

MONTHLY MARKET INSIGHTS REPORT

August 2023

Single-Family Homes

The 1,090 homes sold in August 2023 was a 25.9 percent decline in sales volume from the 1,471 homes sold in August 2022. This was also the lowest sales volume for the month since 2010. Additionally, the median sales price reached a new record high price for the month of August at \$881,000 which reflects a 6.8 percent increase on the August 2022 median sales price of \$825,000.

Condominiums

With 787 condos sold in August, it was a 23.7 percent decrease from the 1,031 units sold in August 2022. This is the fewest number of condos sold in August since 2010. The median sales price for condos increased to a new record high for the month at \$685,000 which is a 5.4 percent increase from the August 2022 median sales price of \$650,000.

Multi-Family Homes

This month, 173 multi-family homes were sold in Greater Boston, which reflects a 28.8 percent decrease in sales from the 243 units sold in August



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Greater Boston Association of REALTORS®

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Data thru 09/10/23

Greater Boston Market Summary



Includes all 64 towns within the GBAR jurisdictional area

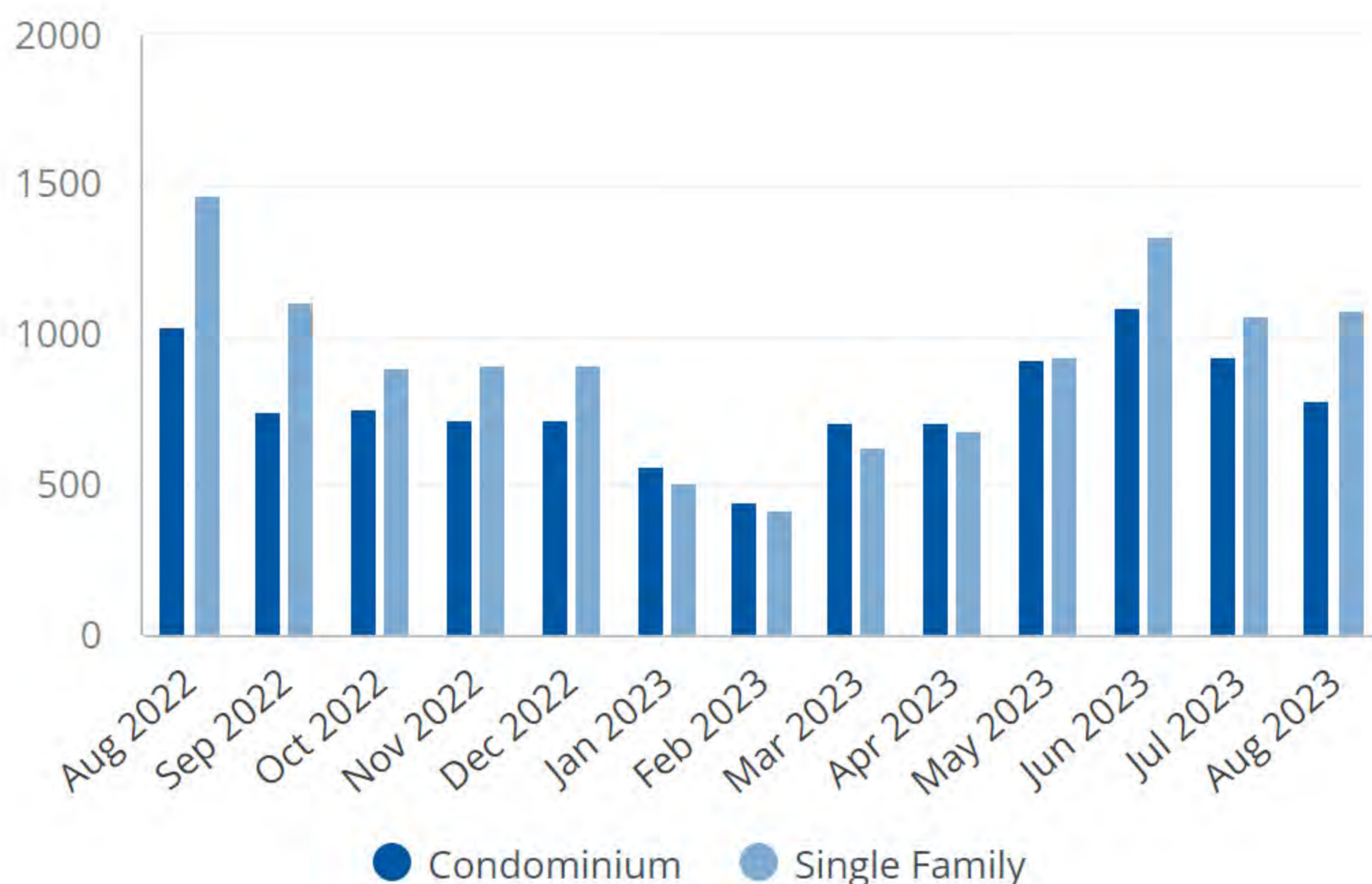
Single Family Homes

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$881,000	\$825,000	⬆️ 6.8%	\$910,000	⬇️ -3.2%	\$855,000	\$829,000	⬆️ 3.1%
Closed Sales	1,090	1,471	⬇️ -25.9%	1,070	⬆️ 1.9%	6,664	8,686	⬇️ -23.3%
New Listings	862	1,052	⬇️ -18.1%	947	⬇️ -9.0%	8,442	11,153	⬇️ -24.3%
Pending Sales	820	1,046	⬇️ -21.6%	829	⬆️ -1.1%	6,995	8,917	⬇️ -21.6%
Median Days on Market	20	20.5	⬆️ -2.4%	20	⬆️ 0.0%	17	16	⬆️ 6.3%
Price per Square Foot	\$410	\$399	⬆️ 2.6%	\$422	⬇️ -3.0%	\$410	\$407	⬆️ 0.7%
Sold to Original Price Ratio	102.5%	101.6%	⬆️ 0.9%	103.4%	⬇️ -0.8%	102.2%	105.4%	⬆️ -3.0%
Active Inventory	1,097	1,445	⬇️ -24.1%	1,195	⬇️ -8.2%	—	—	—
Months Supply of Inventory	1.0	1.0	⬆️ 2.5%	1.1	⬇️ -9.9%	—	—	—

Condominiums

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$685,000	\$650,000	⬆️ 5.4%	\$735,000	⬇️ -6.8%	\$705,870	\$679,000	⬆️ 4.0%
Closed Sales	787	1,031	⬇️ -23.7%	936	⬇️ -15.9%	6,179	7,966	⬇️ -22.4%
New Listings	798	875	⬇️ -8.8%	940	⬇️ -15.1%	8,670	10,934	⬇️ -20.7%
Pending Sales	665	751	⬇️ -11.5%	721	⬆️ -7.8%	6,385	7,986	⬇️ -20.0%
Median Days on Market	21	26	⬆️ -19.2%	21	⬆️ 0.0%	20	19	⬆️ 5.3%
Price per Square Foot	\$595	\$559	⬆️ 6.4%	\$615	⬇️ -3.2%	\$593	\$581	⬆️ 2.1%
Sold to Original Price Ratio	100.0%	99.6%	⬆️ 0.4%	100.4%	⬇️ -0.4%	99.9%	101.5%	⬆️ -1.6%
Active Inventory	1,501	1,697	⬇️ -11.5%	1,648	⬇️ -8.9%	—	—	—
Months Supply of Inventory	1.9	1.6	⬆️ 15.9%	1.8	⬆️ 8.3%	—	—	—

Number of Closed Sales



Median Sales Price



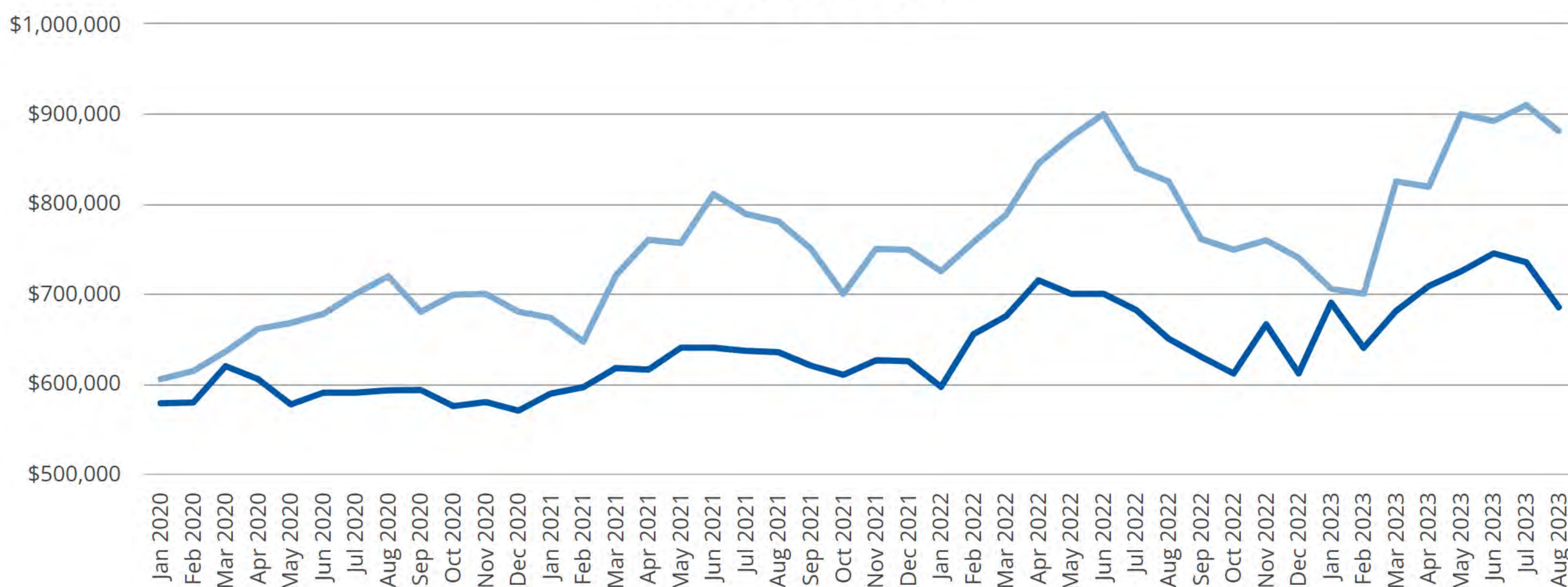
Median Sales Price



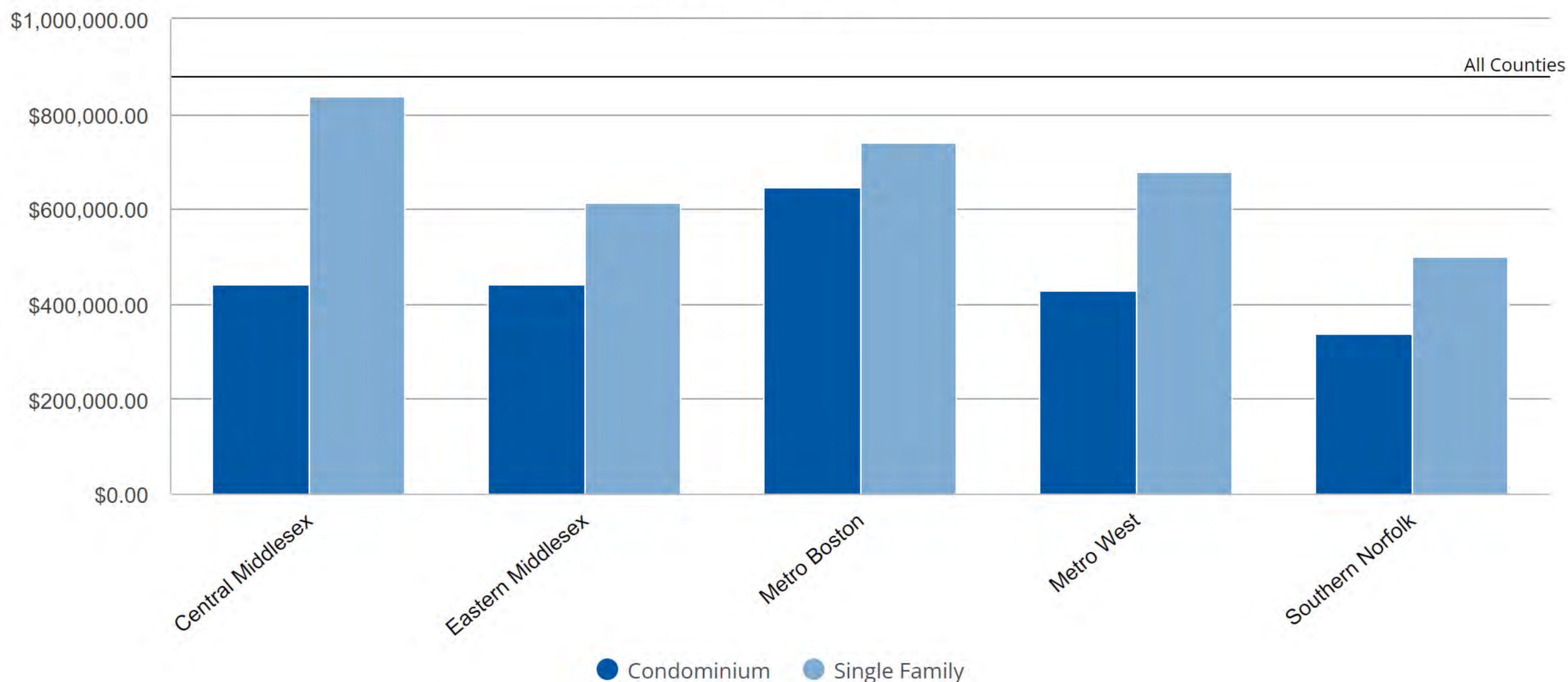
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	August 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$881,000	⚡ -3.2%	⬆️ 6.8%	⬆️ 3.1%
CONDO	\$685,000	⚡ -6.8%	⬆️ 5.4%	⬆️ 4.0%

