

# Local Market Update – January 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 32.1%**

**+ 22.4%**

**- 34.3%**

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

### Single-Family Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	71	74	+ 4.2%	71	74	+ 4.2%
Closed Sales	78	104	+ 33.3%	78	104	+ 33.3%
Median Sales Price*	\$186,188	\$234,250	+ 25.8%	\$186,188	\$234,250	+ 25.8%
Inventory of Homes for Sale	874	573	- 34.4%	--	--	--
Months Supply of Inventory	7.3	4.6	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	87	117	+ 33.7%	87	117	+ 33.7%
Percent of Original List Price Received*	90.5%	91.6%	+ 1.1%	90.5%	91.6%	+ 1.1%
New Listings	137	90	- 34.3%	137	90	- 34.3%

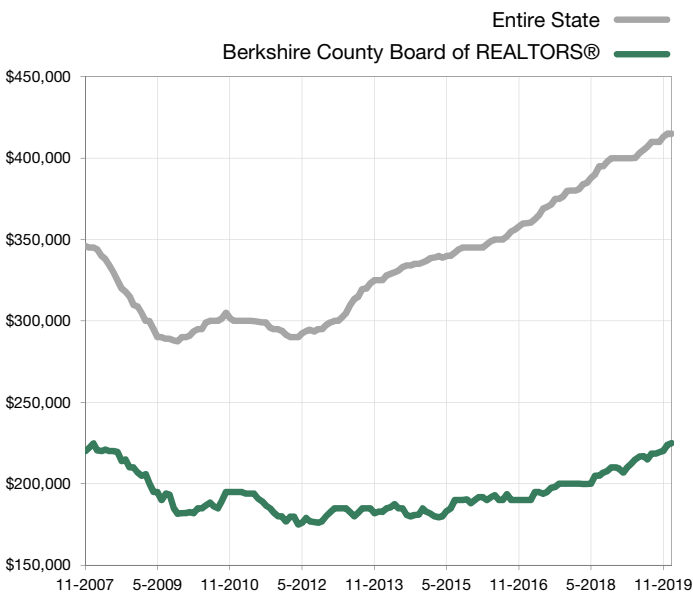
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	6	7	+ 16.7%	6	7	+ 16.7%
Closed Sales	6	7	+ 16.7%	6	7	+ 16.7%
Median Sales Price*	\$169,500	\$150,000	- 11.5%	\$169,500	\$150,000	- 11.5%
Inventory of Homes for Sale	162	108	- 33.3%	--	--	--
Months Supply of Inventory	13.2	7.3	- 44.6%	--	--	--
Cumulative Days on Market Until Sale	132	69	- 47.3%	132	69	- 47.3%
Percent of Original List Price Received*	87.3%	92.5%	+ 6.0%	87.3%	92.5%	+ 6.0%
New Listings	17	15	- 11.8%	17	15	- 11.8%

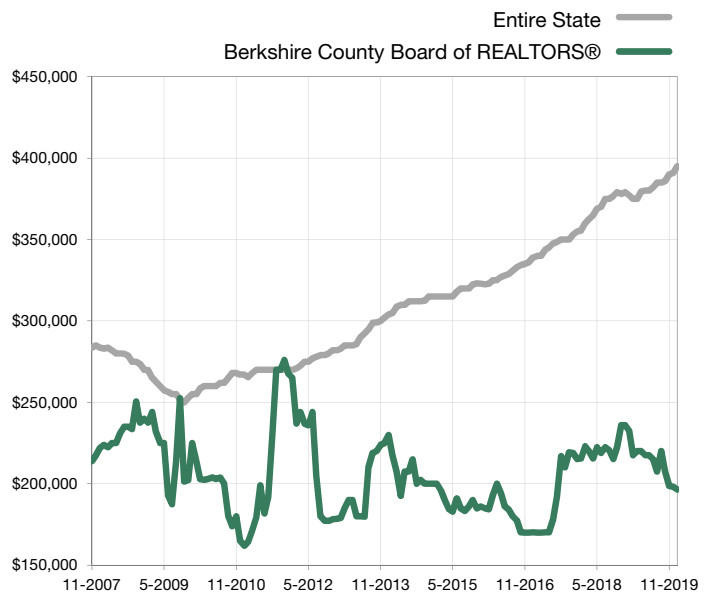
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

### Single-Family Properties



### Condominium Properties



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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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Cape Cod & Islands Association of REALTORS®, Inc.

**+ 24.9%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 8.6%**

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

**- 25.5%**

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

### Single-Family Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	311	<b>348</b>	+ 11.9%	311	<b>348</b>	+ 11.9%
Closed Sales	294	<b>347</b>	+ 18.0%	294	<b>347</b>	+ 18.0%
Median Sales Price*	\$389,000	<b>\$422,000</b>	+ 8.5%	\$389,000	<b>\$422,000</b>	+ 8.5%
Inventory of Homes for Sale	2,387	<b>1,699</b>	- 28.8%	--	--	--
Months Supply of Inventory	5.3	<b>3.7</b>	- 28.8%	--	--	--
Cumulative Days on Market Until Sale	112	<b>106</b>	- 4.9%	112	<b>106</b>	- 4.9%
Percent of Original List Price Received*	92.6%	<b>92.2%</b>	- 0.4%	92.6%	<b>92.2%</b>	- 0.4%
New Listings	506	<b>519</b>	+ 2.6%	506	<b>519</b>	+ 2.6%

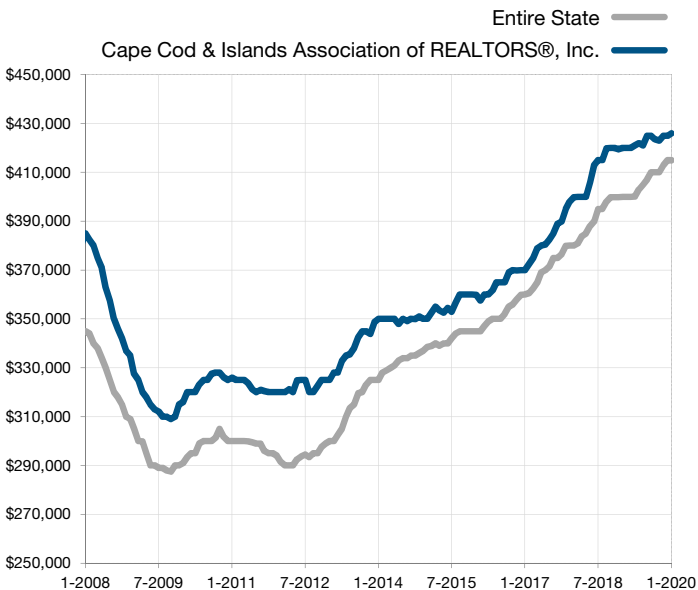
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	60	<b>80</b>	+ 33.3%	60	<b>80</b>	+ 33.3%
Closed Sales	52	<b>85</b>	+ 63.5%	52	<b>85</b>	+ 63.5%
Median Sales Price*	\$245,000	<b>\$270,000</b>	+ 10.2%	\$245,000	<b>\$270,000</b>	+ 10.2%
Inventory of Homes for Sale	518	<b>464</b>	- 10.4%	--	--	--
Months Supply of Inventory	5.0	<b>4.3</b>	- 14.1%	--	--	--
Cumulative Days on Market Until Sale	131	<b>90</b>	- 31.2%	131	<b>90</b>	- 31.2%
Percent of Original List Price Received*	93.5%	<b>95.6%</b>	+ 2.2%	93.5%	<b>95.6%</b>	+ 2.2%
New Listings	124	<b>123</b>	- 0.8%	124	<b>123</b>	- 0.8%

