

# Multi-Family Housing Activity Report

May 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	May-2017	May-2018	+ / -	YTD 2017	YTD 2018	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		613	<b>638</b>	+ 4.1%	2,529	<b>2,592</b>	+ 2.5%
<b>Median Sales Price</b> The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$345,000	<b>\$392,500</b>	+ 13.8%	\$340,000	<b>\$373,000</b>	+ 9.7%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		2,074	<b>1,522</b>	- 26.6%	--	--	--
<b>Months Supply of Homes for Sale</b> Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.5	<b>2.5</b>	- 30.0%	--	--	--
<b>Cumulative Days on Market</b> The average number of days between when a listing first goes active and when it goes into its final pending status.*		57	<b>41</b>	- 27.5%	70	<b>51</b>	- 26.4%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		98.7%	<b>100.3%</b>	+ 1.6%	97.4%	<b>98.7%</b>	+ 1.4%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		1,022	<b>1,190</b>	+ 16.4%	4,058	<b>4,395</b>	+ 8.3%

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

