

# Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**- 2.6%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 3.8%**

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

**- 26.7%**

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

### Single-Family Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	98	89	- 9.2%	1,368	1,413	+ 3.3%
Closed Sales	142	137	- 3.5%	1,332	1,352	+ 1.5%
Median Sales Price*	\$202,000	<b>\$218,000</b>	+ 7.9%	\$212,000	<b>\$220,000</b>	+ 3.8%
Inventory of Homes for Sale	1,005	<b>733</b>	- 27.1%	--	--	--
Months Supply of Inventory	8.3	<b>6.0</b>	- 27.7%	--	--	--
Cumulative Days on Market Until Sale	103	<b>81</b>	- 21.1%	105	<b>88</b>	- 16.5%
Percent of Original List Price Received*	91.0%	<b>92.0%</b>	+ 1.2%	91.9%	<b>92.2%</b>	+ 0.3%
New Listings	113	<b>91</b>	- 19.5%	2,187	<b>2,125</b>	- 2.8%

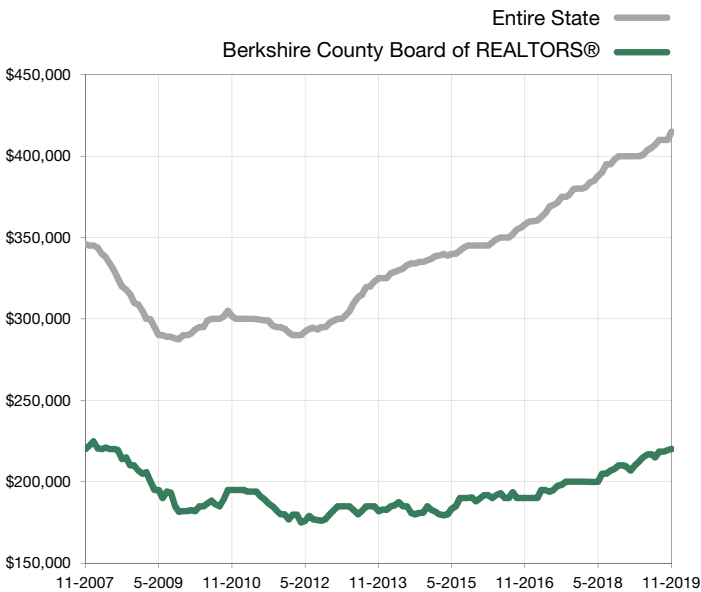
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	14	10	- 28.6%	138	173	+ 25.4%
Closed Sales	13	14	+ 7.7%	136	157	+ 15.4%
Median Sales Price*	\$225,000	<b>\$225,950</b>	+ 0.4%	\$225,450	<b>\$199,500</b>	- 11.5%
Inventory of Homes for Sale	161	122	- 24.2%	--	--	--
Months Supply of Inventory	13.1	8.5	- 34.8%	--	--	--
Cumulative Days on Market Until Sale	223	129	- 42.1%	154	119	- 22.9%
Percent of Original List Price Received*	90.2%	<b>91.8%</b>	+ 1.8%	92.5%	<b>92.4%</b>	- 0.1%
New Listings	16	12	- 25.0%	225	258	+ 14.7%

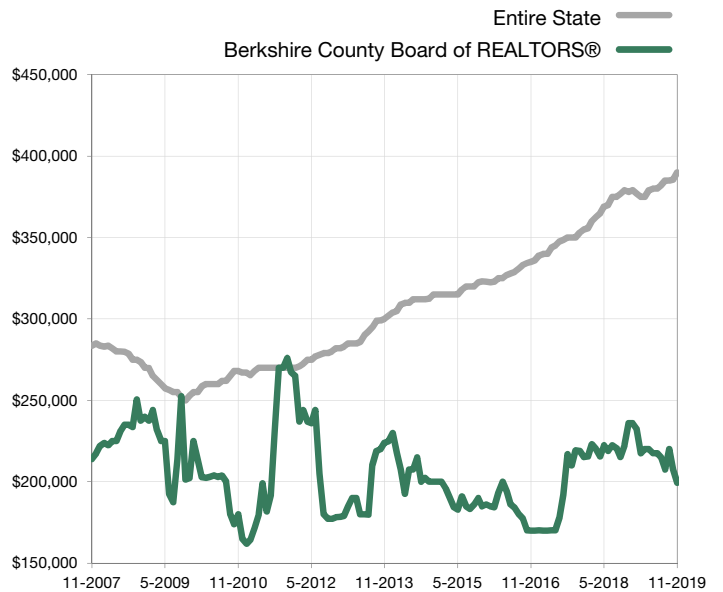
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

# Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Cape Cod & Islands Association of REALTORS®, Inc.

**- 19.2%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**- 0.4%**

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

**- 22.3%**

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

### Single-Family Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	408	451	+ 10.5%	5,147	5,276	+ 2.5%
Closed Sales	555	450	- 18.9%	5,112	4,941	- 3.3%
Median Sales Price*	\$425,000	<b>\$429,000</b>	+ 0.9%	\$421,000	<b>\$425,000</b>	+ 1.0%
Inventory of Homes for Sale	2,884	<b>2,121</b>	- 26.5%	--	--	--
Months Supply of Inventory	6.2	<b>4.8</b>	- 22.9%	--	--	--
Cumulative Days on Market Until Sale	106	<b>107</b>	+ 0.6%	103	<b>107</b>	+ 4.0%
Percent of Original List Price Received*	94.0%	<b>92.8%</b>	- 1.3%	94.6%	<b>94.0%</b>	- 0.7%
New Listings	438	<b>393</b>	- 10.3%	7,863	<b>7,223</b>	- 8.1%

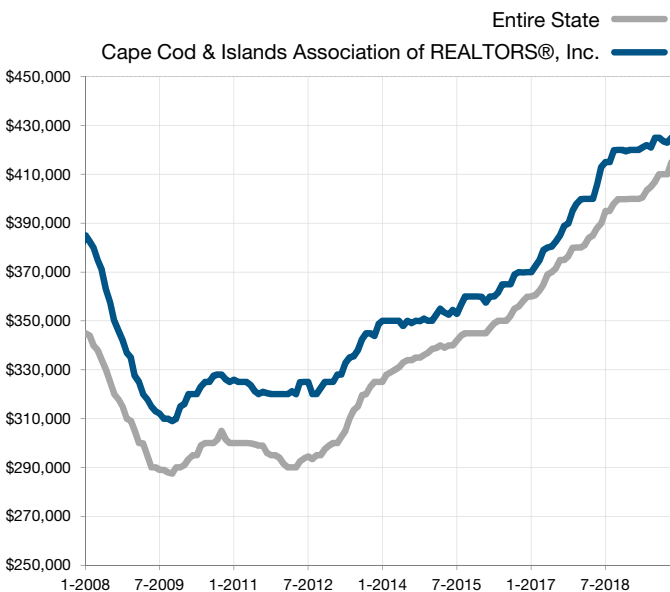
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	87	108	+ 24.1%	1,221	1,249	+ 2.3%
Closed Sales	117	93	- 20.5%	1,200	1,163	- 3.1%
Median Sales Price*	\$290,000	<b>\$289,800</b>	- 0.1%	\$286,000	<b>\$287,000</b>	+ 0.3%
Inventory of Homes for Sale	556	551	- 0.9%	--	--	--
Months Supply of Inventory	5.2	<b>5.3</b>	+ 2.4%	--	--	--
Cumulative Days on Market Until Sale	108	<b>84</b>	- 22.3%	96	<b>104</b>	+ 8.3%
Percent of Original List Price Received*	94.7%	<b>94.9%</b>	+ 0.2%	95.4%	<b>94.6%</b>	- 0.9%
New Listings	104	<b>87</b>	- 16.3%	1,661	<b>1,744</b>	+ 5.0%