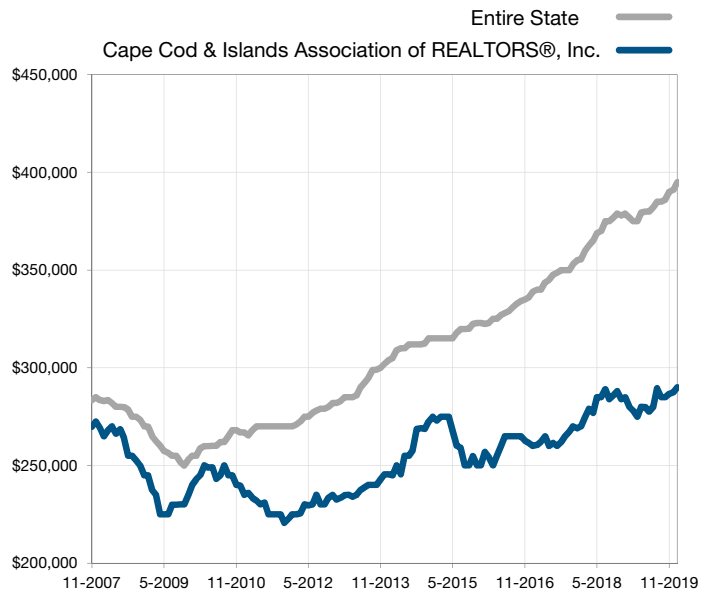
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – January 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	767	<b>799</b>	+ 4.2%	767	<b>799</b>	+ 4.2%
Closed Sales	704	<b>758</b>	+ 7.7%	704	<b>758</b>	+ 7.7%
Median Sales Price*	\$589,500	<b>\$604,500</b>	+ 2.5%	\$589,500	<b>\$604,500</b>	+ 2.5%
Inventory of Homes for Sale	1,880	<b>1,186</b>	- 36.9%	--	--	--
Months Supply of Inventory	1.7	<b>1.0</b>	- 41.2%	--	--	--
Cumulative Days on Market Until Sale	68	<b>66</b>	- 2.9%	68	<b>66</b>	- 2.9%
Percent of Original List Price Received*	95.7%	<b>96.1%</b>	+ 0.4%	95.7%	<b>96.1%</b>	+ 0.4%
New Listings	1,025	<b>863</b>	- 15.8%	1,025	<b>863</b>	- 15.8%

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

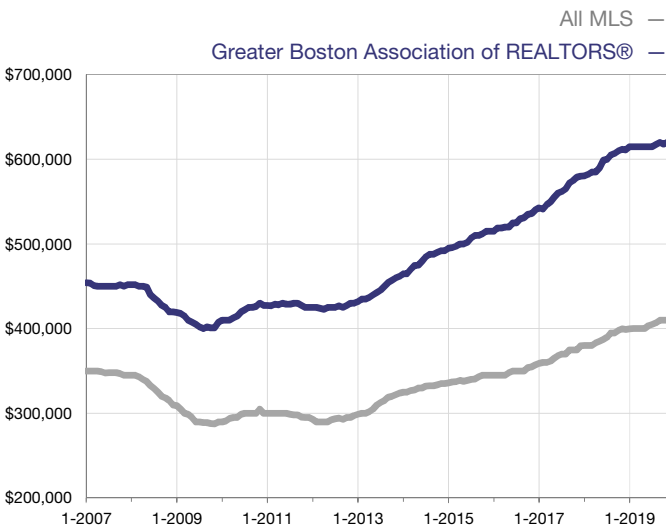
### Condominium Properties

Key Metrics	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	708	<b>775</b>	+ 9.5%	708	<b>775</b>	+ 9.5%
Closed Sales	552	<b>664</b>	+ 20.3%	552	<b>664</b>	+ 20.3%
Median Sales Price*	\$567,500	<b>\$577,500</b>	+ 1.8%	\$567,500	<b>\$577,500</b>	+ 1.8%
Inventory of Homes for Sale	1,739	<b>1,315</b>	- 24.4%	--	--	--
Months Supply of Inventory	1.9	<b>1.4</b>	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	59	<b>62</b>	+ 5.1%	59	<b>62</b>	+ 5.1%
Percent of Original List Price Received*	97.2%	<b>97.0%</b>	- 0.2%	97.2%	<b>97.0%</b>	- 0.2%
New Listings	1,104	<b>974</b>	- 11.8%	1,104	<b>974</b>	- 11.8%

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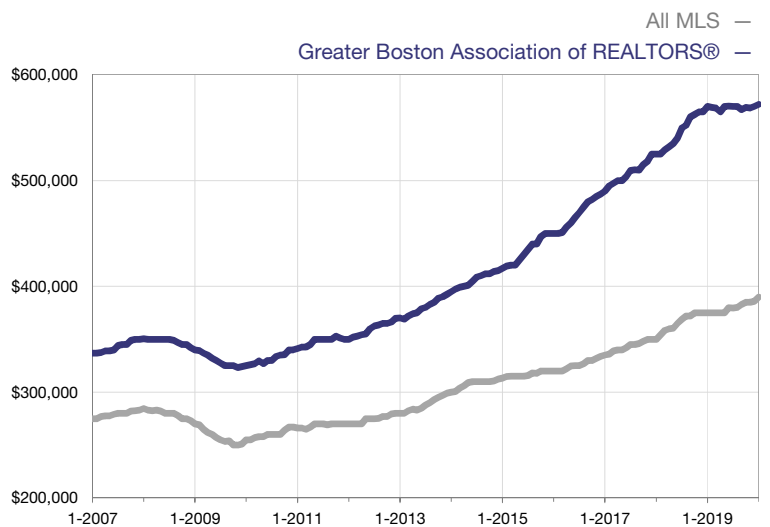
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – January 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**0.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 11.5%**

