

Local Market Update – May 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 24.6%

+ 12.6%

- 44.3%

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

	May			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	971	955	-1.6%	3,805	3,548	-6.8%
Closed Sales	840	677	-19.4%	3,048	2,848	-6.6%
Median Sales Price*	\$308,000	\$351,750	+ 14.2%	\$292,000	\$320,000	+ 9.6%
Inventory of Homes for Sale	2,308	1,233	-46.6%	--	--	--
Months Supply of Inventory	3.0	1.6	-46.7%	--	--	--
Cumulative Days on Market Until Sale	58	50	-13.8%	70	62	-11.4%
Percent of Original List Price Received*	98.3%	98.9%	+ 0.6%	96.6%	97.5%	+ 0.9%
New Listings	1,512	1,006	-33.5%	5,095	4,153	-18.5%

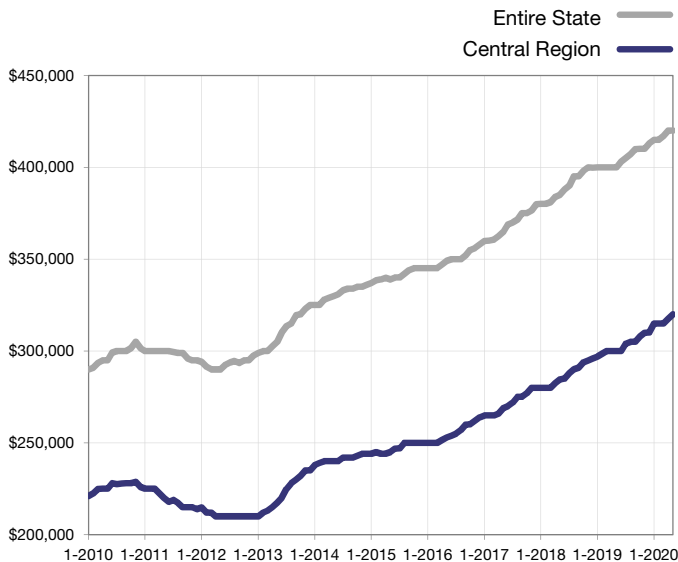
Condominium Properties

	May			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	190	168	-11.6%	779	722	-7.3%
Closed Sales	168	123	-26.8%	652	606	-7.1%
Median Sales Price*	\$239,450	\$247,500	+ 3.4%	\$215,500	\$240,000	+ 11.4%
Inventory of Homes for Sale	410	291	-29.0%	--	--	--
Months Supply of Inventory	2.5	1.9	-24.0%	--	--	--
Cumulative Days on Market Until Sale	48	45	-6.3%	60	61	+ 1.7%
Percent of Original List Price Received*	99.2%	99.1%	-0.1%	98.3%	98.5%	+ 0.2%
New Listings	280	209	-25.4%	1,011	874	-13.6%

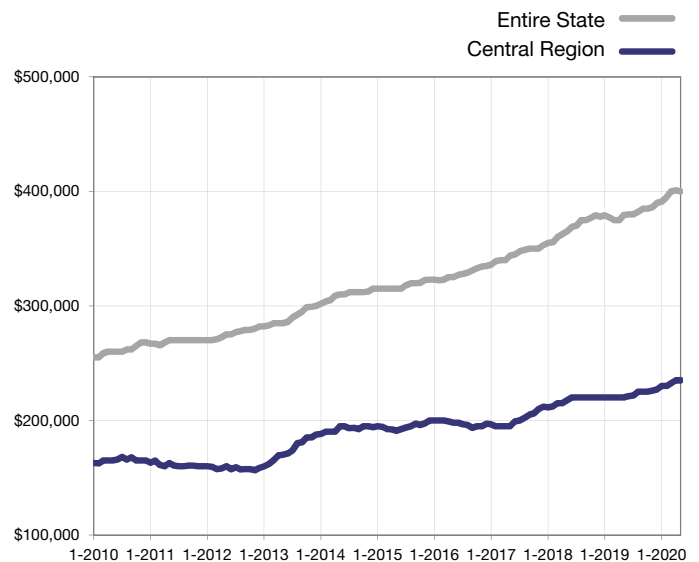
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – May 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

