

MONTHLY MARKET INSIGHTS REPORT

October 2023

Single-Family Homes

The 782 homes sold was the eighteenth highest sales total on record for the month, and lowest total since 2011 (720 homes sold). It was a 12.6 percent decrease in sales volume from the October 2022 sales total of 895 homes sold. Additionally, the median sales price rose to a new record-high price for the month of October at \$829,950, which is a 10.8 percent increase from the October 2022 median sales price of \$749,000.

Condominiums

With 680 condos sold, it was a 10.8 percent decrease from the October 2022 total of 762 units sold. This is the nineteenth highest sales total on record of the month and the least sales since 2011 (542 units sold). The median sales price for condos also reached a new record high for the month of October at \$694,812, which was a 13.7 percent increase from the October 2022 median sales price of \$611,250.

Multi-Family Homes

This month, 142 multi-family homes were sold in Greater Boston, which was a 11.8 percent decrease on the 161 units sold in October 2022.



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Greater Boston Association of REALTORS®

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Data thru 11/09/23

Greater Boston Market Summary



Includes all 64 towns within the GBAR jurisdictional area

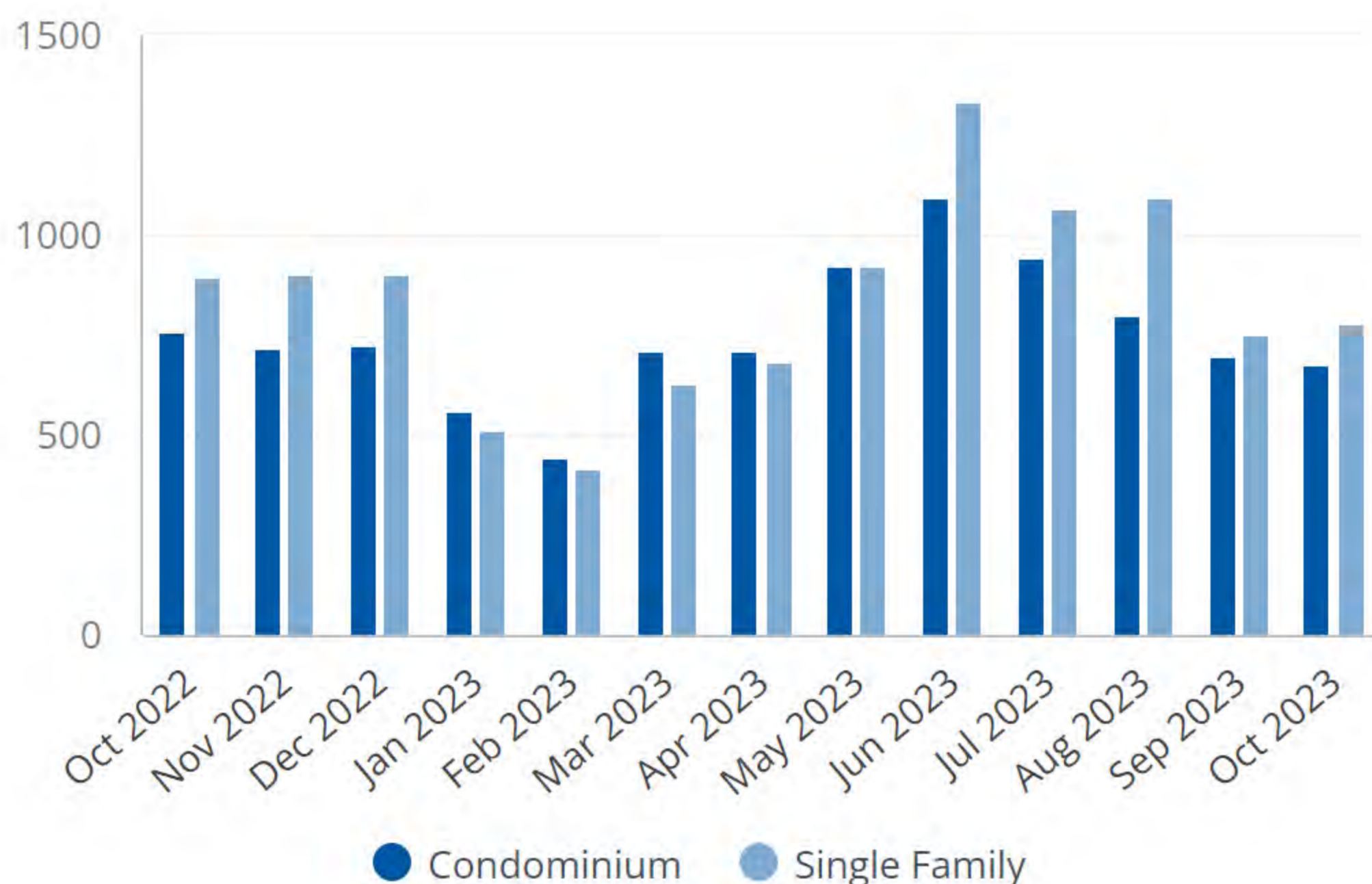
Single Family Homes

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$829,950	\$749,000	↑ 10.8%	\$849,950	↓ -2.4%	\$850,000	\$810,000	↑ 4.9%
Closed Sales	782	895	↓ -12.6%	754	↑ 3.7%	8,209	10,691	↓ -23.2%
New Listings	998	1,130	↓ -11.7%	1,258	↓ -20.7%	10,677	13,785	↓ -22.5%
Pending Sales	870	959	↓ -9.3%	768	↑ 13.3%	8,573	10,776	↓ -20.4%
Median Days on Market	20	21	↓ -4.8%	17	↑ 17.6%	17	16	↑ 6.3%
Price per Square Foot	\$411	\$378	↑ 8.6%	\$404	↑ 1.6%	\$410	\$402	↑ 1.9%
Sold to Original Price Ratio	101.0%	99.4%	↑ 1.6%	101.1%	↓ -0.1%	102.0%	104.4%	↓ -2.3%
Active Inventory	1,395	1,733	↓ -19.5%	1,438	↓ -3.0%	—	—	—
Months Supply of Inventory	1.8	1.9	↓ -7.9%	1.9	↓ -6.5%	—	—	—

Condominiums

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$694,812.5	\$611,250	↑ 13.7%	\$689,000	↑ 0.8%	\$701,950	\$667,500	↑ 5.2%
Closed Sales	680	762	↓ -10.8%	700	↓ -2.9%	7,588	9,479	↓ -19.9%
New Listings	1,023	1,014	↑ 0.9%	1,326	↓ -22.9%	11,017	13,520	↓ -18.5%
Pending Sales	718	731	↓ -1.8%	700	↑ 2.6%	7,768	9,470	↓ -18.0%
Median Days on Market	21	25	↓ -16.0%	19	↑ 10.5%	20	19	↑ 5.3%
Price per Square Foot	\$540	\$546	↓ -1.0%	\$594	↓ -9.1%	\$588	\$573	↑ 2.6%
Sold to Original Price Ratio	100.4%	98.8%	↑ 1.7%	99.7%	↑ 0.7%	99.9%	101.1%	↓ -1.2%
Active Inventory	1,871	2,091	↓ -10.5%	1,869	↑ 0.1%	—	—	—
Months Supply of Inventory	2.8	2.7	↑ 0.3%	2.7	↑ 3.1%	—	—	—

Number of Closed Sales



Median Sales Price



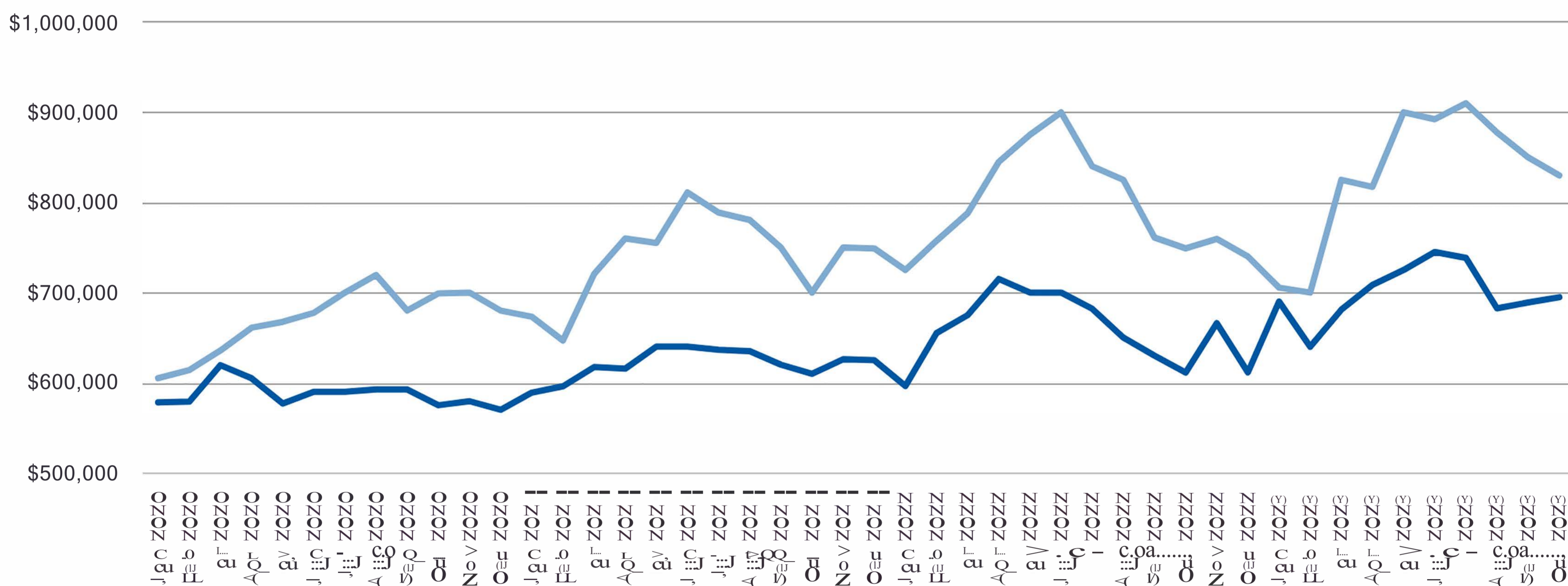
Median Sales Price



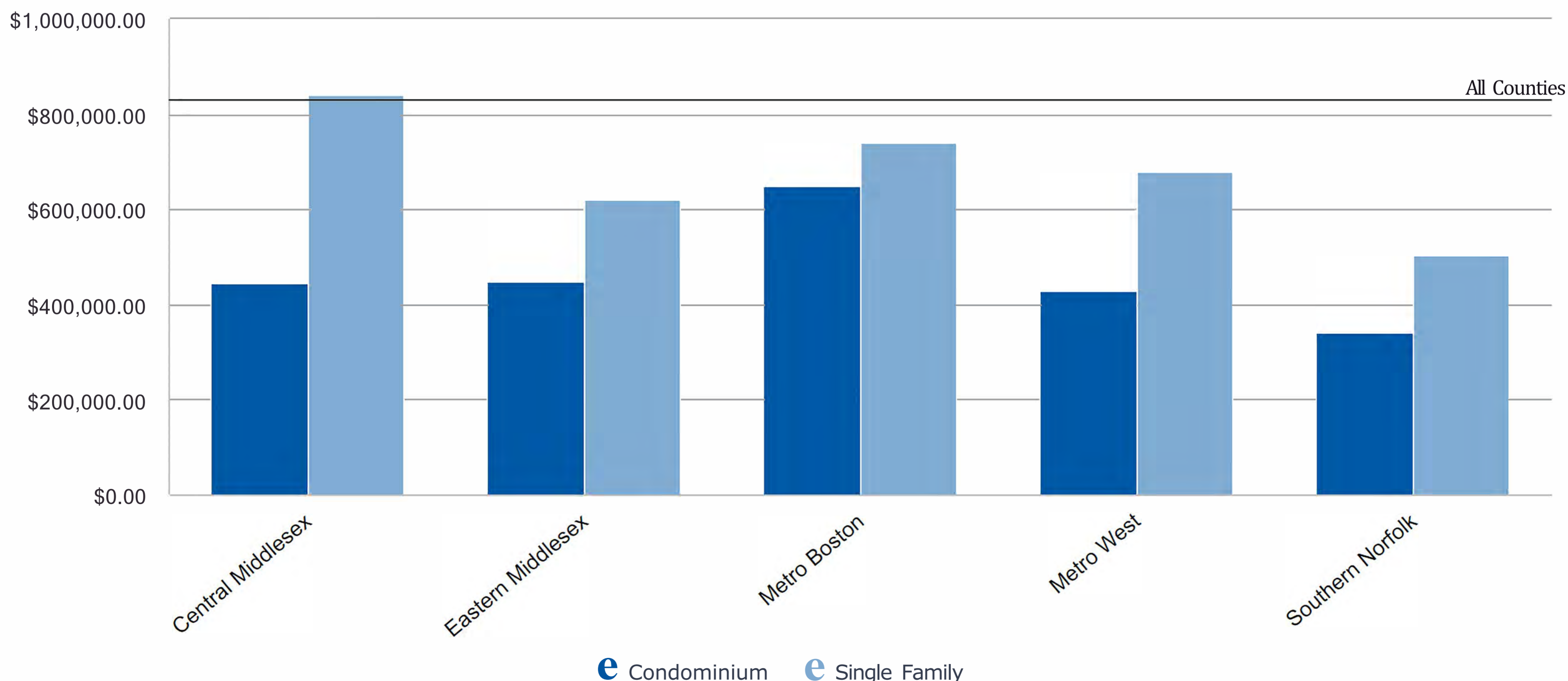
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	October 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$829,950	⚡ -2.4%	⬆️ 10.8%	⬆️ 4.9%
CONDO	\$694,813	⬆️ 0.8%	⬆️ 13.7%	⬆️ 5.2%