Historical Activity



Region Comparison



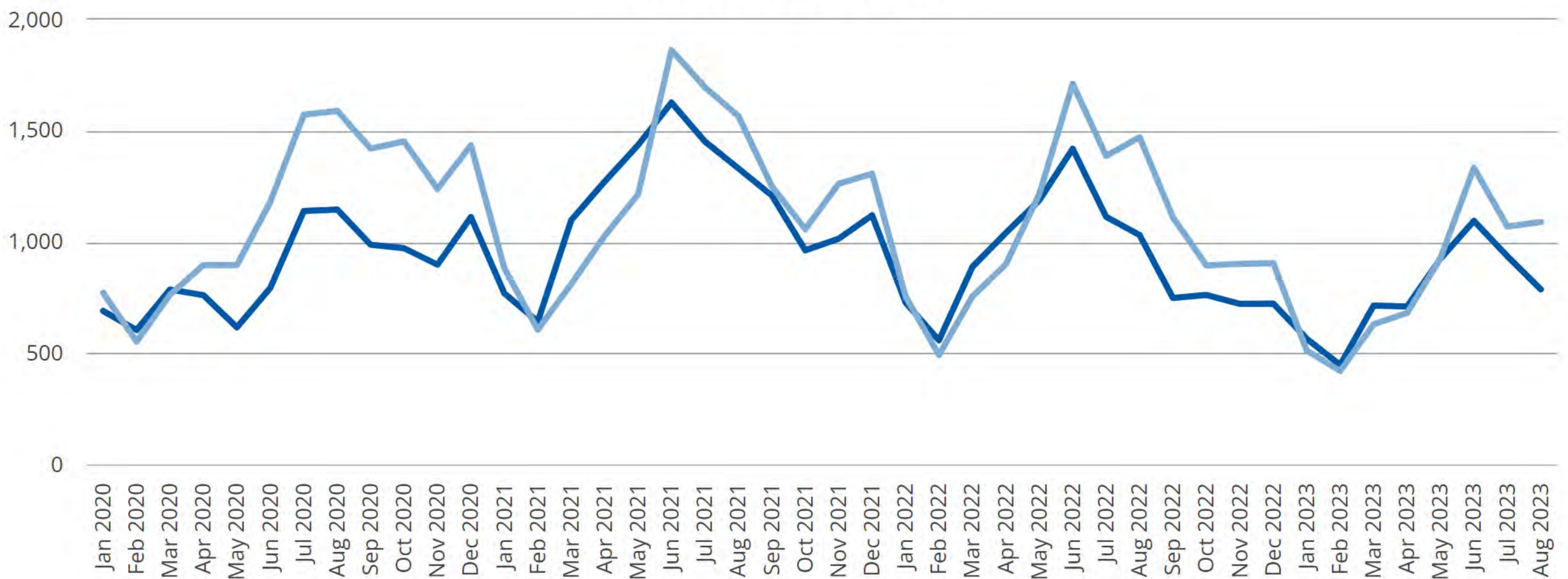
Closed Sales



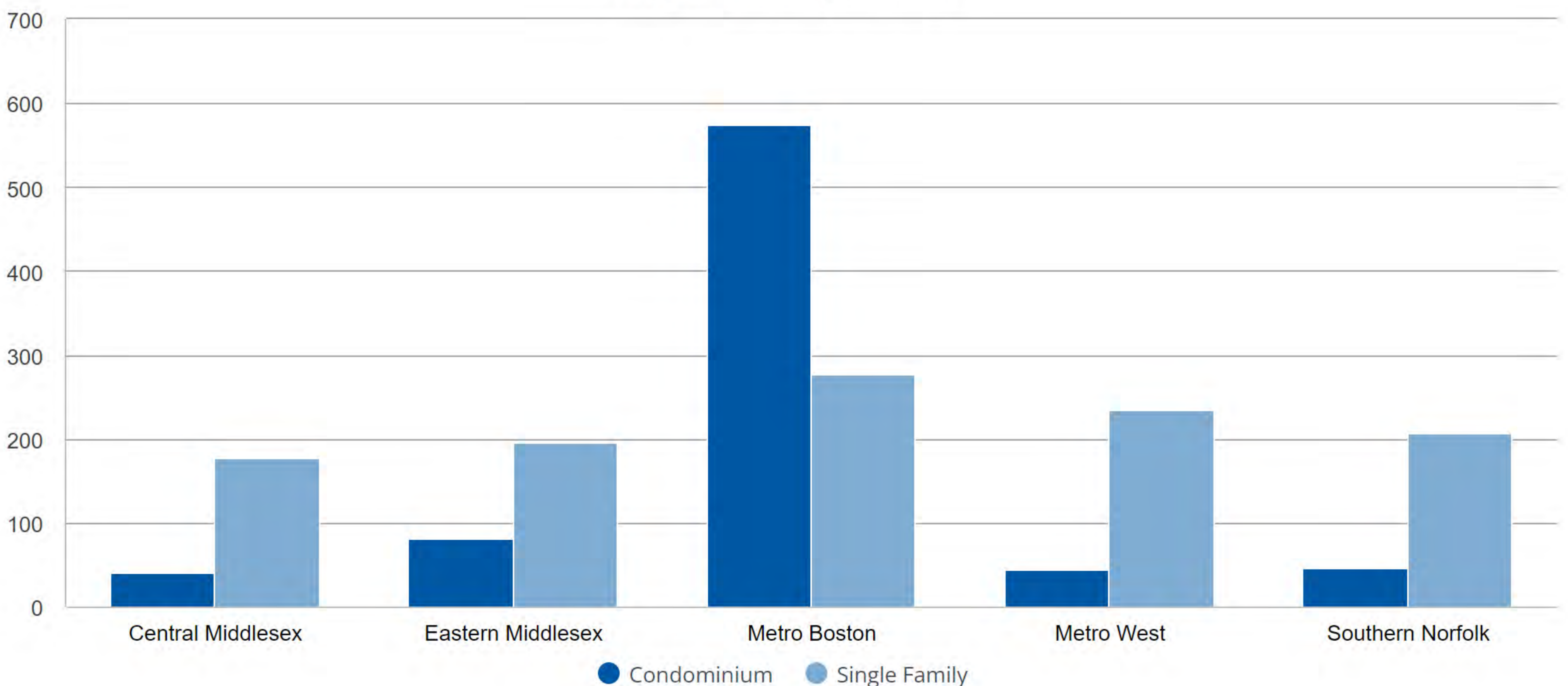
The number of properties that sold.

	August 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,090	⬆️ 1.9%	⬇️ -25.9%	⬇️ -23.3%
CONDO	787	⬇️ -15.9%	⬇️ -23.7%	⬇️ -22.4%

Historical Activity



Region Comparison



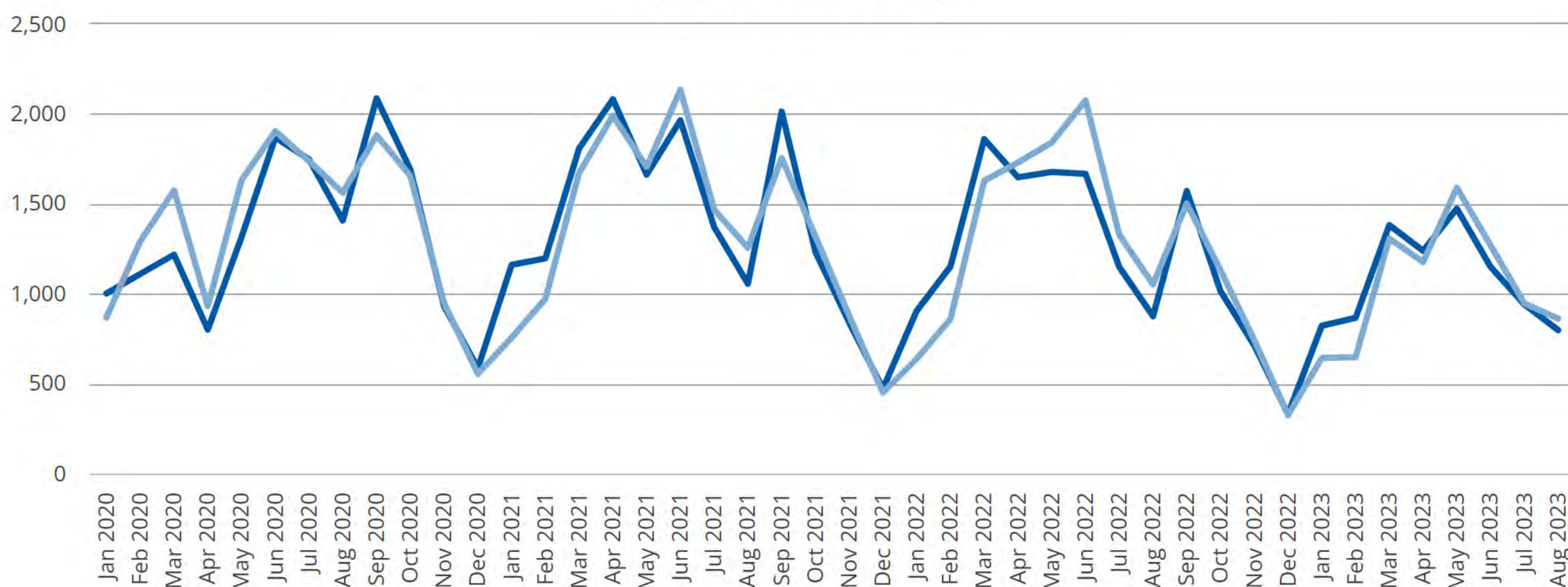
New Listings



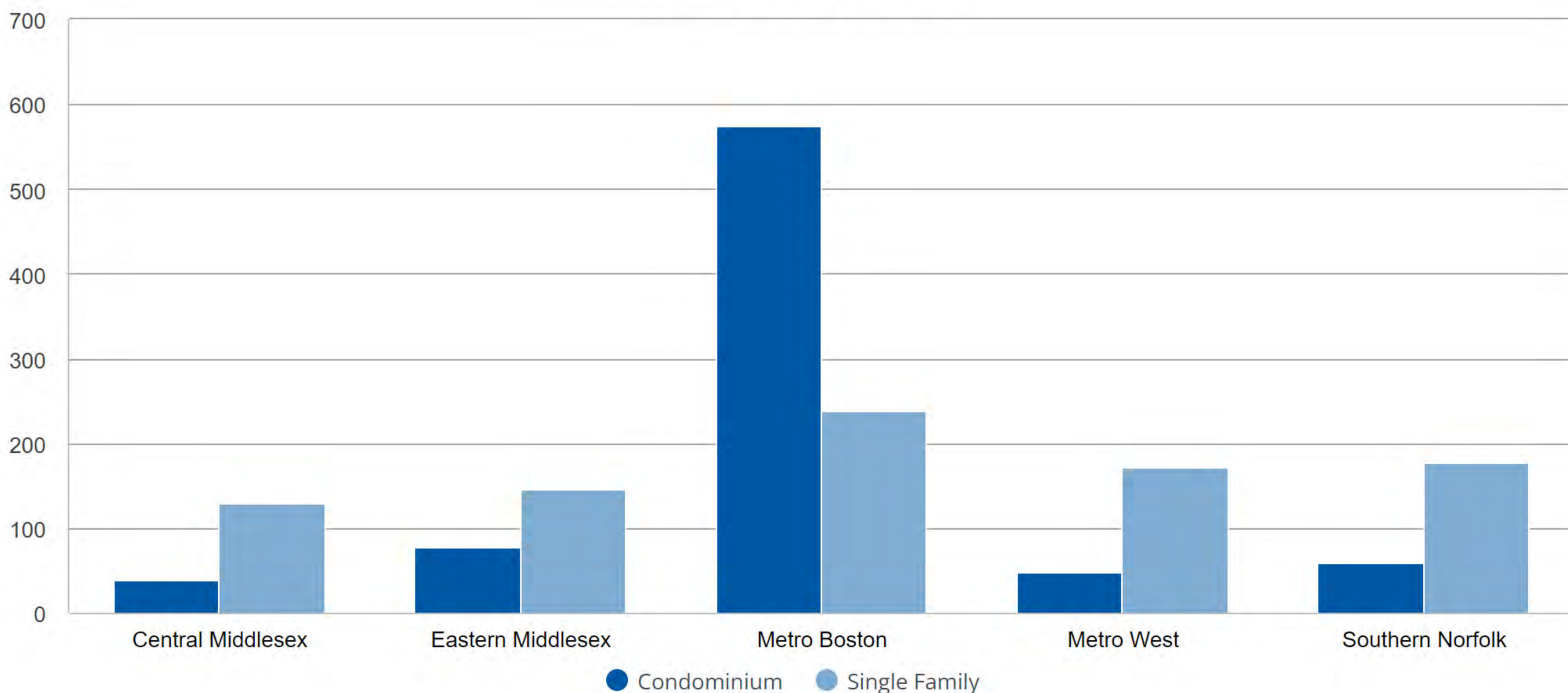
The number of properties listed regardless of current status.

	August 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	862	⚡ -9.0%	⚡ -18.1%	⚡ -24.3%
CONDO	798	⚡ -15.1%	⚡ -8.8%	⚡ -20.7%

Historical Activity



Region Comparison



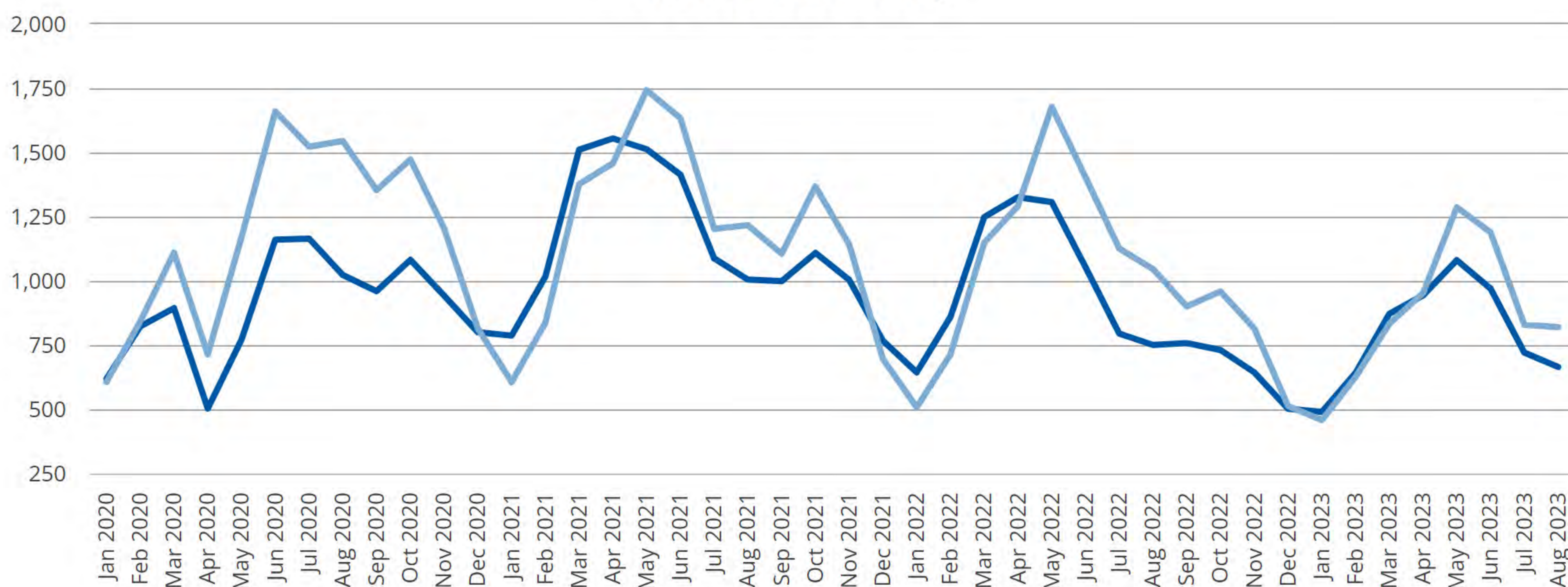
Pending Sales



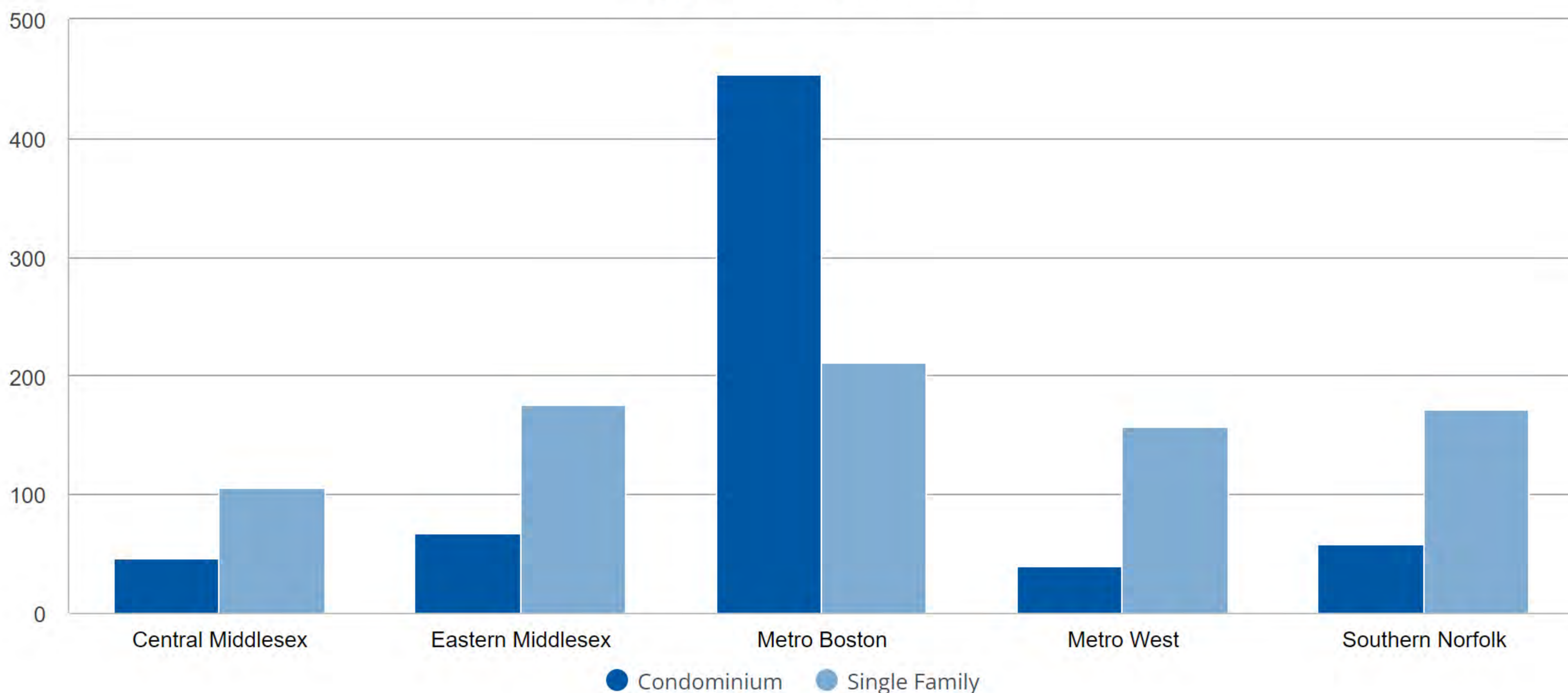
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	August 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	820	⚡ -1.1%	⚡ -21.6%	⚡ -21.6%
CONDO	665	⚡ -7.8%	⚡ -11.5%	⚡ -20.0%

