

Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Sterling

Single-Family Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	6	2	- 66.7%	69	46	- 33.3%
Closed Sales	12	1	- 91.7%	67	41	- 38.8%
Median Sales Price*	\$600,000	\$700,000	+ 16.7%	\$560,000	\$609,900	+ 8.9%
Inventory of Homes for Sale	17	10	- 41.2%	--	--	--
Months Supply of Inventory	2.7	2.1	- 22.2%	--	--	--
Cumulative Days on Market Until Sale	33	15	- 54.5%	26	31	+ 19.2%
Percent of Original List Price Received*	95.8%	112.9%	+ 17.8%	102.8%	100.5%	- 2.2%
New Listings	10	4	- 60.0%	90	53	- 41.1%

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

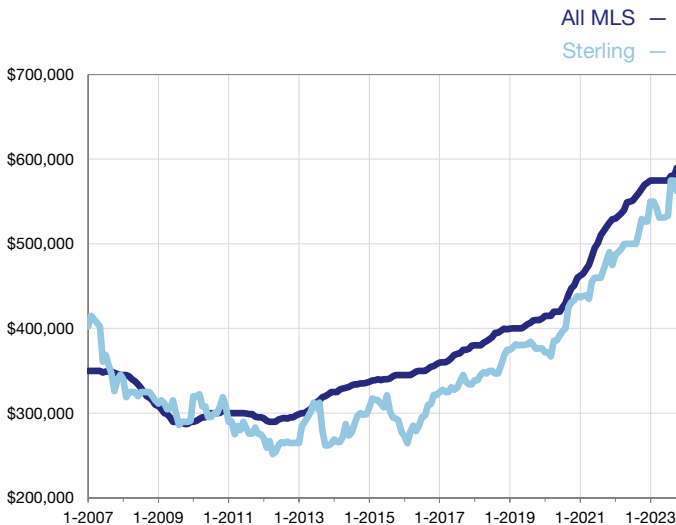
Condominium Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	0	1	--	12	11	- 8.3%
Closed Sales	2	1	- 50.0%	10	18	+ 80.0%
Median Sales Price*	\$511,200	\$395,000	- 22.7%	\$445,238	\$498,613	+ 12.0%
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	12	1	- 91.7%	60	33	- 45.0%
Percent of Original List Price Received*	103.0%	104.2%	+ 1.2%	102.0%	103.0%	+ 1.0%
New Listings	0	1	--	12	6	- 50.0%

* 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

