

# Single-Family Market Overview

Key market metrics for the current month and year-to-date figures for **Single-Family Homes Only**.



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics <small>select the desired metric to jump to that page</small>	Historical Sparkbars	4-2016	4-2017	+ / -	YTD 2016	YTD 2017	+ / -
<b>Closed Sales</b>		4,082	<b>3,735</b>	- 8.5%	13,666	<b>13,387</b>	- 2.0%
<b>Median Sales Price</b>		\$349,900	<b>\$362,500</b>	+ 3.6%	\$329,900	<b>\$350,000</b>	+ 6.1%
<b>Affordability Index</b>		118	<b>110</b>	- 6.8%	125	<b>114</b>	- 8.8%
<b>Homes for Sale</b>		19,392	<b>13,234</b>	- 31.8%	--	--	--
<b>Months Supply</b>		4.0	<b>2.7</b>	- 32.5%	--	--	--
<b>Final Days on Market</b>		74	<b>65</b>	- 12.2%	81	<b>70</b>	- 13.6%
<b>Cumulative Days on Market</b>		107	<b>81</b>	- 24.3%	113	<b>86</b>	- 23.9%
<b>Pct. of Orig. Price Received</b>		96.0%	<b>97.2%</b>	+ 1.3%	94.8%	<b>96.1%</b>	+ 1.4%
<b>New Listings</b>		8,513	<b>7,706</b>	- 9.5%	25,872	<b>23,348</b>	- 9.8%

# Condominium Market Overview

Key market metrics for the current month and year-to-date figures for **Condominium Properties Only**.



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Key Metrics select the desired metric to jump to that page	Historical Sparkbars	4-2016	4-2017	+ / -	YTD 2016	YTD 2017	+ / -
<b>Closed Sales</b>		1,607	<b>1,455</b>	- 9.5%	5,319	<b>5,388</b>	+ 1.3%
<b>Median Sales Price</b>		\$329,950	<b>\$345,000</b>	+ 4.6%	\$310,000	<b>\$335,000</b>	+ 8.1%
<b>Affordability Index</b>		125	<b>115</b>	- 8.0%	134	<b>119</b>	- 11.2%
<b>Homes for Sale</b>		5,206	<b>3,729</b>	- 28.4%	--	--	--
<b>Months Supply</b>		2.8	<b>2.0</b>	- 28.6%	--	--	--
<b>Final Days on Market</b>		55	<b>47</b>	- 14.5%	60	<b>53</b>	- 11.7%
<b>Cumulative Days on Market</b>		78	<b>60</b>	- 23.1%	85	<b>66</b>	- 22.4%
<b>Pct. of Orig. Price Received</b>		98.7%	<b>99.4%</b>	+ 0.7%	97.6%	<b>98.4%</b>	+ 0.8%
<b>New Listings</b>		2,971	<b>2,640</b>	- 11.1%	9,498	<b>8,960</b>	- 5.7%

# Glossary of Terms

A research tool provided by the Massachusetts Association of REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

<b>Closed Sales</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average income by county.
<b>Inventory of Homes for Sale</b>	A measure of the number of homes available for sale at a given time. Once a listing goes pending, sold or is taken off the market, it is no longer considered "active." The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	The inventory of homes for sale (at the end of a given month) divided by the average monthly pending sales from the last 12 months.
<b>Final Days on Market Until Sale</b>	A measure of how many calendar days pass between when a listing becomes active (not pending) for the last time to the last time it goes pending directly before it is sold. A pending sale is defined as something classified as Pending, Active with a Flag, Contingent or Under Agreement.
<b>Cumulative Days on Market Until Sale</b>	A measure of the average number of calendar days that pass from when a listing is first listed to when a property goes into the last pending status before it is sold.
<b>Percent of Original List Price Received</b>	This is calculated as Total Sold Dollars (all sold prices added together) divided by Total Original Price (all original list prices added together).
<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers. It is calculated by counting all listings with a list date in the reporting period.