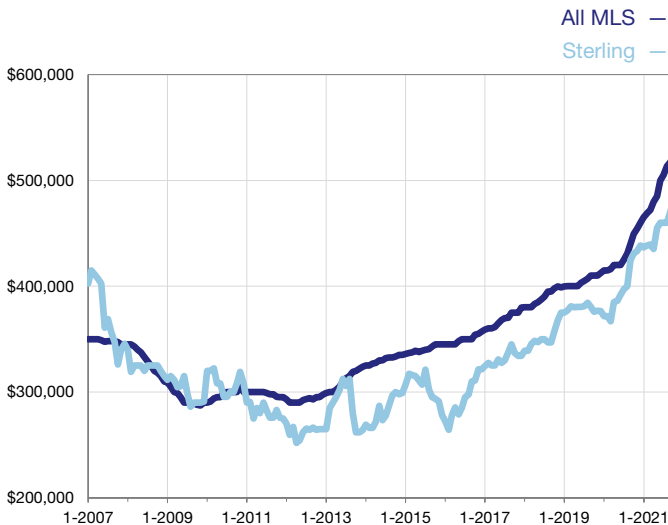
Condominium Properties

Key Metrics	November			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	1	1	0.0%	10	15	+ 50.0%
Closed Sales	0	1	--	10	16	+ 60.0%
Median Sales Price*	\$0	\$330,000	--	\$315,250	\$379,788	+ 20.5%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	0.7	1.4	+ 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	16	--	44	33	- 25.0%
Percent of Original List Price Received*	0.0%	100.0%	--	98.6%	100.5%	+ 1.9%
New Listings	0	2	--	12	16	+ 33.3%

* 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

