

# Multi-Family Housing Activity Report

March 2020



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Mar-2019	Mar-2020	+ / -	YTD 2019	YTD 2020	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		535	<b>481</b>	- 10.1%	1,525	<b>1,427</b>	- 6.4%
<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.		\$387,000	<b>\$442,500</b>	+ 14.3%	\$385,000	<b>\$420,000</b>	+ 9.1%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		1,764	<b>947</b>	- 46.3%	--	--	--
<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.		2.8	<b>1.5</b>	- 44.6%	--	--	--
<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.*		68	<b>59</b>	- 13.5%	60	<b>55</b>	- 8.5%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		95.0%	<b>97.5%</b>	+ 2.6%	95.5%	<b>96.8%</b>	+ 1.4%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		885	<b>744</b>	- 15.9%	2,274	<b>2,008</b>	- 11.7%

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

