

Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 52.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 28.8%

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

- 56.4%

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

Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	145	178	+ 22.8%	1,320	1,599	+ 21.1%
Closed Sales	151	235	+ 55.6%	1,215	1,403	+ 15.5%
Median Sales Price*	\$219,000	\$285,000	+ 30.1%	\$220,000	\$255,000	+ 15.9%
Inventory of Homes for Sale	975	427	- 56.2%	--	--	--
Months Supply of Inventory	8.0	3.1	- 61.5%	--	--	--
Cumulative Days on Market Until Sale	91	86	- 5.1%	88	89	+ 0.6%
Percent of Original List Price Received*	90.4%	95.1%	+ 5.2%	92.2%	94.4%	+ 2.4%
New Listings	164	169	+ 3.0%	2,083	1,809	- 13.2%

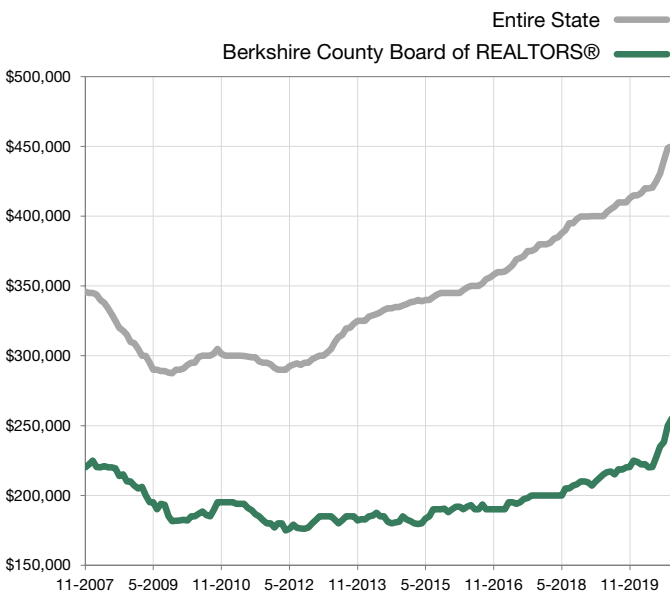
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	19	15	- 21.1%	163	163	0.0%
Closed Sales	28	38	+ 35.7%	143	156	+ 9.1%
Median Sales Price*	\$220,000	\$220,493	+ 0.2%	\$199,500	\$315,000	+ 57.9%
Inventory of Homes for Sale	160	68	- 57.5%	--	--	--
Months Supply of Inventory	11.2	4.3	- 61.5%	--	--	--
Cumulative Days on Market Until Sale	114	184	+ 62.2%	118	152	+ 29.5%
Percent of Original List Price Received*	90.4%	93.0%	+ 2.9%	92.5%	92.8%	+ 0.4%
New Listings	19	15	- 21.1%	252	188	- 25.4%

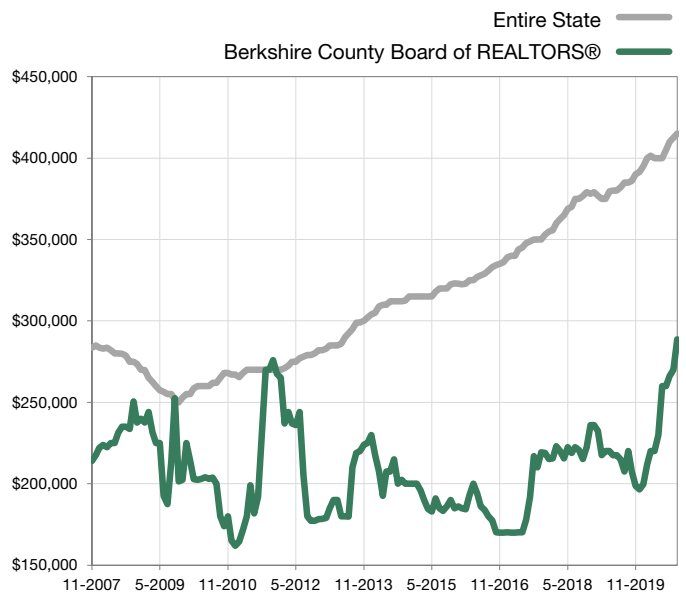
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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 – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 37.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 22.1%

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

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	499	739	+ 48.1%	4,792	5,850	+ 22.1%
Closed Sales	499	718	+ 43.9%	4,499	5,092	+ 13.2%
Median Sales Price*	\$437,000	\$540,600	+ 23.7%	\$425,000	\$487,500	+ 14.7%
Inventory of Homes for Sale	2,648	1,022	- 61.4%	--	--	--
Months Supply of Inventory	5.8	2.0	- 65.0%	--	--	--
Cumulative Days on Market Until Sale	106	83	- 22.0%	105	103	- 2.2%
Percent of Original List Price Received*	94.2%	98.0%	+ 4.0%	94.2%	95.6%	+ 1.5%
New Listings	574	666	+ 16.0%	6,845	6,327	- 7.6%

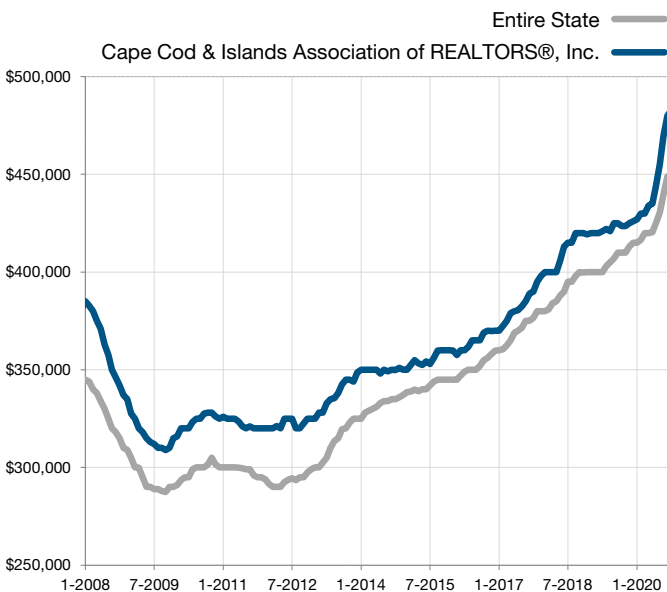
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	117	191	+ 63.2%	1,139	1,392	+ 22.2%
Closed Sales	148	172	+ 16.2%	1,071	1,210	+ 13.0%
Median Sales Price*	\$297,000	\$399,950	+ 34.7%	\$287,000	\$325,000	+ 13.2%
Inventory of Homes for Sale	668	327	- 51.0%	--	--	--
Months Supply of Inventory	6.3	2.8	- 56.0%	--	--	--
Cumulative Days on Market Until Sale	117	115	- 1.9%	105	108	+ 2.6%
Percent of Original List Price Received*	93.4%	97.3%	+ 4.1%	94.6%	96.1%	+ 1.6%
New Listings	159	170	+ 6.9%	1,657	1,570	- 5.3%

