

Local Market Update – February 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 5.3%

+ 0.4%

- 35.0%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	February			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	577	700	+ 21.3%	1,124	1,295	+ 15.2%
Closed Sales	460	441	-4.1%	969	999	+ 3.1%
Median Sales Price*	\$280,000	\$280,000	0.0%	\$274,000	\$299,200	+ 9.2%
Inventory of Homes for Sale	1,732	1,161	-33.0%	--	--	--
Months Supply of Inventory	2.2	1.5	-31.8%	--	--	--
Cumulative Days on Market Until Sale	82	71	-13.4%	77	69	-10.4%
Percent of Original List Price Received*	94.8%	96.4%	+ 1.7%	94.6%	96.1%	+ 1.6%
New Listings	638	764	+ 19.7%	1,314	1,398	+ 6.4%

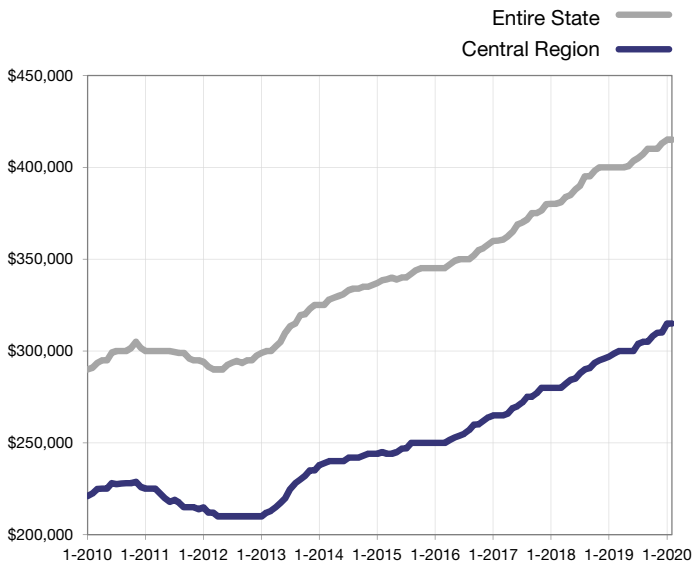
Condominium Properties

	February			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	121	165	+ 36.4%	252	320	+ 27.0%
Closed Sales	112	118	+ 5.4%	220	226	+ 2.7%
Median Sales Price*	\$200,500	\$219,000	+ 9.2%	\$203,500	\$234,950	+ 15.5%
Inventory of Homes for Sale	315	213	-32.4%	--	--	--
Months Supply of Inventory	1.9	1.3	-31.6%	--	--	--
Cumulative Days on Market Until Sale	73	73	0.0%	65	64	-1.5%
Percent of Original List Price Received*	97.6%	97.2%	-0.4%	97.8%	97.6%	-0.2%
New Listings	150	166	+ 10.7%	292	323	+ 10.6%

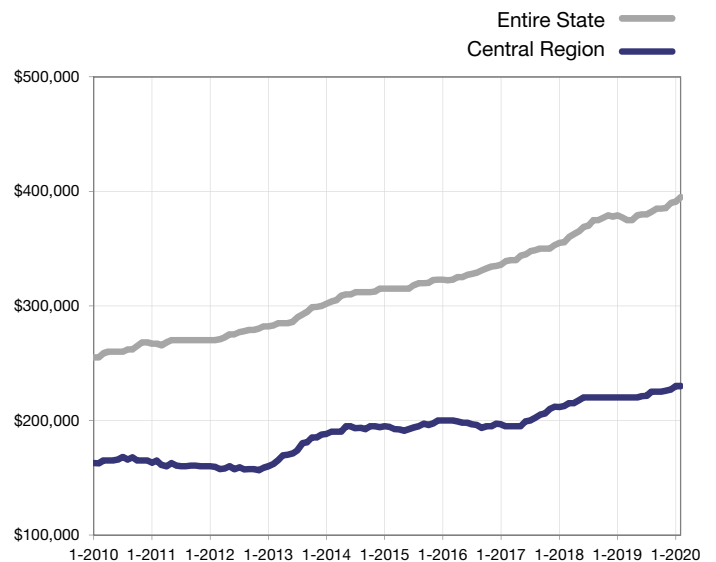
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 16.2%

