

Local Market Update – August 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 5.2%

+ 13.5%

- 57.6%

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

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	858	1,118	+ 30.3%	6,522	6,726	+ 3.1%
Closed Sales	1,032	987	-4.4%	5,987	5,669	-5.3%
Median Sales Price*	\$327,000	\$372,000	+ 13.8%	\$310,000	\$336,600	+ 8.6%
Inventory of Homes for Sale	2,333	886	-62.0%	--	--	--
Months Supply of Inventory	3.1	1.2	-61.3%	--	--	--
Cumulative Days on Market Until Sale	46	43	-6.5%	59	53	-10.2%
Percent of Original List Price Received*	98.1%	100.1%	+ 2.0%	97.5%	98.5%	+ 1.0%
New Listings	1,104	1,078	-2.4%	8,528	7,371	-13.6%

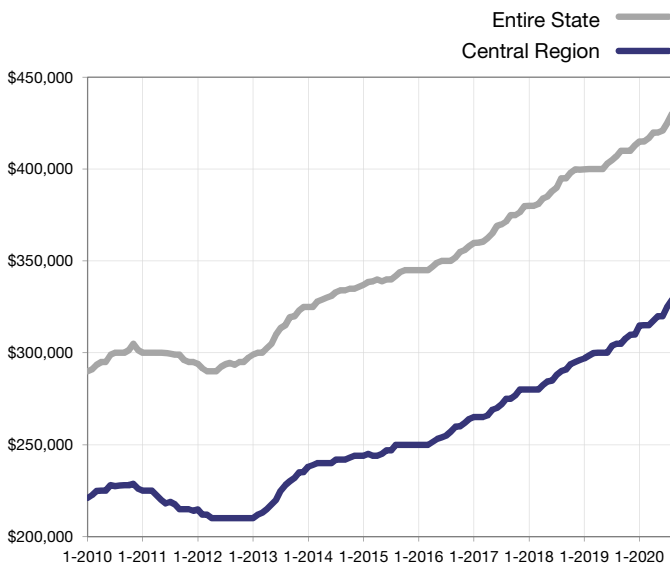
Condominium Properties

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	181	234	+ 29.3%	1,366	1,400	+ 2.5%
Closed Sales	213	202	-5.2%	1,238	1,166	-5.8%
Median Sales Price*	\$240,000	\$266,875	+ 11.2%	\$227,000	\$245,750	+ 8.3%
Inventory of Homes for Sale	416	202	-51.4%	--	--	--
Months Supply of Inventory	2.6	1.3	-50.0%	--	--	--
Cumulative Days on Market Until Sale	48	45	-6.3%	54	53	-1.9%
Percent of Original List Price Received*	98.7%	100.0%	+ 1.3%	98.6%	98.9%	+ 0.3%
New Listings	211	222	+ 5.2%	1,701	1,552	-8.8%

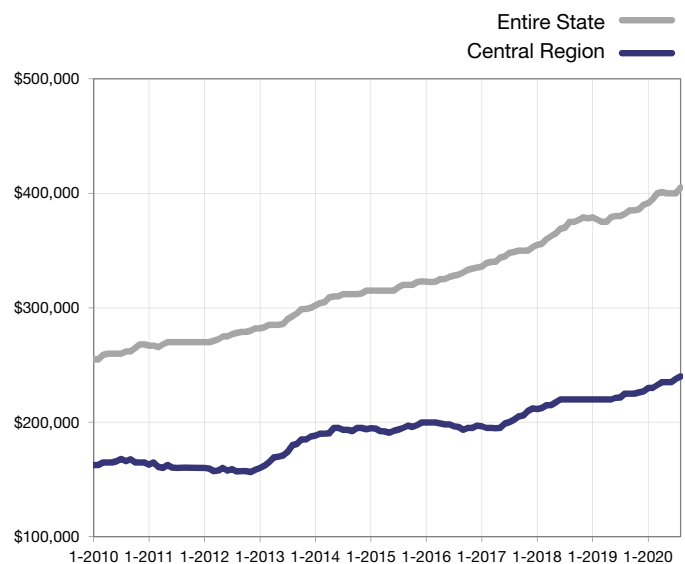
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

