

Multi-Family Housing Activity Report

October 2017



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Oct-2016	Oct-2017	+ / -	YTD 2016	YTD 2017	+ / -
Closed Sales A count of sales that have closed within a given month.		641	609	- 5.0%	5,567	5,858	+ 5.2%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$350,000	\$389,500	+ 11.3%	\$350,000	\$366,000	+ 4.6%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,409	1,495	- 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.		4.3	2.5	- 41.9%	--	--	--
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.*		56	50	- 11.4%	80	57	- 28.1%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		97.0%	98.8%	+ 1.8%	96.7%	98.6%	+ 1.9%
New Listings A count of the properties that have been newly listed on the market in a given month.		797	849	+ 6.5%	8,736	8,587	- 1.7%

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

