

MONTHLY MARKET INSIGHTS REPORT

September 2023

Single-Family Homes

The 752 homes sold this month was the tenth highest sales total for the month of September in Greater Boston, and was a 32.3 percent decrease in sales volume from the September 2022 sales total of 1,110. Additionally, the median sales price reached a new record high price for the month of September at \$849,950 which is a 11.7 percent increase on the September 2022 median sales price of \$761,000.

Condominiums

With 686 condos sold in September, it was the lowest sales total in September since 2011, as the market experienced a 8.4 percent decrease in sales volume from the 749 units sold in September 2022. The median sales price for condo rose 8.0 percent from \$630,000 in September 2022 to \$680,500 this year, a record-high for the month.

Multi-Family Homes

This month, 154 multi-family homes were sold in Greater Boston, which reflects a 16.7 percent decrease in sales from the 185 units sold in September 2022.



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Greater Boston Association of REALTORS®

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Data thru 10/10/23

Greater Boston Market Summary



Includes all 64 towns within the GBAR jurisdictional area

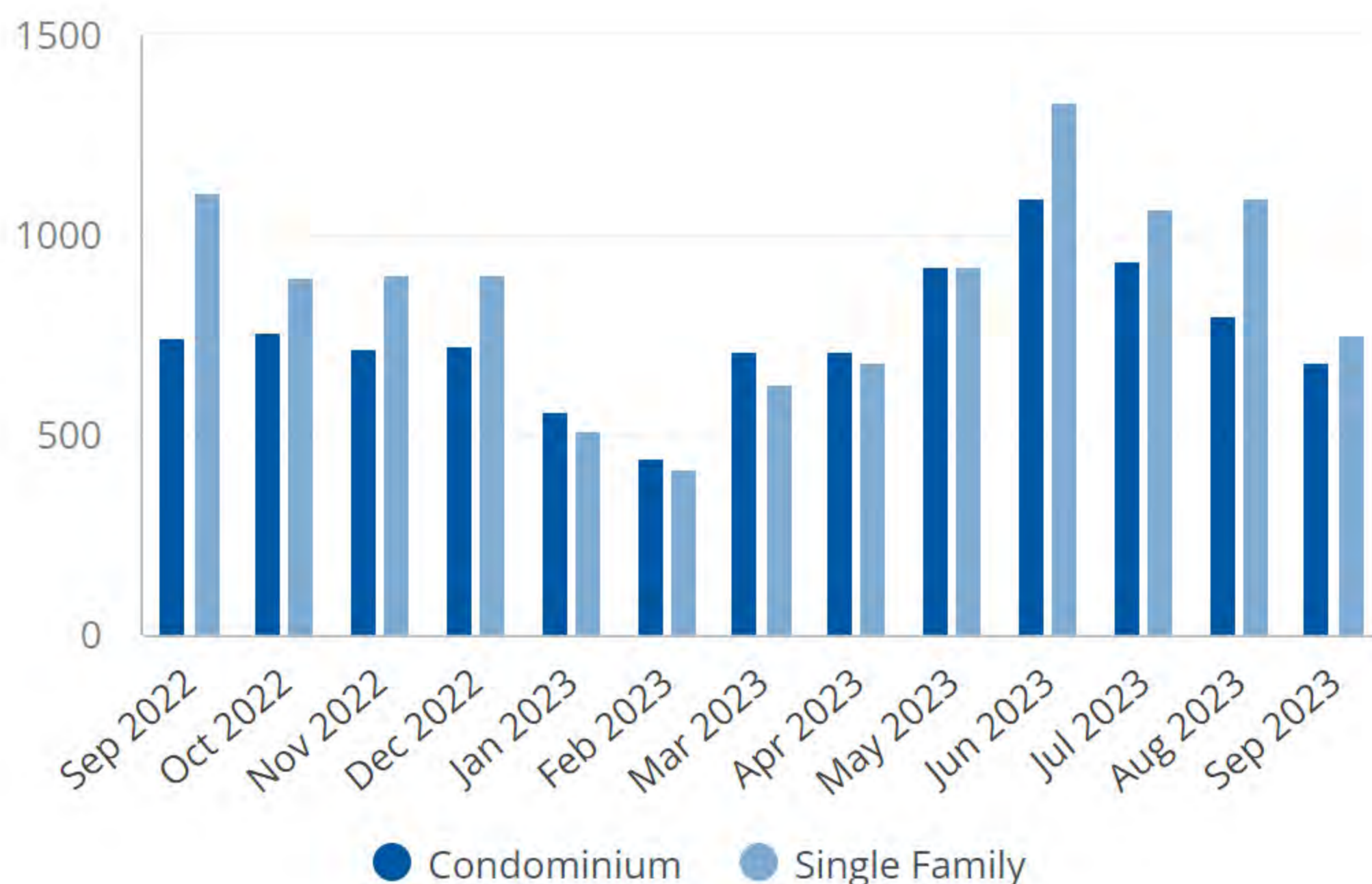
Single Family Homes

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$849,950	\$761,000	▲ 11.7%	\$877,500	▼ -3.1%	\$853,312.5	\$820,000	▲ 4.1%
Closed Sales	752	1,110	▼ -32.3%	1,097	▼ -31.4%	7,424	9,796	▼ -24.2%
New Listings	1,258	1,502	▼ -16.2%	862	▲ 45.9%	9,685	12,655	▼ -23.5%
Pending Sales	783	901	▼ -13.1%	796	▼ -1.6%	7,732	9,818	▼ -21.2%
Median Days on Market	17	20	▼ -15.0%	20	▼ -15.0%	17	16	▲ 6.3%
Price per Square Foot	\$404	\$384	▲ 5.2%	\$409	▼ -1.3%	\$409	\$405	▲ 1.0%
Sold to Original Price Ratio	101.2%	100.4%	▲ 0.8%	102.5%	▼ -1.3%	102.1%	104.8%	▼ -2.6%
Active Inventory	1,439	1,812	▼ -20.6%	1,097	▲ 31.2%	—	—	—
Months Supply of Inventory	1.9	1.6	▲ 17.2%	1.0	▲ 91.4%	—	—	—

Condominiums

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$680,500	\$630,000	▲ 8.0%	\$682,500	▼ -0.3%	\$705,000	\$675,000	▲ 4.4%
Closed Sales	686	749	▼ -8.4%	799	▼ -14.1%	6,885	8,717	▼ -21.0%
New Listings	1,329	1,572	▼ -15.5%	799	▲ 66.3%	9,996	12,506	▼ -20.1%
Pending Sales	720	758	▼ -5.0%	663	▲ 8.6%	7,087	8,740	▼ -18.9%
Median Days on Market	19	20	▼ -5.0%	21	▼ -9.5%	20	19	▲ 5.3%
Price per Square Foot	\$594	\$524	▲ 13.4%	\$596	▼ -0.3%	\$594	\$576	▲ 3.1%
Sold to Original Price Ratio	99.7%	99.1%	▲ 0.7%	100.0%	▼ -0.3%	99.9%	101.3%	▼ -1.4%
Active Inventory	1,873	2,178	▼ -14.0%	1,497	▲ 25.1%	—	—	—
Months Supply of Inventory	2.7	2.9	▼ -6.1%	1.9	▲ 45.7%	—	—	—

Number of Closed Sales



Median Sales Price



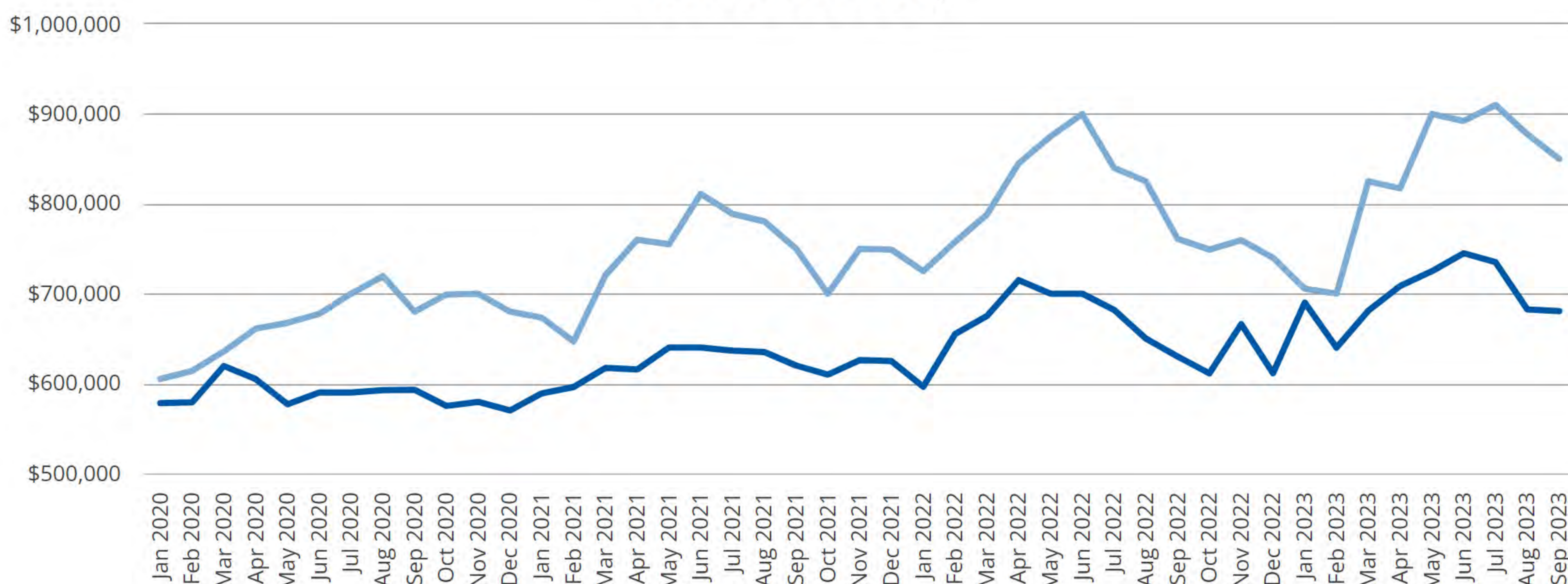
Median Sales Price



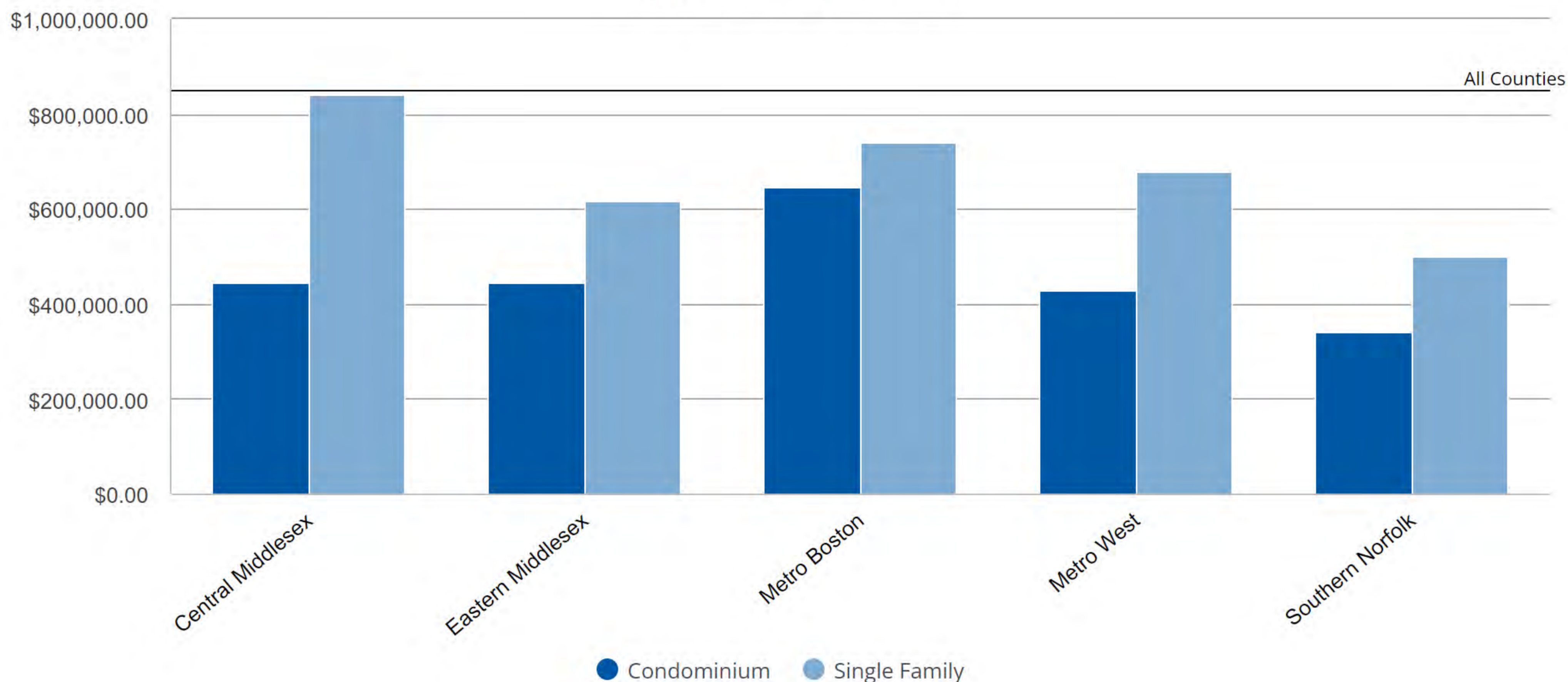
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	September 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$849,950	⚡ -3.1%	⬆️ 11.7%	⬆️ 4.1%
CONDO	\$680,500	⚡ -0.3%	⬆️ 8.0%	⬆️ 4.4%

