

Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Central Region

+ 5.9%

+ 16.7%

- 56.9%

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

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	817	1,034	+ 26.6%	8,176	8,616	+ 5.4%
Closed Sales	936	968	+ 3.4%	7,737	7,547	-2.5%
Median Sales Price*	\$315,000	\$353,955	+ 12.4%	\$310,000	\$345,000	+ 11.3%
Inventory of Homes for Sale	2,342	921	-60.7%	--	--	--
Months Supply of Inventory	3.0	1.2	-60.0%	--	--	--
Cumulative Days on Market Until Sale	53	36	-32.1%	58	50	-13.8%
Percent of Original List Price Received*	97.5%	100.9%	+ 3.5%	97.5%	99.1%	+ 1.6%
New Listings	1,003	1,061	+ 5.8%	10,711	9,568	-10.7%

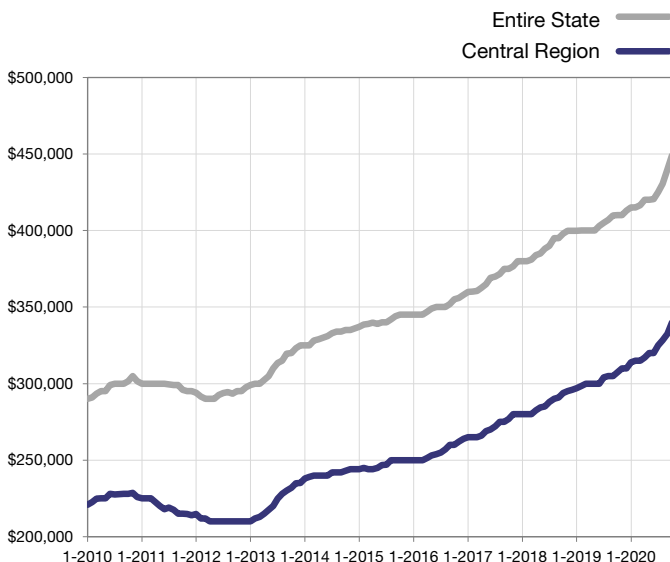
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	165	210	+ 27.3%	1,700	1,798	+ 5.8%
Closed Sales	178	204	+ 14.6%	1,604	1,583	-1.3%
Median Sales Price*	\$233,000	\$294,500	+ 26.4%	\$226,625	\$252,500	+ 11.4%
Inventory of Homes for Sale	400	188	-53.0%	--	--	--
Months Supply of Inventory	2.5	1.2	-52.0%	--	--	--
Cumulative Days on Market Until Sale	50	47	-6.0%	52	52	0.0%
Percent of Original List Price Received*	98.4%	100.4%	+ 2.0%	98.6%	99.2%	+ 0.6%
New Listings	197	202	+ 2.5%	2,118	1,985	-6.3%

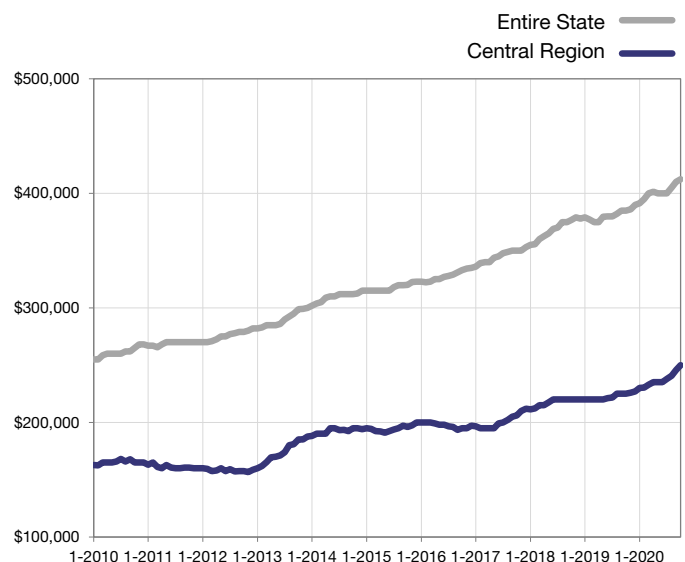
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

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.