

# 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	5-2017	5-2018	+ / -	YTD 2017	YTD 2018	+ / -
<b>Closed Sales</b>		5,083	<b>4,856</b>	- 4.5%	18,565	<b>18,003</b>	- 3.0%
<b>Median Sales Price</b>		\$383,000	<b>\$405,000</b>	+ 5.7%	\$359,900	<b>\$379,900</b>	+ 5.6%
<b>Affordability Index</b>		105	<b>92</b>	- 12.4%	111	<b>98</b>	- 11.7%
<b>Homes for Sale</b>		16,416	<b>13,427</b>	- 18.2%	--	--	--
<b>Months Supply</b>		3.5	<b>2.8</b>	- 20.0%	--	--	--
<b>Final Days on Market</b>		55	<b>46</b>	- 16.4%	66	<b>56</b>	- 15.2%
<b>Cumulative Days on Market</b>		71	<b>59</b>	- 16.9%	83	<b>71</b>	- 14.5%
<b>Pct. of Orig. Price Received</b>		98.1%	<b>98.8%</b>	+ 0.7%	96.7%	<b>97.4%</b>	+ 0.7%
<b>New Listings</b>		9,120	<b>9,934</b>	+ 8.9%	32,432	<b>32,133</b>	- 0.9%

# 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	5-2017	5-2018	+ / -	YTD 2017	YTD 2018	+ / -
<b>Closed Sales</b>		2,110	<b>2,058</b>	- 2.5%	7,541	<b>7,529</b>	- 0.2%
<b>Median Sales Price</b>		\$370,000	<b>\$384,371</b>	+ 3.9%	\$343,000	<b>\$375,000</b>	+ 9.3%
<b>Affordability Index</b>		108	<b>97</b>	- 10.2%	117	<b>99</b>	- 15.4%
<b>Homes for Sale</b>		4,628	<b>3,865</b>	- 16.5%	--	--	--
<b>Months Supply</b>		2.5	<b>2.0</b>	- 20.0%	--	--	--
<b>Final Days on Market</b>		43	<b>37</b>	- 14.0%	50	<b>43</b>	- 14.0%
<b>Cumulative Days on Market</b>		53	<b>46</b>	- 13.2%	63	<b>54</b>	- 14.3%
<b>Pct. of Orig. Price Received</b>		100.2%	<b>100.7%</b>	+ 0.5%	98.9%	<b>99.6%</b>	+ 0.7%
<b>New Listings</b>		3,181	<b>3,269</b>	+ 2.8%	12,182	<b>12,258</b>	+ 0.6%

# 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.