

Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

+ 7.8%

Year-Over-Year
Change in
Closed Sales
All Properties

+ 23.6%

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

- 60.2%

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

Single-Family Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	247	341	+ 38.1%	2,504	2,740	+ 9.4%
Closed Sales	284	297	+ 4.6%	2,384	2,349	- 1.5%
Median Sales Price*	\$280,000	\$338,900	+ 21.0%	\$279,000	\$320,000	+ 14.7%
Inventory of Homes for Sale	790	309	- 60.9%	--	--	--
Months Supply of Inventory	3.3	1.3	- 60.7%	--	--	--
Cumulative Days on Market Until Sale	55	45	- 18.0%	58	53	- 7.9%
Percent of Original List Price Received*	97.0%	100.8%	+ 3.9%	97.3%	99.1%	+ 1.9%
New Listings	319	347	+ 8.8%	3,341	3,014	- 9.8%

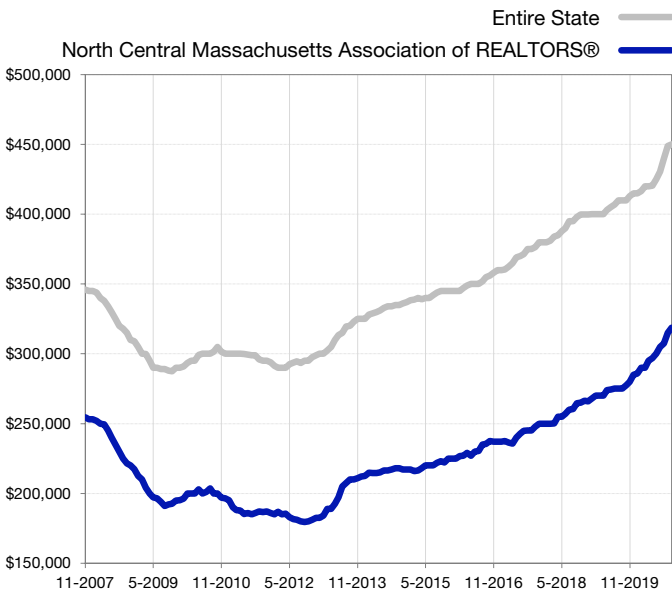
Condominium Properties

	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	42	52	+ 23.8%	376	402	+ 6.9%
Closed Sales	35	47	+ 34.3%	340	360	+ 5.9%
Median Sales Price*	\$185,000	\$264,900	+ 43.2%	\$184,950	\$218,500	+ 18.1%
Inventory of Homes for Sale	80	37	- 53.8%	--	--	--
Months Supply of Inventory	2.3	1.0	- 55.2%	--	--	--
Cumulative Days on Market Until Sale	40	45	+ 13.3%	44	52	+ 19.8%
Percent of Original List Price Received*	98.9%	100.2%	+ 1.3%	98.4%	99.6%	+ 1.2%
New Listings	44	46	+ 4.5%	475	444	- 6.5%

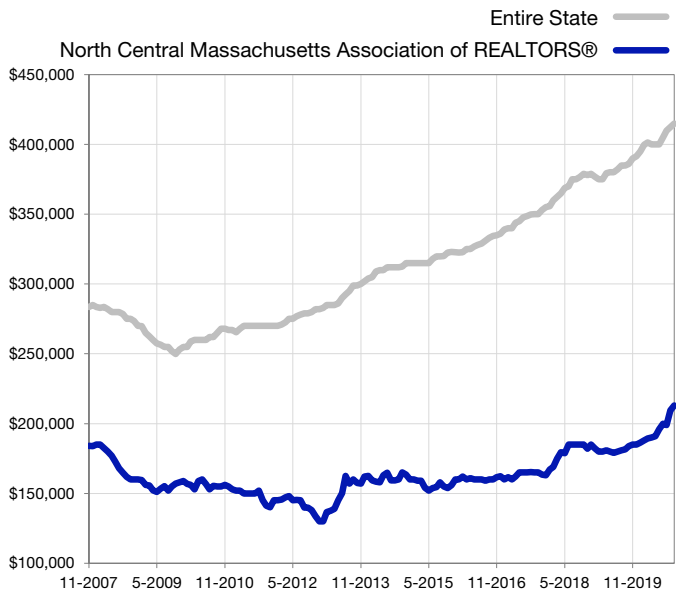
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.