

Local Market Update – April 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

- 14.7%

+ 8.8%

- 38.7%

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

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	907	656	-27.7%	2,834	2,660	-6.1%
Closed Sales	661	578	-12.6%	2,208	2,162	-2.1%
Median Sales Price*	\$304,000	\$325,000	+ 6.9%	\$285,000	\$310,800	+ 9.1%
Inventory of Homes for Sale	1,947	1,206	-38.1%	--	--	--
Months Supply of Inventory	2.5	1.6	-36.0%	--	--	--
Cumulative Days on Market Until Sale	71	54	-23.9%	75	66	-12.0%
Percent of Original List Price Received*	97.1%	98.8%	+ 1.8%	95.9%	97.1%	+ 1.3%
New Listings	1,282	725	-43.4%	3,583	3,150	-12.1%

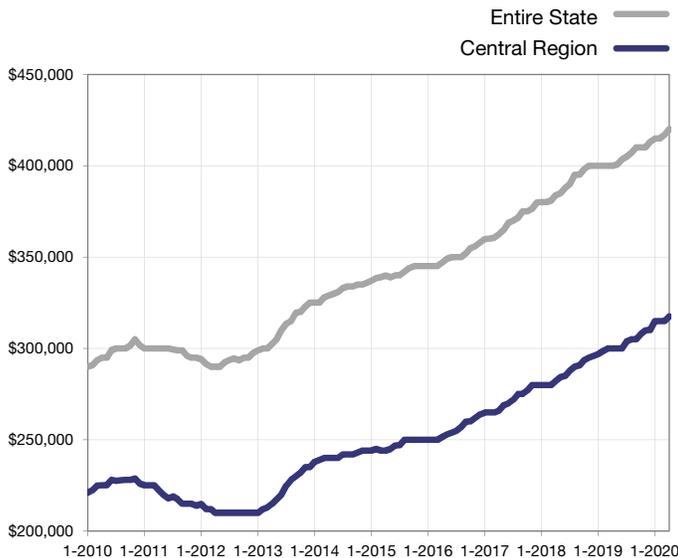
Condominium Properties

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	181	122	-32.6%	589	564	-4.2%
Closed Sales	139	114	-18.0%	484	480	-0.8%
Median Sales Price*	\$227,000	\$250,000	+ 10.1%	\$209,900	\$239,750	+ 14.2%
Inventory of Homes for Sale	365	254	-30.4%	--	--	--
Months Supply of Inventory	2.2	1.6	-27.3%	--	--	--
Cumulative Days on Market Until Sale	60	64	+ 6.7%	64	64	0.0%
Percent of Original List Price Received*	99.4%	99.3%	-0.1%	98.0%	98.4%	+ 0.4%
New Listings	218	135	-38.1%	731	664	-9.2%

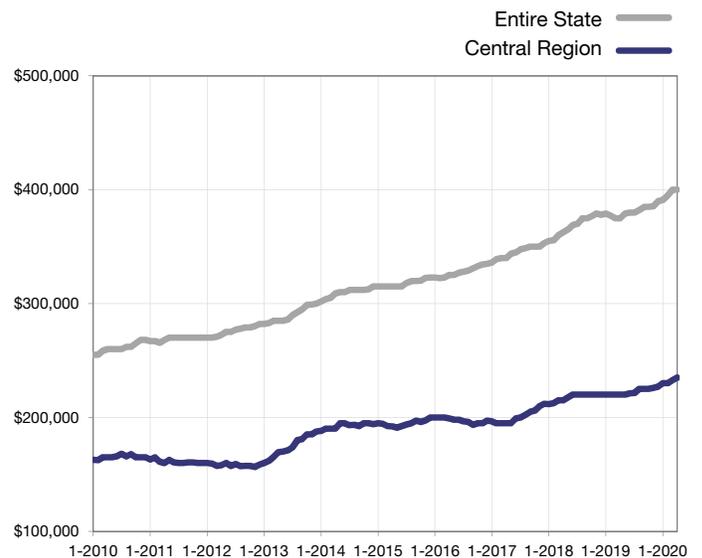
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

