

# Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



**MASSACHUSETTS**  
ASSOCIATION OF REALTORS®

## Central Region

**+ 24.8%**

**+ 14.0%**

**- 59.1%**

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                            | 456       | <b>563</b>       | + 23.5% | 9,273        | <b>9,824</b>     | + 5.9%  |
| Closed Sales                             | 764       | <b>942</b>       | + 23.3% | 9,268        | <b>9,399</b>     | + 1.4%  |
| Median Sales Price*                      | \$319,000 | <b>\$352,625</b> | + 10.5% | \$310,000    | <b>\$347,500</b> | + 12.1% |
| Inventory of Homes for Sale              | 1,602     | <b>557</b>       | -65.2%  | --           | --               | --      |
| Months Supply of Inventory               | 2.1       | <b>0.7</b>       | -66.7%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 60        | <b>35</b>        | -41.7%  | 58           | <b>47</b>        | -19.0%  |
| Percent of Original List Price Received* | 96.5%     | <b>101.0%</b>    | + 4.7%  | 97.3%        | <b>99.5%</b>     | + 2.3%  |
| New Listings                             | 350       | <b>442</b>       | + 26.3% | 11,725       | <b>10,662</b>    | -9.1%   |

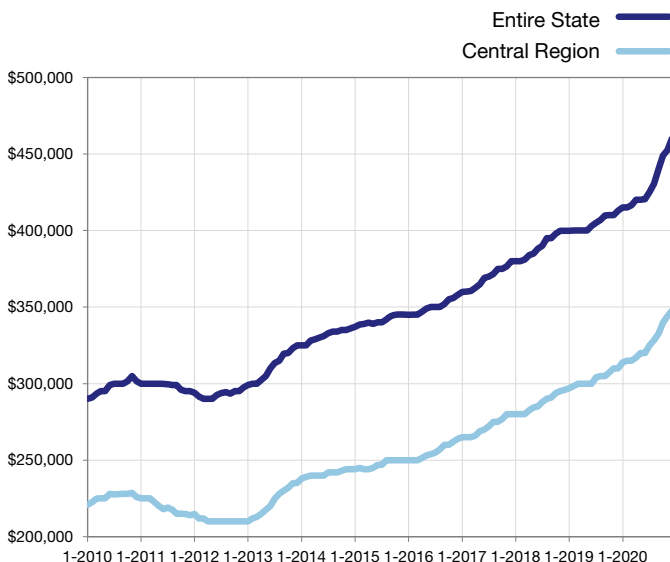
### Condominium Properties

|  | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2019      | 2020             | + / -   | 2019         | 2020             | + / -   |
| Pending Sales                            | 98        | <b>135</b>       | + 37.8% | 1,918        | <b>2,053</b>     | + 7.0%  |
| Closed Sales                             | 146       | <b>201</b>       | + 37.7% | 1,905        | <b>1,971</b>     | + 3.5%  |
| Median Sales Price*                      | \$223,500 | <b>\$275,000</b> | + 23.0% | \$227,000    | <b>\$256,000</b> | + 12.8% |
| Inventory of Homes for Sale              | 299       | <b>156</b>       | -47.8%  | --           | --               | --      |
| Months Supply of Inventory               | 1.9       | <b>0.9</b>       | -52.6%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 51        | <b>40</b>        | -21.6%  | 52           | <b>49</b>        | -5.8%   |
| Percent of Original List Price Received* | 97.2%     | <b>99.9%</b>     | + 2.8%  | 98.5%        | <b>99.4%</b>     | + 0.9%  |
| New Listings                             | 81        | <b>128</b>       | + 58.0% | 2,336        | <b>2,260</b>     | -3.3%   |

