

# Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**- 9.5%**

**+ 7.3%**

**- 31.5%**

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

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	615	<b>708</b>	+ 15.1%	8,714	<b>8,952</b>	+ 2.7%
Closed Sales	796	<b>752</b>	-5.5%	8,548	<b>8,476</b>	-0.8%
Median Sales Price*	\$289,000	<b>\$306,000</b>	+ 5.9%	\$297,000	<b>\$310,000</b>	+ 4.4%
Inventory of Homes for Sale	2,417	<b>1,717</b>	-29.0%	--	--	--
Months Supply of Inventory	3.1	<b>2.2</b>	-29.0%	--	--	--
Cumulative Days on Market Until Sale	57	<b>59</b>	+ 3.5%	54	<b>58</b>	+ 7.4%
Percent of Original List Price Received*	95.8%	<b>96.7%</b>	+ 0.9%	97.5%	<b>97.5%</b>	0.0%
New Listings	703	<b>673</b>	-4.3%	11,801	<b>11,389</b>	-3.5%

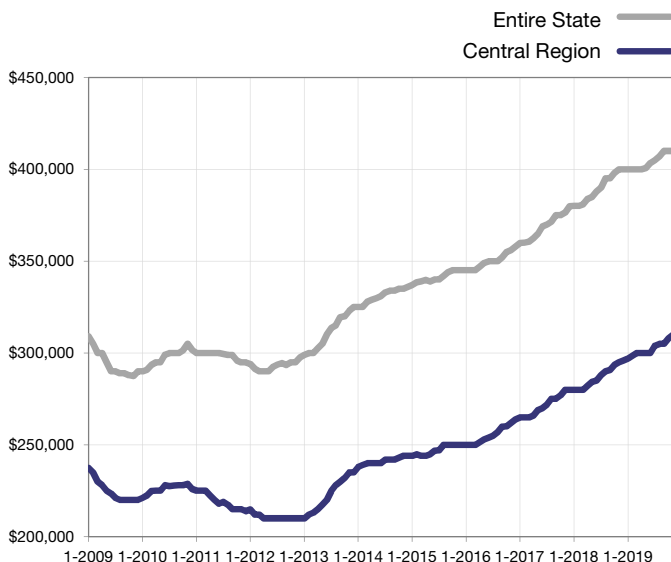
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	136	<b>134</b>	-1.5%	1,873	<b>1,841</b>	-1.7%
Closed Sales	186	<b>151</b>	-18.8%	1,849	<b>1,753</b>	-5.2%
Median Sales Price*	\$223,500	<b>\$235,000</b>	+ 5.1%	\$220,000	<b>\$229,000</b>	+ 4.1%
Inventory of Homes for Sale	409	<b>300</b>	-26.7%	--	--	--
Months Supply of Inventory	2.4	<b>1.9</b>	-20.8%	--	--	--
Cumulative Days on Market Until Sale	61	<b>55</b>	-9.8%	54	<b>52</b>	-3.7%
Percent of Original List Price Received*	97.4%	<b>98.7%</b>	+ 1.3%	98.5%	<b>98.6%</b>	+ 0.1%
New Listings	132	<b>135</b>	+ 2.3%	2,290	<b>2,249</b>	-1.8%

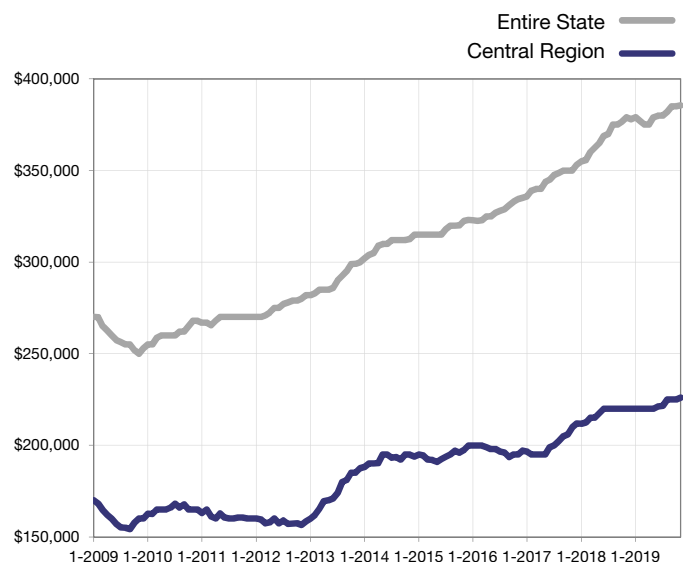
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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

### Single-Family Properties



### Condominium Properties



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.

