

Multi-Family Housing Activity Report

December 2017



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Dec-2016	Dec-2017	+ / -	YTD 2016	YTD 2017	+ / -
Closed Sales A count of sales that have closed within a given month.		671	668	- 0.4%	6,967	7,379	+ 5.9%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$350,000	\$353,000	+ 0.9%	\$348,000	\$360,000	+ 3.4%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		1,970	1,298	- 34.1%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.4	2.1	- 37.8%	--	--	--
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.*		61	51	- 16.2%	77	57	- 26.1%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		97.0%	96.9%	- 0.1%	96.6%	98.2%	+ 1.6%
New Listings A count of the properties that have been newly listed on the market in a given month.		439	454	+ 3.4%	10,031	10,047	+ 0.2%

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

