

Multi-Family Housing Activity Report

November 2020



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Nov-2019	Nov-2020	+ / -	YTD 2019	YTD 2020	+ / -
Closed Sales A count of sales that have closed within a given month.		615	637	+ 3.6%	6,813	5,734	- 15.8%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$440,000	\$485,000	+ 10.2%	\$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.		1,809	1,348	- 25.5%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		2.9	2.5	- 13.4%	--	--	--
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.*		45	35	- 22.0%	50	45	- 11.0%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		97.7%	99.4%	+ 1.8%	97.3%	98.4%	+ 1.1%
New Listings A count of the properties that have been newly listed on the market in a given month.		624	809	+ 29.6%	9,622	9,122	- 5.2%

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

