

# Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Barnstable County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	438	<b>410</b>	- 6.4%	1,069	<b>1,079</b>	+ 0.9%
Closed Sales	350	<b>384</b>	+ 9.7%	870	<b>900</b>	+ 3.4%
Median Sales Price*	\$423,000	<b>\$444,750</b>	+ 5.1%	\$410,000	<b>\$436,000</b>	+ 6.3%
Inventory of Homes for Sale	2,230	<b>1,670</b>	- 25.1%	--	--	--
Months Supply of Inventory	5.5	<b>4.1</b>	- 25.5%	--	--	--
Cumulative Days on Market Until Sale	122	<b>123</b>	+ 0.8%	122	<b>118</b>	- 3.3%
Percent of Original List Price Received*	93.4%	<b>93.6%</b>	+ 0.2%	92.4%	<b>93.0%</b>	+ 0.6%
New Listings	657	<b>577</b>	- 12.2%	1,570	<b>1,563</b>	- 0.4%

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

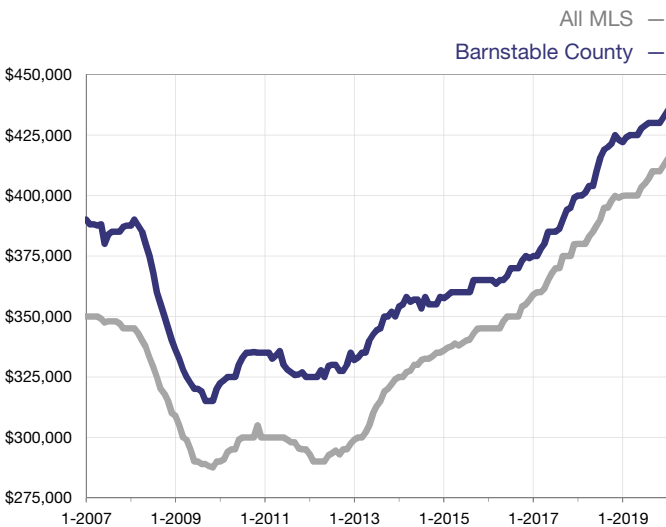
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	113	<b>92</b>	- 18.6%	241	<b>256</b>	+ 6.2%
Closed Sales	75	<b>93</b>	+ 24.0%	168	<b>239</b>	+ 42.3%
Median Sales Price*	\$255,000	<b>\$295,000</b>	+ 15.7%	\$260,000	<b>\$298,000</b>	+ 14.6%
Inventory of Homes for Sale	546	<b>519</b>	- 4.9%	--	--	--
Months Supply of Inventory	5.5	<b>4.9</b>	- 10.9%	--	--	--
Cumulative Days on Market Until Sale	103	<b>97</b>	- 5.8%	111	<b>100</b>	- 9.9%
Percent of Original List Price Received*	94.4%	<b>96.0%</b>	+ 1.7%	93.7%	<b>95.5%</b>	+ 1.9%
New Listings	147	<b>142</b>	- 3.4%	397	<b>425</b>	+ 7.1%

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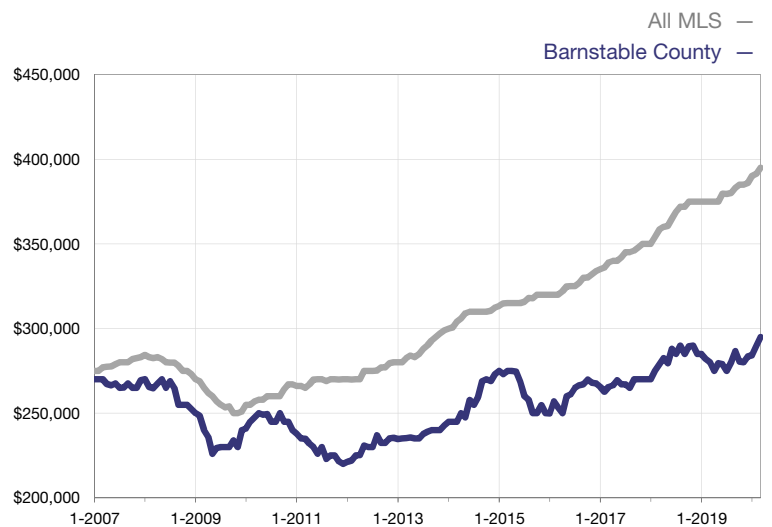
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Berkshire County

### Single-Family Properties

Key Metrics	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	<b>\$207,500</b>	- 4.0%	\$197,500	<b>\$215,000</b>	+ 8.9%
Inventory of Homes for Sale	853	581	- 31.9%	--	--	--
Months Supply of Inventory	7.1	4.6	- 35.2%	--	--	--
Cumulative Days on Market Until Sale	91	103	+ 13.2%	94	110	+ 17.0%
Percent of Original List Price Received*	90.8%	94.5%	+ 4.1%	90.9%	91.7%	+ 0.9%
New Listings	162	144	- 11.1%	437	346	- 20.8%

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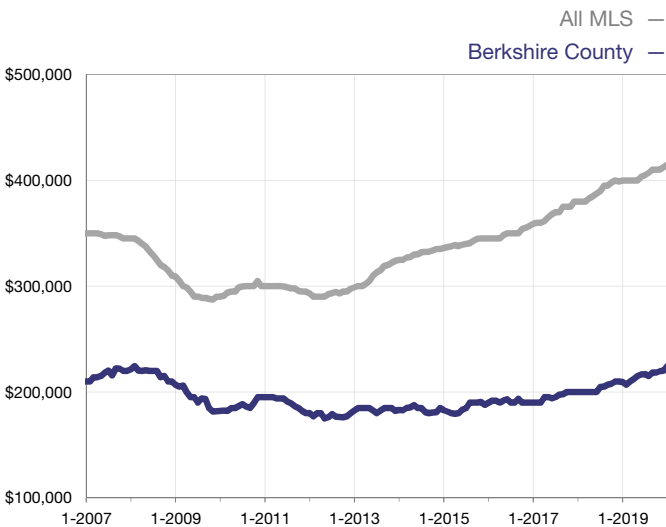
### Condominium Properties

Key Metrics	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	<b>\$360,000</b>	+ 181.3%	\$159,000	<b>\$355,000</b>	+ 123.3%
Inventory of Homes for Sale	185	106	- 42.7%	--	--	--
Months Supply of Inventory	15.2	7.0	- 53.9%	--	--	--
Cumulative Days on Market Until Sale	130	149	+ 14.6%	146	163	+ 11.6%
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%