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## Northern Region

**- 9.4%**

**+ 6.6%**

**- 39.2%**

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

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	604	<b>643</b>	+ 6.5%	8,101	<b>8,551</b>	+ 5.6%
Closed Sales	804	<b>702</b>	-12.7%	7,971	<b>8,067</b>	+ 1.2%
Median Sales Price*	\$435,000	<b>\$455,000</b>	+ 4.6%	\$445,500	<b>\$460,000</b>	+ 3.3%
Inventory of Homes for Sale	1,780	<b>1,081</b>	-39.3%	--	--	--
Months Supply of Inventory	2.5	<b>1.5</b>	-40.0%	--	--	--
Cumulative Days on Market Until Sale	47	<b>46</b>	-2.1%	48	<b>49</b>	+ 2.1%
Percent of Original List Price Received*	96.7%	<b>98.3%</b>	+ 1.7%	98.5%	<b>98.1%</b>	-0.4%
New Listings	649	<b>517</b>	-20.3%	10,561	<b>10,304</b>	-2.4%

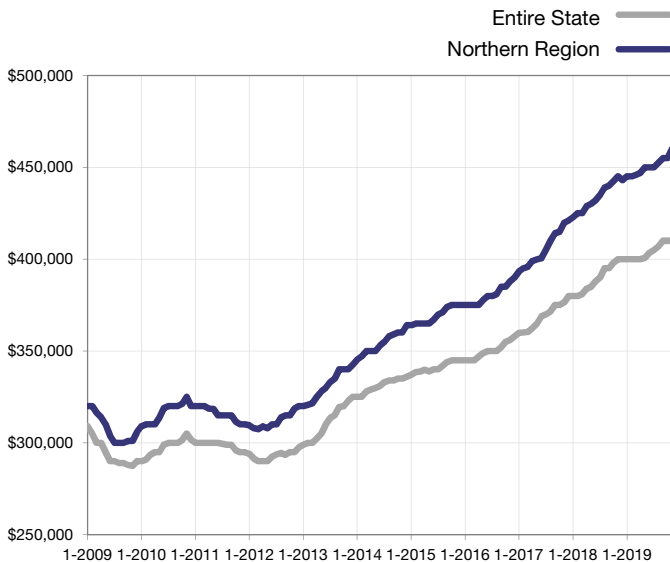
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	240	<b>302</b>	+ 25.8%	3,677	<b>3,758</b>	+ 2.2%
Closed Sales	299	<b>300</b>	+ 0.3%	3,604	<b>3,535</b>	-1.9%
Median Sales Price*	\$300,000	<b>\$311,200</b>	+ 3.7%	\$285,000	<b>\$305,000</b>	+ 7.0%
Inventory of Homes for Sale	717	<b>469</b>	-34.6%	--	--	--
Months Supply of Inventory	2.2	<b>1.5</b>	-31.8%	--	--	--
Cumulative Days on Market Until Sale	48	<b>48</b>	0.0%	44	<b>47</b>	+ 6.8%
Percent of Original List Price Received*	98.3%	<b>98.6%</b>	+ 0.3%	99.4%	<b>98.8%</b>	-0.6%
New Listings	298	<b>266</b>	-10.7%	4,563	<b>4,370</b>	-4.2%

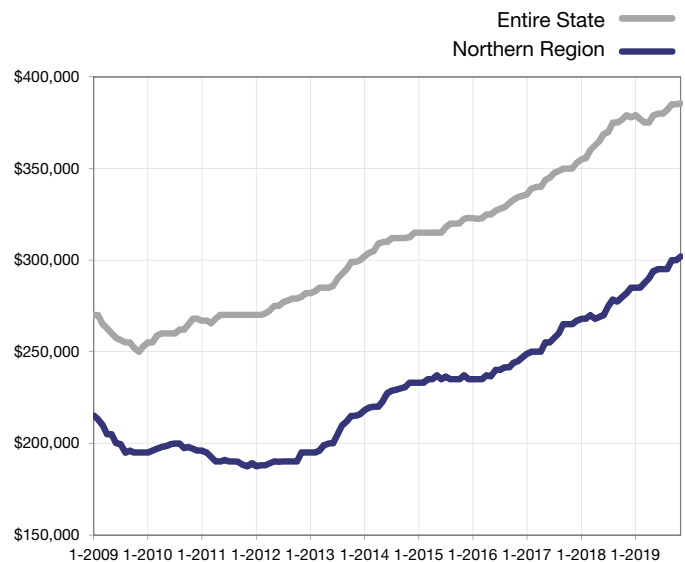
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Southeast Region

