

Multi-Family Housing Activity Report

December 2019



MASSACHUSETTS ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Dec-2018	Dec-2019	+ / -	YTD 2018	YTD 2019	+ / -
Closed Sales A count of sales that have closed within a given month.		622	644	+ 3.5%	7,470	7,448	- 0.3%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$383,500	\$410,000	+ 6.9%	\$399,000	\$410,000	+ 2.8%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		1,918	981	- 48.9%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		3.1	1.6	- 48.7%	--	--	--
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.*		50	45	- 9.4%	47	50	+ 5.3%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		95.9%	96.9%	+ 1.1%	97.8%	97.3%	- 0.6%
New Listings A count of the properties that have been newly listed on the market in a given month.		486	387	- 20.4%	10,864	10,031	- 7.7%

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