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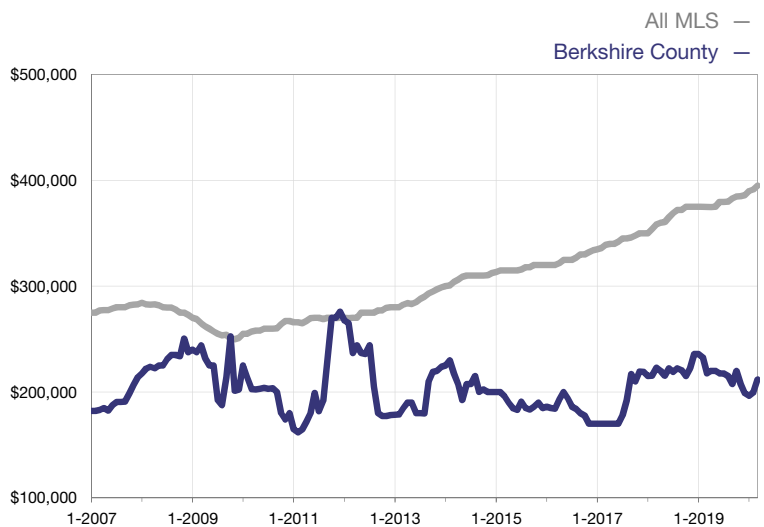
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2020

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## Bristol County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	363	<b>408</b>	+ 12.4%	991	<b>1,145</b>	+ 15.5%
Closed Sales	334	<b>352</b>	+ 5.4%	844	<b>873</b>	+ 3.4%
Median Sales Price*	\$319,500	<b>\$333,450</b>	+ 4.4%	\$310,000	<b>\$330,000</b>	+ 6.5%
Inventory of Homes for Sale	1,098	<b>693</b>	- 36.9%	--	--	--
Months Supply of Inventory	2.8	<b>1.8</b>	- 35.7%	--	--	--
Cumulative Days on Market Until Sale	87	<b>74</b>	- 14.9%	78	<b>72</b>	- 7.7%
Percent of Original List Price Received*	94.7%	<b>97.3%</b>	+ 2.7%	94.9%	<b>96.6%</b>	+ 1.8%
New Listings	456	<b>499</b>	+ 9.4%	1,210	<b>1,288</b>	+ 6.4%

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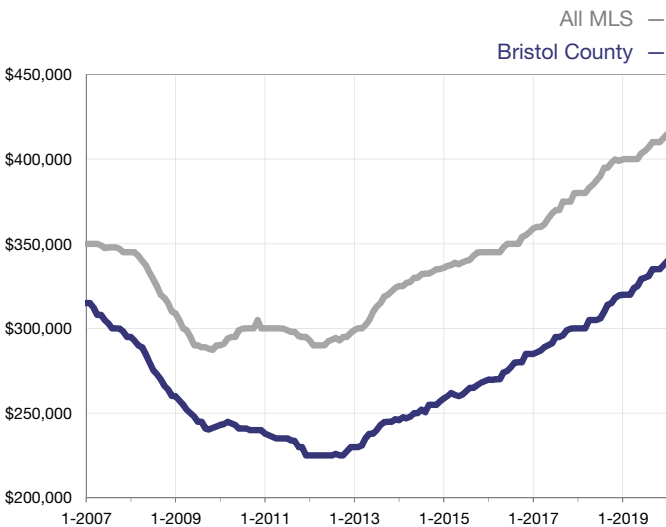
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	72	<b>62</b>	- 13.9%	186	<b>176</b>	- 5.4%
Closed Sales	49	<b>59</b>	+ 20.4%	142	<b>159</b>	+ 12.0%
Median Sales Price*	\$215,000	<b>\$224,900</b>	+ 4.6%	\$208,000	<b>\$235,000</b>	+ 13.0%
Inventory of Homes for Sale	178	<b>116</b>	- 34.8%	--	--	--
Months Supply of Inventory	2.5	<b>1.7</b>	- 32.0%	--	--	--
Cumulative Days on Market Until Sale	66	<b>54</b>	- 18.2%	72	<b>62</b>	- 13.9%
Percent of Original List Price Received*	98.0%	<b>98.1%</b>	+ 0.1%	96.4%	<b>96.8%</b>	+ 0.4%
New Listings	90	<b>93</b>	+ 3.3%	239	<b>220</b>	- 7.9%

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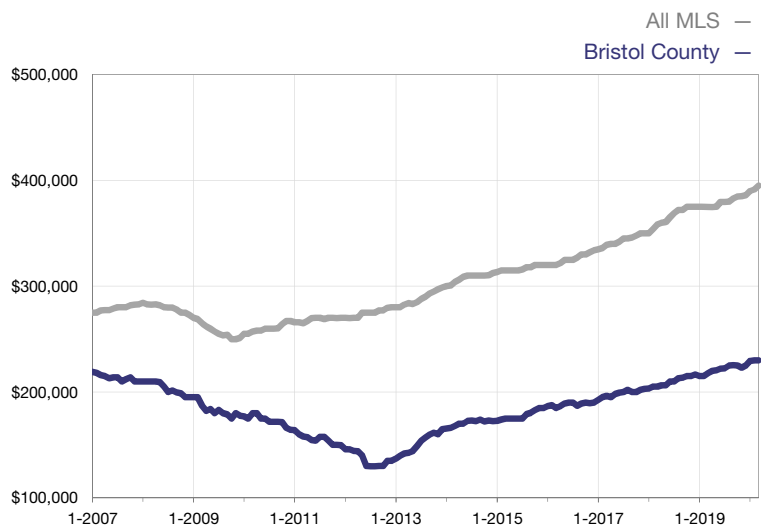
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2020

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## Dukes County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	10	3	- 70.0%	22	16	- 27.3%
Closed Sales	7	5	- 28.6%	18	18	0.0%
Median Sales Price*	\$1,100,000	<b>\$1,400,000</b>	+ 27.3%	\$848,750	<b>\$1,190,944</b>	+ 40.3%
Inventory of Homes for Sale	73	38	- 47.9%	--	--	--
Months Supply of Inventory	5.7	6.3	+ 10.5%	--	--	--
Cumulative Days on Market Until Sale	261	202	- 22.6%	228	181	- 20.6%
Percent of Original List Price Received*	91.9%	92.9%	+ 1.1%	89.8%	89.7%	- 0.1%
New Listings	12	6	- 50.0%	40	26	- 35.0%

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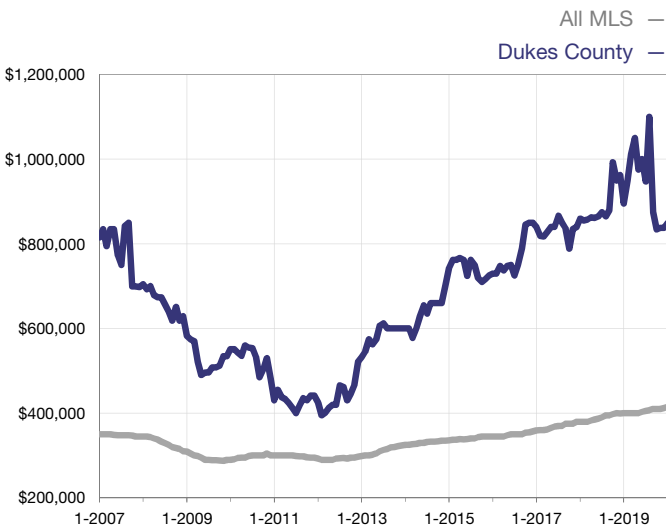
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	1	0	- 100.0%	3	1	- 66.7%
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Inventory of Homes for Sale	8	1	- 87.5%	--	--	--
Months Supply of Inventory	6.0	0.5	- 91.7%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	2	0	- 100.0%	6	0	- 100.0%

