

Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 3.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 2.3%

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

- 33.8%

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

Single-Family Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	131	84	- 35.9%	288	262	- 9.0%
Closed Sales	74	75	+ 1.4%	214	248	+ 15.9%
Median Sales Price*	\$216,250	\$207,500	- 4.0%	\$197,500	\$215,000	+ 8.9%
Inventory of Homes for Sale	853	581	- 31.9%	--	--	--
Months Supply of Inventory	7.1	4.6	- 34.9%	--	--	--
Cumulative Days on Market Until Sale	91	103	+ 12.5%	94	110	+ 17.6%
Percent of Original List Price Received*	90.8%	94.5%	+ 4.0%	90.9%	91.7%	+ 1.0%
New Listings	162	144	- 11.1%	437	346	- 20.8%

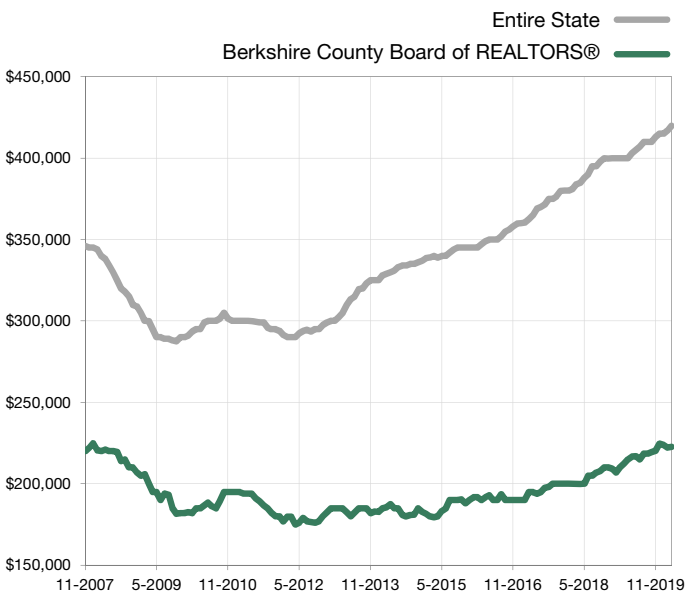
Condominium Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	9	7	- 22.2%	30	24	- 20.0%
Closed Sales	9	11	+ 22.2%	19	25	+ 31.6%
Median Sales Price*	\$128,000	\$360,000	+ 181.3%	\$159,000	\$355,000	+ 123.3%
Inventory of Homes for Sale	185	106	- 42.7%	--	--	--
Months Supply of Inventory	15.2	7.0	- 54.0%	--	--	--
Cumulative Days on Market Until Sale	130	149	+ 15.0%	146	163	+ 11.7%
Percent of Original List Price Received*	93.1%	93.2%	+ 0.1%	91.7%	91.8%	+ 0.1%
New Listings	30	13	- 56.7%	82	47	- 42.7%

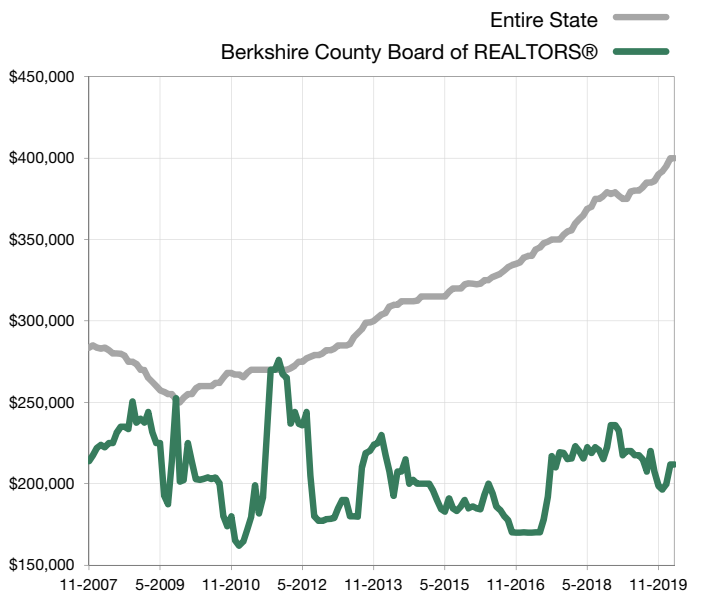
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 11.9%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.9%

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

- 22.8%

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

Single-Family Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	500	440	- 12.0%	1,205	1,205	0.0%
Closed Sales	396	428	+ 8.1%	970	1,002	+ 3.3%
Median Sales Price*	\$417,000	\$435,000	+ 4.3%	\$405,000	\$430,000	+ 6.2%
Inventory of Homes for Sale	2,450	1,808	- 26.2%	--	--	--
Months Supply of Inventory	5.4	4.0	- 25.5%	--	--	--
Cumulative Days on Market Until Sale	120	120	+ 0.4%	121	116	- 4.6%
Percent of Original List Price Received*	93.3%	93.7%	+ 0.5%	92.4%	93.1%	+ 0.8%
New Listings	729	629	- 13.7%	1,768	1,721	- 2.7%

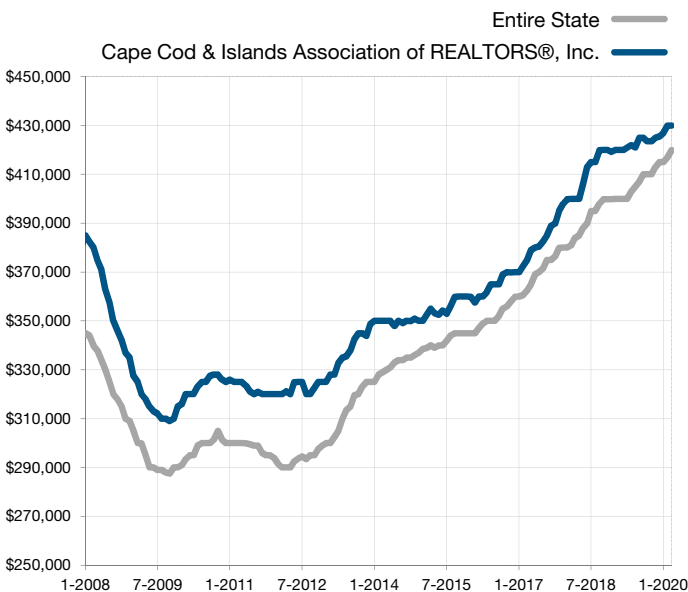
Condominium Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	118	98	- 16.9%	252	276	+ 9.5%
Closed Sales	75	99	+ 32.0%	175	253	+ 44.6%
Median Sales Price*	\$255,000	\$295,000	+ 15.7%	\$260,000	\$297,000	+ 14.2%
Inventory of Homes for Sale	576	528	- 8.3%	--	--	--
Months Supply of Inventory	5.6	4.7	- 15.9%	--	--	--
Cumulative Days on Market Until Sale	103	101	- 2.1%	109	102	- 6.3%
Percent of Original List Price Received*	94.4%	96.3%	+ 2.0%	93.8%	95.6%	+ 1.9%
New Listings	156	145	- 7.1%	417	433	+ 3.8%

