

Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Berkshire County Board of REALTORS®

+ 33.8%

+ 40.9%

- 50.2%

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

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	170	211	+ 24.1%	876	980	+ 11.9%
Closed Sales	145	195	+ 34.5%	734	752	+ 2.5%
Median Sales Price*	\$220,000	\$305,000	+ 38.6%	\$218,500	\$230,000	+ 5.3%
Inventory of Homes for Sale	1,072	527	- 50.8%	--	--	--
Months Supply of Inventory	8.8	4.2	- 52.2%	--	--	--
Cumulative Days on Market Until Sale	73	84	+ 15.9%	92	98	+ 6.8%
Percent of Original List Price Received*	94.0%	95.7%	+ 1.8%	92.4%	93.2%	+ 0.9%
New Listings	245	236	- 3.7%	1,500	1,160	- 22.7%

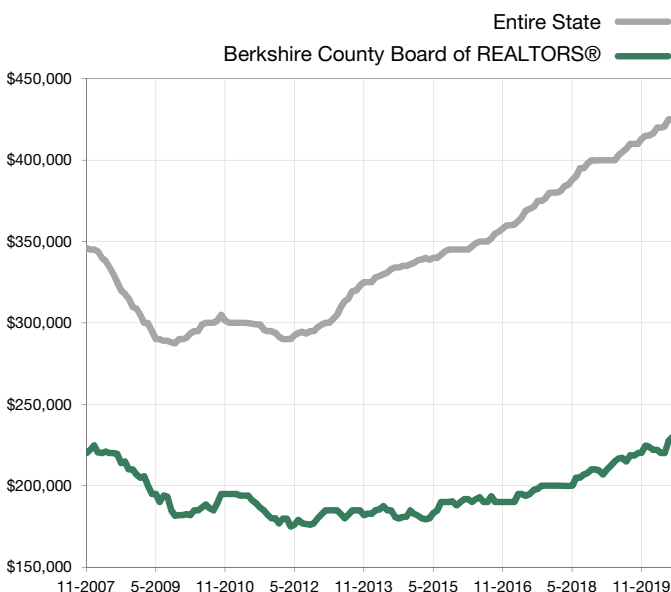
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	26	22	- 15.4%	105	90	- 14.3%
Closed Sales	15	19	+ 26.7%	70	73	+ 4.3%
Median Sales Price*	\$194,000	\$375,000	+ 93.3%	\$189,000	\$340,000	+ 79.9%
Inventory of Homes for Sale	197	105	- 46.7%	--	--	--
Months Supply of Inventory	16.2	7.0	- 56.5%	--	--	--
Cumulative Days on Market Until Sale	115	82	- 28.2%	111	140	+ 26.1%
Percent of Original List Price Received*	93.9%	94.0%	+ 0.1%	93.3%	92.5%	- 0.8%
New Listings	24	25	+ 4.2%	193	125	- 35.2%

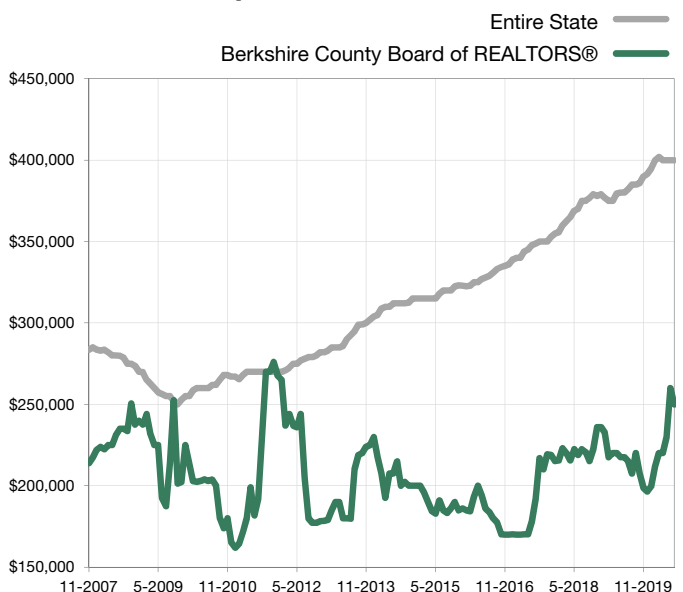
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Cape Cod & Islands Association of REALTORS®, Inc.

+ 55.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 17.8%

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

- 48.5%

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

Single-Family Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	520	867	+ 66.7%	3,306	3,671	+ 11.0%
Closed Sales	448	735	+ 64.1%	3,014	2,976	- 1.3%
Median Sales Price*	\$431,250	\$489,000	+ 13.4%	\$420,000	\$450,000	+ 7.1%
Inventory of Homes for Sale	2,833	1,365	- 51.8%	--	--	--
Months Supply of Inventory	6.1	3.0	- 50.4%	--	--	--
Cumulative Days on Market Until Sale	104	107	+ 2.4%	109	109	+ 0.6%
Percent of Original List Price Received*	94.7%	95.3%	+ 0.6%	94.1%	94.6%	+ 0.5%
New Listings	688	731	+ 6.3%	4,896	4,164	- 15.0%

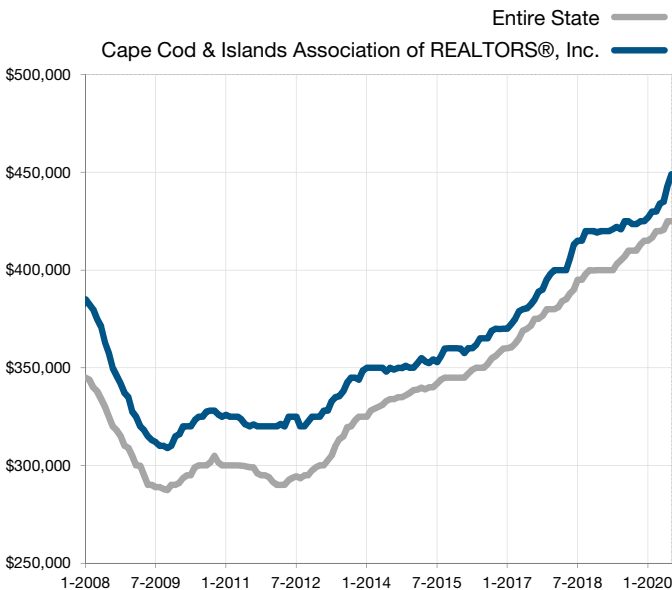
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	135	212	+ 57.0%	760	813	+ 7.0%
Closed Sales	108	130	+ 20.4%	664	648	- 2.4%
Median Sales Price*	\$264,500	\$327,000	+ 23.6%	\$275,000	\$302,500	+ 10.0%
Inventory of Homes for Sale	665	435	- 34.6%	--	--	--
Months Supply of Inventory	6.4	4.1	- 35.2%	--	--	--
Cumulative Days on Market Until Sale	87	107	+ 22.8%	103	109	+ 5.9%
Percent of Original List Price Received*	95.8%	95.4%	- 0.4%	94.7%	95.6%	+ 1.0%
New Listings	125	168	+ 34.4%	1,149	998	- 13.1%