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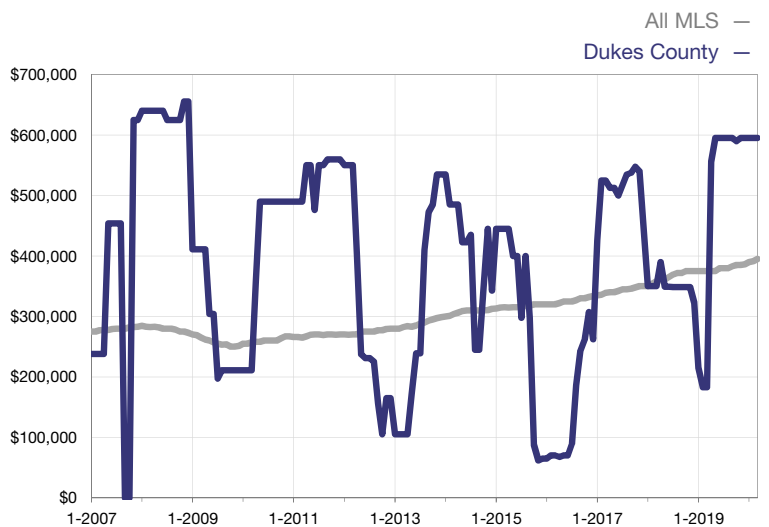
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Essex County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	529	<b>485</b>	- 8.3%	1,241	<b>1,211</b>	- 2.4%
Closed Sales	372	<b>358</b>	- 3.8%	1,021	<b>976</b>	- 4.4%
Median Sales Price*	\$439,000	<b>\$493,000</b>	+ 12.3%	\$440,000	<b>\$490,000</b>	+ 11.4%
Inventory of Homes for Sale	990	<b>611</b>	- 38.3%	--	--	--
Months Supply of Inventory	1.9	<b>1.2</b>	- 36.8%	--	--	--
Cumulative Days on Market Until Sale	64	<b>56</b>	- 12.5%	67	<b>60</b>	- 10.4%
Percent of Original List Price Received*	96.3%	<b>98.6%</b>	+ 2.4%	95.8%	<b>97.3%</b>	+ 1.6%
New Listings	687	<b>611</b>	- 11.1%	1,527	<b>1,452</b>	- 4.9%

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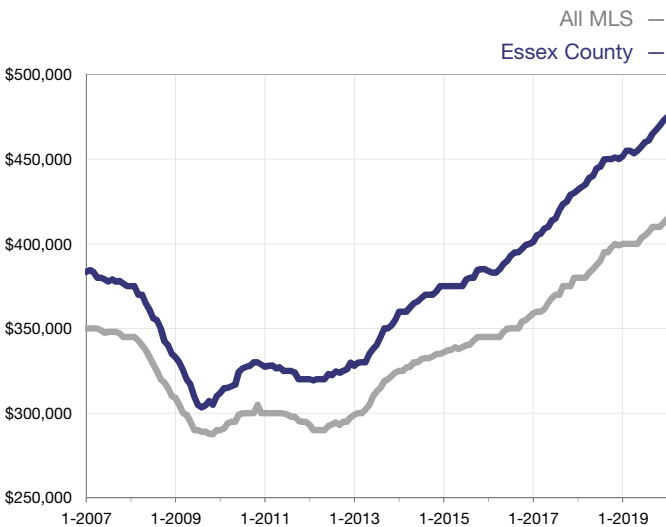
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	265	<b>196</b>	- 26.0%	666	<b>590</b>	- 11.4%
Closed Sales	203	<b>186</b>	- 8.4%	497	<b>491</b>	- 1.2%
Median Sales Price*	\$320,000	<b>\$342,500</b>	+ 7.0%	\$302,000	<b>\$329,000</b>	+ 8.9%
Inventory of Homes for Sale	420	<b>288</b>	- 31.4%	--	--	--
Months Supply of Inventory	1.8	<b>1.2</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	59	<b>46</b>	- 22.0%	59	<b>57</b>	- 3.4%
Percent of Original List Price Received*	97.9%	<b>99.9%</b>	+ 2.0%	97.4%	<b>98.5%</b>	+ 1.1%
New Listings	297	<b>247</b>	- 16.8%	772	<b>685</b>	- 11.3%

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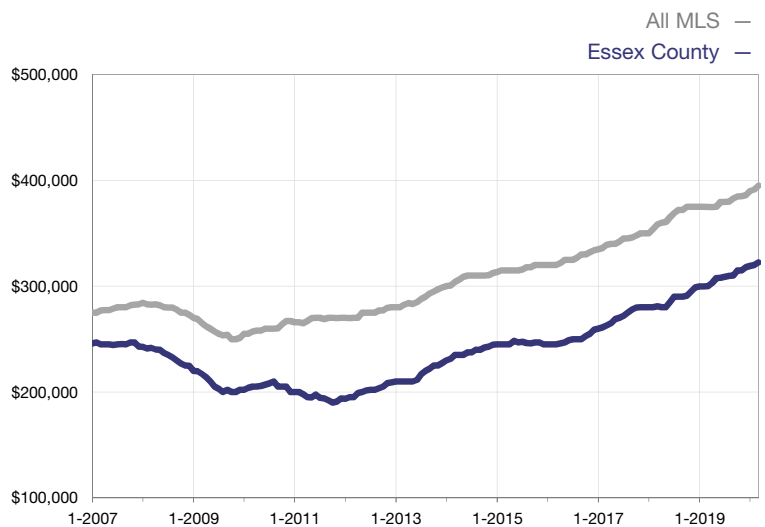
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2020

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## Franklin County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	58	48	- 17.2%	123	119	- 3.3%
Closed Sales	27	36	+ 33.3%	99	99	0.0%
Median Sales Price*	\$210,080	<b>\$225,500</b>	+ 7.3%	\$212,000	<b>\$197,925</b>	- 6.6%
Inventory of Homes for Sale	180	122	- 32.2%	--	--	--
Months Supply of Inventory	3.8	2.4	- 36.8%	--	--	--
Cumulative Days on Market Until Sale	97	101	+ 4.1%	117	85	- 27.4%
Percent of Original List Price Received*	92.2%	91.3%	- 1.0%	92.0%	91.4%	- 0.7%
New Listings	70	64	- 8.6%	150	136	- 9.3%

