

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

September 2020

Strong buyer activity has continued into the fall, which is normally the start of the seasonal slowing of the housing market. With stronger buyer activity in the market this year and the continued constrained supply of homes for sale, speedy sales and multiple offers are likely to remain a common occurrence and will keep the housing market hot even when the weather is cooling.

New Listings were down 1.1 percent for single-family homes but were up 10.9 percent for condominium properties. Closed Sales increased 23.7 percent for single-family homes and 19.8 percent for condominium properties.

The Median Sales Price was up 19.5 percent to \$490,000 for single-family homes and 10.5 percent to \$420,000 for condominium properties. Months Supply of Inventory decreased 58.8 percent for single-family units and 16.7 percent for condominium units.

While mortgage rates remain near record lows, The Mortgage Bankers Association reports that lending standards are tightening, which makes it a bit more difficult for some buyers to qualify. At the same time, unemployment remains substantially higher than a year ago due to COVID-19. Despite all this, buyers are out in full force this fall, showing amazing resilience in the middle of a pandemic.

Quick Facts

Closed Sales

5,942	2,178
Single-Family Only	Condominium Only
+ 23.7%	+ 19.8%
Year-Over-Year Change	Year-Over-Year Change

Median Sales Price

\$490,000	\$420,000
Single-Family Only	Condominium Only
+ 19.5%	+ 10.5%
Year-Over-Year Change	Year-Over-Year Change

Homes for Sale

6,953	4,591
Single-Family Only	Condominium Only
- 56.6%	- 17.6%
Year-Over-Year Change	Year-Over-Year Change

New Listings

7,122	3,424
Single-Family Only	Condominium Only
- 1.1%	+ 10.9%
Year-Over-Year Change	Year-Over-Year Change



Single-Family Market Overview

Key market metrics for the current month and year-to-date figures for **Single-Family Homes Only**.



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Key Metrics select the desired metric to jump to that page	Historical Sparkbars	9-2019	9-2020	+ / -	YTD 2019	YTD 2020	+ / -
Closed Sales		4,804	5,942	+ 23.7%	42,032	40,360	- 4.0%
Median Sales Price		\$410,000	\$490,000	+ 19.5%	\$415,000	\$452,000	+ 8.9%
Affordability Index		99	89	- 10.1%	98	97	- 1.0%
Homes for Sale		16,033	6,953	- 56.6%	--	--	--
Months Supply		3.4	1.4	- 58.8%	--	--	--
Final Days on Market		47	36	- 23.4%	47	45	- 4.3%
Cumulative Days on Market		58	46	- 20.7%	61	57	- 6.6%
Pct. of Orig. Price Received		97.0%	100.0%	+ 3.1%	97.2%	98.4%	+ 1.2%
New Listings		7,202	7,122	- 1.1%	60,084	53,072	- 11.7%

Condominium Market Overview

Key market metrics for the current month and year-to-date figures for **Condominium Properties Only**.



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Key Metrics select the desired metric to jump to that page	Historical Sparkbars	9-2019	9-2020	+ / -	YTD 2019	YTD 2020	+ / -
Closed Sales		1,818	2,178	+ 19.8%	16,431	15,178	- 7.6%
Median Sales Price		\$379,950	\$420,000	+ 10.5%	\$392,500	\$420,000	+ 7.0%
Affordability Index		107	104	- 2.8%	104	104	0.0%
Homes for Sale		5,573	4,591	- 17.6%	--	--	--
Months Supply		3.0	2.5	- 16.7%	--	--	--
Final Days on Market		44	38	- 13.6%	42	43	+ 2.4%
Cumulative Days on Market		56	46	- 17.9%	53	54	+ 1.9%
Pct. of Orig. Price Received		98.1%	99.0%	+ 0.9%	98.5%	98.7%	+ 0.2%
New Listings		3,087	3,424	+ 10.9%	23,554	22,631	- 3.9%

Closed Sales

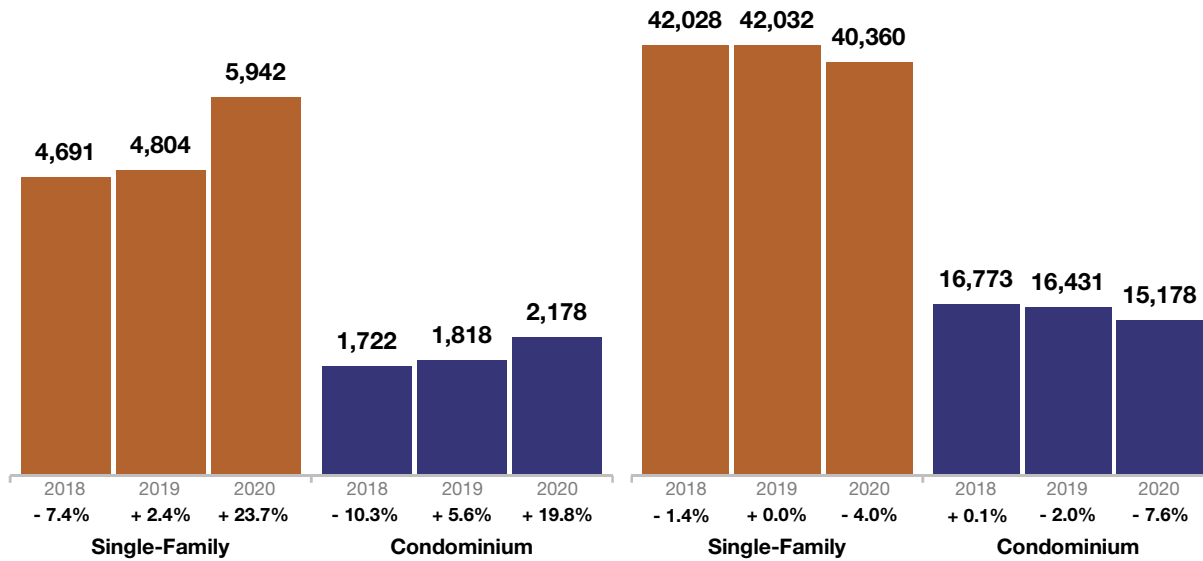
A count of the actual sales that closed in a given month.



