

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

## April 2019

For much of the country, the first quarter of 2019 provided several disruptive weather patterns that contributed to less foot traffic toward potential home sales. Coupled with low affordability, higher prices and an inventory situation in its infancy of recovering from record lows – not to mention several more days of wintry weather in April – slower sales persisted across most residential real estate markets. However, buyers are beginning to return in force this spring. For well-priced homes in desirable locations, competition is fierce.

New Listings were down 1.2 percent for single-family homes and 1.4 percent for condominium properties. Closed Sales increased 3.0 percent for single-family homes and 0.7 percent for condominium properties.

The Median Sales Price was up 2.5 percent to \$394,000 for single-family homes and 0.4 percent to \$379,950 for condominium properties. Months Supply of Inventory decreased 10.7 percent for single-family units but increased 4.5 percent for condominium units.

The national unemployment rate dropped to 3.6 percent during April 2019, the lowest level since 1969. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, yet inventory is straining to keep pace in the most competitive price ranges.

## Quick Facts

### Closed Sales

<b>3,971</b>	<b>1,738</b>
Single-Family Only	Condominium Only
<b>+ 3.0%</b>	<b>+ 0.7%</b>
Year-Over-Year Change	Year-Over-Year Change

### Median Sales Price

<b>\$394,000</b>	<b>\$379,950</b>
Single-Family Only	Condominium Only
<b>+ 2.5%</b>	<b>+ 0.4%</b>
Year-Over-Year Change	Year-Over-Year Change

### Homes for Sale

<b>11,928</b>	<b>4,240</b>
Single-Family Only	Condominium Only
<b>- 8.6%</b>	<b>+ 4.7%</b>
Year-Over-Year Change	Year-Over-Year Change

### New Listings

<b>8,009</b>	<b>3,130</b>
Single-Family Only	Condominium Only
<b>- 1.2%</b>	<b>- 1.4%</b>
Year-Over-Year Change	Year-Over-Year Change



# Single-Family Market Overview

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



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Key Metrics select the desired metric to jump to that page	Historical Sparkbars	4-2018	4-2019	+ / -	YTD 2018	YTD 2019	+ / -
<b>Closed Sales</b>		3,854	<b>3,971</b>	+ 3.0%	13,182	<b>13,290</b>	+ 0.8%
<b>Median Sales Price</b>		\$384,500	<b>\$394,000</b>	+ 2.5%	\$370,000	<b>\$385,000</b>	+ 4.1%
<b>Affordability Index</b>		96	<b>98</b>	+ 2.1%	100	<b>100</b>	0.0%
<b>Homes for Sale</b>		13,048	<b>11,928</b>	- 8.6%	--	--	--
<b>Months Supply</b>		2.8	<b>2.5</b>	- 10.7%	--	--	--
<b>Final Days on Market</b>		53	<b>56</b>	+ 5.7%	60	<b>61</b>	+ 1.7%
<b>Cumulative Days on Market</b>		68	<b>72</b>	+ 5.9%	75	<b>77</b>	+ 2.7%
<b>Pct. of Orig. Price Received</b>		98.3%	<b>97.0%</b>	- 1.3%	97.0%	<b>95.9%</b>	- 1.1%
<b>New Listings</b>		8,105	<b>8,009</b>	- 1.2%	22,172	<b>23,245</b>	+ 4.8%

# 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	4-2018	4-2019	+ / -	YTD 2018	YTD 2019	+ / -
<b>Closed Sales</b>		1,726	<b>1,738</b>	+ 0.7%	5,497	<b>5,455</b>	- 0.8%
<b>Median Sales Price</b>		\$378,500	<b>\$379,950</b>	+ 0.4%	\$375,000	<b>\$369,000</b>	- 1.6%
<b>Affordability Index</b>		98	<b>102</b>	+ 4.1%	99	<b>105</b>	+ 6.1%
<b>Homes for Sale</b>		4,048	<b>4,240</b>	+ 4.7%	--	--	--
<b>Months Supply</b>		2.2	<b>2.3</b>	+ 4.5%	--	--	--
<b>Final Days on Market</b>		39	<b>45</b>	+ 15.4%	46	<b>51</b>	+ 10.9%
<b>Cumulative Days on Market</b>		50	<b>57</b>	+ 14.0%	57	<b>62</b>	+ 8.8%
<b>Pct. of Orig. Price Received</b>		100.3%	<b>98.6%</b>	- 1.7%	99.1%	<b>97.8%</b>	- 1.3%
<b>New Listings</b>		3,174	<b>3,130</b>	- 1.4%	9,019	<b>9,804</b>	+ 8.7%

# Closed Sales

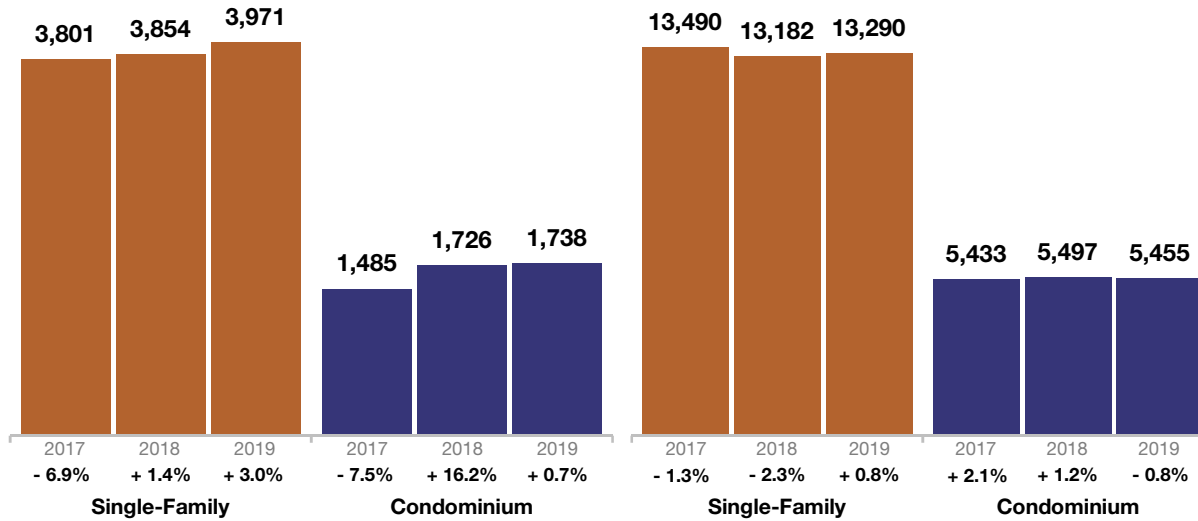
A count of the actual sales that closed in a given month.



