Single-Family Market Overview





Key Metrics	Historical Sparklines	Feb-2011	Feb-2012	+/-	YTD 2011	YTD 2012	+/-
Closed Sales	2-2009 2-2010 2-2011 2-2012	1,795	2,276	+ 26.8%	4,094	4,694	+ 14.7%
Median Sales Price	2-2019 2-2010 2-2011 2-2012	\$265,000	\$255,000	- 3.8%	\$274,000	\$260,000	- 5.1%
Housing Affordability Index	2-2009 2-2010 2-2011 2-2012	150	175	+ 16.3%	146	172	+ 17.7%
Inventory of Homes for Sale	2-2009 2-2010 2-2011 2-2012	26,571	25,152	- 5.3%	 		
Months Supply of Inventory	2-2009 2-2010 2-2011 2-2012	8.0	7.5	- 5.2%	 !		
Days on Market Until Sale	2-2009 2-2010 2-2011 2-2012	130	130	+ 0.3%	125	129	+ 3.7%
Percent of Original List Price Received	2-2010 2-2011 2-2012	89.2%	89.4%	+ 0.2%	89.6%	89.4%	- 0.3%
New Listings	2-2009 2-2010 2-2011 2-2012	4,542	6,056	+ 33.3%	9,209	11,390	+ 23.7%

Condominium Market Overview



MASSACHUSETTS ASSOCIATION OF REALTORS*

Key market metrics for the current month and year-to-date figures for Condominium Properties Only.

Key Metrics	Historical Sparklines	Feb-2011	Feb-2012	+/-	YTD 2011	YTD 2012	+/-
Closed Sales	2-2009 2-2010 2-2011 2-2012	689	834	+ 21.0%	1,531	1,690	+ 10.4%
Median Sales Price	2-2019 2-2010 2-2011 2-2012	\$229,000	\$222,500	- 2.8%	\$240,000	\$234,575	- 2.3%
Housing Affordability Index	2-2009 2-2010 2-2011 2-2012	171	197	+ 15.1%	164	188	+ 14.7%
Inventory of Homes for Sale	2-2009 2-2010 2-2011 2-2012	10,501	8,790	- 16.3%			
Months Supply of Inventory	2-2019 2-2010 2-2011 2-2012	7.9	6.9	- 13.2%			
Days on Market Until Sale	2-2009 2-2010 2-2011 2-2012	130	124	- 4.7%	129	128	- 0.3%
Percent of Original List Price Received	2-2019 2-2010 2-2011 2-2012 2-2009 2-2010 2-2011 2-2012	90.3%	91.5%	+ 1.3%	90.5%	91.3%	+ 0.9%
New Listings	2-2009 2-2010 2-2011 2-2012	2,145	2,389	+ 11.4%	4,211	4,475	+ 6.3%



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.