

# Multi-Family Housing Activity Report

September 2020



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Sep-2019	Sep-2020	+ / -	YTD 2019	YTD 2020	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		641	<b>648</b>	+ 1.1%	5,558	<b>4,375</b>	- 21.3%
<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.		\$420,000	<b>\$470,000</b>	+ 11.9%	\$409,000	<b>\$445,000</b>	+ 8.8%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		2,064	<b>1,399</b>	- 32.2%	--	--	--
<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.		3.3	<b>2.7</b>	- 18.1%	--	--	--
<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.*		46	<b>40</b>	- 14.2%	52	<b>47</b>	- 8.4%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		97.8%	<b>99.4%</b>	+ 1.6%	97.3%	<b>98.1%</b>	+ 0.9%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		1,018	<b>1,143</b>	+ 12.3%	8,086	<b>7,113</b>	- 12.0%

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

