

# Multi-Family Housing Activity Report

August 2016



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Aug-2015	Aug-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		616	<b>675</b>	+ 9.6%	3,871	<b>4,330</b>	+ 11.9%
<b>Median Sales Price</b> The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$370,000	<b>\$360,000</b>	- 2.7%	\$334,100	<b>\$345,000</b>	+ 3.3%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		3,343	<b>2,076</b>	- 37.9%	--	--	--
<b>Months Supply of Homes for Sale</b> Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		6.7	<b>3.7</b>	- 44.5%	--	--	--
<b>Cumulative Days on Market</b> The average number of days between when a listing first goes active and when it goes into its final pending status.*		74	<b>69</b>	- 7.6%	85	<b>87</b>	+ 3.0%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		96.3%	<b>97.1%</b>	+ 0.9%	95.7%	<b>96.2%</b>	+ 0.5%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		959	<b>926</b>	- 3.4%	7,342	<b>7,164</b>	- 2.4%

\*A pending sale is defined as something classified as Pending, Active with a Flag, Contingent or Under Agreement.