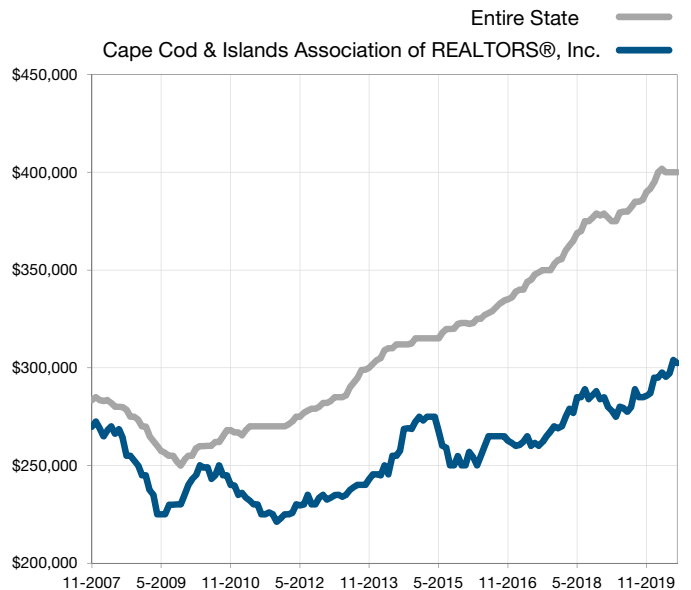
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Greater Boston Association of REALTORS®

Single-Family Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	1,186	1,582	+ 33.4%	8,740	8,097	- 7.4%
Closed Sales	1,681	1,562	- 7.1%	7,663	6,622	- 13.6%
Median Sales Price*	\$655,000	\$699,950	+ 6.9%	\$627,000	\$660,000	+ 5.3%
Inventory of Homes for Sale	2,892	1,646	- 43.1%	--	--	--
Months Supply of Inventory	2.5	1.6	- 36.0%	--	--	--
Cumulative Days on Market Until Sale	38	36	- 5.3%	48	48	0.0%
Percent of Original List Price Received*	99.2%	100.2%	+ 1.0%	98.7%	98.9%	+ 0.2%
New Listings	1,314	1,716	+ 30.6%	11,501	9,796	- 14.8%

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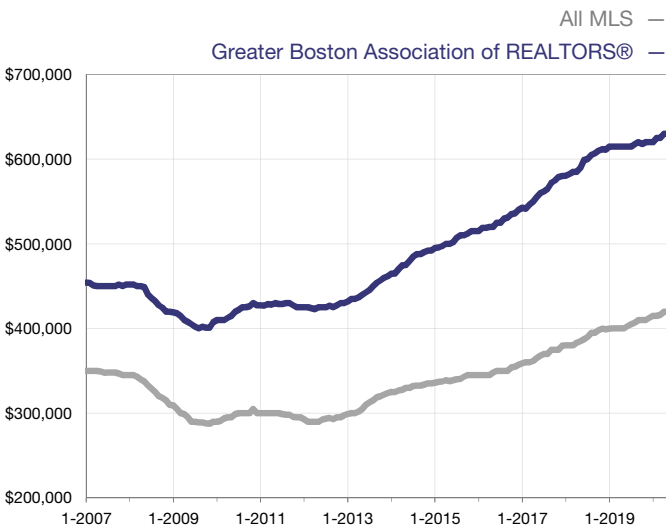
Condominium Properties

Key Metrics	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	932	1,149	+ 23.3%	7,254	6,209	- 14.4%
Closed Sales	1,168	1,104	- 5.5%	6,270	5,343	- 14.8%
Median Sales Price*	\$580,000	\$591,250	+ 1.9%	\$575,000	\$590,000	+ 2.6%
Inventory of Homes for Sale	2,436	2,392	- 1.8%	--	--	--
Months Supply of Inventory	2.7	2.9	+ 7.4%	--	--	--
Cumulative Days on Market Until Sale	38	42	+ 10.5%	46	51	+ 10.9%
Percent of Original List Price Received*	99.5%	99.2%	- 0.3%	99.2%	98.8%	- 0.4%
New Listings	1,088	1,718	+ 57.9%	9,684	8,934	- 7.7%

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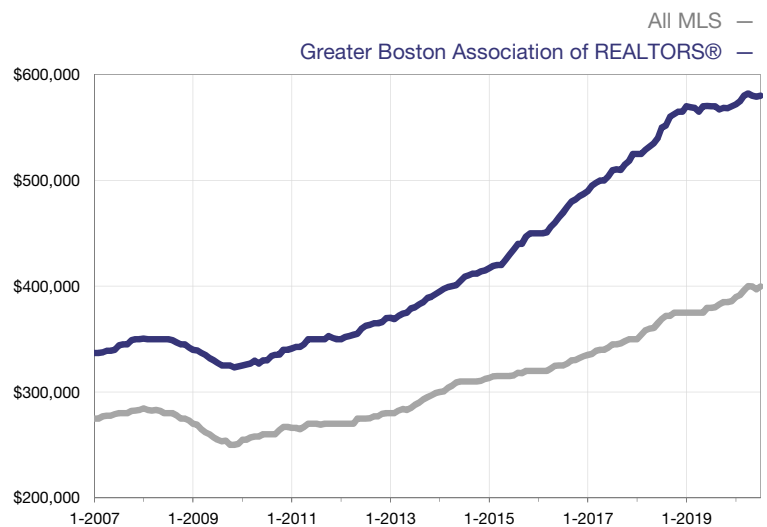
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Newburyport REALTORS®

