

# Multi-Family Housing Activity Report

April 2017



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Apr-2016	Apr-2017	+ / -	YTD 2016	YTD 2017	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		476	<b>445</b>	- 6.5%	1,841	<b>1,910</b>	+ 3.7%
<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.		\$325,000	<b>\$316,250</b>	- 2.7%	\$326,000	<b>\$340,000</b>	+ 4.3%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		2,564	<b>1,511</b>	- 41.1%	--	--	--
<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.		4.7	<b>2.6</b>	- 45.0%	--	--	--
<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.*		99	<b>68</b>	- 31.6%	99	<b>74</b>	- 25.8%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		95.7%	<b>97.1%</b>	+ 1.4%	95.1%	<b>97.0%</b>	+ 2.0%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		982	<b>963</b>	- 1.9%	3,199	<b>3,031</b>	- 5.3%

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

