

# Multi-Family Housing Activity Report

October 2019



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Oct-2018	Oct-2019	+ / -	YTD 2018	YTD 2019	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		765	<b>625</b>	- 18.3%	6,184	<b>6,172</b>	- 0.2%
<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.		\$415,000	<b>\$415,000</b>	0.0%	\$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.		2,460	<b>1,535</b>	- 37.6%	--	--	--
<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.		3.9	<b>2.5</b>	- 37.0%	--	--	--
<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.*		48	<b>43</b>	- 11.7%	47	<b>51</b>	+ 7.3%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		97.3%	<b>97.7%</b>	+ 0.4%	98.2%	<b>97.3%</b>	- 0.8%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		1,065	<b>910</b>	- 14.6%	9,625	<b>9,002</b>	- 6.5%

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

