

# Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Barnstable County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	457	<b>793</b>	+ 73.5%	2,952	<b>3,332</b>	+ 12.9%
Closed Sales	407	<b>681</b>	+ 67.3%	2,719	<b>2,700</b>	- 0.7%
Median Sales Price*	\$437,000	<b>\$492,000</b>	+ 12.6%	\$427,500	<b>\$460,000</b>	+ 7.6%
Inventory of Homes for Sale	2,518	<b>1,198</b>	- 52.4%	--	--	--
Months Supply of Inventory	6.2	<b>3.0</b>	- 51.6%	--	--	--
Cumulative Days on Market Until Sale	107	<b>109</b>	+ 1.9%	112	<b>111</b>	- 0.9%
Percent of Original List Price Received*	94.5%	<b>95.2%</b>	+ 0.7%	94.0%	<b>94.5%</b>	+ 0.5%
New Listings	603	<b>637</b>	+ 5.6%	4,321	<b>3,716</b>	- 14.0%

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

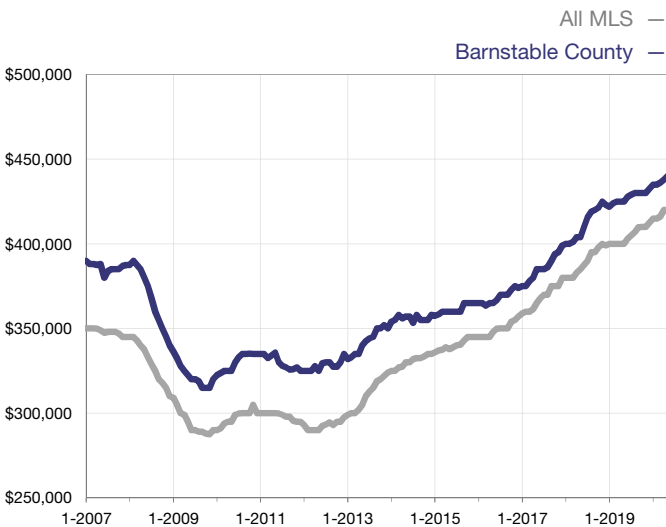
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	131	<b>199</b>	+ 51.9%	721	<b>769</b>	+ 6.7%
Closed Sales	98	<b>125</b>	+ 27.6%	624	<b>616</b>	- 1.3%
Median Sales Price*	\$252,500	<b>\$334,000</b>	+ 32.3%	\$270,000	<b>\$305,000</b>	+ 13.0%
Inventory of Homes for Sale	642	<b>419</b>	- 34.7%	--	--	--
Months Supply of Inventory	6.5	<b>4.2</b>	- 35.4%	--	--	--
Cumulative Days on Market Until Sale	92	<b>107</b>	+ 16.3%	106	<b>109</b>	+ 2.8%
Percent of Original List Price Received*	95.5%	<b>95.2%</b>	- 0.3%	94.5%	<b>95.5%</b>	+ 1.1%
New Listings	121	<b>156</b>	+ 28.9%	1,097	<b>952</b>	- 13.2%

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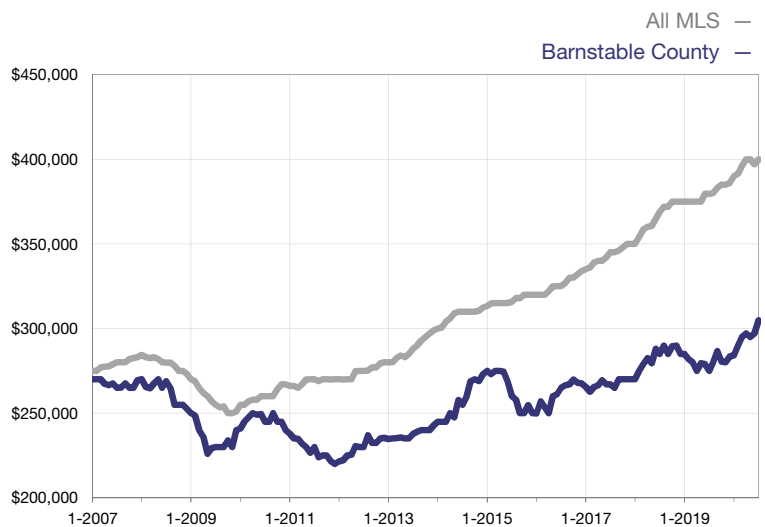
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Berkshire County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	170	211	+ 24.1%	876	980	+ 11.9%
Closed Sales	145	195	+ 34.5%	734	752	+ 2.5%
Median Sales Price*	\$220,000	\$305,000	+ 38.6%	\$218,500	\$230,000	+ 5.3%
Inventory of Homes for Sale	1,072	527	- 50.8%	--	--	--
Months Supply of Inventory	8.8	4.2	- 52.3%	--	--	--
Cumulative Days on Market Until Sale	73	84	+ 15.1%	92	98	+ 6.5%
Percent of Original List Price Received*	94.0%	95.7%	+ 1.8%	92.4%	93.2%	+ 0.9%
New Listings	245	236	- 3.7%	1,500	1,160	- 22.7%

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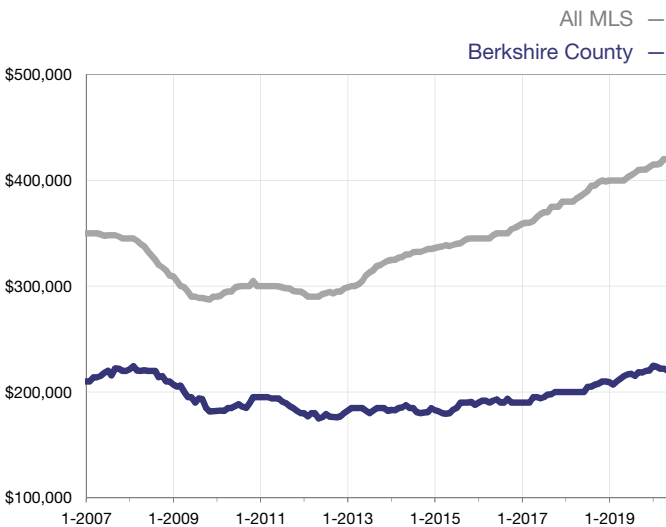
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	26	22	- 15.4%	105	90	- 14.3%
Closed Sales	15	19	+ 26.7%	70	73	+ 4.3%
Median Sales Price*	\$194,000	\$375,000	+ 93.3%	\$189,000	\$340,000	+ 79.9%
Inventory of Homes for Sale	197	105	- 46.7%	--	--	--
Months Supply of Inventory	16.2	7.0	- 56.8%	--	--	--
Cumulative Days on Market Until Sale	115	82	- 28.7%	111	140	+ 26.1%
Percent of Original List Price Received*	93.9%	94.0%	+ 0.1%	93.3%	92.5%	- 0.9%
New Listings	24	25	+ 4.2%	193	125	- 35.2%

