

Multi-Family Housing Activity Report

June 2016



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Jun-2015	Jun-2016	+ / -	YTD 2015	YTD 2016	+ / -
Closed Sales A count of sales that have closed within a given month.		619	608	- 1.8%	2,603	2,999	+ 15.2%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$355,000	\$350,000	- 1.4%	\$320,000	\$335,000	+ 4.7%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		3,165	2,032	- 35.8%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		6.4	3.7	- 43.0%	--	--	--
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.*		75	78	+ 2.9%	92	94	+ 2.1%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		97.4%	97.4%	+ 0.0%	95.1%	95.7%	+ 0.7%
New Listings A count of the properties that have been newly listed on the market in a given month.		1,192	1,095	- 8.1%	5,336	5,301	- 0.7%

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

