

# 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	3-2015	3-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b>		2,801	<b>3,452</b>	+ 23.2%	7,702	<b>9,510</b>	+ 23.5%
<b>Median Sales Price</b>		\$320,000	<b>\$329,505</b>	+ 3.0%	\$321,000	<b>\$322,500</b>	+ 0.5%
<b>Affordability Index</b>		127	<b>125</b>	- 1.6%	127	<b>128</b>	+ 0.8%
<b>Homes for Sale</b>		17,729	<b>15,442</b>	- 12.9%	--	--	--
<b>Months Supply</b>		4.4	<b>3.1</b>	- 29.5%	--	--	--
<b>Final Days on Market</b>		88	<b>83</b>	- 5.7%	90	<b>83</b>	- 7.8%
<b>Cumulative Days on Market</b>		127	<b>117</b>	- 7.9%	126	<b>117</b>	- 7.1%
<b>Pct. of Orig. Price Received</b>		94.1%	<b>95.0%</b>	+ 1.0%	93.6%	<b>94.3%</b>	+ 0.7%
<b>New Listings</b>		6,343	<b>8,296</b>	+ 30.8%	13,397	<b>17,379</b>	+ 29.7%

# 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	3-2015	3-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b>		1,145	<b>1,429</b>	+ 24.8%	3,025	<b>3,679</b>	+ 21.6%
<b>Median Sales Price</b>		\$307,000	<b>\$307,900</b>	+ 0.3%	\$306,000	<b>\$300,000</b>	- 2.0%
<b>Affordability Index</b>		133	<b>134</b>	+ 0.8%	133	<b>137</b>	+ 3.0%
<b>Homes for Sale</b>		4,900	<b>4,306</b>	- 12.1%	--	--	--
<b>Months Supply</b>		3.0	<b>2.3</b>	- 23.3%	--	--	--
<b>Final Days on Market</b>		71	<b>58</b>	- 18.3%	69	<b>61</b>	- 11.6%
<b>Cumulative Days on Market</b>		98	<b>85</b>	- 13.3%	97	<b>87</b>	- 10.3%
<b>Pct. of Orig. Price Received</b>		96.9%	<b>98.0%</b>	+ 1.1%	96.6%	<b>97.1%</b>	+ 0.5%
<b>New Listings</b>		2,551	<b>2,971</b>	+ 16.5%	5,422	<b>6,510</b>	+ 20.1%

# 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.