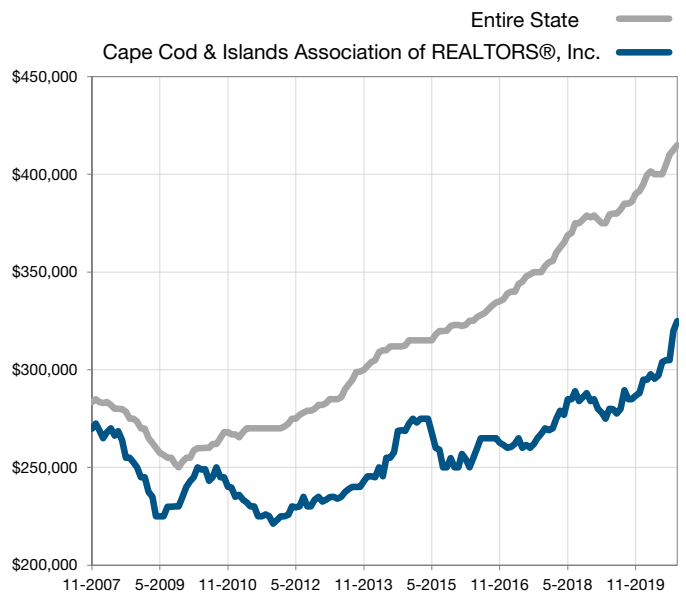
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	1,267	1,551	+ 22.4%	12,132	12,458	+ 2.7%
Closed Sales	1,047	1,402	+ 33.9%	11,345	11,040	- 2.7%
Median Sales Price*	\$593,000	\$700,000	+ 18.0%	\$625,000	\$675,000	+ 8.0%
Inventory of Homes for Sale	2,914	1,564	- 46.3%	--	--	--
Months Supply of Inventory	2.6	1.4	- 46.2%	--	--	--
Cumulative Days on Market Until Sale	53	35	- 34.0%	48	43	- 10.4%
Percent of Original List Price Received*	97.7%	100.9%	+ 3.3%	98.4%	99.6%	+ 1.2%
New Listings	1,529	1,658	+ 8.4%	15,951	14,775	- 7.4%

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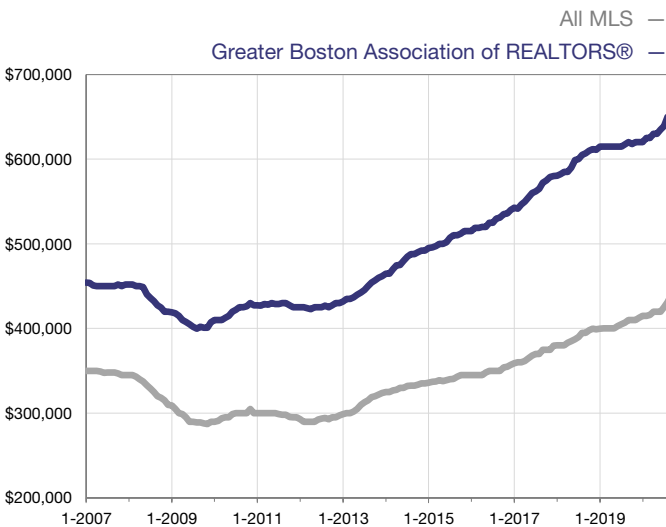
Condominium Properties

Key Metrics	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	985	1,141	+ 15.8%	9,984	9,274	- 7.1%
Closed Sales	867	915	+ 5.5%	9,109	8,410	- 7.7%
Median Sales Price*	\$549,500	\$575,000	+ 4.6%	\$570,000	\$590,000	+ 3.5%
Inventory of Homes for Sale	2,678	3,079	+ 15.0%	--	--	--
Months Supply of Inventory	3.0	3.6	+ 20.0%	--	--	--
Cumulative Days on Market Until Sale	48	44	- 8.3%	46	47	+ 2.2%
Percent of Original List Price Received*	98.2%	98.5%	+ 0.3%	99.0%	98.8%	- 0.2%
New Listings	1,326	1,661	+ 25.3%	13,689	14,040	+ 2.6%

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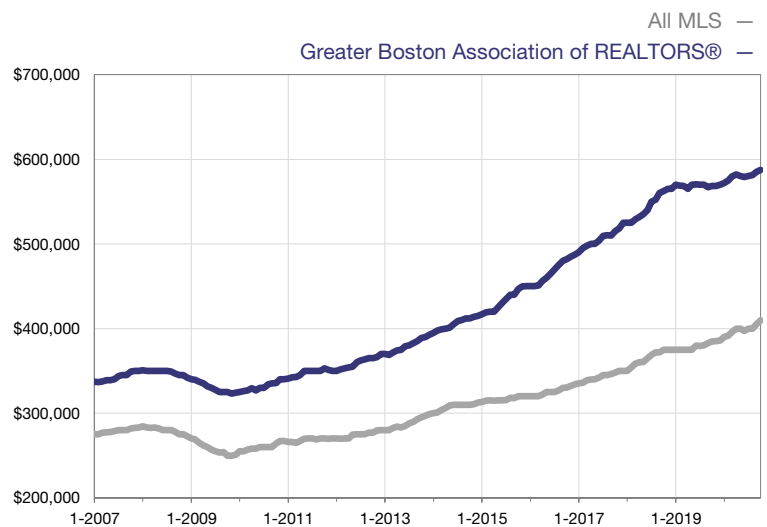
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

