

Multi-Family Housing Activity Report

January 2016



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Jan-2015	Jan-2016	+ / -	YTD 2015	YTD 2016	+ / -
Closed Sales A count of sales that have closed within a given month.		373	445	+ 19.3%	373	445	+ 19.3%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$310,000	\$354,450	+ 14.3%	\$310,000	\$354,450	+ 14.3%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,349	1,944	- 17.2%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		4.8	3.7	- 22.6%	--	--	--
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.*		85	91	+ 7.4%	85	91	+ 7.4%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		94.9%	94.6%	- 0.3%	94.9%	94.6%	- 0.3%
New Listings A count of the properties that have been newly listed on the market in a given month.		541	627	+ 15.9%	541	627	+ 15.9%

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

