

# Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 13.7%**

**+ 19.7%**

**- 29.1%**

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

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	68	<b>79</b>	+ 16.2%	1,436	<b>1,503</b>	+ 4.7%
Closed Sales	109	<b>122</b>	+ 11.9%	1,441	<b>1,476</b>	+ 2.4%
Median Sales Price*	\$185,000	<b>\$230,000</b>	+ 24.3%	\$210,000	<b>\$220,000</b>	+ 4.8%
Inventory of Homes for Sale	874	<b>615</b>	- 29.6%	--	--	--
Months Supply of Inventory	7.3	<b>5.0</b>	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	87	<b>100</b>	+ 15.2%	104	<b>89</b>	- 14.4%
Percent of Original List Price Received*	90.9%	<b>91.4%</b>	+ 0.6%	91.8%	<b>92.1%</b>	+ 0.3%
New Listings	70	<b>72</b>	+ 2.9%	2,262	<b>2,207</b>	- 2.4%

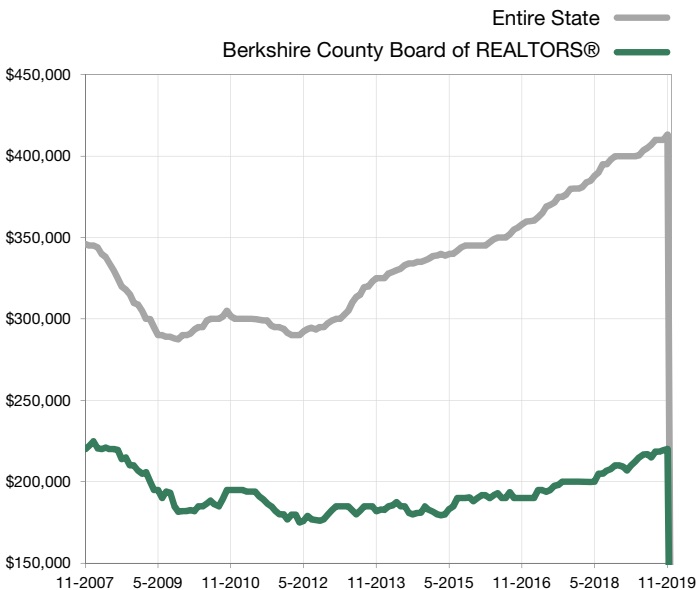
### Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	3	<b>14</b>	+ 366.7%	141	<b>186</b>	+ 31.9%
Closed Sales	15	<b>19</b>	+ 26.7%	151	<b>176</b>	+ 16.6%
Median Sales Price*	\$345,000	<b>\$198,000</b>	- 42.6%	\$236,000	<b>\$198,750</b>	- 15.8%
Inventory of Homes for Sale	152	<b>112</b>	- 26.3%	--	--	--
Months Supply of Inventory	12.1	<b>7.6</b>	- 36.8%	--	--	--
Cumulative Days on Market Until Sale	196	<b>181</b>	- 7.7%	158	<b>125</b>	- 20.9%
Percent of Original List Price Received*	88.9%	<b>89.4%</b>	+ 0.5%	92.2%	<b>92.1%</b>	- 0.1%
New Listings	14	<b>14</b>	0.0%	239	<b>272</b>	+ 13.8%

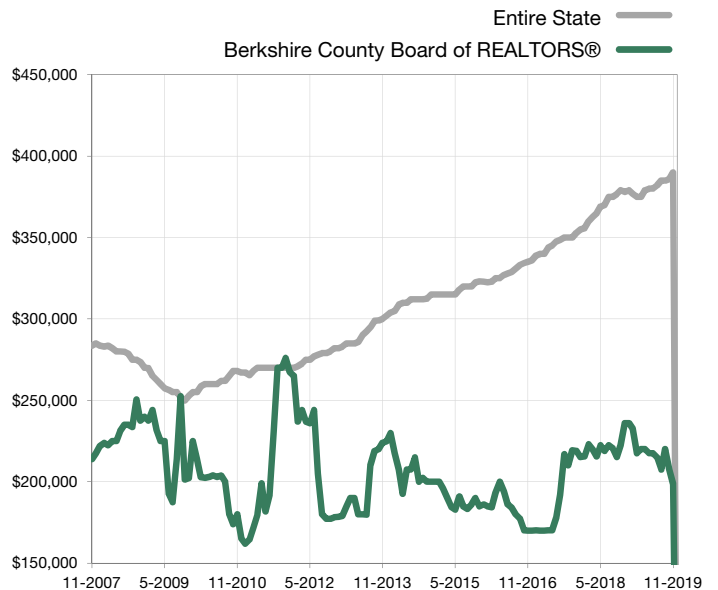
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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 – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



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

**+ 16.4%**

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

**+ 9.5%**

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

**- 25.5%**

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

### Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	290	<b>282</b>	- 2.8%	5,436	<b>5,529</b>	+ 1.7%
Closed Sales	395	<b>448</b>	+ 13.4%	5,507	<b>5,394</b>	- 2.1%
Median Sales Price*	\$390,000	<b>\$435,000</b>	+ 11.5%	\$420,000	<b>\$425,000</b>	+ 1.2%
Inventory of Homes for Sale	2,381	<b>1,671</b>	- 29.8%	--	--	--
Months Supply of Inventory	5.2	<b>3.7</b>	- 28.3%	--	--	--
Cumulative Days on Market Until Sale	99	<b>108</b>	+ 8.7%	102	<b>107</b>	+ 4.4%
Percent of Original List Price Received*	92.6%	<b>92.9%</b>	+ 0.4%	94.5%	<b>93.9%</b>	- 0.6%
New Listings	239	<b>212</b>	- 11.3%	8,102	<b>7,434</b>	- 8.2%

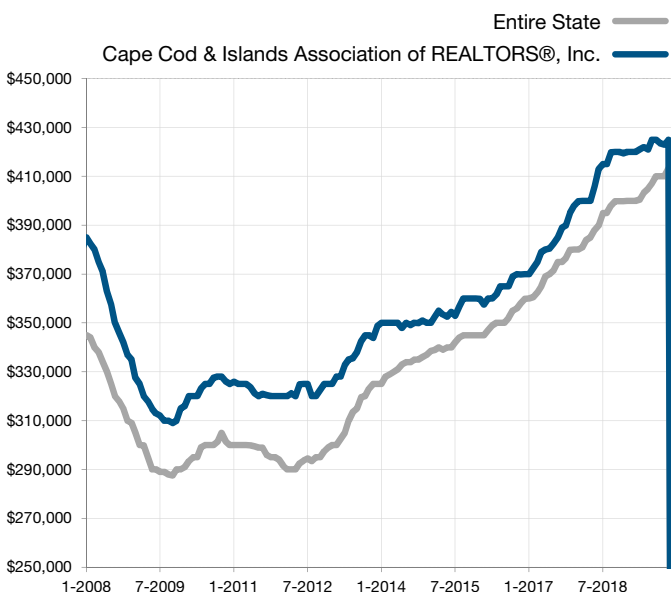
### Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	49	<b>55</b>	+ 12.2%	1,270	<b>1,301</b>	+ 2.4%
Closed Sales	82	<b>107</b>	+ 30.5%	1,282	<b>1,272</b>	- 0.8%
Median Sales Price*	\$252,000	<b>\$277,987</b>	+ 10.3%	\$283,500	<b>\$287,000</b>	+ 1.2%
Inventory of Homes for Sale	479	<b>460</b>	- 4.0%	--	--	--
Months Supply of Inventory	4.5	<b>4.3</b>	- 3.2%	--	--	--
Cumulative Days on Market Until Sale	106	<b>119</b>	+ 11.8%	97	<b>106</b>	+ 8.8%
Percent of Original List Price Received*	93.4%	<b>93.8%</b>	+ 0.4%	95.3%	<b>94.5%</b>	- 0.8%
New Listings	61	<b>57</b>	- 6.6%	1,721	<b>1,803</b>	+ 4.8%