- 6.3%

+ 7.0%

- 44.9%

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

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	85	101	+ 18.8%	504	438	- 13.1%
Closed Sales	103	86	- 16.5%	445	354	- 20.4%
Median Sales Price*	\$537,500	\$579,250	+ 7.8%	\$532,500	\$543,500	+ 2.1%
Inventory of Homes for Sale	183	88	- 51.9%	--	--	--
Months Supply of Inventory	2.9	1.5	- 48.9%	--	--	--
Cumulative Days on Market Until Sale	50	51	+ 1.4%	57	57	- 0.8%
Percent of Original List Price Received*	98.2%	97.5%	- 0.7%	97.2%	97.3%	+ 0.2%
New Listings	84	89	+ 6.0%	683	529	- 22.5%

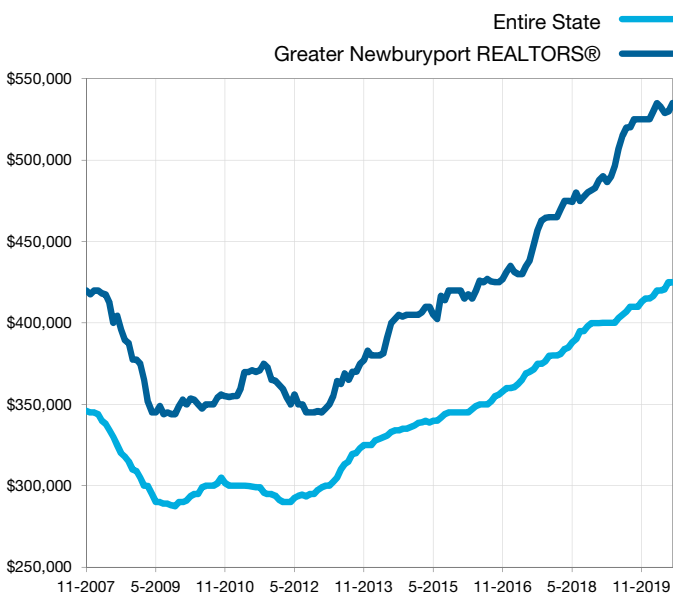
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	36	62	+ 72.2%	251	259	+ 3.2%
Closed Sales	41	49	+ 19.5%	238	209	- 12.2%
Median Sales Price*	\$340,000	\$420,000	+ 23.5%	\$363,500	\$389,900	+ 7.3%
Inventory of Homes for Sale	104	70	- 32.7%	--	--	--
Months Supply of Inventory	3.0	2.1	- 30.0%	--	--	--
Cumulative Days on Market Until Sale	39	48	+ 24.0%	53	51	- 3.6%
Percent of Original List Price Received*	98.1%	99.9%	+ 1.9%	98.2%	99.2%	+ 1.0%
New Listings	46	60	+ 30.4%	338	346	+ 2.4%

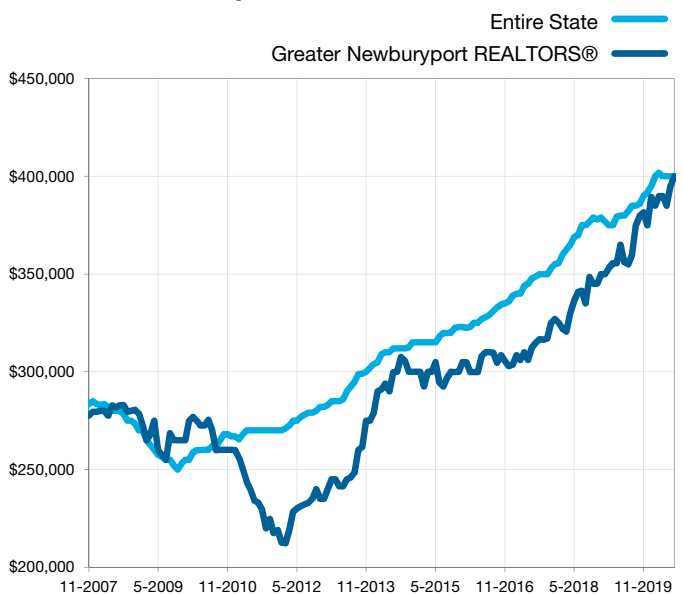
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 9.1%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 15.7%

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

- 60.8%

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

Single-Family Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	265	318	+ 20.0%	1,711	1,824	+ 6.6%
Closed Sales	284	311	+ 9.5%	1,515	1,477	- 2.5%
Median Sales Price*	\$295,000	\$335,000	+ 13.6%	\$270,000	\$310,775	+ 15.1%
Inventory of Homes for Sale	803	293	- 63.5%	--	--	--
Months Supply of Inventory	3.4	1.2	- 63.6%	--	--	--
Cumulative Days on Market Until Sale	54	57	+ 4.9%	62	58	- 5.0%
Percent of Original List Price Received*	98.9%	99.1%	+ 0.2%	97.3%	98.1%	+ 0.8%
New Listings	345	306	- 11.3%	2,307	1,957	- 15.2%

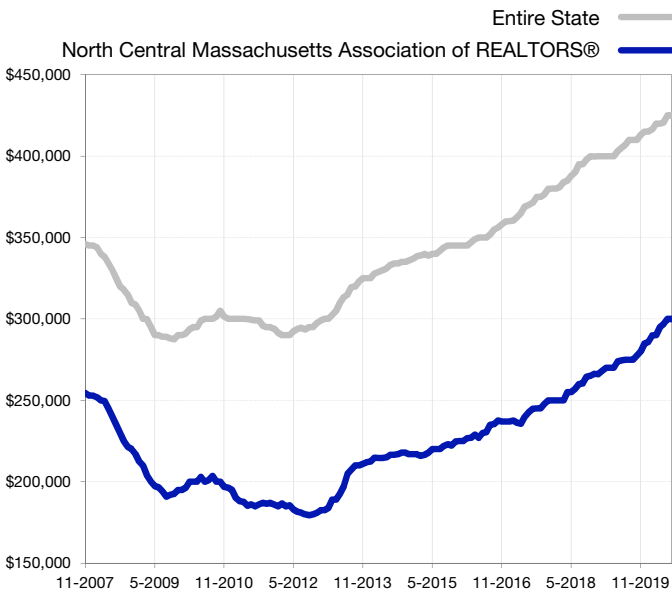
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	44	58	+ 31.8%	251	251	0.0%
Closed Sales	44	47	+ 6.8%	220	214	- 2.7%
Median Sales Price*	\$175,150	\$203,000	+ 15.9%	\$180,000	\$209,250	+ 16.3%
Inventory of Homes for Sale	71	50	- 29.6%	--	--	--
Months Supply of Inventory	2.0	1.5	- 25.3%	--	--	--
Cumulative Days on Market Until Sale	40	45	+ 13.9%	45	57	+ 26.0%
Percent of Original List Price Received*	98.5%	99.4%	+ 0.9%	98.4%	99.0%	+ 0.6%
New Listings	47	64	+ 36.2%	319	293	- 8.2%

