

Local Market Update – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 9.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 6.3%

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

- 29.0%

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

Single-Family Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	789	896	+ 13.6%	8,102	8,327	+ 2.8%
Closed Sales	811	920	+ 13.4%	7,755	7,709	-0.6%
Median Sales Price*	\$295,000	\$315,000	+ 6.8%	\$298,000	\$310,000	+ 4.0%
Inventory of Homes for Sale	2,729	1,994	-26.9%	--	--	--
Months Supply of Inventory	3.5	2.6	-25.7%	--	--	--
Cumulative Days on Market Until Sale	51	53	+ 3.9%	54	57	+ 5.6%
Percent of Original List Price Received*	96.8%	97.5%	+ 0.7%	97.7%	97.6%	-0.1%
New Listings	1,069	1,004	-6.1%	11,099	10,719	-3.4%

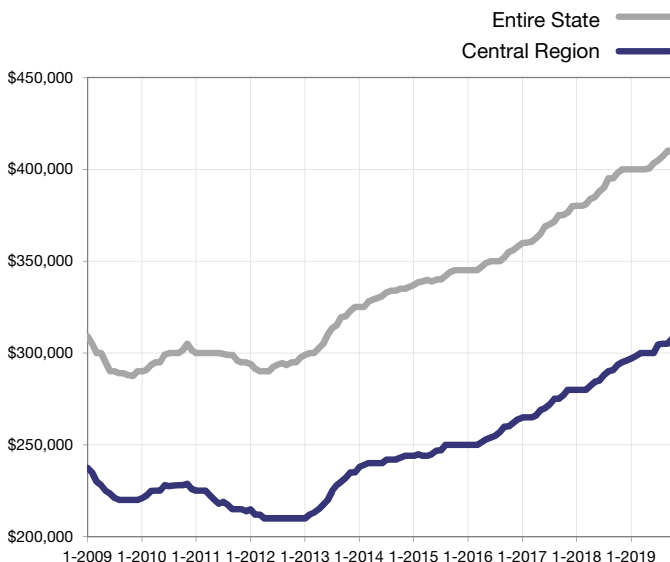
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	177	184	+ 4.0%	1,734	1,725	-0.5%
Closed Sales	182	177	-2.7%	1,660	1,601	-3.6%
Median Sales Price*	\$227,000	\$232,000	+ 2.2%	\$220,000	\$226,125	+ 2.8%
Inventory of Homes for Sale	446	327	-26.7%	--	--	--
Months Supply of Inventory	2.6	2.0	-23.1%	--	--	--
Cumulative Days on Market Until Sale	45	50	+ 11.1%	53	52	-1.9%
Percent of Original List Price Received*	98.1%	98.4%	+ 0.3%	98.6%	98.6%	0.0%
New Listings	218	196	-10.1%	2,157	2,117	-1.9%

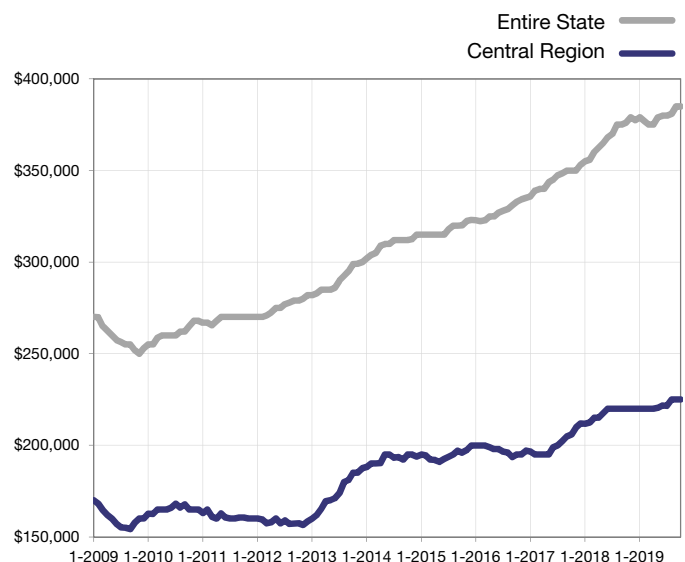
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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MASSACHUSETTS ASSOCIATION OF REALTORS®