- 22.0%

Year-Over-Year
Change in
Closed Sales
All Properties

- 0.9%

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

- 48.6%

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

Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	62	86	+ 38.7%	713	652	- 8.6%
Closed Sales	85	54	- 36.5%	689	586	- 14.9%
Median Sales Price*	\$547,000	\$579,450	+ 5.9%	\$530,000	\$569,450	+ 7.4%
Inventory of Homes for Sale	169	80	- 52.7%	--	--	--
Months Supply of Inventory	2.6	1.4	- 46.3%	--	--	--
Cumulative Days on Market Until Sale	64	35	- 45.1%	58	51	- 10.7%
Percent of Original List Price Received*	95.6%	101.4%	+ 6.0%	97.0%	98.7%	+ 1.7%
New Listings	81	83	+ 2.5%	951	777	- 18.3%

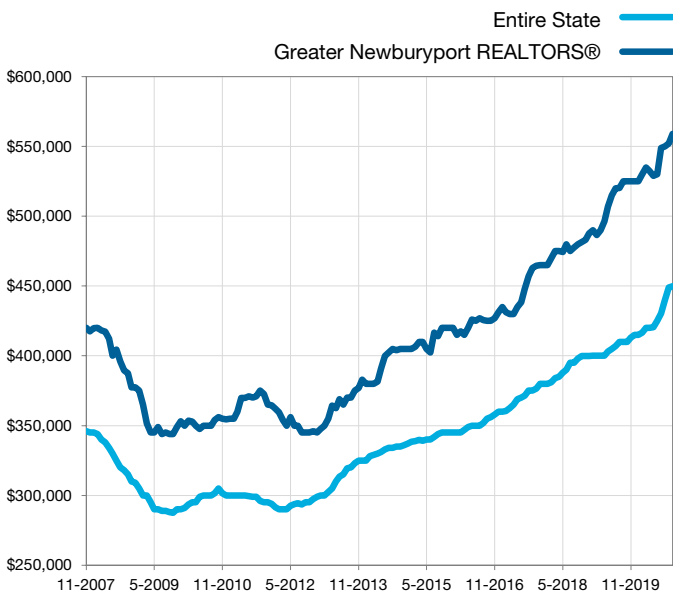
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	42	47	+ 11.9%	363	415	+ 14.3%
Closed Sales	42	45	+ 7.1%	370	375	+ 1.4%
Median Sales Price*	\$472,450	\$389,000	- 17.7%	\$375,000	\$405,100	+ 8.0%
Inventory of Homes for Sale	88	52	- 40.9%	--	--	--
Months Supply of Inventory	2.5	1.4	- 40.9%	--	--	--
Cumulative Days on Market Until Sale	54	37	- 30.7%	51	47	- 7.5%
Percent of Original List Price Received*	98.0%	99.4%	+ 1.4%	98.4%	99.3%	+ 0.9%
New Listings	41	48	+ 17.1%	477	502	+ 5.2%

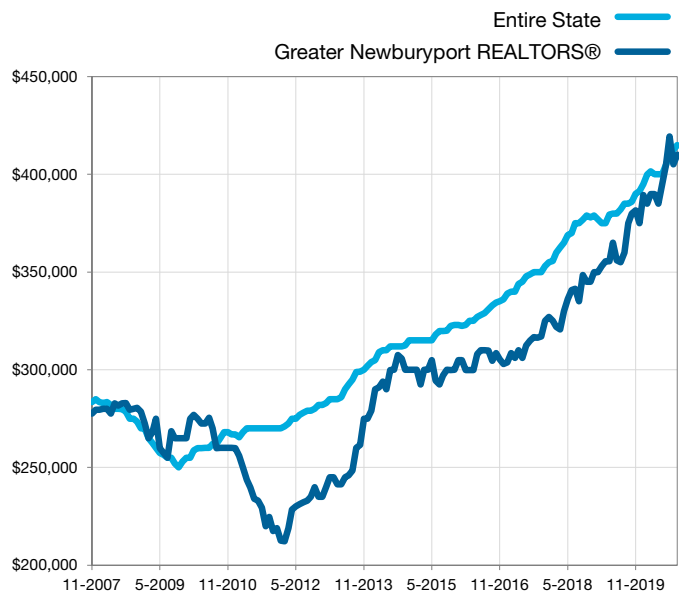
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 7.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 23.6%

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

- 60.2%

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

Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	247	341	+ 38.1%	2,504	2,740	+ 9.4%
Closed Sales	284	297	+ 4.6%	2,384	2,349	- 1.5%
Median Sales Price*	\$280,000	\$338,900	+ 21.0%	\$279,000	\$320,000	+ 14.7%
Inventory of Homes for Sale	790	309	- 60.9%	--	--	--
Months Supply of Inventory	3.3	1.3	- 60.7%	--	--	--
Cumulative Days on Market Until Sale	55	45	- 18.0%	58	53	- 7.9%
Percent of Original List Price Received*	97.0%	100.8%	+ 3.9%	97.3%	99.1%	+ 1.9%
New Listings	319	347	+ 8.8%	3,341	3,014	- 9.8%

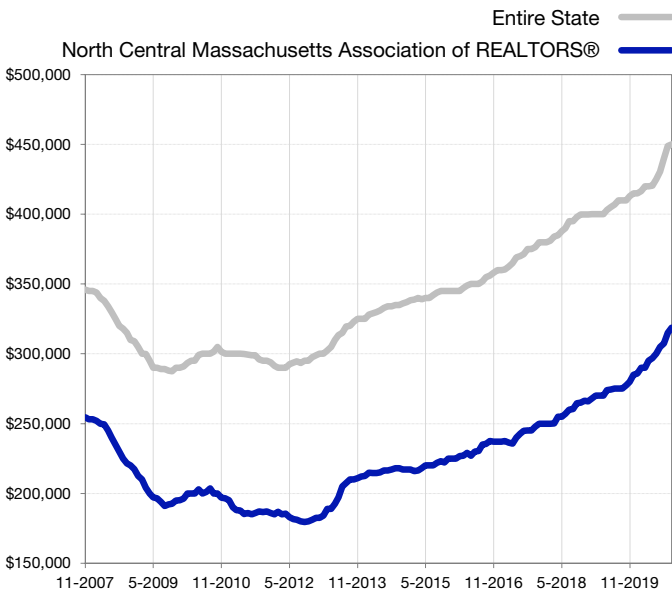
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	42	52	+ 23.8%	376	402	+ 6.9%
Closed Sales	35	47	+ 34.3%	340	360	+ 5.9%
Median Sales Price*	\$185,000	\$264,900	+ 43.2%	\$184,950	\$218,500	+ 18.1%
Inventory of Homes for Sale	80	37	- 53.8%	--	--	--
Months Supply of Inventory	2.3	1.0	- 55.2%	--	--	--
Cumulative Days on Market Until Sale	40	45	+ 13.3%	44	52	+ 19.8%
Percent of Original List Price Received*	98.9%	100.2%	+ 1.3%	98.4%	99.6%	+ 1.2%
New Listings	44	46	+ 4.5%	475	444	- 6.5%

