

Multi-Family Housing Activity Report

January 2019



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Jan-2018	Jan-2019	+ / -	YTD 2018	YTD 2019	+ / -
Closed Sales A count of sales that have closed within a given month.		505	533	+ 5.5%	505	533	+ 5.5%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$385,000	\$394,000	+ 2.3%	\$385,000	\$394,000	+ 2.3%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		1,617	1,395	- 13.7%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		2.6	2.2	- 16.8%	--	--	--
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.*		47	56	+ 18.5%	47	56	+ 18.5%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		97.2%	96.0%	- 1.2%	97.2%	96.0%	- 1.2%
New Listings A count of the properties that have been newly listed on the market in a given month.		592	726	+ 22.6%	592	726	+ 22.6%

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