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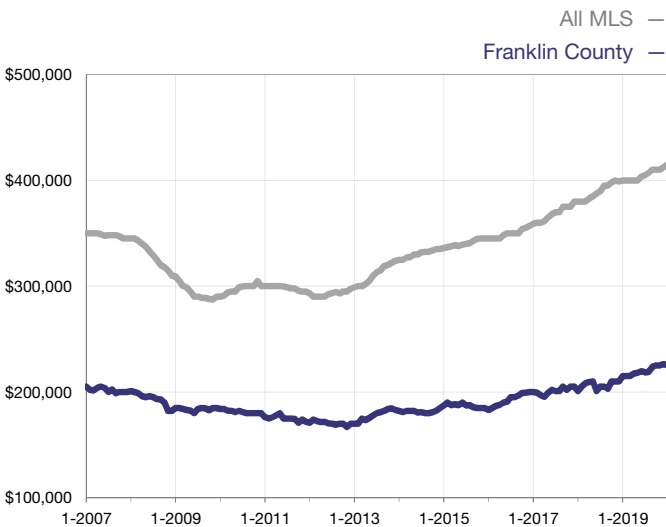
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	5	2	- 60.0%	11	7	- 36.4%
Closed Sales	5	2	- 60.0%	8	5	- 37.5%
Median Sales Price*	\$200,000	<b>\$147,250</b>	- 26.4%	\$200,000	<b>\$161,000</b>	- 19.5%
Inventory of Homes for Sale	9	9	0.0%	--	--	--
Months Supply of Inventory	2.2	2.9	+ 31.8%	--	--	--
Cumulative Days on Market Until Sale	247	171	- 30.8%	181	92	- 49.2%
Percent of Original List Price Received*	96.7%	84.2%	- 12.9%	96.1%	93.7%	- 2.5%
New Listings	3	3	0.0%	10	10	0.0%

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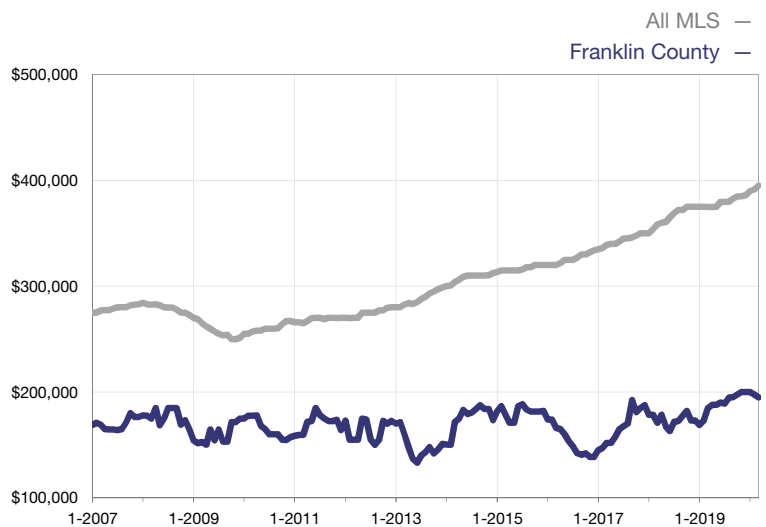
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2020

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## Hampden County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	374	<b>391</b>	+ 4.5%	929	<b>979</b>	+ 5.4%
Closed Sales	264	<b>269</b>	+ 1.9%	733	<b>724</b>	- 1.2%
Median Sales Price*	\$186,000	<b>\$204,000</b>	+ 9.7%	\$189,900	<b>\$205,000</b>	+ 8.0%
Inventory of Homes for Sale	867	<b>530</b>	- 38.9%	--	--	--
Months Supply of Inventory	2.5	<b>1.5</b>	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	78	<b>69</b>	- 11.5%	80	<b>71</b>	- 11.3%
Percent of Original List Price Received*	94.7%	<b>95.8%</b>	+ 1.2%	94.4%	<b>95.5%</b>	+ 1.2%
New Listings	452	<b>415</b>	- 8.2%	1,125	<b>1,101</b>	- 2.1%

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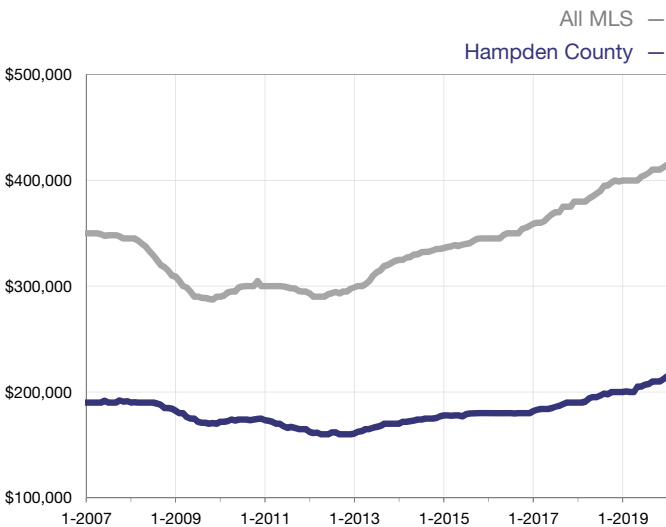
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	61	<b>40</b>	- 34.4%	140	<b>114</b>	- 18.6%
Closed Sales	50	<b>29</b>	- 42.0%	123	<b>84</b>	- 31.7%
Median Sales Price*	\$144,000	<b>\$160,000</b>	+ 11.1%	\$144,450	<b>\$139,000</b>	- 3.8%
Inventory of Homes for Sale	117	<b>110</b>	- 6.0%	--	--	--
Months Supply of Inventory	2.5	<b>2.4</b>	- 4.0%	--	--	--
Cumulative Days on Market Until Sale	95	<b>61</b>	- 35.8%	89	<b>60</b>	- 32.6%
Percent of Original List Price Received*	94.9%	<b>97.4%</b>	+ 2.6%	95.5%	<b>95.9%</b>	+ 0.4%
New Listings	69	<b>46</b>	- 33.3%	156	<b>146</b>	- 6.4%

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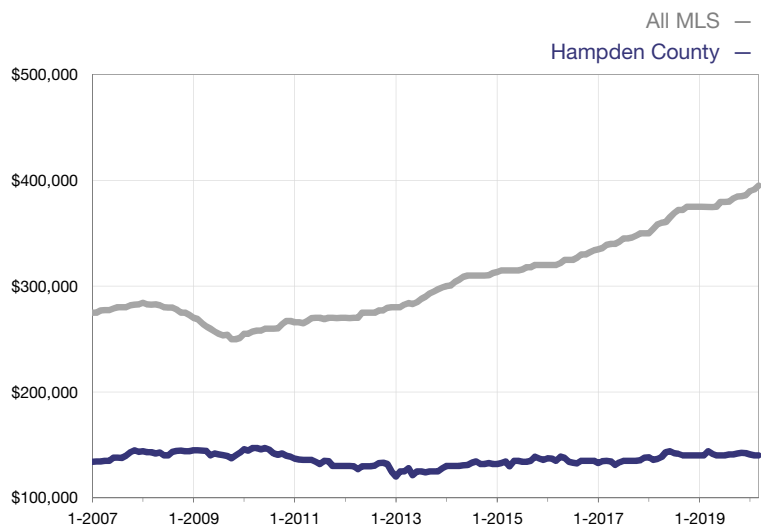
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2020