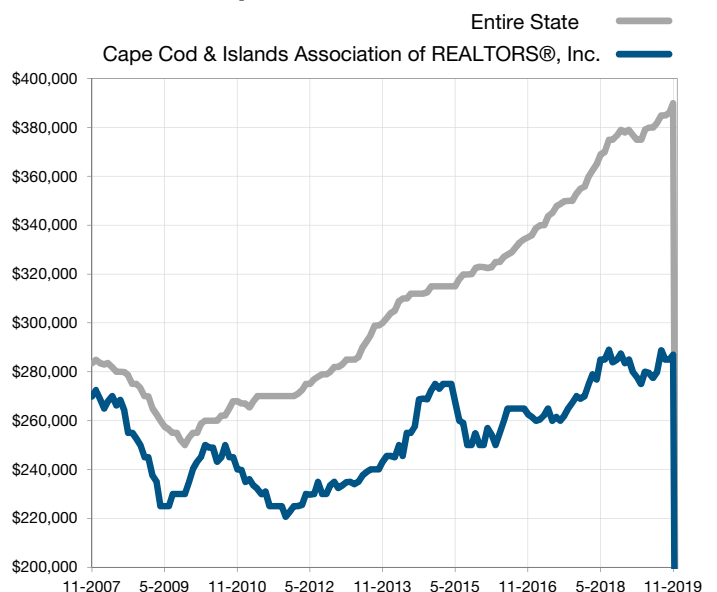
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	592	<b>610</b>	+ 3.0%	13,465	<b>13,760</b>	+ 2.2%
Closed Sales	973	<b>1,172</b>	+ 20.5%	13,524	<b>13,566</b>	+ 0.3%
Median Sales Price*	\$589,000	<b>\$605,000</b>	+ 2.7%	\$611,000	<b>\$620,000</b>	+ 1.5%
Inventory of Homes for Sale	1,855	<b>1,222</b>	- 34.1%	--	--	--
Months Supply of Inventory	1.6	<b>1.1</b>	- 31.3%	--	--	--
Cumulative Days on Market Until Sale	58	<b>58</b>	0.0%	44	<b>49</b>	+ 11.4%
Percent of Original List Price Received*	96.5%	<b>96.4%</b>	- 0.1%	99.2%	<b>98.2%</b>	- 1.0%
New Listings	417	<b>391</b>	- 6.2%	17,195	<b>17,077</b>	- 0.7%

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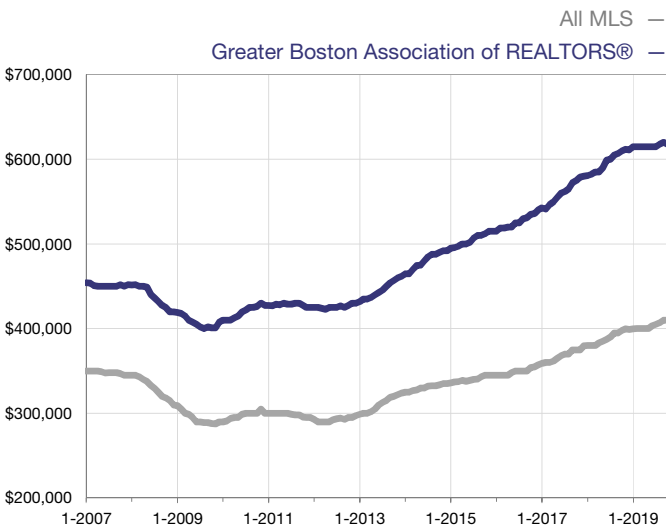
### Condominium Properties

Key Metrics	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	483	<b>553</b>	+ 14.5%	10,626	<b>11,365</b>	+ 7.0%
Closed Sales	750	<b>877</b>	+ 16.9%	10,881	<b>10,812</b>	- 0.6%
Median Sales Price*	\$542,250	<b>\$585,000</b>	+ 7.9%	\$565,000	<b>\$570,000</b>	+ 0.9%
Inventory of Homes for Sale	1,583	<b>1,257</b>	- 20.6%	--	--	--
Months Supply of Inventory	1.7	<b>1.4</b>	- 17.6%	--	--	--
Cumulative Days on Market Until Sale	54	<b>53</b>	- 1.9%	40	<b>47</b>	+ 17.5%
Percent of Original List Price Received*	98.2%	<b>97.4%</b>	- 0.8%	100.4%	<b>98.8%</b>	- 1.6%
New Listings	339	<b>398</b>	+ 17.4%	13,802	<b>14,731</b>	+ 6.7%

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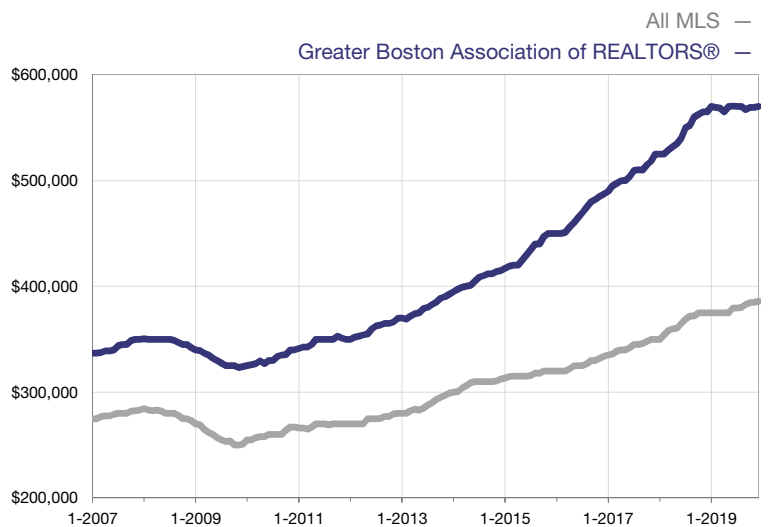
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**+ 25.0%**

