

Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 0.5%

+ 3.5%

- 26.5%

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

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	699	920	+ 31.6%	7,310	7,521	+ 2.9%
Closed Sales	809	805	-0.5%	6,941	6,775	-2.4%
Median Sales Price*	\$309,000	\$316,000	+ 2.3%	\$298,000	\$310,000	+ 4.0%
Inventory of Homes for Sale	2,785	2,102	-24.5%	--	--	--
Months Supply of Inventory	3.6	2.8	-22.2%	--	--	--
Cumulative Days on Market Until Sale	50	51	+ 2.0%	54	58	+ 7.4%
Percent of Original List Price Received*	97.4%	97.4%	0.0%	97.8%	97.6%	-0.2%
New Listings	1,127	1,184	+ 5.1%	10,029	9,722	-3.1%

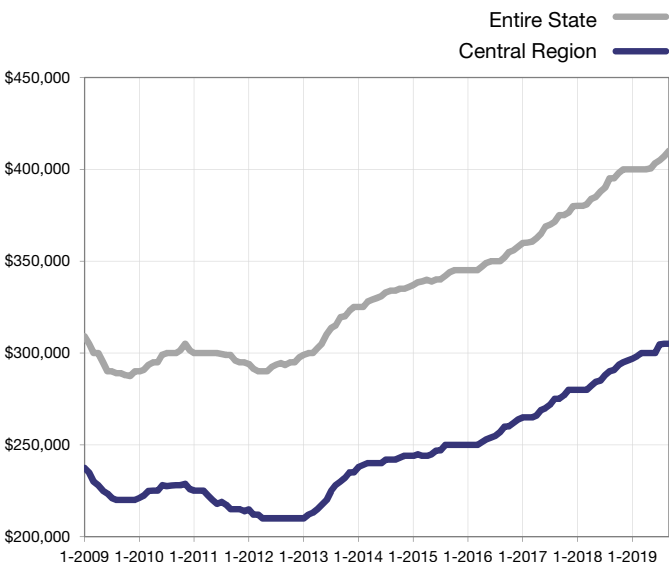
Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	141	186	+ 31.9%	1,560	1,556	-0.3%
Closed Sales	183	182	-0.5%	1,481	1,419	-4.2%
Median Sales Price*	\$222,000	\$217,000	-2.3%	\$219,000	\$226,000	+ 3.2%
Inventory of Homes for Sale	444	353	-20.5%	--	--	--
Months Supply of Inventory	2.6	2.2	-15.4%	--	--	--
Cumulative Days on Market Until Sale	47	43	-8.5%	54	52	-3.7%
Percent of Original List Price Received*	99.1%	98.7%	-0.4%	98.7%	98.6%	-0.1%
New Listings	234	216	-7.7%	1,939	1,911	-1.4%

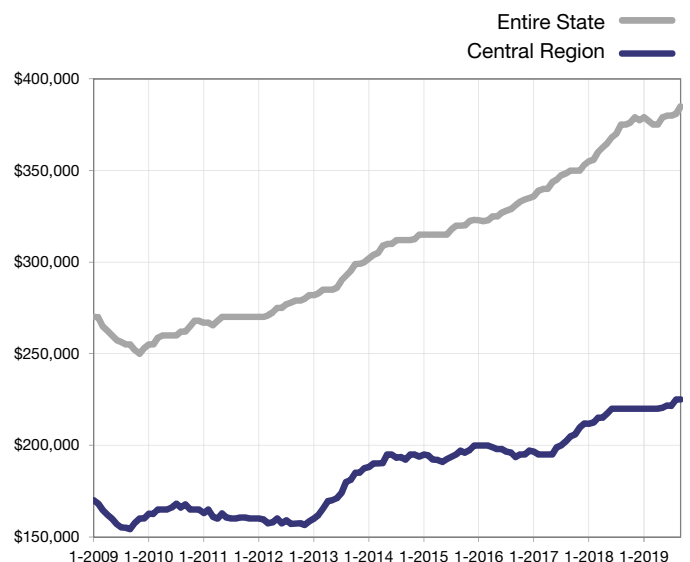
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

