

Multi-Family Housing Activity Report

March 2021



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Mar-2020	Mar-2021	+ / -	YTD 2020	YTD 2021	+ / -
Closed Sales A count of sales that have closed within a given month.		498	634	+ 27.3%	1,450	1,756	+ 21.1%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$440,000	\$459,750	+ 4.5%	\$420,000	\$465,000	+ 10.7%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		1,509	822	- 45.5%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		2.4	1.4	- 42.0%	--	--	--
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.*		59	44	- 24.7%	55	45	- 17.6%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		97.6%	99.7%	+ 2.2%	96.9%	98.9%	+ 2.0%
New Listings A count of the properties that have been newly listed on the market in a given month.		747	987	+ 32.1%	2,012	2,289	+ 13.8%

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

