

Multi-Family Housing Activity Report

August 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Aug-2017	Aug-2018	+ / -	YTD 2017	YTD 2018	+ / -
Closed Sales A count of sales that have closed within a given month.		755	763	+ 1.1%	4,668	4,866	+ 4.2%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$370,000	\$409,000	+ 10.5%	\$358,000	\$390,000	+ 8.9%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,168	1,776	- 18.1%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.6	2.8	- 21.5%	--	--	--
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.*		55	44	- 20.2%	62	48	- 22.5%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		98.5%	99.0%	+ 0.4%	98.3%	99.0%	+ 0.7%
New Listings A count of the properties that have been newly listed on the market in a given month.		972	998	+ 2.7%	6,962	7,512	+ 7.9%

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