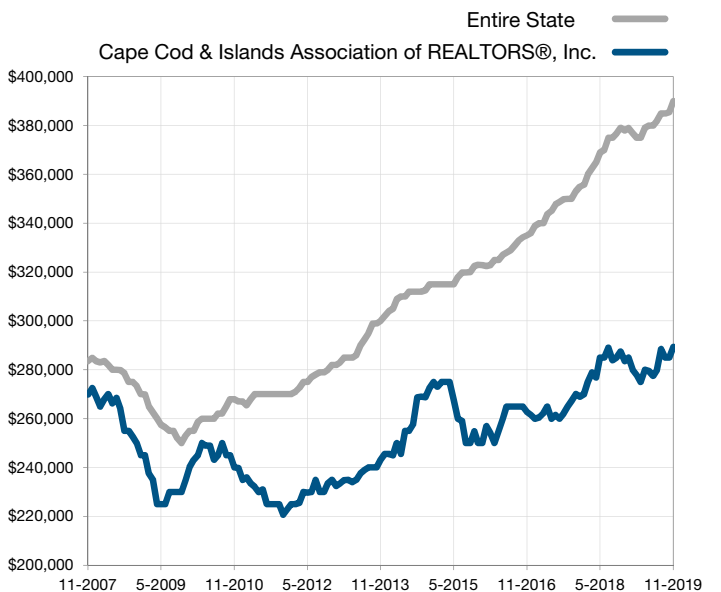
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	845	<b>1,020</b>	+ 20.7%	12,874	<b>13,214</b>	+ 2.6%
Closed Sales	1,230	<b>1,030</b>	- 16.3%	12,551	<b>12,372</b>	- 1.4%
Median Sales Price*	\$588,450	<b>\$599,900</b>	+ 1.9%	\$615,000	<b>\$621,000</b>	+ 1.0%
Inventory of Homes for Sale	2,551	<b>1,908</b>	- 25.2%	--	--	--
Months Supply of Inventory	2.3	<b>1.7</b>	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	45	<b>47</b>	+ 4.4%	43	<b>48</b>	+ 11.6%
Percent of Original List Price Received*	97.5%	<b>97.5%</b>	0.0%	99.4%	<b>98.4%</b>	- 1.0%
New Listings	856	<b>707</b>	- 17.4%	16,778	<b>16,694</b>	- 0.5%

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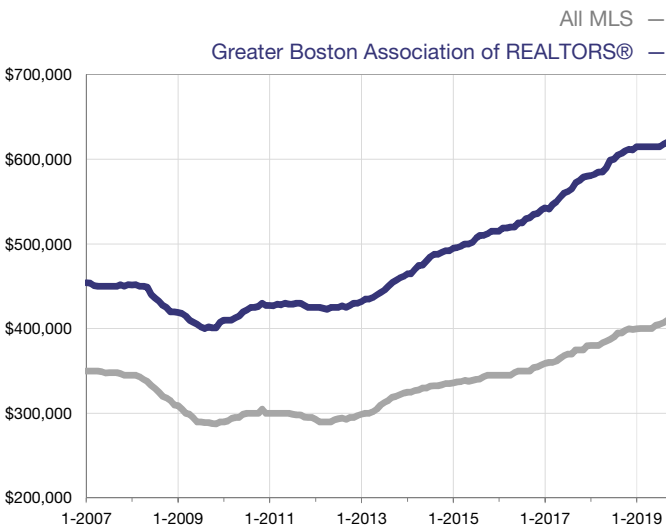
### Condominium Properties

Key Metrics	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	688	<b>809</b>	+ 17.6%	10,148	<b>10,861</b>	+ 7.0%
Closed Sales	879	<b>819</b>	- 6.8%	10,131	<b>9,910</b>	- 2.2%
Median Sales Price*	\$560,000	<b>\$563,000</b>	+ 0.5%	\$569,000	<b>\$570,000</b>	+ 0.2%
Inventory of Homes for Sale	2,185	<b>1,800</b>	- 17.6%	--	--	--
Months Supply of Inventory	2.4	<b>2.0</b>	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	51	<b>49</b>	- 3.9%	39	<b>46</b>	+ 17.9%
Percent of Original List Price Received*	99.1%	<b>98.0%</b>	- 1.1%	100.5%	<b>98.9%</b>	- 1.6%
New Listings	825	<b>655</b>	- 20.6%	13,463	<b>14,337</b>	+ 6.5%

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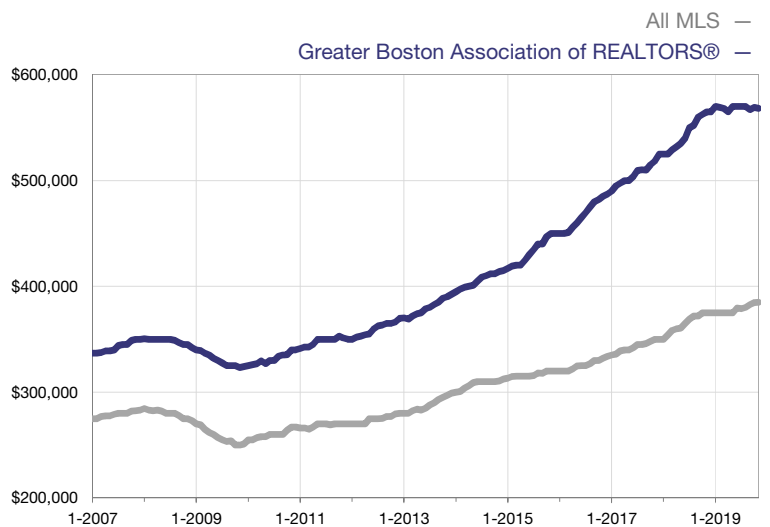
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**+ 12.9%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 3.4%**

