

Multi-Family Housing Activity Report

September 2017



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Sep-2016	Sep-2017	+ / -	YTD 2016	YTD 2017	+ / -
Closed Sales A count of sales that have closed within a given month.		631	679	+ 7.6%	4,926	5,228	+ 6.1%
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	\$366,000	+ 0.3%	\$350,000	\$365,000	+ 4.3%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,514	1,614	- 35.8%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		4.6	2.7	- 40.4%	--	--	--
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.*		62	46	- 26.1%	83	58	- 29.6%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		98.5%	98.3%	- 0.3%	96.7%	98.5%	+ 1.9%
New Listings A count of the properties that have been newly listed on the market in a given month.		1,002	988	- 1.4%	7,938	7,741	- 2.5%

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

