

Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 4.0%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 7.9%

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

- 34.6%

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

Single-Family Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	481	508	+ 5.6%	9,191	9,400	+ 2.3%
Closed Sales	718	752	+ 4.7%	9,266	9,243	-0.2%
Median Sales Price*	\$292,650	\$319,000	+ 9.0%	\$296,000	\$310,000	+ 4.7%
Inventory of Homes for Sale	1,928	1,298	-32.7%	--	--	--
Months Supply of Inventory	2.5	1.7	-32.0%	--	--	--
Cumulative Days on Market Until Sale	66	61	-7.6%	55	58	+ 5.5%
Percent of Original List Price Received*	95.0%	96.5%	+ 1.6%	97.3%	97.4%	+ 0.1%
New Listings	417	354	-15.1%	12,218	11,738	-3.9%

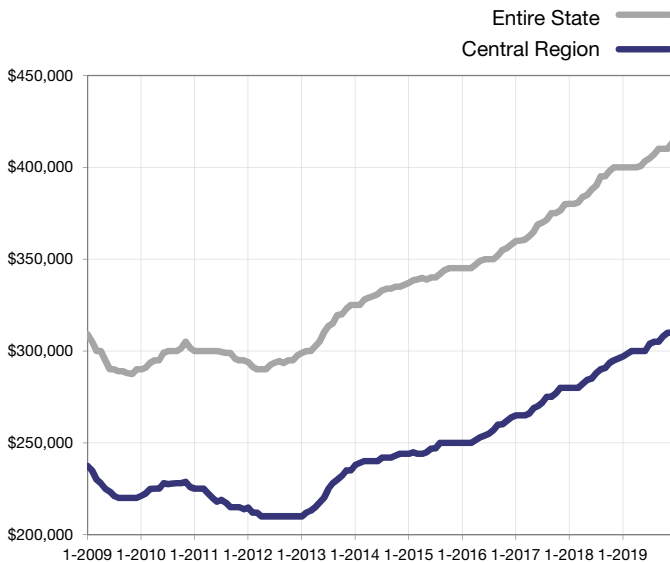
Condominium Properties

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	91	108	+ 18.7%	1,964	1,936	-1.4%
Closed Sales	150	143	-4.7%	1,999	1,899	-5.0%
Median Sales Price*	\$212,750	\$223,000	+ 4.8%	\$219,900	\$227,000	+ 3.2%
Inventory of Homes for Sale	344	244	-29.1%	--	--	--
Months Supply of Inventory	2.1	1.5	-28.6%	--	--	--
Cumulative Days on Market Until Sale	57	52	-8.8%	54	52	-3.7%
Percent of Original List Price Received*	97.4%	97.1%	-0.3%	98.4%	98.5%	+ 0.1%
New Listings	80	80	0.0%	2,370	2,329	-1.7%

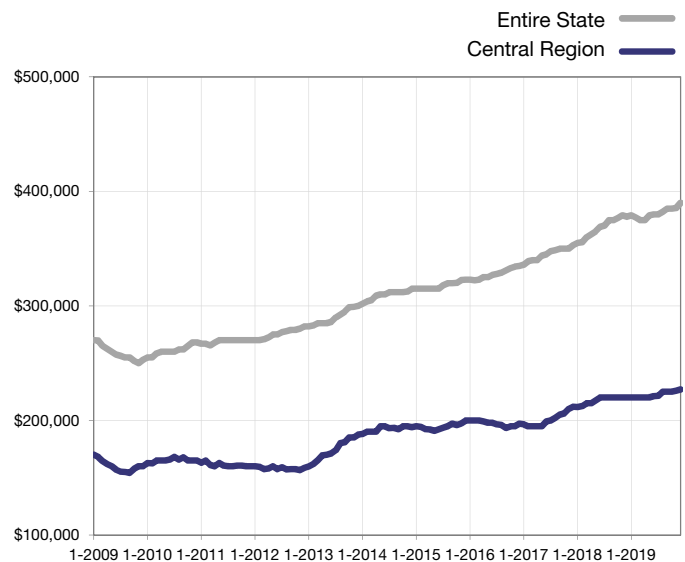
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

Single-Family Properties



Condominium Properties



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.