Historical Activity



Region Comparison



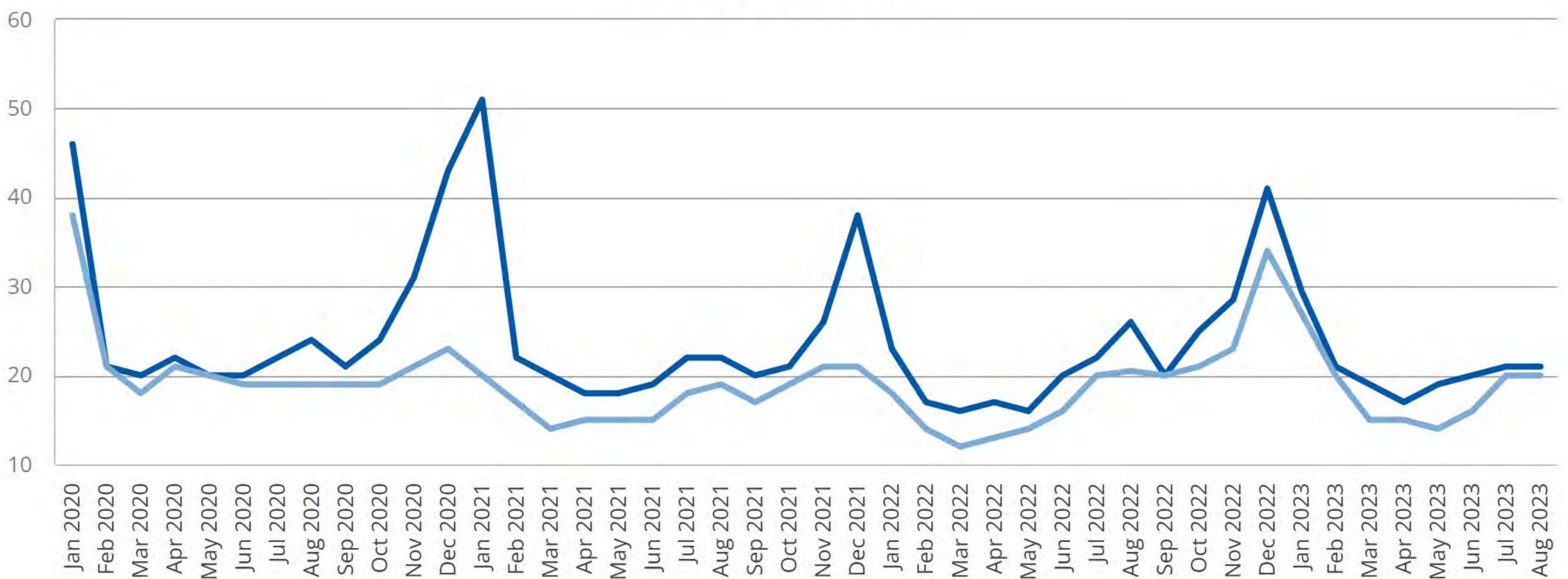
Days on Market



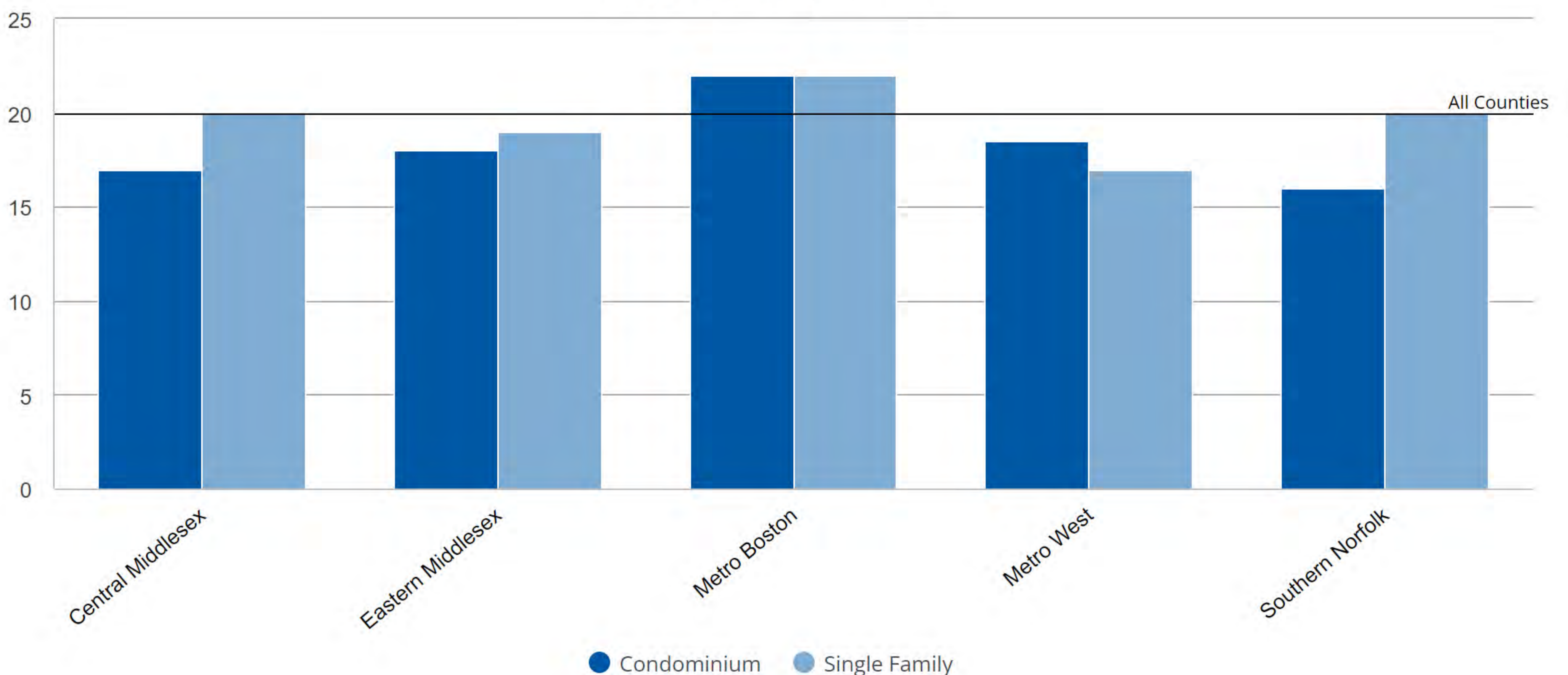
The median number of days between when a property is listed and the purchase contract date.

	August 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	20	» 0.0%	» -2.4%	» 6.3%
CONDO	21	» 0.0%	» -19.2%	» 5.3%

Historical Activity



Region Comparison



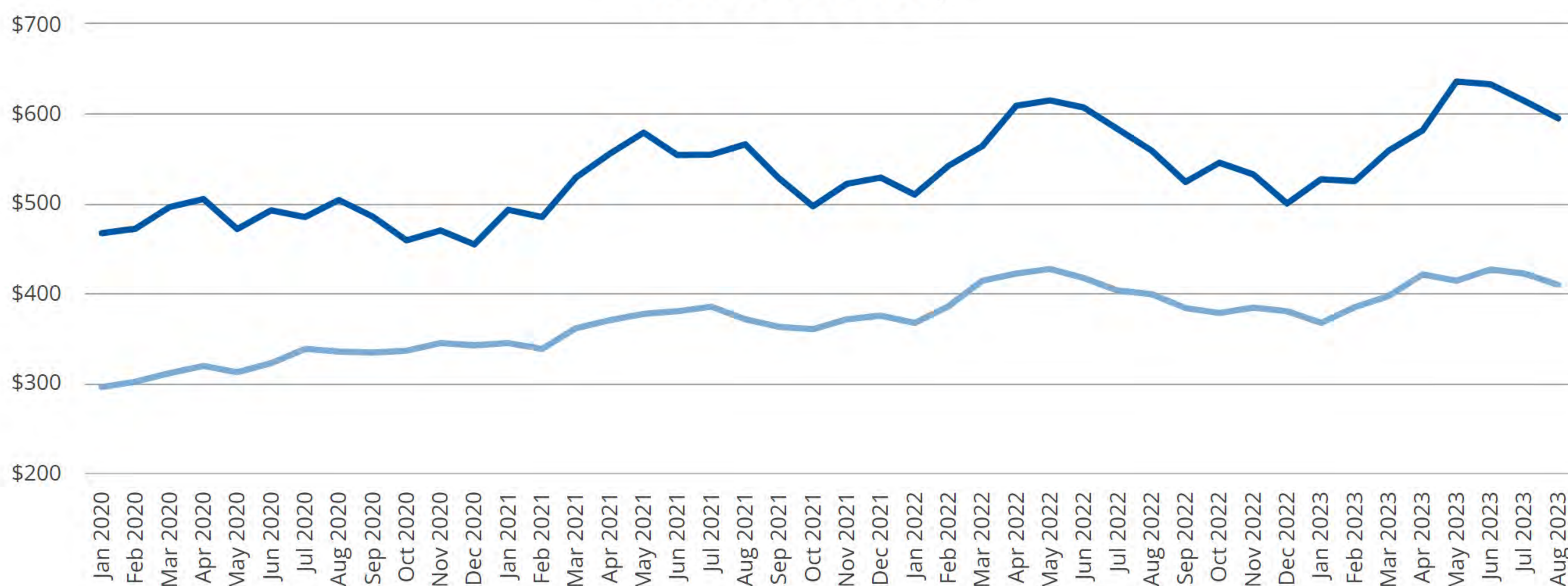
Price per Square Foot



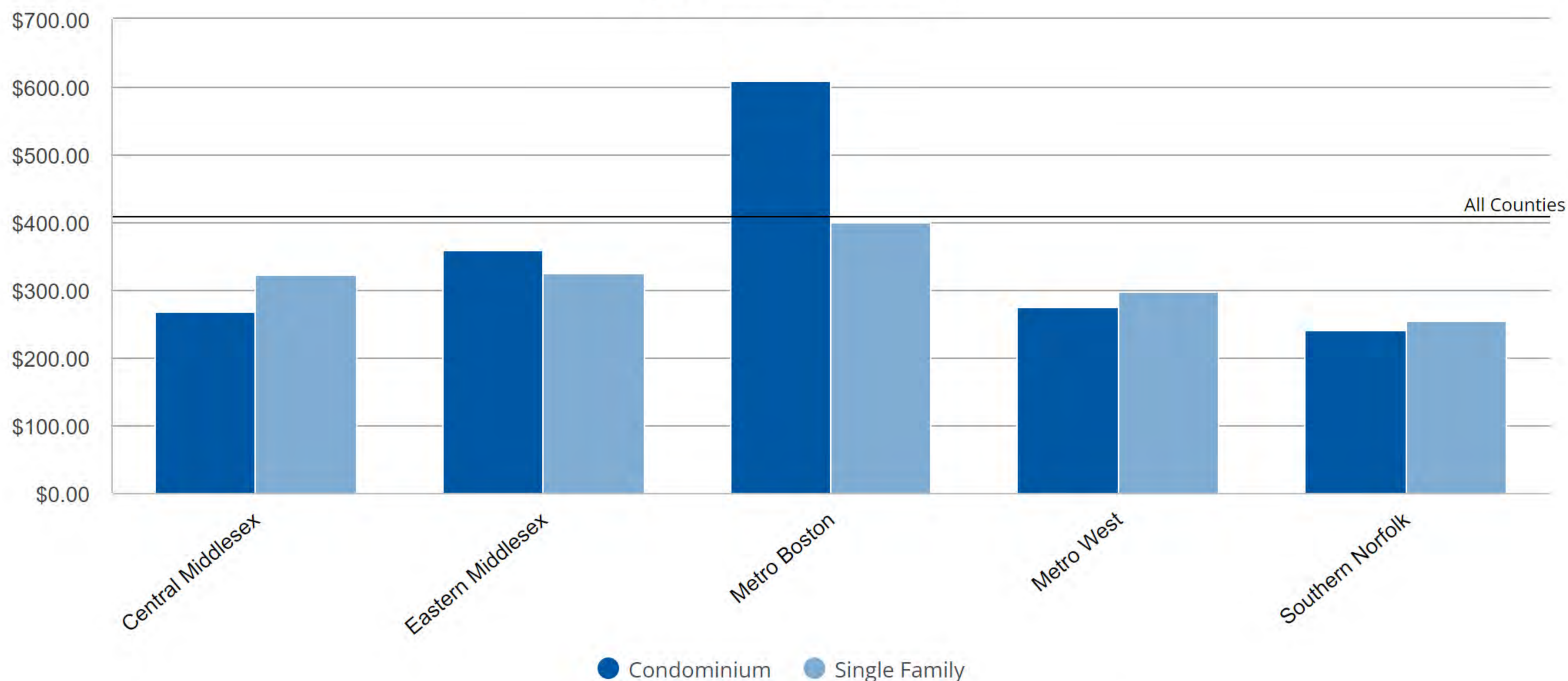
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	August 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$410	⚡ -3.0%	⬆️ 2.6%	⬆️ 0.7%
CONDO	\$595	⚡ -3.2%	⬆️ 6.4%	⬆️ 2.1%

