

Multi-Family Housing Activity Report

November 2017



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Nov-2016	Nov-2017	+ / -	YTD 2016	YTD 2017	+ / -
Closed Sales A count of sales that have closed within a given month.		608	652	+ 7.2%	6,175	6,527	+ 5.7%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$365,000	\$384,500	+ 5.3%	\$350,000	\$369,900	+ 5.7%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,185	1,410	- 35.5%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.9	2.4	- 38.9%	--	--	--
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.*		59	49	- 16.0%	78	56	- 27.2%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		97.6%	98.8%	+ 1.2%	96.8%	98.6%	+ 1.8%
New Listings A count of the properties that have been newly listed on the market in a given month.		607	737	+ 21.4%	9,343	9,331	- 0.1%

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

