

Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 37.8%

+ 25.6%

- 60.4%

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

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	82	82	0.0%	1,502	1,837	+ 22.3%
Closed Sales	124	181	+ 46.0%	1,478	1,788	+ 21.0%
Median Sales Price*	\$230,000	\$280,000	+ 21.7%	\$220,400	\$260,000	+ 18.0%
Inventory of Homes for Sale	733	291	- 60.3%	--	--	--
Months Supply of Inventory	6.0	2.0	- 67.2%	--	--	--
Cumulative Days on Market Until Sale	97	67	- 31.1%	86	83	- 3.2%
Percent of Original List Price Received*	91.1%	94.8%	+ 4.1%	92.1%	94.8%	+ 3.0%
New Listings	72	65	- 9.7%	2,253	1,989	- 11.7%

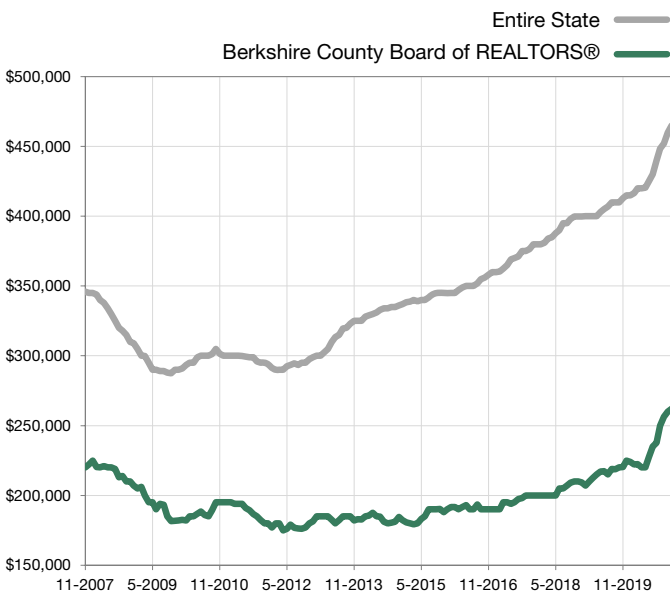
Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	14	10	- 28.6%	184	188	+ 2.2%
Closed Sales	19	16	- 15.8%	176	185	+ 5.1%
Median Sales Price*	\$198,000	\$420,000	+ 112.1%	\$198,750	\$325,000	+ 63.5%
Inventory of Homes for Sale	130	51	- 60.8%	--	--	--
Months Supply of Inventory	8.9	3.3	- 62.7%	--	--	--
Cumulative Days on Market Until Sale	181	108	- 40.4%	123	143	+ 16.5%
Percent of Original List Price Received*	89.4%	95.4%	+ 6.8%	92.1%	93.2%	+ 1.2%
New Listings	14	9	- 35.7%	275	211	- 23.3%

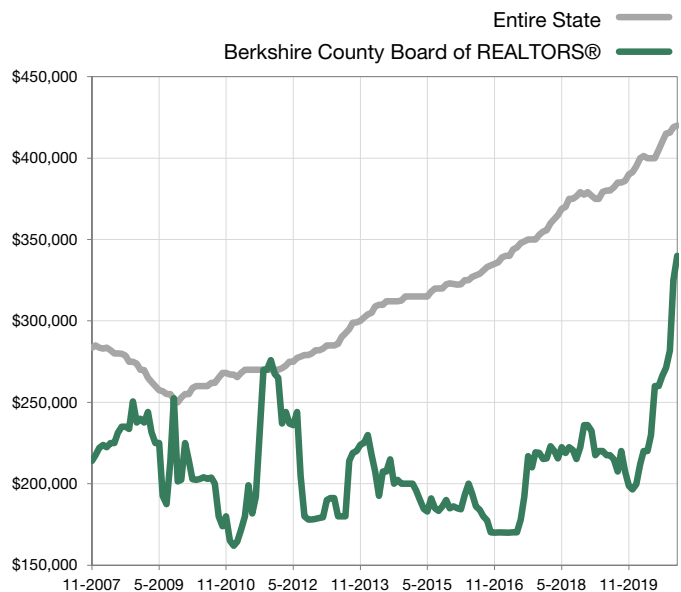
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 37.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 28.1%

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

- 58.8%

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

Single-Family Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	277	422	+ 52.3%	5,495	6,650	+ 21.0%
Closed Sales	456	630	+ 38.2%	5,411	6,322	+ 16.8%
Median Sales Price*	\$435,500	\$554,900	+ 27.4%	\$425,000	\$500,000	+ 17.6%
Inventory of Homes for Sale	1,867	692	- 62.9%	--	--	--
Months Supply of Inventory	4.1	1.3	- 68.3%	--	--	--
Cumulative Days on Market Until Sale	109	57	- 47.2%	106	96	- 9.6%
Percent of Original List Price Received*	92.9%	98.0%	+ 5.5%	94.0%	96.0%	+ 2.2%
New Listings	213	267	+ 25.4%	7,446	7,009	- 5.9%

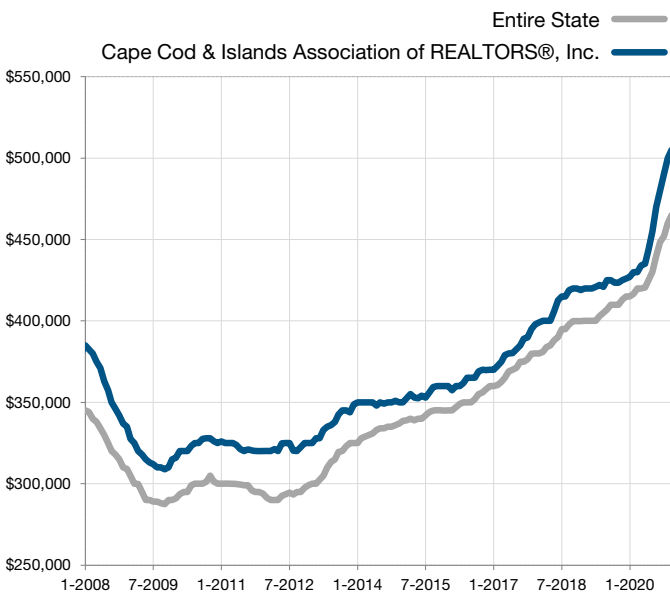
Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	60	98	+ 63.3%	1,308	1,564	+ 19.6%
Closed Sales	108	143	+ 32.4%	1,274	1,498	+ 17.6%
Median Sales Price*	\$277,494	\$387,500	+ 39.6%	\$286,750	\$335,000	+ 16.8%
Inventory of Homes for Sale	491	279	- 43.2%	--	--	--
Months Supply of Inventory	4.6	2.2	- 51.7%	--	--	--
Cumulative Days on Market Until Sale	117	79	- 32.6%	104	102	- 2.1%
Percent of Original List Price Received*	93.9%	97.0%	+ 3.3%	94.5%	96.3%	+ 1.9%
New Listings	58	80	+ 37.9%	1,806	1,750	- 3.1%