Historical Activity



Region Comparison



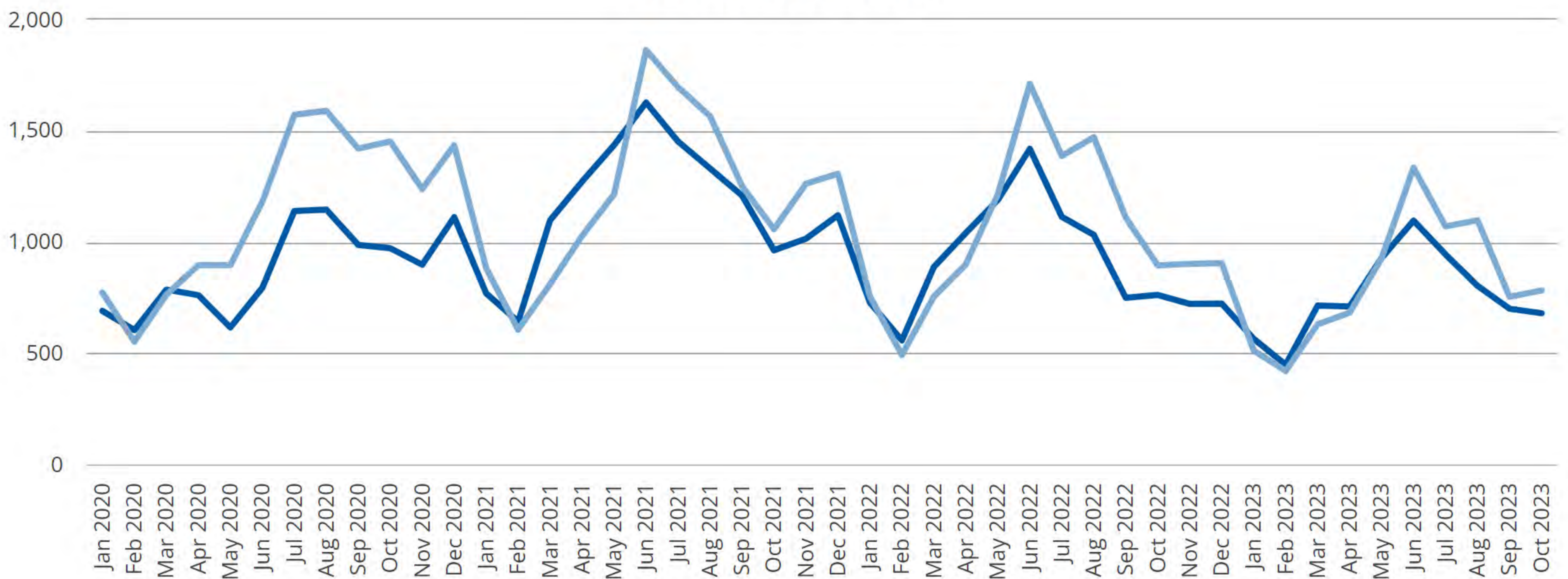
Closed Sales



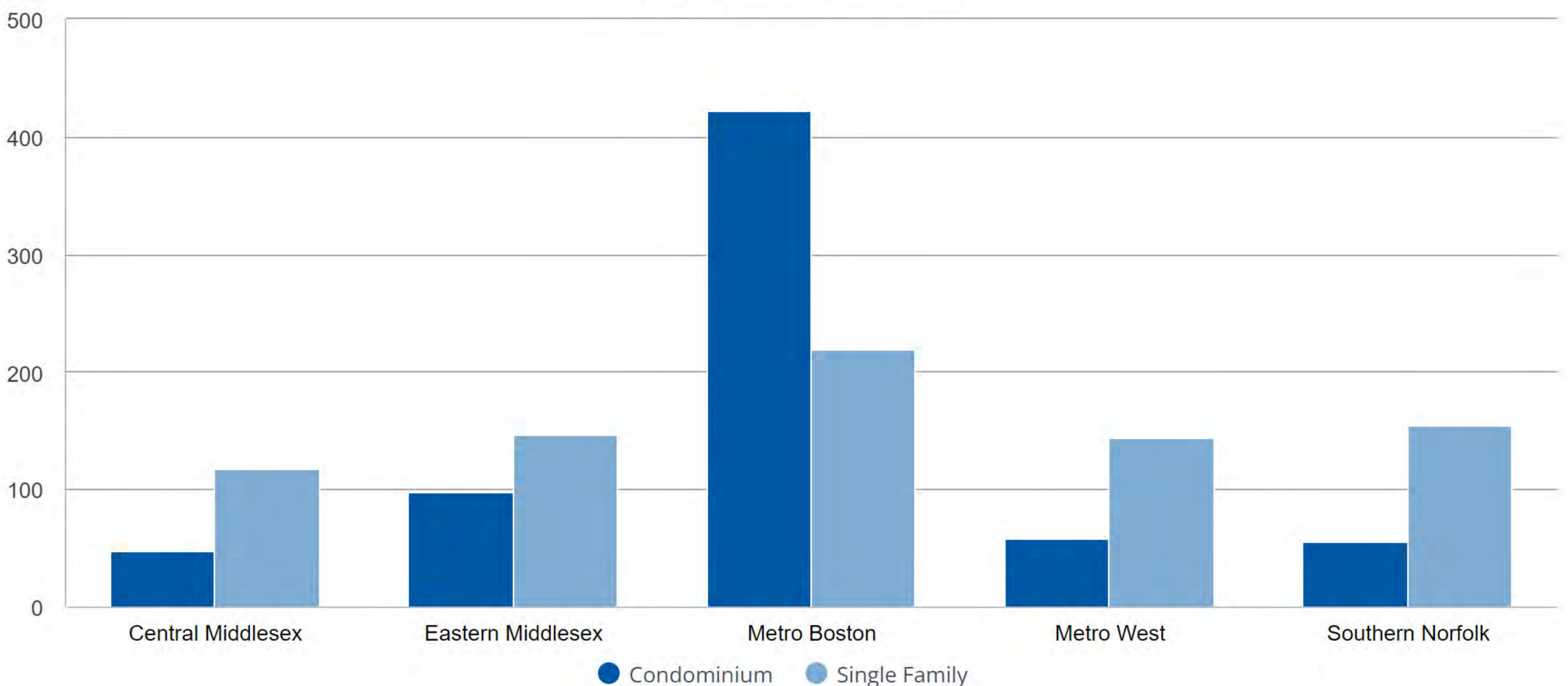
The number of properties that sold.

	October 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	782	⬆️ 3.7%	⬇️ -12.6%	⬇️ -23.2%
CONDO	680	⬇️ -2.9%	⬇️ -10.8%	⬇️ -19.9%

Historical Activity



Region Comparison



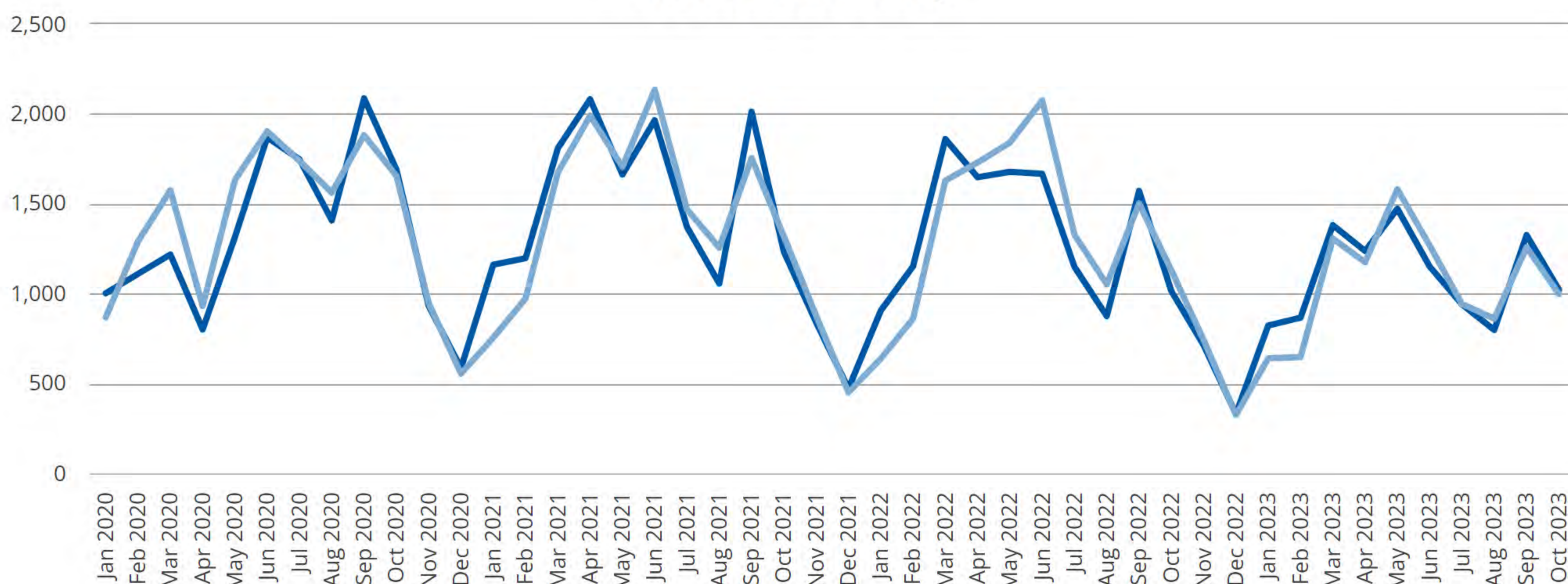
New Listings



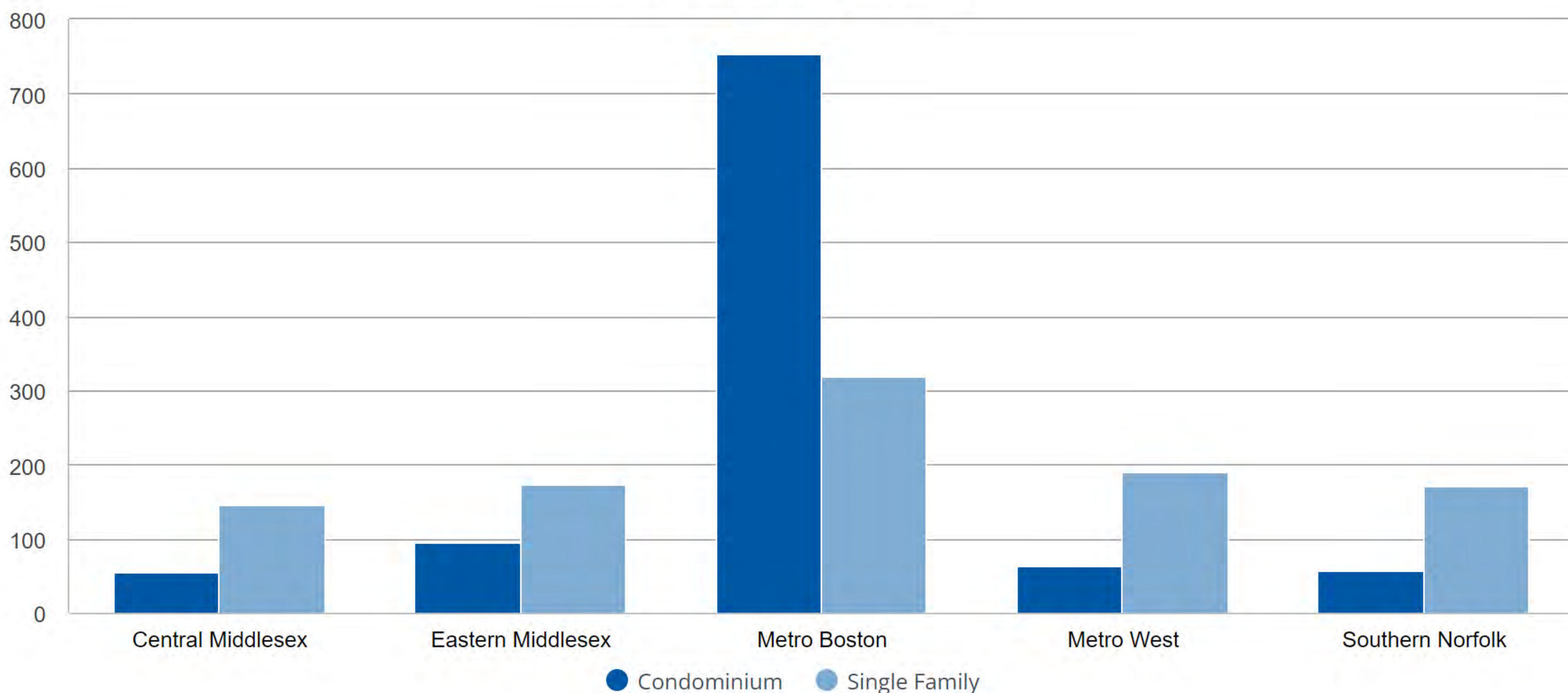
The number of properties listed regardless of current status.

	October 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	998	⚡ -20.7%	⚡ -11.7%	⚡ -22.5%
CONDO	1,023	⚡ -22.9%	⬆️ 0.9%	⚡ -18.5%

Historical Activity



Region Comparison



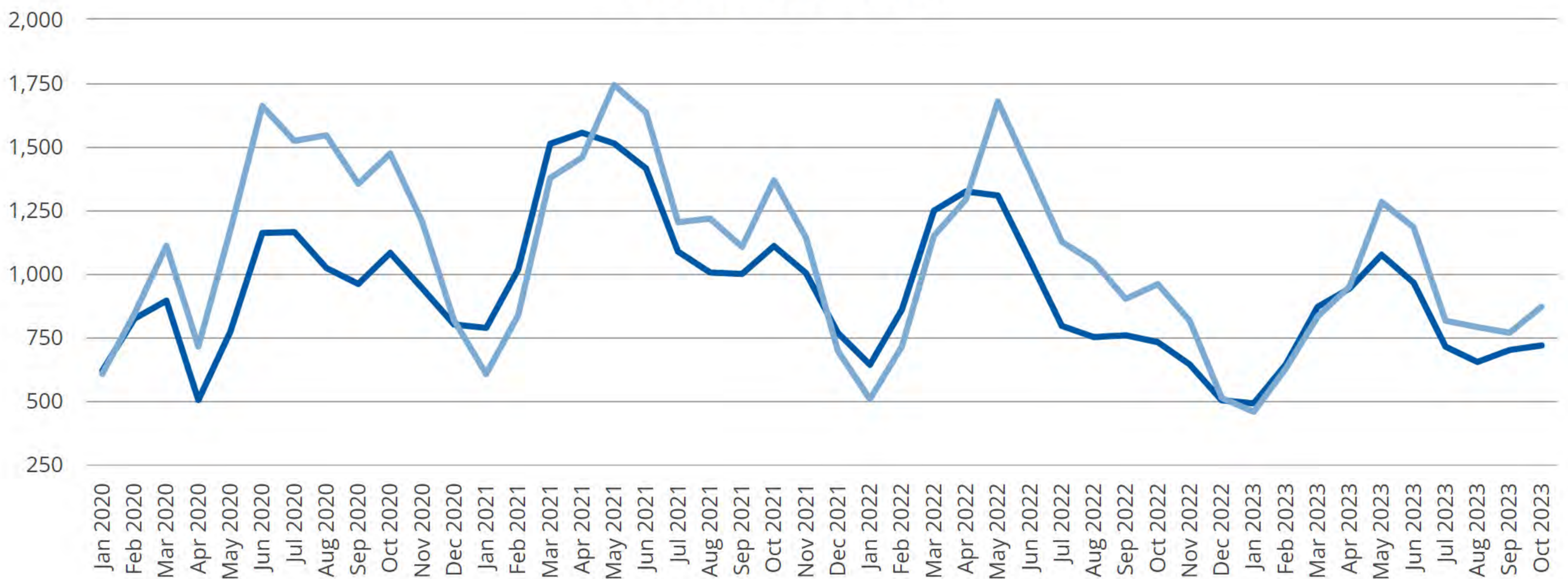
Pending Sales



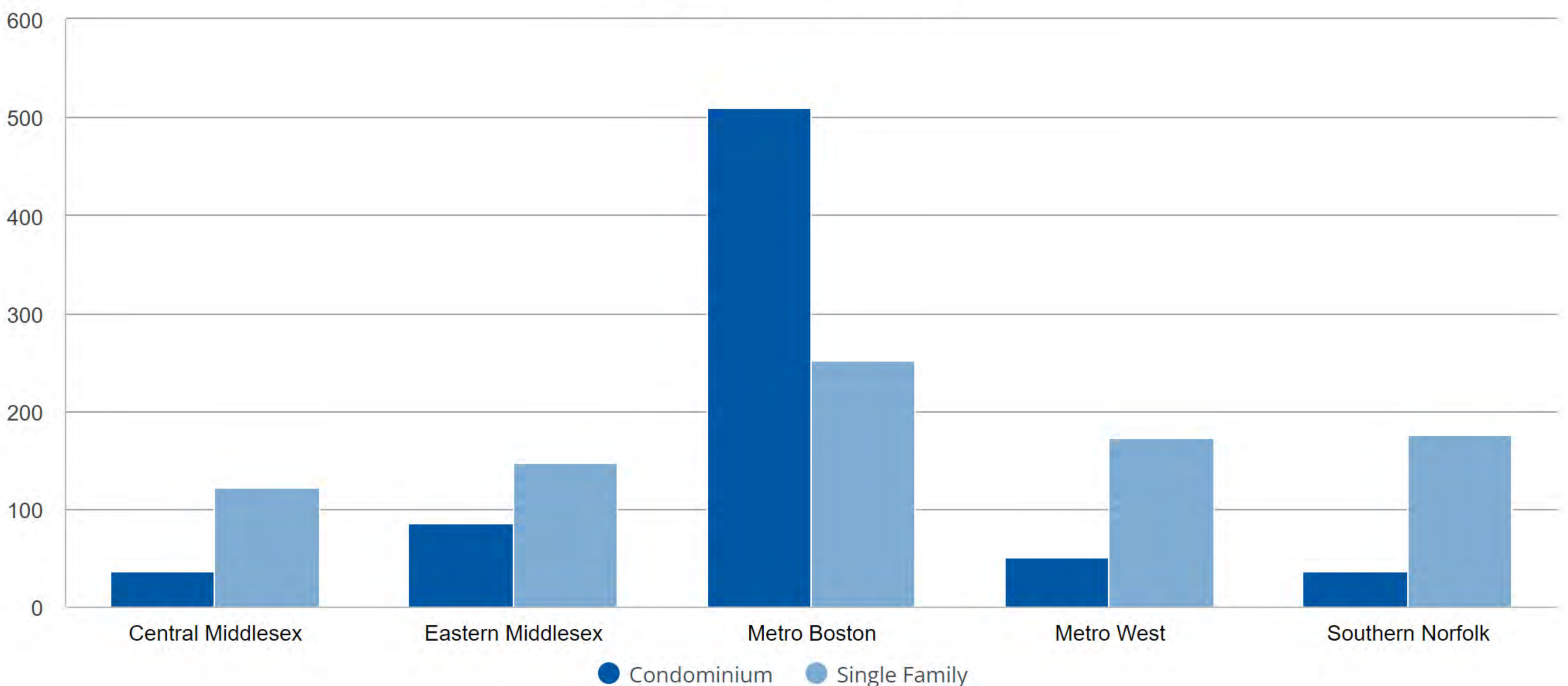
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	October 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	870	⬆️ 13.3%	⬇️ -9.3%	⬇️ -20.4%
CONDO	718	⬆️ 2.6%	⬇️ -1.8%	⬇️ -18.0%

