

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



MASSACHUSETTS ASSOCIATION OF REALTORS®

November 2016

The story has remained consistent as concerns residential real estate. In year-over-year comparisons, the number of homes for sale has been fewer in most communities. Meanwhile, homes are selling in fewer days and for higher prices. This hasn't always been the case, but it has occurred with enough regularity and for enough time to make it a trend for the entirety of 2016.

New Listings were down 2.1 percent for single-family homes but were up 2.5 percent for condominium properties. Closed Sales increased 19.9 percent for single-family homes and 14.5 percent for condominium properties.

The Median Sales Price was up 6.0 percent to \$365,000 for single-family homes and 1.5 percent to \$339,900 for condominium properties. Months Supply of Inventory decreased 40.8 percent for single-family units and 34.4 percent for condominium units.

Financial markets were volatile in the days surrounding the presidential election, but they self-corrected and reached new heights soon after. Long-term indicators of what it will be like to have a real estate developer for a president remain fuzzy, but the outcome is not likely to be dull. Prior to the election, trend shift was hard to come by, and unemployment rates have not budged since August 2015. Post-election, mortgage rates are up and so are opinions that a trend shift is likely in the near future.

Quick Facts

Closed Sales

| | |
|-----------------------|-----------------------|
| 4,784 | 1,723 |
| Single-Family Only | Condominium Only |
| + 19.9% | + 14.5% |
| Year-Over-Year Change | Year-Over-Year Change |

Median Sales Price

| | |
|-----------------------|-----------------------|
| \$365,000 | \$339,900 |
| Single-Family Only | Condominium Only |
| + 6.0% | + 1.5% |
| Year-Over-Year Change | Year-Over-Year Change |

Homes for Sale

| | |
|-----------------------|-----------------------|
| 14,300 | 3,887 |
| Single-Family Only | Condominium Only |
| - 34.6% | - 30.5% |
| Year-Over-Year Change | Year-Over-Year Change |

New Listings

| | |
|-----------------------|-----------------------|
| 4,090 | 1,568 |
| Single-Family Only | Condominium Only |
| - 2.1% | + 2.5% |
| Year-Over-Year Change | Year-Over-Year Change |



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 select the desired metric to jump to that page | Historical Sparkbars | 11-2015 | 11-2016 | + / - | YTD 2015 | YTD 2016 | + / - |
|---|----------------------|-----------|------------------|---------|-----------|------------------|--------|
| Closed Sales | | 3,990 | 4,784 | + 19.9% | 48,299 | 52,702 | + 9.1% |
| Median Sales Price | | \$344,500 | \$365,000 | + 6.0% | \$345,000 | \$355,900 | + 3.2% |
| Affordability Index | | 117 | 109 | - 6.8% | 117 | 112 | - 4.3% |
| Homes for Sale | | 21,862 | 14,300 | - 34.6% | -- | -- | -- |
| Months Supply | | 4.9 | 2.9 | - 40.8% | -- | -- | -- |
| Final Days on Market | | 67 | 59 | - 11.9% | 66 | 62 | - 6.1% |
| Cumulative Days on Market | | 95 | 75 | - 21.1% | 97 | 89 | - 8.2% |
| Pct. of Orig. Price Received | | 94.9% | 96.2% | + 1.4% | 95.6% | 96.4% | + 0.8% |
| New Listings | | 4,179 | 4,090 | - 2.1% | 75,802 | 73,018 | - 3.7% |

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 | 11-2015 | 11-2016 | + / - | YTD 2015 | YTD 2016 | + / - |
|---|----------------------|-----------|------------------|---------|-----------|------------------|--------|
| Closed Sales | | 1,505 | 1,723 | + 14.5% | 18,958 | 20,067 | + 5.8% |
| Median Sales Price | | \$335,000 | \$339,900 | + 1.5% | \$322,500 | \$334,500 | + 3.7% |
| Affordability Index | | 120 | 117 | - 2.5% | 125 | 119 | - 4.8% |
| Homes for Sale | | 5,592 | 3,887 | - 30.5% | -- | -- | -- |
| Months Supply | | 3.2 | 2.1 | - 34.4% | -- | -- | -- |
| Final Days on Market | | 52 | 46 | - 11.5% | 52 | 48 | - 7.7% |
| Cumulative Days on Market | | 73 | 59 | - 19.2% | 75 | 68 | - 9.3% |
| Pct. of Orig. Price Received | | 97.7% | 98.2% | + 0.5% | 98.2% | 98.6% | + 0.4% |
| New Listings | | 1,530 | 1,568 | + 2.5% | 26,428 | 26,065 | - 1.4% |

Closed Sales

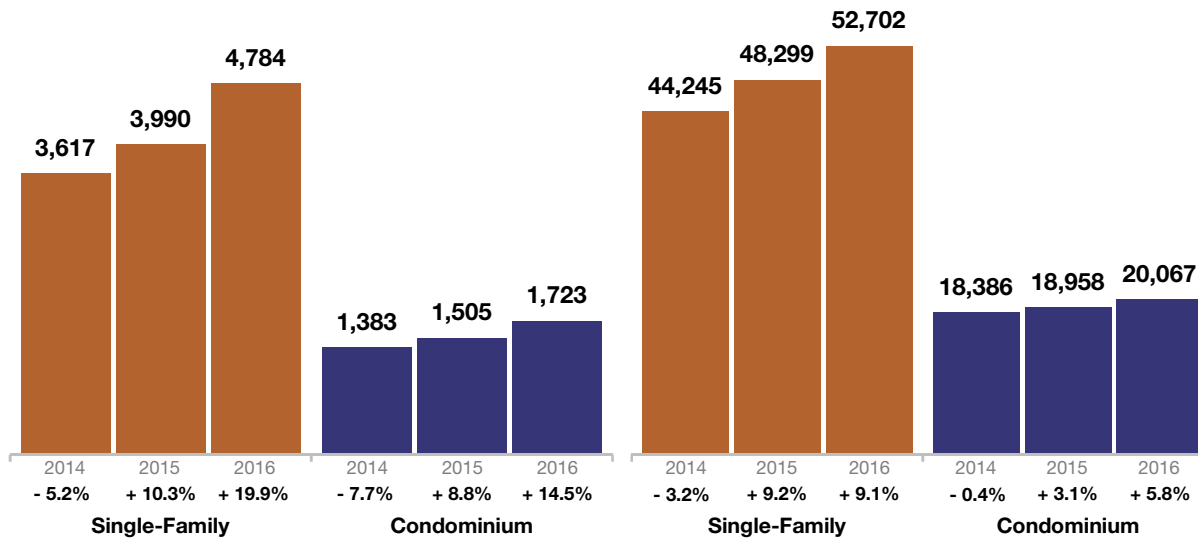
A count of the actual sales that closed in a given month.