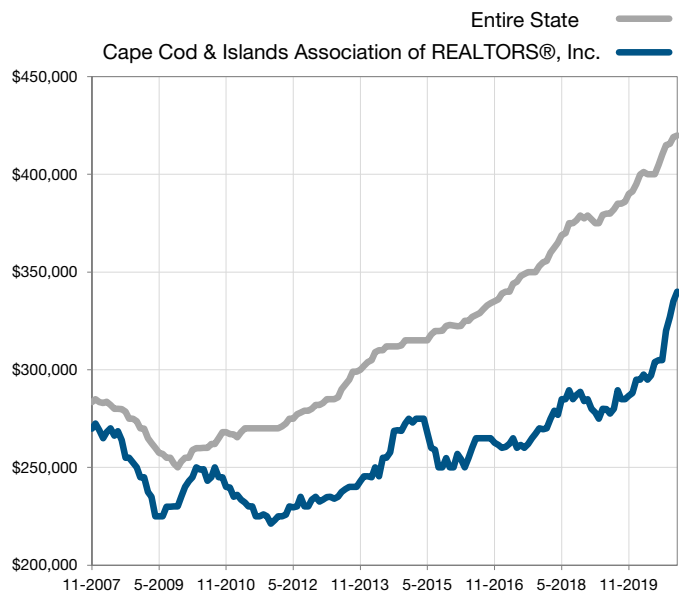
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	564	744	+ 31.9%	13,631	14,186	+ 4.1%
Closed Sales	1,190	1,416	+ 19.0%	13,590	13,734	+ 1.1%
Median Sales Price*	\$600,500	\$681,250	+ 13.4%	\$620,000	\$679,000	+ 9.5%
Inventory of Homes for Sale	1,573	754	- 52.1%	--	--	--
Months Supply of Inventory	1.4	0.7	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	58	36	- 37.9%	49	41	- 16.3%
Percent of Original List Price Received*	96.4%	100.0%	+ 3.7%	98.2%	99.8%	+ 1.6%
New Listings	385	552	+ 43.4%	17,038	16,233	- 4.7%

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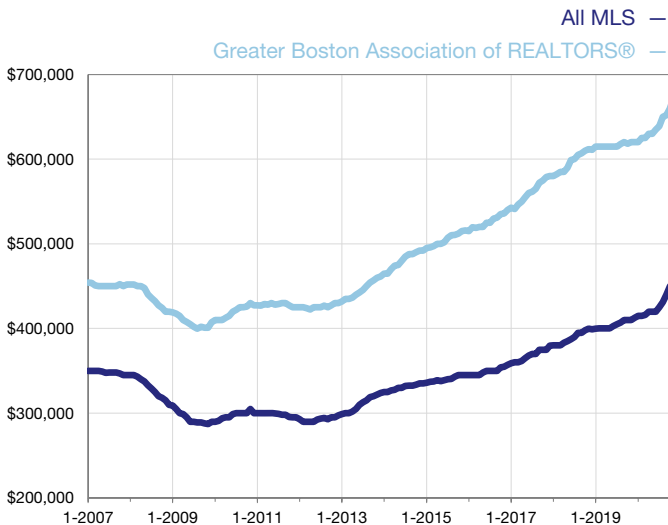
Condominium Properties

Key Metrics	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	525	750	+ 42.9%	11,275	10,831	- 3.9%
Closed Sales	910	1,090	+ 19.8%	10,865	10,464	- 3.7%
Median Sales Price*	\$585,000	\$565,000	- 3.4%	\$570,000	\$585,000	+ 2.6%
Inventory of Homes for Sale	1,646	1,764	+ 7.2%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 11.1%	--	--	--
Cumulative Days on Market Until Sale	54	50	- 7.4%	47	47	0.0%
Percent of Original List Price Received*	97.4%	97.3%	- 0.1%	98.8%	98.6%	- 0.2%
New Listings	400	569	+ 42.3%	14,739	15,539	+ 5.4%

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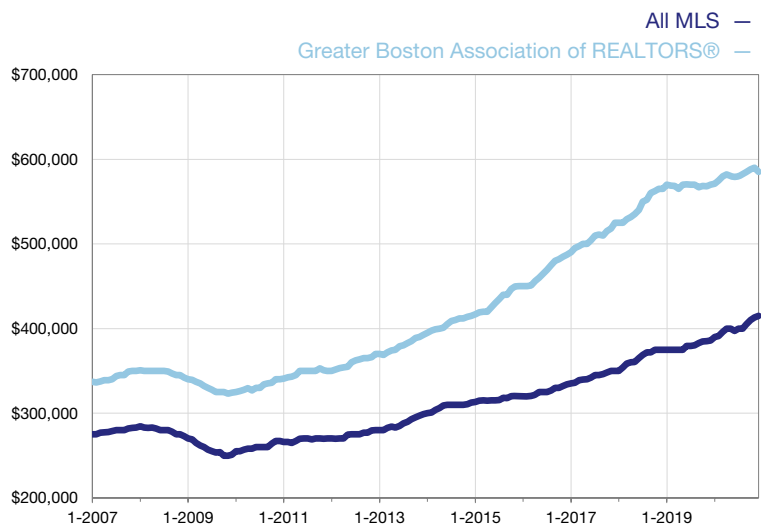
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