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

**- 39.0%**

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

### Single-Family Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	59	<b>93</b>	+ 57.6%	59	<b>93</b>	+ 57.6%
Closed Sales	70	<b>67</b>	- 4.3%	70	<b>67</b>	- 4.3%
Median Sales Price*	\$273,750	<b>\$325,000</b>	+ 18.7%	\$273,750	<b>\$325,000</b>	+ 18.7%
Inventory of Homes for Sale	335	<b>202</b>	- 39.7%	--	--	--
Months Supply of Inventory	3.8	<b>2.3</b>	- 41.1%	--	--	--
Cumulative Days on Market Until Sale	75	<b>78</b>	+ 4.5%	75	<b>78</b>	+ 4.5%
Percent of Original List Price Received*	94.2%	<b>95.0%</b>	+ 0.9%	94.2%	<b>95.0%</b>	+ 0.9%
New Listings	99	<b>100</b>	+ 1.0%	99	<b>100</b>	+ 1.0%

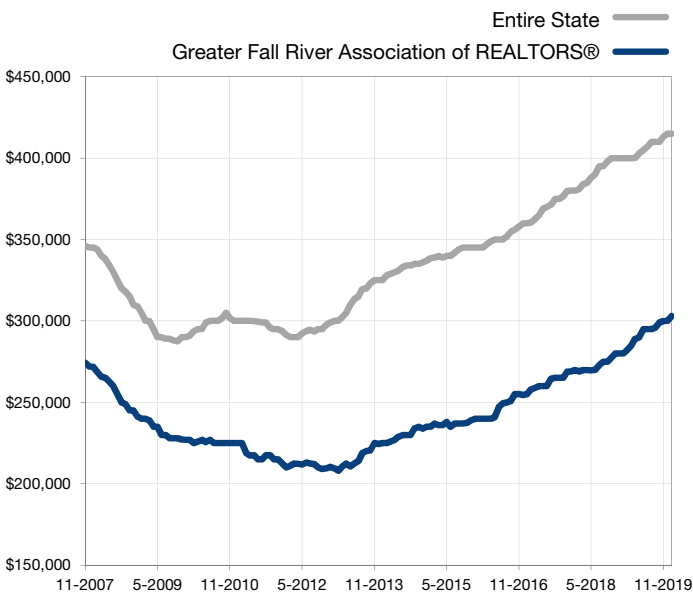
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	10	<b>8</b>	- 20.0%	10	<b>8</b>	- 20.0%
Closed Sales	5	<b>8</b>	+ 60.0%	5	<b>8</b>	+ 60.0%
Median Sales Price*	\$175,500	<b>\$119,500</b>	- 31.9%	\$175,500	<b>\$119,500</b>	- 31.9%
Inventory of Homes for Sale	32	<b>22</b>	- 31.3%	--	--	--
Months Supply of Inventory	3.8	<b>2.3</b>	- 39.6%	--	--	--
Cumulative Days on Market Until Sale	104	<b>14</b>	- 87.0%	104	<b>14</b>	- 87.0%
Percent of Original List Price Received*	96.4%	<b>94.8%</b>	- 1.7%	96.4%	<b>94.8%</b>	- 1.7%
New Listings	15	<b>18</b>	+ 20.0%	15	<b>18</b>	+ 20.0%

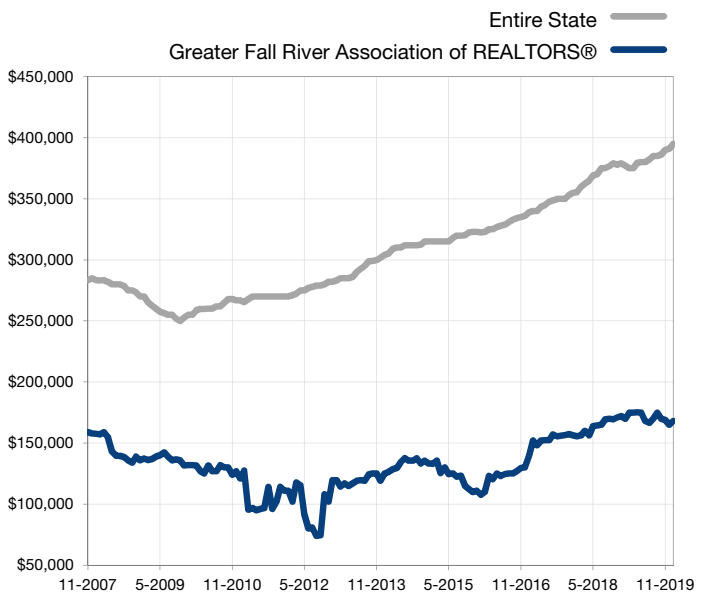
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – January 2020

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## Greater Newburyport REALTORS®

**- 6.7%**

**- 10.4%**

**- 42.8%**

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

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	34	33	- 2.9%	34	33	- 2.9%
Closed Sales	50	43	- 14.0%	50	43	- 14.0%
Median Sales Price*	\$528,000	<b>\$520,000</b>	- 1.5%	\$528,000	<b>\$520,000</b>	- 1.5%
Inventory of Homes for Sale	133	<b>66</b>	- 50.4%	--	--	--
Months Supply of Inventory	2.2	<b>1.0</b>	- 55.2%	--	--	--
Cumulative Days on Market Until Sale	67	<b>72</b>	+ 6.9%	67	<b>72</b>	+ 6.9%
Percent of Original List Price Received*	94.5%	<b>94.2%</b>	- 0.3%	94.5%	<b>94.2%</b>	- 0.3%
New Listings	46	<b>39</b>	- 15.2%	46	<b>39</b>	- 15.2%

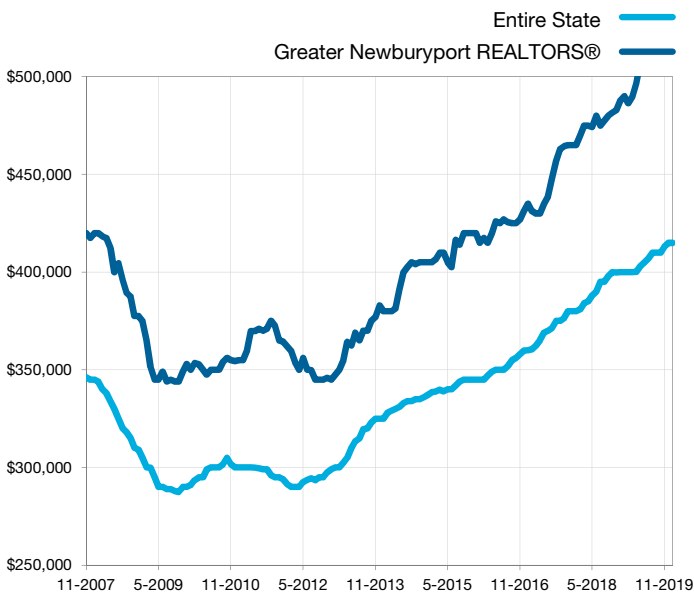
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	26	26	0.0%	26	26	0.0%
Closed Sales	25	27	+ 8.0%	25	27	+ 8.0%
Median Sales Price*	\$425,000	<b>\$340,000</b>	- 20.0%	\$425,000	<b>\$340,000</b>	- 20.0%
Inventory of Homes for Sale	82	<b>57</b>	- 30.5%	--	--	--
Months Supply of Inventory	2.5	<b>1.6</b>	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	75	<b>54</b>	- 27.5%	75	<b>54</b>	- 27.5%
Percent of Original List Price Received*	96.8%	<b>97.7%</b>	+ 0.9%	96.8%	<b>97.7%</b>	+ 0.9%
New Listings	41	<b>49</b>	+ 19.5%	41	<b>49</b>	+ 19.5%

