

MONTHLY MARKET INSIGHTS REPORT

July 2023

Single-Family Homes

The 1,063 homes sold in July 2023 was the twentieth highest sales total for the month and was a 23.4 percent decrease from the July 2022 sales total of 1,387 homes sold. Additionally, the median sales price increased 8.3 percent to a new record price for Greater Boston for the month of July of \$910,000 up from the \$840,000 price in July 2022.

Condominiums

With 927 condos sold in July, it was the a 16.7 percent decrease from the 1,113 units sold in July 2022. The median sales price of condos increased 7.8 percent from \$682,000 in July 2022 to \$735,000 this month, which is a record high price for the month.

Multi-Family Homes

This month, 135 multi-family homes were sold in Greater Boston, which is a 30 percent decrease from the 193 multi-family homes sold in July 2022.



CONTENTS

Greater Boston	2
Median Sales Price	3
Closed Sales	4
New Listings	5
Pending Sales	6
Days on Market	7
Price SqFt	8
Sold Price Ratio	9
Active Inventory	10
Months Supply of Inventory	11
Central Middlesex	12
Eastern Middlesex	13
Metro Boston	14
Metro West	15
Southern Norfolk	16
City of Boston	17
Multi-Family	18
Regional Map	20

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

Three Center Plaza, Mezzanine Suite
Boston, MA 02108
Phone: 617-423-8700
Email: housingreports@gbreb.com

68 Main Street
Reading, MA 01867

Online: www.gbar.org



Data thru 08/10/23

Greater Boston Market Summary



Includes all 64 towns within the GBAR jurisdictional area

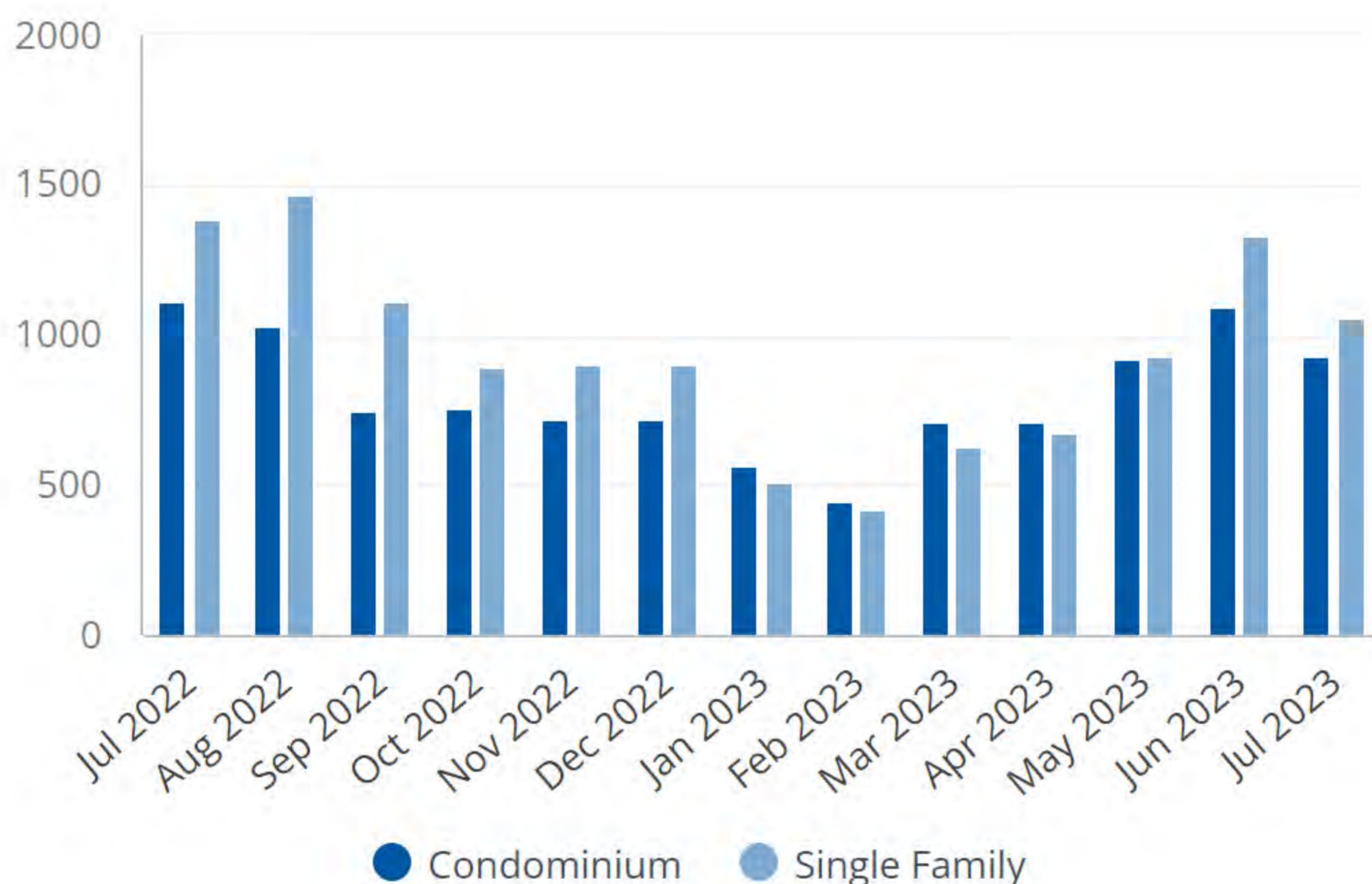
Single Family Homes

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$910,000	\$840,000	⬆️ 8.3%	\$890,000	⬆️ 2.2%	\$850,000	\$830,000	⬆️ 2.4%
Closed Sales	1,063	1,387	⬆️ -23.4%	1,333	⬆️ -20.3%	5,562	7,215	⬆️ -22.9%
New Listings	950	1,328	⬆️ -28.5%	1,267	⬆️ -25.0%	7,582	10,102	⬆️ -24.9%
Pending Sales	862	1,126	⬆️ -23.4%	1,201	⬆️ -28.2%	6,227	7,873	⬆️ -20.9%
Median Days on Market	20	20	➡️ 0.0%	16	⬆️ 25.0%	17	15	⬆️ 13.3%
Price per Square Foot	\$422	\$403	⬆️ 4.7%	\$426	⬆️ -0.9%	\$411	\$409	⬆️ 0.5%
Sold to Original Price Ratio	103.4%	105.0%	⬆️ -1.5%	104.5%	⬆️ -1.0%	102.2%	106.2%	⬆️ -3.8%
Active Inventory	1,193	1,700	⬆️ -29.8%	1,265	⬆️ -5.7%	—	—	—
Months Supply of Inventory	1.1	1.2	⬆️ -8.4%	0.9	⬆️ 18.3%	—	—	—

Condominiums

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$735,000	\$682,000	⬆️ 7.8%	\$745,000	⬆️ -1.3%	\$710,000	\$680,000	⬆️ 4.4%
Closed Sales	927	1,113	⬆️ -16.7%	1,092	⬆️ -15.1%	5,379	6,935	⬆️ -22.4%
New Listings	939	1,149	⬆️ -18.3%	1,150	⬆️ -18.3%	7,871	10,059	⬆️ -21.8%
Pending Sales	736	796	⬆️ -7.5%	982	⬆️ -25.1%	5,764	7,238	⬆️ -20.4%
Median Days on Market	21	22	⬆️ -4.5%	20	⬆️ 5.0%	20	18	⬆️ 11.1%
Price per Square Foot	\$617	\$583	⬆️ 5.8%	\$634	⬆️ -2.6%	\$593	\$586	⬆️ 1.2%
Sold to Original Price Ratio	100.4%	101.5%	⬆️ -1.1%	101.0%	⬆️ -0.5%	99.9%	101.8%	⬆️ -1.9%
Active Inventory	1,652	2,065	⬆️ -20.0%	1,770	⬆️ -6.7%	—	—	—
Months Supply of Inventory	1.8	1.9	⬆️ -3.9%	1.6	⬆️ 9.9%	—	—	—