Historical Activity



Region Comparison



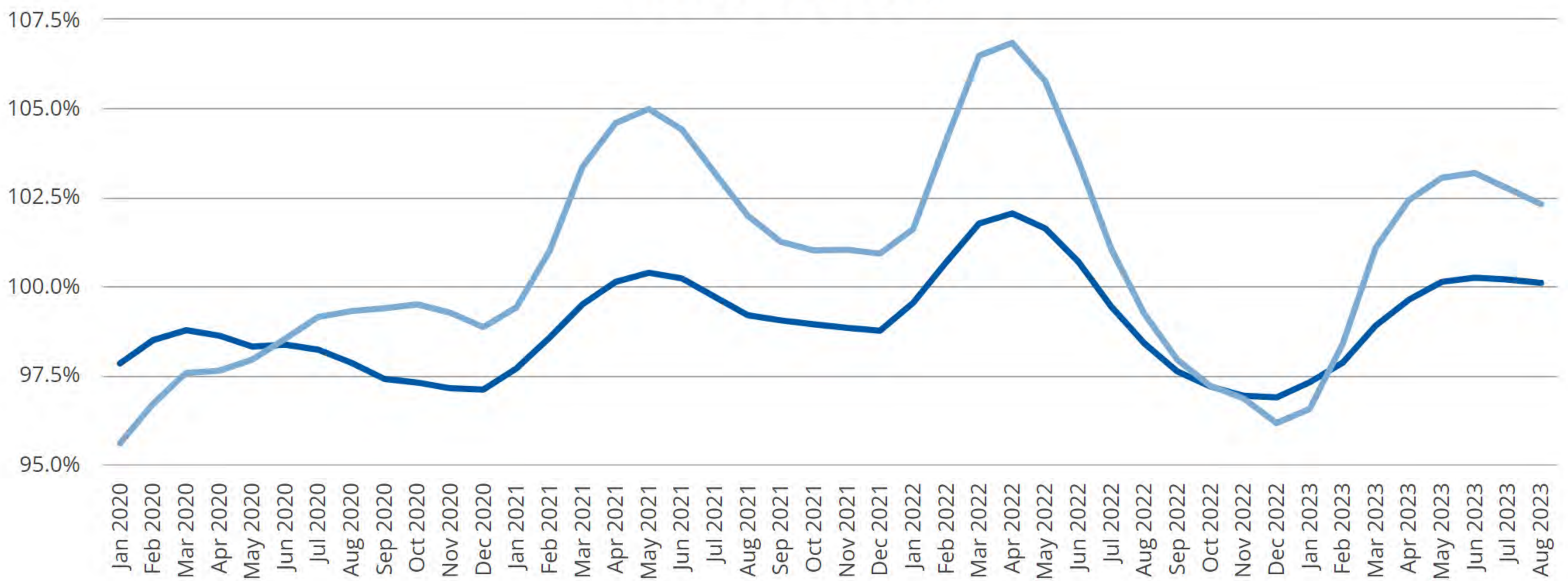
Sold to Original Price Ratio



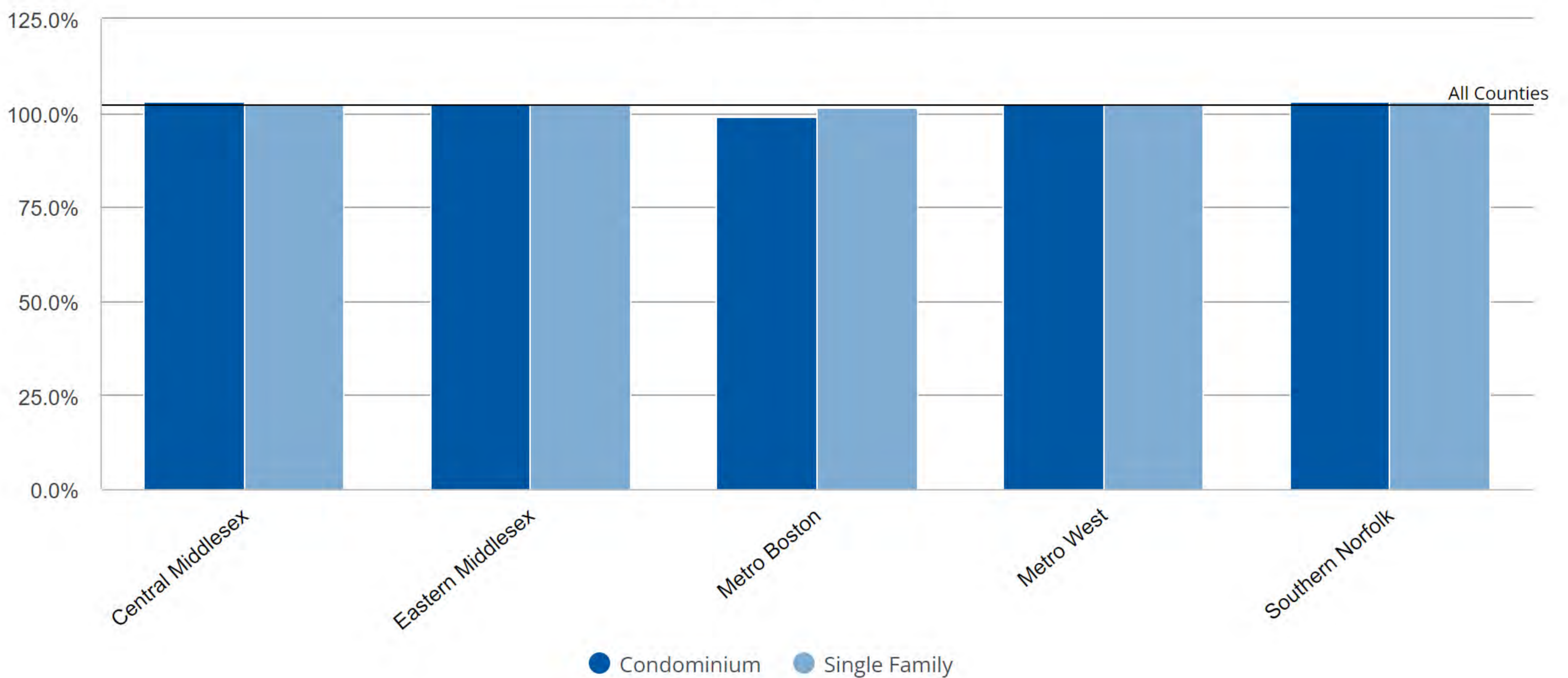
The average of the sales price divided by the original list price expressed as a percentage.

	August 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	102.3%	⚡ -0.4%	⬆️ 3.1%	⚡ -1.9%
CONDO	100.1%	⚡ -0.1%	⬆️ 1.7%	⚡ -1.4%

Historical Activity



Region Comparison



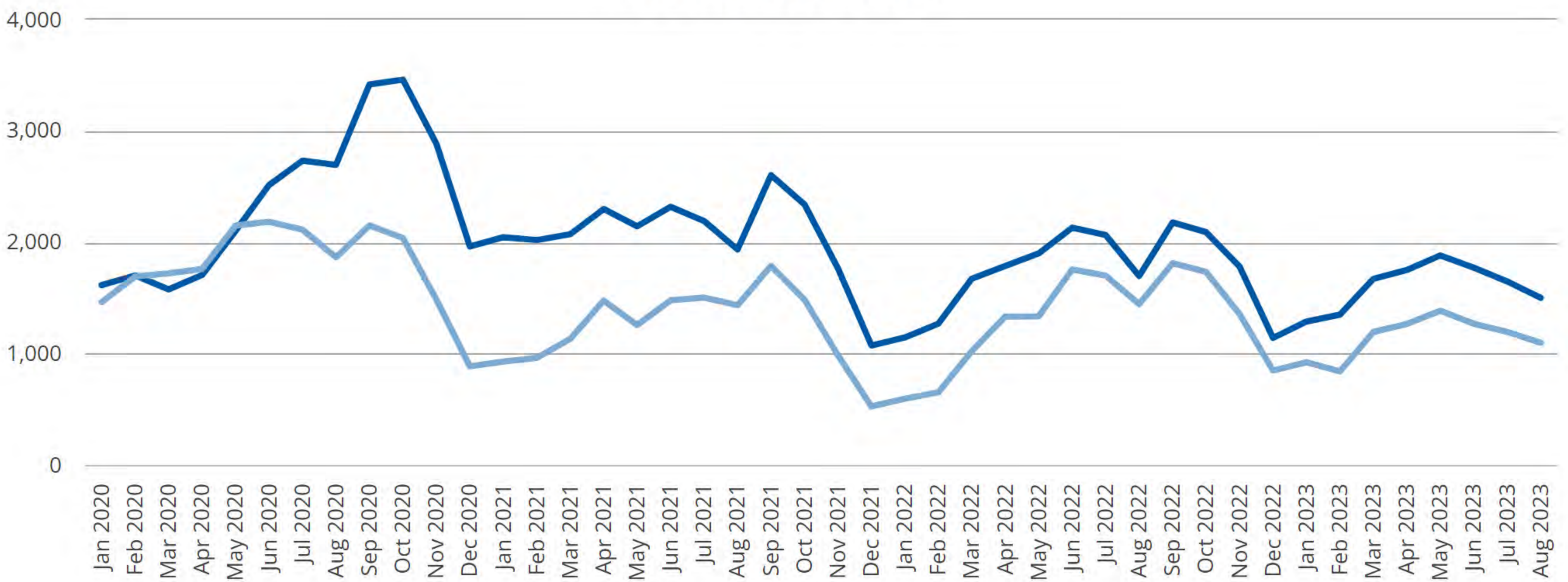
Active Inventory



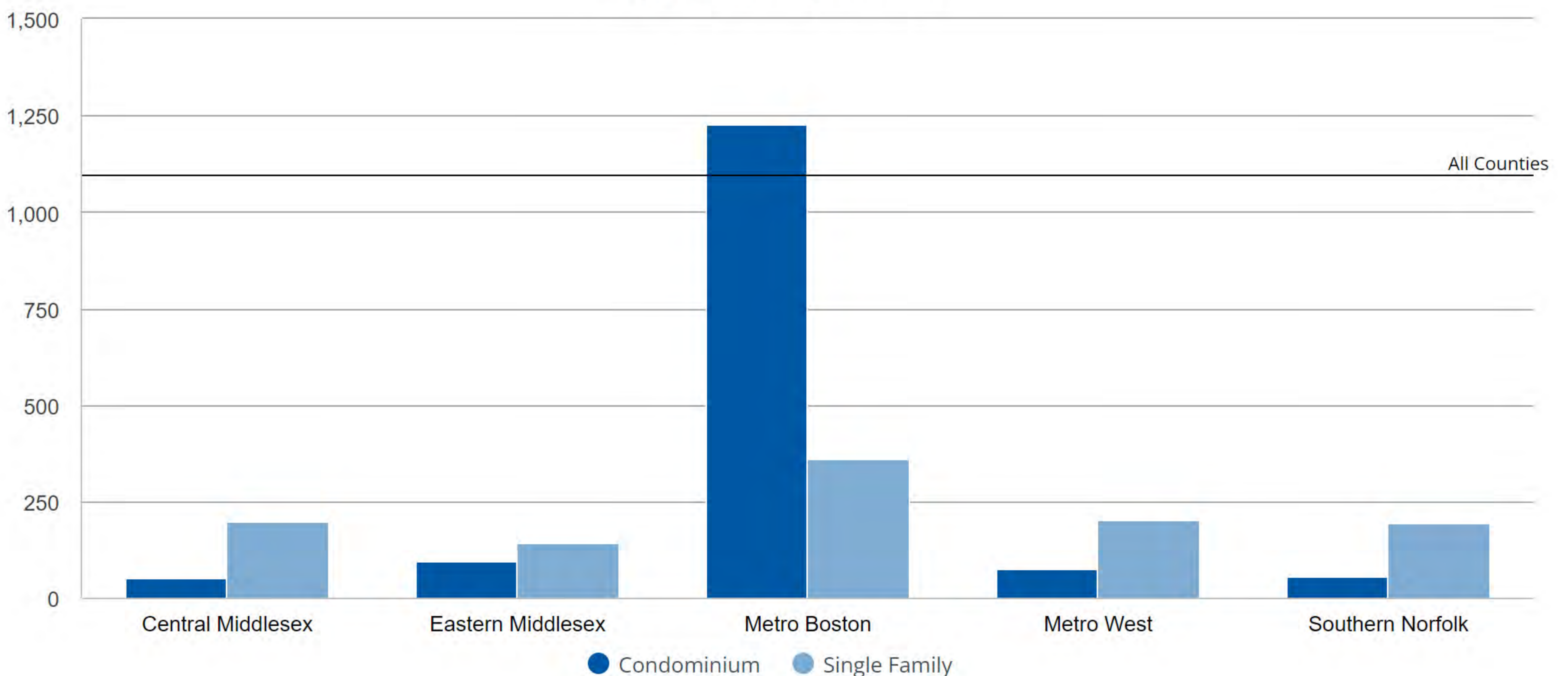
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	August 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,097	⚡ -8.2%	⚡ -24.1%	—
CONDO	1,501	⚡ -8.9%	⚡ -11.5%	—

Historical Activity



Region Comparison



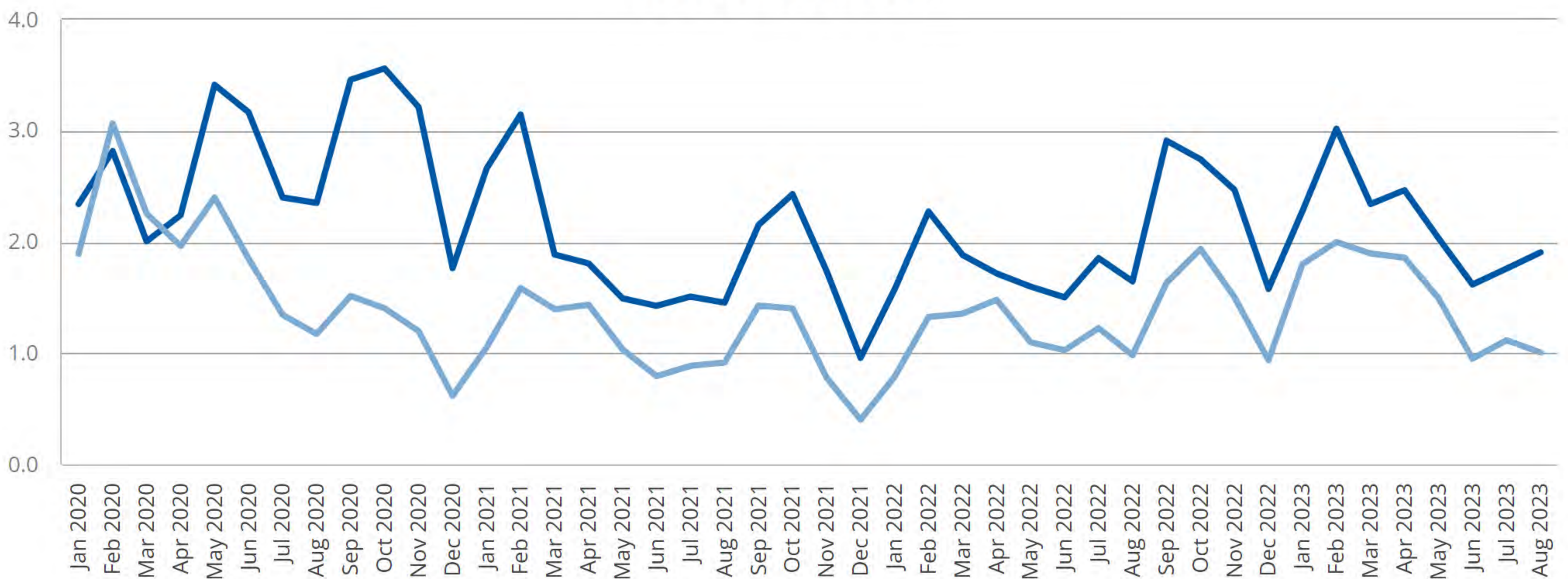
Months Supply of Inventory



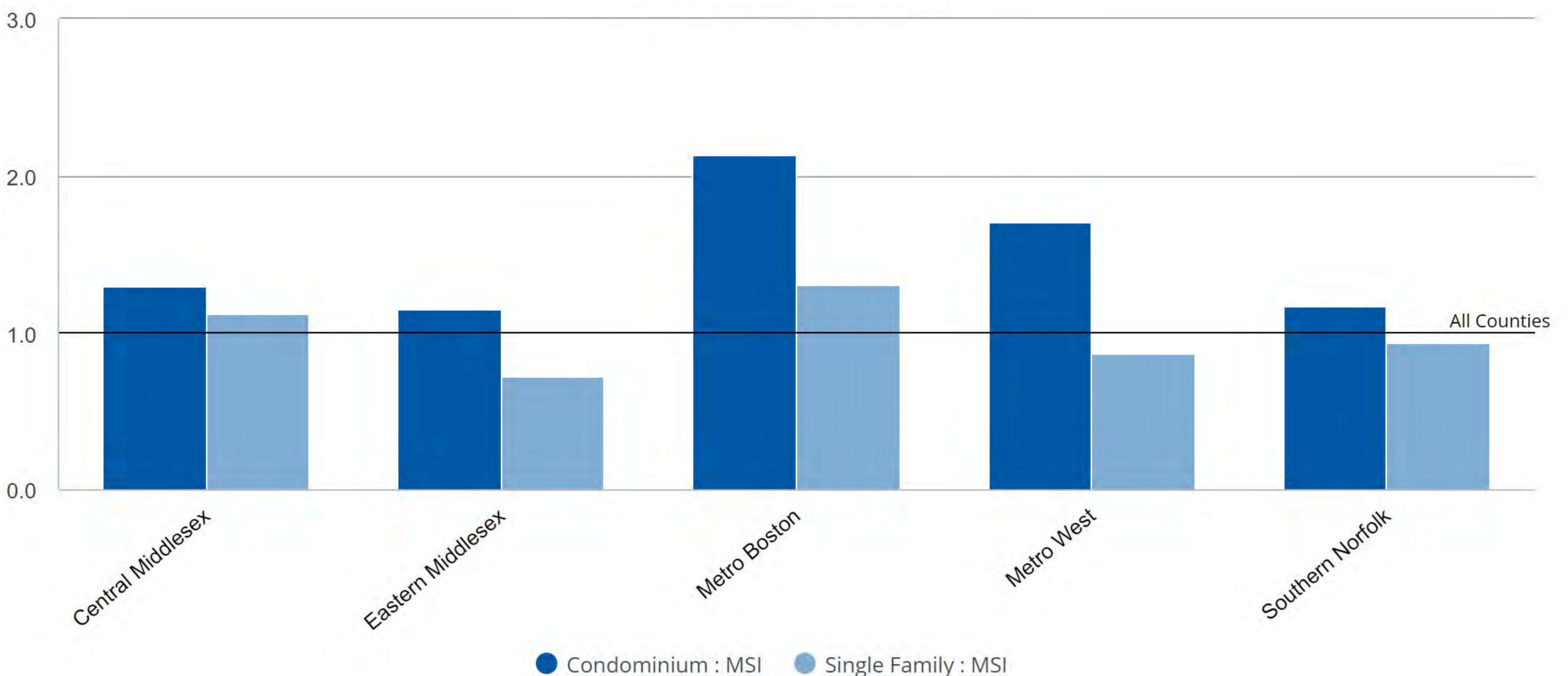
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	August 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1.0	⚡ -9.9%	⬆️ 2.5%	—
CONDO	1.9	⬆️ 8.3%	⬆️ 15.9%	—

