

Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



North Central Massachusetts Association of REALTORS®

- 4.7%

+ 10.2%

- 60.3%

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

| | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| Pending Sales | 271 | 333 | + 22.9% | 2,257 | 2,431 | + 7.7% |
| Closed Sales | 278 | 257 | - 7.6% | 2,100 | 2,050 | - 2.4% |
| Median Sales Price* | \$300,000 | \$325,000 | + 8.3% | \$278,850 | \$319,250 | + 14.5% |
| Inventory of Homes for Sale | 812 | 313 | - 61.5% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 1.3 | - 61.4% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 51 | 41 | - 19.2% | 58 | 54 | - 6.5% |
| Percent of Original List Price Received* | 96.7% | 101.5% | + 4.9% | 97.3% | 98.9% | + 1.6% |
| New Listings | 354 | 374 | + 5.6% | 3,022 | 2,667 | - 11.7% |

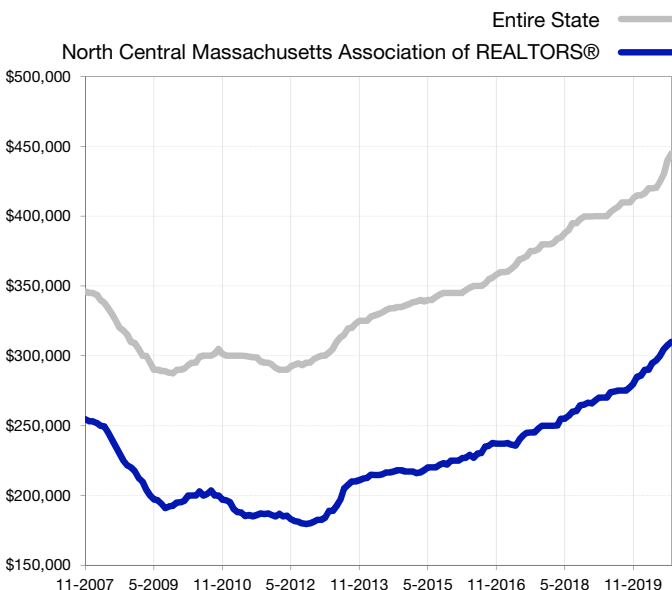
Condominium Properties

| | September | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2019 | 2020 | + / - | 2019 | 2020 | + / - |
| Pending Sales | 42 | 41 | - 2.4% | 334 | 351 | + 5.1% |
| Closed Sales | 43 | 49 | + 14.0% | 305 | 313 | + 2.6% |
| Median Sales Price* | \$195,000 | \$198,000 | + 1.5% | \$184,900 | \$211,000 | + 14.1% |
| Inventory of Homes for Sale | 92 | 46 | - 50.0% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 1.3 | - 49.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 37 | 29 | - 19.7% | 44 | 54 | + 21.0% |
| Percent of Original List Price Received* | 98.2% | 101.1% | + 3.0% | 98.4% | 99.5% | + 1.1% |
| New Listings | 60 | 55 | - 8.3% | 431 | 397 | - 7.9% |

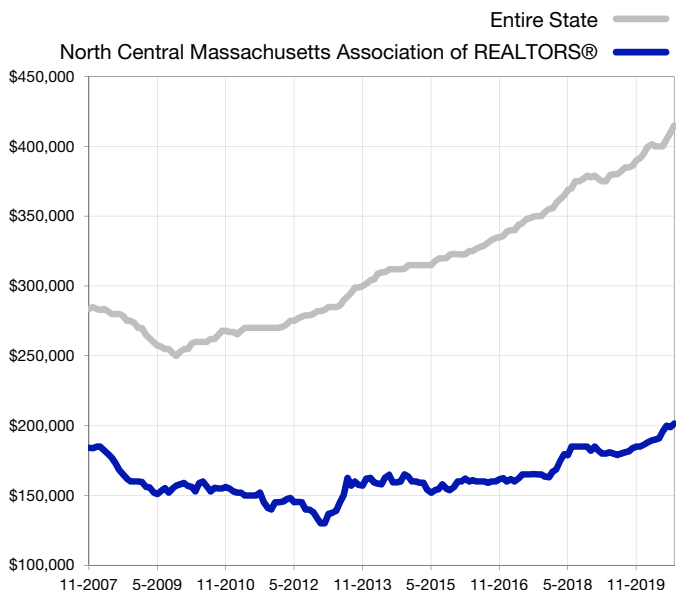
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.