

Multi-Family Housing Activity Report

August 2020



MASSACHUSETTS ASSOCIATION OF REALTORS®

| Key Metrics | Historical Sparkbars | Aug-2019 | Aug-2020 | + / - | YTD 2019 | YTD 2020 | + / - |
|--|----------------------|-----------|------------------|---------|-----------|------------------|---------|
| Closed Sales A count of sales that have closed within a given month. | | 752 | 537 | - 28.6% | 4,917 | 3,708 | - 24.6% |
| Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower. | | \$425,000 | \$470,000 | + 10.6% | \$407,000 | \$439,900 | + 8.1% |
| Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month. | | 1,908 | 1,198 | - 37.2% | -- | -- | -- |
| Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months. | | 3.0 | 2.3 | - 24.0% | -- | -- | -- |
| 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.* | | 46 | 45 | - 2.1% | 52 | 49 | - 7.4% |
| Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price. | | 98.3% | 99.0% | + 0.8% | 97.2% | 97.9% | + 0.7% |
| New Listings A count of the properties that have been newly listed on the market in a given month. | | 856 | 1,037 | + 21.1% | 7,068 | 5,975 | - 15.5% |

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