Historical Activity



Region Comparison



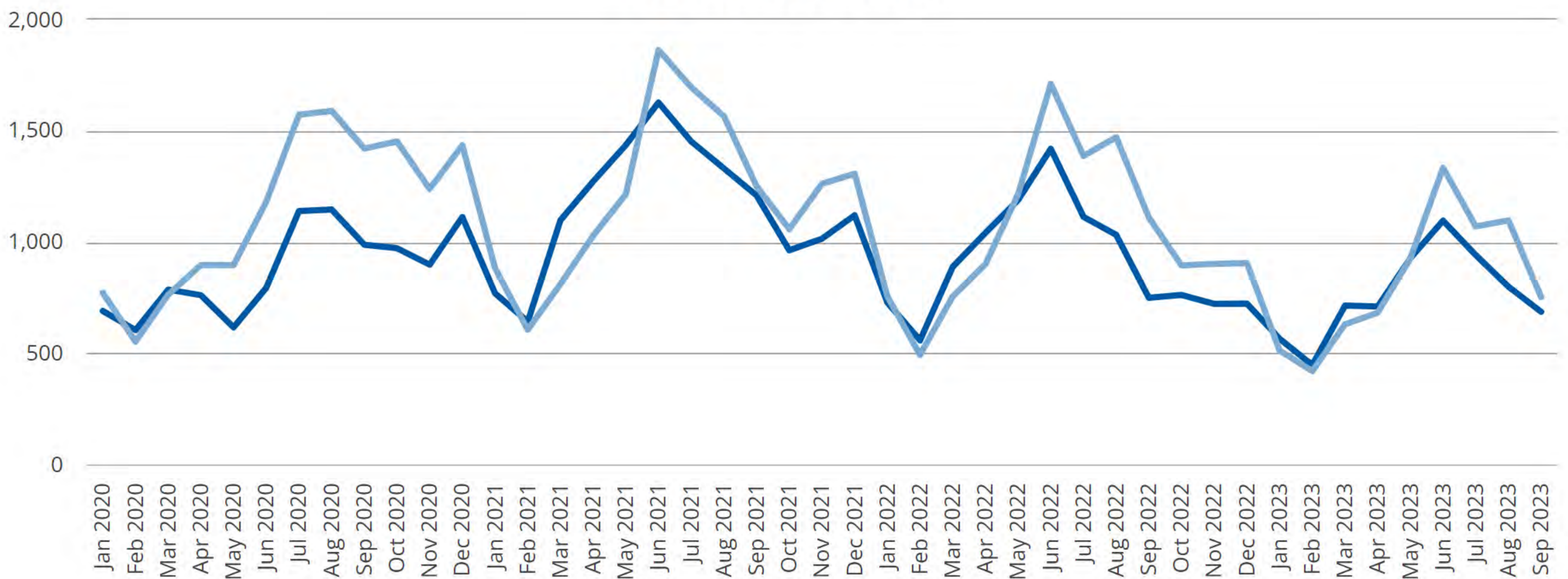
Closed Sales



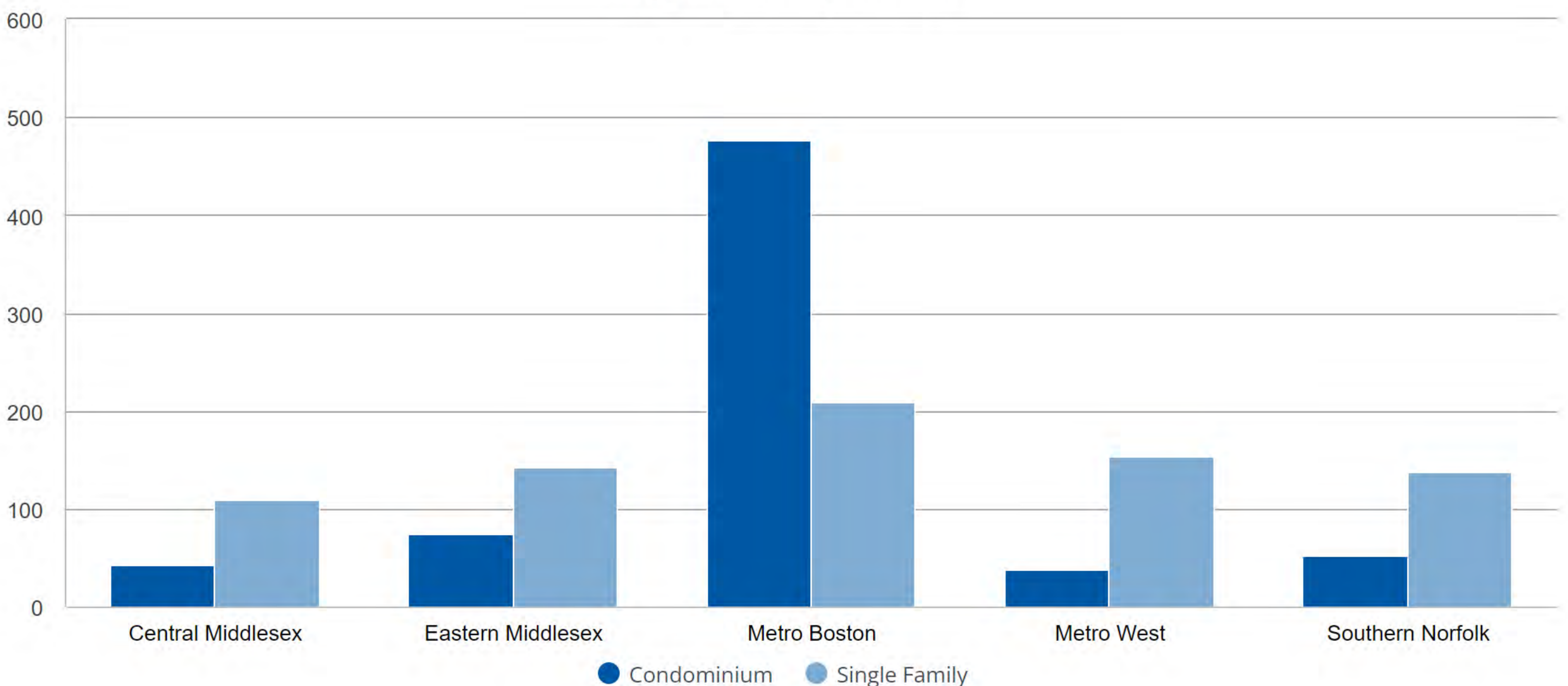
The number of properties that sold.

	September 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	752	⚡ -31.4%	⚡ -32.3%	⚡ -24.2%
CONDO	686	⚡ -14.1%	⚡ -8.4%	⚡ -21.0%

Historical Activity



Region Comparison



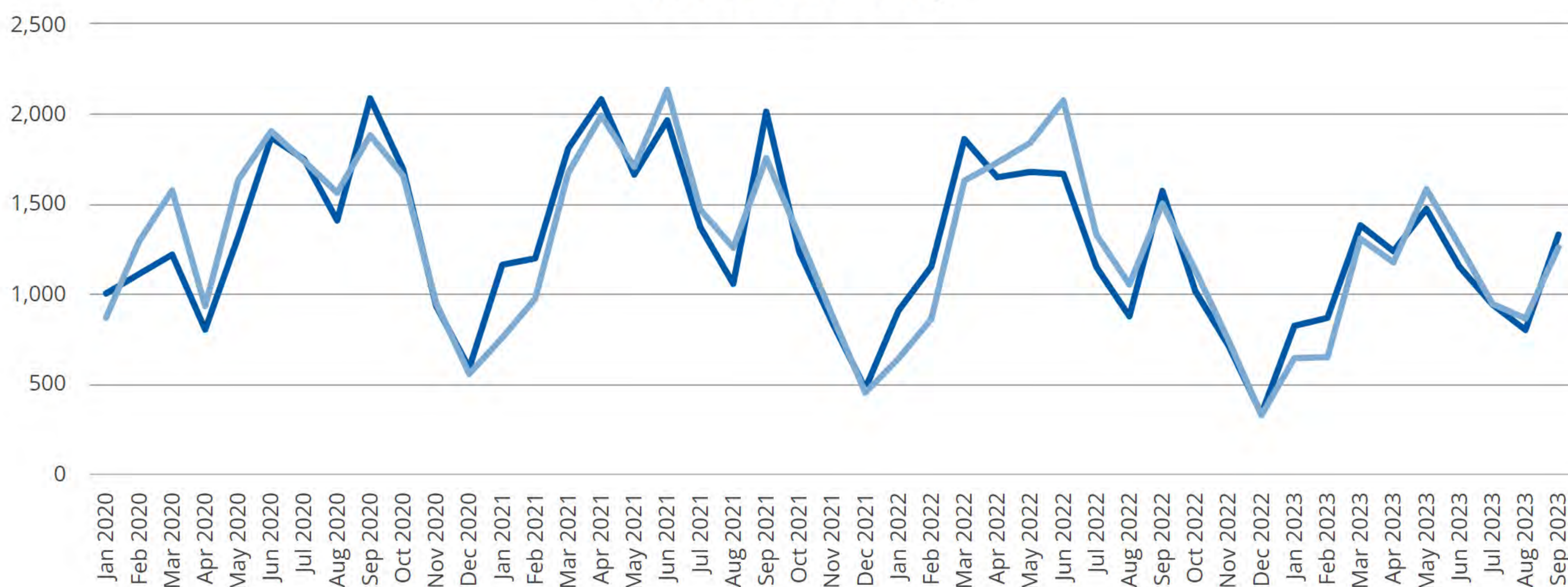
New Listings



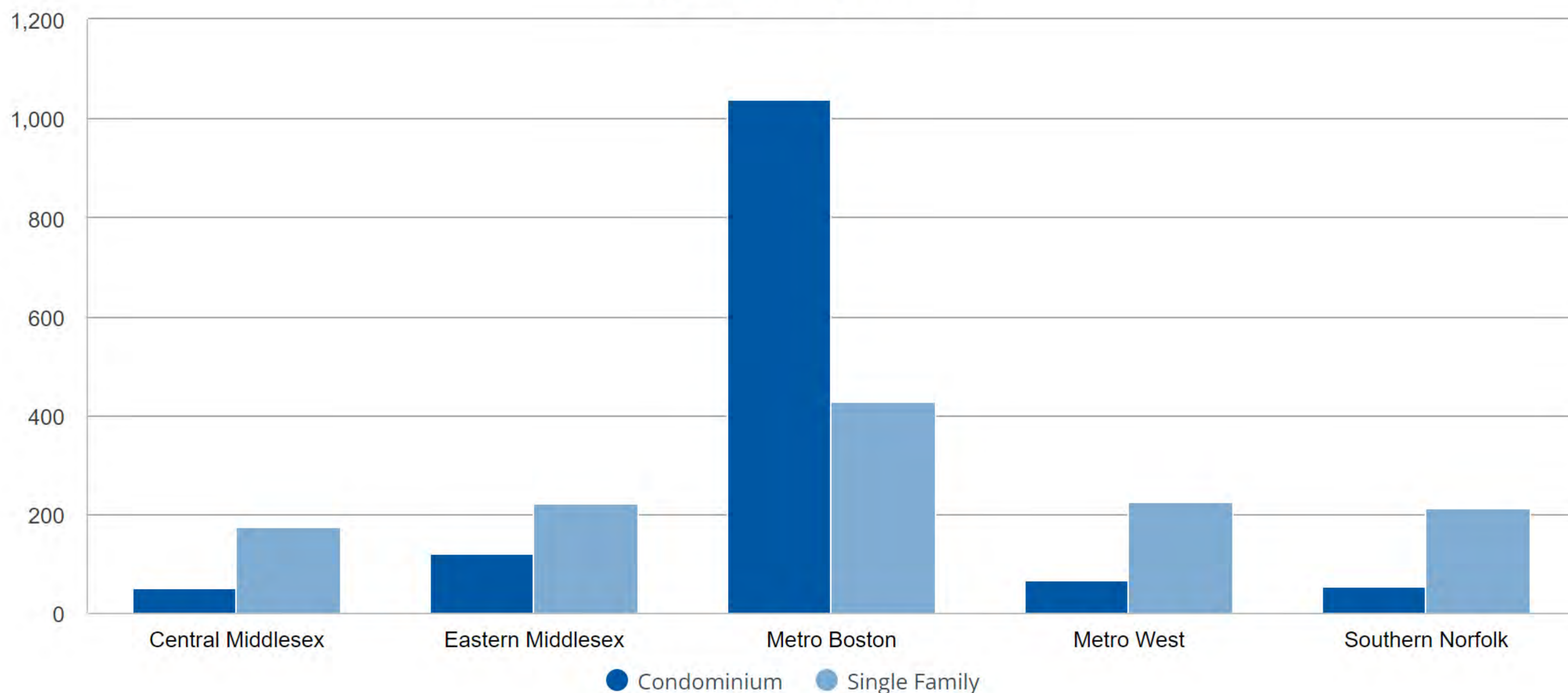
The number of properties listed regardless of current status.

	September 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,258	⬆️ 45.9%	⬇️ -16.2%	⬇️ -23.5%
CONDO	1,329	⬆️ 66.3%	⬇️ -15.5%	⬇️ -20.1%

Historical Activity



Region Comparison



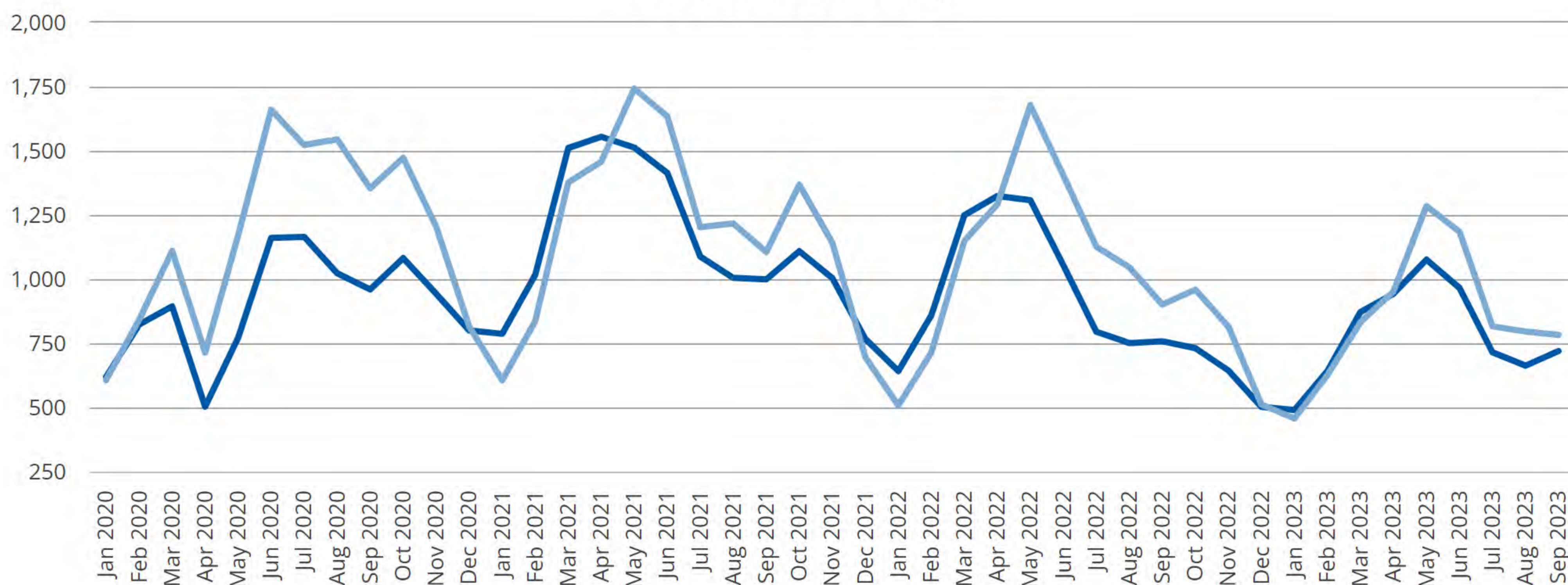
Pending Sales



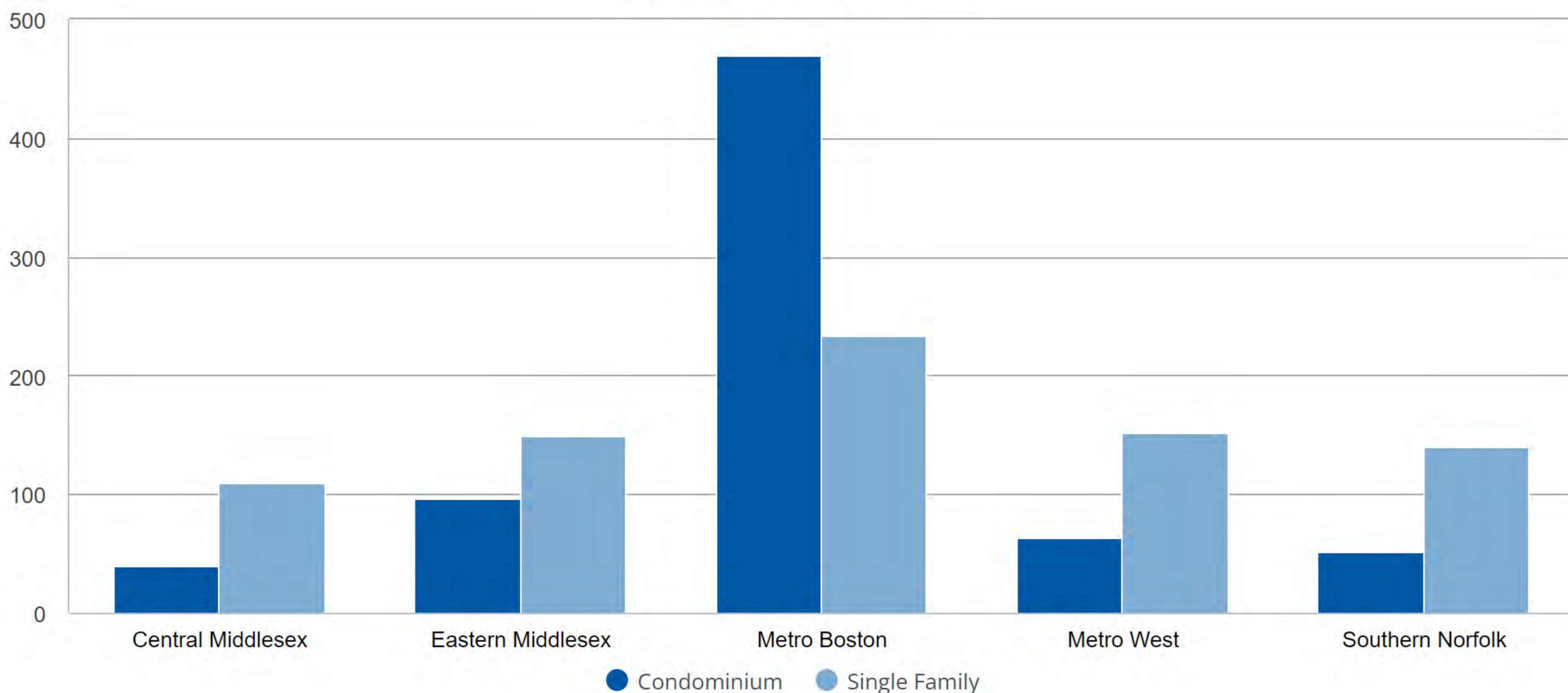
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	September 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	783	⚡ -1.6%	⚡ -13.1%	⚡ -21.2%
CONDO	720	⬆️ 8.6%	⚡ -5.0%	⚡ -18.9%