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

**- 38.0%**

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

### Single-Family Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	75	<b>102</b>	+ 36.0%	977	<b>1,055</b>	+ 8.0%
Closed Sales	79	<b>88</b>	+ 11.4%	953	<b>961</b>	+ 0.8%
Median Sales Price*	\$280,000	<b>\$306,000</b>	+ 9.3%	\$279,000	<b>\$299,900</b>	+ 7.5%
Inventory of Homes for Sale	389	<b>247</b>	- 36.5%	--	--	--
Months Supply of Inventory	4.5	<b>2.8</b>	- 36.7%	--	--	--
Cumulative Days on Market Until Sale	73	<b>74</b>	+ 1.3%	70	<b>77</b>	+ 9.1%
Percent of Original List Price Received*	94.3%	<b>95.6%</b>	+ 1.4%	96.2%	<b>95.5%</b>	- 0.7%
New Listings	94	<b>84</b>	- 10.6%	1,379	<b>1,334</b>	- 3.3%

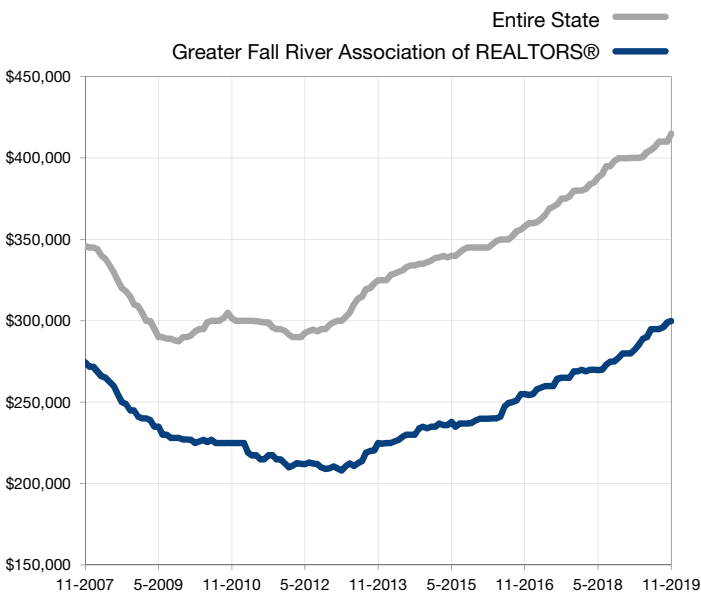
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	5	<b>14</b>	+ 180.0%	93	<b>113</b>	+ 21.5%
Closed Sales	6	<b>8</b>	+ 33.3%	92	<b>102</b>	+ 10.9%
Median Sales Price*	\$132,500	<b>\$124,950</b>	- 5.7%	\$169,750	<b>\$166,500</b>	- 1.9%
Inventory of Homes for Sale	29	<b>12</b>	- 58.6%	--	--	--
Months Supply of Inventory	3.3	<b>1.3</b>	- 60.5%	--	--	--
Cumulative Days on Market Until Sale	122	<b>65</b>	- 46.9%	69	<b>59</b>	- 14.4%
Percent of Original List Price Received*	92.6%	<b>98.6%</b>	+ 6.4%	95.2%	<b>95.7%</b>	+ 0.5%
New Listings	7	<b>16</b>	+ 128.6%	132	<b>135</b>	+ 2.3%

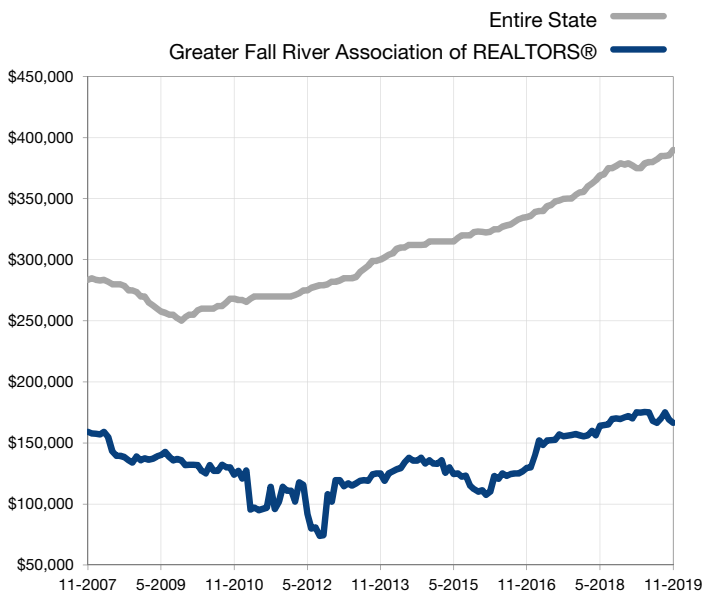
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Greater Newburyport REALTORS®

**- 11.7%**

**+ 15.0%**

**- 37.1%**

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		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	42	63	+ 50.0%	687	782	+ 13.8%
Closed Sales	62	57	- 8.1%	665	745	+ 12.0%
Median Sales Price*	\$511,000	<b>\$495,000</b>	- 3.1%	\$485,000	<b>\$529,000</b>	+ 9.1%
Inventory of Homes for Sale	182	<b>116</b>	- 36.3%	--	--	--
Months Supply of Inventory	3.1	<b>1.8</b>	- 42.2%	--	--	--
Cumulative Days on Market Until Sale	53	<b>49</b>	- 7.8%	62	<b>57</b>	- 8.6%
Percent of Original List Price Received*	95.5%	<b>96.8%</b>	+ 1.4%	96.6%	<b>97.0%</b>	+ 0.4%
New Listings	50	<b>54</b>	+ 8.0%	980	<b>1,007</b>	+ 2.8%

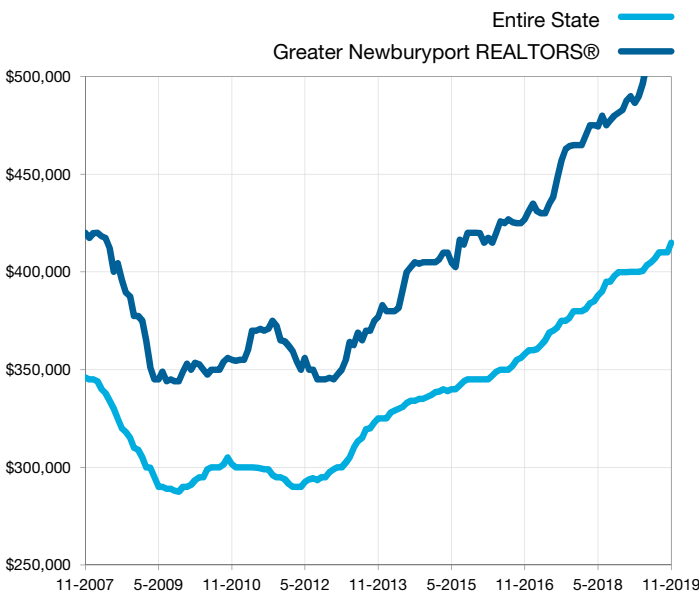
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	24	28	+ 16.7%	393	390	- 0.8%
Closed Sales	32	26	- 18.8%	363	396	+ 9.1%
Median Sales Price*	\$302,500	<b>\$392,400</b>	+ 29.7%	\$341,500	<b>\$376,250</b>	+ 10.2%
Inventory of Homes for Sale	96	59	- 38.5%	--	--	--
Months Supply of Inventory	2.9	1.7	- 41.7%	--	--	--
Cumulative Days on Market Until Sale	49	56	+ 14.2%	51	51	+ 0.9%
Percent of Original List Price Received*	98.7%	<b>97.3%</b>	- 1.4%	98.4%	<b>98.3%</b>	- 0.1%
New Listings	23	22	- 4.3%	534	496	- 7.1%