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

**+ 6.2%**

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

**- 37.5%**

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

### Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	66	<b>73</b>	+ 10.6%	1,043	<b>1,116</b>	+ 7.0%
Closed Sales	84	<b>108</b>	+ 28.6%	1,037	<b>1,074</b>	+ 3.6%
Median Sales Price*	\$285,500	<b>\$309,500</b>	+ 8.4%	\$279,950	<b>\$299,900</b>	+ 7.1%
Inventory of Homes for Sale	326	<b>209</b>	- 35.9%	--	--	--
Months Supply of Inventory	3.8	<b>2.3</b>	- 38.1%	--	--	--
Cumulative Days on Market Until Sale	102	<b>58</b>	- 42.9%	73	<b>75</b>	+ 3.3%
Percent of Original List Price Received*	92.6%	<b>95.1%</b>	+ 2.8%	95.9%	<b>95.5%</b>	- 0.4%
New Listings	55	<b>61</b>	+ 10.9%	1,434	<b>1,395</b>	- 2.7%

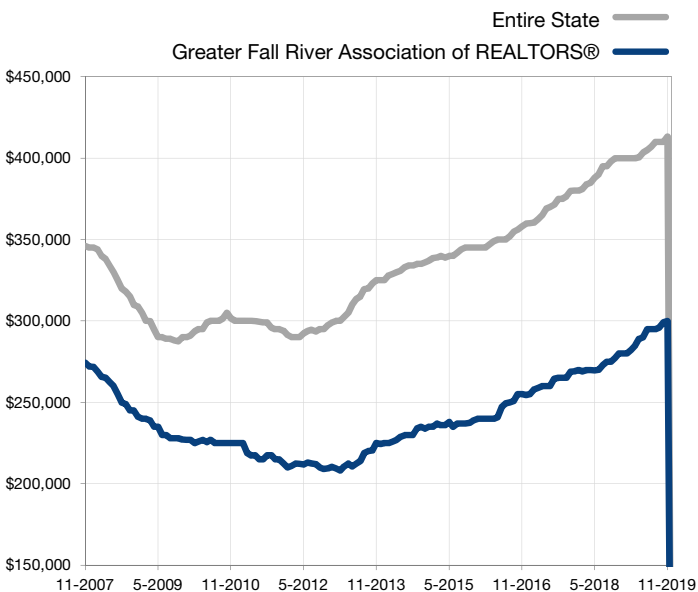
### Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	6	<b>8</b>	+ 33.3%	99	<b>120</b>	+ 21.2%
Closed Sales	8	<b>7</b>	- 12.5%	100	<b>110</b>	+ 10.0%
Median Sales Price*	\$196,500	<b>\$163,000</b>	- 17.0%	\$171,000	<b>\$166,500</b>	- 2.6%
Inventory of Homes for Sale	29	<b>13</b>	- 55.2%	--	--	--
Months Supply of Inventory	3.5	<b>1.4</b>	- 59.2%	--	--	--
Cumulative Days on Market Until Sale	141	<b>43</b>	- 69.6%	74	<b>58</b>	- 22.7%
Percent of Original List Price Received*	89.8%	<b>97.3%</b>	+ 8.4%	94.7%	<b>95.8%</b>	+ 1.1%
New Listings	9	<b>11</b>	+ 22.2%	141	<b>146</b>	+ 3.5%

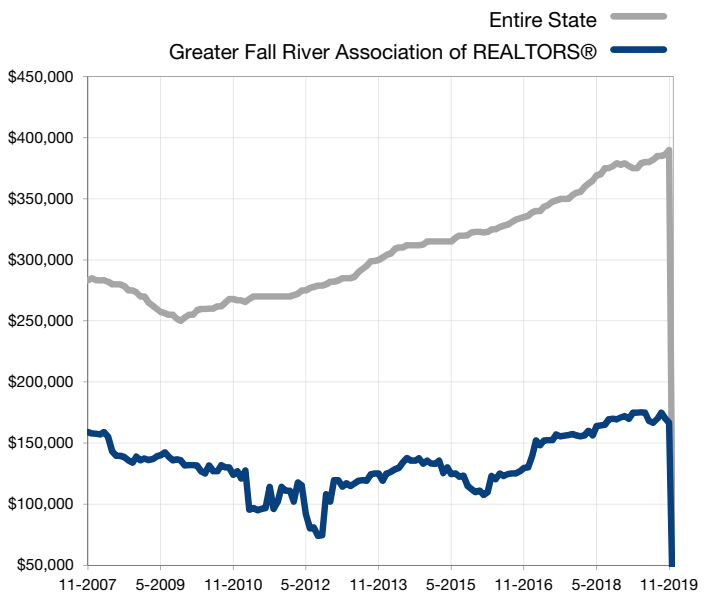
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## Greater Newburyport REALTORS®

**+ 20.5%**

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

**+ 0.6%**

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

**- 45.9%**

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

### Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	38	32	- 15.8%	725	810	+ 11.7%
Closed Sales	44	58	+ 31.8%	709	804	+ 13.4%
Median Sales Price*	\$466,850	<b>\$465,000</b>	- 0.4%	\$483,000	<b>\$525,000</b>	+ 8.7%
Inventory of Homes for Sale	131	71	- 45.8%	--	--	--
Months Supply of Inventory	2.2	1.1	- 52.2%	--	--	--
Cumulative Days on Market Until Sale	87	58	- 32.8%	64	57	- 10.7%
Percent of Original List Price Received*	93.3%	<b>96.8%</b>	+ 3.7%	96.4%	<b>97.0%</b>	+ 0.6%
New Listings	26	17	- 34.6%	1,006	<b>1,023</b>	+ 1.7%

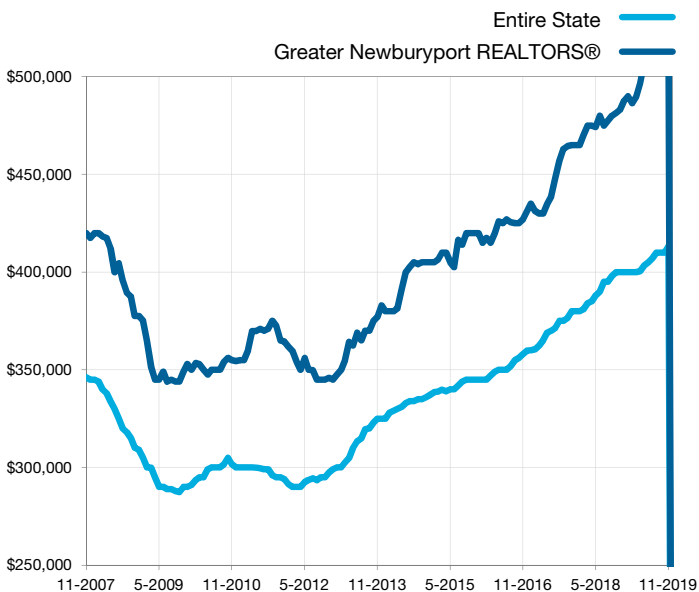
### Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	20	19	- 5.0%	413	409	- 1.0%
Closed Sales	29	30	+ 3.4%	392	426	+ 8.7%
Median Sales Price*	\$413,000	<b>\$432,500</b>	+ 4.7%	\$345,000	<b>\$381,500</b>	+ 10.6%
Inventory of Homes for Sale	78	42	- 46.2%	--	--	--
Months Supply of Inventory	2.4	1.2	- 50.5%	--	--	--
Cumulative Days on Market Until Sale	71	75	+ 5.3%	52	53	+ 1.2%
Percent of Original List Price Received*	95.1%	<b>96.8%</b>	+ 1.8%	98.2%	<b>98.2%</b>	+ 0.1%
New Listings	14	15	+ 7.1%	548	512	- 6.6%

