

# Multi-Family Housing Activity Report

July 2021



**MASSACHUSETTS**  
ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Jul-2020	Jul-2021	+ / -	YTD 2020	YTD 2021	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		577	<b>848</b>	+ 47.0%	3,178	<b>4,817</b>	+ 51.6%
<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.		\$466,000	<b>\$585,000</b>	+ 25.5%	\$430,000	<b>\$520,000</b>	+ 20.9%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		1,583	<b>1,317</b>	- 16.8%	--	--	--
<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.		2.9	<b>1.9</b>	- 34.9%	--	--	--
<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.*		44	<b>27</b>	- 37.2%	49	<b>38</b>	- 23.1%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		98.7%	<b>102.6%</b>	+ 3.9%	97.7%	<b>100.9%</b>	+ 3.3%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		980	<b>1,126</b>	+ 14.9%	4,932	<b>7,017</b>	+ 42.3%

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

