

Local Market Update – October 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Chelsea

Single-Family Properties

Key Metrics	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	3	5	+ 66.7%	23	23	0.0%
Closed Sales	3	2	- 33.3%	21	24	+ 14.3%
Median Sales Price*	\$460,000	\$505,000	+ 9.8%	\$419,000	\$450,000	+ 7.4%
Inventory of Homes for Sale	7	4	- 42.9%	--	--	--
Months Supply of Inventory	3.1	1.5	- 51.6%	--	--	--
Cumulative Days on Market Until Sale	102	74	- 27.5%	55	48	- 12.7%
Percent of Original List Price Received*	92.6%	99.3%	+ 7.2%	99.3%	96.6%	- 2.7%
New Listings	8	3	- 62.5%	33	29	- 12.1%

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

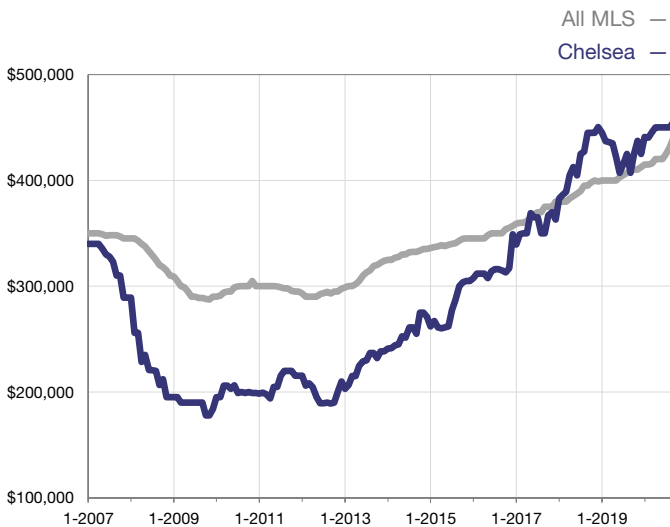
Condominium Properties

Key Metrics	October			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	7	4	- 42.9%	107	89	- 16.8%
Closed Sales	12	13	+ 8.3%	107	84	- 21.5%
Median Sales Price*	\$328,750	\$410,000	+ 24.7%	\$369,500	\$402,000	+ 8.8%
Inventory of Homes for Sale	36	38	+ 5.6%	--	--	--
Months Supply of Inventory	3.5	4.5	+ 28.6%	--	--	--
Cumulative Days on Market Until Sale	36	54	+ 50.0%	38	41	+ 7.9%
Percent of Original List Price Received*	97.3%	96.9%	- 0.4%	98.0%	98.2%	+ 0.2%
New Listings	21	20	- 4.8%	166	136	- 18.1%

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

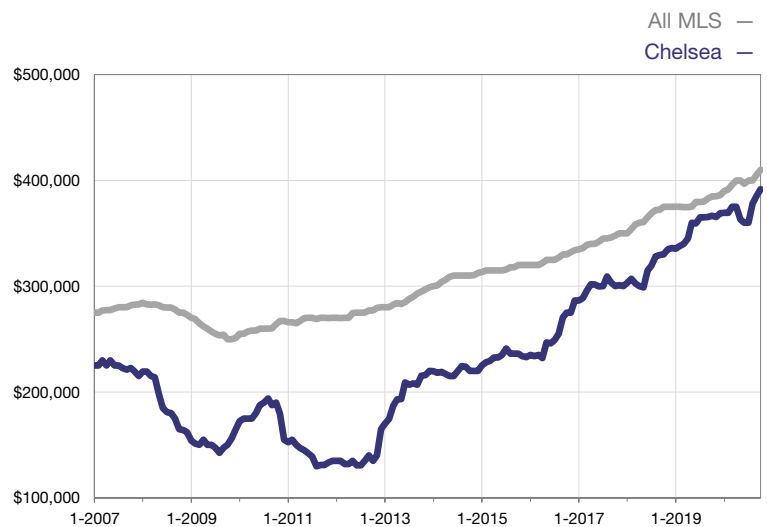
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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