+ 2.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 24.0%

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

- 55.9%

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

Single-Family Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	28	40	+ 42.9%	800	748	- 6.5%
Closed Sales	58	61	+ 5.2%	804	726	- 9.7%
Median Sales Price*	\$465,000	\$612,300	+ 31.7%	\$525,000	\$570,185	+ 8.6%
Inventory of Homes for Sale	91	35	- 61.5%	--	--	--
Months Supply of Inventory	1.4	0.6	- 57.4%	--	--	--
Cumulative Days on Market Until Sale	58	48	- 18.3%	57	49	- 14.5%
Percent of Original List Price Received*	96.8%	99.0%	+ 2.3%	97.0%	99.0%	+ 2.1%
New Listings	17	32	+ 88.2%	1,023	856	- 16.3%

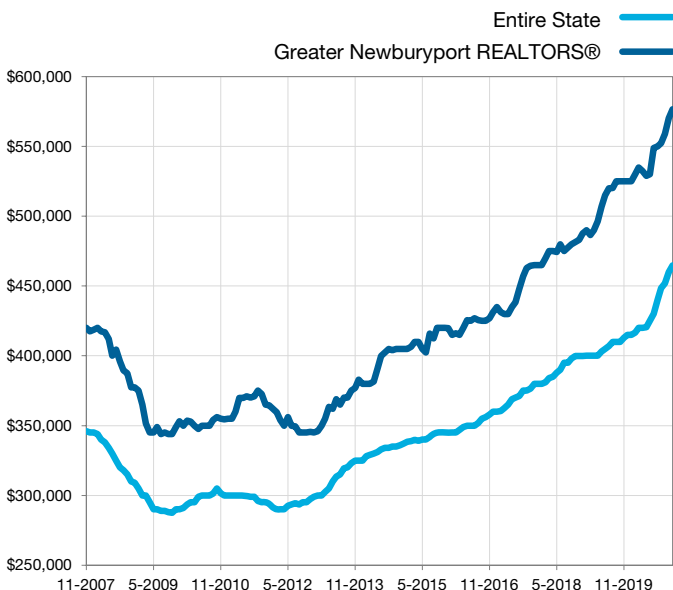
Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	17	26	+ 52.9%	408	466	+ 14.2%
Closed Sales	30	29	- 3.3%	426	443	+ 4.0%
Median Sales Price*	\$432,500	\$457,500	+ 5.8%	\$381,500	\$412,000	+ 8.0%
Inventory of Homes for Sale	52	28	- 46.2%	--	--	--
Months Supply of Inventory	1.5	0.8	- 48.2%	--	--	--
Cumulative Days on Market Until Sale	75	27	- 63.7%	53	45	- 15.1%
Percent of Original List Price Received*	96.8%	100.6%	+ 3.9%	98.2%	99.4%	+ 1.2%
New Listings	15	17	+ 13.3%	513	547	+ 6.6%

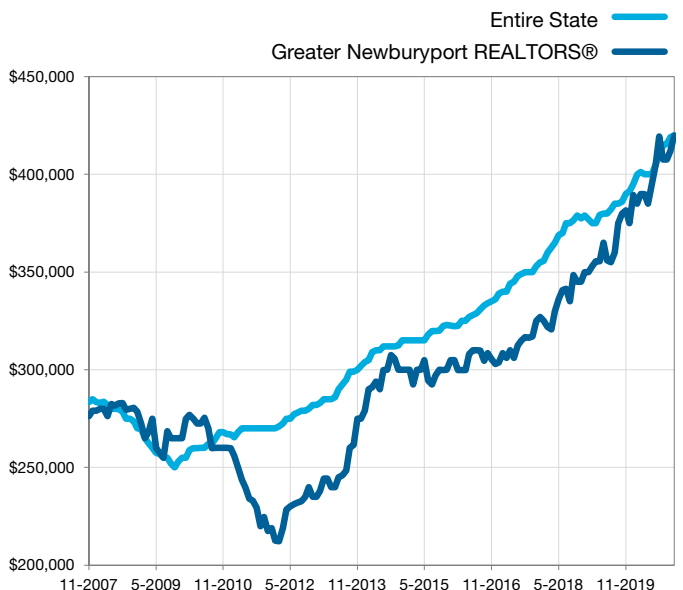
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 24.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 16.1%

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

- 62.8%

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

Single-Family Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	135	191	+ 41.5%	2,826	3,151	+ 11.5%
Closed Sales	243	301	+ 23.9%	2,855	2,951	+ 3.4%
Median Sales Price*	\$291,500	\$340,000	+ 16.6%	\$280,000	\$320,000	+ 14.3%
Inventory of Homes for Sale	564	203	- 64.0%	--	--	--
Months Supply of Inventory	2.4	0.8	- 65.2%	--	--	--
Cumulative Days on Market Until Sale	65	35	- 46.3%	59	49	- 16.3%
Percent of Original List Price Received*	96.4%	101.2%	+ 5.0%	97.1%	99.6%	+ 2.5%
New Listings	98	169	+ 72.4%	3,630	3,399	- 6.4%

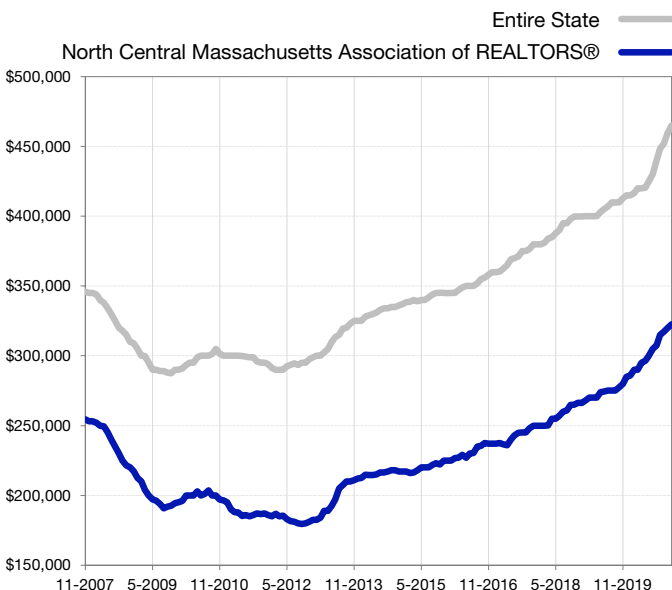
Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	22	35	+ 59.1%	425	464	+ 9.2%
Closed Sales	31	41	+ 32.3%	415	443	+ 6.7%
Median Sales Price*	\$175,000	\$204,900	+ 17.1%	\$184,900	\$214,900	+ 16.2%
Inventory of Homes for Sale	57	28	- 50.9%	--	--	--
Months Supply of Inventory	1.6	0.8	- 54.0%	--	--	--
Cumulative Days on Market Until Sale	58	57	- 0.6%	44	50	+ 14.7%
Percent of Original List Price Received*	97.6%	100.5%	+ 3.0%	98.4%	99.8%	+ 1.4%
New Listings	18	31	+ 72.2%	527	512	- 2.8%

