



Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

New Listings were down 7.4 percent for single-family homes and 10.2 percent for condominium properties. Closed Sales decreased 11.1 percent for single-family homes and 8.1 percent for condominium properties.

The Median Sales Price was up 5.7 percent to \$645,000 for single-family homes but was down 1.8 percent to \$550,000 for condominium properties. Months Supply of Inventory decreased 13.3 percent for single-family units and 9.5 percent for condominium units.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

Quick Facts

Closed Sales

2,178	968
Single-Family Only	Condominium Only
- 11.1%	- 8.1%
Year-Over-Year Change	Year-Over-Year Change

Median Sales Price

\$645,000	\$550,000
Single-Family Only	Condominium Only
+ 5.7%	- 1.8%
Year-Over-Year Change	Year-Over-Year Change

Homes for Sale

4,326	2,766
Single-Family Only	Condominium Only
- 14.2%	- 9.1%
Year-Over-Year Change	Year-Over-Year Change

New Listings

2,472	1,605
Single-Family Only	Condominium Only
- 7.4%	- 10.2%
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	Historical Sparkbars	1-2025	1-2026	+ / -	YTD 2025	YTD 2026	+ / -
Closed Sales		2,450	2,178	- 11.1%	2,450	2,178	- 11.1%
Median Sales Price		\$610,000	\$645,000	+ 5.7%	\$610,000	\$645,000	+ 5.7%
Affordability Index		50	50	0.0%	50	50	0.0%
Homes for Sale		5,042	4,326	- 14.2%	--	--	--
Months Supply		1.5	1.3	- 13.3%	--	--	--
Final Days on Market		46	53	+ 15.2%	46	53	+ 15.2%
Cumulative Days on Market		50	59	+ 18.0%	50	59	+ 18.0%
Pct. of Orig. Price Received		97.9%	97.0%	- 0.9%	97.9%	97.0%	- 0.9%
New Listings		2,670	2,472	- 7.4%	2,670	2,472	- 7.4%

Condominium Market Overview

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



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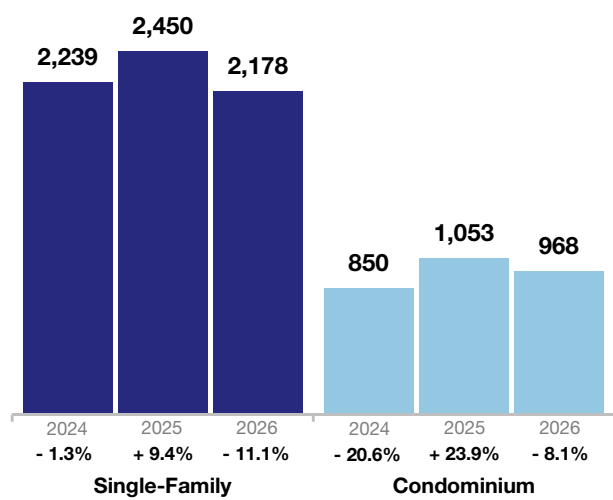
Key Metrics	Historical Sparkbars	1-2025	1-2026	+ / -	YTD 2025	YTD 2026	+ / -
Closed Sales		1,053	968	- 8.1%	1,053	968	- 8.1%
Median Sales Price		\$560,000	\$550,000	- 1.8%	\$560,000	\$550,000	- 1.8%
Affordability Index		54	59	+ 9.3%	54	59	+ 9.3%
Homes for Sale		3,042	2,766	- 9.1%	--	--	--
Months Supply		2.1	1.9	- 9.5%	--	--	--
Final Days on Market		55	59	+ 7.3%	55	59	+ 7.3%
Cumulative Days on Market		58	65	+ 12.1%	58	65	+ 12.1%
Pct. of Orig. Price Received		97.7%	96.4%	- 1.3%	97.7%	96.4%	- 1.3%
New Listings		1,787	1,605	- 10.2%	1,787	1,605	- 10.2%

Closed Sales

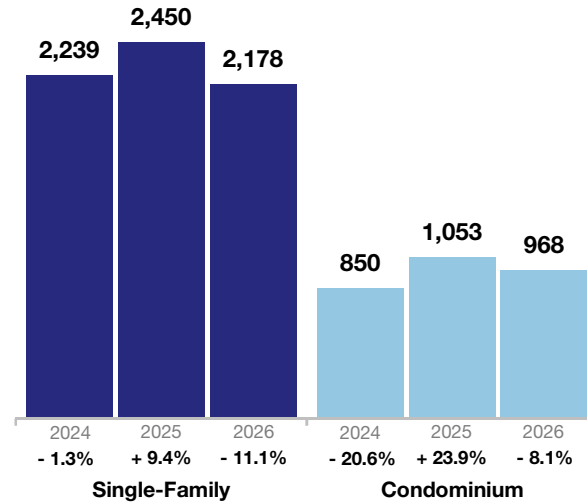
A count of the actual sales that closed in a given month.