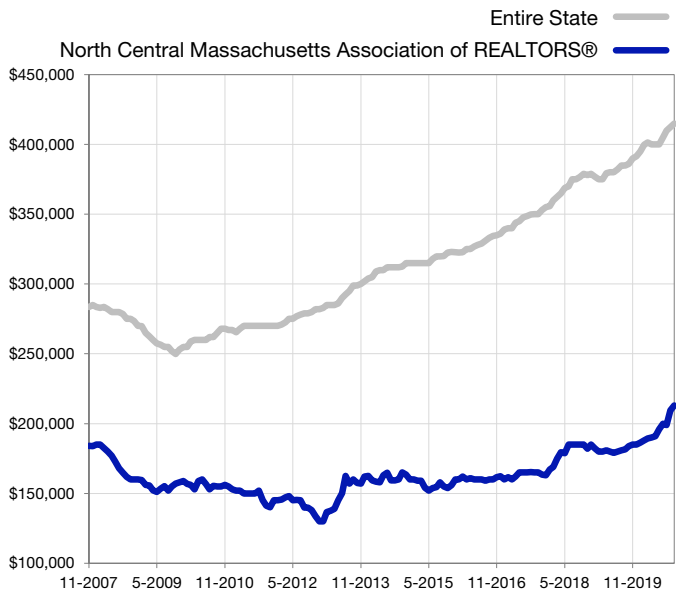
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

+ 17.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.9%

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

- 55.4%

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

Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	361	452	+ 25.2%	3,586	3,570	- 0.4%
Closed Sales	360	416	+ 15.6%	3,375	3,129	- 7.3%
Median Sales Price*	\$470,000	\$542,500	+ 15.4%	\$469,000	\$525,000	+ 11.9%
Inventory of Homes for Sale	821	326	- 60.3%	--	--	--
Months Supply of Inventory	2.4	1.0	- 57.4%	--	--	--
Cumulative Days on Market Until Sale	44	38	- 14.7%	50	42	- 17.3%
Percent of Original List Price Received*	98.2%	102.9%	+ 4.7%	97.9%	100.2%	+ 2.4%
New Listings	443	461	+ 4.1%	4,448	3,938	- 11.5%

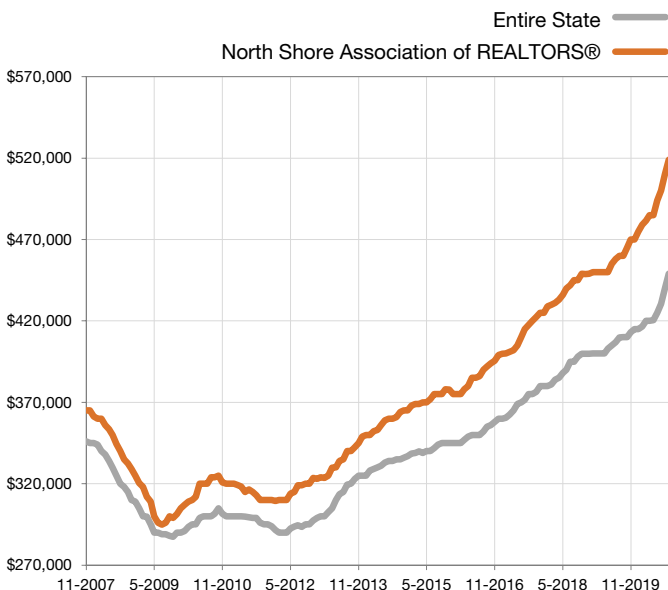
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	184	242	+ 31.5%	1,700	1,689	- 0.6%
Closed Sales	159	194	+ 22.0%	1,557	1,477	- 5.1%
Median Sales Price*	\$329,000	\$345,000	+ 4.9%	\$316,000	\$345,000	+ 9.2%
Inventory of Homes for Sale	328	186	- 43.3%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.4%	--	--	--
Cumulative Days on Market Until Sale	46	34	- 25.2%	49	46	- 5.2%
Percent of Original List Price Received*	98.0%	100.0%	+ 2.1%	98.5%	99.8%	+ 1.3%
New Listings	201	225	+ 11.9%	2,051	1,886	- 8.0%

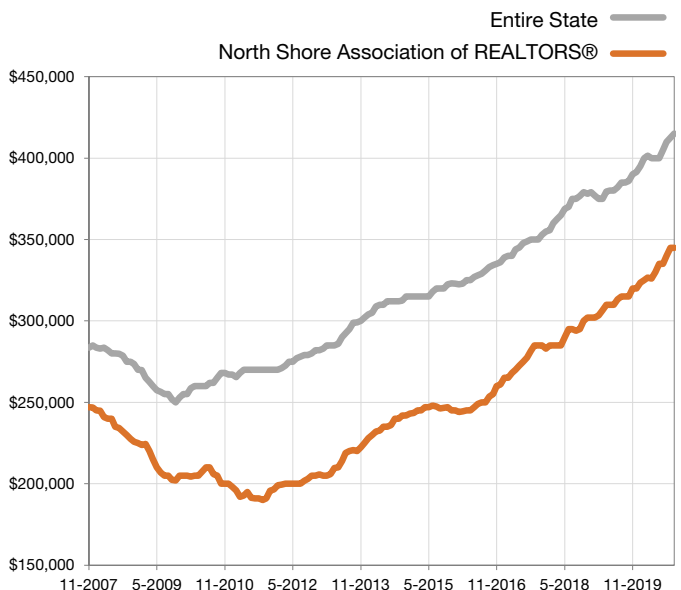
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 18.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.0%