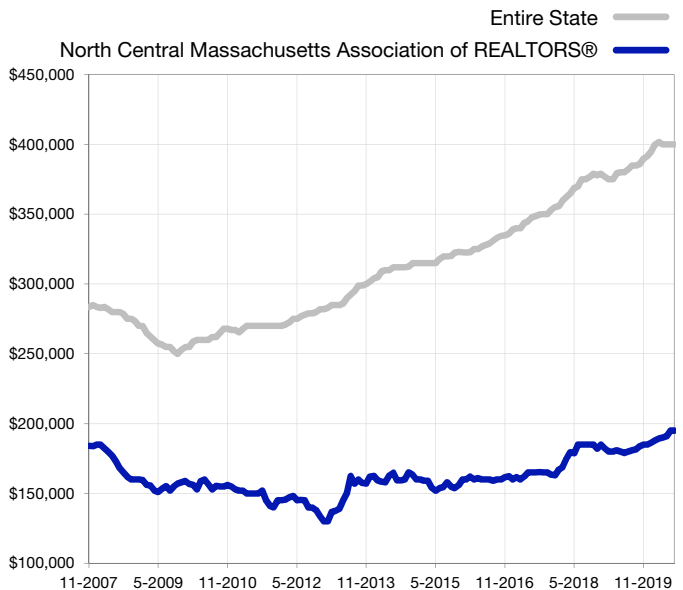
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Shore Association of REALTORS®

- 4.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 10.6%

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

- 49.3%

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

Single-Family Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	394	447	+ 13.5%	2,513	2,280	- 9.3%
Closed Sales	460	420	- 8.7%	2,201	1,864	- 15.3%
Median Sales Price*	\$489,950	\$539,500	+ 10.1%	\$460,000	\$505,500	+ 9.9%
Inventory of Homes for Sale	811	393	- 51.5%	--	--	--
Months Supply of Inventory	2.4	1.3	- 46.9%	--	--	--
Cumulative Days on Market Until Sale	44	33	- 24.9%	54	44	- 18.1%
Percent of Original List Price Received*	99.0%	101.1%	+ 2.1%	97.8%	99.2%	+ 1.4%
New Listings	415	456	+ 9.9%	3,103	2,556	- 17.6%

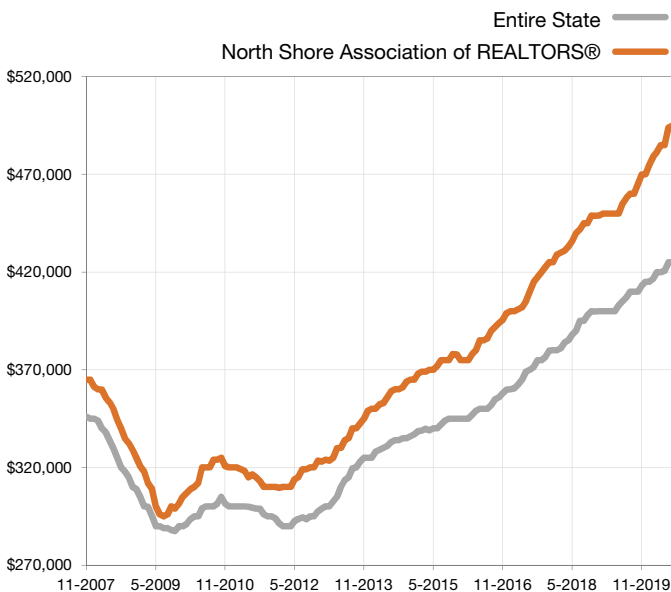
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	181	229	+ 26.5%	1,186	1,044	- 12.0%
Closed Sales	178	188	+ 5.6%	1,029	874	- 15.1%
Median Sales Price*	\$315,000	\$348,000	+ 10.5%	\$314,900	\$340,000	+ 8.0%
Inventory of Homes for Sale	349	195	- 44.1%	--	--	--
Months Supply of Inventory	2.3	1.3	- 41.9%	--	--	--
Cumulative Days on Market Until Sale	37	45	+ 22.2%	50	52	+ 4.7%
Percent of Original List Price Received*	99.3%	99.9%	+ 0.7%	98.6%	99.3%	+ 0.8%
New Listings	212	222	+ 4.7%	1,433	1,177	- 17.9%

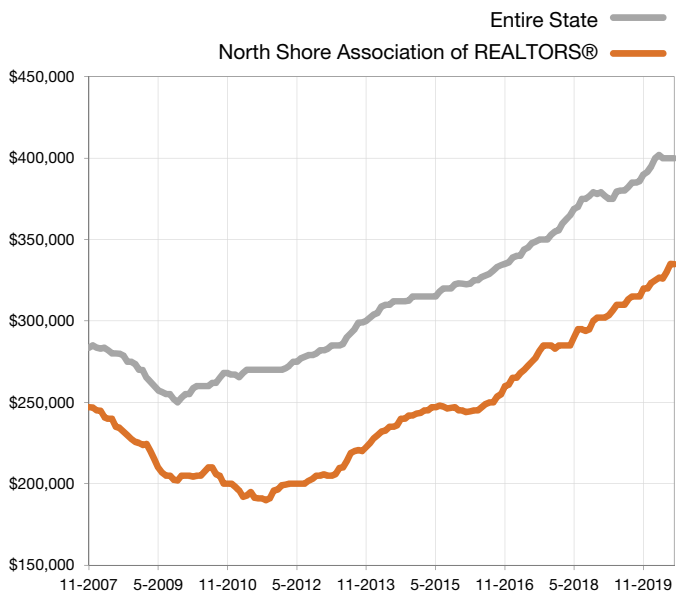
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Northeast Association of REALTORS®