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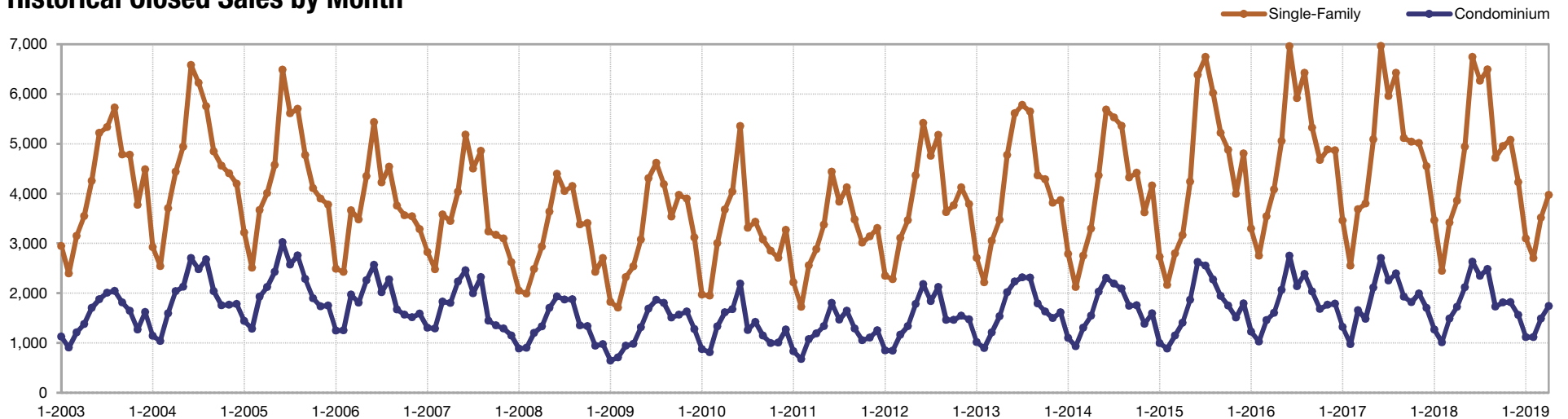
## April

## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
May 2018	4,939	- 2.9%	2,116	+ 0.3%
June 2018	6,745	- 3.1%	2,628	- 2.7%
July 2018	6,264	+ 5.1%	2,350	+ 4.4%
August 2018	6,492	+ 1.1%	2,484	+ 3.8%
September 2018	4,715	- 7.8%	1,727	- 10.5%
October 2018	4,950	- 1.8%	1,812	- 0.3%
November 2018	5,076	+ 1.3%	1,819	- 8.8%
December 2018	4,227	- 7.1%	1,560	- 8.3%
January 2019	3,097	- 10.6%	1,116	- 12.1%
February 2019	2,704	+ 10.5%	1,115	+ 10.2%
March 2019	3,518	+ 3.0%	1,486	- 0.2%
<b>April 2019</b>	<b>3,971</b>	<b>+ 3.0%</b>	<b>1,738</b>	<b>+ 0.7%</b>
<b>Total</b>	<b>56,698</b>	<b>- 1.1%</b>	<b>21,951</b>	<b>- 2.0%</b>

## Historical Closed Sales by Month



# Median Sales Price

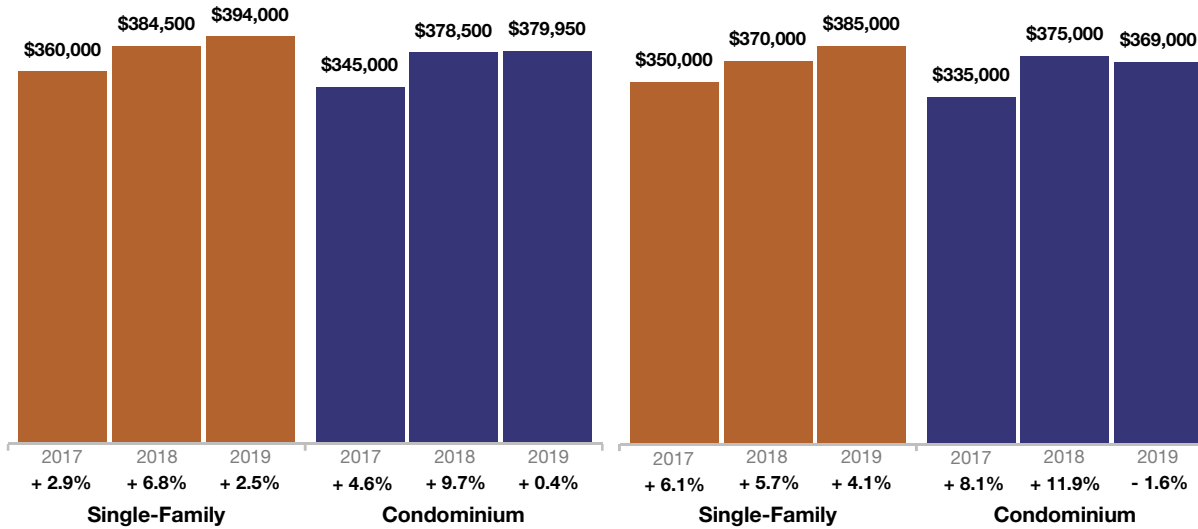
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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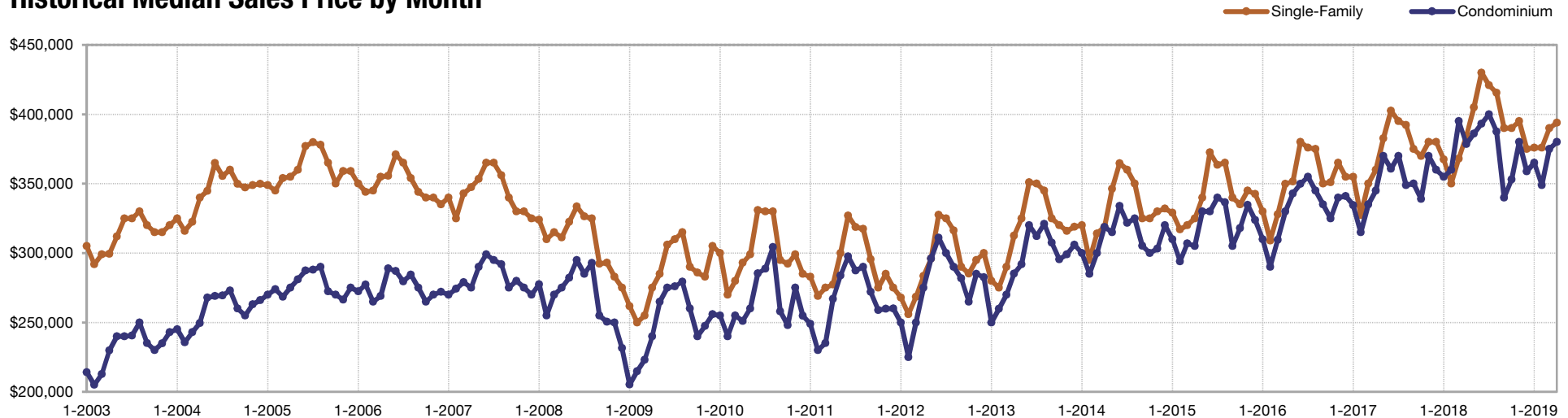
## April

## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
May 2018	\$405,000	+ 5.8%	\$386,000	+ 4.3%
June 2018	\$430,000	+ 6.8%	\$393,250	+ 9.0%
July 2018	\$421,000	+ 6.6%	\$400,000	+ 8.1%
August 2018	\$415,500	+ 5.9%	\$387,500	+ 11.0%
September 2018	\$390,000	+ 4.0%	\$340,000	- 2.9%
October 2018	\$390,000	+ 5.4%	\$353,123	+ 4.2%
November 2018	\$395,000	+ 3.9%	\$380,000	+ 2.7%
December 2018	\$375,000	- 1.3%	\$358,818	- 0.3%
January 2019	\$376,000	+ 2.3%	\$365,000	+ 2.8%
February 2019	\$375,950	+ 7.4%	\$349,000	- 3.0%
March 2019	\$390,000	+ 6.0%	\$375,000	- 5.1%
<b>April 2019</b>	<b>\$394,000</b>	<b>+ 2.5%</b>	<b>\$379,950</b>	<b>+ 0.4%</b>
Median	\$400,000	+ 5.3%	\$375,000	+ 3.9%

## Historical Median Sales Price by Month



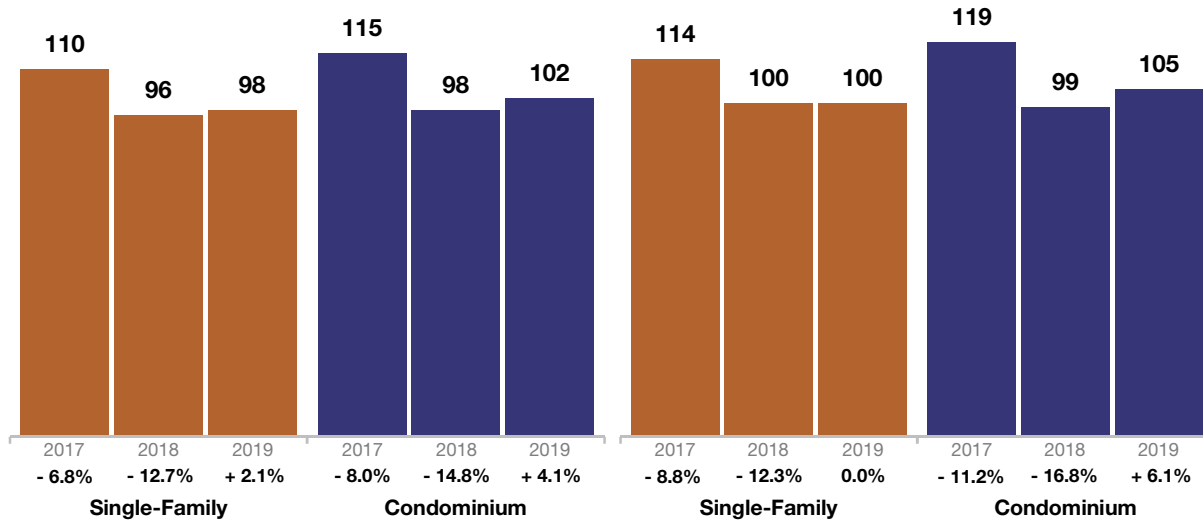
# Housing Affordability Index



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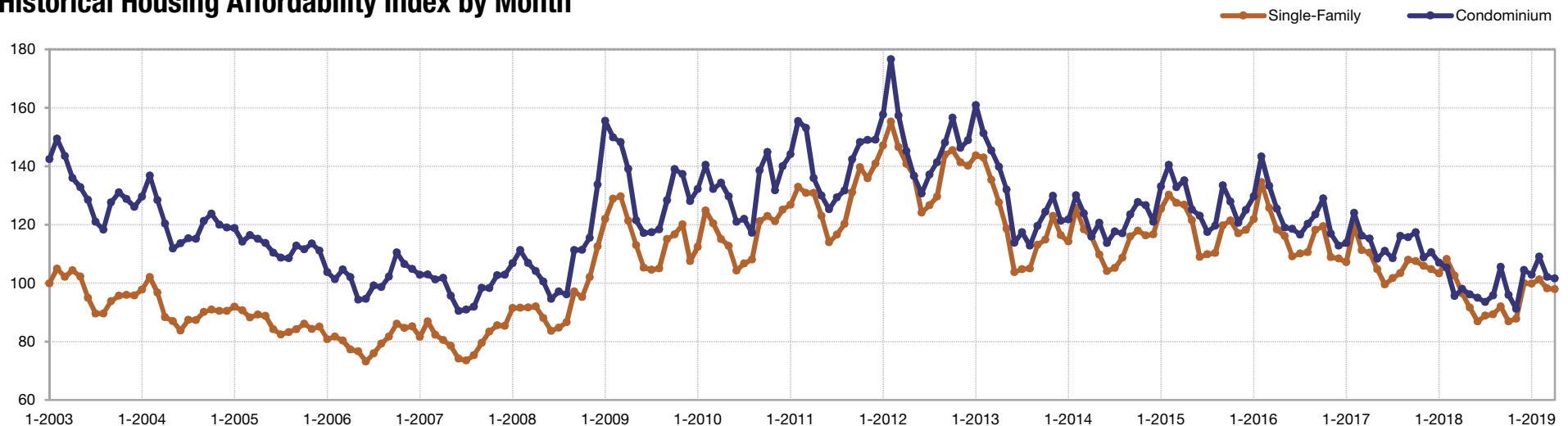
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