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

- 55.8%

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

Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	384	419	+ 9.1%	3,556	3,434	- 3.4%
Closed Sales	324	382	+ 17.9%	3,306	3,022	- 8.6%
Median Sales Price*	\$440,000	\$497,950	+ 13.2%	\$450,000	\$496,000	+ 10.2%
Inventory of Homes for Sale	653	266	- 59.3%	--	--	--
Months Supply of Inventory	2.0	0.9	- 56.4%	--	--	--
Cumulative Days on Market Until Sale	46	28	- 38.3%	47	38	- 19.7%
Percent of Original List Price Received*	98.0%	102.3%	+ 4.4%	98.5%	100.5%	+ 2.1%
New Listings	427	435	+ 1.9%	4,359	3,790	- 13.1%

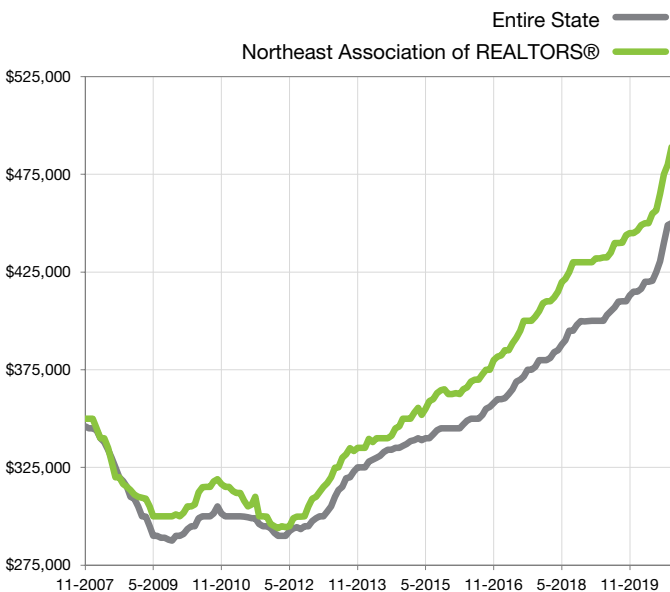
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	130	163	+ 25.4%	1,386	1,327	- 4.3%
Closed Sales	140	169	+ 20.7%	1,309	1,181	- 9.8%
Median Sales Price*	\$273,500	\$300,000	+ 9.7%	\$267,000	\$299,900	+ 12.3%
Inventory of Homes for Sale	247	132	- 46.6%	--	--	--
Months Supply of Inventory	1.9	1.1	- 43.3%	--	--	--
Cumulative Days on Market Until Sale	40	40	- 0.2%	44	43	- 2.4%
Percent of Original List Price Received*	99.7%	100.5%	+ 0.7%	99.3%	99.8%	+ 0.5%
New Listings	145	164	+ 13.1%	1,596	1,499	- 6.1%

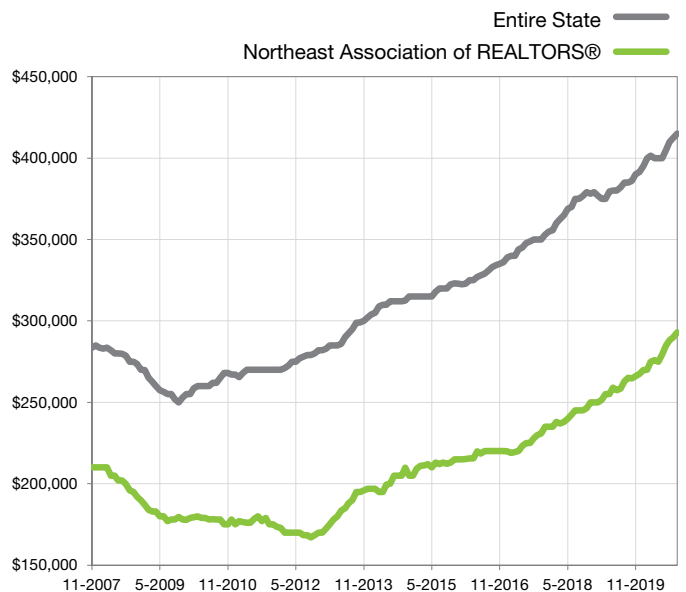
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

+ 4.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.8%

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

- 59.2%

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

Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	570	693	+ 21.6%	5,672	5,876	+ 3.6%
Closed Sales	652	671	+ 2.9%	5,353	5,198	- 2.9%
Median Sales Price*	\$321,000	\$363,000	+ 13.1%	\$325,000	\$355,000	+ 9.2%
Inventory of Homes for Sale	1,552	612	- 60.6%	--	--	--
Months Supply of Inventory	2.9	1.2	- 59.5%	--	--	--
Cumulative Days on Market Until Sale	52	32	- 38.1%	58	48	- 16.6%
Percent of Original List Price Received*	97.7%	100.9%	+ 3.4%	97.6%	99.1%	+ 1.5%
New Listings	684	714	+ 4.4%	7,370	6,554	- 11.1%

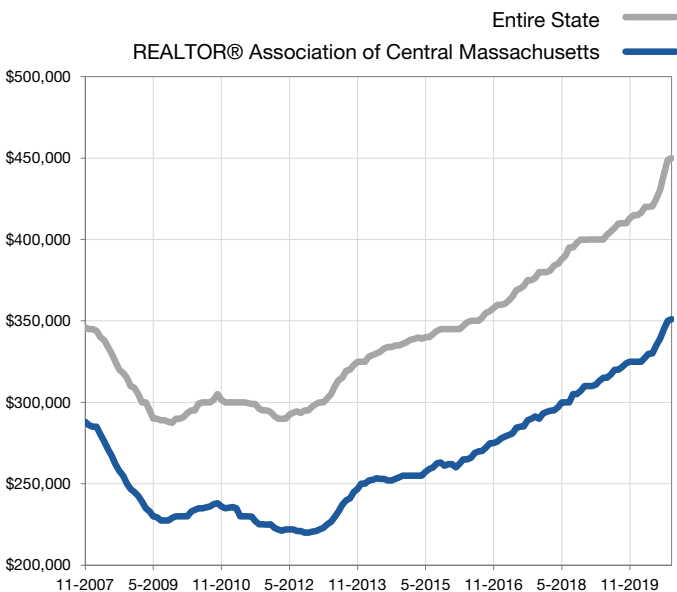
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	123	158	+ 28.5%	1,324	1,396	+ 5.4%
Closed Sales	143	157	+ 9.8%	1,264	1,223	- 3.2%
Median Sales Price*	\$255,000	\$305,400	+ 19.8%	\$240,000	\$265,713	+ 10.7%
Inventory of Homes for Sale	320	151	- 52.8%	--	--	--
Months Supply of Inventory	2.5	1.3	- 50.5%	--	--	--
Cumulative Days on Market Until Sale	53	48	- 9.0%	54	52	- 5.4%
Percent of Original List Price Received*	98.3%	100.5%	+ 2.2%	98.6%	99.1%	+ 0.6%
New Listings	153	156	+ 2.0%	1,643	1,541	- 6.2%