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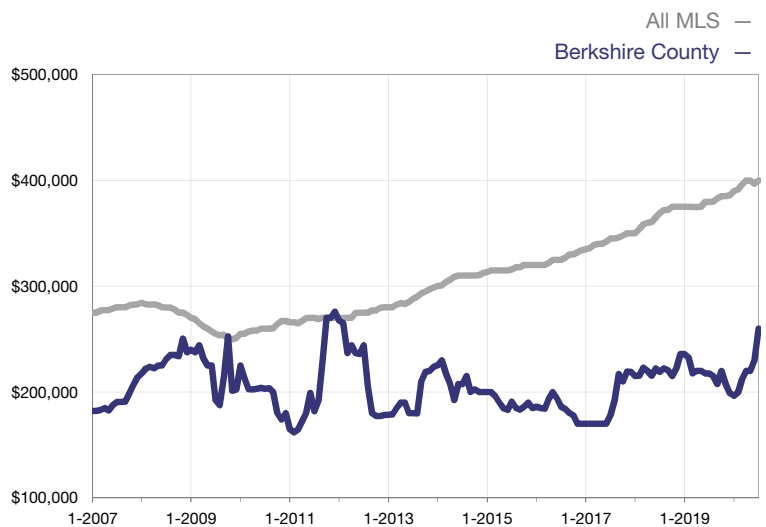
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Bristol County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	457	555	+ 21.4%	2,902	2,953	+ 1.8%
Closed Sales	507	504	- 0.6%	2,573	2,397	- 6.8%
Median Sales Price*	\$352,450	\$360,000	+ 2.1%	\$335,000	\$350,000	+ 4.5%
Inventory of Homes for Sale	1,275	578	- 54.7%	--	--	--
Months Supply of Inventory	3.3	1.5	- 54.5%	--	--	--
Cumulative Days on Market Until Sale	49	48	- 2.0%	67	61	- 9.0%
Percent of Original List Price Received*	97.7%	99.4%	+ 1.7%	96.7%	97.9%	+ 1.2%
New Listings	560	585	+ 4.5%	3,732	3,247	- 13.0%

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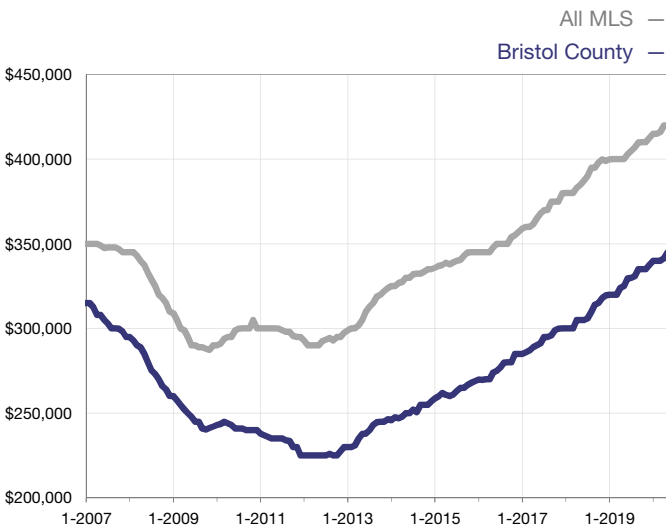
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	74	84	+ 13.5%	484	467	- 3.5%
Closed Sales	80	79	- 1.3%	428	415	- 3.0%
Median Sales Price*	\$220,000	\$264,900	+ 20.4%	\$223,500	\$239,000	+ 6.9%
Inventory of Homes for Sale	188	88	- 53.2%	--	--	--
Months Supply of Inventory	2.8	1.3	- 53.6%	--	--	--
Cumulative Days on Market Until Sale	45	46	+ 2.2%	57	49	- 14.0%
Percent of Original List Price Received*	96.8%	99.6%	+ 2.9%	97.4%	97.9%	+ 0.5%
New Listings	88	96	+ 9.1%	615	544	- 11.5%

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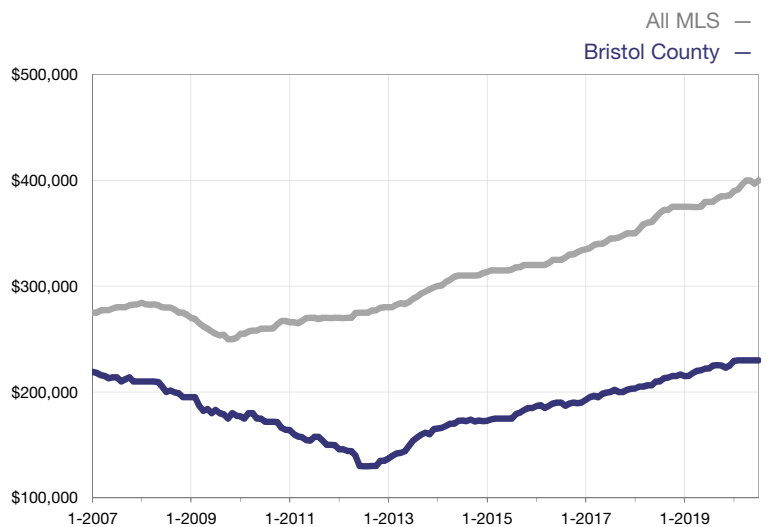
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Dukes County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	6	13	+ 116.7%	42	47	+ 11.9%
Closed Sales	2	7	+ 250.0%	36	39	+ 8.3%
Median Sales Price*	\$762,500	<b>\$1,525,000</b>	+ 100.0%	\$832,500	<b>\$1,225,000</b>	+ 47.1%
Inventory of Homes for Sale	93	52	- 44.1%	--	--	--
Months Supply of Inventory	9.6	8.3	- 13.5%	--	--	--
Cumulative Days on Market Until Sale	115	135	+ 17.4%	186	201	+ 8.1%
Percent of Original List Price Received*	94.4%	89.1%	- 5.6%	91.8%	90.7%	- 1.2%
New Listings	16	23	+ 43.8%	107	84	- 21.5%

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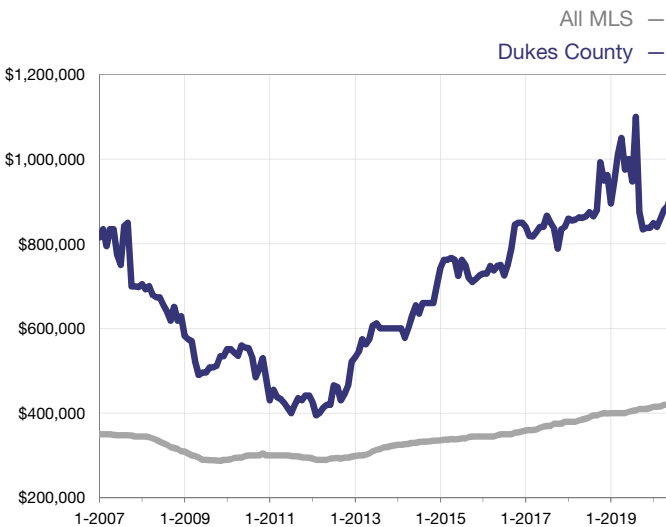
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	1	2	+ 100.0%	5	4	- 20.0%
Closed Sales	1	2	+ 100.0%	5	3	- 40.0%
Median Sales Price*	\$529,000	<b>\$187,500</b>	- 64.6%	\$600,000	<b>\$80,000</b>	- 86.7%
Inventory of Homes for Sale	4	10	+ 150.0%	--	--	--
Months Supply of Inventory	2.4	6.7	+ 179.2%	--	--	--
Cumulative Days on Market Until Sale	108	39	- 63.9%	152	40	- 73.7%
Percent of Original List Price Received*	100.0%	99.3%	- 0.7%	99.1%	90.3%	- 8.9%
New Listings	0	0	--	8	13	+ 62.5%