Historical Activity



Region Comparison



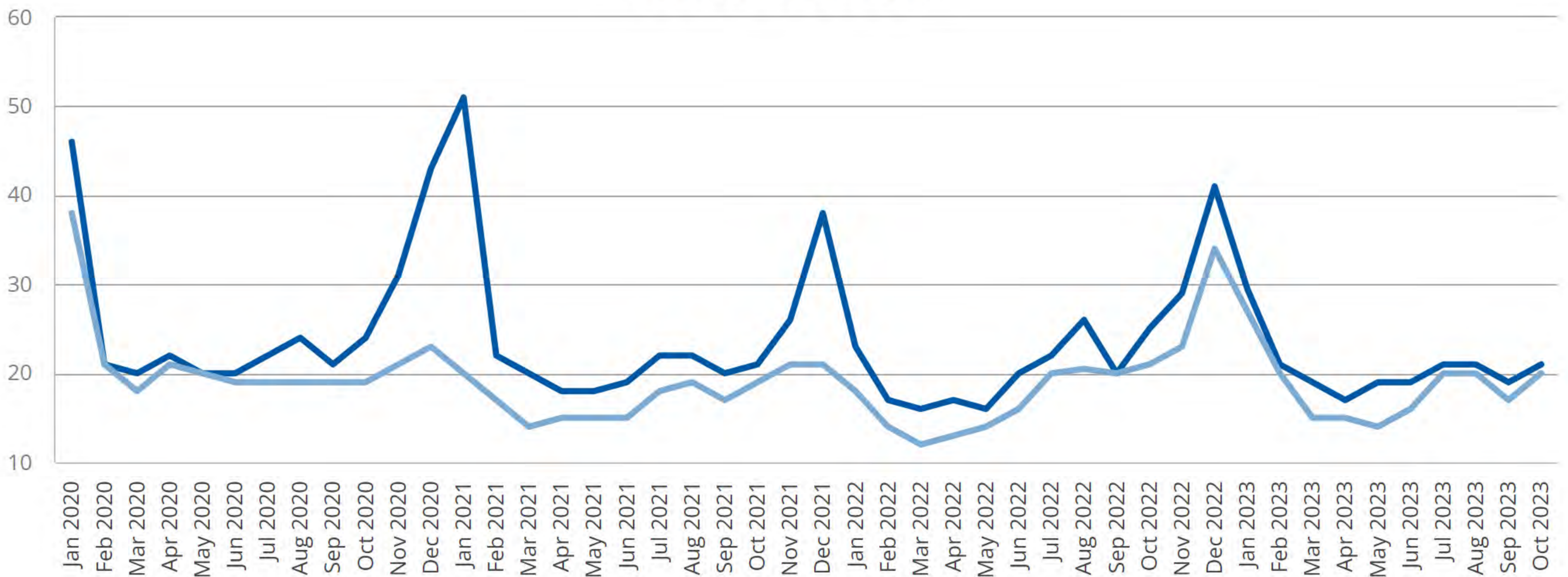
Days on Market



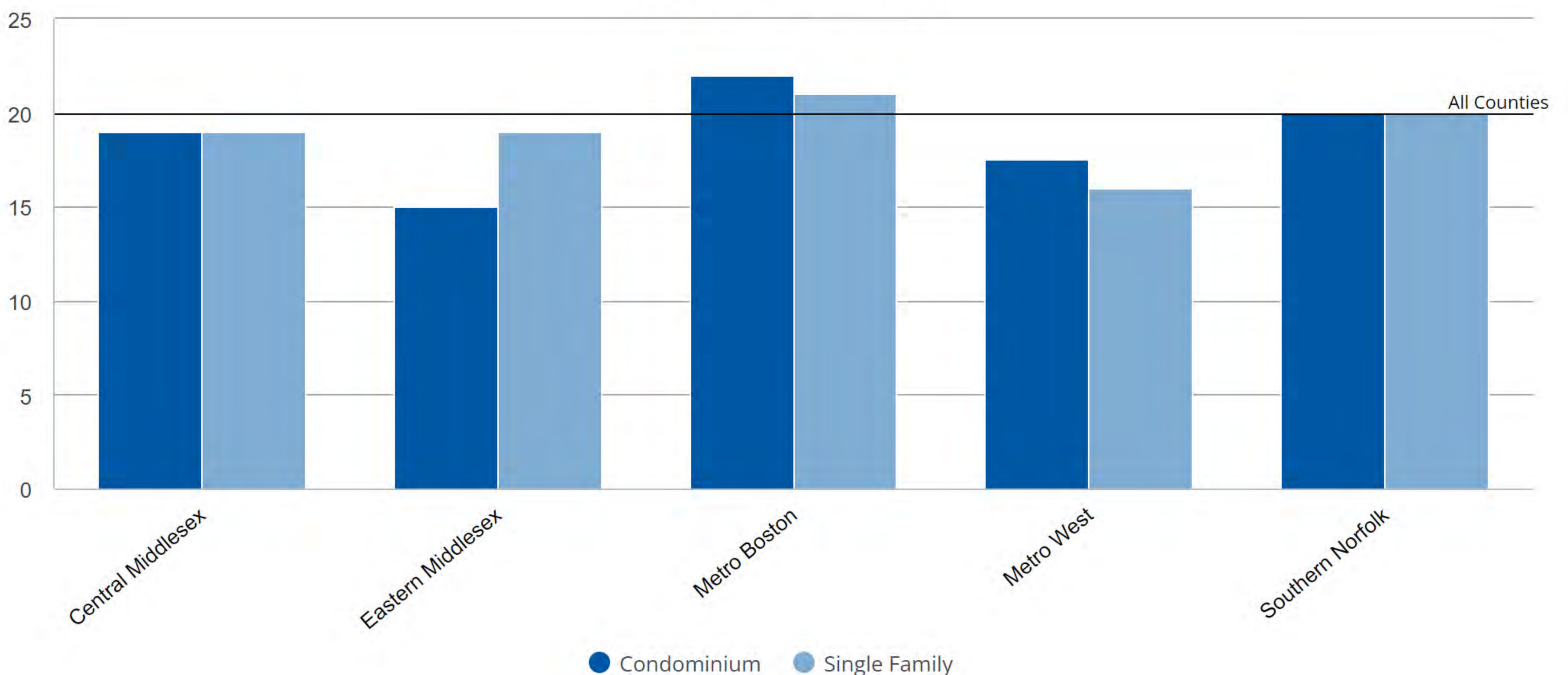
The median number of days between when a property is listed and the purchase contract date.

	October 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	20	⬆️ 17.6%	⬇️ -4.8%	⬆️ 6.3%
CONDO	21	⬆️ 10.5%	⬇️ -16.0%	⬆️ 5.3%

Historical Activity



Region Comparison



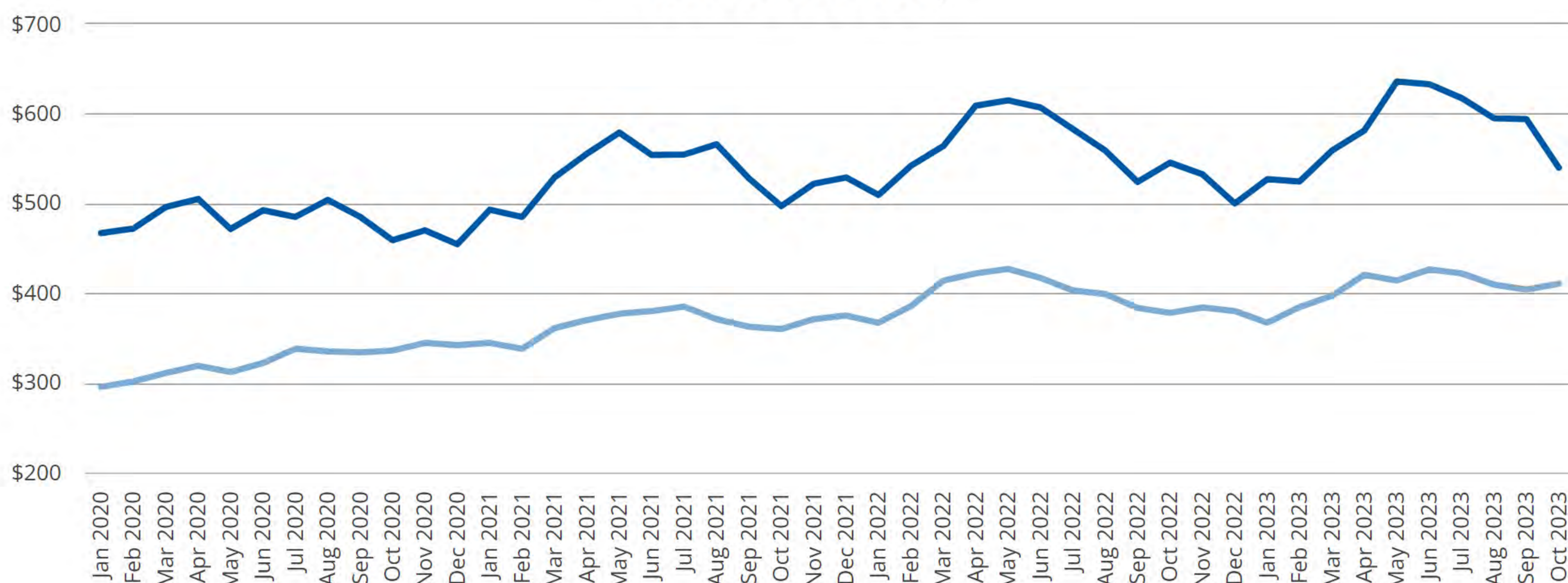
Price per Square Foot



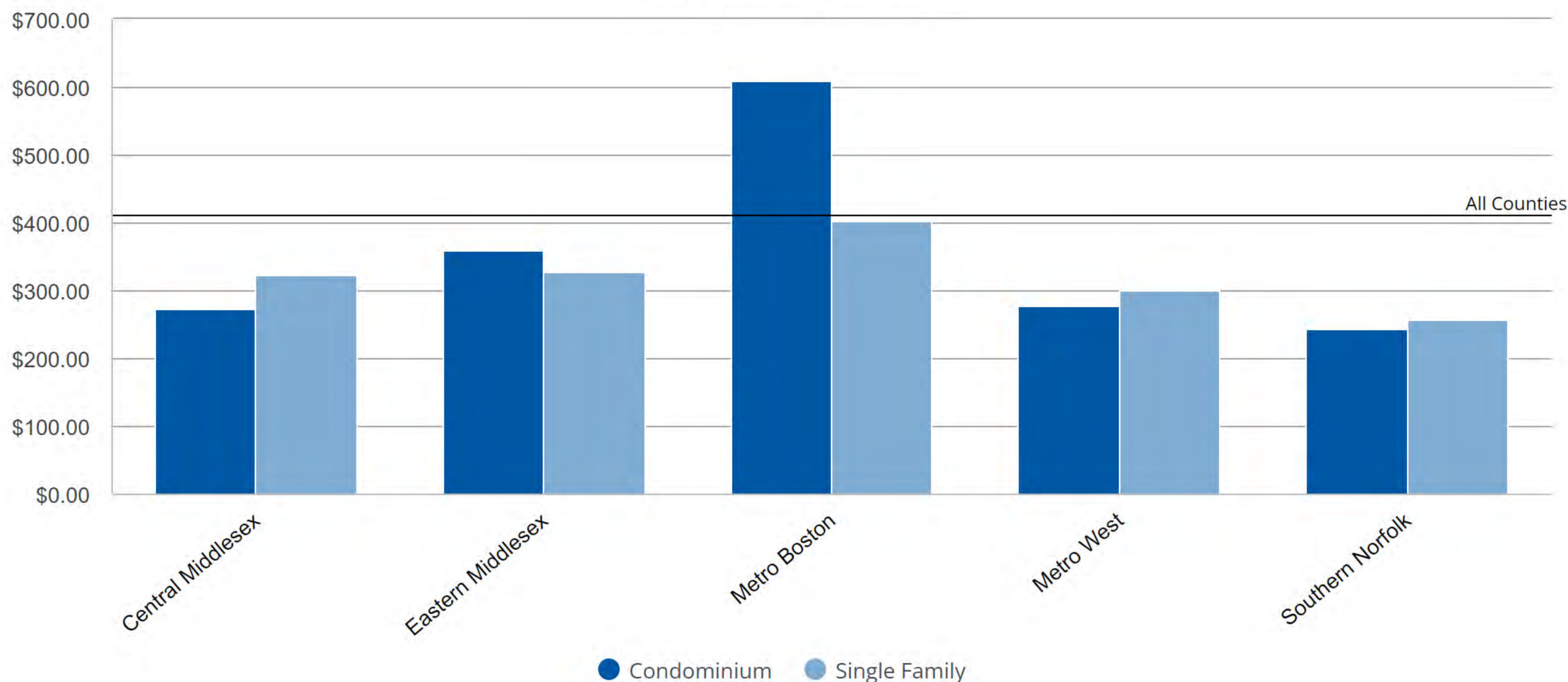
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	October 2023	Month over Month Change		Year over Year Change		Year to Date Change	
SFH	\$411	⬆️	1.6%	⬆️	8.6%	⬆️	1.9%
CONDO	\$540	⬇️	-9.1%	⬇️	-1.0%	⬆️	2.6%