+ 6.6%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 5.9%

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

- 28.1%

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

Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	666	820	+ 23.1%	6,700	7,166	+ 7.0%
Closed Sales	716	737	+ 2.9%	6,417	6,590	+ 2.7%
Median Sales Price*	\$447,900	\$455,000	+ 1.6%	\$450,000	\$461,000	+ 2.4%
Inventory of Homes for Sale	2,124	1,492	-29.8%	--	--	--
Months Supply of Inventory	2.9	2.0	-31.0%	--	--	--
Cumulative Days on Market Until Sale	43	48	+ 11.6%	48	50	+ 4.2%
Percent of Original List Price Received*	98.0%	98.0%	0.0%	98.8%	98.1%	-0.7%
New Listings	1,114	1,079	-3.1%	8,933	8,838	-1.1%

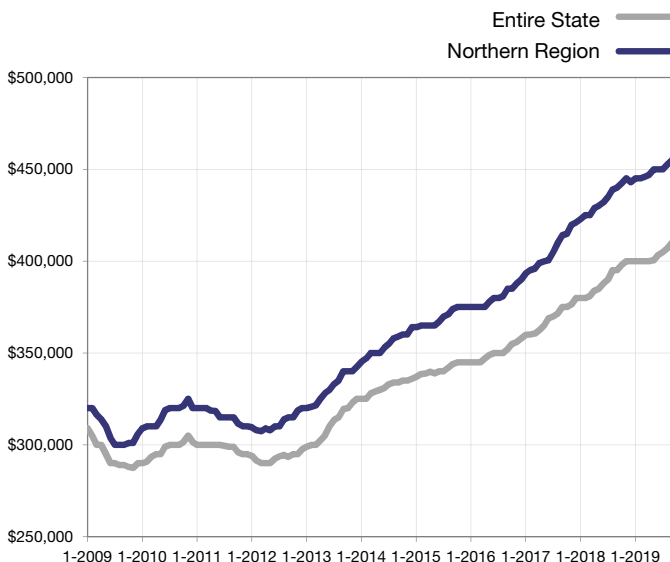
Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	312	350	+ 12.2%	3,134	3,137	+ 0.1%
Closed Sales	295	339	+ 14.9%	2,957	2,889	-2.3%
Median Sales Price*	\$270,000	\$318,858	+ 18.1%	\$282,000	\$300,750	+ 6.6%
Inventory of Homes for Sale	719	605	-15.9%	--	--	--
Months Supply of Inventory	2.2	1.9	-13.6%	--	--	--
Cumulative Days on Market Until Sale	36	47	+ 30.6%	43	47	+ 9.3%
Percent of Original List Price Received*	99.5%	98.9%	-0.6%	99.5%	98.8%	-0.7%
New Listings	437	448	+ 2.5%	3,847	3,718	-3.4%

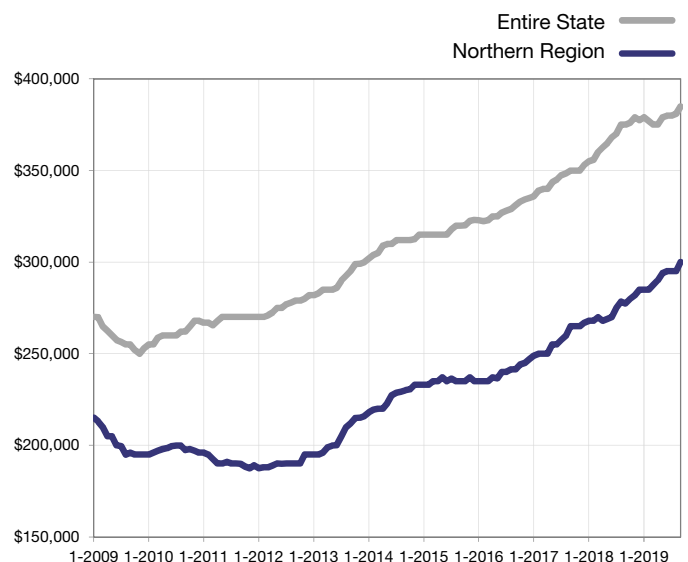
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

