

Multi-Family Housing Activity Report

January 2017



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Jan-2016	Jan-2017	+ / -	YTD 2016	YTD 2017	+ / -
Closed Sales A count of sales that have closed within a given month.		459	553	+ 20.5%	459	553	+ 20.5%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$354,950	\$358,000	+ 0.9%	\$354,950	\$358,000	+ 0.9%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,509	1,484	- 40.9%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		4.8	2.5	- 47.0%	--	--	--
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.*		93	73	- 22.0%	93	73	- 22.0%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		94.6%	97.1%	+ 2.7%	94.6%	97.1%	+ 2.7%
New Listings A count of the properties that have been newly listed on the market in a given month.		632	633	+ 0.2%	632	633	+ 0.2%

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