Historical Activity



Region Comparison



Central Middlesex Region



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

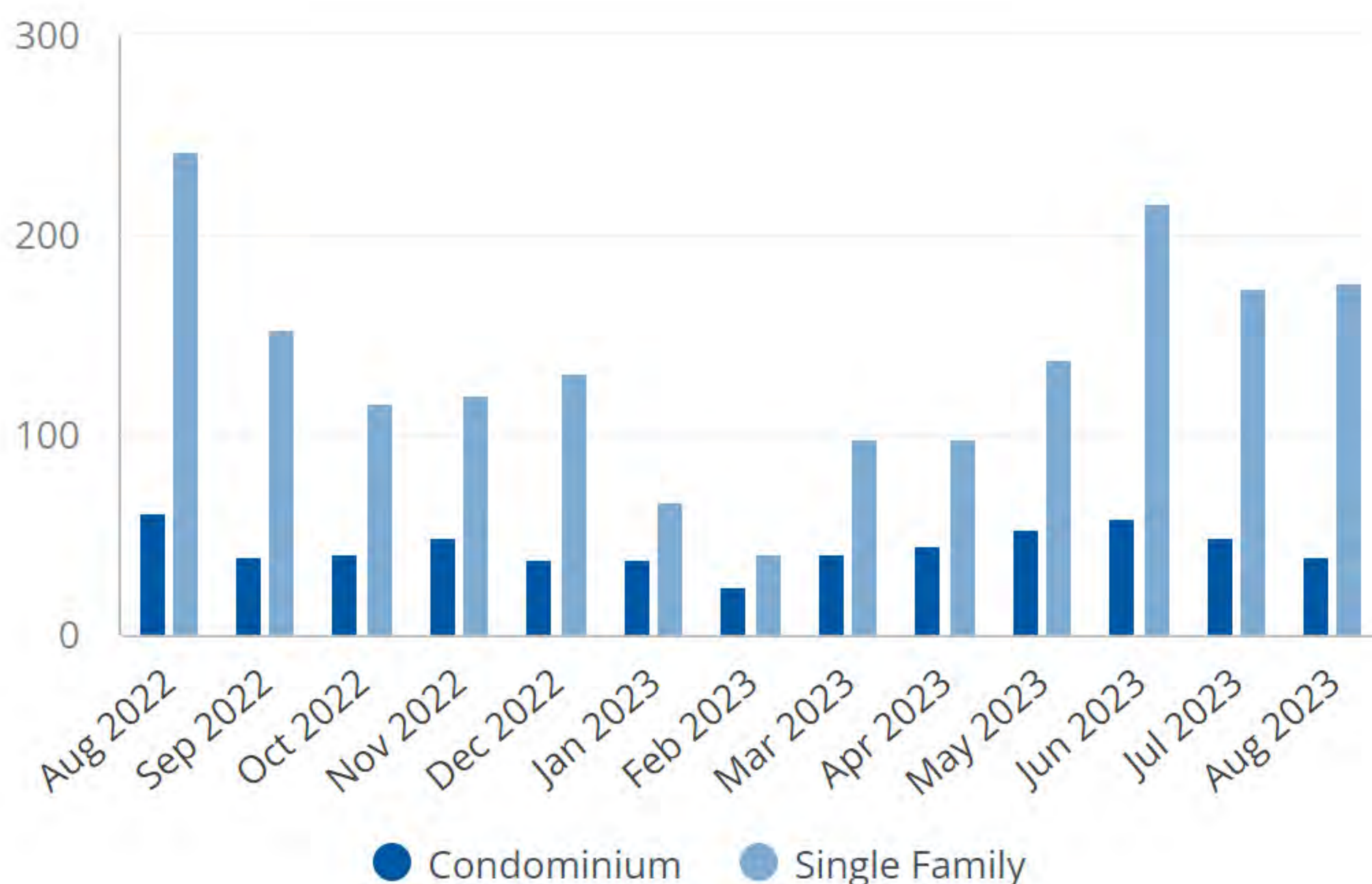
Single Family Homes

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,125,000	\$1,086,900	↑ 3.5%	\$1,160,000	↓ -3.0%	\$1,212,500	\$1,125,000	↑ 7.8%
Closed Sales	177	242	↓ -26.9%	174	↑ 1.7%	1,010	1,271	↓ -20.5%
New Listings	129	130	↓ -0.8%	135	↓ -4.4%	1,296	1,692	↓ -23.4%
Pending Sales	105	141	↓ -25.5%	130	↓ -19.2%	1,063	1,326	↓ -19.8%
Median Days on Market	20	21	↓ -4.8%	18	↑ 11.1%	16	15	↑ 6.7%
Price per Square Foot	\$410	\$399	↑ 2.8%	\$428	↓ -4.2%	\$419	\$413	↑ 1.3%
Sold to Original Price Ratio	102.4%	103.2%	↓ -0.8%	104.8%	↓ -2.3%	102.7%	107.4%	↓ -4.4%
Active Inventory	198	248	↓ -20.2%	192	↑ 3.1%	—	—	—
Months Supply of Inventory	1.1	1.0	↑ 9.2%	1.1	↑ 1.4%	—	—	—

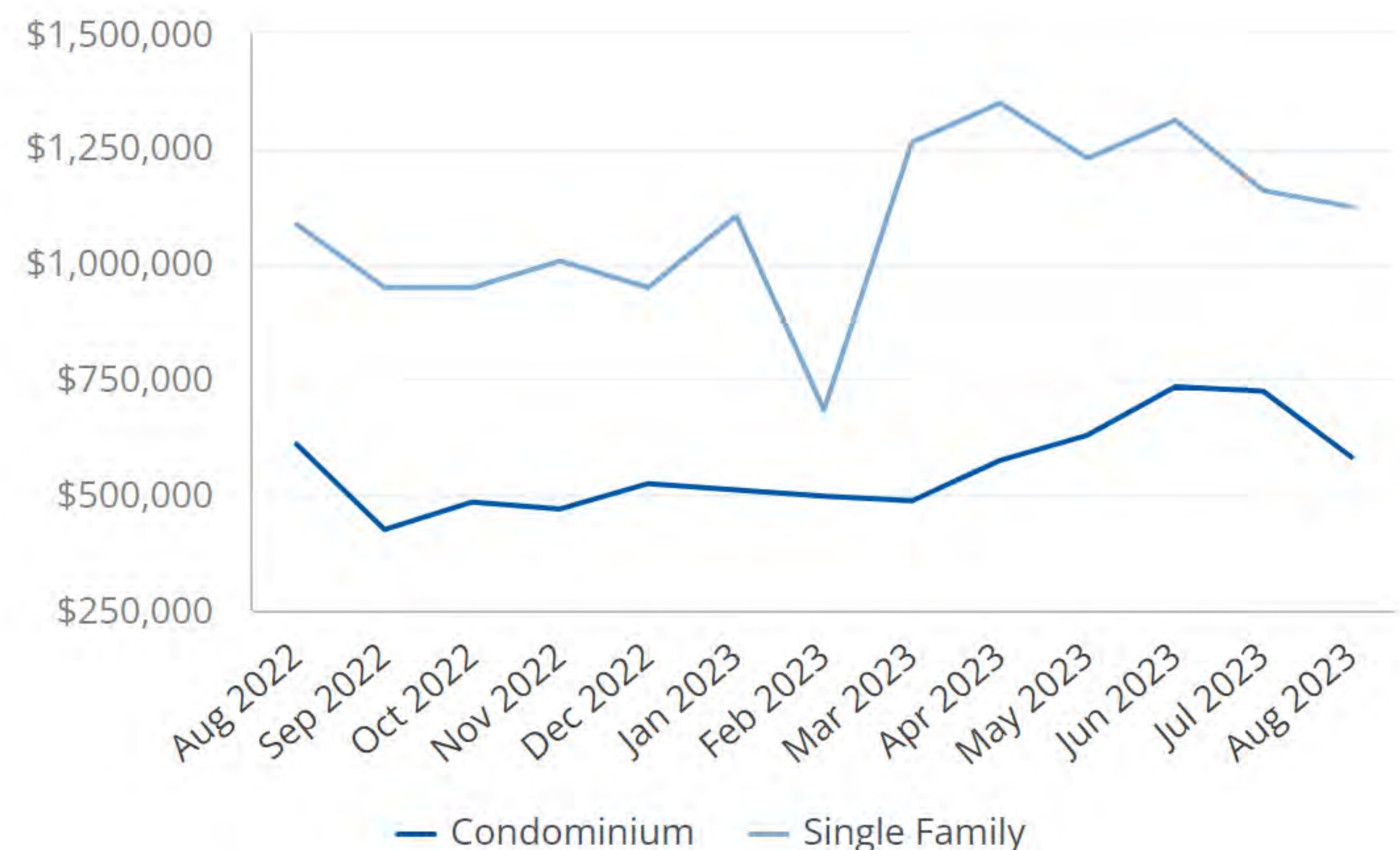
Condominiums

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$582,500	\$610,000	↓ -4.5%	\$725,000	↓ -19.7%	\$590,000	\$610,000	↓ -3.3%
Closed Sales	40	61	↓ -34.4%	49	↓ -18.4%	349	391	↓ -10.7%
New Listings	38	44	↓ -13.6%	51	↓ -25.5%	441	492	↓ -10.4%
Pending Sales	46	44	↑ 4.5%	41	↑ 12.2%	371	405	↓ -8.4%
Median Days on Market	17	20.5	↓ -17.1%	17	↔ 0.0%	17	15	↑ 13.3%
Price per Square Foot	\$335	\$361	↓ -7.2%	\$357	↓ -6.2%	\$354	\$339	↑ 4.4%
Sold to Original Price Ratio	102.6%	103.2%	↓ -0.6%	102.2%	↑ 0.3%	101.9%	105.6%	↓ -3.4%
Active Inventory	52	75	↓ -30.7%	70	↓ -25.7%	—	—	—
Months Supply of Inventory	1.3	1.2	↑ 5.7%	1.4	↓ -9.0%	—	—	—

Number of Closed Sales



Median Sales Price



Eastern Middlesex Region



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

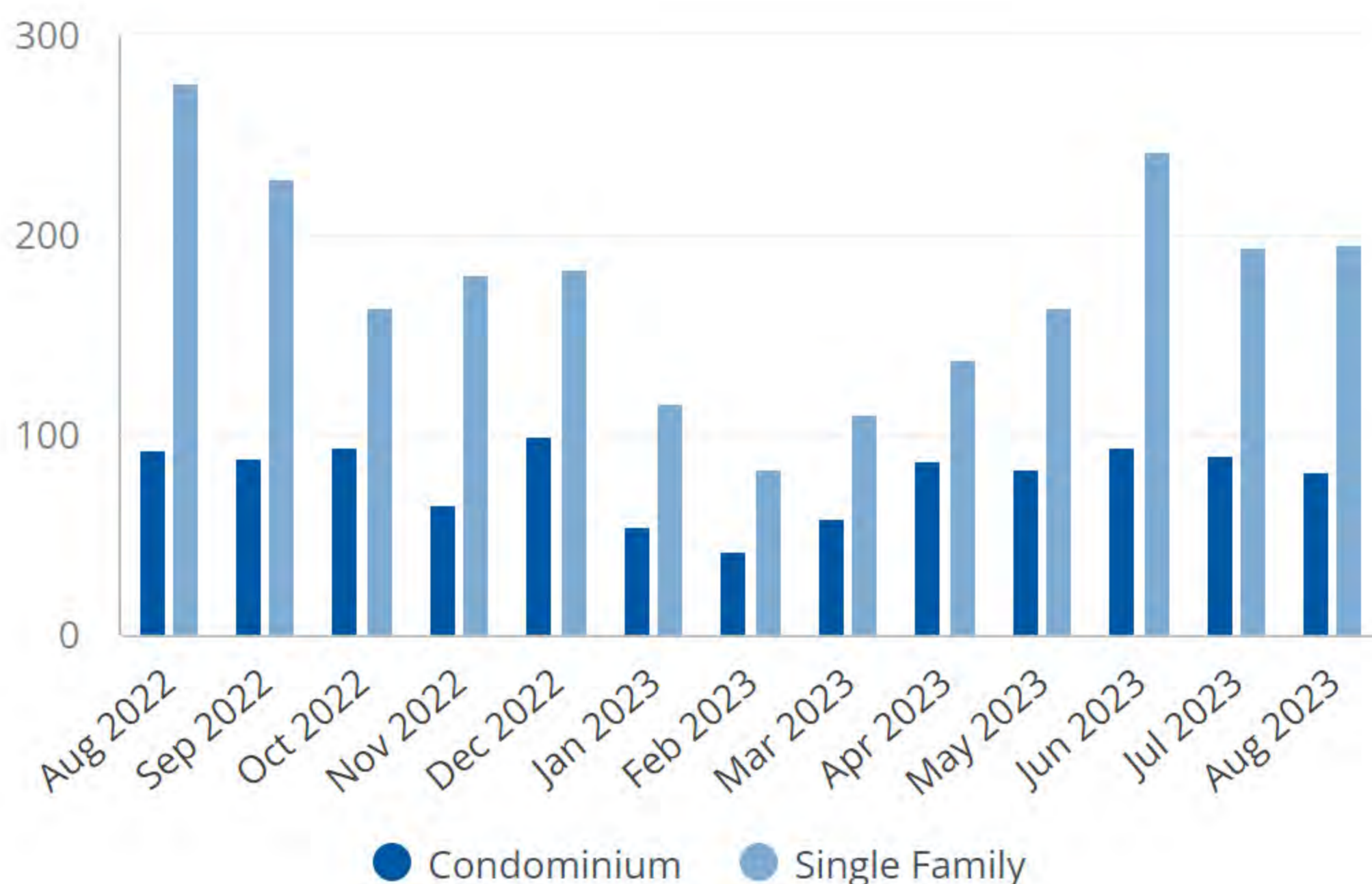
Single Family Homes

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$809,500	\$750,000	↑ 7.9%	\$838,000	↓ -3.4%	\$775,000	\$770,000	↑ 0.6%
Closed Sales	196	277	↓ -29.2%	195	↑ 0.5%	1,246	1,620	↓ -23.1%
New Listings	145	237	↓ -38.8%	175	↓ -17.1%	1,432	2,047	↓ -30.0%
Pending Sales	176	238	↓ -26.1%	155	↑ 13.5%	1,290	1,688	↓ -23.6%
Median Days on Market	19	20	↓ -5.0%	20	↓ -5.0%	16	15	↑ 6.7%
Price per Square Foot	\$417	\$403	↑ 3.5%	\$410	↑ 1.7%	\$403	\$410	↓ -1.7%
Sold to Original Price Ratio	103.2%	101.7%	↑ 1.5%	103.7%	↓ -0.5%	103.0%	106.3%	↓ -3.1%
Active Inventory	141	240	↓ -41.3%	197	↓ -28.4%	—	—	—
Months Supply of Inventory	0.7	0.9	↓ -17.0%	1.0	↓ -28.8%	—	—	—

Condominiums

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$601,200	\$560,000	↑ 7.4%	\$595,000	↑ 1.0%	\$599,900	\$560,000	↑ 7.1%
Closed Sales	82	93	↓ -11.8%	90	↓ -8.9%	593	766	↓ -22.6%
New Listings	78	95	↓ -17.9%	83	↓ -6.0%	814	949	↓ -14.2%
Pending Sales	67	84	↓ -20.2%	73	↓ -8.2%	678	801	↓ -15.4%
Median Days on Market	18	19.5	↓ -7.7%	19	↓ -5.3%	16	16	↔ 0.0%
Price per Square Foot	\$448	\$431	↑ 3.8%	\$430	↑ 4.1%	\$442	\$439	↑ 0.8%
Sold to Original Price Ratio	102.1%	100.9%	↑ 1.2%	102.1%	↓ 0.0%	101.2%	102.7%	↓ -1.5%
Active Inventory	94	108	↓ -13.0%	99	↓ -5.1%	—	—	—
Months Supply of Inventory	1.1	1.2	↓ -1.3%	1.1	↑ 4.2%	—	—	—

