

# Local Market Update – January 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**+ 4.8%**

**+ 14.2%**

**- 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	547	<b>633</b>	+ 15.7%	547	<b>633</b>	+ 15.7%
Closed Sales	508	<b>550</b>	+ 8.3%	508	<b>550</b>	+ 8.3%
Median Sales Price*	\$270,000	<b>\$309,500</b>	+ 14.6%	\$270,000	<b>\$309,500</b>	+ 14.6%
Inventory of Homes for Sale	1,832	<b>1,168</b>	-36.2%	--	--	--
Months Supply of Inventory	2.4	<b>1.5</b>	-37.5%	--	--	--
Cumulative Days on Market Until Sale	72	<b>68</b>	-5.6%	72	<b>68</b>	-5.6%
Percent of Original List Price Received*	94.4%	<b>95.9%</b>	+ 1.6%	94.4%	<b>95.9%</b>	+ 1.6%
New Listings	676	<b>633</b>	-6.4%	676	<b>633</b>	-6.4%

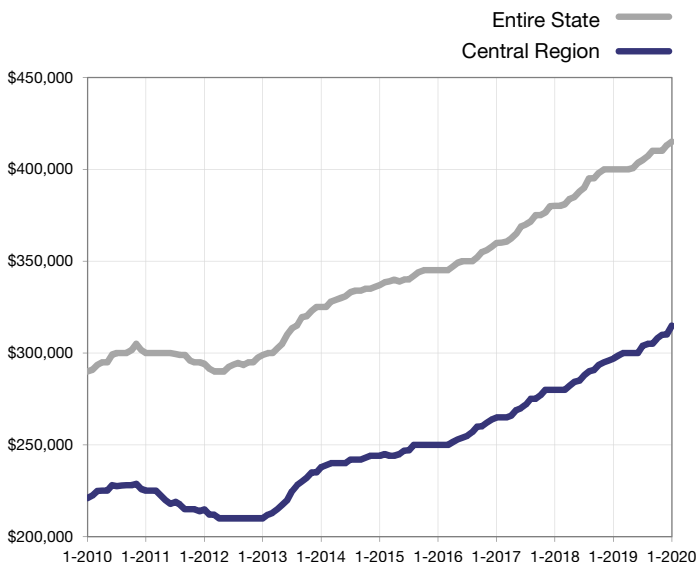
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	131	<b>163</b>	+ 24.4%	131	<b>163</b>	+ 24.4%
Closed Sales	108	<b>108</b>	0.0%	108	<b>108</b>	0.0%
Median Sales Price*	\$206,000	<b>\$244,750</b>	+ 18.8%	\$206,000	<b>\$244,750</b>	+ 18.8%
Inventory of Homes for Sale	311	<b>226</b>	-27.3%	--	--	--
Months Supply of Inventory	1.9	<b>1.4</b>	-26.3%	--	--	--
Cumulative Days on Market Until Sale	58	<b>54</b>	-6.9%	58	<b>54</b>	-6.9%
Percent of Original List Price Received*	97.9%	<b>98.0%</b>	+ 0.1%	97.9%	<b>98.0%</b>	+ 0.1%
New Listings	142	<b>157</b>	+ 10.6%	142	<b>157</b>	+ 10.6%

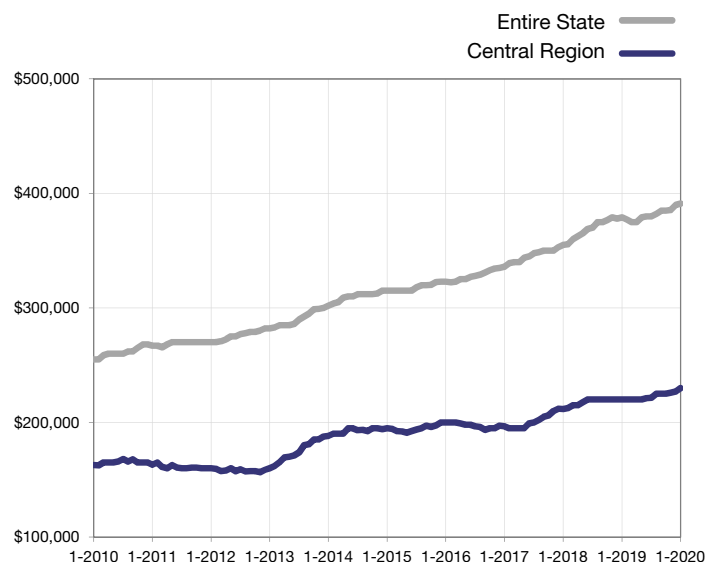
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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

