

# Multi-Family Housing Activity Report

December 2020



**MASSACHUSETTS**  
ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Dec-2019	Dec-2020	+ / -	YTD 2019	YTD 2020	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		664	<b>873</b>	+ 31.5%	7,475	<b>6,626</b>	- 11.4%
<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.		\$410,000	<b>\$464,000</b>	+ 13.2%	\$410,000	<b>\$453,000</b>	+ 10.5%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		1,418	<b>1,038</b>	- 26.8%	--	--	--
<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.		2.3	<b>1.9</b>	- 17.4%	--	--	--
<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.*		45	<b>40</b>	- 10.6%	50	<b>44</b>	- 11.5%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		97.0%	<b>99.3%</b>	+ 2.3%	97.3%	<b>98.5%</b>	+ 1.2%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		387	<b>513</b>	+ 32.6%	10,010	<b>9,639</b>	- 3.7%

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

