

Local Market Update – April 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

- 12.1%

+ 7.3%

- 38.0%

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

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	612	428	- 30.1%	1,956	1,787	- 8.6%
Closed Sales	448	404	- 9.8%	1,497	1,513	+ 1.1%
Median Sales Price*	\$315,000	\$331,050	+ 5.1%	\$300,000	\$318,000	+ 6.0%
Inventory of Homes for Sale	1,295	793	- 38.8%	--	--	--
Months Supply of Inventory	2.4	1.5	- 38.7%	--	--	--
Cumulative Days on Market Until Sale	73	52	- 28.1%	78	64	- 17.1%
Percent of Original List Price Received*	97.4%	99.2%	+ 1.9%	96.0%	97.3%	+ 1.3%
New Listings	865	471	- 45.5%	2,469	2,143	- 13.2%

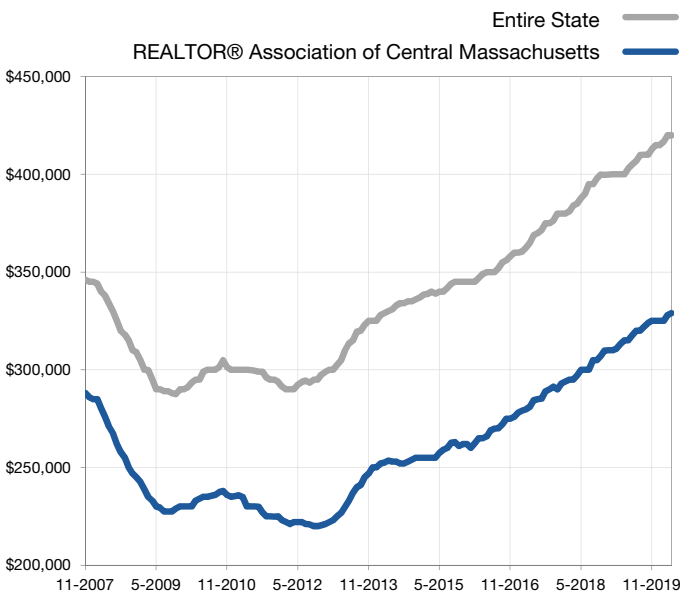
Condominium Properties

	April			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	138	97	- 29.7%	464	454	- 2.2%
Closed Sales	114	90	- 21.1%	389	378	- 2.8%
Median Sales Price*	\$232,500	\$281,500	+ 21.1%	\$215,000	\$249,900	+ 16.2%
Inventory of Homes for Sale	296	193	- 34.8%	--	--	--
Months Supply of Inventory	2.3	1.6	- 31.9%	--	--	--
Cumulative Days on Market Until Sale	63	63	+ 0.4%	66	63	- 4.3%
Percent of Original List Price Received*	99.0%	99.1%	+ 0.1%	98.1%	98.4%	+ 0.2%
New Listings	172	105	- 39.0%	570	521	- 8.6%

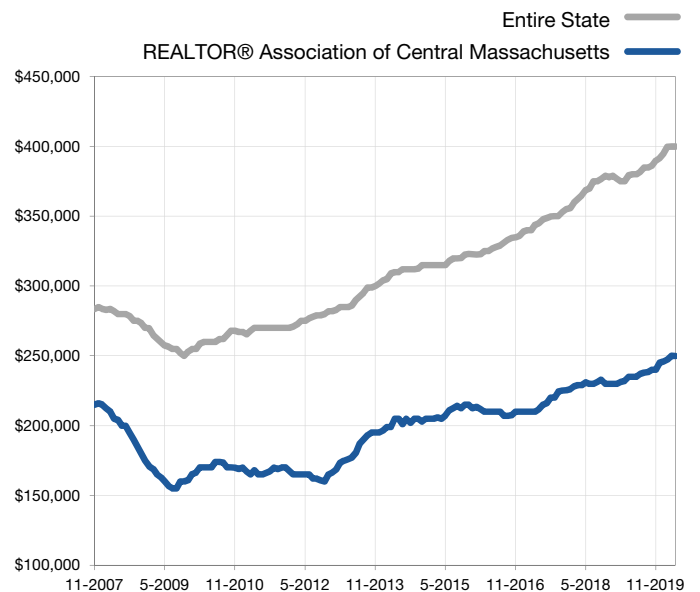
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.