

Multi-Family Housing Activity Report

January 2020



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Jan-2019	Jan-2020	+ / -	YTD 2019	YTD 2020	+ / -
Closed Sales A count of sales that have closed within a given month.		544	576	+ 5.9%	544	576	+ 5.9%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$394,000	\$425,000	+ 7.9%	\$394,000	\$425,000	+ 7.9%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		1,838	947	- 48.5%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		2.9	1.5	- 48.4%	--	--	--
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.*		56	50	- 10.8%	56	50	- 10.8%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		95.8%	96.6%	+ 0.9%	95.8%	96.6%	+ 0.9%
New Listings A count of the properties that have been newly listed on the market in a given month.		718	592	- 17.5%	718	592	- 17.5%

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

