

Multi-Family Housing Activity Report

October 2020



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Oct-2019	Oct-2020	+ / -	YTD 2019	YTD 2020	+ / -
Closed Sales A count of sales that have closed within a given month.		638	679	+ 6.4%	6,196	5,069	- 18.2%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$412,500	\$475,000	+ 15.2%	\$410,000	\$450,000	+ 9.8%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,046	1,473	- 28.0%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.3	2.8	- 15.2%	--	--	--
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.*		43	35	- 17.7%	51	46	- 9.9%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		97.6%	99.4%	+ 1.8%	97.3%	98.3%	+ 1.0%
New Listings A count of the properties that have been newly listed on the market in a given month.		920	1,197	+ 30.1%	9,006	8,314	- 7.7%

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