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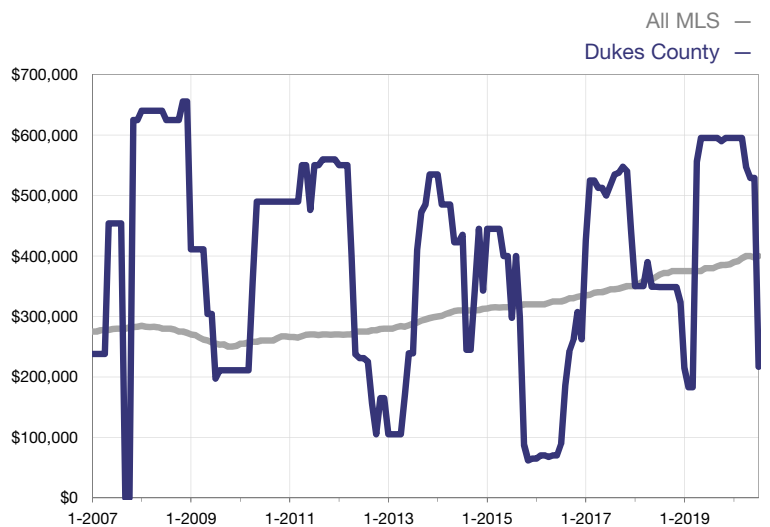
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Essex County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	626	<b>700</b>	+ 11.8%	3,971	<b>3,557</b>	- 10.4%
Closed Sales	745	<b>678</b>	- 9.0%	3,446	<b>2,923</b>	- 15.2%
Median Sales Price*	\$510,000	<b>\$545,000</b>	+ 6.9%	\$469,900	<b>\$511,000</b>	+ 8.7%
Inventory of Homes for Sale	1,287	<b>613</b>	- 52.4%	--	--	--
Months Supply of Inventory	2.5	<b>1.3</b>	- 48.0%	--	--	--
Cumulative Days on Market Until Sale	43	<b>36</b>	- 16.3%	53	<b>46</b>	- 13.2%
Percent of Original List Price Received*	98.9%	<b>100.4%</b>	+ 1.5%	97.8%	<b>99.0%</b>	+ 1.2%
New Listings	665	<b>709</b>	+ 6.6%	5,006	<b>4,047</b>	- 19.2%

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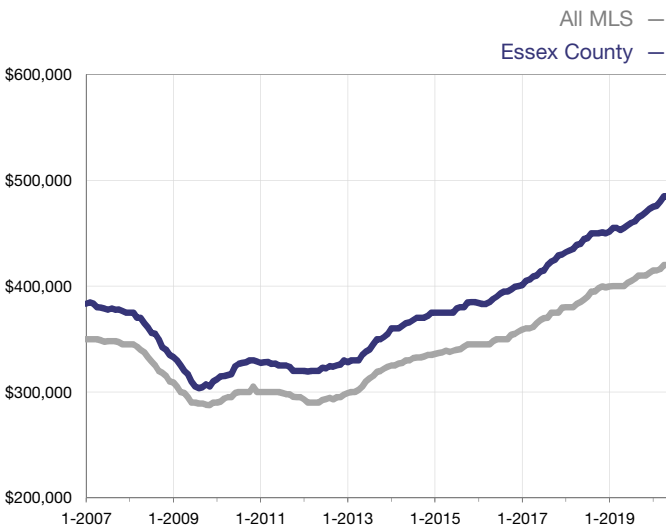
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	270	<b>344</b>	+ 27.4%	1,783	<b>1,604</b>	- 10.0%
Closed Sales	270	<b>295</b>	+ 9.3%	1,574	<b>1,337</b>	- 15.1%
Median Sales Price*	\$310,000	<b>\$345,000</b>	+ 11.3%	\$310,000	<b>\$339,000</b>	+ 9.4%
Inventory of Homes for Sale	536	<b>302</b>	- 43.7%	--	--	--
Months Supply of Inventory	2.3	<b>1.4</b>	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	39	<b>46</b>	+ 17.9%	50	<b>51</b>	+ 2.0%
Percent of Original List Price Received*	99.1%	<b>99.8%</b>	+ 0.7%	98.6%	<b>99.3%</b>	+ 0.7%
New Listings	301	<b>331</b>	+ 10.0%	2,169	<b>1,855</b>	- 14.5%

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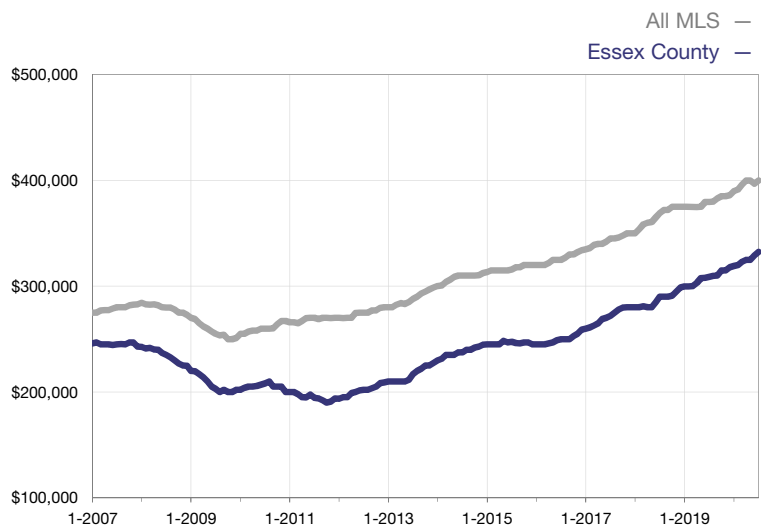
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Franklin County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	76	<b>87</b>	+ 14.5%	385	<b>394</b>	+ 2.3%
Closed Sales	69	<b>75</b>	+ 8.7%	329	<b>302</b>	- 8.2%
Median Sales Price*	\$213,000	<b>\$258,000</b>	+ 21.1%	\$219,500	<b>\$229,468</b>	+ 4.5%
Inventory of Homes for Sale	237	<b>99</b>	- 58.2%	--	--	--
Months Supply of Inventory	4.7	<b>2.0</b>	- 57.4%	--	--	--
Cumulative Days on Market Until Sale	76	<b>76</b>	0.0%	92	<b>86</b>	- 6.5%
Percent of Original List Price Received*	94.9%	<b>98.1%</b>	+ 3.4%	94.1%	<b>94.4%</b>	+ 0.3%
New Listings	82	<b>71</b>	- 13.4%	521	<b>421</b>	- 19.2%