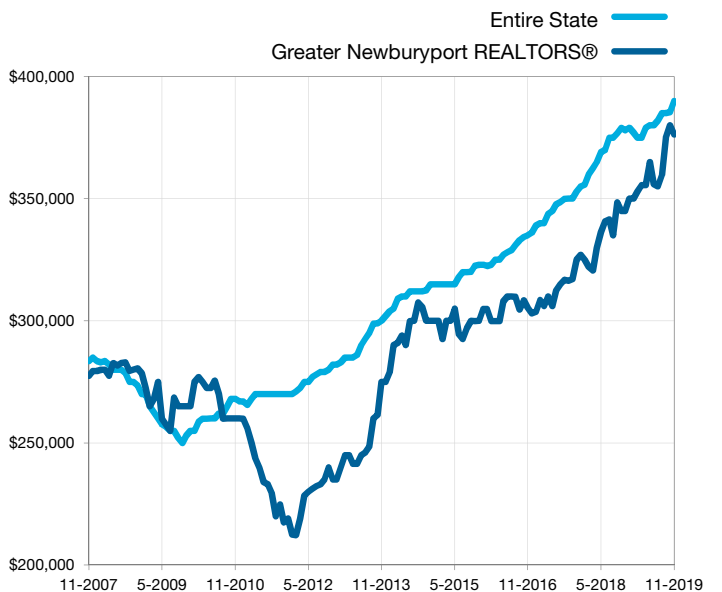
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**- 6.9%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 6.9%**

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

**- 23.4%**

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

### Single-Family Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	191	<b>213</b>	+ 11.5%	2,657	<b>2,733</b>	+ 2.9%
Closed Sales	244	<b>228</b>	- 6.6%	2,628	<b>2,608</b>	- 0.8%
Median Sales Price*	\$265,000	<b>\$285,000</b>	+ 7.5%	\$267,000	<b>\$279,900</b>	+ 4.8%
Inventory of Homes for Sale	795	<b>609</b>	- 23.4%	--	--	--
Months Supply of Inventory	3.3	<b>2.6</b>	- 22.3%	--	--	--
Cumulative Days on Market Until Sale	58	<b>68</b>	+ 16.7%	57	<b>58</b>	+ 2.5%
Percent of Original List Price Received*	96.2%	<b>96.0%</b>	- 0.2%	97.5%	<b>97.2%</b>	- 0.3%
New Listings	208	<b>200</b>	- 3.8%	3,573	<b>3,543</b>	- 0.8%

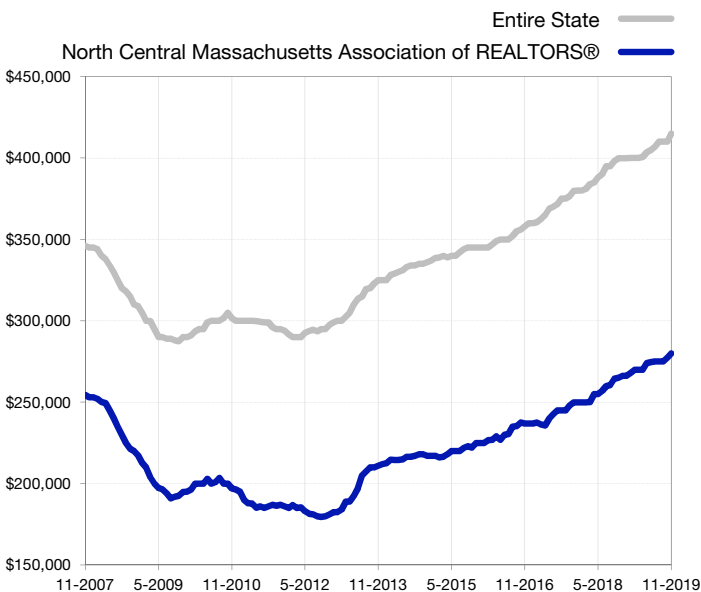
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	34	<b>28</b>	- 17.6%	423	<b>406</b>	- 4.0%
Closed Sales	47	<b>43</b>	- 8.5%	423	<b>383</b>	- 9.5%
Median Sales Price*	\$180,000	<b>\$189,900</b>	+ 5.5%	\$185,000	<b>\$185,000</b>	0.0%
Inventory of Homes for Sale	77	<b>59</b>	- 23.4%	--	--	--
Months Supply of Inventory	2.0	<b>1.7</b>	- 16.6%	--	--	--
Cumulative Days on Market Until Sale	50	<b>36</b>	- 28.9%	58	<b>43</b>	- 25.5%
Percent of Original List Price Received*	97.5%	<b>98.2%</b>	+ 0.7%	98.7%	<b>98.4%</b>	- 0.3%
New Listings	29	<b>30</b>	+ 3.4%	491	<b>502</b>	+ 2.2%

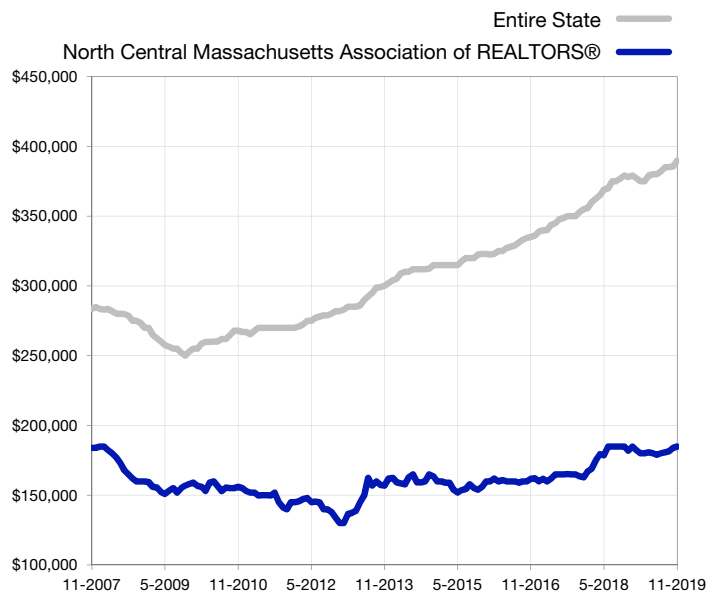
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**- 12.4%**

