

# Multi-Family Housing Activity Report

September 2021



**MASSACHUSETTS**  
ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Sep-2020	Sep-2021	+ / -	YTD 2020	YTD 2021	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		663	<b>844</b>	+ 27.3%	4,397	<b>6,540</b>	+ 48.7%
<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.		\$470,000	<b>\$535,000</b>	+ 13.8%	\$445,000	<b>\$525,000</b>	+ 18.0%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		1,861	<b>1,449</b>	- 22.1%	--	--	--
<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.		3.5	<b>2.0</b>	- 44.1%	--	--	--
<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.*		40	<b>31</b>	- 22.5%	47	<b>36</b>	- 24.1%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		99.3%	<b>100.7%</b>	+ 1.4%	98.1%	<b>100.9%</b>	+ 2.9%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		1,146	<b>1,182</b>	+ 3.1%	7,113	<b>9,289</b>	+ 30.6%

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

