

Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 14.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.0%

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

- 53.3%

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

Single-Family Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	128	180	+ 40.6%	1,175	1,404	+ 19.5%
Closed Sales	168	188	+ 11.9%	1,064	1,166	+ 9.6%
Median Sales Price*	\$267,000	\$299,000	+ 12.0%	\$221,000	\$247,000	+ 11.8%
Inventory of Homes for Sale	1,049	496	- 52.7%	--	--	--
Months Supply of Inventory	8.6	3.8	- 56.2%	--	--	--
Cumulative Days on Market Until Sale	84	69	- 17.8%	88	90	+ 1.8%
Percent of Original List Price Received*	92.2%	95.9%	+ 4.1%	92.5%	94.3%	+ 1.9%
New Listings	194	217	+ 11.9%	1,918	1,640	- 14.5%

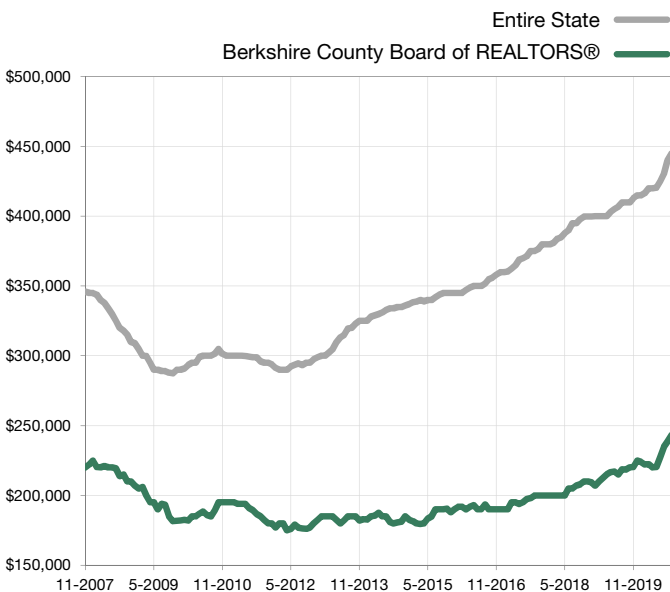
Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	19	20	+ 5.3%	144	144	0.0%
Closed Sales	19	26	+ 36.8%	115	119	+ 3.5%
Median Sales Price*	\$205,000	\$353,250	+ 72.3%	\$194,000	\$340,000	+ 75.3%
Inventory of Homes for Sale	166	71	- 57.2%	--	--	--
Months Supply of Inventory	12.9	4.7	- 63.4%	--	--	--
Cumulative Days on Market Until Sale	168	97	- 42.3%	119	140	+ 18.4%
Percent of Original List Price Received*	91.3%	93.1%	+ 2.0%	93.0%	92.8%	- 0.2%
New Listings	29	20	- 31.0%	233	168	- 27.9%

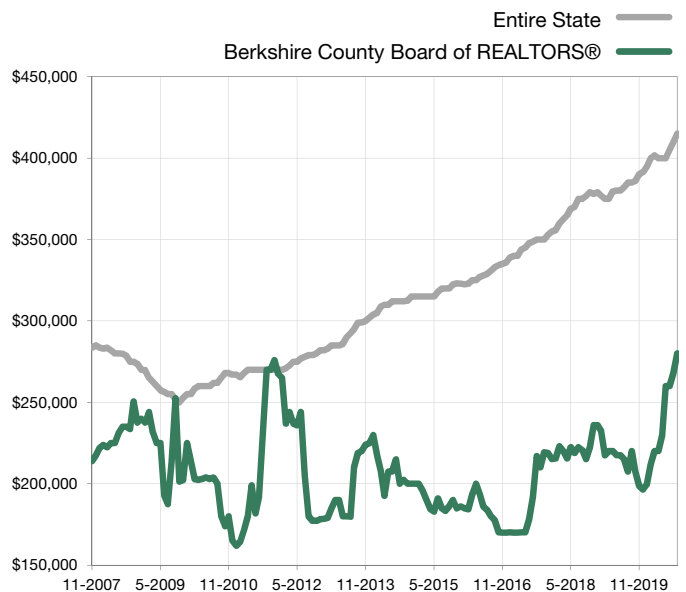
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 48.9%

+ 22.6%

- 56.4%

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

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	497	819	+ 64.8%	4,296	5,157	+ 20.0%
Closed Sales	469	721	+ 53.7%	4,000	4,366	+ 9.1%
Median Sales Price*	\$436,000	\$539,950	+ 23.8%	\$424,000	\$480,000	+ 13.2%
Inventory of Homes for Sale	2,816	1,159	- 58.8%	--	--	--
Months Supply of Inventory	6.2	2.4	- 60.9%	--	--	--
Cumulative Days on Market Until Sale	100	95	- 4.7%	105	106	+ 1.0%
Percent of Original List Price Received*	94.5%	96.8%	+ 2.4%	94.2%	95.1%	+ 1.1%
New Listings	700	791	+ 13.0%	6,271	5,647	- 10.0%

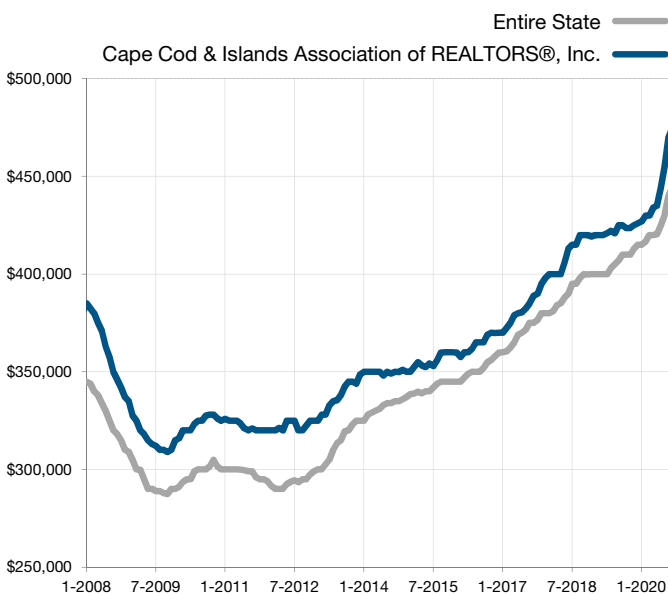
Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	127	220	+ 73.2%	1,022	1,204	+ 17.8%
Closed Sales	144	192	+ 33.3%	923	1,037	+ 12.4%
Median Sales Price*	\$342,500	\$336,000	- 1.9%	\$285,000	\$319,000	+ 11.9%
Inventory of Homes for Sale	671	362	- 46.1%	--	--	--
Months Supply of Inventory	6.5	3.1	- 51.7%	--	--	--
Cumulative Days on Market Until Sale	112	91	- 19.3%	103	107	+ 3.5%
Percent of Original List Price Received*	94.8%	96.6%	+ 1.9%	94.7%	95.9%	+ 1.2%
New Listings	169	216	+ 27.8%	1,498	1,397	- 6.7%