Historical Activity



Region Comparison



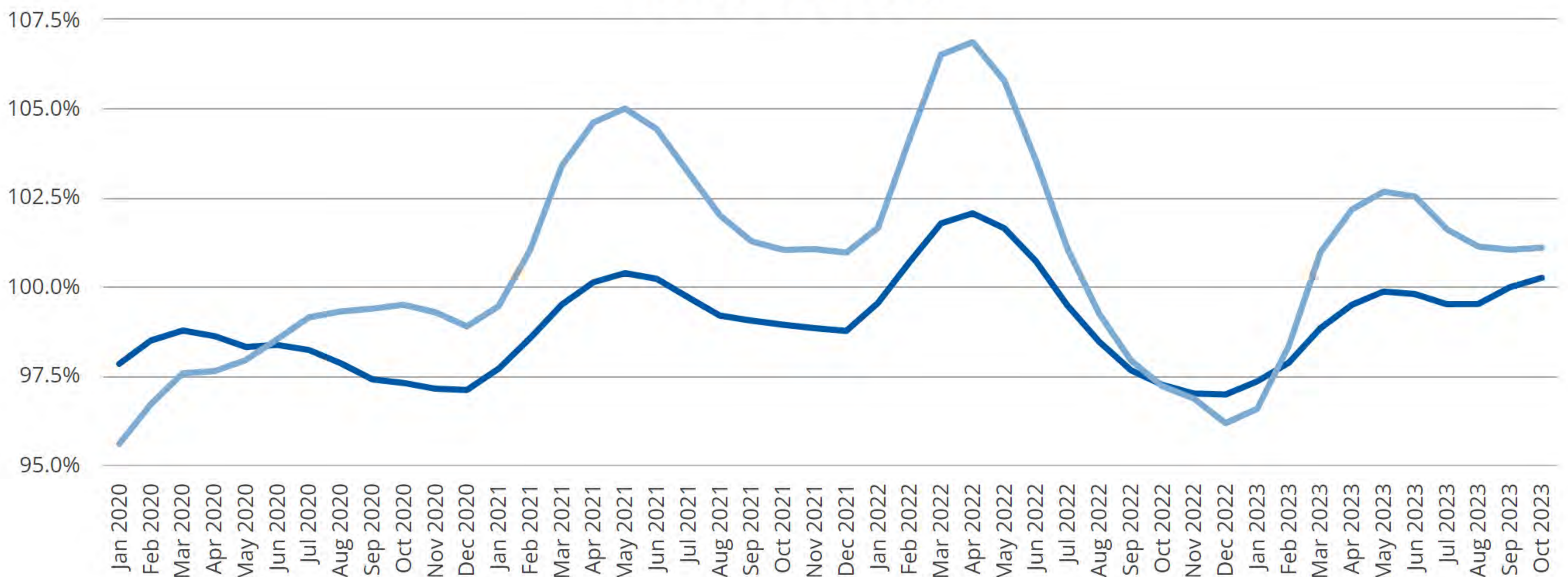
Sold to Original Price Ratio



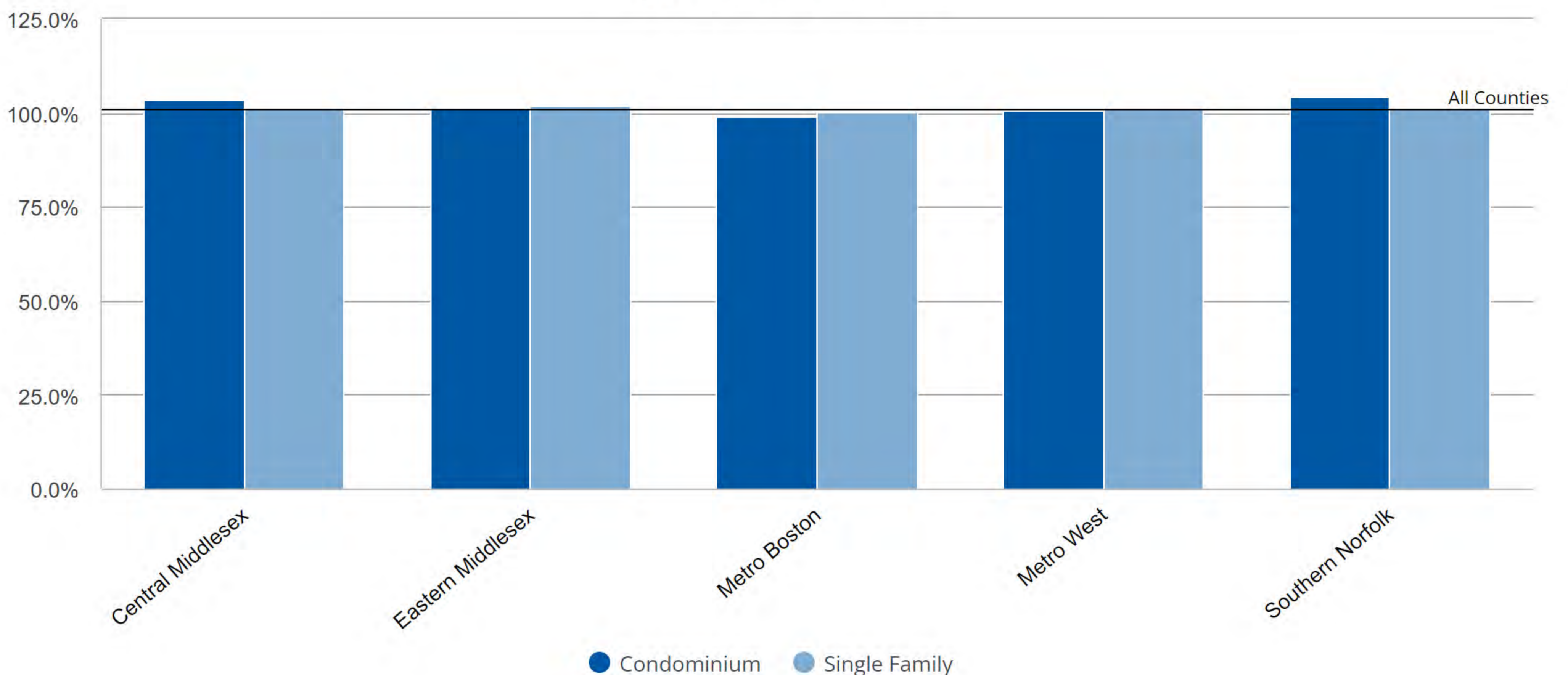
The average of the sales price divided by the original list price expressed as a percentage.

	October 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	101.1%	⬆️ 0.1%	⬆️ 4.0%	⬆️ -1.3%
CONDO	100.2%	⬆️ 0.3%	⬆️ 3.1%	⬆️ -0.9%

Historical Activity



Region Comparison



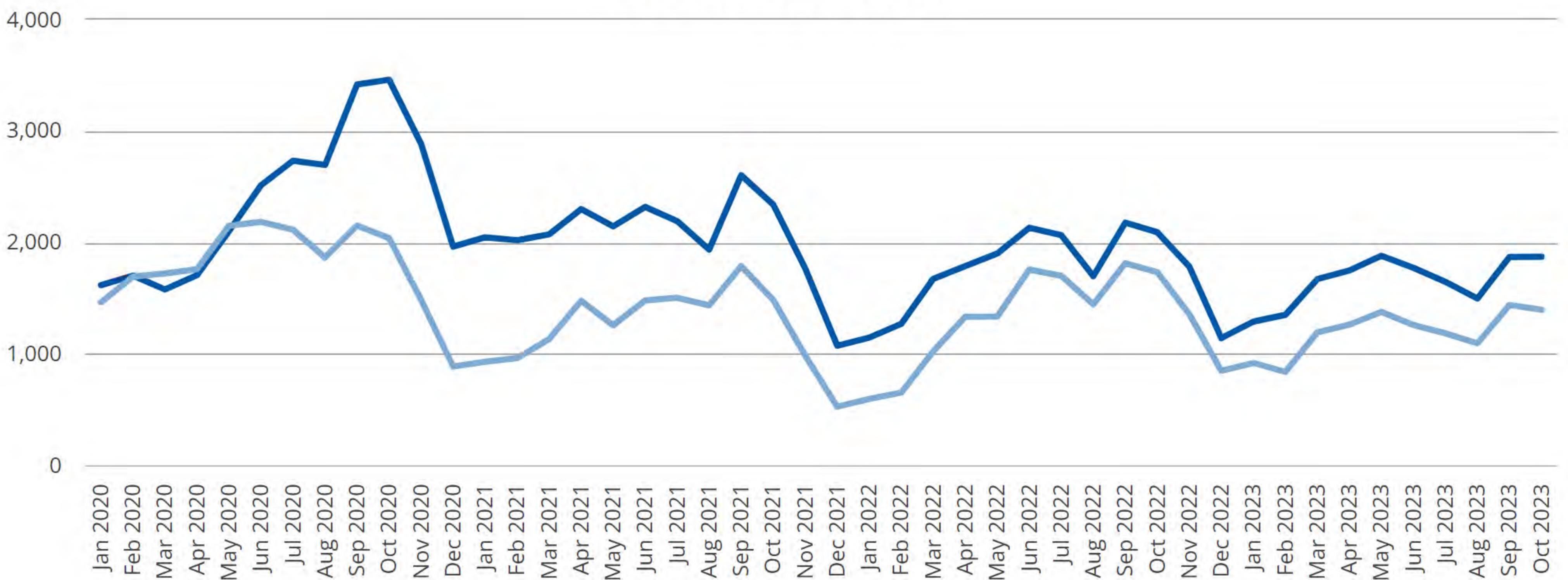
Active Inventory



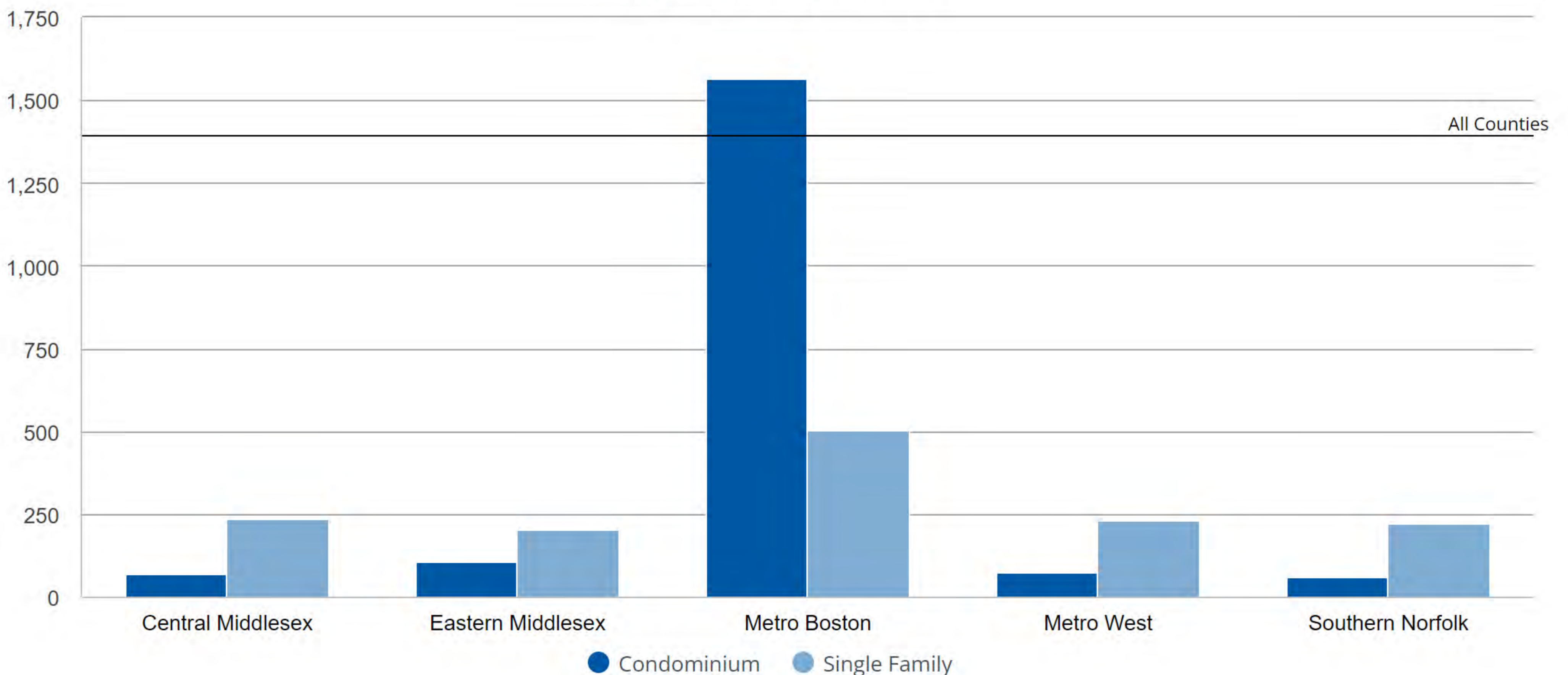
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	October 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,395	⚡ -3.0%	⚡ -19.5%	—
CONDO	1,871	⬆️ 0.1%	⚡ -10.5%	—

Historical Activity



Region Comparison



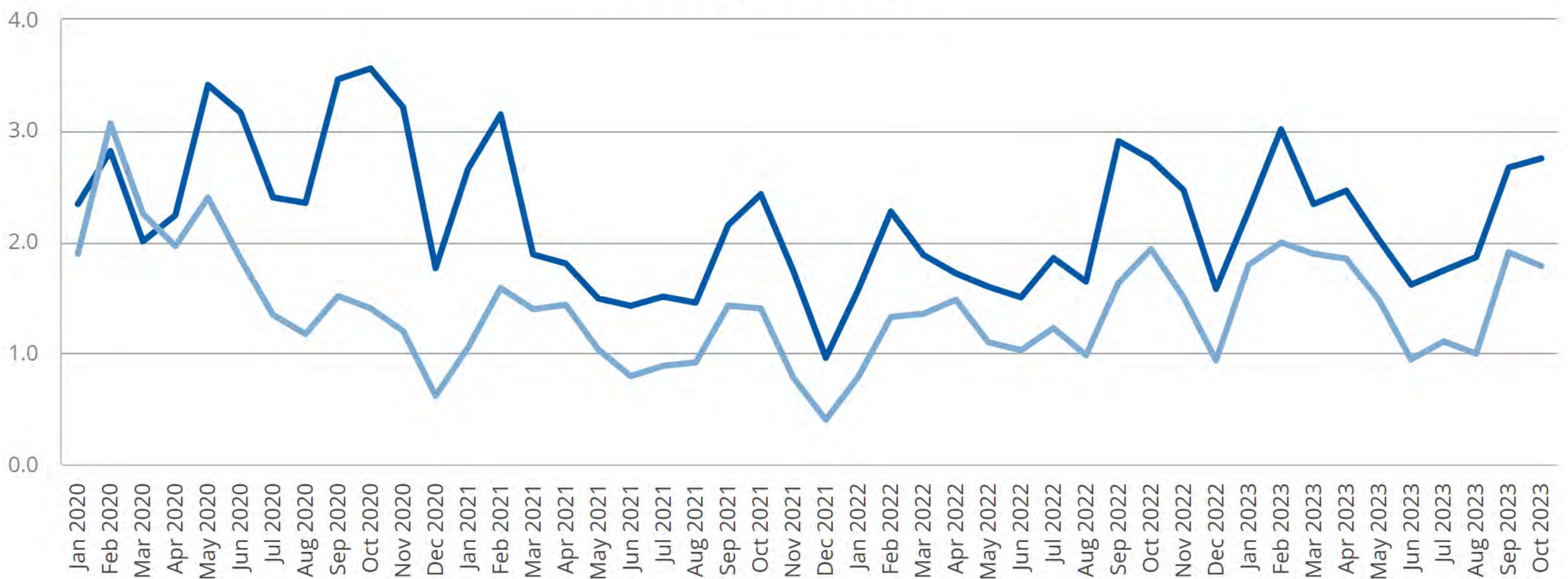
Months Supply of Inventory



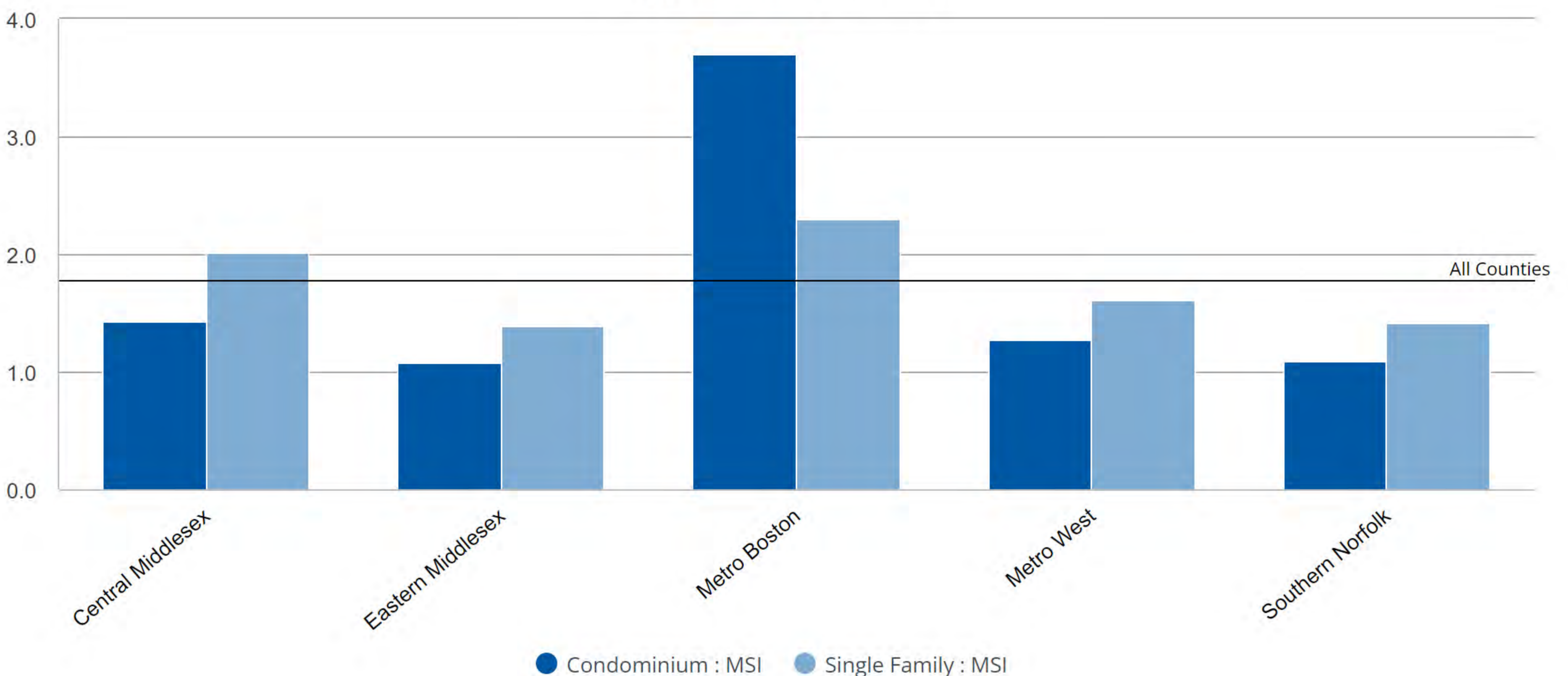
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	October 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1.8	⚡ -6.5%	⚡ -7.9%	—
CONDO	2.8	⬆️ 3.1%	⬆️ 0.3%	—