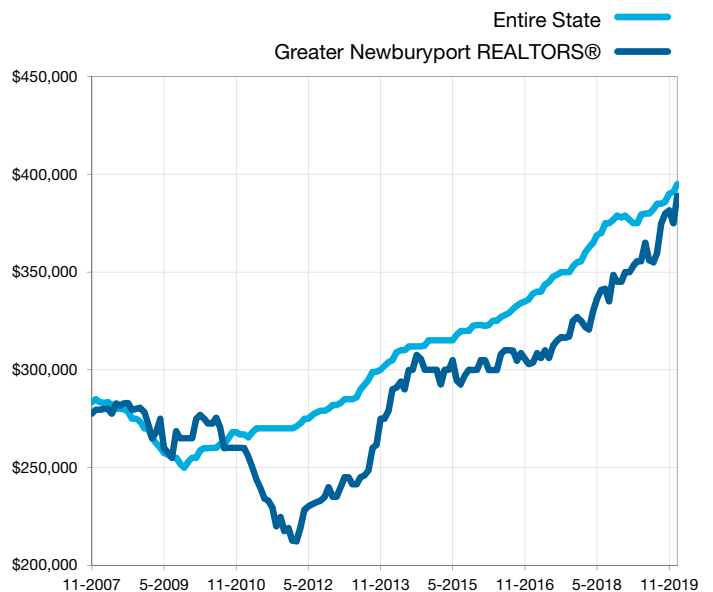
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## North Central Massachusetts Association of REALTORS®

**+ 0.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 19.1%**

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

**- 30.2%**

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

### Single-Family Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	169	<b>207</b>	+ 22.5%	169	<b>207</b>	+ 22.5%
Closed Sales	162	<b>162</b>	0.0%	162	<b>162</b>	0.0%
Median Sales Price*	\$239,950	<b>\$290,750</b>	+ 21.2%	\$239,950	<b>\$290,750</b>	+ 21.2%
Inventory of Homes for Sale	598	<b>419</b>	- 29.9%	--	--	--
Months Supply of Inventory	2.6	<b>1.8</b>	- 31.2%	--	--	--
Cumulative Days on Market Until Sale	62	<b>71</b>	+ 15.1%	62	<b>71</b>	+ 15.1%
Percent of Original List Price Received*	93.6%	<b>95.8%</b>	+ 2.3%	93.6%	<b>95.8%</b>	+ 2.3%
New Listings	190	<b>183</b>	- 3.7%	190	<b>183</b>	- 3.7%

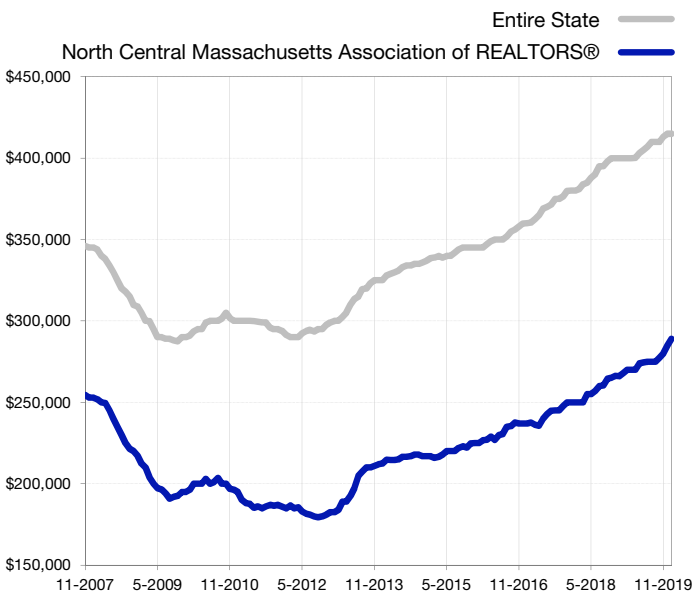
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	28	<b>37</b>	+ 32.1%	28	<b>37</b>	+ 32.1%
Closed Sales	24	<b>25</b>	+ 4.2%	24	<b>25</b>	+ 4.2%
Median Sales Price*	\$188,500	<b>\$218,000</b>	+ 15.6%	\$188,500	<b>\$218,000</b>	+ 15.6%
Inventory of Homes for Sale	58	<b>39</b>	- 32.8%	--	--	--
Months Supply of Inventory	1.5	<b>1.1</b>	- 27.1%	--	--	--
Cumulative Days on Market Until Sale	65	<b>58</b>	- 11.3%	65	<b>58</b>	- 11.3%
Percent of Original List Price Received*	96.7%	<b>98.9%</b>	+ 2.3%	96.7%	<b>98.9%</b>	+ 2.3%
New Listings	31	<b>35</b>	+ 12.9%	31	<b>35</b>	+ 12.9%

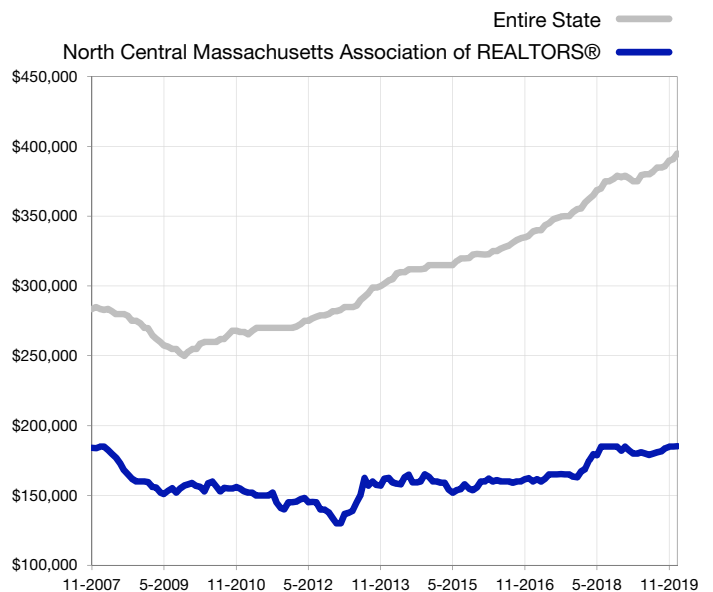
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – January 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 1.2%**

