

Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 4.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.9%

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

- 34.6%

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

Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	481	508	+ 5.6%	9,191	9,400	+ 2.3%
Closed Sales	718	752	+ 4.7%	9,266	9,243	-0.2%
Median Sales Price*	\$292,650	\$319,000	+ 9.0%	\$296,000	\$310,000	+ 4.7%
Inventory of Homes for Sale	1,928	1,298	-32.7%	--	--	--
Months Supply of Inventory	2.5	1.7	-32.0%	--	--	--
Cumulative Days on Market Until Sale	66	61	-7.6%	55	58	+ 5.5%
Percent of Original List Price Received*	95.0%	96.5%	+ 1.6%	97.3%	97.4%	+ 0.1%
New Listings	417	354	-15.1%	12,218	11,738	-3.9%

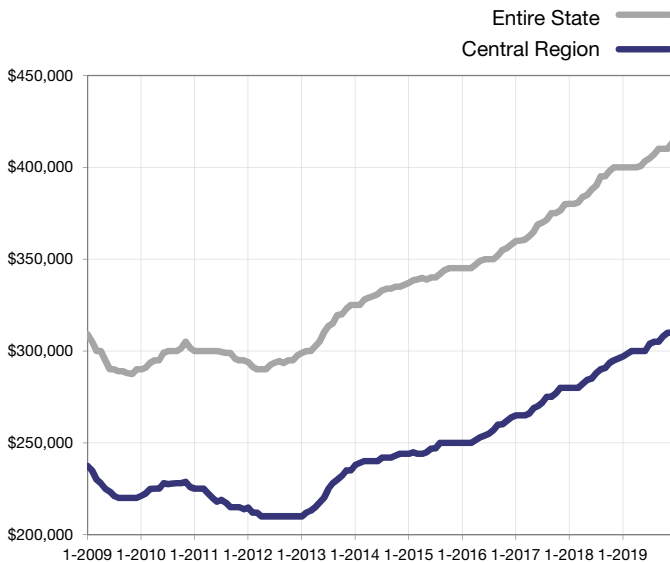
Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	91	108	+ 18.7%	1,964	1,936	-1.4%
Closed Sales	150	143	-4.7%	1,999	1,899	-5.0%
Median Sales Price*	\$212,750	\$223,000	+ 4.8%	\$219,900	\$227,000	+ 3.2%
Inventory of Homes for Sale	344	244	-29.1%	--	--	--
Months Supply of Inventory	2.1	1.5	-28.6%	--	--	--
Cumulative Days on Market Until Sale	57	52	-8.8%	54	52	-3.7%
Percent of Original List Price Received*	97.4%	97.1%	-0.3%	98.4%	98.5%	+ 0.1%
New Listings	80	80	0.0%	2,370	2,329	-1.7%

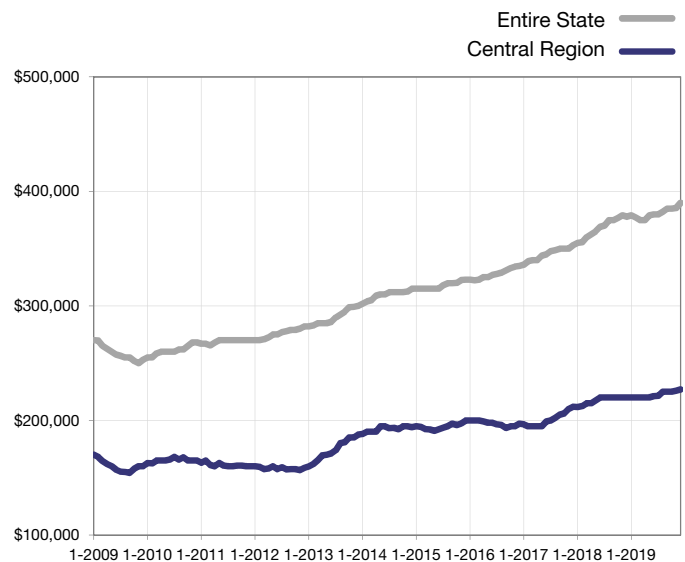
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.