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

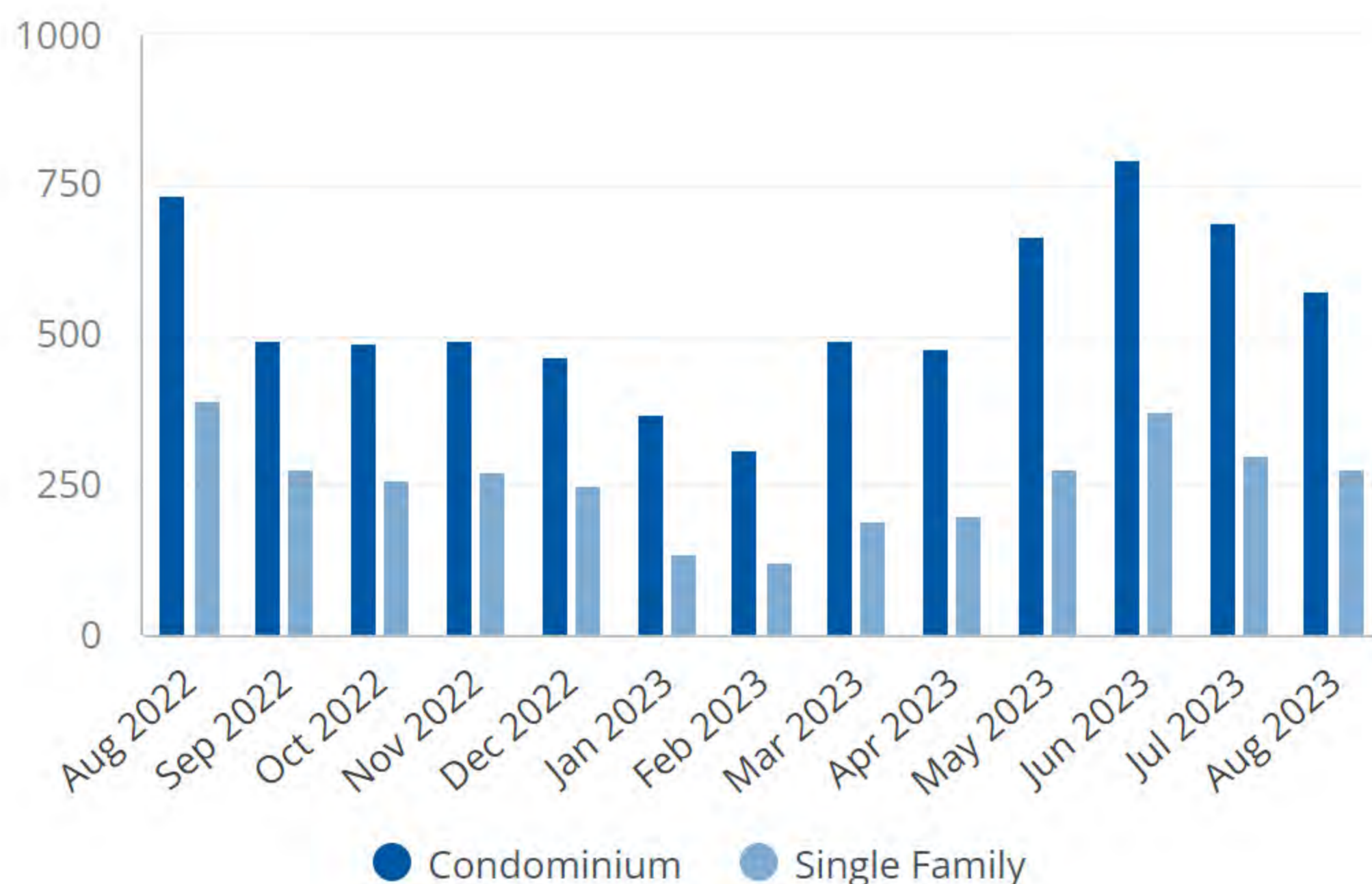
Single Family Homes

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$940,000	\$883,500	⬆️ 6.4%	\$1,047,500	⬇️ -10.3%	\$950,000	\$929,000	⬆️ 2.3%
Closed Sales	277	394	⬇️ -29.7%	300	⬇️ -7.7%	1,880	2,446	⬇️ -23.1%
New Listings	239	276	⬇️ -13.4%	275	⬇️ -13.1%	2,591	3,250	⬇️ -20.3%
Pending Sales	211	251	⬇️ -15.9%	222	⬇️ -5.0%	1,984	2,463	⬇️ -19.4%
Median Days on Market	22	24	⬇️ -8.3%	20	⬆️ 10.0%	18	16	⬆️ 12.5%
Price per Square Foot	\$511	\$478	⬆️ 7.0%	\$526	⬇️ -2.8%	\$507	\$495	⬆️ 2.4%
Sold to Original Price Ratio	101.7%	100.4%	⬆️ 1.3%	101.9%	⬇️ -0.2%	101.3%	104.2%	⬇️ -2.8%
Active Inventory	362	445	⬇️ -18.7%	406	⬇️ -10.8%	—	—	—
Months Supply of Inventory	1.3	1.1	⬆️ 15.7%	1.4	⬇️ -3.4%	—	—	—

Condominiums

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$750,000	\$708,944	⬆️ 5.8%	\$775,000	⬇️ -3.2%	\$775,000	\$740,000	⬆️ 4.7%
Closed Sales	574	734	⬇️ -21.8%	688	⬇️ -16.6%	4,370	5,686	⬇️ -23.1%
New Listings	574	577	⬇️ -0.5%	693	⬇️ -17.2%	6,416	8,175	⬇️ -21.5%
Pending Sales	454	506	⬇️ -10.3%	511	⬇️ -11.2%	4,487	5,698	⬇️ -21.3%
Median Days on Market	22	29	⬇️ -24.1%	24	⬇️ -8.3%	21	20	⬆️ 5.0%
Price per Square Foot	\$705	\$693	⬆️ 1.7%	\$725	⬇️ -2.8%	\$714	\$696	⬆️ 2.7%
Sold to Original Price Ratio	99.1%	98.6%	⬆️ 0.6%	99.9%	⬇️ -0.8%	99.1%	100.5%	⬇️ -1.4%
Active Inventory	1,225	1,320	⬇️ -7.2%	1,359	⬇️ -9.9%	—	—	—
Months Supply of Inventory	2.1	1.8	⬆️ 18.7%	2.0	⬆️ 8.0%	—	—	—

Number of Closed Sales



Median Sales Price



Metro West Region



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

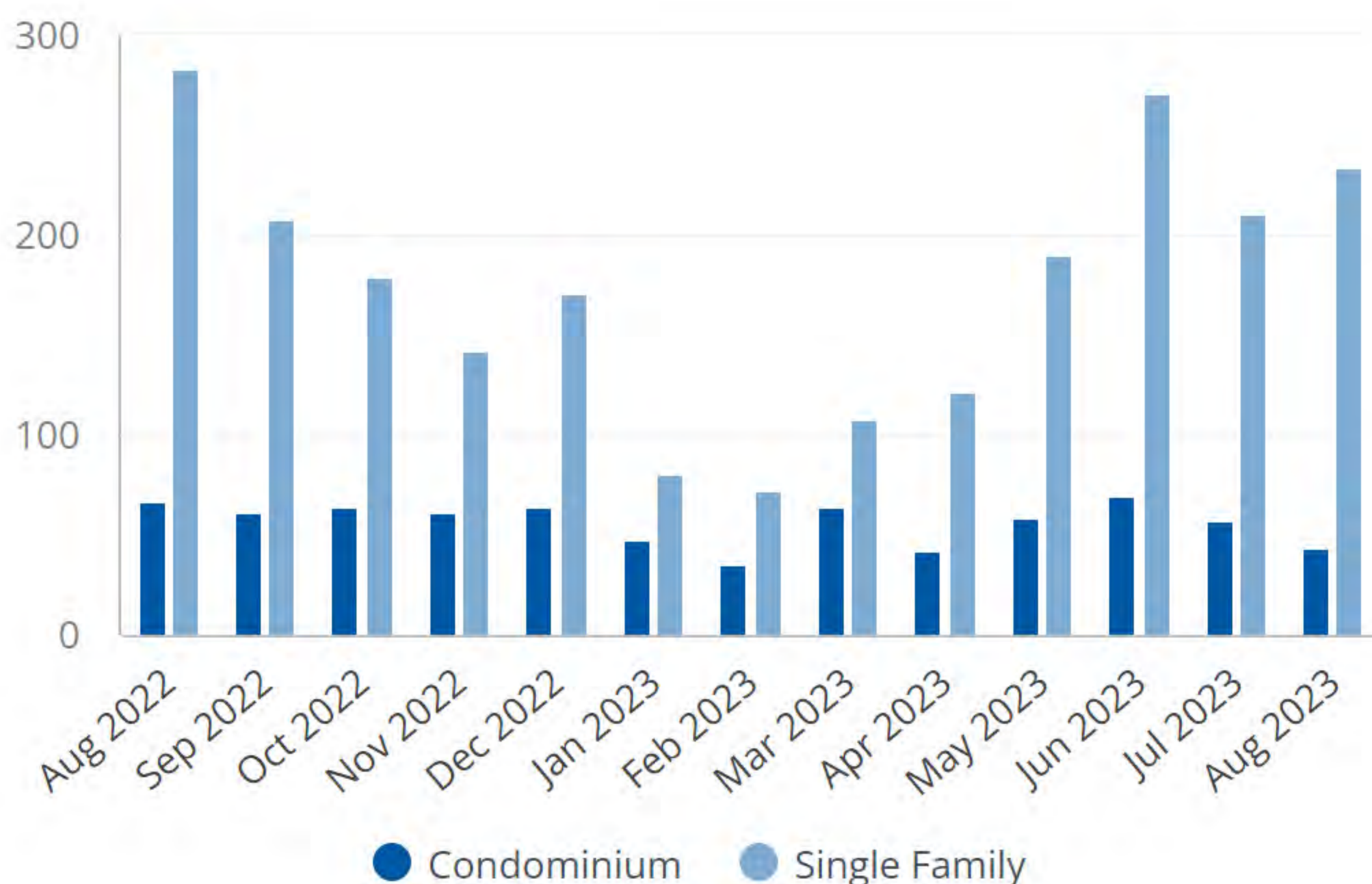
Single Family Homes

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,083,750	\$882,500	⬆️ 22.8%	\$967,405	⬆️ 12.0%	\$930,000	\$885,000	⬆️ 5.1%
Closed Sales	234	284	⬆️ -17.6%	211	⬆️ 10.9%	1,290	1,732	⬆️ -25.5%
New Listings	172	192	⬆️ -10.4%	179	⬆️ -3.9%	1,643	2,140	⬆️ -23.2%
Pending Sales	157	199	⬆️ -21.1%	146	⬆️ 7.5%	1,366	1,780	⬆️ -23.3%
Median Days on Market	17	19	⬆️ -10.5%	21	⬆️ -19.0%	15	14	⬆️ 7.1%
Price per Square Foot	\$390	\$372	⬆️ 4.7%	\$395	⬆️ -1.4%	\$391	\$376	⬆️ 4.0%
Sold to Original Price Ratio	102.3%	102.0%	⬆️ 0.3%	103.2%	⬆️ -0.8%	102.4%	106.0%	⬆️ -3.4%
Active Inventory	203	224	⬆️ -9.4%	205	⬆️ -1.0%	—	—	—
Months Supply of Inventory	0.9	0.8	⬆️ 10.0%	1.0	⬆️ -10.7%	—	—	—

Condominiums

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$630,500	\$627,400	⬆️ 0.5%	\$718,000	⬆️ -12.2%	\$640,000	\$620,000	⬆️ 3.2%
Closed Sales	44	67	⬆️ -34.3%	57	⬆️ -22.8%	419	531	⬆️ -21.1%
New Listings	48	78	⬆️ -38.5%	68	⬆️ -29.4%	499	646	⬆️ -22.8%
Pending Sales	40	64	⬆️ -37.5%	46	⬆️ -13.0%	408	537	⬆️ -24.0%
Median Days on Market	18.5	20	⬆️ -7.5%	15.5	⬆️ 19.4%	17	16	⬆️ 6.3%
Price per Square Foot	\$357	\$337	⬆️ 5.9%	\$361	⬆️ -1.1%	\$355	\$337	⬆️ 5.3%
Sold to Original Price Ratio	103.0%	101.6%	⬆️ 1.3%	101.2%	⬆️ 1.7%	102.0%	104.1%	⬆️ -2.0%
Active Inventory	75	93	⬆️ -19.4%	73	⬆️ 2.7%	—	—	—
Months Supply of Inventory	1.7	1.4	⬆️ 22.8%	1.3	⬆️ 33.1%	—	—	—

Number of Closed Sales



Median Sales Price



Southern Norfolk Region



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

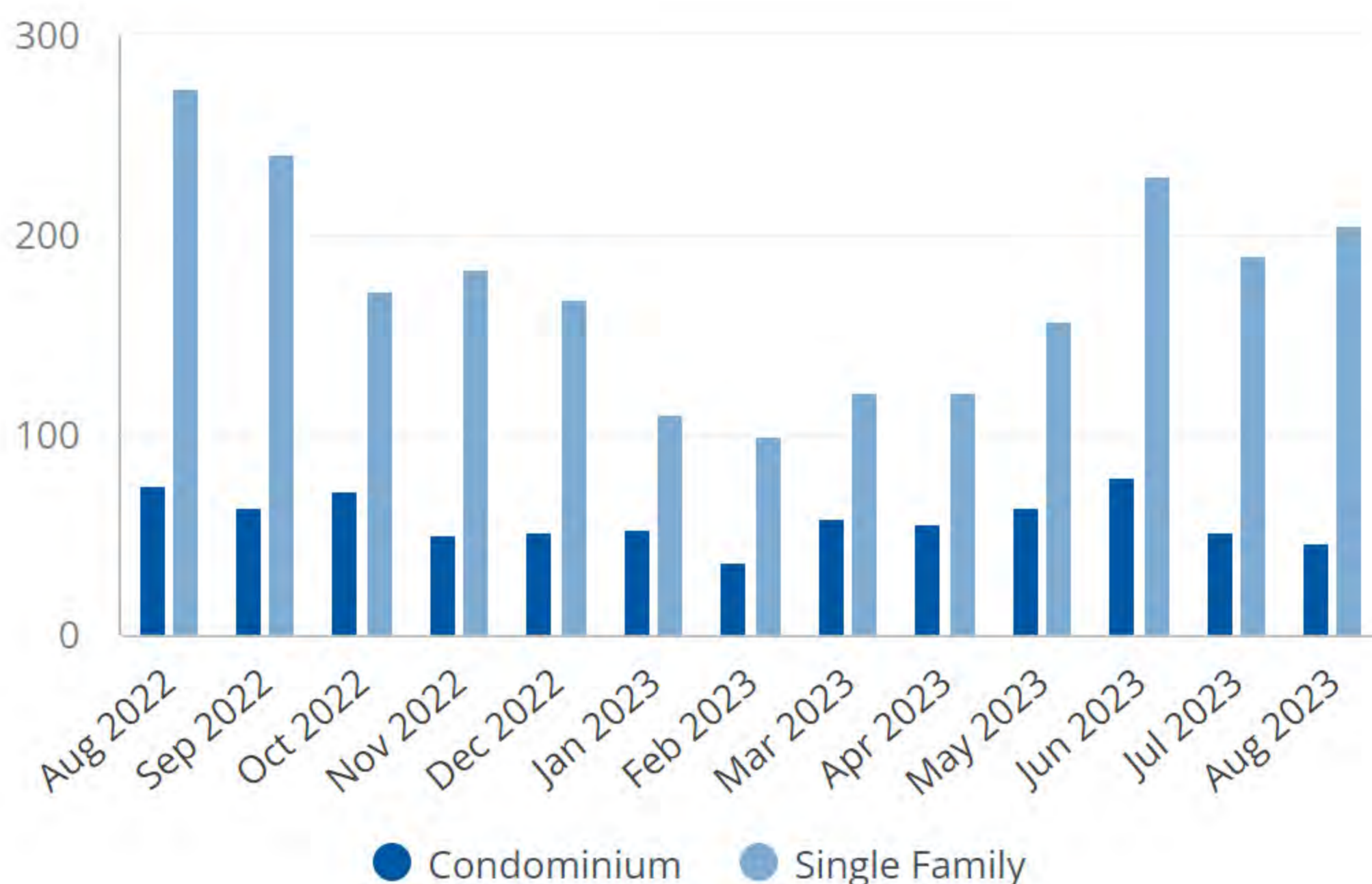
Single Family Homes

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$693,500	\$675,000	⬆️ 2.7%	\$730,000	⬇️ -5.0%	\$669,500	\$647,500	⬆️ 3.4%
Closed Sales	206	274	⬇️ -24.8%	190	⬆️ 8.4%	1,238	1,617	⬇️ -23.4%
New Listings	177	217	⬇️ -18.4%	183	⬇️ -3.3%	1,480	2,024	⬇️ -26.9%
Pending Sales	171	217	⬇️ -21.2%	176	⬇️ -2.8%	1,292	1,660	⬇️ -22.2%
Median Days on Market	20	20	➡️ 0.0%	19	⬆️ 5.3%	18	18	➡️ 0.0%
Price per Square Foot	\$332	\$326	⬆️ 1.8%	\$363	⬇️ -8.6%	\$338	\$333	⬆️ 1.4%
Sold to Original Price Ratio	103.4%	101.5%	⬆️ 1.9%	104.2%	⬇️ -0.7%	102.3%	104.2%	⬇️ -1.8%
Active Inventory	193	288	⬇️ -33.0%	195	⬇️ -1.0%	—	—	—
Months Supply of Inventory	0.9	1.1	⬇️ -10.9%	1.0	⬇️ -8.7%	—	—	—

Condominiums

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$500,000	\$430,000	⬆️ 16.3%	\$567,500	⬇️ -11.9%	\$478,796.5	\$450,000	⬆️ 6.4%
Closed Sales	47	76	⬇️ -38.2%	52	⬇️ -9.6%	448	592	⬇️ -24.3%
New Listings	60	81	⬇️ -25.9%	45	⬆️ 33.3%	500	672	⬇️ -25.6%
Pending Sales	58	53	⬆️ 9.4%	50	⬆️ 16.0%	441	545	⬇️ -19.1%
Median Days on Market	16	18	⬇️ -11.1%	20	⬇️ -20.0%	19	16	⬆️ 18.8%
Price per Square Foot	\$348	\$324	⬆️ 7.6%	\$343	⬆️ 1.6%	\$339	\$321	⬆️ 5.5%
Sold to Original Price Ratio	102.8%	103.5%	⬇️ -0.7%	102.0%	⬆️ 0.7%	101.9%	104.6%	⬇️ -2.6%
Active Inventory	55	101	⬇️ -45.5%	47	⬆️ 17.0%	—	—	—
Months Supply of Inventory	1.2	1.3	⬇️ -12.0%	0.9	⬆️ 29.5%	—	—	—