Historical Activity



Region Comparison



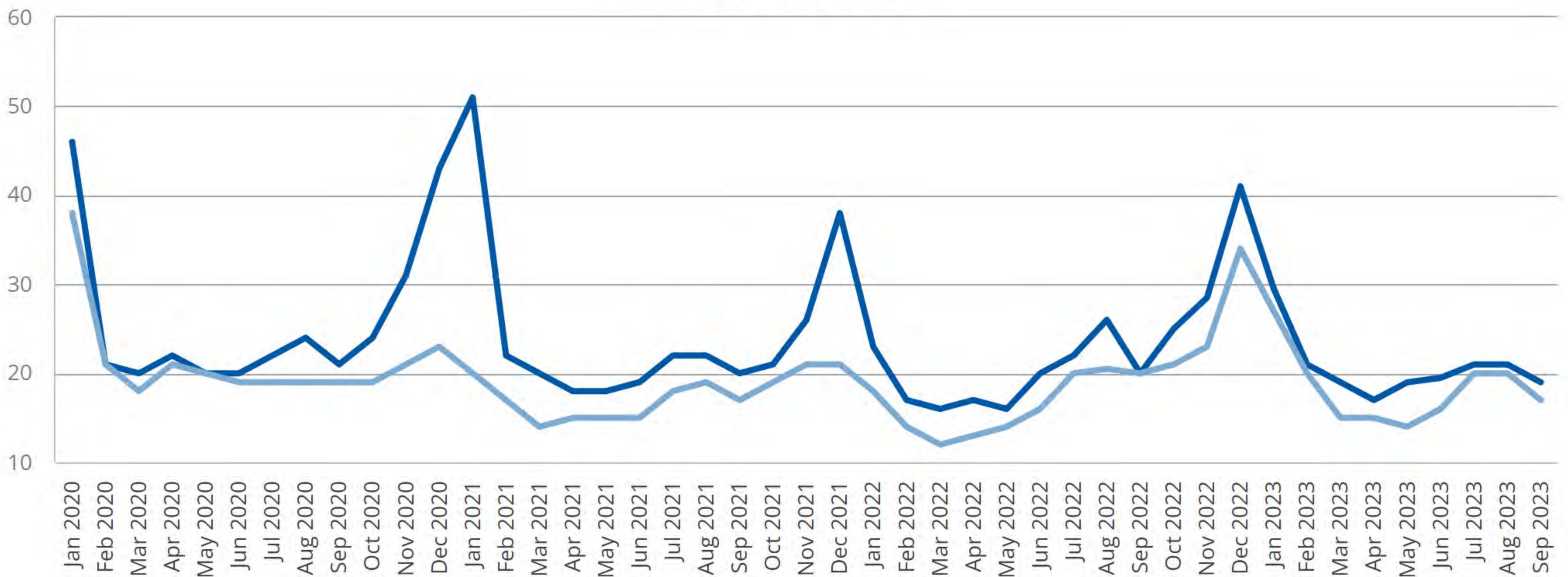
Days on Market



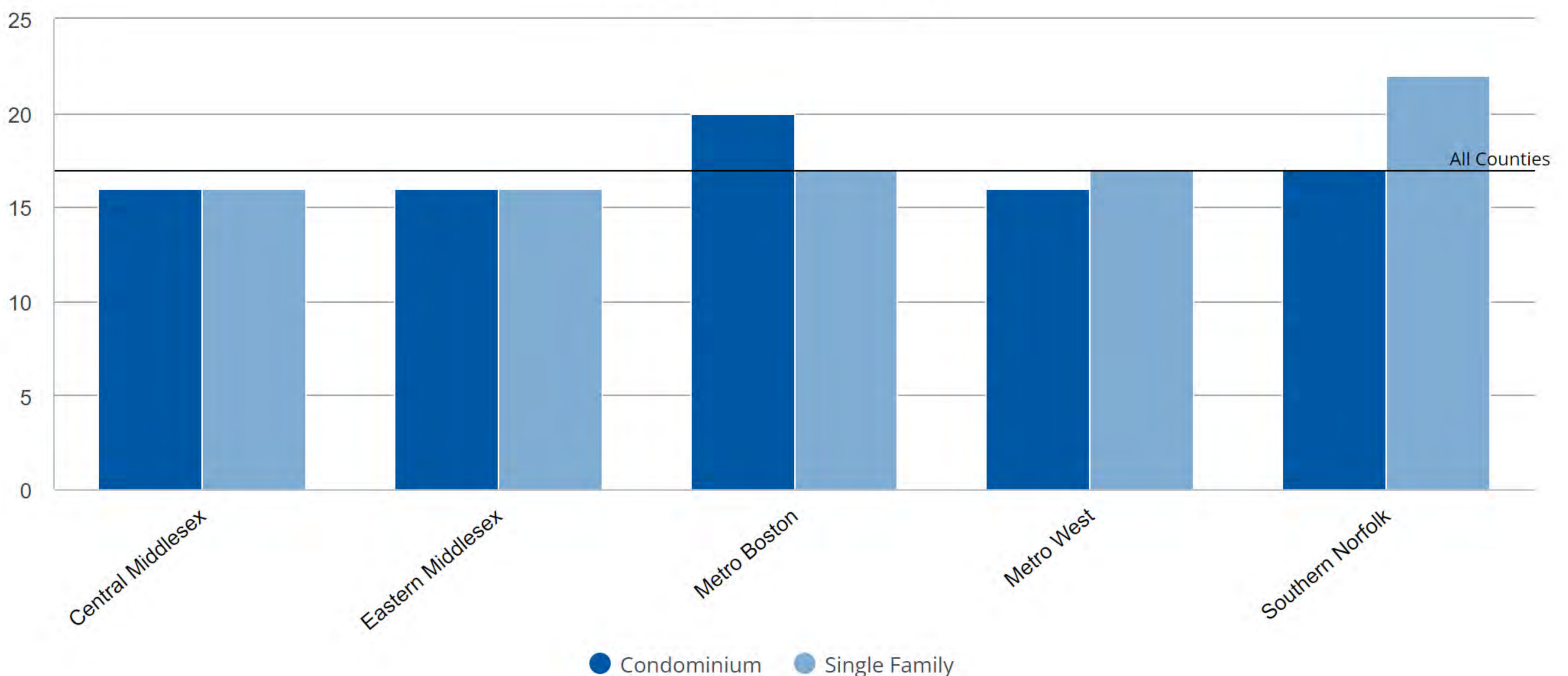
The median number of days between when a property is listed and the purchase contract date.

	September 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	17	⚡ -15.0%	⚡ -15.0%	⬆️ 6.3%
CONDO	19	⚡ -9.5%	⚡ -5.0%	⬆️ 5.3%

Historical Activity



Region Comparison



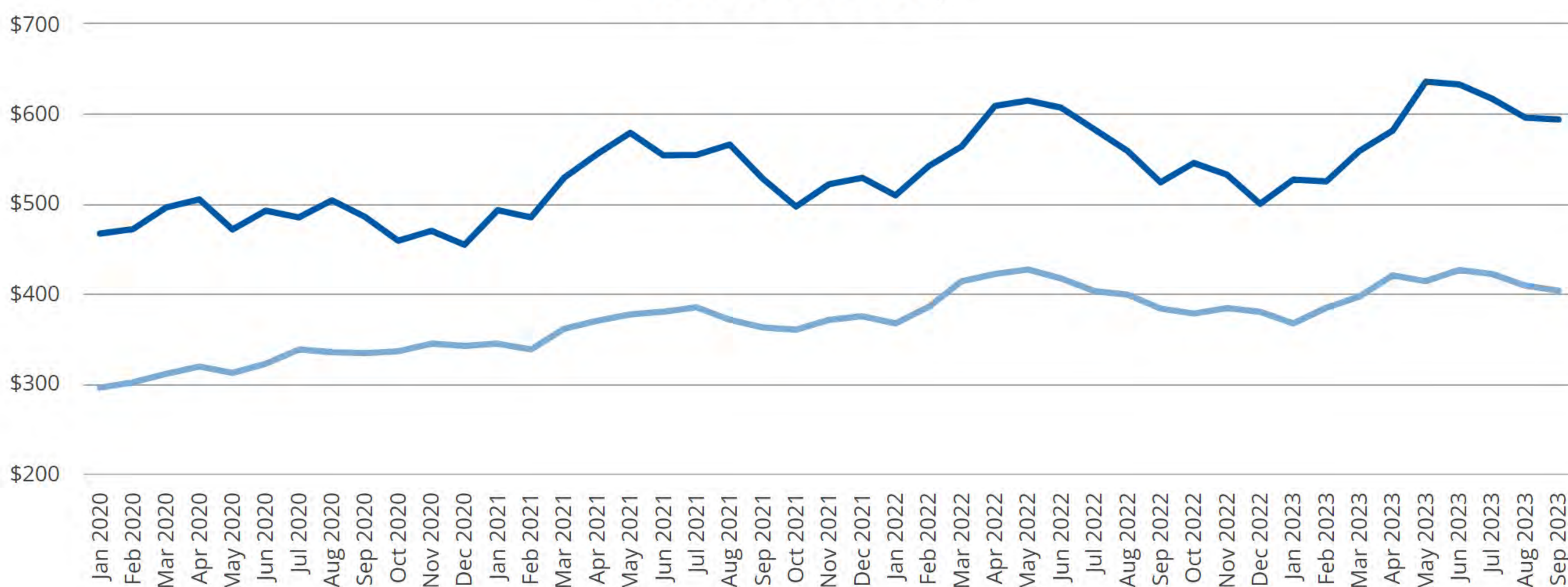
Price per Square Foot



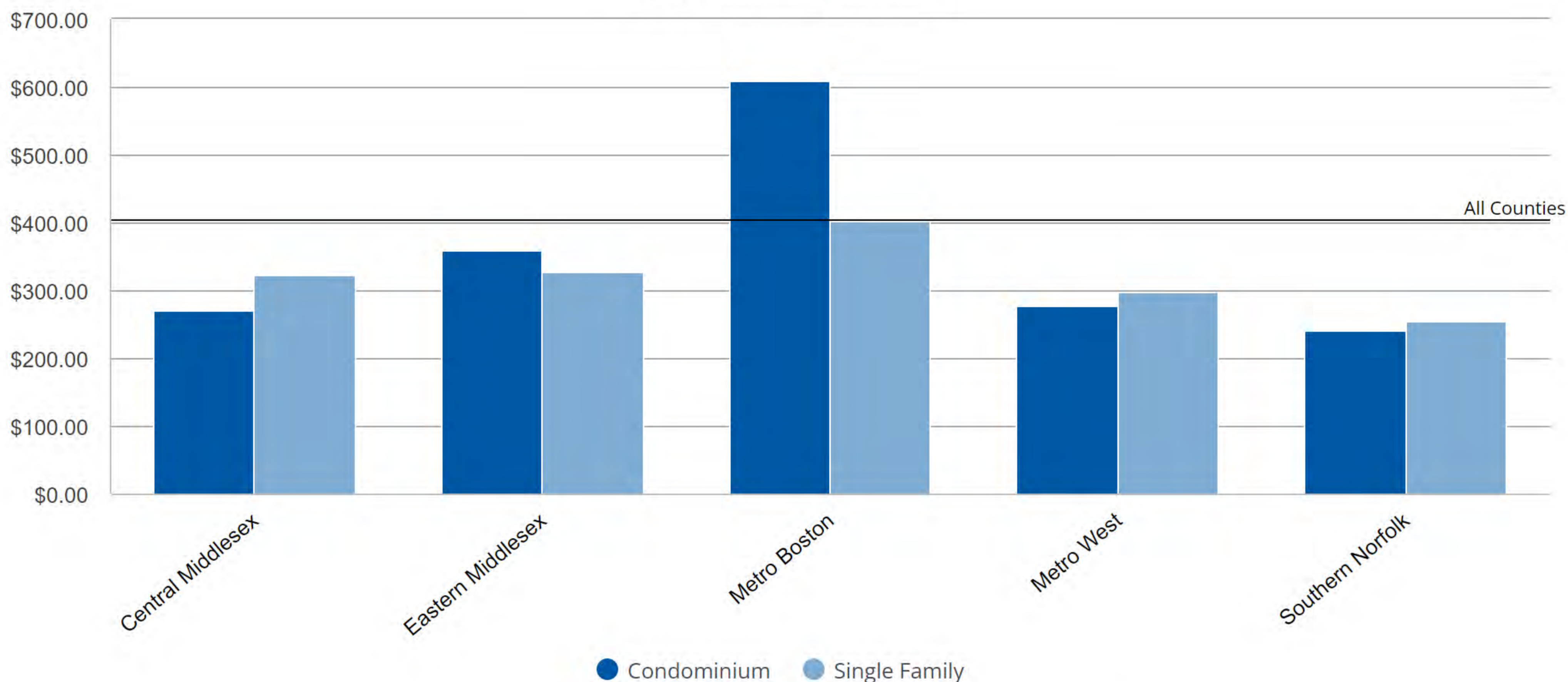
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	September 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$404	⚡ -1.3%	⬆️ 5.2%	⬆️ 1.0%
CONDO	\$594	⚡ -0.3%	⬆️ 13.4%	⬆️ 3.1%

Historical Activity



Region Comparison



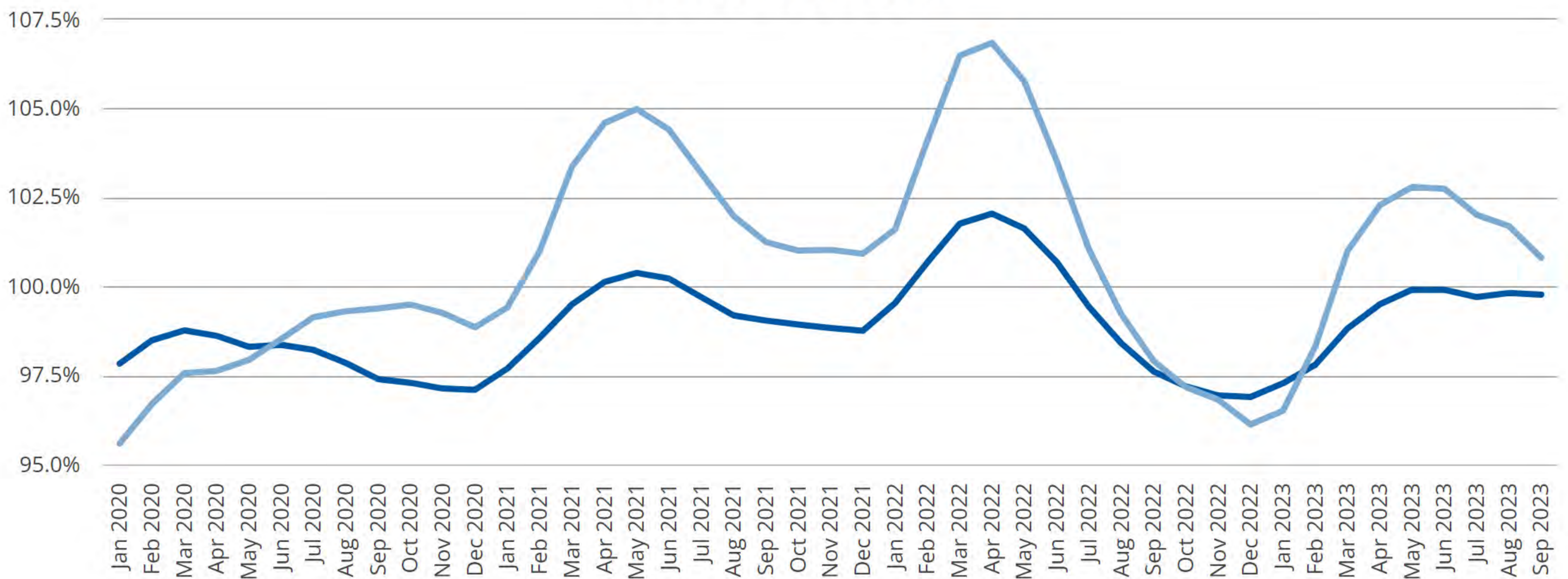
Sold to Original Price Ratio



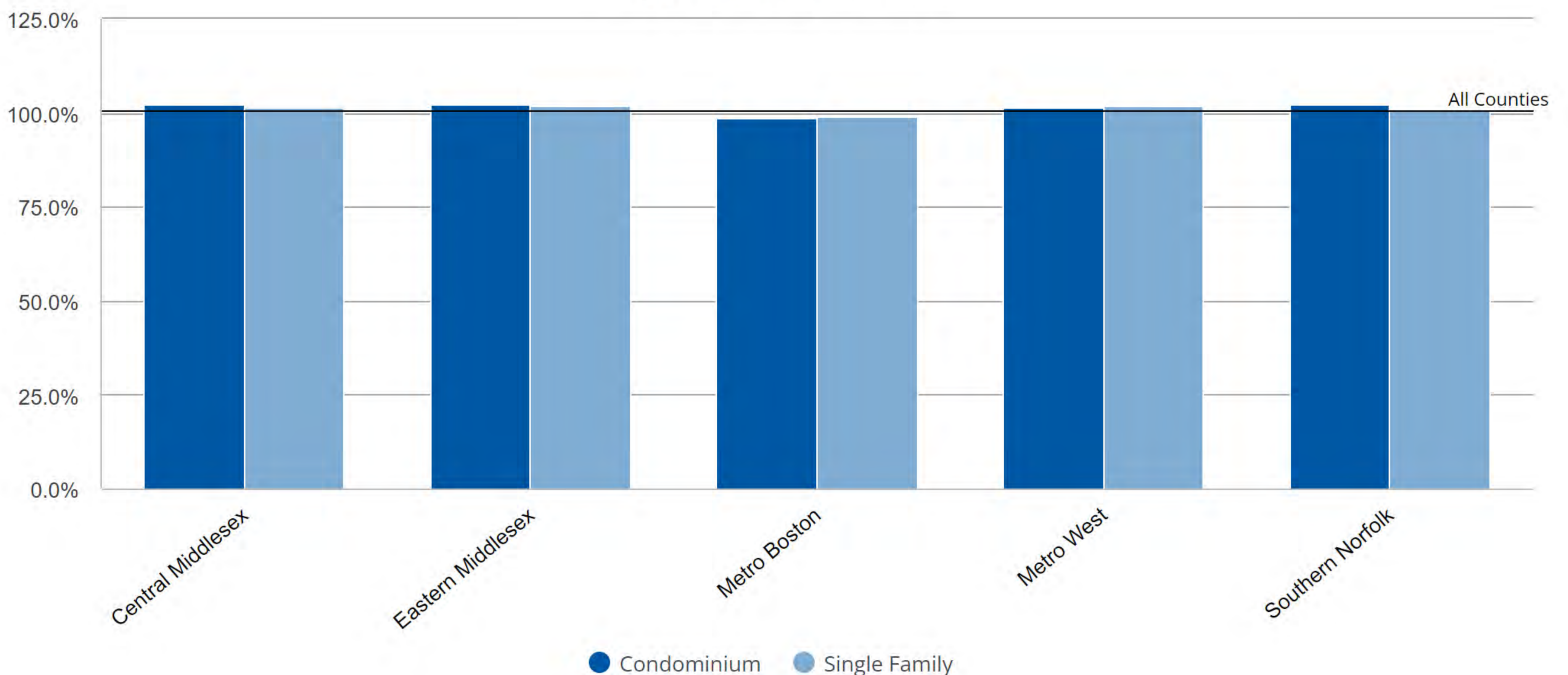
The average of the sales price divided by the original list price expressed as a percentage.

