

Local Market Update – November 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 13.4%

+ 16.9%

- 59.7%

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

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	644	796	+ 23.6%	8,818	9,323	+ 5.7%
Closed Sales	767	858	+ 11.9%	8,503	8,444	-0.7%
Median Sales Price*	\$307,000	\$354,900	+ 15.6%	\$310,000	\$345,000	+ 11.3%
Inventory of Homes for Sale	2,066	748	-63.8%	--	--	--
Months Supply of Inventory	2.7	1.0	-63.0%	--	--	--
Cumulative Days on Market Until Sale	60	33	-45.0%	58	48	-17.2%
Percent of Original List Price Received*	96.7%	100.9%	+ 4.3%	97.4%	99.3%	+ 2.0%
New Listings	666	664	-0.3%	11,377	10,230	-10.1%

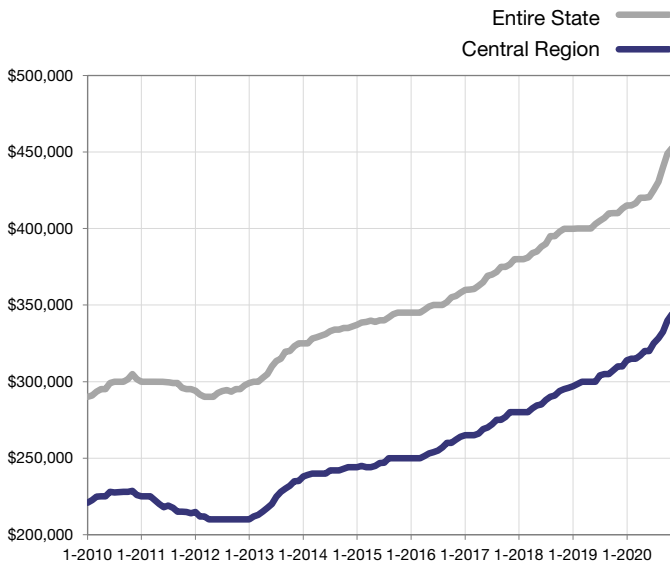
Condominium Properties

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	120	151	+ 25.8%	1,820	1,937	+ 6.4%
Closed Sales	155	177	+ 14.2%	1,759	1,766	+ 0.4%
Median Sales Price*	\$235,000	\$263,000	+ 11.9%	\$229,000	\$255,000	+ 11.4%
Inventory of Homes for Sale	375	172	-54.1%	--	--	--
Months Supply of Inventory	2.4	1.1	-54.2%	--	--	--
Cumulative Days on Market Until Sale	54	31	-42.6%	52	50	-3.8%
Percent of Original List Price Received*	98.8%	100.1%	+ 1.3%	98.6%	99.3%	+ 0.7%
New Listings	137	143	+ 4.4%	2,255	2,126	-5.7%

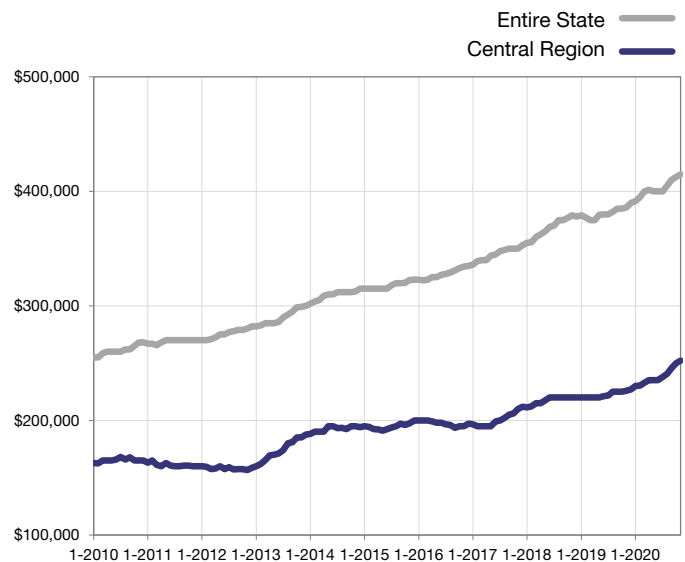
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Northern Region