**+ 4.3%**

**- 33.9%**

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

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	279	<b>292</b>	+ 4.7%	3,794	<b>3,902</b>	+ 2.8%
Closed Sales	389	<b>316</b>	- 18.8%	3,728	<b>3,689</b>	- 1.0%
Median Sales Price*	\$449,000	<b>\$472,450</b>	+ 5.2%	\$450,000	<b>\$469,900</b>	+ 4.4%
Inventory of Homes for Sale	856	<b>556</b>	- 35.0%	--	--	--
Months Supply of Inventory	2.5	<b>1.7</b>	- 34.2%	--	--	--
Cumulative Days on Market Until Sale	44	<b>45</b>	+ 2.2%	48	<b>50</b>	+ 4.7%
Percent of Original List Price Received*	96.7%	<b>98.5%</b>	+ 1.9%	98.4%	<b>98.0%</b>	- 0.5%
New Listings	321	<b>239</b>	- 25.5%	4,899	<b>4,701</b>	- 4.0%

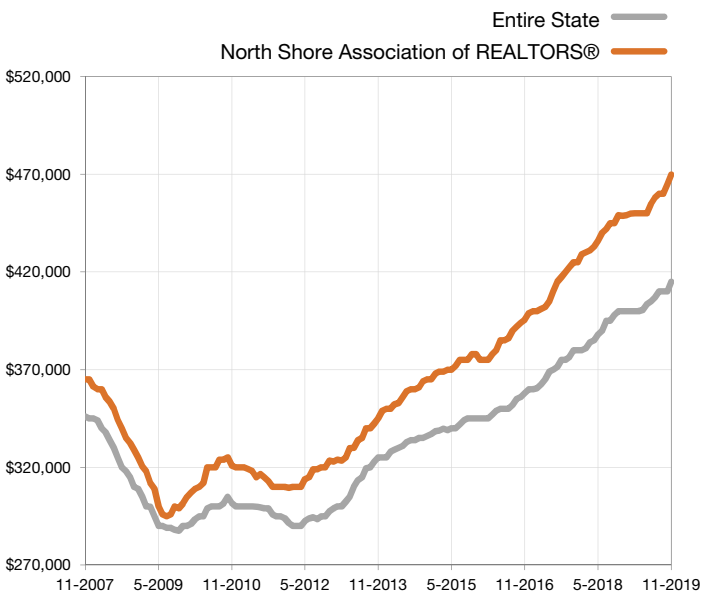
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	117	<b>154</b>	+ 31.6%	1,727	<b>1,859</b>	+ 7.6%
Closed Sales	150	<b>156</b>	+ 4.0%	1,704	<b>1,711</b>	+ 0.4%
Median Sales Price*	\$333,500	<b>\$326,500</b>	- 2.1%	\$303,000	<b>\$317,500</b>	+ 4.8%
Inventory of Homes for Sale	356	<b>245</b>	- 31.2%	--	--	--
Months Supply of Inventory	2.3	<b>1.6</b>	- 30.9%	--	--	--
Cumulative Days on Market Until Sale	50	<b>44</b>	- 11.3%	45	<b>48</b>	+ 8.1%
Percent of Original List Price Received*	98.1%	<b>98.3%</b>	+ 0.3%	99.4%	<b>98.5%</b>	- 0.9%
New Listings	145	<b>146</b>	+ 0.7%	2,157	<b>2,188</b>	+ 1.4%

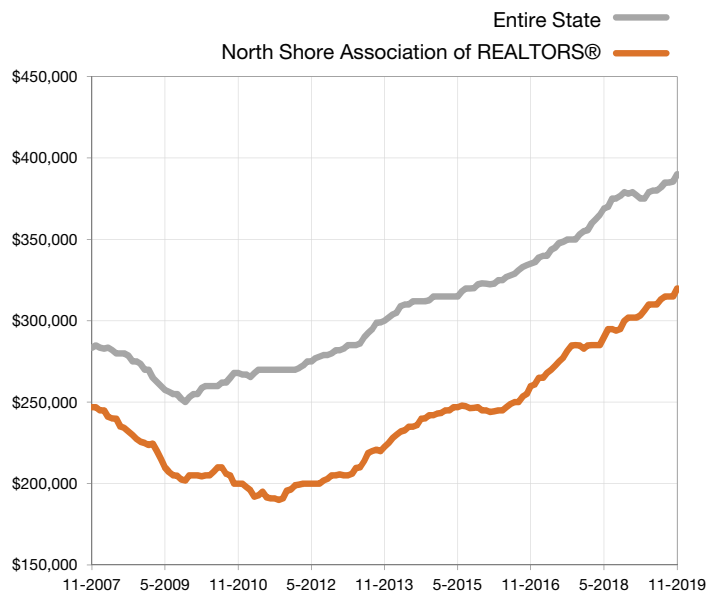
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 4.9%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 9.3%**

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

**- 43.0%**

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

### Single-Family Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	283	<b>288</b>	+ 1.8%	3,620	<b>3,867</b>	+ 6.8%
Closed Sales	353	<b>329</b>	- 6.8%	3,578	<b>3,633</b>	+ 1.5%
Median Sales Price*	\$402,500	<b>\$434,900</b>	+ 8.0%	\$432,075	<b>\$449,000</b>	+ 3.9%
Inventory of Homes for Sale	742	<b>409</b>	- 44.9%	--	--	--
Months Supply of Inventory	2.3	<b>1.2</b>	- 45.5%	--	--	--
Cumulative Days on Market Until Sale	49	<b>46</b>	- 4.6%	45	<b>47</b>	+ 4.7%
Percent of Original List Price Received*	97.0%	<b>98.3%</b>	+ 1.3%	98.9%	<b>98.5%</b>	- 0.4%
New Listings	278	<b>224</b>	- 19.4%	4,682	<b>4,596</b>	- 1.8%

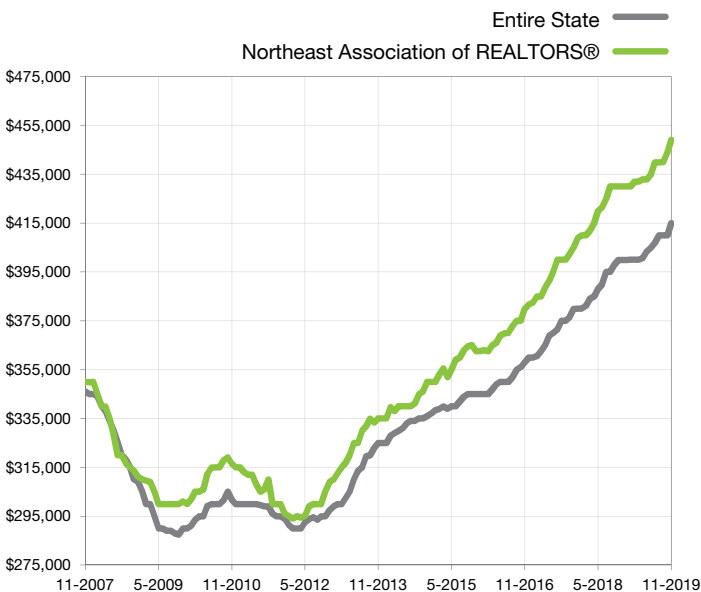
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	99	<b>120</b>	+ 21.2%	1,557	<b>1,509</b>	- 3.1%
Closed Sales	117	<b>118</b>	+ 0.9%	1,537	<b>1,428</b>	- 7.1%
Median Sales Price*	\$269,900	<b>\$248,950</b>	- 7.8%	\$250,000	<b>\$265,250</b>	+ 6.1%
Inventory of Homes for Sale	265	<b>165</b>	- 37.7%	--	--	--
Months Supply of Inventory	1.9	<b>1.3</b>	- 32.7%	--	--	--
Cumulative Days on Market Until Sale	46	<b>52</b>	+ 13.6%	41	<b>44</b>	+ 8.3%
Percent of Original List Price Received*	98.6%	<b>99.2%</b>	+ 0.6%	99.6%	<b>99.3%</b>	- 0.3%
New Listings	130	<b>98</b>	- 24.6%	1,872	<b>1,686</b>	- 9.9%