Number of Closed Sales



Median Sales Price



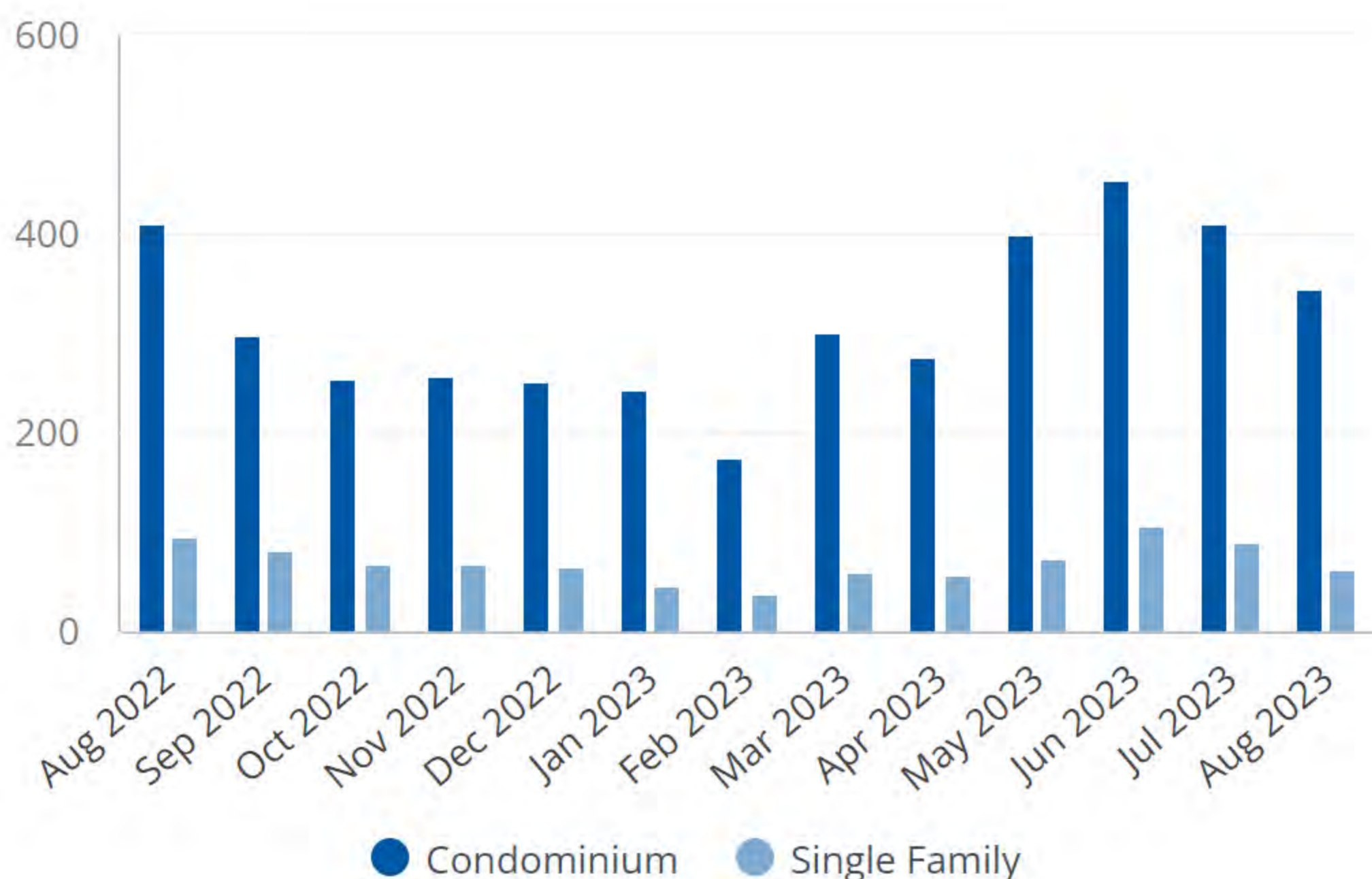
Single Family Homes

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$827,500	\$750,000	↑ 10.3%	\$875,000	↓ -5.4%	\$805,000	\$805,500	↓ -0.1%
Closed Sales	62	96	↓ -35.4%	91	↓ -31.9%	532	708	↓ -24.9%
New Listings	65	80	↓ -18.8%	77	↓ -15.6%	720	933	↓ -22.8%
Pending Sales	68	69	↓ -1.4%	60	↑ 13.3%	569	708	↓ -19.6%
Median Days on Market	29	34	↓ -14.7%	23	↑ 26.1%	20	19	↑ 5.3%
Price per Square Foot	\$507	\$461	↑ 10.0%	\$498	↑ 1.8%	\$486	\$493	↓ -1.4%
Sold to Original Price Ratio	100.2%	98.0%	↑ 2.3%	102.1%	↓ -1.8%	99.5%	102.5%	↓ -2.9%
Active Inventory	105	146	↓ -28.1%	127	↓ -17.3%	—	—	—
Months Supply of Inventory	1.7	1.5	↑ 11.4%	1.4	↑ 21.3%	—	—	—

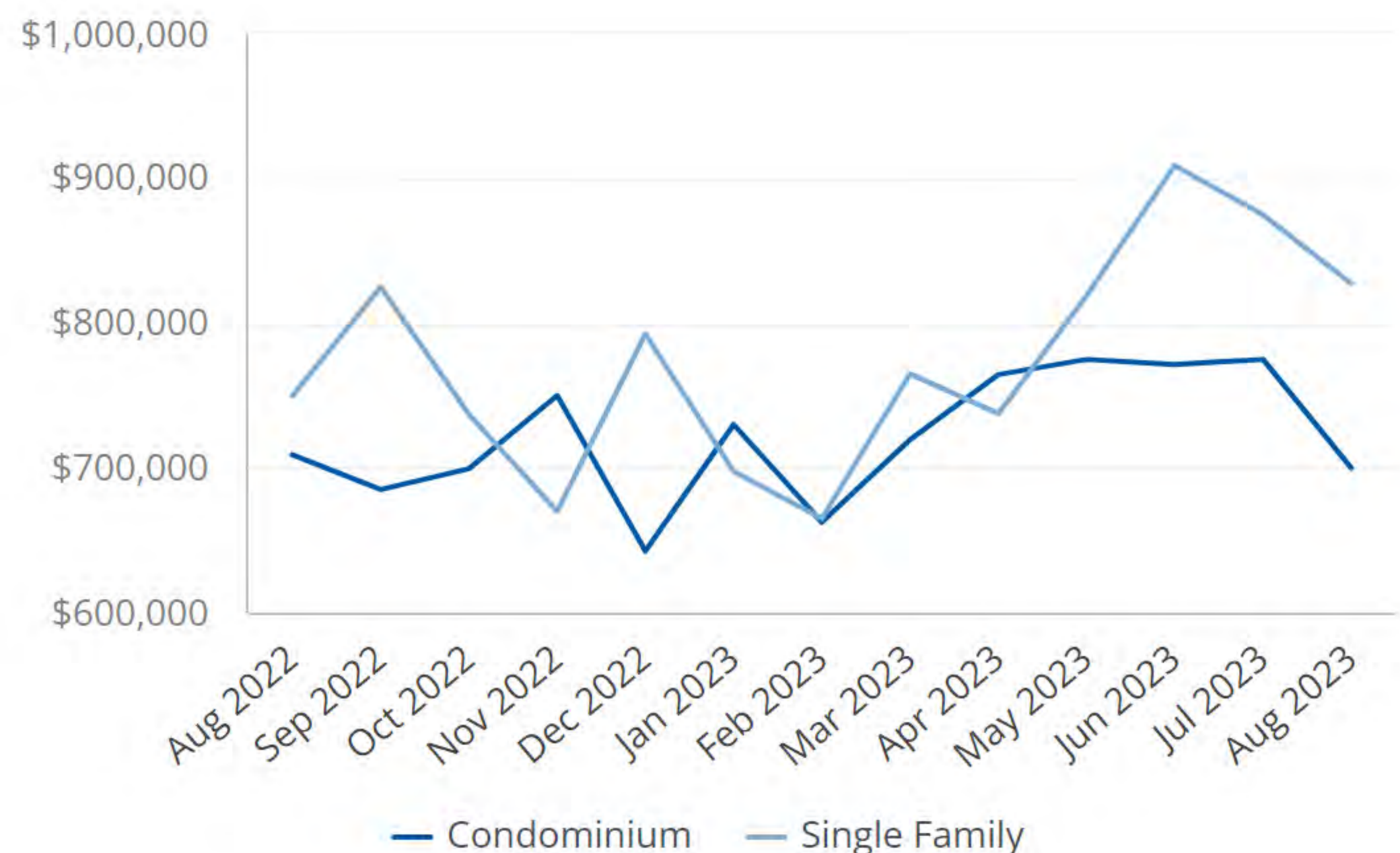
Condominiums

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$700,000	\$709,000	↓ -1.3%	\$775,000	↓ -9.7%	\$750,000	\$730,000	↑ 2.7%
Closed Sales	344	411	↓ -16.3%	412	↓ -16.5%	2,611	3,436	↓ -24.0%
New Listings	338	347	↓ -2.6%	451	↓ -25.1%	3,930	5,173	↓ -24.0%
Pending Sales	254	300	↓ -15.3%	314	↓ -19.1%	2,604	3,486	↓ -25.3%
Median Days on Market	23	29	↓ -20.7%	26	↓ -11.5%	22	20	↑ 10.0%
Price per Square Foot	\$778	\$795	↓ -2.1%	\$847	↓ -8.1%	\$793	\$764	↑ 3.8%
Sold to Original Price Ratio	98.3%	98.3%	↑ 0.0%	99.4%	↓ -1.0%	98.6%	99.5%	↓ -1.0%
Active Inventory	855	886	↓ -3.5%	961	↓ -11.0%	—	—	—
Months Supply of Inventory	2.5	2.2	↑ 15.3%	2.3	↑ 6.6%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

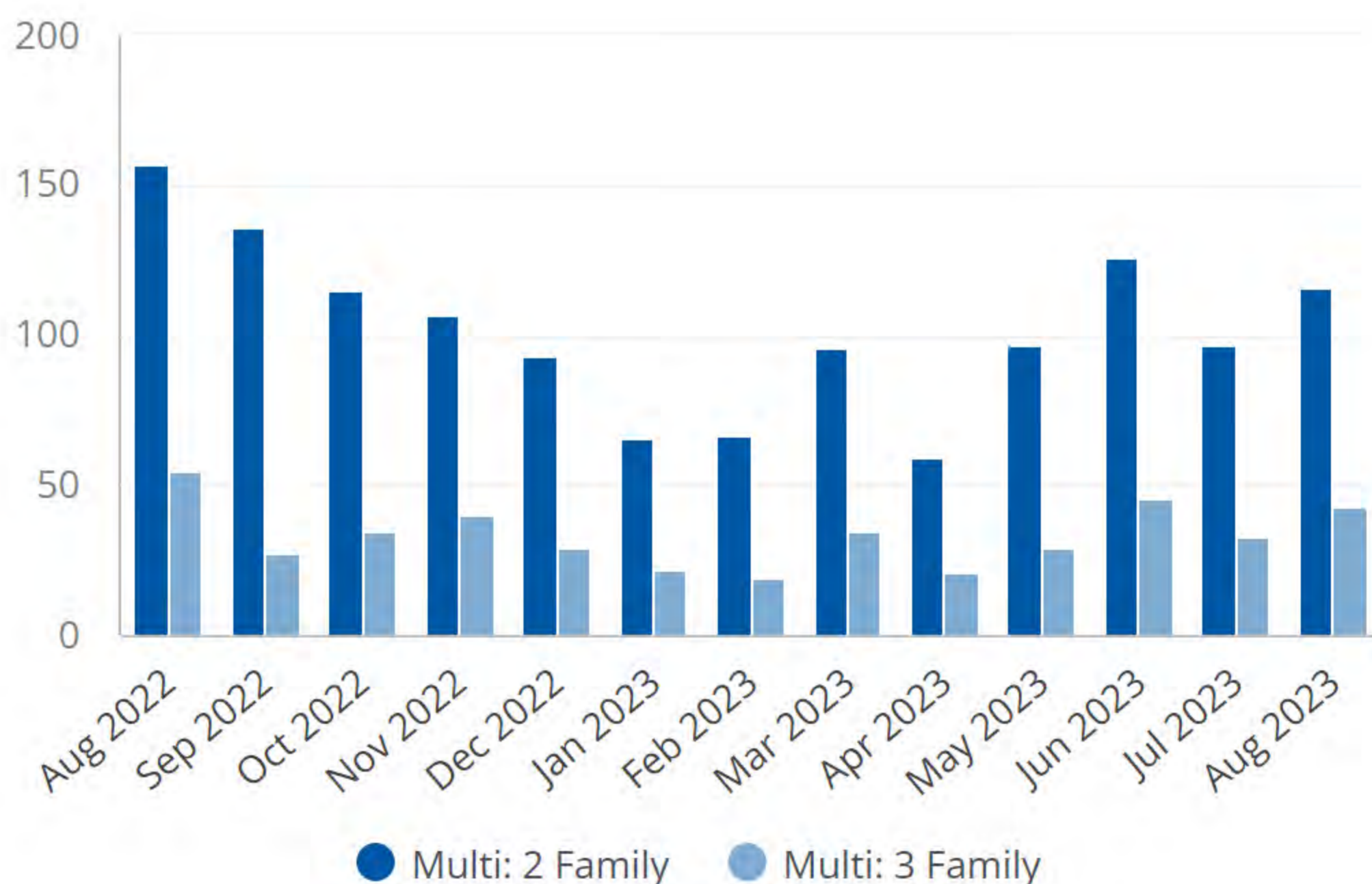
2 Family Homes

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$900,500	\$900,000	↑ 0.1%	\$925,000	↓ -2.6%	\$885,000	\$895,000	↓ -1.1%
Closed Sales	116	157	↓ -26.1%	97	↑ 19.6%	724	1,003	↓ -27.8%
New Listings	116	143	↓ -18.9%	125	↓ -7.2%	1,010	1,446	↓ -30.2%
Pending Sales	110	144	↓ -23.6%	93	↑ 18.3%	776	1,020	↓ -23.9%
Median Days on Market	20.5	22	↓ -6.8%	22	↓ -6.8%	20	19	↑ 5.3%
Price per Square Foot	\$373	\$358	↑ 4.1%	\$383	↓ -2.7%	\$360	\$358	↑ 0.4%
Sold to Original Price Ratio	102.0%	100.0%	↑ 2.0%	102.1%	↓ -0.1%	100.0%	101.9%	↓ -1.8%
Active Inventory	141	212	↓ -33.5%	163	↓ -13.5%	—	—	—
Months Supply of Inventory	1.2	1.4	↓ -10.0%	1.7	↓ -27.7%	—	—	—