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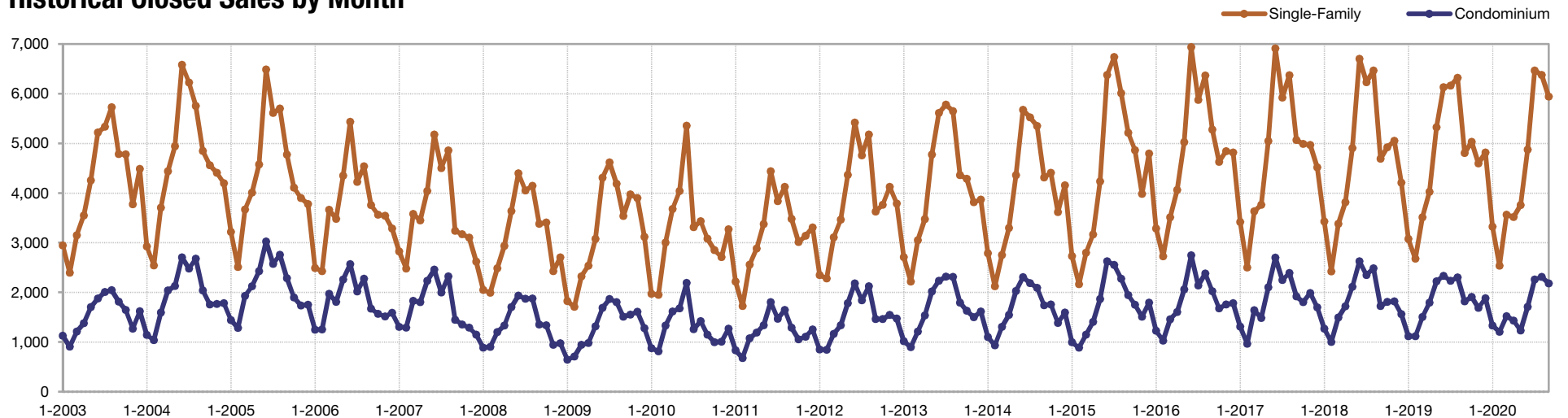
September

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
October 2019	5,028	+ 2.2%	1,910	+ 5.7%
November 2019	4,597	- 9.0%	1,686	- 7.3%
December 2019	4,814	+ 14.5%	1,880	+ 20.4%
January 2020	3,324	+ 8.0%	1,331	+ 19.1%
February 2020	2,538	- 5.3%	1,204	+ 7.9%
March 2020	3,565	+ 1.6%	1,521	+ 1.1%
April 2020	3,518	- 12.5%	1,432	- 20.0%
May 2020	3,758	- 29.4%	1,231	- 44.6%
June 2020	4,874	- 20.5%	1,709	- 26.7%
July 2020	6,463	+ 4.9%	2,260	+ 1.2%
August 2020	6,378	+ 0.9%	2,312	+ 0.6%
September 2020	5,942	+ 23.7%	2,178	+ 19.8%
Total	54,799	- 2.5%	20,654	- 4.5%

Historical Closed Sales by Month



Median Sales Price

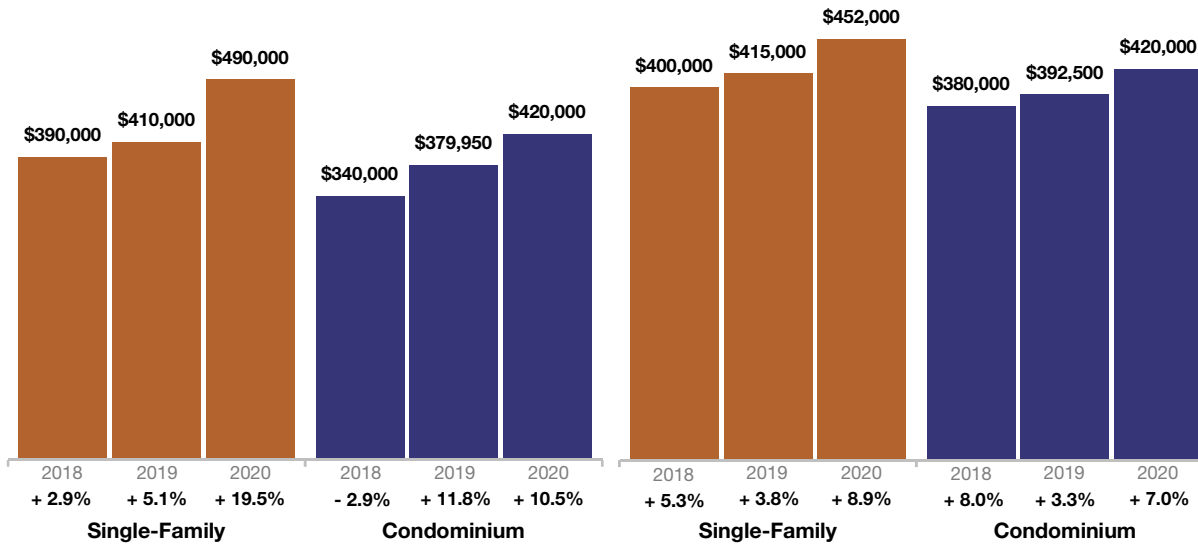
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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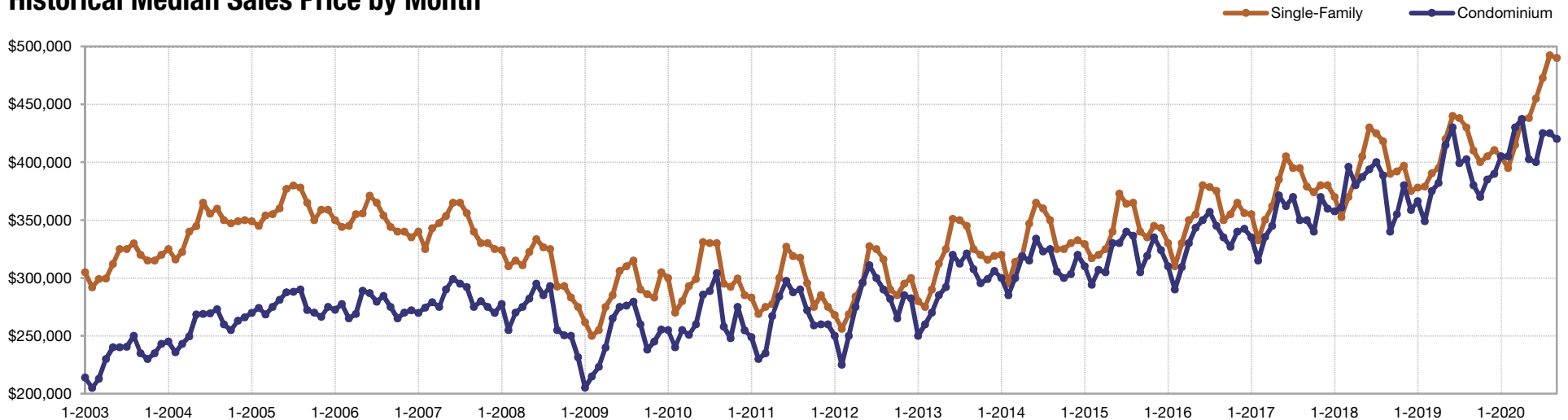
September