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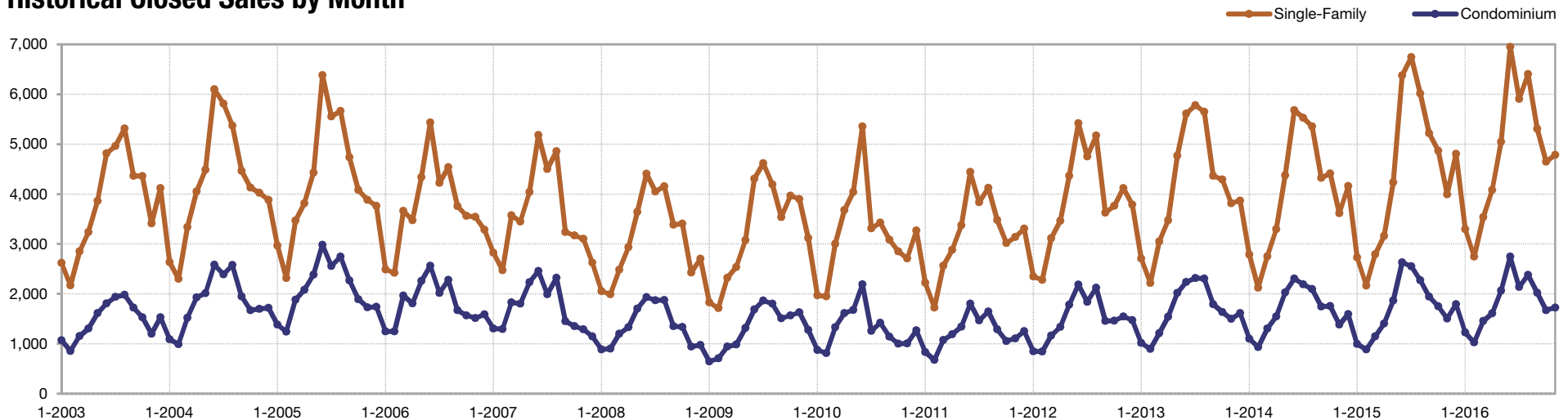
November

Year to Date



| | Single-Family | YoY Change | Condominium | YoY Change |
|----------------------|---------------|----------------|---------------|----------------|
| December 2015 | 4,805 | + 15.5% | 1,795 | + 12.8% |
| January 2016 | 3,295 | + 20.7% | 1,228 | + 23.5% |
| February 2016 | 2,748 | + 27.0% | 1,027 | + 15.9% |
| March 2016 | 3,536 | + 26.6% | 1,457 | + 27.0% |
| April 2016 | 4,081 | + 29.1% | 1,609 | + 14.4% |
| May 2016 | 5,048 | + 19.2% | 2,064 | + 10.6% |
| June 2016 | 6,947 | + 8.9% | 2,746 | + 4.4% |
| July 2016 | 5,905 | - 12.5% | 2,138 | - 16.3% |
| August 2016 | 6,403 | + 6.5% | 2,377 | + 4.6% |
| September 2016 | 5,308 | + 1.7% | 2,024 | + 4.0% |
| October 2016 | 4,647 | - 4.6% | 1,674 | - 4.5% |
| November 2016 | 4,784 | + 19.9% | 1,723 | + 14.5% |
| Total | 57,507 | + 9.6% | 21,862 | + 6.4% |

Historical Closed Sales by Month



Median Sales Price

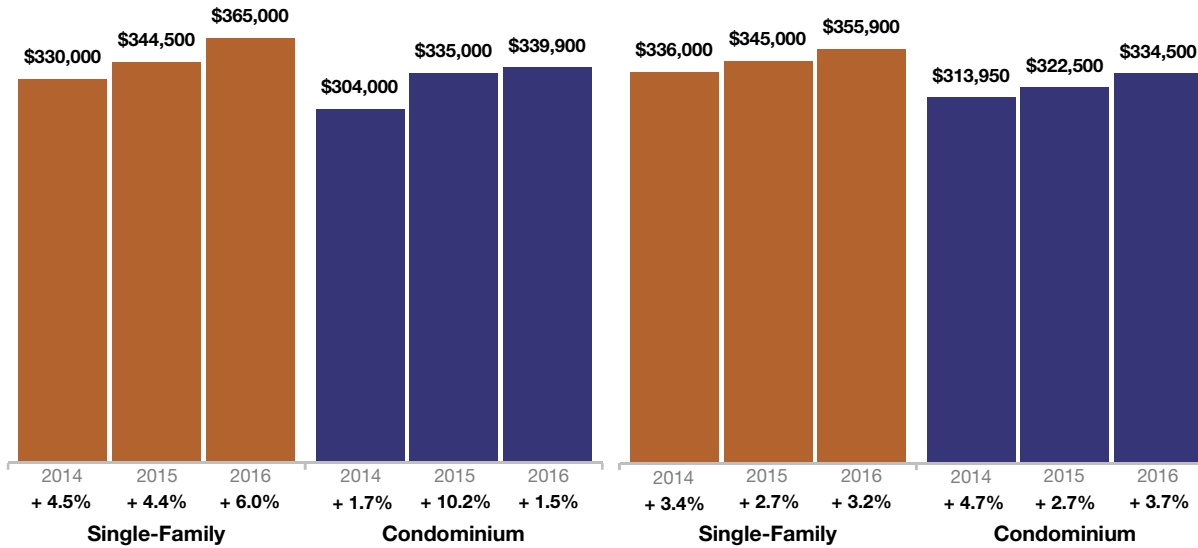
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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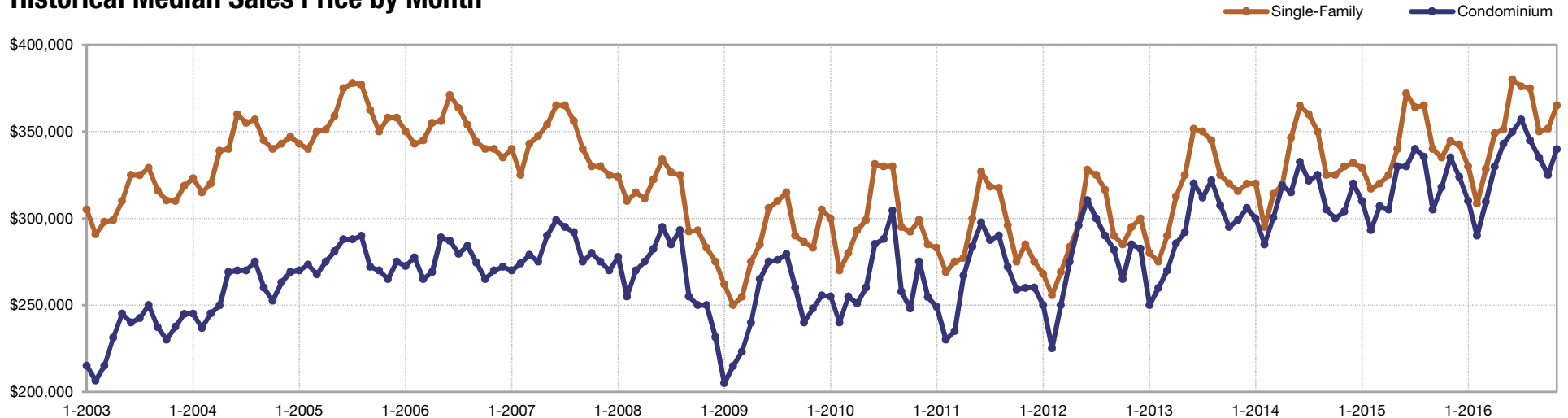
November

