

# Local Market Update – November 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Sterling

### Single-Family Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	6	3	- 50.0%	75	50	- 33.3%
Closed Sales	7	6	- 14.3%	74	47	- 36.5%
Median Sales Price*	\$490,000	<b>\$424,750</b>	- 13.3%	\$550,000	<b>\$602,000</b>	+ 9.5%
Inventory of Homes for Sale	14	7	- 50.0%	--	--	--
Months Supply of Inventory	2.2	1.6	- 27.3%	--	--	--
Cumulative Days on Market Until Sale	21	33	+ 57.1%	26	31	+ 19.2%
Percent of Original List Price Received*	96.6%	97.5%	+ 0.9%	102.2%	100.1%	- 2.1%
New Listings	4	2	- 50.0%	94	55	- 41.5%

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

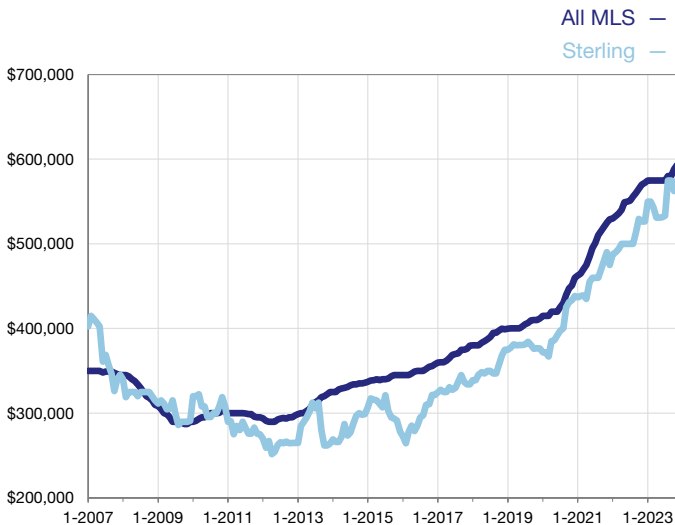
### Condominium Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	3	0	- 100.0%	15	11	- 26.7%
Closed Sales	1	0	- 100.0%	11	18	+ 63.6%
Median Sales Price*	\$379,000	<b>\$0</b>	- 100.0%	\$444,425	<b>\$498,613</b>	+ 12.2%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	0.8	0.5	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	4	0	- 100.0%	55	33	- 40.0%
Percent of Original List Price Received*	100.0%	0.0%	- 100.0%	101.8%	103.0%	+ 1.2%
New Listings	3	1	- 66.7%	15	7	- 53.3%

\* 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