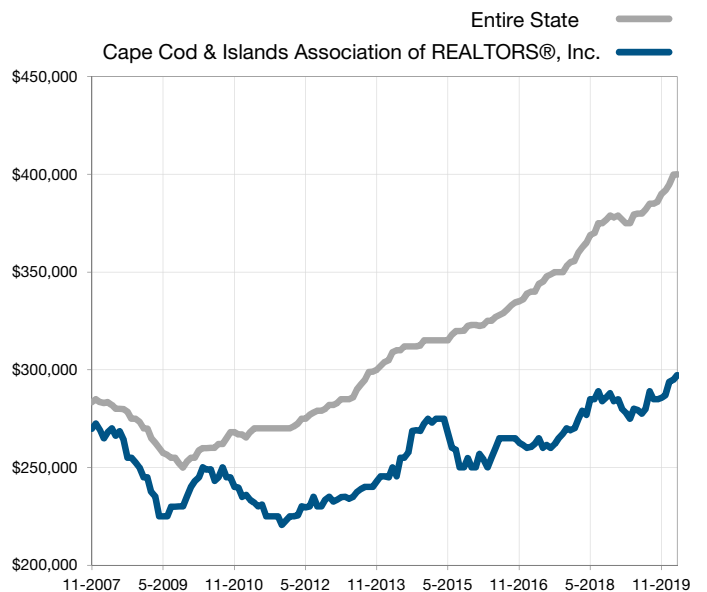
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	1,235	1,201	- 2.8%	2,805	2,860	+ 2.0%
Closed Sales	800	739	- 7.6%	2,093	2,057	- 1.7%
Median Sales Price*	\$599,900	\$645,000	+ 7.5%	\$589,000	\$625,000	+ 6.1%
Inventory of Homes for Sale	2,205	1,476	- 33.1%	--	--	--
Months Supply of Inventory	1.9	1.3	- 31.6%	--	--	--
Cumulative Days on Market Until Sale	64	58	- 9.4%	66	66	0.0%
Percent of Original List Price Received*	97.7%	98.7%	+ 1.0%	96.6%	97.2%	+ 0.6%
New Listings	1,644	1,563	- 4.9%	3,765	3,698	- 1.8%

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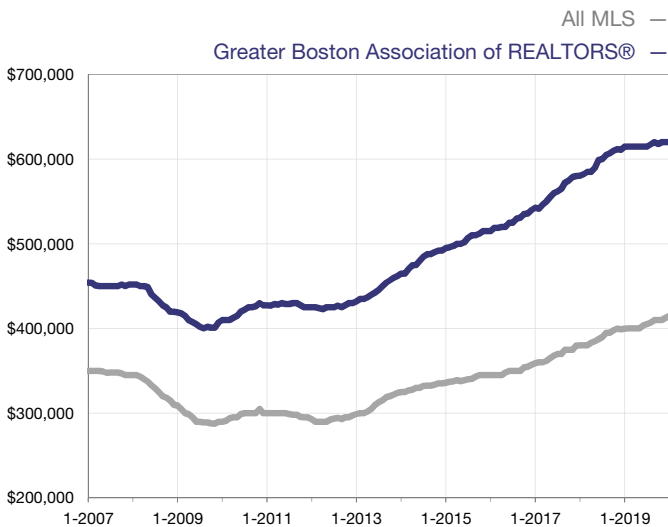
Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	1,056	863	- 18.3%	2,538	2,488	- 2.0%
Closed Sales	706	750	+ 6.2%	1,798	2,034	+ 13.1%
Median Sales Price*	\$550,000	\$626,000	+ 13.8%	\$549,000	\$594,541	+ 8.3%
Inventory of Homes for Sale	1,991	1,387	- 30.3%	--	--	--
Months Supply of Inventory	2.2	1.5	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	55	60	+ 9.1%	58	64	+ 10.3%
Percent of Original List Price Received*	98.9%	99.3%	+ 0.4%	97.9%	98.1%	+ 0.2%
New Listings	1,461	1,217	- 16.7%	3,520	3,274	- 7.0%

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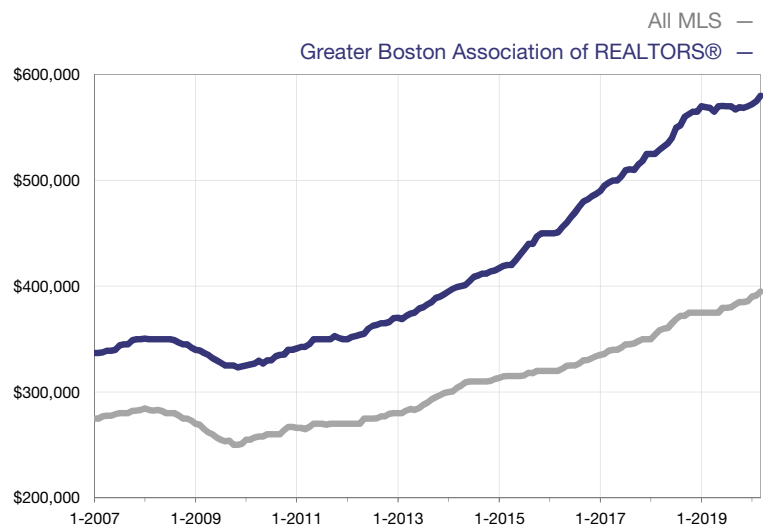
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