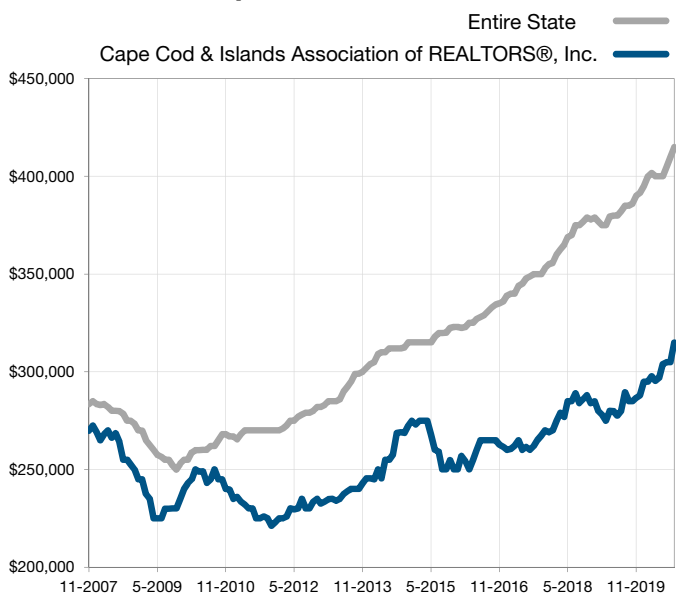
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	1,025	1,483	+ 44.7%	9,764	9,466	- 3.1%
Closed Sales	1,571	1,590	+ 1.2%	9,234	8,220	- 11.0%
Median Sales Price*	\$640,000	\$720,000	+ 12.5%	\$630,000	\$670,000	+ 6.3%
Inventory of Homes for Sale	2,594	1,622	- 37.5%	--	--	--
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--
Cumulative Days on Market Until Sale	44	37	- 15.9%	48	46	- 4.2%
Percent of Original List Price Received*	98.1%	100.5%	+ 2.4%	98.6%	99.2%	+ 0.6%
New Listings	1,060	1,525	+ 43.9%	12,561	11,280	- 10.2%

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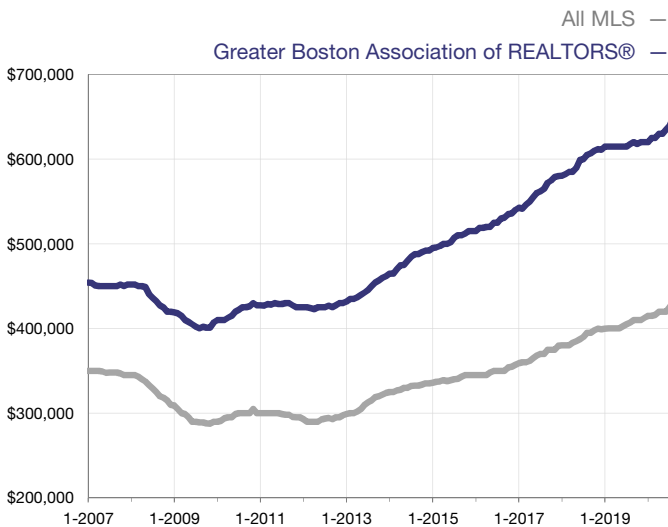
Condominium Properties

Key Metrics	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	940	1,042	+ 10.9%	9,000	8,181	- 9.1%
Closed Sales	812	964	+ 18.7%	8,243	7,471	- 9.4%
Median Sales Price*	\$550,000	\$592,500	+ 7.7%	\$574,000	\$590,000	+ 2.8%
Inventory of Homes for Sale	2,689	3,057	+ 13.7%	--	--	--
Months Supply of Inventory	3.0	3.6	+ 20.0%	--	--	--
Cumulative Days on Market Until Sale	49	40	- 18.4%	46	47	+ 2.2%
Percent of Original List Price Received*	98.5%	98.5%	0.0%	99.1%	98.9%	- 0.2%
New Listings	1,787	2,030	+ 13.6%	12,365	12,377	+ 0.1%

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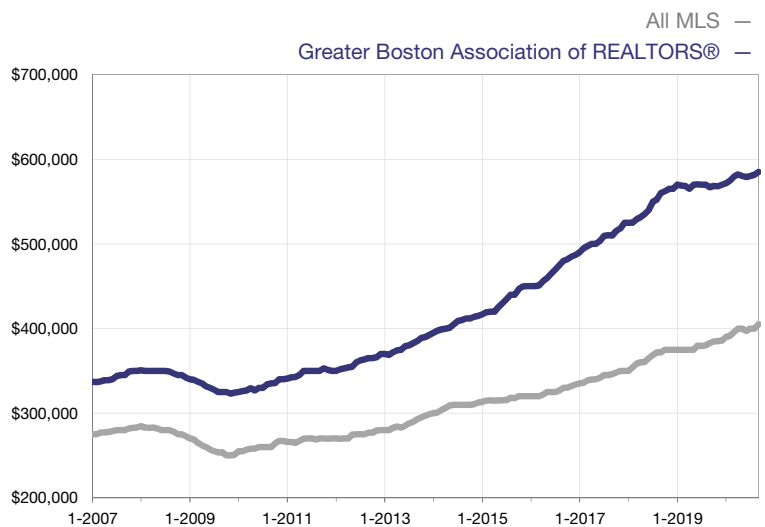
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

