

# Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**+ 3.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 9.7%**

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

**- 53.5%**

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

### Single-Family Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	862	<b>1,059</b>	+ 22.9%	5,666	<b>5,694</b>	+ 0.5%
Closed Sales	944	<b>1,005</b>	+ 6.5%	4,955	<b>4,658</b>	-6.0%
Median Sales Price*	\$325,000	<b>\$364,500</b>	+ 12.2%	\$305,000	<b>\$330,000</b>	+ 8.2%
Inventory of Homes for Sale	2,312	<b>986</b>	-57.4%	--	--	--
Months Supply of Inventory	3.0	<b>1.3</b>	-56.7%	--	--	--
Cumulative Days on Market Until Sale	49	<b>47</b>	-4.1%	62	<b>56</b>	-9.7%
Percent of Original List Price Received*	98.5%	<b>99.2%</b>	+ 0.7%	97.4%	<b>98.2%</b>	+ 0.8%
New Listings	1,022	<b>1,029</b>	+ 0.7%	7,424	<b>6,301</b>	-15.1%

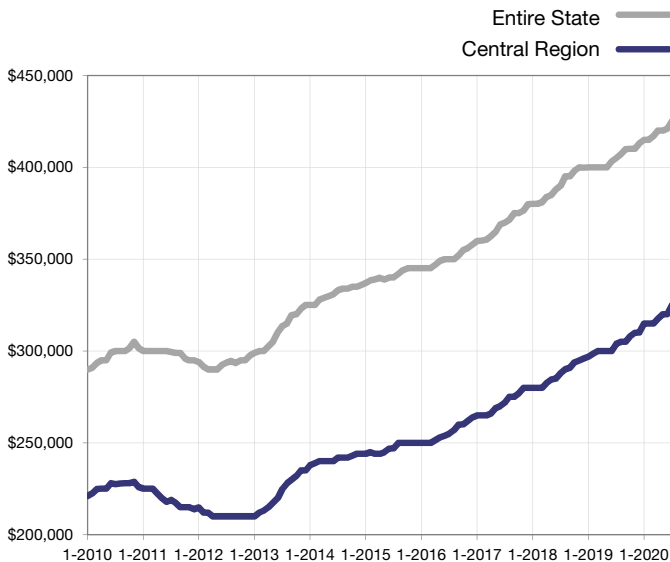
### Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	210	<b>238</b>	+ 13.3%	1,186	<b>1,179</b>	-0.6%
Closed Sales	186	<b>189</b>	+ 1.6%	1,025	<b>952</b>	-7.1%
Median Sales Price*	\$219,000	<b>\$235,000</b>	+ 7.3%	\$223,000	<b>\$241,600</b>	+ 8.3%
Inventory of Homes for Sale	412	<b>221</b>	-46.4%	--	--	--
Months Supply of Inventory	2.6	<b>1.4</b>	-46.2%	--	--	--
Cumulative Days on Market Until Sale	48	<b>46</b>	-4.2%	55	<b>55</b>	0.0%
Percent of Original List Price Received*	98.8%	<b>98.3%</b>	-0.5%	98.6%	<b>98.7%</b>	+ 0.1%
New Listings	222	<b>222</b>	0.0%	1,490	<b>1,327</b>	-10.9%

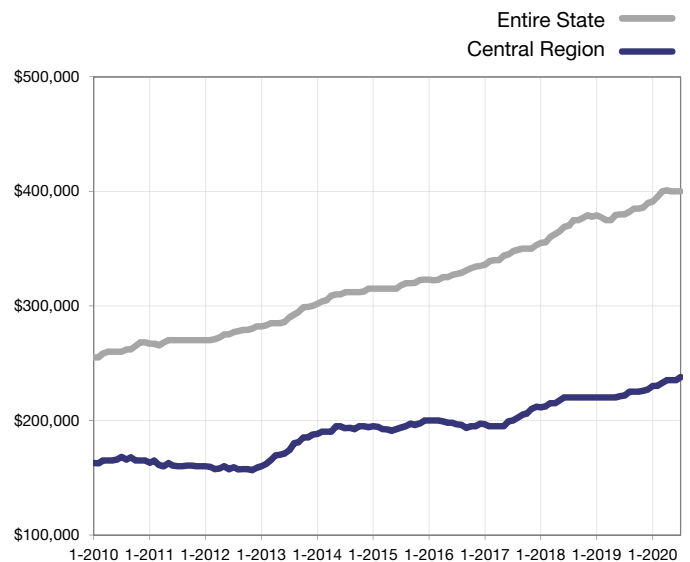
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Northern Region