- 36.8%

+ 7.7%

- 45.5%

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

	May			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	1,009	833	-17.4%	3,644	2,905	-20.3%
Closed Sales	793	550	-30.6%	2,823	2,367	-16.2%
Median Sales Price*	\$465,500	\$481,000	+ 3.3%	\$445,000	\$480,000	+ 7.9%
Inventory of Homes for Sale	1,778	896	-49.6%	--	--	--
Months Supply of Inventory	2.4	1.3	-45.8%	--	--	--
Cumulative Days on Market Until Sale	47	37	-21.3%	60	50	-16.7%
Percent of Original List Price Received*	98.8%	99.6%	+ 0.8%	97.3%	98.5%	+ 1.2%
New Listings	1,442	911	-36.8%	4,773	3,484	-27.0%

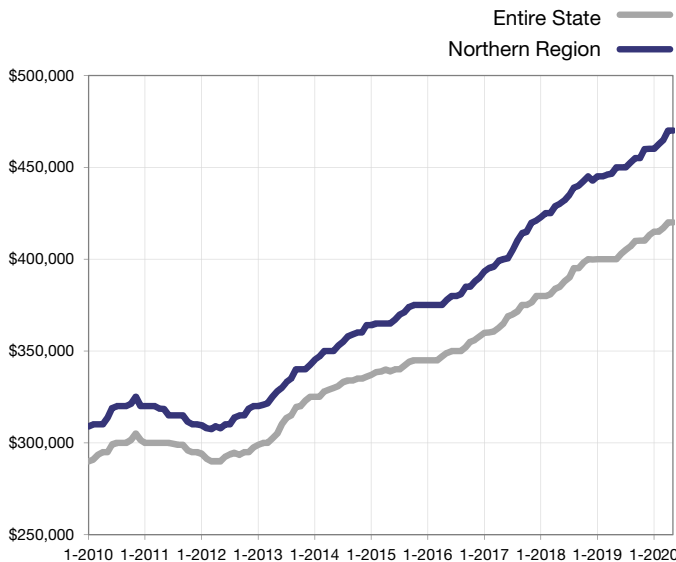
Condominium Properties

	May			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	412	355	-13.8%	1,704	1,289	-24.4%
Closed Sales	375	196	-47.7%	1,390	1,082	-22.2%
Median Sales Price*	\$311,000	\$321,950	+ 3.5%	\$300,000	\$320,000	+ 6.7%
Inventory of Homes for Sale	683	457	-33.1%	--	--	--
Months Supply of Inventory	2.1	1.5	-28.6%	--	--	--
Cumulative Days on Market Until Sale	43	38	-11.6%	53	51	-3.8%
Percent of Original List Price Received*	99.6%	99.5%	-0.1%	98.5%	99.2%	+ 0.7%
New Listings	556	424	-23.7%	2,061	1,586	-23.0%

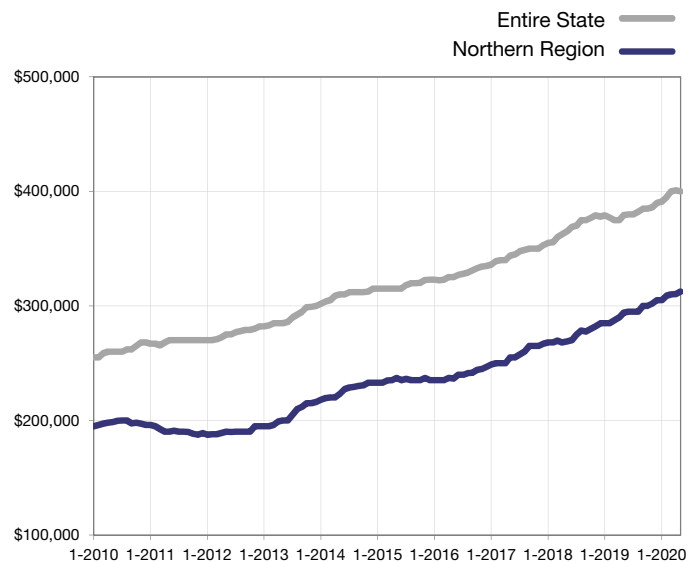
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – May 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