Number of Closed Sales



Median Sales Price



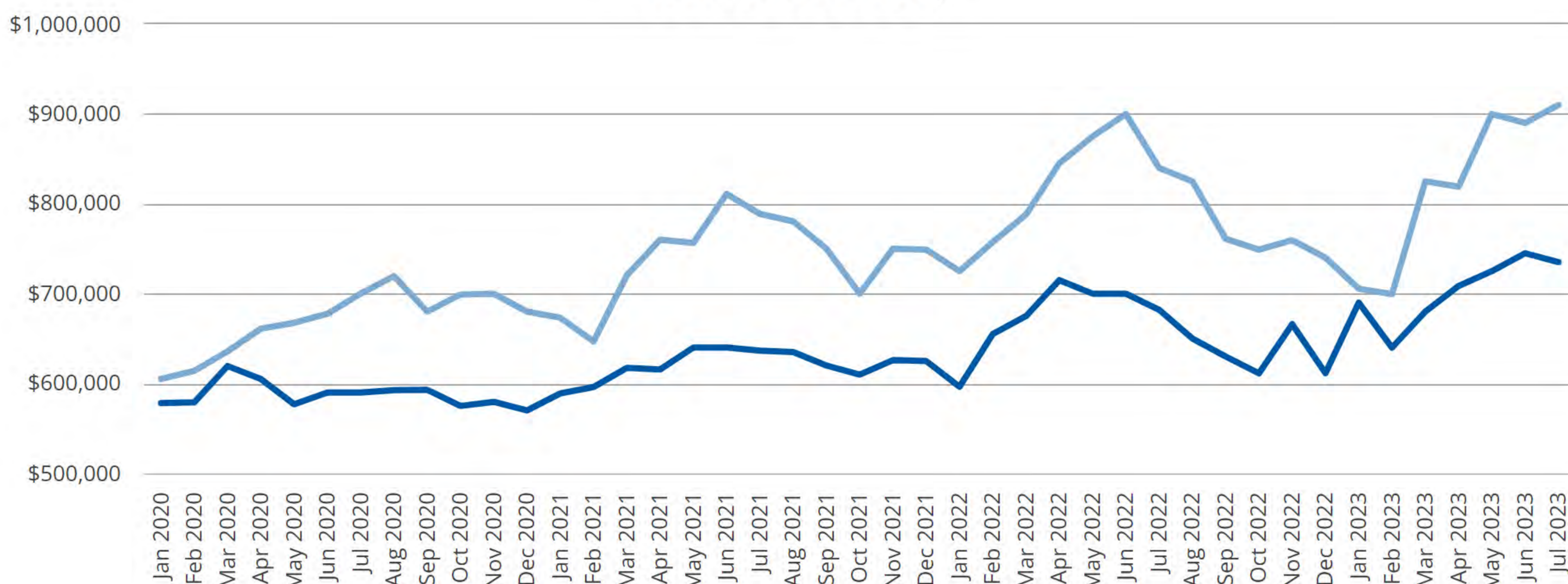
Median Sales Price



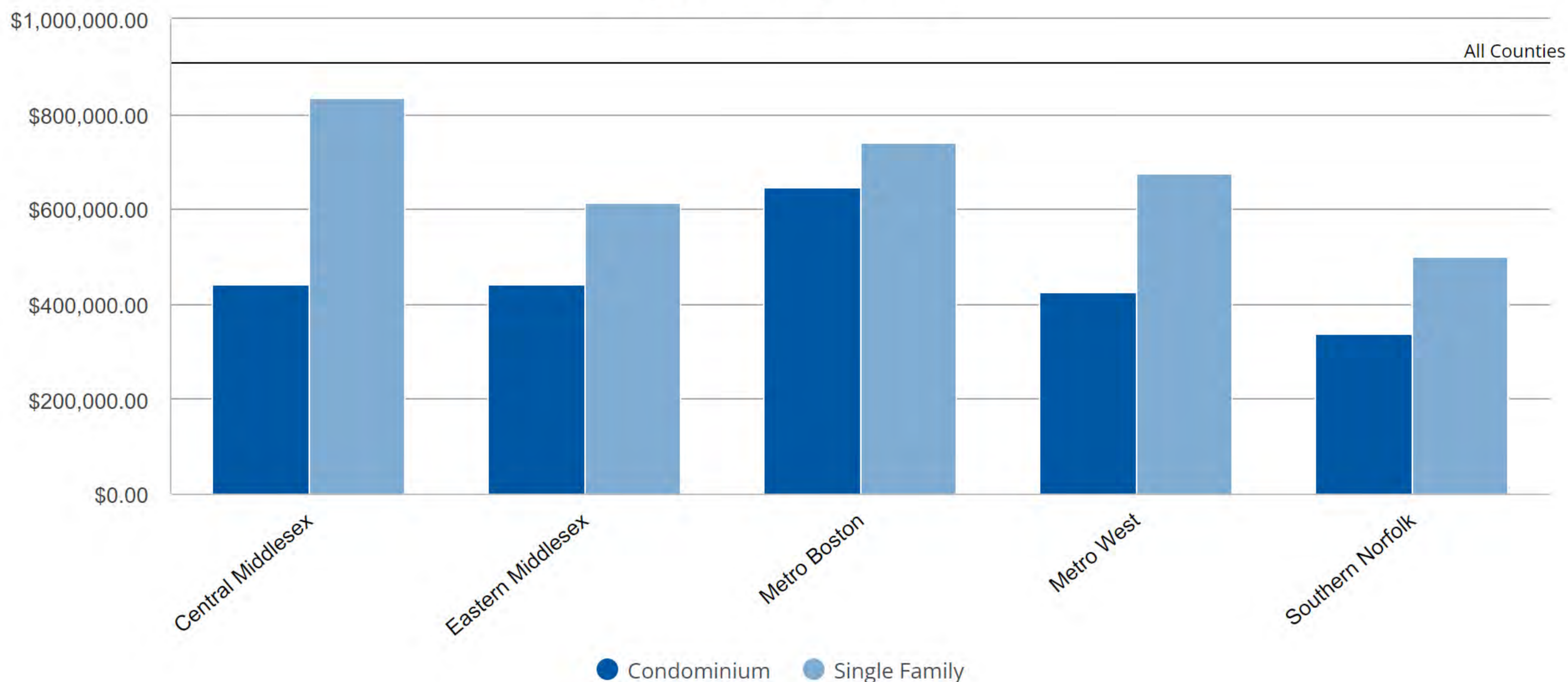
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	July 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$910,000	⬆️ 2.2%	⬆️ 8.3%	⬆️ 2.4%
CONDO	\$735,000	⬆️ -1.3%	⬆️ 7.8%	⬆️ 4.4%

Historical Activity



Region Comparison



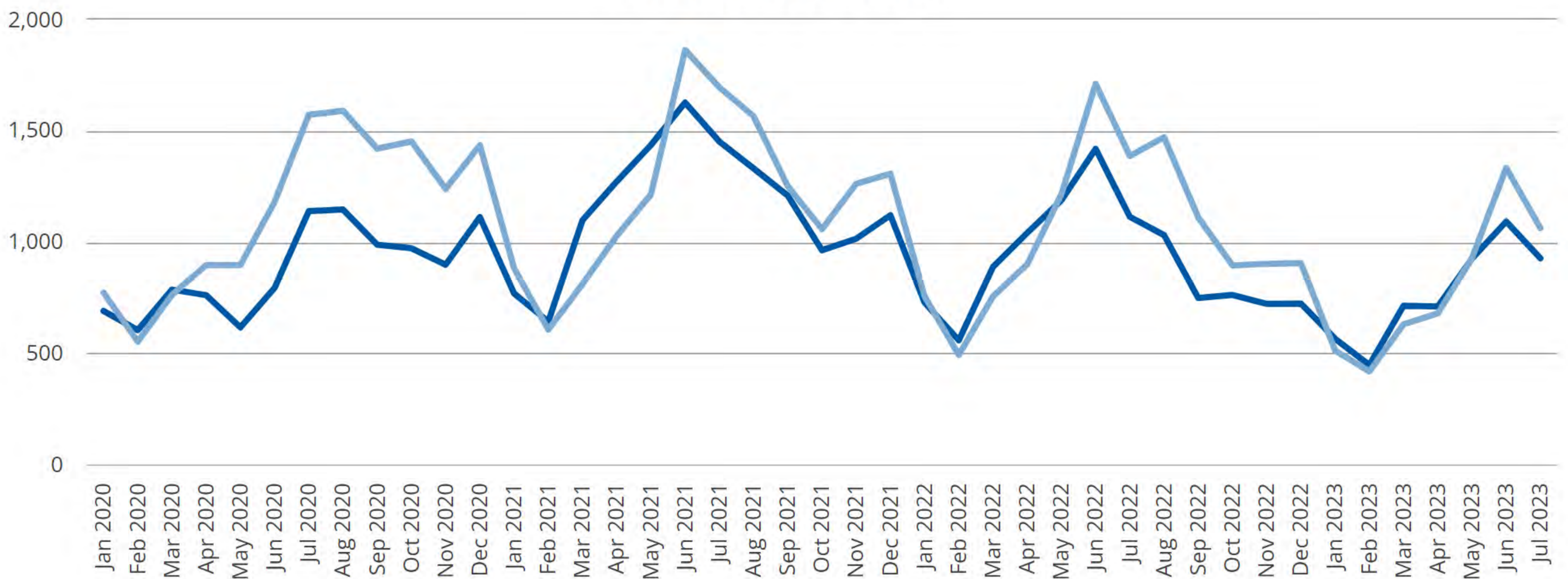
Closed Sales



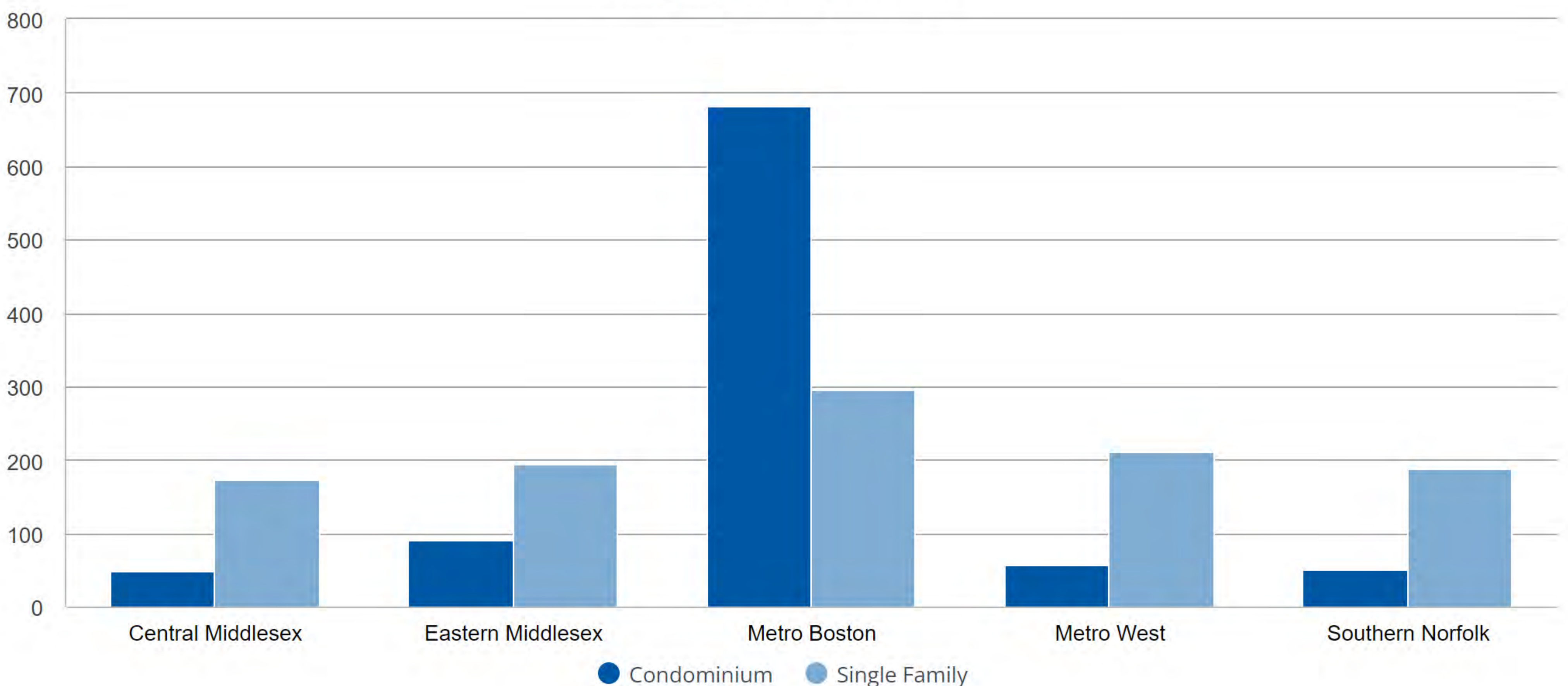
The number of properties that sold.