- 26.2%

+ 15.0%

- 40.2%

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

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	884	490	-44.6%	2,635	2,104	-20.2%
Closed Sales	593	476	-19.7%	2,030	1,808	-10.9%
Median Sales Price*	\$445,000	\$499,450	+ 12.2%	\$439,000	\$480,000	+ 9.3%
Inventory of Homes for Sale	1,475	850	-42.4%	--	--	--
Months Supply of Inventory	2.0	1.2	-40.0%	--	--	--
Cumulative Days on Market Until Sale	59	39	-33.9%	65	54	-16.9%
Percent of Original List Price Received*	98.1%	100.3%	+ 2.2%	96.7%	98.2%	+ 1.6%
New Listings	1,205	583	-51.6%	3,332	2,576	-22.7%

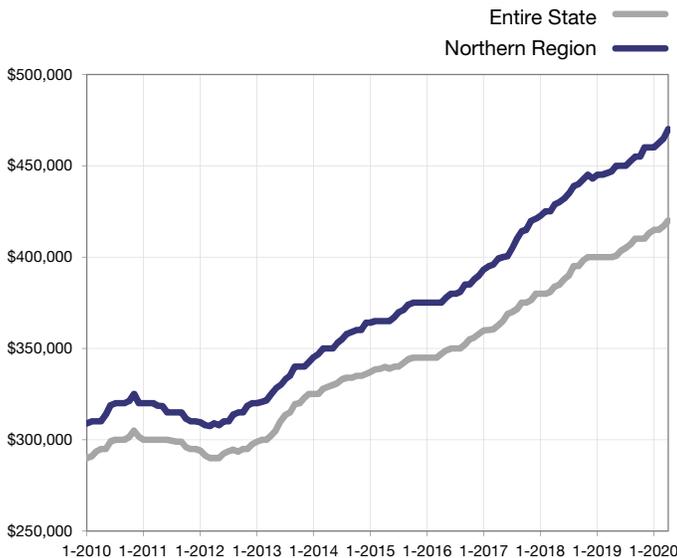
Condominium Properties

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	377	173	-54.1%	1,292	951	-26.4%
Closed Sales	338	223	-34.0%	1,015	876	-13.7%
Median Sales Price*	\$299,950	\$326,500	+ 8.9%	\$293,500	\$319,950	+ 9.0%
Inventory of Homes for Sale	588	396	-32.7%	--	--	--
Months Supply of Inventory	1.8	1.3	-27.8%	--	--	--
Cumulative Days on Market Until Sale	57	45	-21.1%	57	53	-7.0%
Percent of Original List Price Received*	98.7%	100.7%	+ 2.0%	98.0%	99.1%	+ 1.1%
New Listings	456	220	-51.8%	1,505	1,160	-22.9%

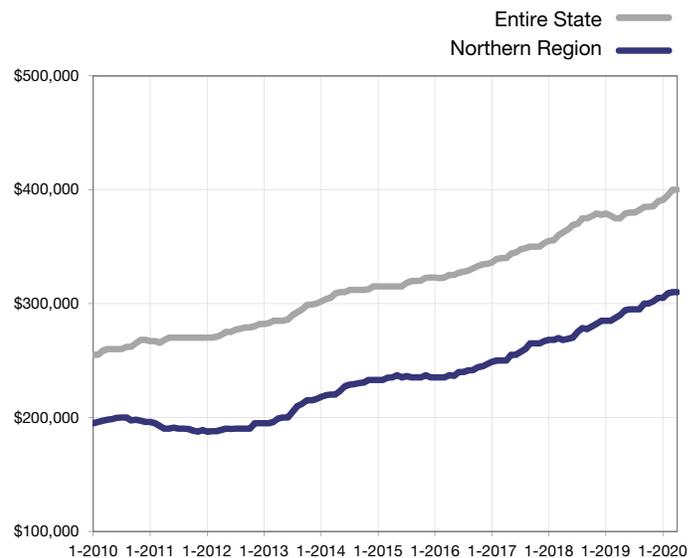
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

