

# Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## Central Region

**+ 5.9%**

**+ 16.7%**

**- 56.9%**

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

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	817	<b>1,034</b>	+ 26.6%	8,176	<b>8,616</b>	+ 5.4%
Closed Sales	936	<b>968</b>	+ 3.4%	7,737	<b>7,547</b>	-2.5%
Median Sales Price*	\$315,000	<b>\$353,955</b>	+ 12.4%	\$310,000	<b>\$345,000</b>	+ 11.3%
Inventory of Homes for Sale	2,342	<b>921</b>	-60.7%	--	--	--
Months Supply of Inventory	3.0	<b>1.2</b>	-60.0%	--	--	--
Cumulative Days on Market Until Sale	53	<b>36</b>	-32.1%	58	<b>50</b>	-13.8%
Percent of Original List Price Received*	97.5%	<b>100.9%</b>	+ 3.5%	97.5%	<b>99.1%</b>	+ 1.6%
New Listings	1,003	<b>1,061</b>	+ 5.8%	10,711	<b>9,568</b>	-10.7%

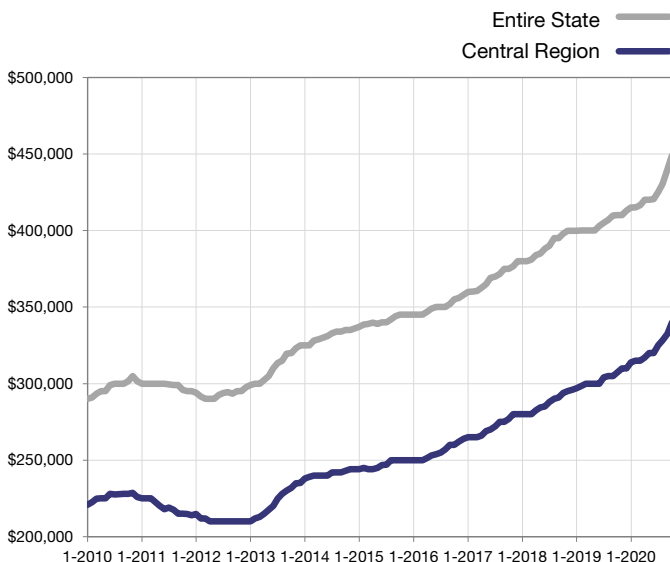
### Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	165	<b>210</b>	+ 27.3%	1,700	<b>1,798</b>	+ 5.8%
Closed Sales	178	<b>204</b>	+ 14.6%	1,604	<b>1,583</b>	-1.3%
Median Sales Price*	\$233,000	<b>\$294,500</b>	+ 26.4%	\$226,625	<b>\$252,500</b>	+ 11.4%
Inventory of Homes for Sale	400	<b>188</b>	-53.0%	--	--	--
Months Supply of Inventory	2.5	<b>1.2</b>	-52.0%	--	--	--
Cumulative Days on Market Until Sale	50	<b>47</b>	-6.0%	52	<b>52</b>	0.0%
Percent of Original List Price Received*	98.4%	<b>100.4%</b>	+ 2.0%	98.6%	<b>99.2%</b>	+ 0.6%
New Listings	197	<b>202</b>	+ 2.5%	2,118	<b>1,985</b>	-6.3%

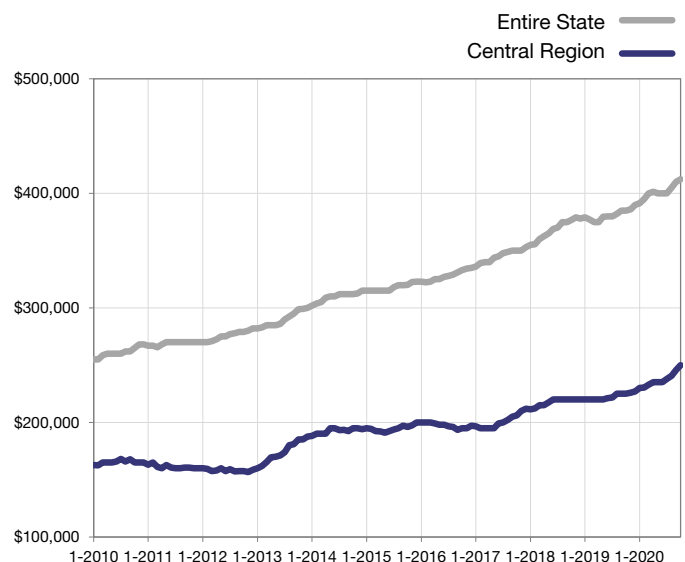
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

