

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	3-2014	3-2015	+ / -	YTD 2014	YTD 2015	+ / -
Closed Sales		2,758	2,753	- 0.2%	7,688	7,643	- 0.6%
Median Sales Price		\$314,063	\$320,000	+ 1.9%	\$310,000	\$320,000	+ 3.2%
Affordability Index		118	127	+ 7.6%	120	127	+ 5.8%
Homes for Sale		19,716	14,862	- 24.6%	--	--	--
Months Supply		4.8	3.6	- 25.0%	--	--	--
Final Days on Market		91	87	- 4.4%	88	90	+ 2.3%
Cumulative Days on Market		122	127	+ 4.1%	118	125	+ 5.9%
Pct. of Orig. Price Received		93.7%	94.1%	+ 0.4%	93.3%	93.6%	+ 0.3%
New Listings		7,012	6,329	- 9.7%	15,796	13,348	- 15.5%

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	3-2014	3-2015	+ / -	YTD 2014	YTD 2015	+ / -
Closed Sales		1,306	1,118	- 14.4%	3,342	2,983	- 10.7%
Median Sales Price		\$300,154	\$309,108	+ 3.0%	\$295,000	\$306,250	+ 3.8%
Affordability Index		124	132	+ 6.5%	126	133	+ 5.6%
Homes for Sale		5,620	3,988	- 29.0%	--	--	--
Months Supply		3.3	2.4	- 27.3%	--	--	--
Final Days on Market		64	70	+ 9.4%	70	69	- 1.4%
Cumulative Days on Market		85	98	+ 15.3%	91	97	+ 6.6%
Pct. of Orig. Price Received		97.1%	96.8%	- 0.3%	96.5%	96.6%	+ 0.1%
New Listings		2,662	2,521	- 5.3%	6,258	5,370	- 14.2%

Glossary of Terms

A research tool provided by the Massachusetts Association of REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

Closed Sales	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Housing Affordability Index	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.
Inventory of Homes for Sale	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.
Months Supply of Inventory	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.
Final Days on Market Until Sale	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.
Cumulative Days on Market Until Sale	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.
Percent of Original List Price Received	This is calculated as Total Sold Dollars (all sold prices added together) divided by Total Original Price (all original list prices added together).
New Listings	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.