**- 5.7%**

**+ 7.4%**

**- 50.4%**

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

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	856	<b>995</b>	+ 16.2%	5,535	<b>4,936</b>	-10.8%
Closed Sales	1,032	<b>928</b>	-10.1%	4,829	<b>4,016</b>	-16.8%
Median Sales Price*	\$490,000	<b>\$525,000</b>	+ 7.1%	\$460,000	<b>\$499,900</b>	+ 8.7%
Inventory of Homes for Sale	1,675	<b>809</b>	-51.7%	--	--	--
Months Supply of Inventory	2.3	<b>1.2</b>	-47.8%	--	--	--
Cumulative Days on Market Until Sale	41	<b>34</b>	-17.1%	52	<b>45</b>	-13.5%
Percent of Original List Price Received*	99.1%	<b>100.8%</b>	+ 1.7%	98.0%	<b>99.2%</b>	+ 1.2%
New Listings	900	<b>990</b>	+ 10.0%	6,885	<b>5,604</b>	-18.6%

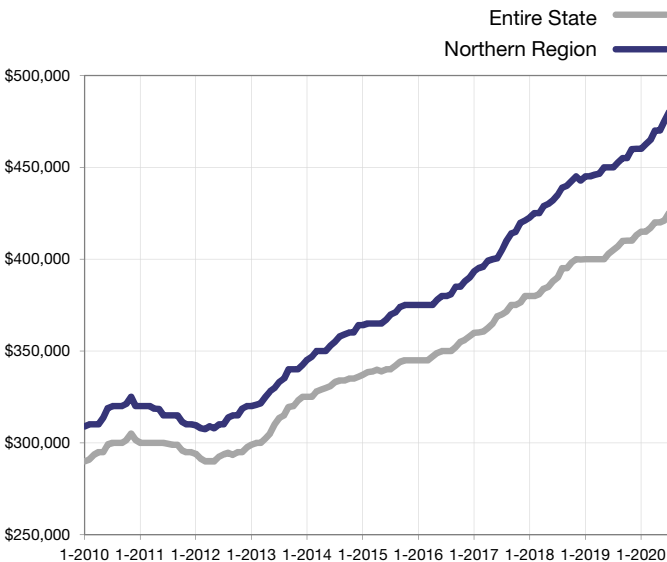
### Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	355	<b>462</b>	+ 30.1%	2,432	<b>2,176</b>	-10.5%
Closed Sales	368	<b>399</b>	+ 8.4%	2,146	<b>1,798</b>	-16.2%
Median Sales Price*	\$299,900	<b>\$335,000</b>	+ 11.7%	\$300,000	<b>\$326,000</b>	+ 8.7%
Inventory of Homes for Sale	692	<b>381</b>	-44.9%	--	--	--
Months Supply of Inventory	2.2	<b>1.3</b>	-40.9%	--	--	--
Cumulative Days on Market Until Sale	36	<b>44</b>	+ 22.2%	48	<b>48</b>	0.0%
Percent of Original List Price Received*	99.4%	<b>99.8%</b>	+ 0.4%	98.8%	<b>99.4%</b>	+ 0.6%
New Listings	418	<b>435</b>	+ 4.1%	2,914	<b>2,502</b>	-14.1%

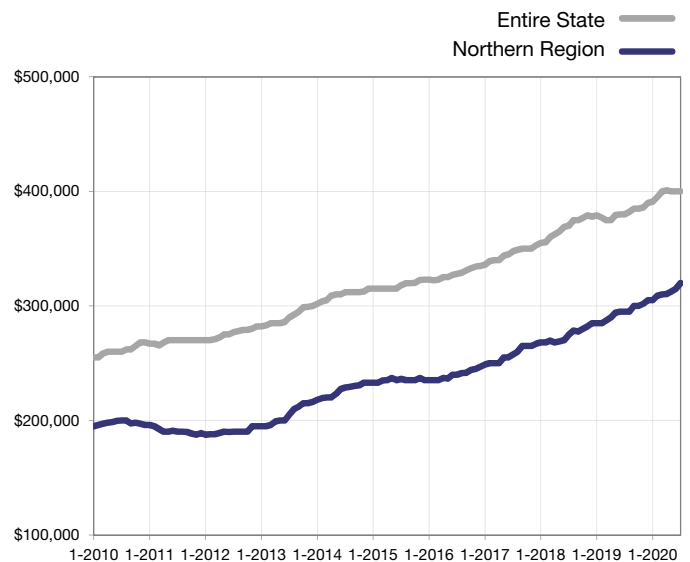
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Southeast Region