- 35.9%

+ 4.7%

- 46.7%

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

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

Single-Family Properties

	May			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	623	615	-1.3%	2,449	2,297	-6.2%
Closed Sales	557	368	-33.9%	2,006	1,848	-7.9%
Median Sales Price*	\$336,500	\$352,000	+ 4.6%	\$320,000	\$340,100	+ 6.3%
Inventory of Homes for Sale	1,602	850	-46.9%	--	--	--
Months Supply of Inventory	3.2	1.8	-43.8%	--	--	--
Cumulative Days on Market Until Sale	69	55	-20.3%	75	66	-12.0%
Percent of Original List Price Received*	97.5%	98.3%	+ 0.8%	96.3%	97.3%	+ 1.0%
New Listings	898	604	-32.7%	3,207	2,617	-18.4%

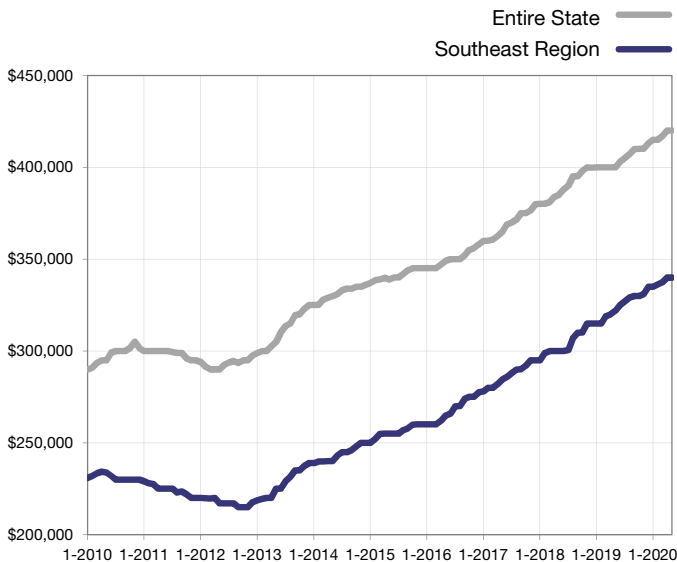
Condominium Properties

	May			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	96	90	-6.3%	405	344	-15.1%
Closed Sales	95	70	-26.3%	353	299	-15.3%
Median Sales Price*	\$225,000	\$222,500	-1.1%	\$211,000	\$230,000	+ 9.0%
Inventory of Homes for Sale	226	121	-46.5%	--	--	--
Months Supply of Inventory	2.8	1.6	-42.9%	--	--	--
Cumulative Days on Market Until Sale	49	35	-28.6%	64	50	-21.9%
Percent of Original List Price Received*	98.2%	98.5%	+ 0.3%	97.2%	97.5%	+ 0.3%
New Listings	130	95	-26.9%	512	426	-16.8%

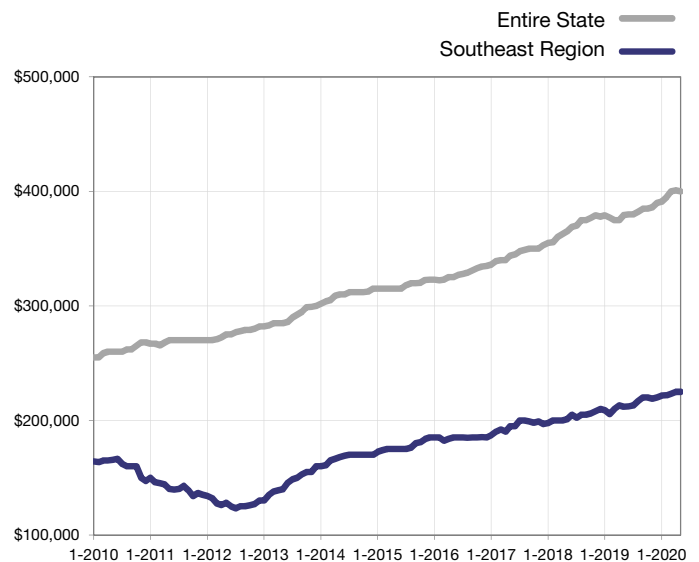
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – May 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

