

Multi-Family Housing Activity Report

February 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Feb-2017	Feb-2018	+ / -	YTD 2017	YTD 2018	+ / -
Closed Sales A count of sales that have closed within a given month.		376	376	0.0%	948	875	- 7.7%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$344,750	\$355,000	+ 3.0%	\$350,000	\$374,900	+ 7.1%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		1,870	1,214	- 35.1%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.2	2.0	- 37.5%	--	--	--
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.*		81	58	- 28.0%	77	52	- 32.0%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		96.1%	97.5%	+ 1.6%	96.7%	97.3%	+ 0.6%
New Listings A count of the properties that have been newly listed on the market in a given month.		599	741	+ 23.7%	1,230	1,333	+ 8.4%

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