	July 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,063	⚡ -20.3%	⚡ -23.4%	⚡ -22.9%
CONDO	927	⚡ -15.1%	⚡ -16.7%	⚡ -22.4%

Historical Activity



Region Comparison



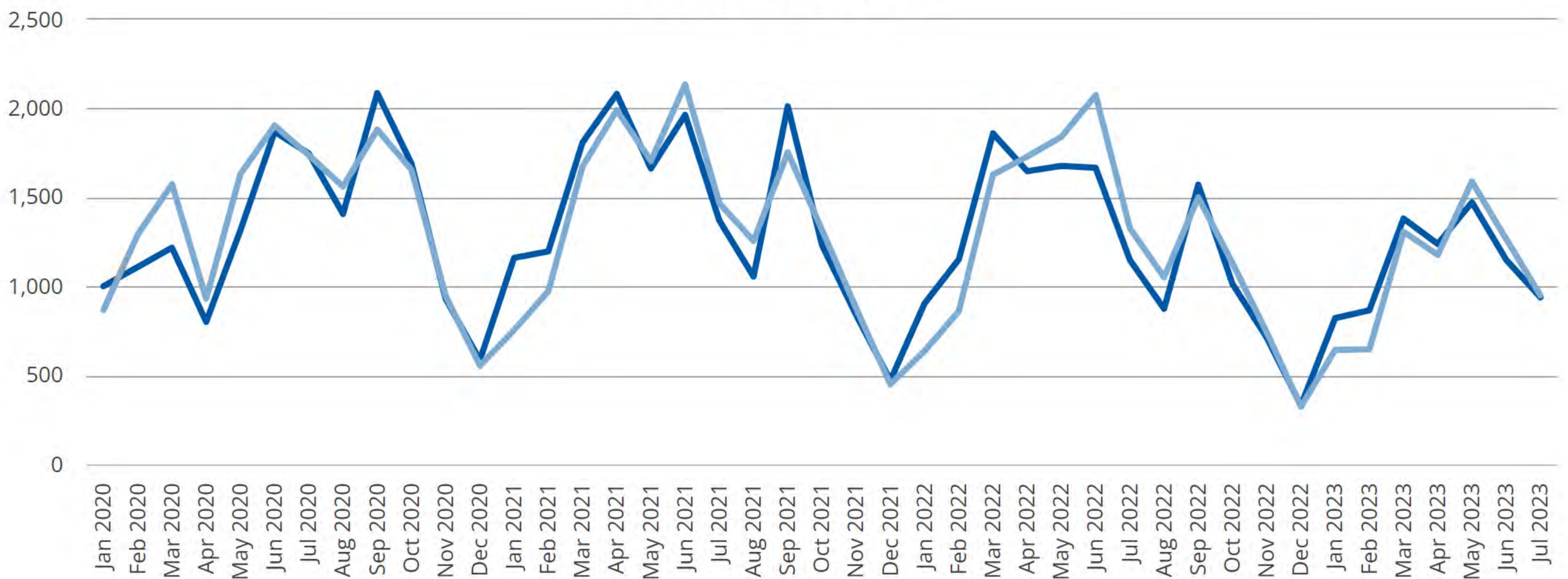
New Listings



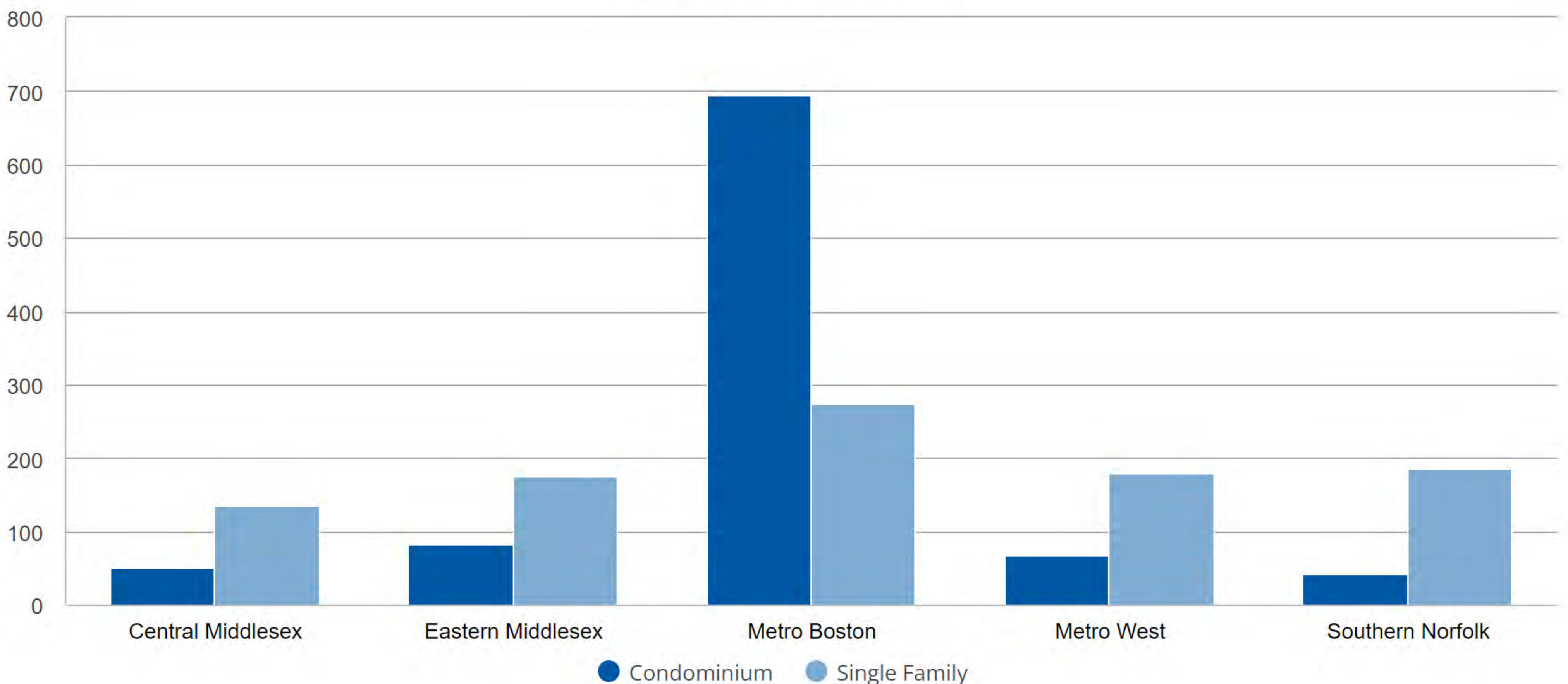
The number of properties listed regardless of current status.

	July 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	950	⚡ -25.0%	⚡ -28.5%	⚡ -24.9%
CONDO	939	⚡ -18.3%	⚡ -18.3%	⚡ -21.8%