Historical Activity



Region Comparison



Central Middlesex Region



Acton, Bedford, Boxborough, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

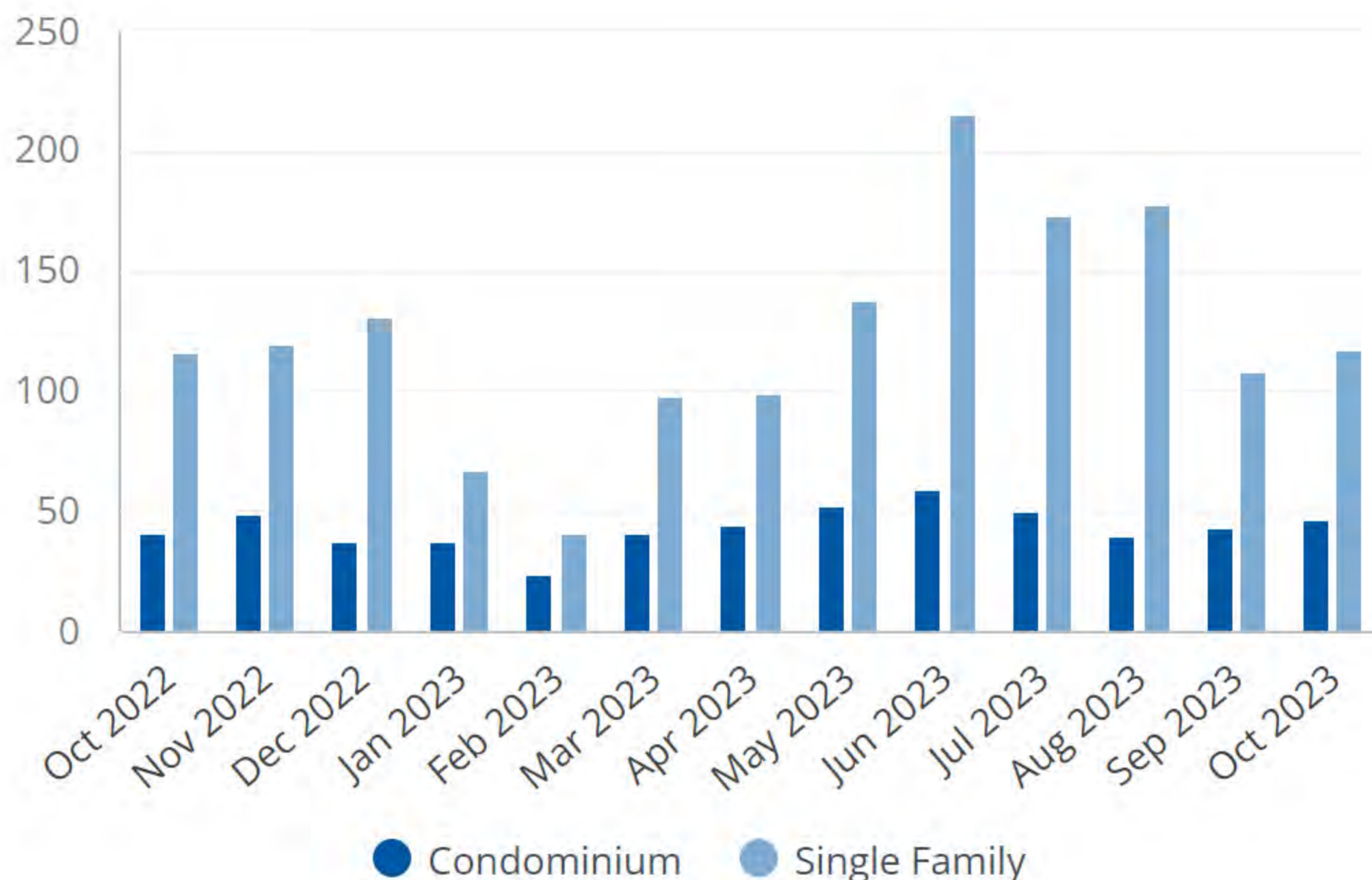
Single Family Homes

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,088,750	\$950,000	⬆️ 14.6%	\$1,080,000	⬆️ 0.8%	\$1,187,500	\$1,080,000	⬆️ 10.0%
Closed Sales	118	116	⬆️ 1.7%	109	⬆️ 8.3%	1,238	1,541	⬆️ -19.7%
New Listings	145	142	⬆️ 2.1%	173	⬆️ -16.2%	1,614	2,056	⬆️ -21.5%
Pending Sales	122	142	⬆️ -14.1%	109	⬆️ 11.9%	1,291	1,584	⬆️ -18.5%
Median Days on Market	19	21	⬆️ -9.5%	17	⬆️ 11.8%	16	16	⬆️ 0.0%
Price per Square Foot	\$428	\$372	⬆️ 14.9%	\$411	⬆️ 4.0%	\$418	\$408	⬆️ 2.5%
Sold to Original Price Ratio	101.3%	100.5%	⬆️ 0.8%	101.2%	⬆️ 0.0%	102.5%	106.3%	⬆️ -3.6%
Active Inventory	237	282	⬆️ -16.0%	246	⬆️ -3.7%	—	—	—
Months Supply of Inventory	2.0	2.4	⬆️ -17.4%	2.3	⬆️ -11.0%	—	—	—

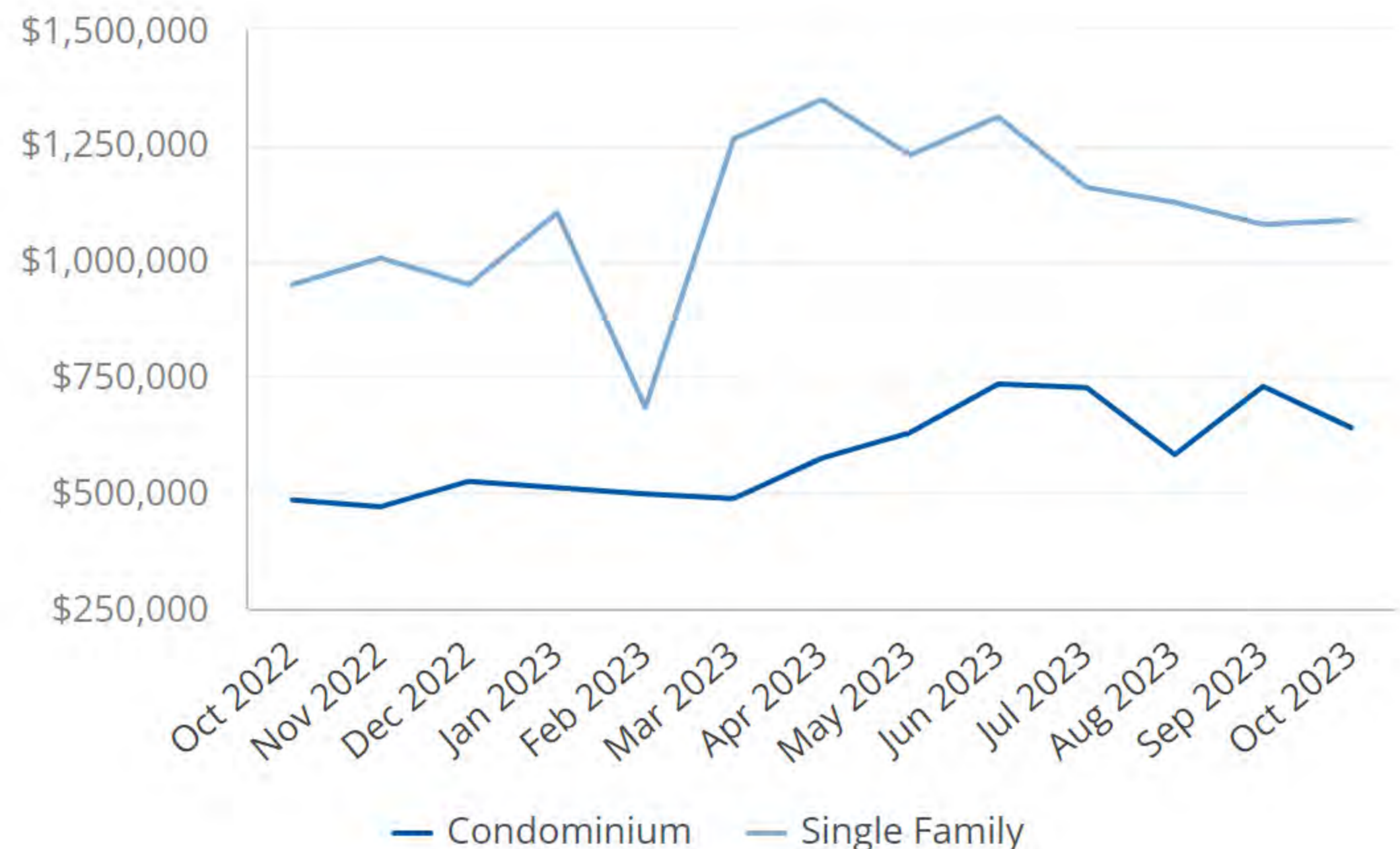
Condominiums

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$640,500	\$485,000	⬆️ 32.1%	\$730,000	⬆️ -12.3%	\$600,000	\$570,000	⬆️ 5.3%
Closed Sales	47	41	⬆️ 14.6%	43	⬆️ 9.3%	440	472	⬆️ -6.8%
New Listings	54	52	⬆️ 3.8%	52	⬆️ 3.8%	547	620	⬆️ -11.8%
Pending Sales	37	50	⬆️ -26.0%	37	⬆️ 0.0%	445	491	⬆️ -9.4%
Median Days on Market	19	20.5	⬆️ -7.3%	16	⬆️ 18.8%	17	16	⬆️ 6.3%
Price per Square Foot	\$358	\$322	⬆️ 11.2%	\$388	⬆️ -7.7%	\$359	\$333	⬆️ 8.0%
Sold to Original Price Ratio	103.1%	101.6%	⬆️ 1.6%	102.6%	⬆️ 0.5%	102.1%	104.8%	⬆️ -2.6%
Active Inventory	67	93	⬆️ -28.0%	58	⬆️ 15.5%	—	—	—
Months Supply of Inventory	1.4	2.3	⬆️ -37.2%	1.3	⬆️ 5.7%	—	—	—

Number of Closed Sales



Median Sales Price



Eastern Middlesex Region



Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

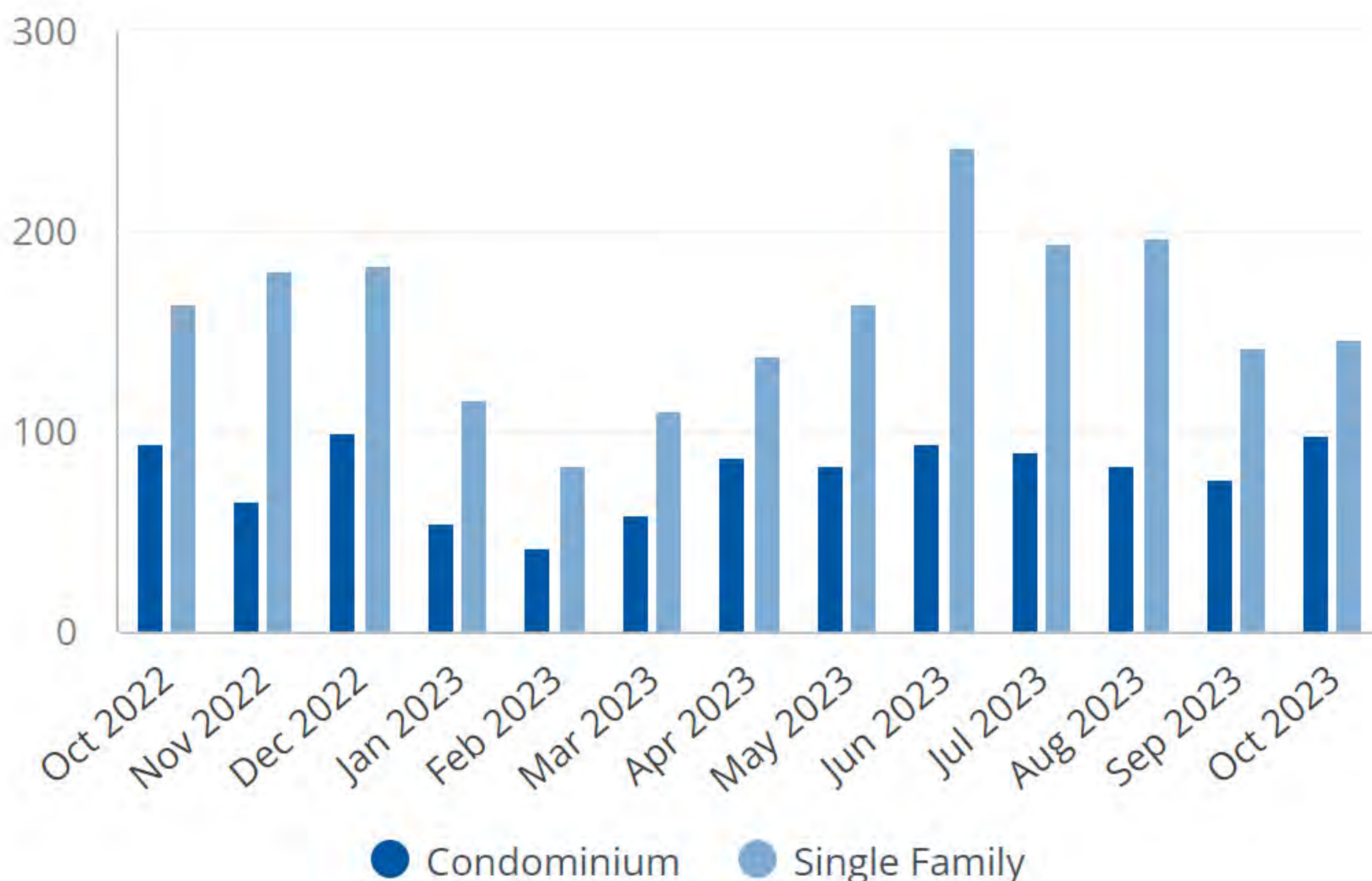
Single Family Homes

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$801,500	\$725,000	↑ 10.6%	\$836,000	↓ -4.1%	\$781,500	\$765,000	↑ 2.2%
Closed Sales	146	165	↓ -11.5%	143	↑ 2.1%	1,536	2,014	↓ -23.7%
New Listings	173	205	↓ -15.6%	222	↓ -22.1%	1,823	2,521	↓ -27.7%
Pending Sales	148	175	↓ -15.4%	145	↑ 2.1%	1,574	2,043	↓ -23.0%
Median Days on Market	19	21	↓ -9.5%	16	↑ 18.8%	16	16	↔ 0.0%
Price per Square Foot	\$432	\$379	↑ 14.0%	\$405	↑ 6.7%	\$406	\$406	↔ 0.0%
Sold to Original Price Ratio	102.0%	99.0%	↑ 3.0%	102.0%	↓ 0.0%	102.8%	105.0%	↓ -2.1%
Active Inventory	202	269	↓ -24.9%	203	↓ -0.5%	—	—	—
Months Supply of Inventory	1.4	1.6	↓ -15.1%	1.4	↓ -2.5%	—	—	—