+ 23.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.4%

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

- 50.7%

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

Single-Family Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	76	66	- 13.2%	651	571	- 12.3%
Closed Sales	72	84	+ 16.7%	604	532	- 11.9%
Median Sales Price*	\$605,000	\$625,750	+ 3.4%	\$530,000	\$566,000	+ 6.8%
Inventory of Homes for Sale	178	87	- 51.1%	--	--	--
Months Supply of Inventory	2.8	1.4	- 48.9%	--	--	--
Cumulative Days on Market Until Sale	67	42	- 37.5%	57	53	- 6.0%
Percent of Original List Price Received*	96.4%	101.0%	+ 4.7%	97.2%	98.4%	+ 1.2%
New Listings	110	86	- 21.8%	870	694	- 20.2%

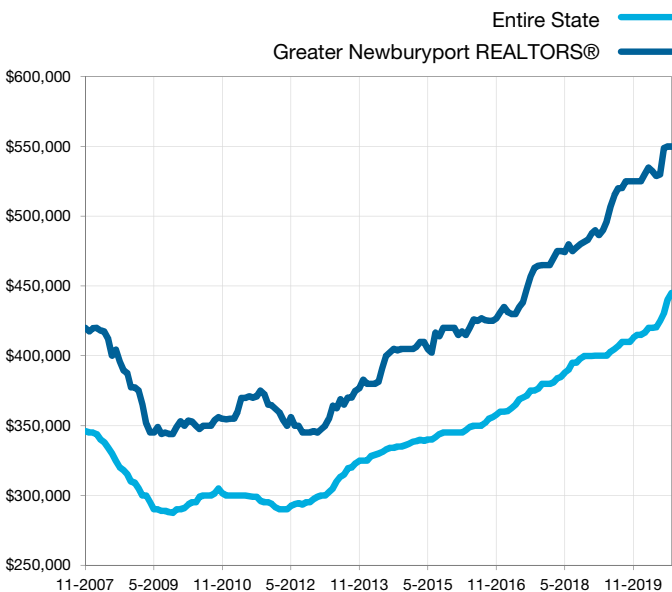
Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	27	55	+ 103.7%	321	370	+ 15.3%
Closed Sales	50	66	+ 32.0%	328	329	+ 0.3%
Median Sales Price*	\$407,500	\$468,750	+ 15.0%	\$365,000	\$410,000	+ 12.3%
Inventory of Homes for Sale	110	55	- 50.0%	--	--	--
Months Supply of Inventory	3.1	1.5	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	42	46	+ 10.0%	51	49	- 3.9%
Percent of Original List Price Received*	99.9%	99.6%	- 0.3%	98.5%	99.2%	+ 0.8%
New Listings	41	62	+ 51.2%	436	454	+ 4.1%

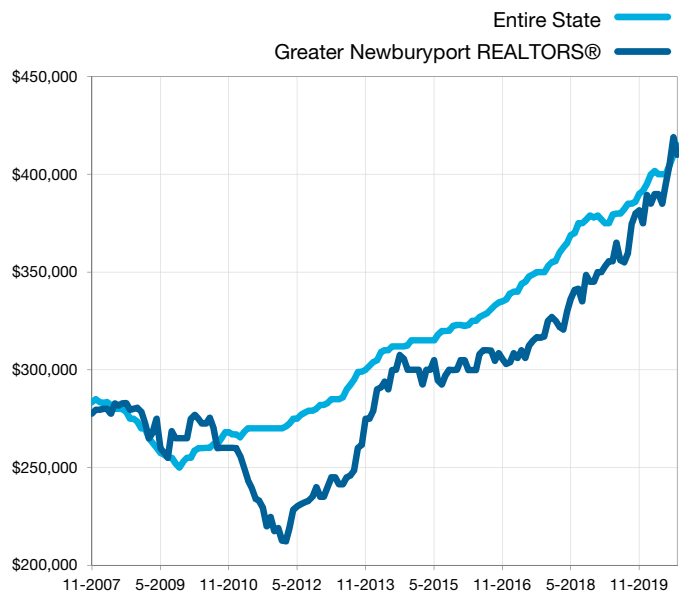
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 4.7%

+ 10.2%

- 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

Single-Family Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	271	333	+ 22.9%	2,257	2,431	+ 7.7%
Closed Sales	278	257	- 7.6%	2,100	2,050	- 2.4%
Median Sales Price*	\$300,000	\$325,000	+ 8.3%	\$278,850	\$319,250	+ 14.5%
Inventory of Homes for Sale	812	313	- 61.5%	--	--	--
Months Supply of Inventory	3.5	1.3	- 61.4%	--	--	--
Cumulative Days on Market Until Sale	51	41	- 19.2%	58	54	- 6.5%
Percent of Original List Price Received*	96.7%	101.5%	+ 4.9%	97.3%	98.9%	+ 1.6%
New Listings	354	374	+ 5.6%	3,022	2,667	- 11.7%

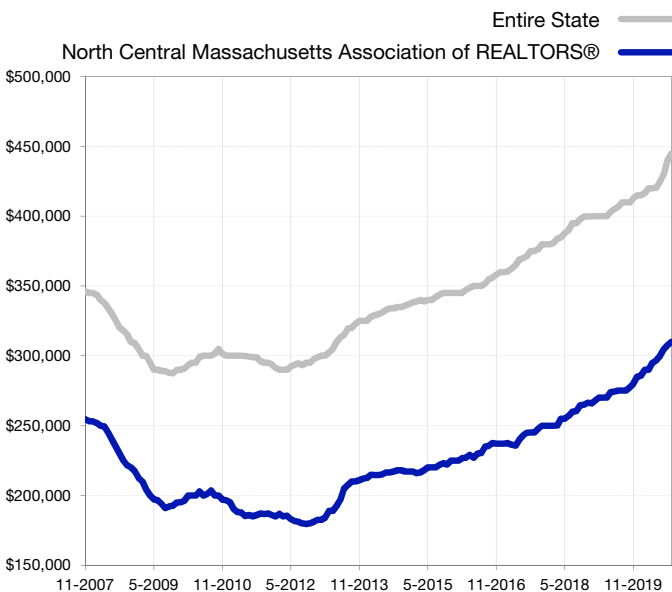
Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	42	41	- 2.4%	334	351	+ 5.1%
Closed Sales	43	49	+ 14.0%	305	313	+ 2.6%
Median Sales Price*	\$195,000	\$198,000	+ 1.5%	\$184,900	\$211,000	+ 14.1%
Inventory of Homes for Sale	92	46	- 50.0%	--	--	--
Months Supply of Inventory	2.6	1.3	- 49.6%	--	--	--
Cumulative Days on Market Until Sale	37	29	- 19.7%	44	54	+ 21.0%
Percent of Original List Price Received*	98.2%	101.1%	+ 3.0%	98.4%	99.5%	+ 1.1%
New Listings	60	55	- 8.3%	431	397	- 7.9%