- 16.5%

+ 16.7%

- 40.5%

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

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

Single-Family Properties

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	575	385	-33.0%	1,826	1,736	-4.9%
Closed Sales	386	358	-7.3%	1,449	1,468	+ 1.3%
Median Sales Price*	\$327,250	\$360,000	+ 10.0%	\$315,000	\$340,000	+ 7.9%
Inventory of Homes for Sale	1,461	894	-38.8%	--	--	--
Months Supply of Inventory	3.0	1.8	-40.0%	--	--	--
Cumulative Days on Market Until Sale	71	61	-14.1%	77	69	-10.4%
Percent of Original List Price Received*	96.8%	98.1%	+ 1.3%	95.8%	97.1%	+ 1.4%
New Listings	773	416	-46.2%	2,309	2,014	-12.8%

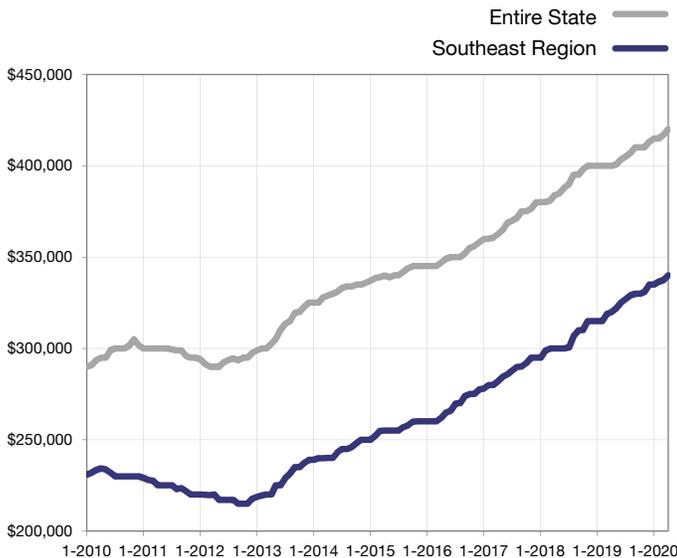
Condominium Properties

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	73	67	-8.2%	309	257	-16.8%
Closed Sales	84	48	-42.9%	258	229	-11.2%
Median Sales Price*	\$220,000	\$250,000	+ 13.6%	\$205,000	\$240,000	+ 17.1%
Inventory of Homes for Sale	214	132	-38.3%	--	--	--
Months Supply of Inventory	2.6	1.7	-34.6%	--	--	--
Cumulative Days on Market Until Sale	61	41	-32.8%	70	55	-21.4%
Percent of Original List Price Received*	98.1%	98.2%	+ 0.1%	96.9%	97.2%	+ 0.3%
New Listings	95	68	-28.4%	382	329	-13.9%

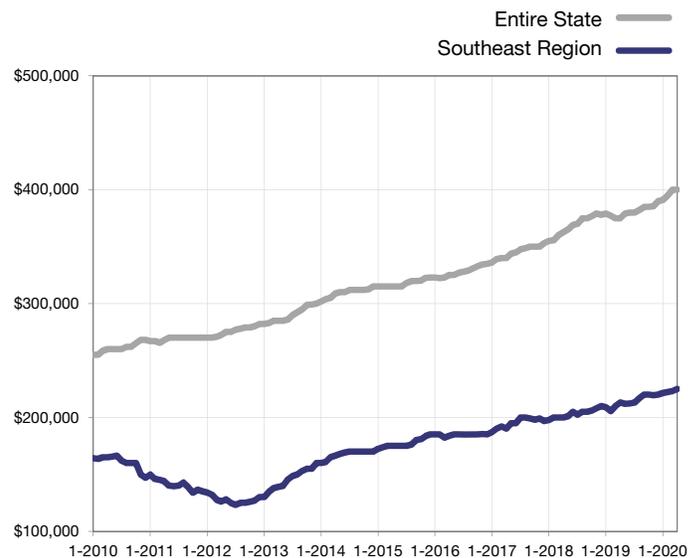
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Single-Family Properties