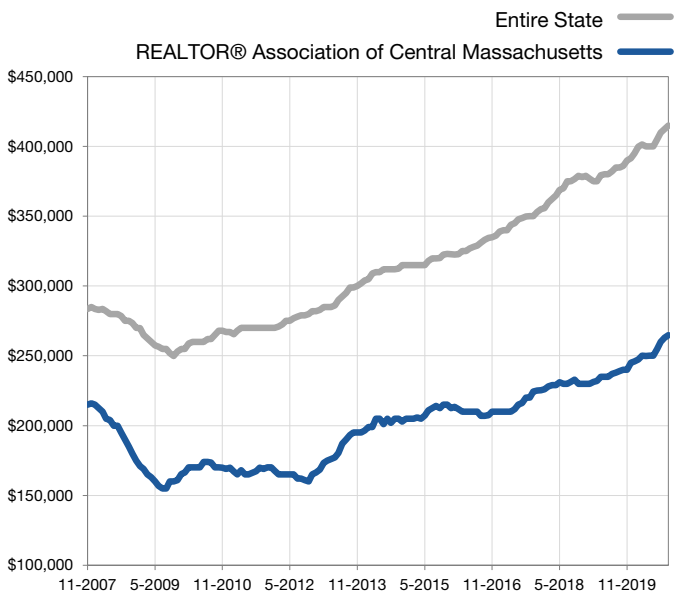
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 6.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.0%

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

- 56.6%

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

Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	489	676	+ 38.2%	5,350	5,576	+ 4.2%
Closed Sales	576	629	+ 9.2%	5,052	4,884	- 3.3%
Median Sales Price*	\$230,000	\$261,000	+ 13.5%	\$227,875	\$248,000	+ 8.8%
Inventory of Homes for Sale	1,723	723	- 58.0%	--	--	--
Months Supply of Inventory	3.4	1.5	- 56.9%	--	--	--
Cumulative Days on Market Until Sale	54	42	- 23.6%	66	55	- 16.5%
Percent of Original List Price Received*	96.4%	99.8%	+ 3.6%	96.4%	98.2%	+ 1.9%
New Listings	668	681	+ 1.9%	6,977	6,185	- 11.4%

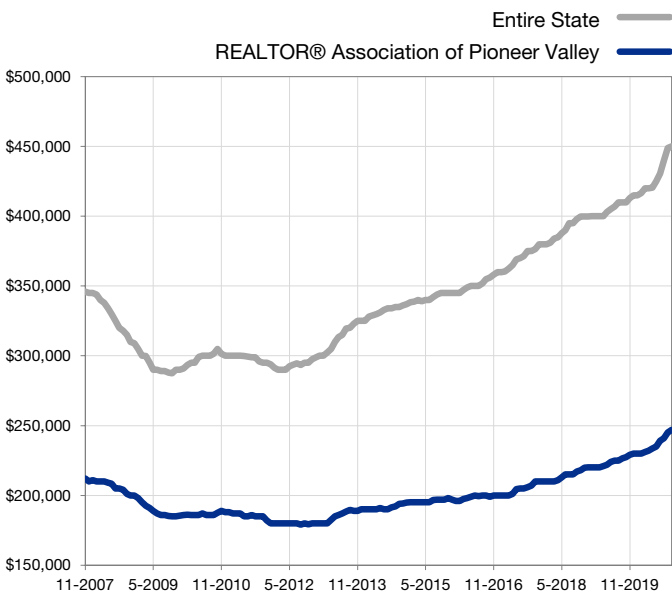
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	79	82	+ 3.8%	776	712	- 8.2%
Closed Sales	76	68	- 10.5%	753	640	- 15.0%
Median Sales Price*	\$169,650	\$204,950	+ 20.8%	\$165,000	\$172,450	+ 4.5%
Inventory of Homes for Sale	220	121	- 45.0%	--	--	--
Months Supply of Inventory	3.0	1.9	- 37.7%	--	--	--
Cumulative Days on Market Until Sale	50	41	- 17.7%	70	58	- 16.6%
Percent of Original List Price Received*	97.6%	99.3%	+ 1.7%	96.9%	97.9%	+ 1.1%
New Listings	108	84	- 22.2%	912	782	- 14.3%

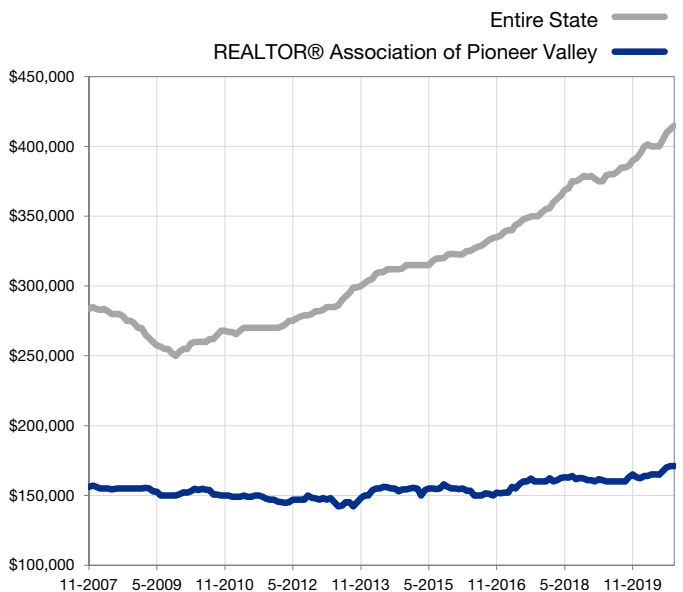
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