**+ 10.4%**

**- 36.5%**

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

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	262	<b>229</b>	- 12.6%	262	<b>229</b>	- 12.6%
Closed Sales	229	<b>217</b>	- 5.2%	229	<b>217</b>	- 5.2%
Median Sales Price*	\$418,000	<b>\$479,000</b>	+ 14.6%	\$418,000	<b>\$479,000</b>	+ 14.6%
Inventory of Homes for Sale	578	<b>347</b>	- 40.0%	--	--	--
Months Supply of Inventory	1.7	<b>1.0</b>	- 40.5%	--	--	--
Cumulative Days on Market Until Sale	64	<b>51</b>	- 20.1%	64	<b>51</b>	- 20.1%
Percent of Original List Price Received*	94.9%	<b>96.6%</b>	+ 1.8%	94.9%	<b>96.6%</b>	+ 1.8%
New Listings	257	<b>236</b>	- 8.2%	257	<b>236</b>	- 8.2%

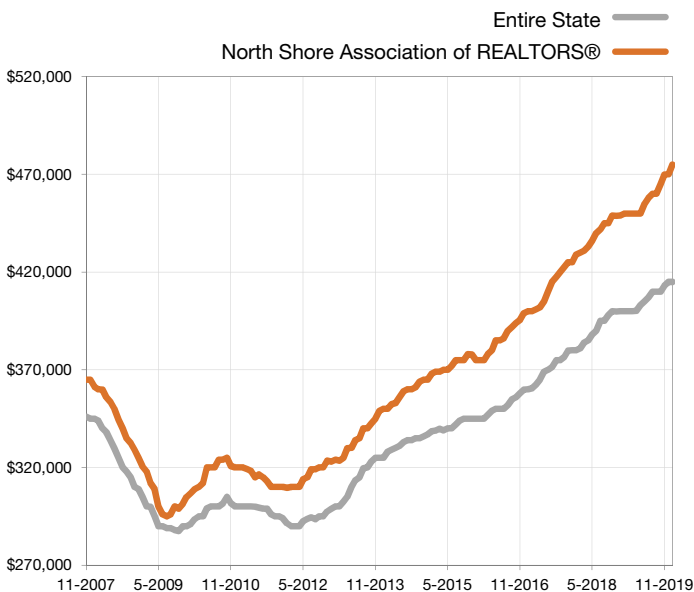
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	135	<b>152</b>	+ 12.6%	135	<b>152</b>	+ 12.6%
Closed Sales	93	<b>101</b>	+ 8.6%	93	<b>101</b>	+ 8.6%
Median Sales Price*	\$300,000	<b>\$300,000</b>	0.0%	\$300,000	<b>\$300,000</b>	0.0%
Inventory of Homes for Sale	260	<b>185</b>	- 28.8%	--	--	--
Months Supply of Inventory	1.7	<b>1.2</b>	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	55	<b>63</b>	+ 14.6%	55	<b>63</b>	+ 14.6%
Percent of Original List Price Received*	97.8%	<b>97.9%</b>	+ 0.0%	97.8%	<b>97.9%</b>	+ 0.0%
New Listings	144	<b>146</b>	+ 1.4%	144	<b>146</b>	+ 1.4%

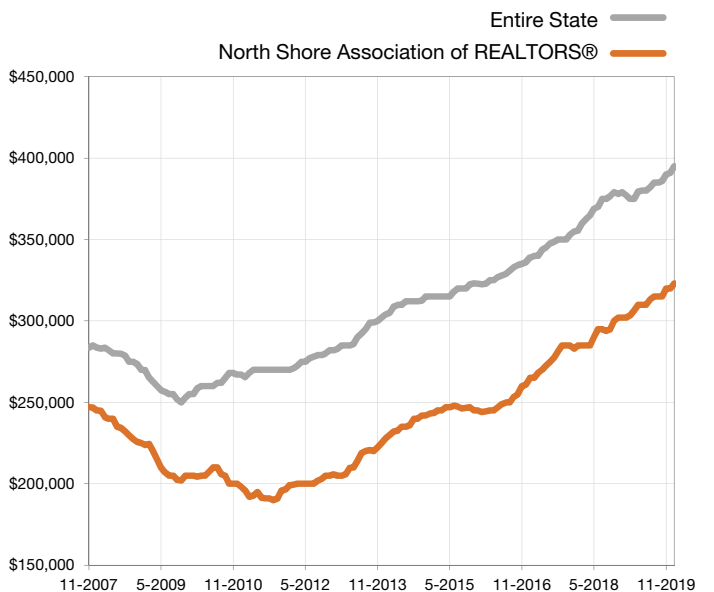
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**0.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 6.3%**

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

**- 47.6%**

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

### Single-Family Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	238	222	- 6.7%	238	222	- 6.7%
Closed Sales	208	222	+ 6.7%	208	222	+ 6.7%
Median Sales Price*	\$435,000	<b>\$425,750</b>	- 2.1%	\$435,000	<b>\$425,750</b>	- 2.1%
Inventory of Homes for Sale	502	266	- 47.0%	--	--	--
Months Supply of Inventory	1.6	0.8	- 48.9%	--	--	--
Cumulative Days on Market Until Sale	72	63	- 12.3%	72	63	- 12.3%
Percent of Original List Price Received*	96.0%	96.4%	+ 0.5%	96.0%	96.4%	+ 0.5%
New Listings	262	209	- 20.2%	262	209	- 20.2%

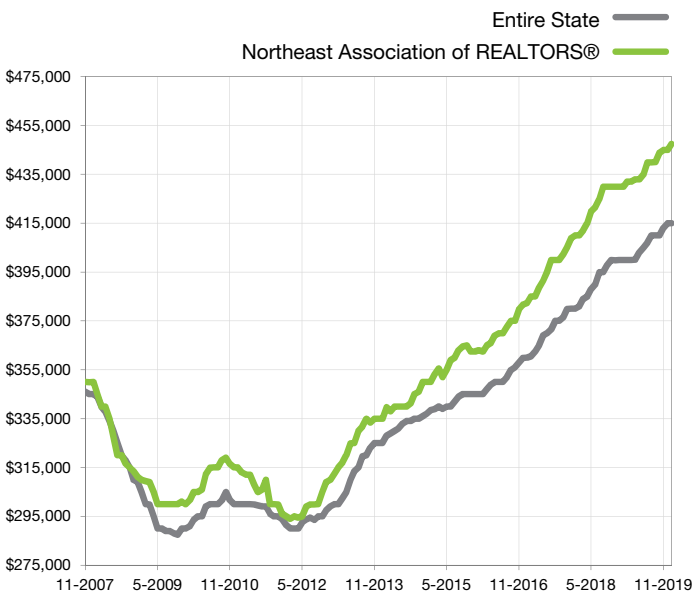
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	108	89	- 17.6%	108	89	- 17.6%
Closed Sales	88	74	- 15.9%	88	74	- 15.9%
Median Sales Price*	\$268,950	<b>\$288,450</b>	+ 7.3%	\$268,950	<b>\$288,450</b>	+ 7.3%
Inventory of Homes for Sale	220	112	- 49.1%	--	--	--
Months Supply of Inventory	1.6	0.9	- 46.4%	--	--	--
Cumulative Days on Market Until Sale	51	54	+ 5.0%	51	54	+ 5.0%
Percent of Original List Price Received*	98.0%	98.1%	+ 0.1%	98.0%	98.1%	+ 0.1%
New Listings	123	90	- 26.8%	123	90	- 26.8%