- 1.3%

+ 15.1%

- 35.7%

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

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	71	55	- 22.5%	145	132	- 9.0%
Closed Sales	37	43	+ 16.2%	116	111	- 4.3%
Median Sales Price*	\$449,900	\$559,000	+ 24.2%	\$485,500	\$542,000	+ 11.6%
Inventory of Homes for Sale	136	91	- 33.1%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.8%	--	--	--
Cumulative Days on Market Until Sale	70	65	- 6.5%	71	67	- 4.6%
Percent of Original List Price Received*	94.9%	97.5%	+ 2.8%	94.9%	96.2%	+ 1.4%
New Listings	92	85	- 7.6%	196	189	- 3.6%

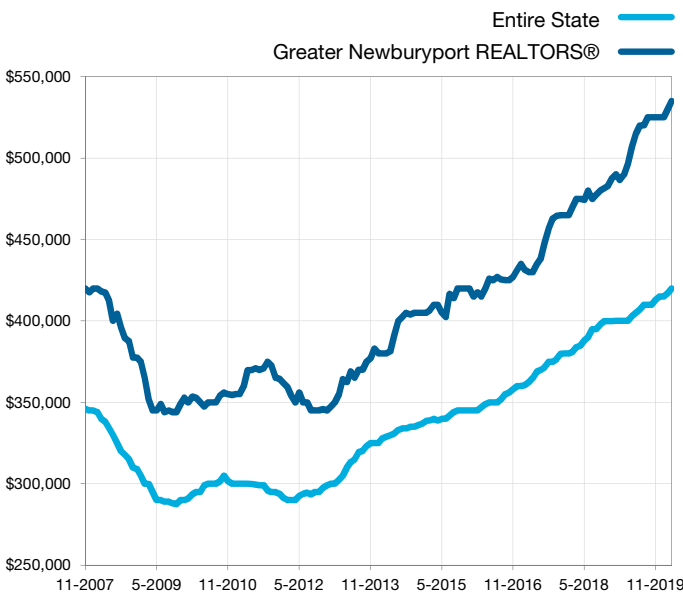
Condominium Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	35	27	- 22.9%	97	89	- 8.2%
Closed Sales	38	31	- 18.4%	84	71	- 15.5%
Median Sales Price*	\$399,000	\$360,000	- 9.8%	\$358,450	\$360,000	+ 0.4%
Inventory of Homes for Sale	74	44	- 40.5%	--	--	--
Months Supply of Inventory	2.2	1.3	- 41.1%	--	--	--
Cumulative Days on Market Until Sale	54	60	+ 11.7%	61	62	+ 1.7%
Percent of Original List Price Received*	99.0%	100.6%	+ 1.6%	97.6%	98.7%	+ 1.1%
New Listings	29	31	+ 6.9%	117	111	- 5.1%

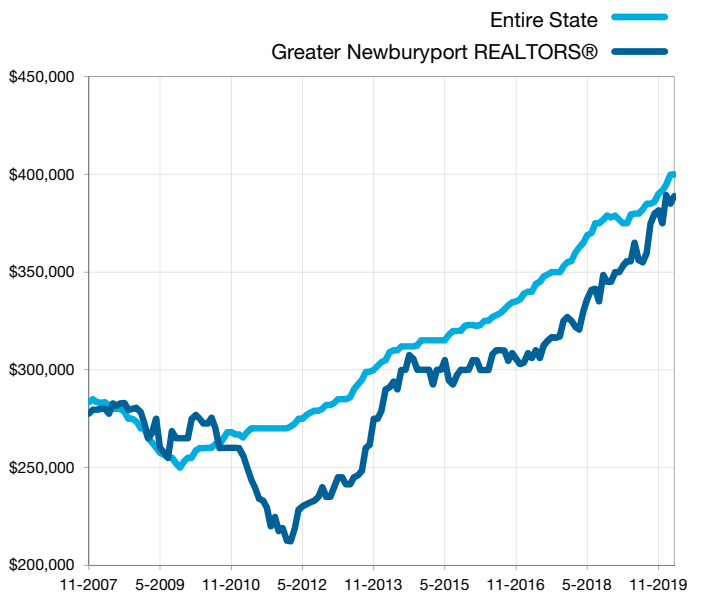
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 5.9%

+ 18.4%

- 29.5%

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

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	229	277	+ 21.0%	583	672	+ 15.3%
Closed Sales	195	182	- 6.7%	498	471	- 5.4%
Median Sales Price*	\$267,250	\$304,000	+ 13.8%	\$244,950	\$285,000	+ 16.4%
Inventory of Homes for Sale	590	412	- 30.2%	--	--	--
Months Supply of Inventory	2.5	1.7	- 29.5%	--	--	--
Cumulative Days on Market Until Sale	76	71	- 6.6%	71	73	+ 3.2%
Percent of Original List Price Received*	97.0%	96.5%	- 0.5%	95.4%	96.1%	+ 0.8%
New Listings	310	320	+ 3.2%	697	753	+ 8.0%

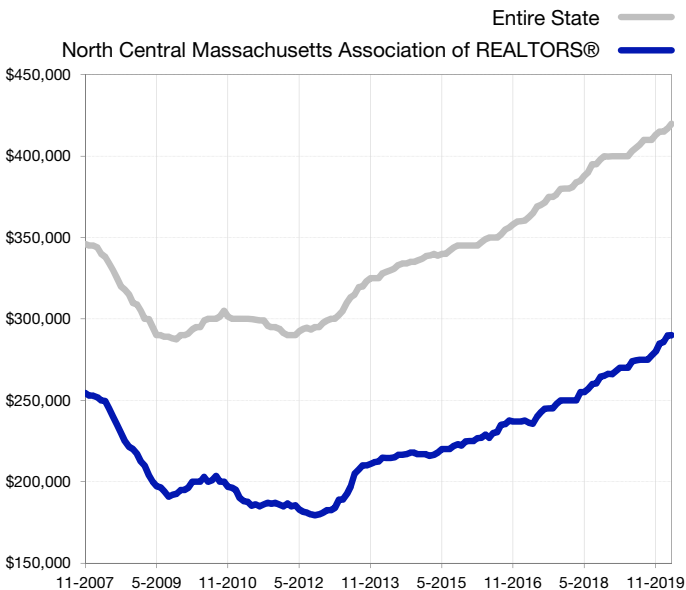
Condominium Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	29	24	- 17.2%	82	86	+ 4.9%
Closed Sales	26	26	0.0%	70	77	+ 10.0%
Median Sales Price*	\$183,750	\$196,050	+ 6.7%	\$181,250	\$197,000	+ 8.7%
Inventory of Homes for Sale	72	55	- 23.6%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	55	60	+ 8.9%	58	65	+ 10.8%
Percent of Original List Price Received*	95.1%	97.5%	+ 2.5%	96.2%	98.2%	+ 2.1%
New Listings	55	51	- 7.3%	115	112	- 2.6%