**- 2.2%**

**+ 5.4%**

**- 43.6%**

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

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	534	484	-9.4%	534	484	-9.4%
Closed Sales	487	482	-1.0%	487	482	-1.0%
Median Sales Price*	\$438,000	<b>\$452,000</b>	+ 3.2%	\$438,000	<b>\$452,000</b>	+ 3.2%
Inventory of Homes for Sale	1,213	<b>679</b>	-44.0%	--	--	--
Months Supply of Inventory	1.7	<b>0.9</b>	-47.1%	--	--	--
Cumulative Days on Market Until Sale	67	<b>58</b>	-13.4%	67	<b>58</b>	-13.4%
Percent of Original List Price Received*	95.3%	<b>96.3%</b>	+ 1.0%	95.3%	<b>96.3%</b>	+ 1.0%
New Listings	565	<b>484</b>	-14.3%	565	<b>484</b>	-14.3%

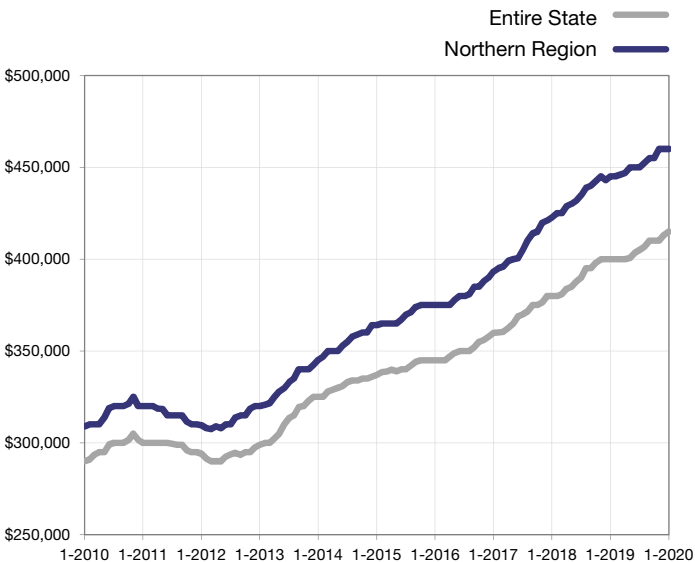
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	269	267	-0.7%	269	267	-0.7%
Closed Sales	206	202	-1.9%	206	202	-1.9%
Median Sales Price*	\$300,000	<b>\$300,450</b>	+ 0.2%	\$300,000	<b>\$300,450</b>	+ 0.2%
Inventory of Homes for Sale	562	<b>354</b>	-37.0%	--	--	--
Months Supply of Inventory	1.7	<b>1.1</b>	-35.3%	--	--	--
Cumulative Days on Market Until Sale	56	<b>59</b>	+ 5.4%	56	<b>59</b>	+ 5.4%
Percent of Original List Price Received*	97.8%	<b>97.9%</b>	+ 0.1%	97.8%	<b>97.9%</b>	+ 0.1%
New Listings	308	<b>285</b>	-7.5%	308	<b>285</b>	-7.5%

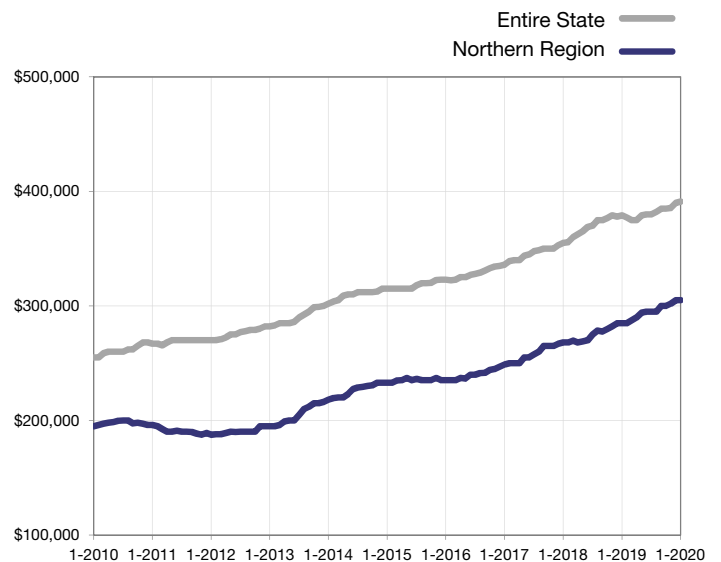
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – January 2020