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## Hampshire County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	104	<b>114</b>	+ 9.6%	257	<b>285</b>	+ 10.9%
Closed Sales	64	<b>80</b>	+ 25.0%	175	<b>209</b>	+ 19.4%
Median Sales Price*	\$247,100	<b>\$286,750</b>	+ 16.0%	\$258,000	<b>\$281,000</b>	+ 8.9%
Inventory of Homes for Sale	311	<b>248</b>	- 20.3%	--	--	--
Months Supply of Inventory	3.0	<b>2.3</b>	- 23.3%	--	--	--
Cumulative Days on Market Until Sale	90	<b>95</b>	+ 5.6%	108	<b>93</b>	- 13.9%
Percent of Original List Price Received*	94.9%	<b>95.1%</b>	+ 0.2%	93.3%	<b>94.4%</b>	+ 1.2%
New Listings	149	<b>146</b>	- 2.0%	315	<b>336</b>	+ 6.7%

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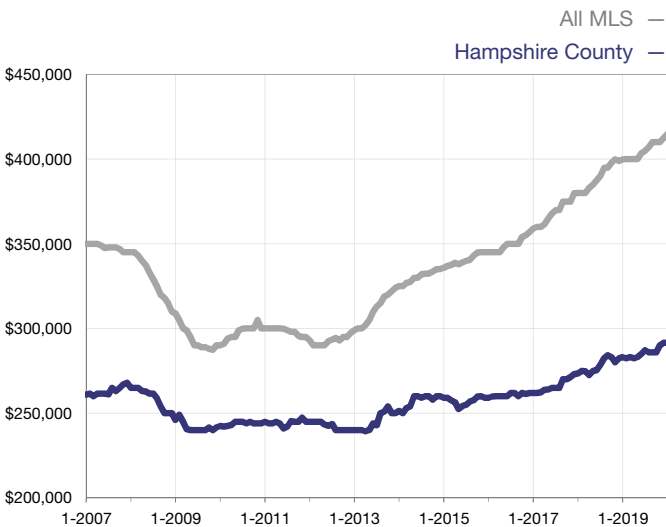
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	20	<b>22</b>	+ 10.0%	64	<b>55</b>	- 14.1%
Closed Sales	17	<b>10</b>	- 41.2%	41	<b>36</b>	- 12.2%
Median Sales Price*	\$270,000	<b>\$273,000</b>	+ 1.1%	\$224,035	<b>\$254,875</b>	+ 13.8%
Inventory of Homes for Sale	68	<b>51</b>	- 25.0%	--	--	--
Months Supply of Inventory	2.9	<b>2.3</b>	- 20.7%	--	--	--
Cumulative Days on Market Until Sale	136	<b>139</b>	+ 2.2%	94	<b>75</b>	- 20.2%
Percent of Original List Price Received*	96.7%	<b>93.0%</b>	- 3.8%	96.8%	<b>95.8%</b>	- 1.0%
New Listings	35	<b>28</b>	- 20.0%	78	<b>69</b>	- 11.5%

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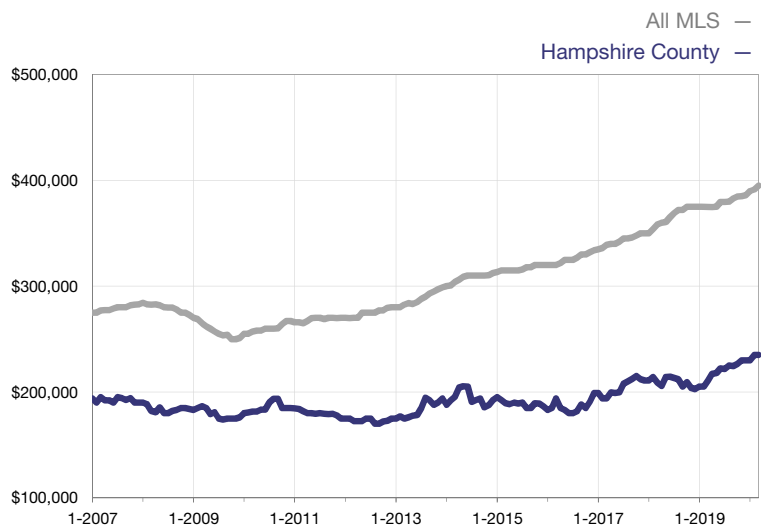
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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## Middlesex County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	989	<b>983</b>	- 0.6%	2,314	<b>2,258</b>	- 2.4%
Closed Sales	676	<b>566</b>	- 16.3%	1,737	<b>1,628</b>	- 6.3%
Median Sales Price*	\$564,000	<b>\$624,750</b>	+ 10.8%	\$544,900	<b>\$586,250</b>	+ 7.6%
Inventory of Homes for Sale	1,658	<b>1,090</b>	- 34.3%	--	--	--
Months Supply of Inventory	1.8	<b>1.2</b>	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	61	<b>58</b>	- 4.9%	63	<b>66</b>	+ 4.8%
Percent of Original List Price Received*	98.1%	<b>99.0%</b>	+ 0.9%	96.8%	<b>97.2%</b>	+ 0.4%
New Listings	1,342	<b>1,229</b>	- 8.4%	3,011	<b>2,835</b>	- 5.8%

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

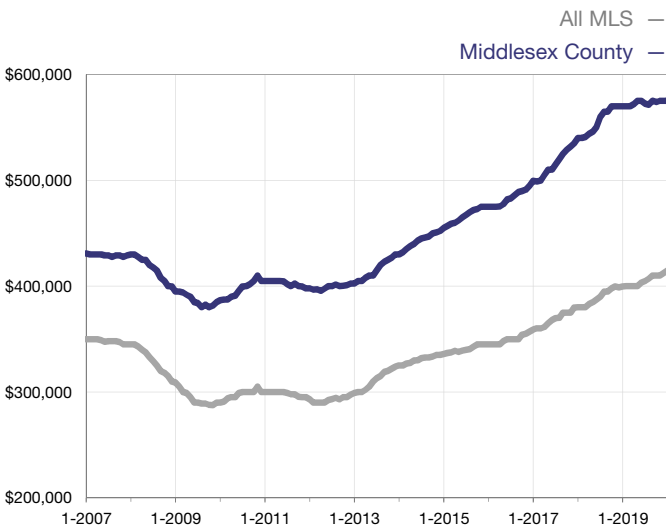
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	554	<b>458</b>	- 17.3%	1,359	<b>1,309</b>	- 3.7%
Closed Sales	369	<b>409</b>	+ 10.8%	947	<b>1,029</b>	+ 8.7%
Median Sales Price*	\$456,000	<b>\$529,995</b>	+ 16.2%	\$450,000	<b>\$520,000</b>	+ 15.6%
Inventory of Homes for Sale	807	<b>535</b>	- 33.7%	--	--	--
Months Supply of Inventory	1.7	<b>1.1</b>	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	54	<b>53</b>	- 1.9%	56	<b>60</b>	+ 7.1%
Percent of Original List Price Received*	99.3%	<b>100.3%</b>	+ 1.0%	98.4%	<b>98.7%</b>	+ 0.3%
New Listings	701	<b>627</b>	- 10.6%	1,675	<b>1,592</b>	- 5.0%

