

# Multi-Family Housing Activity Report

April 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Apr-2017	Apr-2018	+ / -	YTD 2017	YTD 2018	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		451	<b>537</b>	+ 19.1%	1,916	<b>1,934</b>	+ 0.9%
<b>Median Sales Price</b> The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$318,250	<b>\$360,000</b>	+ 13.1%	\$340,000	<b>\$366,700</b>	+ 7.9%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		2,015	<b>1,327</b>	- 34.1%	--	--	--
<b>Months Supply of Homes for Sale</b> Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.4	<b>2.1</b>	- 37.4%	--	--	--
<b>Cumulative Days on Market</b> The average number of days between when a listing first goes active and when it goes into its final pending status.*		68	<b>53</b>	- 22.3%	74	<b>54</b>	- 26.3%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		97.0%	<b>100.2%</b>	+ 3.3%	97.0%	<b>98.3%</b>	+ 1.3%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		960	<b>1,032</b>	+ 7.5%	3,036	<b>3,209</b>	+ 5.7%

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