- 5.5%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 4.9%

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

- 51.7%

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

Single-Family Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	377	447	+ 18.6%	2,518	2,218	- 11.9%
Closed Sales	469	422	- 10.0%	2,183	1,798	- 17.6%
Median Sales Price*	\$480,000	\$500,000	+ 4.2%	\$450,000	\$475,750	+ 5.7%
Inventory of Homes for Sale	681	328	- 51.8%	--	--	--
Months Supply of Inventory	2.1	1.1	- 47.3%	--	--	--
Cumulative Days on Market Until Sale	35	31	- 11.3%	49	43	- 13.5%
Percent of Original List Price Received*	99.3%	101.2%	+ 1.9%	98.4%	99.7%	+ 1.3%
New Listings	401	445	+ 11.0%	3,099	2,519	- 18.7%

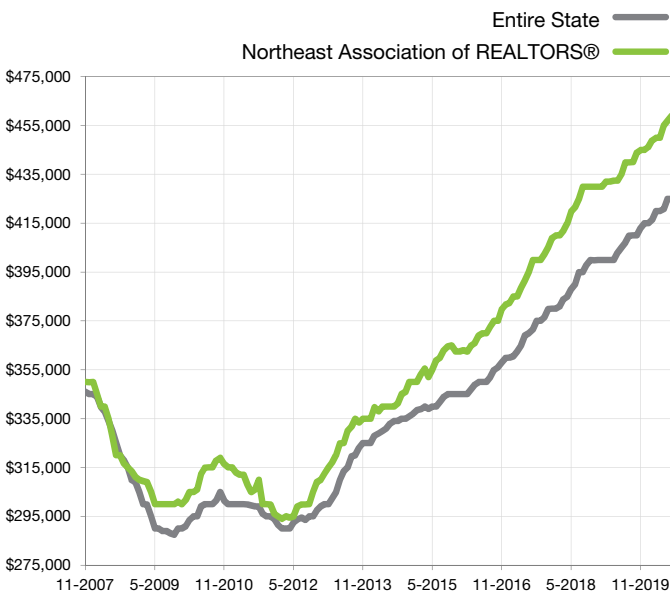
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	138	171	+ 23.9%	995	873	- 12.3%
Closed Sales	149	162	+ 8.7%	879	715	- 18.7%
Median Sales Price*	\$259,000	\$286,500	+ 10.6%	\$264,000	\$290,000	+ 9.8%
Inventory of Homes for Sale	239	116	- 51.5%	--	--	--
Months Supply of Inventory	1.8	1.0	- 45.4%	--	--	--
Cumulative Days on Market Until Sale	34	41	+ 18.0%	45	43	- 3.1%
Percent of Original List Price Received*	99.9%	99.6%	- 0.3%	99.2%	99.6%	+ 0.4%
New Listings	160	153	- 4.4%	1,143	979	- 14.3%

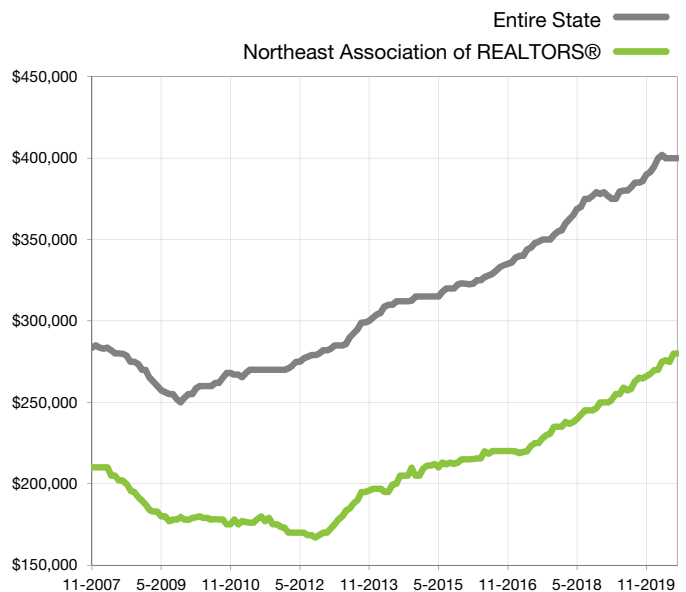
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

+ 4.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.4%

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

- 53.3%

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

Single-Family Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	597	741	+ 24.1%	3,955	3,870	- 2.1%
Closed Sales	660	694	+ 5.2%	3,440	3,181	- 7.5%
Median Sales Price*	\$334,000	\$370,000	+ 10.8%	\$320,000	\$340,000	+ 6.3%
Inventory of Homes for Sale	1,509	693	- 54.1%	--	--	--
Months Supply of Inventory	2.9	1.4	- 52.8%	--	--	--
Cumulative Days on Market Until Sale	46	42	- 8.4%	62	54	- 12.5%
Percent of Original List Price Received*	98.3%	99.3%	+ 1.0%	97.5%	98.2%	+ 0.8%
New Listings	677	723	+ 6.8%	5,117	4,344	- 15.1%

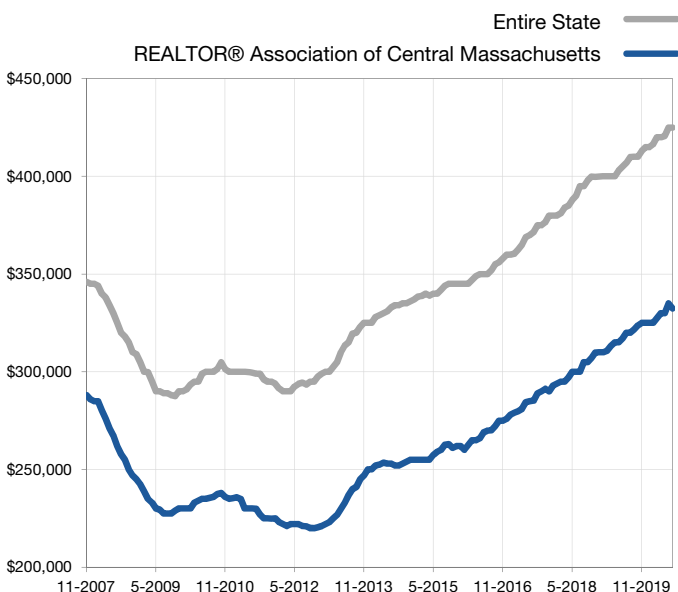
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	166	180	+ 8.4%	935	928	- 0.7%
Closed Sales	142	142	0.0%	805	738	- 8.3%
Median Sales Price*	\$232,500	\$250,000	+ 7.5%	\$235,000	\$250,000	+ 6.4%
Inventory of Homes for Sale	341	171	- 49.9%	--	--	--
Months Supply of Inventory	2.7	1.4	- 47.2%	--	--	--
Cumulative Days on Market Until Sale	51	46	- 10.1%	58	55	- 5.0%
Percent of Original List Price Received*	98.9%	98.0%	- 0.9%	98.6%	98.6%	- 0.0%
New Listings	175	158	- 9.7%	1,171	1,034	- 11.7%