- 7.1%

+ 11.7%

- 53.2%

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

Single-Family Properties

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	769	1,005	+ 30.7%	6,304	5,900	-6.4%
Closed Sales	1,028	955	-7.1%	5,857	4,979	-15.0%
Median Sales Price*	\$480,000	\$560,000	+ 16.7%	\$462,000	\$510,000	+ 10.4%
Inventory of Homes for Sale	1,593	683	-57.1%	--	--	--
Months Supply of Inventory	2.2	1.0	-54.5%	--	--	--
Cumulative Days on Market Until Sale	40	38	-5.0%	50	43	-14.0%
Percent of Original List Price Received*	98.5%	100.8%	+ 2.3%	98.1%	99.5%	+ 1.4%
New Listings	857	946	+ 10.4%	7,742	6,543	-15.5%

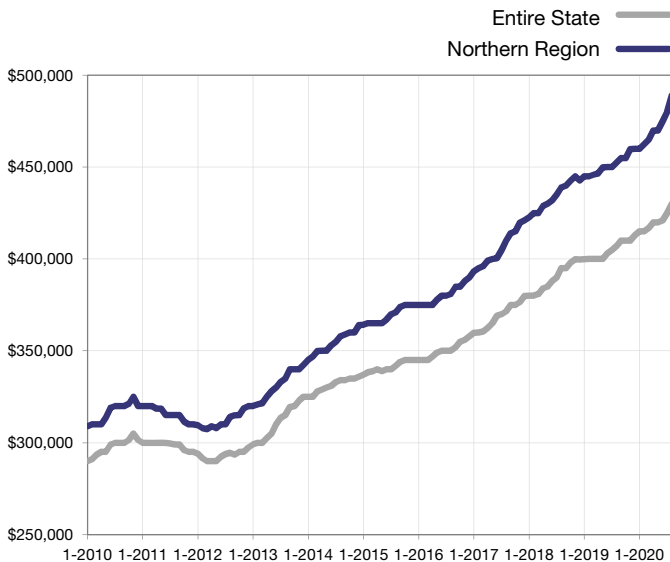
Condominium Properties

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	336	413	+ 22.9%	2,768	2,574	-7.0%
Closed Sales	403	406	+ 0.7%	2,549	2,208	-13.4%
Median Sales Price*	\$301,000	\$335,000	+ 11.3%	\$300,000	\$329,700	+ 9.9%
Inventory of Homes for Sale	666	370	-44.4%	--	--	--
Months Supply of Inventory	2.1	1.3	-38.1%	--	--	--
Cumulative Days on Market Until Sale	44	41	-6.8%	47	47	0.0%
Percent of Original List Price Received*	98.9%	100.1%	+ 1.2%	98.8%	99.5%	+ 0.7%
New Listings	369	428	+ 16.0%	3,283	2,934	-10.6%

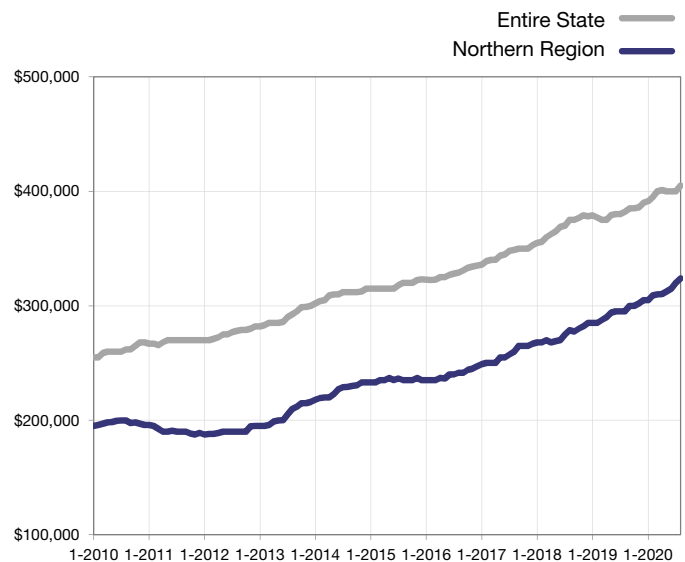
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