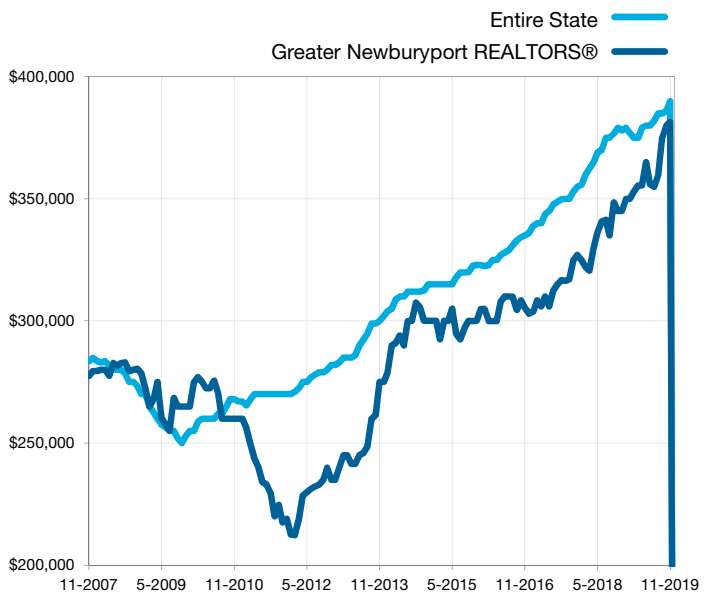
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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## North Central Massachusetts Association of REALTORS®

**+ 14.7%**

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

**+ 15.7%**

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

**- 27.7%**

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

### Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	153	151	- 1.3%	2,809	2,865	+ 2.0%
Closed Sales	204	242	+ 18.6%	2,832	2,851	+ 0.7%
Median Sales Price*	\$258,750	<b>\$292,000</b>	+ 12.9%	\$266,300	<b>\$280,000</b>	+ 5.1%
Inventory of Homes for Sale	649	470	- 27.6%	--	--	--
Months Supply of Inventory	2.8	2.0	- 28.1%	--	--	--
Cumulative Days on Market Until Sale	63	65	+ 1.9%	57	59	+ 2.7%
Percent of Original List Price Received*	93.6%	96.5%	+ 3.1%	97.2%	97.1%	- 0.1%
New Listings	137	100	- 27.0%	3,710	3,641	- 1.9%

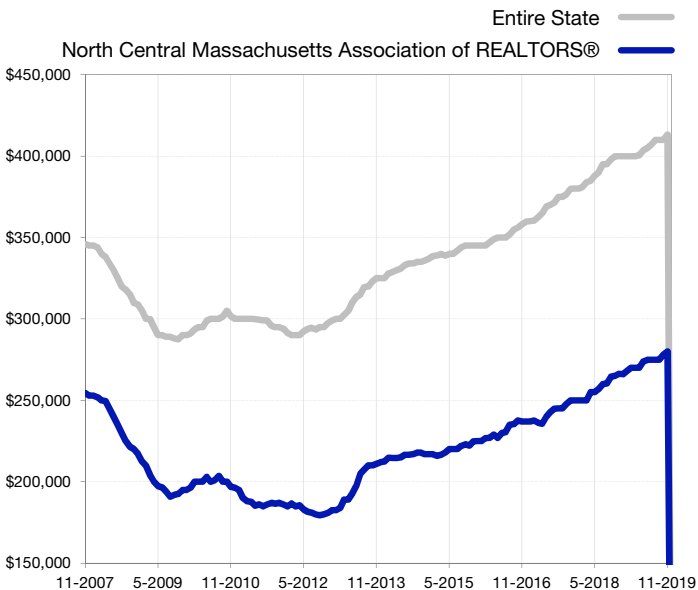
### Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	19	24	+ 26.3%	442	427	- 3.4%
Closed Sales	34	31	- 8.8%	457	415	- 9.2%
Median Sales Price*	\$162,500	<b>\$175,000</b>	+ 7.7%	\$182,000	<b>\$184,900</b>	+ 1.6%
Inventory of Homes for Sale	63	45	- 28.6%	--	--	--
Months Supply of Inventory	1.7	1.3	- 21.3%	--	--	--
Cumulative Days on Market Until Sale	54	58	+ 6.9%	57	44	- 23.4%
Percent of Original List Price Received*	96.6%	97.6%	+ 1.0%	98.5%	98.4%	- 0.2%
New Listings	18	18	0.0%	509	522	+ 2.6%

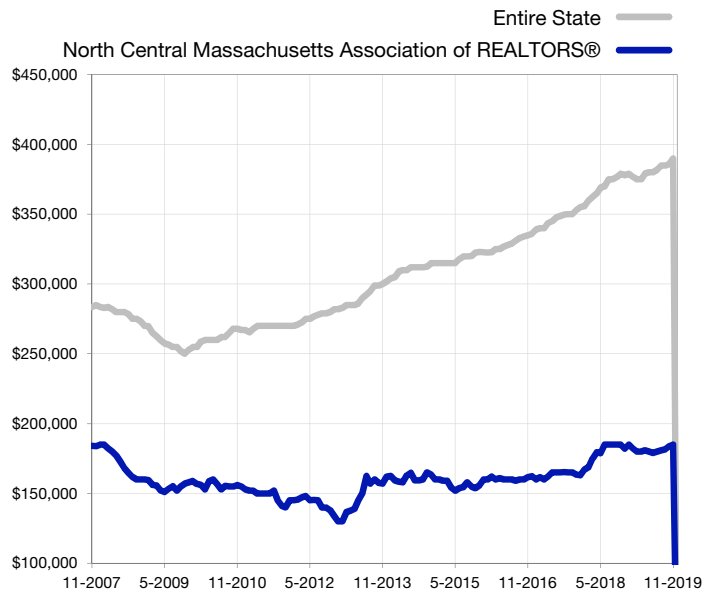
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 18.1%**