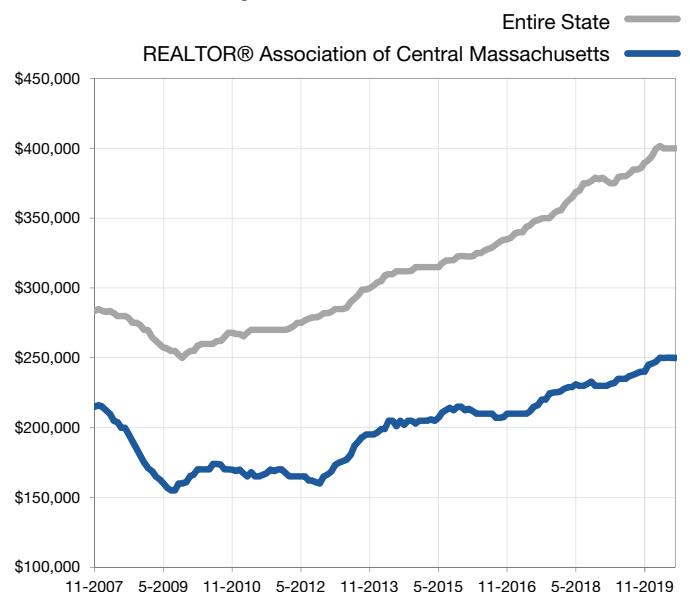
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Pioneer Valley

+ 2.7%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.3%

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

- 54.2%

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

Single-Family Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	619	727	+ 17.4%	3,750	3,728	- 0.6%
Closed Sales	648	668	+ 3.1%	3,274	3,029	- 7.5%
Median Sales Price*	\$239,900	\$255,750	+ 6.6%	\$225,000	\$239,250	+ 6.3%
Inventory of Homes for Sale	1,699	764	- 55.0%	--	--	--
Months Supply of Inventory	3.4	1.6	- 53.8%	--	--	--
Cumulative Days on Market Until Sale	53	48	- 9.6%	72	63	- 12.3%
Percent of Original List Price Received*	97.4%	99.0%	+ 1.6%	96.2%	97.4%	+ 1.2%
New Listings	776	716	- 7.7%	4,897	4,090	- 16.5%

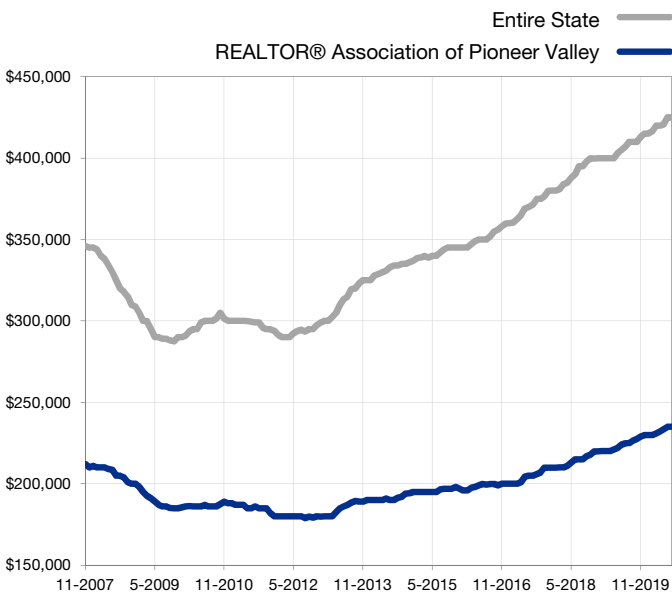
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	81	113	+ 39.5%	565	488	- 13.6%
Closed Sales	88	88	0.0%	504	400	- 20.6%
Median Sales Price*	\$181,500	\$169,450	- 6.6%	\$165,000	\$164,950	- 0.0%
Inventory of Homes for Sale	203	107	- 47.3%	--	--	--
Months Supply of Inventory	2.7	1.6	- 40.4%	--	--	--
Cumulative Days on Market Until Sale	52	64	+ 23.6%	76	62	- 18.0%
Percent of Original List Price Received*	97.4%	97.7%	+ 0.3%	96.6%	97.4%	+ 0.8%
New Listings	86	85	- 1.2%	643	520	- 19.1%

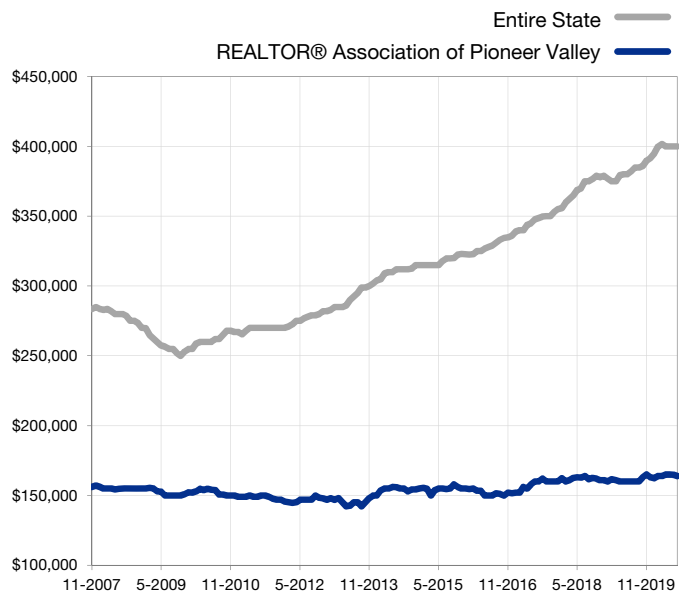
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Realtor® Association of Southeastern Massachusetts