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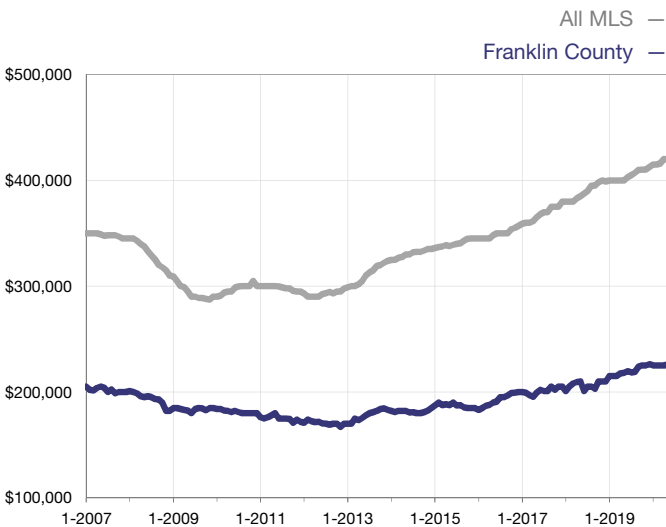
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	4	<b>7</b>	+ 75.0%	27	<b>26</b>	- 3.7%
Closed Sales	2	<b>7</b>	+ 250.0%	23	<b>20</b>	- 13.0%
Median Sales Price*	\$197,500	<b>\$203,500</b>	+ 3.0%	\$195,000	<b>\$180,000</b>	- 7.7%
Inventory of Homes for Sale	10	<b>2</b>	- 80.0%	--	--	--
Months Supply of Inventory	2.4	<b>0.6</b>	- 75.0%	--	--	--
Cumulative Days on Market Until Sale	55	<b>72</b>	+ 30.9%	117	<b>90</b>	- 23.1%
Percent of Original List Price Received*	95.9%	<b>96.8%</b>	+ 0.9%	96.1%	<b>95.5%</b>	- 0.6%
New Listings	4	<b>1</b>	- 75.0%	28	<b>27</b>	- 3.6%

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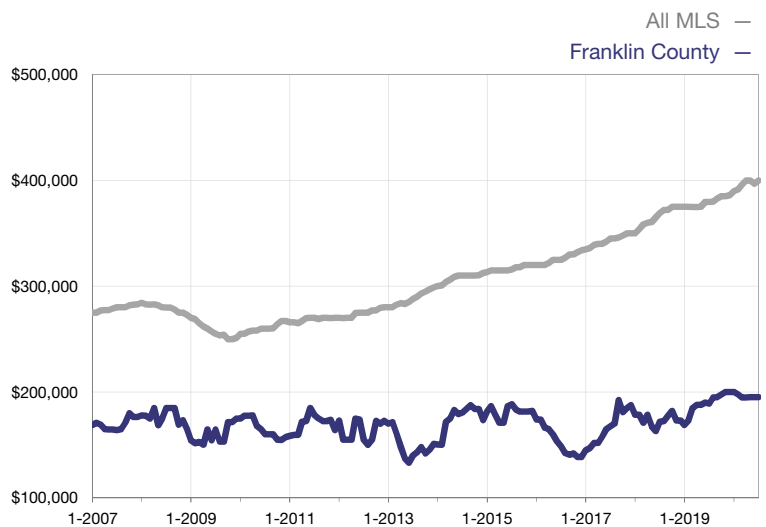
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Hampden County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	403	<b>501</b>	+ 24.3%	2,592	<b>2,568</b>	- 0.9%
Closed Sales	429	<b>439</b>	+ 2.3%	2,322	<b>2,083</b>	- 10.3%
Median Sales Price*	\$222,000	<b>\$239,000</b>	+ 7.7%	\$210,000	<b>\$225,000</b>	+ 7.1%
Inventory of Homes for Sale	1,023	<b>447</b>	- 56.3%	--	--	--
Months Supply of Inventory	2.9	<b>1.3</b>	- 55.2%	--	--	--
Cumulative Days on Market Until Sale	46	<b>40</b>	- 13.0%	64	<b>55</b>	- 14.1%
Percent of Original List Price Received*	98.1%	<b>99.9%</b>	+ 1.8%	96.7%	<b>98.0%</b>	+ 1.3%
New Listings	528	<b>488</b>	- 7.6%	3,308	<b>2,809</b>	- 15.1%

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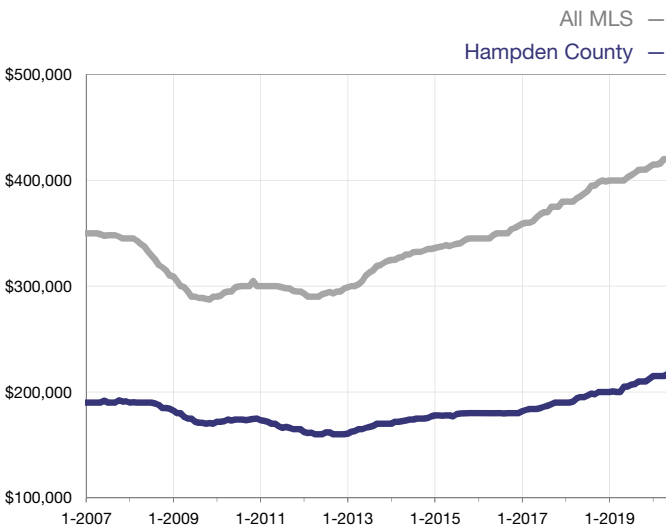
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	53	<b>68</b>	+ 28.3%	357	<b>320</b>	- 10.4%
Closed Sales	49	<b>53</b>	+ 8.2%	328	<b>268</b>	- 18.3%
Median Sales Price*	\$137,500	<b>\$153,700</b>	+ 11.8%	\$142,000	<b>\$149,900</b>	+ 5.6%
Inventory of Homes for Sale	125	<b>54</b>	- 56.8%	--	--	--
Months Supply of Inventory	2.7	<b>1.2</b>	- 55.6%	--	--	--
Cumulative Days on Market Until Sale	44	<b>48</b>	+ 9.1%	74	<b>57</b>	- 23.0%
Percent of Original List Price Received*	97.2%	<b>98.0%</b>	+ 0.8%	96.1%	<b>97.3%</b>	+ 1.2%
New Listings	55	<b>55</b>	0.0%	417	<b>325</b>	- 22.1%

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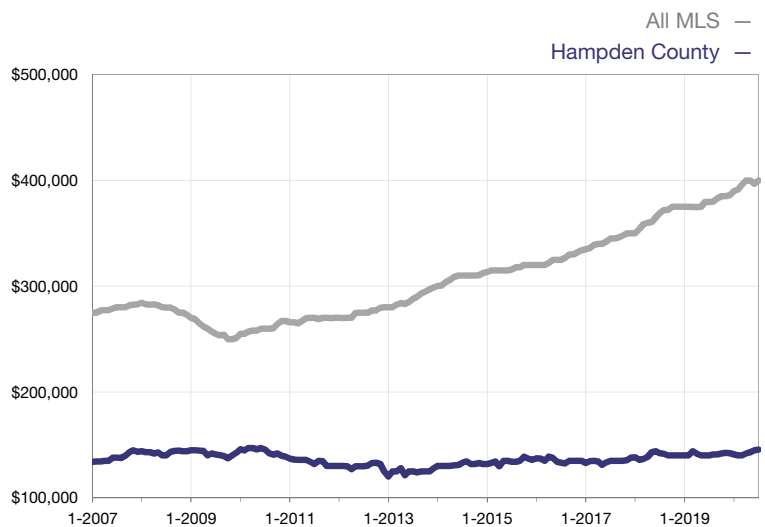
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Hampshire County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	142	<b>145</b>	+ 2.1%	801	<b>791</b>	- 1.2%
Closed Sales	155	<b>159</b>	+ 2.6%	652	<b>653</b>	+ 0.2%
Median Sales Price*	\$320,000	<b>\$330,000</b>	+ 3.1%	\$290,750	<b>\$305,000</b>	+ 4.9%
Inventory of Homes for Sale	440	<b>213</b>	- 51.6%	--	--	--
Months Supply of Inventory	4.3	<b>2.0</b>	- 53.5%	--	--	--
Cumulative Days on Market Until Sale	61	<b>56</b>	- 8.2%	86	<b>74</b>	- 14.0%
Percent of Original List Price Received*	97.2%	<b>97.6%</b>	+ 0.4%	95.5%	<b>96.6%</b>	+ 1.2%
New Listings	171	<b>155</b>	- 9.4%	1,098	<b>886</b>	- 19.3%

