

Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 4.8%

+ 3.3%

- 26.7%

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	475	622	+ 30.9%	5,070	5,213	+ 2.8%
Closed Sales	561	528	- 5.9%	4,820	4,680	- 2.9%
Median Sales Price*	\$315,000	\$326,500	+ 3.7%	\$310,000	\$325,000	+ 4.8%
Inventory of Homes for Sale	1,915	1,398	- 27.0%	--	--	--
Months Supply of Inventory	3.5	2.7	- 24.0%	--	--	--
Cumulative Days on Market Until Sale	50	50	+ 1.5%	53	58	+ 9.9%
Percent of Original List Price Received*	97.6%	97.7%	+ 0.1%	97.8%	97.7%	- 0.2%
New Listings	801	828	+ 3.4%	7,008	6,696	- 4.5%

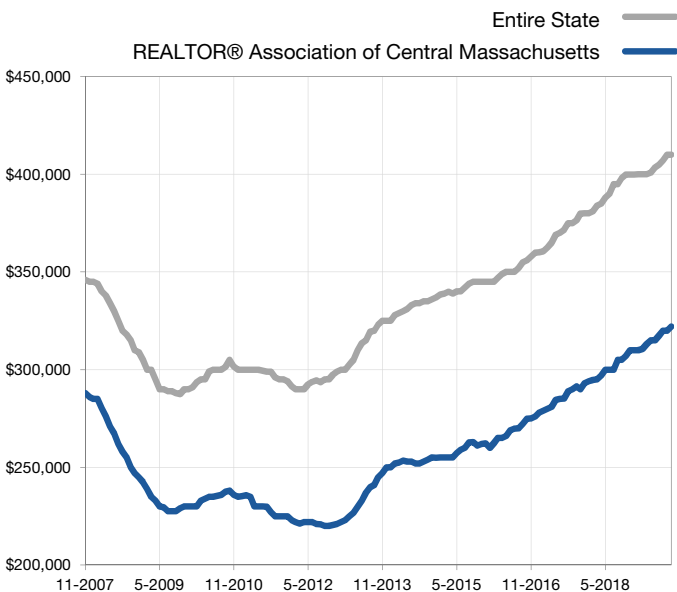
Condominium Properties

	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	107	144	+ 34.6%	1,207	1,223	+ 1.3%
Closed Sales	142	141	- 0.7%	1,145	1,116	- 2.5%
Median Sales Price*	\$247,500	\$247,000	- 0.2%	\$228,765	\$239,900	+ 4.9%
Inventory of Homes for Sale	364	273	- 25.0%	--	--	--
Months Supply of Inventory	2.7	2.2	- 20.6%	--	--	--
Cumulative Days on Market Until Sale	48	45	- 4.6%	52	54	+ 5.4%
Percent of Original List Price Received*	99.1%	98.8%	- 0.3%	98.7%	98.6%	- 0.0%
New Listings	185	159	- 14.1%	1,529	1,484	- 2.9%

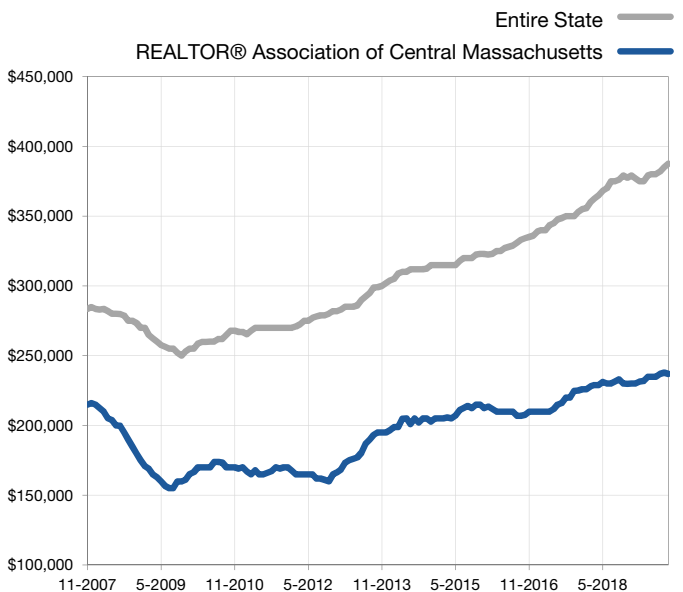
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.