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
October 2019	\$400,000	+ 2.0%	\$370,000	+ 4.2%
November 2019	\$405,000	+ 2.0%	\$385,000	+ 1.3%
December 2019	\$410,500	+ 9.5%	\$390,000	+ 8.7%
January 2020	\$405,000	+ 7.1%	\$405,000	+ 10.6%
February 2020	\$395,000	+ 4.2%	\$405,000	+ 16.0%
March 2020	\$415,000	+ 6.3%	\$430,000	+ 14.7%
April 2020	\$437,500	+ 10.8%	\$437,200	+ 14.5%
May 2020	\$438,000	+ 4.3%	\$402,500	- 3.0%
June 2020	\$455,000	+ 3.4%	\$400,000	- 7.0%
July 2020	\$472,750	+ 7.9%	\$425,000	+ 6.4%
August 2020	\$492,250	+ 14.5%	\$425,000	+ 5.6%
September 2020	\$490,000	+ 19.5%	\$420,000	+ 10.5%
Median	\$440,000	+ 7.3%	\$410,000	+ 6.5%

Historical Median Sales Price by Month



Housing Affordability Index

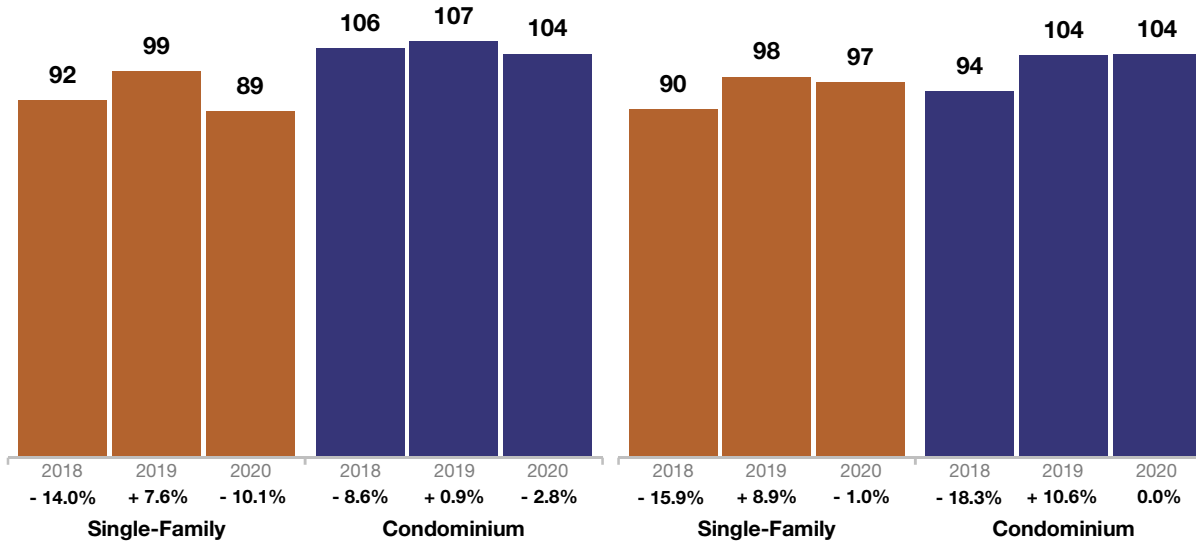


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This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

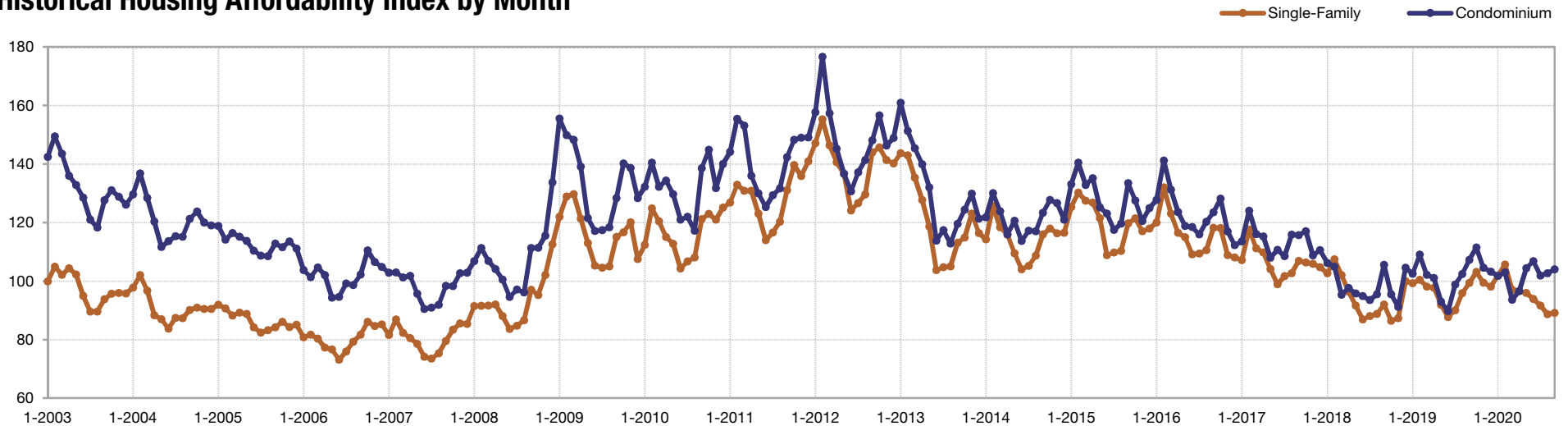
September

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
October 2019	103	+ 19.8%	111	+ 16.8%
November 2019	99	+ 13.8%	105	+ 15.4%
December 2019	98	- 2.0%	103	- 1.9%
January 2020	102	+ 3.0%	102	0.0%
February 2020	106	+ 6.0%	103	- 5.5%
March 2020	97	- 1.0%	94	- 7.8%
April 2020	97	- 1.0%	97	- 4.0%
May 2020	96	+ 4.3%	104	+ 11.8%
June 2020	94	+ 6.8%	107	+ 18.9%
July 2020	92	+ 2.2%	102	+ 3.0%
August 2020	89	- 7.3%	103	+ 1.0%
September 2020	89	- 10.1%	104	- 2.8%
Average	97	+ 2.4%	103	+ 3.1%