Year to Date



| | Single-Family | YoY Change | Condominium | YoY Change |
|----------------------|------------------|---------------|------------------|---------------|
| December 2015 | \$342,500 | + 3.2% | \$323,767 | + 1.2% |
| January 2016 | \$329,900 | + 0.3% | \$310,000 | 0.0% |
| February 2016 | \$308,500 | - 2.7% | \$290,000 | - 1.1% |
| March 2016 | \$328,375 | + 2.6% | \$309,500 | + 0.8% |
| April 2016 | \$349,000 | + 7.4% | \$329,764 | + 8.1% |
| May 2016 | \$351,250 | + 3.3% | \$343,000 | + 3.9% |
| June 2016 | \$380,000 | + 2.2% | \$349,900 | + 6.0% |
| July 2016 | \$376,000 | + 3.3% | \$357,000 | + 5.0% |
| August 2016 | \$375,000 | + 2.7% | \$345,000 | + 2.8% |
| September 2016 | \$350,000 | + 2.9% | \$335,000 | + 9.8% |
| October 2016 | \$351,750 | + 5.0% | \$325,000 | + 2.2% |
| November 2016 | \$365,000 | + 6.0% | \$339,900 | + 1.5% |
| Median | \$355,000 | + 2.9% | \$333,000 | + 3.4% |

Historical Median Sales Price by Month



Housing Affordability Index

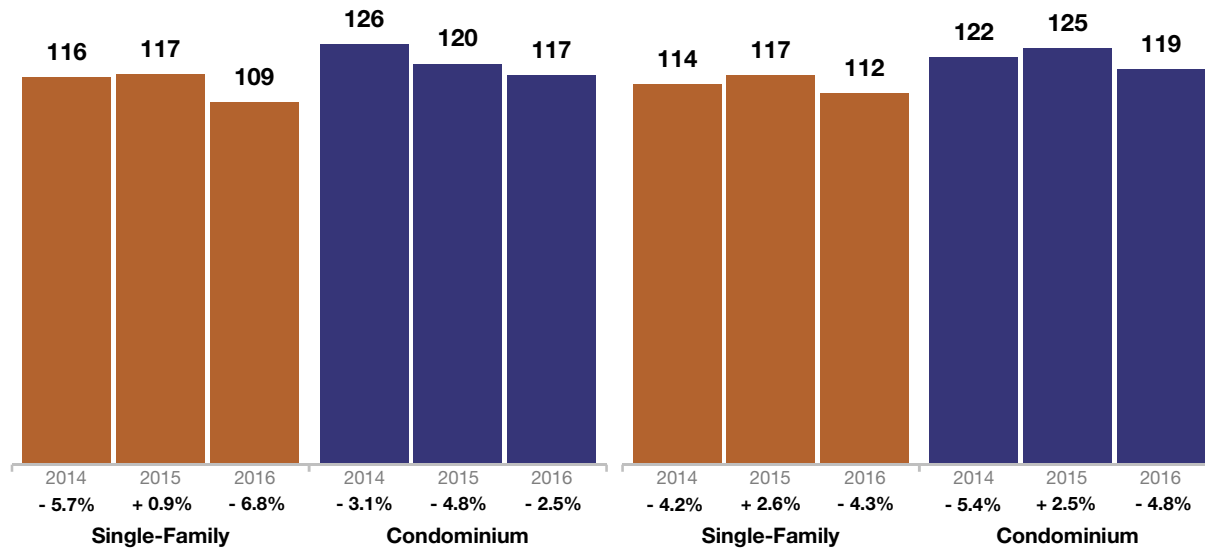


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This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

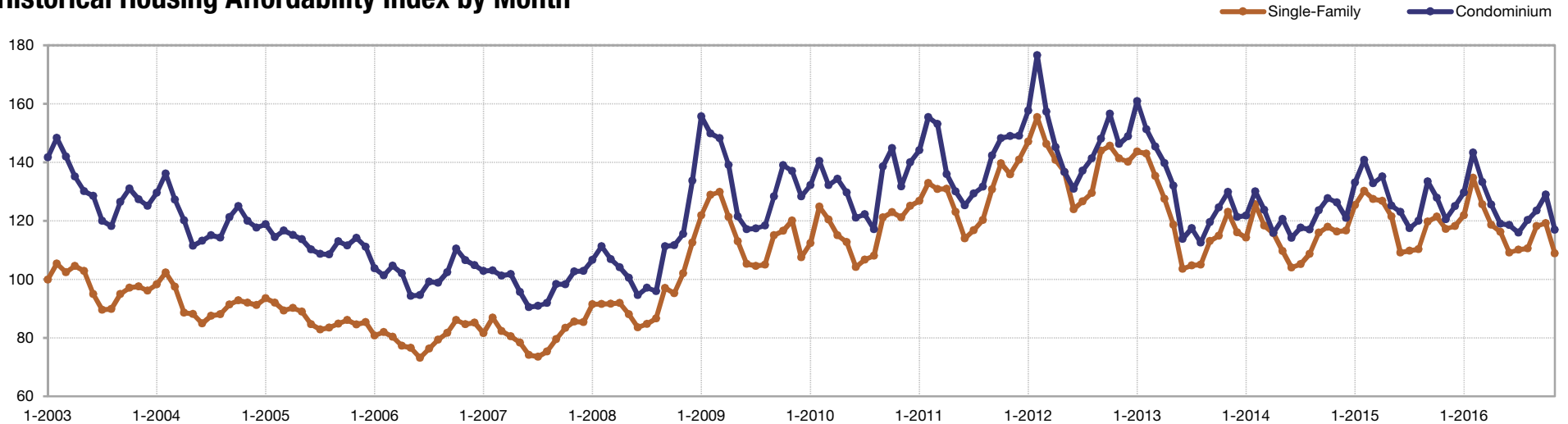
November

Year to Date



| | Single-Family | YoY Change | Condominium | YoY Change |
|----------------------|---------------|---------------|-------------|---------------|
| December 2015 | 118 | + 0.9% | 125 | + 3.3% |
| January 2016 | 122 | - 2.4% | 130 | - 2.3% |
| February 2016 | 135 | + 3.8% | 143 | + 1.4% |
| March 2016 | 126 | - 0.8% | 133 | 0.0% |
| April 2016 | 119 | - 6.3% | 126 | - 6.7% |
| May 2016 | 116 | - 4.9% | 119 | - 4.8% |
| June 2016 | 109 | 0.0% | 119 | - 3.3% |
| July 2016 | 110 | 0.0% | 116 | - 0.9% |
| August 2016 | 111 | + 0.9% | 120 | 0.0% |
| September 2016 | 118 | - 1.7% | 123 | - 7.5% |
| October 2016 | 119 | - 1.7% | 129 | + 0.8% |
| November 2016 | 109 | - 6.8% | 117 | - 2.5% |
| Average | 118 | - 1.7% | 125 | - 2.0% |