+ 6.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 1.5%

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

- 51.8%

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

Single-Family Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	464	599	+ 29.1%	2,986	3,007	+ 0.7%
Closed Sales	469	499	+ 6.4%	2,626	2,389	- 9.0%
Median Sales Price*	\$355,000	\$365,000	+ 2.8%	\$339,000	\$355,000	+ 4.7%
Inventory of Homes for Sale	1,296	618	- 52.3%	--	--	--
Months Supply of Inventory	3.2	1.6	- 49.5%	--	--	--
Cumulative Days on Market Until Sale	48	50	+ 4.4%	64	60	- 5.2%
Percent of Original List Price Received*	98.1%	99.2%	+ 1.1%	97.3%	97.9%	+ 0.7%
New Listings	585	629	+ 7.5%	3,835	3,355	- 12.5%

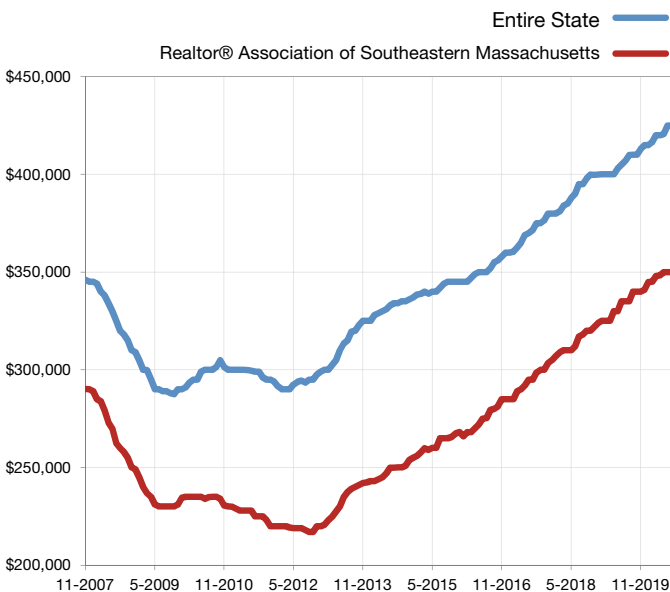
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	69	82	+ 18.8%	506	473	- 6.5%
Closed Sales	78	81	+ 3.8%	461	418	- 9.3%
Median Sales Price*	\$239,000	\$238,888	- 0.0%	\$222,750	\$240,000	+ 7.7%
Inventory of Homes for Sale	191	99	- 48.2%	--	--	--
Months Supply of Inventory	2.7	1.5	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	47	46	- 2.3%	58	50	- 13.9%
Percent of Original List Price Received*	97.3%	99.6%	+ 2.4%	97.6%	98.1%	+ 0.5%
New Listings	84	100	+ 19.0%	629	563	- 10.5%

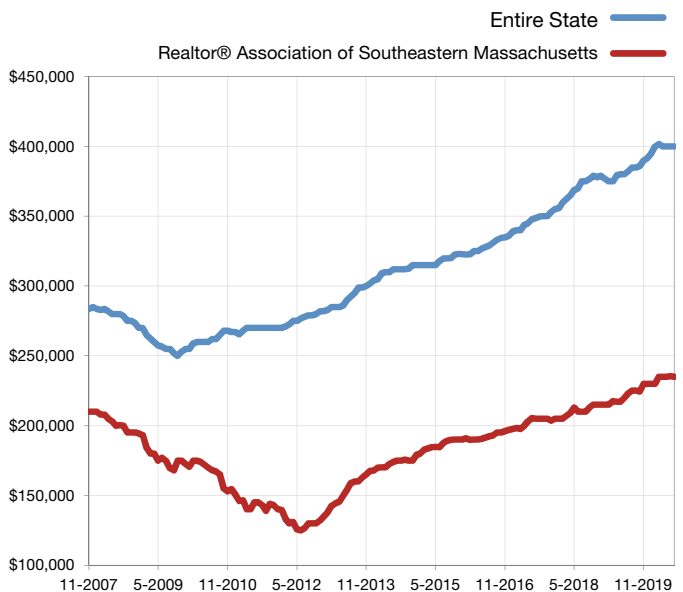
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



Greater Fall River Region

Resources. Relationships. Results.

South Shore REALTORS® Greater Fall River Region

- 9.3%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.4%

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

- 60.3%

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

Single-Family Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	104	130	+ 25.0%	642	694	+ 8.1%
Closed Sales	136	127	- 6.6%	578	581	+ 0.5%
Median Sales Price*	\$316,000	\$330,000	+ 4.4%	\$299,900	\$324,900	+ 8.3%
Inventory of Homes for Sale	352	132	- 62.5%	--	--	--
Months Supply of Inventory	4.0	1.5	- 64.0%	--	--	--
Cumulative Days on Market Until Sale	57	49	- 13.7%	77	67	- 13.6%
Percent of Original List Price Received*	96.1%	99.2%	+ 3.2%	95.4%	97.3%	+ 2.0%
New Listings	119	127	+ 6.7%	878	745	- 15.1%

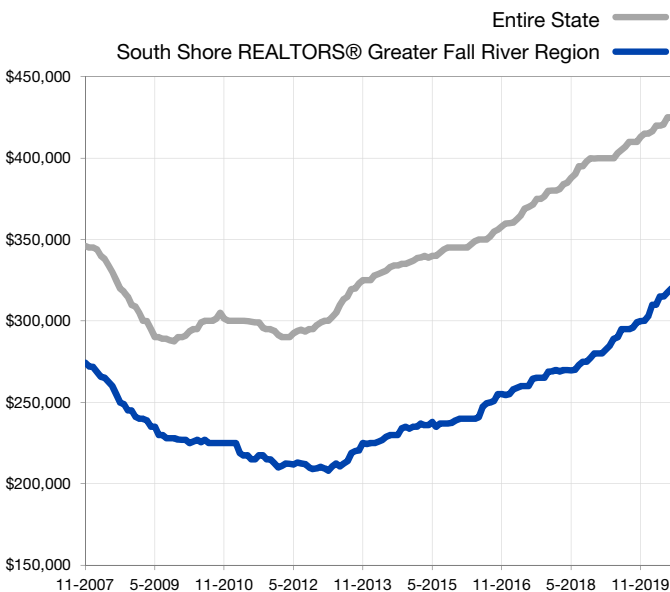
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	10	15	+ 50.0%	63	63	0.0%
Closed Sales	14	9	- 35.7%	58	53	- 8.6%
Median Sales Price*	\$155,500	\$220,000	+ 41.5%	\$162,000	\$170,100	+ 5.0%
Inventory of Homes for Sale	28	19	- 32.1%	--	--	--
Months Supply of Inventory	3.3	2.1	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	49	61	+ 24.9%	63	39	- 38.7%
Percent of Original List Price Received*	96.8%	98.6%	+ 1.9%	95.7%	96.2%	+ 0.6%
New Listings	14	17	+ 21.4%	82	90	+ 9.8%

