

# Local Market Update – August 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**+ 1.4%**

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

**+ 11.0%**

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

**- 66.1%**

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

### Single-Family Properties

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	275	<b>347</b>	+ 26.2%	1,986	<b>2,141</b>	+ 7.8%
Closed Sales	307	<b>309</b>	+ 0.7%	1,822	<b>1,788</b>	- 1.9%
Median Sales Price*	\$295,900	<b>\$339,900</b>	+ 14.9%	\$275,000	<b>\$317,000</b>	+ 15.3%
Inventory of Homes for Sale	800	<b>263</b>	- 67.1%	--	--	--
Months Supply of Inventory	3.5	<b>1.1</b>	- 67.6%	--	--	--
Cumulative Days on Market Until Sale	46	<b>44</b>	- 4.6%	59	<b>56</b>	- 5.1%
Percent of Original List Price Received*	98.0%	<b>100.7%</b>	+ 2.8%	97.4%	<b>98.5%</b>	+ 1.2%
New Listings	361	<b>340</b>	- 5.8%	2,668	<b>2,293</b>	- 14.1%

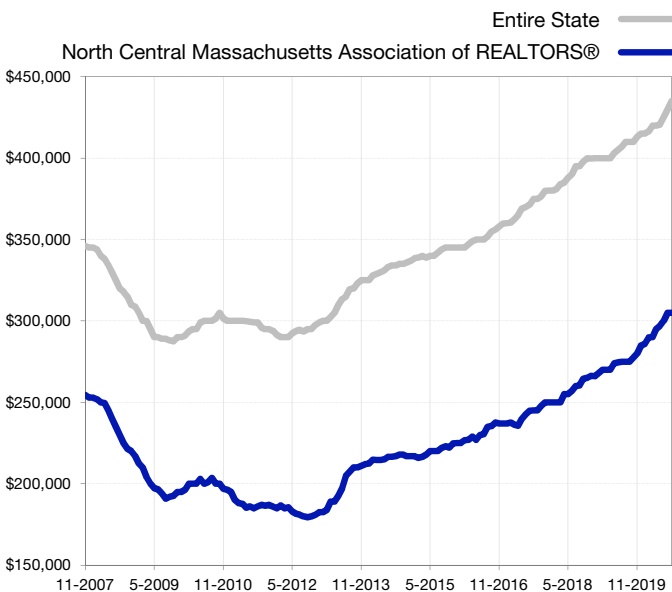
### Condominium Properties

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	41	<b>62</b>	+ 51.2%	292	<b>313</b>	+ 7.2%
Closed Sales	42	<b>45</b>	+ 7.1%	262	<b>262</b>	0.0%
Median Sales Price*	\$194,500	<b>\$219,900</b>	+ 13.1%	\$182,250	<b>\$211,600</b>	+ 16.1%
Inventory of Homes for Sale	79	<b>35</b>	- 55.7%	--	--	--
Months Supply of Inventory	2.2	<b>1.0</b>	- 54.7%	--	--	--
Cumulative Days on Market Until Sale	48	<b>57</b>	+ 18.1%	46	<b>57</b>	+ 25.0%
Percent of Original List Price Received*	98.4%	<b>100.1%</b>	+ 1.7%	98.4%	<b>99.2%</b>	+ 0.8%
New Listings	52	<b>48</b>	- 7.7%	371	<b>342</b>	- 7.8%

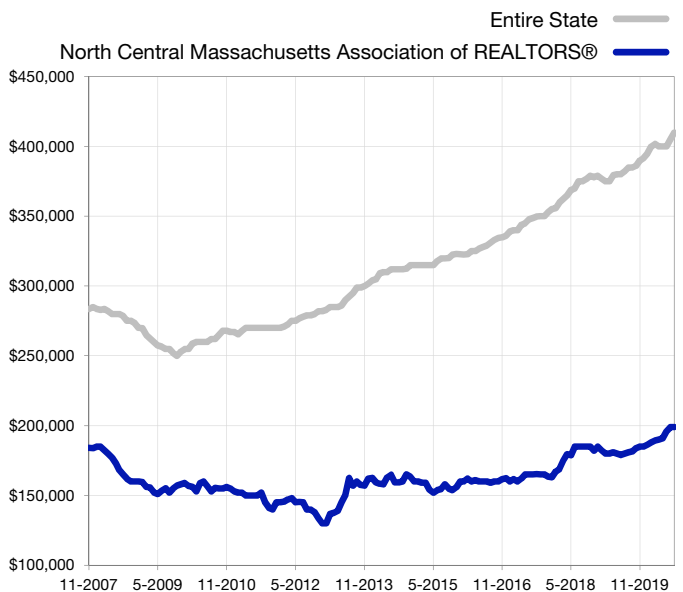
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.