Historical Housing Affordability Index by Month



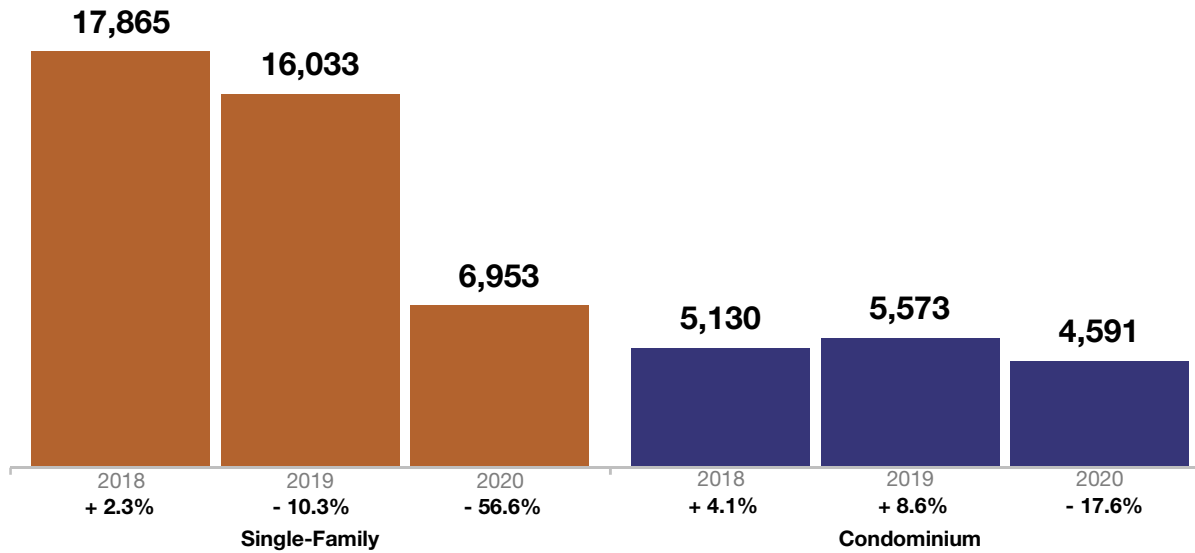
Inventory of Homes for Sale

The number of properties available for sale in an active status at the end of a given month.



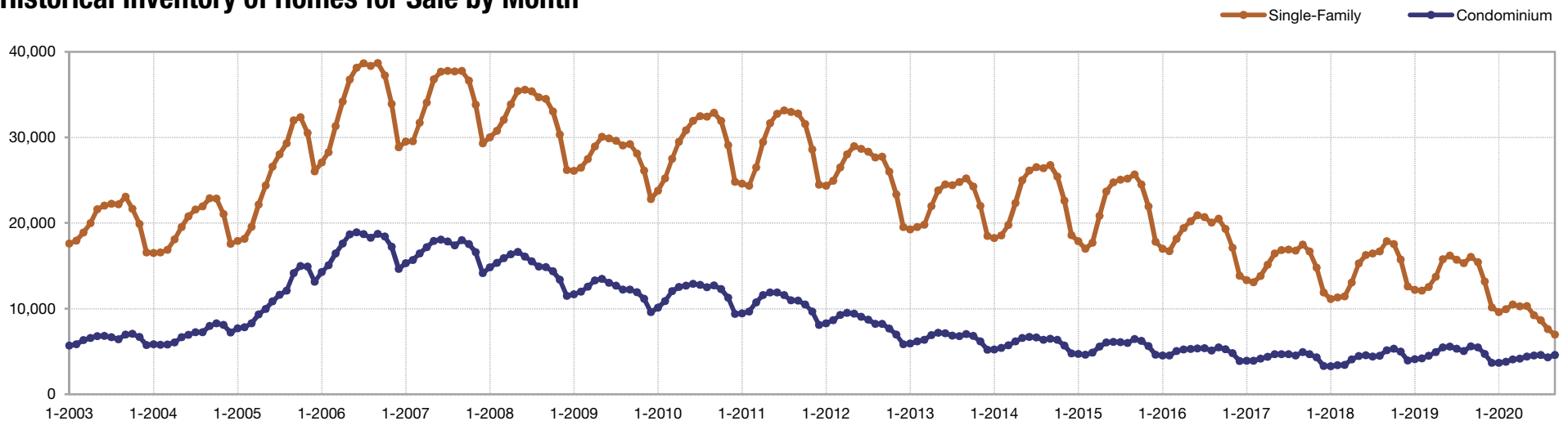
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September



	Single-Family	YoY Change	Condominium	YoY Change
October 2019	15,409	- 12.1%	5,477	+ 3.0%
November 2019	13,151	- 16.4%	4,707	- 5.3%
December 2019	10,127	- 19.5%	3,653	- 6.9%
January 2020	9,589	- 21.3%	3,646	- 10.7%
February 2020	9,928	- 17.9%	3,792	- 9.0%
March 2020	10,478	- 16.2%	4,047	- 9.8%
April 2020	10,262	- 25.1%	4,135	- 16.1%
May 2020	10,280	- 34.8%	4,408	- 19.4%
June 2020	9,236	- 42.9%	4,505	- 18.8%
July 2020	8,651	- 44.9%	4,566	- 14.2%
August 2020	7,593	- 50.3%	4,309	- 14.3%
September 2020	6,953	- 56.6%	4,591	- 17.6%
Average	10,138	- 30.6%	4,320	- 11.9%

Historical Inventory of Homes for Sale by Month



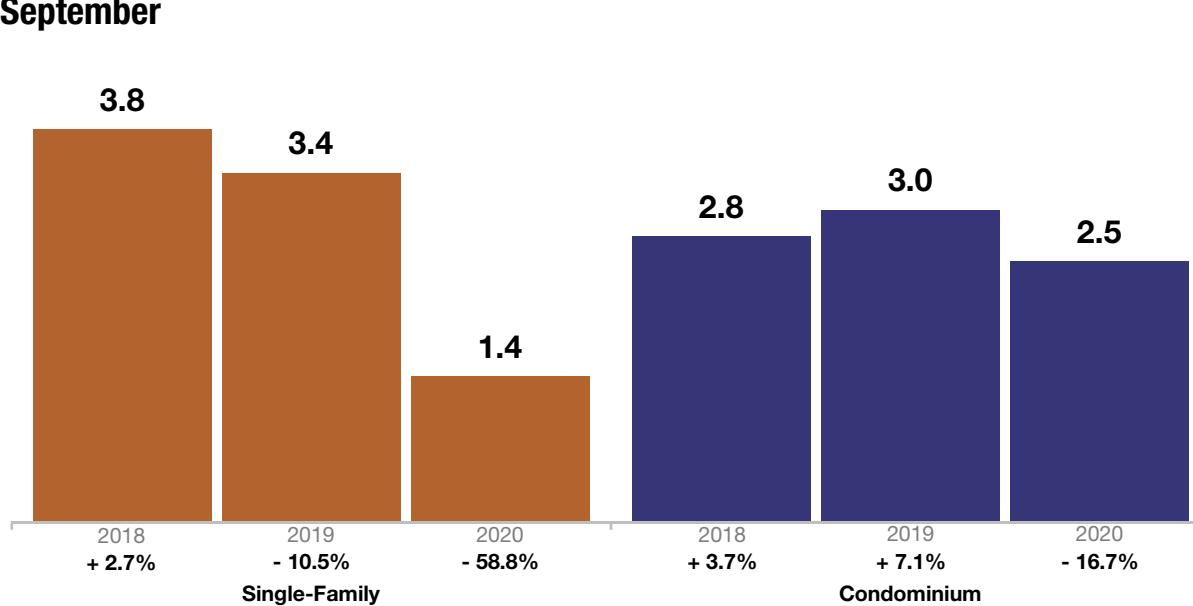
Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