	September 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	100.8%	⚡ -0.9%	⬆️ 3.0%	⚡ -1.6%
CONDO	99.8%	⚡ -0.0%	⬆️ 2.2%	⚡ -1.2%

Historical Activity



Region Comparison



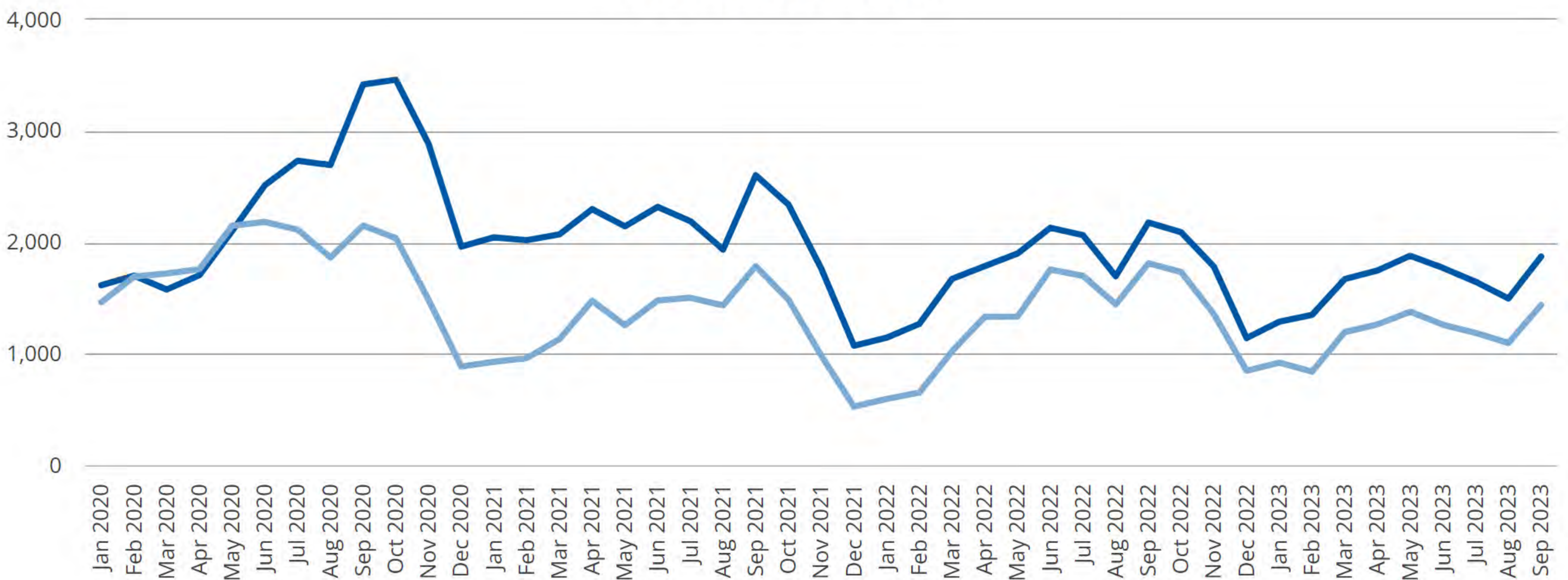
Active Inventory



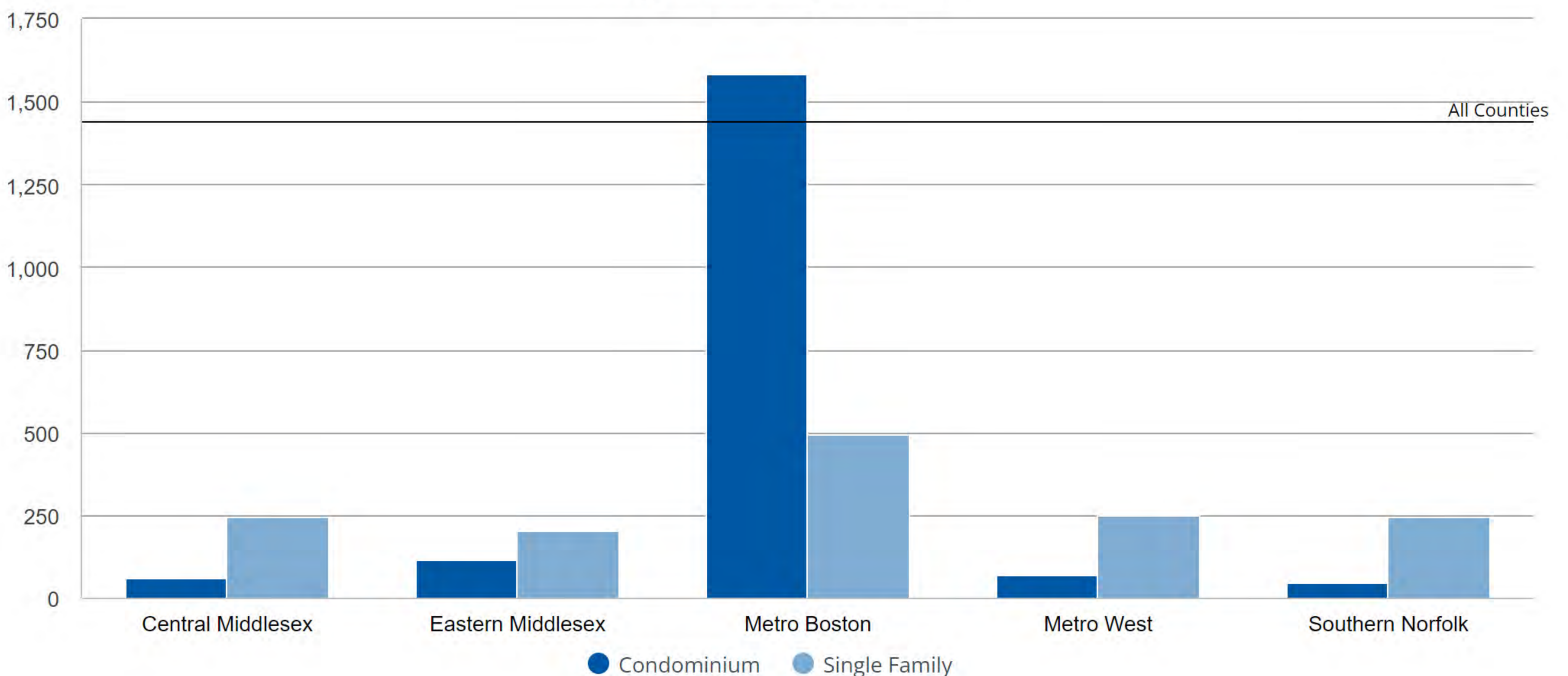
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	September 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,439	⬆️ 31.2%	⬇️ -20.6%	—
CONDO	1,873	⬆️ 25.1%	⬇️ -14.0%	—

Historical Activity



Region Comparison



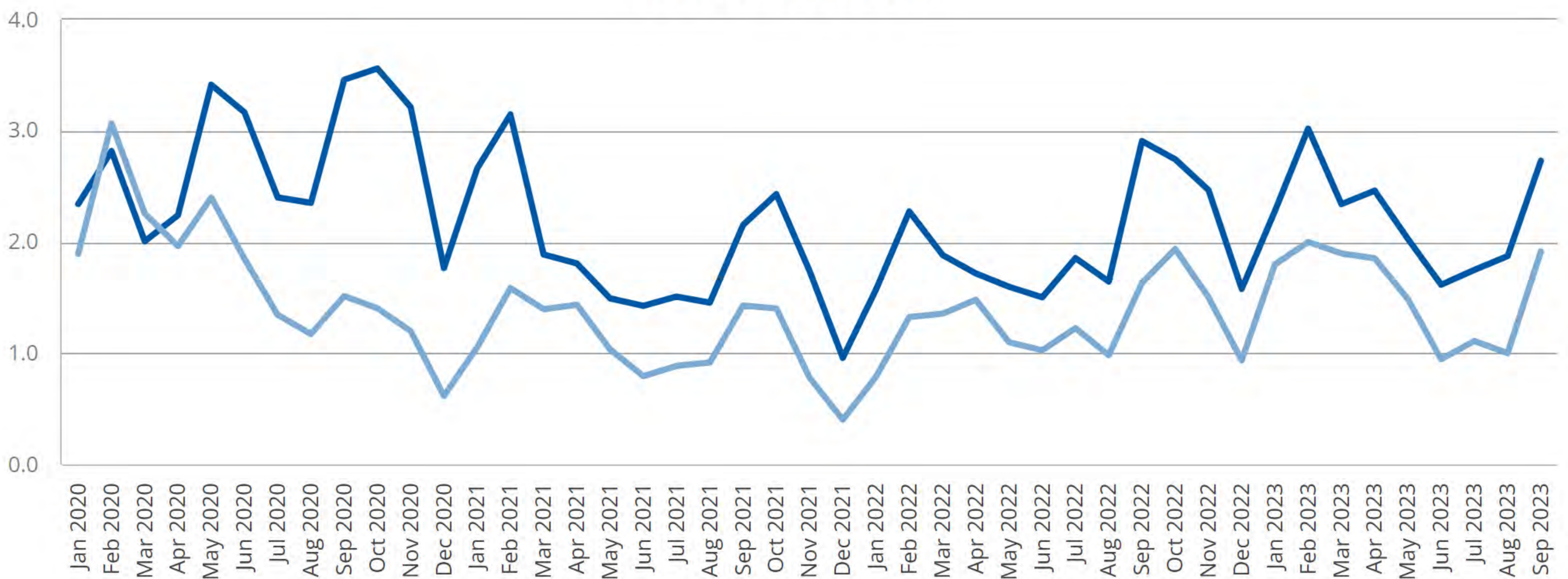
Months Supply of Inventory



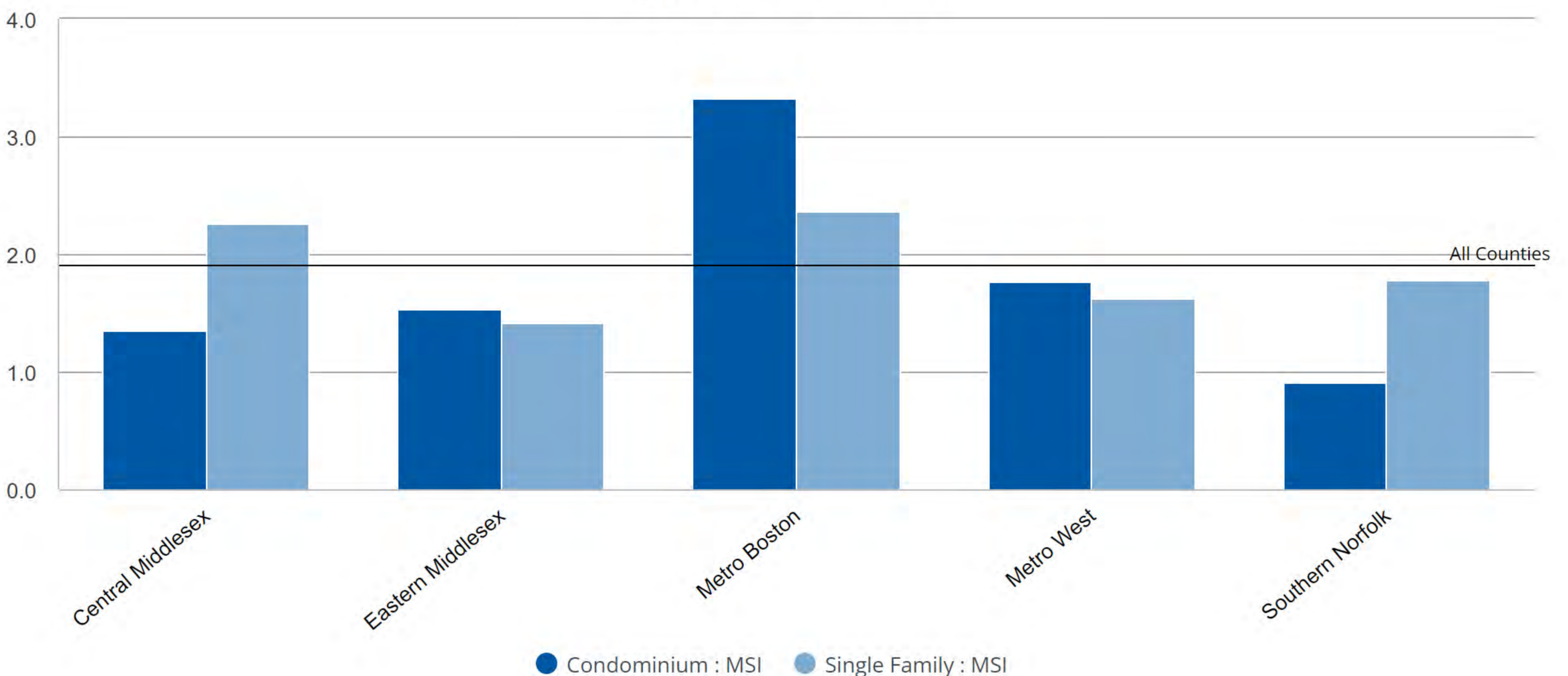
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	September 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1.9	⬆️ 91.4%	⬆️ 17.2%	—
CONDO	2.7	⬆️ 45.7%	⬆️ -6.1%	—

