

# Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**+ 5.7%**

**+ 16.7%**

**- 57.2%**

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

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	838	<b>1,059</b>	+ 26.4%	7,359	<b>7,678</b>	+ 4.3%
Closed Sales	814	<b>877</b>	+ 7.7%	6,801	<b>6,569</b>	-3.4%
Median Sales Price*	\$315,500	<b>\$373,000</b>	+ 18.2%	\$310,000	<b>\$340,500</b>	+ 9.8%
Inventory of Homes for Sale	2,437	<b>945</b>	-61.2%	--	--	--
Months Supply of Inventory	3.2	<b>1.3</b>	-59.4%	--	--	--
Cumulative Days on Market Until Sale	51	<b>40</b>	-21.6%	58	<b>52</b>	-10.3%
Percent of Original List Price Received*	97.3%	<b>101.0%</b>	+ 3.8%	97.5%	<b>98.9%</b>	+ 1.4%
New Listings	1,179	<b>1,140</b>	-3.3%	9,708	<b>8,509</b>	-12.4%

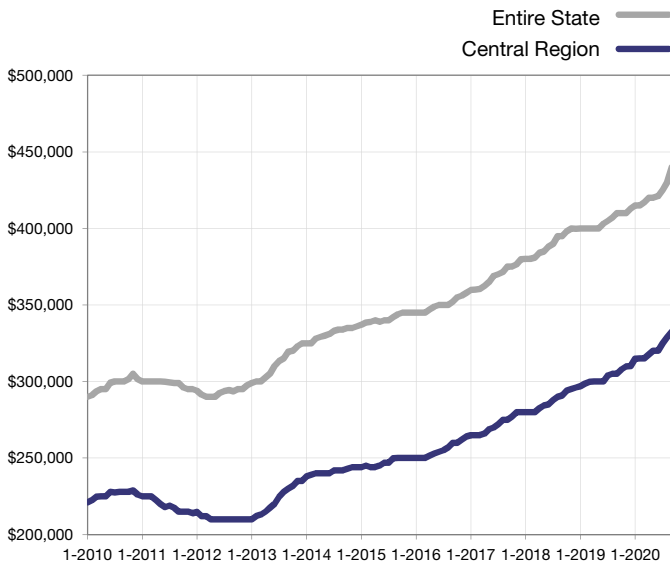
### Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	170	<b>216</b>	+ 27.1%	1,535	<b>1,602</b>	+ 4.4%
Closed Sales	188	<b>197</b>	+ 4.8%	1,426	<b>1,374</b>	-3.6%
Median Sales Price*	\$219,000	<b>\$268,500</b>	+ 22.6%	\$226,000	<b>\$249,900</b>	+ 10.6%
Inventory of Homes for Sale	427	<b>211</b>	-50.6%	--	--	--
Months Supply of Inventory	2.6	<b>1.4</b>	-46.2%	--	--	--
Cumulative Days on Market Until Sale	44	<b>46</b>	+ 4.5%	52	<b>52</b>	0.0%
Percent of Original List Price Received*	98.6%	<b>100.3%</b>	+ 1.7%	98.6%	<b>99.1%</b>	+ 0.5%
New Listings	220	<b>229</b>	+ 4.1%	1,921	<b>1,783</b>	-7.2%

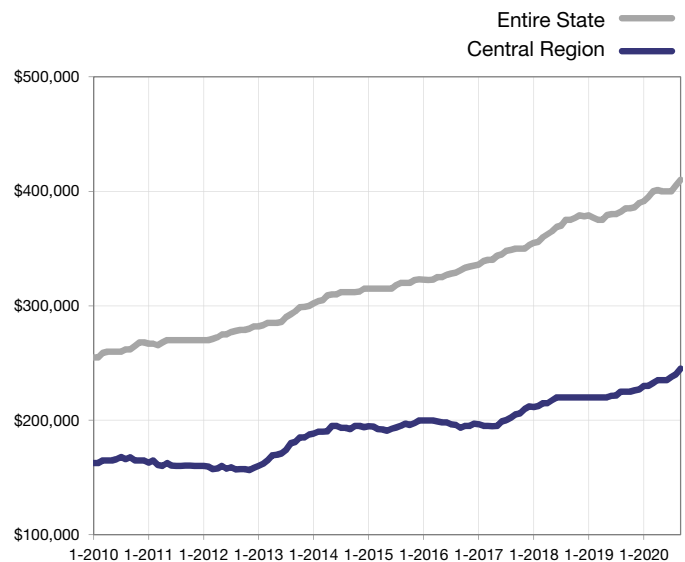
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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 – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Northern Region

