

# Multi-Family Housing Activity Report

December 2016



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Dec-2015	Dec-2016	+ / -	YTD 2015	YTD 2016	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		652	<b>657</b>	+ 0.8%	6,249	<b>6,962</b>	+ 11.4%
<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.		\$349,500	<b>\$349,000</b>	- 0.1%	\$339,000	<b>\$349,450</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.		2,609	<b>1,484</b>	- 43.1%	--	--	--
<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.		5.0	<b>2.6</b>	- 48.9%	--	--	--
<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.*		84	<b>62</b>	- 25.9%	84	<b>78</b>	- 7.1%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		94.6%	<b>97.1%</b>	+ 2.6%	95.3%	<b>96.6%</b>	+ 1.3%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		542	<b>442</b>	- 18.5%	10,608	<b>10,069</b>	- 5.1%

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

