

Multi-Family Housing Activity Report

March 2023



MASSACHUSETTS
ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Mar-2022	Mar-2023	+ / -	YTD 2022	YTD 2023	+ / -
Closed Sales A count of sales that have closed within a given month.		623	466	- 25.2%	1,706	1,146	- 32.8%
Median Sales Price The point at which half of the homes sold in a given month were priced higher and one half priced lower.		\$586,500	\$610,000	+ 4.0%	\$540,000	\$587,900	+ 8.9%
Inventory of Homes for Sale The number of properties available for sale in an active status at the end of the month.		1,353	731	- 46.0%	--	--	--
Months Supply of Homes for Sale Compares the number of active listings available to the average monthly pending sales* for the last 12 months.		1.8	1.3	- 28.6%	--	--	--
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.*		45	54	+ 18.7%	45	51	+ 13.8%
Pct. of Org. List Price Received The average percentage found when dividing a property's sales price by the original list price.		101.6%	97.6%	- 3.9%	100.1%	96.9%	- 3.2%
New Listings A count of the properties that have been newly listed on the market in a given month.		1,014	610	- 39.8%	2,228	1,553	- 30.3%

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