## 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.

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## Northern Region

**+ 11.7%**

**+ 11.0%**

**- 53.8%**

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

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	807	<b>957</b>	+ 18.6%	7,855	<b>7,656</b>	-2.5%
Closed Sales	769	<b>852</b>	+ 10.8%	7,370	<b>6,737</b>	-8.6%
Median Sales Price*	\$461,000	<b>\$520,000</b>	+ 12.8%	\$461,000	<b>\$518,000</b>	+ 12.4%
Inventory of Homes for Sale	1,643	<b>672</b>	-59.1%	--	--	--
Months Supply of Inventory	2.2	<b>1.0</b>	-54.5%	--	--	--
Cumulative Days on Market Until Sale	47	<b>33</b>	-29.8%	50	<b>41</b>	-18.0%
Percent of Original List Price Received*	97.8%	<b>102.5%</b>	+ 4.8%	98.1%	<b>100.2%</b>	+ 2.1%
New Listings	951	<b>979</b>	+ 2.9%	9,758	<b>8,505</b>	-12.8%

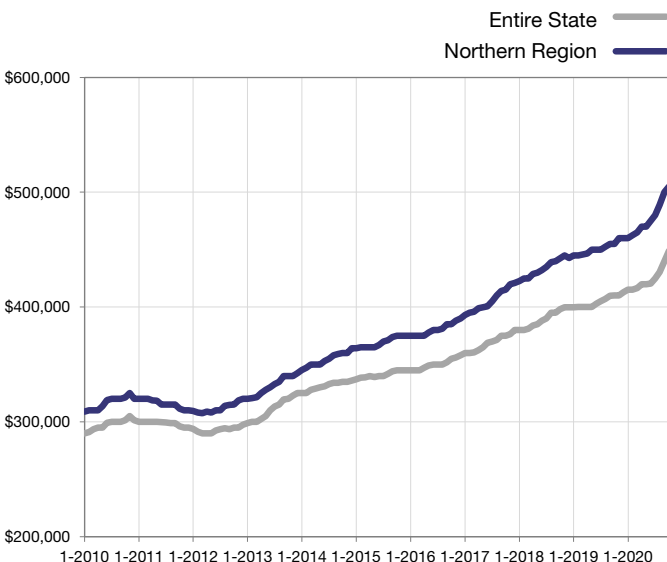
### Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	356	<b>452</b>	+ 27.0%	3,449	<b>3,431</b>	-0.5%
Closed Sales	341	<b>408</b>	+ 19.6%	3,236	<b>3,033</b>	-6.3%
Median Sales Price*	\$319,000	<b>\$333,750</b>	+ 4.6%	\$304,950	<b>\$334,000</b>	+ 9.5%
Inventory of Homes for Sale	663	<b>370</b>	-44.2%	--	--	--
Months Supply of Inventory	2.1	<b>1.2</b>	-42.9%	--	--	--
Cumulative Days on Market Until Sale	44	<b>37</b>	-15.9%	47	<b>45</b>	-4.3%
Percent of Original List Price Received*	98.7%	<b>100.1%</b>	+ 1.4%	98.8%	<b>99.7%</b>	+ 0.9%
New Listings	387	<b>437</b>	+ 12.9%	4,124	<b>3,887</b>	-5.7%

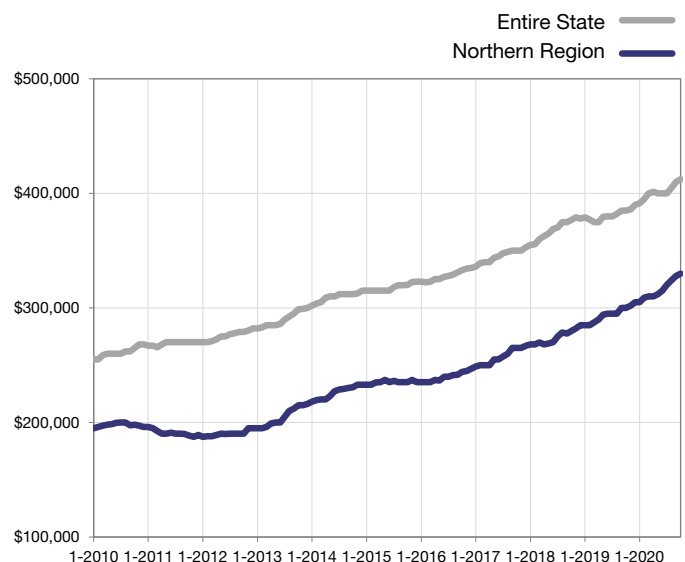
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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## Southeast Region