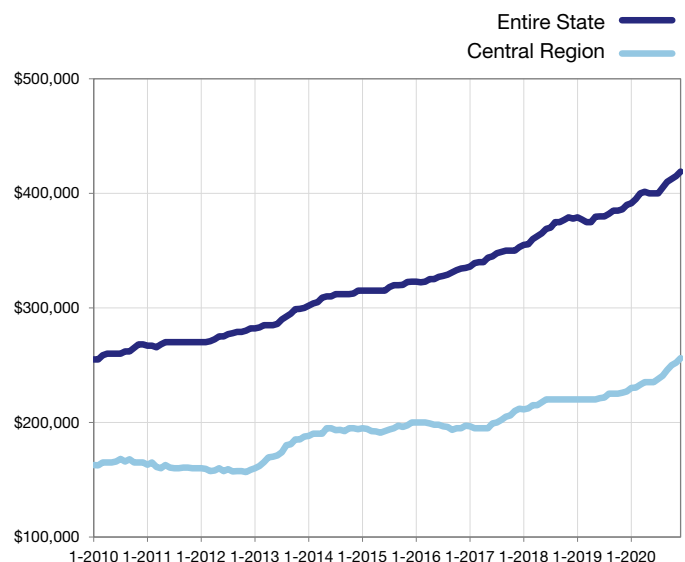
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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

**+ 11.1%**

**+ 15.7%**

**- 60.0%**

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 |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2019      | 2020      | + / -   | 2019         | 2020      | + / -   |
| Pending Sales                            | 375       | 440       | + 17.3% | 8,829        | 8,679     | -1.7%   |
| Closed Sales                             | 750       | 834       | + 11.2% | 8,832        | 8,458     | -4.2%   |
| Median Sales Price*                      | \$450,000 | \$527,250 | + 17.2% | \$460,000    | \$520,000 | + 13.0% |
| Inventory of Homes for Sale              | 950       | 324       | -65.9%  | --           | --        | --      |
| Months Supply of Inventory               | 1.3       | 0.5       | -61.5%  | --           | --        | --      |
| Cumulative Days on Market Until Sale     | 51        | 31        | -39.2%  | 49           | 39        | -20.4%  |
| Percent of Original List Price Received* | 97.0%     | 101.6%    | + 4.7%  | 98.0%        | 100.5%    | + 2.6%  |
| New Listings                             | 256       | 364       | + 42.2% | 10,529       | 9,404     | -10.7%  |

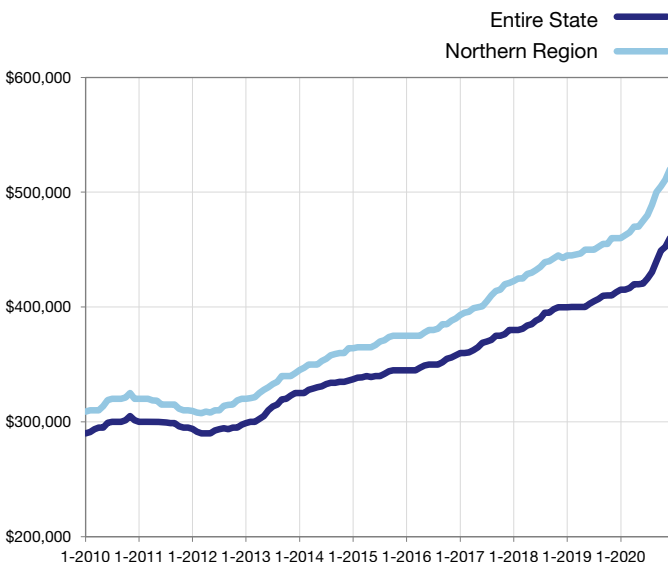
### Condominium Properties

|  | December  |           |         | Year to Date |           |        |
|--|-----------|-----------|---------|--------------|-----------|--------|
|  | 2019      | 2020      | + / -   | 2019         | 2020      | + / -  |
| Pending Sales                            | 165       | 262       | + 58.8% | 3,889        | 3,963     | + 1.9% |
| Closed Sales                             | 350       | 379       | + 8.3%  | 3,891        | 3,787     | -2.7%  |
| Median Sales Price*                      | \$315,000 | \$335,000 | + 6.3%  | \$305,000    | \$335,000 | + 9.8% |
| Inventory of Homes for Sale              | 460       | 223       | -51.5%  | --           | --        | --     |
| Months Supply of Inventory               | 1.4       | 0.7       | -50.0%  | --           | --        | --     |
| Cumulative Days on Market Until Sale     | 53        | 35        | -34.0%  | 48           | 43        | -10.4% |
| Percent of Original List Price Received* | 97.6%     | 100.0%    | + 2.5%  | 98.7%        | 99.8%     | + 1.1% |
| New Listings                             | 132       | 208       | + 57.6% | 4,523        | 4,387     | -3.0%  |

