

# Multi-Family Housing Activity Report

March 2019



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Mar-2018	Mar-2019	+ / -	YTD 2018	YTD 2019	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		506	<b>520</b>	+ 2.8%	1,403	<b>1,514</b>	+ 7.9%
<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.		\$370,000	<b>\$385,750</b>	+ 4.3%	\$373,500	<b>\$385,000</b>	+ 3.1%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		1,633	<b>1,353</b>	- 17.1%	--	--	--
<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.		2.7	<b>2.1</b>	- 21.0%	--	--	--
<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.*		60	<b>67</b>	+ 12.6%	55	<b>60</b>	+ 8.3%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		97.6%	<b>95.5%</b>	- 2.2%	97.5%	<b>95.9%</b>	- 1.7%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		847	<b>890</b>	+ 5.1%	2,183	<b>2,289</b>	+ 4.9%

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



All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Provided by MAR. Powered by ShowingTime 10K.