**+ 1.2%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 4.7%**

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

**- 53.7%**

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

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	568	<b>729</b>	+ 28.3%	3,628	<b>3,701</b>	+ 2.0%
Closed Sales	605	<b>626</b>	+ 3.5%	3,204	<b>2,970</b>	-7.3%
Median Sales Price*	\$350,000	<b>\$358,000</b>	+ 2.3%	\$330,000	<b>\$349,900</b>	+ 6.0%
Inventory of Homes for Sale	1,648	<b>750</b>	-54.5%	--	--	--
Months Supply of Inventory	3.3	<b>1.6</b>	-51.5%	--	--	--
Cumulative Days on Market Until Sale	50	<b>50</b>	0.0%	66	<b>62</b>	-6.1%
Percent of Original List Price Received*	97.7%	<b>99.2%</b>	+ 1.5%	96.9%	<b>97.8%</b>	+ 0.9%
New Listings	704	<b>756</b>	+ 7.4%	4,713	<b>4,100</b>	-13.0%

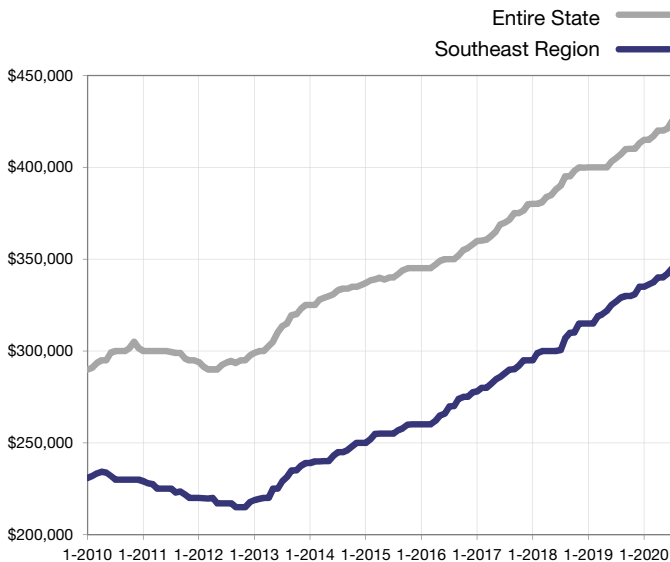
### Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	79	<b>97</b>	+ 22.8%	569	<b>536</b>	-5.8%
Closed Sales	92	<b>90</b>	-2.2%	519	<b>471</b>	-9.2%
Median Sales Price*	\$221,450	<b>\$237,444</b>	+ 7.2%	\$217,500	<b>\$235,000</b>	+ 8.0%
Inventory of Homes for Sale	219	<b>118</b>	-46.1%	--	--	--
Months Supply of Inventory	2.8	<b>1.6</b>	-42.9%	--	--	--
Cumulative Days on Market Until Sale	47	<b>47</b>	0.0%	58	<b>48</b>	-17.2%
Percent of Original List Price Received*	97.2%	<b>99.5%</b>	+ 2.4%	97.4%	<b>97.9%</b>	+ 0.5%
New Listings	98	<b>117</b>	+ 19.4%	711	<b>653</b>	-8.2%

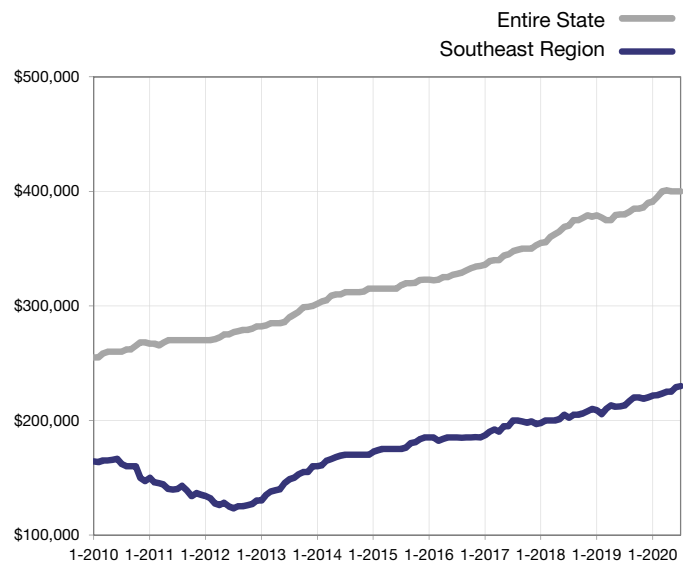
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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