Historical Housing Affordability Index by Month



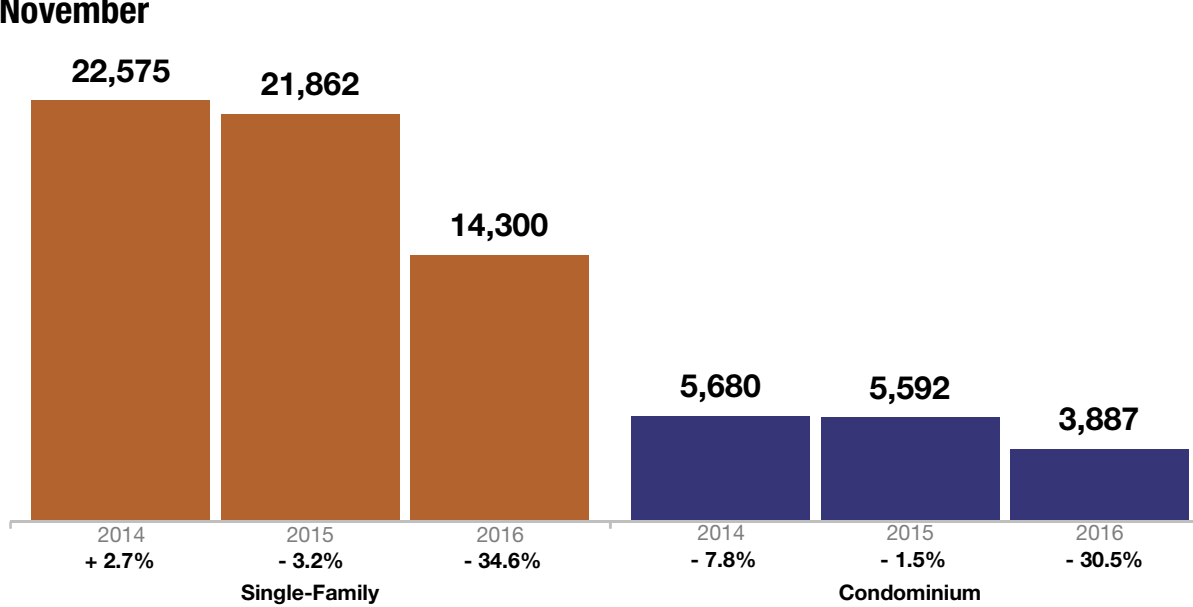
Inventory of Homes for Sale

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



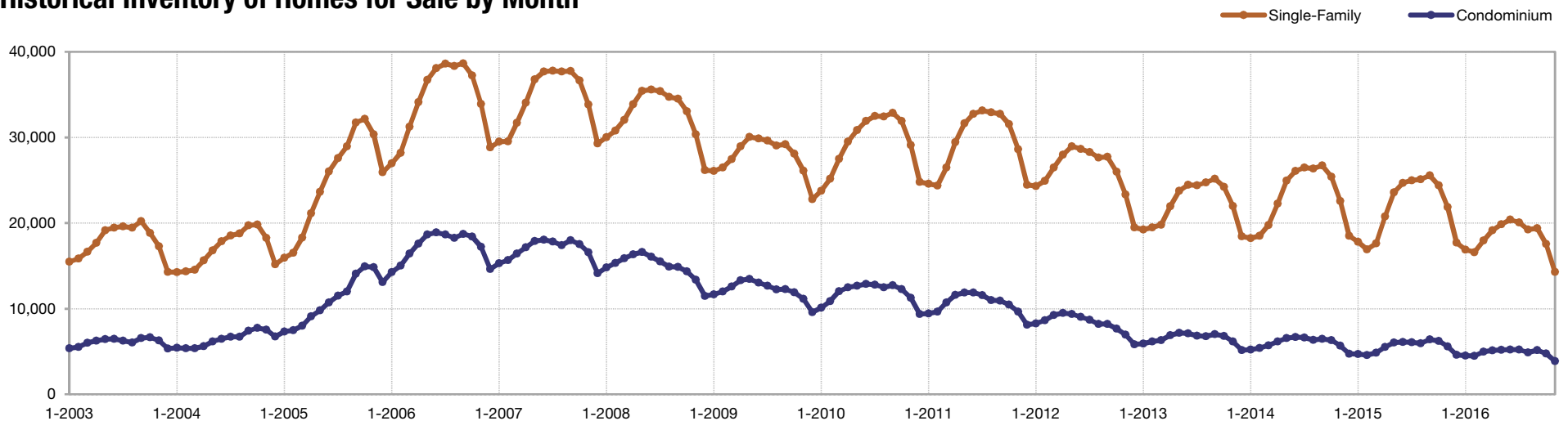
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November



| | Single-Family | YoY Change | Condominium | YoY Change |
|----------------------|---------------|----------------|--------------|----------------|
| December 2015 | 17,720 | - 4.3% | 4,599 | - 2.9% |
| January 2016 | 16,890 | - 5.2% | 4,510 | - 4.0% |
| February 2016 | 16,591 | - 2.0% | 4,491 | - 2.2% |
| March 2016 | 17,964 | + 1.9% | 4,977 | + 2.8% |
| April 2016 | 19,153 | - 7.7% | 5,135 | - 7.1% |
| May 2016 | 19,846 | - 15.9% | 5,188 | - 14.0% |
| June 2016 | 20,409 | - 17.3% | 5,218 | - 14.5% |
| July 2016 | 20,061 | - 19.7% | 5,213 | - 14.1% |
| August 2016 | 19,246 | - 23.4% | 4,873 | - 18.2% |
| September 2016 | 19,387 | - 24.2% | 5,143 | - 20.0% |
| October 2016 | 17,575 | - 28.0% | 4,746 | - 23.6% |
| November 2016 | 14,300 | - 34.6% | 3,887 | - 30.5% |
| Average | 18,262 | - 16.3% | 4,832 | - 13.2% |