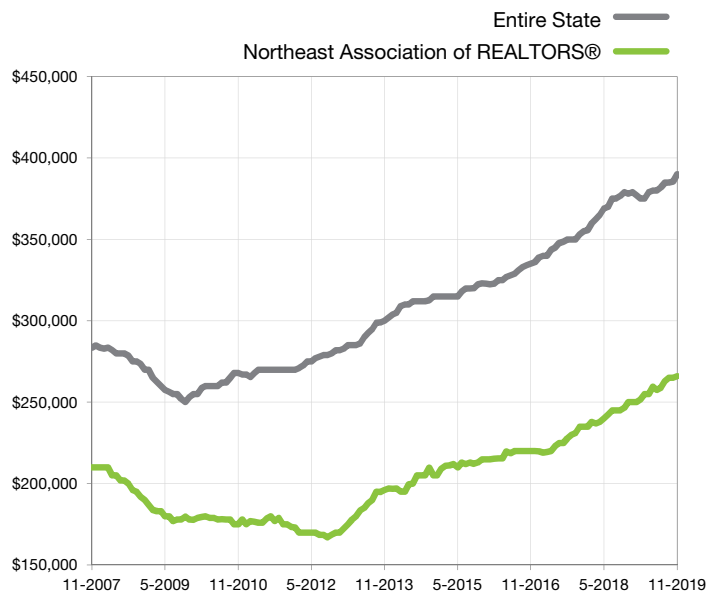
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.



# Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 8.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 6.3%**

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

**- 31.0%**

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

### Single-Family Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	424	<b>495</b>	+ 16.7%	6,057	<b>6,219</b>	+ 2.7%
Closed Sales	552	<b>524</b>	- 5.1%	5,920	<b>5,868</b>	- 0.9%
Median Sales Price*	\$299,750	<b>\$320,500</b>	+ 6.9%	\$309,995	<b>\$325,000</b>	+ 4.8%
Inventory of Homes for Sale	1,622	<b>1,108</b>	- 31.7%	--	--	--
Months Supply of Inventory	3.0	<b>2.1</b>	- 30.6%	--	--	--
Cumulative Days on Market Until Sale	57	<b>56</b>	- 1.5%	53	<b>57</b>	+ 8.2%
Percent of Original List Price Received*	95.6%	<b>97.0%</b>	+ 1.4%	97.5%	<b>97.6%</b>	+ 0.1%
New Listings	495	<b>473</b>	- 4.4%	8,228	<b>7,846</b>	- 4.6%

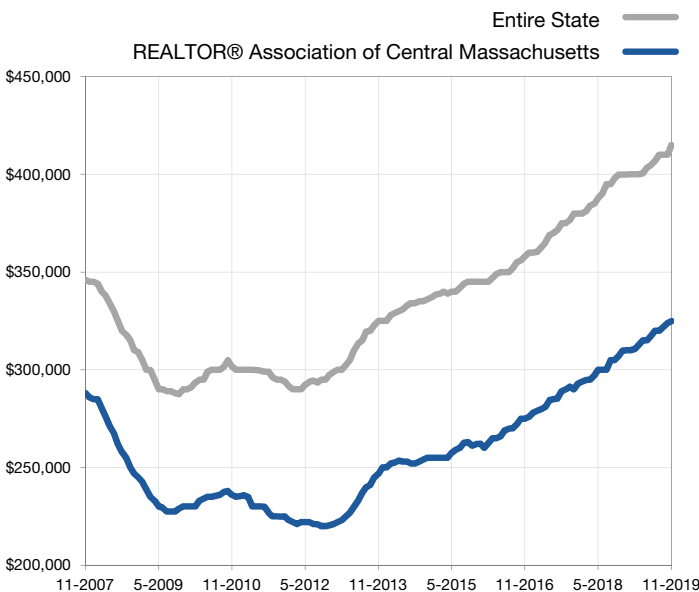
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	102	<b>106</b>	+ 3.9%	1,450	<b>1,435</b>	- 1.0%
Closed Sales	139	<b>108</b>	- 22.3%	1,426	<b>1,370</b>	- 3.9%
Median Sales Price*	\$229,900	<b>\$250,000</b>	+ 8.7%	\$229,900	<b>\$240,000</b>	+ 4.4%
Inventory of Homes for Sale	332	<b>241</b>	- 27.4%	--	--	--
Months Supply of Inventory	2.5	<b>1.9</b>	- 23.3%	--	--	--
Cumulative Days on Market Until Sale	65	<b>63</b>	- 2.1%	52	<b>55</b>	+ 5.2%
Percent of Original List Price Received*	97.4%	<b>98.9%</b>	+ 1.6%	98.5%	<b>98.6%</b>	+ 0.2%
New Listings	103	<b>105</b>	+ 1.9%	1,799	<b>1,747</b>	- 2.9%

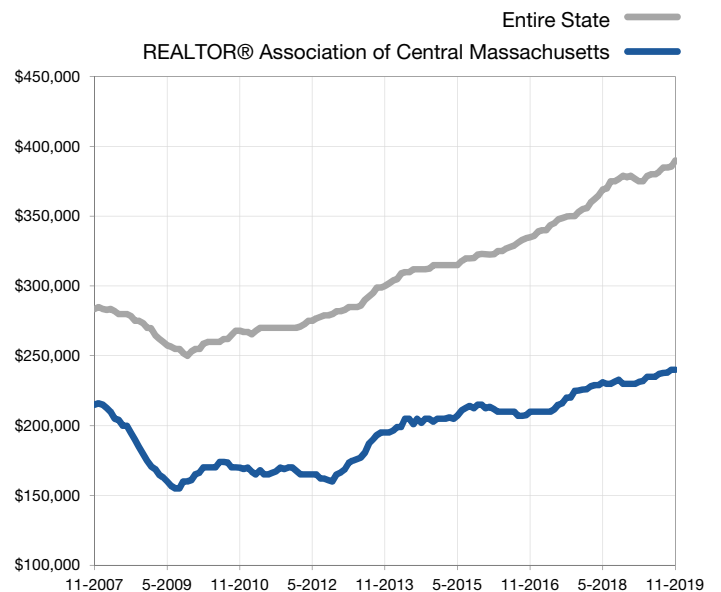
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**- 8.0%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 6.3%**