- 6.6%

+ 8.3%

- 26.8%

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

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

Single-Family Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	484	550	+ 13.6%	4,644	4,791	+ 3.2%
Closed Sales	545	497	-8.8%	4,397	4,347	-1.1%
Median Sales Price*	\$319,900	\$335,000	+ 4.7%	\$312,000	\$332,250	+ 6.5%
Inventory of Homes for Sale	1,910	1,451	-24.0%	--	--	--
Months Supply of Inventory	3.8	3.0	-21.1%	--	--	--
Cumulative Days on Market Until Sale	54	60	+ 11.1%	62	64	+ 3.2%
Percent of Original List Price Received*	97.4%	97.1%	-0.3%	97.1%	97.0%	-0.1%
New Listings	749	749	0.0%	6,388	6,128	-4.1%

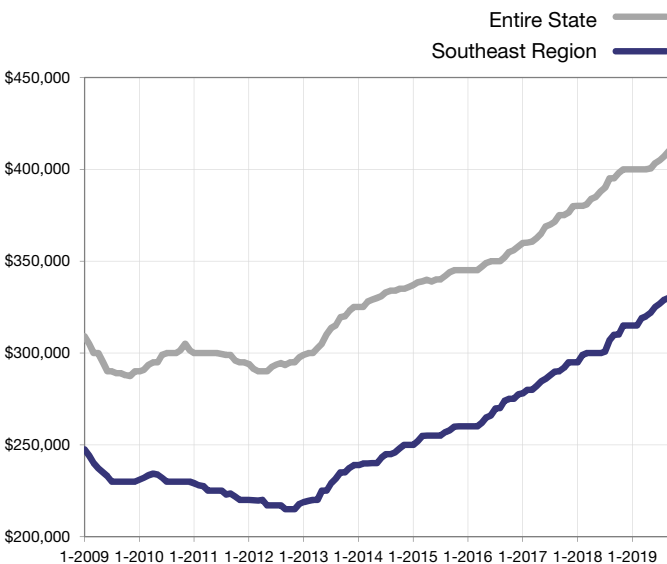
Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	67	91	+ 35.8%	759	755	-0.5%
Closed Sales	88	77	-12.5%	726	675	-7.0%
Median Sales Price*	\$194,500	\$230,000	+ 18.3%	\$210,000	\$220,000	+ 4.8%
Inventory of Homes for Sale	220	161	-26.8%	--	--	--
Months Supply of Inventory	2.7	2.1	-22.2%	--	--	--
Cumulative Days on Market Until Sale	40	76	+ 90.0%	51	61	+ 19.6%
Percent of Original List Price Received*	97.5%	97.0%	-0.5%	97.7%	97.3%	-0.4%
New Listings	97	110	+ 13.4%	968	918	-5.2%

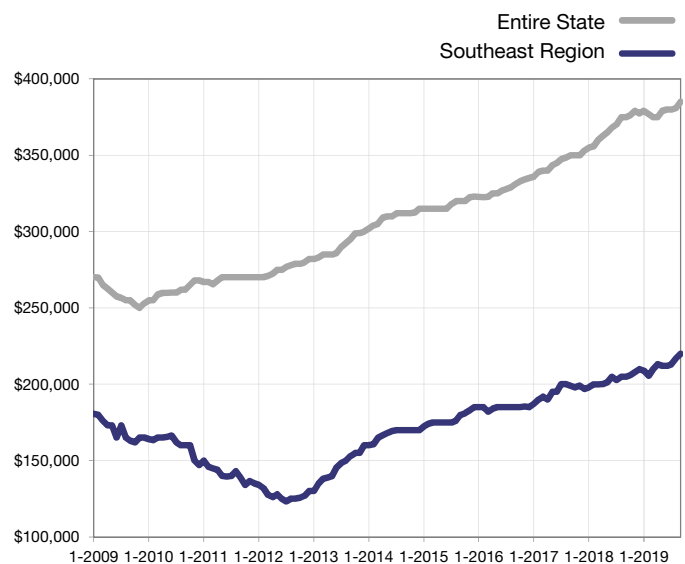
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Single-Family Properties