Historical Inventory of Homes for Sale by Month



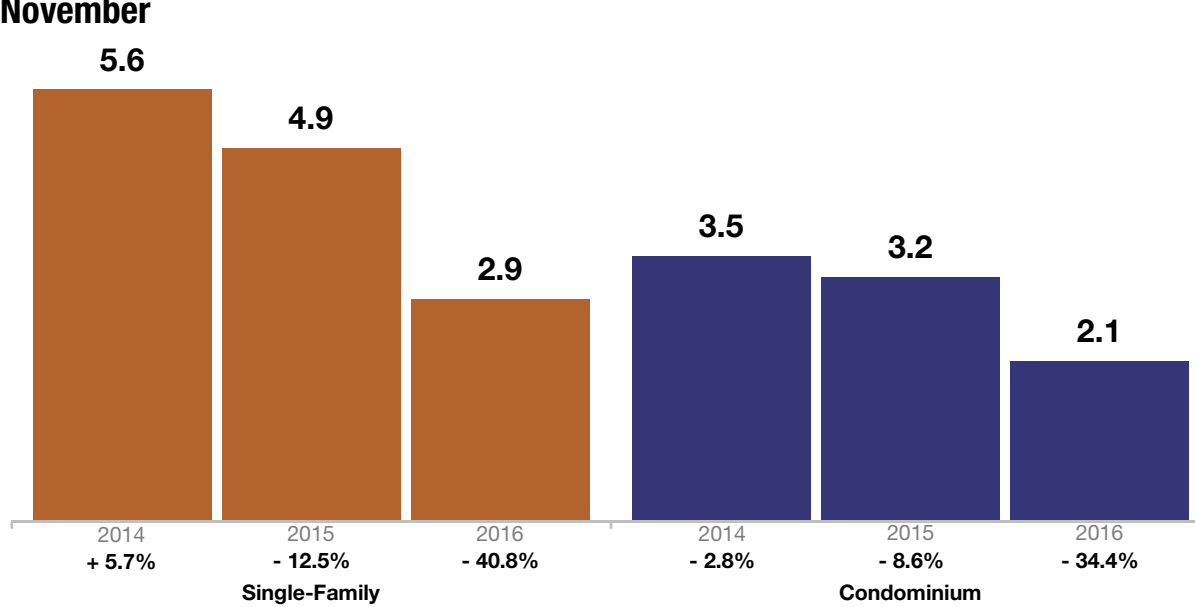
Months Supply of Inventory

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.



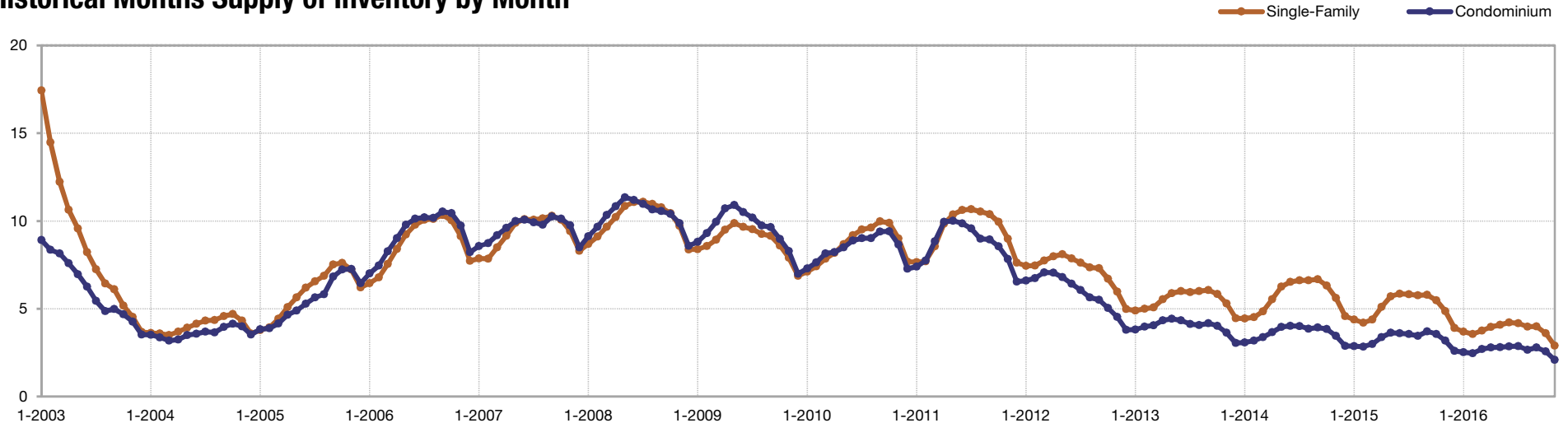
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November



| | Single-Family | YoY Change | Condominium | YoY Change |
|----------------------|---------------|----------------|-------------|----------------|
| December 2015 | 3.9 | - 15.2% | 2.6 | - 10.3% |
| January 2016 | 3.7 | - 15.9% | 2.5 | - 13.8% |
| February 2016 | 3.6 | - 14.3% | 2.5 | - 10.7% |
| March 2016 | 3.8 | - 13.6% | 2.7 | - 10.0% |
| April 2016 | 4.0 | - 21.6% | 2.8 | - 17.6% |
| May 2016 | 4.1 | - 28.1% | 2.8 | - 22.2% |
| June 2016 | 4.2 | - 27.6% | 2.9 | - 19.4% |
| July 2016 | 4.2 | - 27.6% | 2.9 | - 19.4% |
| August 2016 | 4.0 | - 31.0% | 2.7 | - 20.6% |
| September 2016 | 4.0 | - 31.0% | 2.8 | - 24.3% |
| October 2016 | 3.6 | - 34.5% | 2.6 | - 27.8% |
| November 2016 | 2.9 | - 40.8% | 2.1 | - 34.4% |
| Average | 3.8 | - 26.1% | 2.6 | - 20.0% |

