

Local Market Update – August 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Sterling

Single-Family Properties

Key Metrics	August			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	13	6	- 53.8%	52	40	- 23.1%
Closed Sales	15	6	- 60.0%	45	36	- 20.0%
Median Sales Price*	\$500,000	\$641,000	+ 28.2%	\$510,000	\$588,500	+ 15.4%
Inventory of Homes for Sale	18	7	- 61.1%	--	--	--
Months Supply of Inventory	2.8	1.3	- 53.6%	--	--	--
Cumulative Days on Market Until Sale	27	18	- 33.3%	27	34	+ 25.9%
Percent of Original List Price Received*	100.9%	98.9%	- 2.0%	104.9%	99.3%	- 5.3%
New Listings	16	5	- 68.8%	73	43	- 41.1%

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

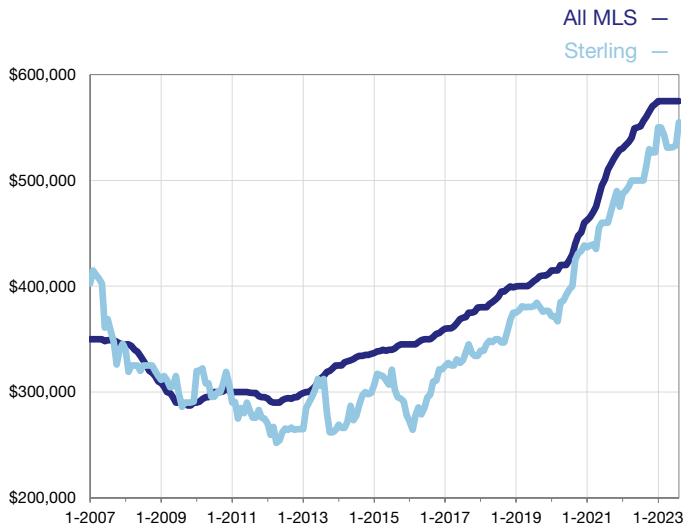
Condominium Properties

Key Metrics	August			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	0	0	--	9	10	+ 11.1%
Closed Sales	1	1	0.0%	7	16	+ 128.6%
Median Sales Price*	\$444,425	\$494,795	+ 11.3%	\$440,300	\$498,613	+ 13.2%
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	0.9	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	19	17	- 10.5%	82	36	- 56.1%
Percent of Original List Price Received*	101.0%	101.0%	0.0%	102.0%	103.0%	+ 1.0%
New Listings	0	0	--	9	5	- 44.4%

* 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