Historical Activity



Region Comparison



Central Middlesex Region



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

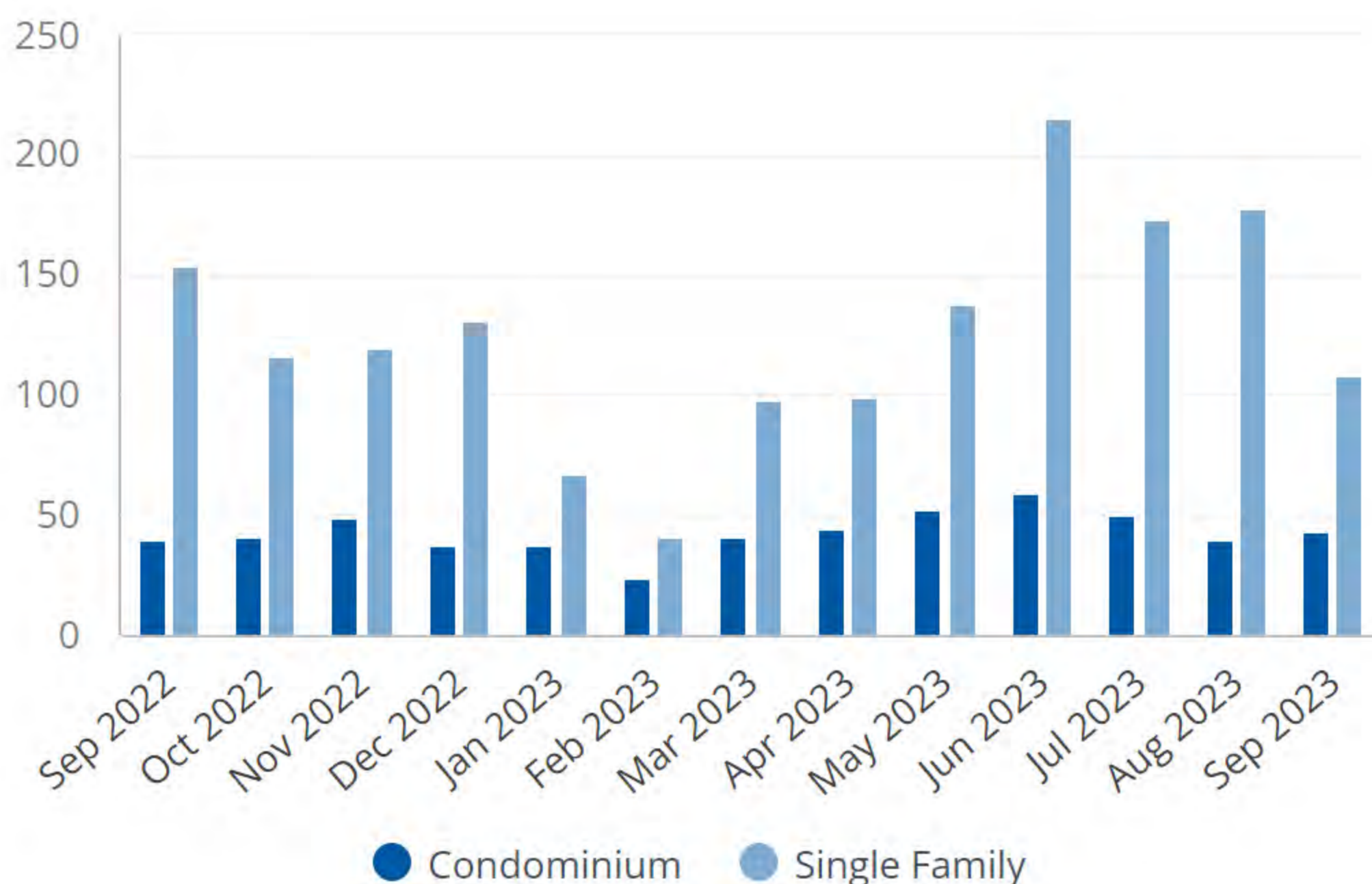
Single Family Homes

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,080,000	\$950,000	⬆️ 13.7%	\$1,127,500	⬇️ -4.2%	\$1,200,000	\$1,100,000	⬆️ 9.1%
Closed Sales	109	154	⬇️ -29.2%	178	⬇️ -38.8%	1,120	1,425	⬇️ -21.4%
New Listings	173	222	⬇️ -22.1%	129	⬆️ 34.1%	1,469	1,914	⬇️ -23.2%
Pending Sales	109	116	⬇️ -6.0%	104	⬆️ 4.8%	1,169	1,442	⬇️ -18.9%
Median Days on Market	16	21	⬇️ -23.8%	20	⬇️ -20.0%	16	16	➡️ 0.0%
Price per Square Foot	\$411	\$378	⬆️ 8.9%	\$413	⬇️ -0.5%	\$418	\$410	⬆️ 2.0%
Sold to Original Price Ratio	101.2%	101.0%	⬆️ 0.3%	102.4%	⬇️ -1.1%	102.6%	106.7%	⬇️ -3.9%
Active Inventory	247	312	⬇️ -20.8%	198	⬆️ 24.7%	—	—	—
Months Supply of Inventory	2.3	2.0	⬆️ 11.8%	1.1	⬆️ 103.7%	—	—	—

Condominiums

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$730,000	\$425,000	⬆️ 71.8%	\$582,500	⬆️ 25.3%	\$591,550	\$585,000	⬆️ 1.1%
Closed Sales	43	40	⬆️ 7.5%	40	⬆️ 7.5%	393	431	⬇️ -8.8%
New Listings	52	76	⬇️ -31.6%	38	⬆️ 36.8%	493	568	⬇️ -13.2%
Pending Sales	39	36	⬆️ 8.3%	46	⬇️ -15.2%	410	441	⬇️ -7.0%
Median Days on Market	16	16	➡️ 0.0%	17	⬇️ -5.9%	17	15	⬆️ 13.3%
Price per Square Foot	\$388	\$307	⬆️ 26.4%	\$335	⬆️ 15.8%	\$361	\$334	⬆️ 8.1%
Sold to Original Price Ratio	102.6%	100.7%	⬆️ 1.9%	102.6%	⬆️ 0.1%	102.0%	105.1%	⬇️ -3.0%
Active Inventory	58	99	⬇️ -41.4%	51	⬆️ 13.7%	—	—	—
Months Supply of Inventory	1.3	2.5	⬇️ -45.5%	1.3	⬆️ 5.8%	—	—	—

Number of Closed Sales



Median Sales Price



Eastern Middlesex Region



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

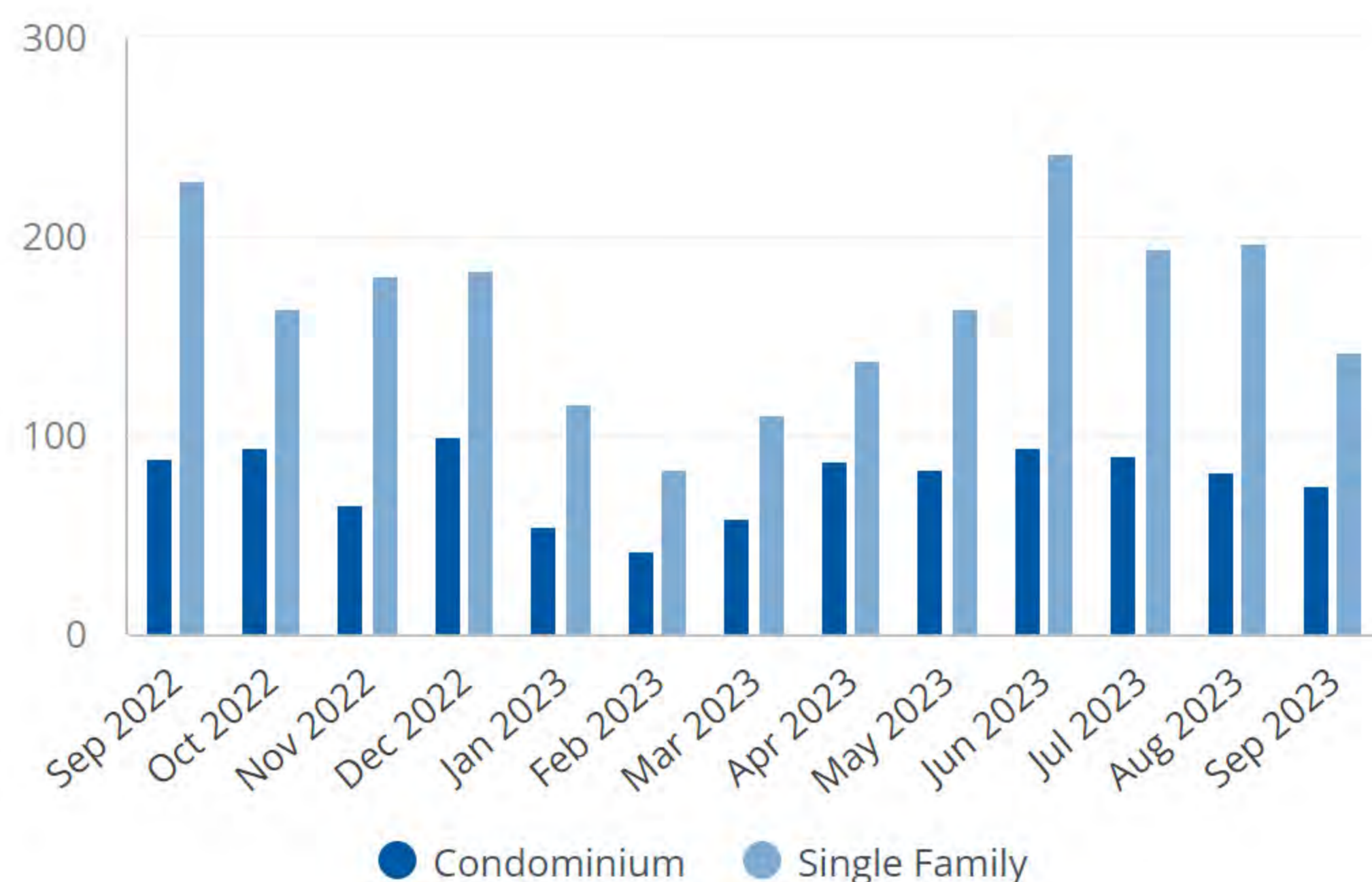
Single Family Homes

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$836,000	\$760,000	▲ 10.0%	\$810,000	▲ 3.2%	\$780,000	\$765,000	▲ 2.0%
Closed Sales	143	229	▼ -37.6%	197	▼ -27.4%	1,390	1,849	▼ -24.8%
New Listings	222	269	▼ -17.5%	145	▲ 53.1%	1,650	2,316	▼ -28.8%
Pending Sales	149	180	▼ -17.2%	171	▼ -12.9%	1,431	1,868	▼ -23.4%
Median Days on Market	16	19	▼ -15.8%	18	▼ -11.1%	16	15	▲ 6.7%
Price per Square Foot	\$405	\$407	▼ -0.5%	\$417	▼ -2.9%	\$403	\$409	▼ -1.5%
Sold to Original Price Ratio	102.0%	100.6%	▲ 1.4%	103.2%	▼ -1.1%	102.9%	105.6%	▼ -2.5%
Active Inventory	203	282	▼ -28.0%	142	▲ 43.0%	—	—	—
Months Supply of Inventory	1.4	1.2	▲ 15.3%	0.7	▲ 96.9%	—	—	—

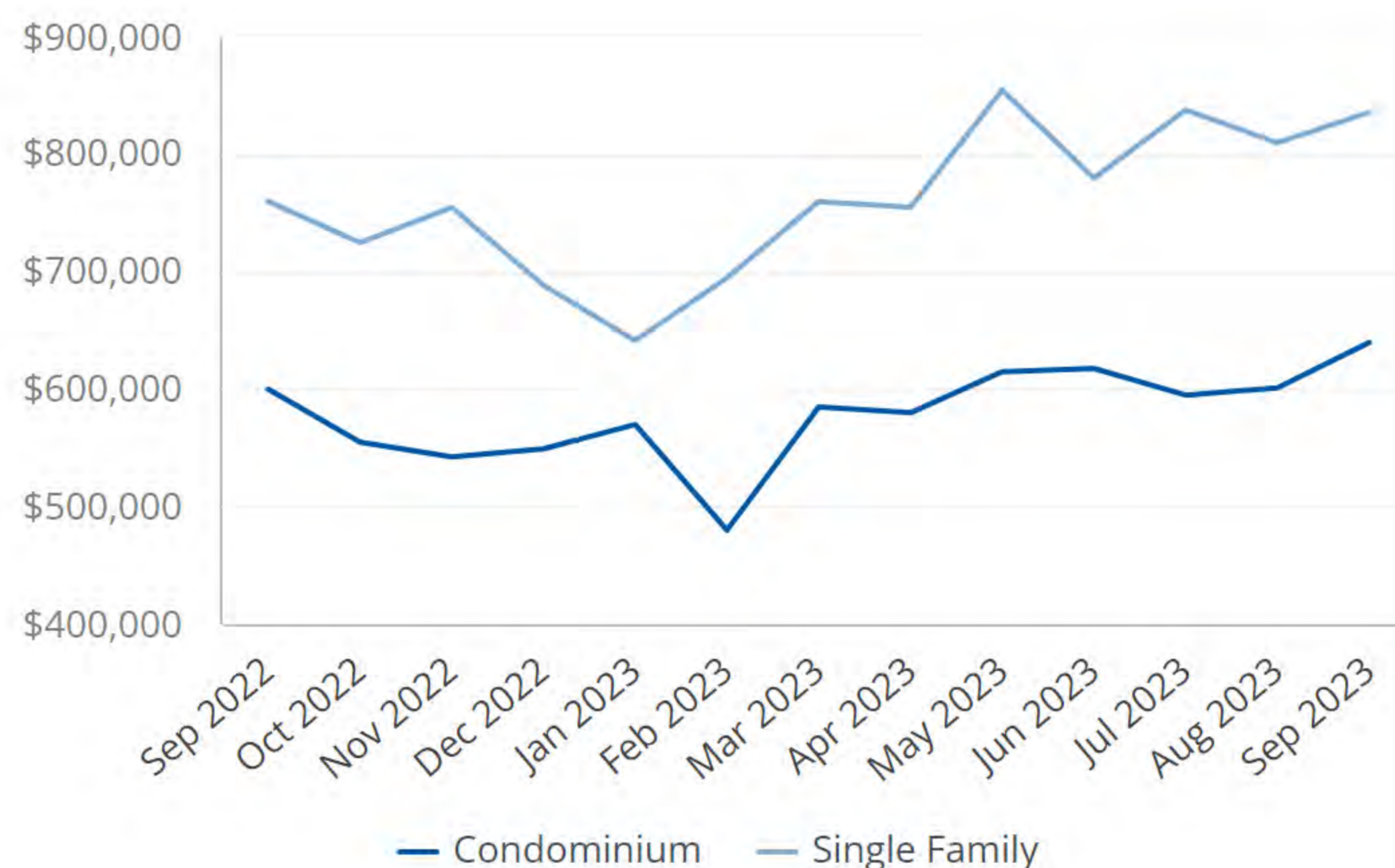
Condominiums

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$639,900	\$600,000	▲ 6.7%	\$601,200	▲ 6.4%	\$600,000	\$565,000	▲ 6.2%
Closed Sales	75	89	▼ -15.7%	82	▼ -8.5%	668	855	▼ -21.9%
New Listings	121	131	▼ -7.6%	77	▲ 57.1%	933	1,080	▼ -13.6%
Pending Sales	96	87	▲ 10.3%	66	▲ 45.5%	772	888	▼ -13.1%
Median Days on Market	16	16	▶ 0.0%	18.5	▼ -13.5%	16	16	▶ 0.0%
Price per Square Foot	\$515	\$464	▲ 11.0%	\$448	▲ 15.1%	\$447	\$441	▲ 1.4%
Sold to Original Price Ratio	102.5%	100.8%	▲ 1.7%	102.1%	▲ 0.4%	101.4%	102.5%	▼ -1.2%
Active Inventory	115	120	▼ -4.2%	93	▲ 23.7%	—	—	—
Months Supply of Inventory	1.5	1.3	▲ 13.7%	1.1	▲ 35.2%	—	—	—