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

**- 28.8%**

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

### Single-Family Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	384	<b>462</b>	+ 20.3%	5,548	<b>5,856</b>	+ 5.6%
Closed Sales	507	<b>475</b>	- 6.3%	5,497	<b>5,524</b>	+ 0.5%
Median Sales Price*	\$222,500	<b>\$230,925</b>	+ 3.8%	\$219,900	<b>\$229,000</b>	+ 4.1%
Inventory of Homes for Sale	1,801	<b>1,269</b>	- 29.5%	--	--	--
Months Supply of Inventory	3.6	<b>2.5</b>	- 30.1%	--	--	--
Cumulative Days on Market Until Sale	69	<b>70</b>	+ 1.8%	68	<b>66</b>	- 2.0%
Percent of Original List Price Received*	94.4%	<b>95.6%</b>	+ 1.3%	95.9%	<b>96.3%</b>	+ 0.5%
New Listings	480	<b>429</b>	- 10.6%	7,550	<b>7,405</b>	- 1.9%

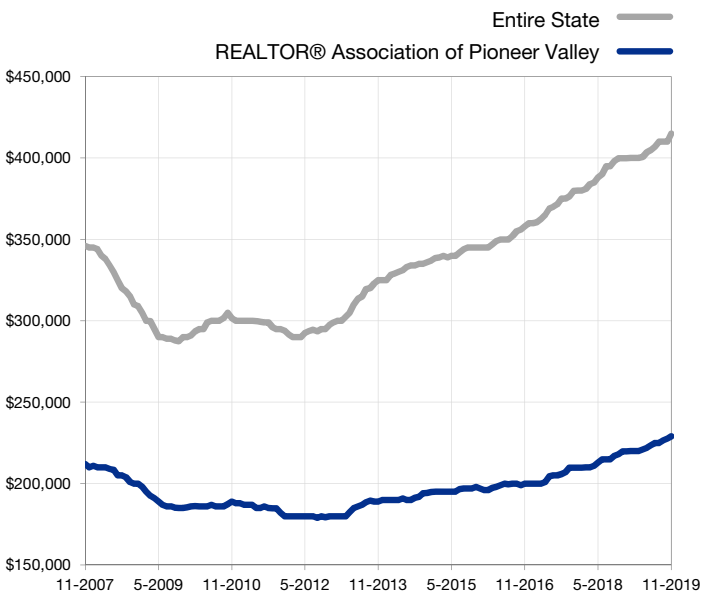
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	67	<b>66</b>	- 1.5%	833	<b>850</b>	+ 2.0%
Closed Sales	70	<b>56</b>	- 20.0%	802	<b>809</b>	+ 0.9%
Median Sales Price*	\$145,600	<b>\$173,500</b>	+ 19.2%	\$162,000	<b>\$165,000</b>	+ 1.9%
Inventory of Homes for Sale	224	<b>173</b>	- 22.8%	--	--	--
Months Supply of Inventory	3.1	<b>2.4</b>	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	51	<b>49</b>	- 3.6%	79	<b>68</b>	- 13.2%
Percent of Original List Price Received*	96.7%	<b>98.2%</b>	+ 1.5%	96.9%	<b>97.0%</b>	+ 0.0%
New Listings	62	<b>70</b>	+ 12.9%	980	<b>982</b>	+ 0.2%

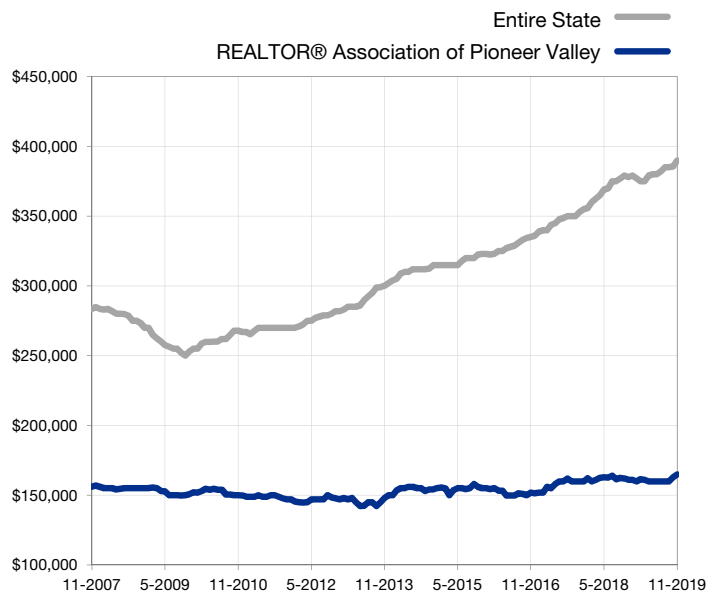
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**- 11.4%**

**0.0%**

**- 30.8%**

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

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	328	366	+ 11.6%	4,561	4,711	+ 3.3%
Closed Sales	438	388	- 11.4%	4,516	4,384	- 2.9%
Median Sales Price*	\$335,000	\$336,000	+ 0.3%	\$321,750	\$340,000	+ 5.7%
Inventory of Homes for Sale	1,418	1,000	- 29.5%	--	--	--
Months Supply of Inventory	3.5	2.5	- 27.0%	--	--	--
Cumulative Days on Market Until Sale	59	57	- 2.3%	59	60	+ 1.4%
Percent of Original List Price Received*	96.7%	97.1%	+ 0.4%	97.2%	97.3%	+ 0.1%
New Listings	408	368	- 9.8%	6,223	5,909	- 5.0%

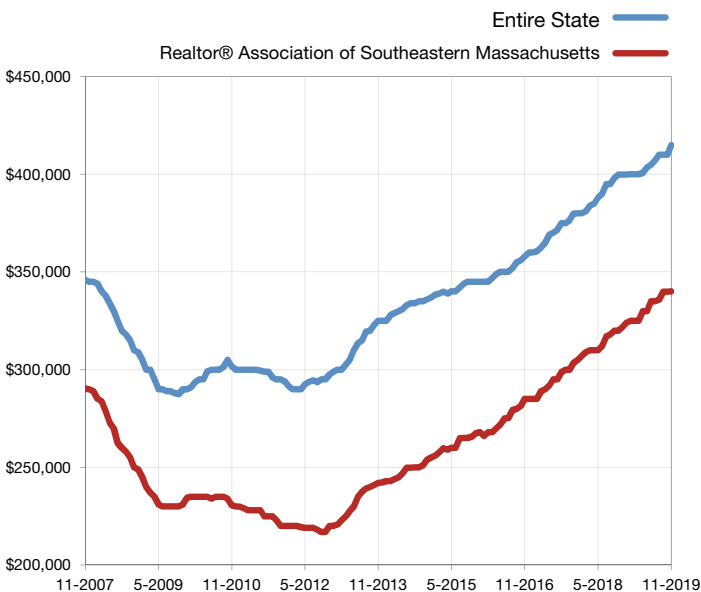
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	56	70	+ 25.0%	807	806	- 0.1%
Closed Sales	70	62	- 11.4%	795	746	- 6.2%
Median Sales Price*	\$227,500	\$221,000	- 2.9%	\$215,000	\$225,900	+ 5.1%
Inventory of Homes for Sale	204	122	- 40.2%	--	--	--
Months Supply of Inventory	2.8	1.8	- 35.7%	--	--	--
Cumulative Days on Market Until Sale	41	49	+ 18.0%	49	60	+ 21.8%
Percent of Original List Price Received*	98.0%	96.6%	- 1.4%	97.9%	97.5%	- 0.4%
New Listings	64	66	+ 3.1%	1,033	975	- 5.6%