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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

+ 18.4%

+ 9.7%

- 45.0%

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

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	393	411	+ 4.6%	8,494	8,912	+ 4.9%
Closed Sales	645	741	+ 14.9%	8,616	8,817	+ 2.3%
Median Sales Price*	\$415,000	\$450,000	+ 8.4%	\$443,000	\$460,000	+ 3.8%
Inventory of Homes for Sale	1,344	728	-45.8%	--	--	--
Months Supply of Inventory	1.9	1.0	-47.4%	--	--	--
Cumulative Days on Market Until Sale	57	52	-8.8%	48	49	+ 2.1%
Percent of Original List Price Received*	96.2%	97.0%	+ 0.8%	98.3%	98.0%	-0.3%
New Listings	281	255	-9.3%	10,842	10,546	-2.7%

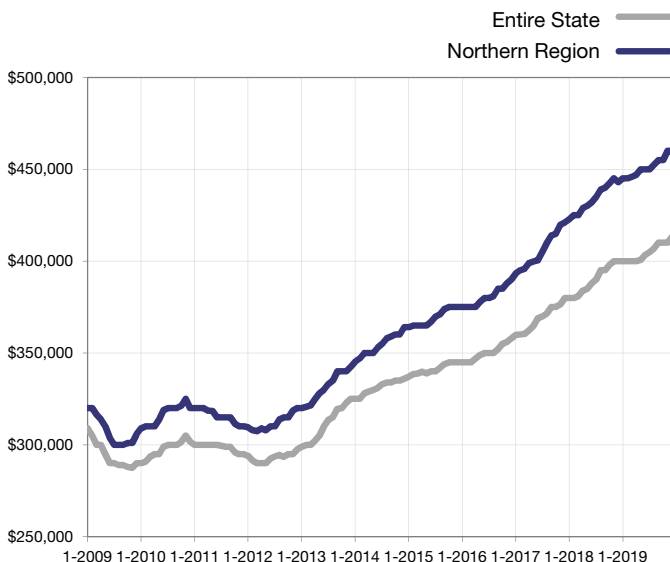
Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	166	184	+ 10.8%	3,843	3,921	+ 2.0%
Closed Sales	270	344	+ 27.4%	3,874	3,886	+ 0.3%
Median Sales Price*	\$280,000	\$312,950	+ 11.8%	\$285,000	\$305,000	+ 7.0%
Inventory of Homes for Sale	580	354	-39.0%	--	--	--
Months Supply of Inventory	1.8	1.1	-38.9%	--	--	--
Cumulative Days on Market Until Sale	50	51	+ 2.0%	44	48	+ 9.1%
Percent of Original List Price Received*	97.0%	97.7%	+ 0.7%	99.2%	98.7%	-0.5%
New Listings	150	132	-12.0%	4,713	4,511	-4.3%

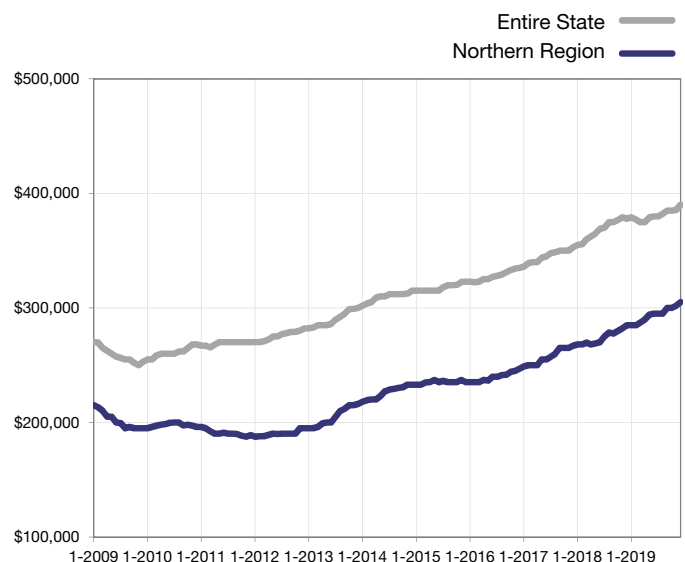
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