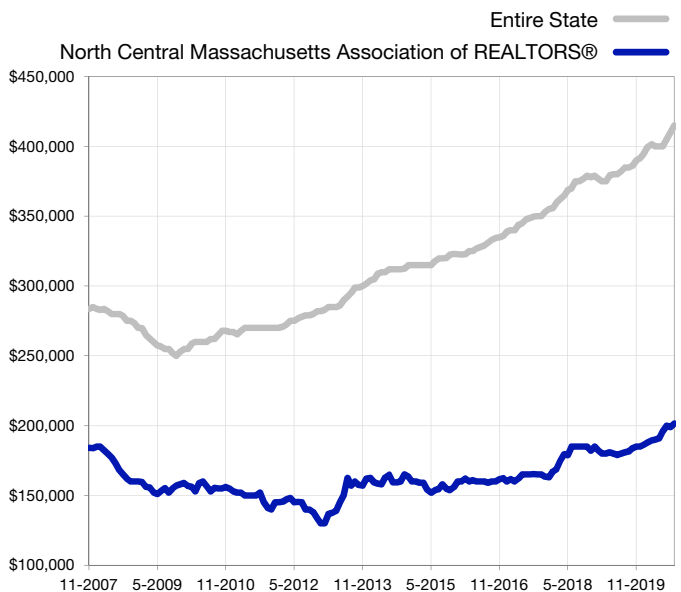
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 24.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 15.1%

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

- 51.8%

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

Single-Family Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	340	453	+ 33.2%	3,226	3,149	- 2.4%
Closed Sales	335	421	+ 25.7%	3,015	2,711	- 10.1%
Median Sales Price*	\$474,000	\$555,000	+ 17.1%	\$469,000	\$524,000	+ 11.7%
Inventory of Homes for Sale	829	350	- 57.8%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.0%	--	--	--
Cumulative Days on Market Until Sale	46	36	- 22.7%	51	42	- 17.4%
Percent of Original List Price Received*	97.7%	101.6%	+ 4.0%	97.9%	99.8%	+ 2.0%
New Listings	491	486	- 1.0%	4,006	3,481	- 13.1%

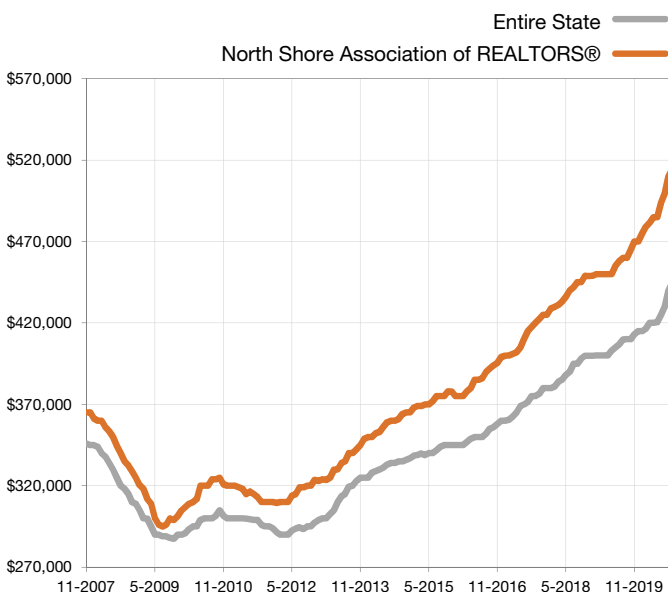
Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	172	202	+ 17.4%	1,516	1,449	- 4.4%
Closed Sales	162	200	+ 23.5%	1,398	1,280	- 8.4%
Median Sales Price*	\$324,950	\$375,000	+ 15.4%	\$315,000	\$345,000	+ 9.5%
Inventory of Homes for Sale	357	222	- 37.8%	--	--	--
Months Supply of Inventory	2.3	1.5	- 35.6%	--	--	--
Cumulative Days on Market Until Sale	50	36	- 27.0%	49	48	- 2.2%
Percent of Original List Price Received*	98.1%	100.5%	+ 2.4%	98.5%	99.7%	+ 1.2%
New Listings	245	257	+ 4.9%	1,849	1,659	- 10.3%

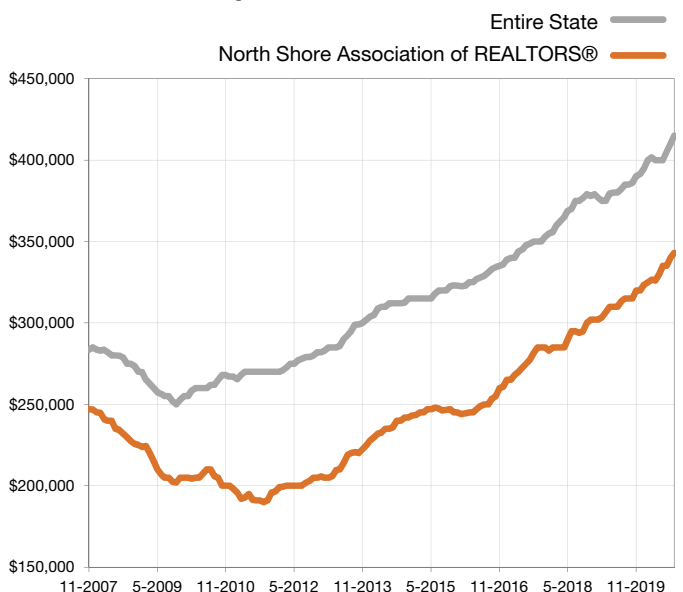
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 11.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 18.9%

