

Multi-Family Housing Activity Report

November 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Nov-2017	Nov-2018	+ / -	YTD 2017	YTD 2018	+ / -
Closed Sales A count of sales that have closed within a given month.		681	644	- 5.4%	6,713	6,923	+ 3.1%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$380,100	\$379,000	- 0.3%	\$360,000	\$395,000	+ 9.7%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,043	1,796	- 12.1%	--	--	--
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	2.8	- 14.6%	--	--	--
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.*		50	45	- 9.1%	58	47	- 18.6%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		98.3%	97.1%	- 1.2%	98.3%	98.6%	+ 0.3%
New Listings A count of the properties that have been newly listed on the market in a given month.		750	751	+ 0.1%	9,584	10,439	+ 8.9%

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