+ 10.4%

- 40.1%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	February			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	484	571	+ 18.0%	1,018	1,037	+ 1.9%
Closed Sales	429	355	-17.2%	916	841	-8.2%
Median Sales Price*	\$430,000	\$480,000	+ 11.6%	\$434,450	\$464,000	+ 6.8%
Inventory of Homes for Sale	1,202	735	-38.9%	--	--	--
Months Supply of Inventory	1.7	1.0	-41.2%	--	--	--
Cumulative Days on Market Until Sale	69	67	-2.9%	68	62	-8.8%
Percent of Original List Price Received*	96.1%	96.9%	+ 0.8%	95.7%	96.6%	+ 0.9%
New Listings	610	674	+ 10.5%	1,175	1,153	-1.9%

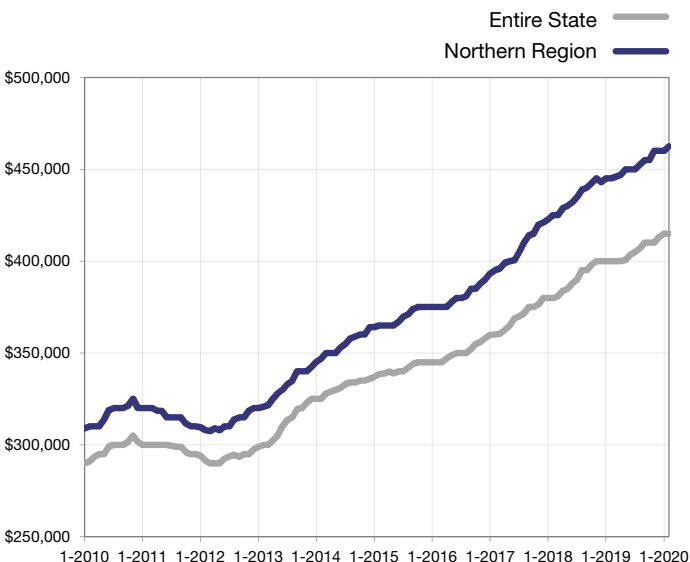
Condominium Properties

	February			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	279	285	+ 2.2%	548	544	-0.7%
Closed Sales	200	188	-6.0%	406	394	-3.0%
Median Sales Price*	\$266,500	\$311,250	+ 16.8%	\$280,000	\$308,500	+ 10.2%
Inventory of Homes for Sale	575	353	-38.6%	--	--	--
Months Supply of Inventory	1.8	1.1	-38.9%	--	--	--
Cumulative Days on Market Until Sale	61	68	+ 11.5%	58	63	+ 8.6%
Percent of Original List Price Received*	97.1%	97.6%	+ 0.5%	97.5%	97.8%	+ 0.3%
New Listings	334	299	-10.5%	642	586	-8.7%

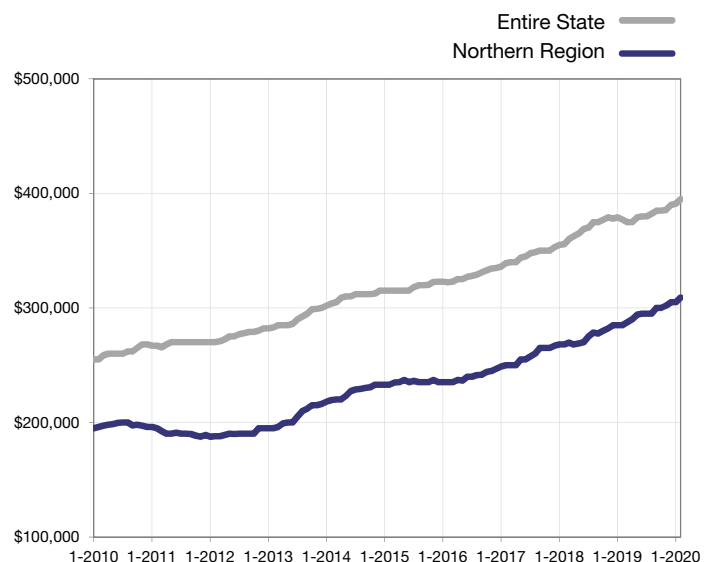
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

+ 0.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.7%

Year-Over-Year
Change in
Median Sales Price
All Properties

- 43.2%

Year-Over-Year
Change in
Inventory of Homes
All Properties

The Southeast Region includes data from the North Bristol and former Tri-County Boards of REALTORS®.

