

Multi-Family Housing Activity Report

March 2016



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Mar-2015	Mar-2016	+ / -	YTD 2015	YTD 2016	+ / -
Closed Sales A count of sales that have closed within a given month.		387	473	+ 22.2%	1,096	1,358	+ 23.9%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$310,000	\$299,812	- 3.3%	\$310,000	\$329,000	+ 6.1%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,349	1,991	- 15.2%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		4.8	3.7	- 23.1%	--	--	--
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.*		102	108	+ 6.3%	97	100	+ 3.2%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		93.2%	94.3%	+ 1.2%	93.7%	94.9%	+ 1.3%
New Listings A count of the properties that have been newly listed on the market in a given month.		807	966	+ 19.7%	1,813	2,259	+ 24.6%

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