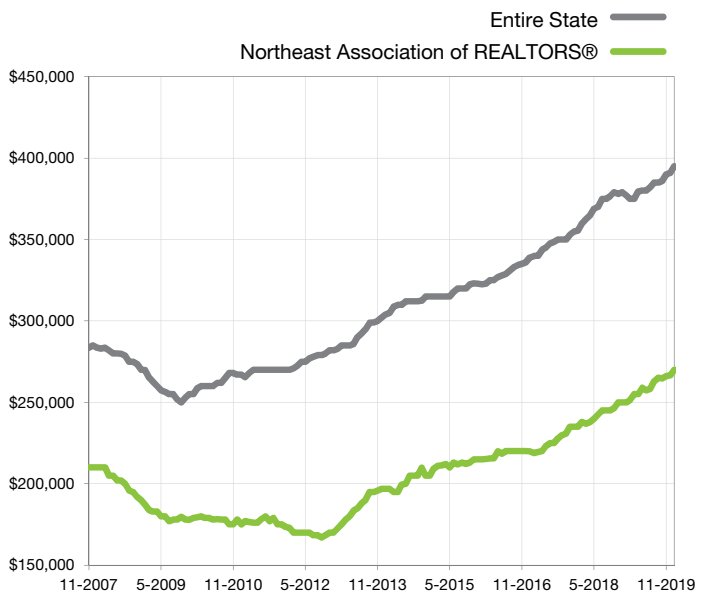
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

### Single-Family Properties



### Condominium Properties



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 – January 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**+ 9.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 9.9%**

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

**- 37.1%**

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

### Single-Family Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	378	426	+ 12.7%	378	426	+ 12.7%
Closed Sales	346	388	+ 12.1%	346	388	+ 12.1%
Median Sales Price*	\$285,000	<b>\$310,800</b>	+ 9.1%	\$285,000	<b>\$310,800</b>	+ 9.1%
Inventory of Homes for Sale	1,234	<b>749</b>	- 39.3%	--	--	--
Months Supply of Inventory	2.3	<b>1.4</b>	- 39.8%	--	--	--
Cumulative Days on Market Until Sale	77	<b>66</b>	- 14.1%	77	<b>66</b>	- 14.1%
Percent of Original List Price Received*	94.8%	<b>95.9%</b>	+ 1.2%	94.8%	<b>95.9%</b>	+ 1.2%
New Listings	486	<b>450</b>	- 7.4%	486	<b>450</b>	- 7.4%

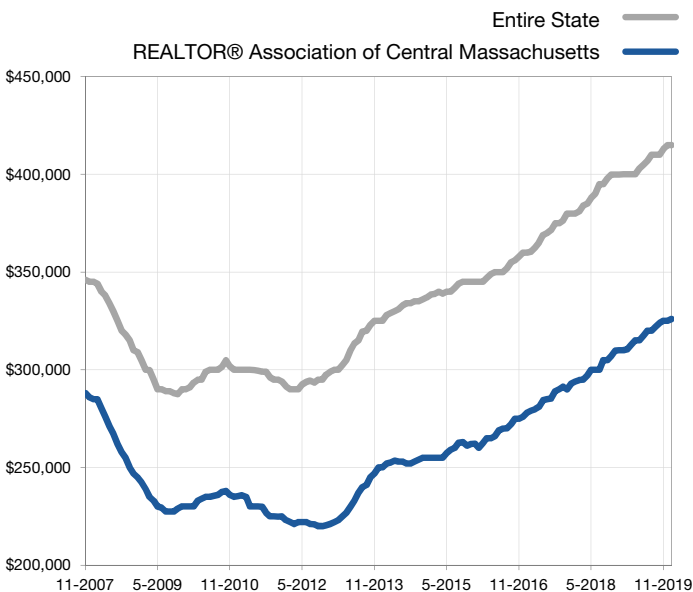
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	103	126	+ 22.3%	103	126	+ 22.3%
Closed Sales	84	83	- 1.2%	84	83	- 1.2%
Median Sales Price*	\$210,950	<b>\$257,400</b>	+ 22.0%	\$210,950	<b>\$257,400</b>	+ 22.0%
Inventory of Homes for Sale	253	<b>187</b>	- 26.1%	--	--	--
Months Supply of Inventory	2.0	<b>1.5</b>	- 23.9%	--	--	--
Cumulative Days on Market Until Sale	56	<b>52</b>	- 6.4%	56	<b>52</b>	- 6.4%
Percent of Original List Price Received*	98.3%	<b>97.7%</b>	- 0.6%	98.3%	<b>97.7%</b>	- 0.6%
New Listings	111	<b>122</b>	+ 9.9%	111	<b>122</b>	+ 9.9%

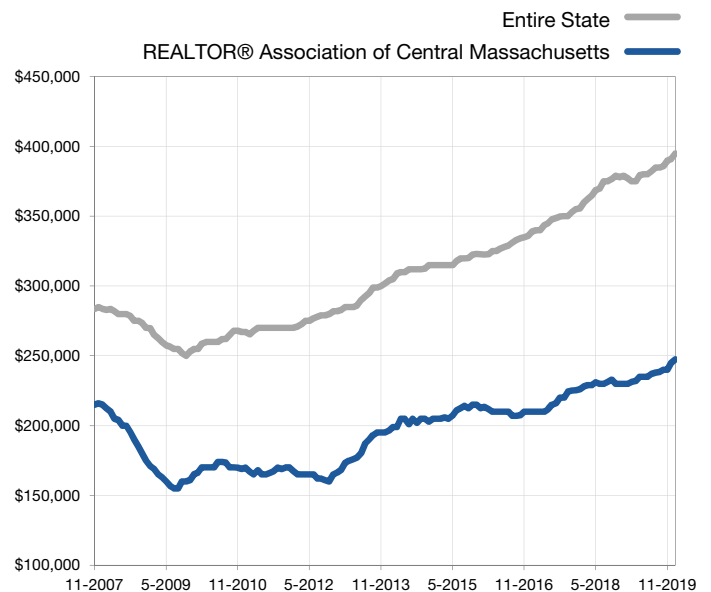
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – January 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 2.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 7.5%**