**+ 15.6%**

**+ 16.3%**

**- 54.2%**

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

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	746	<b>946</b>	+ 26.8%	7,050	<b>6,760</b>	-4.1%
Closed Sales	744	<b>890</b>	+ 19.6%	6,601	<b>5,880</b>	-10.9%
Median Sales Price*	\$457,500	<b>\$545,000</b>	+ 19.1%	\$461,000	<b>\$515,250</b>	+ 11.8%
Inventory of Homes for Sale	1,718	<b>706</b>	-58.9%	--	--	--
Months Supply of Inventory	2.3	<b>1.0</b>	-56.5%	--	--	--
Cumulative Days on Market Until Sale	48	<b>33</b>	-31.3%	50	<b>42</b>	-16.0%
Percent of Original List Price Received*	98.0%	<b>101.6%</b>	+ 3.7%	98.1%	<b>99.9%</b>	+ 1.8%
New Listings	1,067	<b>999</b>	-6.4%	8,809	<b>7,530</b>	-14.5%

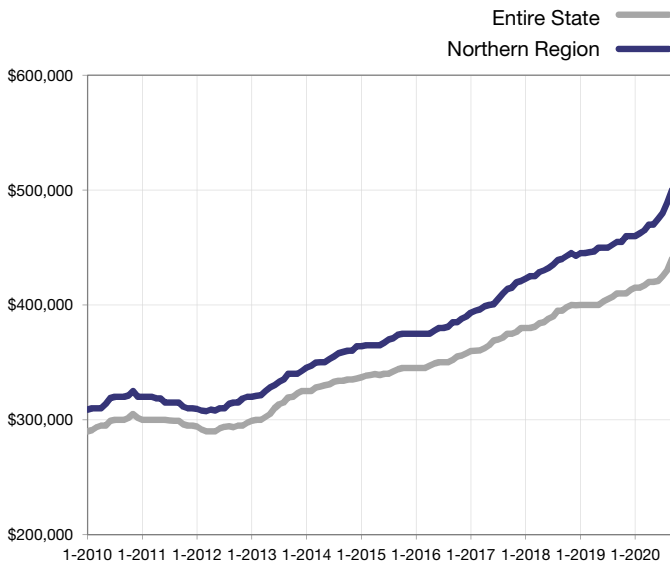
### Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	325	<b>431</b>	+ 32.6%	3,093	<b>2,988</b>	-3.4%
Closed Sales	346	<b>405</b>	+ 17.1%	2,895	<b>2,619</b>	-9.5%
Median Sales Price*	\$318,929	<b>\$365,000</b>	+ 14.4%	\$301,000	<b>\$333,000</b>	+ 10.6%
Inventory of Homes for Sale	720	<b>406</b>	-43.6%	--	--	--
Months Supply of Inventory	2.3	<b>1.3</b>	-43.5%	--	--	--
Cumulative Days on Market Until Sale	47	<b>41</b>	-12.8%	47	<b>46</b>	-2.1%
Percent of Original List Price Received*	98.9%	<b>100.1%</b>	+ 1.2%	98.8%	<b>99.6%</b>	+ 0.8%
New Listings	452	<b>506</b>	+ 11.9%	3,735	<b>3,446</b>	-7.7%

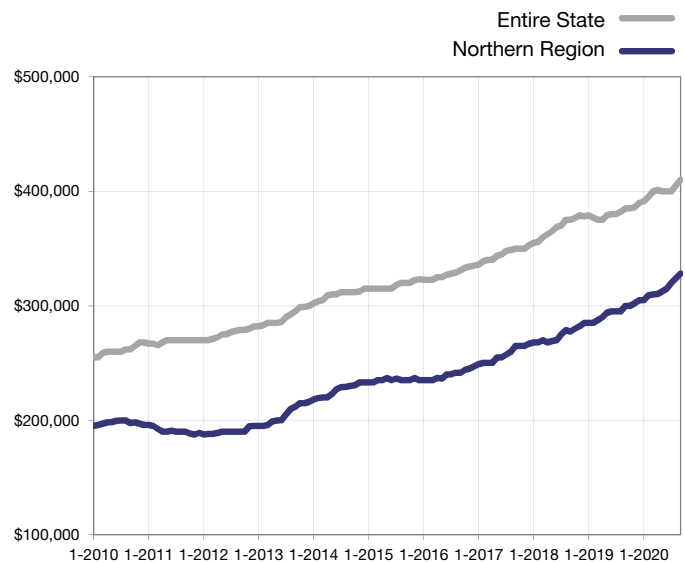
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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 – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Southeast Region