- 16.3%

+ 12.0%

- 60.3%

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

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

Single-Family Properties

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	554	735	+ 32.7%	4,182	4,378	+ 4.7%
Closed Sales	659	592	-10.2%	3,863	3,581	-7.3%
Median Sales Price*	\$340,000	\$380,000	+ 11.8%	\$332,000	\$353,000	+ 6.3%
Inventory of Homes for Sale	1,619	615	-62.0%	--	--	--
Months Supply of Inventory	3.3	1.3	-60.6%	--	--	--
Cumulative Days on Market Until Sale	59	47	-20.3%	65	60	-7.7%
Percent of Original List Price Received*	97.2%	99.6%	+ 2.5%	97.0%	98.1%	+ 1.1%
New Listings	665	673	+ 1.2%	5,379	4,771	-11.3%

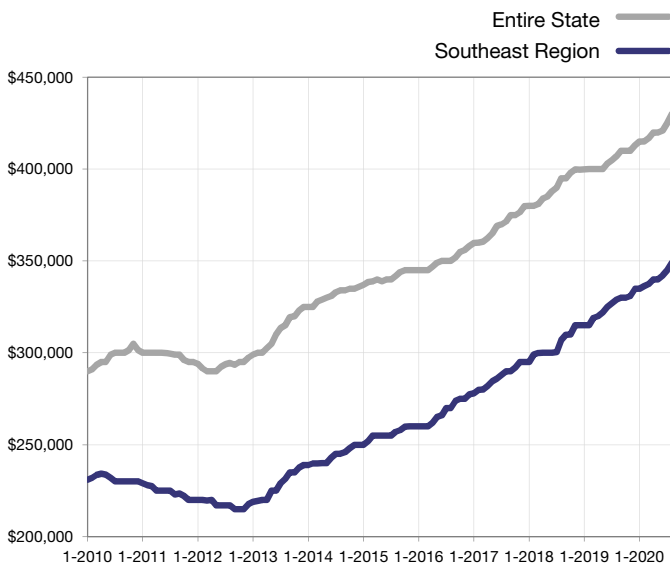
Condominium Properties

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	86	141	+ 64.0%	655	672	+ 2.6%
Closed Sales	81	68	-16.0%	600	540	-10.0%
Median Sales Price*	\$235,000	\$261,400	+ 11.2%	\$219,900	\$239,000	+ 8.7%
Inventory of Homes for Sale	207	93	-55.1%	--	--	--
Months Supply of Inventory	2.7	1.3	-51.9%	--	--	--
Cumulative Days on Market Until Sale	66	41	-37.9%	59	47	-20.3%
Percent of Original List Price Received*	97.4%	99.4%	+ 2.1%	97.4%	98.1%	+ 0.7%
New Listings	97	126	+ 29.9%	808	779	-3.6%

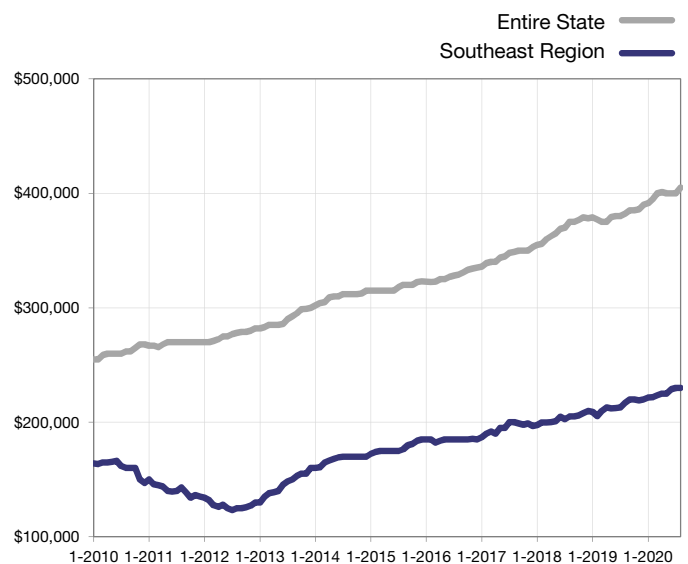
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Single-Family Properties



