

Multi-Family Housing Activity Report

April 2016



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Apr-2015	Apr-2016	+ / -	YTD 2015	YTD 2016	+ / -
Closed Sales A count of sales that have closed within a given month.		413	465	+ 12.6%	1,508	1,833	+ 21.6%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$278,000	\$327,000	+ 17.6%	\$300,000	\$327,500	+ 9.2%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,584	1,965	- 24.0%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		5.3	3.6	- 32.0%	--	--	--
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.*		114	100	- 11.7%	101	100	- 1.1%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		94.1%	95.4%	+ 1.4%	93.8%	95.0%	+ 1.3%
New Listings A count of the properties that have been newly listed on the market in a given month.		1,151	983	- 14.6%	2,947	3,222	+ 9.3%

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

