

# Multi-Family Housing Activity Report

September 2023



**MASSACHUSETTS**  
ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Sep-2022	Sep-2023	+ / -	YTD 2022	YTD 2023	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		672	446	- 33.6%	5,703	3,887	- 31.8%
<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.		\$615,000	\$700,000	+ 13.8%	\$590,000	\$620,000	+ 5.1%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		1,754	932	- 46.9%	--	--	--
<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.		2.7	2.0	- 26.6%	--	--	--
<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.*		34	33	- 4.1%	36	40	+ 12.1%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		98.7%	100.3%	+ 1.6%	101.0%	100.0%	- 0.9%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		819	753	- 8.1%	7,705	5,452	- 29.2%

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