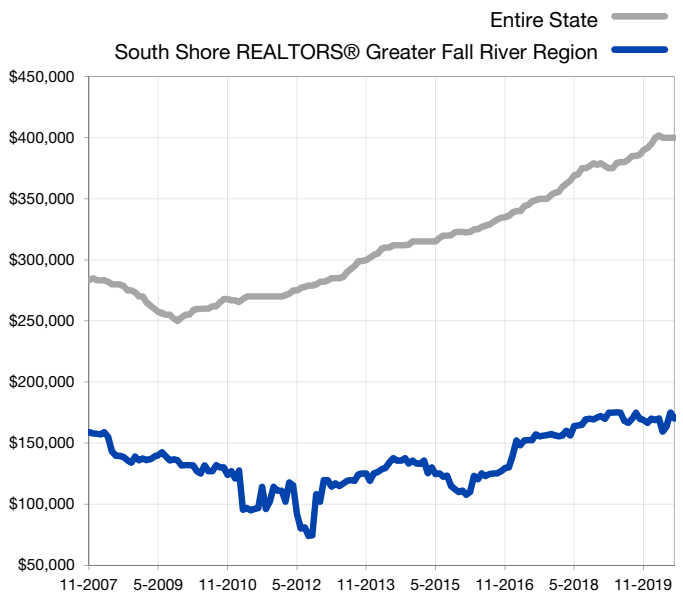
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

South Shore REALTORS®

- 2.8%

+ 9.0%

- 53.5%

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

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	594	770	+ 29.6%	3,752	3,775	+ 0.6%
Closed Sales	662	665	+ 0.5%	3,257	2,946	- 9.5%
Median Sales Price*	\$467,000	\$514,900	+ 10.3%	\$450,000	\$480,000	+ 6.7%
Inventory of Homes for Sale	1,589	681	- 57.1%	--	--	--
Months Supply of Inventory	3.2	1.4	- 55.1%	--	--	--
Cumulative Days on Market Until Sale	48	50	+ 4.2%	60	60	+ 0.1%
Percent of Original List Price Received*	97.7%	98.6%	+ 0.9%	97.3%	97.6%	+ 0.4%
New Listings	672	782	+ 16.4%	5,155	4,342	- 15.8%

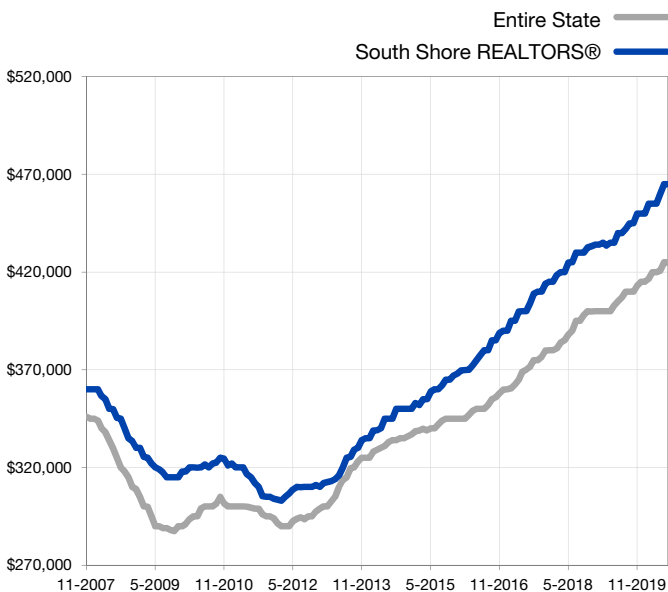
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	187	237	+ 26.7%	1,225	1,116	- 8.9%
Closed Sales	210	183	- 12.9%	1,122	932	- 16.9%
Median Sales Price*	\$344,500	\$375,000	+ 8.9%	\$340,001	\$369,900	+ 8.8%
Inventory of Homes for Sale	489	286	- 41.5%	--	--	--
Months Supply of Inventory	2.9	1.9	- 33.8%	--	--	--
Cumulative Days on Market Until Sale	53	63	+ 20.1%	60	64	+ 6.1%
Percent of Original List Price Received*	99.4%	99.2%	- 0.3%	98.5%	98.3%	- 0.1%
New Listings	228	246	+ 7.9%	1,598	1,385	- 13.3%

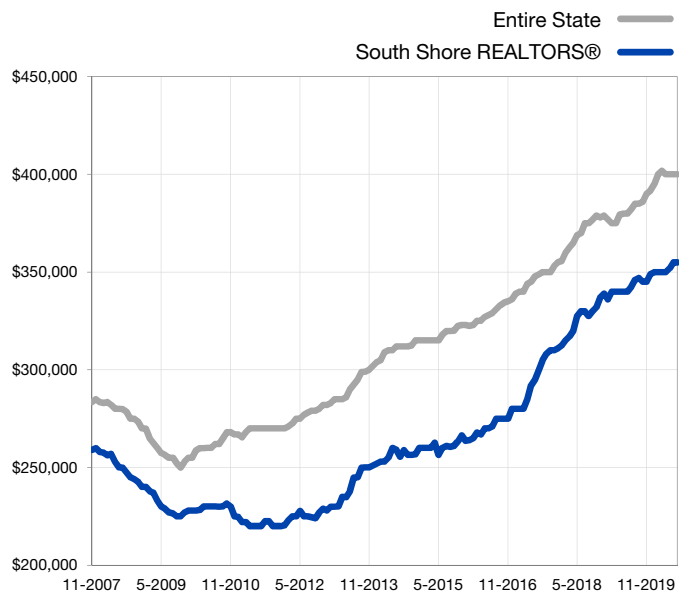
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Single-Family Properties



Condominium Properties



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