

Local Market Update – November 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



REALTOR® Association of Central Massachusetts

+ 10.8%

+ 17.3%

- 60.9%

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

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	454	526	+ 15.9%	6,125	6,341	+ 3.5%
Closed Sales	539	581	+ 7.8%	5,891	5,801	- 1.5%
Median Sales Price*	\$320,000	\$378,000	+ 18.1%	\$325,000	\$357,000	+ 9.8%
Inventory of Homes for Sale	1,352	507	- 62.5%	--	--	--
Months Supply of Inventory	2.5	1.0	- 62.0%	--	--	--
Cumulative Days on Market Until Sale	56	32	- 43.1%	57	46	- 19.3%
Percent of Original List Price Received*	97.0%	100.8%	+ 3.9%	97.5%	99.3%	+ 1.8%
New Listings	472	445	- 5.7%	7,843	6,999	- 10.8%

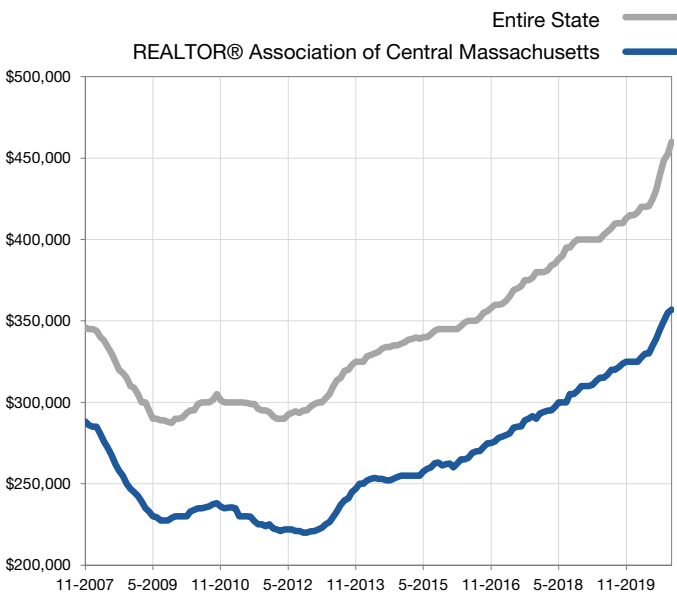
Condominium Properties

	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	93	117	+ 25.8%	1,417	1,505	+ 6.2%
Closed Sales	111	139	+ 25.2%	1,375	1,366	- 0.7%
Median Sales Price*	\$250,000	\$280,000	+ 12.0%	\$240,000	\$267,000	+ 11.3%
Inventory of Homes for Sale	301	140	- 53.5%	--	--	--
Months Supply of Inventory	2.4	1.1	- 53.2%	--	--	--
Cumulative Days on Market Until Sale	62	33	- 47.4%	55	50	- 9.8%
Percent of Original List Price Received*	98.9%	99.7%	+ 0.8%	98.6%	99.2%	+ 0.6%
New Listings	104	109	+ 4.8%	1,747	1,647	- 5.7%

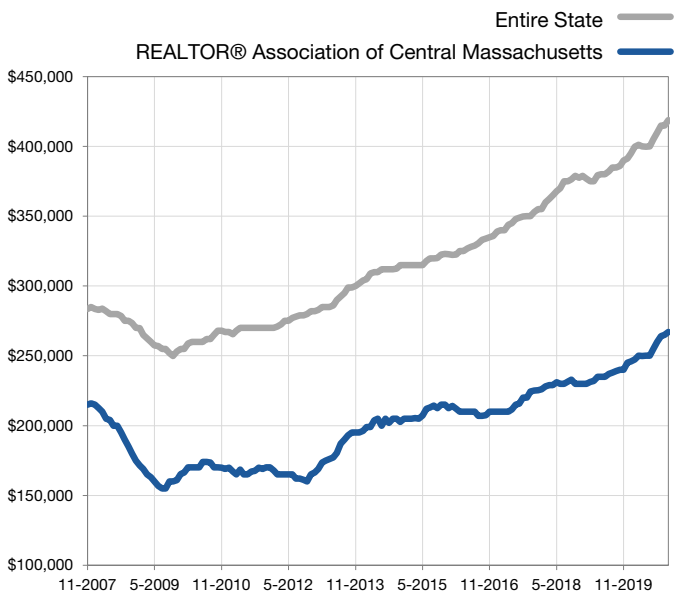
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.