**- 9.4%**

**+ 3.8%**

**- 35.3%**

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

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	403	<b>468</b>	+ 16.1%	5,538	<b>5,766</b>	+ 4.1%
Closed Sales	517	<b>476</b>	-7.9%	5,469	<b>5,345</b>	-2.3%
Median Sales Price*	\$330,000	<b>\$332,750</b>	+ 0.8%	\$315,000	<b>\$334,000</b>	+ 6.0%
Inventory of Homes for Sale	1,807	<b>1,247</b>	-31.0%	--	--	--
Months Supply of Inventory	3.6	<b>2.6</b>	-27.8%	--	--	--
Cumulative Days on Market Until Sale	61	<b>61</b>	0.0%	61	<b>63</b>	+ 3.3%
Percent of Original List Price Received*	96.3%	<b>96.8%</b>	+ 0.5%	97.0%	<b>97.0%</b>	0.0%
New Listings	502	<b>452</b>	-10.0%	7,602	<b>7,243</b>	-4.7%

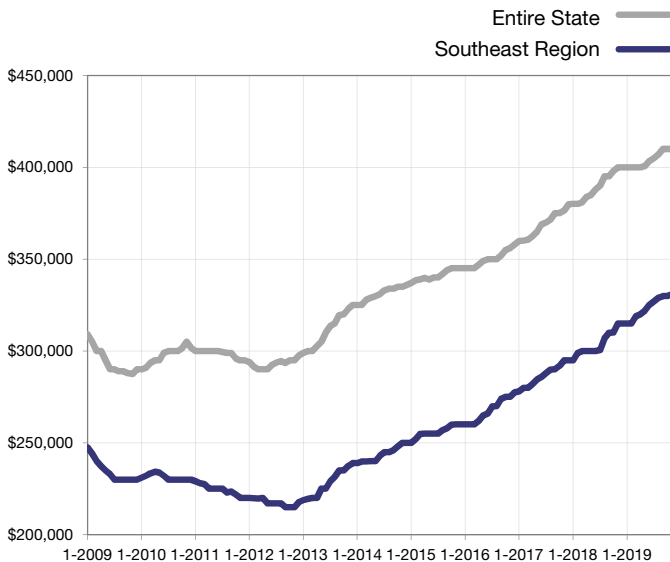
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	61	<b>84</b>	+ 37.7%	900	<b>919</b>	+ 2.1%
Closed Sales	76	<b>70</b>	-7.9%	887	<b>848</b>	-4.4%
Median Sales Price*	\$222,500	<b>\$215,000</b>	-3.4%	\$213,000	<b>\$219,900</b>	+ 3.2%
Inventory of Homes for Sale	233	<b>134</b>	-42.5%	--	--	--
Months Supply of Inventory	2.9	<b>1.8</b>	-37.9%	--	--	--
Cumulative Days on Market Until Sale	48	<b>50</b>	+ 4.2%	51	<b>60</b>	+ 17.6%
Percent of Original List Price Received*	97.6%	<b>96.9%</b>	-0.7%	97.7%	<b>97.3%</b>	-0.4%
New Listings	71	<b>82</b>	+ 15.5%	1,165	<b>1,110</b>	-4.7%

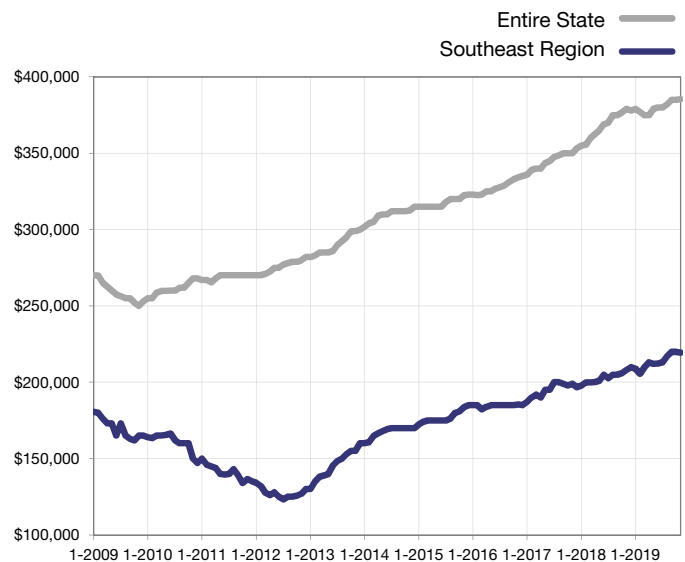
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### Single-Family Properties



