

Multi-Family Housing Activity Report

January 2021



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Jan-2020	Jan-2021	+ / -	YTD 2020	YTD 2021	+ / -
Closed Sales A count of sales that have closed within a given month.		588	624	+ 6.1%	588	624	+ 6.1%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$425,000	\$480,000	+ 12.9%	\$425,000	\$480,000	+ 12.9%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		1,387	936	- 32.5%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		2.2	1.7	- 24.0%	--	--	--
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.*		50	43	- 13.0%	50	43	- 13.0%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		96.6%	98.6%	+ 2.0%	96.6%	98.6%	+ 2.0%
New Listings A count of the properties that have been newly listed on the market in a given month.		588	630	+ 7.1%	588	630	+ 7.1%

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