Condominiums

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$605,000	\$554,900	↑ 9.0%	\$639,900	↓ -5.5%	\$603,000	\$561,500	↑ 7.4%
Closed Sales	98	95	↑ 3.2%	77	↑ 27.3%	769	950	↓ -19.1%
New Listings	95	93	↑ 2.2%	120	↓ -20.8%	1,027	1,173	↓ -12.4%
Pending Sales	85	65	↑ 30.8%	93	↓ -8.6%	854	953	↓ -10.4%
Median Days on Market	15	19	↓ -21.1%	16	↓ -6.3%	16	17	↓ -5.9%
Price per Square Foot	\$462	\$449	↑ 2.9%	\$515	↓ -10.3%	\$448	\$442	↑ 1.4%
Sold to Original Price Ratio	101.4%	100.4%	↑ 1.0%	102.4%	↓ -1.0%	101.4%	102.3%	↓ -1.0%
Active Inventory	106	132	↓ -19.7%	115	↓ -7.8%	—	—	—
Months Supply of Inventory	1.1	1.4	↓ -22.2%	1.5	↓ -27.6%	—	—	—

Number of Closed Sales



Median Sales Price



Metro Boston Region



Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

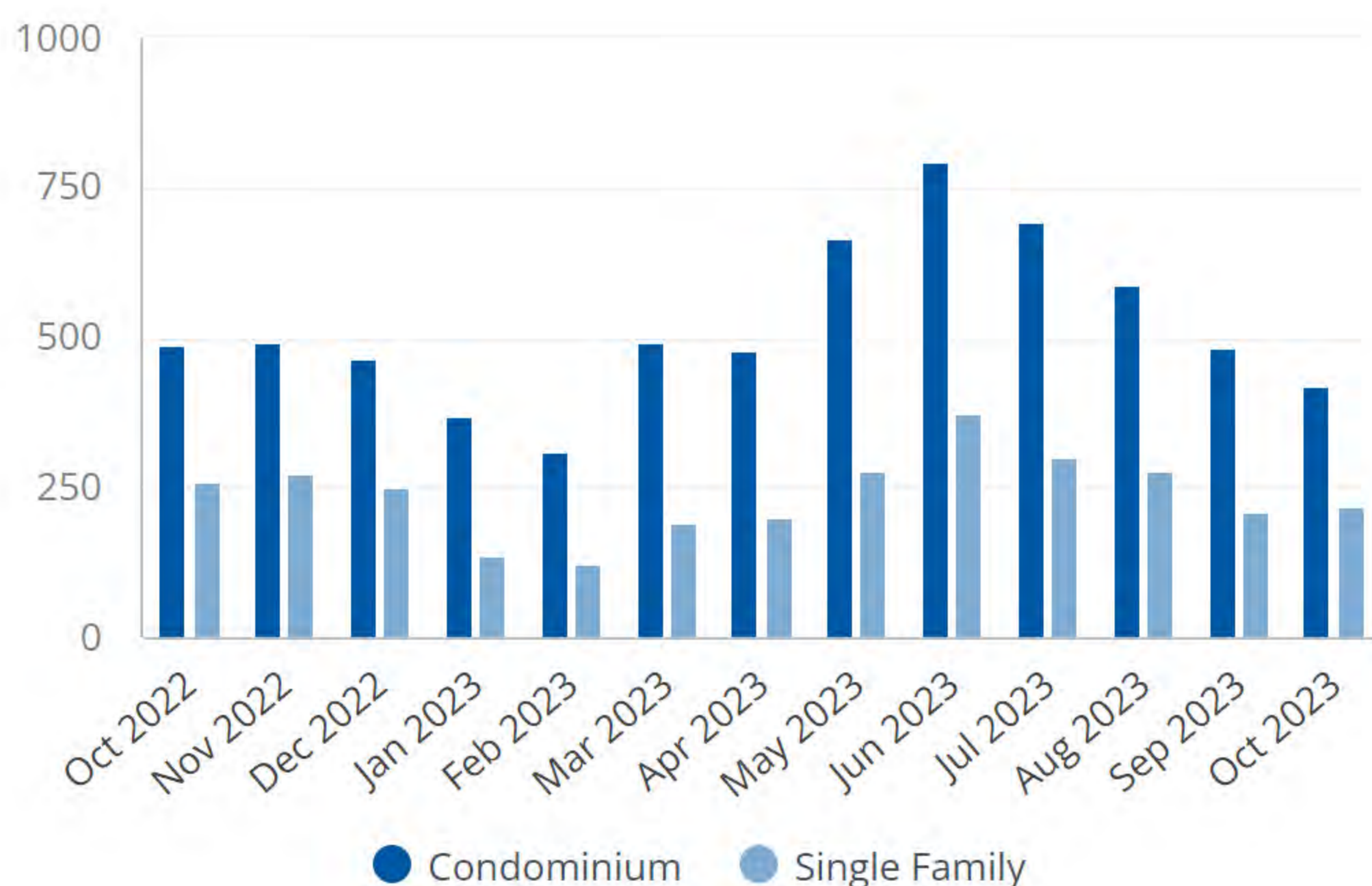
Single Family Homes

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$900,000	\$818,900	↑ 9.9%	\$930,000	↓ -3.2%	\$945,050	\$910,000	↑ 3.9%
Closed Sales	219	262	↓ -16.4%	211	↑ 3.8%	2,313	2,986	↓ -22.5%
New Listings	319	378	↓ -15.6%	424	↓ -24.8%	3,321	4,122	↓ -19.4%
Pending Sales	252	280	↓ -10.0%	229	↑ 10.0%	2,436	3,011	↓ -19.1%
Median Days on Market	21	22	↓ -4.5%	17	↑ 23.5%	18	17	↑ 5.9%
Price per Square Foot	\$484	\$470	↑ 3.0%	\$475	↑ 1.9%	\$501	\$490	↑ 2.2%
Sold to Original Price Ratio	99.6%	98.1%	↑ 1.6%	100.3%	↓ -0.7%	101.0%	103.2%	↓ -2.1%
Active Inventory	504	599	↓ -15.9%	495	↑ 1.8%	—	—	—
Months Supply of Inventory	2.3	2.3	↑ 0.7%	2.3	↓ -1.9%	—	—	—

Condominiums

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$765,000	\$680,000	↑ 12.5%	\$743,000	↑ 3.0%	\$770,000	\$730,000	↑ 5.5%
Closed Sales	422	489	↓ -13.7%	486	↓ -13.2%	5,302	6,668	↓ -20.5%
New Listings	754	724	↑ 4.1%	1,036	↓ -27.2%	8,205	10,096	↓ -18.7%
Pending Sales	509	507	↑ 0.4%	458	↑ 11.1%	5,428	6,687	↓ -18.8%
Median Days on Market	22	27	↓ -18.5%	20	↑ 10.0%	21	20	↑ 5.0%
Price per Square Foot	\$678	\$657	↑ 3.2%	\$683	↓ -0.7%	\$709	\$692	↑ 2.5%
Sold to Original Price Ratio	99.3%	97.7%	↑ 1.6%	98.8%	↑ 0.5%	99.1%	100.1%	↓ -1.0%
Active Inventory	1,564	1,675	↓ -6.6%	1,582	↓ -1.1%	—	—	—
Months Supply of Inventory	3.7	3.4	↑ 8.2%	3.3	↑ 13.9%	—	—	—

Number of Closed Sales



Median Sales Price



Metro West Region



Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield, Medway, Millis, Natick, Needham, Sherborn, Wellesley

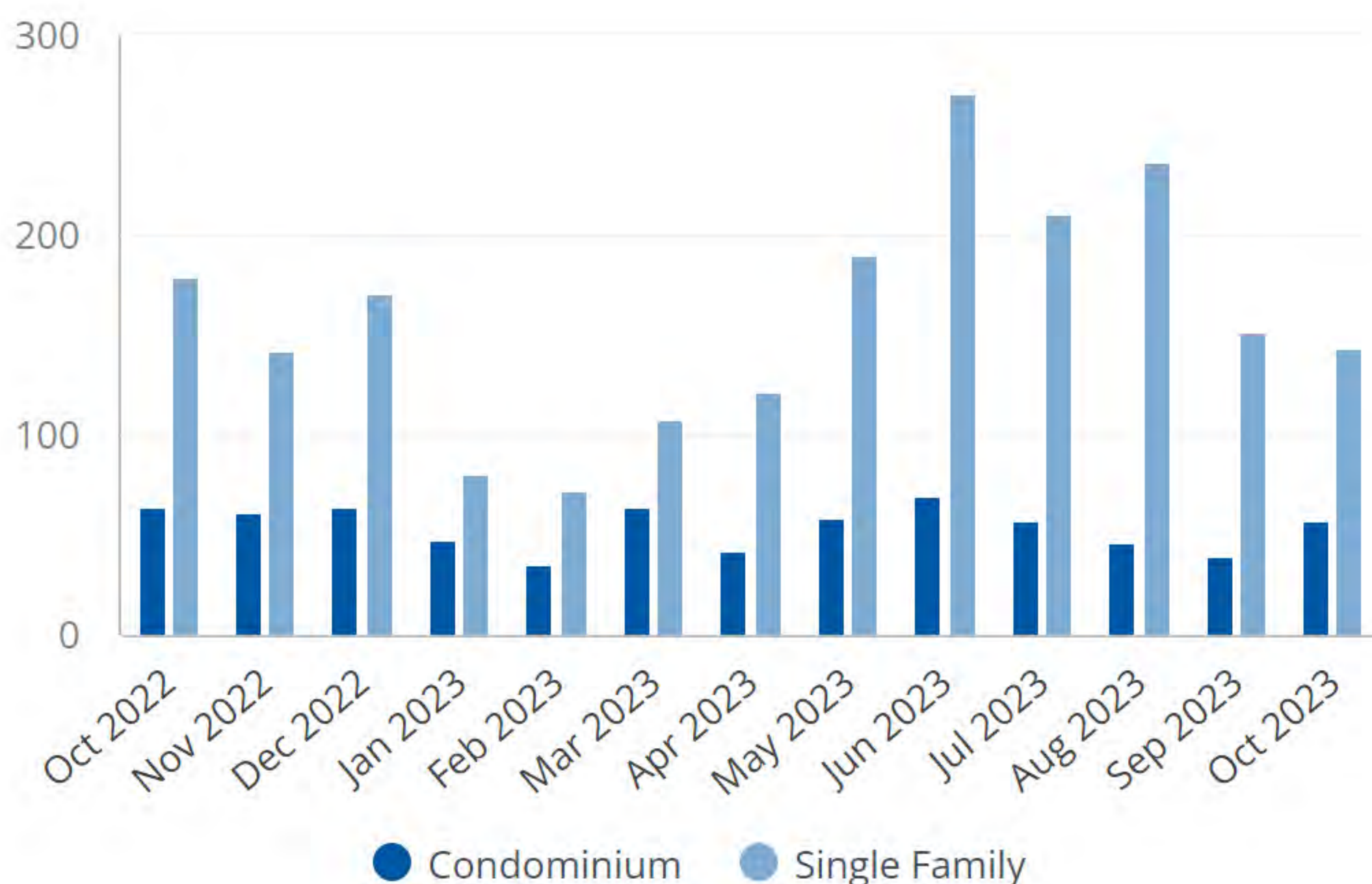
Single Family Homes

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$890,150	\$731,000	⬆️ 21.8%	\$845,500	⬆️ 5.3%	\$914,000	\$857,500	⬆️ 6.6%
Closed Sales	144	179	⬆️ -19.6%	152	⬆️ -5.3%	1,589	2,119	⬆️ -25.0%
New Listings	190	204	⬆️ -6.9%	226	⬆️ -15.9%	2,056	2,613	⬆️ -21.3%
Pending Sales	172	179	⬆️ -3.9%	149	⬆️ 15.4%	1,677	2,121	⬆️ -20.9%
Median Days on Market	16	18	⬆️ -11.1%	16	⬆️ 0.0%	16	14	⬆️ 14.3%
Price per Square Foot	\$395	\$348	⬆️ 13.4%	\$380	⬆️ 3.8%	\$390	\$371	⬆️ 5.1%
Sold to Original Price Ratio	101.8%	100.0%	⬆️ 1.8%	102.0%	⬆️ -0.3%	102.3%	105.0%	⬆️ -2.6%
Active Inventory	232	272	⬆️ -14.7%	248	⬆️ -6.5%	—	—	—
Months Supply of Inventory	1.6	1.5	⬆️ 6.0%	1.6	⬆️ -1.3%	—	—	—

Condominiums

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$535,000	\$529,000	⬆️ 1.1%	\$662,450	⬆️ -19.2%	\$650,000	\$602,950	⬆️ 7.8%
Closed Sales	58	65	⬆️ -10.8%	40	⬆️ 45.0%	519	660	⬆️ -21.4%
New Listings	64	81	⬆️ -21.0%	65	⬆️ -1.5%	628	811	⬆️ -22.6%
Pending Sales	50	59	⬆️ -15.3%	61	⬆️ -18.0%	514	656	⬆️ -21.6%
Median Days on Market	17.5	22	⬆️ -20.5%	16	⬆️ 9.4%	17	17	⬆️ 0.0%
Price per Square Foot	\$352	\$322	⬆️ 9.2%	\$360	⬆️ -2.2%	\$355	\$337	⬆️ 5.3%
Sold to Original Price Ratio	101.0%	99.8%	⬆️ 1.1%	101.3%	⬆️ -0.3%	101.8%	103.4%	⬆️ -1.5%
Active Inventory	74	104	⬆️ -28.8%	67	⬆️ 10.4%	—	—	—
Months Supply of Inventory	1.3	1.6	⬆️ -20.3%	1.7	⬆️ -23.8%	—	—	—

