

Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 19.8%

+ 4.8%

- 53.6%

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

	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	1,001	1,230	+ 22.9%	4,804	4,721	-1.7%
Closed Sales	961	778	-19.0%	4,009	3,633	-9.4%
Median Sales Price*	\$329,900	\$336,000	+ 1.8%	\$300,000	\$322,950	+ 7.7%
Inventory of Homes for Sale	2,389	1,038	-56.6%	--	--	--
Months Supply of Inventory	3.1	1.4	-54.8%	--	--	--
Cumulative Days on Market Until Sale	48	43	-10.4%	65	58	-10.8%
Percent of Original List Price Received*	99.2%	99.3%	+ 0.1%	97.2%	97.9%	+ 0.7%
New Listings	1,307	1,119	-14.4%	6,402	5,276	-17.6%

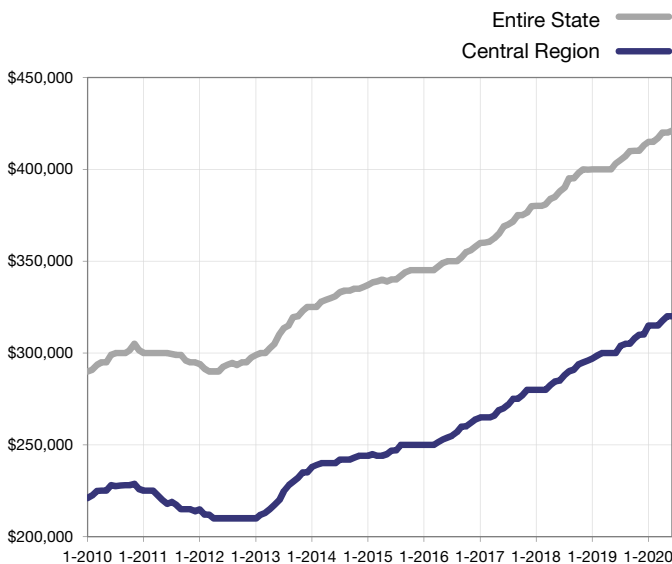
Condominium Properties

	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	197	236	+ 19.8%	976	948	-2.9%
Closed Sales	187	153	-18.2%	839	761	-9.3%
Median Sales Price*	\$237,000	\$250,000	+ 5.5%	\$223,000	\$243,500	+ 9.2%
Inventory of Homes for Sale	431	251	-41.8%	--	--	--
Months Supply of Inventory	2.7	1.6	-40.7%	--	--	--
Cumulative Days on Market Until Sale	44	43	-2.3%	56	57	+ 1.8%
Percent of Original List Price Received*	99.1%	99.5%	+ 0.4%	98.5%	98.7%	+ 0.2%
New Listings	257	228	-11.3%	1,268	1,102	-13.1%

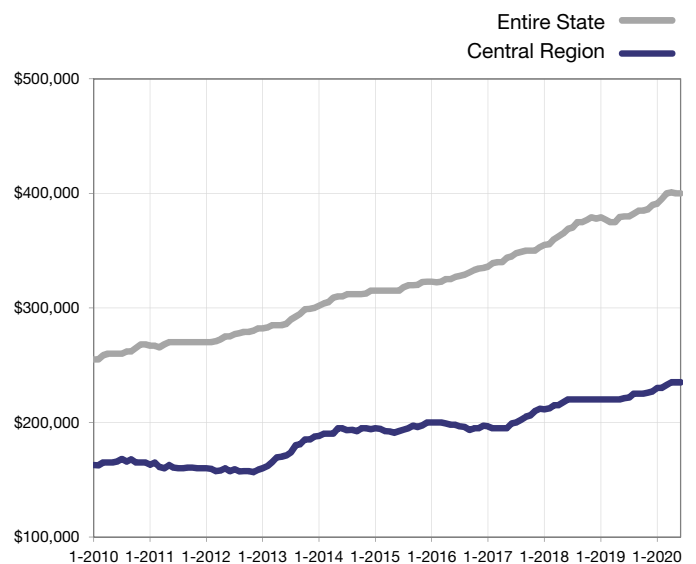
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 26.3%