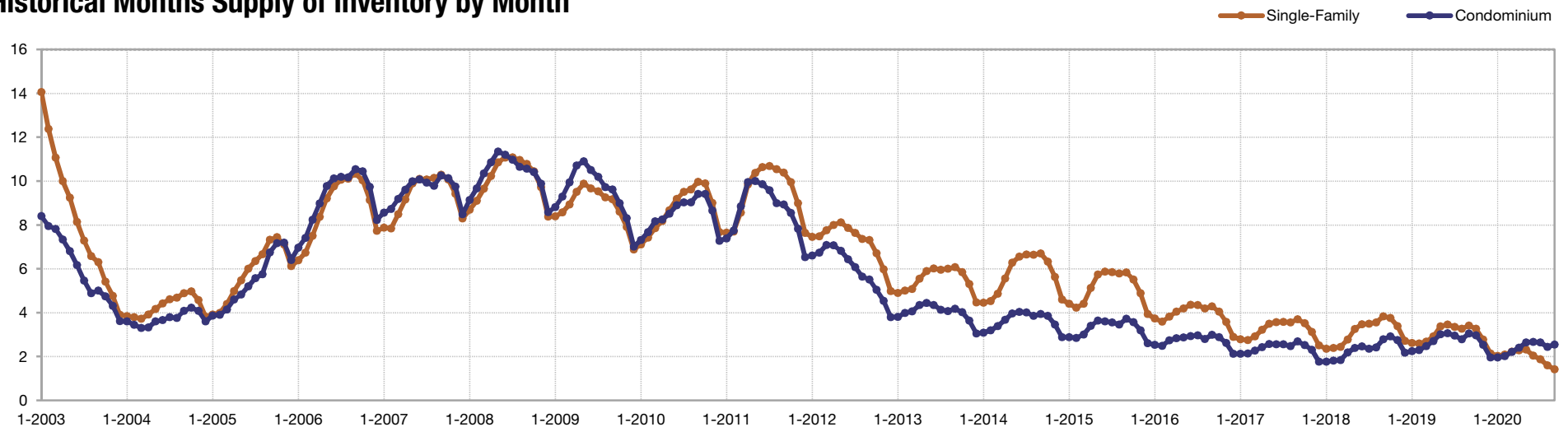
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September



	Single-Family	YoY Change	Condominium	YoY Change
October 2019	3.3	- 13.2%	3.0	+ 3.4%
November 2019	2.8	- 17.6%	2.5	- 7.4%
December 2019	2.1	- 22.2%	2.0	- 9.1%
January 2020	2.0	- 23.1%	2.0	- 9.1%
February 2020	2.1	- 19.2%	2.0	- 13.0%
March 2020	2.2	- 18.5%	2.2	- 12.0%
April 2020	2.3	- 20.7%	2.4	- 11.1%
May 2020	2.3	- 32.4%	2.6	- 13.3%
June 2020	2.0	- 42.9%	2.7	- 12.9%
July 2020	1.9	- 44.1%	2.6	- 10.3%
August 2020	1.6	- 51.5%	2.4	- 14.3%
September 2020	1.4	- 58.8%	2.5	- 16.7%
Average	2.2	- 30.5%	2.4	- 10.6%

Historical Months Supply of Inventory by Month



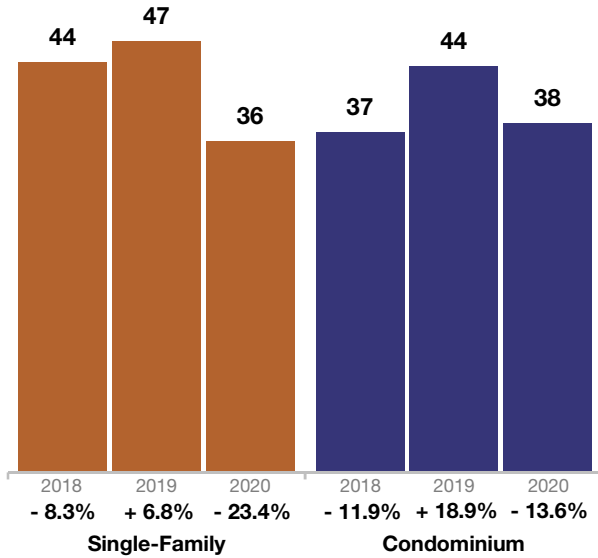
Final Days on Market

Average number of days between when a property is last listed and when the final offer is accepted in a given month.