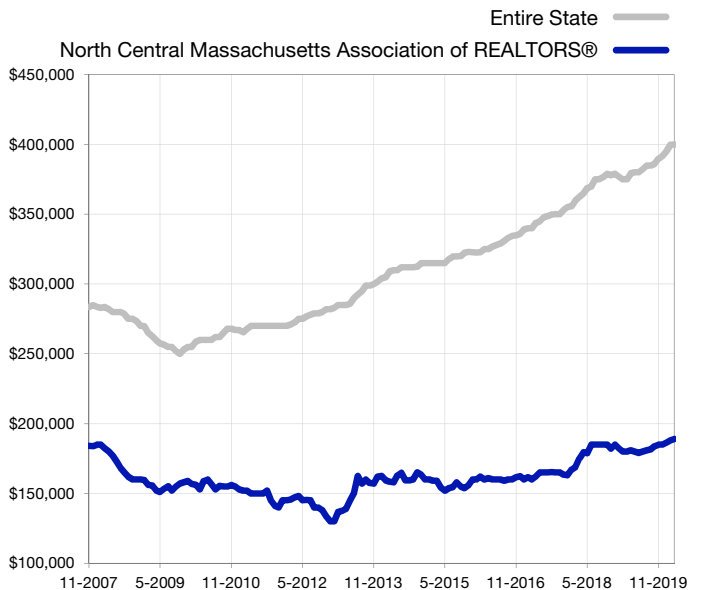
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 8.1%

+ 12.6%

- 35.7%

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

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	321	315	- 1.9%	798	798	0.0%
Closed Sales	259	241	- 6.9%	697	641	- 8.0%
Median Sales Price*	\$439,000	\$479,000	+ 9.1%	\$437,500	\$489,500	+ 11.9%
Inventory of Homes for Sale	611	376	- 38.5%	--	--	--
Months Supply of Inventory	1.8	1.1	- 37.3%	--	--	--
Cumulative Days on Market Until Sale	59	56	- 5.7%	64	58	- 9.1%
Percent of Original List Price Received*	96.7%	98.6%	+ 2.0%	95.9%	97.3%	+ 1.5%
New Listings	409	385	- 5.9%	933	921	- 1.3%

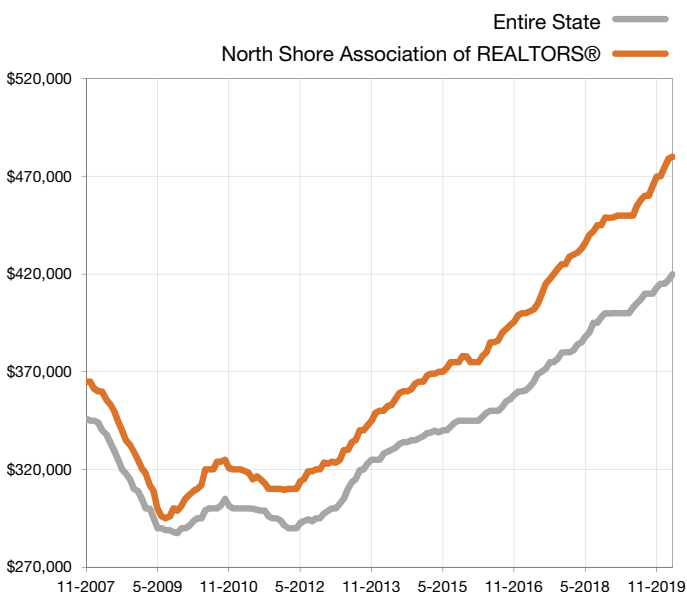
Condominium Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	178	127	- 28.7%	439	389	- 11.4%
Closed Sales	134	120	- 10.4%	319	337	+ 5.6%
Median Sales Price*	\$314,950	\$339,000	+ 7.6%	\$303,900	\$331,000	+ 8.9%
Inventory of Homes for Sale	259	183	- 29.3%	--	--	--
Months Supply of Inventory	1.7	1.1	- 32.3%	--	--	--
Cumulative Days on Market Until Sale	60	44	- 27.4%	60	58	- 3.0%
Percent of Original List Price Received*	97.5%	99.8%	+ 2.4%	97.3%	98.5%	+ 1.3%
New Listings	202	161	- 20.3%	499	443	- 11.2%

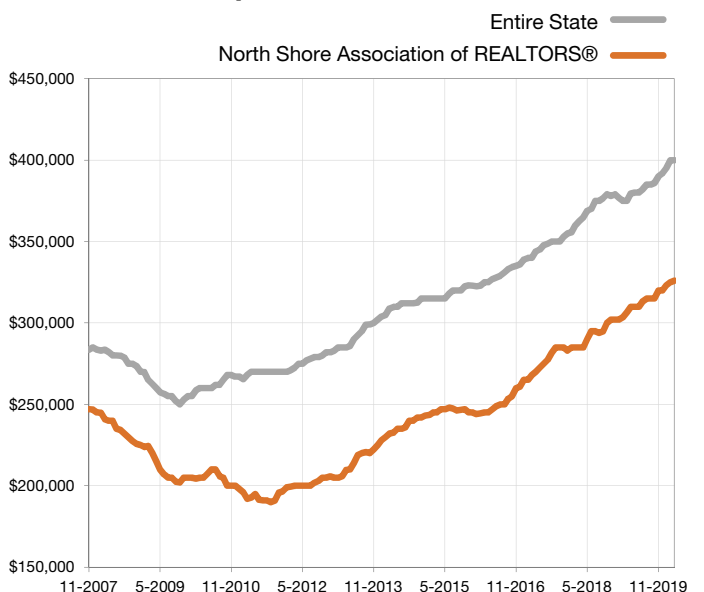
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 10.8%

