

# Multi-Family Housing Activity Report

August 2021



**MASSACHUSETTS**  
ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Aug-2020	Aug-2021	+ / -	YTD 2020	YTD 2021	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		557	<b>813</b>	+ 46.0%	3,735	<b>5,657</b>	+ 51.5%
<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.		\$470,000	<b>\$555,000</b>	+ 18.1%	\$440,000	<b>\$525,000</b>	+ 19.3%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		1,667	<b>1,341</b>	- 19.6%	--	--	--
<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.		3.2	<b>1.9</b>	- 40.9%	--	--	--
<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.*		46	<b>30</b>	- 35.1%	49	<b>37</b>	- 24.6%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		98.9%	<b>101.1%</b>	+ 2.3%	97.9%	<b>101.0%</b>	+ 3.1%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		1,036	<b>1,072</b>	+ 3.5%	5,968	<b>8,077</b>	+ 35.3%

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