+ 8.7%

- 49.1%

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

	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	1,035	1,130	+ 9.2%	4,679	3,989	-14.7%
Closed Sales	974	708	-27.3%	3,797	3,081	-18.9%
Median Sales Price*	\$477,000	\$523,000	+ 9.6%	\$455,000	\$490,000	+ 7.7%
Inventory of Homes for Sale	1,798	845	-53.0%	--	--	--
Months Supply of Inventory	2.5	1.3	-48.0%	--	--	--
Cumulative Days on Market Until Sale	43	40	-7.0%	55	48	-12.7%
Percent of Original List Price Received*	99.1%	99.6%	+ 0.5%	97.7%	98.8%	+ 1.1%
New Listings	1,212	1,136	-6.3%	5,985	4,613	-22.9%

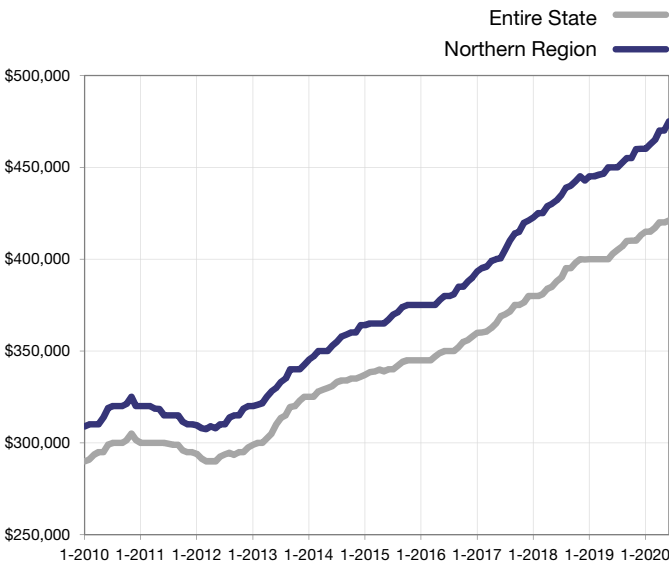
Condominium Properties

	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	373	458	+ 22.8%	2,077	1,734	-16.5%
Closed Sales	388	312	-19.6%	1,778	1,396	-21.5%
Median Sales Price*	\$303,900	\$329,950	+ 8.6%	\$300,000	\$322,700	+ 7.6%
Inventory of Homes for Sale	693	439	-36.7%	--	--	--
Months Supply of Inventory	2.2	1.5	-31.8%	--	--	--
Cumulative Days on Market Until Sale	40	46	+ 15.0%	50	50	0.0%
Percent of Original List Price Received*	99.3%	99.7%	+ 0.4%	98.7%	99.3%	+ 0.6%
New Listings	435	478	+ 9.9%	2,496	2,069	-17.1%

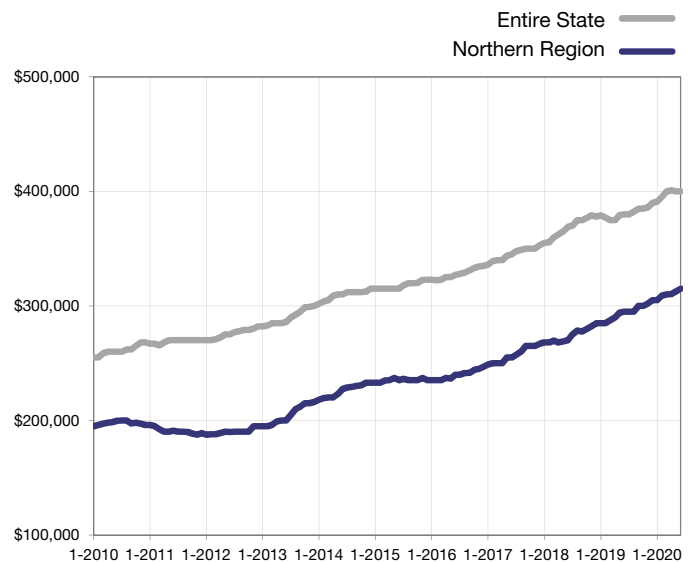
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 21.4%

