

# 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	2-2015	2-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b>		2,171	<b>2,701</b>	+ 24.4%	4,907	<b>6,004</b>	+ 22.4%
<b>Median Sales Price</b>		\$316,000	<b>\$309,000</b>	- 2.2%	\$324,000	<b>\$320,000</b>	- 1.2%
<b>Affordability Index</b>		131	<b>134</b>	+ 2.3%	127	<b>130</b>	+ 2.4%
<b>Homes for Sale</b>		17,076	<b>14,061</b>	- 17.7%	--	--	--
<b>Months Supply</b>		4.2	<b>2.9</b>	- 31.0%	--	--	--
<b>Final Days on Market</b>		96	<b>87</b>	- 9.4%	91	<b>83</b>	- 8.8%
<b>Cumulative Days on Market</b>		129	<b>121</b>	- 6.2%	125	<b>117</b>	- 6.4%
<b>Pct. of Orig. Price Received</b>		93.0%	<b>93.8%</b>	+ 0.9%	93.2%	<b>93.9%</b>	+ 0.8%
<b>New Listings</b>		3,099	<b>4,830</b>	+ 55.9%	7,067	<b>9,087</b>	+ 28.6%

# 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	2-2015	2-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b>		884	<b>996</b>	+ 12.7%	1,877	<b>2,218</b>	+ 18.2%
<b>Median Sales Price</b>		\$293,250	<b>\$285,000</b>	- 2.8%	\$305,860	<b>\$295,000</b>	- 3.6%
<b>Affordability Index</b>		141	<b>146</b>	+ 3.5%	135	<b>141</b>	+ 4.4%
<b>Homes for Sale</b>		4,578	<b>3,777</b>	- 17.5%	--	--	--
<b>Months Supply</b>		2.8	<b>2.0</b>	- 28.6%	--	--	--
<b>Final Days on Market</b>		71	<b>67</b>	- 5.6%	68	<b>63</b>	- 7.4%
<b>Cumulative Days on Market</b>		101	<b>96</b>	- 5.0%	97	<b>88</b>	- 9.3%
<b>Pct. of Orig. Price Received</b>		96.3%	<b>96.5%</b>	+ 0.2%	96.5%	<b>96.5%</b>	0.0%
<b>New Listings</b>		1,346	<b>1,873</b>	+ 39.2%	2,860	<b>3,512</b>	+ 22.8%

# 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.