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

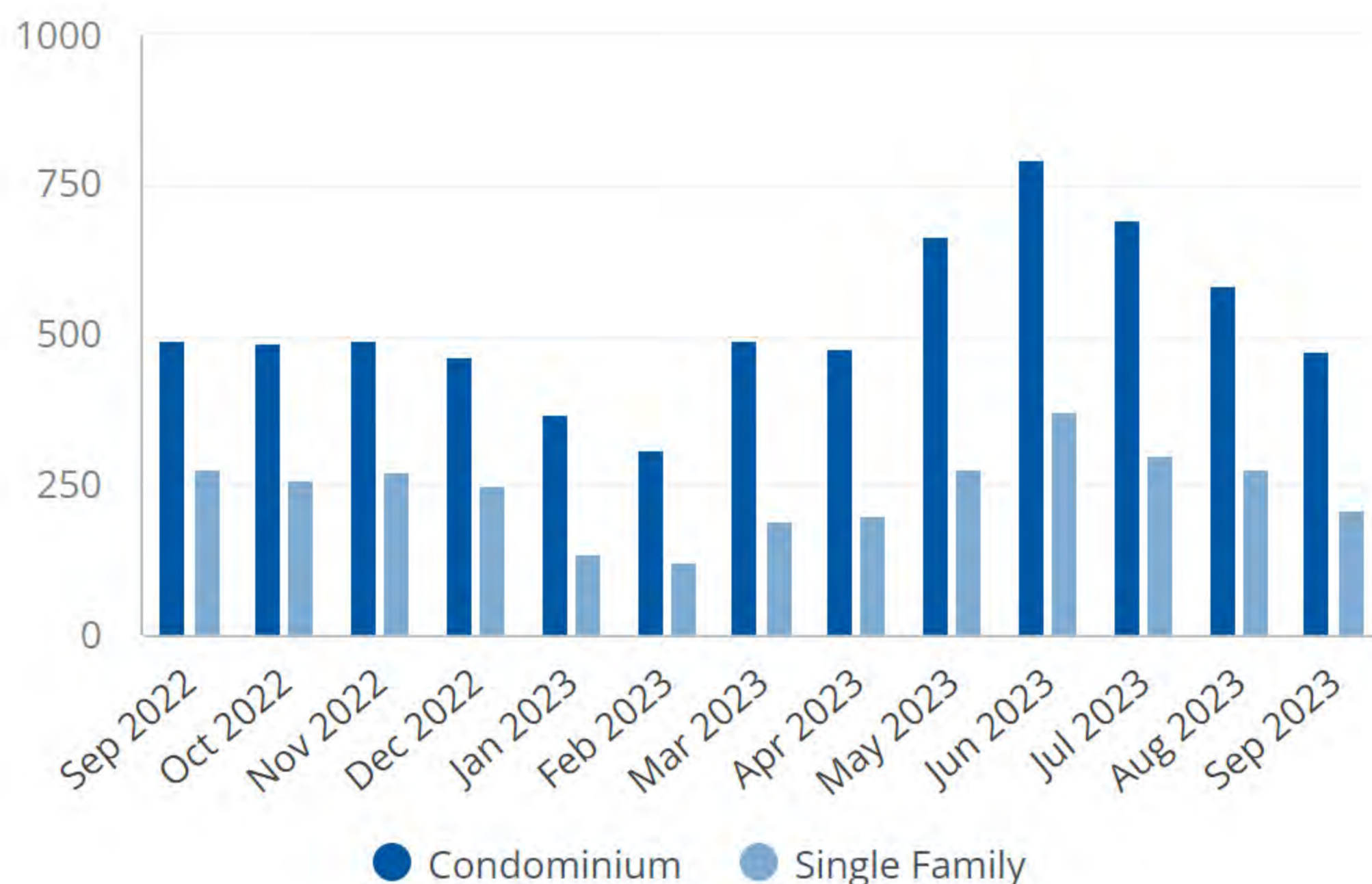
Single Family Homes

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$940,000	\$847,500	▲ 10.9%	\$936,181	▲ 0.4%	\$950,000	\$920,000	▲ 3.3%
Closed Sales	209	278	▼ -24.8%	279	▼ -25.1%	2,092	2,724	▼ -23.2%
New Listings	426	494	▼ -13.8%	240	▲ 77.5%	3,009	3,744	▼ -19.6%
Pending Sales	233	269	▼ -13.4%	202	▲ 15.3%	2,196	2,732	▼ -19.6%
Median Days on Market	17	21	▼ -19.0%	22	▼ -22.7%	18	16	▲ 12.5%
Price per Square Foot	\$475	\$469	▲ 1.4%	\$511	▼ -7.0%	\$503	\$492	▲ 2.2%
Sold to Original Price Ratio	100.2%	99.0%	▲ 1.2%	101.6%	▼ -1.4%	101.2%	103.6%	▼ -2.4%
Active Inventory	495	601	▼ -17.6%	363	▲ 36.4%	—	—	—
Months Supply of Inventory	2.4	2.2	▲ 9.6%	1.3	▲ 82.0%	—	—	—

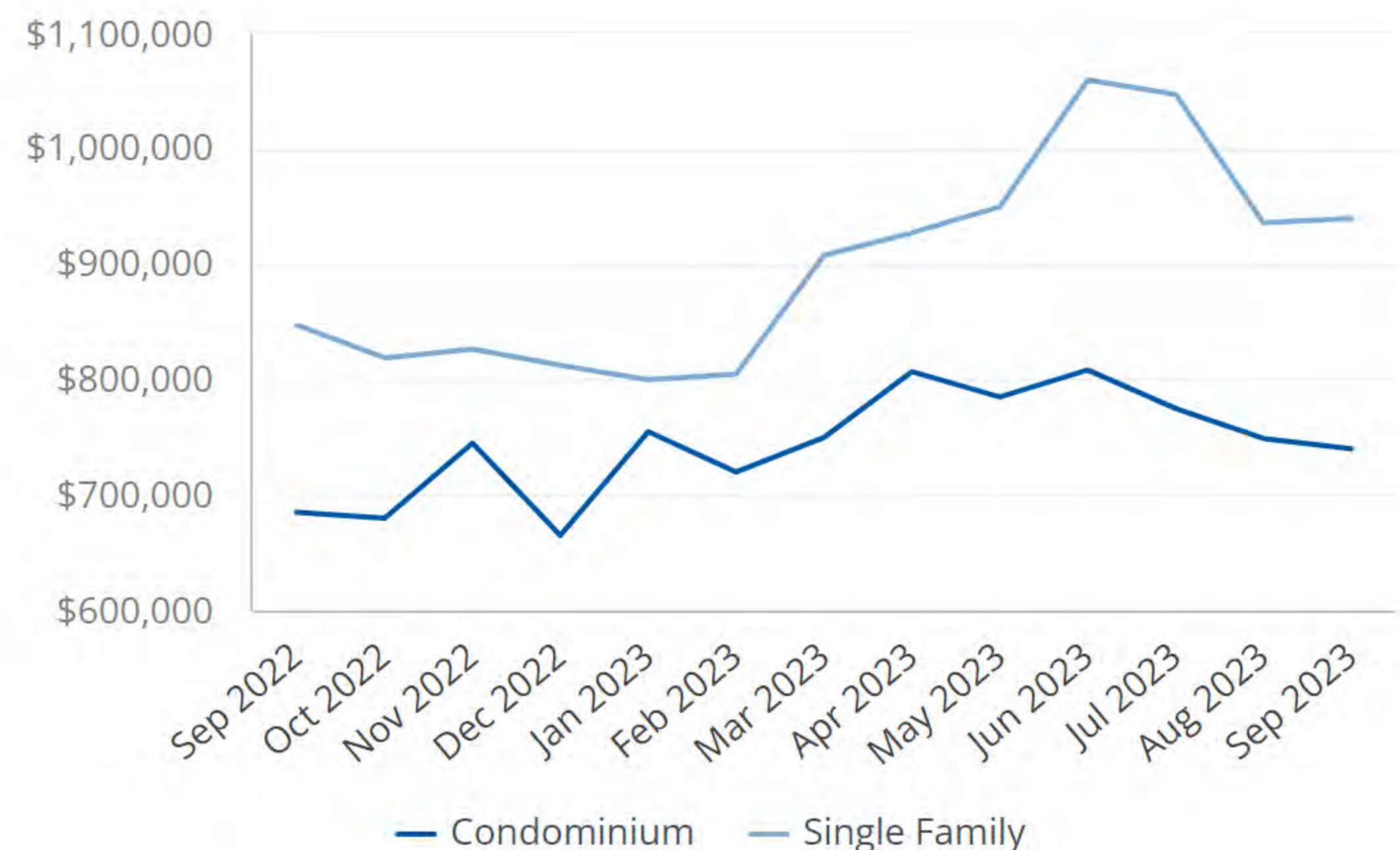
Condominiums

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$740,000	\$685,000	▲ 8.0%	\$749,000	▼ -1.2%	\$770,000	\$735,000	▲ 4.8%
Closed Sales	477	493	▼ -3.2%	585	▼ -18.5%	4,865	6,179	▼ -21.3%
New Listings	1,037	1,197	▼ -13.4%	576	▲ 80.0%	7,452	9,372	▼ -20.5%
Pending Sales	470	485	▼ -3.1%	455	▲ 3.3%	4,947	6,180	▼ -20.0%
Median Days on Market	20	22	▼ -9.1%	22	▼ -9.1%	21	20	▲ 5.0%
Price per Square Foot	\$679	\$667	▲ 1.8%	\$706	▼ -3.9%	\$712	\$693	▲ 2.7%
Sold to Original Price Ratio	98.7%	98.0%	▲ 0.8%	99.1%	▼ -0.3%	99.1%	100.3%	▼ -1.2%
Active Inventory	1,585	1,780	▼ -11.0%	1,223	▲ 29.6%	—	—	—
Months Supply of Inventory	3.3	3.6	▼ -8.0%	2.1	▲ 58.9%	—	—	—

Number of Closed Sales



Median Sales Price



Metro West Region



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

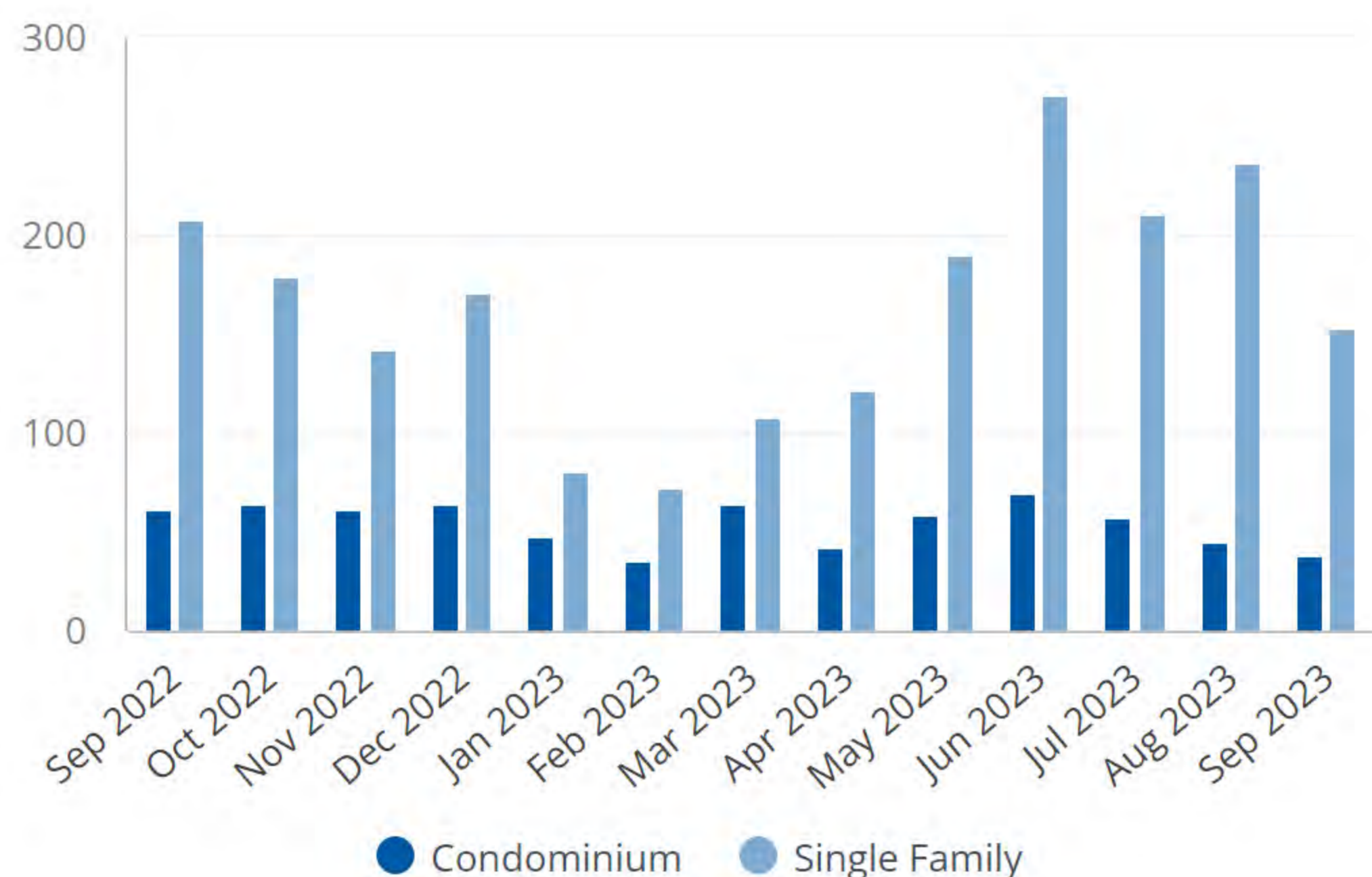
Single Family Homes

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$842,000	\$745,000	↑ 13.0%	\$1,065,000	↓ -20.9%	\$915,000	\$875,000	↑ 4.6%
Closed Sales	153	208	↓ -26.4%	237	↓ -35.4%	1,446	1,940	↓ -25.5%
New Listings	225	269	↓ -16.4%	171	↑ 31.6%	1,867	2,409	↓ -22.5%
Pending Sales	152	162	↓ -6.2%	155	↓ -1.9%	1,512	1,942	↓ -22.1%
Median Days on Market	17	18	↓ -5.6%	17	↔ 0.0%	16	14	↑ 14.3%
Price per Square Foot	\$381	\$353	↑ 7.9%	\$389	↓ -2.1%	\$390	\$374	↑ 4.3%
Sold to Original Price Ratio	102.1%	101.0%	↑ 1.0%	102.3%	↓ -0.3%	102.4%	105.5%	↓ -2.9%
Active Inventory	248	295	↓ -15.9%	202	↑ 22.8%	—	—	—
Months Supply of Inventory	1.6	1.4	↑ 14.3%	0.9	↑ 90.2%	—	—	—

Condominiums

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$654,700	\$559,000	↑ 17.1%	\$640,000	↑ 2.3%	\$650,000	\$620,000	↑ 4.8%
Closed Sales	38	62	↓ -38.7%	45	↓ -15.6%	458	595	↓ -23.0%
New Listings	65	84	↓ -22.6%	48	↑ 35.4%	564	730	↓ -22.7%
Pending Sales	63	61	↑ 3.3%	40	↑ 57.5%	467	598	↓ -21.9%
Median Days on Market	16	17	↓ -5.9%	18.5	↓ -13.5%	17	16	↑ 6.3%
Price per Square Foot	\$360	\$343	↑ 5.0%	\$357	↑ 0.7%	\$356	\$337	↑ 5.6%
Sold to Original Price Ratio	101.6%	101.2%	↑ 0.4%	102.9%	↓ -1.3%	101.9%	103.8%	↓ -1.7%
Active Inventory	67	94	↓ -28.7%	75	↓ -10.7%	—	—	—
Months Supply of Inventory	1.8	1.5	↑ 16.3%	1.7	↑ 5.8%	—	—	—

