

Multi-Family Housing Activity Report

June 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Jun-2017	Jun-2018	+ / -	YTD 2017	YTD 2018	+ / -
Closed Sales A count of sales that have closed within a given month.		726	730	+ 0.6%	3,255	3,343	+ 2.7%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$384,500	\$422,500	+ 9.9%	\$350,000	\$380,700	+ 8.8%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,089	1,643	- 21.3%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.5	2.6	- 24.3%	--	--	--
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.*		54	41	- 23.9%	66	49	- 26.1%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		99.7%	99.2%	- 0.6%	97.9%	98.8%	+ 0.9%
New Listings A count of the properties that have been newly listed on the market in a given month.		1,015	1,081	+ 6.5%	5,073	5,475	+ 7.9%

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