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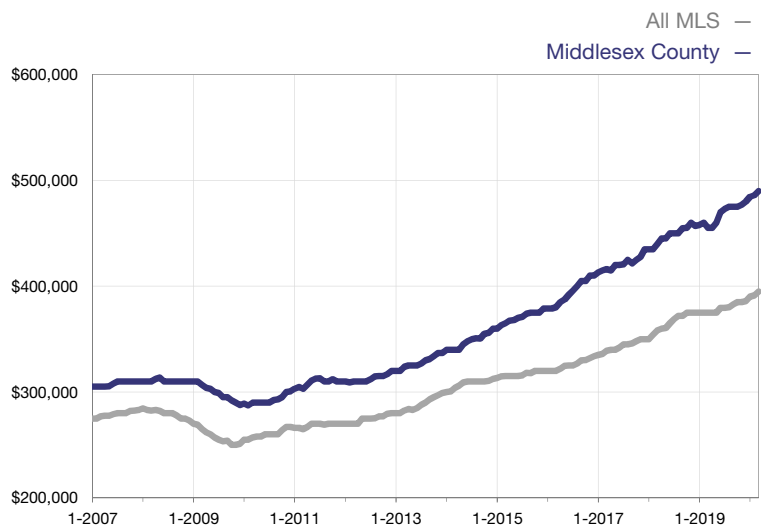
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Nantucket County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	3	1	- 66.7%	6	7	+ 16.7%
Closed Sales	4	2	- 50.0%	11	8	- 27.3%
Median Sales Price*	\$1,738,500	<b>\$1,120,000</b>	- 35.6%	\$1,700,000	<b>\$2,275,000</b>	+ 33.8%
Inventory of Homes for Sale	34	24	- 29.4%	--	--	--
Months Supply of Inventory	7.8	5.5	- 29.5%	--	--	--
Cumulative Days on Market Until Sale	113	53	- 53.1%	100	62	- 38.0%
Percent of Original List Price Received*	90.3%	92.6%	+ 2.5%	92.3%	88.0%	- 4.7%
New Listings	6	8	+ 33.3%	14	16	+ 14.3%

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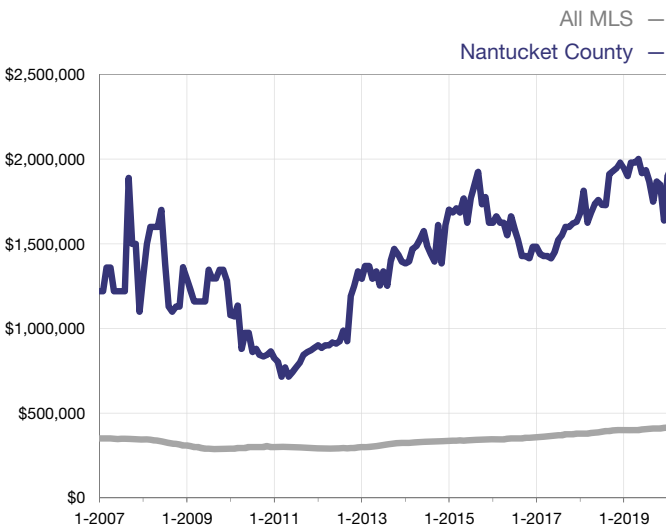
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	<b>\$0</b>	--	\$0	<b>\$0</b>	--
Inventory of Homes for Sale	2	0	- 100.0%	--	--	--
Months Supply of Inventory	2.0	0.0	- 100.0%	--	--	--
Cumulative Days on Market Until Sale	0	0	--	0	0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
New Listings	2	0	- 100.0%	2	0	- 100.0%

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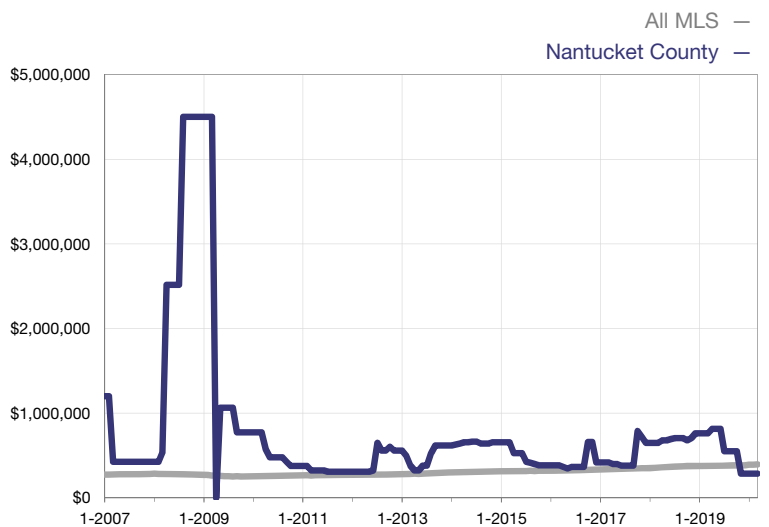
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2020

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## Norfolk County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	536	<b>531</b>	- 0.9%	1,205	<b>1,305</b>	+ 8.3%
Closed Sales	328	<b>377</b>	+ 14.9%	922	<b>973</b>	+ 5.5%
Median Sales Price*	\$522,000	<b>\$525,000</b>	+ 0.6%	\$507,150	<b>\$525,000</b>	+ 3.5%
Inventory of Homes for Sale	1,053	<b>701</b>	- 33.4%	--	--	--
Months Supply of Inventory	2.0	<b>1.4</b>	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	69	<b>63</b>	- 8.7%	72	<b>66</b>	- 8.3%
Percent of Original List Price Received*	97.0%	<b>98.1%</b>	+ 1.1%	96.0%	<b>97.0%</b>	+ 1.0%
New Listings	724	<b>685</b>	- 5.4%	1,632	<b>1,690</b>	+ 3.6%

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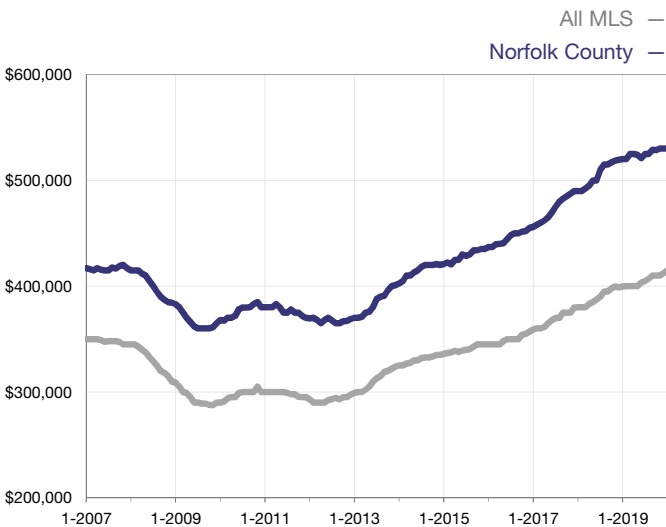
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	260	<b>172</b>	- 33.8%	595	<b>519</b>	- 12.8%
Closed Sales	150	<b>162</b>	+ 8.0%	402	<b>466</b>	+ 15.9%
Median Sales Price*	\$349,450	<b>\$422,000</b>	+ 20.8%	\$385,000	<b>\$423,250</b>	+ 9.9%
Inventory of Homes for Sale	480	<b>300</b>	- 37.5%	--	--	--
Months Supply of Inventory	2.4	<b>1.4</b>	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	50	<b>58</b>	+ 16.0%	61	<b>65</b>	+ 6.6%
Percent of Original List Price Received*	99.7%	<b>98.9%</b>	- 0.8%	98.1%	<b>98.3%</b>	+ 0.2%
New Listings	353	<b>231</b>	- 34.6%	834	<b>656</b>	- 21.3%

