

Local Market Update – July 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

+ 4.2%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 9.4%

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

- 53.3%

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

Single-Family Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	597	741	+ 24.1%	3,955	3,870	- 2.1%
Closed Sales	660	694	+ 5.2%	3,440	3,181	- 7.5%
Median Sales Price*	\$334,000	\$370,000	+ 10.8%	\$320,000	\$340,000	+ 6.3%
Inventory of Homes for Sale	1,509	693	- 54.1%	--	--	--
Months Supply of Inventory	2.9	1.4	- 52.8%	--	--	--
Cumulative Days on Market Until Sale	46	42	- 8.4%	62	54	- 12.5%
Percent of Original List Price Received*	98.3%	99.3%	+ 1.0%	97.5%	98.2%	+ 0.8%
New Listings	677	723	+ 6.8%	5,117	4,344	- 15.1%

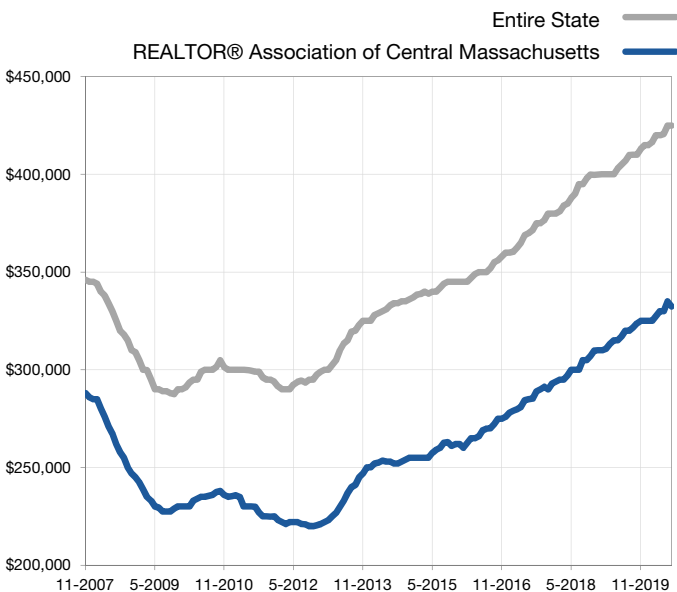
Condominium Properties

	July			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	166	180	+ 8.4%	935	928	- 0.7%
Closed Sales	142	142	0.0%	805	738	- 8.3%
Median Sales Price*	\$232,500	\$250,000	+ 7.5%	\$235,000	\$250,000	+ 6.4%
Inventory of Homes for Sale	341	171	- 49.9%	--	--	--
Months Supply of Inventory	2.7	1.4	- 47.2%	--	--	--
Cumulative Days on Market Until Sale	51	46	- 10.1%	58	55	- 5.0%
Percent of Original List Price Received*	98.9%	98.0%	- 0.9%	98.6%	98.6%	- 0.0%
New Listings	175	158	- 9.7%	1,171	1,034	- 11.7%

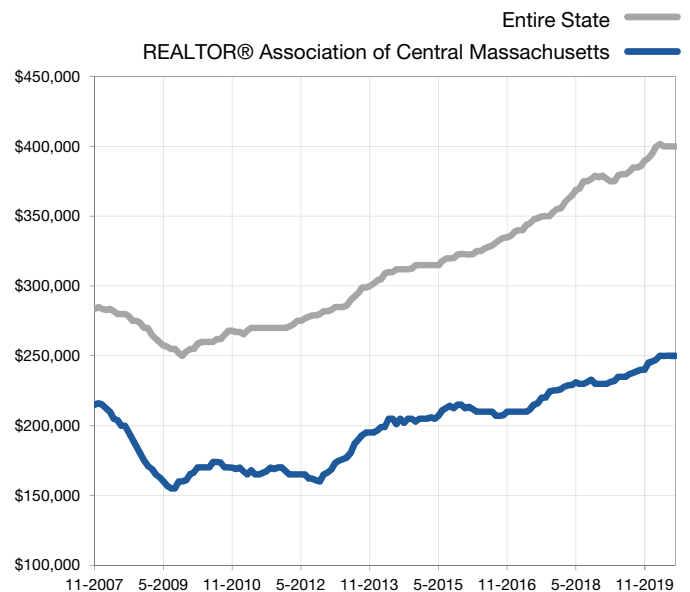
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.