**+ 11.8%**

**- 39.3%**

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

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	185	194	+ 4.9%	3,979	4,066	+ 2.2%
Closed Sales	306	348	+ 13.7%	4,034	4,039	+ 0.1%
Median Sales Price*	\$426,250	\$469,450	+ 10.1%	\$448,800	\$469,900	+ 4.7%
Inventory of Homes for Sale	657	374	- 43.1%	--	--	--
Months Supply of Inventory	2.0	1.1	- 43.1%	--	--	--
Cumulative Days on Market Until Sale	50	53	+ 5.1%	48	50	+ 4.7%
Percent of Original List Price Received*	96.8%	97.2%	+ 0.3%	98.3%	97.9%	- 0.4%
New Listings	139	124	- 10.8%	5,038	4,815	- 4.4%

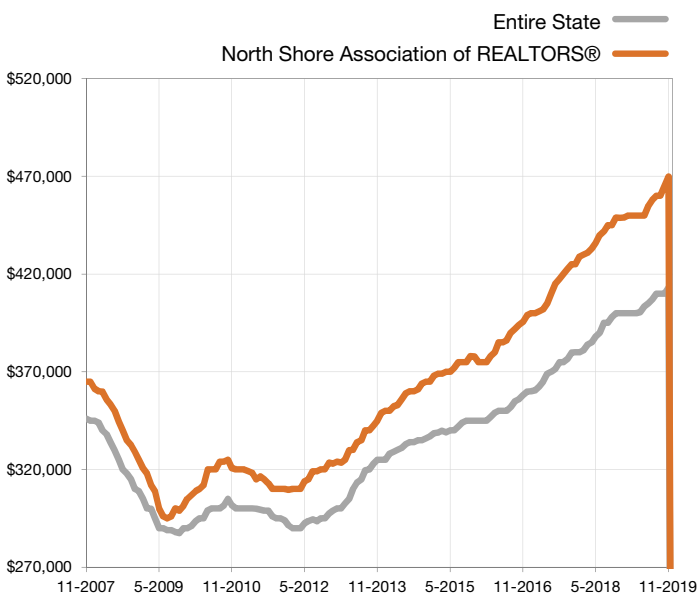
### Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	71	95	+ 33.8%	1,798	1,941	+ 8.0%
Closed Sales	136	174	+ 27.9%	1,840	1,888	+ 2.6%
Median Sales Price*	\$289,950	\$328,000	+ 13.1%	\$302,000	\$320,000	+ 6.0%
Inventory of Homes for Sale	278	194	- 30.2%	--	--	--
Months Supply of Inventory	1.8	1.2	- 32.0%	--	--	--
Cumulative Days on Market Until Sale	52	53	+ 2.7%	45	49	+ 8.2%
Percent of Original List Price Received*	97.1%	97.6%	+ 0.5%	99.2%	98.4%	- 0.8%
New Listings	63	67	+ 6.3%	2,220	2,261	+ 1.8%

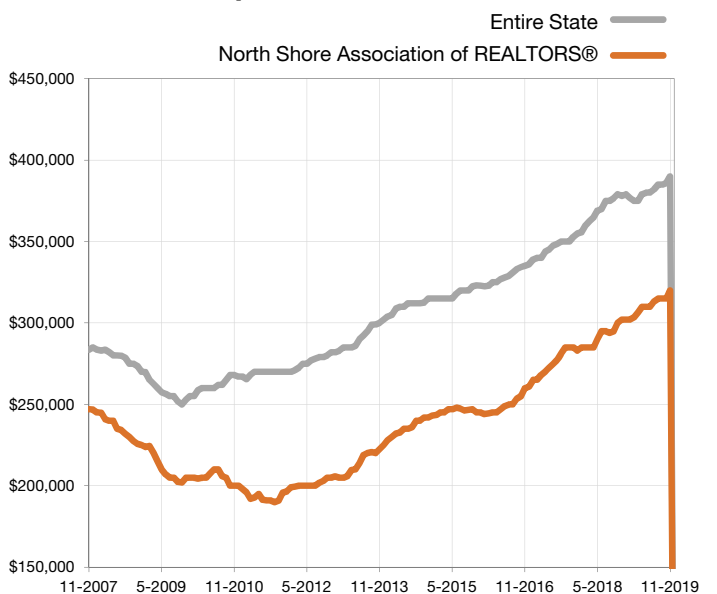
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### Single-Family Properties



### Condominium Properties



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A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**+ 18.8%**

**+ 11.6%**

**- 48.6%**

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

### Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	170	<b>185</b>	+ 8.8%	3,790	<b>4,036</b>	+ 6.5%
Closed Sales	295	<b>335</b>	+ 13.6%	3,873	<b>3,974</b>	+ 2.6%
Median Sales Price*	\$380,000	<b>\$425,000</b>	+ 11.8%	\$430,000	<b>\$445,000</b>	+ 3.5%
Inventory of Homes for Sale	556	<b>283</b>	- 49.1%	--	--	--
Months Supply of Inventory	1.7	<b>0.9</b>	- 50.4%	--	--	--
Cumulative Days on Market Until Sale	59	<b>49</b>	- 17.4%	46	<b>47</b>	+ 2.6%
Percent of Original List Price Received*	96.0%	<b>96.8%</b>	+ 0.9%	98.7%	<b>98.3%</b>	- 0.4%
New Listings	116	<b>114</b>	- 1.7%	4,798	<b>4,708</b>	- 1.9%

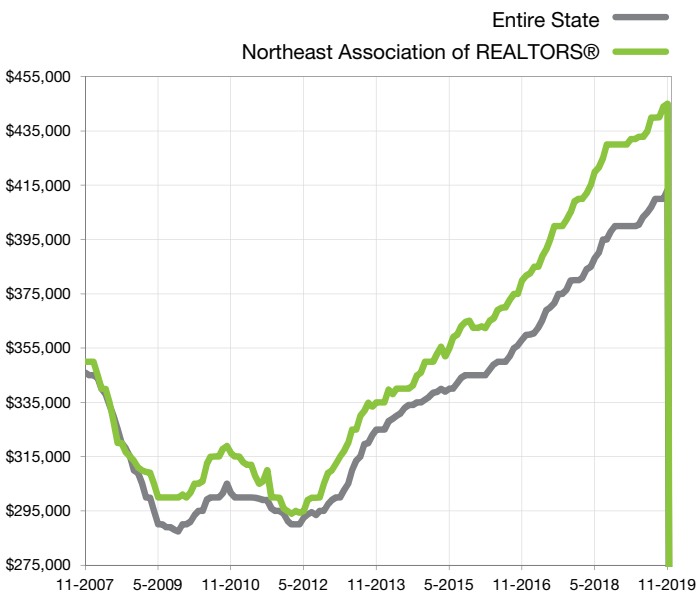
### Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	75	<b>70</b>	- 6.7%	1,632	<b>1,571</b>	- 3.7%
Closed Sales	105	<b>140</b>	+ 33.3%	1,642	<b>1,572</b>	- 4.3%
Median Sales Price*	\$250,000	<b>\$272,500</b>	+ 9.0%	\$250,000	<b>\$266,000</b>	+ 6.4%
Inventory of Homes for Sale	224	<b>118</b>	- 47.3%	--	--	--
Months Supply of Inventory	1.6	<b>0.9</b>	- 45.0%	--	--	--
Cumulative Days on Market Until Sale	41	<b>44</b>	+ 7.0%	41	<b>44</b>	+ 8.1%
Percent of Original List Price Received*	97.4%	<b>98.0%</b>	+ 0.7%	99.5%	<b>99.2%</b>	- 0.3%
New Listings	73	<b>50</b>	- 31.5%	1,945	<b>1,738</b>	- 10.6%