+ 16.9%

+ 13.7%

- 56.4%

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

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	596	694	+ 16.4%	8,453	8,285	-2.0%
Closed Sales	709	853	+ 20.3%	8,083	7,615	-5.8%
Median Sales Price*	\$455,000	\$528,097	+ 16.1%	\$460,000	\$520,000	+ 13.0%
Inventory of Homes for Sale	1,317	476	-63.9%	--	--	--
Months Supply of Inventory	1.8	0.7	-61.1%	--	--	--
Cumulative Days on Market Until Sale	46	29	-37.0%	49	39	-20.4%
Percent of Original List Price Received*	98.2%	102.1%	+ 4.0%	98.1%	100.4%	+ 2.3%
New Listings	508	558	+ 9.8%	10,273	9,046	-11.9%

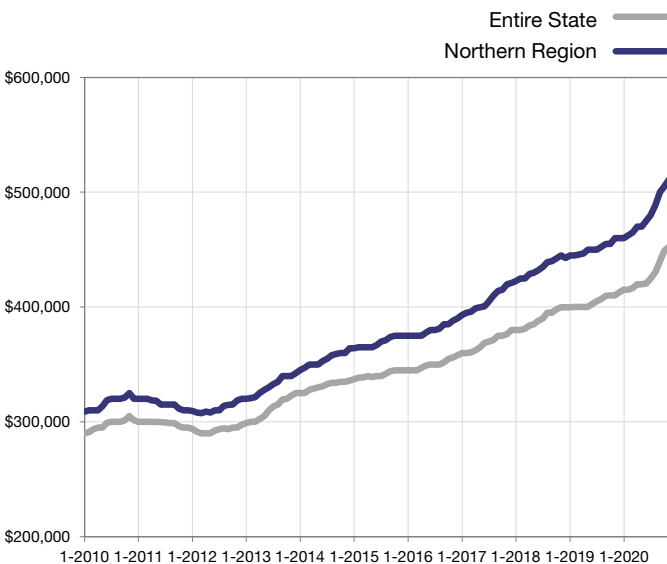
Condominium Properties

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	277	309	+ 11.6%	3,726	3,715	-0.3%
Closed Sales	305	366	+ 20.0%	3,540	3,406	-3.8%
Median Sales Price*	\$309,900	\$345,000	+ 11.3%	\$305,000	\$335,000	+ 9.8%
Inventory of Homes for Sale	591	332	-43.8%	--	--	--
Months Supply of Inventory	1.9	1.1	-42.1%	--	--	--
Cumulative Days on Market Until Sale	48	36	-25.0%	47	44	-6.4%
Percent of Original List Price Received*	98.6%	100.1%	+ 1.5%	98.8%	99.8%	+ 1.0%
New Listings	272	277	+ 1.8%	4,392	4,180	-4.8%

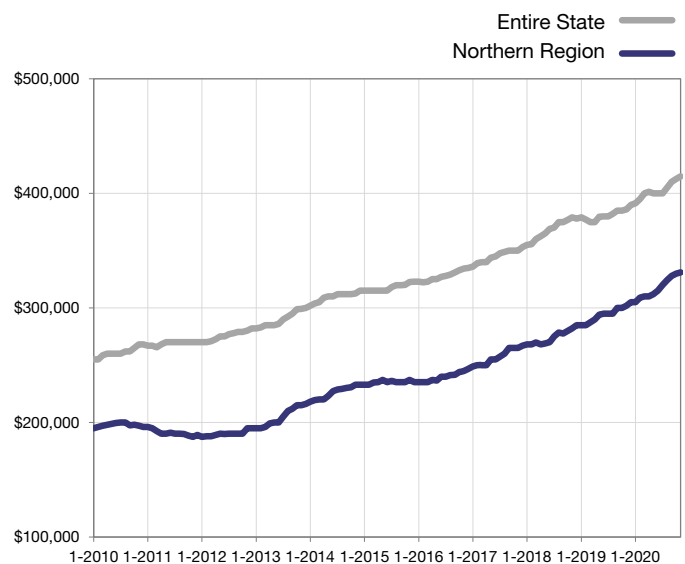
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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Southeast Region

