

# 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	8-2017	8-2018	+ / -	YTD 2017	YTD 2018	+ / -
<b>Closed Sales</b>		6,424	<b>6,368</b>	- 0.9%	37,918	<b>37,455</b>	- 1.2%
<b>Median Sales Price</b>		\$392,000	<b>\$418,200</b>	+ 6.7%	\$377,500	<b>\$400,000</b>	+ 6.0%
<b>Affordability Index</b>		103	<b>89</b>	- 13.6%	107	<b>93</b>	- 13.1%
<b>Homes for Sale</b>		16,781	<b>14,597</b>	- 13.0%	--	--	--
<b>Months Supply</b>		3.5	<b>3.0</b>	- 14.3%	--	--	--
<b>Final Days on Market</b>		44	<b>37</b>	- 15.9%	54	<b>46</b>	- 14.8%
<b>Cumulative Days on Market</b>		55	<b>49</b>	- 10.9%	68	<b>59</b>	- 13.2%
<b>Pct. of Orig. Price Received</b>		98.0%	<b>97.9%</b>	- 0.1%	97.6%	<b>98.1%</b>	+ 0.5%
<b>New Listings</b>		6,565	<b>6,784</b>	+ 3.3%	53,554	<b>54,104</b>	+ 1.0%

# 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	8-2017	8-2018	+ / -	YTD 2017	YTD 2018	+ / -
<b>Closed Sales</b>		2,394	<b>2,411</b>	+ 0.7%	14,892	<b>14,966</b>	+ 0.5%
<b>Median Sales Price</b>		\$349,000	<b>\$385,000</b>	+ 10.3%	\$350,000	<b>\$385,000</b>	+ 10.0%
<b>Affordability Index</b>		116	<b>96</b>	- 17.2%	116	<b>96</b>	- 17.2%
<b>Homes for Sale</b>		4,519	<b>3,767</b>	- 16.6%	--	--	--
<b>Months Supply</b>		2.5	<b>2.0</b>	- 20.0%	--	--	--
<b>Final Days on Market</b>		38	<b>34</b>	- 10.5%	44	<b>38</b>	- 13.6%
<b>Cumulative Days on Market</b>		47	<b>43</b>	- 8.5%	55	<b>48</b>	- 12.7%
<b>Pct. of Orig. Price Received</b>		99.4%	<b>99.5%</b>	+ 0.1%	99.5%	<b>99.9%</b>	+ 0.4%
<b>New Listings</b>		2,139	<b>2,328</b>	+ 8.8%	19,493	<b>19,752</b>	+ 1.3%

# 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.