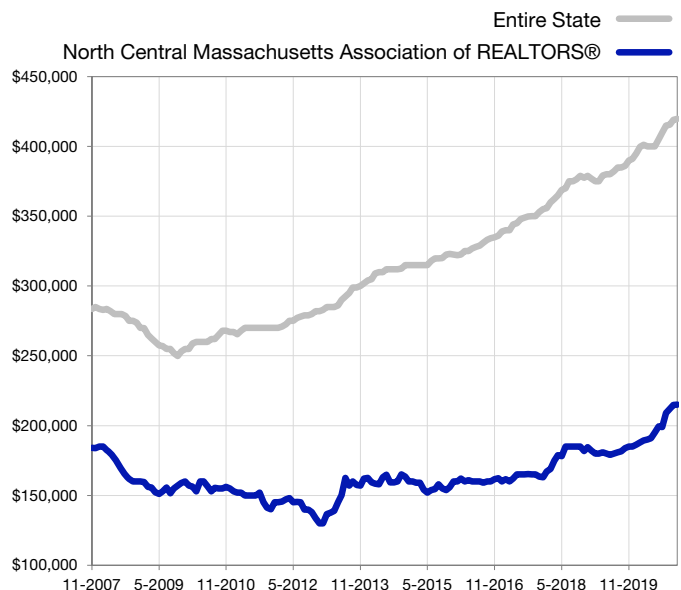
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore REALTORS®

+ 12.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 12.9%

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

- 61.2%

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

Single-Family Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	177	192	+ 8.5%	4,032	4,031	- 0.0%
Closed Sales	350	380	+ 8.6%	4,044	3,936	- 2.7%
Median Sales Price*	\$469,450	\$540,000	+ 15.0%	\$469,900	\$528,000	+ 12.4%
Inventory of Homes for Sale	488	173	- 64.5%	--	--	--
Months Supply of Inventory	1.4	0.5	- 63.6%	--	--	--
Cumulative Days on Market Until Sale	53	30	- 42.7%	50	39	- 21.6%
Percent of Original List Price Received*	97.2%	101.6%	+ 4.6%	97.9%	100.5%	+ 2.7%
New Listings	124	165	+ 33.1%	4,806	4,358	- 9.3%

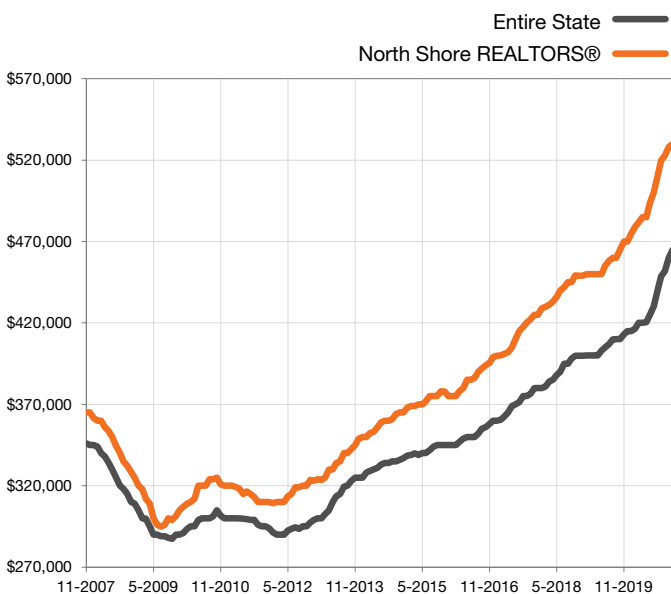
Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	88	136	+ 54.5%	1,925	1,954	+ 1.5%
Closed Sales	179	213	+ 19.0%	1,893	1,885	- 0.4%
Median Sales Price*	\$339,900	\$365,000	+ 7.4%	\$320,000	\$350,000	+ 9.4%
Inventory of Homes for Sale	249	113	- 54.6%	--	--	--
Months Supply of Inventory	1.6	0.7	- 54.4%	--	--	--
Cumulative Days on Market Until Sale	53	38	- 28.8%	49	45	- 8.5%
Percent of Original List Price Received*	97.4%	99.6%	+ 2.2%	98.4%	99.8%	+ 1.4%
New Listings	67	112	+ 67.2%	2,267	2,136	- 5.8%

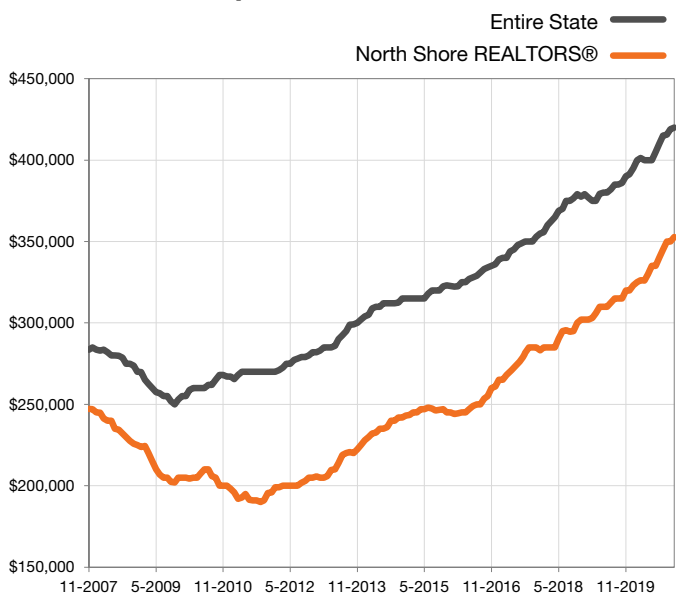
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

