

Multi-Family Housing Activity Report

March 2017



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Mar-2016	Mar-2017	+ / -	YTD 2016	YTD 2017	+ / -
Closed Sales A count of sales that have closed within a given month.		490	496	+ 1.2%	1,365	1,444	+ 5.8%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$305,000	\$326,000	+ 6.9%	\$329,000	\$343,350	+ 4.4%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,479	1,376	- 44.5%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		4.6	2.3	- 48.8%	--	--	--
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.*		108	75	- 30.8%	99	76	- 23.7%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		94.4%	97.3%	+ 3.1%	94.9%	96.9%	+ 2.1%
New Listings A count of the properties that have been newly listed on the market in a given month.		953	841	- 11.8%	2,218	2,065	- 6.9%

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