Historical Activity



Region Comparison



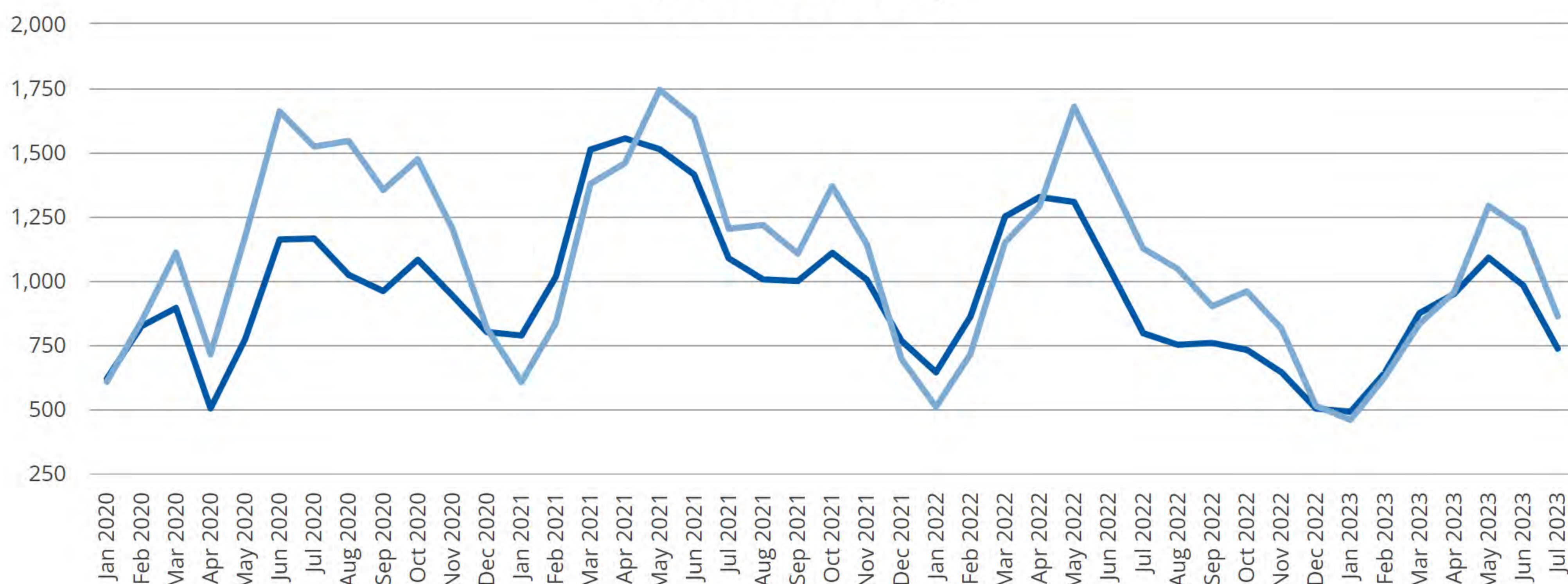
Pending Sales



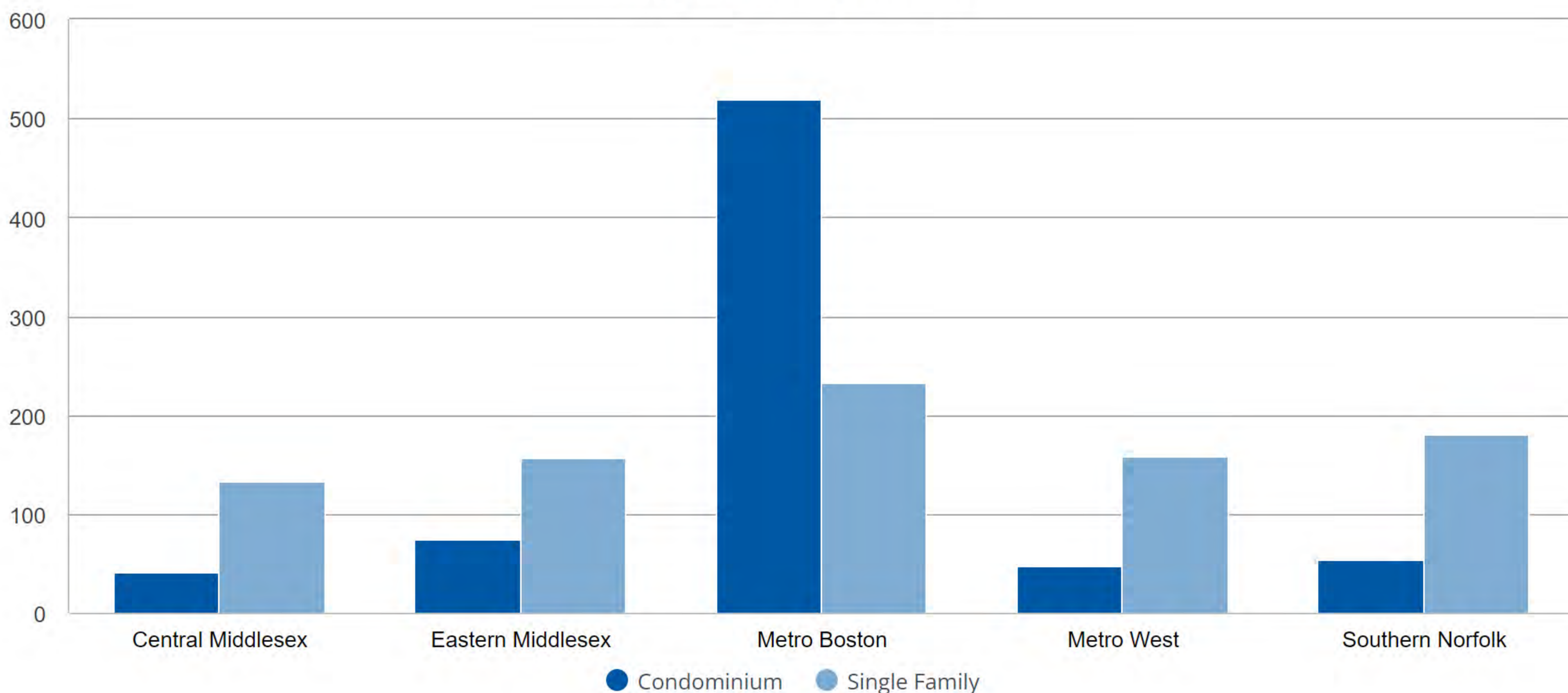
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	July 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	862	⚡ -28.2%	⚡ -23.4%	⚡ -20.9%
CONDO	736	⚡ -25.1%	⚡ -7.5%	⚡ -20.4%

Historical Activity



Region Comparison



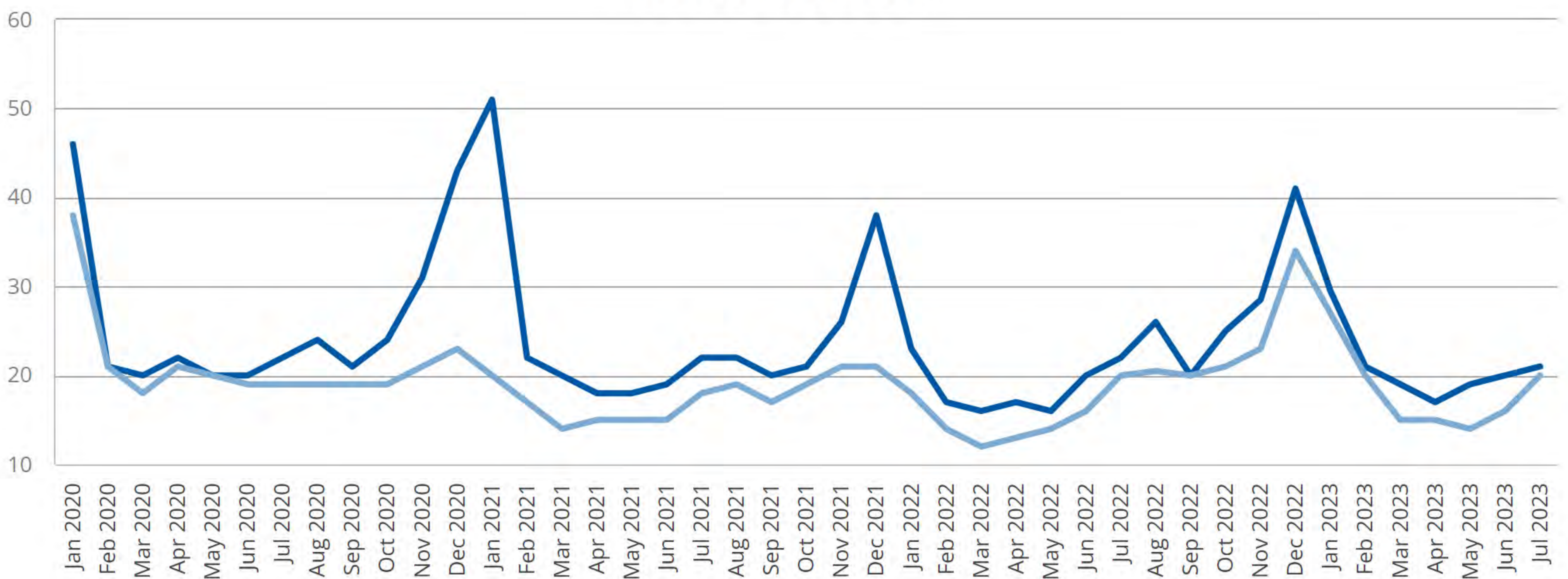
Days on Market



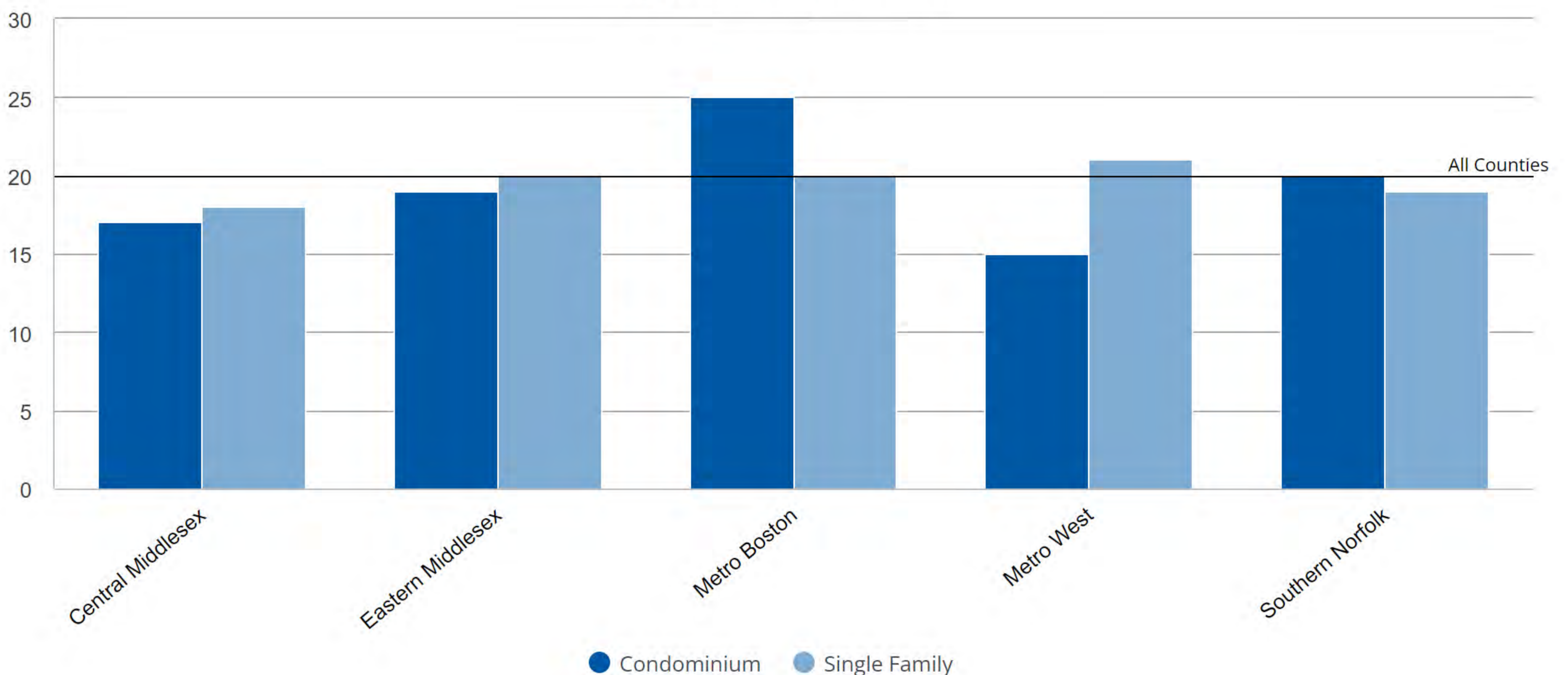
The median number of days between when a property is listed and the purchase contract date.

	July 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	20	⬆️ 25.0%	⬆️ 0.0%	⬆️ 13.3%
CONDO	21	⬆️ 5.0%	⬆️ -4.5%	⬆️ 11.1%

