

# Multi-Family Housing Activity Report

February 2016



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Feb-2015	Feb-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		332	<b>417</b>	+ 25.6%	705	<b>871</b>	+ 23.5%
<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.		\$305,000	<b>\$325,000</b>	+ 6.6%	\$310,000	<b>\$345,000</b>	+ 11.3%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		2,258	<b>1,863</b>	- 17.5%	--	--	--
<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.		4.6	<b>3.5</b>	- 23.9%	--	--	--
<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.*		104	<b>99</b>	- 5.0%	94	<b>95</b>	+ 1.5%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		93.0%	<b>95.9%</b>	+ 3.1%	94.0%	<b>95.2%</b>	+ 1.3%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		456	<b>655</b>	+ 43.6%	997	<b>1,283</b>	+ 28.7%

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

