

# 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	10-2017	10-2018	+ / -	YTD 2017	YTD 2018	+ / -
<b>Closed Sales</b>		5,042	<b>4,865</b>	- 3.5%	48,071	<b>47,162</b>	- 1.9%
<b>Median Sales Price</b>		\$370,000	<b>\$390,000</b>	+ 5.4%	\$375,895	<b>\$399,962</b>	+ 6.4%
<b>Affordability Index</b>		108	<b>87</b>	- 19.4%	106	<b>85</b>	- 19.8%
<b>Homes for Sale</b>		16,682	<b>15,441</b>	- 7.4%	--	--	--
<b>Months Supply</b>		3.5	<b>3.2</b>	- 8.6%	--	--	--
<b>Final Days on Market</b>		49	<b>46</b>	- 6.1%	53	<b>46</b>	- 13.2%
<b>Cumulative Days on Market</b>		62	<b>58</b>	- 6.5%	67	<b>58</b>	- 13.4%
<b>Pct. of Orig. Price Received</b>		97.3%	<b>96.7%</b>	- 0.6%	97.5%	<b>97.9%</b>	+ 0.4%
<b>New Listings</b>		6,038	<b>6,694</b>	+ 10.9%	66,909	<b>68,086</b>	+ 1.8%

# 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	10-2017	10-2018	+ / -	YTD 2017	YTD 2018	+ / -
<b>Closed Sales</b>		1,818	<b>1,781</b>	- 2.0%	18,639	<b>18,553</b>	- 0.5%
<b>Median Sales Price</b>		\$339,000	<b>\$353,000</b>	+ 4.1%	\$350,000	<b>\$379,000</b>	+ 8.3%
<b>Affordability Index</b>		117	<b>96</b>	- 17.9%	114	<b>89</b>	- 21.9%
<b>Homes for Sale</b>		4,675	<b>4,602</b>	- 1.6%	--	--	--
<b>Months Supply</b>		2.5	<b>2.5</b>	0.0%	--	--	--
<b>Final Days on Market</b>		40	<b>40</b>	0.0%	43	<b>38</b>	- 11.6%
<b>Cumulative Days on Market</b>		50	<b>49</b>	- 2.0%	54	<b>48</b>	- 11.1%
<b>Pct. of Orig. Price Received</b>		99.2%	<b>98.6%</b>	- 0.6%	99.4%	<b>99.6%</b>	+ 0.2%
<b>New Listings</b>		2,255	<b>2,505</b>	+ 11.1%	24,451	<b>25,079</b>	+ 2.6%

# 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.