

# 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<sup>®</sup>

Key Metrics <small>select the desired metric to jump to that page</small>	Historical Sparkbars	9-2014	9-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>Closed Sales</b>		4,332	<b>5,109</b>	+ 17.9%	36,297	<b>39,364</b>	+ 8.4%
<b>Median Sales Price</b>		\$325,000	<b>\$340,500</b>	+ 4.8%	\$339,239	<b>\$349,000</b>	+ 2.9%
<b>Affordability Index</b>		116	<b>120</b>	+ 3.4%	111	<b>117</b>	+ 5.4%
<b>Homes for Sale</b>		26,807	<b>22,342</b>	- 16.7%	--	--	--
<b>Months Supply</b>		6.7	<b>4.9</b>	- 26.9%	--	--	--
<b>Final Days on Market</b>		68	<b>61</b>	- 10.3%	69	<b>66</b>	- 4.3%
<b>Cumulative Days on Market</b>		95	<b>88</b>	- 7.4%	98	<b>97</b>	- 1.0%
<b>Pct. of Orig. Price Received</b>		94.5%	<b>95.2%</b>	+ 0.7%	95.2%	<b>95.8%</b>	+ 0.6%
<b>New Listings</b>		7,303	<b>7,719</b>	+ 5.7%	63,464	<b>65,327</b>	+ 2.9%

# 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 <small>select the desired metric to jump to that page</small>	Historical Sparkbars	9-2014	9-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>Closed Sales</b>		1,745	<b>1,896</b>	+ 8.7%	15,253	<b>15,612</b>	+ 2.4%
<b>Median Sales Price</b>		\$305,000	<b>\$305,000</b>	0.0%	\$315,000	<b>\$322,888</b>	+ 2.5%
<b>Affordability Index</b>		124	<b>133</b>	+ 7.3%	120	<b>126</b>	+ 5.0%
<b>Homes for Sale</b>		6,415	<b>5,395</b>	- 15.9%	--	--	--
<b>Months Supply</b>		3.9	<b>3.1</b>	- 20.5%	--	--	--
<b>Final Days on Market</b>		54	<b>49</b>	- 9.3%	56	<b>52</b>	- 7.1%
<b>Cumulative Days on Market</b>		75	<b>72</b>	- 4.0%	78	<b>75</b>	- 3.8%
<b>Pct. of Orig. Price Received</b>		97.4%	<b>97.7%</b>	+ 0.3%	97.9%	<b>98.3%</b>	+ 0.4%
<b>New Listings</b>		2,484	<b>2,755</b>	+ 10.9%	21,751	<b>22,521</b>	+ 3.5%

# 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.