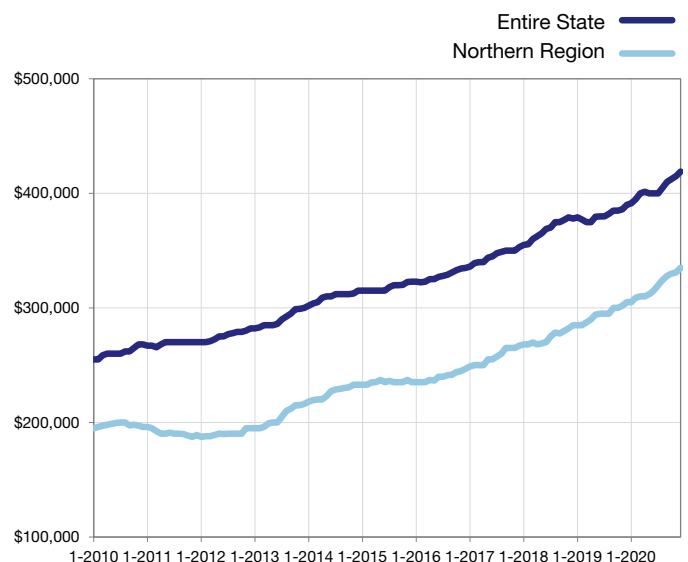
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – December 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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## Southeast Region

**+ 14.1%**

**+ 16.1%**

**- 59.7%**

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

The Southeast Region includes data from the North Bristol and former Tri-County Boards of REALTORS®.

### Single-Family Properties

|  | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2019      | 2020             | + / -   | 2019         | 2020             | + / -   |
| Pending Sales                            | 301       | <b>415</b>       | + 37.9% | 5,968        | <b>6,390</b>     | + 7.1%  |
| Closed Sales                             | 548       | <b>603</b>       | + 10.0% | 5,920        | <b>6,016</b>     | + 1.6%  |
| Median Sales Price*                      | \$342,000 | <b>\$390,000</b> | + 14.0% | \$335,000    | <b>\$369,900</b> | + 10.4% |
| Inventory of Homes for Sale              | 1,262     | <b>416</b>       | -67.0%  | --           | --               | --      |
| Months Supply of Inventory               | 2.6       | <b>0.8</b>       | -69.2%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 62        | <b>37</b>        | -40.3%  | 63           | <b>52</b>        | -17.5%  |
| Percent of Original List Price Received* | 96.3%     | <b>100.2%</b>    | + 4.0%  | 96.9%        | <b>99.0%</b>     | + 2.2%  |
| New Listings                             | 291       | <b>337</b>       | + 15.8% | 7,529        | <b>6,917</b>     | -8.1%   |