Condominium Properties



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West Region

+ 8.1%

+ 11.1%

- 23.7%

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

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	553	703	+ 27.1%	5,771	6,116	+ 6.0%
Closed Sales	645	707	+ 9.6%	5,516	5,525	+ 0.2%
Median Sales Price*	\$218,360	\$235,000	+ 7.6%	\$217,000	\$225,685	+ 4.0%
Inventory of Homes for Sale	3,147	2,419	-23.1%	--	--	--
Months Supply of Inventory	5.1	3.9	-23.5%	--	--	--
Cumulative Days on Market Until Sale	70	62	-11.4%	76	71	-6.6%
Percent of Original List Price Received*	94.9%	96.0%	+ 1.2%	95.4%	95.7%	+ 0.3%
New Listings	821	882	+ 7.4%	8,284	8,170	-1.4%

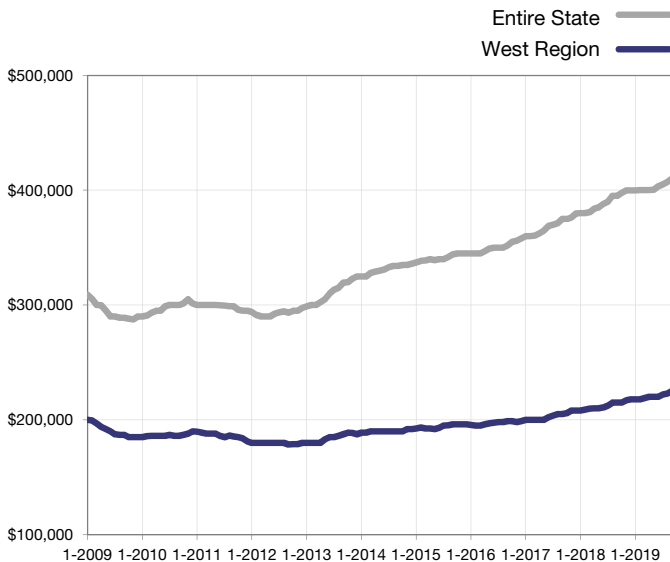
Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	82	89	+ 8.5%	801	851	+ 6.2%
Closed Sales	104	101	-2.9%	764	792	+ 3.7%
Median Sales Price*	\$166,000	\$165,000	-0.6%	\$167,000	\$169,900	+ 1.7%
Inventory of Homes for Sale	438	312	-28.8%	--	--	--
Months Supply of Inventory	5.2	3.6	-30.8%	--	--	--
Cumulative Days on Market Until Sale	67	78	+ 16.4%	91	79	-13.2%
Percent of Original List Price Received*	95.9%	96.7%	+ 0.8%	96.4%	96.2%	-0.2%
New Listings	114	101	-11.4%	1,033	1,030	-0.3%

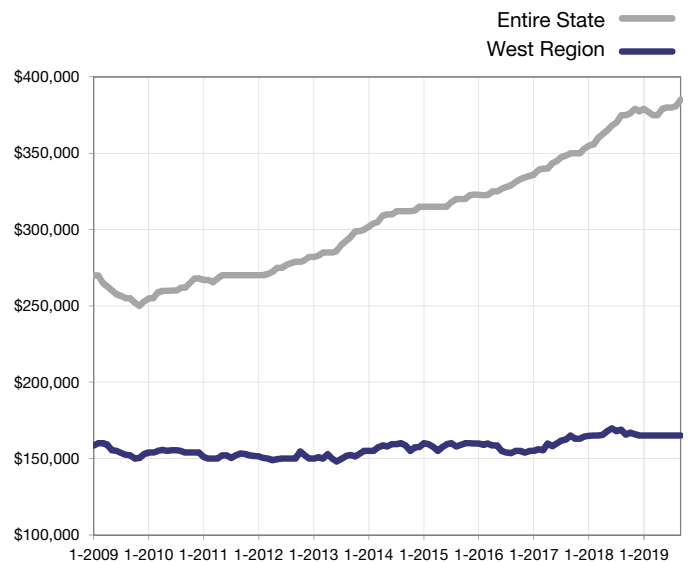
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