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

- 58.7%

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

Single-Family Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	330	427	+ 29.4%	3,173	3,040	- 4.2%
Closed Sales	337	385	+ 14.2%	2,982	2,637	- 11.6%
Median Sales Price*	\$430,000	\$521,000	+ 21.2%	\$450,000	\$496,000	+ 10.2%
Inventory of Homes for Sale	711	269	- 62.2%	--	--	--
Months Supply of Inventory	2.2	0.9	- 58.8%	--	--	--
Cumulative Days on Market Until Sale	46	29	- 37.2%	47	39	- 16.9%
Percent of Original List Price Received*	98.7%	101.8%	+ 3.1%	98.5%	100.2%	+ 1.7%
New Listings	466	427	- 8.4%	3,933	3,355	- 14.7%

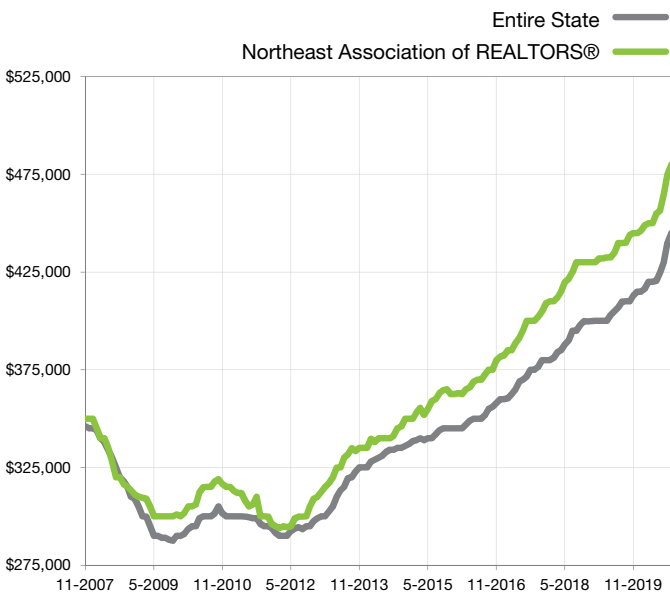
Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	126	174	+ 38.1%	1,256	1,169	- 6.9%
Closed Sales	134	139	+ 3.7%	1,169	1,010	- 13.6%
Median Sales Price*	\$275,000	\$315,000	+ 14.5%	\$266,000	\$299,000	+ 12.4%
Inventory of Homes for Sale	253	129	- 49.0%	--	--	--
Months Supply of Inventory	2.0	1.1	- 44.1%	--	--	--
Cumulative Days on Market Until Sale	46	47	+ 0.7%	44	43	- 2.2%
Percent of Original List Price Received*	99.4%	99.8%	+ 0.4%	99.2%	99.7%	+ 0.4%
New Listings	166	187	+ 12.7%	1,450	1,333	- 8.1%

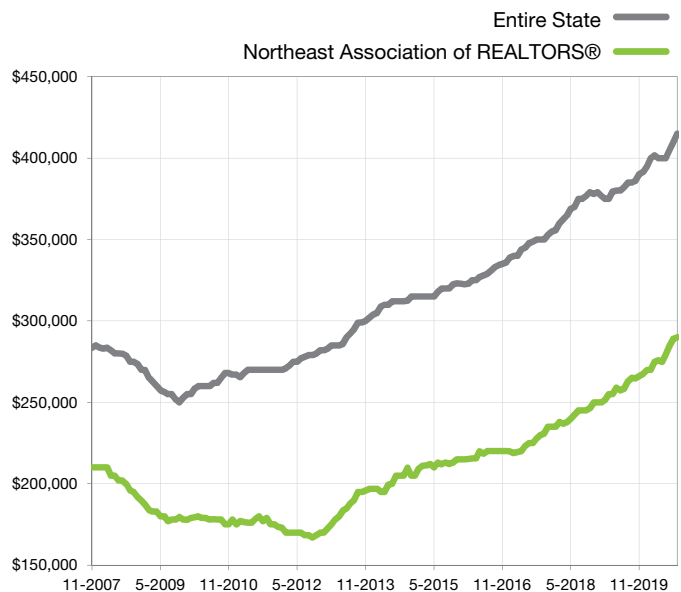
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

+ 12.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 19.9%

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

- 59.3%

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

Single-Family Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	567	726	+ 28.0%	5,102	5,247	+ 2.8%
Closed Sales	536	620	+ 15.7%	4,701	4,519	- 3.9%
Median Sales Price*	\$326,500	\$397,000	+ 21.6%	\$325,000	\$352,000	+ 8.3%
Inventory of Homes for Sale	1,625	632	- 61.1%	--	--	--
Months Supply of Inventory	3.1	1.2	- 60.6%	--	--	--
Cumulative Days on Market Until Sale	51	40	- 21.4%	58	50	- 13.6%
Percent of Original List Price Received*	97.7%	100.8%	+ 3.2%	97.6%	98.8%	+ 1.3%
New Listings	825	766	- 7.2%	6,686	5,842	- 12.6%

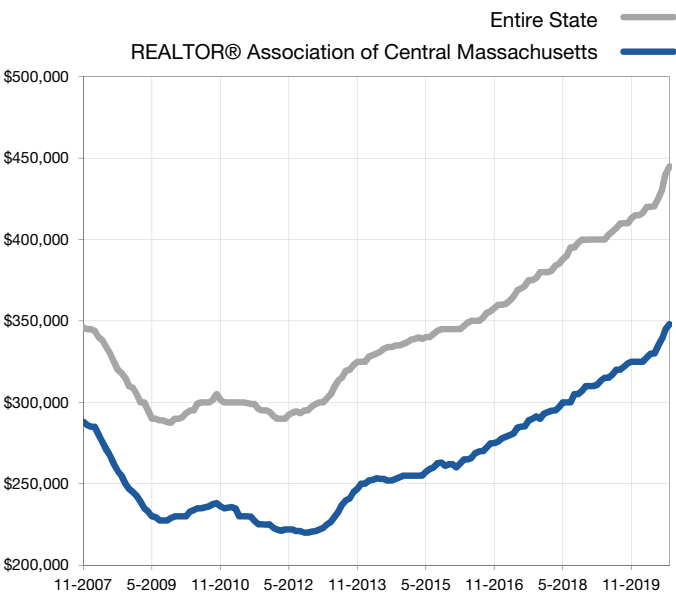
Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	128	175	+ 36.7%	1,201	1,251	+ 4.2%
Closed Sales	145	148	+ 2.1%	1,121	1,061	- 5.4%
Median Sales Price*	\$247,000	\$292,500	+ 18.4%	\$239,900	\$260,000	+ 8.4%
Inventory of Homes for Sale	335	165	- 50.7%	--	--	--
Months Supply of Inventory	2.6	1.4	- 47.7%	--	--	--
Cumulative Days on Market Until Sale	46	51	+ 10.4%	55	52	- 4.6%
Percent of Original List Price Received*	98.7%	100.0%	+ 1.3%	98.6%	98.9%	+ 0.3%
New Listings	160	174	+ 8.7%	1,490	1,386	- 7.0%