Northern Region

- 3.1%

+ 7.5%

- 32.0%

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		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	799	867	+ 8.5%	7,499	7,961	+ 6.2%
Closed Sales	751	761	+ 1.3%	7,168	7,360	+ 2.7%
Median Sales Price*	\$430,000	\$464,000	+ 7.9%	\$447,500	\$462,000	+ 3.2%
Inventory of Homes for Sale	2,053	1,417	-31.0%	--	--	--
Months Supply of Inventory	2.9	1.9	-34.5%	--	--	--
Cumulative Days on Market Until Sale	45	47	+ 4.4%	48	50	+ 4.2%
Percent of Original List Price Received*	97.8%	97.9%	+ 0.1%	98.7%	98.1%	-0.6%
New Listings	975	963	-1.2%	9,910	9,791	-1.2%

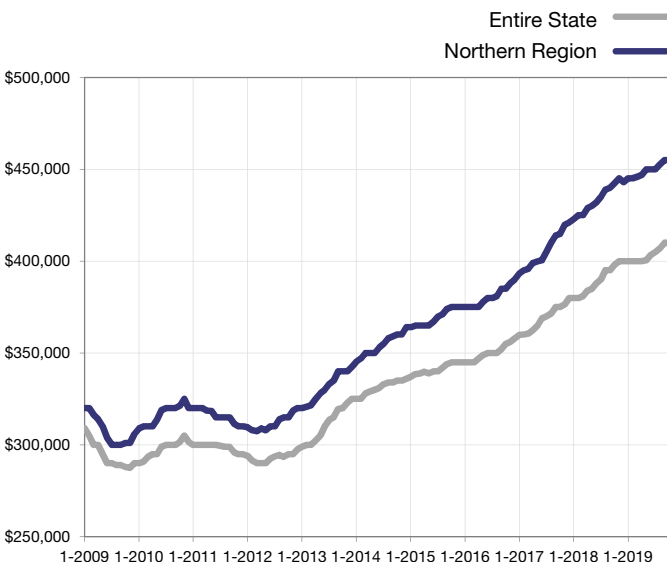
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	303	373	+ 23.1%	3,436	3,480	+ 1.3%
Closed Sales	347	335	-3.5%	3,304	3,230	-2.2%
Median Sales Price*	\$286,000	\$320,000	+ 11.9%	\$282,700	\$305,000	+ 7.9%
Inventory of Homes for Sale	751	560	-25.4%	--	--	--
Months Supply of Inventory	2.3	1.8	-21.7%	--	--	--
Cumulative Days on Market Until Sale	46	44	-4.3%	43	47	+ 9.3%
Percent of Original List Price Received*	98.8%	98.8%	0.0%	99.5%	98.8%	-0.7%
New Listings	421	377	-10.5%	4,266	4,106	-3.8%

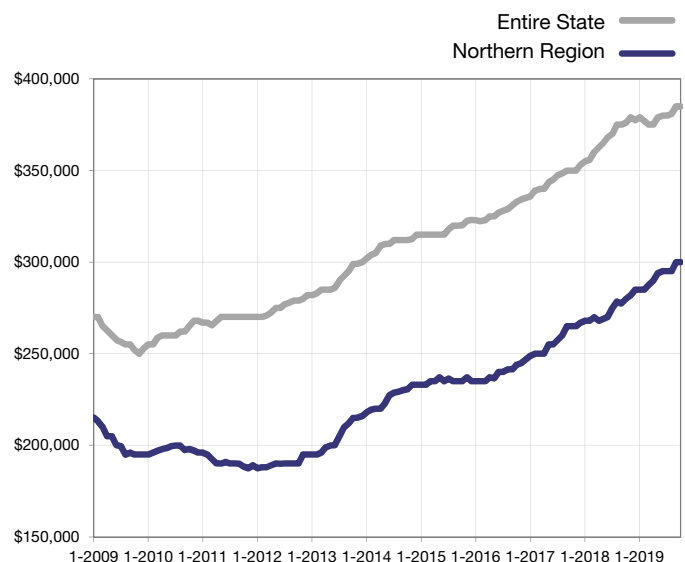
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Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Southeast Region