+ 9.9%

+ 16.7%

- 57.4%

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

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

Single-Family Properties

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	423	508	+ 20.1%	5,669	6,011	+ 6.0%
Closed Sales	492	534	+ 8.5%	5,372	5,402	+ 0.6%
Median Sales Price*	\$334,700	\$390,000	+ 16.5%	\$334,000	\$365,000	+ 9.3%
Inventory of Homes for Sale	1,510	547	-63.8%	--	--	--
Months Supply of Inventory	3.1	1.1	-64.5%	--	--	--
Cumulative Days on Market Until Sale	61	36	-41.0%	63	54	-14.3%
Percent of Original List Price Received*	96.8%	101.0%	+ 4.3%	97.0%	98.9%	+ 2.0%
New Listings	447	456	+ 2.0%	7,237	6,585	-9.0%

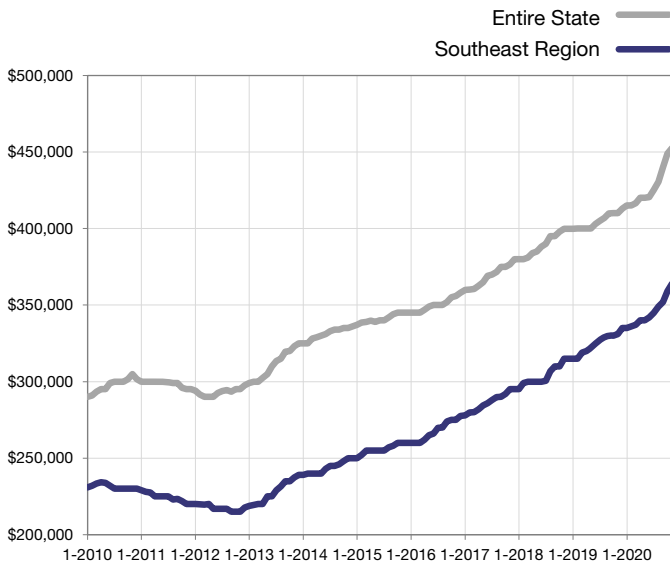
Condominium Properties

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	81	96	+ 18.5%	909	960	+ 5.6%
Closed Sales	71	94	+ 32.4%	849	873	+ 2.8%
Median Sales Price*	\$215,000	\$233,500	+ 8.6%	\$219,900	\$240,000	+ 9.1%
Inventory of Homes for Sale	169	101	-40.2%	--	--	--
Months Supply of Inventory	2.2	1.3	-40.9%	--	--	--
Cumulative Days on Market Until Sale	50	33	-34.0%	60	43	-28.3%
Percent of Original List Price Received*	96.9%	101.2%	+ 4.4%	97.3%	98.9%	+ 1.6%
New Listings	82	82	0.0%	1,107	1,107	0.0%

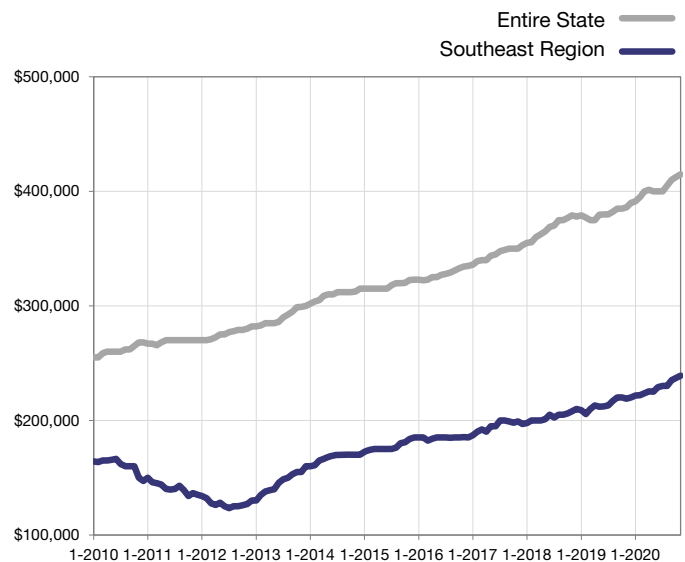
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Single-Family Properties



