

Multi-Family Housing Activity Report

October 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Oct-2017	Oct-2018	+ / -	YTD 2017	YTD 2018	+ / -
Closed Sales A count of sales that have closed within a given month.		651	752	+ 15.5%	6,035	6,265	+ 3.8%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$376,000	\$415,000	+ 10.4%	\$359,000	\$399,000	+ 11.1%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,159	1,967	- 8.9%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.5	3.1	- 12.4%	--	--	--
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.*		51	48	- 5.6%	59	47	- 19.6%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		98.6%	97.6%	- 0.9%	98.3%	98.8%	+ 0.5%
New Listings A count of the properties that have been newly listed on the market in a given month.		863	1,058	+ 22.6%	8,839	9,695	+ 9.7%

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