### Condominium Properties



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## West Region

**- 6.5%**

**+ 6.8%**

**- 27.8%**

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

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	482	551	+ 14.3%	6,916	7,269	+ 5.1%
Closed Sales	649	612	-5.7%	6,829	6,876	+ 0.7%
Median Sales Price*	\$220,000	<b>\$230,000</b>	+ 4.5%	\$218,000	<b>\$226,900</b>	+ 4.1%
Inventory of Homes for Sale	2,806	<b>2,002</b>	-28.7%	--	--	--
Months Supply of Inventory	4.5	<b>3.2</b>	-28.9%	--	--	--
Cumulative Days on Market Until Sale	76	<b>73</b>	-3.9%	75	<b>71</b>	-5.3%
Percent of Original List Price Received*	93.6%	<b>94.8%</b>	+ 1.3%	95.1%	<b>95.5%</b>	+ 0.4%
New Listings	593	<b>520</b>	-12.3%	9,737	<b>9,530</b>	-2.1%

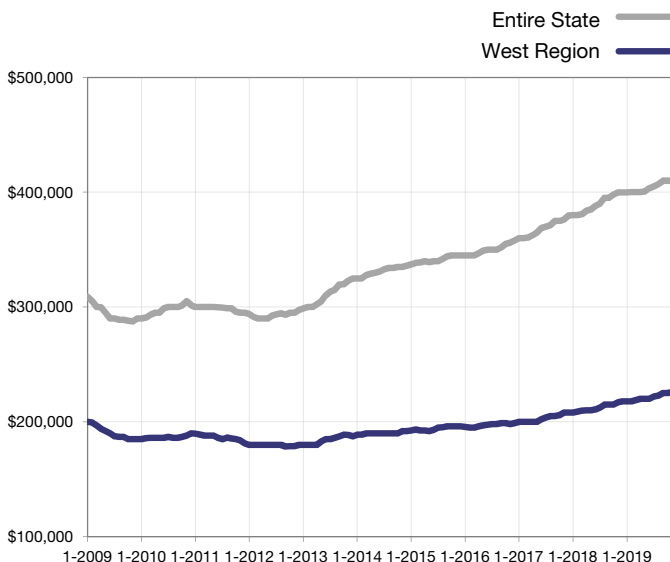
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	81	76	-6.2%	971	1,023	+ 5.4%
Closed Sales	83	70	-15.7%	938	966	+ 3.0%
Median Sales Price*	\$160,000	<b>\$175,000</b>	+ 9.4%	\$165,250	<b>\$172,000</b>	+ 4.1%
Inventory of Homes for Sale	385	<b>295</b>	-23.4%	--	--	--
Months Supply of Inventory	4.5	<b>3.4</b>	-24.4%	--	--	--
Cumulative Days on Market Until Sale	78	<b>65</b>	-16.7%	90	<b>77</b>	-14.4%
Percent of Original List Price Received*	95.7%	<b>96.9%</b>	+ 1.3%	96.3%	<b>96.2%</b>	-0.1%
New Listings	78	<b>82</b>	+ 5.1%	1,205	<b>1,240</b>	+ 2.9%

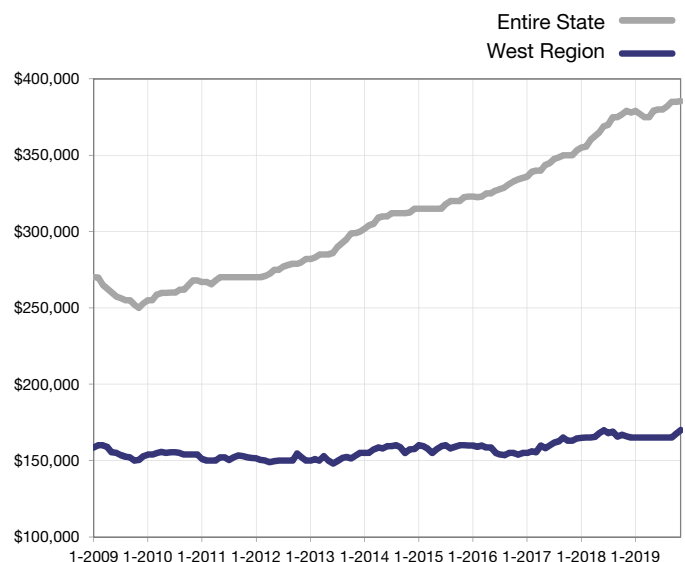
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