+ 14.1%

+ 7.3%

- 39.0%

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

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	329	342	+ 4.0%	5,867	6,049	+ 3.1%
Closed Sales	455	531	+ 16.7%	5,924	5,892	-0.5%
Median Sales Price*	\$319,200	\$344,445	+ 7.9%	\$315,000	\$335,000	+ 6.3%
Inventory of Homes for Sale	1,549	1,033	-33.3%	--	--	--
Months Supply of Inventory	3.1	2.1	-32.3%	--	--	--
Cumulative Days on Market Until Sale	74	62	-16.2%	62	63	+ 1.6%
Percent of Original List Price Received*	94.6%	96.4%	+ 1.9%	96.8%	96.9%	+ 0.1%
New Listings	318	294	-7.5%	7,920	7,537	-4.8%

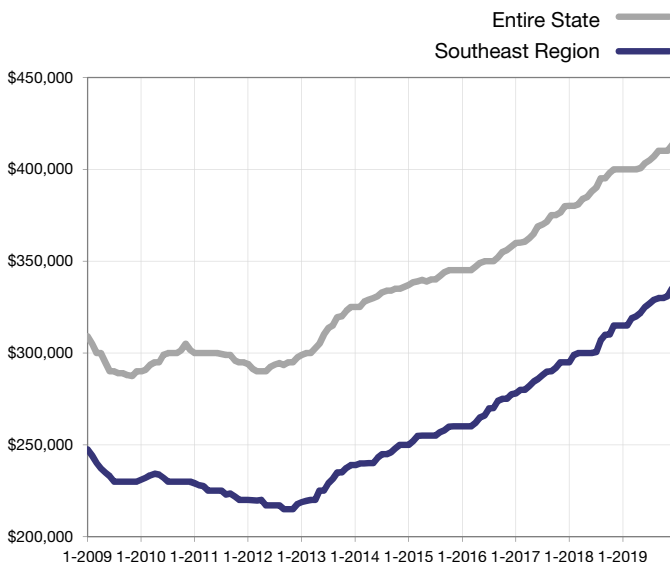
Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	54	60	+ 11.1%	954	973	+ 2.0%
Closed Sales	69	93	+ 34.8%	956	942	-1.5%
Median Sales Price*	\$195,000	\$230,000	+ 17.9%	\$210,000	\$220,000	+ 4.8%
Inventory of Homes for Sale	205	106	-48.3%	--	--	--
Months Supply of Inventory	2.6	1.4	-46.2%	--	--	--
Cumulative Days on Market Until Sale	63	57	-9.5%	52	59	+ 13.5%
Percent of Original List Price Received*	96.3%	96.5%	+ 0.2%	97.6%	97.2%	-0.4%
New Listings	58	44	-24.1%	1,223	1,153	-5.7%

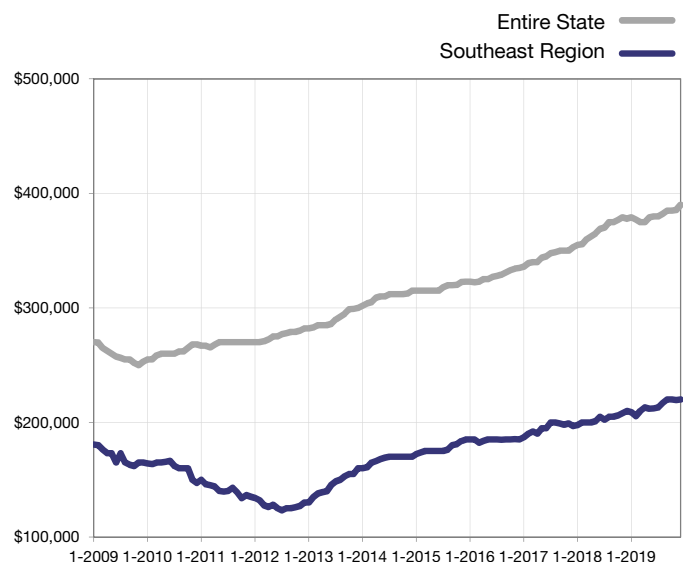
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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West Region