January

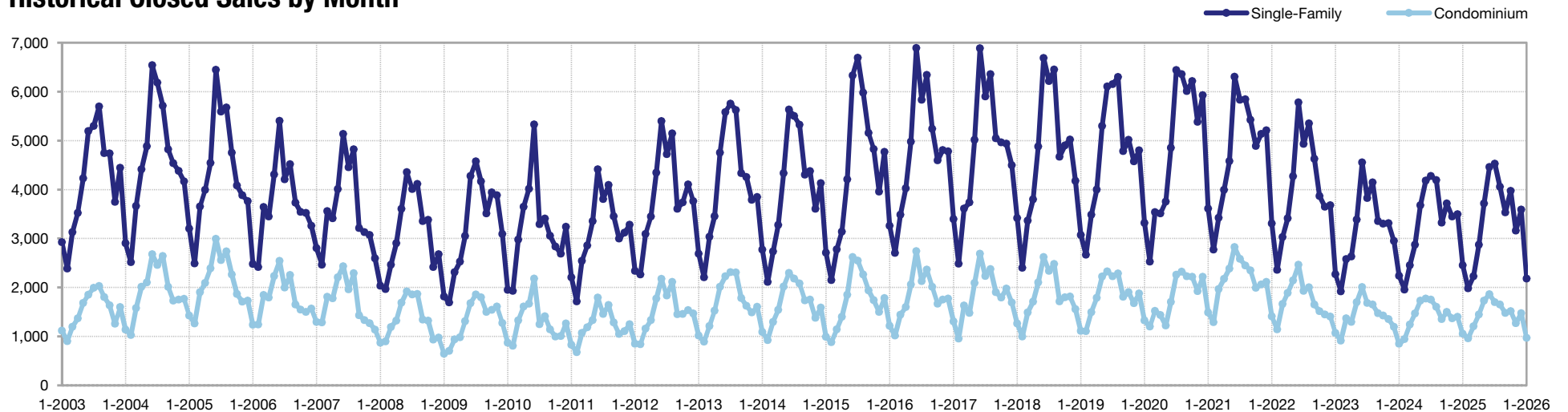


Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
February 2025	1,980	+ 1.4%	959	+ 1.8%
March 2025	2,229	- 9.1%	1,205	- 3.1%
April 2025	2,873	0.0%	1,446	- 1.5%
May 2025	3,713	+ 1.0%	1,728	- 0.2%
June 2025	4,458	+ 6.7%	1,860	+ 5.0%
July 2025	4,525	+ 5.8%	1,699	- 2.8%
August 2025	4,053	- 3.3%	1,650	+ 2.7%
September 2025	3,534	+ 6.4%	1,476	+ 9.3%
October 2025	3,974	+ 7.0%	1,515	+ 1.1%
November 2025	3,159	- 8.4%	1,267	- 7.3%
December 2025	3,590	+ 2.7%	1,473	+ 5.1%
January 2026	2,178	- 11.1%	968	- 8.1%
Total	40,266	+ 0.6%	17,246	+ 0.4%

Historical Closed Sales by Month



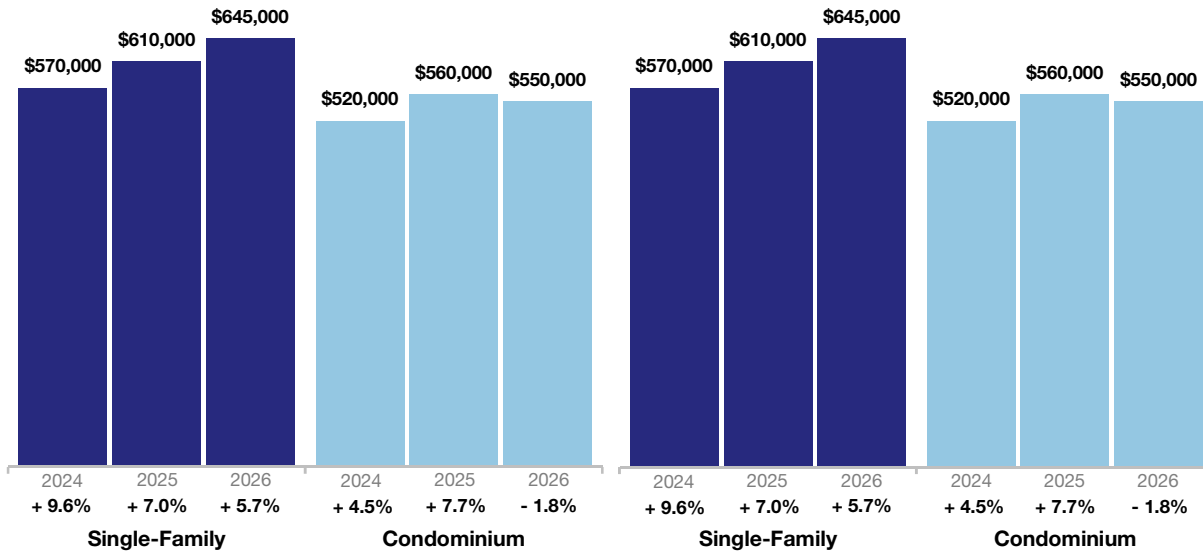
Median Sales Price

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



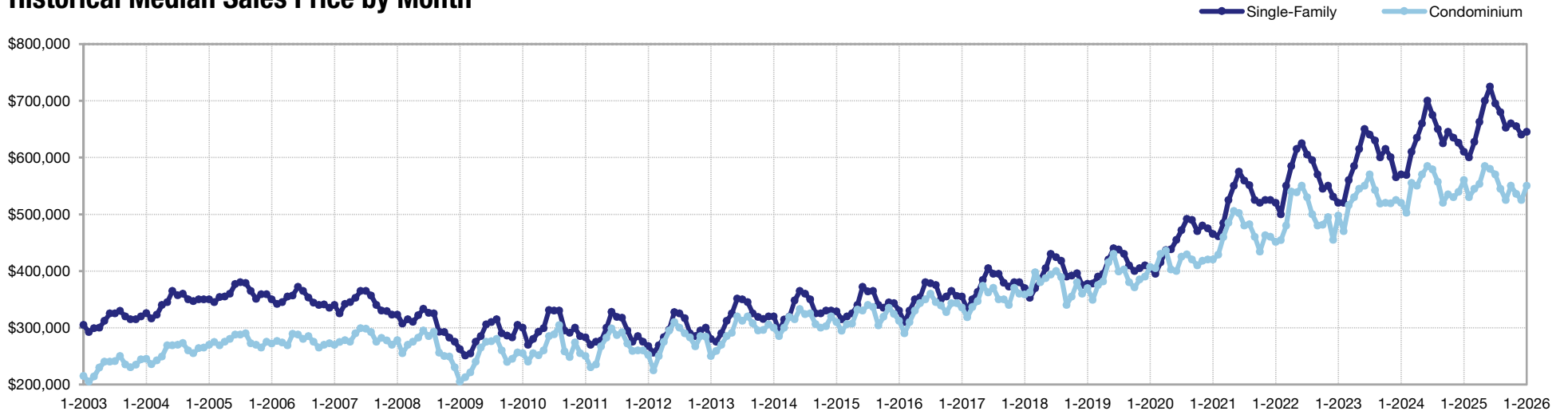
January

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
February 2025	\$600,000	+ 5.4%	\$530,000	+ 5.5%
March 2025	\$627,500	+ 2.9%	\$545,000	- 1.8%
April 2025	\$662,650	+ 4.4%	\$553,500	+ 0.6%
May 2025	\$700,000	+ 6.1%	\$585,000	+ 2.6%
June 2025	\$725,000	+ 3.6%	\$580,000	- 0.9%
July 2025	\$695,000	+ 3.0%	\$570,000	- 1.6%
August 2025	\$680,000	+ 4.6%	\$545,000	- 2.2%
September 2025	\$652,250	+ 4.4%	\$525,000	+ 1.0%
October 2025	\$660,000	+ 2.3%	\$550,000	+ 2.8%
November 2025	\$655,000	+ 3.1%	\$536,000	+ 1.1%
December 2025	\$640,000	+ 2.2%	\$525,000	- 2.7%
January 2026	\$645,000	+ 5.7%	\$550,000	- 1.8%
Median	\$665,000	+ 3.7%	\$550,000	0.0%