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

**- 30.6%**

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

### Single-Family Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	360	<b>387</b>	+ 7.5%	360	<b>387</b>	+ 7.5%
Closed Sales	349	<b>364</b>	+ 4.3%	349	<b>364</b>	+ 4.3%
Median Sales Price*	\$200,000	<b>\$220,000</b>	+ 10.0%	\$200,000	<b>\$220,000</b>	+ 10.0%
Inventory of Homes for Sale	1,411	<b>962</b>	- 31.8%	--	--	--
Months Supply of Inventory	2.9	<b>1.9</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	92	<b>74</b>	- 19.3%	92	<b>74</b>	- 19.3%
Percent of Original List Price Received*	93.6%	<b>94.7%</b>	+ 1.2%	93.6%	<b>94.7%</b>	+ 1.2%
New Listings	446	<b>435</b>	- 2.5%	446	<b>435</b>	- 2.5%

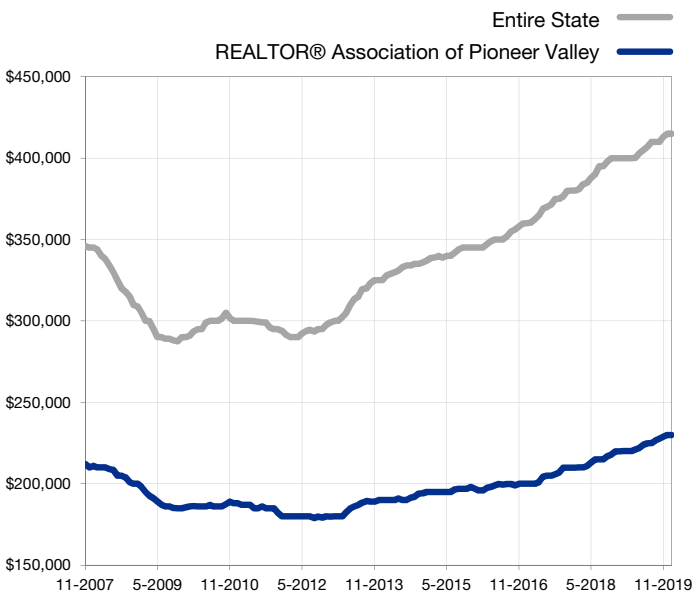
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	75	<b>57</b>	- 24.0%	75	<b>57</b>	- 24.0%
Closed Sales	48	<b>41</b>	- 14.6%	48	<b>41</b>	- 14.6%
Median Sales Price*	\$170,500	<b>\$149,500</b>	- 12.3%	\$170,500	<b>\$149,500</b>	- 12.3%
Inventory of Homes for Sale	184	<b>145</b>	- 21.2%	--	--	--
Months Supply of Inventory	2.5	<b>2.0</b>	- 22.9%	--	--	--
Cumulative Days on Market Until Sale	82	<b>57</b>	- 30.1%	82	<b>57</b>	- 30.1%
Percent of Original List Price Received*	97.0%	<b>95.2%</b>	- 1.9%	97.0%	<b>95.2%</b>	- 1.9%
New Listings	71	<b>69</b>	- 2.8%	71	<b>69</b>	- 2.8%

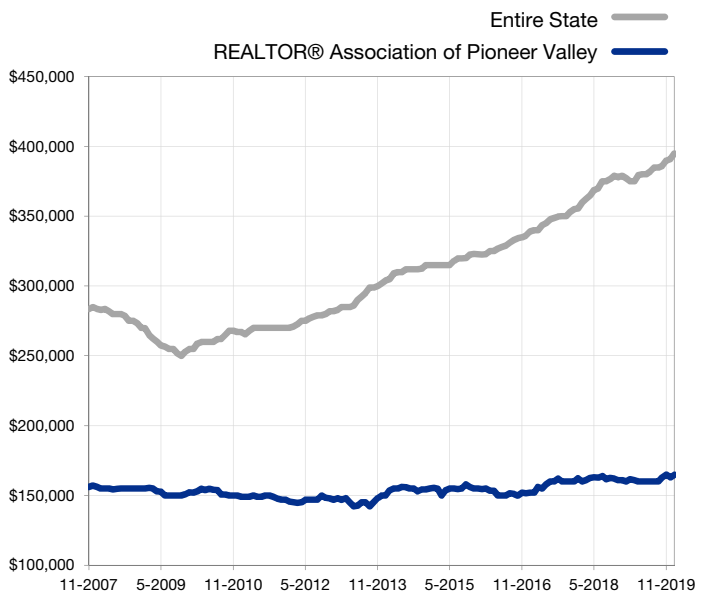
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – January 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**+ 2.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 9.6%**

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

**- 33.4%**

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

### Single-Family Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	323	377	+ 16.7%	323	377	+ 16.7%
Closed Sales	268	260	- 3.0%	268	260	- 3.0%
Median Sales Price*	\$311,000	<b>\$335,275</b>	+ 7.8%	\$311,000	<b>\$335,275</b>	+ 7.8%
Inventory of Homes for Sale	1,133	<b>762</b>	- 32.7%	--	--	--
Months Supply of Inventory	2.8	<b>1.9</b>	- 32.2%	--	--	--
Cumulative Days on Market Until Sale	67	<b>67</b>	- 0.3%	67	<b>67</b>	- 0.3%
Percent of Original List Price Received*	96.1%	<b>96.4%</b>	+ 0.4%	96.1%	<b>96.4%</b>	+ 0.4%
New Listings	366	<b>397</b>	+ 8.5%	366	<b>397</b>	+ 8.5%

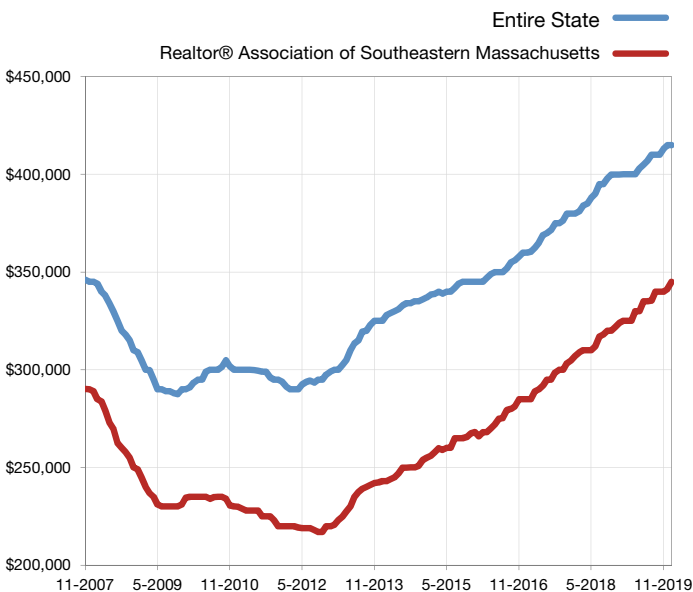
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	57	53	- 7.0%	57	53	- 7.0%
Closed Sales	37	51	+ 37.8%	37	51	+ 37.8%
Median Sales Price*	\$195,900	<b>\$254,000</b>	+ 29.7%	\$195,900	<b>\$254,000</b>	+ 29.7%
Inventory of Homes for Sale	174	<b>108</b>	- 37.9%	--	--	--
Months Supply of Inventory	2.5	<b>1.5</b>	- 38.0%	--	--	--
Cumulative Days on Market Until Sale	61	<b>57</b>	- 7.9%	61	<b>57</b>	- 7.9%
Percent of Original List Price Received*	94.7%	<b>97.9%</b>	+ 3.4%	94.7%	<b>97.9%</b>	+ 3.4%
New Listings	70	<b>75</b>	+ 7.1%	70	<b>75</b>	+ 7.1%