**+ 17.1%**

**+ 18.9%**

**- 56.9%**

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

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

### Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	564	<b>670</b>	+ 18.8%	5,244	<b>5,569</b>	+ 6.2%
Closed Sales	509	<b>613</b>	+ 20.4%	4,880	<b>4,836</b>	-0.9%
Median Sales Price*	\$338,000	<b>\$393,000</b>	+ 16.3%	\$334,000	<b>\$362,000</b>	+ 8.4%
Inventory of Homes for Sale	1,639	<b>609</b>	-62.8%	--	--	--
Months Supply of Inventory	3.4	<b>1.2</b>	-64.7%	--	--	--
Cumulative Days on Market Until Sale	54	<b>43</b>	-20.4%	63	<b>56</b>	-11.1%
Percent of Original List Price Received*	96.9%	<b>100.4%</b>	+ 3.6%	97.0%	<b>98.7%</b>	+ 1.8%
New Listings	663	<b>672</b>	+ 1.4%	6,788	<b>6,137</b>	-9.6%

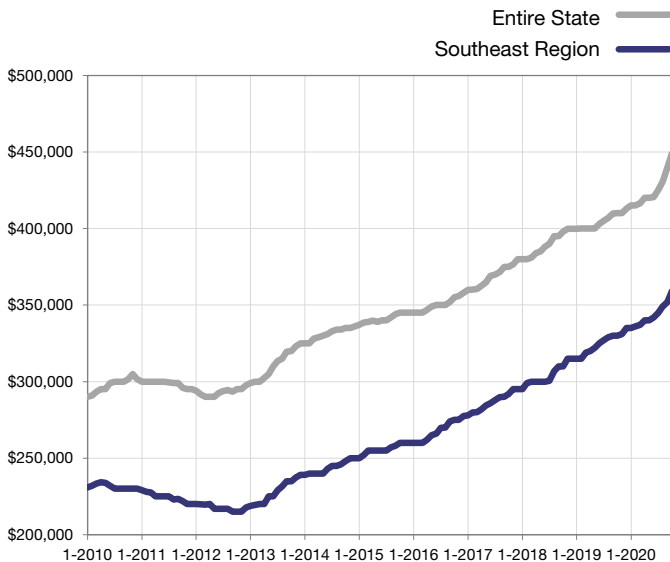
### Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	90	<b>119</b>	+ 32.2%	828	<b>874</b>	+ 5.6%
Closed Sales	100	<b>106</b>	+ 6.0%	778	<b>772</b>	-0.8%
Median Sales Price*	\$210,250	<b>\$252,500</b>	+ 20.1%	\$220,000	<b>\$240,250</b>	+ 9.2%
Inventory of Homes for Sale	195	<b>111</b>	-43.1%	--	--	--
Months Supply of Inventory	2.5	<b>1.4</b>	-44.0%	--	--	--
Cumulative Days on Market Until Sale	55	<b>35</b>	-36.4%	60	<b>44</b>	-26.7%
Percent of Original List Price Received*	97.1%	<b>99.1%</b>	+ 2.1%	97.3%	<b>98.6%</b>	+ 1.3%
New Listings	110	<b>130</b>	+ 18.2%	1,027	<b>1,019</b>	-0.8%

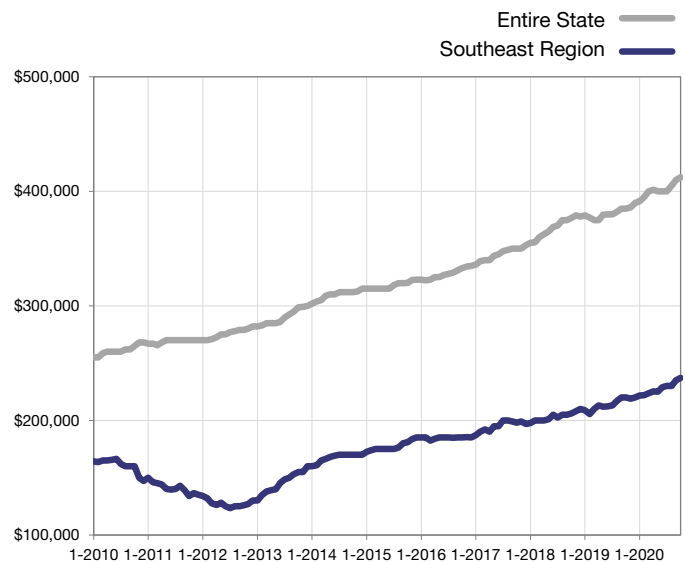
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## West Region

