

Multi-Family Housing Activity Report

January 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Jan-2017	Jan-2018	+ / -	YTD 2017	YTD 2018	+ / -
Closed Sales A count of sales that have closed within a given month.		572	489	- 14.5%	572	489	- 14.5%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$352,500	\$379,000	+ 7.5%	\$352,500	\$379,000	+ 7.5%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		1,943	1,155	- 40.6%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.3	1.9	- 42.3%	--	--	--
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.*		74	47	- 36.3%	74	47	- 36.3%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		97.2%	97.3%	+ 0.2%	97.2%	97.3%	+ 0.2%
New Listings A count of the properties that have been newly listed on the market in a given month.		631	591	- 6.3%	631	591	- 6.3%

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