Historical Median Sales Price by Month



Housing Affordability Index

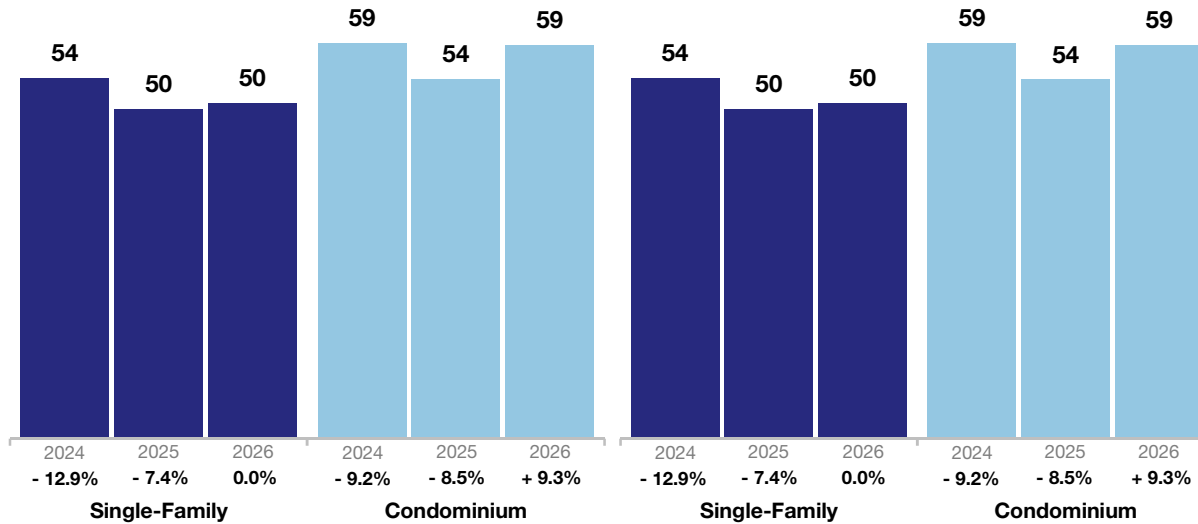


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This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater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

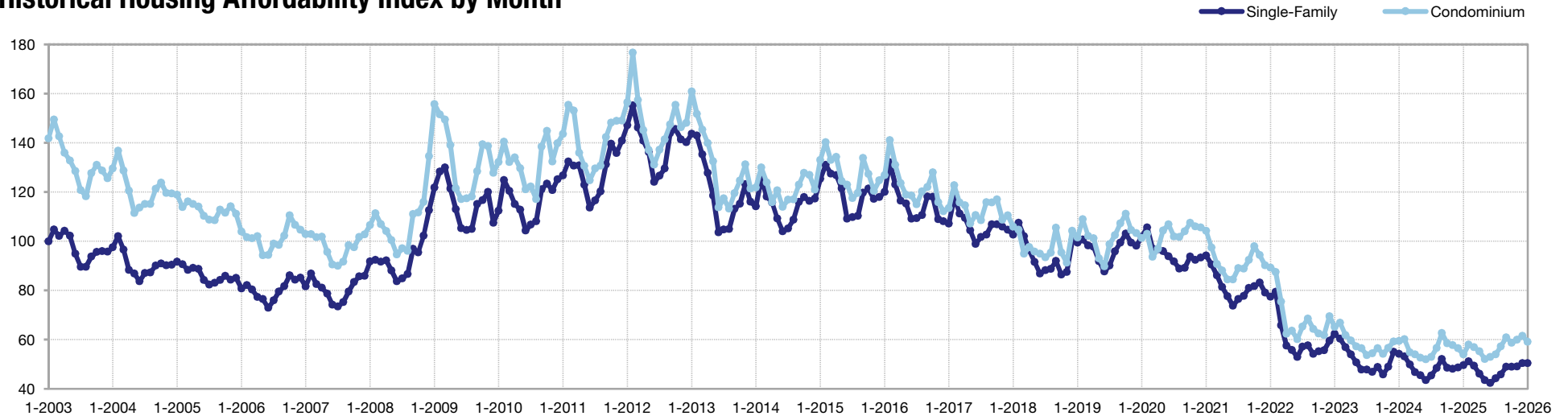
January

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
February 2025	51	- 3.8%	58	- 3.3%
March 2025	49	- 2.0%	57	+ 3.6%
April 2025	46	- 2.1%	55	+ 1.9%
May 2025	43	- 4.4%	52	- 1.9%
June 2025	42	- 2.3%	53	+ 1.9%
July 2025	44	- 2.2%	54	+ 1.9%
August 2025	46	- 4.2%	57	0.0%
September 2025	49	- 5.8%	61	- 3.2%
October 2025	49	0.0%	59	+ 1.7%
November 2025	49	+ 2.1%	60	+ 3.4%
December 2025	50	+ 2.0%	61	+ 8.9%
January 2026	50	0.0%	59	+ 9.3%
Average	48	- 1.6%	57	+ 2.1%

