

# Local Market Update – February 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Central Massachusetts

**- 0.2%**

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

**- 1.6%**

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

	February			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	392	468	+ 19.4%	770	870	+ 13.0%
Closed Sales	319	318	- 0.3%	666	713	+ 7.1%
Median Sales Price*	\$299,900	<b>\$290,000</b>	- 3.3%	\$292,000	<b>\$305,000</b>	+ 4.5%
Inventory of Homes for Sale	1,172	<b>756</b>	- 35.5%	--	--	--
Months Supply of Inventory	2.2	<b>1.4</b>	- 35.9%	--	--	--
Cumulative Days on Market Until Sale	85	<b>68</b>	- 20.7%	81	<b>67</b>	- 17.3%
Percent of Original List Price Received*	94.6%	<b>96.6%</b>	+ 2.1%	94.7%	<b>96.2%</b>	+ 1.6%
New Listings	441	<b>515</b>	+ 16.8%	927	<b>965</b>	+ 4.1%

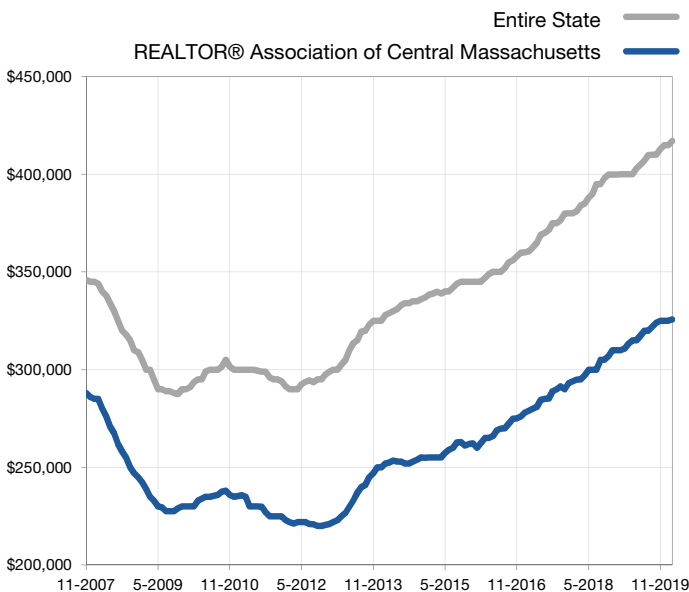
### Condominium Properties

	February			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	96	137	+ 42.7%	199	257	+ 29.1%
Closed Sales	92	92	0.0%	176	175	- 0.6%
Median Sales Price*	\$207,450	<b>\$230,000</b>	+ 10.9%	\$209,900	<b>\$243,000</b>	+ 15.8%
Inventory of Homes for Sale	258	<b>179</b>	- 30.6%	--	--	--
Months Supply of Inventory	2.0	<b>1.4</b>	- 27.6%	--	--	--
Cumulative Days on Market Until Sale	76	<b>72</b>	- 6.0%	67	<b>63</b>	- 6.1%
Percent of Original List Price Received*	97.7%	<b>97.0%</b>	- 0.8%	98.0%	<b>97.3%</b>	- 0.7%
New Listings	121	<b>139</b>	+ 14.9%	232	<b>262</b>	+ 12.9%

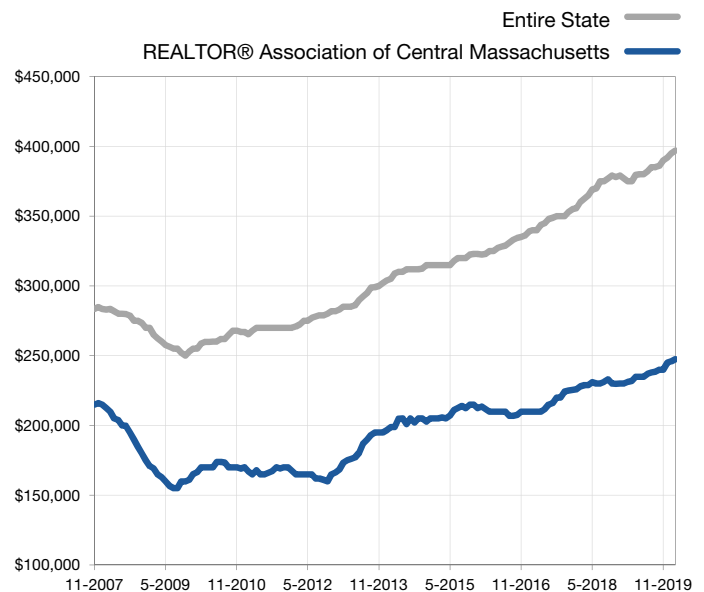
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.