+ 9.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 8.7%

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

- 32.1%

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

Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	387	416	+ 7.5%	7,303	7,652	+ 4.8%
Closed Sales	582	613	+ 5.3%	7,411	7,502	+ 1.2%
Median Sales Price*	\$215,000	\$232,000	+ 7.9%	\$218,000	\$227,500	+ 4.4%
Inventory of Homes for Sale	2,379	1,609	-32.4%	--	--	--
Months Supply of Inventory	3.9	2.6	-33.3%	--	--	--
Cumulative Days on Market Until Sale	76	73	-3.9%	75	71	-5.3%
Percent of Original List Price Received*	94.1%	94.9%	+ 0.9%	95.0%	95.5%	+ 0.5%
New Listings	405	339	-16.3%	10,147	9,876	-2.7%

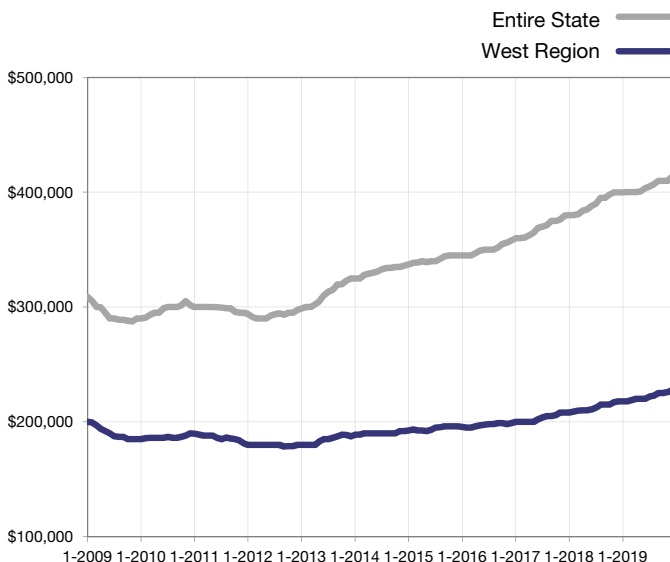
Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	44	58	+ 31.8%	1,015	1,074	+ 5.8%
Closed Sales	78	105	+ 34.6%	1,016	1,071	+ 5.4%
Median Sales Price*	\$159,000	\$162,000	+ 1.9%	\$165,000	\$170,000	+ 3.0%
Inventory of Homes for Sale	352	265	-24.7%	--	--	--
Months Supply of Inventory	4.2	3.0	-28.6%	--	--	--
Cumulative Days on Market Until Sale	89	74	-16.9%	90	76	-15.6%
Percent of Original List Price Received*	94.8%	95.3%	+ 0.5%	96.2%	96.1%	-0.1%
New Listings	50	54	+ 8.0%	1,255	1,294	+ 3.1%

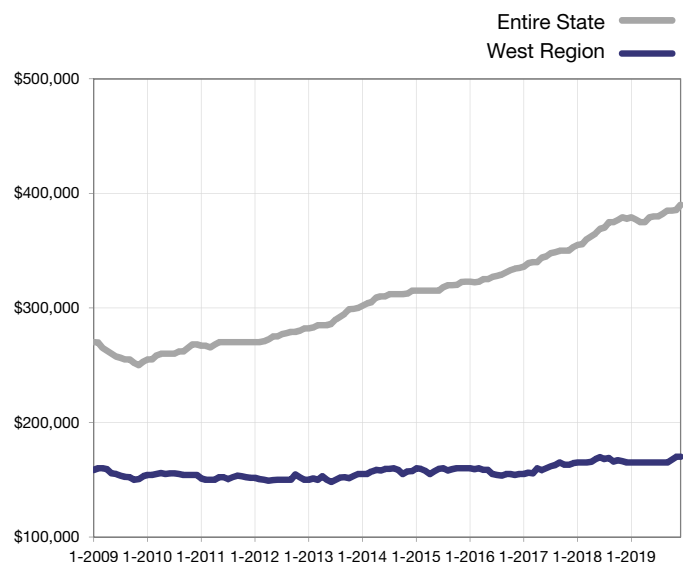
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