Historical Housing Affordability Index by Month

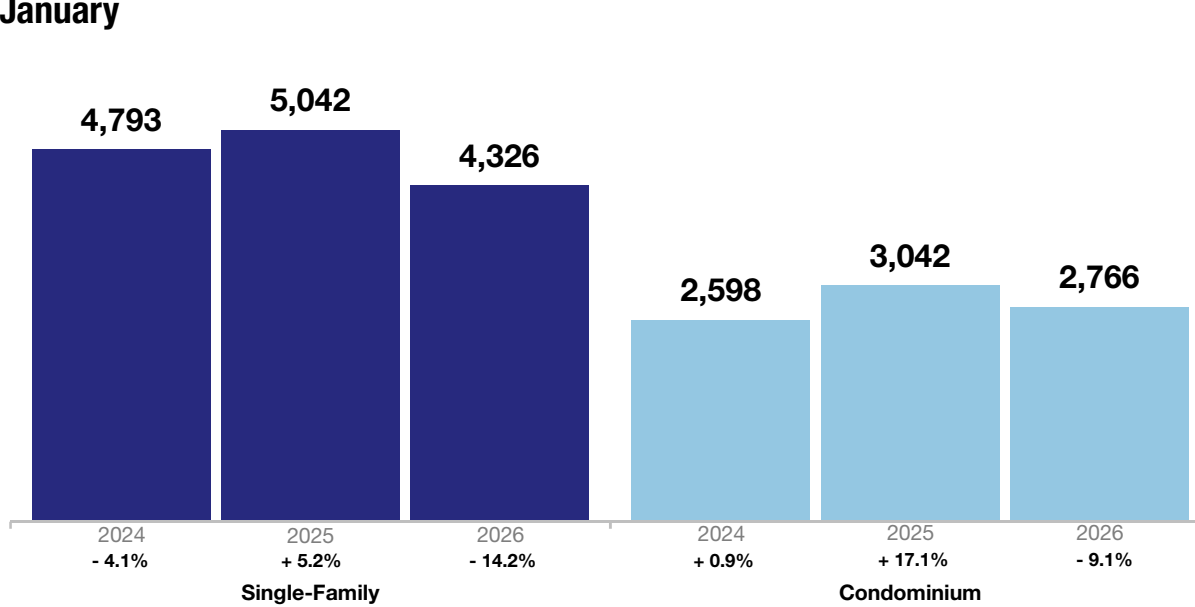


Inventory of Homes for Sale

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

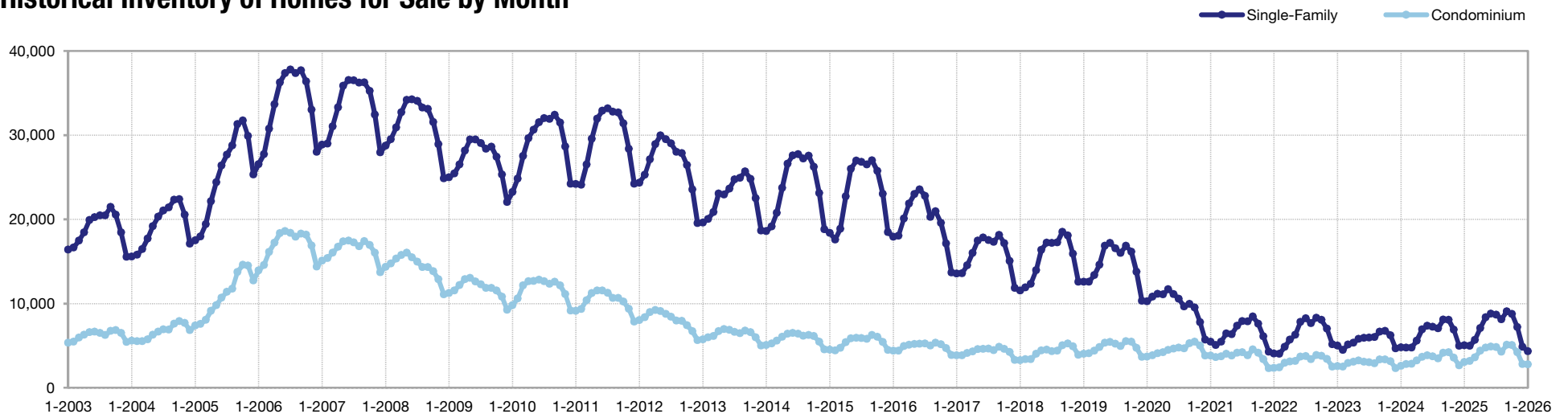


January



	Single-Family	YoY Change	Condominium	YoY Change
February 2025	4,989	+ 5.0%	3,178	+ 13.8%
March 2025	5,679	+ 19.6%	3,614	+ 27.0%
April 2025	7,095	+ 26.8%	4,389	+ 35.7%
May 2025	8,362	+ 20.6%	4,765	+ 30.1%
June 2025	8,802	+ 19.7%	4,885	+ 27.2%
July 2025	8,683	+ 20.0%	4,824	+ 29.5%
August 2025	8,112	+ 15.2%	4,280	+ 22.7%
September 2025	9,075	+ 12.2%	5,110	+ 23.3%
October 2025	8,778	+ 8.7%	5,061	+ 20.5%
November 2025	7,206	+ 4.6%	4,204	+ 18.0%
December 2025	4,852	- 2.6%	2,813	+ 6.2%
January 2026	4,326	- 14.2%	2,766	- 9.1%
Average	7,163	+ 12.0%	4,157	+ 21.1%

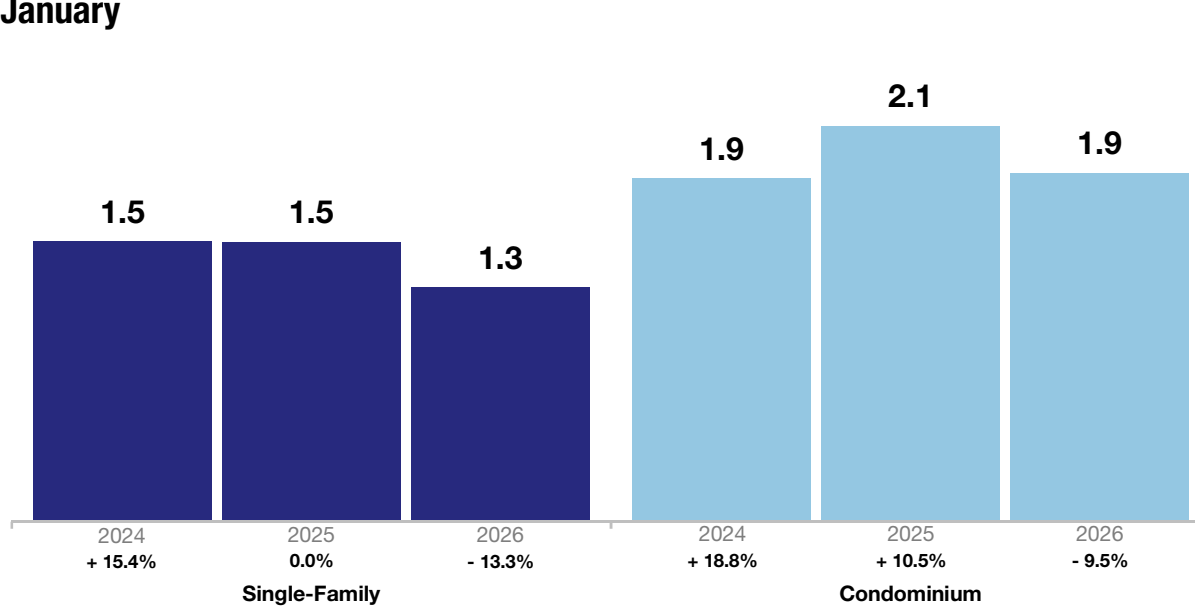
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

