

Multi-Family Housing Activity Report

July 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Jul-2017	Jul-2018	+ / -	YTD 2017	YTD 2018	+ / -
Closed Sales A count of sales that have closed within a given month.		658	709	+ 7.8%	3,913	4,083	+ 4.3%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$374,500	\$420,000	+ 12.1%	\$355,000	\$389,900	+ 9.8%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,129	1,767	- 17.0%	--	--	--
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	2.8	- 20.7%	--	--	--
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.*		48	45	- 4.8%	63	48	- 23.3%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		99.8%	100.0%	+ 0.2%	98.2%	99.0%	+ 0.8%
New Listings A count of the properties that have been newly listed on the market in a given month.		916	1,037	+ 13.2%	5,991	6,515	+ 8.7%

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