## April Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
May 2018	92	-12.4%	96	-11.1%
June 2018	87	-12.1%	95	-14.4%
July 2018	89	-12.7%	93	-14.7%
August 2018	89	-13.6%	96	-17.2%
September 2018	92	-14.8%	106	-8.6%
October 2018	87	-19.4%	96	-17.9%
November 2018	88	-17.0%	91	-16.5%
December 2018	100	-4.8%	104	-6.3%
January 2019	100	-2.9%	103	-3.7%
February 2019	101	-6.5%	109	+3.8%
March 2019	98	-4.9%	102	+6.3%
<b>April 2019</b>	<b>98</b>	<b>+2.1%</b>	<b>102</b>	<b>+4.1%</b>
Average	93	-10.1%	99	-8.4%

## Historical Housing Affordability Index by Month



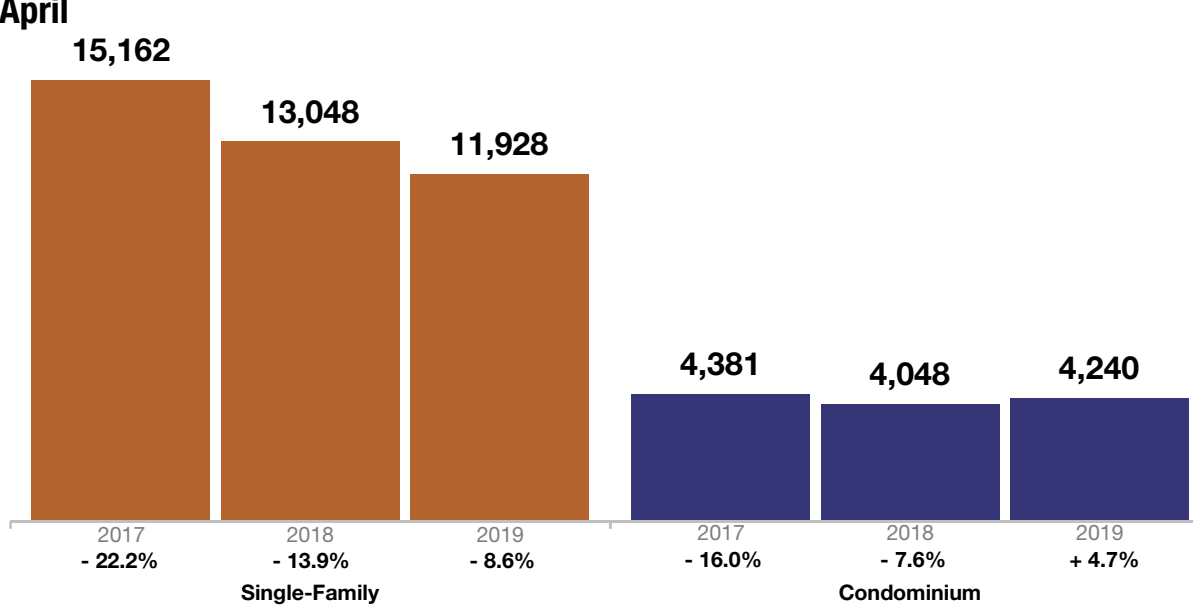
# Inventory of Homes for Sale

The number of properties available for sale in an active status at the end of a given month.



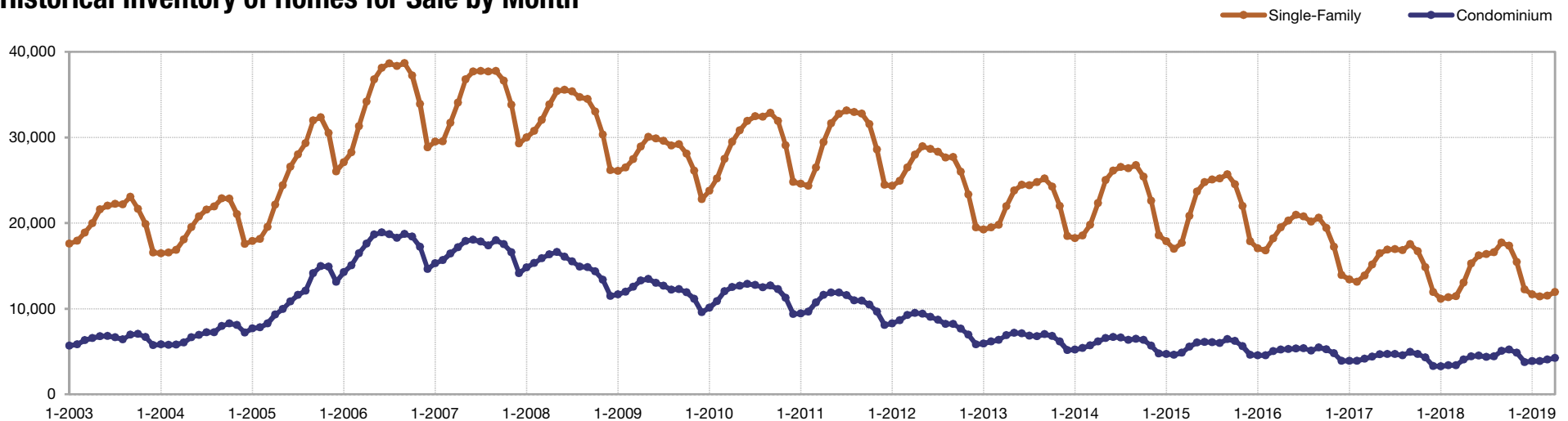
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## April



	Single-Family	YoY Change	Condominium	YoY Change
May 2018	15,263	- 7.3%	4,423	- 5.1%
June 2018	16,217	- 3.9%	4,521	- 3.5%
July 2018	16,383	- 3.3%	4,359	- 7.2%
August 2018	16,575	- 1.5%	4,439	- 2.2%
September 2018	17,728	+ 1.2%	5,064	+ 2.7%
October 2018	17,356	+ 3.8%	5,215	+ 11.2%
November 2018	15,451	+ 4.2%	4,846	+ 12.6%
December 2018	12,232	+ 2.5%	3,762	+ 14.0%
January 2019	11,678	+ 4.7%	3,881	+ 19.1%
February 2019	11,425	+ 0.7%	3,889	+ 15.3%
March 2019	11,503	+ 0.5%	4,055	+ 19.6%
<b>April 2019</b>	<b>11,928</b>	<b>- 8.6%</b>	<b>4,240</b>	<b>+ 4.7%</b>
Average	14,478	- 0.8%	4,391	+ 5.7%