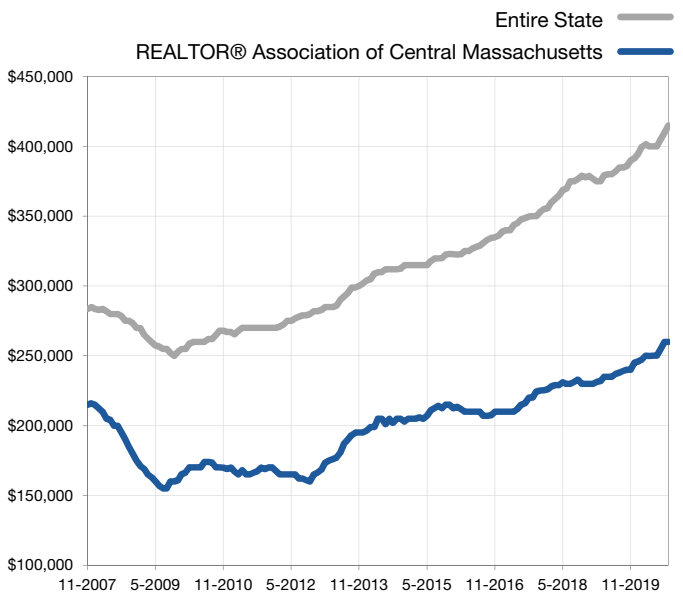
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 5.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.8%

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

- 54.6%

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

Single-Family Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	542	696	+ 28.4%	4,861	4,965	+ 2.1%
Closed Sales	553	591	+ 6.9%	4,476	4,244	- 5.2%
Median Sales Price*	\$230,000	\$265,000	+ 15.2%	\$226,500	\$245,000	+ 8.2%
Inventory of Homes for Sale	1,728	763	- 55.8%	--	--	--
Months Supply of Inventory	3.5	1.6	- 54.6%	--	--	--
Cumulative Days on Market Until Sale	56	38	- 31.8%	68	57	- 15.3%
Percent of Original List Price Received*	97.1%	99.6%	+ 2.6%	96.4%	98.0%	+ 1.6%
New Listings	702	736	+ 4.8%	6,310	5,503	- 12.8%

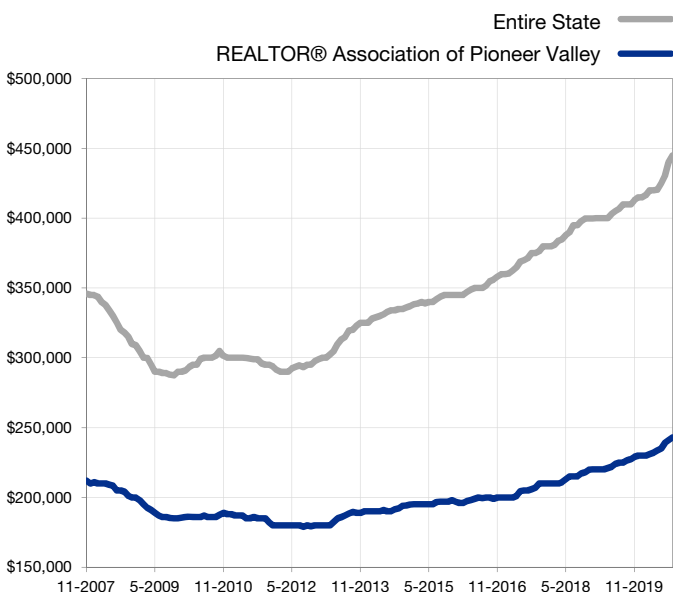
Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	67	82	+ 22.4%	697	641	- 8.0%
Closed Sales	82	79	- 3.7%	677	571	- 15.7%
Median Sales Price*	\$162,400	\$184,000	+ 13.3%	\$165,000	\$170,000	+ 3.0%
Inventory of Homes for Sale	204	114	- 44.1%	--	--	--
Months Supply of Inventory	2.8	1.7	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	57	43	- 25.3%	72	60	- 16.4%
Percent of Original List Price Received*	97.9%	99.3%	+ 1.3%	96.8%	97.8%	+ 1.0%
New Listings	74	83	+ 12.2%	804	697	- 13.3%

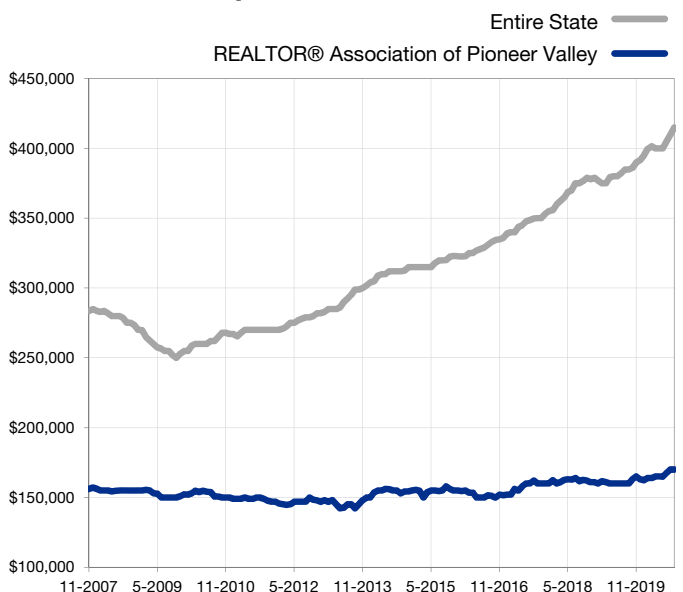
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

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 – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

