

# Annual Report on the MLS PIN Housing Market

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A FREE RESEARCH TOOL FROM MLS PROPERTY INFORMATION NETWORK, INC.  
COVERING THE 14 COUNTIES IN THE COMMONWEALTH OF MASSACHUSETTS



2025

**The U.S. housing market** navigated a challenging landscape throughout 2025. Mortgage rates remained elevated compared with recent years, and home prices continued to rise nationwide. Demand for affordable housing far outpaced supply, and with fewer buyers able to keep up with rising costs, sales of previously owned homes were subdued. Younger buyers faced steep hurdles as high rents, inflation, and student loan debt limited their ability to save for a down payment. By mid-2025, first-time buyers accounted for just 21% of all home purchases, while the typical age of a first-time buyer reached a record high of 40, according to the National Association of REALTORS® (NAR). This aging trend extended across the broader market, as the median age of all homebuyers reached 59. NAR data show that homeowners also set a record, staying in their homes a median of 11 years before selling.

With sales activity down, inventory continued to edge higher, and homes spent more time on the market compared with the previous year, signaling a shift toward more balanced market conditions. The rise in supply has given buyers more options and reduced the sense of urgency that characterized the post-pandemic market, while sellers have rediscovered the importance of strategic pricing, especially in areas where inventory growth is strongest. Although price appreciation has slowed, home values remain roughly 50% higher than pre-pandemic levels, stretching budgets and prompting many would-be buyers to delay their home search until affordability increases.

**Sales:** Pending sales increased 2.7 percent, finishing 2025 at 55,772. Closed sales were up 1.8 percent to end the year at 55,226.

**Listings:** Comparing 2025 to the prior year, the number of homes available for sale was lower by 5.0 percent. There were 6,641 active listings at the end of the year. New listings increased by 6.6 percent to finish the year at 70,365.

**Prices:** Home prices were up compared to last year. The overall median sales price increased 3.2 percent to \$637,750 for the year. Single Family home prices were up 4.3 percent compared to last year, and Condo-Townhome prices remained the same as the year before.

**List Price Received:** Sellers received, on average, 99.4 percent of their original list price at sale, a year-over-year decrease of 1.0 percent. Single-Family homes received 99.7 percent of the original list price, and Condo-Townhouse received 98.7 percent of the original list price.

**Sales by Price Range:** The number of homes sold in the \$250,000 and Below price range decreased 8.4 percent to 1,822 homes. Homes sold in the \$1,000,000 and Above price range rose 10.3 percent to 10,859 homes.

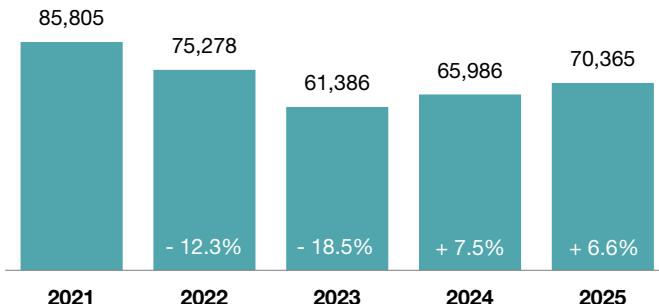
Looking ahead to 2026, experts are forecasting an improvement in market activity. Mortgage rates declined through the second half of 2025 and are expected to stay in the 6% range in the year ahead, supporting incremental gains in affordability. As inventory builds, sales volume is projected to increase. Economists anticipate modest increases in home prices, well below the rapid appreciation of recent years. While conditions should become somewhat more favorable for buyers, affordability constraints and the effects of a decade-long supply shortfall will continue to shape the market. Taken together, these trends suggest 2026 will be a year of stabilization and recovery, rather than dramatic change.