+ 9.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 20.0%

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

- 62.6%

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

Single-Family Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	170	208	+ 22.4%	3,997	3,900	- 2.4%
Closed Sales	342	393	+ 14.9%	3,984	3,796	- 4.7%
Median Sales Price*	\$421,500	\$505,000	+ 19.8%	\$445,000	\$499,900	+ 12.3%
Inventory of Homes for Sale	371	116	- 68.7%	--	--	--
Months Supply of Inventory	1.1	0.4	- 67.2%	--	--	--
Cumulative Days on Market Until Sale	49	29	- 40.9%	47	36	- 23.7%
Percent of Original List Price Received*	96.9%	102.0%	+ 5.3%	98.3%	100.8%	+ 2.5%
New Listings	115	167	+ 45.2%	4,700	4,190	- 10.9%

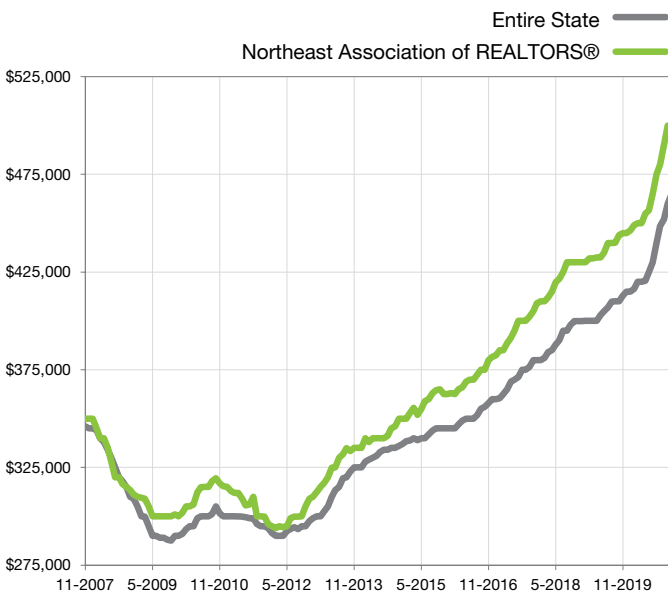
Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	60	100	+ 66.7%	1,556	1,543	- 0.8%
Closed Sales	141	137	- 2.8%	1,572	1,459	- 7.2%
Median Sales Price*	\$270,000	\$290,000	+ 7.4%	\$266,000	\$296,000	+ 11.3%
Inventory of Homes for Sale	159	82	- 48.4%	--	--	--
Months Supply of Inventory	1.2	0.7	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	47	32	- 30.4%	45	40	- 9.3%
Percent of Original List Price Received*	97.9%	100.5%	+ 2.6%	99.2%	99.9%	+ 0.8%
New Listings	50	79	+ 58.0%	1,743	1,704	- 2.2%

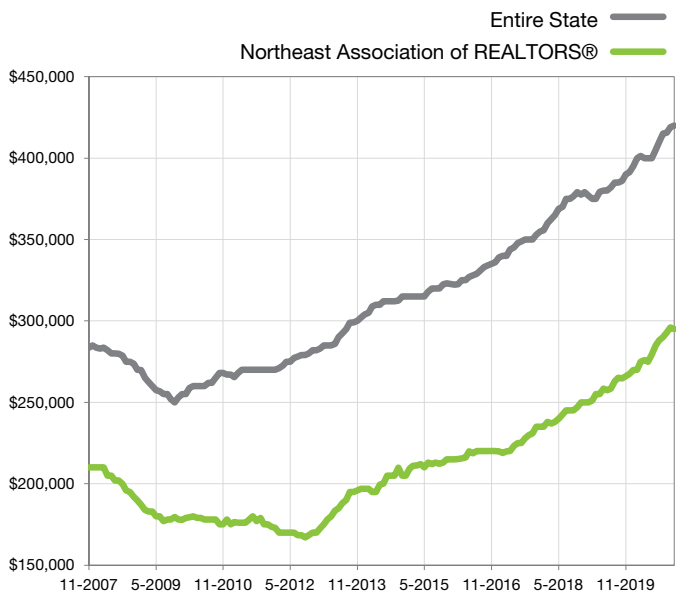
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

+ 25.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.1%

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

- 62.3%

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

Single-Family Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	321	372	+ 15.9%	6,447	6,673	+ 3.5%
Closed Sales	521	641	+ 23.0%	6,413	6,448	+ 0.5%
Median Sales Price*	\$330,000	\$362,000	+ 9.7%	\$325,000	\$358,500	+ 10.3%
Inventory of Homes for Sale	1,038	354	- 65.9%	--	--	--
Months Supply of Inventory	1.9	0.7	- 66.1%	--	--	--
Cumulative Days on Market Until Sale	58	34	- 40.9%	57	45	- 21.2%
Percent of Original List Price Received*	96.5%	100.8%	+ 4.5%	97.5%	99.4%	+ 2.0%
New Listings	252	273	+ 8.3%	8,095	7,263	- 10.3%

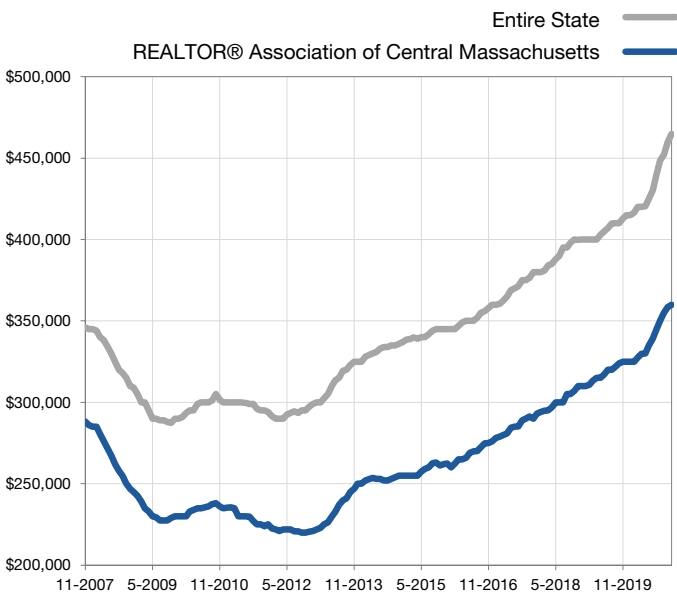
Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	76	100	+ 31.6%	1,493	1,589	+ 6.4%
Closed Sales	115	160	+ 39.1%	1,490	1,528	+ 2.6%
Median Sales Price*	\$252,000	\$284,450	+ 12.9%	\$240,000	\$270,000	+ 12.5%
Inventory of Homes for Sale	242	128	- 47.1%	--	--	--
Months Supply of Inventory	1.9	1.0	- 48.4%	--	--	--
Cumulative Days on Market Until Sale	49	36	- 27.0%	55	48	- 11.3%
Percent of Original List Price Received*	97.1%	99.7%	+ 2.7%	98.5%	99.3%	+ 0.8%
New Listings	63	97	+ 54.0%	1,809	1,748	- 3.4%