+ 6.1%

- 55.2%

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

	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	612	798	+ 30.4%	3,061	3,047	-0.5%
Closed Sales	593	468	-21.1%	2,599	2,326	-10.5%
Median Sales Price*	\$345,000	\$365,000	+ 5.8%	\$325,000	\$346,000	+ 6.5%
Inventory of Homes for Sale	1,655	743	-55.1%	--	--	--
Months Supply of Inventory	3.3	1.6	-51.5%	--	--	--
Cumulative Days on Market Until Sale	54	58	+ 7.4%	70	64	-8.6%
Percent of Original List Price Received*	98.5%	97.7%	-0.8%	96.8%	97.4%	+ 0.6%
New Listings	802	729	-9.1%	4,009	3,344	-16.6%

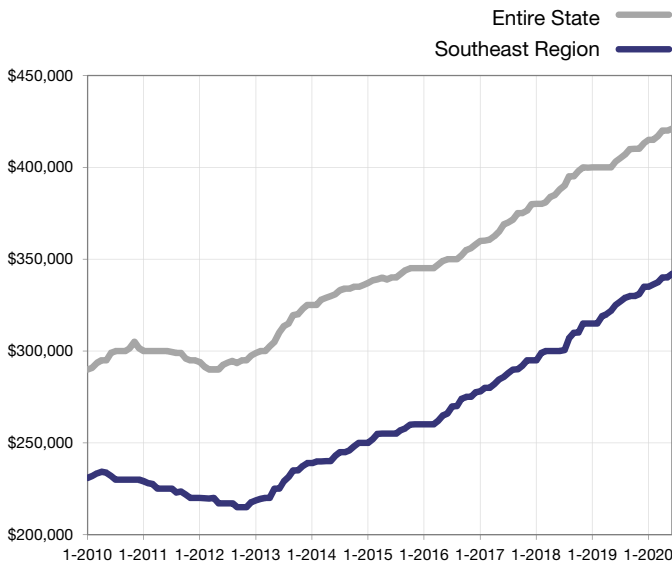
Condominium Properties

	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	86	110	+ 27.9%	490	449	-8.4%
Closed Sales	74	80	+ 8.1%	427	379	-11.2%
Median Sales Price*	\$223,750	\$235,500	+ 5.3%	\$215,000	\$235,000	+ 9.3%
Inventory of Homes for Sale	222	99	-55.4%	--	--	--
Months Supply of Inventory	2.8	1.3	-53.6%	--	--	--
Cumulative Days on Market Until Sale	44	43	-2.3%	61	49	-19.7%
Percent of Original List Price Received*	98.4%	97.5%	-0.9%	97.4%	97.5%	+ 0.1%
New Listings	101	109	+ 7.9%	613	534	-12.9%

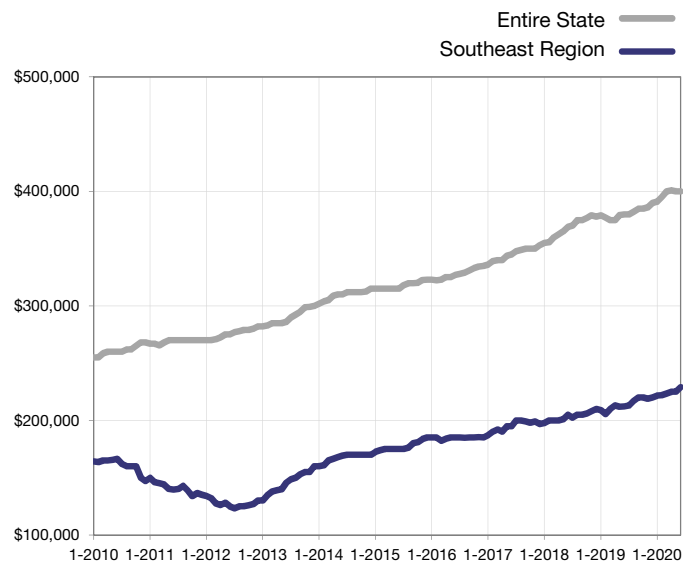
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Single-Family Properties