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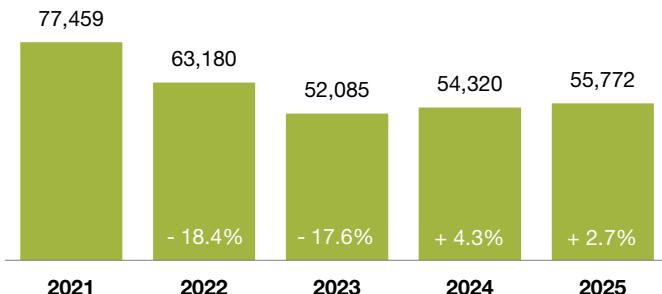
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# Quick Facts

## New Listings



## Pending Sales



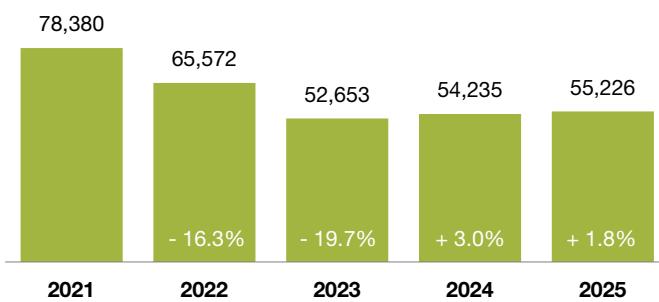
### Top 5 Areas: Change in New Listings from 2024

Berkshire	+ 20.5%
Suffolk	+ 13.7%
Norfolk	+ 11.7%
Middlesex	+ 10.7%
Bristol	+ 8.3%

### Bottom 5 Areas: Change in New Listings from 2024

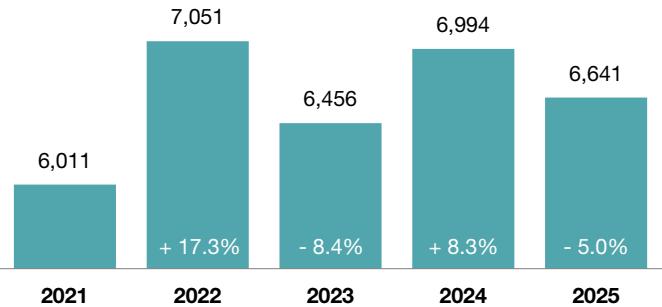
Barnstable	+ 2.4%
Franklin	+ 1.8%
Hampden	+ 0.5%
Dukes	- 1.4%
Nantucket	- 34.4%

## Closed Sales



## Inventory of Homes for Sale

At the end of the year.



### Top 5 Areas: Change in Closed Sales from 2024

Berkshire	+ 47.5%
Hampshire	+ 9.0%
Franklin	+ 6.4%
Bristol	+ 5.4%
Norfolk	+ 2.8%

### Bottom 5 Areas: Change in Closed Sales from 2024

Suffolk	+ 0.4%
Barnstable	+ 0.3%
Worcester	+ 0.0%
Hampden	- 0.3%
Nantucket	- 31.3%

### Top 5 Areas: Change in Homes for Sale from 2024

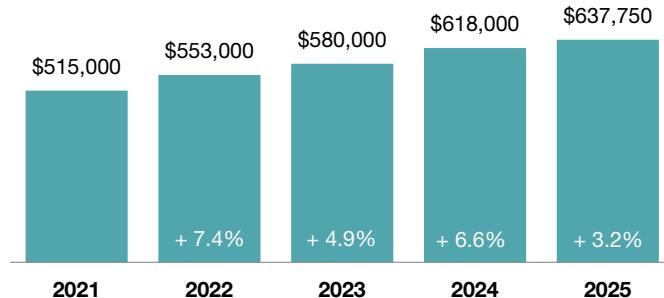
Middlesex	+ 24.3%
Essex	+ 14.6%
Norfolk	+ 13.5%
Worcester	+ 3.5%
Plymouth	+ 0.5%