### Single-Family Properties



### Condominium Properties



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®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## West Region

**+ 6.1%**

**+ 10.6%**

**- 51.4%**

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

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	789	<b>938</b>	+ 18.9%	4,626	<b>4,708</b>	+ 1.8%
Closed Sales	793	<b>863</b>	+ 8.8%	4,008	<b>3,781</b>	-5.7%
Median Sales Price*	\$237,500	<b>\$260,000</b>	+ 9.5%	\$224,900	<b>\$237,500</b>	+ 5.6%
Inventory of Homes for Sale	2,771	<b>1,291</b>	-53.4%	--	--	--
Months Supply of Inventory	4.5	<b>2.1</b>	-53.3%	--	--	--
Cumulative Days on Market Until Sale	57	<b>56</b>	-1.8%	75	<b>70</b>	-6.7%
Percent of Original List Price Received*	96.8%	<b>98.3%</b>	+ 1.5%	95.5%	<b>96.5%</b>	+ 1.0%
New Listings	1,021	<b>952</b>	-6.8%	6,397	<b>5,250</b>	-17.9%

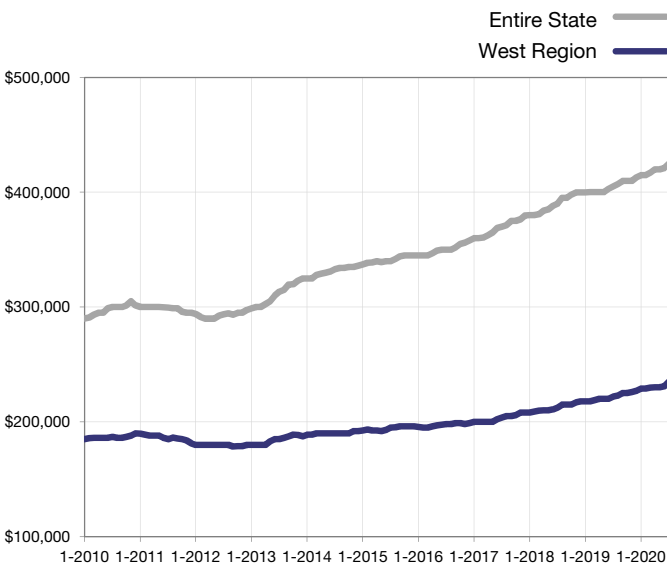
### Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	107	<b>135</b>	+ 26.2%	670	<b>578</b>	-13.7%
Closed Sales	103	<b>107</b>	+ 3.9%	574	<b>473</b>	-17.6%
Median Sales Price*	\$183,000	<b>\$185,000</b>	+ 1.1%	\$167,000	<b>\$171,000</b>	+ 2.4%
Inventory of Homes for Sale	400	<b>212</b>	-47.0%	--	--	--
Months Supply of Inventory	4.6	<b>2.6</b>	-43.5%	--	--	--
Cumulative Days on Market Until Sale	61	<b>68</b>	+ 11.5%	80	<b>74</b>	-7.5%
Percent of Original List Price Received*	96.9%	<b>97.0%</b>	+ 0.1%	96.2%	<b>96.6%</b>	+ 0.4%
New Listings	110	<b>110</b>	0.0%	836	<b>645</b>	-22.8%

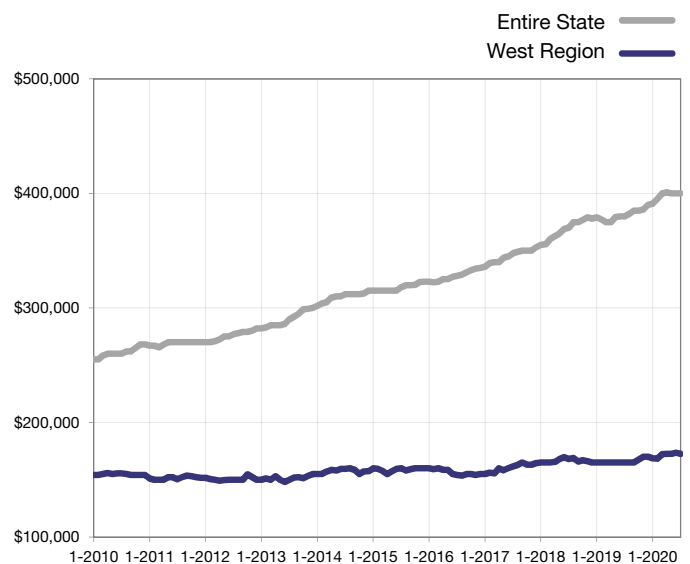
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.