

# Multi-Family Housing Activity Report

May 2016



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	May-2015	May-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		476	<b>535</b>	+ 12.4%	1,984	<b>2,384</b>	+ 20.2%
<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.		\$329,500	<b>\$343,000</b>	+ 4.1%	\$310,000	<b>\$330,000</b>	+ 6.5%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		2,927	<b>1,956</b>	- 33.2%	--	--	--
<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.		6.0	<b>3.5</b>	- 41.4%	--	--	--
<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.*		83	<b>91</b>	+ 9.2%	97	<b>98</b>	+ 0.8%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		96.0%	<b>95.8%</b>	- 0.3%	94.3%	<b>95.3%</b>	+ 1.0%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		1,200	<b>995</b>	- 17.1%	4,146	<b>4,208</b>	+ 1.5%

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

