

# Multi-Family Housing Activity Report

October 2016



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Oct-2015	Oct-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		616	<b>633</b>	+ 2.8%	5,121	<b>5,658</b>	+ 10.5%
<b>Median Sales Price</b> The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$343,450	<b>\$344,450</b>	+ 0.3%	\$337,950	<b>\$346,000</b>	+ 2.4%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		3,326	<b>2,013</b>	- 39.5%	--	--	--
<b>Months Supply of Homes for Sale</b> Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		6.5	<b>3.6</b>	- 45.2%	--	--	--
<b>Cumulative Days on Market</b> The average number of days between when a listing first goes active and when it goes into its final pending status.*		83	<b>58</b>	- 30.3%	84	<b>81</b>	- 3.3%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		95.4%	<b>96.9%</b>	+ 1.5%	95.6%	<b>96.5%</b>	+ 0.9%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		967	<b>817</b>	- 15.5%	9,375	<b>9,003</b>	- 4.0%

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