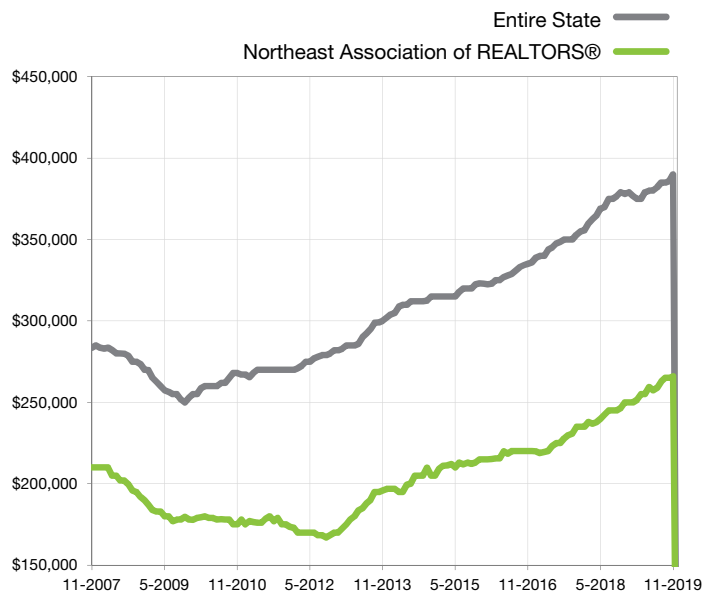
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### 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 – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 1.3%**

**+ 5.1%**

**- 34.2%**

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

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	328	357	+ 8.8%	6,382	6,535	+ 2.4%
Closed Sales	514	510	- 0.8%	6,434	6,392	- 0.7%
Median Sales Price*	\$308,500	<b>\$330,000</b>	+ 7.0%	\$309,900	<b>\$325,000</b>	+ 4.9%
Inventory of Homes for Sale	1,279	828	- 35.3%	--	--	--
Months Supply of Inventory	2.4	1.6	- 34.8%	--	--	--
Cumulative Days on Market Until Sale	67	59	- 11.9%	54	57	+ 6.2%
Percent of Original List Price Received*	95.6%	96.5%	+ 0.9%	97.3%	97.5%	+ 0.1%
New Listings	280	254	- 9.3%	8,508	8,097	- 4.8%

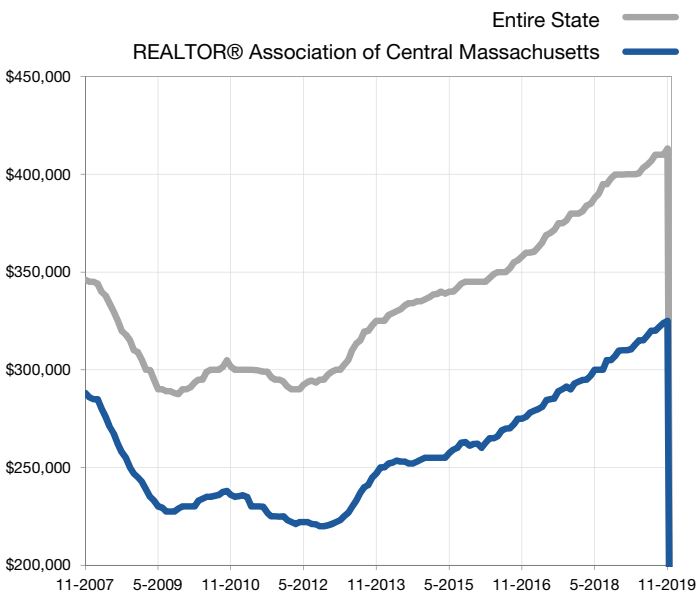
### Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	72	84	+ 16.7%	1,522	1,509	- 0.9%
Closed Sales	116	112	- 3.4%	1,542	1,484	- 3.8%
Median Sales Price*	\$231,750	<b>\$250,000</b>	+ 7.9%	\$229,950	<b>\$240,000</b>	+ 4.4%
Inventory of Homes for Sale	281	199	- 29.2%	--	--	--
Months Supply of Inventory	2.2	1.6	- 26.4%	--	--	--
Cumulative Days on Market Until Sale	57	51	- 11.8%	53	55	+ 3.9%
Percent of Original List Price Received*	97.7%	97.0%	- 0.7%	98.4%	98.5%	+ 0.1%
New Listings	62	62	0.0%	1,861	1,807	- 2.9%

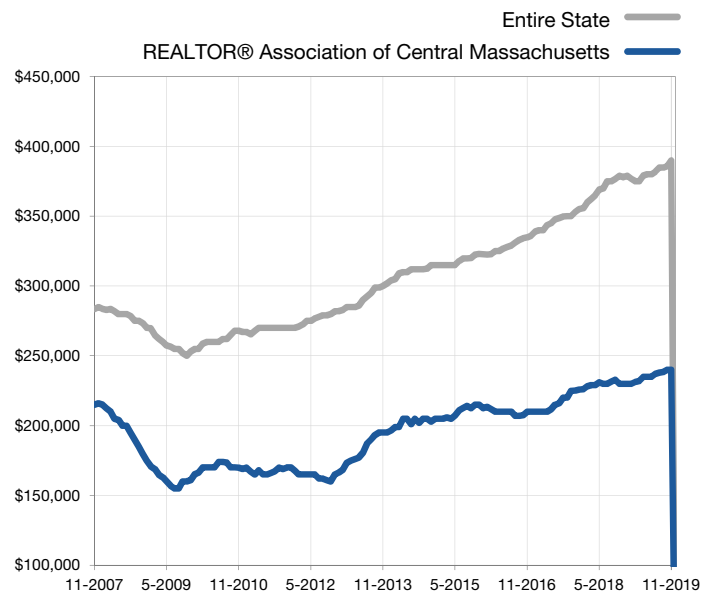
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 7.6%**

