

Multi-Family Housing Activity Report

February 2017



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Feb-2016	Feb-2017	+ / -	YTD 2016	YTD 2017	+ / -
Closed Sales A count of sales that have closed within a given month.		420	360	- 14.3%	874	928	+ 6.2%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$325,000	\$346,625	+ 6.7%	\$345,000	\$350,000	+ 1.4%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,380	1,374	- 42.3%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		4.5	2.4	- 47.3%	--	--	--
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.*		98	79	- 19.9%	94	76	- 19.9%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		95.9%	96.0%	+ 0.1%	95.3%	96.6%	+ 1.5%
New Listings A count of the properties that have been newly listed on the market in a given month.		638	596	- 6.6%	1,266	1,226	- 3.2%

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