**+ 22.4%**

**+ 13.8%**

**- 58.3%**

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

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	499	<b>631</b>	+ 26.5%	4,680	<b>4,951</b>	+ 5.8%
Closed Sales	508	<b>619</b>	+ 21.9%	4,371	<b>4,212</b>	-3.6%
Median Sales Price*	\$335,000	<b>\$395,000</b>	+ 17.9%	\$332,000	<b>\$358,000</b>	+ 7.8%
Inventory of Homes for Sale	1,697	<b>640</b>	-62.3%	--	--	--
Months Supply of Inventory	3.5	<b>1.3</b>	-62.9%	--	--	--
Cumulative Days on Market Until Sale	62	<b>48</b>	-22.6%	65	<b>58</b>	-10.8%
Percent of Original List Price Received*	97.0%	<b>100.0%</b>	+ 3.1%	97.0%	<b>98.4%</b>	+ 1.4%
New Listings	746	<b>701</b>	-6.0%	6,125	<b>5,469</b>	-10.7%

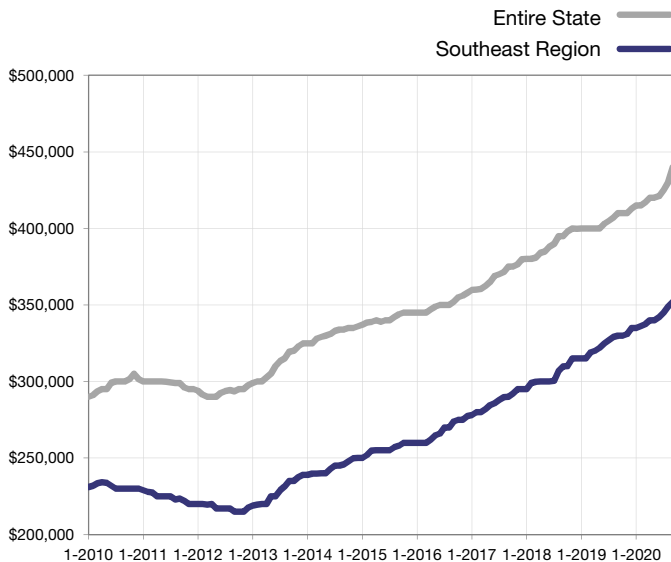
### Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	83	<b>114</b>	+ 37.3%	738	<b>767</b>	+ 3.9%
Closed Sales	78	<b>115</b>	+ 47.4%	678	<b>660</b>	-2.7%
Median Sales Price*	\$230,000	<b>\$247,000</b>	+ 7.4%	\$220,000	<b>\$240,000</b>	+ 9.1%
Inventory of Homes for Sale	200	<b>97</b>	-51.5%	--	--	--
Months Supply of Inventory	2.6	<b>1.3</b>	-50.0%	--	--	--
Cumulative Days on Market Until Sale	76	<b>35</b>	-53.9%	61	<b>45</b>	-26.2%
Percent of Original List Price Received*	97.1%	<b>100.5%</b>	+ 3.5%	97.4%	<b>98.5%</b>	+ 1.1%
New Listings	109	<b>111</b>	+ 1.8%	917	<b>888</b>	-3.2%

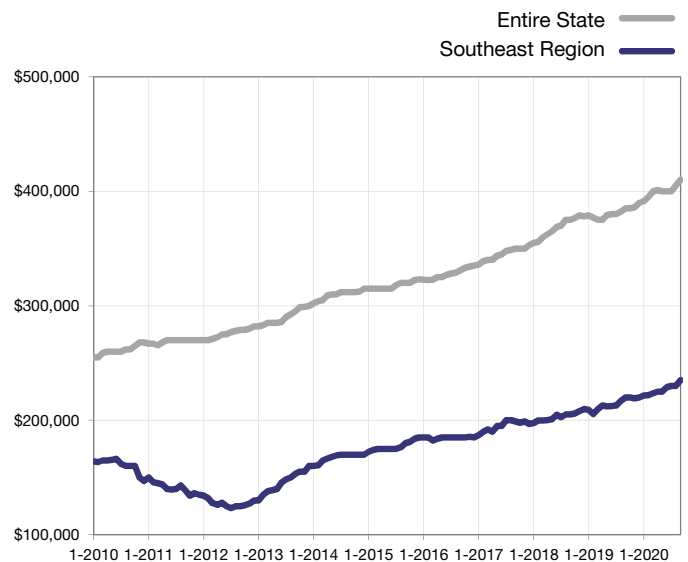
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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 – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## West Region