+ 29.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 15.2%

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

- 62.1%

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

Single-Family Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	408	535	+ 31.1%	3,851	4,057	+ 5.3%
Closed Sales	411	518	+ 26.0%	3,585	3,415	- 4.7%
Median Sales Price*	\$340,000	\$400,000	+ 17.6%	\$340,000	\$365,000	+ 7.4%
Inventory of Homes for Sale	1,351	509	- 62.3%	--	--	--
Months Supply of Inventory	3.3	1.3	- 60.8%	--	--	--
Cumulative Days on Market Until Sale	55	45	- 18.3%	61	56	- 8.7%
Percent of Original List Price Received*	97.1%	99.9%	+ 2.9%	97.3%	98.5%	+ 1.3%
New Listings	613	587	- 4.2%	4,998	4,502	- 9.9%

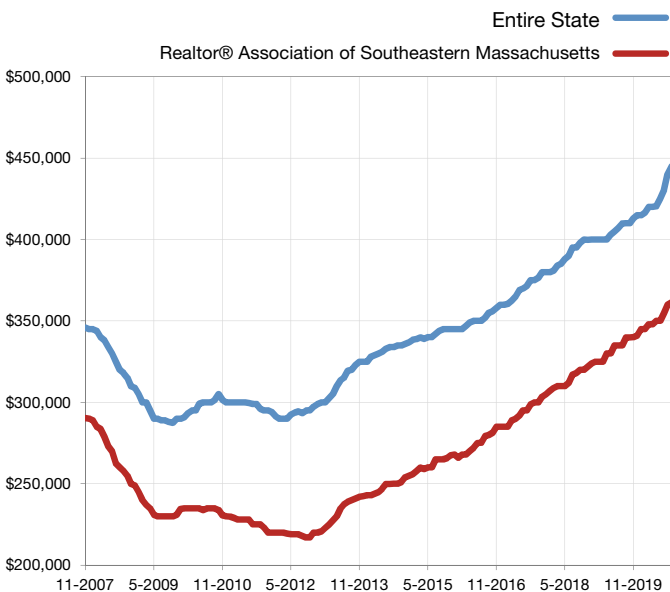
Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	71	105	+ 47.9%	648	684	+ 5.6%
Closed Sales	68	100	+ 47.1%	599	578	- 3.5%
Median Sales Price*	\$243,000	\$258,450	+ 6.4%	\$230,000	\$249,950	+ 8.7%
Inventory of Homes for Sale	180	72	- 60.0%	--	--	--
Months Supply of Inventory	2.7	1.1	- 60.2%	--	--	--
Cumulative Days on Market Until Sale	82	35	- 57.0%	61	46	- 24.1%
Percent of Original List Price Received*	97.0%	100.8%	+ 3.9%	97.6%	98.7%	+ 1.2%
New Listings	100	99	- 1.0%	811	770	- 5.1%

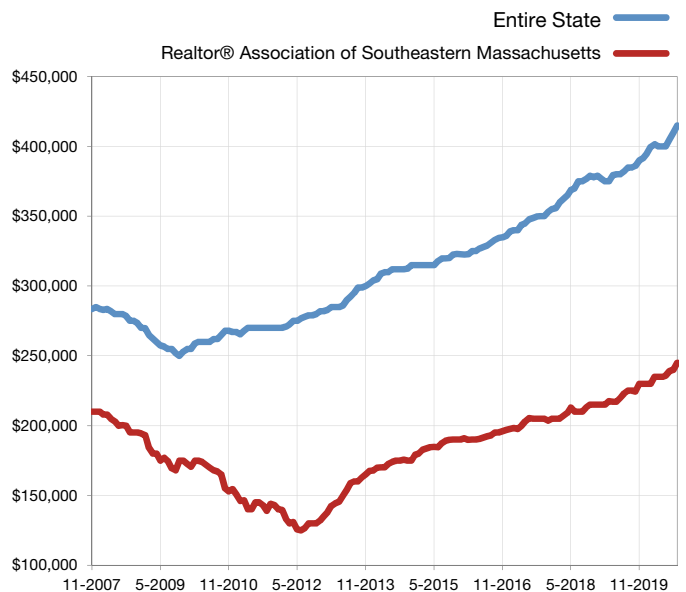
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore  REALTORS®

Greater Fall River Region

Resources. Relationships. Results.

South Shore REALTORS® Greater Fall River Region

+ 8.4%

+ 18.4%

- 57.4%

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

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	91	96	+ 5.5%	829	894	+ 7.8%
Closed Sales	97	101	+ 4.1%	786	797	+ 1.4%
Median Sales Price*	\$299,000	\$360,000	+ 20.4%	\$299,000	\$328,000	+ 9.7%
Inventory of Homes for Sale	346	131	- 62.1%	--	--	--
Months Supply of Inventory	4.0	1.4	- 64.1%	--	--	--
Cumulative Days on Market Until Sale	88	63	- 29.1%	79	66	- 16.8%
Percent of Original List Price Received*	96.7%	100.5%	+ 4.0%	95.6%	97.9%	+ 2.4%
New Listings	133	114	- 14.3%	1,127	967	- 14.2%

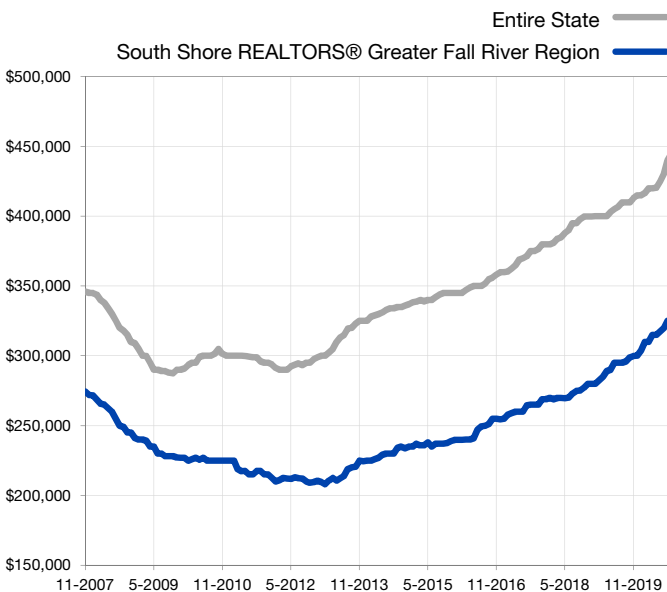
Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	12	9	- 25.0%	90	83	- 7.8%
Closed Sales	10	15	+ 50.0%	79	82	+ 3.8%
Median Sales Price*	\$179,950	\$157,000	- 12.8%	\$168,000	\$167,550	- 0.3%
Inventory of Homes for Sale	20	25	+ 25.0%	--	--	--
Months Supply of Inventory	2.4	2.6	+ 9.8%	--	--	--
Cumulative Days on Market Until Sale	32	36	+ 12.3%	62	39	- 36.3%
Percent of Original List Price Received*	97.2%	98.0%	+ 0.9%	95.7%	96.7%	+ 1.0%
New Listings	9	12	+ 33.3%	106	118	+ 11.3%