**+ 14.8%**

**+ 16.6%**

**- 53.4%**

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

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	634	854	+ 34.7%	6,670	7,175	+ 7.6%
Closed Sales	727	864	+ 18.8%	6,267	6,287	+ 0.3%
Median Sales Price*	\$229,400	\$265,050	+ 15.5%	\$226,000	\$249,900	+ 10.6%
Inventory of Homes for Sale	2,698	1,150	-57.4%	--	--	--
Months Supply of Inventory	4.3	1.8	-58.1%	--	--	--
Cumulative Days on Market Until Sale	62	54	-12.9%	70	63	-10.0%
Percent of Original List Price Received*	95.1%	98.5%	+ 3.6%	95.6%	97.4%	+ 1.9%
New Listings	832	850	+ 2.2%	9,060	7,994	-11.8%

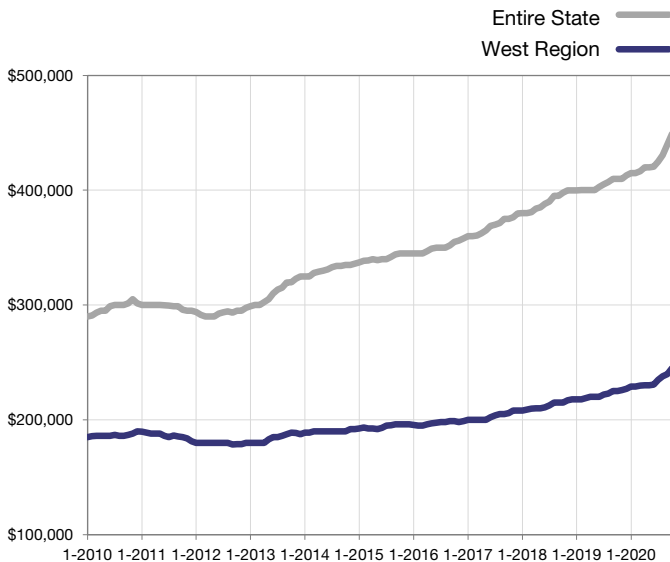
### Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	98	97	-1.0%	939	875	-6.8%
Closed Sales	104	106	+ 1.9%	896	796	-11.2%
Median Sales Price*	\$188,750	\$210,000	+ 11.3%	\$170,000	\$185,000	+ 8.8%
Inventory of Homes for Sale	380	189	-50.3%	--	--	--
Months Supply of Inventory	4.3	2.3	-46.5%	--	--	--
Cumulative Days on Market Until Sale	67	92	+ 37.3%	78	76	-2.6%
Percent of Original List Price Received*	95.7%	97.0%	+ 1.4%	96.2%	96.9%	+ 0.7%
New Listings	127	99	-22.0%	1,164	970	-16.7%

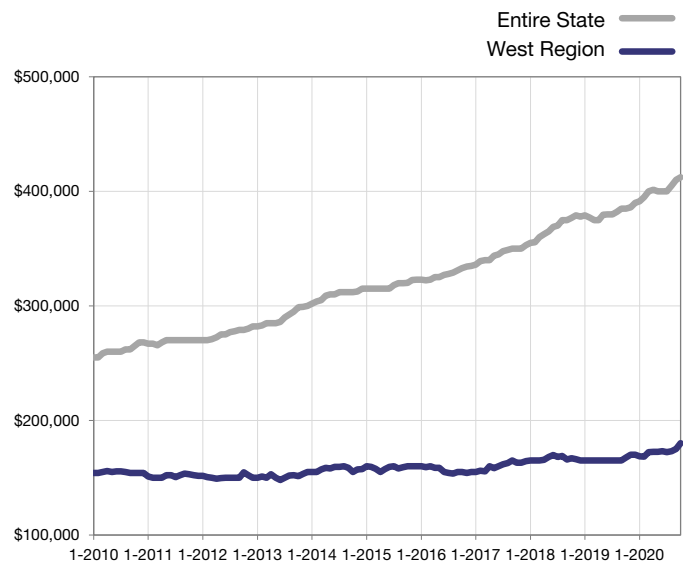
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