

# 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	10-2015	10-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b>		4,870	<b>4,596</b>	- 5.6%	44,309	<b>47,829</b>	+ 7.9%
<b>Median Sales Price</b>		\$335,000	<b>\$354,000</b>	+ 5.7%	\$345,000	<b>\$355,000</b>	+ 2.9%
<b>Affordability Index</b>		121	<b>118</b>	- 2.5%	118	<b>118</b>	0.0%
<b>Homes for Sale</b>		24,391	<b>16,418</b>	- 32.7%	--	--	--
<b>Months Supply</b>		5.5	<b>3.3</b>	- 40.0%	--	--	--
<b>Final Days on Market</b>		66	<b>59</b>	- 10.6%	66	<b>62</b>	- 6.1%
<b>Cumulative Days on Market</b>		96	<b>76</b>	- 20.8%	97	<b>90</b>	- 7.2%
<b>Pct. of Orig. Price Received</b>		95.0%	<b>96.2%</b>	+ 1.3%	95.7%	<b>96.4%</b>	+ 0.7%
<b>New Listings</b>		6,485	<b>5,740</b>	- 11.5%	71,622	<b>68,938</b>	- 3.7%

# Condominium Market Overview

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



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics select the desired metric to jump to that page	Historical Sparkbars	10-2015	10-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b>		1,752	<b>1,651</b>	- 5.8%	17,453	<b>18,308</b>	+ 4.9%
<b>Median Sales Price</b>		\$318,000	<b>\$325,000</b>	+ 2.2%	\$321,000	<b>\$333,000</b>	+ 3.7%
<b>Affordability Index</b>		128	<b>129</b>	+ 0.8%	127	<b>126</b>	- 0.8%
<b>Homes for Sale</b>		6,217	<b>4,431</b>	- 28.7%	--	--	--
<b>Months Supply</b>		3.6	<b>2.4</b>	- 33.3%	--	--	--
<b>Final Days on Market</b>		50	<b>48</b>	- 4.0%	52	<b>48</b>	- 7.7%
<b>Cumulative Days on Market</b>		74	<b>60</b>	- 18.9%	75	<b>69</b>	- 8.0%
<b>Pct. of Orig. Price Received</b>		97.9%	<b>98.3%</b>	+ 0.4%	98.2%	<b>98.6%</b>	+ 0.4%
<b>New Listings</b>		2,280	<b>2,098</b>	- 8.0%	24,899	<b>24,482</b>	- 1.7%

# 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.