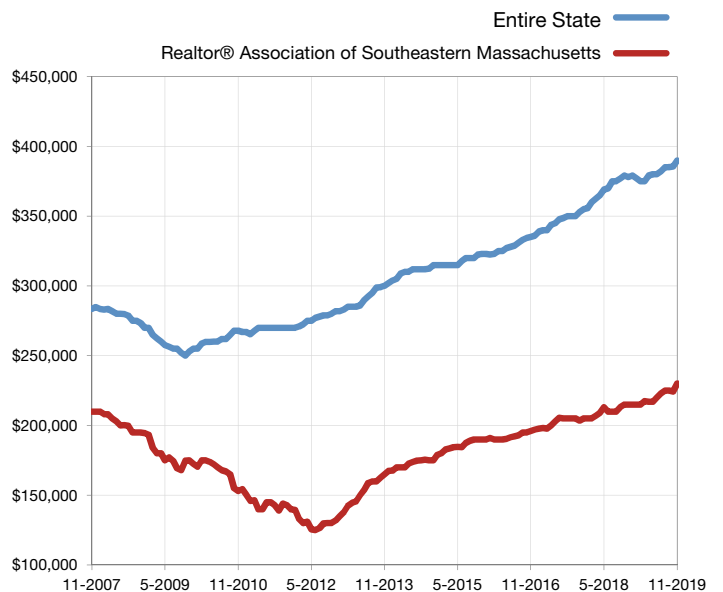
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – November 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## South Shore REALTORS®

**- 8.2%**

**+ 1.2%**

**- 24.5%**

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

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	376	476	+ 26.6%	5,653	5,841	+ 3.3%
Closed Sales	508	488	- 3.9%	5,572	5,476	- 1.7%
Median Sales Price*	\$425,000	<b>\$435,450</b>	+ 2.5%	\$435,000	<b>\$449,900</b>	+ 3.4%
Inventory of Homes for Sale	1,459	<b>1,088</b>	- 25.4%	--	--	--
Months Supply of Inventory	2.9	<b>2.2</b>	- 24.1%	--	--	--
Cumulative Days on Market Until Sale	66	<b>65</b>	- 2.8%	56	<b>59</b>	+ 5.2%
Percent of Original List Price Received*	95.8%	<b>96.1%</b>	+ 0.3%	97.5%	<b>97.1%</b>	- 0.5%
New Listings	448	<b>423</b>	- 5.6%	7,666	<b>7,697</b>	+ 0.4%

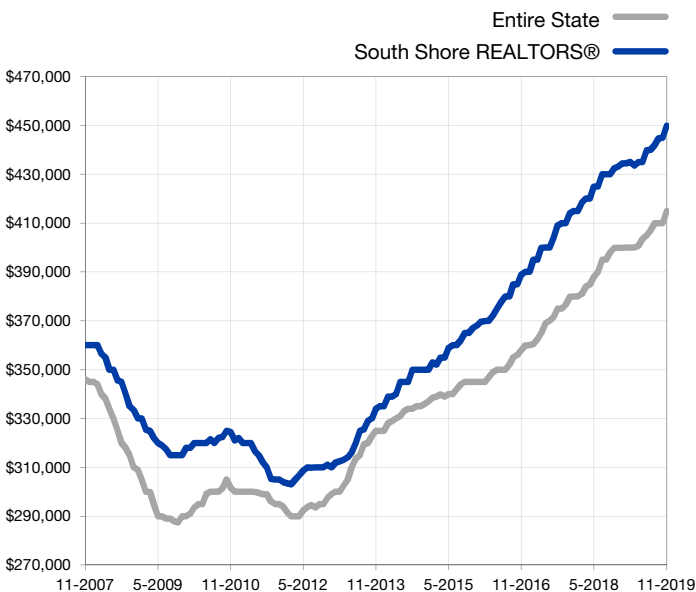
### Condominium Properties

	November			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	121	146	+ 20.7%	1,850	1,876	+ 1.4%
Closed Sales	179	143	- 20.1%	1,792	1,792	0.0%
Median Sales Price*	\$360,000	<b>\$334,900</b>	- 7.0%	\$335,000	<b>\$344,000</b>	+ 2.7%
Inventory of Homes for Sale	460	<b>361</b>	- 21.5%	--	--	--
Months Supply of Inventory	2.9	<b>2.2</b>	- 22.6%	--	--	--
Cumulative Days on Market Until Sale	49	<b>58</b>	+ 17.2%	53	<b>58</b>	+ 11.3%
Percent of Original List Price Received*	99.4%	<b>97.7%</b>	- 1.8%	99.4%	<b>98.2%</b>	- 1.2%
New Listings	174	<b>136</b>	- 21.8%	2,402	<b>2,429</b>	+ 1.1%

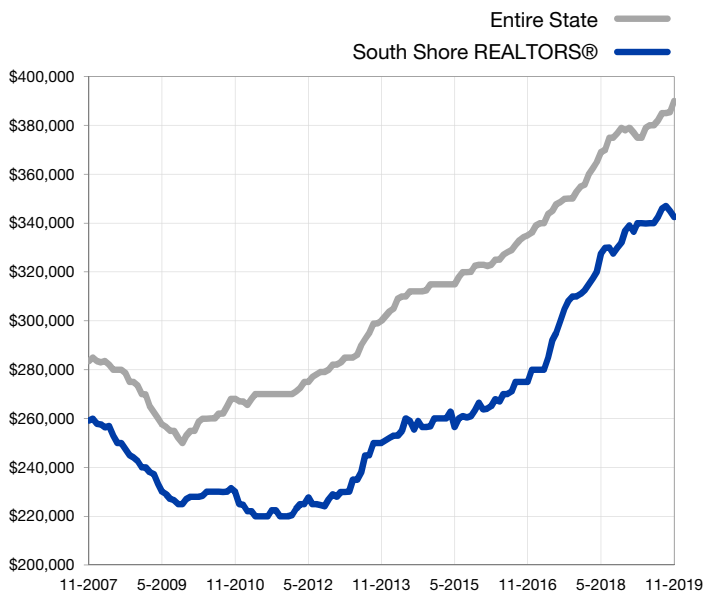
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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