Number of Closed Sales



Median Sales Price



Southern Norfolk Region



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

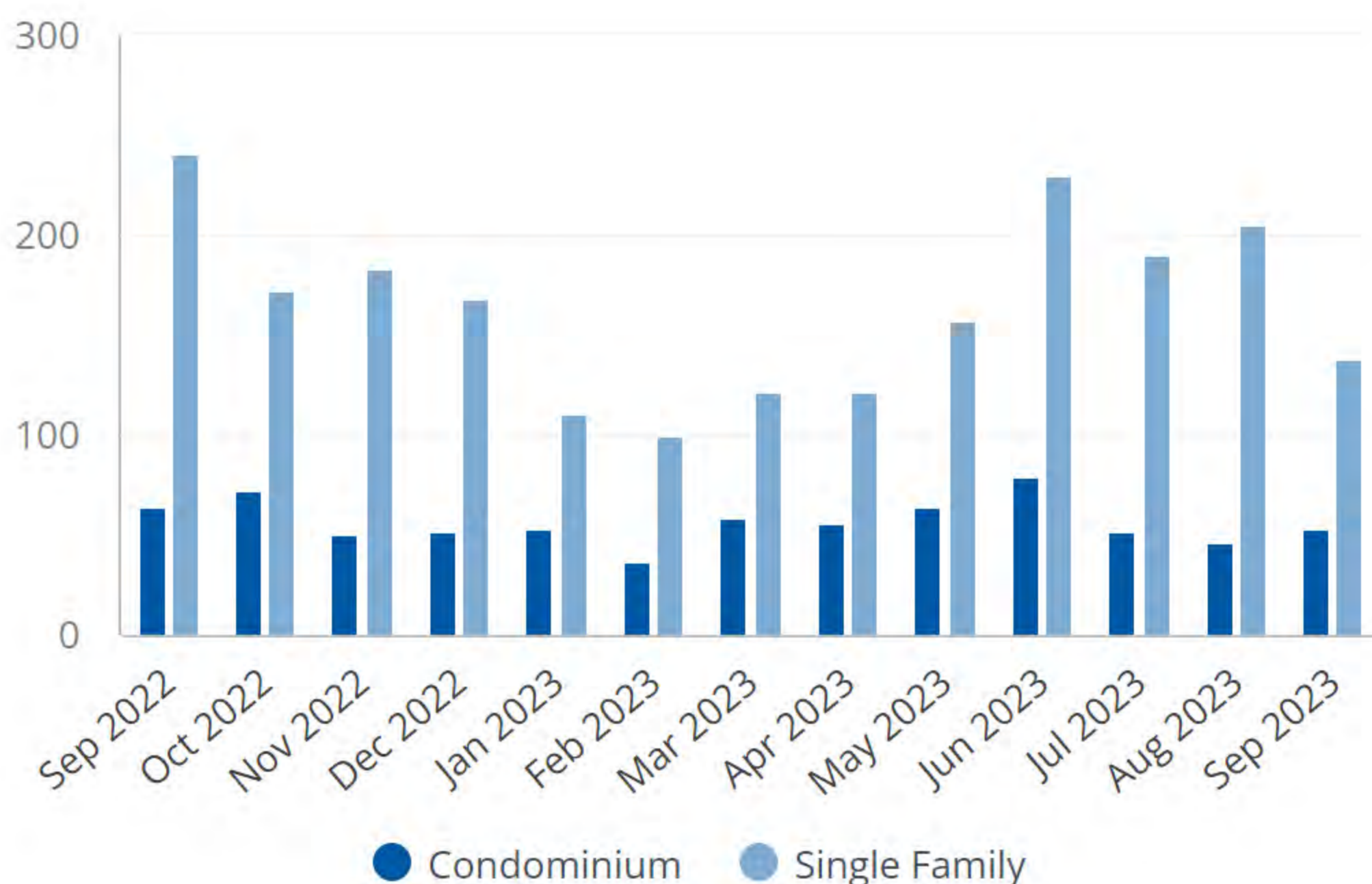
Single Family Homes

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$681,203.5	\$625,000	⬆️ 9.0%	\$693,500	⬇️ -1.8%	\$673,200	\$645,000	⬆️ 4.4%
Closed Sales	138	241	⬇️ -42.7%	206	⬇️ -33.0%	1,376	1,858	⬇️ -25.9%
New Listings	212	248	⬇️ -14.5%	177	⬆️ 19.8%	1,690	2,272	⬇️ -25.6%
Pending Sales	140	174	⬇️ -19.5%	164	⬇️ -14.6%	1,424	1,834	⬇️ -22.4%
Median Days on Market	22	20	⬆️ 10.0%	20	⬆️ 10.0%	19	18	⬆️ 5.6%
Price per Square Foot	\$338	\$320	⬆️ 5.5%	\$332	⬆️ 1.8%	\$338	\$331	⬆️ 2.0%
Sold to Original Price Ratio	100.7%	100.7%	⬇️ 0.0%	103.5%	⬇️ -2.8%	102.2%	103.8%	⬇️ -1.5%
Active Inventory	246	322	⬇️ -23.6%	192	⬆️ 28.1%	—	—	—
Months Supply of Inventory	1.8	1.3	⬆️ 33.4%	0.9	⬆️ 91.3%	—	—	—

Condominiums

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$455,000	\$460,000	⬇️ -1.1%	\$500,000	⬇️ -9.0%	\$475,000	\$450,000	⬆️ 5.6%
Closed Sales	53	65	⬇️ -18.5%	47	⬆️ 12.8%	501	657	⬇️ -23.7%
New Listings	54	84	⬇️ -35.7%	60	⬇️ -10.0%	554	756	⬇️ -26.7%
Pending Sales	52	89	⬇️ -41.6%	56	⬇️ -7.1%	491	633	⬇️ -22.4%
Median Days on Market	17	16	⬆️ 6.3%	15.5	⬆️ 9.7%	19	16	⬆️ 18.8%
Price per Square Foot	\$319	\$313	⬆️ 1.9%	\$348	⬇️ -8.3%	\$335	\$319	⬆️ 5.0%
Sold to Original Price Ratio	101.0%	102.0%	⬇️ -1.0%	102.8%	⬇️ -1.8%	101.8%	104.3%	⬇️ -2.4%
Active Inventory	48	85	⬇️ -43.5%	55	⬇️ -12.7%	—	—	—
Months Supply of Inventory	0.9	1.3	⬇️ -30.7%	1.2	⬇️ -22.6%	—	—	—

Number of Closed Sales



Median Sales Price



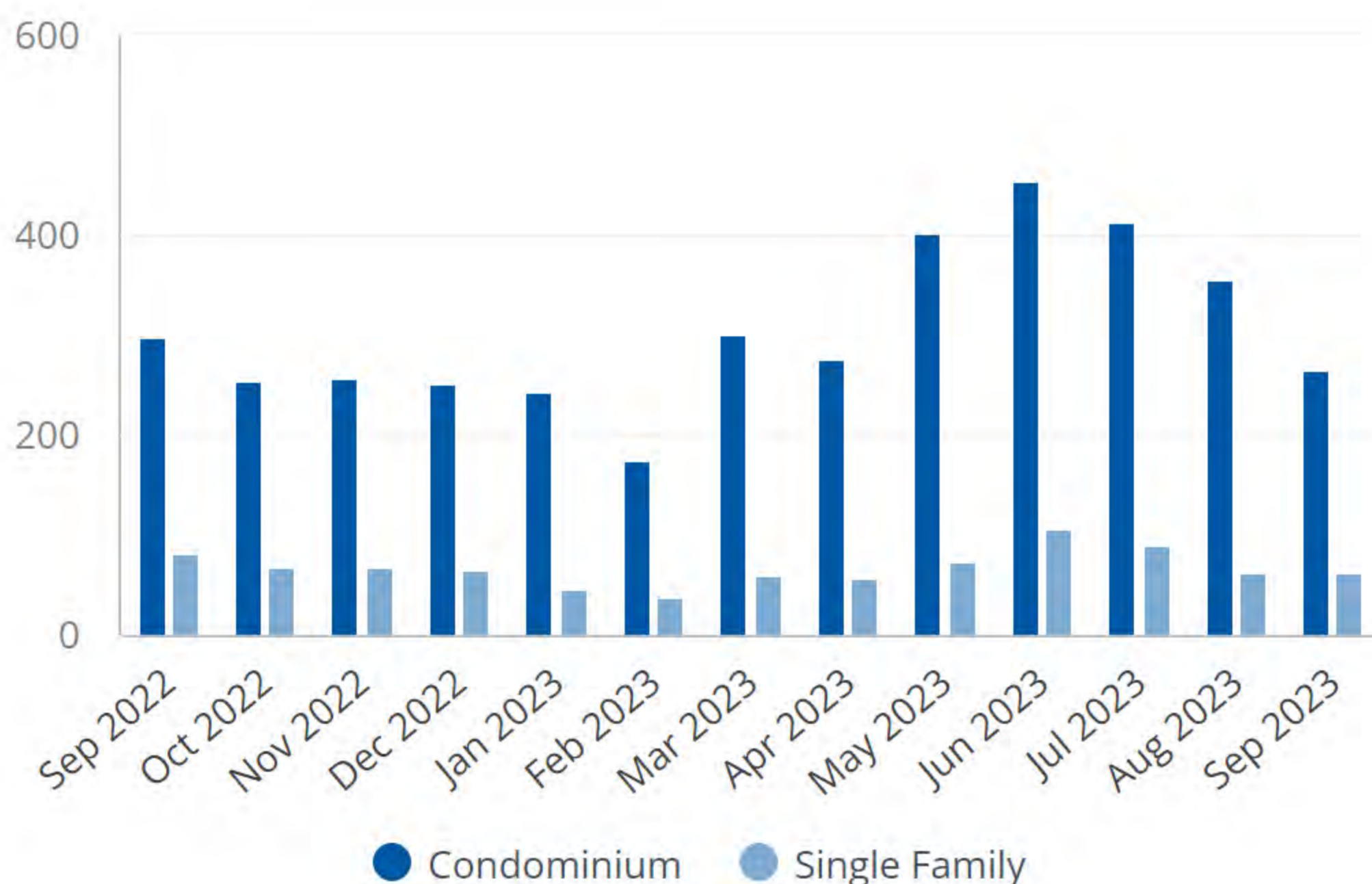
Single Family Homes

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$796,250	\$825,000	▼ -3.5%	\$816,000	▼ -2.4%	\$803,000	\$806,000	▼ -0.4%
Closed Sales	62	81	▼ -23.5%	64	▼ -3.1%	596	789	▼ -24.5%
New Listings	118	142	▼ -16.9%	66	▲ 78.8%	838	1,075	▼ -22.0%
Pending Sales	54	67	▼ -19.4%	67	▼ -19.4%	619	775	▼ -20.1%
Median Days on Market	17	24	▼ -29.2%	29	▼ -41.4%	20	19	▲ 5.3%
Price per Square Foot	\$438	\$471	▼ -7.0%	\$507	▼ -13.6%	\$476	\$490	▼ -2.9%
Sold to Original Price Ratio	99.7%	98.2%	▲ 1.5%	100.1%	▼ -0.4%	99.5%	102.0%	▼ -2.5%
Active Inventory	155	194	▼ -20.1%	106	▲ 46.2%	—	—	—
Months Supply of Inventory	2.5	2.4	▲ 4.4%	1.7	▲ 50.9%	—	—	—

Condominiums

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$705,000	\$685,000	▲ 2.9%	\$700,000	▲ 0.7%	\$745,000	\$725,000	▲ 2.8%
Closed Sales	267	298	▼ -10.4%	355	▼ -24.8%	2,895	3,734	▼ -22.5%
New Listings	617	707	▼ -12.7%	340	▲ 81.5%	4,546	5,880	▼ -22.7%
Pending Sales	274	259	▲ 5.8%	255	▲ 7.5%	2,869	3,742	▼ -23.3%
Median Days on Market	21	27	▼ -22.2%	25	▼ -16.0%	22	21	▲ 4.8%
Price per Square Foot	\$774	\$750	▲ 3.2%	\$782	▼ -1.0%	\$792	\$764	▲ 3.6%
Sold to Original Price Ratio	98.2%	97.4%	▲ 0.8%	98.3%	▼ -0.2%	98.5%	99.4%	▼ -0.9%
Active Inventory	1,041	1,146	▼ -9.2%	853	▲ 22.0%	—	—	—
Months Supply of Inventory	3.9	3.8	▲ 1.4%	2.4	▲ 62.3%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

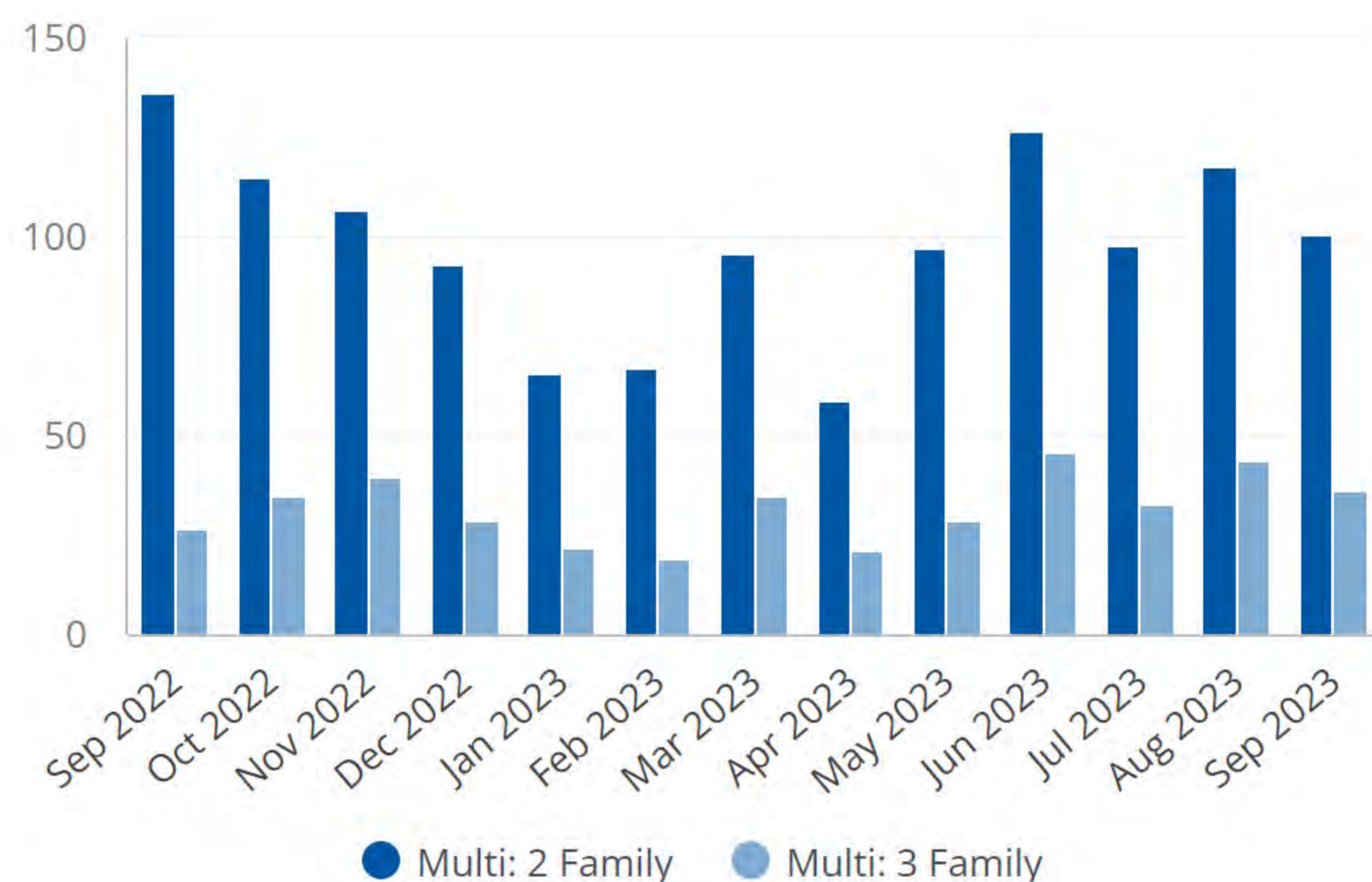
2 Family Homes

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$920,000	\$903,000	↑ 1.9%	\$905,000	↑ 1.7%	\$895,000	\$899,900	↓ -0.5%
Closed Sales	101	136	↓ -25.7%	118	↓ -14.4%	829	1,139	↓ -27.2%
New Listings	158	196	↓ -19.4%	116	↑ 36.2%	1,168	1,642	↓ -28.9%
Pending Sales	97	108	↓ -10.2%	105	↓ -7.6%	862	1,128	↓ -23.6%
Median Days on Market	19	20	↓ -5.0%	20	↓ -5.0%	20	20	↔ 0.0%
Price per Square Foot	\$370	\$362	↑ 2.2%	\$373	↓ -0.7%	\$361	\$361	↔ 0.0%
Sold to Original Price Ratio	99.5%	98.1%	↑ 1.5%	102.0%	↓ -2.4%	99.9%	101.4%	↓ -1.5%
Active Inventory	183	249	↓ -26.5%	141	↑ 29.8%	—	—	—
Months Supply of Inventory	1.8	1.8	↓ -1.0%	1.2	↑ 51.6%	—	—	—