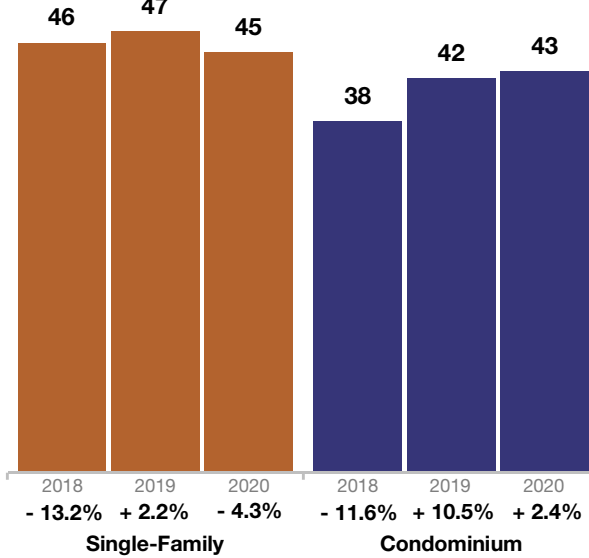


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September

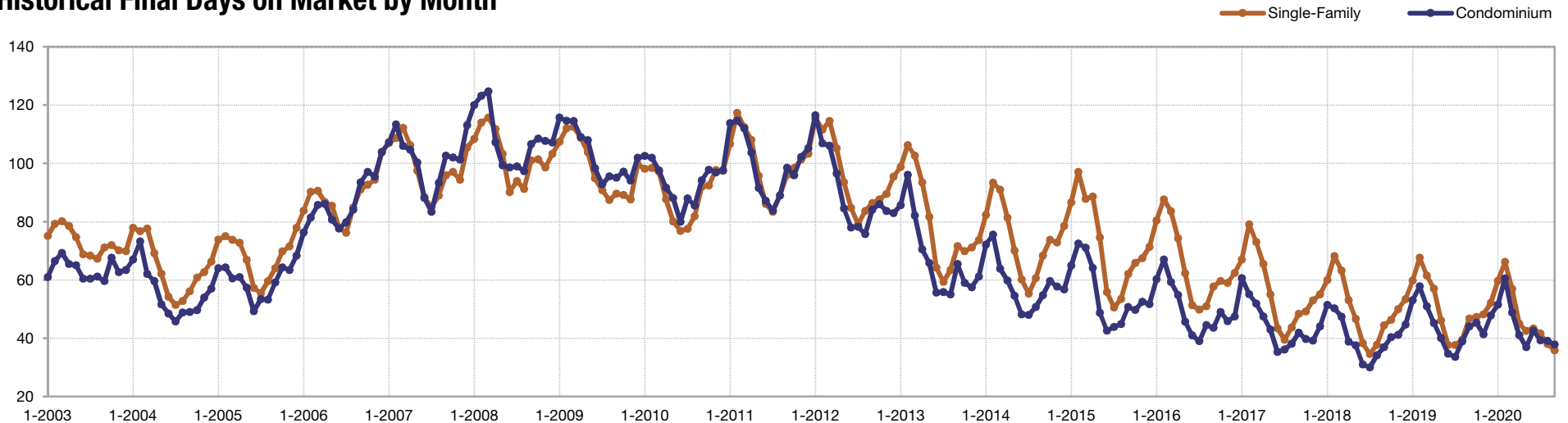


Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
October 2019	47	+ 2.2%	45	+ 12.5%
November 2019	48	- 4.0%	41	0.0%
December 2019	52	- 1.9%	48	+ 6.7%
January 2020	60	0.0%	52	- 1.9%
February 2020	66	- 2.9%	61	+ 5.2%
March 2020	57	- 6.6%	49	- 3.9%
April 2020	45	- 21.1%	41	- 8.9%
May 2020	42	- 8.7%	37	- 7.5%
June 2020	43	+ 13.2%	43	+ 22.9%
July 2020	42	+ 10.5%	39	+ 14.7%
August 2020	38	- 5.0%	39	0.0%
September 2020	36	- 23.4%	38	- 13.6%
Average	46	- 3.7%	44	+ 3.2%

Historical Final Days on Market by Month



Cumulative Days on Market

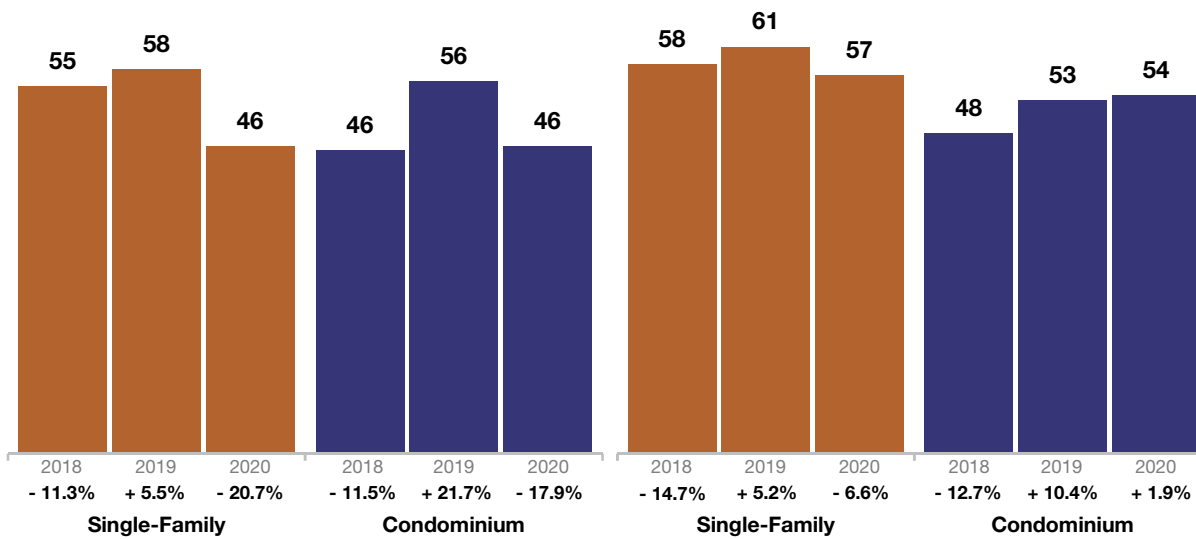
Average number of days between when a property is first listed and when the final offer is accepted before closing in a given month.



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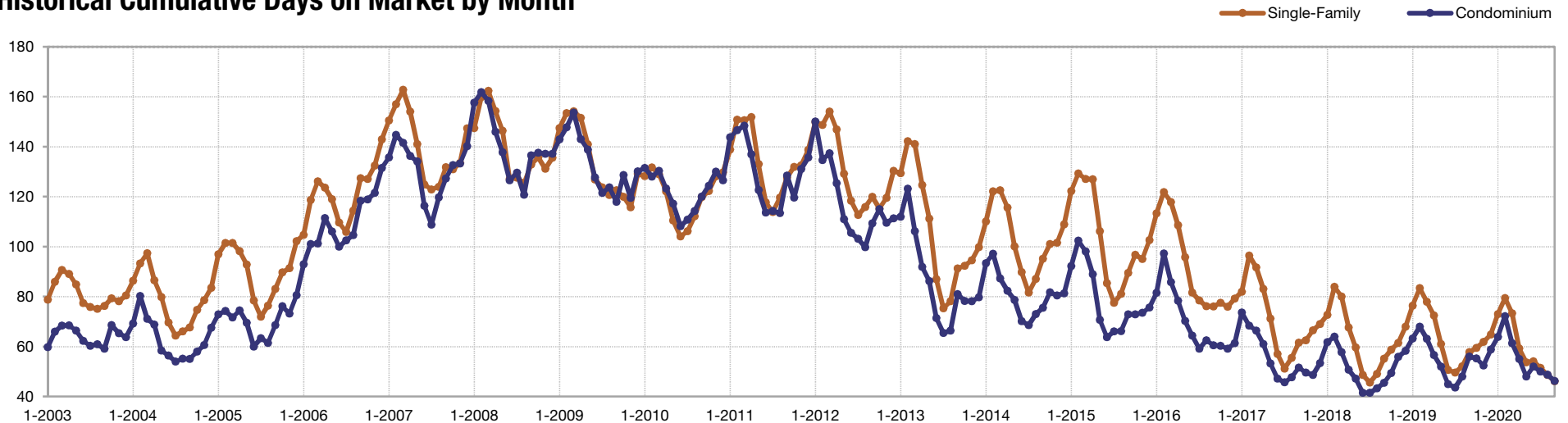
September

