

# 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 select the desired metric to jump to that page	Historical Sparkbars	5-2016	5-2017	+ / -	YTD 2016	YTD 2017	+ / -
<b>Closed Sales</b>		5,047	<b>4,930</b>	- 2.3%	18,707	<b>18,378</b>	- 1.8%
<b>Median Sales Price</b>		\$352,700	<b>\$385,000</b>	+ 9.2%	\$335,000	<b>\$360,000</b>	+ 7.5%
<b>Affordability Index</b>		116	<b>104</b>	- 10.3%	122	<b>111</b>	- 9.0%
<b>Homes for Sale</b>		20,065	<b>13,918</b>	- 30.6%	--	--	--
<b>Months Supply</b>		4.1	<b>2.9</b>	- 29.3%	--	--	--
<b>Final Days on Market</b>		62	<b>54</b>	- 12.9%	76	<b>66</b>	- 13.2%
<b>Cumulative Days on Market</b>		94	<b>68</b>	- 27.7%	108	<b>81</b>	- 25.0%
<b>Pct. of Orig. Price Received</b>		96.8%	<b>98.2%</b>	+ 1.4%	95.3%	<b>96.7%</b>	+ 1.5%
<b>New Listings</b>		8,611	<b>8,968</b>	+ 4.1%	34,445	<b>32,044</b>	- 7.0%

# Condominium Market Overview

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



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics select the desired metric to jump to that page	Historical Sparkbars	5-2016	5-2017	+ / -	YTD 2016	YTD 2017	+ / -
<b>Closed Sales</b>		2,067	<b>2,061</b>	- 0.3%	7,386	<b>7,472</b>	+ 1.2%
<b>Median Sales Price</b>		\$343,000	<b>\$369,950</b>	+ 7.9%	\$319,900	<b>\$342,500</b>	+ 7.1%
<b>Affordability Index</b>		119	<b>108</b>	- 9.2%	128	<b>117</b>	- 8.6%
<b>Homes for Sale</b>		5,260	<b>3,876</b>	- 26.3%	--	--	--
<b>Months Supply</b>		2.9	<b>2.1</b>	- 27.6%	--	--	--
<b>Final Days on Market</b>		46	<b>42</b>	- 8.7%	56	<b>50</b>	- 10.7%
<b>Cumulative Days on Market</b>		70	<b>52</b>	- 25.7%	80	<b>62</b>	- 22.5%
<b>Pct. of Orig. Price Received</b>		99.4%	<b>100.3%</b>	+ 0.9%	98.1%	<b>98.9%</b>	+ 0.8%
<b>New Listings</b>		2,846	<b>3,125</b>	+ 9.8%	12,342	<b>12,060</b>	- 2.3%

# Glossary of Terms

A research tool provided by the Massachusetts Association of REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTOR

<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.