### Bottom 5 Areas: Change in Homes for Sale from 2024

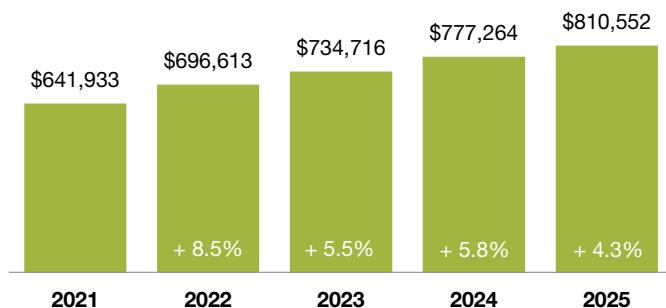
Barnstable	- 11.7%
Nantucket	- 17.1%
Dukes	- 19.9%
Berkshire	- 31.3%
Franklin	- 32.1%

# Quick Facts

## Median Sales Price



## Average Sales Price



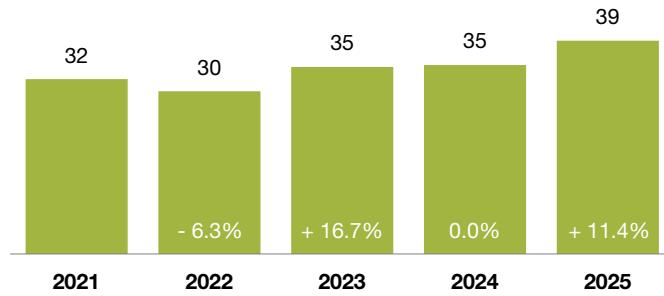
### Top 5 Areas: Change in Median Sales Price from 2024

Dukes	+ 27.5%
Franklin	+ 8.7%
Bristol	+ 5.1%
Plymouth	+ 5.0%
Essex	+ 5.0%

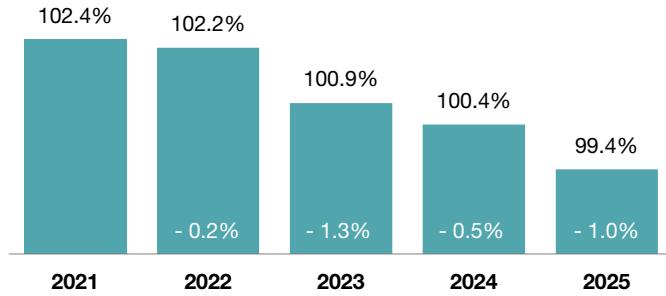
### Bottom 5 Areas: Change in Median Sales Price from 2024

Worcester	+ 3.2%
Hampshire	+ 1.3%
Suffolk	+ 0.7%
Nantucket	+ 0.3%
Berkshire	- 0.6%

## Days on Market Until Sale



## Percent of Original List Price Received



### Top 5 Areas: Change in Days on Market from 2024

Nantucket	+ 46.3%
Barnstable	+ 22.9%
Franklin	+ 17.5%
Bristol	+ 17.1%
Plymouth	+ 16.2%