Historical Activity



Region Comparison



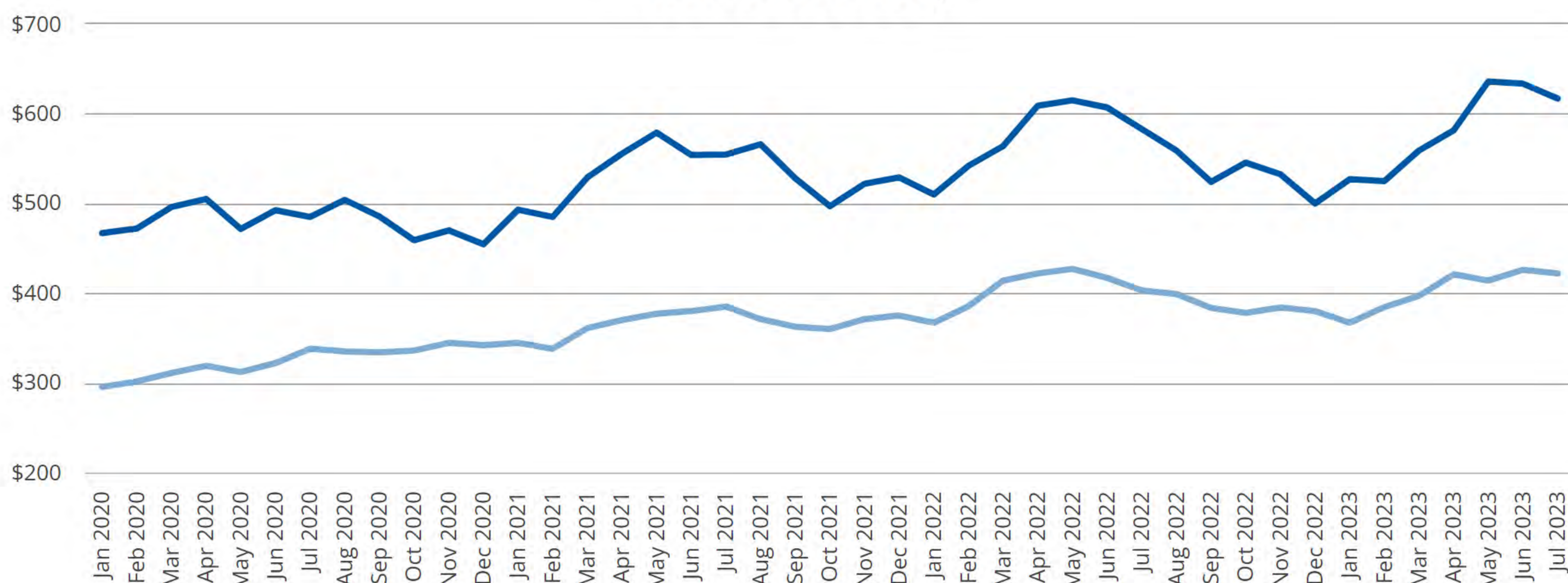
Price per Square Foot



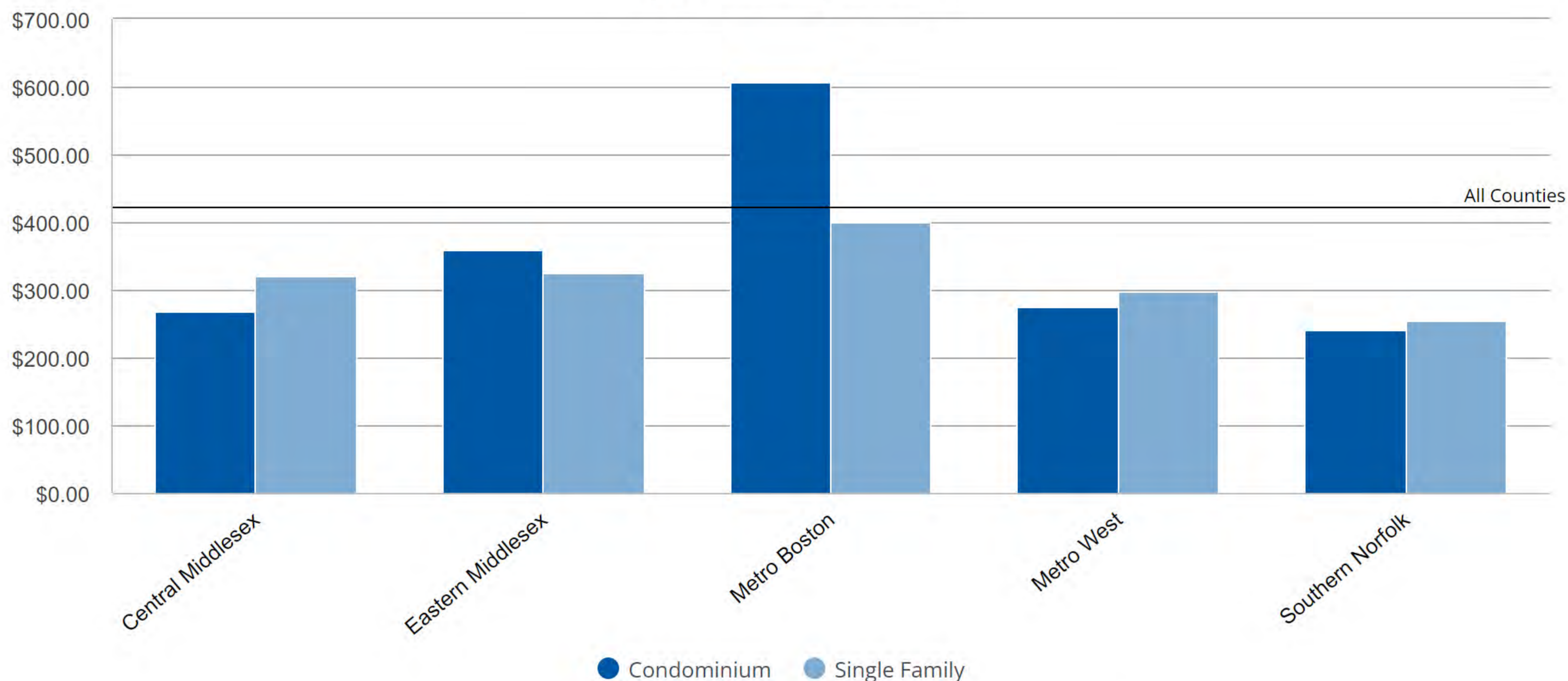
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	July 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$422	⚡ -0.9%	⬆️ 4.7%	⬆️ 0.5%
CONDO	\$617	⚡ -2.6%	⬆️ 5.8%	⬆️ 1.2%

Historical Activity



Region Comparison



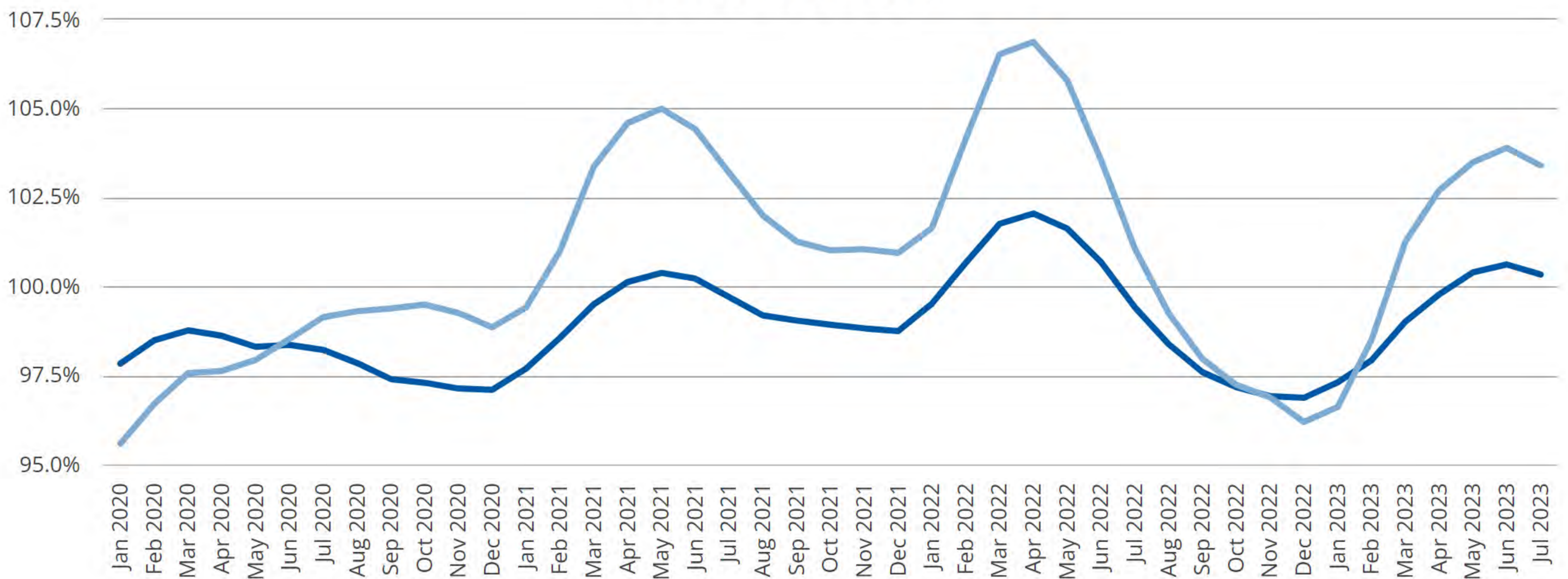
Sold to Original Price Ratio



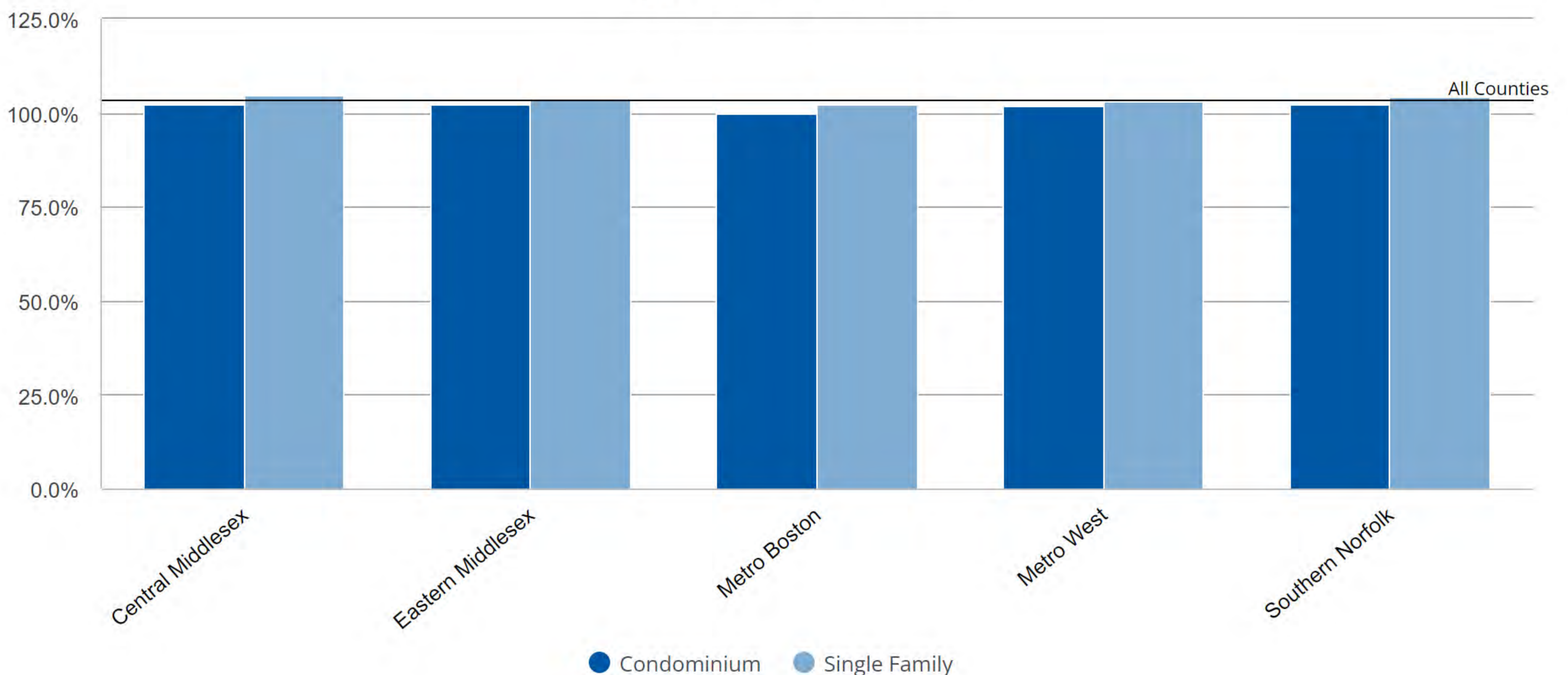
The average of the sales price divided by the original list price expressed as a percentage.

