

# Multi-Family Housing Activity Report

October 2023



**MASSACHUSETTS**  
ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Oct-2022	Oct-2023	+ / -	YTD 2022	YTD 2023	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		559	<b>475</b>	- 15.0%	6,262	<b>4,379</b>	- 30.1%
<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.		\$578,000	<b>\$615,000</b>	+ 6.4%	\$587,600	<b>\$620,000</b>	+ 5.5%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		1,715	<b>951</b>	- 44.5%	--	--	--
<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.		2.8	<b>2.0</b>	- 28.6%	--	--	--
<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.*		40	<b>33</b>	- 17.1%	36	<b>39</b>	+ 8.8%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		97.7%	<b>101.0%</b>	+ 3.4%	100.7%	<b>100.1%</b>	- 0.5%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		688	<b>696</b>	+ 1.2%	8,394	<b>6,146</b>	- 26.8%

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

