

Multi-Family Housing Activity Report

March 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Mar-2017	Mar-2018	+ / -	YTD 2017	YTD 2018	+ / -
Closed Sales A count of sales that have closed within a given month.		517	495	- 4.3%	1,465	1,387	- 5.3%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$330,000	\$370,000	+ 12.1%	\$344,000	\$370,500	+ 7.7%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		1,874	1,194	- 36.3%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.2	2.0	- 38.4%	--	--	--
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.*		73	60	- 17.9%	75	55	- 27.1%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		97.4%	97.6%	+ 0.2%	97.0%	97.5%	+ 0.6%
New Listings A count of the properties that have been newly listed on the market in a given month.		846	853	+ 0.8%	2,076	2,181	+ 5.1%

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

