# Multi-Family Housing Activity Report

**January 2021**

<table>
<thead>
<tr>
<th>Key Metrics</th>
<th>Historical Sparkbars</th>
<th>Jan-2020</th>
<th>Jan-2021</th>
<th>+ / –</th>
<th>YTD 2020</th>
<th>YTD 2021</th>
<th>+ / –</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Closed Sales</strong></td>
<td></td>
<td>588</td>
<td>624</td>
<td>+ 6.1%</td>
<td>588</td>
<td>624</td>
<td>+ 6.1%</td>
</tr>
<tr>
<td>A count of sales that have closed within a given month.</td>
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<tr>
<td><strong>Median Sales Price</strong></td>
<td></td>
<td>$425,000</td>
<td>$480,000</td>
<td>+ 12.9%</td>
<td>$425,000</td>
<td>$480,000</td>
<td>+ 12.9%</td>
</tr>
<tr>
<td>The point at which half of the homes sold in a given month were priced higher and one half priced lower.</td>
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</tr>
<tr>
<td><strong>Inventory of Homes for Sale</strong></td>
<td></td>
<td>1,387</td>
<td>936</td>
<td>- 32.5%</td>
<td>--</td>
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<tr>
<td>The number of properties available for sale in an active status at the end of the month.</td>
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<td></td>
<td></td>
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<tr>
<td><strong>Months Supply of Homes for Sale</strong></td>
<td></td>
<td>2.2</td>
<td>1.7</td>
<td>- 24.0%</td>
<td>--</td>
<td>--</td>
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<tr>
<td>Compares the number of active listings available to the average monthly pending sales* for the last 12 months.</td>
<td></td>
<td></td>
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<tr>
<td><strong>Cumulative Days on Market</strong></td>
<td></td>
<td>50</td>
<td>43</td>
<td>- 13.0%</td>
<td>50</td>
<td>43</td>
<td>- 13.0%</td>
</tr>
<tr>
<td>The average number of days between when a listing first goes active and when it goes into its final pending status.*</td>
<td></td>
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</tr>
<tr>
<td><strong>Pct. of Org. List Price Received</strong></td>
<td></td>
<td>96.6%</td>
<td>98.6%</td>
<td>+ 2.0%</td>
<td>96.6%</td>
<td>98.6%</td>
<td>+ 2.0%</td>
</tr>
<tr>
<td>The average percentage found when dividing a property’s sales price by the original list price.</td>
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</tr>
<tr>
<td><strong>New Listings</strong></td>
<td></td>
<td>588</td>
<td>630</td>
<td>+ 7.1%</td>
<td>588</td>
<td>630</td>
<td>+ 7.1%</td>
</tr>
<tr>
<td>A count of the properties that have been newly listed on the market in a given month.</td>
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<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

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

All data from the Berkshire County Multiple Listing Service, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. Provided by MAR. Powered by ShowingTime.