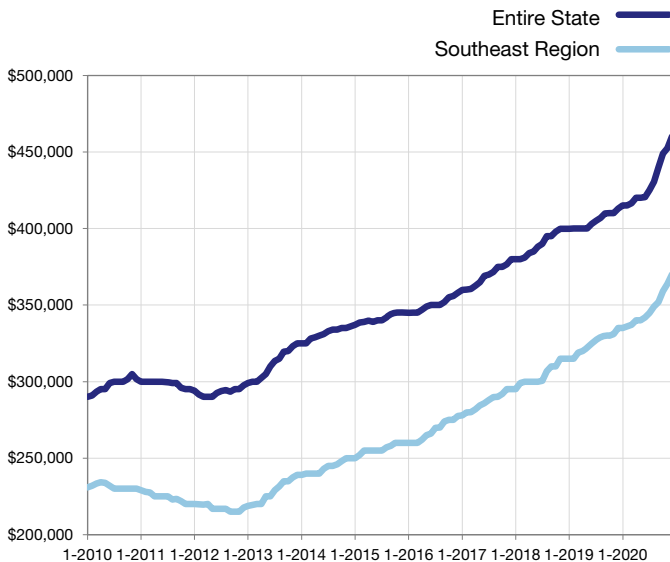
### Condominium Properties

|  | December  |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2019      | 2020             | + / -   | 2019         | 2020             | + / -   |
| Pending Sales                            | 56        | <b>86</b>        | + 53.6% | 965          | <b>1,034</b>     | + 7.2%  |
| Closed Sales                             | 96        | <b>96</b>        | 0.0%    | 945          | <b>972</b>       | + 2.9%  |
| Median Sales Price*                      | \$229,500 | <b>\$265,000</b> | + 15.5% | \$220,000    | <b>\$243,950</b> | + 10.9% |
| Inventory of Homes for Sale              | 133       | <b>74</b>        | -44.4%  | --           | --               | --      |
| Months Supply of Inventory               | 1.7       | <b>0.9</b>       | -47.1%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 56        | <b>45</b>        | -19.6%  | 59           | <b>43</b>        | -27.1%  |
| Percent of Original List Price Received* | 96.4%     | <b>100.0%</b>    | + 3.7%  | 97.2%        | <b>99.0%</b>     | + 1.9%  |
| New Listings                             | 45        | <b>60</b>        | + 33.3% | 1,151        | <b>1,166</b>     | + 1.3%  |

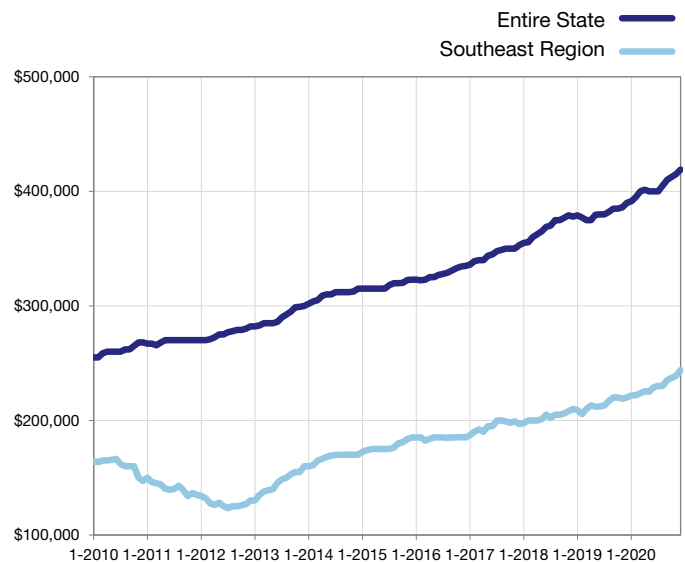
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## West Region

**+ 26.5%**

**+ 12.0%**

**- 53.8%**

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

|  | December  |           |         | Year to Date |           |         |
|--|-----------|-----------|---------|--------------|-----------|---------|
|  | 2019      | 2020      | + / -   | 2019         | 2020      | + / -   |
| Pending Sales                            | 384       | 510       | + 32.8% | 7,570        | 8,245     | + 8.9%  |
| Closed Sales                             | 620       | 822       | + 32.6% | 7,515        | 7,888     | + 5.0%  |
| Median Sales Price*                      | \$232,000 | \$259,500 | + 11.9% | \$227,000    | \$250,000 | + 10.1% |
| Inventory of Homes for Sale              | 1,968     | 800       | -59.3%  | --           | --        | --      |
| Months Supply of Inventory               | 3.1       | 1.2       | -61.3%  | --           | --        | --      |
| Cumulative Days on Market Until Sale     | 72        | 48        | -33.3%  | 70           | 59        | -15.7%  |
| Percent of Original List Price Received* | 94.8%     | 98.8%     | + 4.2%  | 95.5%        | 97.7%     | + 2.3%  |
| New Listings                             | 340       | 413       | + 21.5% | 9,926        | 8,987     | -9.5%   |