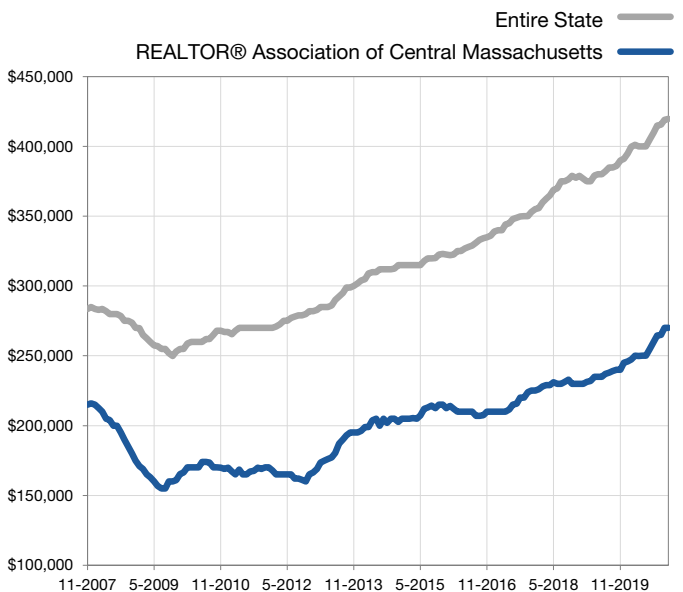
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 22.3%

+ 11.1%

- 57.7%

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		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	302	428	+ 41.7%	6,068	6,408	+ 5.6%
Closed Sales	496	641	+ 29.2%	6,037	6,100	+ 1.0%
Median Sales Price*	\$232,750	\$256,250	+ 10.1%	\$229,000	\$250,000	+ 9.2%
Inventory of Homes for Sale	1,235	509	- 58.8%	--	--	--
Months Supply of Inventory	2.5	1.0	- 59.2%	--	--	--
Cumulative Days on Market Until Sale	66	43	- 34.3%	66	52	- 21.1%
Percent of Original List Price Received*	95.7%	99.9%	+ 4.4%	96.3%	98.6%	+ 2.4%
New Listings	268	348	+ 29.9%	7,673	6,998	- 8.8%

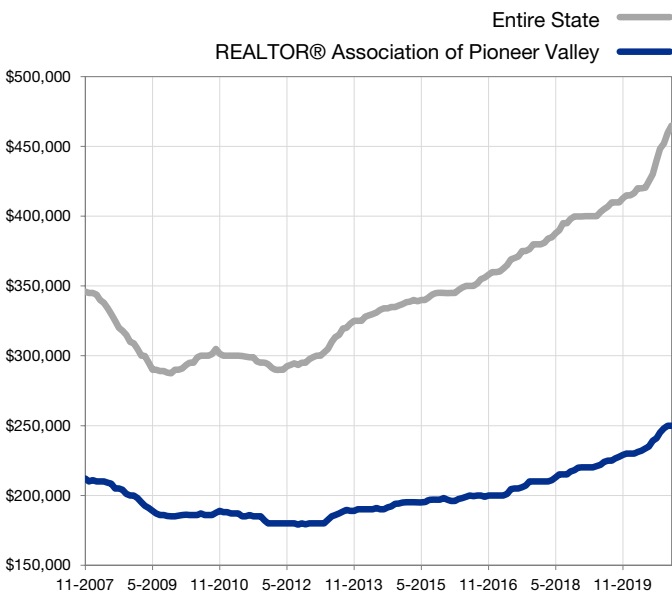
Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	38	53	+ 39.5%	875	819	- 6.4%
Closed Sales	86	71	- 17.4%	894	776	- 13.2%
Median Sales Price*	\$155,300	\$170,000	+ 9.5%	\$165,000	\$172,000	+ 4.2%
Inventory of Homes for Sale	182	91	- 50.0%	--	--	--
Months Supply of Inventory	2.4	1.4	- 42.4%	--	--	--
Cumulative Days on Market Until Sale	51	42	- 17.9%	67	55	- 17.3%
Percent of Original List Price Received*	96.7%	98.6%	+ 2.0%	96.9%	98.0%	+ 1.1%
New Listings	40	55	+ 37.5%	1,022	891	- 12.8%

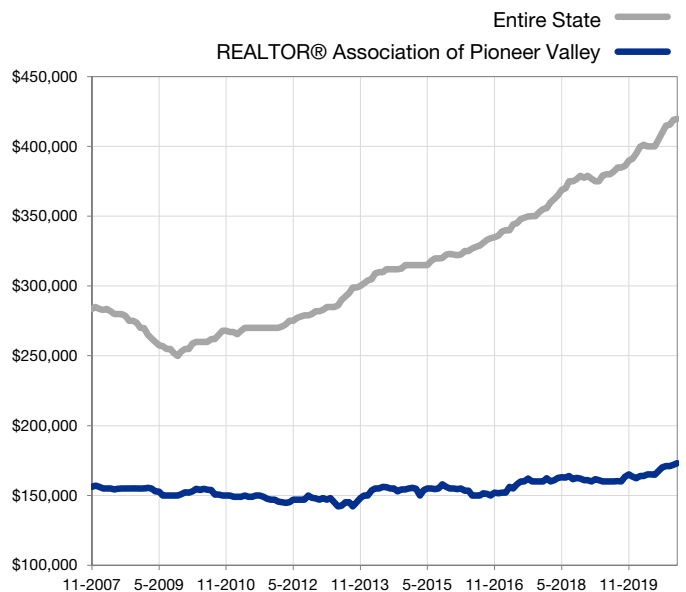
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