Historical Months Supply of Inventory by Month



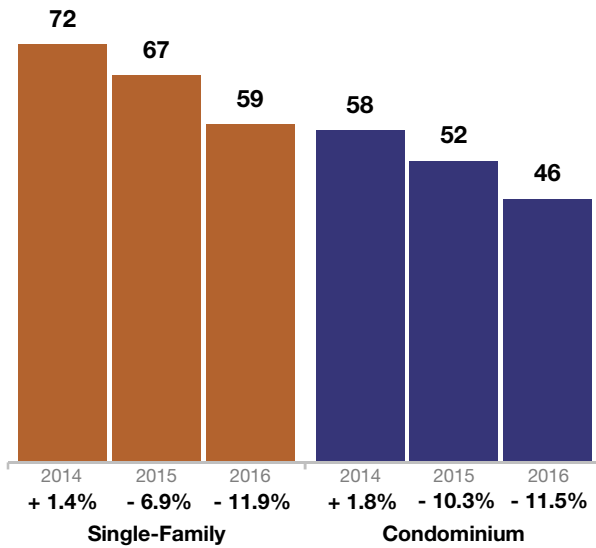
Final Days on Market

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

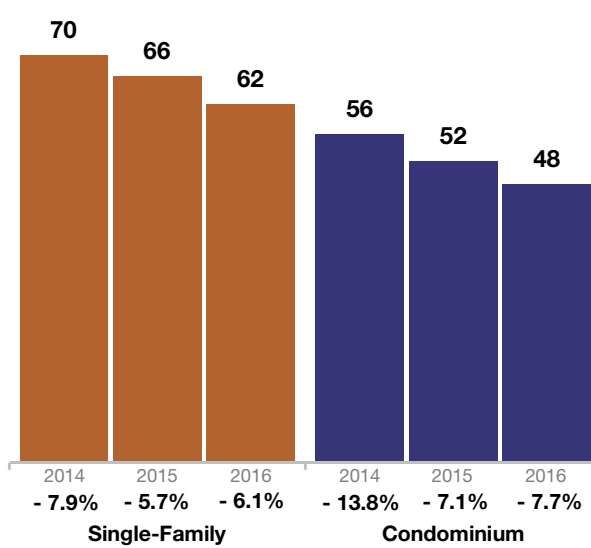


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November

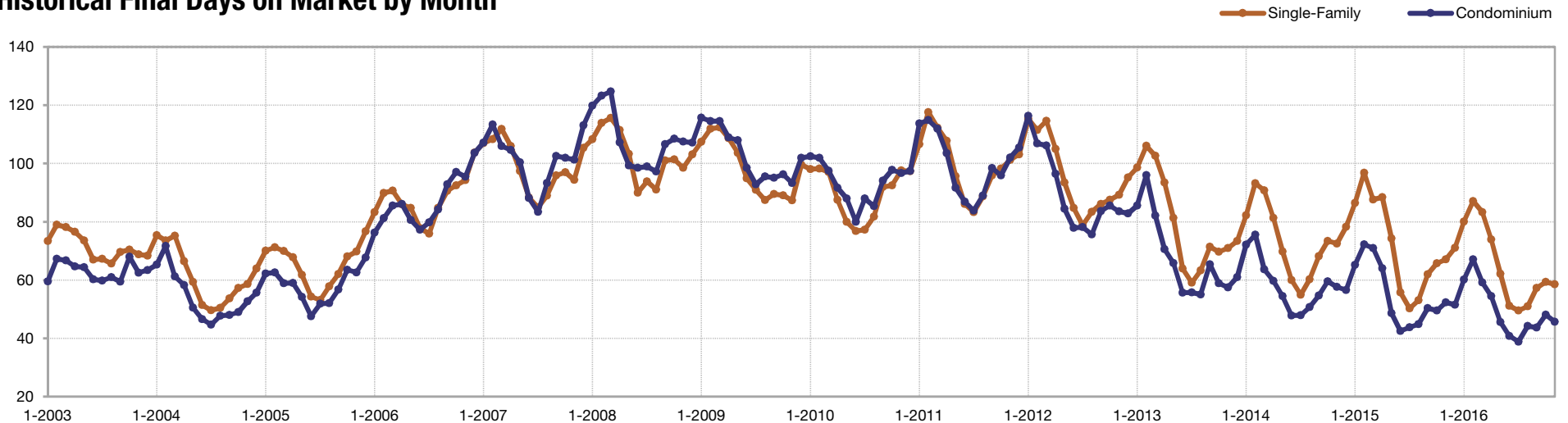


Year to Date



| | Single-Family | YoY Change | Condominium | YoY Change |
|----------------------|---------------|----------------|-------------|----------------|
| December 2015 | 71 | - 9.0% | 51 | - 10.5% |
| January 2016 | 80 | - 7.0% | 60 | - 7.7% |
| February 2016 | 87 | - 10.3% | 67 | - 6.9% |
| March 2016 | 83 | - 5.7% | 59 | - 16.9% |
| April 2016 | 74 | - 15.9% | 54 | - 15.6% |
| May 2016 | 62 | - 16.2% | 46 | - 6.1% |
| June 2016 | 51 | - 8.9% | 41 | - 4.7% |
| July 2016 | 50 | 0.0% | 39 | - 11.4% |
| August 2016 | 51 | - 3.8% | 44 | - 2.2% |
| September 2016 | 57 | - 8.1% | 44 | - 12.0% |
| October 2016 | 59 | - 10.6% | 48 | - 4.0% |
| November 2016 | 59 | - 11.9% | 46 | - 11.5% |
| Average | 62 | - 7.4% | 48 | - 7.7% |

Historical Final Days on Market by Month



Cumulative Days on Market

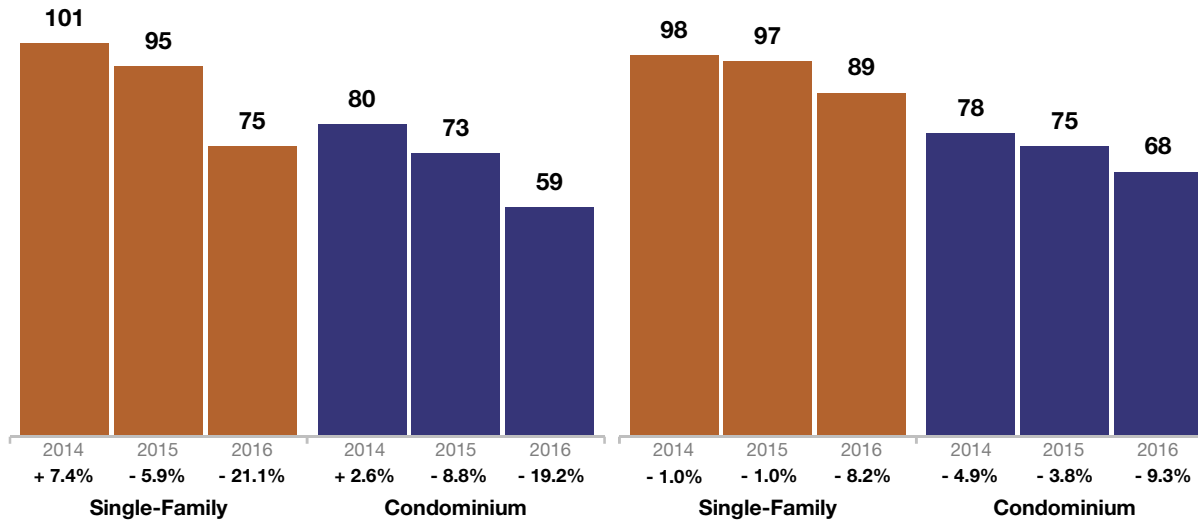
Average number of days between when a property is first listed and when the final offer is accepted before closing in a given month.