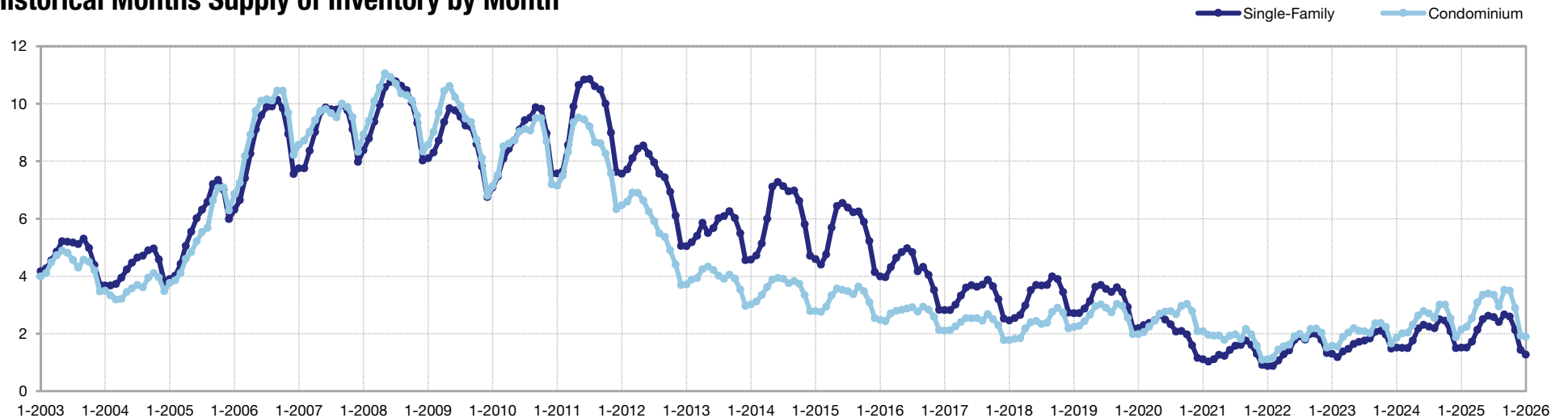
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

January



	Single-Family	YoY Change	Condominium	YoY Change
February 2025	1.5	0.0%	2.2	+ 10.0%
March 2025	1.7	+ 13.3%	2.5	+ 25.0%
April 2025	2.1	+ 16.7%	3.1	+ 34.8%
May 2025	2.5	+ 13.6%	3.3	+ 26.9%
June 2025	2.6	+ 13.0%	3.4	+ 21.4%
July 2025	2.6	+ 18.2%	3.3	+ 22.2%
August 2025	2.4	+ 9.1%	2.9	+ 16.0%
September 2025	2.7	+ 8.0%	3.5	+ 16.7%
October 2025	2.6	+ 4.0%	3.5	+ 16.7%
November 2025	2.1	0.0%	2.9	+ 16.0%
December 2025	1.4	- 6.7%	1.9	0.0%
January 2026	1.3	- 13.3%	1.9	- 9.5%
Average	2.1	+ 7.7%	2.9	+ 17.1%

