

# 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	5-2015	5-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b>		4,235	<b>4,966</b>	+ 17.3%	15,085	<b>18,595</b>	+ 23.3%
<b>Median Sales Price</b>		\$340,000	<b>\$353,000</b>	+ 3.8%	\$328,000	<b>\$335,000</b>	+ 2.1%
<b>Affordability Index</b>		122	<b>116</b>	- 4.9%	126	<b>122</b>	- 3.2%
<b>Homes for Sale</b>		23,530	<b>17,120</b>	- 27.2%	--	<b>--</b>	--
<b>Months Supply</b>		5.7	<b>3.4</b>	- 40.4%	--	<b>--</b>	--
<b>Final Days on Market</b>		74	<b>62</b>	- 16.2%	85	<b>75</b>	- 11.8%
<b>Cumulative Days on Market</b>		106	<b>94</b>	- 11.3%	120	<b>109</b>	- 9.2%
<b>Pct. of Orig. Price Received</b>		96.1%	<b>96.9%</b>	+ 0.8%	94.5%	<b>95.4%</b>	+ 1.0%
<b>New Listings</b>		10,445	<b>8,663</b>	- 17.1%	33,683	<b>34,542</b>	+ 2.6%

# 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	5-2015	5-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b>		1,866	<b>1,997</b>	+ 7.0%	6,298	<b>7,299</b>	+ 15.9%
<b>Median Sales Price</b>		\$330,000	<b>\$340,000</b>	+ 3.0%	\$312,900	<b>\$319,000</b>	+ 1.9%
<b>Affordability Index</b>		125	<b>120</b>	- 4.0%	132	<b>128</b>	- 3.0%
<b>Homes for Sale</b>		6,026	<b>4,310</b>	- 28.5%	--	--	--
<b>Months Supply</b>		3.6	<b>2.3</b>	- 36.1%	--	--	--
<b>Final Days on Market</b>		49	<b>46</b>	- 6.1%	62	<b>56</b>	- 9.7%
<b>Cumulative Days on Market</b>		70	<b>70</b>	0.0%	87	<b>80</b>	- 8.0%
<b>Pct. of Orig. Price Received</b>		98.7%	<b>99.4%</b>	+ 0.7%	97.5%	<b>98.1%</b>	+ 0.6%
<b>New Listings</b>		3,318	<b>2,837</b>	- 14.5%	12,215	<b>12,299</b>	+ 0.7%

# 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.