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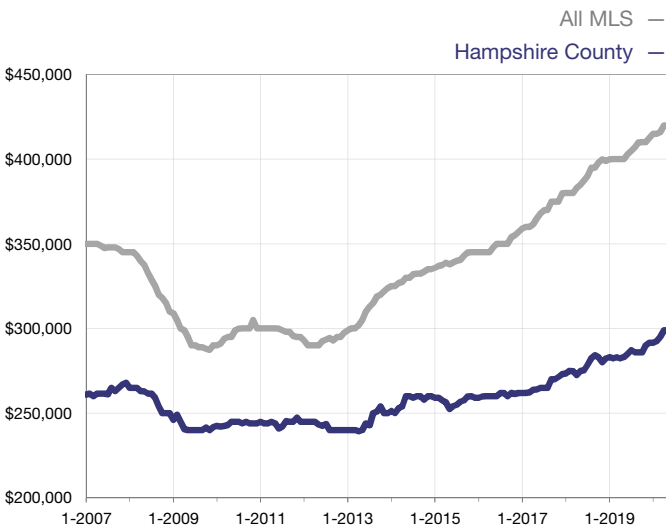
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	24	<b>38</b>	+ 58.3%	182	<b>142</b>	- 22.0%
Closed Sales	38	<b>28</b>	- 26.3%	154	<b>112</b>	- 27.3%
Median Sales Price*	\$212,450	<b>\$215,000</b>	+ 1.2%	\$231,250	<b>\$224,300</b>	- 3.0%
Inventory of Homes for Sale	66	<b>51</b>	- 22.7%	--	--	--
Months Supply of Inventory	2.8	<b>2.6</b>	- 7.1%	--	--	--
Cumulative Days on Market Until Sale	64	<b>94</b>	+ 46.9%	70	<b>69</b>	- 1.4%
Percent of Original List Price Received*	97.8%	<b>97.3%</b>	- 0.5%	97.6%	<b>97.8%</b>	+ 0.2%
New Listings	27	<b>29</b>	+ 7.4%	201	<b>169</b>	- 15.9%

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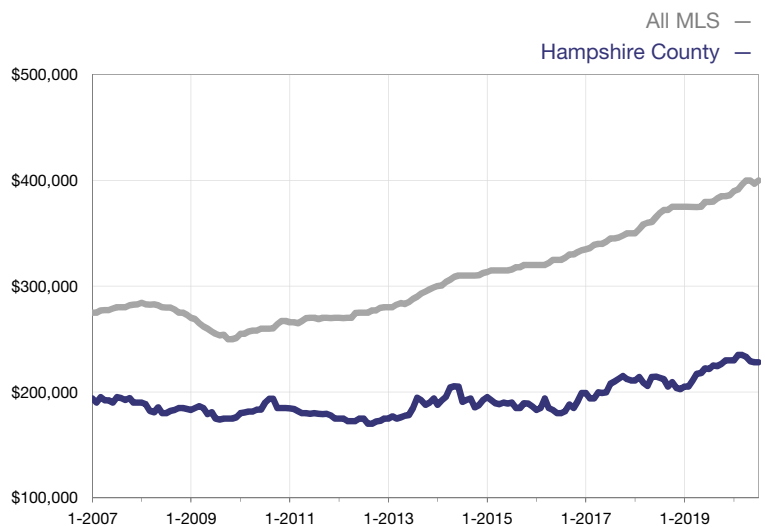
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Middlesex County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	965	<b>1,273</b>	+ 31.9%	7,093	<b>6,520</b>	- 8.1%
Closed Sales	1,334	<b>1,280</b>	- 4.0%	6,247	<b>5,330</b>	- 14.7%
Median Sales Price*	\$603,500	<b>\$650,000</b>	+ 7.7%	\$580,000	<b>\$621,538</b>	+ 7.2%
Inventory of Homes for Sale	2,178	<b>1,154</b>	- 47.0%	--	--	--
Months Supply of Inventory	2.4	<b>1.4</b>	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	38	<b>33</b>	- 13.2%	48	<b>47</b>	- 2.1%
Percent of Original List Price Received*	99.5%	<b>100.7%</b>	+ 1.2%	98.8%	<b>99.2%</b>	+ 0.4%
New Listings	1,070	<b>1,330</b>	+ 24.3%	9,132	<b>7,647</b>	- 16.3%

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

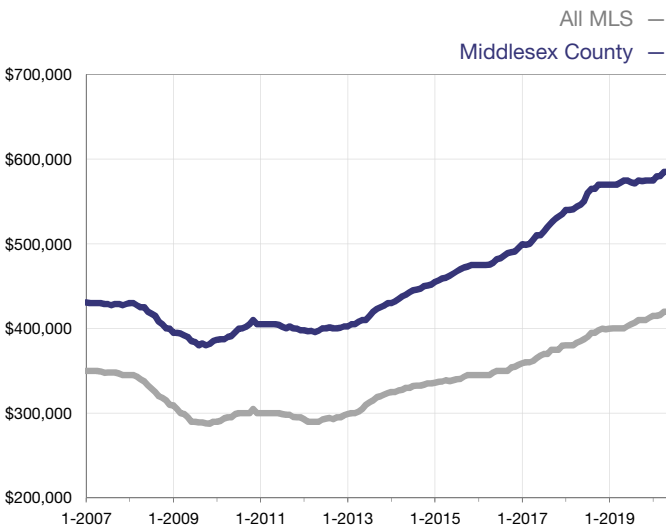
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	496	<b>623</b>	+ 25.6%	3,765	<b>3,302</b>	- 12.3%
Closed Sales	622	<b>622</b>	0.0%	3,265	<b>2,774</b>	- 15.0%
Median Sales Price*	\$485,000	<b>\$515,000</b>	+ 6.2%	\$485,000	<b>\$511,000</b>	+ 5.4%
Inventory of Homes for Sale	978	<b>761</b>	- 22.2%	--	--	--
Months Supply of Inventory	2.1	<b>1.7</b>	- 19.0%	--	--	--
Cumulative Days on Market Until Sale	32	<b>39</b>	+ 21.9%	42	<b>47</b>	+ 11.9%
Percent of Original List Price Received*	100.0%	<b>100.0%</b>	0.0%	99.7%	<b>99.5%</b>	- 0.2%
New Listings	601	<b>757</b>	+ 26.0%	4,650	<b>4,120</b>	- 11.4%