Single-Family Properties

	February			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	401	524	+ 30.7%	782	972	+ 24.3%
Closed Sales	305	324	+ 6.2%	643	659	+ 2.5%
Median Sales Price*	\$303,900	\$327,000	+ 7.6%	\$300,000	\$330,000	+ 10.0%
Inventory of Homes for Sale	1,411	857	-39.3%	--	--	--
Months Supply of Inventory	2.9	1.7	-41.4%	--	--	--
Cumulative Days on Market Until Sale	80	71	-11.3%	74	70	-5.4%
Percent of Original List Price Received*	95.1%	96.3%	+ 1.3%	95.4%	96.2%	+ 0.8%
New Listings	477	488	+ 2.3%	941	984	+ 4.6%

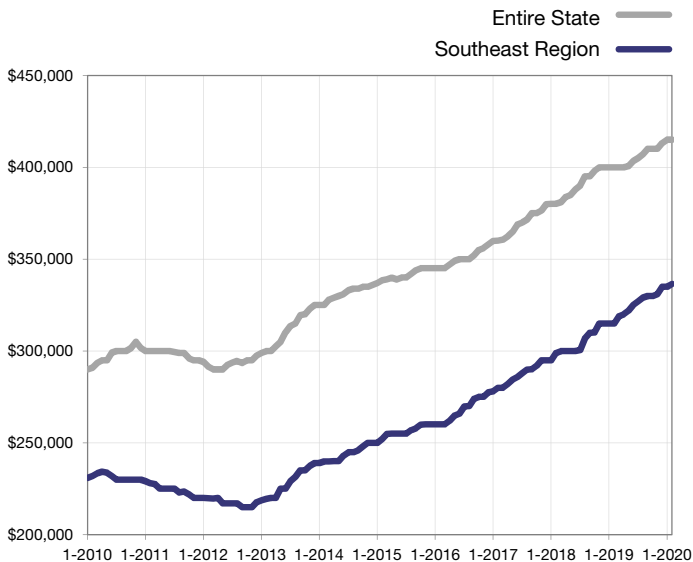
Condominium Properties

	February			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	69	79	+ 14.5%	136	136	0.0%
Closed Sales	69	63	-8.7%	111	123	+ 10.8%
Median Sales Price*	\$196,000	\$219,900	+ 12.2%	\$195,000	\$229,000	+ 17.4%
Inventory of Homes for Sale	218	112	-48.6%	--	--	--
Months Supply of Inventory	2.7	1.4	-48.1%	--	--	--
Cumulative Days on Market Until Sale	84	72	-14.3%	77	61	-20.8%
Percent of Original List Price Received*	95.9%	95.7%	-0.2%	95.5%	96.6%	+ 1.2%
New Listings	94	62	-34.0%	179	156	-12.8%

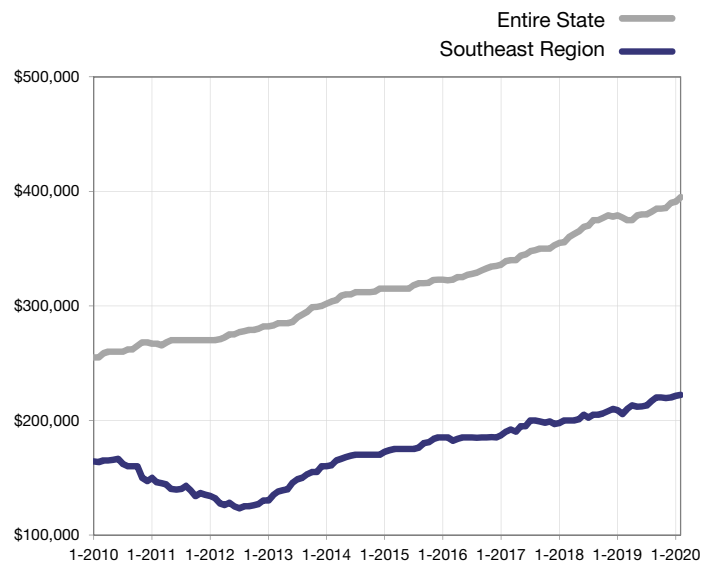
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Single-Family Properties



