

Local Market Update – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Sterling

Single-Family Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	11	4	- 63.6%	63	44	- 30.2%
Closed Sales	10	4	- 60.0%	55	40	- 27.3%
Median Sales Price*	\$580,000	\$698,000	+ 20.3%	\$535,000	\$605,950	+ 13.3%
Inventory of Homes for Sale	13	9	- 30.8%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--
Cumulative Days on Market Until Sale	12	9	- 25.0%	24	31	+ 29.2%
Percent of Original List Price Received*	101.7%	108.6%	+ 6.8%	104.3%	100.2%	- 3.9%
New Listings	7	6	- 14.3%	80	49	- 38.8%

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

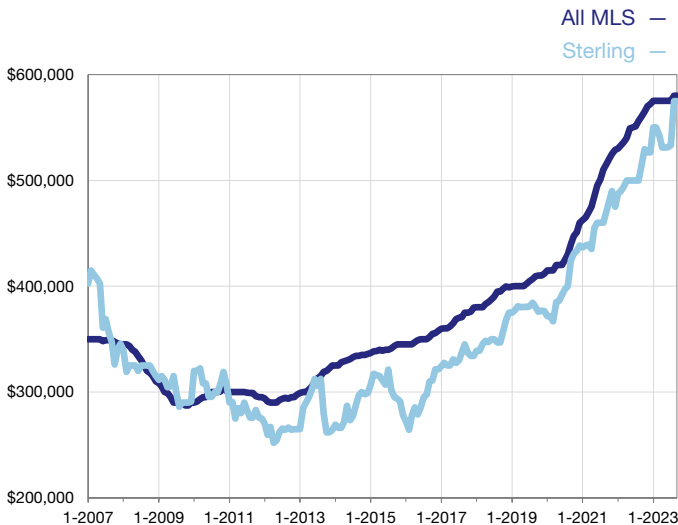
Condominium Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	3	0	- 100.0%	12	10	- 16.7%
Closed Sales	1	1	0.0%	8	17	+ 112.5%
Median Sales Price*	\$446,050	\$505,309	+ 13.3%	\$442,363	\$500,000	+ 13.0%
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	2	16	+ 700.0%	72	34	- 52.8%
Percent of Original List Price Received*	100.2%	103.1%	+ 2.9%	101.8%	103.0%	+ 1.2%
New Listings	3	0	- 100.0%	12	5	- 58.3%

* 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