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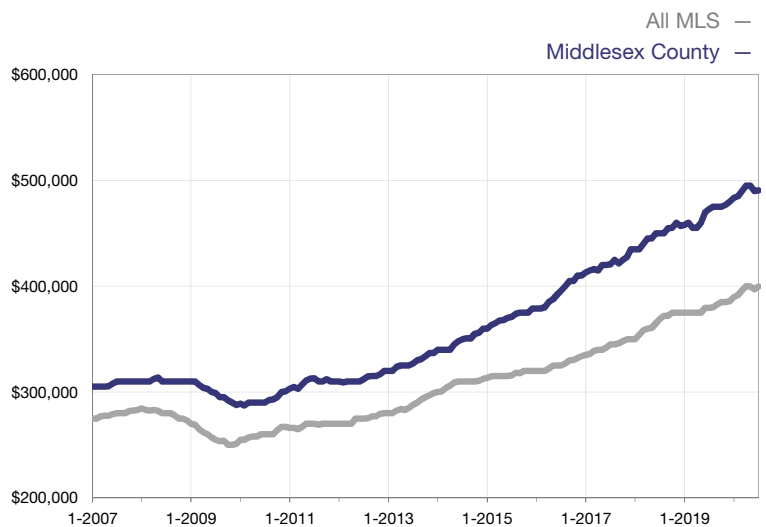
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Nantucket County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	8	11	+ 37.5%	25	28	+ 12.0%
Closed Sales	5	8	+ 60.0%	22	20	- 9.1%
Median Sales Price*	\$2,250,000	<b>\$3,536,250</b>	+ 57.2%	\$1,525,000	<b>\$2,425,000</b>	+ 59.0%
Inventory of Homes for Sale	69	50	- 27.5%	--	--	--
Months Supply of Inventory	14.3	11.2	- 21.7%	--	--	--
Cumulative Days on Market Until Sale	58	121	+ 108.6%	103	101	- 1.9%
Percent of Original List Price Received*	93.9%	92.9%	- 1.1%	92.7%	91.5%	- 1.3%
New Listings	18	19	+ 5.6%	76	75	- 1.3%

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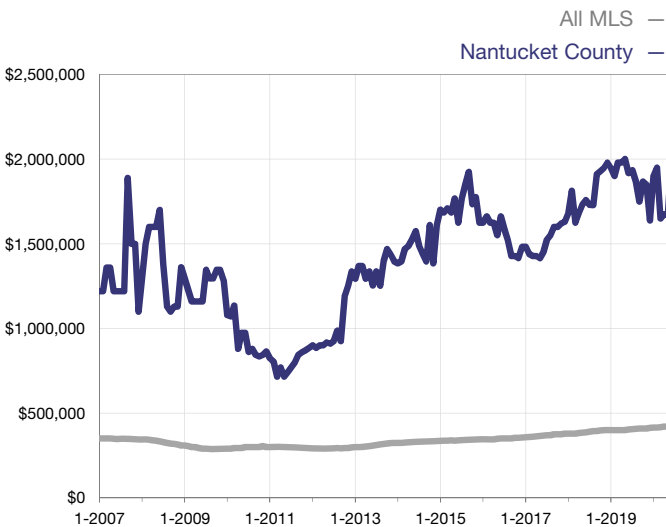
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	0	2	--	1	2	+ 100.0%
Closed Sales	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$285,000	<b>\$0</b>	- 100.0%
Inventory of Homes for Sale	1	2	+ 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	82	0	- 100.0%
Percent of Original List Price Received*	0.0%	0.0%	--	90.5%	0.0%	- 100.0%
New Listings	0	2	--	2	4	+ 100.0%

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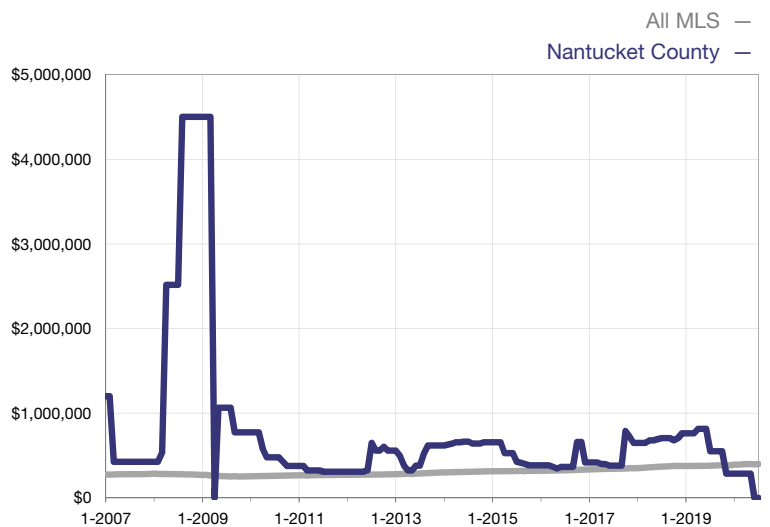
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Norfolk County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	581	<b>718</b>	+ 23.6%	3,846	<b>3,682</b>	- 4.3%
Closed Sales	734	<b>678</b>	- 7.6%	3,349	<b>2,979</b>	- 11.0%
Median Sales Price*	\$577,500	<b>\$605,000</b>	+ 4.8%	\$538,500	<b>\$555,000</b>	+ 3.1%
Inventory of Homes for Sale	1,385	<b>727</b>	- 47.5%	--	--	--
Months Supply of Inventory	2.7	<b>1.5</b>	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	41	<b>41</b>	0.0%	52	<b>49</b>	- 5.8%
Percent of Original List Price Received*	98.4%	<b>99.5%</b>	+ 1.1%	98.0%	<b>98.3%</b>	+ 0.3%
New Listings	635	<b>773</b>	+ 21.7%	5,144	<b>4,410</b>	- 14.3%

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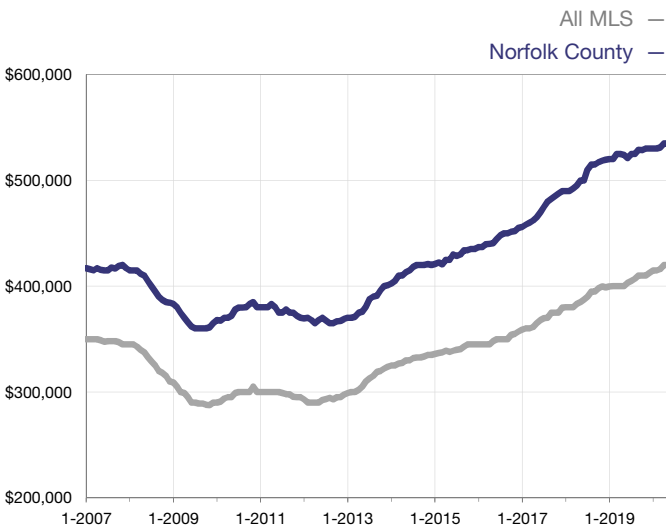
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	226	<b>274</b>	+ 21.2%	1,622	<b>1,325</b>	- 18.3%
Closed Sales	250	<b>231</b>	- 7.6%	1,364	<b>1,174</b>	- 13.9%
Median Sales Price*	\$420,000	<b>\$435,000</b>	+ 3.6%	\$414,900	<b>\$437,513</b>	+ 5.5%
Inventory of Homes for Sale	586	<b>455</b>	- 22.4%	--	--	--
Months Supply of Inventory	2.9	<b>2.4</b>	- 17.2%	--	--	--
Cumulative Days on Market Until Sale	43	<b>46</b>	+ 7.0%	48	<b>55</b>	+ 14.6%
Percent of Original List Price Received*	99.6%	<b>98.7%</b>	- 0.9%	99.2%	<b>99.0%</b>	- 0.2%
New Listings	267	<b>369</b>	+ 38.2%	2,162	<b>1,780</b>	- 17.7%