+ 10.4%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 15.8%

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

- 65.7%

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

Single-Family Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	237	340	+ 43.5%	4,869	5,229	+ 7.4%
Closed Sales	433	493	+ 13.9%	4,836	4,897	+ 1.3%
Median Sales Price*	\$350,951	\$400,500	+ 14.1%	\$340,000	\$377,950	+ 11.2%
Inventory of Homes for Sale	1,005	329	- 67.3%	--	--	--
Months Supply of Inventory	2.5	0.8	- 67.7%	--	--	--
Cumulative Days on Market Until Sale	63	37	- 41.8%	60	51	- 16.1%
Percent of Original List Price Received*	96.7%	100.4%	+ 3.8%	97.2%	99.2%	+ 2.0%
New Listings	230	283	+ 23.0%	6,132	5,680	- 7.4%

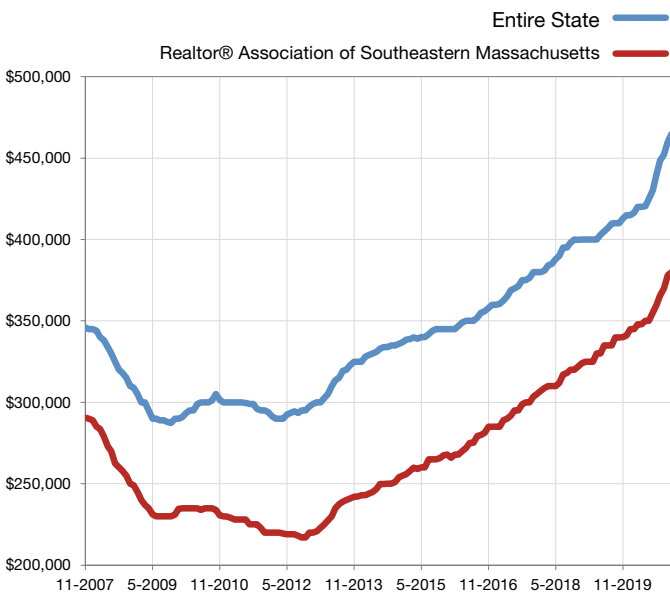
Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	48	76	+ 58.3%	846	913	+ 7.9%
Closed Sales	87	81	- 6.9%	833	858	+ 3.0%
Median Sales Price*	\$230,000	\$265,500	+ 15.4%	\$229,950	\$250,500	+ 8.9%
Inventory of Homes for Sale	114	55	- 51.8%	--	--	--
Months Supply of Inventory	1.6	0.8	- 53.2%	--	--	--
Cumulative Days on Market Until Sale	58	43	- 26.1%	59	43	- 27.5%
Percent of Original List Price Received*	96.4%	100.4%	+ 4.1%	97.4%	99.2%	+ 1.8%
New Listings	34	55	+ 61.8%	1,006	1,009	+ 0.3%

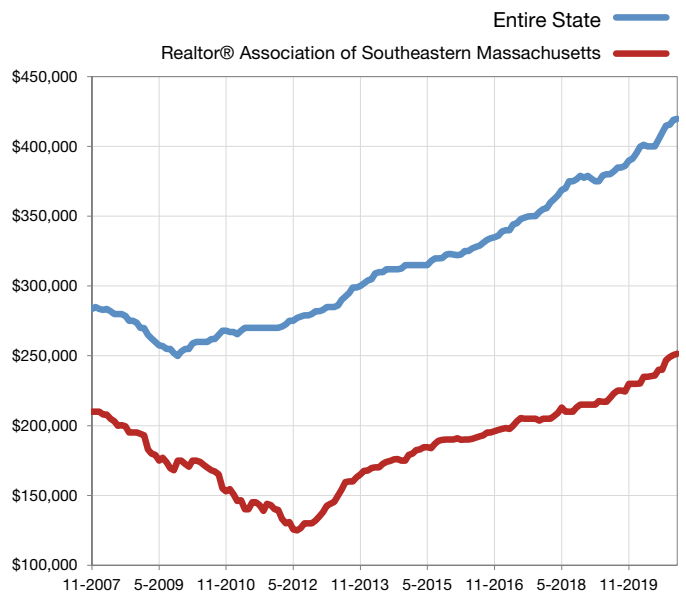
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 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

+ 0.8%

+ 14.2%

- 61.6%

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		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	64	75	+ 17.2%	1,099	1,161	+ 5.6%
Closed Sales	115	110	- 4.3%	1,084	1,119	+ 3.2%
Median Sales Price*	\$300,000	\$352,500	+ 17.5%	\$299,900	\$335,000	+ 11.7%
Inventory of Homes for Sale	257	87	- 66.1%	--	--	--
Months Supply of Inventory	2.8	0.9	- 67.2%	--	--	--
Cumulative Days on Market Until Sale	60	40	- 33.8%	77	60	- 21.7%
Percent of Original List Price Received*	94.7%	99.6%	+ 5.2%	95.5%	98.4%	+ 3.1%
New Listings	61	54	- 11.5%	1,397	1,237	- 11.5%

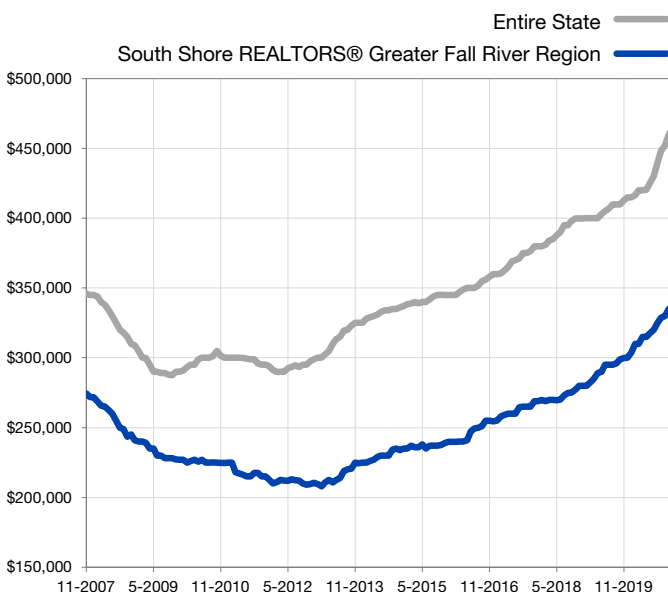
Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	8	10	+ 25.0%	119	121	+ 1.7%
Closed Sales	9	15	+ 66.7%	112	114	+ 1.8%
Median Sales Price*	\$182,500	\$220,000	+ 20.5%	\$169,000	\$182,000	+ 7.7%
Inventory of Homes for Sale	19	19	0.0%	--	--	--
Months Supply of Inventory	2.0	2.0	- 1.8%	--	--	--
Cumulative Days on Market Until Sale	44	57	+ 29.5%	57	42	- 27.3%
Percent of Original List Price Received*	96.3%	98.1%	+ 1.9%	95.8%	97.4%	+ 1.7%
New Listings	11	5	- 54.5%	145	157	+ 8.3%