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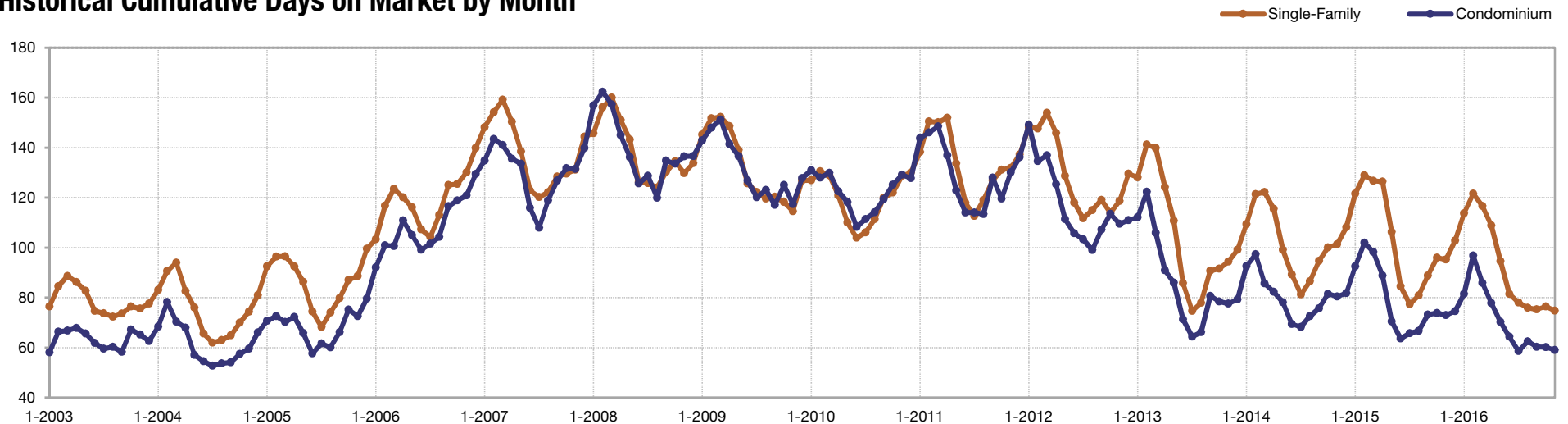
November

Year to Date



| | Single-Family | YoY Change | Condominium | YoY Change |
|----------------------|---------------|---------------|-------------|---------------|
| December 2015 | 103 | -4.6% | 75 | -8.5% |
| January 2016 | 114 | -6.6% | 82 | -11.8% |
| February 2016 | 122 | -5.4% | 97 | -4.9% |
| March 2016 | 117 | -7.9% | 86 | -12.2% |
| April 2016 | 109 | -13.5% | 78 | -12.4% |
| May 2016 | 95 | -10.4% | 70 | 0.0% |
| June 2016 | 81 | -4.7% | 64 | 0.0% |
| July 2016 | 78 | +1.3% | 59 | -10.6% |
| August 2016 | 76 | -6.2% | 62 | -7.5% |
| September 2016 | 75 | -15.7% | 60 | -17.8% |
| October 2016 | 76 | -20.8% | 60 | -18.9% |
| November 2016 | 75 | -21.1% | 59 | -19.2% |
| Average | 90 | -8.1% | 69 | -8.8% |

Historical Cumulative Days on Market by Month



Percent of Original List Price Received

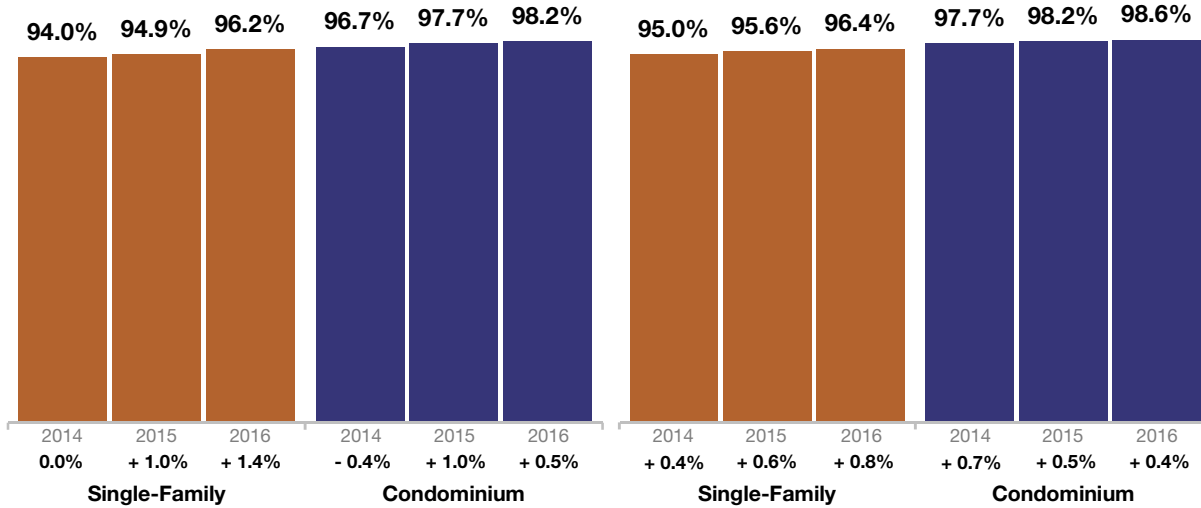


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Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

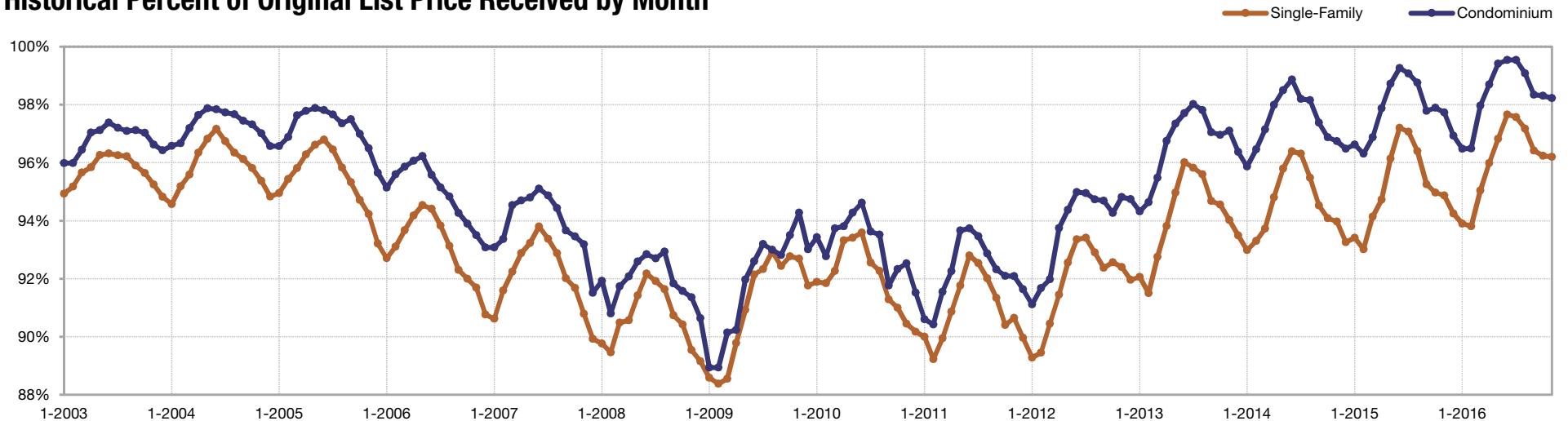
November

Year to Date



| | Single-Family | YoY Change | Condominium | YoY Change |
|----------------------|---------------|---------------|--------------|---------------|
| December 2015 | 94.2% | + 1.0% | 96.9% | + 0.4% |
| January 2016 | 93.9% | + 0.5% | 96.5% | - 0.1% |
| February 2016 | 93.8% | + 0.9% | 96.5% | + 0.2% |
| March 2016 | 95.0% | + 1.0% | 98.0% | + 1.1% |
| April 2016 | 96.0% | + 1.4% | 98.7% | + 0.8% |
| May 2016 | 96.8% | + 0.7% | 99.4% | + 0.7% |
| June 2016 | 97.7% | + 0.5% | 99.5% | + 0.2% |
| July 2016 | 97.6% | + 0.5% | 99.5% | + 0.4% |
| August 2016 | 97.2% | + 0.8% | 99.1% | + 0.3% |
| September 2016 | 96.4% | + 1.2% | 98.3% | + 0.5% |
| October 2016 | 96.2% | + 1.3% | 98.3% | + 0.4% |
| November 2016 | 96.2% | + 1.4% | 98.2% | + 0.5% |
| Average | 96.2% | + 0.8% | 98.5% | + 0.4% |