West Region

- 27.6%

+ 4.6%

- 41.5%

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

	May			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	793	807	+ 1.8%	3,070	2,861	-6.8%
Closed Sales	672	525	-21.9%	2,476	2,267	-8.4%
Median Sales Price*	\$225,950	\$235,000	+ 4.0%	\$215,000	\$225,000	+ 4.7%
Inventory of Homes for Sale	2,558	1,486	-41.9%	--	--	--
Months Supply of Inventory	4.1	2.4	-41.5%	--	--	--
Cumulative Days on Market Until Sale	77	68	-11.7%	86	77	-10.5%
Percent of Original List Price Received*	95.9%	97.1%	+ 1.3%	94.5%	95.7%	+ 1.3%
New Listings	1,220	891	-27.0%	4,230	3,338	-21.1%

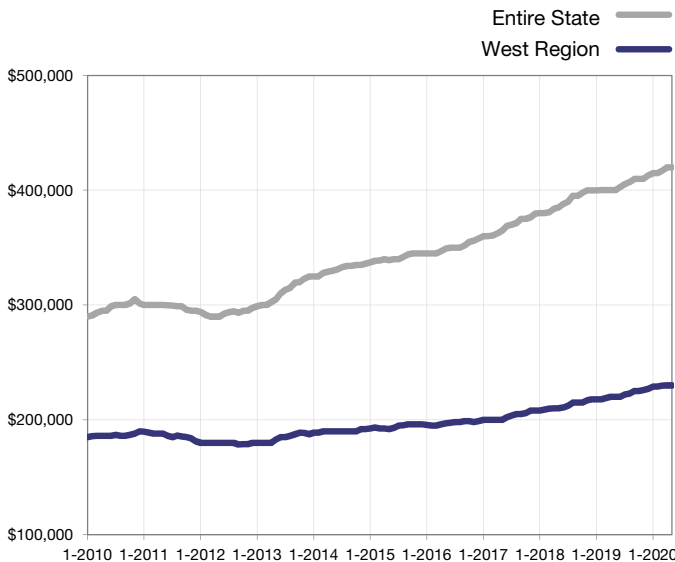
Condominium Properties

	May			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	116	102	-12.1%	464	346	-25.4%
Closed Sales	98	55	-43.9%	376	281	-25.3%
Median Sales Price*	\$161,500	\$165,000	+ 2.2%	\$158,500	\$165,000	+ 4.1%
Inventory of Homes for Sale	427	262	-38.6%	--	--	--
Months Supply of Inventory	4.8	3.2	-33.3%	--	--	--
Cumulative Days on Market Until Sale	75	73	-2.7%	91	78	-14.3%
Percent of Original List Price Received*	96.4%	97.7%	+ 1.3%	95.7%	96.4%	+ 0.7%
New Listings	146	104	-28.8%	621	429	-30.9%

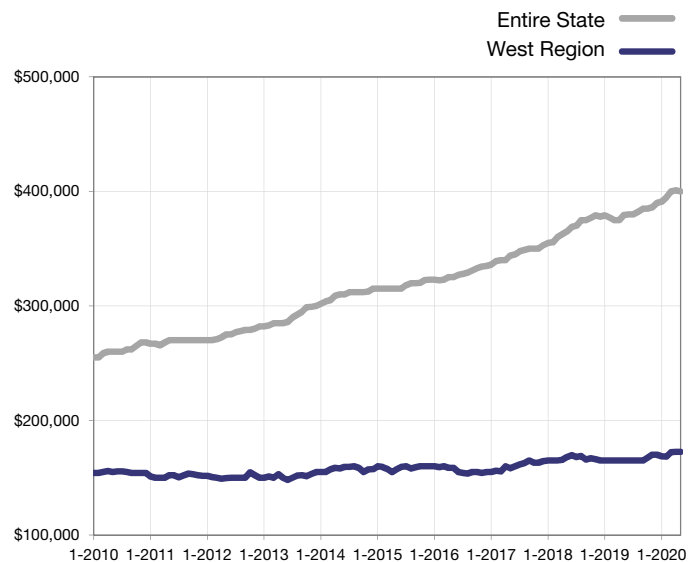
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.