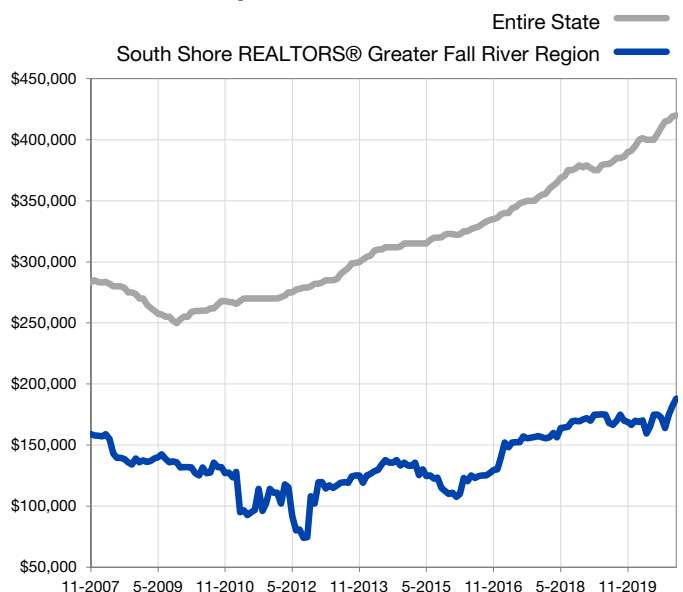
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

+ 23.4%

+ 14.3%

- 62.7%

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		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	258	311	+ 20.5%	6,016	6,414	+ 6.6%
Closed Sales	491	618	+ 25.9%	5,987	6,176	+ 3.2%
Median Sales Price*	\$450,100	\$510,500	+ 13.4%	\$449,900	\$498,000	+ 10.7%
Inventory of Homes for Sale	991	310	- 68.7%	--	--	--
Months Supply of Inventory	2.0	0.6	- 69.7%	--	--	--
Cumulative Days on Market Until Sale	61	38	- 37.4%	59	50	- 16.5%
Percent of Original List Price Received*	96.1%	99.9%	+ 4.0%	97.0%	99.0%	+ 2.0%
New Listings	198	235	+ 18.7%	7,877	7,048	- 10.5%

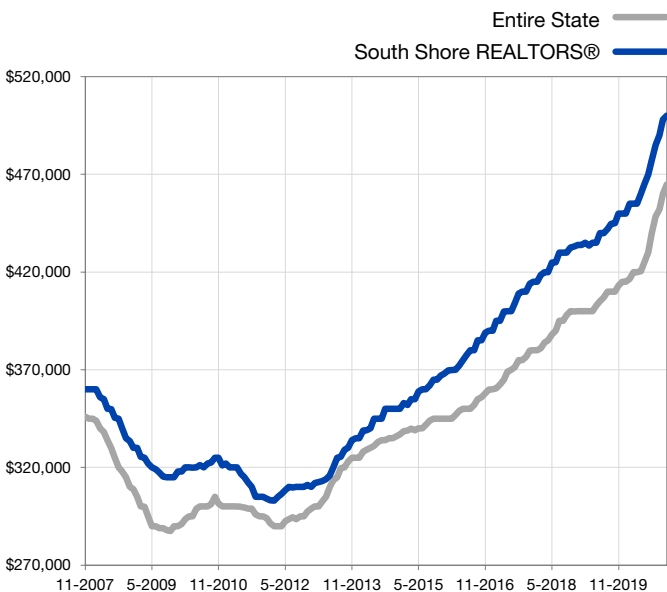
Condominium Properties

	December			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	81	128	+ 58.0%	1,942	2,007	+ 3.3%
Closed Sales	166	193	+ 16.3%	1,963	1,936	- 1.4%
Median Sales Price*	\$347,250	\$355,000	+ 2.2%	\$345,000	\$370,000	+ 7.2%
Inventory of Homes for Sale	329	182	- 44.7%	--	--	--
Months Supply of Inventory	2.0	1.1	- 43.9%	--	--	--
Cumulative Days on Market Until Sale	61	50	- 18.0%	59	56	- 4.0%
Percent of Original List Price Received*	98.2%	99.1%	+ 0.9%	98.2%	99.1%	+ 0.8%
New Listings	88	104	+ 18.2%	2,527	2,389	- 5.5%

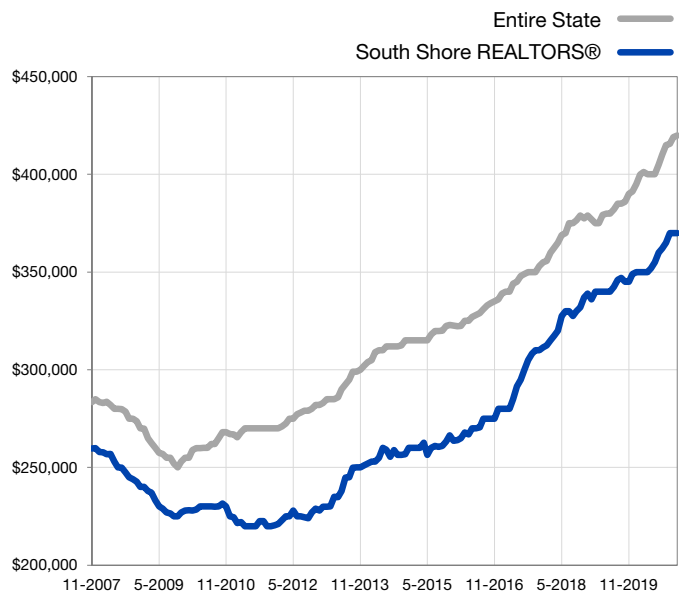
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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