### Bottom 5 Areas: Change in Days on Market from 2024

Essex	+ 9.7%
Norfolk	+ 9.4%
Hampshire	+ 2.6%
Dukes	- 3.9%
Berkshire	- 6.6%

### Top 5 Areas: Change in Pct. of Orig. Price Received from 2024

Nantucket	+ 7.4%
Berkshire	+ 1.1%
Hampshire	- 0.4%
Dukes	- 0.6%
Plymouth	- 0.7%

### Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2024

Essex	- 1.1%
Norfolk	- 1.1%
Middlesex	- 1.2%
Barnstable	- 1.2%
Worcester	- 1.3%

# Property Type Review

**38**

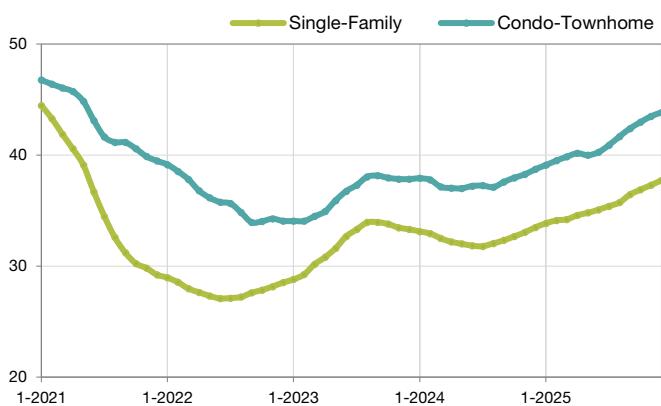
Average Days on Market  
Single-Family

**44**

Average Days on Market  
Condo-Townhome

## Days on Market Until Sale

This chart uses a rolling 12-month average for each data point.



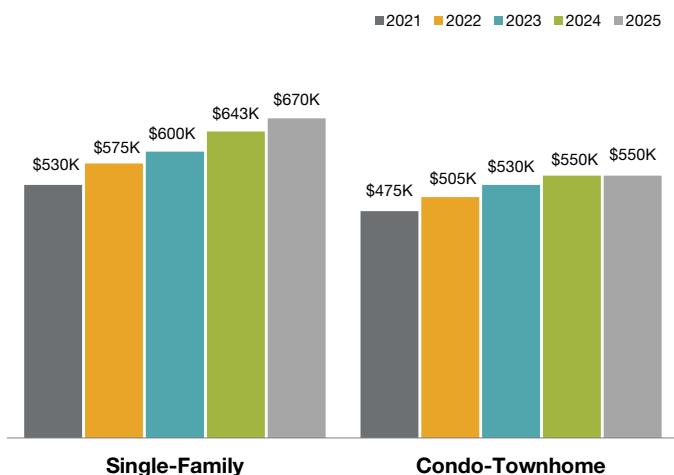
**+ 4.3%**

One-Year Change in Price  
Single-Family

**0.0%**

One-Year Change in Price  
Condo-Townhome

## Median Sales Price



## Top Areas: Condo-Townhome Market Share in 2025

Suffolk	79.4%
Middlesex	36.0%
Essex	32.0%
Norfolk	29.5%
Worcester	21.2%
Hampshire	20.5%
Barnstable	20.0%
Plymouth	18.1%
Bristol	17.5%
Hampden	13.7%
Berkshire	8.7%
Franklin	8.5%
Dukes	2.7%
Nantucket	0.0%

