

Local Market Update – December 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Sterling

Single-Family Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	4	2	- 50.0%	79	50	- 36.7%
Closed Sales	10	1	- 90.0%	84	48	- 42.9%
Median Sales Price*	\$411,500	\$700,000	+ 70.1%	\$526,500	\$605,950	+ 15.1%
Inventory of Homes for Sale	9	6	- 33.3%	--	--	--
Months Supply of Inventory	1.4	1.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	39	44	+ 12.8%	27	31	+ 14.8%
Percent of Original List Price Received*	96.8%	82.4%	- 14.9%	101.6%	99.8%	- 1.8%
New Listings	2	2	0.0%	96	57	- 40.6%

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

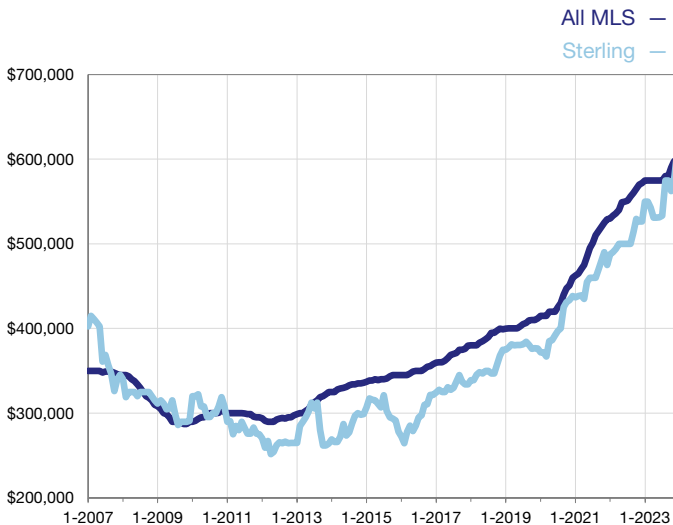
Condominium Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	4	1	- 75.0%	19	12	- 36.8%
Closed Sales	3	0	- 100.0%	14	18	+ 28.6%
Median Sales Price*	\$275,000	\$0	- 100.0%	\$440,225	\$498,613	+ 13.3%
Inventory of Homes for Sale	7	0	- 100.0%	--	--	--
Months Supply of Inventory	2.6	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	16	0	- 100.0%	47	33	- 29.8%
Percent of Original List Price Received*	98.8%	0.0%	- 100.0%	101.2%	103.0%	+ 1.8%
New Listings	9	0	- 100.0%	24	7	- 70.8%

* 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