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
October 2019	59	0.0%	55	+ 12.2%
November 2019	62	+ 1.6%	52	- 7.1%
December 2019	65	- 4.4%	59	+ 1.7%
January 2020	73	- 3.9%	64	+ 1.6%
February 2020	79	- 4.8%	72	+ 5.9%
March 2020	73	- 6.4%	61	- 3.2%
April 2020	59	- 18.1%	55	- 3.5%
May 2020	54	- 11.5%	48	- 7.7%
June 2020	54	+ 5.9%	52	+ 15.6%
July 2020	51	+ 2.0%	50	+ 13.6%
August 2020	49	- 5.8%	49	+ 2.1%
September 2020	46	- 20.7%	46	- 17.9%
Average	58	- 5.3%	54	+ 1.8%

Historical Cumulative Days on Market by Month



Percent of Original List Price Received

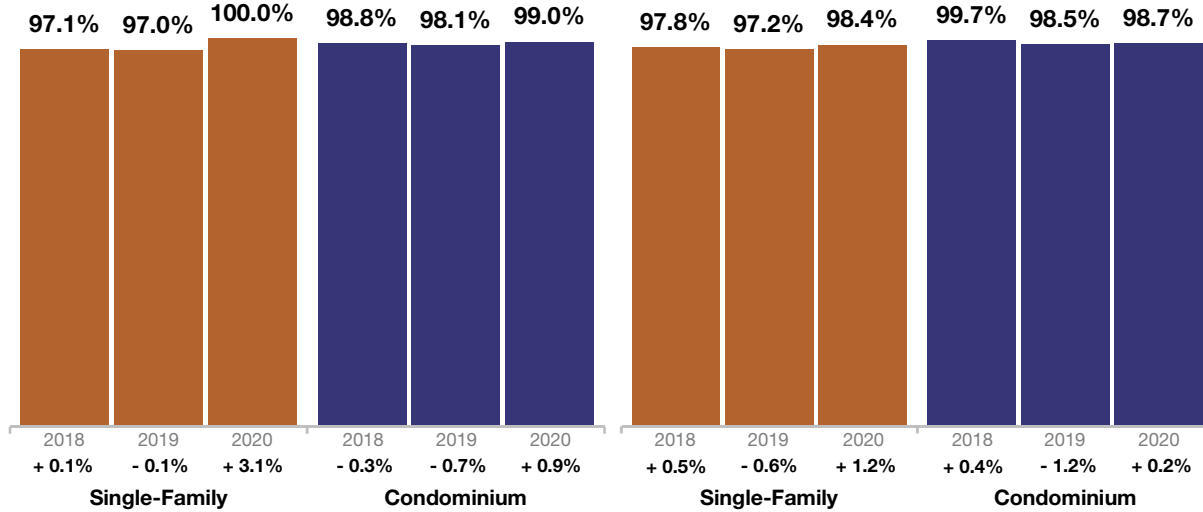


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Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

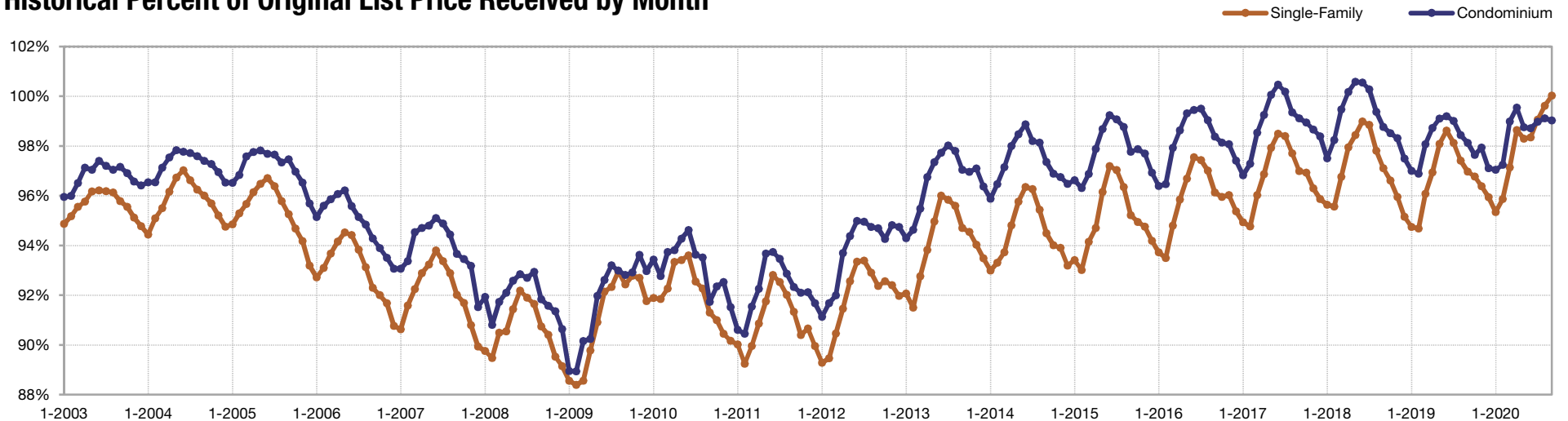
September

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
October 2019	96.8%	+ 0.2%	97.6%	- 0.9%
November 2019	96.4%	+ 0.5%	97.9%	- 0.4%
December 2019	95.9%	+ 0.8%	97.1%	- 0.4%
January 2020	95.3%	+ 0.6%	97.0%	0.0%
February 2020	95.9%	+ 1.3%	97.2%	+ 0.3%
March 2020	97.1%	+ 1.0%	99.0%	+ 0.9%
April 2020	98.6%	+ 1.8%	99.5%	+ 0.8%
May 2020	98.3%	+ 0.2%	98.8%	- 0.3%
June 2020	98.3%	- 0.3%	98.7%	- 0.5%
July 2020	99.1%	+ 1.0%	99.0%	0.0%
August 2020	99.6%	+ 2.3%	99.1%	+ 0.7%
September 2020	100.0%	+ 3.1%	99.0%	+ 0.9%
Average	97.9%	+ 1.0%	98.4%	+ 0.0%