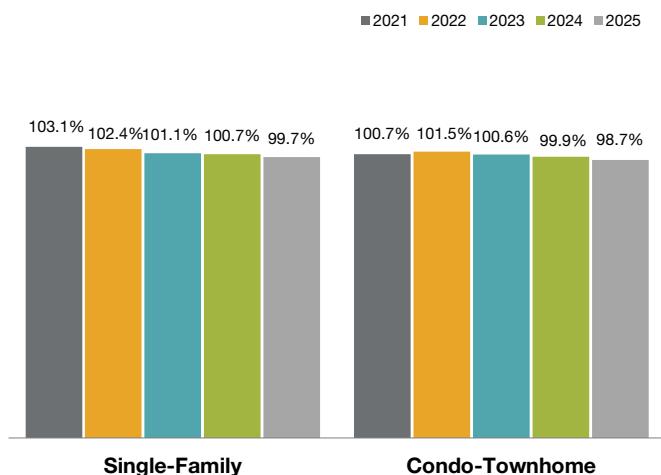
**99.7%**

Pct. of Orig. Price Received  
Single-Family

**98.7%**

Pct. of Orig. Price Received  
Condo-Townhome

## Percent of Original List Price Received



# Price Range Review

**\$250,0001 to \$500,000**

Price Range with Shortest Average Market Time

**\$1,000,000 and Above**

Price Range with Longest Average Market Time

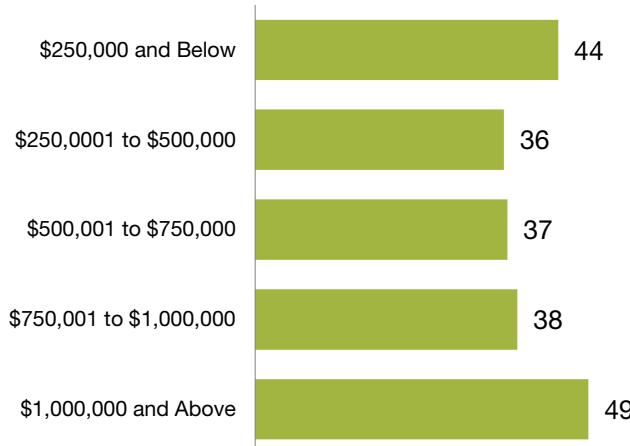
**4.1%**

Homes for Sale at Year End Priced \$250,000 and Below

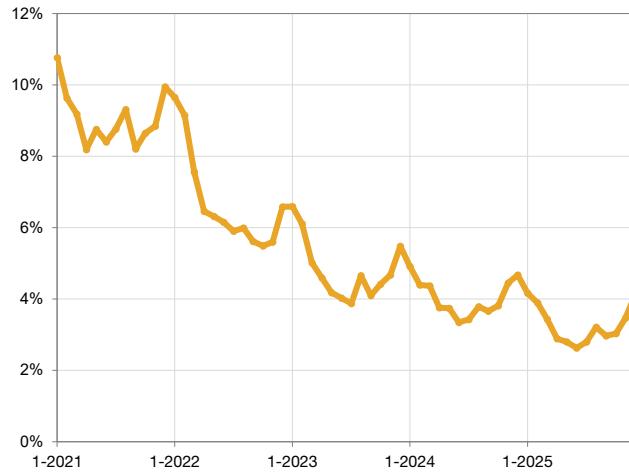
**- 15.9%**

One-Year Change in Homes for Sale Priced \$250,000 and Below

## Days on Market Until Sale by Price Range



## Share of Homes for Sale \$250,000 and Below



**\$500,001 to \$750,000**

Price Range with the Most Closed Sales

**+ 10.3%**

Price Range with Strongest One-Year Change in Sales: \$1,000,000 and Above

**\$250,000 and Below**

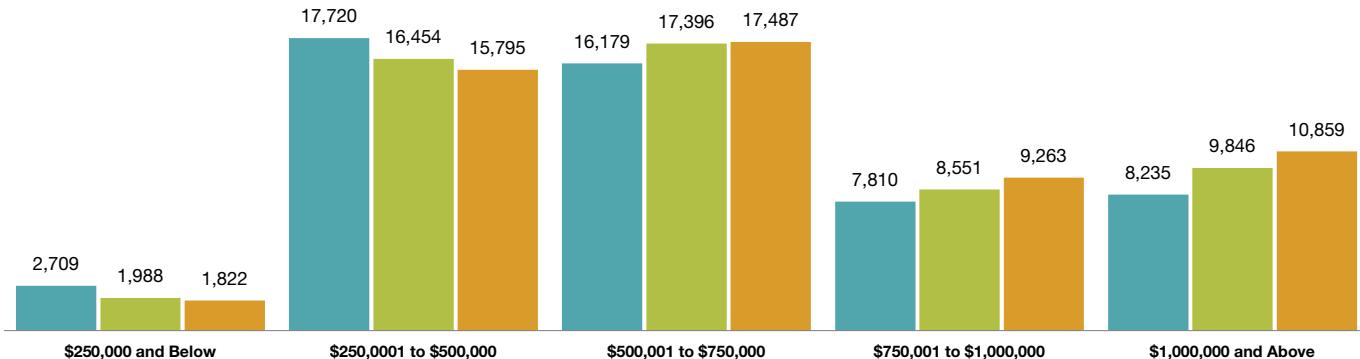
Price Range with the Fewest Closed Sales

