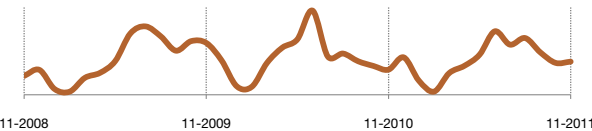
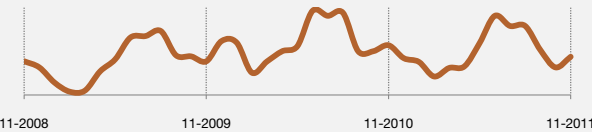
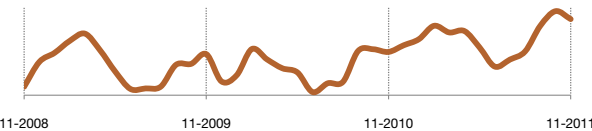
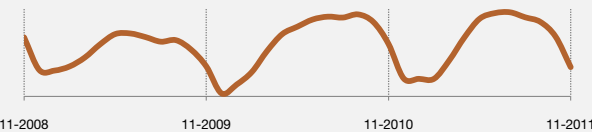
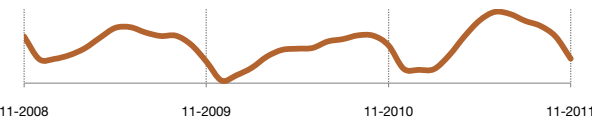
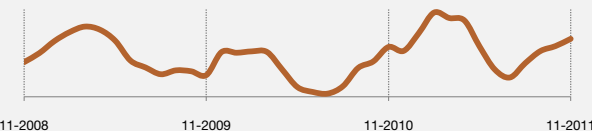
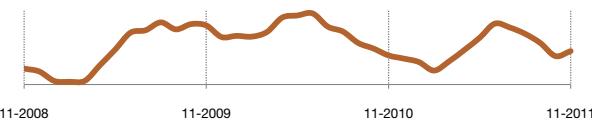
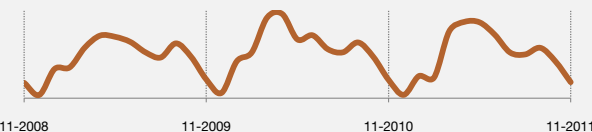


# Single-Family Market Overview

Key market metrics for the current month and year-to-date figures for **Single-Family Homes Only**.



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Key Metrics	Historical Sparklines	Nov-2010	Nov-2011	+ / -	YTD 2010	YTD 2011	+ / -
<b>Closed Sales</b>		2,805	<b>3,175</b>	+ 13.2%	36,658	<b>35,903</b>	- 2.1%
<b>Median Sales Price</b>		\$295,900	<b>\$284,500</b>	- 3.9%	\$300,000	<b>\$293,500</b>	- 2.2%
<b>Housing Affordability Index</b>		138	<b>154</b>	+ 11.2%	136	<b>150</b>	+ 9.7%
<b>Inventory of Homes for Sale</b>		31,303	<b>28,103</b>	- 10.2%	--	--	--
<b>Months Supply of Inventory</b>		9.4	<b>8.6</b>	- 8.8%	--	--	--
<b>Days on Market Until Sale</b>		114	<b>118</b>	+ 3.4%	102	<b>113</b>	+ 11.6%
<b>Percent of Original List Price Received</b>		90.4%	<b>90.7%</b>	+ 0.4%	92.3%	<b>91.3%</b>	- 1.1%
<b>New Listings</b>		4,363	<b>4,161</b>	- 4.6%	78,851	<b>73,803</b>	- 6.4%

# 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	Historical Sparklines	Nov-2010	Nov-2011	+ / -	YTD 2010	YTD 2011	+ / -
<b>Closed Sales</b>		1,029	<b>1,096</b>	+ 6.5%	14,658	<b>13,692</b>	- 6.6%
<b>Median Sales Price</b>		\$270,510	<b>\$253,000</b>	- 6.5%	\$265,000	<b>\$268,500</b>	+ 1.3%
<b>Housing Affordability Index</b>		149	<b>170</b>	+ 13.9%	152	<b>162</b>	+ 6.6%
<b>Inventory of Homes for Sale</b>		12,021	<b>9,398</b>	- 21.8%	--	--	--
<b>Months Supply of Inventory</b>		9.0	<b>7.5</b>	- 16.9%	--	--	--
<b>Days on Market Until Sale</b>		114	<b>118</b>	+ 3.9%	107	<b>114</b>	+ 6.3%
<b>Percent of Original List Price Received</b>		92.4%	<b>91.9%</b>	- 0.6%	93.5%	<b>92.4%</b>	- 1.1%
<b>New Listings</b>		1,668	<b>1,613</b>	- 3.3%	32,097	<b>27,767</b>	- 13.5%



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## Explanation of Methodology for Housing Statistics

### **Closed Sales**

A count of actual sales that have closed in a given month.

### **Median Sales Price**

Median price point for all closed sales, not accounting for seller concessions, in a given month.

### **Housing Affordability Index**

This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

### **Inventory of Homes for Sale**

The number of properties available for sale in active status at the end of a given month.

### **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.

### **Days on Market Until Sale**

Average number of days between when a property is listed and when an offer is accepted in a given month.

### **Percent of Original List Price Received**

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

### **New Listings**

A count of the properties that have been newly listed on the market in a given month.

### **Pending Sales**

A count of the properties on which contracts have been written in a given month.