+ 8.9%

- 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

Single-Family Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	341	313	- 8.2%	808	746	- 7.7%
Closed Sales	224	191	- 14.7%	623	571	- 8.3%
Median Sales Price*	\$431,450	\$450,000	+ 4.3%	\$424,000	\$438,000	+ 3.3%
Inventory of Homes for Sale	547	324	- 40.8%	--	--	--
Months Supply of Inventory	1.7	1.0	- 41.8%	--	--	--
Cumulative Days on Market Until Sale	69	51	- 25.9%	69	59	- 14.6%
Percent of Original List Price Received*	97.1%	99.6%	+ 2.5%	96.5%	97.7%	+ 1.3%
New Listings	450	369	- 18.0%	998	881	- 11.7%

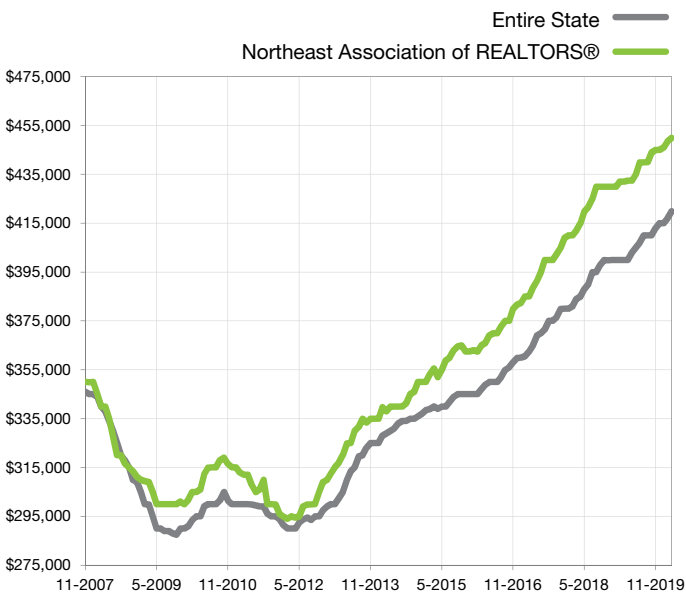
Condominium Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	154	134	- 13.0%	379	326	- 14.0%
Closed Sales	99	97	- 2.0%	274	237	- 13.5%
Median Sales Price*	\$252,900	\$291,500	+ 15.3%	\$250,000	\$290,000	+ 16.0%
Inventory of Homes for Sale	220	144	- 34.5%	--	--	--
Months Supply of Inventory	1.6	1.1	- 30.5%	--	--	--
Cumulative Days on Market Until Sale	51	45	- 10.7%	53	52	- 1.9%
Percent of Original List Price Received*	98.6%	99.8%	+ 1.2%	98.3%	98.8%	+ 0.6%
New Listings	176	166	- 5.7%	433	389	- 10.2%

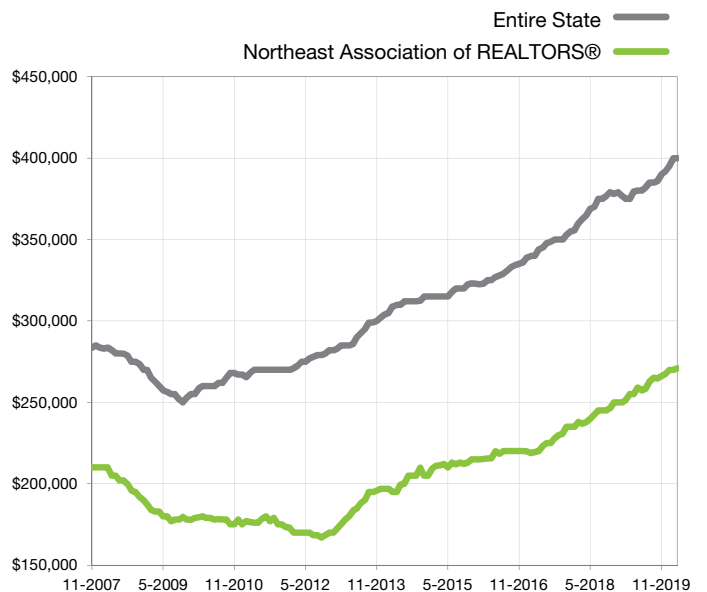
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

+ 2.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.3%

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

- 32.7%

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

Single-Family Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	574	599	+ 4.4%	1,344	1,420	+ 5.7%
Closed Sales	383	383	0.0%	1,049	1,102	+ 5.1%
Median Sales Price*	\$299,000	\$325,000	+ 8.7%	\$295,000	\$312,125	+ 5.8%
Inventory of Homes for Sale	1,157	775	- 33.0%	--	--	--
Months Supply of Inventory	2.2	1.4	- 33.4%	--	--	--
Cumulative Days on Market Until Sale	77	72	- 6.1%	79	69	- 13.6%
Percent of Original List Price Received*	96.7%	97.2%	+ 0.5%	95.4%	96.5%	+ 1.2%
New Listings	677	713	+ 5.3%	1,604	1,674	+ 4.4%

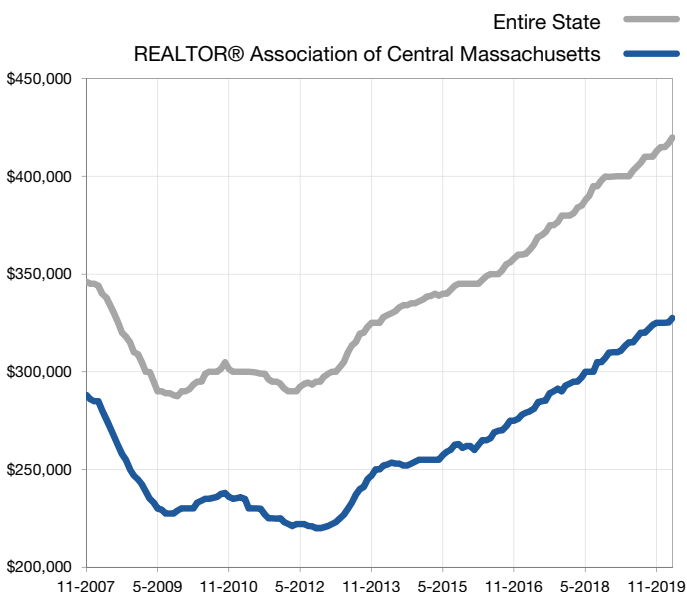
Condominium Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	127	123	- 3.1%	326	369	+ 13.2%
Closed Sales	99	110	+ 11.1%	275	287	+ 4.4%
Median Sales Price*	\$227,000	\$247,950	+ 9.2%	\$212,500	\$245,000	+ 15.3%
Inventory of Homes for Sale	278	191	- 31.3%	--	--	--
Months Supply of Inventory	2.1	1.5	- 29.0%	--	--	--
Cumulative Days on Market Until Sale	69	65	- 6.1%	68	64	- 6.1%
Percent of Original List Price Received*	97.4%	99.4%	+ 2.1%	97.8%	98.1%	+ 0.4%
New Listings	166	150	- 9.6%	398	415	+ 4.3%