Historical Percent of Original List Price Received by Month



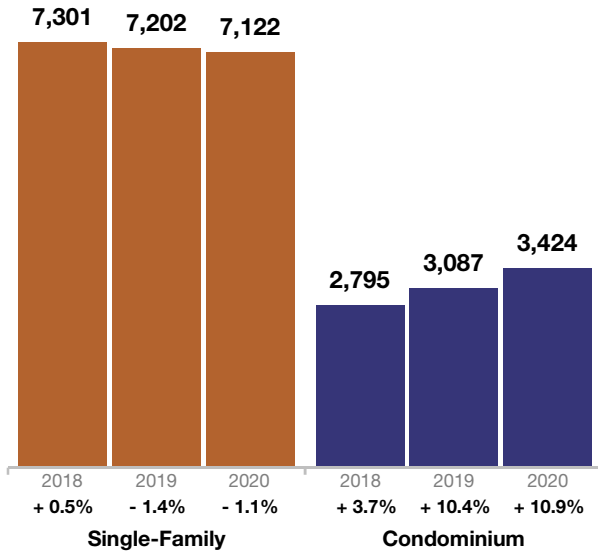
New Listings

A count of the properties that have been newly listed on the market in a given month.

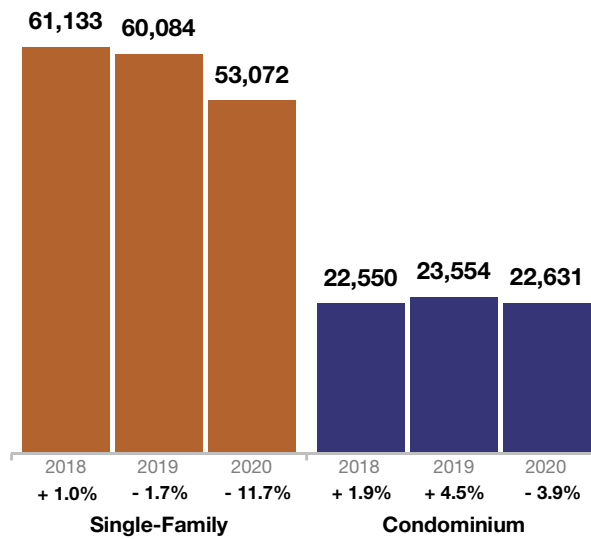


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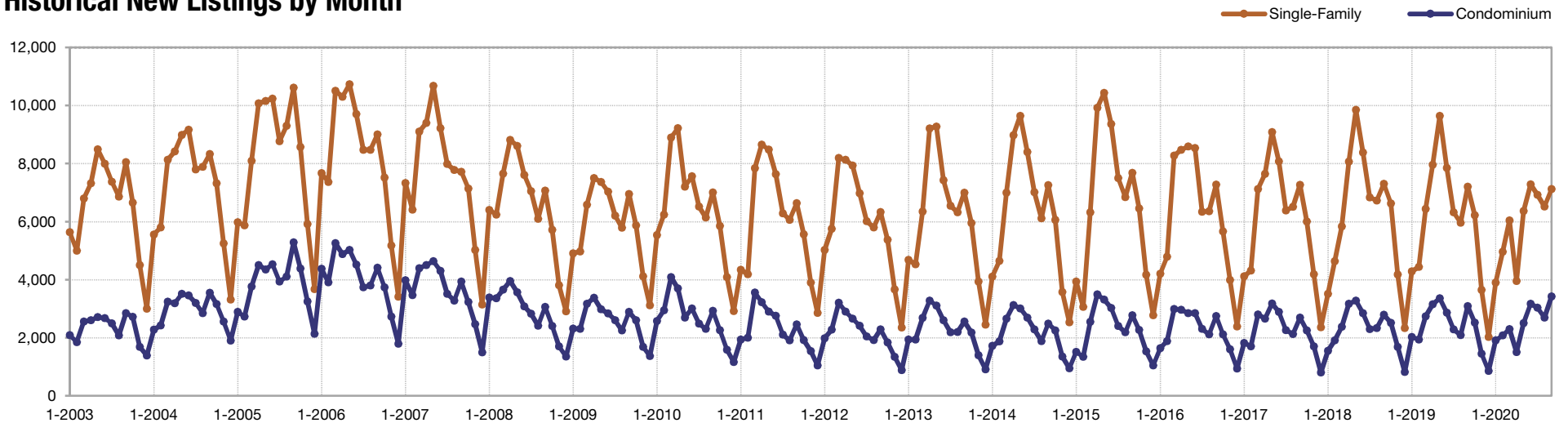


Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
October 2019	6,223	- 6.0%	2,525	+ 0.4%
November 2019	3,647	- 12.8%	1,454	- 13.6%
December 2019	2,028	- 13.0%	859	+ 4.6%
January 2020	3,899	- 8.9%	1,914	- 5.8%
February 2020	4,961	+ 11.8%	2,081	+ 7.3%
March 2020	6,039	- 6.2%	2,299	- 16.1%
April 2020	3,952	- 50.4%	1,506	- 52.2%
May 2020	6,369	- 33.9%	2,507	- 25.4%
June 2020	7,284	- 7.3%	3,173	+ 10.8%
July 2020	6,925	+ 9.6%	3,034	+ 32.5%
August 2020	6,521	+ 9.5%	2,693	+ 29.0%
September 2020	7,122	- 1.1%	3,424	+ 10.9%
Total	64,970	- 11.3%	27,469	- 3.9%

Historical New Listings by Month



Glossary of Terms

A research tool provided by the Massachusetts Association of REALTORS®



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Closed Sales	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average income by county.
Inventory of Homes for Sale	A measure of the number of homes available for sale at a given time. Once a listing goes pending, sold or is taken off the market, it is no longer considered "active." The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	The inventory of homes for sale (at the end of a given month) divided by the average monthly pending sales from the last 12 months.
Final Days on Market Until Sale	A measure of how many calendar days pass between when a listing becomes active (not pending) for the last time to the last time it goes pending directly before it is sold. A pending sale is defined as something classified as Pending, Active with a Flag, Contingent or Under Agreement.
Cumulative Days on Market Until Sale	A measure of the average number of calendar days that pass from when a listing is first listed to when a property goes into the last pending status before it is sold.
Percent of Original List Price Received	This is calculated as Total Sold Dollars (all sold prices added together) divided by Total Original Price (all original list prices added together).
New Listings	A measure of how much new supply is coming onto the market from sellers. It is calculated by counting all listings with a list date in the reporting period.