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

**+ 6.1%**

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

**- 32.7%**

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

### Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	319	<b>337</b>	+ 5.6%	5,867	<b>6,149</b>	+ 4.8%
Closed Sales	473	<b>491</b>	+ 3.8%	5,970	<b>6,026</b>	+ 0.9%
Median Sales Price*	\$221,250	<b>\$234,000</b>	+ 5.8%	\$219,900	<b>\$229,000</b>	+ 4.1%
Inventory of Homes for Sale	1,505	<b>994</b>	- 34.0%	--	--	--
Months Supply of Inventory	3.0	<b>2.0</b>	- 34.6%	--	--	--
Cumulative Days on Market Until Sale	74	<b>66</b>	- 10.3%	68	<b>66</b>	- 2.7%
Percent of Original List Price Received*	94.8%	<b>95.7%</b>	+ 1.0%	95.8%	<b>96.3%</b>	+ 0.5%
New Listings	335	<b>267</b>	- 20.3%	7,885	<b>7,669</b>	- 2.7%

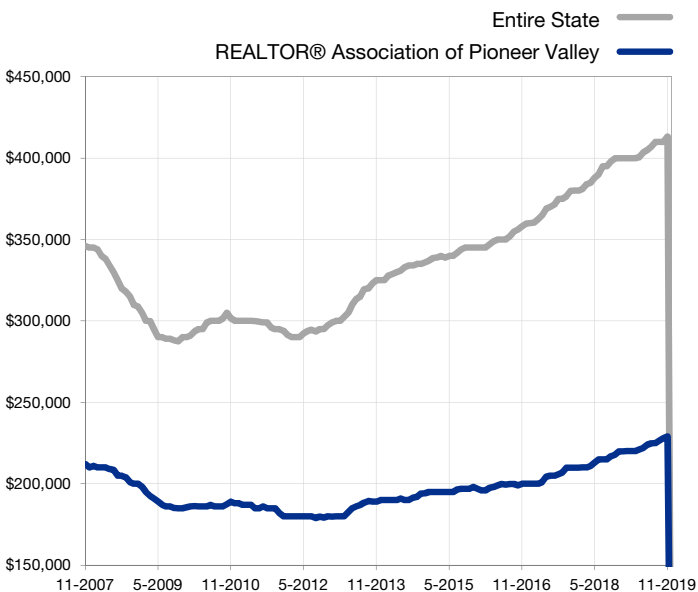
### Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	41	<b>44</b>	+ 7.3%	874	<b>888</b>	+ 1.6%
Closed Sales	63	<b>86</b>	+ 36.5%	865	<b>895</b>	+ 3.5%
Median Sales Price*	\$150,000	<b>\$155,300</b>	+ 3.5%	\$161,000	<b>\$164,950</b>	+ 2.5%
Inventory of Homes for Sale	200	<b>153</b>	- 23.5%	--	--	--
Months Supply of Inventory	2.8	<b>2.1</b>	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	63	<b>51</b>	- 18.4%	78	<b>67</b>	- 14.1%
Percent of Original List Price Received*	96.2%	<b>96.7%</b>	+ 0.5%	96.9%	<b>96.9%</b>	+ 0.1%
New Listings	36	<b>40</b>	+ 11.1%	1,016	<b>1,022</b>	+ 0.6%

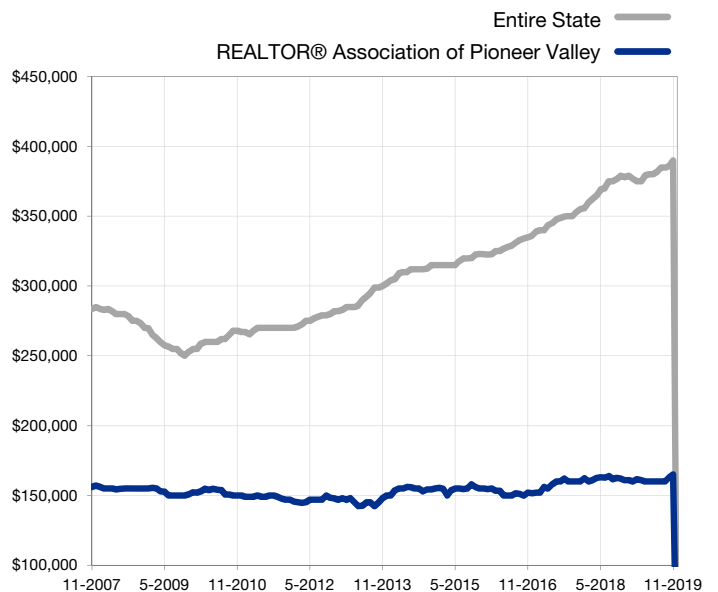
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**+ 17.8%**

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

**+ 8.8%**

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

**- 34.5%**

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

### Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	263	<b>269</b>	+ 2.3%	4,824	<b>4,933</b>	+ 2.3%
Closed Sales	371	<b>423</b>	+ 14.0%	4,887	<b>4,818</b>	- 1.4%
Median Sales Price*	\$322,950	<b>\$351,000</b>	+ 8.7%	\$321,950	<b>\$340,000</b>	+ 5.6%
Inventory of Homes for Sale	1,223	<b>824</b>	- 32.6%	--	--	--
Months Supply of Inventory	3.0	<b>2.1</b>	- 31.7%	--	--	--
Cumulative Days on Market Until Sale	68	<b>63</b>	- 8.0%	60	<b>60</b>	+ 0.6%
Percent of Original List Price Received*	95.1%	<b>96.7%</b>	+ 1.7%	97.0%	<b>97.2%</b>	+ 0.2%
New Listings	263	<b>233</b>	- 11.4%	6,486	<b>6,142</b>	- 5.3%

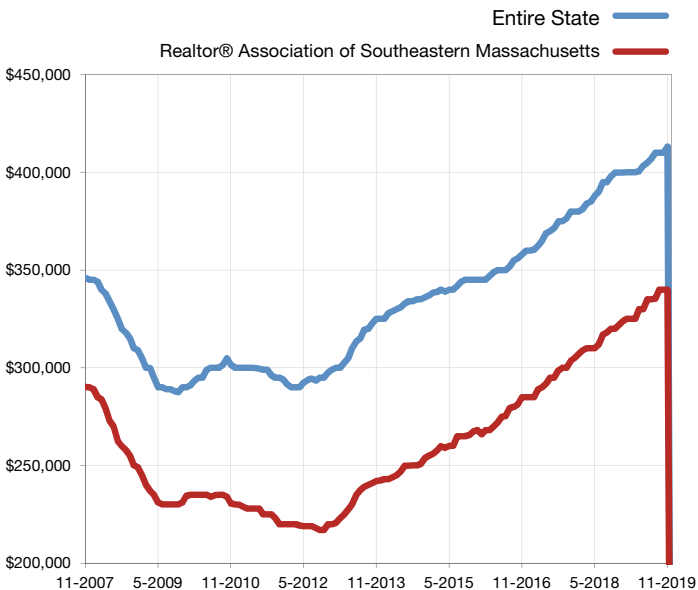
### Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	48	<b>52</b>	+ 8.3%	855	<b>853</b>	- 0.2%
Closed Sales	61	<b>86</b>	+ 41.0%	856	<b>832</b>	- 2.8%
Median Sales Price*	\$195,000	<b>\$230,500</b>	+ 18.2%	\$215,000	<b>\$230,000</b>	+ 7.0%
Inventory of Homes for Sale	176	<b>93</b>	- 47.2%	--	--	--
Months Supply of Inventory	2.5	<b>1.3</b>	- 45.6%	--	--	--
Cumulative Days on Market Until Sale	53	<b>58</b>	+ 10.2%	49	<b>59</b>	+ 20.8%
Percent of Original List Price Received*	97.2%	<b>96.4%</b>	- 0.7%	97.9%	<b>97.4%</b>	- 0.5%
New Listings	49	<b>33</b>	- 32.7%	1,082	<b>1,007</b>	- 6.9%

