

Multi-Family Housing Activity Report

November 2019



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Nov-2018	Nov-2019	+ / -	YTD 2018	YTD 2019	+ / -
Closed Sales A count of sales that have closed within a given month.		663	606	- 8.6%	6,848	6,790	- 0.8%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$380,000	\$440,000	+ 15.8%	\$400,000	\$410,250	+ 2.6%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		2,334	1,294	- 44.6%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.7	2.1	- 43.8%	--	--	--
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.*		46	45	- 0.8%	47	50	+ 6.7%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		96.7%	97.6%	+ 0.9%	98.0%	97.4%	- 0.7%
New Listings A count of the properties that have been newly listed on the market in a given month.		749	619	- 17.4%	10,378	9,638	- 7.1%

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