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## Southeast Region

**+ 3.8%**

**+ 11.9%**

**- 37.8%**

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

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

### Single-Family Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	382	470	+ 23.0%	382	470	+ 23.0%
Closed Sales	338	327	-3.3%	338	327	-3.3%
Median Sales Price*	\$300,000	<b>\$335,000</b>	+ 11.7%	\$300,000	<b>\$335,000</b>	+ 11.7%
Inventory of Homes for Sale	1,468	<b>964</b>	-34.3%	--	--	--
Months Supply of Inventory	3.0	<b>2.0</b>	-33.3%	--	--	--
Cumulative Days on Market Until Sale	69	<b>69</b>	0.0%	69	<b>69</b>	0.0%
Percent of Original List Price Received*	95.7%	<b>96.2%</b>	+ 0.5%	95.7%	<b>96.2%</b>	+ 0.5%
New Listings	465	<b>497</b>	+ 6.9%	465	<b>497</b>	+ 6.9%

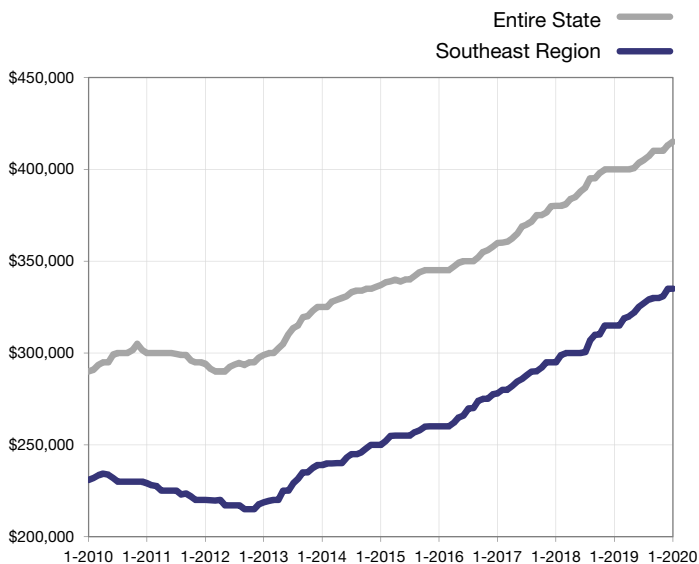
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	67	61	-9.0%	67	61	-9.0%
Closed Sales	42	59	+ 40.5%	42	59	+ 40.5%
Median Sales Price*	\$192,500	<b>\$240,000</b>	+ 24.7%	\$192,500	<b>\$240,000</b>	+ 24.7%
Inventory of Homes for Sale	206	<b>130</b>	-36.9%	--	--	--
Months Supply of Inventory	2.6	<b>1.6</b>	-38.5%	--	--	--
Cumulative Days on Market Until Sale	67	<b>51</b>	-23.9%	67	<b>51</b>	-23.9%
Percent of Original List Price Received*	94.9%	<b>97.4%</b>	+ 2.6%	94.9%	<b>97.4%</b>	+ 2.6%
New Listings	85	<b>93</b>	+ 9.4%	85	<b>93</b>	+ 9.4%

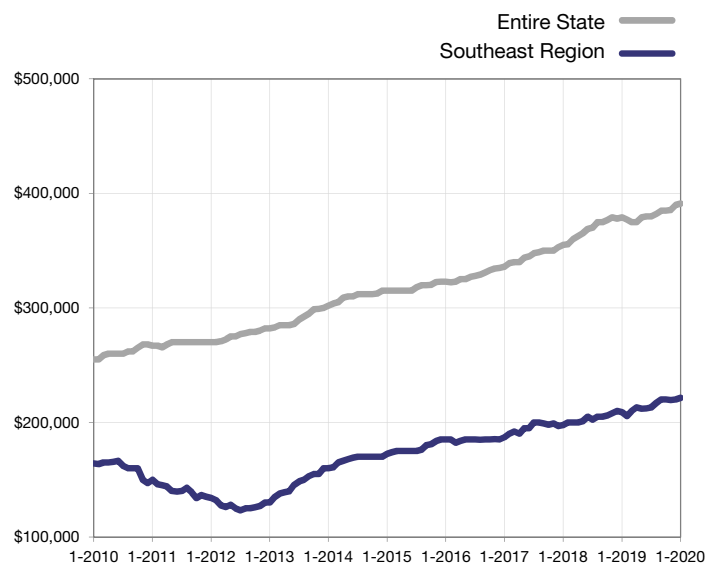
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### Single-Family Properties