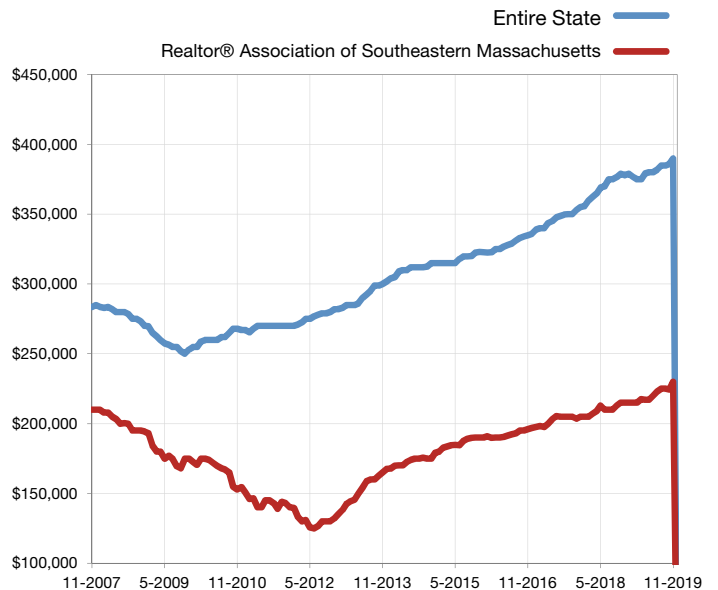
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## South Shore REALTORS®

**+ 5.9%**

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

**+ 7.7%**

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

**- 30.2%**

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

### Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	303	282	- 6.9%	5,956	6,086	+ 2.2%
Closed Sales	444	484	+ 9.0%	6,016	5,972	- 0.7%
Median Sales Price*	\$420,000	<b>\$450,000</b>	+ 7.1%	\$433,200	<b>\$449,900</b>	+ 3.9%
Inventory of Homes for Sale	1,131	772	- 31.7%	--	--	--
Months Supply of Inventory	2.3	1.6	- 31.2%	--	--	--
Cumulative Days on Market Until Sale	64	60	- 6.0%	57	59	+ 4.3%
Percent of Original List Price Received*	95.1%	95.9%	+ 0.8%	97.3%	97.0%	- 0.4%
New Listings	256	199	- 22.3%	7,923	7,891	- 0.4%

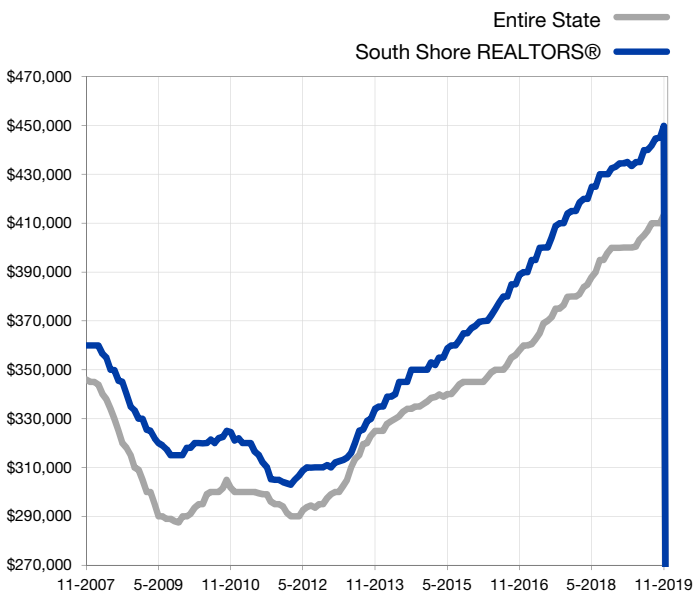
### Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	93	92	- 1.1%	1,943	1,962	+ 1.0%
Closed Sales	162	158	- 2.5%	1,954	1,952	- 0.1%
Median Sales Price*	\$350,948	<b>\$342,998</b>	- 2.3%	\$337,000	<b>\$344,000</b>	+ 2.1%
Inventory of Homes for Sale	361	270	- 25.2%	--	--	--
Months Supply of Inventory	2.2	1.7	- 25.1%	--	--	--
Cumulative Days on Market Until Sale	55	61	+ 9.5%	53	59	+ 11.2%
Percent of Original List Price Received*	99.0%	97.8%	- 1.2%	99.4%	98.2%	- 1.2%
New Listings	82	86	+ 4.9%	2,483	2,519	+ 1.4%

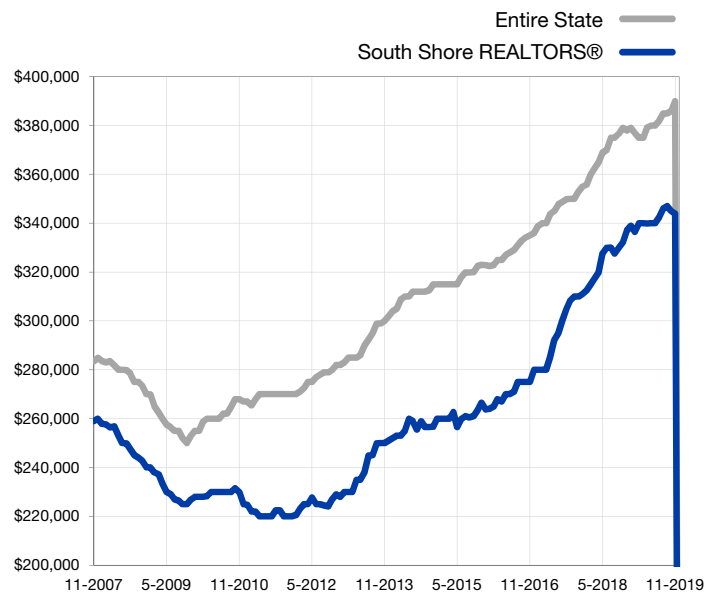
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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