

Multi-Family Housing Activity Report

July 2016



MASSACHUSETTS ASSOCIATION OF REALTORS®

| Key Metrics | Historical Sparkbars | Jul-2015 | Jul-2016 | + / - | YTD 2015 | YTD 2016 | + / - |
|--|----------------------|-----------|------------------|---------|-----------|------------------|---------|
| Closed Sales A count of sales that have closed within a given month. | | 652 | 616 | - 5.5% | 3,255 | 3,638 | + 11.8% |
| Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower. | | \$349,900 | \$360,000 | + 2.9% | \$325,000 | \$340,000 | + 4.6% |
| Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month. | | 3,289 | 2,100 | - 36.2% | -- | -- | -- |
| Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months. | | 6.7 | 3.8 | - 42.9% | -- | -- | -- |
| 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.* | | 65 | 74 | + 13.8% | 87 | 91 | + 4.6% |
| Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price. | | 97.7% | 97.1% | - 0.6% | 95.6% | 96.0% | + 0.4% |
| New Listings A count of the properties that have been newly listed on the market in a given month. | | 1,046 | 927 | - 11.4% | 6,383 | 6,229 | - 2.4% |

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