Condominium Properties



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West Region

+ 17.5%

+ 14.3%

- 53.7%

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

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	516	663	+ 28.5%	7,186	7,786	+ 8.3%
Closed Sales	627	734	+ 17.1%	6,895	7,056	+ 2.3%
Median Sales Price*	\$230,000	\$268,325	+ 16.7%	\$226,900	\$250,000	+ 10.2%
Inventory of Homes for Sale	2,407	997	-58.6%	--	--	--
Months Supply of Inventory	3.9	1.6	-59.0%	--	--	--
Cumulative Days on Market Until Sale	72	43	-40.3%	70	60	-14.3%
Percent of Original List Price Received*	94.7%	99.5%	+ 5.1%	95.5%	97.6%	+ 2.2%
New Listings	520	580	+ 11.5%	9,585	8,575	-10.5%

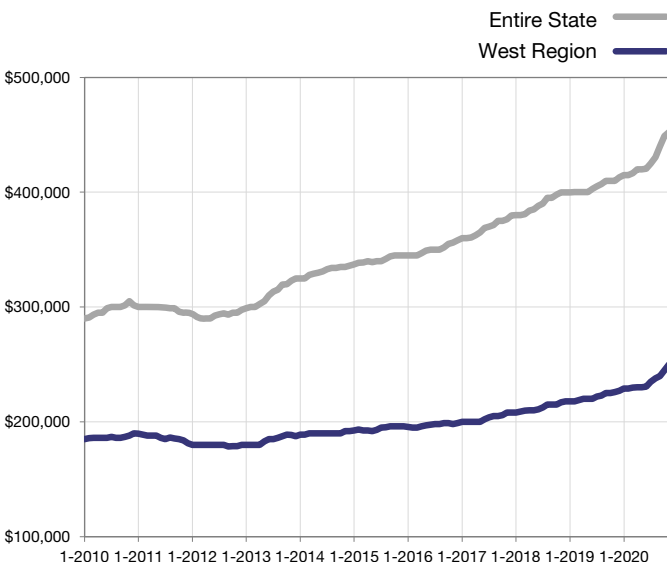
Condominium Properties

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	69	75	+ 8.7%	1,007	952	-5.5%
Closed Sales	70	73	+ 4.3%	965	872	-9.6%
Median Sales Price*	\$175,000	\$179,000	+ 2.3%	\$172,250	\$184,000	+ 6.8%
Inventory of Homes for Sale	356	159	-55.3%	--	--	--
Months Supply of Inventory	4.1	2.0	-51.2%	--	--	--
Cumulative Days on Market Until Sale	65	48	-26.2%	76	73	-3.9%
Percent of Original List Price Received*	96.9%	97.5%	+ 0.6%	96.2%	97.0%	+ 0.8%
New Listings	83	63	-24.1%	1,243	1,038	-16.5%

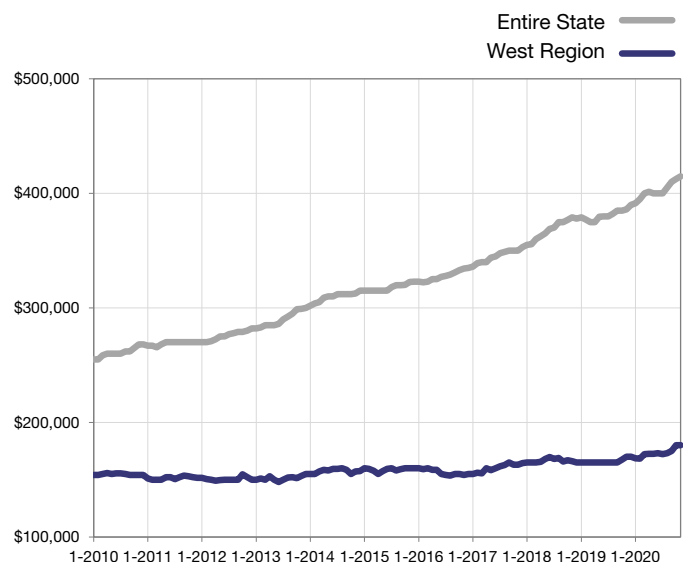
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