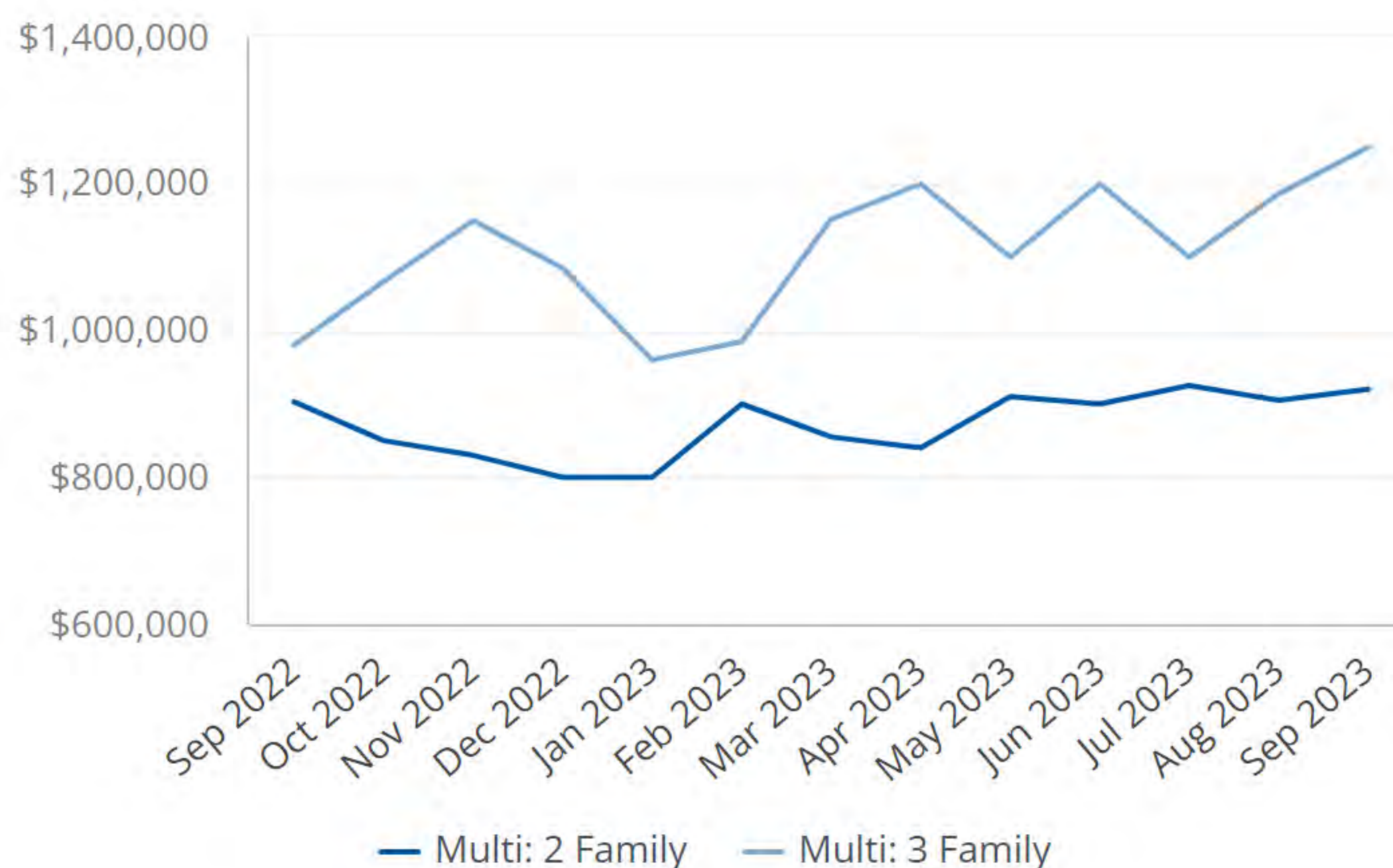
3 Family Homes

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,250,000	\$980,000	↑ 27.6%	\$1,186,500	↑ 5.4%	\$1,137,500	\$1,140,000	↓ -0.2%
Closed Sales	36	27	↑ 33.3%	44	↓ -18.2%	285	389	↓ -26.7%
New Listings	69	79	↓ -12.7%	49	↑ 40.8%	507	664	↓ -23.6%
Pending Sales	41	33	↑ 24.2%	44	↓ -6.8%	330	378	↓ -12.7%
Median Days on Market	21	26	↓ -19.2%	26.5	↓ -20.8%	25	21	↑ 16.7%
Price per Square Foot	\$361	\$285	↑ 26.5%	\$328	↑ 10.1%	\$328	\$345	↓ -4.9%
Sold to Original Price Ratio	96.4%	96.2%	↑ 0.2%	97.6%	↓ -1.2%	96.2%	98.1%	↓ -1.9%
Active Inventory	104	141	↓ -26.2%	95	↑ 9.5%	—	—	—
Months Supply of Inventory	2.9	5.2	↓ -44.7%	2.2	↑ 33.8%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

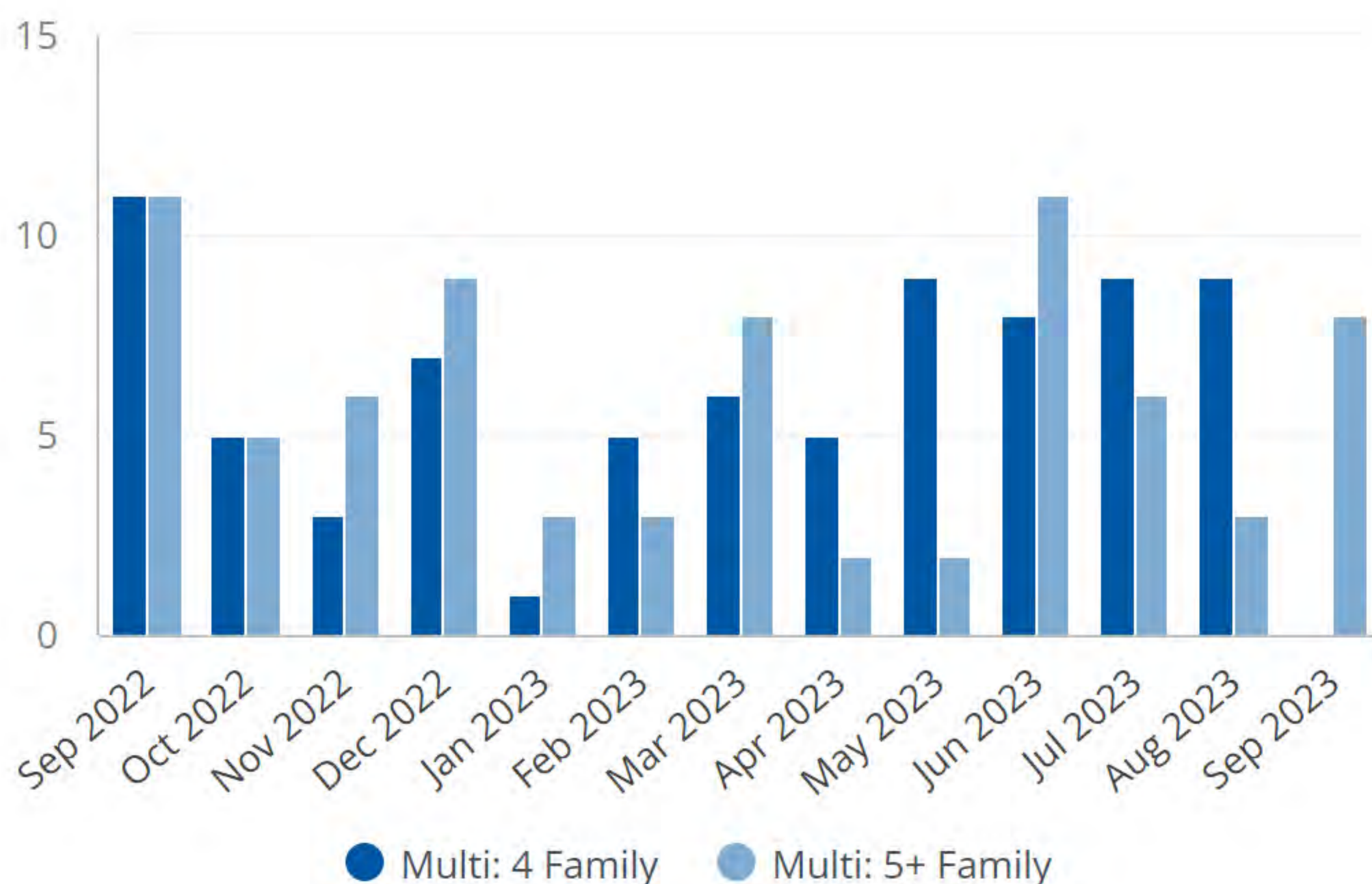
4 Family Homes

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,251,000	\$1,215,000	↑ 3.0%	\$975,000	↑ 28.3%	\$1,155,000	\$1,415,000	↓ -18.4%
Closed Sales	9	11	↓ -18.2%	9	↔ 0.0%	52	68	↓ -23.5%
New Listings	9	17	↓ -47.1%	11	↓ -18.2%	107	139	↓ -23.0%
Pending Sales	6	2	↑ 200.0%	6	↔ 0.0%	60	62	↓ -3.2%
Median Days on Market	18.5	24	↓ -22.9%	30.5	↓ -39.3%	25	26	↓ -5.8%
Price per Square Foot	\$368	\$386	↓ -4.7%	\$317	↑ 16.1%	\$320	\$366	↓ -12.6%
Sold to Original Price Ratio	101.6%	93.9%	↑ 8.2%	99.4%	↑ 2.2%	98.5%	97.0%	↑ 1.6%
Active Inventory	18	36	↓ -50.0%	23	↓ -21.7%	—	—	—
Months Supply of Inventory	2.0	3.3	↓ -38.9%	2.6	↓ -21.7%	—	—	—

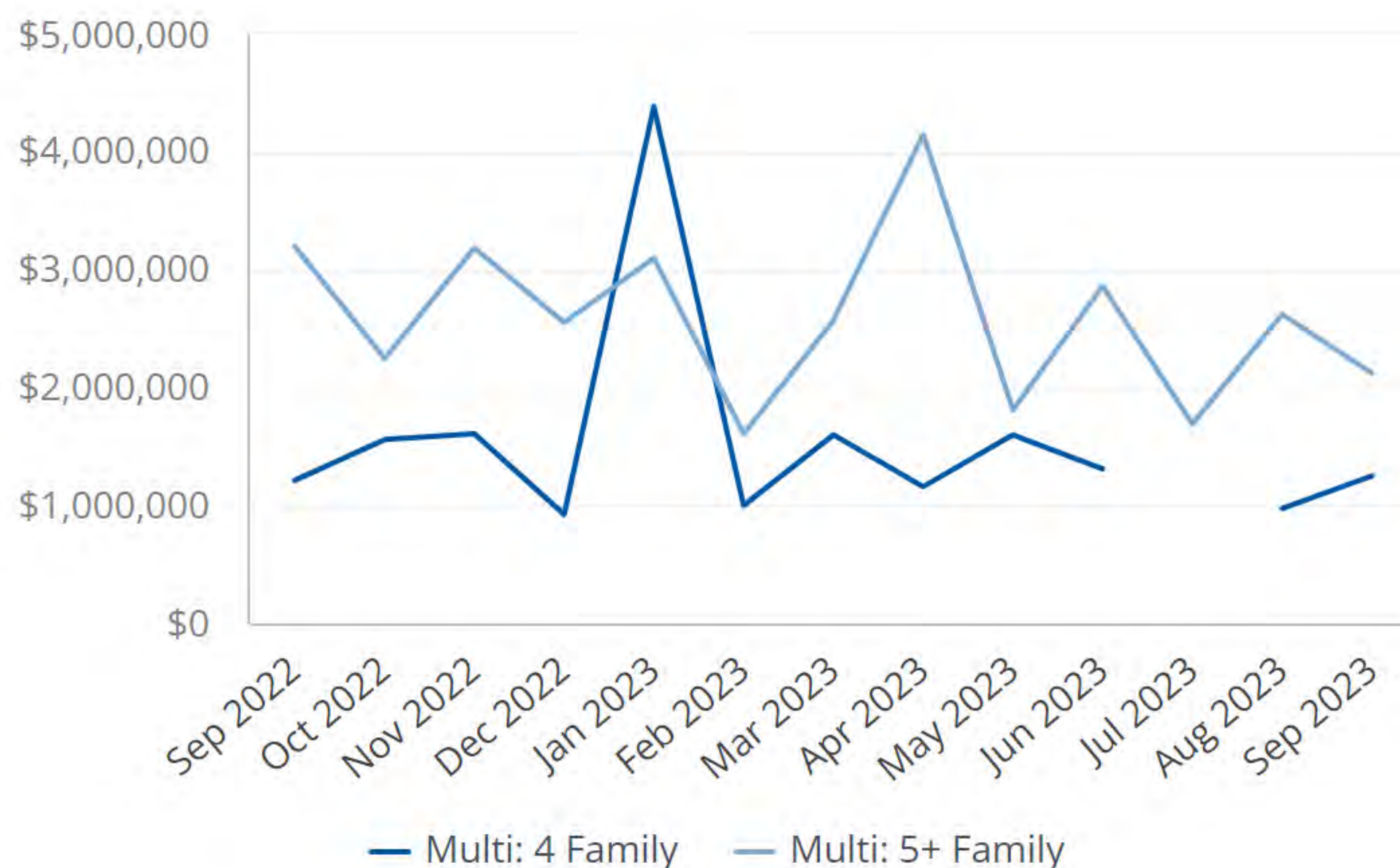
5+ Family Homes

	Sep 2023	Sep 2022	YoY	Aug 2023	MoM	2023	2022	YTD
Median Sales Price	\$2,125,000	\$3,200,000	↓ -33.6%	\$2,625,000	↓ -19.0%	\$2,535,000	\$2,330,000	↑ 8.8%
Closed Sales	8	11	↓ -27.3%	3	↑ 166.7%	46	73	↓ -37.0%
New Listings	23	18	↑ 27.8%	16	↑ 43.8%	153	189	↓ -19.0%
Pending Sales	4	10	↓ -60.0%	10	↓ -60.0%	51	79	↓ -35.4%
Median Days on Market	9.5	66	↓ -85.6%	44	↓ -78.4%	49	38	↑ 28.9%
Price per Square Foot	\$374	\$667	↓ -43.9%	\$438	↓ -14.6%	\$404	\$426	↓ -5.2%
Sold to Original Price Ratio	89.0%	96.1%	↓ -7.3%	102.1%	↓ -12.8%	94.4%	96.8%	↓ -2.5%
Active Inventory	54	55	↓ -1.8%	46	↑ 17.4%	—	—	—
Months Supply of Inventory	6.7	5.0	↑ 35.0%	15.3	↓ -55.9%	—	—	—

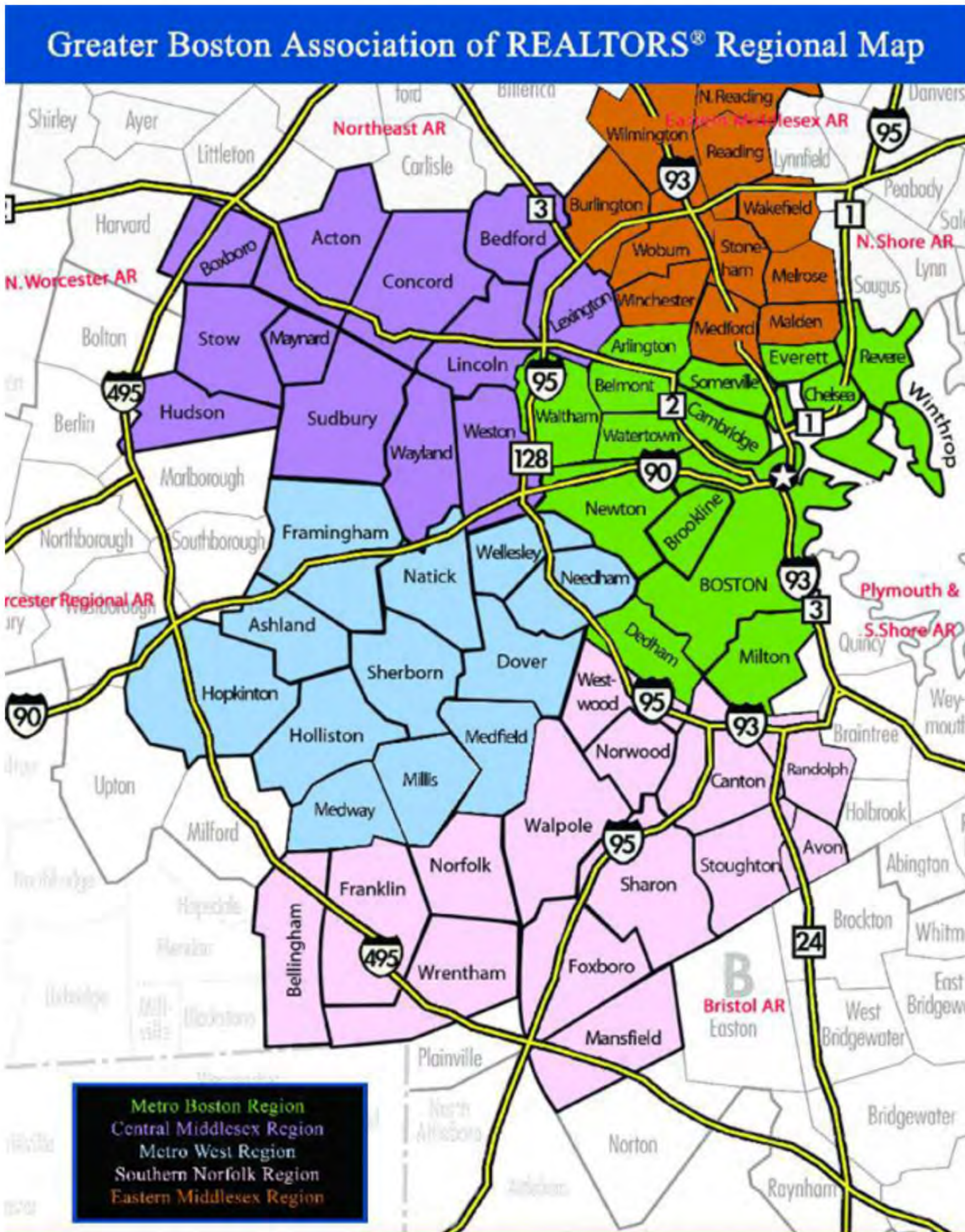
Number of Closed Sales



Median Sales Price



GBAR JURISDICTIONAL AREA



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