Historical Months Supply of Inventory by Month



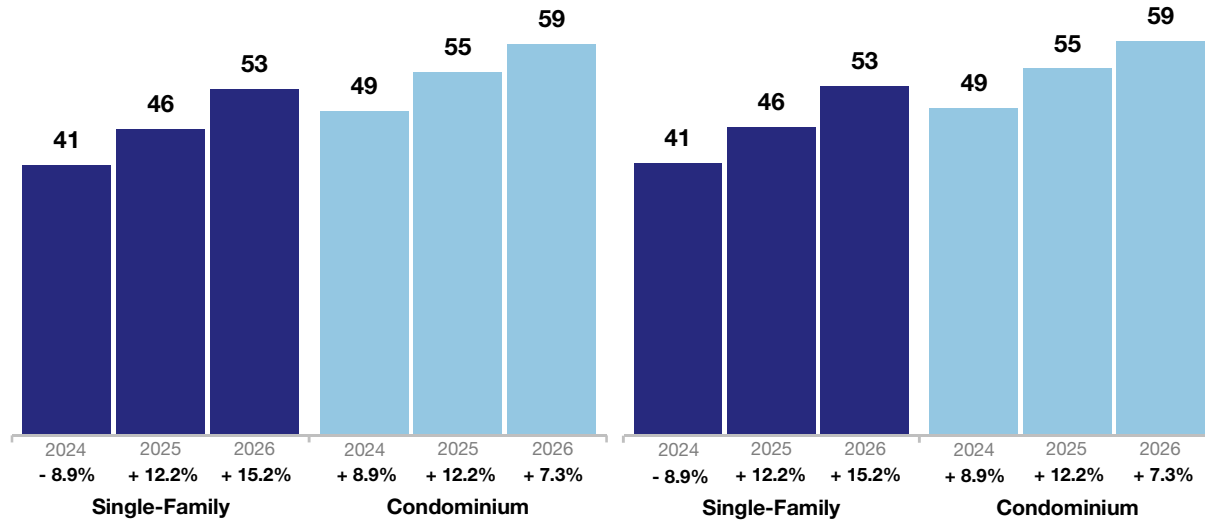
Final Days on Market

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



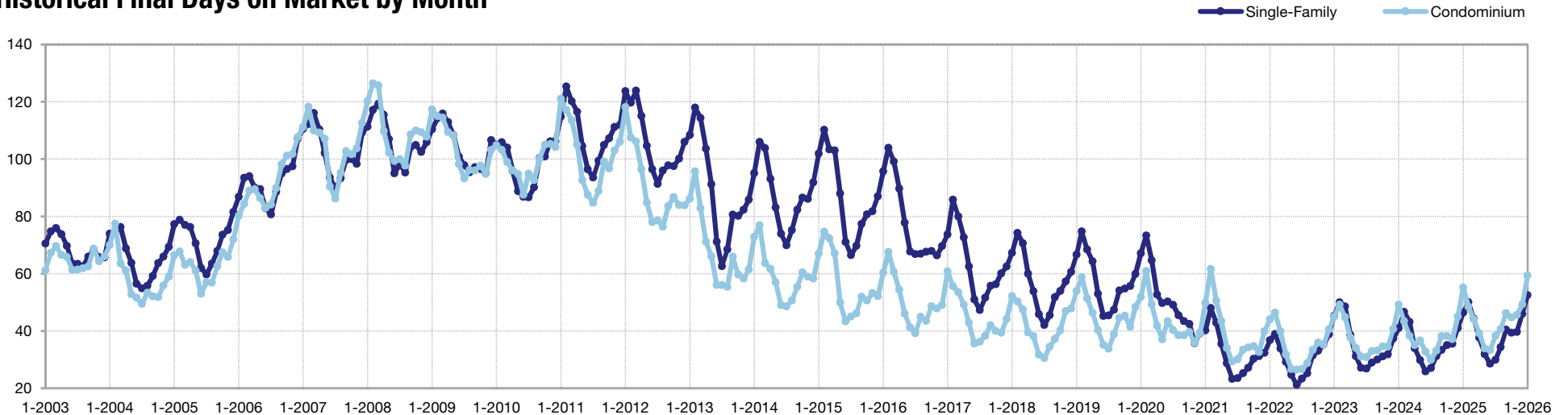
January

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
February 2025	50	+ 6.4%	48	+ 11.6%
March 2025	44	+ 2.3%	44	+ 15.8%
April 2025	38	+ 11.8%	39	+ 11.4%
May 2025	32	+ 6.7%	34	- 8.1%
June 2025	29	+ 11.5%	33	0.0%
July 2025	30	+ 11.1%	38	+ 26.7%
August 2025	34	+ 9.7%	41	+ 24.2%
September 2025	40	+ 21.2%	46	+ 21.1%
October 2025	39	+ 11.4%	45	+ 18.4%
November 2025	40	+ 14.3%	46	+ 24.3%
December 2025	46	+ 12.2%	49	+ 8.9%
January 2026	53	+ 15.2%	59	+ 7.3%
Average	38	+ 10.3%	42	+ 12.6%