**+ 7.7%**

**+ 11.3%**

**- 52.2%**

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

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	669	<b>877</b>	+ 31.1%	6,036	<b>6,371</b>	+ 5.6%
Closed Sales	721	<b>779</b>	+ 8.0%	5,540	<b>5,410</b>	-2.3%
Median Sales Price*	\$235,000	<b>\$271,000</b>	+ 15.3%	\$225,685	<b>\$245,000</b>	+ 8.6%
Inventory of Homes for Sale	2,773	<b>1,252</b>	-54.9%	--	--	--
Months Supply of Inventory	4.5	<b>2.0</b>	-55.6%	--	--	--
Cumulative Days on Market Until Sale	63	<b>46</b>	-27.0%	71	<b>64</b>	-9.9%
Percent of Original List Price Received*	96.0%	<b>98.7%</b>	+ 2.8%	95.7%	<b>97.2%</b>	+ 1.6%
New Listings	898	<b>952</b>	+ 6.0%	8,230	<b>7,138</b>	-13.3%

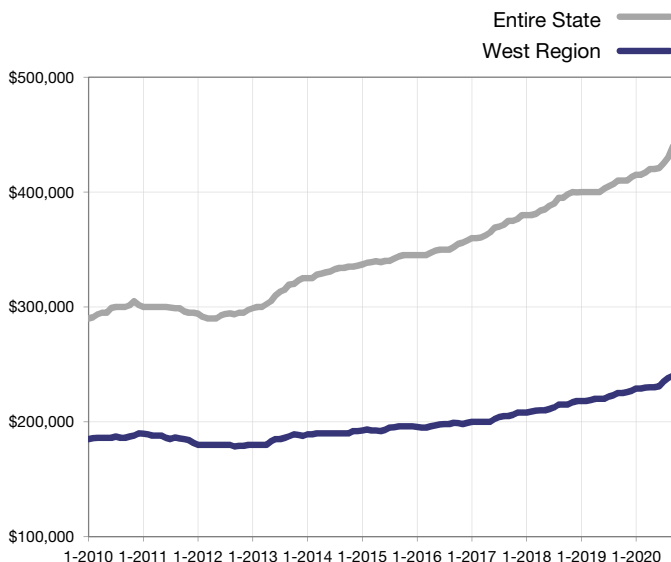
### Condominium Properties

	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	86	<b>102</b>	+ 18.6%	840	<b>786</b>	-6.4%
Closed Sales	101	<b>104</b>	+ 3.0%	791	<b>689</b>	-12.9%
Median Sales Price*	\$165,000	<b>\$193,000</b>	+ 17.0%	\$169,949	<b>\$178,000</b>	+ 4.7%
Inventory of Homes for Sale	371	<b>187</b>	-49.6%	--	--	--
Months Supply of Inventory	4.3	<b>2.3</b>	-46.5%	--	--	--
Cumulative Days on Market Until Sale	78	<b>53</b>	-32.1%	79	<b>73</b>	-7.6%
Percent of Original List Price Received*	96.7%	<b>97.9%</b>	+ 1.2%	96.2%	<b>97.0%</b>	+ 0.8%
New Listings	102	<b>103</b>	+ 1.0%	1,034	<b>868</b>	-16.1%

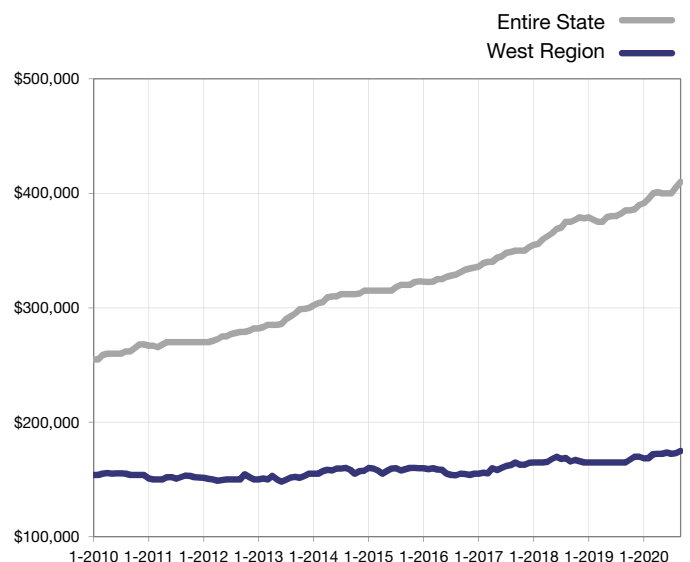
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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.