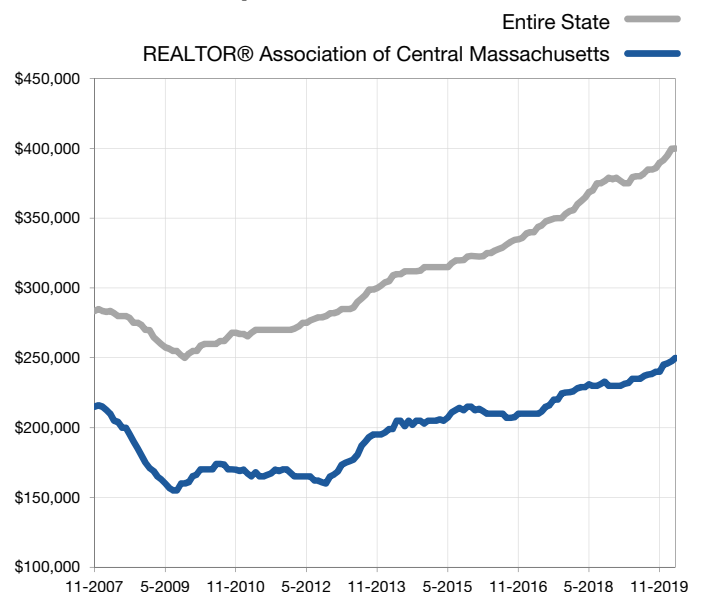
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 0.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 13.1%

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

- 31.5%

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

Single-Family Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	529	551	+ 4.2%	1,297	1,379	+ 6.3%
Closed Sales	350	385	+ 10.0%	995	1,030	+ 3.5%
Median Sales Price*	\$205,000	\$225,000	+ 9.8%	\$205,000	\$220,000	+ 7.3%
Inventory of Homes for Sale	1,364	898	- 34.2%	--	--	--
Months Supply of Inventory	2.8	1.8	- 35.9%	--	--	--
Cumulative Days on Market Until Sale	82	80	- 2.3%	89	78	- 11.6%
Percent of Original List Price Received*	94.6%	95.5%	+ 0.9%	94.0%	95.0%	+ 1.0%
New Listings	666	621	- 6.8%	1,583	1,562	- 1.3%

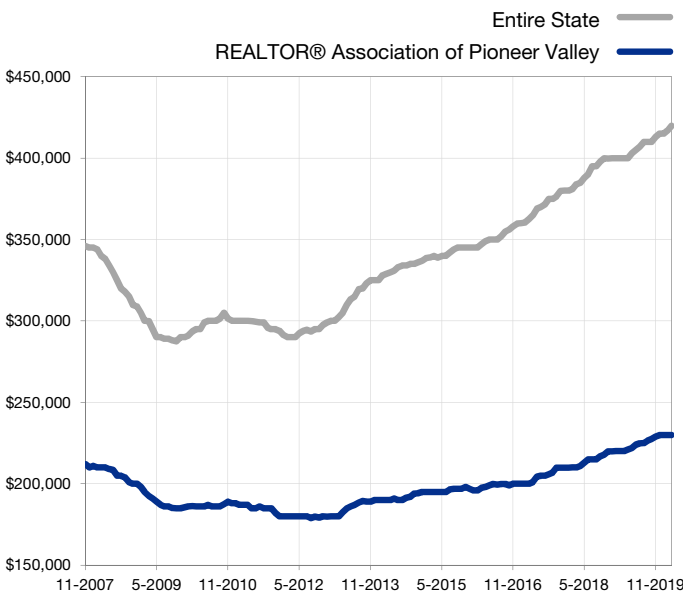
Condominium Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	86	64	- 25.6%	217	176	- 18.9%
Closed Sales	74	41	- 44.6%	174	125	- 28.2%
Median Sales Price*	\$156,000	\$194,500	+ 24.7%	\$157,000	\$155,000	- 1.3%
Inventory of Homes for Sale	194	170	- 12.4%	--	--	--
Months Supply of Inventory	2.6	2.4	- 7.8%	--	--	--
Cumulative Days on Market Until Sale	123	85	- 30.5%	98	66	- 33.1%
Percent of Original List Price Received*	95.6%	95.7%	+ 0.1%	95.9%	95.8%	- 0.1%
New Listings	107	77	- 28.0%	242	225	- 7.0%

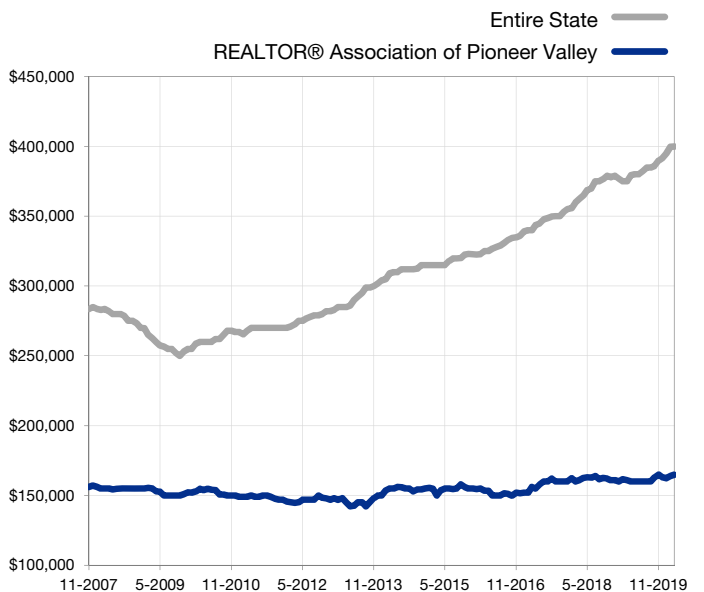
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

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 – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

