

# Multi-Family Housing Activity Report

November 2023



**MASSACHUSETTS**  
ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparkbars	Nov-2022	Nov-2023	+ / -	YTD 2022	YTD 2023	+ / -
<b>Closed Sales</b> A count of sales that have closed within a given month.		550	<b>413</b>	- 24.9%	6,813	<b>4,807</b>	- 29.4%
<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.		\$559,000	<b>\$640,000</b>	+ 14.5%	\$585,000	<b>\$625,000</b>	+ 6.8%
<b>Inventory of Homes for Sale</b> The number of properties available for sale in an active status at the end of the month.		1,508	<b>883</b>	- 41.4%	--	<b>--</b>	--
<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.		2.5	<b>1.9</b>	- 24.4%	--	<b>--</b>	--
<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.*		42	<b>33</b>	- 21.2%	37	<b>39</b>	+ 6.1%
<b>Pct. of Org. List Price Received</b> The average percentage found when dividing a property's sales price by the original list price.		97.9%	<b>99.7%</b>	+ 1.9%	100.4%	<b>100.1%</b>	- 0.4%
<b>New Listings</b> A count of the properties that have been newly listed on the market in a given month.		506	<b>543</b>	+ 7.3%	8,903	<b>6,688</b>	- 24.9%

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

