

Massachusetts Area Market Review

2019 vs. 2018 As of December 31, 2019

Prepared by John Kinnane on Thursday, January 23, 2020

Single Family

Listing Inventory on December 31	2018	2019	Var.	Var. %	Trend
Listing Units	8779	6934	-1845	-21.02%	↓
Median Days on Market	88	90	2	2.27%	↑
Median List Price	\$459,900.00	\$499,900.00	\$40,000.00	8.70%	↑
Median List \$ / SqFt	\$227.92	\$239.20	\$11.28	4.95%	↑
Approximate Absorption Rate	50.06%	64.12%	14.06%	28.09%	↑
Approximate Months Supply of Inventory	2.00	1.56	-0.44	-22%	↓
Listed (Year to Date)	2018	2019	Var.	Var. %	Trend
Listing Units (Taken)	70299	68604	-1695	-2.41%	↓
Median Original List Price	\$429,000.00	\$449,900.00	\$20,900.00	4.87%	↑
Median Original List \$ / SqFt	\$231.83	\$240.34	\$8.51	3.67%	↑
Went Pending (Year to Date)	2018	2019	Var.	Var. %	Trend
Listing Units (Went Pending)	57300	58177	877	1.53%	↑
Median List Price	\$399,900.00	\$419,500.00	\$19,600.00	4.90%	↑
Median List \$ / SqFt	\$224.39	\$231.86	\$7.47	3.33%	↑
Median Days to Offer	16	17	1	6.25%	↑
Listed & Price Changed (Year to Date)	2018	2019	Var.	Var. %	Trend
Listing Units (Price Changed)	23940	22945	-995	-4.16%	↓
Median Original List Price	\$435,900.00	\$475,000.00	\$39,100.00	8.97%	↑
Median Original List \$ / SqFt	\$228.31	\$239.63	\$11.32	4.96%	↑
Sold (Year to Date)	2018	2019	Var.	Var. %	Trend
Closed Units (Sold)	52736	53172	436	0.83%	↑
Median Days on Market	28	29	1	3.57%	↑
Median Days to Offer	15	16	1	6.67%	↑
Median Sale Price	\$400,000.00	\$415,000.00	\$15,000.00	3.75%	↑
Median Sale \$ / SqFt	\$224.21	\$230.77	\$6.56	2.93%	↑
Median List Price	\$399,900.00	\$419,900.00	\$20,000.00	5%	↑
Median List \$ / SqFt	\$225.62	\$232.67	\$7.05	3.12%	↑
Median Original List Price	\$399,999.00	\$425,000.00	\$25,001.00	6.25%	↑
Median Original List \$ / SqFt	\$229.17	\$236.81	\$7.64	3.33%	↑
Median Sale Price as % of List Price	99.70%	99.44%	-0.26%	-0.26%	↓
Median Sale Price as % of Original List Price	98.52%	98.32%	-0.20%	-0.20%	↓
Median Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	↔
Sold Units - Short Sale	446	296	-150	-33.63%	↓
Sold Units - Lender-Owned	1717	1224	-493	-28.71%	↓
12-Month Activity as of December 31	2018	2019	Var.	Var. %	Trend
Units Listed	70309	68646	-1663	-2.37%	↓
Units Price Changed	23944	22961	-983	-4.11%	↓
Units Went Pending	57337	58236	899	1.57%	↑
Units Sold	52736	53356	620	1.18%	↑

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