- 9.2%

+ 6.7%

- 32.6%

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		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	492	629	+ 27.8%	5,135	5,360	+ 4.4%
Closed Sales	554	502	-9.4%	4,952	4,864	-1.8%
Median Sales Price*	\$315,000	\$337,750	+ 7.2%	\$313,000	\$334,000	+ 6.7%
Inventory of Homes for Sale	1,924	1,372	-28.7%	--	--	--
Months Supply of Inventory	3.8	2.8	-26.3%	--	--	--
Cumulative Days on Market Until Sale	58	54	-6.9%	61	63	+ 3.3%
Percent of Original List Price Received*	96.6%	96.9%	+ 0.3%	97.1%	97.0%	-0.1%
New Listings	711	667	-6.2%	7,099	6,796	-4.3%

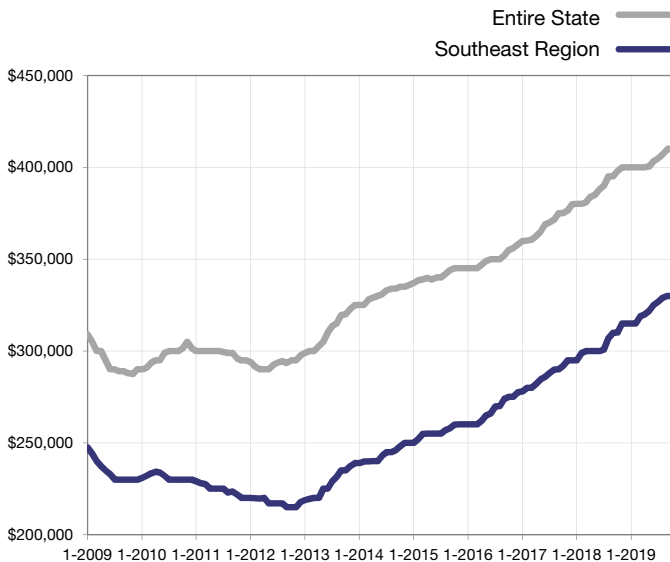
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	80	97	+ 21.3%	839	843	+ 0.5%
Closed Sales	85	96	+ 12.9%	811	773	-4.7%
Median Sales Price*	\$217,500	\$210,250	-3.3%	\$212,500	\$219,950	+ 3.5%
Inventory of Homes for Sale	253	156	-38.3%	--	--	--
Months Supply of Inventory	3.1	2.0	-35.5%	--	--	--
Cumulative Days on Market Until Sale	51	54	+ 5.9%	51	60	+ 17.6%
Percent of Original List Price Received*	97.1%	97.0%	-0.1%	97.7%	97.3%	-0.4%
New Listings	127	109	-14.2%	1,096	1,025	-6.5%

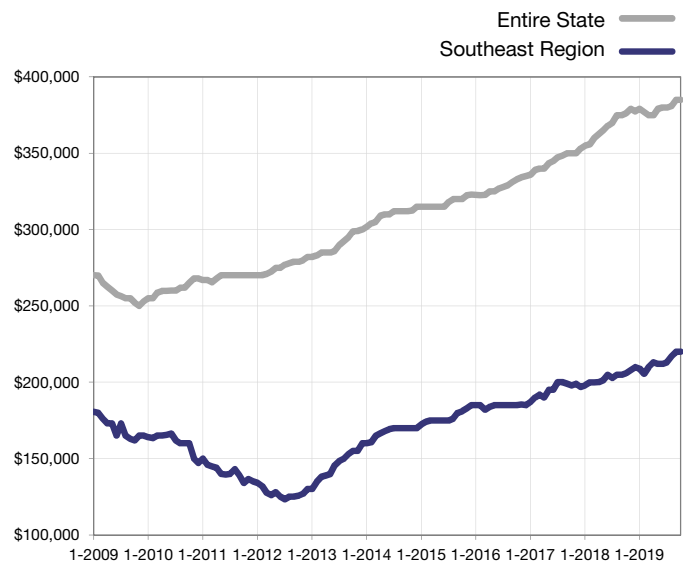
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Single-Family Properties