Condominium Properties



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West Region

- 14.8%

+ 3.9%

- 48.5%

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

	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	767	982	+ 28.0%	3,837	3,812	-0.7%
Closed Sales	739	631	-14.6%	3,215	2,910	-9.5%
Median Sales Price*	\$239,500	\$255,000	+ 6.5%	\$220,000	\$230,000	+ 4.5%
Inventory of Homes for Sale	2,737	1,357	-50.4%	--	--	--
Months Supply of Inventory	4.4	2.3	-47.7%	--	--	--
Cumulative Days on Market Until Sale	61	62	+ 1.6%	80	74	-7.5%
Percent of Original List Price Received*	97.6%	97.4%	-0.2%	95.2%	96.0%	+ 0.8%
New Listings	1,146	948	-17.3%	5,377	4,295	-20.1%

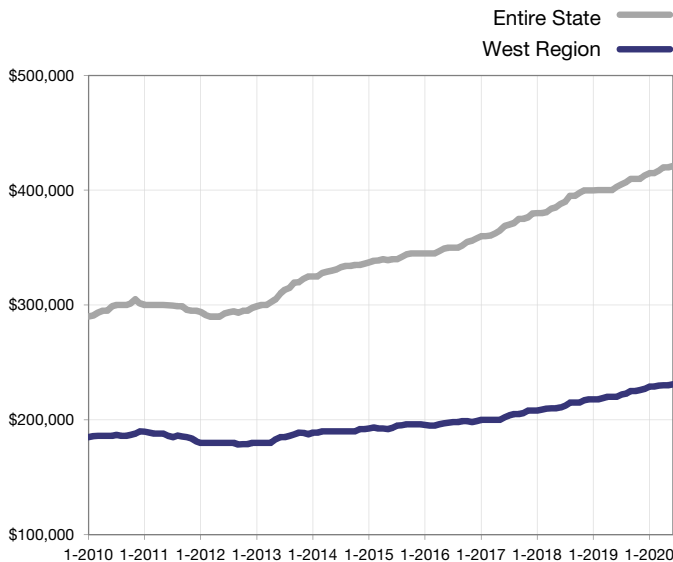
Condominium Properties

	June			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	101	102	+ 1.0%	564	442	-21.6%
Closed Sales	95	82	-13.7%	471	363	-22.9%
Median Sales Price*	\$180,000	\$187,000	+ 3.9%	\$159,950	\$170,000	+ 6.3%
Inventory of Homes for Sale	410	253	-38.3%	--	--	--
Months Supply of Inventory	4.6	3.2	-30.4%	--	--	--
Cumulative Days on Market Until Sale	56	68	+ 21.4%	84	76	-9.5%
Percent of Original List Price Received*	97.2%	97.2%	0.0%	96.0%	96.6%	+ 0.6%
New Listings	103	107	+ 3.9%	724	534	-26.2%

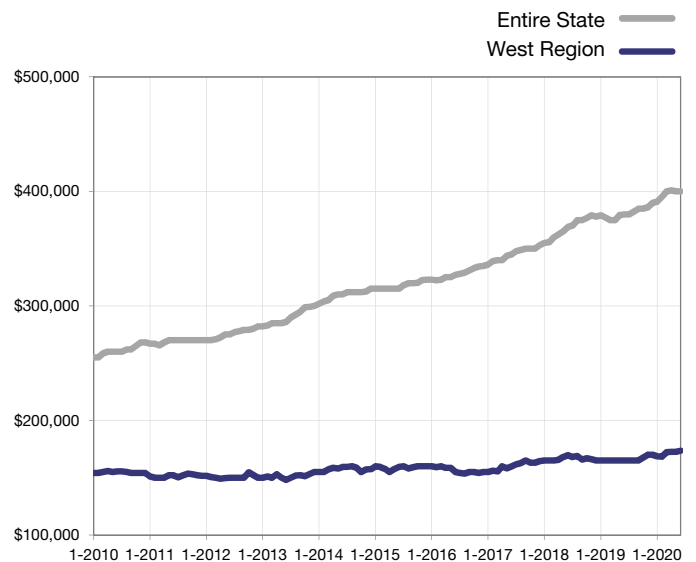
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