

# 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 <small>select the desired metric to jump to that page</small>	Historical Sparkbars	6-2015	6-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b>		6,374	<b>6,740</b>	+ 5.7%	21,459	<b>25,419</b>	+ 18.5%
<b>Median Sales Price</b>		\$372,250	<b>\$380,000</b>	+ 2.1%	\$340,000	<b>\$349,000</b>	+ 2.6%
<b>Affordability Index</b>		109	<b>109</b>	0.0%	119	<b>119</b>	0.0%
<b>Homes for Sale</b>		24,649	<b>17,711</b>	- 28.1%	--	--	--
<b>Months Supply</b>		5.8	<b>3.6</b>	- 37.9%	--	--	--
<b>Final Days on Market</b>		56	<b>51</b>	- 8.9%	76	<b>69</b>	- 9.2%
<b>Cumulative Days on Market</b>		85	<b>81</b>	- 4.7%	110	<b>102</b>	- 7.3%
<b>Pct. of Orig. Price Received</b>		97.2%	<b>97.6%</b>	+ 0.4%	95.3%	<b>96.0%</b>	+ 0.7%
<b>New Listings</b>		9,391	<b>8,612</b>	- 8.3%	43,078	<b>43,122</b>	+ 0.1%

# 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	6-2015	6-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b>		2,630	<b>2,646</b>	+ 0.6%	8,928	<b>10,015</b>	+ 12.2%
<b>Median Sales Price</b>		\$330,000	<b>\$349,900</b>	+ 6.0%	\$316,870	<b>\$326,500</b>	+ 3.0%
<b>Affordability Index</b>		123	<b>119</b>	- 3.3%	128	<b>127</b>	- 0.8%
<b>Homes for Sale</b>		6,095	<b>4,358</b>	- 28.5%	--	--	--
<b>Months Supply</b>		3.6	<b>2.3</b>	- 36.1%	--	--	--
<b>Final Days on Market</b>		43	<b>40</b>	- 7.0%	56	<b>52</b>	- 7.1%
<b>Cumulative Days on Market</b>		64	<b>64</b>	0.0%	80	<b>76</b>	- 5.0%
<b>Pct. of Orig. Price Received</b>		99.3%	<b>99.6%</b>	+ 0.3%	98.0%	<b>98.5%</b>	+ 0.5%
<b>New Listings</b>		3,031	<b>2,816</b>	- 7.1%	15,244	<b>15,132</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.