Historical Percent of Original List Price Received by Month



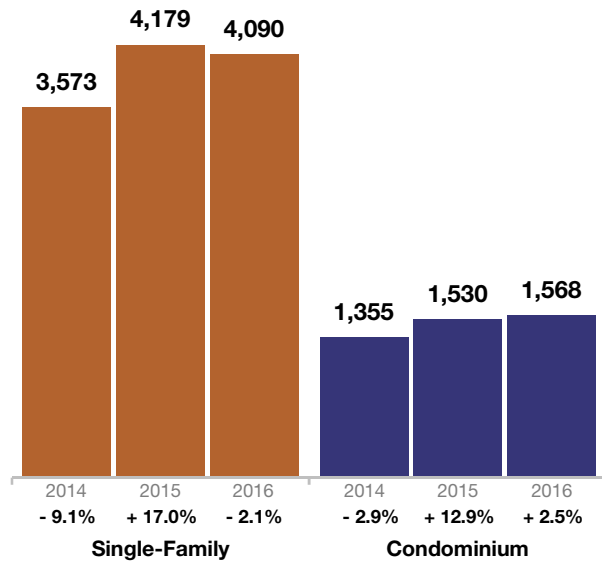
New Listings

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

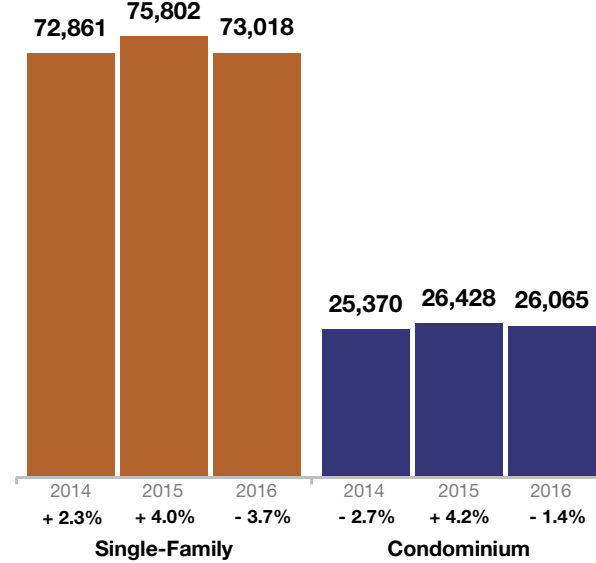


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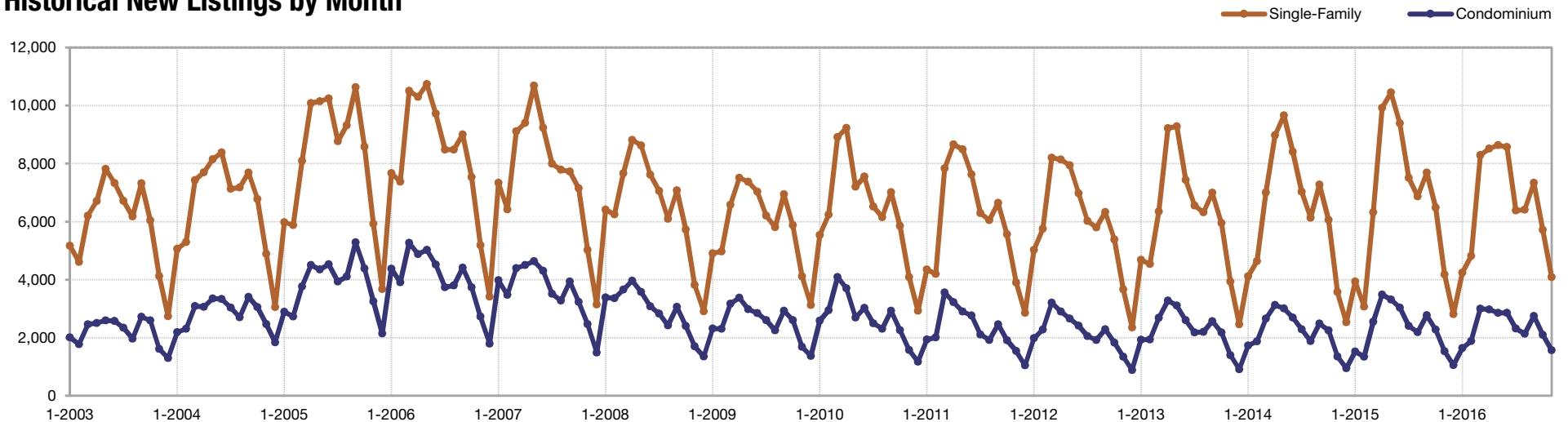


Year to Date



| | Single-Family | YoY Change | Condominium | YoY Change |
|----------------------|---------------|---------------|---------------|---------------|
| December 2015 | 2,810 | + 10.9% | 1,056 | + 11.9% |
| January 2016 | 4,242 | + 7.9% | 1,642 | + 8.2% |
| February 2016 | 4,818 | + 56.8% | 1,886 | + 40.2% |
| March 2016 | 8,289 | + 31.2% | 2,998 | + 17.8% |
| April 2016 | 8,520 | - 14.1% | 2,968 | - 14.9% |
| May 2016 | 8,637 | - 17.3% | 2,855 | - 14.0% |
| June 2016 | 8,572 | - 8.7% | 2,852 | - 5.9% |
| July 2016 | 6,383 | - 15.0% | 2,314 | - 3.7% |
| August 2016 | 6,412 | - 6.6% | 2,133 | - 2.7% |
| September 2016 | 7,335 | - 4.6% | 2,747 | - 1.1% |
| October 2016 | 5,720 | - 11.8% | 2,102 | - 7.8% |
| November 2016 | 4,090 | - 2.1% | 1,568 | + 2.5% |
| Total | 75,828 | - 3.2% | 27,121 | - 0.9% |

Historical New Listings by Month



Glossary of Terms

A research tool provided by the Massachusetts Association of REALTORS®



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| | |
|--|--|
| 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. |