## Historical Inventory of Homes for Sale by Month



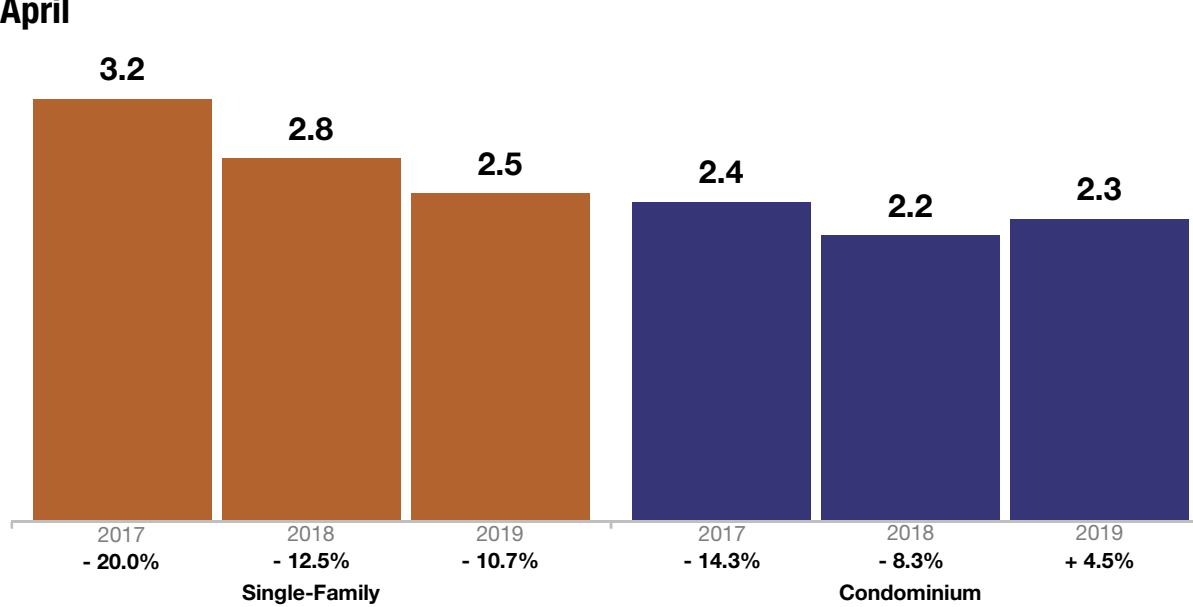
# Months Supply of Inventory

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.



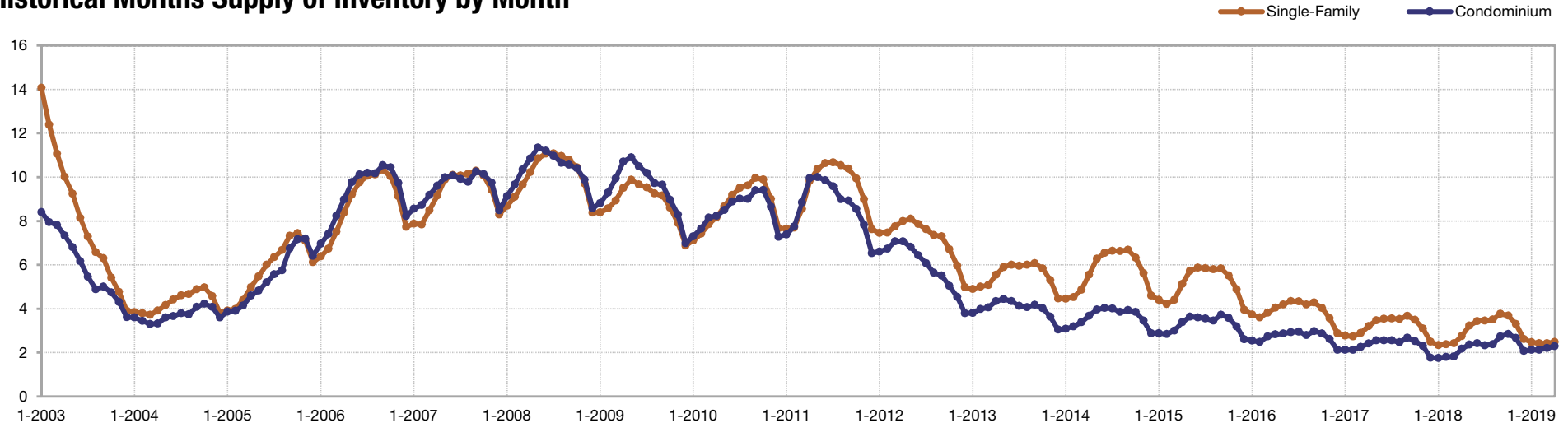
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## April



	Single-Family	YoY Change	Condominium	YoY Change
May 2018	3.2	- 8.6%	2.4	- 7.7%
June 2018	3.4	- 2.9%	2.4	- 7.7%
July 2018	3.5	- 2.8%	2.3	- 11.5%
August 2018	3.5	0.0%	2.4	- 4.0%
September 2018	3.8	+ 2.7%	2.7	0.0%
October 2018	3.7	+ 5.7%	2.9	+ 16.0%
November 2018	3.3	+ 6.5%	2.7	+ 17.4%
December 2018	2.6	+ 4.0%	2.1	+ 16.7%
January 2019	2.5	+ 8.7%	2.1	+ 16.7%
February 2019	2.4	0.0%	2.1	+ 16.7%
March 2019	2.4	0.0%	2.2	+ 22.2%
<b>April 2019</b>	<b>2.5</b>	<b>- 10.7%</b>	<b>2.3</b>	<b>+ 4.5%</b>
Average	3.1	+ 0.1%	2.4	+ 6.1%