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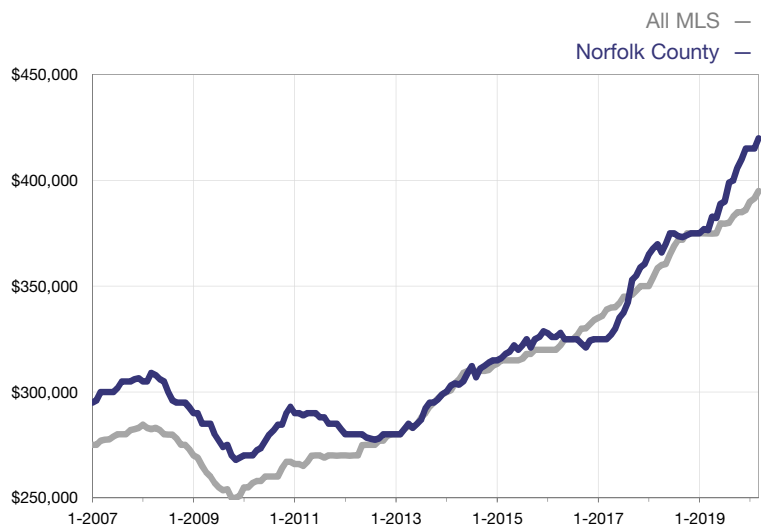
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Plymouth County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	544	<b>540</b>	- 0.7%	1,278	<b>1,390</b>	+ 8.8%
Closed Sales	417	<b>390</b>	- 6.5%	1,013	<b>1,035</b>	+ 2.2%
Median Sales Price*	\$370,000	<b>\$414,500</b>	+ 12.0%	\$372,000	<b>\$406,500</b>	+ 9.3%
Inventory of Homes for Sale	1,341	<b>865</b>	- 35.5%	--	--	--
Months Supply of Inventory	2.6	<b>1.7</b>	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	76	<b>72</b>	- 5.3%	82	<b>76</b>	- 7.3%
Percent of Original List Price Received*	96.5%	<b>97.5%</b>	+ 1.0%	95.6%	<b>96.5%</b>	+ 0.9%
New Listings	713	<b>620</b>	- 13.0%	1,724	<b>1,636</b>	- 5.1%

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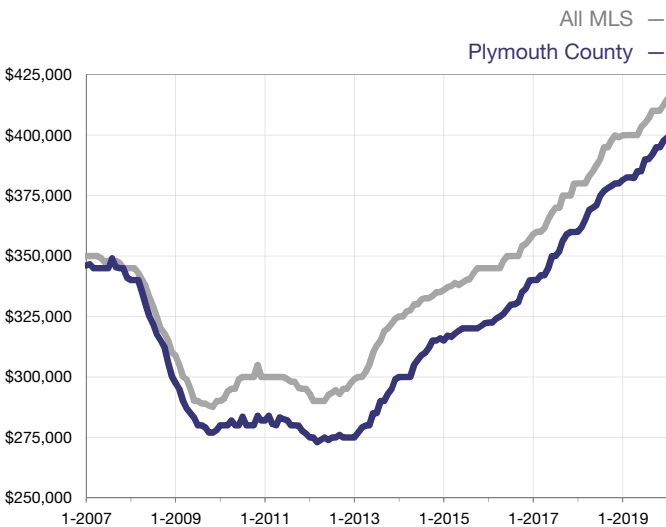
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	145	<b>114</b>	- 21.4%	318	<b>312</b>	- 1.9%
Closed Sales	140	<b>63</b>	- 55.0%	281	<b>228</b>	- 18.9%
Median Sales Price*	\$416,250	<b>\$350,000</b>	- 15.9%	\$310,000	<b>\$350,000</b>	+ 12.9%
Inventory of Homes for Sale	319	<b>242</b>	- 24.1%	--	--	--
Months Supply of Inventory	3.0	<b>2.3</b>	- 23.3%	--	--	--
Cumulative Days on Market Until Sale	64	<b>60</b>	- 6.3%	67	<b>65</b>	- 3.0%
Percent of Original List Price Received*	97.9%	<b>99.4%</b>	+ 1.5%	97.4%	<b>98.3%</b>	+ 0.9%
New Listings	174	<b>138</b>	- 20.7%	406	<b>399</b>	- 1.7%

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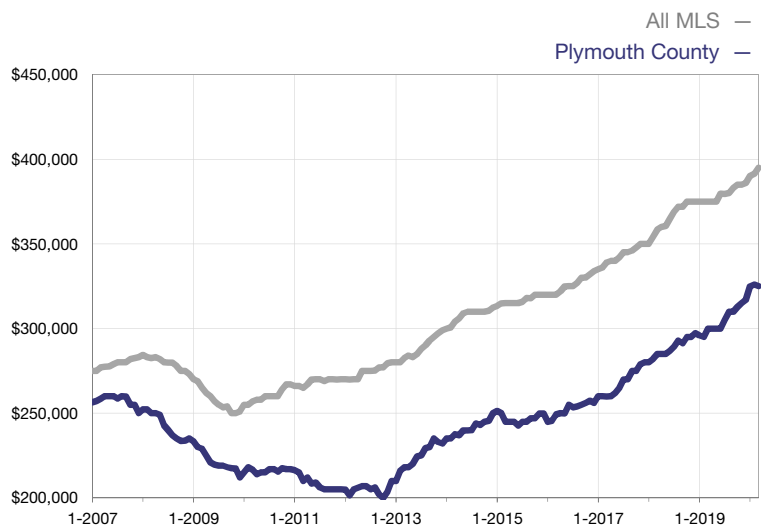
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2020

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## Suffolk County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	114	88	- 22.8%	261	239	- 8.4%
Closed Sales	75	68	- 9.3%	206	193	- 6.3%
Median Sales Price*	\$569,000	<b>\$592,500</b>	+ 4.1%	\$550,000	<b>\$575,000</b>	+ 4.5%
Inventory of Homes for Sale	196	107	- 45.4%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	59	39	- 33.9%	56	46	- 17.9%
Percent of Original List Price Received*	97.4%	<b>99.4%</b>	+ 2.1%	97.3%	<b>98.0%</b>	+ 0.7%
New Listings	131	121	- 7.6%	335	301	- 10.1%

