

# Local Market Update – October 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**+ 13.2%**

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

**+ 6.9%**

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

**- 27.6%**

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

### Single-Family Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	563	<b>616</b>	+ 9.4%	5,634	<b>5,772</b>	+ 2.4%
Closed Sales	548	<b>639</b>	+ 16.6%	5,369	<b>5,332</b>	- 0.7%
Median Sales Price*	\$305,000	<b>\$320,000</b>	+ 4.9%	\$310,000	<b>\$325,000</b>	+ 4.8%
Inventory of Homes for Sale	1,819	<b>1,314</b>	- 27.8%	--	--	--
Months Supply of Inventory	3.3	<b>2.5</b>	- 26.4%	--	--	--
Cumulative Days on Market Until Sale	50	<b>52</b>	+ 3.5%	53	<b>57</b>	+ 9.1%
Percent of Original List Price Received*	96.7%	<b>97.7%</b>	+ 1.0%	97.7%	<b>97.7%</b>	- 0.0%
New Listings	725	<b>685</b>	- 5.5%	7,732	<b>7,375</b>	- 4.6%

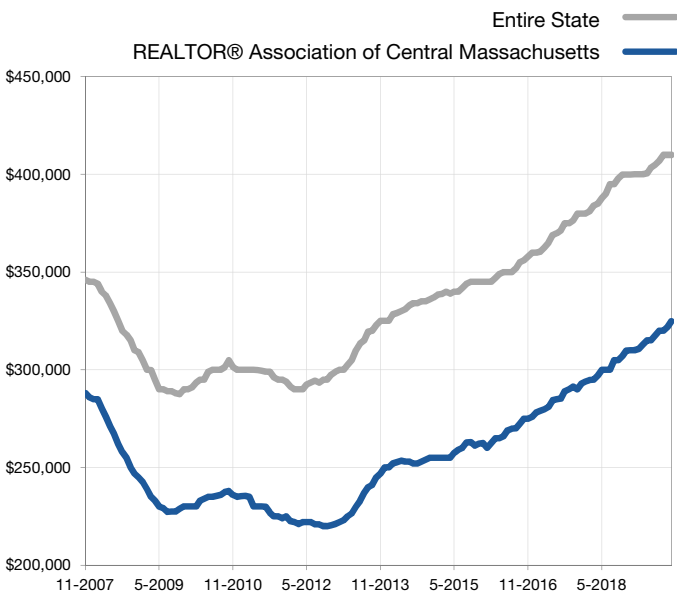
### Condominium Properties

	October			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	141	<b>138</b>	- 2.1%	1,347	<b>1,345</b>	- 0.1%
Closed Sales	142	<b>142</b>	0.0%	1,286	<b>1,261</b>	- 1.9%
Median Sales Price*	\$244,700	<b>\$255,000</b>	+ 4.2%	\$229,950	<b>\$240,000</b>	+ 4.4%
Inventory of Homes for Sale	357	<b>261</b>	- 26.9%	--	--	--
Months Supply of Inventory	2.7	<b>2.1</b>	- 22.9%	--	--	--
Cumulative Days on Market Until Sale	46	<b>53</b>	+ 15.8%	51	<b>54</b>	+ 6.6%
Percent of Original List Price Received*	98.0%	<b>98.3%</b>	+ 0.2%	98.6%	<b>98.6%</b>	+ 0.0%
New Listings	167	<b>152</b>	- 9.0%	1,696	<b>1,643</b>	- 3.1%

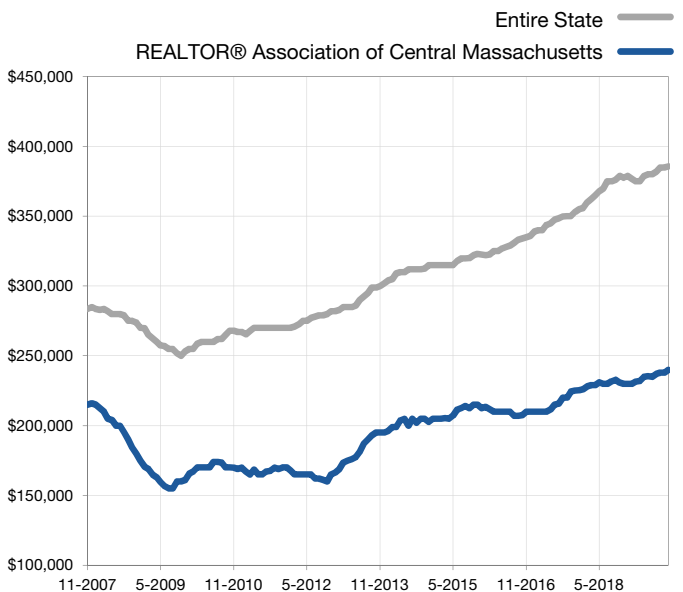
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.