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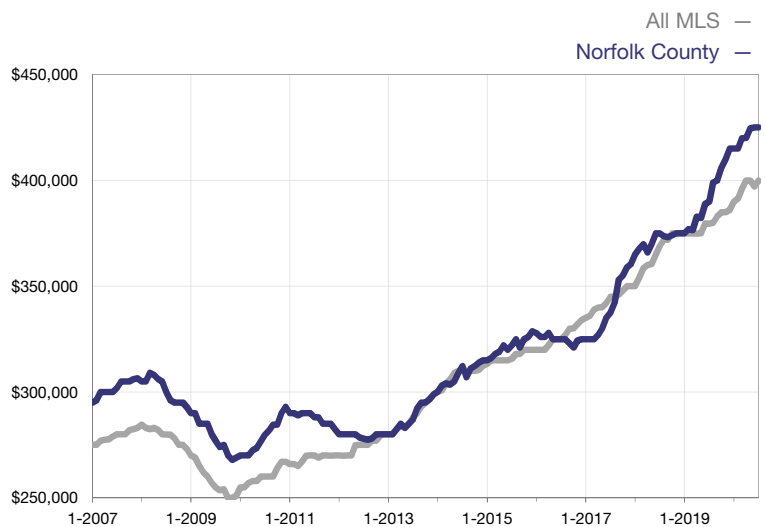
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Plymouth County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	590	<b>818</b>	+ 38.6%	3,827	<b>3,878</b>	+ 1.3%
Closed Sales	637	<b>653</b>	+ 2.5%	3,315	<b>3,003</b>	- 9.4%
Median Sales Price*	\$420,000	<b>\$465,000</b>	+ 10.7%	\$396,000	<b>\$432,500</b>	+ 9.2%
Inventory of Homes for Sale	1,777	<b>748</b>	- 57.9%	--	--	--
Months Supply of Inventory	3.5	<b>1.5</b>	- 57.1%	--	--	--
Cumulative Days on Market Until Sale	53	<b>55</b>	+ 3.8%	65	<b>66</b>	+ 1.5%
Percent of Original List Price Received*	97.6%	<b>98.3%</b>	+ 0.7%	97.1%	<b>97.4%</b>	+ 0.3%
New Listings	690	<b>793</b>	+ 14.9%	5,247	<b>4,398</b>	- 16.2%

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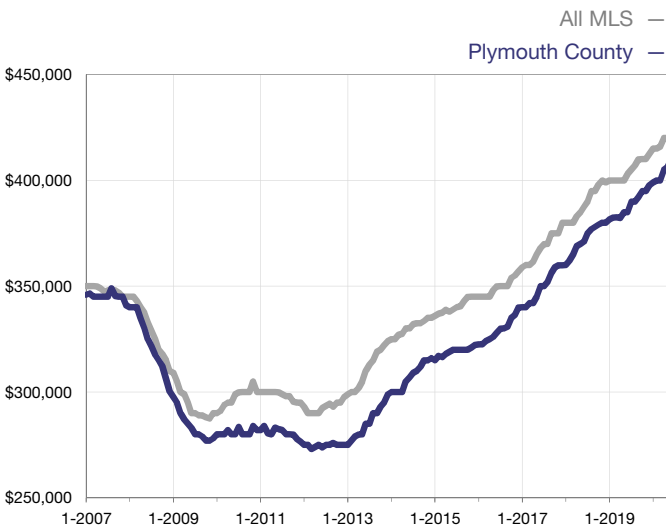
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	113	<b>170</b>	+ 50.4%	831	<b>788</b>	- 5.2%
Closed Sales	146	<b>116</b>	- 20.5%	791	<b>623</b>	- 21.2%
Median Sales Price*	\$318,500	<b>\$359,150</b>	+ 12.8%	\$310,000	<b>\$335,000</b>	+ 8.1%
Inventory of Homes for Sale	354	<b>212</b>	- 40.1%	--	--	--
Months Supply of Inventory	3.2	<b>2.2</b>	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	56	<b>80</b>	+ 42.9%	67	<b>70</b>	+ 4.5%
Percent of Original List Price Received*	99.2%	<b>99.3%</b>	+ 0.1%	98.2%	<b>98.6%</b>	+ 0.4%
New Listings	134	<b>168</b>	+ 25.4%	1,065	<b>976</b>	- 8.4%

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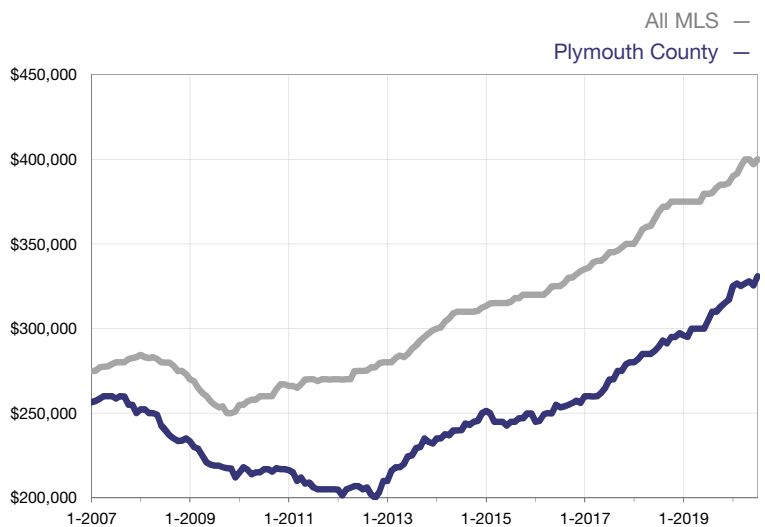
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Suffolk County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	110	<b>140</b>	+ 27.3%	807	<b>667</b>	- 17.3%
Closed Sales	148	<b>131</b>	- 11.5%	702	<b>548</b>	- 21.9%
Median Sales Price*	\$628,000	<b>\$651,000</b>	+ 3.7%	\$595,000	<b>\$620,000</b>	+ 4.2%
Inventory of Homes for Sale	226	<b>190</b>	- 15.9%	--	--	--
Months Supply of Inventory	2.0	<b>2.0</b>	0.0%	--	--	--
Cumulative Days on Market Until Sale	36	<b>29</b>	- 19.4%	43	<b>38</b>	- 11.6%
Percent of Original List Price Received*	99.1%	<b>100.8%</b>	+ 1.7%	99.0%	<b>99.4%</b>	+ 0.4%
New Listings	111	<b>190</b>	+ 71.2%	1,018	<b>892</b>	- 12.4%