	July 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	103.4%	⚡ -0.5%	⬆️ 2.3%	⚡ -2.4%
CONDO	100.3%	⚡ -0.3%	⬆️ 0.9%	⚡ -1.6%

Historical Activity



Region Comparison



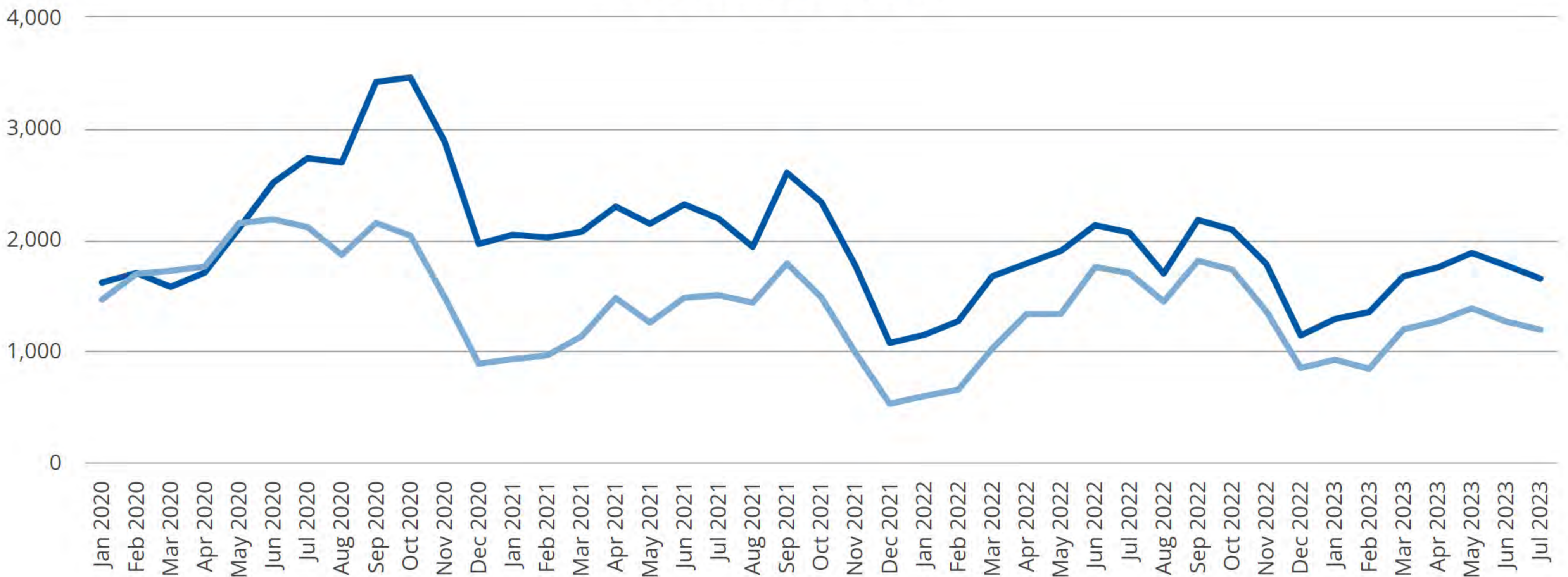
Active Inventory



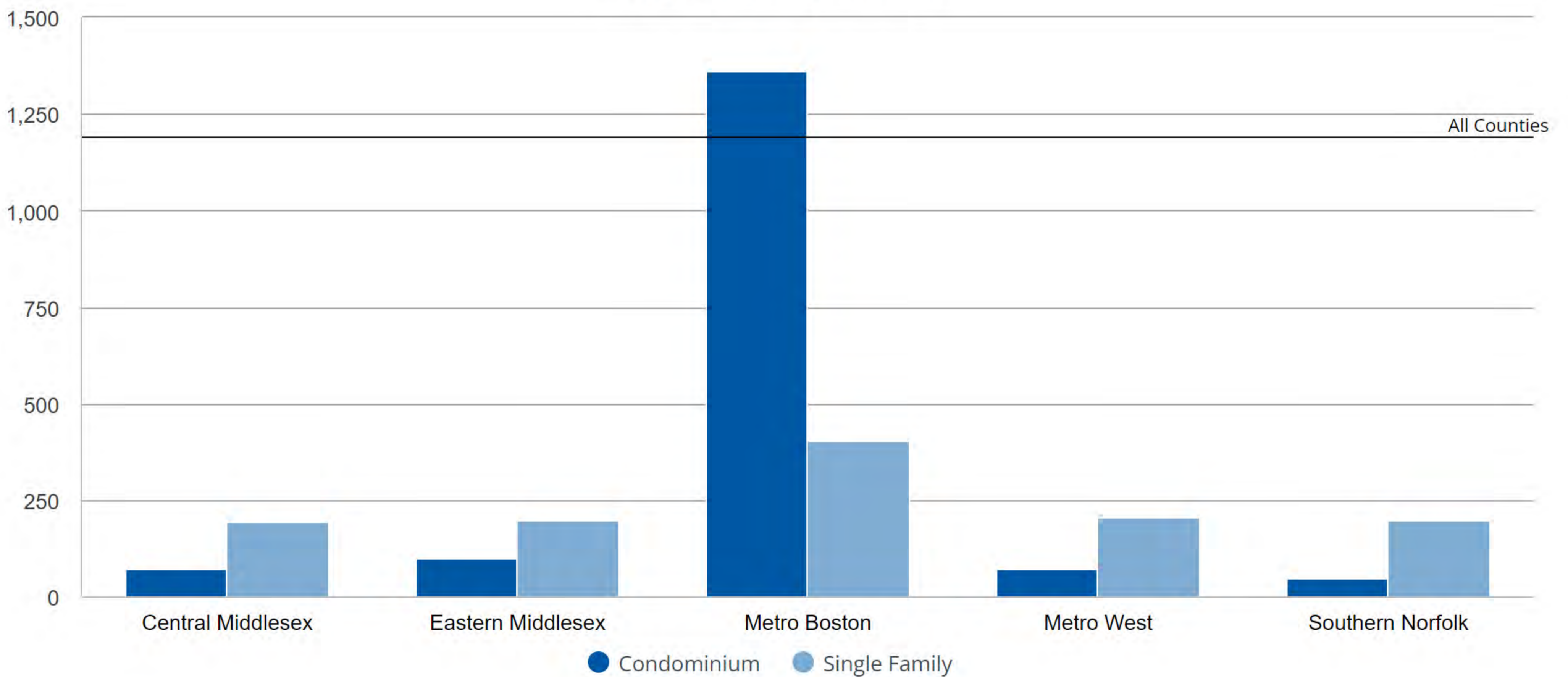
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	July 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,193	⚡ -5.7%	⚡ -29.8%	—
CONDO	1,652	⚡ -6.7%	⚡ -20.0%	—