Condominium Properties



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West Region

- 5.5%

+ 5.4%

- 33.3%

Year-Over-Year
Change in
Closed Sales
All Properties

Year-Over-Year
Change in
Median Sales Price
All Properties

Year-Over-Year
Change in
Inventory of Homes
All Properties

Single-Family Properties

	February			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	494	603	+ 22.1%	925	1,046	+ 13.1%
Closed Sales	358	341	-4.7%	785	817	+ 4.1%
Median Sales Price*	\$209,000	\$210,000	+ 0.5%	\$200,000	\$216,500	+ 8.3%
Inventory of Homes for Sale	2,230	1,481	-33.6%	--	--	--
Months Supply of Inventory	3.6	2.4	-33.3%	--	--	--
Cumulative Days on Market Until Sale	95	89	-6.3%	93	85	-8.6%
Percent of Original List Price Received*	93.4%	93.5%	+ 0.1%	93.2%	93.9%	+ 0.8%
New Listings	610	618	+ 1.3%	1,192	1,142	-4.2%

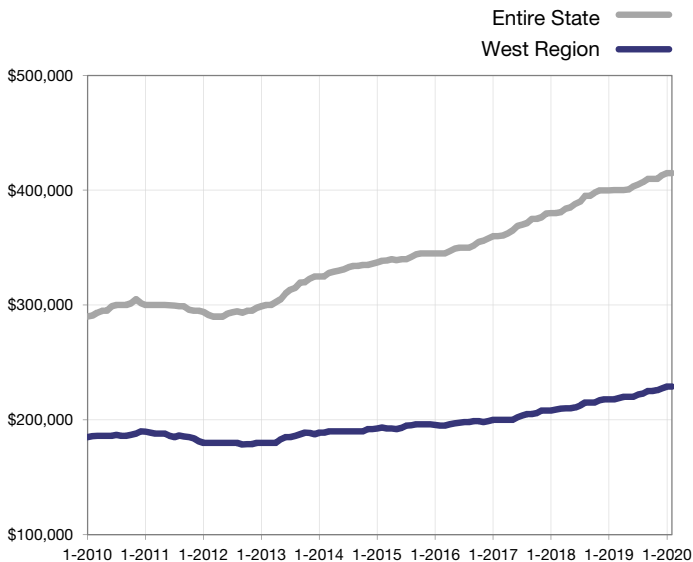
Condominium Properties

	February			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	71	82	+ 15.5%	152	143	-5.9%
Closed Sales	56	49	-12.5%	110	98	-10.9%
Median Sales Price*	\$155,000	\$148,000	-4.5%	\$159,450	\$149,750	-6.1%
Inventory of Homes for Sale	355	265	-25.4%	--	--	--
Months Supply of Inventory	4.2	3.0	-28.6%	--	--	--
Cumulative Days on Market Until Sale	87	81	-6.9%	87	73	-16.1%
Percent of Original List Price Received*	95.4%	95.6%	+ 0.2%	95.6%	95.1%	-0.5%
New Listings	98	96	-2.0%	187	181	-3.2%

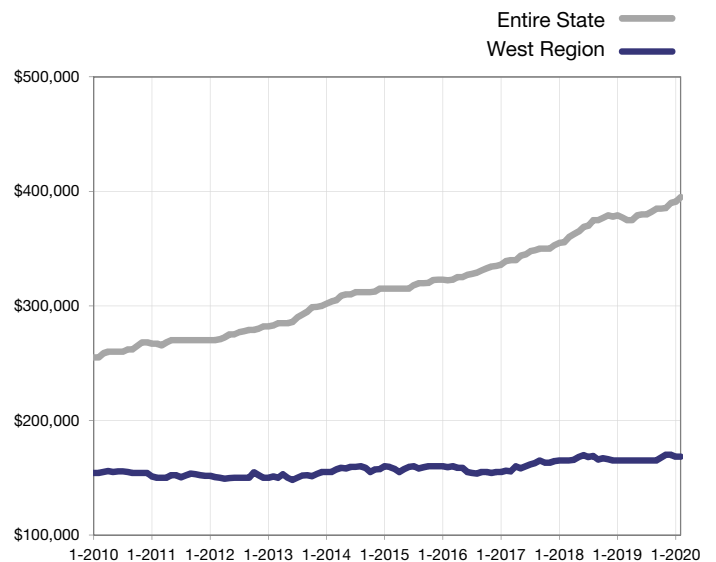
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