Historical Final Days on Market by Month

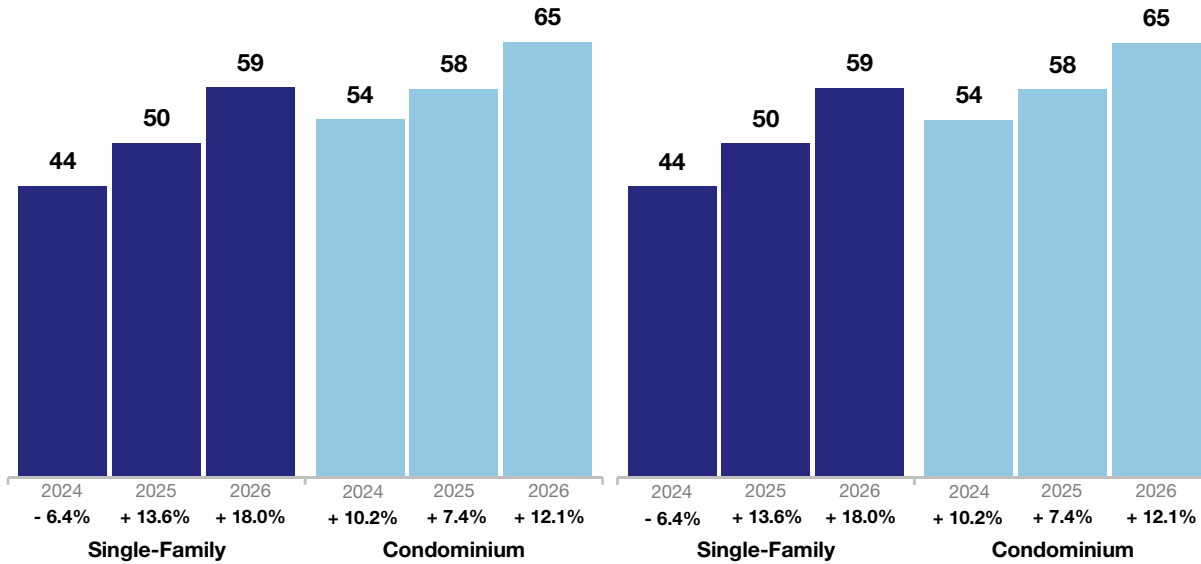


Cumulative Days on Market

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

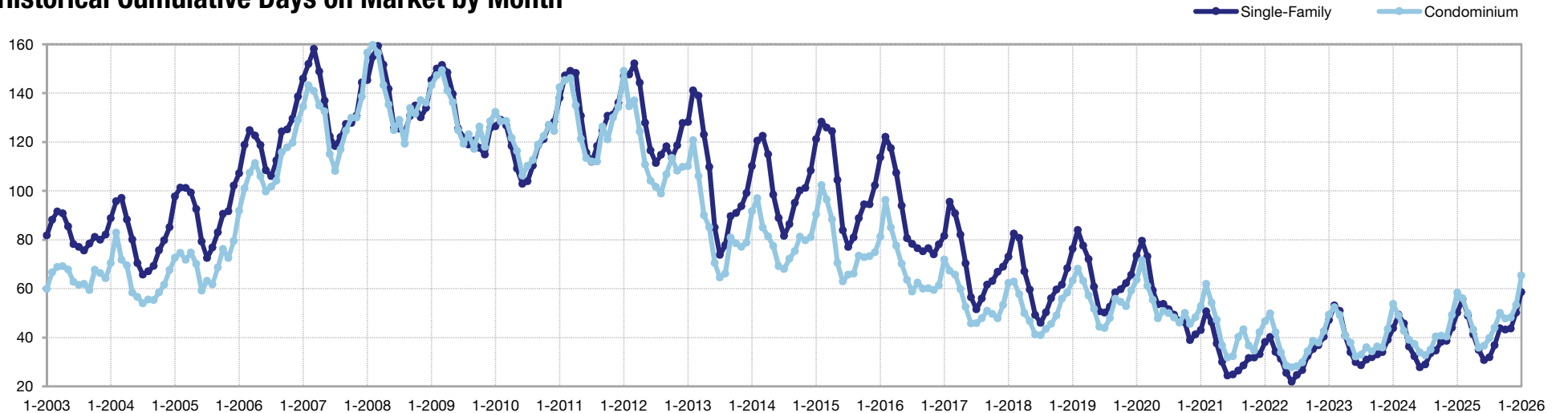
January

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
February 2025	56	+ 14.3%	56	+ 14.3%
March 2025	49	+ 6.5%	50	+ 16.3%
April 2025	41	+ 13.9%	43	+ 10.3%
May 2025	35	+ 9.4%	36	- 2.7%
June 2025	31	+ 10.7%	37	+ 8.8%
July 2025	32	+ 10.3%	40	+ 21.2%
August 2025	37	+ 8.8%	44	+ 25.7%
September 2025	44	+ 25.7%	50	+ 25.0%
October 2025	43	+ 13.2%	48	+ 17.1%
November 2025	44	+ 12.8%	48	+ 20.0%
December 2025	50	+ 13.6%	53	+ 8.2%
January 2026	59	+ 18.0%	65	+ 12.1%
Average	41	+ 12.2%	46	+ 13.9%

Historical Cumulative Days on Market by Month

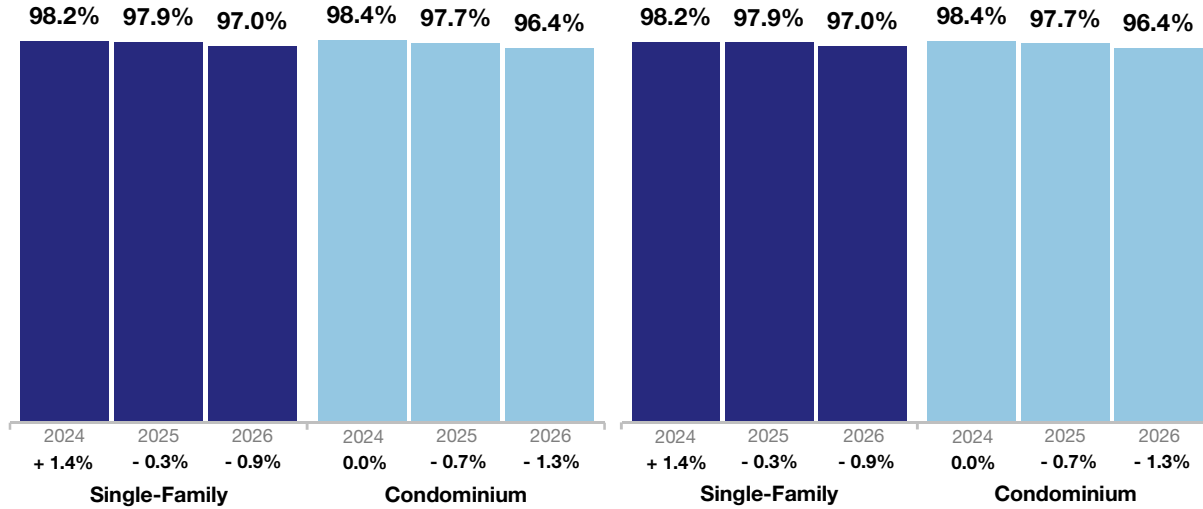


Percent of Original List Price Received

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.

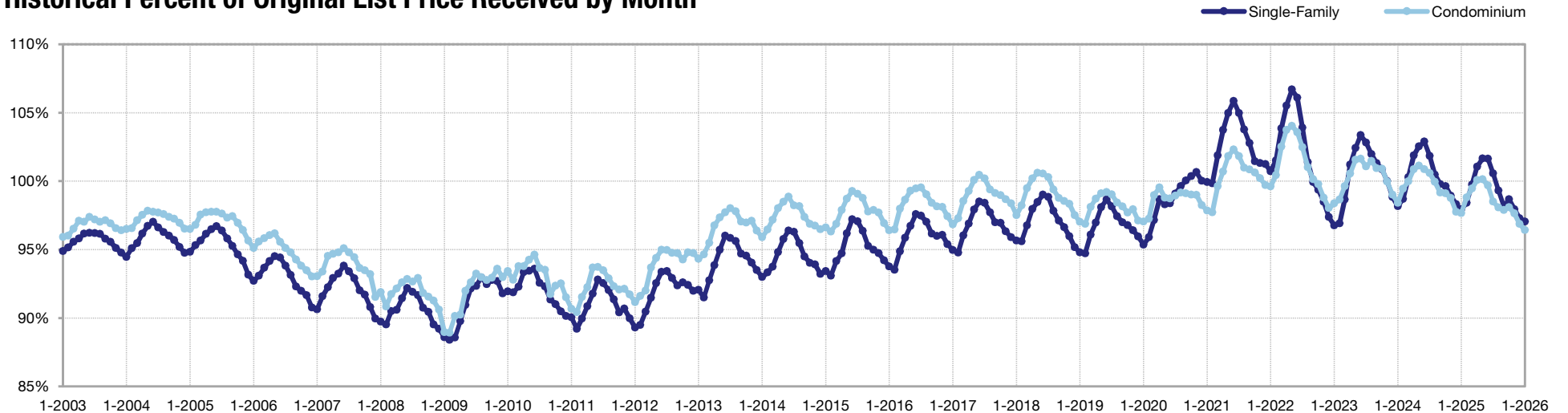
January

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
February 2025	98.4%	-0.3%	98.8%	-0.6%
March 2025	99.7%	-0.6%	99.5%	-0.5%
April 2025	101.1%	-0.8%	100.1%	-0.8%
May 2025	101.6%	-0.9%	100.1%	-1.0%
June 2025	101.6%	-1.3%	99.7%	-1.2%
July 2025	100.6%	-1.2%	98.5%	-2.1%
August 2025	99.3%	-1.2%	98.1%	-1.9%
September 2025	98.1%	-1.7%	97.9%	-1.3%
October 2025	98.7%	-0.9%	98.1%	-1.0%
November 2025	97.9%	-1.0%	97.6%	-1.2%
December 2025	97.3%	-1.0%	96.9%	-0.9%
January 2026	97.0%	-0.9%	96.4%	-1.3%
Average	99.5%	-1.0%	98.6%	-1.2%