Condominium Properties



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West Region

- 0.7%

+ 13.4%

- 52.4%

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

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	740	932	+ 25.9%	5,366	5,584	+ 4.1%
Closed Sales	811	826	+ 1.8%	4,819	4,616	-4.2%
Median Sales Price*	\$229,900	\$260,000	+ 13.1%	\$225,000	\$241,000	+ 7.1%
Inventory of Homes for Sale	2,776	1,245	-55.2%	--	--	--
Months Supply of Inventory	4.5	2.0	-55.6%	--	--	--
Cumulative Days on Market Until Sale	59	56	-5.1%	73	67	-8.2%
Percent of Original List Price Received*	96.2%	98.6%	+ 2.5%	95.6%	96.9%	+ 1.4%
New Listings	935	941	+ 0.6%	7,332	6,196	-15.5%

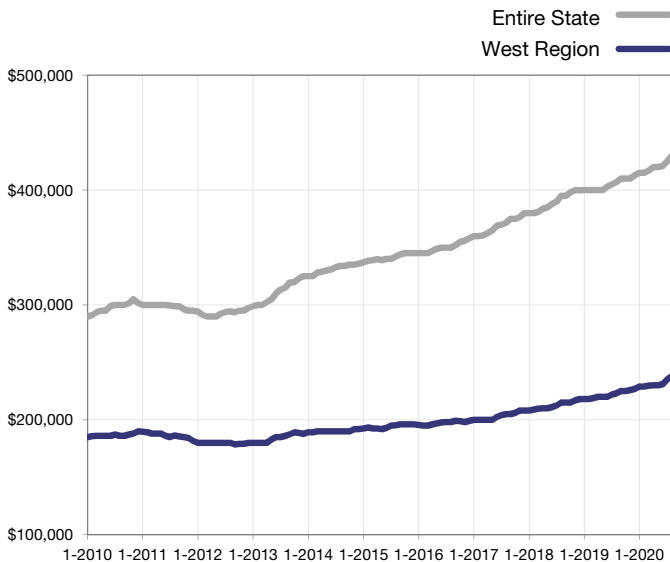
Condominium Properties

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	85	112	+ 31.8%	755	688	-8.9%
Closed Sales	117	110	-6.0%	691	584	-15.5%
Median Sales Price*	\$180,000	\$216,250	+ 20.1%	\$169,999	\$174,000	+ 2.4%
Inventory of Homes for Sale	378	204	-46.0%	--	--	--
Months Supply of Inventory	4.3	2.5	-41.9%	--	--	--
Cumulative Days on Market Until Sale	75	91	+ 21.3%	79	77	-2.5%
Percent of Original List Price Received*	96.1%	97.6%	+ 1.6%	96.2%	96.8%	+ 0.6%
New Listings	98	108	+ 10.2%	934	756	-19.1%

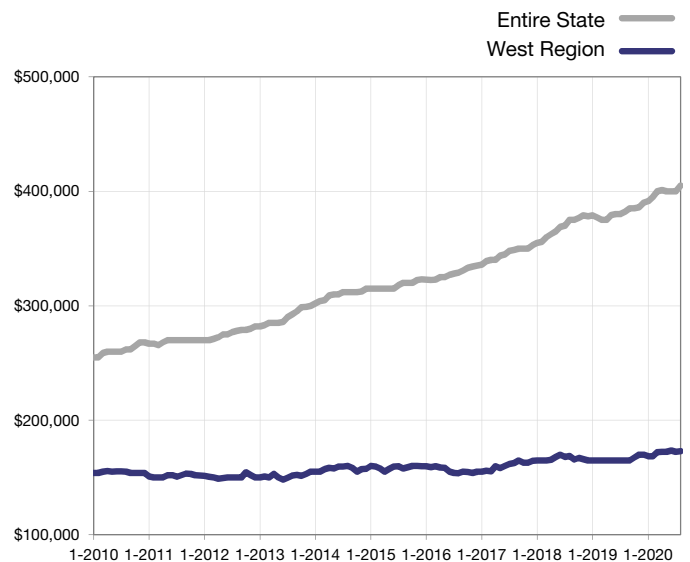
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