

# Local Market Update – January 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**+ 9.5%**

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

**+ 9.9%**

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

**- 37.1%**

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

### Single-Family Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	378	426	+ 12.7%	378	426	+ 12.7%
Closed Sales	346	388	+ 12.1%	346	388	+ 12.1%
Median Sales Price*	\$285,000	<b>\$310,800</b>	+ 9.1%	\$285,000	<b>\$310,800</b>	+ 9.1%
Inventory of Homes for Sale	1,234	<b>749</b>	- 39.3%	--	--	--
Months Supply of Inventory	2.3	<b>1.4</b>	- 39.8%	--	--	--
Cumulative Days on Market Until Sale	77	<b>66</b>	- 14.1%	77	<b>66</b>	- 14.1%
Percent of Original List Price Received*	94.8%	<b>95.9%</b>	+ 1.2%	94.8%	<b>95.9%</b>	+ 1.2%
New Listings	486	<b>450</b>	- 7.4%	486	<b>450</b>	- 7.4%

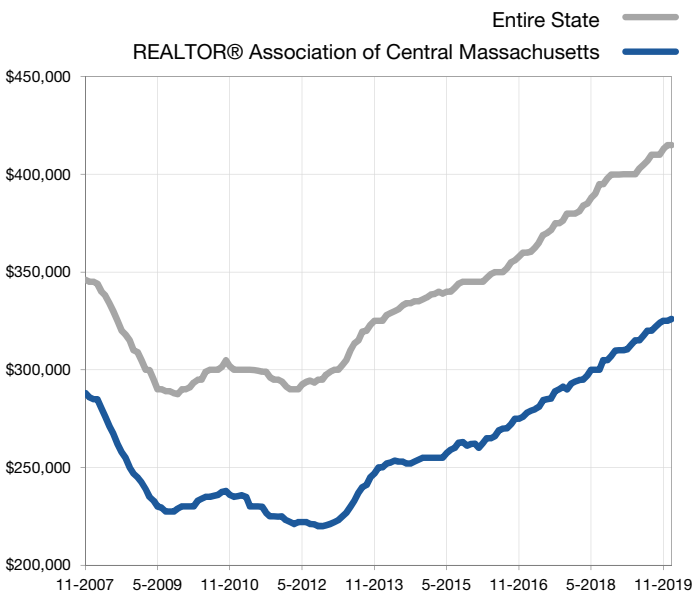
### Condominium Properties

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	103	126	+ 22.3%	103	126	+ 22.3%
Closed Sales	84	83	- 1.2%	84	83	- 1.2%
Median Sales Price*	\$210,950	<b>\$257,400</b>	+ 22.0%	\$210,950	<b>\$257,400</b>	+ 22.0%
Inventory of Homes for Sale	253	<b>187</b>	- 26.1%	--	--	--
Months Supply of Inventory	2.0	<b>1.5</b>	- 23.9%	--	--	--
Cumulative Days on Market Until Sale	56	<b>52</b>	- 6.4%	56	<b>52</b>	- 6.4%
Percent of Original List Price Received*	98.3%	<b>97.7%</b>	- 0.6%	98.3%	<b>97.7%</b>	- 0.6%
New Listings	111	<b>122</b>	+ 9.9%	111	<b>122</b>	+ 9.9%

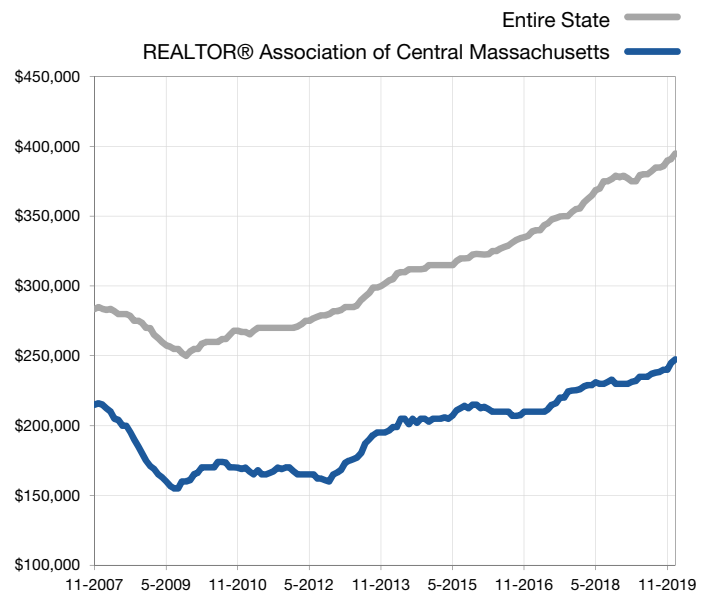
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.