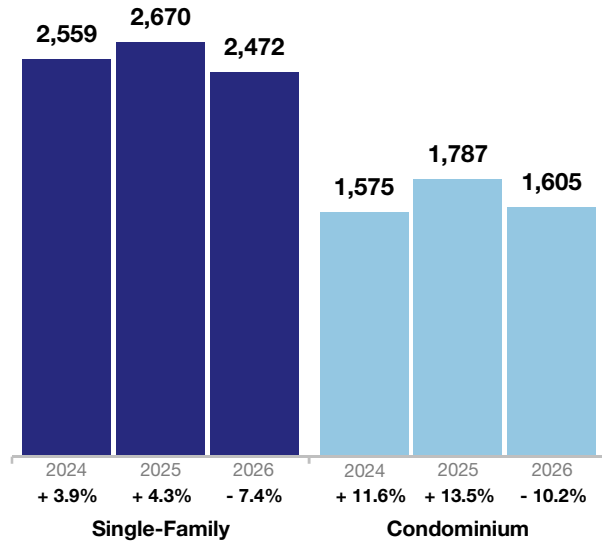
Historical Percent of Original List Price Received by Month



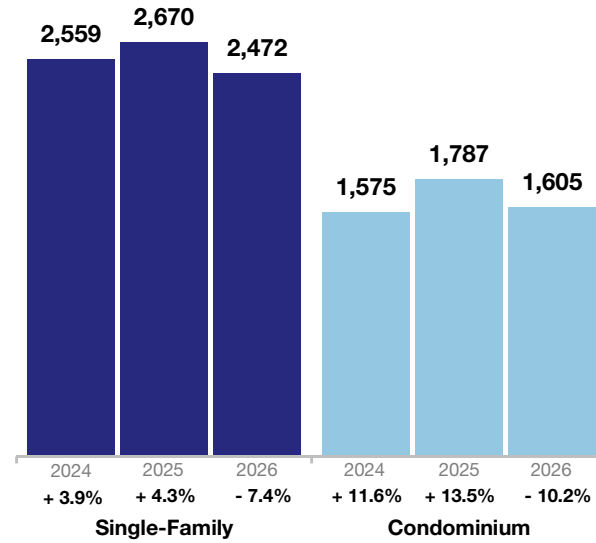
New Listings

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

January

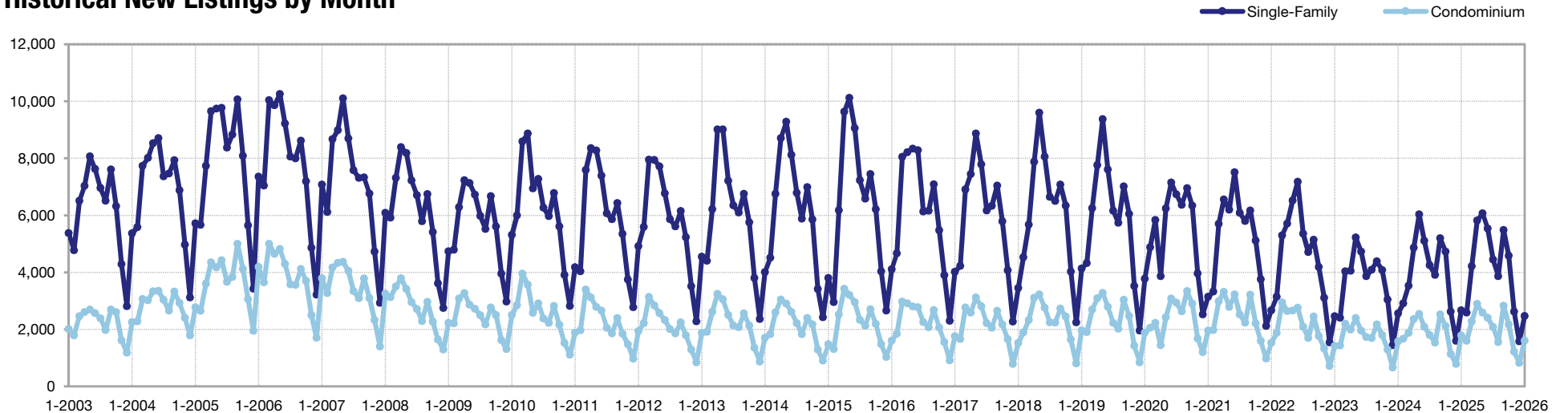


Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
February 2025	2,589	- 11.0%	1,594	- 4.1%
March 2025	4,213	+ 19.3%	2,283	+ 21.6%
April 2025	5,813	+ 19.5%	2,895	+ 22.7%
May 2025	6,069	+ 0.7%	2,582	+ 1.5%
June 2025	5,541	+ 8.6%	2,404	+ 14.8%
July 2025	4,451	+ 4.7%	2,080	+ 15.4%
August 2025	3,861	- 1.2%	1,553	+ 1.4%
September 2025	5,480	+ 5.4%	2,832	+ 12.3%
October 2025	4,582	- 3.0%	2,173	+ 2.8%
November 2025	2,625	+ 0.2%	1,215	+ 7.1%
December 2025	1,578	- 0.9%	818	+ 4.6%
January 2026	2,472	- 7.4%	1,605	- 10.2%
Total	49,274	+ 4.0%	24,034	+ 8.2%

Historical New Listings by Month



Glossary of Terms

A research tool provided by the Massachusetts Association of REALTORS®



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Closed Sales	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Housing Affordability Index	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.
Inventory of Homes for Sale	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.
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.
Final Days on Market Until Sale	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.
Cumulative Days on Market Until Sale	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.
Percent of Original List Price Received	This is calculated as Total Sold Dollars (all sold prices added together) divided by Total Original Price (all original list prices added together).
New Listings	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.