Number of Closed Sales



Median Sales Price



Southern Norfolk Region



Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

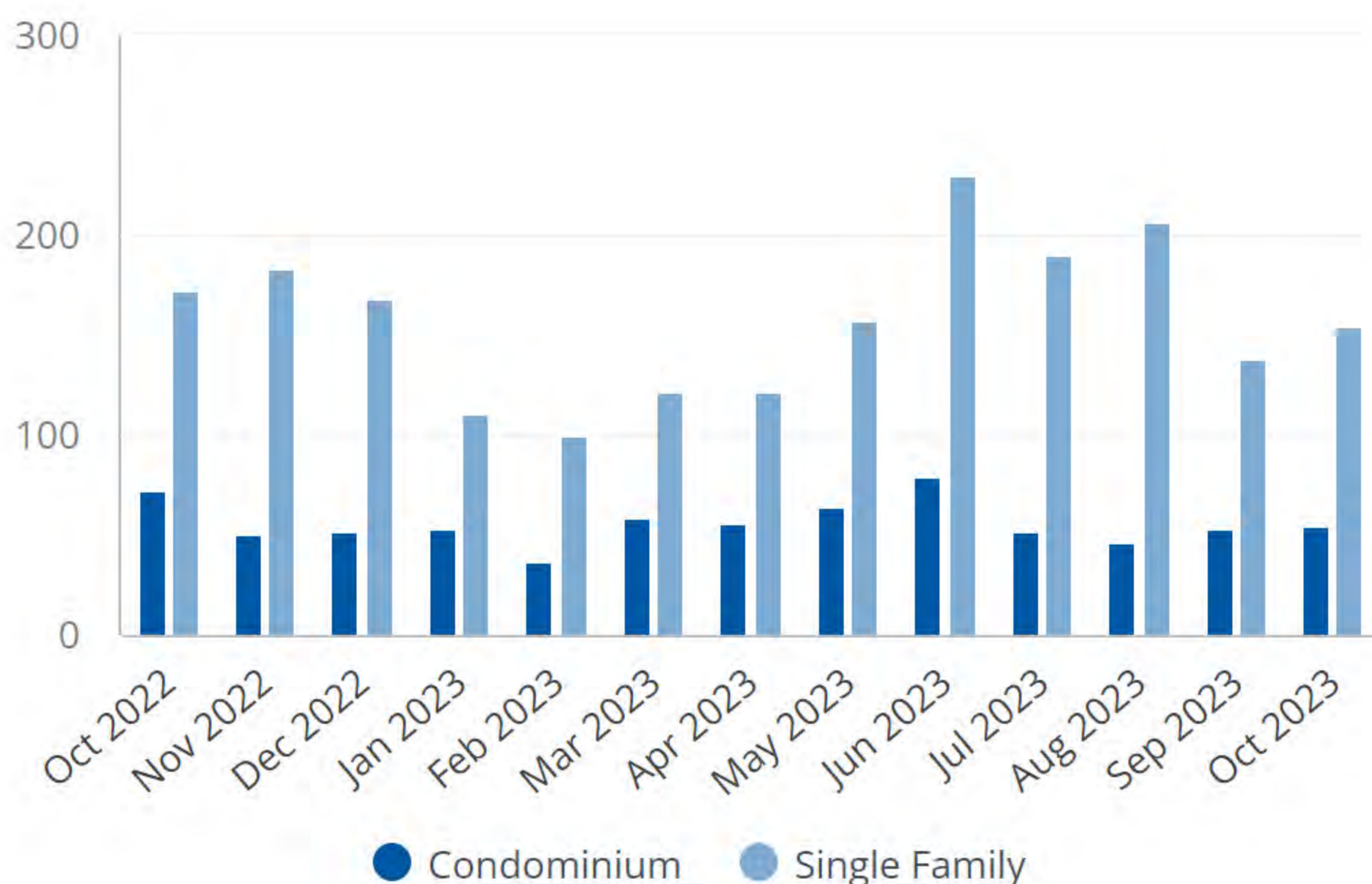
Single Family Homes

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$680,000	\$600,000	⬆️ 13.3%	\$677,407	⬆️ 0.4%	\$675,000	\$640,000	⬆️ 5.5%
Closed Sales	155	173	⬆️ -10.4%	139	⬆️ 11.5%	1,533	2,031	⬆️ -24.5%
New Listings	171	201	⬆️ -14.9%	213	⬆️ -19.7%	1,863	2,473	⬆️ -24.7%
Pending Sales	176	183	⬆️ -3.8%	136	⬆️ 29.4%	1,595	2,017	⬆️ -20.9%
Median Days on Market	20	20	➡️ 0.0%	22	⬆️ -9.1%	19	18	⬆️ 5.6%
Price per Square Foot	\$338	\$336	⬆️ 0.6%	\$337	⬆️ 0.3%	\$338	\$331	⬆️ 2.1%
Sold to Original Price Ratio	101.2%	100.3%	⬆️ 0.9%	100.5%	⬆️ 0.7%	102.0%	103.5%	⬆️ -1.4%
Active Inventory	220	311	⬆️ -29.3%	246	⬆️ -10.6%	—	—	—
Months Supply of Inventory	1.4	1.8	⬆️ -21.0%	1.8	⬆️ -19.8%	—	—	—

Condominiums

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$455,000	\$455,000	➡️ 0.0%	\$454,000	⬆️ 0.2%	\$472,500	\$450,000	⬆️ 5.0%
Closed Sales	55	72	⬆️ -23.6%	54	⬆️ 1.9%	558	729	⬆️ -23.5%
New Listings	56	64	⬆️ -12.5%	53	⬆️ 5.7%	610	820	⬆️ -25.6%
Pending Sales	37	50	⬆️ -26.0%	51	⬆️ -27.5%	527	683	⬆️ -22.8%
Median Days on Market	20	19	⬆️ 5.3%	17	⬆️ 17.6%	19	16	⬆️ 18.8%
Price per Square Foot	\$326	\$320	⬆️ 2.0%	\$319	⬆️ 2.2%	\$335	\$319	⬆️ 5.0%
Sold to Original Price Ratio	104.0%	101.1%	⬆️ 2.9%	101.0%	⬆️ 2.9%	102.0%	104.0%	⬆️ -1.9%
Active Inventory	60	87	⬆️ -31.0%	47	⬆️ 27.7%	—	—	—
Months Supply of Inventory	1.1	1.2	⬆️ -9.7%	0.9	⬆️ 25.3%	—	—	—

Number of Closed Sales



Median Sales Price



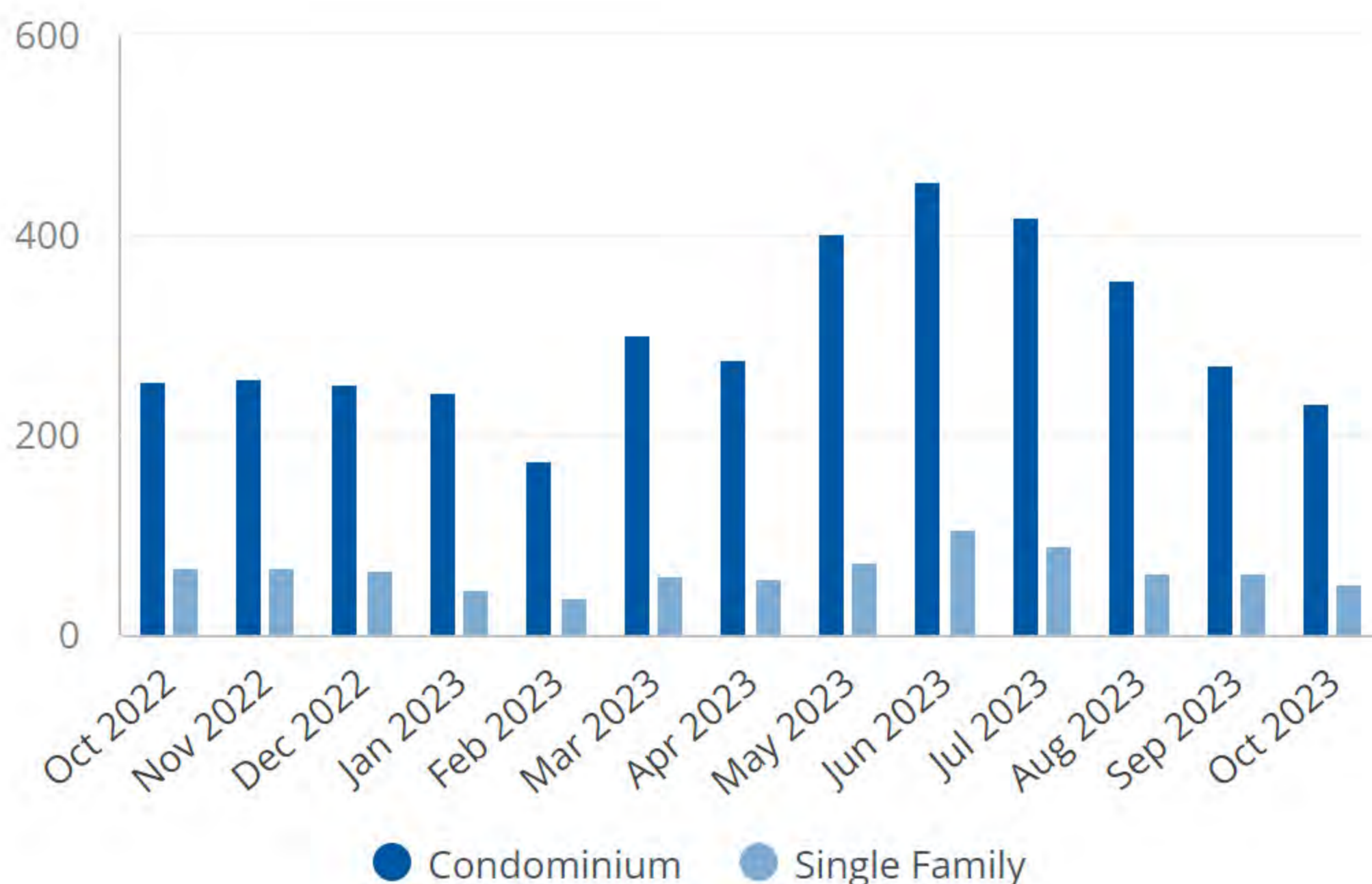
Single Family Homes

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$835,000	\$737,000	↑ 13.3%	\$796,250	↑ 4.9%	\$807,000	\$803,000	↑ 0.5%
Closed Sales	53	68	↓ -22.1%	64	↓ -17.2%	651	857	↓ -24.0%
New Listings	90	117	↓ -23.1%	118	↓ -23.7%	927	1,192	↓ -22.2%
Pending Sales	70	75	↓ -6.7%	53	↑ 32.1%	686	849	↓ -19.2%
Median Days on Market	24	23	↑ 4.3%	17	↑ 41.2%	20	20	↔ 0.0%
Price per Square Foot	\$464	\$445	↑ 4.3%	\$438	↑ 5.9%	\$476	\$486	↓ -2.1%
Sold to Original Price Ratio	96.8%	97.2%	↓ -0.5%	99.7%	↓ -3.0%	99.3%	101.6%	↓ -2.3%
Active Inventory	158	201	↓ -21.4%	154	↑ 2.6%	—	—	—
Months Supply of Inventory	3.0	3.0	↑ 0.9%	2.4	↑ 23.9%	—	—	—

Condominiums

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$772,500	\$699,450	↑ 10.4%	\$707,500	↑ 9.2%	\$749,000	\$725,000	↑ 3.3%
Closed Sales	234	256	↓ -8.6%	272	↓ -14.0%	3,138	3,990	↓ -21.4%
New Listings	469	423	↑ 10.9%	616	↓ -23.9%	5,012	6,303	↓ -20.5%
Pending Sales	262	284	↓ -7.7%	268	↓ -2.2%	3,118	4,025	↓ -22.5%
Median Days on Market	24.5	29	↓ -15.5%	21	↑ 16.7%	22	21	↑ 4.8%
Price per Square Foot	\$770	\$741	↑ 3.9%	\$777	↓ -0.9%	\$789	\$762	↑ 3.5%
Sold to Original Price Ratio	98.8%	96.6%	↑ 2.2%	98.2%	↑ 0.6%	98.5%	99.2%	↓ -0.7%
Active Inventory	1,060	1,074	↓ -1.3%	1,036	↑ 2.3%	—	—	—
Months Supply of Inventory	4.5	4.2	↑ 8.0%	3.8	↑ 18.9%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

2 Family Homes

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$960,000	\$850,000	⬆️ 12.9%	\$917,000	⬆️ 4.7%	\$900,000	\$890,000	⬆️ 1.1%
Closed Sales	79	115	⬆️ -31.3%	103	⬆️ -23.3%	911	1,254	⬆️ -27.4%
New Listings	133	131	⬆️ 1.5%	157	⬆️ -15.3%	1,298	1,773	⬆️ -26.8%
Pending Sales	104	109	⬆️ -4.6%	88	⬆️ 18.2%	953	1,237	⬆️ -23.0%
Median Days on Market	20	25	⬆️ -20.0%	18.5	⬆️ 8.1%	20	20	⬆️ 0.0%
Price per Square Foot	\$361	\$350	⬆️ 3.1%	\$370	⬆️ -2.4%	\$361	\$358	⬆️ 0.8%
Sold to Original Price Ratio	102.0%	99.6%	⬆️ 2.5%	99.5%	⬆️ 2.6%	100.1%	101.3%	⬆️ -1.1%
Active Inventory	191	231	⬆️ -17.3%	182	⬆️ 4.9%	—	—	—
Months Supply of Inventory	2.4	2.0	⬆️ 20.4%	1.8	⬆️ 36.8%	—	—	—

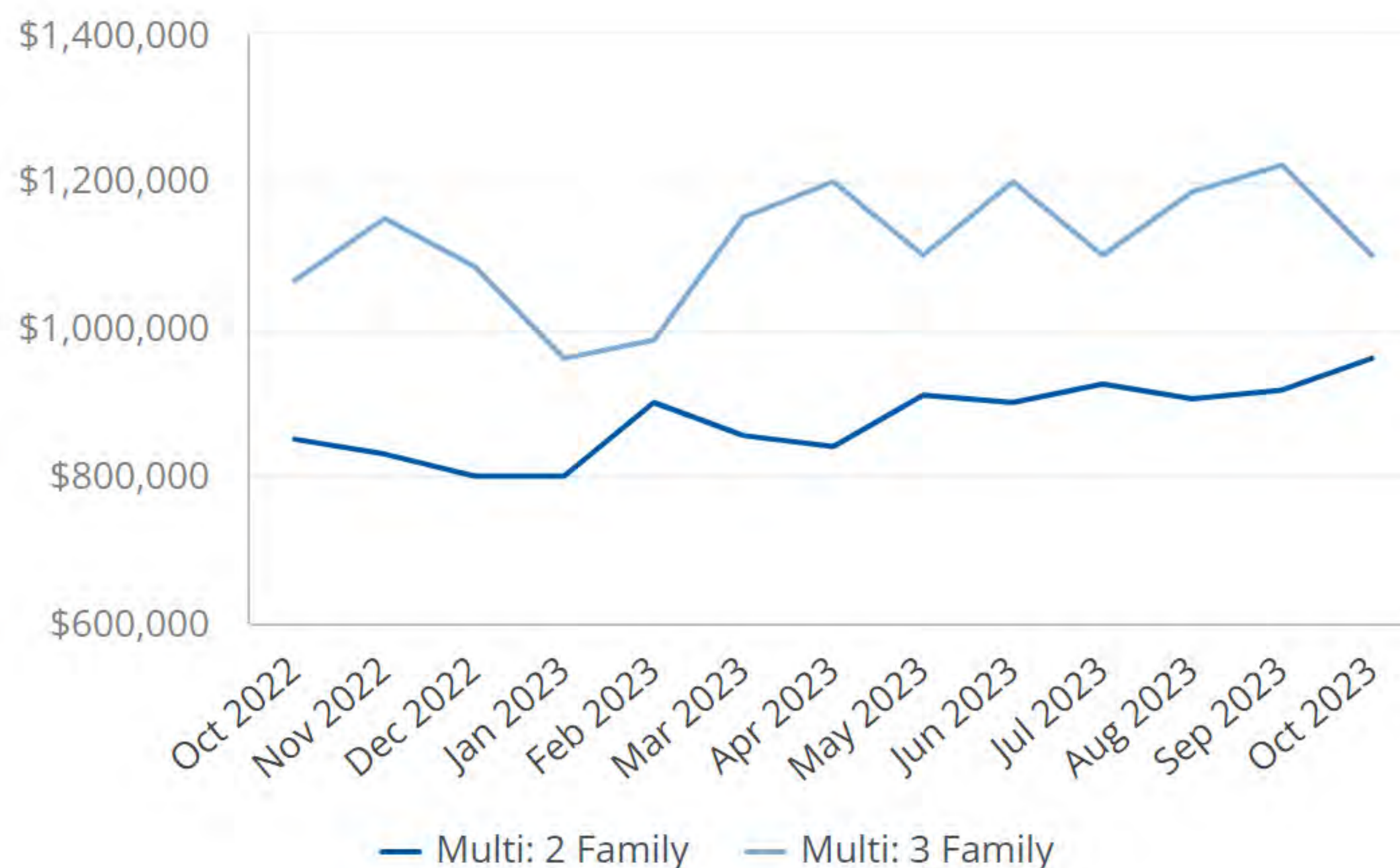
3 Family Homes

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,100,000	\$1,065,925	⬆️ 3.2%	\$1,222,500	⬆️ -10.0%	\$1,120,000	\$1,130,000	⬆️ -0.9%
Closed Sales	49	36	⬆️ 36.1%	40	⬆️ 22.5%	339	425	⬆️ -20.2%
New Listings	73	60	⬆️ 21.7%	70	⬆️ 4.3%	581	724	⬆️ -19.8%
Pending Sales	43	33	⬆️ 30.3%	38	⬆️ 13.2%	365	410	⬆️ -11.0%
Median Days on Market	23	21	⬆️ 9.5%	20.5	⬆️ 12.2%	24	21	⬆️ 14.3%
Price per Square Foot	\$326	\$327	⬆️ -0.3%	\$343	⬆️ -4.8%	\$328	\$344	⬆️ -4.7%
Sold to Original Price Ratio	97.8%	92.5%	⬆️ 5.7%	96.9%	⬆️ 0.9%	96.5%	97.6%	⬆️ -1.2%
Active Inventory	117	127	⬆️ -7.9%	105	⬆️ 11.4%	—	—	—
Months Supply of Inventory	2.4	3.5	⬆️ -32.3%	2.6	⬆️ -9.0%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