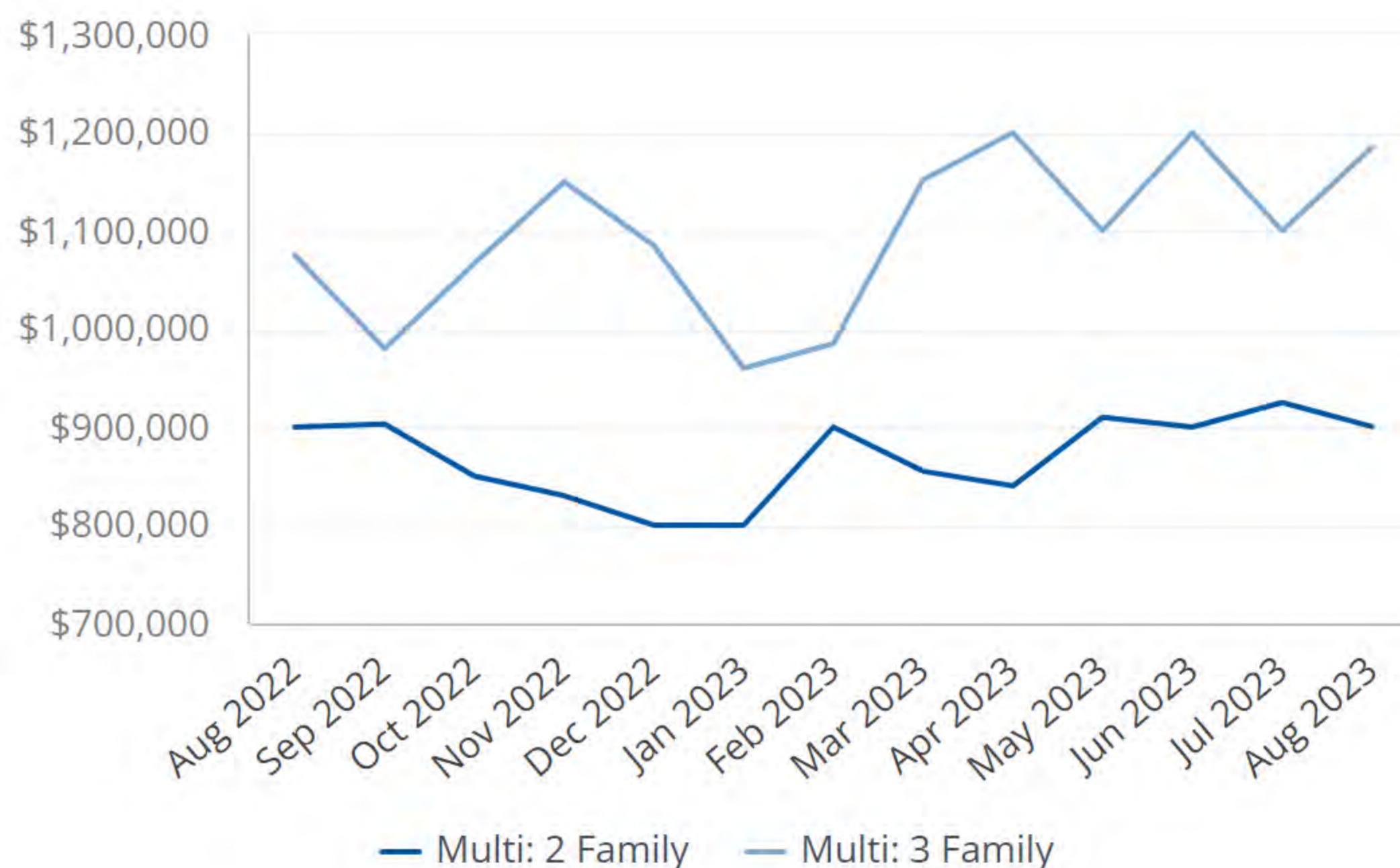
3 Family Homes

	Aug 2023	Aug 2022	YoY	Jul 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,185,000	\$1,075,000	↑ 10.2%	\$1,100,000	↑ 7.7%	\$1,101,250	\$1,150,000	↓ -4.2%
Closed Sales	43	55	↓ -21.8%	33	↑ 30.3%	248	362	↓ -31.5%
New Listings	49	67	↓ -26.9%	53	↓ -7.5%	438	585	↓ -25.1%
Pending Sales	45	33	↑ 36.4%	33	↑ 36.4%	293	345	↓ -15.1%
Median Days on Market	27	22	↑ 22.7%	32	↓ -15.6%	26	21	↑ 23.8%
Price per Square Foot	\$322	\$343	↓ -6.1%	\$322	↔ 0.0%	\$324	\$345	↓ -6.1%
Sold to Original Price Ratio	97.7%	96.5%	↑ 1.2%	97.1%	↑ 0.6%	96.1%	98.2%	↓ -2.1%
Active Inventory	95	133	↓ -28.6%	108	↓ -12.0%	—	—	—
Months Supply of Inventory	2.2	2.4	↓ -8.6%	3.3	↓ -32.5%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

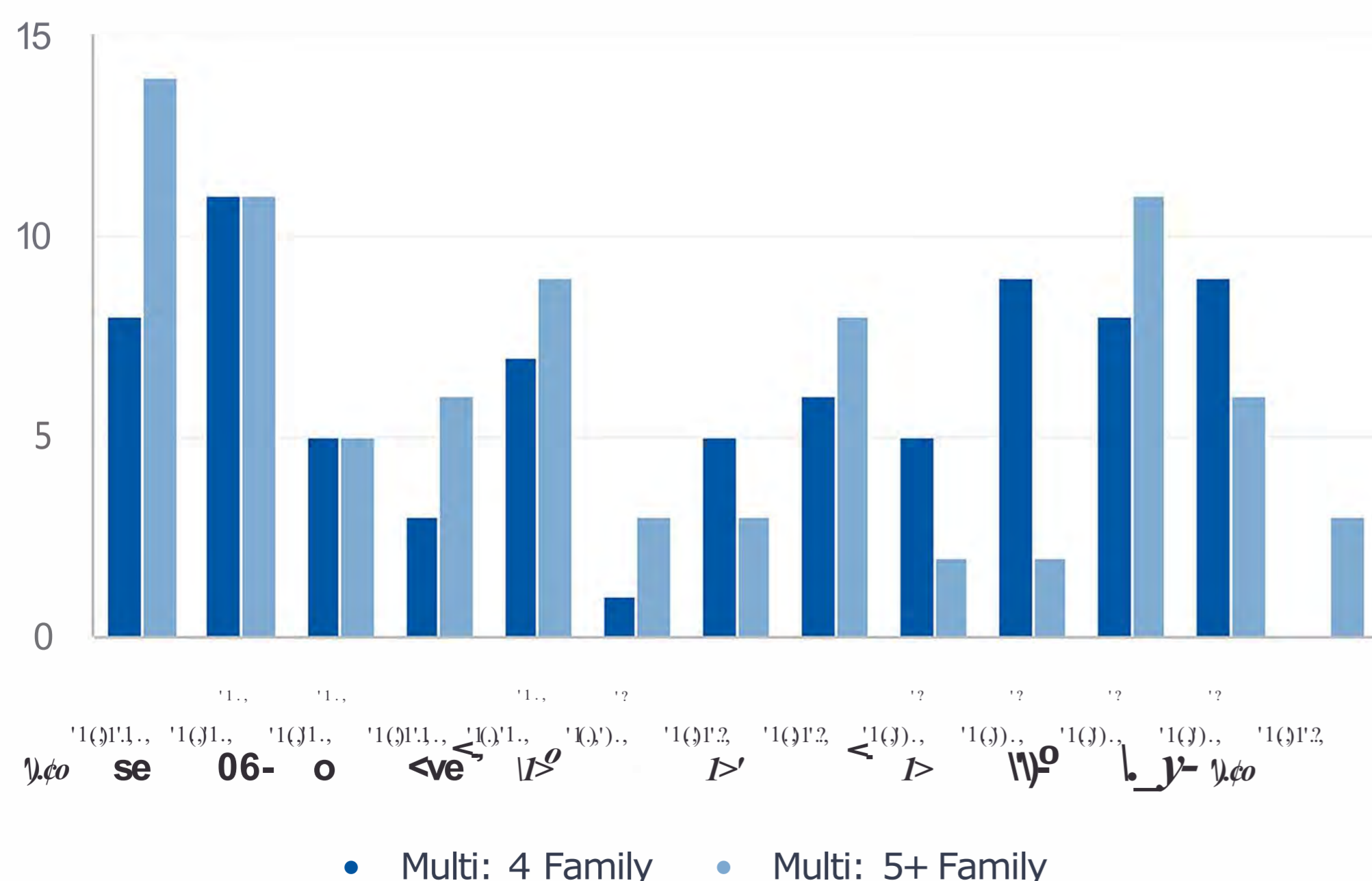
4 Family Homes

	Aug 2023	Aug 2022	YoY	Jul2023	MoM	2023	2022	YTD
Median Sales Price	\$975,000	\$1,512,500	-35.5%		▲	\$1,150,000	\$1,480,000	-22.3%
Closed Sales	9	8	12.5%	0	▲	43	57	-24.6%
New Listings	11	17	-35.3%	8	37.5%	98	122	-19.7%
Pending Sales	6	7	-14.3%	9	-33.3%	54	60	-10.0%
Median Days on Market	30.5	32	-4.7%	22	38.6%	25	26	-3.8%
Price per Square Foot	\$317	\$341	-6.9%		▲	\$319	\$362	-12.0%
Sold to Original Price Ratio	99.4%	95.9%	3.6%		▲	97.9%	97.6%	0.3%
Active Inventory	23	26	-11.5%	24	-4.2%	—	—	—
Months Supply of Inventory	2.6	3.2	-21.4%	2,400.0	-99.9%	—	—	—

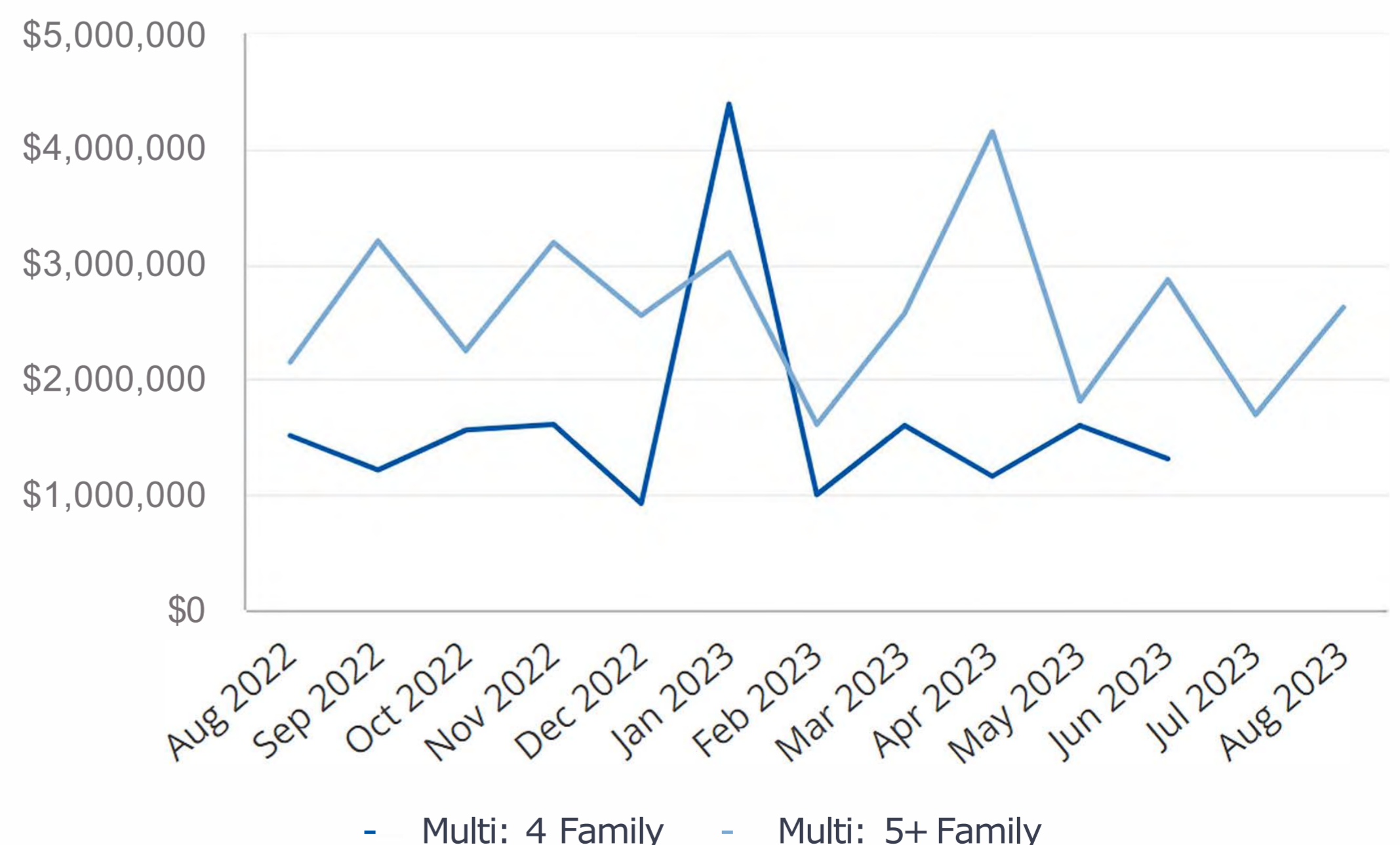
5+ Family Homes

	Aug 2023	Aug 2022	YoY	Jul2023	MoM	2023	2022	YTD
Median Sales Price	\$2,625,000	\$2,150,000	22.1%	\$1,693,750	55.0%	\$2,595,000	\$2,260,000	14.8%
Closed Sales	3	14	-78.6%	6	-50.0%	38	62	-38.7%
New Listings	18	21	-14.3%	12	50.0%	131	171	-23.4%
Pending Sales	11	15	-26.7%	5	120.0%	48	69	-30.4%
Median Days on Market	39	47	-17.0%	49	-20.4%	49	36	36.1%
Price per Square Foot	\$438	\$392	11.9%	\$405	8.3%	\$405	\$398	1.6%
Sold to Original Price Ratio	102.1%	95.2%	7.2%	94.6%	7.9%	95.4%	97.0%	-1.7%
Active Inventory	47	62	-24.2%	45	4.4%	—	—	—
Months Supply of Inventory	15.6	4.4	252.8%	7.5	108.5%	—	—	—

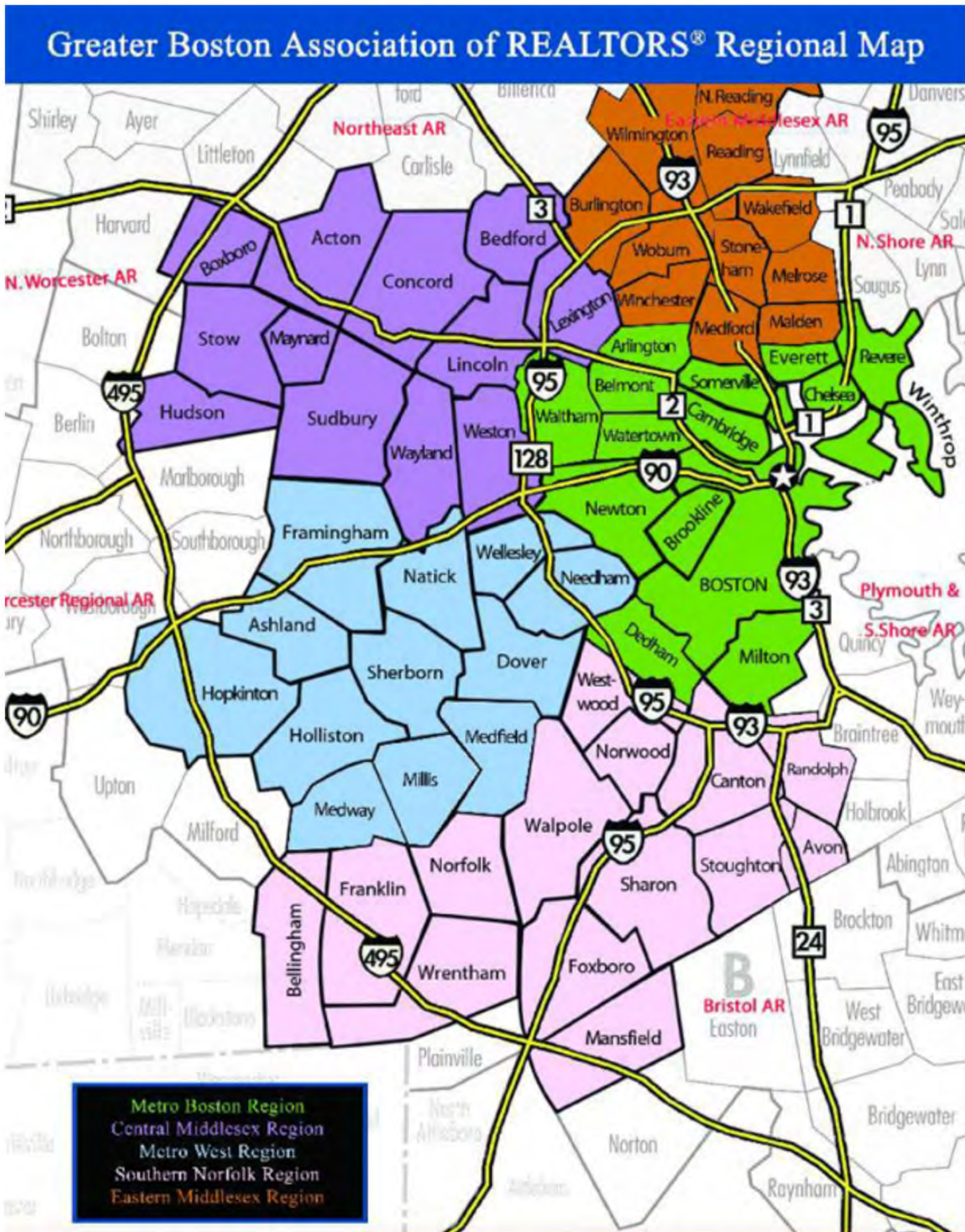
Number of Closed Sales



Median Sales Price



GBAR JURISDICTIONAL AREA



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