**- 8.4%**

Price Range with Weakest One-Year Change in Sales: \$250,000 and Below

## Closed Sales by Price Range

■ 2023 ■ 2024 ■ 2025



# Bedroom Count Review

**+ 4.2%**

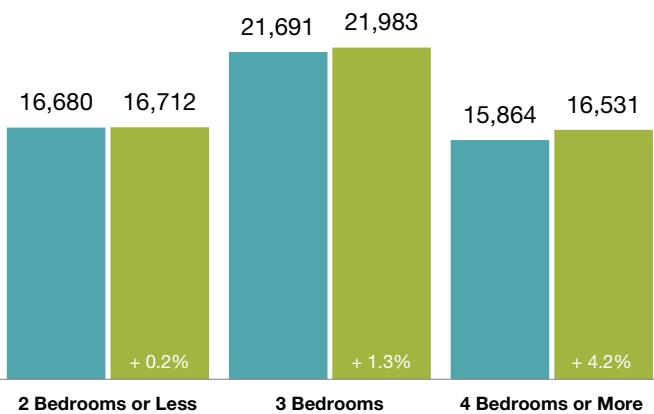
Growth in Closed Sales  
4 Bedrooms or More

**+ 0.2%**

Growth in Closed Sales  
2 Bedrooms or Less

## Closed Sales

■ 2024 ■ 2025



## Top Areas: 4 Bedrooms or More Market Share in 2025

Nantucket	72.7%
Dukes	47.3%
Middlesex	37.4%
Norfolk	37.0%
Essex	30.2%
Hampden	29.9%
Plymouth	29.3%
Worcester	28.4%
Berkshire	26.9%
Hampshire	26.4%
Bristol	25.6%
Franklin	24.5%
Barnstable	23.5%
Suffolk	12.2%

**99.4%**

Percent of Original List Price  
Received in 2025 for  
All Properties

**99.0%**

Percent of Original List Price  
Received in 2025 for  
2 Bedrooms or Less

**100.2%**

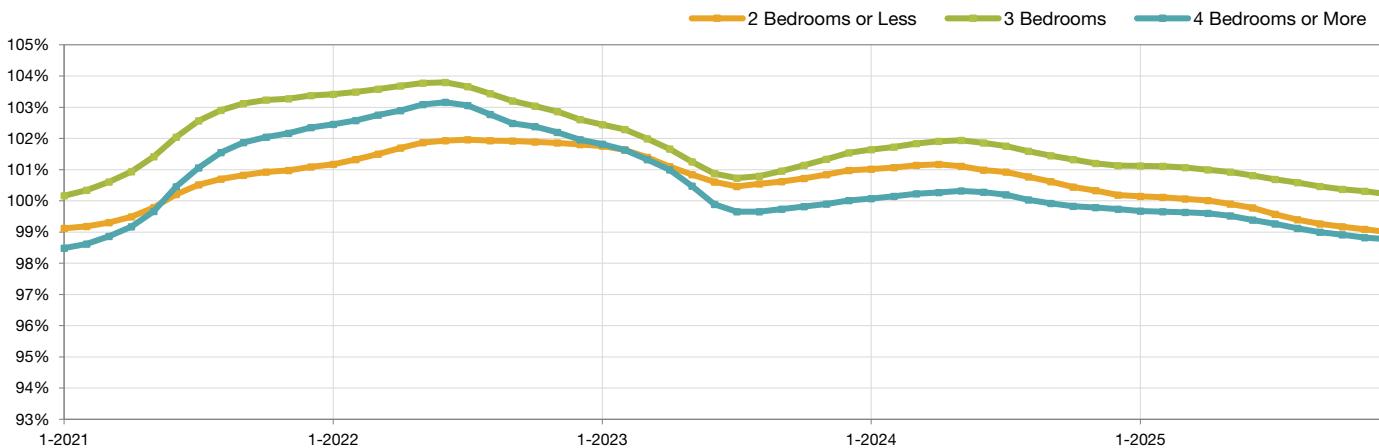
Percent of Original List Price  
Received in 2025 for  
3 Bedrooms

**98.8%**

Percent of Original List Price  
Received in 2025 for  
4 Bedrooms or More

## Percent of Original List Price Received

This chart uses a rolling 12-month average for each data point.