- 7.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.4%

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

- 36.9%

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

Single-Family Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	402	406	+ 1.0%	1,053	1,154	+ 9.6%
Closed Sales	354	337	- 4.8%	875	870	- 0.6%
Median Sales Price*	\$320,000	\$340,000	+ 6.3%	\$316,000	\$335,725	+ 6.2%
Inventory of Homes for Sale	1,065	685	- 35.7%	--	--	--
Months Supply of Inventory	2.6	1.7	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	82	72	- 11.6%	78	69	- 11.2%
Percent of Original List Price Received*	95.7%	97.8%	+ 2.3%	95.7%	97.1%	+ 1.5%
New Listings	497	493	- 0.8%	1,248	1,286	+ 3.0%

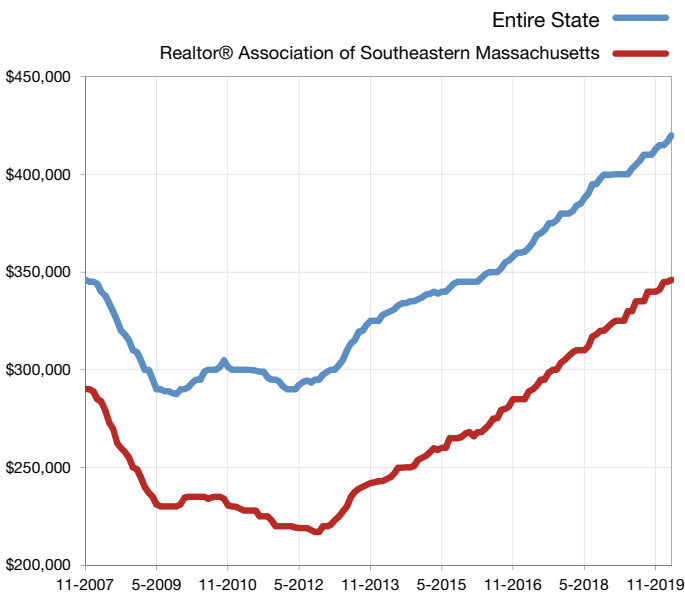
Condominium Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	91	68	- 25.3%	210	178	- 15.2%
Closed Sales	58	45	- 22.4%	152	151	- 0.7%
Median Sales Price*	\$213,000	\$248,000	+ 16.4%	\$202,500	\$235,000	+ 16.0%
Inventory of Homes for Sale	189	106	- 43.9%	--	--	--
Months Supply of Inventory	2.6	1.5	- 41.4%	--	--	--
Cumulative Days on Market Until Sale	68	59	- 12.8%	73	65	- 10.5%
Percent of Original List Price Received*	97.7%	97.7%	- 0.0%	96.4%	96.9%	+ 0.5%
New Listings	100	88	- 12.0%	259	216	- 16.6%

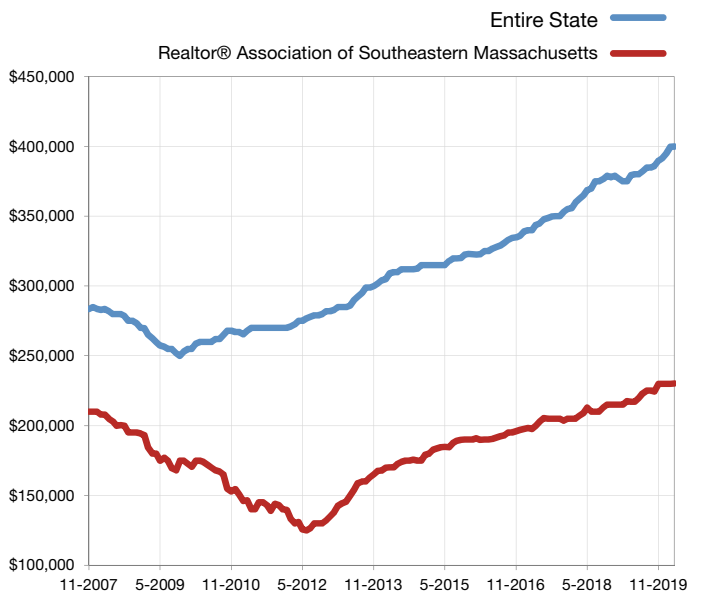
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS® Greater Fall River Region

+ 48.6%

+ 8.2%

- 39.8%

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

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	67	102	+ 52.2%	198	285	+ 43.9%
Closed Sales	65	94	+ 44.6%	187	227	+ 21.4%
Median Sales Price*	\$300,000	\$320,575	+ 6.9%	\$280,000	\$317,500	+ 13.4%
Inventory of Homes for Sale	318	176	- 44.7%	--	--	--
Months Supply of Inventory	3.7	1.9	- 48.8%	--	--	--
Cumulative Days on Market Until Sale	92	76	- 17.5%	79	80	+ 1.7%
Percent of Original List Price Received*	93.7%	96.5%	+ 3.0%	94.2%	95.3%	+ 1.1%
New Listings	98	123	+ 25.5%	288	315	+ 9.4%

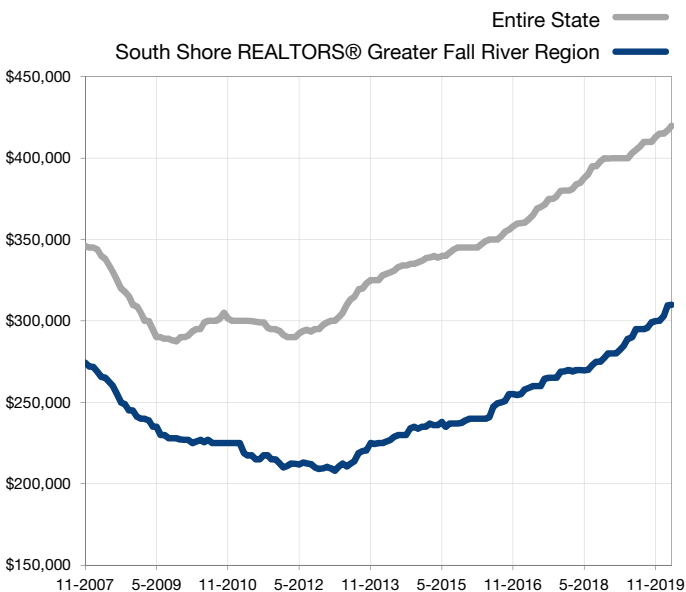
Condominium Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	9	7	- 22.2%	26	25	- 3.8%
Closed Sales	5	10	+ 100.0%	22	28	+ 27.3%
Median Sales Price*	\$182,400	\$187,050	+ 2.5%	\$175,200	\$179,500	+ 2.5%
Inventory of Homes for Sale	21	28	+ 33.3%	--	--	--
Months Supply of Inventory	2.5	2.8	+ 15.3%	--	--	--
Cumulative Days on Market Until Sale	57	22	- 62.0%	83	24	- 70.6%
Percent of Original List Price Received*	97.9%	99.1%	+ 1.2%	95.4%	97.3%	+ 1.9%
New Listings	8	17	+ 112.5%	28	44	+ 57.1%

