

Multi-Family Housing Activity Report

August 2017



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Aug-2016	Aug-2017	+ / -	YTD 2016	YTD 2017	+ / -
Closed Sales A count of sales that have closed within a given month.		701	706	+ 0.7%	4,295	4,530	+ 5.5%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$370,000	\$385,000	+ 4.1%	\$350,000	\$365,000	+ 4.3%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,470	1,510	- 38.9%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		4.5	2.6	- 42.8%	--	--	--
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.*		68	51	- 24.8%	86	60	- 29.9%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		97.4%	99.2%	+ 1.8%	96.4%	98.6%	+ 2.3%
New Listings A count of the properties that have been newly listed on the market in a given month.		897	952	+ 6.1%	6,936	6,758	- 2.6%

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

