

# Multi-Family Housing Activity Report

September 2019



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Sep-2018	Sep-2019	+ / -	YTD 2018	YTD 2019	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		617	<b>622</b>	+ 0.8%	5,421	<b>5,521</b>	+ 1.8%
<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.		\$405,000	<b>\$421,000</b>	+ 4.0%	\$400,000	<b>\$410,000</b>	+ 2.5%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		2,456	<b>1,602</b>	- 34.8%	--	--	--
<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.		4.0	<b>2.5</b>	- 36.2%	--	--	--
<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.*		41	<b>46</b>	+ 12.5%	47	<b>52</b>	+ 9.7%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		98.0%	<b>97.8%</b>	- 0.1%	98.3%	<b>97.3%</b>	- 1.0%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		1,120	<b>1,029</b>	- 8.1%	8,565	<b>8,117</b>	- 5.2%

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