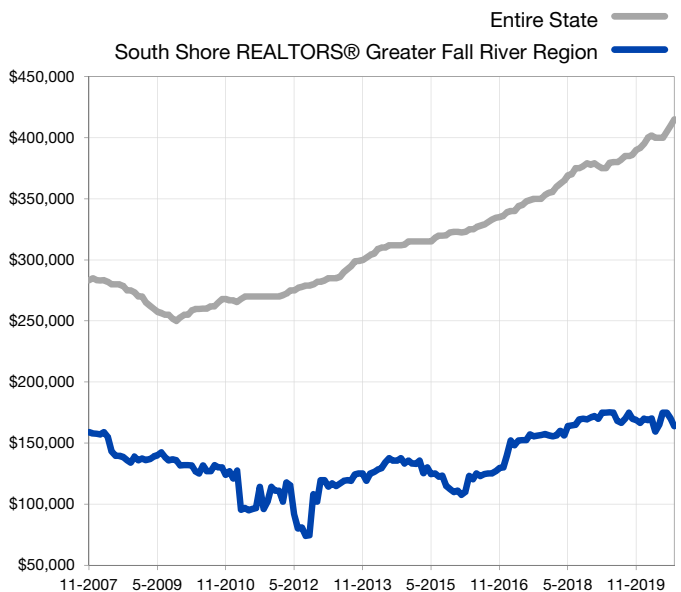
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

+ 34.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 14.2%

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

- 58.9%

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

Single-Family Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	526	697	+ 32.5%	4,808	5,064	+ 5.3%
Closed Sales	490	659	+ 34.5%	4,453	4,338	- 2.6%
Median Sales Price*	\$444,000	\$525,000	+ 18.2%	\$450,000	\$487,750	+ 8.4%
Inventory of Homes for Sale	1,606	590	- 63.3%	--	--	--
Months Supply of Inventory	3.3	1.2	- 62.9%	--	--	--
Cumulative Days on Market Until Sale	54	40	- 24.7%	59	54	- 7.6%
Percent of Original List Price Received*	96.8%	100.3%	+ 3.6%	97.2%	98.4%	+ 1.2%
New Listings	760	702	- 7.6%	6,580	5,699	- 13.4%

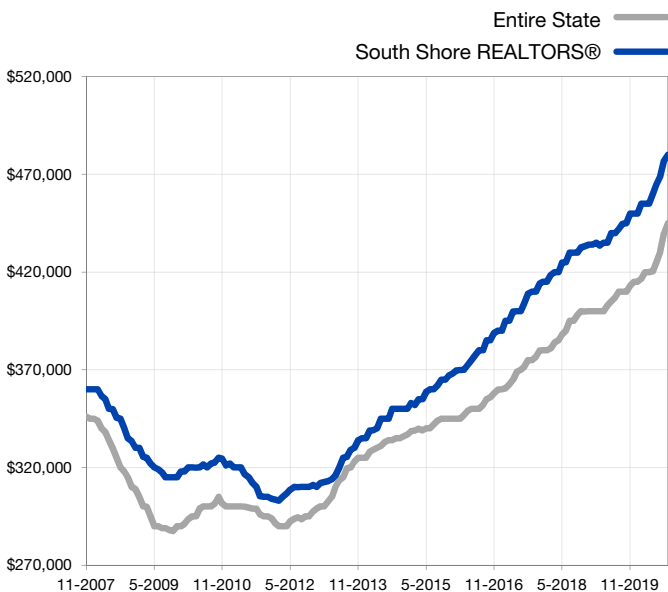
Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	175	213	+ 21.7%	1,552	1,543	- 0.6%
Closed Sales	149	200	+ 34.2%	1,478	1,327	- 10.2%
Median Sales Price*	\$349,900	\$371,500	+ 6.2%	\$345,000	\$370,000	+ 7.2%
Inventory of Homes for Sale	496	273	- 45.0%	--	--	--
Months Supply of Inventory	3.0	1.8	- 39.2%	--	--	--
Cumulative Days on Market Until Sale	50	47	- 5.9%	58	59	+ 1.4%
Percent of Original List Price Received*	98.3%	100.2%	+ 1.9%	98.4%	98.8%	+ 0.4%
New Listings	247	229	- 7.3%	2,083	1,875	- 10.0%

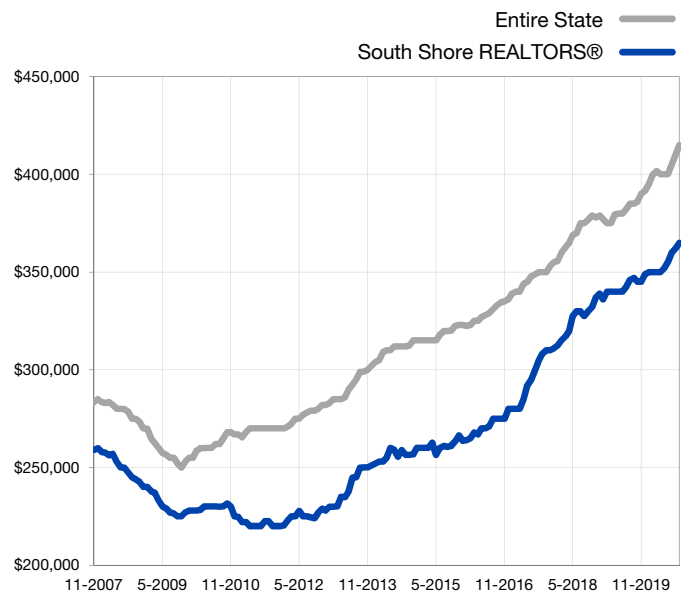
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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