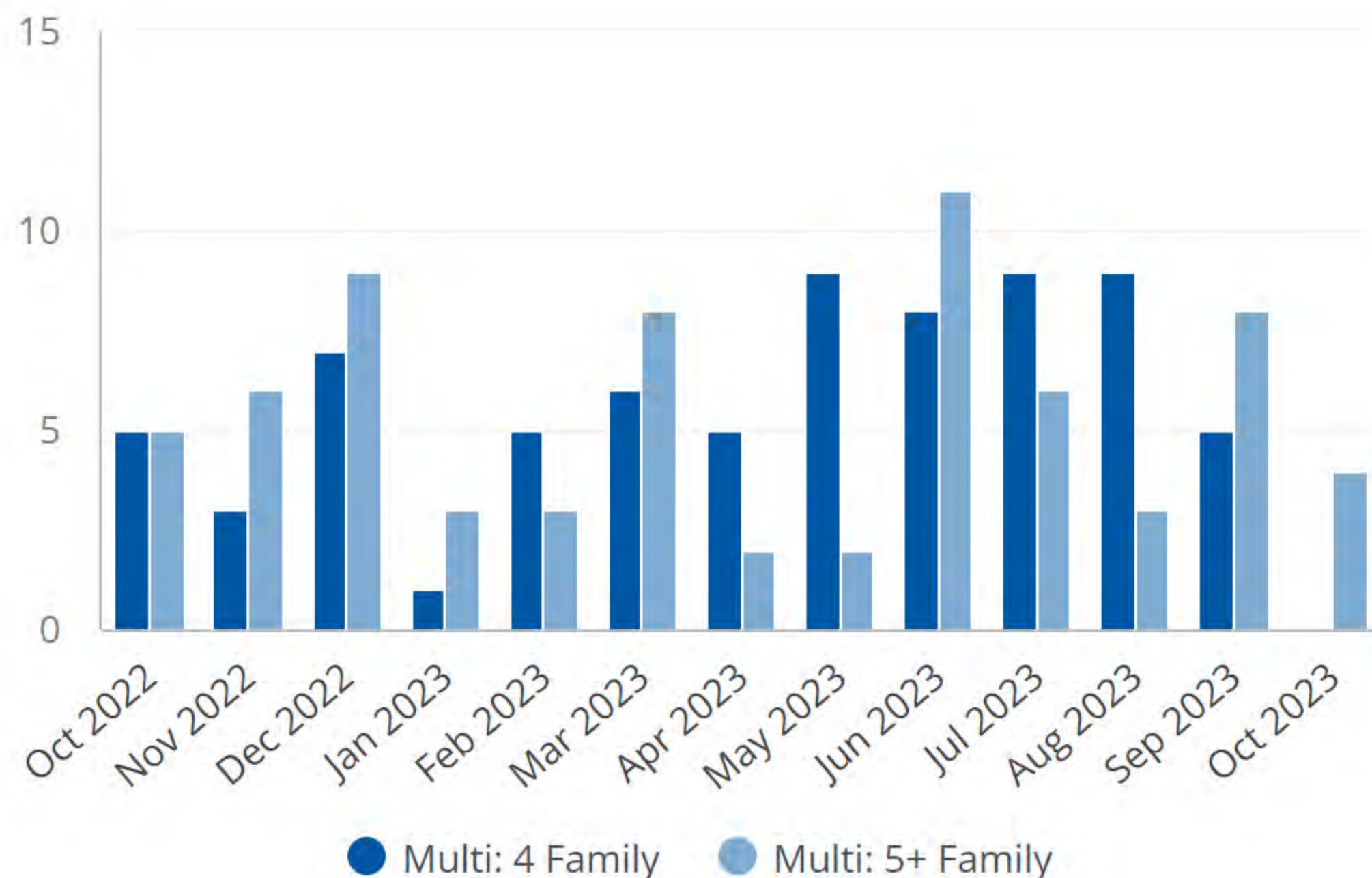
4 Family Homes

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,605,000	\$1,560,000	⬆️ 2.9%	\$1,251,000	⬆️ 28.3%	\$1,200,000	\$1,502,125	⬆️ -20.1%
Closed Sales	5	5	➡️ 0.0%	9	⬆️ -44.4%	57	73	⬆️ -21.9%
New Listings	12	15	⬆️ -20.0%	9	⬆️ 33.3%	119	154	⬆️ -22.7%
Pending Sales	6	6	➡️ 0.0%	6	➡️ 0.0%	65	68	⬆️ -4.4%
Median Days on Market	26.5	18.5	⬆️ 43.2%	18.5	⬆️ 43.2%	24	26	⬆️ -7.7%
Price per Square Foot	\$398	\$497	⬆️ -19.9%	\$368	⬆️ 8.2%	\$330	\$382	⬆️ -13.6%
Sold to Original Price Ratio	105.8%	89.0%	⬆️ 18.8%	101.6%	⬆️ 4.1%	99.1%	96.4%	⬆️ 2.8%
Active Inventory	16	31	⬆️ -48.4%	18	⬆️ -11.1%	—	—	—
Months Supply of Inventory	3.2	6.2	⬆️ -48.4%	2.0	⬆️ 59.9%	—	—	—

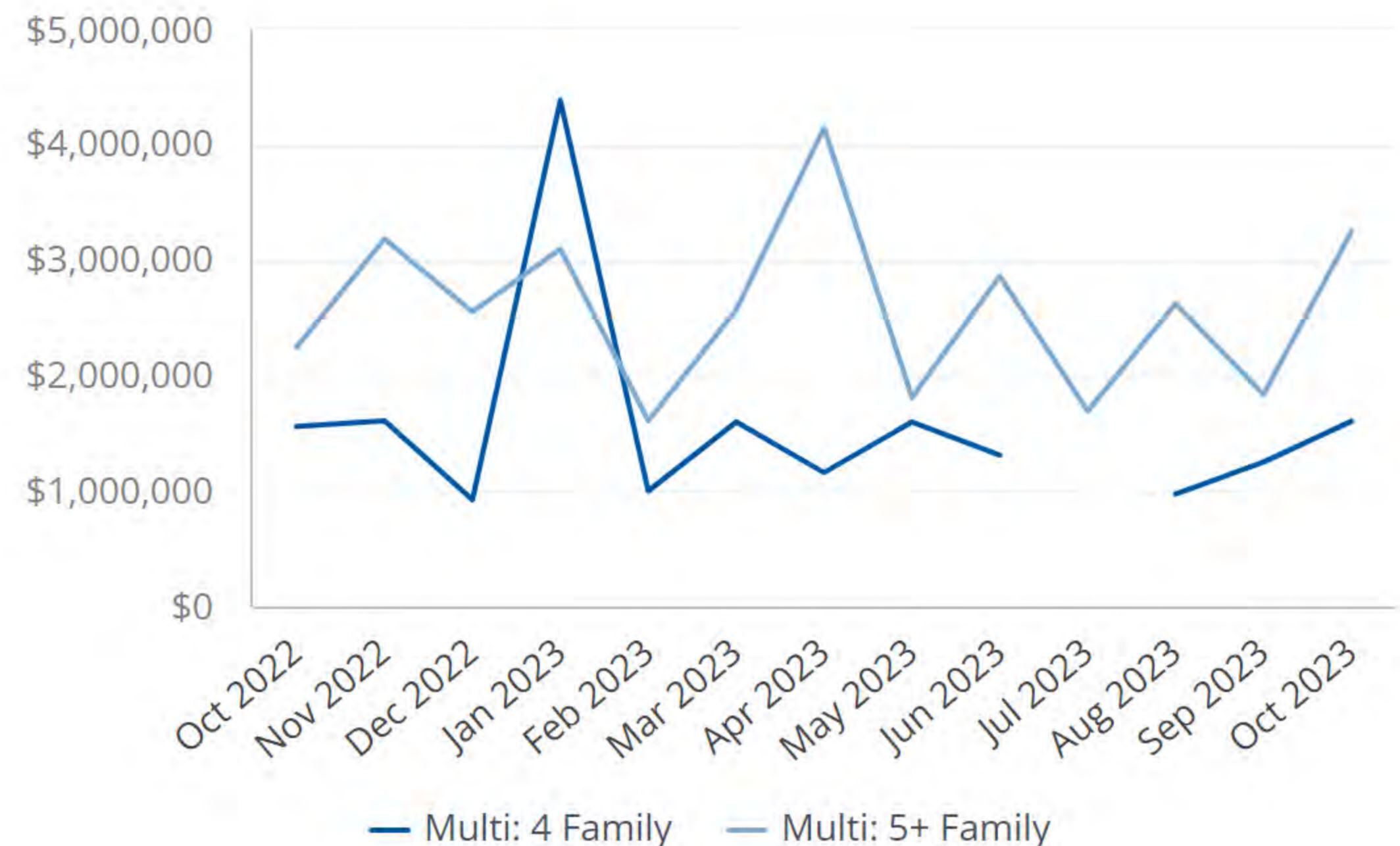
5+ Family Homes

	Oct 2023	Oct 2022	YoY	Sep 2023	MoM	2023	2022	YTD
Median Sales Price	\$3,250,000	\$2,250,000	⬆️ 44.4%	\$1,840,000	⬆️ 76.6%	\$2,535,000	\$2,327,500	⬆️ 8.9%
Closed Sales	4	5	⬆️ -20.0%	8	⬆️ -50.0%	50	78	⬆️ -35.9%
New Listings	22	28	⬆️ -21.4%	23	⬆️ -4.3%	175	217	⬆️ -19.4%
Pending Sales	7	4	⬆️ 75.0%	4	⬆️ 75.0%	58	82	⬆️ -29.3%
Median Days on Market	32	49	⬆️ -34.7%	9.5	⬆️ 236.8%	48	38	⬆️ 26.7%
Price per Square Foot	\$692	\$441	⬆️ 56.8%	\$397	⬆️ 74.4%	\$412	\$427	⬆️ -3.5%
Sold to Original Price Ratio	93.1%	102.2%	⬆️ -8.9%	89.9%	⬆️ 3.5%	94.3%	97.2%	⬆️ -2.9%
Active Inventory	61	63	⬆️ -3.2%	54	⬆️ 13.0%	—	—	—
Months Supply of Inventory	15.2	12.6	⬆️ 21.0%	6.7	⬆️ 125.6%	—	—	—

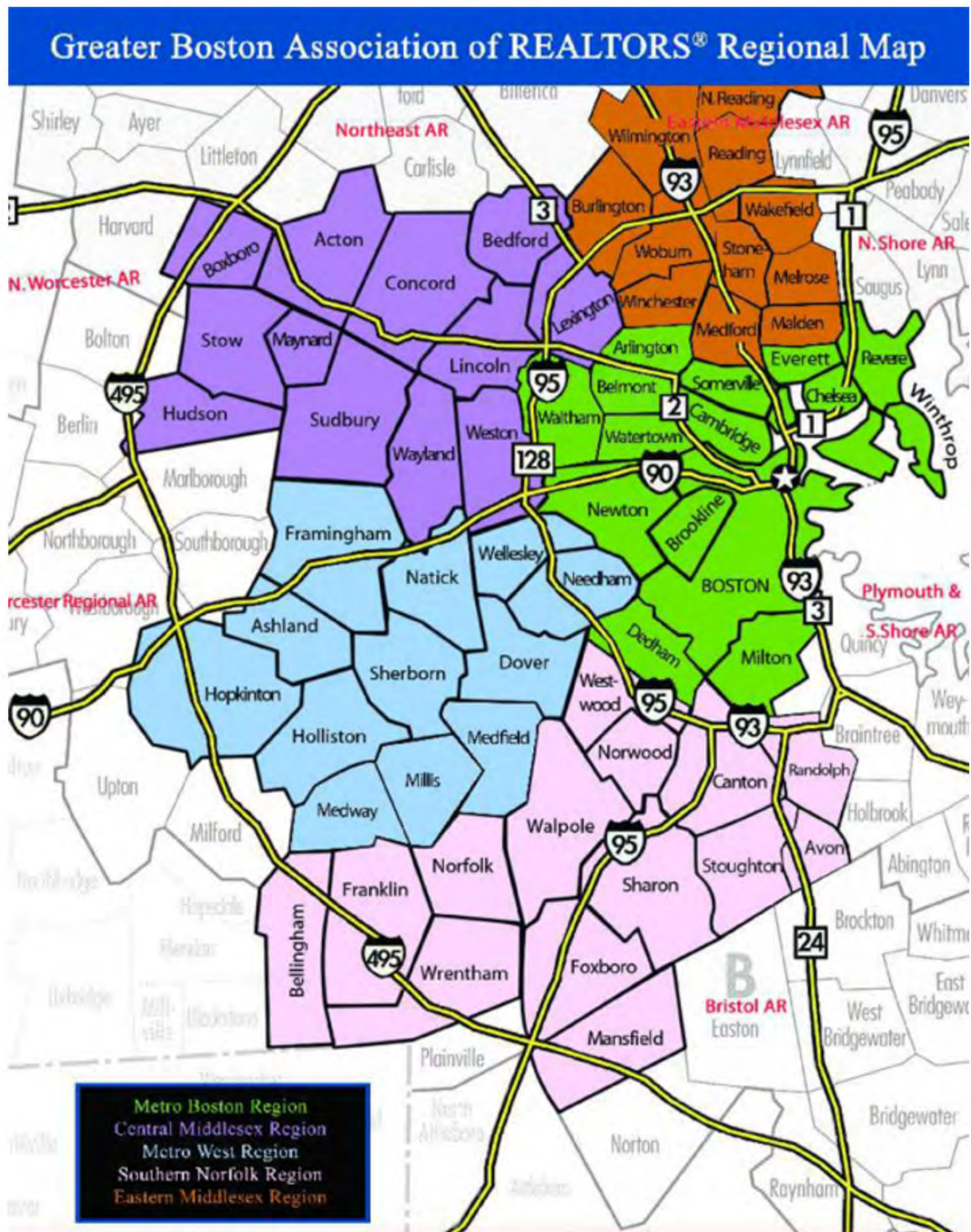
Number of Closed Sales



Median Sales Price



GBAR JURISDICTIONAL AREA



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