

Multi-Family Housing Activity Report

September 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Sep-2017	Sep-2018	+ / -	YTD 2017	YTD 2018	+ / -
Closed Sales A count of sales that have closed within a given month.		717	619	- 13.7%	5,384	5,500	+ 2.2%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$354,790	\$400,000	+ 12.7%	\$357,500	\$394,000	+ 10.2%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,234	1,999	- 10.5%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.7	3.2	- 12.5%	--	--	--
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.*		46	41	- 9.4%	60	47	- 21.1%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		98.2%	98.5%	+ 0.3%	98.3%	98.9%	+ 0.7%
New Listings A count of the properties that have been newly listed on the market in a given month.		1,015	1,130	+ 11.3%	7,977	8,641	+ 8.3%

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