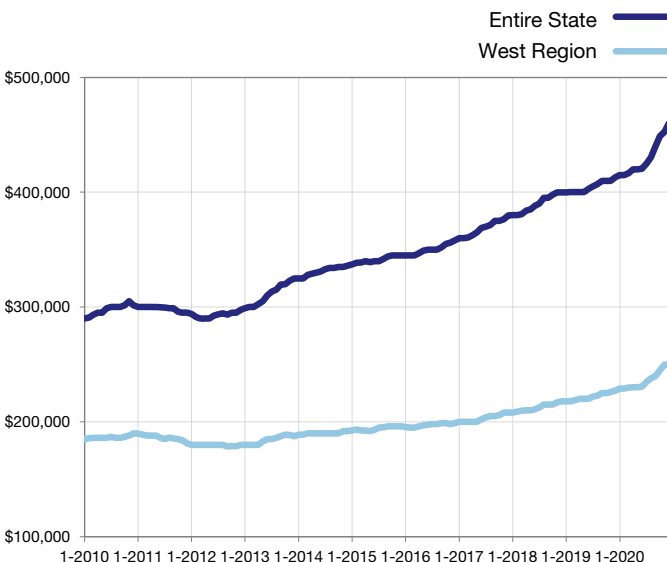
### Condominium Properties

|  | December  |           |         | Year to Date |           |        |
|--|-----------|-----------|---------|--------------|-----------|--------|
|  | 2019      | 2020      | + / -   | 2019         | 2020      | + / -  |
| Pending Sales                            | 52        | 63        | + 21.2% | 1,059        | 1,007     | -4.9%  |
| Closed Sales                             | 105       | 87        | -17.1%  | 1,070        | 961       | -10.2% |
| Median Sales Price*                      | \$162,000 | \$180,000 | + 11.1% | \$170,000    | \$184,000 | + 8.2% |
| Inventory of Homes for Sale              | 312       | 142       | -54.5%  | --           | --        | --     |
| Months Supply of Inventory               | 3.5       | 1.8       | -48.6%  | --           | --        | --     |
| Cumulative Days on Market Until Sale     | 74        | 54        | -27.0%  | 76           | 72        | -5.3%  |
| Percent of Original List Price Received* | 95.3%     | 98.0%     | + 2.8%  | 96.1%        | 97.1%     | + 1.0% |
| New Listings                             | 54        | 64        | + 18.5% | 1,297        | 1,102     | -15.0% |

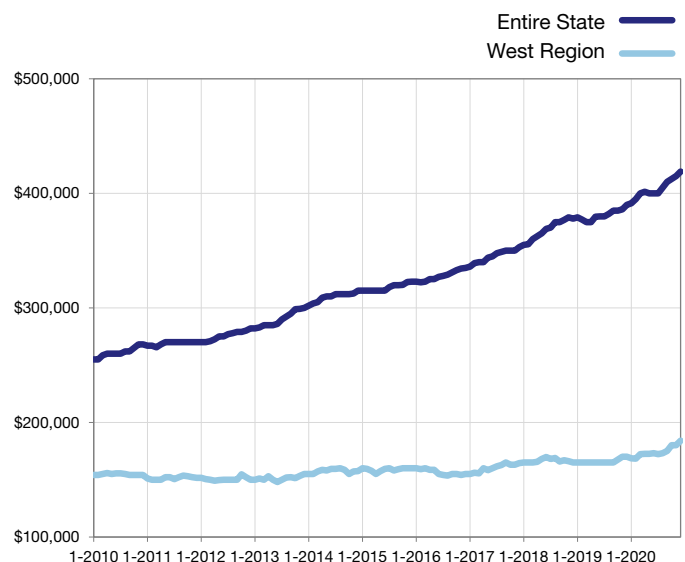
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