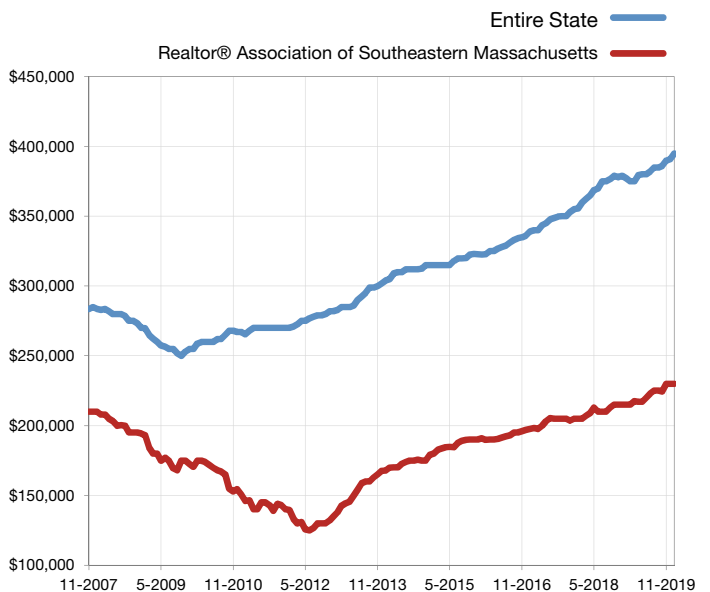
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## South Shore REALTORS®

**+ 8.8%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 6.7%**

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

**- 34.9%**

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

### Single-Family Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	324	<b>384</b>	+ 18.5%	324	<b>384</b>	+ 18.5%
Closed Sales	316	<b>329</b>	+ 4.1%	316	<b>329</b>	+ 4.1%
Median Sales Price*	\$425,000	<b>\$463,500</b>	+ 9.1%	\$425,000	<b>\$463,500</b>	+ 9.1%
Inventory of Homes for Sale	1,115	<b>719</b>	- 35.5%	--	--	--
Months Supply of Inventory	2.2	<b>1.4</b>	- 35.6%	--	--	--
Cumulative Days on Market Until Sale	74	<b>71</b>	- 4.0%	74	<b>71</b>	- 4.0%
Percent of Original List Price Received*	95.6%	<b>95.7%</b>	+ 0.0%	95.6%	<b>95.7%</b>	+ 0.0%
New Listings	470	<b>414</b>	- 11.9%	470	<b>414</b>	- 11.9%

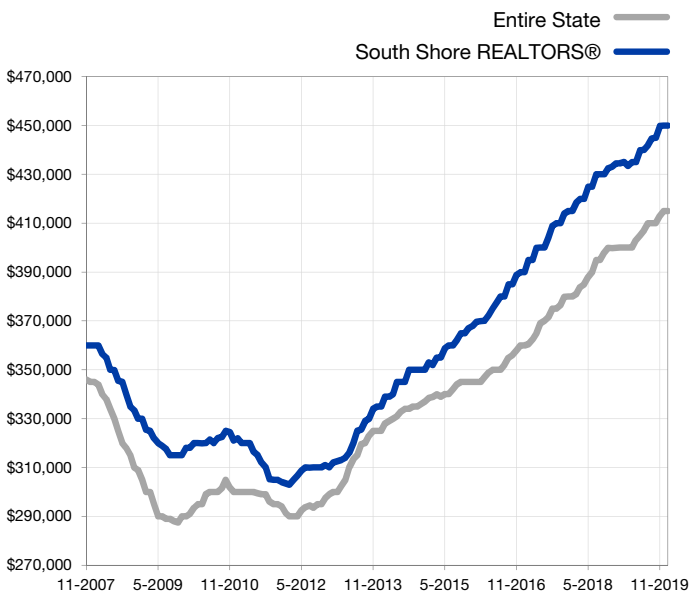
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	120	<b>160</b>	+ 33.3%	120	<b>160</b>	+ 33.3%
Closed Sales	104	<b>128</b>	+ 23.1%	104	<b>128</b>	+ 23.1%
Median Sales Price*	\$330,000	<b>\$376,750</b>	+ 14.2%	\$330,000	<b>\$376,750</b>	+ 14.2%
Inventory of Homes for Sale	386	<b>258</b>	- 33.2%	--	--	--
Months Supply of Inventory	2.4	<b>1.6</b>	- 34.5%	--	--	--
Cumulative Days on Market Until Sale	67	<b>70</b>	+ 3.7%	67	<b>70</b>	+ 3.7%
Percent of Original List Price Received*	96.8%	<b>96.8%</b>	- 0.0%	96.8%	<b>96.8%</b>	- 0.0%
New Listings	179	<b>172</b>	- 3.9%	179	<b>172</b>	- 3.9%

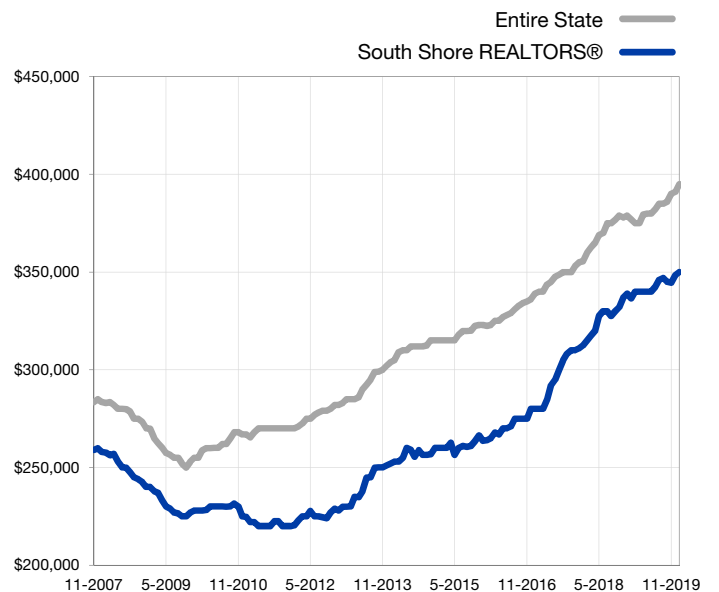
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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