## Historical Months Supply of Inventory by Month



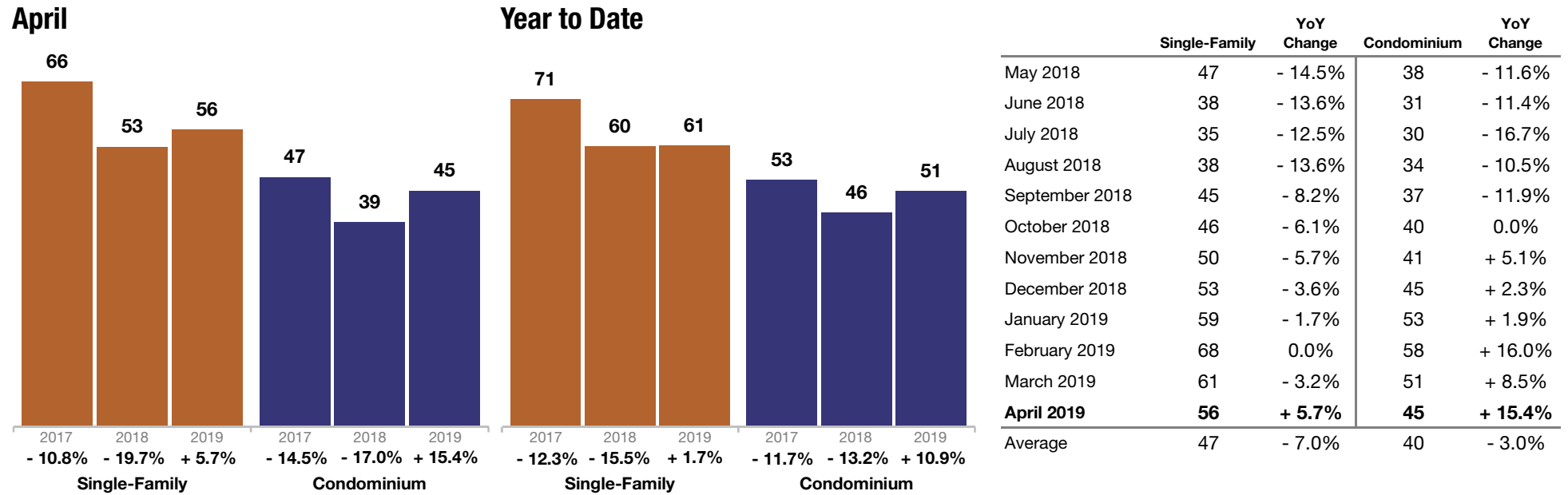


# Final Days on Market

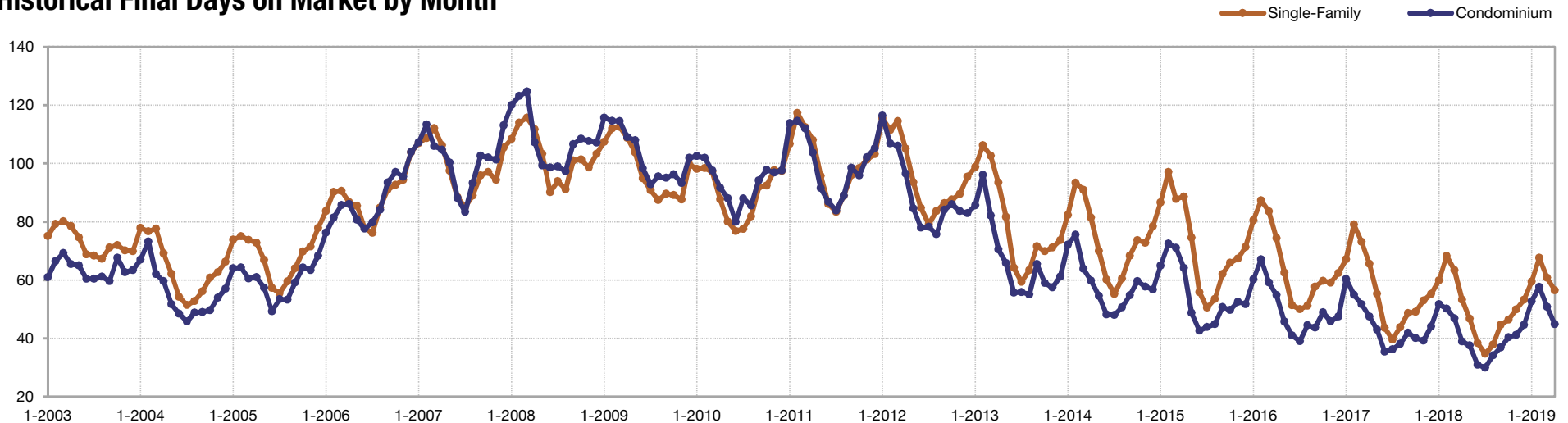
Average number of days between when a property is last listed and when the final offer is accepted in a given month.



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## Historical Final Days on Market by Month