+ 21.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 20.3%

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

- 61.7%

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

Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	452	540	+ 19.5%	4,303	4,557	+ 5.9%
Closed Sales	418	510	+ 22.0%	4,003	3,934	- 1.7%
Median Sales Price*	\$343,500	\$408,450	+ 18.9%	\$340,000	\$370,000	+ 8.8%
Inventory of Homes for Sale	1,306	490	- 62.5%	--	--	--
Months Supply of Inventory	3.3	1.2	- 62.1%	--	--	--
Cumulative Days on Market Until Sale	49	39	- 19.8%	60	54	- 10.5%
Percent of Original List Price Received*	97.4%	100.8%	+ 3.5%	97.3%	98.8%	+ 1.5%
New Listings	539	546	+ 1.3%	5,537	5,045	- 8.9%

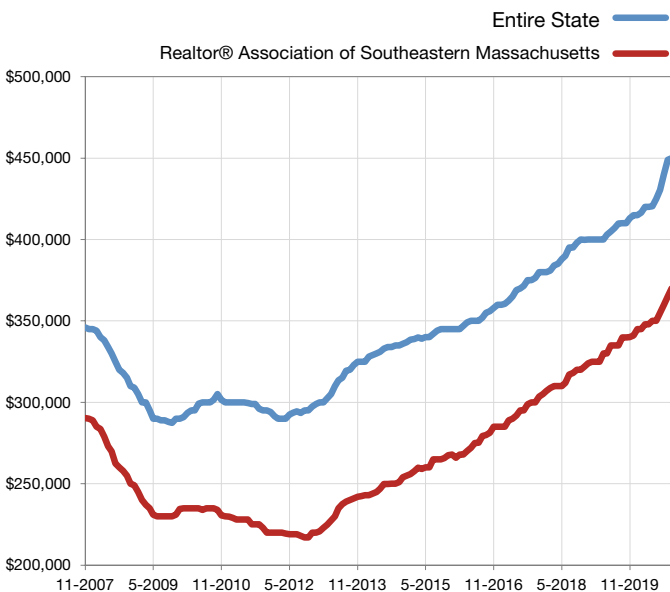
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	82	98	+ 19.5%	730	774	+ 6.0%
Closed Sales	85	100	+ 17.6%	684	684	0.0%
Median Sales Price*	\$225,000	\$264,500	+ 17.6%	\$229,900	\$250,000	+ 8.7%
Inventory of Homes for Sale	173	77	- 55.5%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.5%	--	--	--
Cumulative Days on Market Until Sale	58	36	- 37.3%	61	45	- 26.2%
Percent of Original List Price Received*	97.7%	99.1%	+ 1.4%	97.6%	98.8%	+ 1.2%
New Listings	97	102	+ 5.2%	908	873	- 3.9%

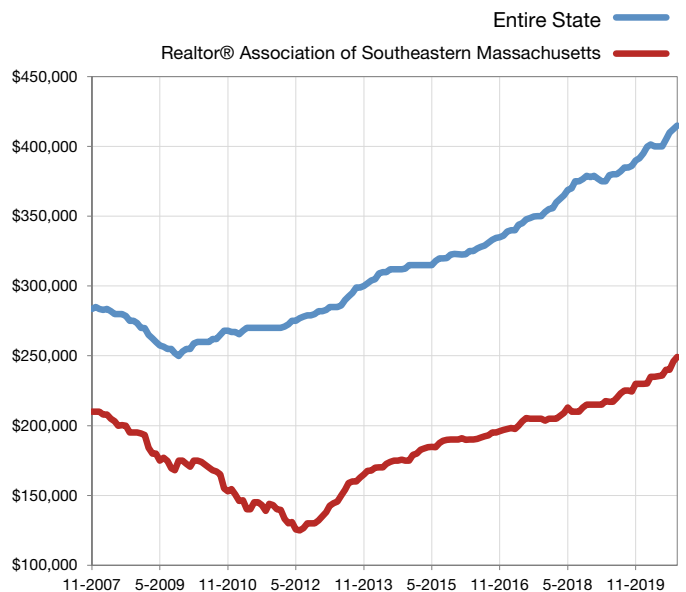
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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South Shore REALTORS® Greater Fall River Region

+ 2.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 17.6%

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

- 56.9%

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

Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	112	130	+ 16.1%	941	1,012	+ 7.5%
Closed Sales	91	103	+ 13.2%	877	902	+ 2.9%
Median Sales Price*	\$299,900	\$351,345	+ 17.2%	\$299,450	\$330,000	+ 10.2%
Inventory of Homes for Sale	333	119	- 64.3%	--	--	--
Months Supply of Inventory	3.8	1.3	- 66.5%	--	--	--
Cumulative Days on Market Until Sale	75	62	- 18.2%	78	65	- 17.0%
Percent of Original List Price Received*	94.8%	98.8%	+ 4.3%	95.5%	98.0%	+ 2.6%
New Listings	124	126	+ 1.6%	1,251	1,092	- 12.7%

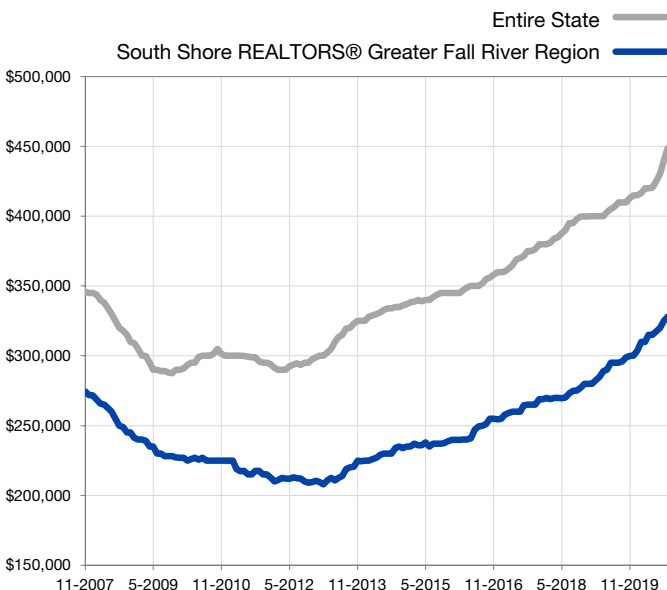
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	8	21	+ 162.5%	98	100	+ 2.0%
Closed Sales	15	6	- 60.0%	94	88	- 6.4%
Median Sales Price*	\$187,000	\$189,000	+ 1.1%	\$172,450	\$167,550	- 2.8%
Inventory of Homes for Sale	22	34	+ 54.5%	--	--	--
Months Supply of Inventory	2.4	3.8	+ 57.5%	--	--	--
Cumulative Days on Market Until Sale	39	19	- 51.0%	58	38	- 34.7%
Percent of Original List Price Received*	94.0%	100.3%	+ 6.7%	95.4%	96.9%	+ 1.6%
New Listings	13	28	+ 115.4%	119	146	+ 22.7%

