

Multi-Family Housing Activity Report

September 2016



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Sep-2015	Sep-2016	+ / -	YTD 2015	YTD 2016	+ / -
Closed Sales A count of sales that have closed within a given month.		634	634	0.0%	4,505	4,995	+ 10.9%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$365,000	\$361,000	- 1.1%	\$337,050	\$346,500	+ 2.8%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		3,452	2,144	- 37.9%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		6.8	3.8	- 43.8%	--	--	--
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.*		81	65	- 19.3%	84	84	+ 0.2%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		95.2%	98.1%	+ 3.1%	95.6%	96.4%	+ 0.8%
New Listings A count of the properties that have been newly listed on the market in a given month.		1,067	1,015	- 4.9%	8,409	8,197	- 2.5%

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