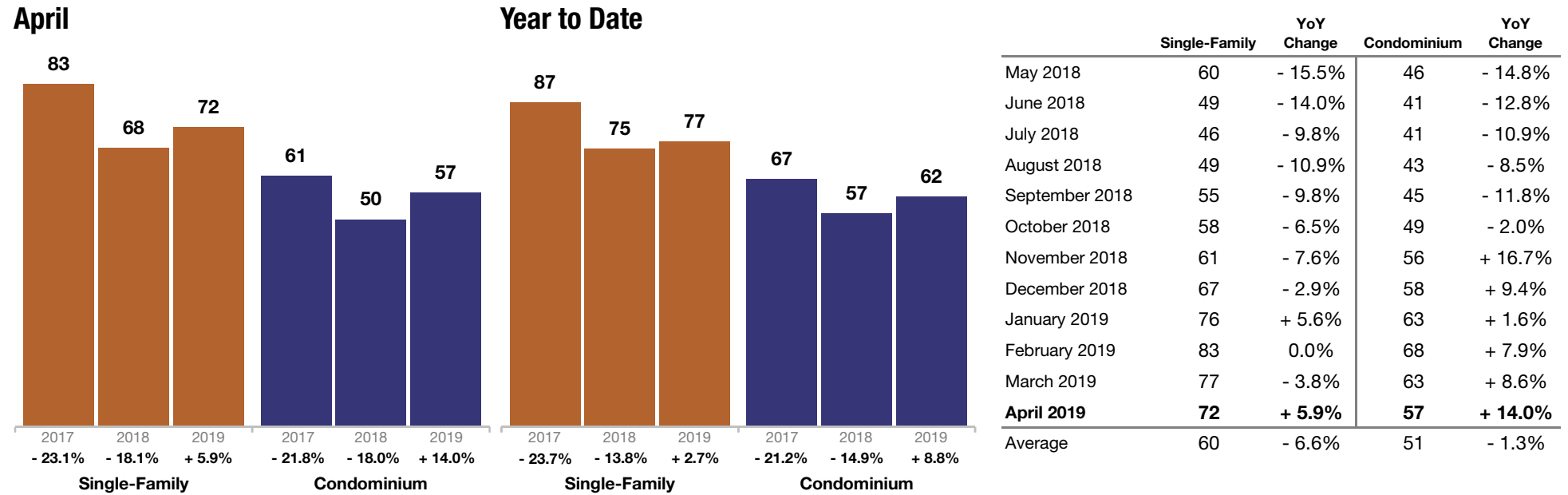


# Cumulative Days on Market

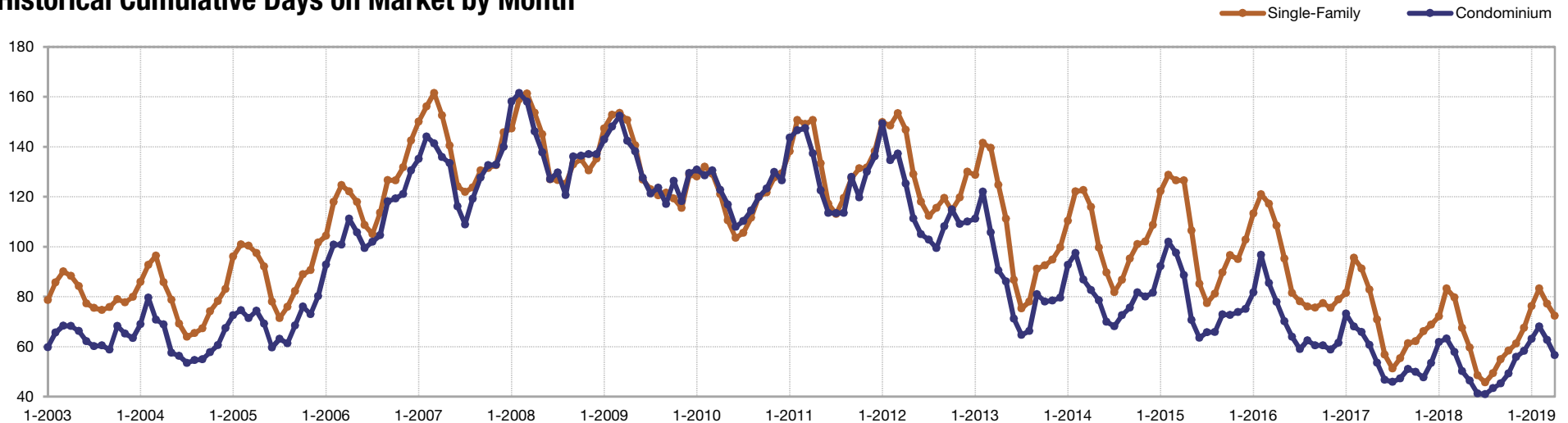
Average number of days between when a property is first listed and when the final offer is accepted before closing in a given month.



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## Historical Cumulative Days on Market by Month



# Percent of Original List Price Received

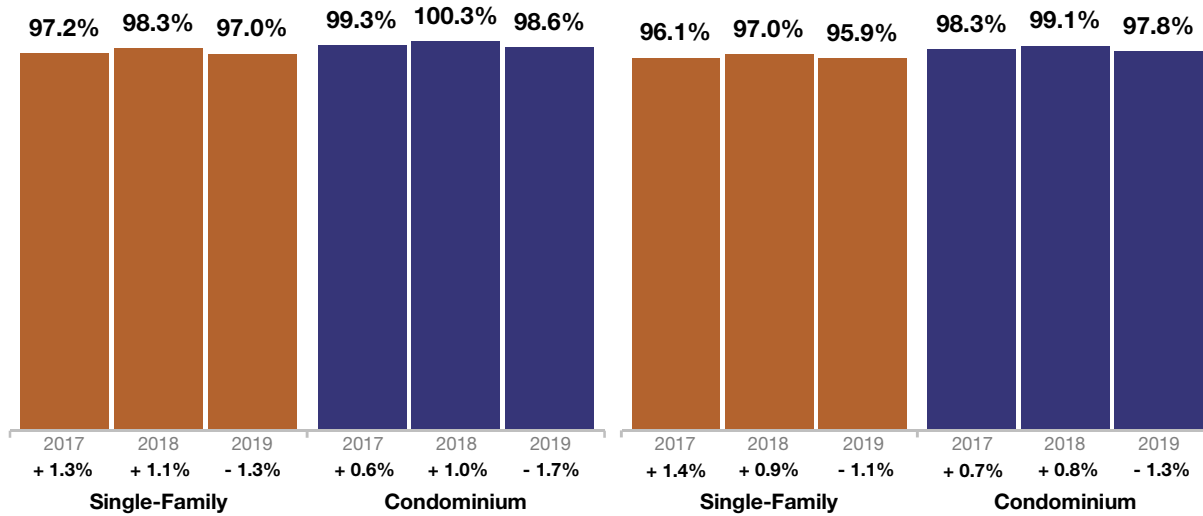


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Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

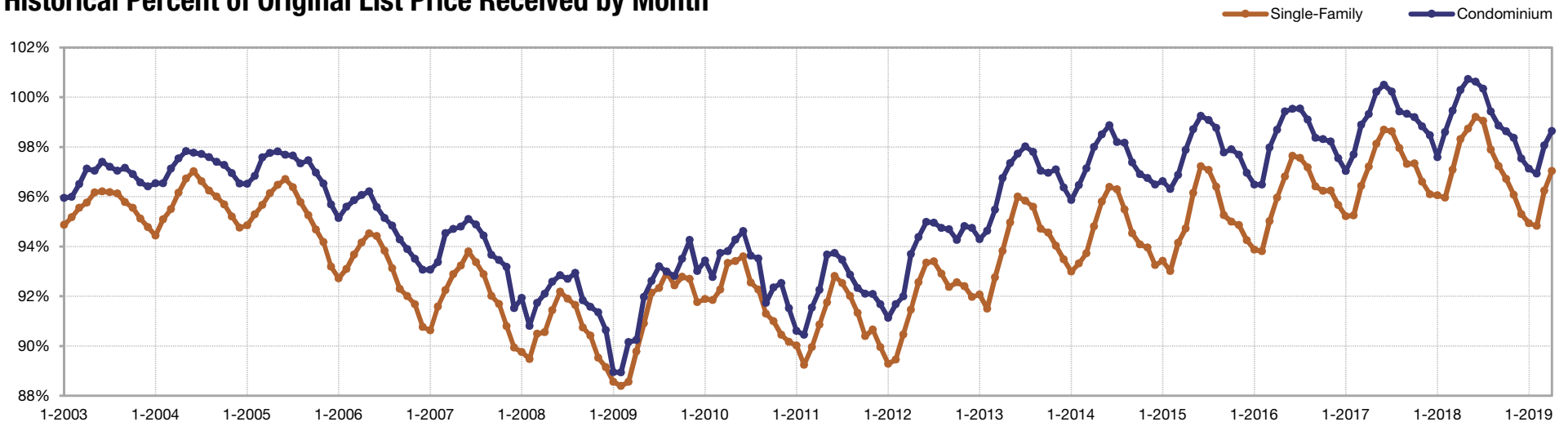
## April

## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
May 2018	98.7%	+ 0.6%	100.7%	+ 0.5%
June 2018	99.2%	+ 0.5%	100.6%	+ 0.1%
July 2018	99.0%	+ 0.4%	100.3%	+ 0.1%
August 2018	97.9%	- 0.1%	99.4%	0.0%
September 2018	97.2%	- 0.1%	98.9%	- 0.4%
October 2018	96.7%	- 0.6%	98.6%	- 0.6%
November 2018	96.1%	- 0.5%	98.4%	- 0.4%
December 2018	95.3%	- 0.8%	97.5%	- 1.0%
January 2019	94.9%	- 1.2%	97.1%	- 0.5%
February 2019	94.8%	- 1.3%	96.9%	- 1.7%
March 2019	96.2%	- 0.9%	98.1%	- 1.4%
<b>April 2019</b>	<b>97.0%</b>	<b>- 1.3%</b>	<b>98.6%</b>	<b>- 1.7%</b>
Average	97.3%	- 0.3%	99.1%	- 0.4%

