

Multi-Family Housing Activity Report

December 2018



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Dec-2017	Dec-2018	+ / -	YTD 2017	YTD 2018	+ / -
Closed Sales A count of sales that have closed within a given month.		677	608	- 10.2%	7,392	7,558	+ 2.2%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$354,500	\$385,000	+ 8.6%	\$360,000	\$394,000	+ 9.4%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		1,672	1,439	- 13.9%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		2.7	2.3	- 15.8%	--	--	--
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	49	- 4.3%	57	47	- 17.4%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		96.9%	95.9%	- 1.0%	98.2%	98.4%	+ 0.2%
New Listings A count of the properties that have been newly listed on the market in a given month.		451	491	+ 8.9%	10,037	10,946	+ 9.1%

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

