

# 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	12-2015	12-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b>		4,805	<b>4,779</b>	- 0.5%	53,104	<b>57,599</b>	+ 8.5%
<b>Median Sales Price</b>		\$342,500	<b>\$355,000</b>	+ 3.6%	\$345,000	<b>\$355,000</b>	+ 2.9%
<b>Affordability Index</b>		118	<b>108</b>	- 8.5%	117	<b>108</b>	- 7.7%
<b>Homes for Sale</b>		17,739	<b>11,447</b>	- 35.5%	--	--	--
<b>Months Supply</b>		3.9	<b>2.3</b>	- 41.0%	--	--	--
<b>Final Days on Market</b>		71	<b>62</b>	- 12.7%	67	<b>62</b>	- 7.5%
<b>Cumulative Days on Market</b>		103	<b>78</b>	- 24.3%	97	<b>88</b>	- 9.3%
<b>Pct. of Orig. Price Received</b>		94.2%	<b>95.7%</b>	+ 1.6%	95.5%	<b>96.3%</b>	+ 0.8%
<b>New Listings</b>		2,810	<b>2,453</b>	- 12.7%	78,609	<b>75,452</b>	- 4.0%

# 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	12-2015	12-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b>		1,795	<b>1,750</b>	- 2.5%	20,754	<b>21,860</b>	+ 5.3%
<b>Median Sales Price</b>		\$323,767	<b>\$338,500</b>	+ 4.6%	\$322,775	<b>\$334,900</b>	+ 3.8%
<b>Affordability Index</b>		125	<b>114</b>	- 8.8%	125	<b>115</b>	- 8.0%
<b>Homes for Sale</b>		4,603	<b>3,164</b>	- 31.3%	--	--	--
<b>Months Supply</b>		2.6	<b>1.7</b>	- 34.6%	--	--	--
<b>Final Days on Market</b>		51	<b>47</b>	- 7.8%	52	<b>48</b>	- 7.7%
<b>Cumulative Days on Market</b>		75	<b>61</b>	- 18.7%	75	<b>68</b>	- 9.3%
<b>Pct. of Orig. Price Received</b>		96.9%	<b>97.5%</b>	+ 0.6%	98.1%	<b>98.5%</b>	+ 0.4%
<b>New Listings</b>		1,056	<b>940</b>	- 11.0%	27,484	<b>27,020</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.