# Area Overviews

	Total Closed Sales	Change from 2024	Percent Condo-Townhome	Percent 4+ Bedrooms or More	Months Supply of Inventory	Days on Market	Pct. of Orig. Price Received
Barnstable	3,027	+ 0.3%	20.0%	23.5%	2.2	59	95.5%
Berkshire	264	+ 47.5%	8.7%	26.9%	2.5	57	95.8%
Bristol	3,898	+ 5.5%	17.5%	25.6%	1.6	41	99.2%
Dukes	75	+ 2.8%	2.7%	47.3%	5.6	124	89.8%
Essex	6,245	+ 1.8%	32.0%	30.2%	1.1	34	100.2%
Franklin	550	+ 6.4%	8.5%	24.5%	1.5	47	98.0%
Hampden	3,523	- 0.3%	13.7%	29.9%	1.5	37	100.3%
Hampshire	1,209	+ 9.0%	20.5%	26.4%	1.6	40	100.5%
Middlesex	12,858	+ 1.3%	36.0%	37.4%	1.1	34	100.5%
Nantucket	11	- 31.3%	0.0%	72.7%	4.7	177	97.7%
Norfolk	6,281	+ 2.8%	29.5%	37.0%	1.1	35	99.8%
Plymouth	5,164	+ 2.2%	18.1%	29.3%	1.5	43	99.0%
Suffolk	4,809	+ 0.4%	79.4%	12.2%	2.2	51	97.8%
Worcester	7,313	+ 0.0%	21.2%	28.4%	1.5	37	99.3%

# Area Historical Median Prices

	2021	2022	2023	2024	2025	Change From 2024	Change From 2021
Barnstable	\$550,000	\$625,000	\$661,000	\$695,000	\$725,000	+ 4.3%	+ 31.8%
Berkshire	\$270,000	\$290,000	\$365,000	\$308,998	\$307,000	- 0.6%	+ 13.7%
Bristol	\$400,000	\$435,000	\$459,000	\$490,000	\$515,000	+ 5.1%	+ 28.8%
Dukes	\$1,200,000	\$1,520,000	\$1,600,000	\$1,500,000	\$1,912,500	+ 27.5%	+ 59.4%
Essex	\$537,000	\$575,000	\$600,000	\$643,100	\$675,000	+ 5.0%	+ 25.7%
Franklin	\$280,000	\$300,500	\$325,000	\$339,000	\$368,500	+ 8.7%	+ 31.6%
Hampden	\$260,000	\$280,000	\$300,000	\$320,000	\$335,000	+ 4.7%	+ 28.8%
Hampshire	\$340,000	\$380,000	\$395,000	\$425,000	\$430,500	+ 1.3%	+ 26.6%
Middlesex	\$645,250	\$703,500	\$745,000	\$775,000	\$808,000	+ 4.3%	+ 25.2%
Nantucket	\$3,869,000	\$2,975,000	\$2,195,000	\$2,287,500	\$2,294,250	+ 0.3%	- 40.7%
Norfolk	\$604,000	\$651,500	\$680,000	\$715,000	\$740,000	+ 3.5%	+ 22.5%
Plymouth	\$485,936	\$530,000	\$555,000	\$600,000	\$630,000	+ 5.0%	+ 29.6%
Suffolk	\$675,000	\$700,000	\$725,000	\$745,000	\$750,000	+ 0.7%	+ 11.1%
Worcester	\$374,900	\$411,000	\$435,000	\$465,000	\$480,000	+ 3.2%	+ 28.0%