Condominium Properties



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West Region

- 26.0%

+ 8.7%

- 37.3%

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

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	693	518	-25.3%	2,278	2,100	-7.8%
Closed Sales	595	441	-25.9%	1,804	1,730	-4.1%
Median Sales Price*	\$222,250	\$240,000	+ 8.0%	\$210,000	\$224,900	+ 7.1%
Inventory of Homes for Sale	2,330	1,454	-37.6%	--	--	--
Months Supply of Inventory	3.7	2.3	-37.8%	--	--	--
Cumulative Days on Market Until Sale	89	65	-27.0%	89	80	-10.1%
Percent of Original List Price Received*	94.9%	97.7%	+ 3.0%	93.9%	95.2%	+ 1.4%
New Listings	990	539	-45.6%	3,010	2,447	-18.7%

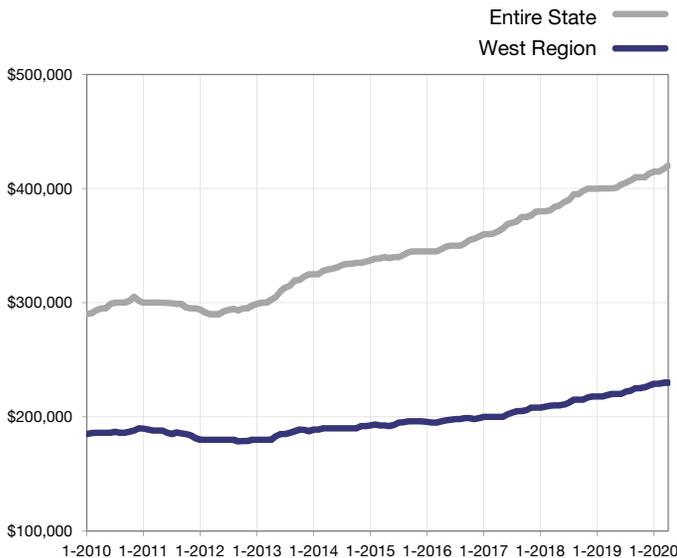
Condominium Properties

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	102	51	-50.0%	349	246	-29.5%
Closed Sales	85	76	-10.6%	278	226	-18.7%
Median Sales Price*	\$158,500	\$165,000	+ 4.1%	\$158,500	\$160,500	+ 1.3%
Inventory of Homes for Sale	408	265	-35.0%	--	--	--
Months Supply of Inventory	4.6	3.1	-32.6%	--	--	--
Cumulative Days on Market Until Sale	84	73	-13.1%	97	79	-18.6%
Percent of Original List Price Received*	95.4%	97.8%	+ 2.5%	95.5%	96.0%	+ 0.5%
New Listings	151	52	-65.6%	475	325	-31.6%

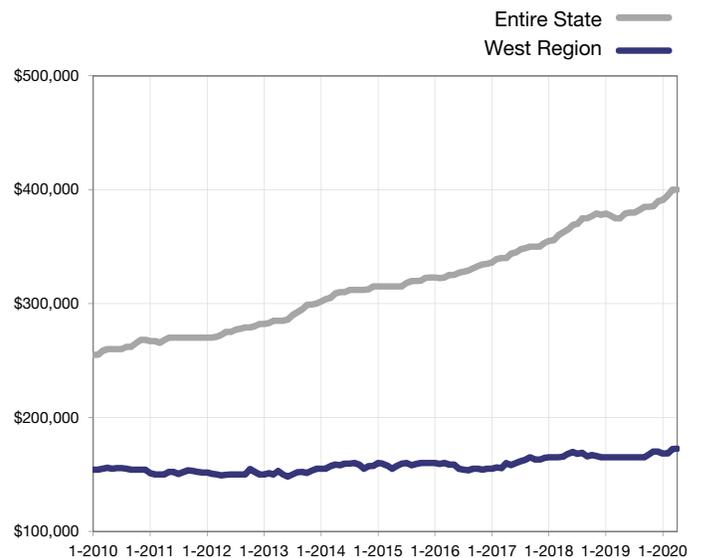
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