Condominium Properties



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West Region

+ 5.6%

+ 4.9%

- 22.7%

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

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	663	684	+ 3.2%	6,434	6,766	+ 5.2%
Closed Sales	664	717	+ 8.0%	6,180	6,251	+ 1.1%
Median Sales Price*	\$224,200	\$229,000	+ 2.1%	\$218,000	\$226,000	+ 3.7%
Inventory of Homes for Sale	3,034	2,297	-24.3%	--	--	--
Months Supply of Inventory	4.9	3.7	-24.5%	--	--	--
Cumulative Days on Market Until Sale	70	61	-12.9%	75	70	-6.7%
Percent of Original List Price Received*	94.2%	95.2%	+ 1.1%	95.3%	95.6%	+ 0.3%
New Listings	859	817	-4.9%	9,152	9,002	-1.6%

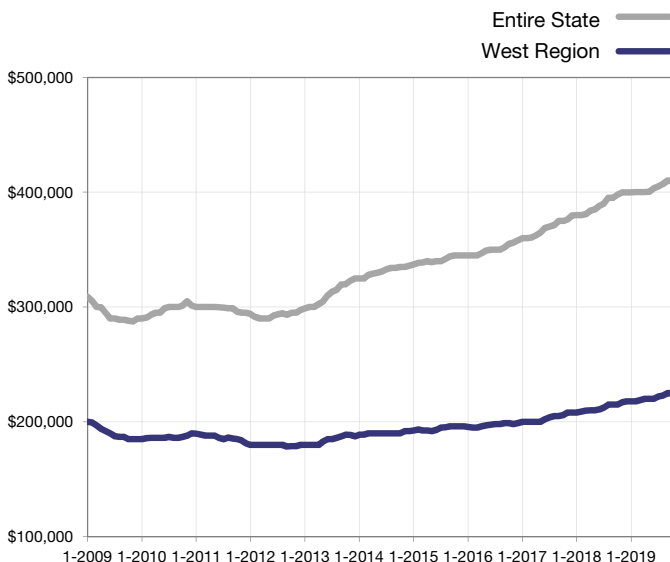
Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	89	102	+ 14.6%	890	953	+ 7.1%
Closed Sales	91	103	+ 13.2%	855	895	+ 4.7%
Median Sales Price*	\$165,000	\$190,000	+ 15.2%	\$167,000	\$170,000	+ 1.8%
Inventory of Homes for Sale	419	315	-24.8%	--	--	--
Months Supply of Inventory	4.9	3.6	-26.5%	--	--	--
Cumulative Days on Market Until Sale	92	67	-27.2%	91	78	-14.3%
Percent of Original List Price Received*	96.3%	95.6%	-0.7%	96.3%	96.1%	-0.2%
New Listings	93	128	+ 37.6%	1,123	1,160	+ 3.3%

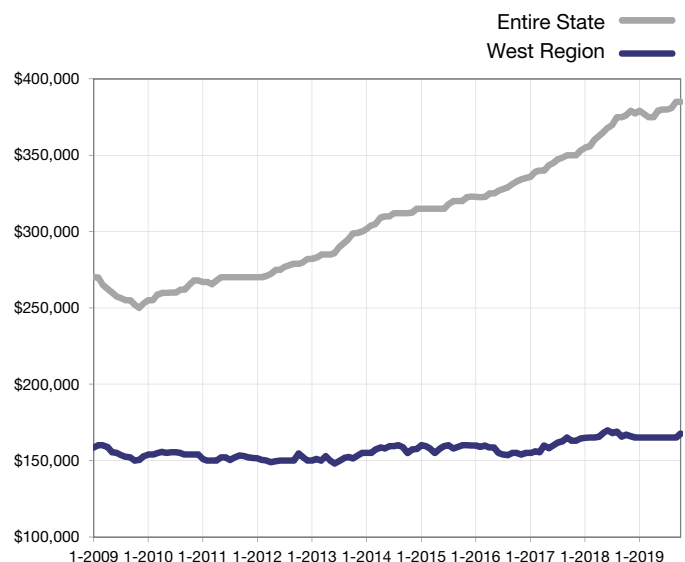
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