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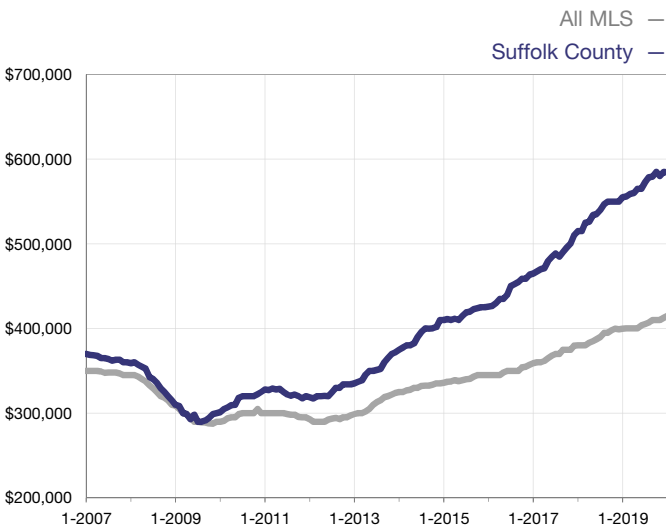
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	448	390	- 12.9%	1,073	1,104	+ 2.9%
Closed Sales	326	323	- 0.9%	801	898	+ 12.1%
Median Sales Price*	\$580,000	<b>\$699,000</b>	+ 20.5%	\$579,000	<b>\$676,000</b>	+ 16.8%
Inventory of Homes for Sale	1,018	733	- 28.0%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--
Cumulative Days on Market Until Sale	56	69	+ 23.2%	58	66	+ 13.8%
Percent of Original List Price Received*	97.9%	<b>98.2%</b>	+ 0.3%	97.2%	<b>97.2%</b>	0.0%
New Listings	653	552	- 15.5%	1,610	1,549	- 3.8%

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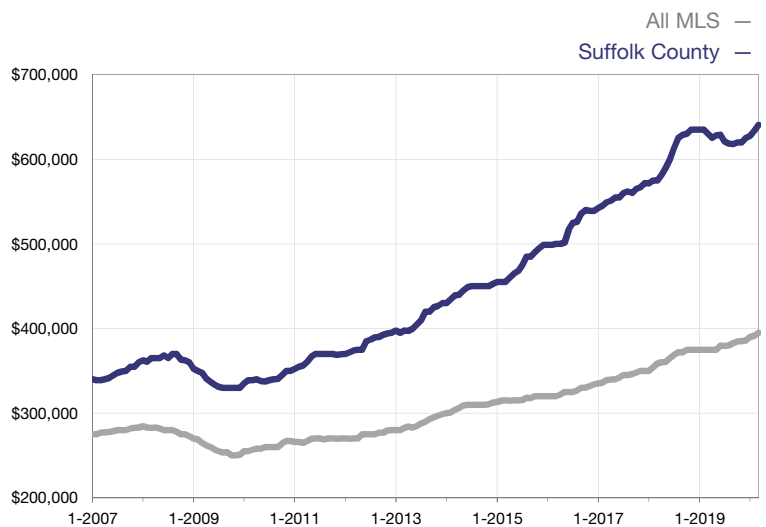
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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# Local Market Update – March 2020

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## Worcester County

### Single-Family Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	713	<b>783</b>	+ 9.8%	1,705	<b>1,888</b>	+ 10.7%
Closed Sales	513	<b>502</b>	- 2.1%	1,392	<b>1,416</b>	+ 1.7%
Median Sales Price*	\$277,500	<b>\$315,000</b>	+ 13.5%	\$275,000	<b>\$299,900</b>	+ 9.1%
Inventory of Homes for Sale	1,579	<b>1,084</b>	- 31.3%	--	--	--
Months Supply of Inventory	2.3	<b>1.6</b>	- 30.4%	--	--	--
Cumulative Days on Market Until Sale	77	<b>72</b>	- 6.5%	77	<b>70</b>	- 9.1%
Percent of Original List Price Received*	96.8%	<b>97.1%</b>	+ 0.3%	95.3%	<b>96.4%</b>	+ 1.2%
New Listings	871	<b>934</b>	+ 7.2%	2,048	<b>2,204</b>	+ 7.6%

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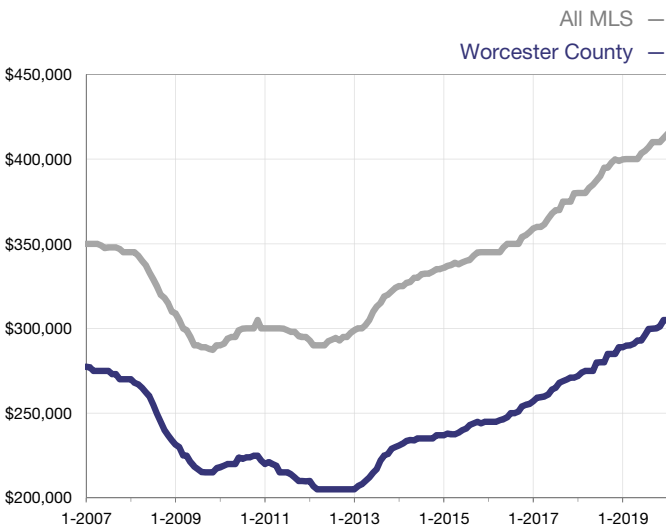
### Condominium Properties

Key Metrics	March			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	135	<b>134</b>	- 0.7%	358	<b>408</b>	+ 14.0%
Closed Sales	108	<b>115</b>	+ 6.5%	306	<b>320</b>	+ 4.6%
Median Sales Price*	\$214,250	<b>\$230,000</b>	+ 7.4%	\$205,000	<b>\$230,000</b>	+ 12.2%
Inventory of Homes for Sale	317	<b>221</b>	- 30.3%	--	--	--
Months Supply of Inventory	2.2	<b>1.5</b>	- 31.8%	--	--	--
Cumulative Days on Market Until Sale	66	<b>60</b>	- 9.1%	66	<b>62</b>	- 6.1%
Percent of Original List Price Received*	97.3%	<b>99.0%</b>	+ 1.7%	97.6%	<b>98.1%</b>	+ 0.5%
New Listings	186	<b>177</b>	- 4.8%	446	<b>470</b>	+ 5.4%

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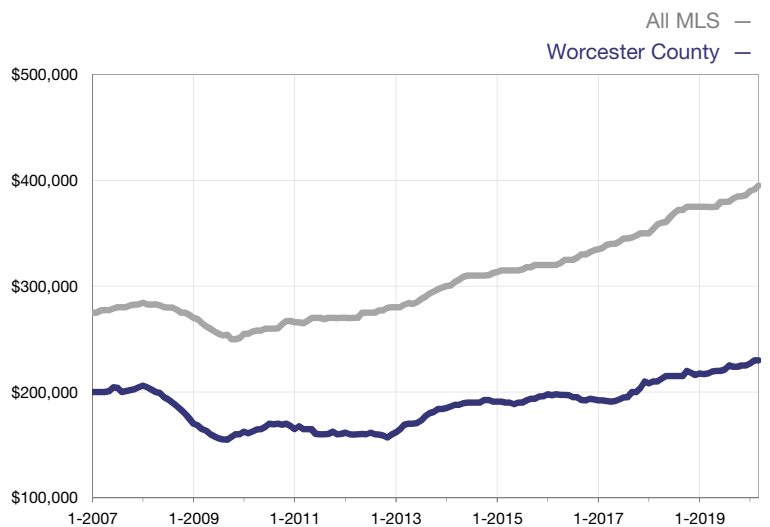
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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