### Condominium Properties



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## West Region

**+ 9.1%**

**+ 10.8%**

**- 32.4%**

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

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	431	461	+ 7.0%	431	461	+ 7.0%
Closed Sales	427	468	+ 9.6%	427	468	+ 9.6%
Median Sales Price*	\$199,950	<b>\$223,200</b>	+ 11.6%	\$199,950	<b>\$223,200</b>	+ 11.6%
Inventory of Homes for Sale	2,285	<b>1,535</b>	-32.8%	--	--	--
Months Supply of Inventory	3.7	<b>2.4</b>	-35.1%	--	--	--
Cumulative Days on Market Until Sale	91	<b>83</b>	-8.8%	91	<b>83</b>	-8.8%
Percent of Original List Price Received*	93.0%	<b>94.0%</b>	+ 1.1%	93.0%	<b>94.0%</b>	+ 1.1%
New Listings	583	<b>525</b>	-9.9%	583	<b>525</b>	-9.9%

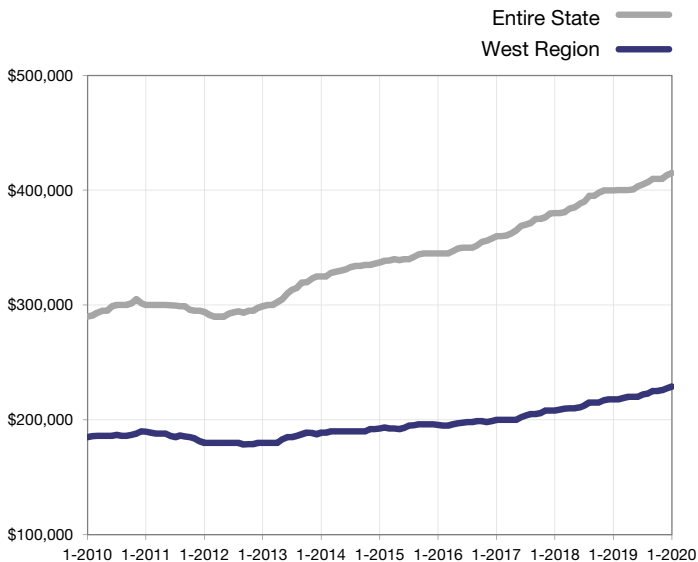
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	81	64	-21.0%	81	64	-21.0%
Closed Sales	54	48	-11.1%	54	48	-11.1%
Median Sales Price*	\$170,500	<b>\$149,750</b>	-12.2%	\$170,500	<b>\$149,750</b>	-12.2%
Inventory of Homes for Sale	346	<b>253</b>	-26.9%	--	--	--
Months Supply of Inventory	4.1	<b>2.9</b>	-29.3%	--	--	--
Cumulative Days on Market Until Sale	87	<b>59</b>	-32.2%	87	<b>59</b>	-32.2%
Percent of Original List Price Received*	95.9%	<b>94.8%</b>	-1.1%	95.9%	<b>94.8%</b>	-1.1%
New Listings	88	<b>84</b>	-4.5%	88	<b>84</b>	-4.5%

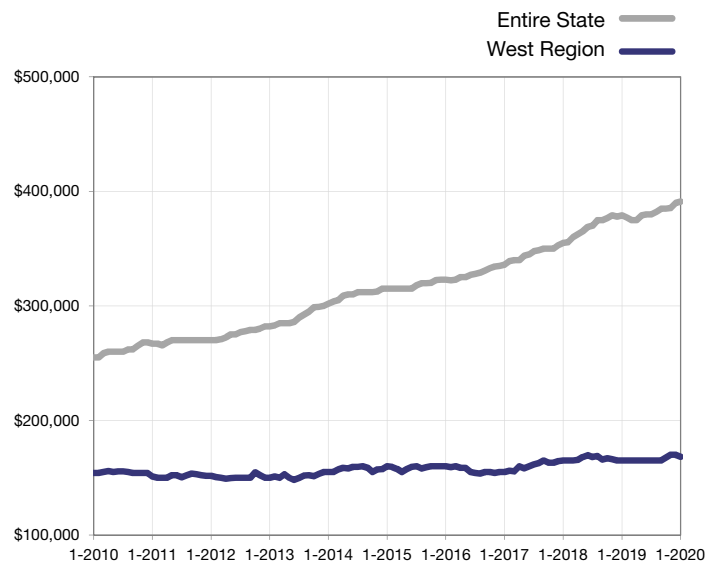
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