

Multi-Family Housing Activity Report

December 2017



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Dec-2016	Dec-2017	+ / -	YTD 2016	YTD 2017	+ / -
Closed Sales A count of sales that have closed within a given month.		664	632	- 4.8%	6,839	7,176	+ 4.9%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$350,000	\$360,000	+ 2.9%	\$350,000	\$367,500	+ 5.0%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		1,846	1,082	- 41.4%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.2	1.8	- 44.1%	--	--	--
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.*		61	51	- 17.2%	76	56	- 26.4%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		97.0%	96.9%	- 0.1%	96.8%	98.4%	+ 1.7%
New Listings A count of the properties that have been newly listed on the market in a given month.		433	443	+ 2.3%	9,776	9,760	- 0.2%

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