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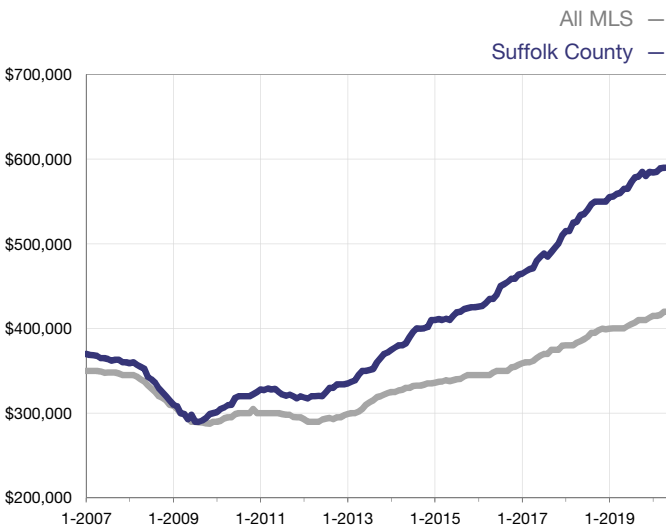
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	405	<b>495</b>	+ 22.2%	3,167	<b>2,725</b>	- 14.0%
Closed Sales	501	<b>463</b>	- 7.6%	2,789	<b>2,352</b>	- 15.7%
Median Sales Price*	\$616,000	<b>\$640,000</b>	+ 3.9%	\$620,000	<b>\$650,000</b>	+ 4.8%
Inventory of Homes for Sale	1,247	<b>1,395</b>	+ 11.9%	--	--	--
Months Supply of Inventory	3.2	<b>3.9</b>	+ 21.9%	--	--	--
Cumulative Days on Market Until Sale	42	<b>44</b>	+ 4.8%	50	<b>53</b>	+ 6.0%
Percent of Original List Price Received*	98.8%	<b>98.6%</b>	- 0.2%	98.4%	<b>98.1%</b>	- 0.3%
New Listings	467	<b>840</b>	+ 79.9%	4,465	<b>4,387</b>	- 1.7%

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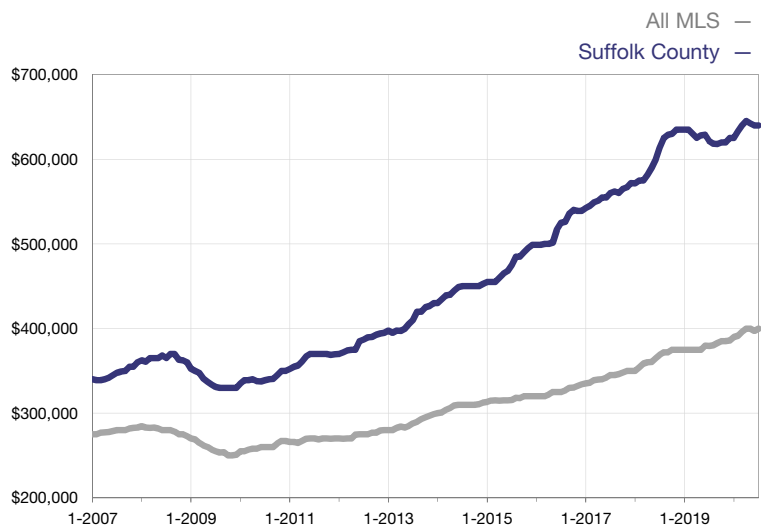
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – July 2020

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## Worcester County

### Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	774	<b>965</b>	+ 24.7%	5,074	<b>5,123</b>	+ 1.0%
Closed Sales	839	<b>888</b>	+ 5.8%	4,436	<b>4,181</b>	- 5.7%
Median Sales Price*	\$320,000	<b>\$355,000</b>	+ 10.9%	\$300,000	<b>\$325,000</b>	+ 8.3%
Inventory of Homes for Sale	2,088	<b>906</b>	- 56.6%	--	--	--
Months Supply of Inventory	3.1	<b>1.4</b>	- 54.8%	--	--	--
Cumulative Days on Market Until Sale	49	<b>47</b>	- 4.1%	62	<b>56</b>	- 9.7%
Percent of Original List Price Received*	98.5%	<b>99.1%</b>	+ 0.6%	97.4%	<b>98.2%</b>	+ 0.8%
New Listings	916	<b>926</b>	+ 1.1%	6,666	<b>5,701</b>	- 14.5%

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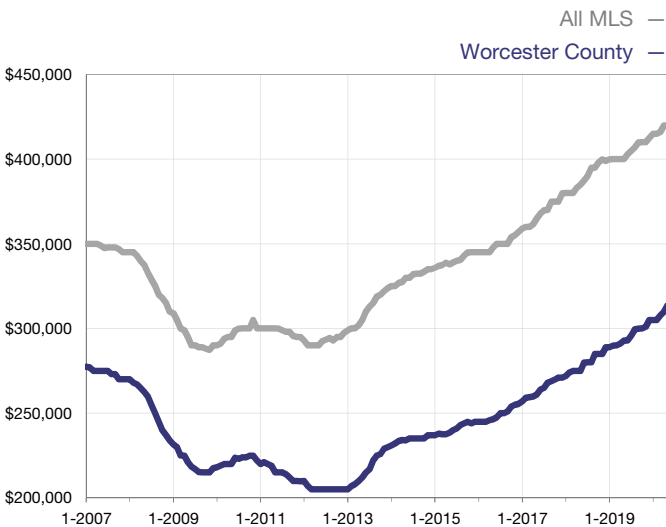
### Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	182	<b>202</b>	+ 11.0%	1,040	<b>1,043</b>	+ 0.3%
Closed Sales	162	<b>162</b>	0.0%	899	<b>850</b>	- 5.5%
Median Sales Price*	\$224,000	<b>\$230,950</b>	+ 3.1%	\$220,500	<b>\$235,000</b>	+ 6.6%
Inventory of Homes for Sale	377	<b>189</b>	- 49.9%	--	--	--
Months Supply of Inventory	2.7	<b>1.4</b>	- 48.1%	--	--	--
Cumulative Days on Market Until Sale	49	<b>46</b>	- 6.1%	56	<b>55</b>	- 1.8%
Percent of Original List Price Received*	99.2%	<b>98.1%</b>	- 1.1%	98.7%	<b>98.6%</b>	- 0.1%
New Listings	200	<b>187</b>	- 6.5%	1,308	<b>1,167</b>	- 10.8%

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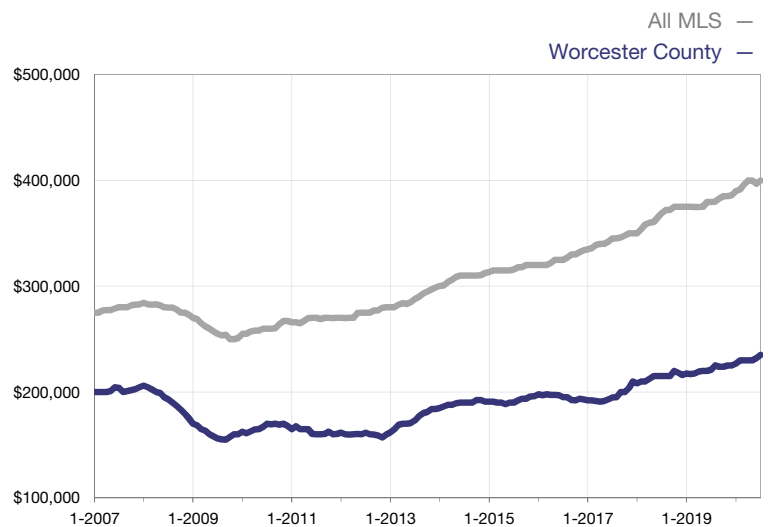
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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