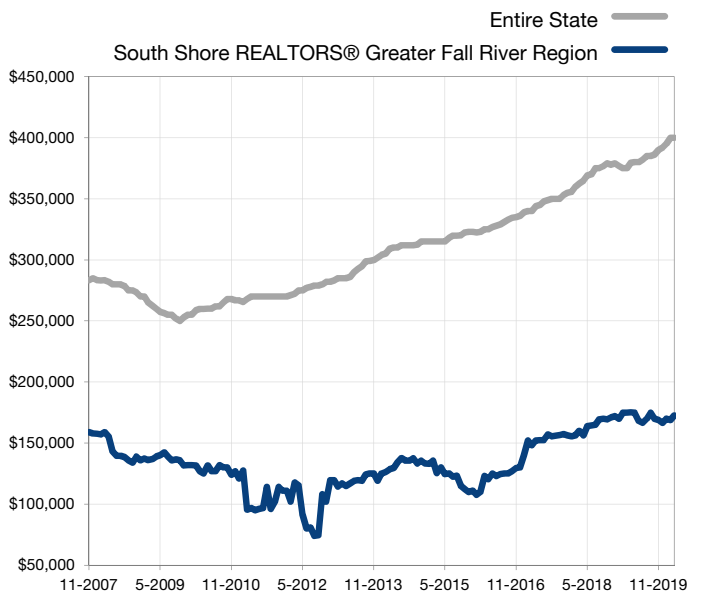
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

- 9.5%

+ 3.6%

- 33.9%

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

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	515	529	+ 2.7%	1,189	1,301	+ 9.4%
Closed Sales	375	380	+ 1.3%	951	996	+ 4.7%
Median Sales Price*	\$420,000	\$460,450	+ 9.6%	\$420,000	\$459,000	+ 9.3%
Inventory of Homes for Sale	1,201	782	- 34.9%	--	--	--
Months Supply of Inventory	2.4	1.6	- 35.6%	--	--	--
Cumulative Days on Market Until Sale	74	70	- 4.5%	77	73	- 4.6%
Percent of Original List Price Received*	96.7%	97.6%	+ 0.9%	95.7%	96.5%	+ 0.9%
New Listings	707	619	- 12.4%	1,649	1,601	- 2.9%

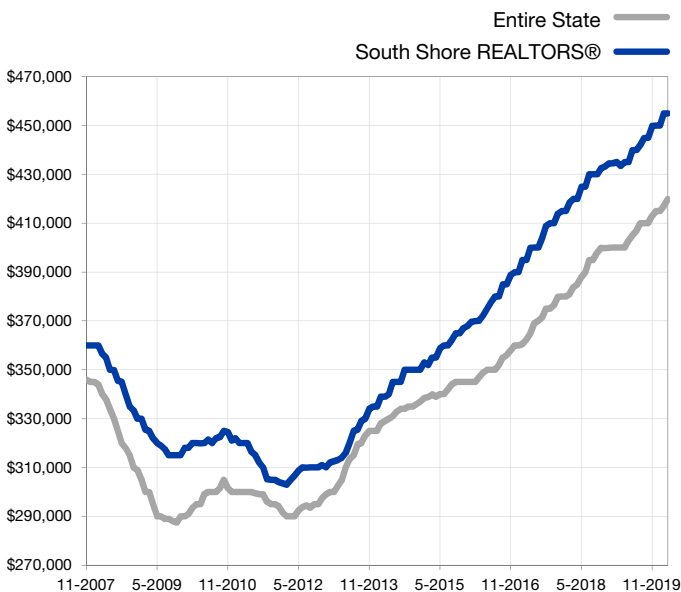
Condominium Properties

	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	196	147	- 25.0%	451	449	- 0.4%
Closed Sales	180	122	- 32.2%	376	355	- 5.6%
Median Sales Price*	\$388,318	\$359,725	- 7.4%	\$333,250	\$362,000	+ 8.6%
Inventory of Homes for Sale	418	288	- 31.1%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.9%	--	--	--
Cumulative Days on Market Until Sale	57	54	- 5.1%	64	65	+ 2.3%
Percent of Original List Price Received*	98.5%	98.9%	+ 0.4%	97.6%	97.7%	+ 0.1%
New Listings	252	180	- 28.6%	603	558	- 7.5%

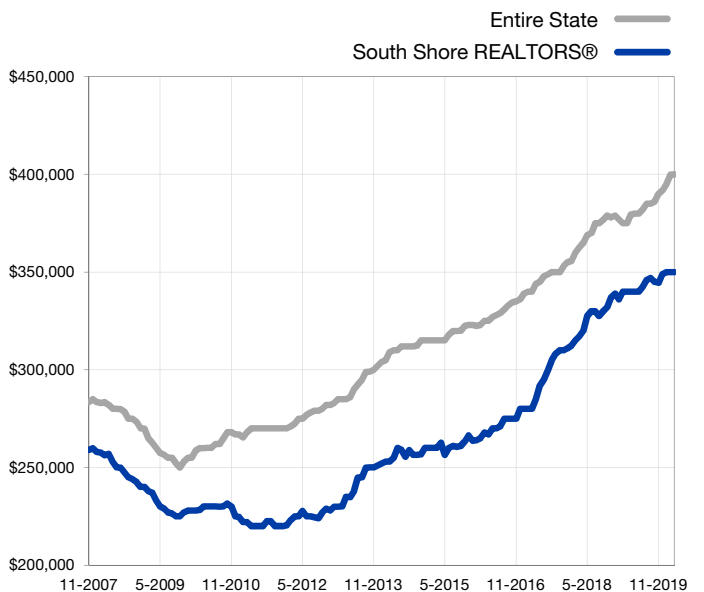
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Single-Family Properties



Condominium Properties



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