## Historical Percent of Original List Price Received by Month



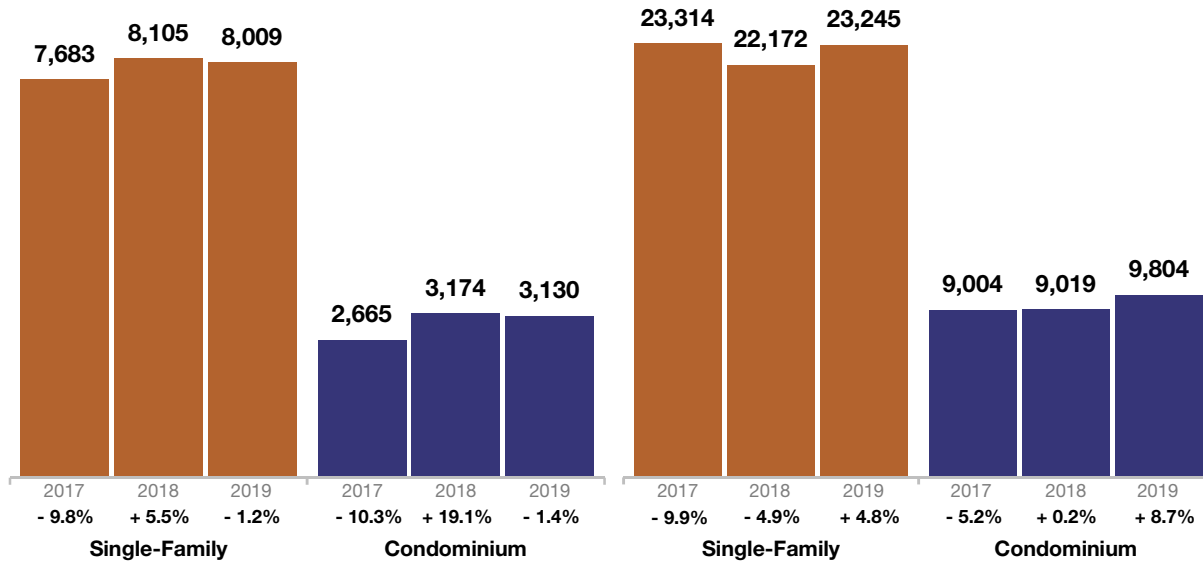
# New Listings

A count of the properties that have been newly listed on the market in a given month.



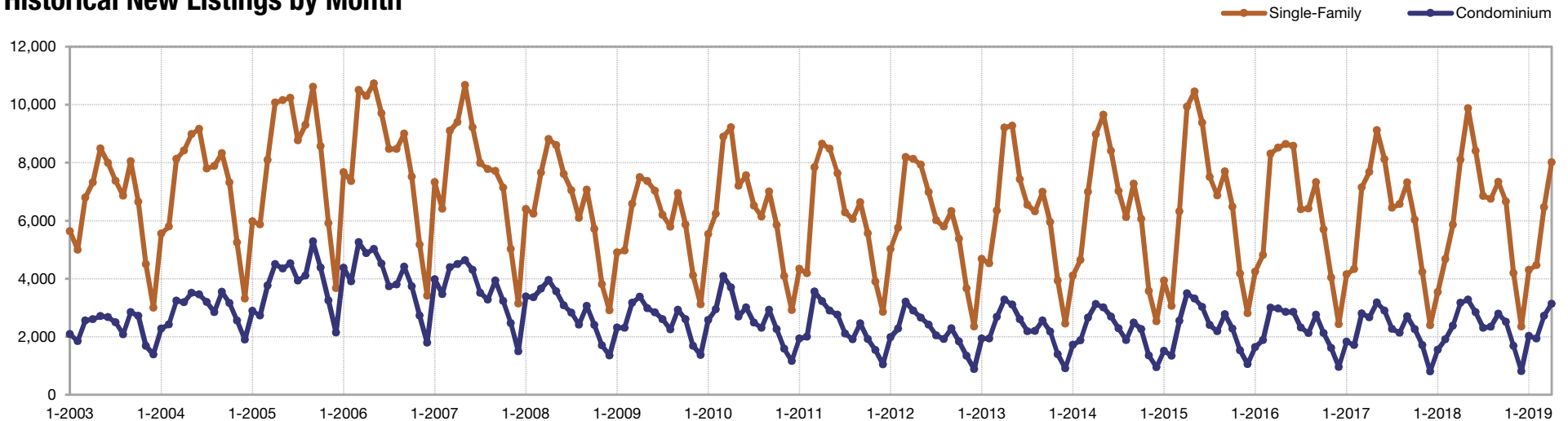
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## April



	Single-Family	YoY Change	Condominium	YoY Change
May 2018	9,878	+ 8.3%	3,281	+ 3.1%
June 2018	8,409	+ 3.5%	2,849	- 1.9%
July 2018	6,850	+ 6.3%	2,305	+ 1.7%
August 2018	6,750	+ 2.8%	2,338	+ 9.4%
September 2018	7,334	+ 0.3%	2,791	+ 3.2%
October 2018	6,662	+ 10.4%	2,511	+ 11.2%
November 2018	4,199	- 0.9%	1,688	- 1.2%
December 2018	2,354	- 1.9%	815	+ 1.2%
January 2019	4,305	+ 21.8%	2,024	+ 30.4%
February 2019	4,469	- 4.3%	1,934	+ 1.0%
March 2019	6,462	+ 10.3%	2,716	+ 14.2%
<b>April 2019</b>	<b>8,009</b>	<b>- 1.2%</b>	<b>3,130</b>	<b>- 1.4%</b>
<b>Total</b>	<b>75,681</b>	<b>+ 4.5%</b>	<b>28,382</b>	<b>+ 5.2%</b>

## Historical New Listings by Month



# Glossary of Terms

A research tool provided by the Massachusetts Association of REALTORS®



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<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.