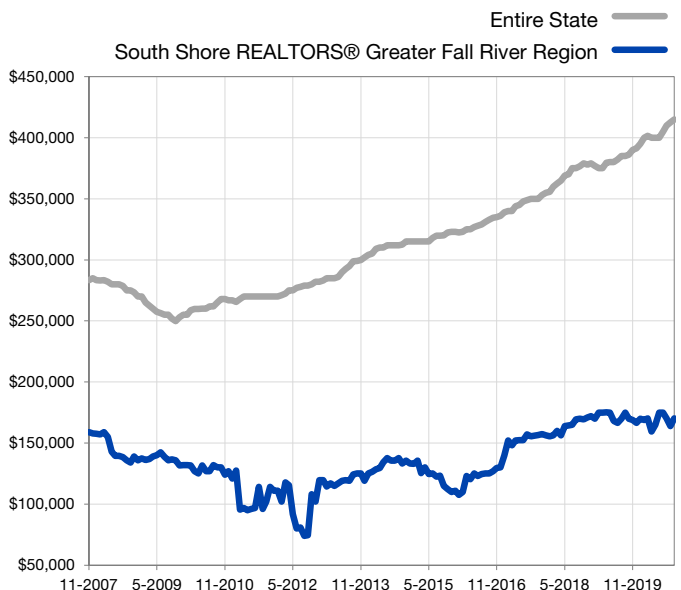
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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South Shore REALTORS®

+ 17.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 14.0%

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

- 58.6%

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

Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	511	649	+ 27.0%	5,318	5,677	+ 6.8%
Closed Sales	543	624	+ 14.9%	4,996	4,968	- 0.6%
Median Sales Price*	\$440,000	\$510,000	+ 15.9%	\$450,000	\$490,000	+ 8.9%
Inventory of Homes for Sale	1,563	572	- 63.4%	--	--	--
Months Supply of Inventory	3.2	1.2	- 63.5%	--	--	--
Cumulative Days on Market Until Sale	59	41	- 29.4%	59	53	- 10.2%
Percent of Original List Price Received*	96.6%	100.1%	+ 3.7%	97.2%	98.6%	+ 1.5%
New Listings	676	688	+ 1.8%	7,256	6,383	- 12.0%

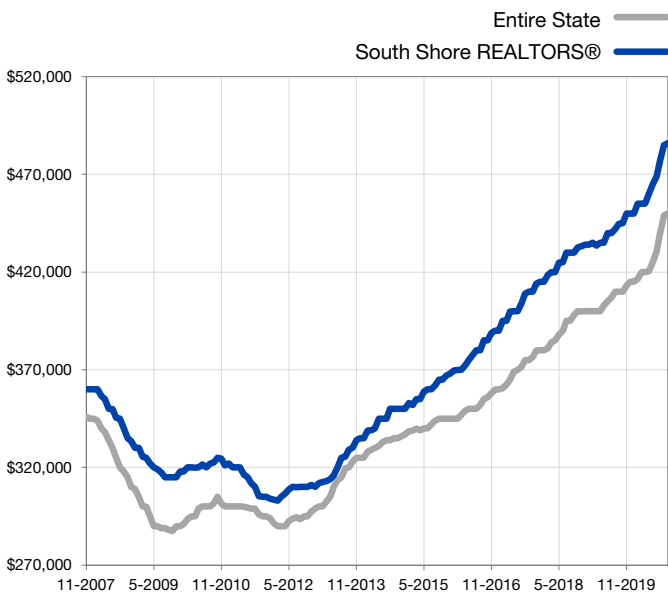
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	171	204	+ 19.3%	1,723	1,735	+ 0.7%
Closed Sales	172	213	+ 23.8%	1,650	1,548	- 6.2%
Median Sales Price*	\$341,250	\$361,000	+ 5.8%	\$345,000	\$370,000	+ 7.2%
Inventory of Homes for Sale	499	282	- 43.5%	--	--	--
Months Supply of Inventory	3.0	1.8	- 39.5%	--	--	--
Cumulative Days on Market Until Sale	60	46	- 23.4%	59	57	- 2.2%
Percent of Original List Price Received*	97.1%	99.0%	+ 1.9%	98.3%	98.9%	+ 0.6%
New Listings	220	245	+ 11.4%	2,303	2,124	- 7.8%

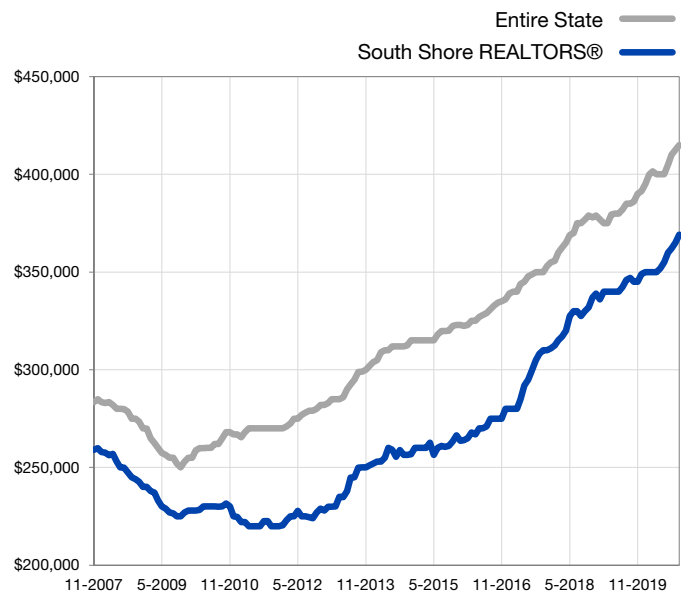
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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