Historical Activity



Region Comparison



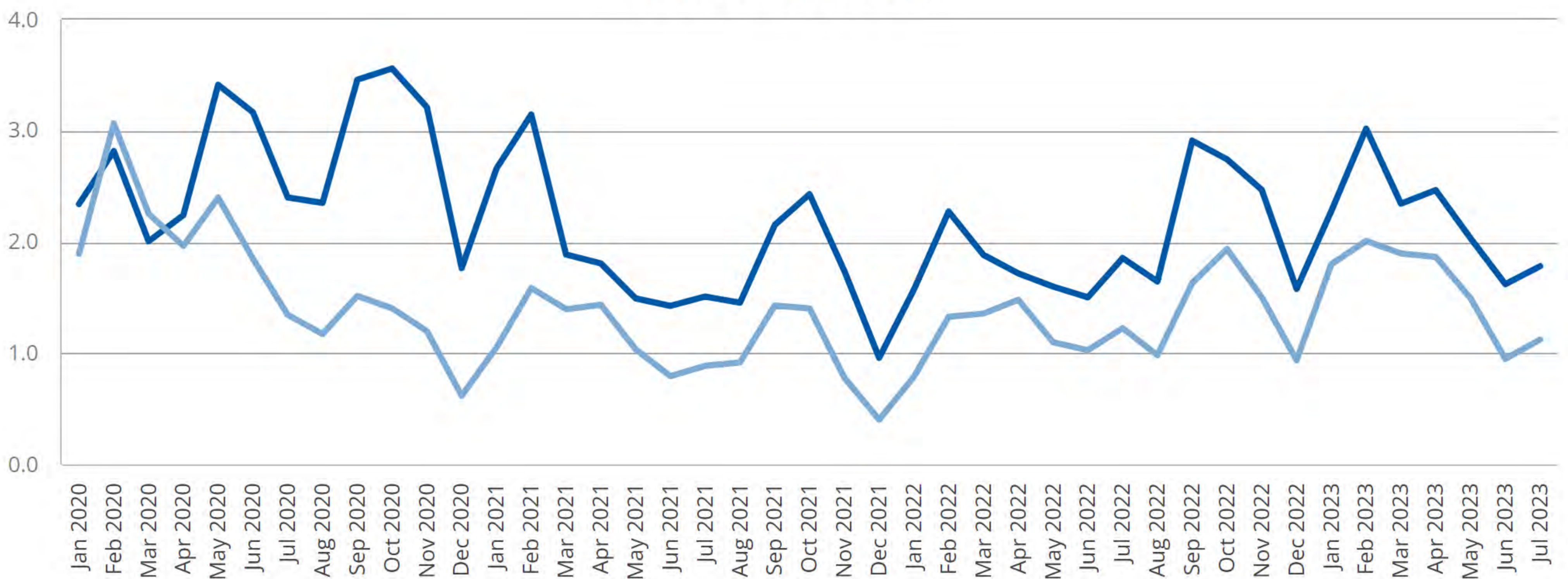
Months Supply of Inventory



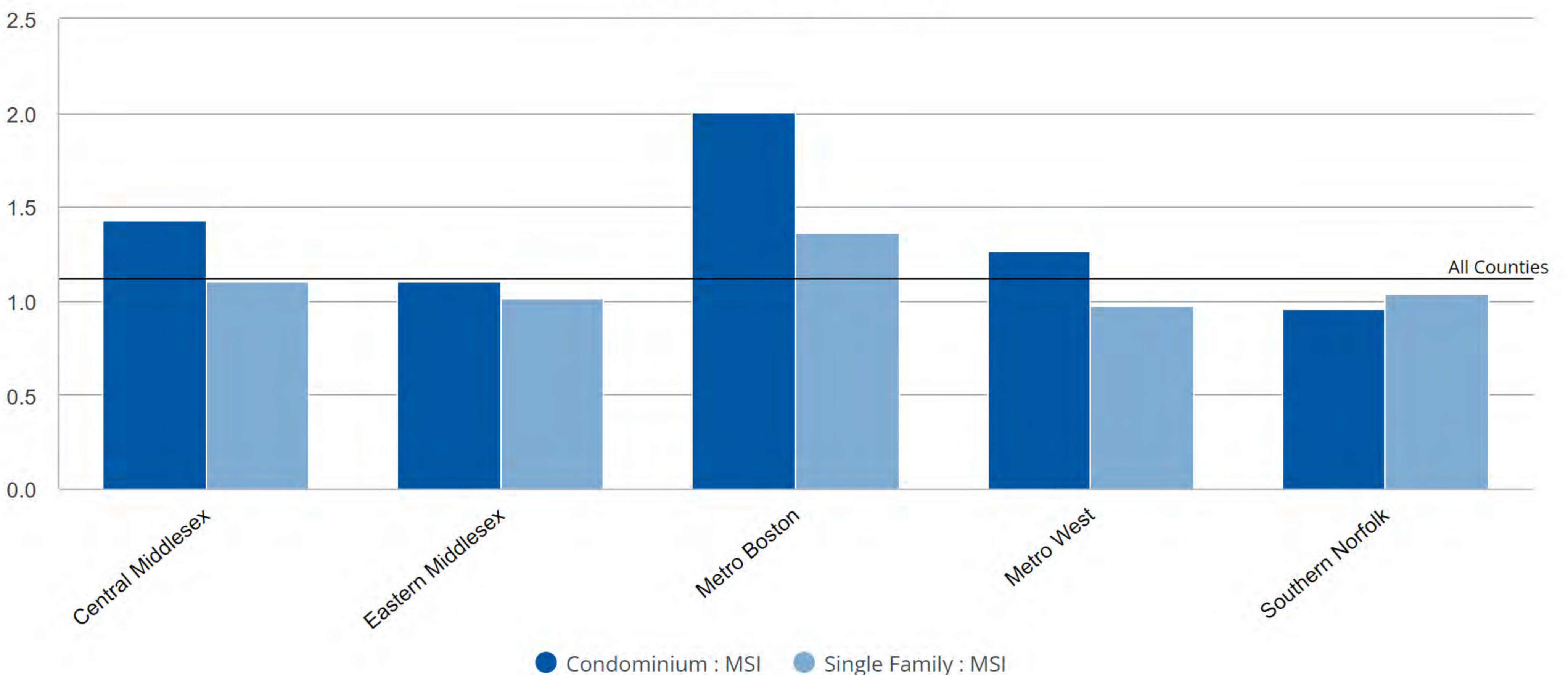
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	July 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1.1	⬆️ 18.3%	⬇️ -8.4%	—
CONDO	1.8	⬆️ 9.9%	⬇️ -3.9%	—

Historical Activity



Region Comparison



Central Middlesex Region



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

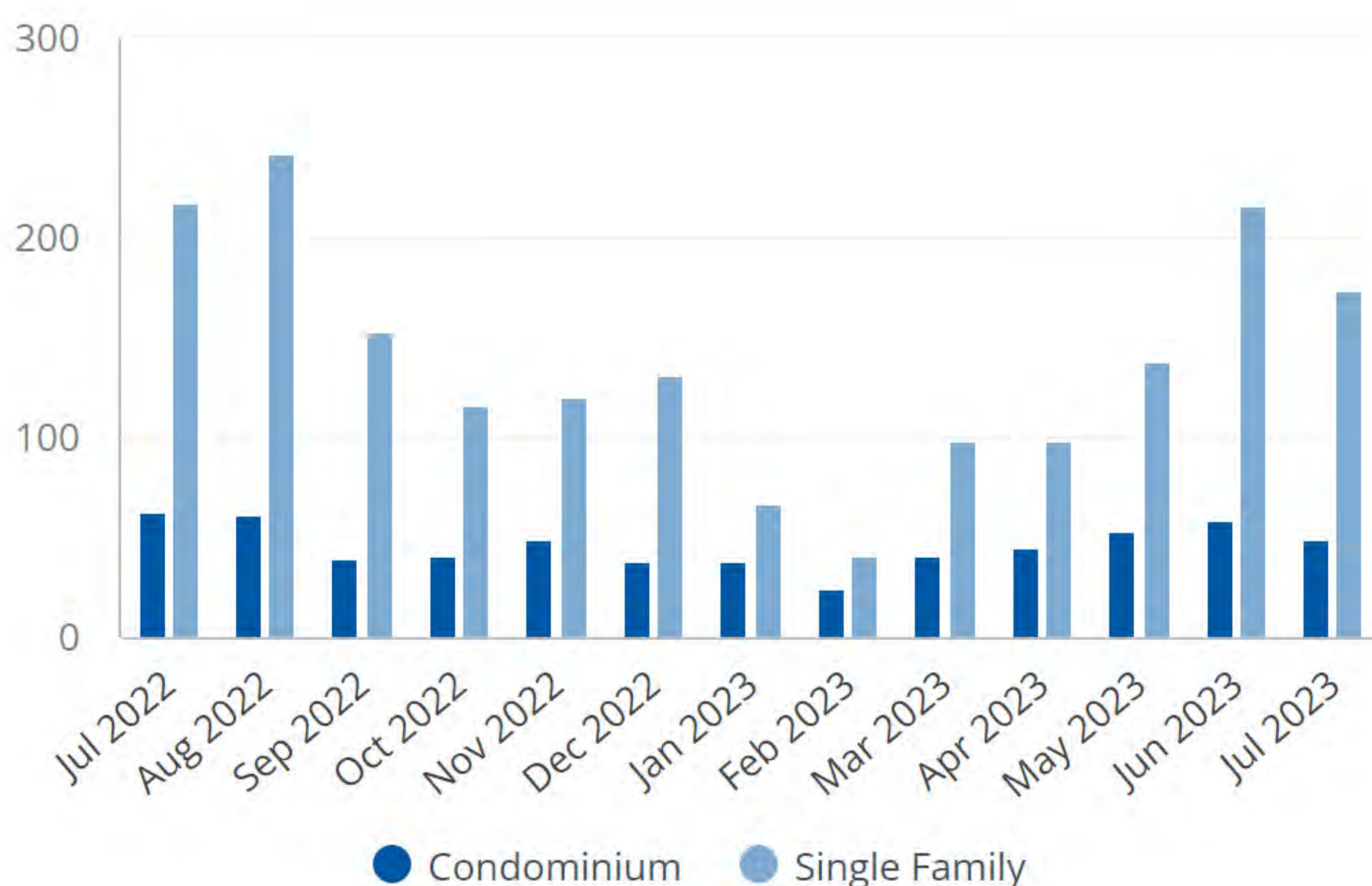
Single Family Homes

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,160,000	\$1,080,000	⬆️ 7.4%	\$1,312,500	⬇️ -11.6%	\$1,229,000	\$1,130,000	⬆️ 8.8%
Closed Sales	174	218	⬇️ -20.2%	216	⬇️ -19.4%	832	1,029	⬇️ -19.1%
New Listings	135	216	⬇️ -37.5%	192	⬇️ -29.7%	1,167	1,563	⬇️ -25.3%
Pending Sales	133	170	⬇️ -21.8%	192	⬇️ -30.7%	963	1,185	⬇️ -18.7%
Median Days on Market	18	19	⬇️ -5.3%	15	⬆️ 20.0%	16	15	⬆️ 6.7%
Price per Square Foot	\$428	\$409	⬆️ 4.6%	\$427	⬆️ 0.4%	\$422	\$415	⬆️ 1.7%
Sold to Original Price Ratio	104.8%	107.5%	⬇️ -2.5%	104.2%	⬆️ 0.6%	102.8%	108.4%	⬇️ -5.2%
Active Inventory	192	299	⬇️ -35.8%	212	⬇️ -9.4%	—	—	—
Months Supply of Inventory	1.1	1.4	⬇️ -19.5%	1.0	⬆️ 12.4%	—	—	—

Condominiums

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$725,000	\$632,000	⬆️ 14.7%	\$735,000	⬇️ -1.4%	\$590,000	\$609,000	⬇️ -3.1%
Closed Sales	49	63	⬇️ -22.2%	59	⬇️ -16.9%	309	330	⬇️ -6.4%
New Listings	51	65	⬇️ -21.5%	55	⬇️ -7.3%	403	448	⬇️ -10.0%
Pending Sales	41	55	⬇️ -25.5%	59	⬇️ -30.5%	329	361	⬇️ -8.9%
Median Days on Market	17	19	⬇️ -10.5%	18	⬇️ -5.6%	17	15	⬆️ 13.3%
Price per Square Foot	\$357	\$332	⬆️ 7.5%	\$396	⬇️ -9.8%	\$362	\$336	⬆️ 7.9%
Sold to Original Price Ratio	102.2%	106.3%	⬇️ -3.9%	103.8%	⬇️ -1.5%	101.9%	106.0%	⬇️ -3.9%
Active Inventory	70	89	⬇️ -21.3%	69	⬆️ 1.4%	—	—	—
Months Supply of Inventory	1.4	1.4	⬆️ 1.1%	1.2	⬆️ 22.1%	—	—	—

