

Multi-Family Housing Activity Report

November 2016



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Nov-2015	Nov-2016	+ / -	YTD 2015	YTD 2016	+ / -
Closed Sales A count of sales that have closed within a given month.		477	602	+ 26.2%	5,598	6,283	+ 12.2%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$330,000	\$360,000	+ 9.1%	\$336,580	\$348,500	+ 3.5%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		3,105	1,743	- 43.9%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		6.0	3.0	- 50.1%	--	--	--
Cumulative Days on Market The average number of days between when a listing first goes active and when it goes into its final pending status.*		80	61	- 24.3%	84	79	- 5.2%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		93.7%	97.4%	+ 3.9%	95.4%	96.6%	+ 1.2%
New Listings A count of the properties that have been newly listed on the market in a given month.		690	621	- 10.0%	10,066	9,622	- 4.4%

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