Number of Closed Sales



Median Sales Price



Eastern Middlesex Region



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

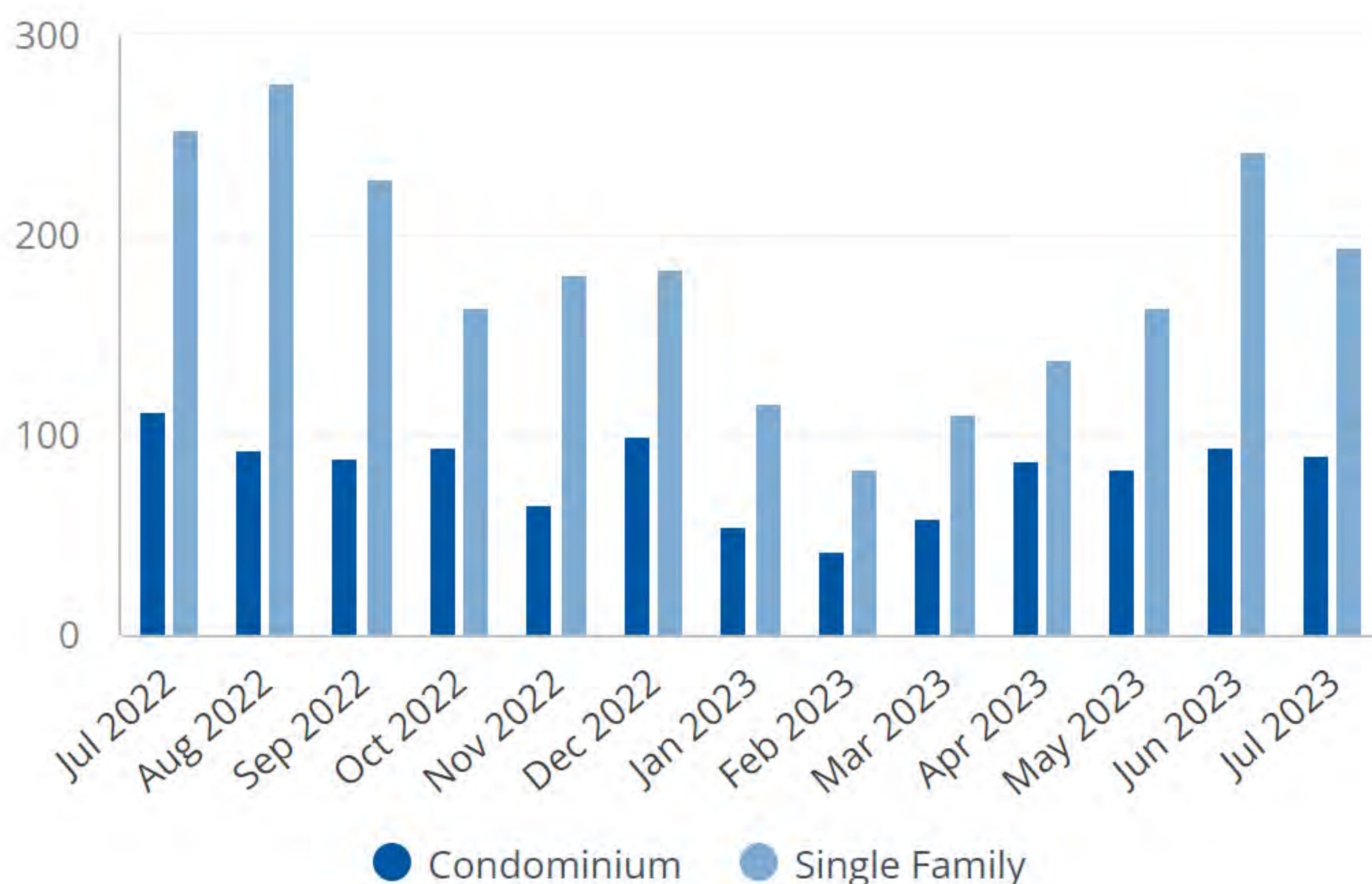
Single Family Homes

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$839,000	\$750,000	↑ 11.9%	\$780,000	↑ 7.6%	\$770,000	\$775,000	↓ -0.6%
Closed Sales	194	253	↓ -23.3%	242	↓ -19.8%	1,049	1,343	↓ -21.9%
New Listings	175	256	↓ -31.6%	227	↓ -22.9%	1,288	1,810	↓ -28.8%
Pending Sales	156	220	↓ -29.1%	206	↓ -24.3%	1,117	1,450	↓ -23.0%
Median Days on Market	20	20	↔ 0.0%	16	↑ 25.0%	16	14	↑ 14.3%
Price per Square Foot	\$410	\$403	↑ 1.6%	\$410	↓ -0.1%	\$399	\$414	↓ -3.6%
Sold to Original Price Ratio	103.7%	106.4%	↓ -2.6%	105.6%	↓ -1.8%	103.0%	107.2%	↓ -4.0%
Active Inventory	197	283	↓ -30.4%	189	↑ 4.2%	—	—	—
Months Supply of Inventory	1.0	1.1	↓ -9.2%	0.8	↑ 30.0%	—	—	—

Condominiums

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$595,000	\$525,000	↑ 13.3%	\$617,750	↓ -3.7%	\$590,000	\$560,000	↑ 5.4%
Closed Sales	90	112	↓ -19.6%	94	↓ -4.3%	511	673	↓ -24.1%
New Listings	83	106	↓ -21.7%	115	↓ -27.8%	736	854	↓ -13.8%
Pending Sales	74	75	↓ -1.3%	114	↓ -35.1%	619	717	↓ -13.7%
Median Days on Market	19	20	↓ -5.0%	15	↑ 26.7%	16	16	↔ 0.0%
Price per Square Foot	\$430	\$445	↓ -3.4%	\$449	↓ -4.1%	\$442	\$440	↑ 0.5%
Sold to Original Price Ratio	102.1%	102.2%	↓ -0.1%	102.6%	↓ -0.5%	101.1%	103.0%	↓ -1.9%
Active Inventory	99	117	↓ -15.4%	107	↓ -7.5%	—	—	—
Months Supply of Inventory	1.1	1.0	↑ 5.3%	1.1	↓ -3.4%	—	—	—

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

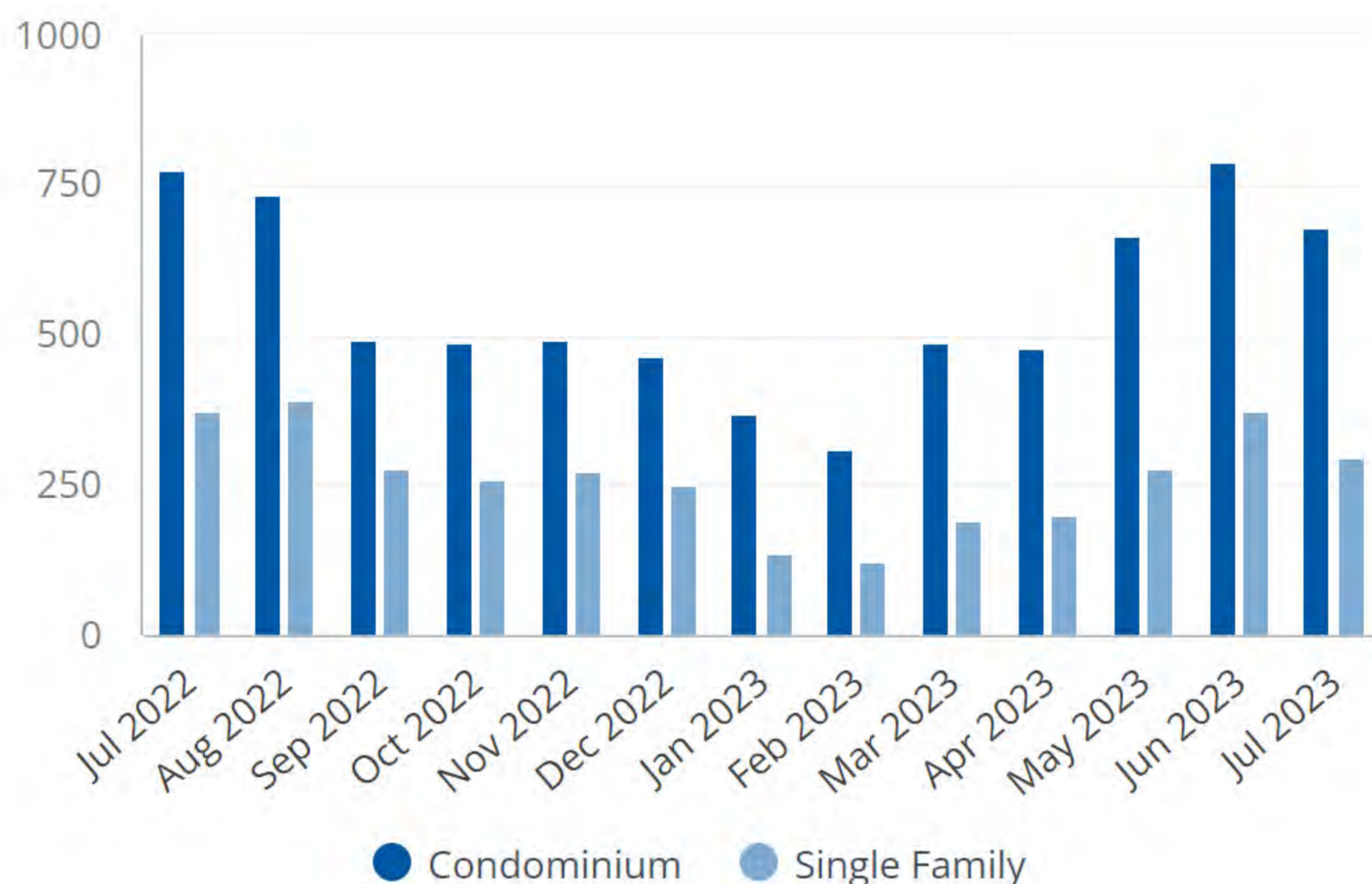
Single Family Homes

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,055,000	\$1,050,000	⬆️ 0.5%	\$1,056,000	⬇️ -0.1%	\$950,000	\$936,250	⬆️ 1.5%
Closed Sales	296	374	⬇️ -20.9%	374	⬇️ -20.9%	1,598	2,052	⬇️ -22.1%
New Listings	275	371	⬇️ -25.9%	373	⬇️ -26.3%	2,350	2,974	⬇️ -21.0%
Pending Sales	233	312	⬇️ -25.3%	360	⬇️ -35.3%	1,795	2,212	⬇️ -18.9%
Median Days on Market	20	21	⬇️ -4.8%	18	⬆️ 11.1%	18	15	⬆️ 20.0%
Price per Square Foot	\$530	\$505	⬆️ 4.9%	\$549	⬇️ -3.6%	\$506	\$502	⬆️ 0.9%
Sold to Original Price Ratio	102.1%	103.0%	⬇️ -0.9%	103.6%	⬇️ -1.5%	101.2%	104.9%	⬇️ -3.5%
Active Inventory	403	515	⬇️ -21.7%	429	⬇️ -6.1%	—	—	—
Months Supply of Inventory	1.4	1.4	⬇️ -1.1%	1.1	⬆️ 18.7%	—	—	—

Condominiums

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$775,000	\$755,000	⬆️ 2.6%	\$808,500	⬇️ -4.1%	\$780,000	\$748,200	⬆️ 4.3%
Closed Sales	681	777	⬇️ -12.4%	790	⬇️ -13.8%	3,785	4,952	⬇️ -23.6%
New Listings	694	851	⬇️ -18.4%	851	⬇️ -18.4%	5,843	7,598	⬇️ -23.1%
Pending Sales	520	553	⬇️ -6.0%	702	⬇️ -25.9%	4,058	5,195	⬇️ -21.9%
Median Days on Market	25	26	⬇️ -3.8%	20	⬆️ 25.0%	21	19	⬆️ 10.5%
Price per Square Foot	\$727	\$707	⬆️ 2.9%	\$752	⬇️ -3.3%	\$718	\$697	⬆️ 3.0%
Sold to Original Price Ratio	99.9%	100.5%	⬇️ -0.5%	100.4%	⬇️ -0.4%	99.1%	100.8%	⬇️ -1.6%
Active Inventory	1,363	1,677	⬇️ -18.7%	1,465	⬇️ -7.0%	—	—	—
Months Supply of Inventory	2.0	2.2	⬇️ -7.3%	1.9	⬆️ 7.9%	—	—	—

Number of Closed Sales



Median Sales Price



Metro West Region



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

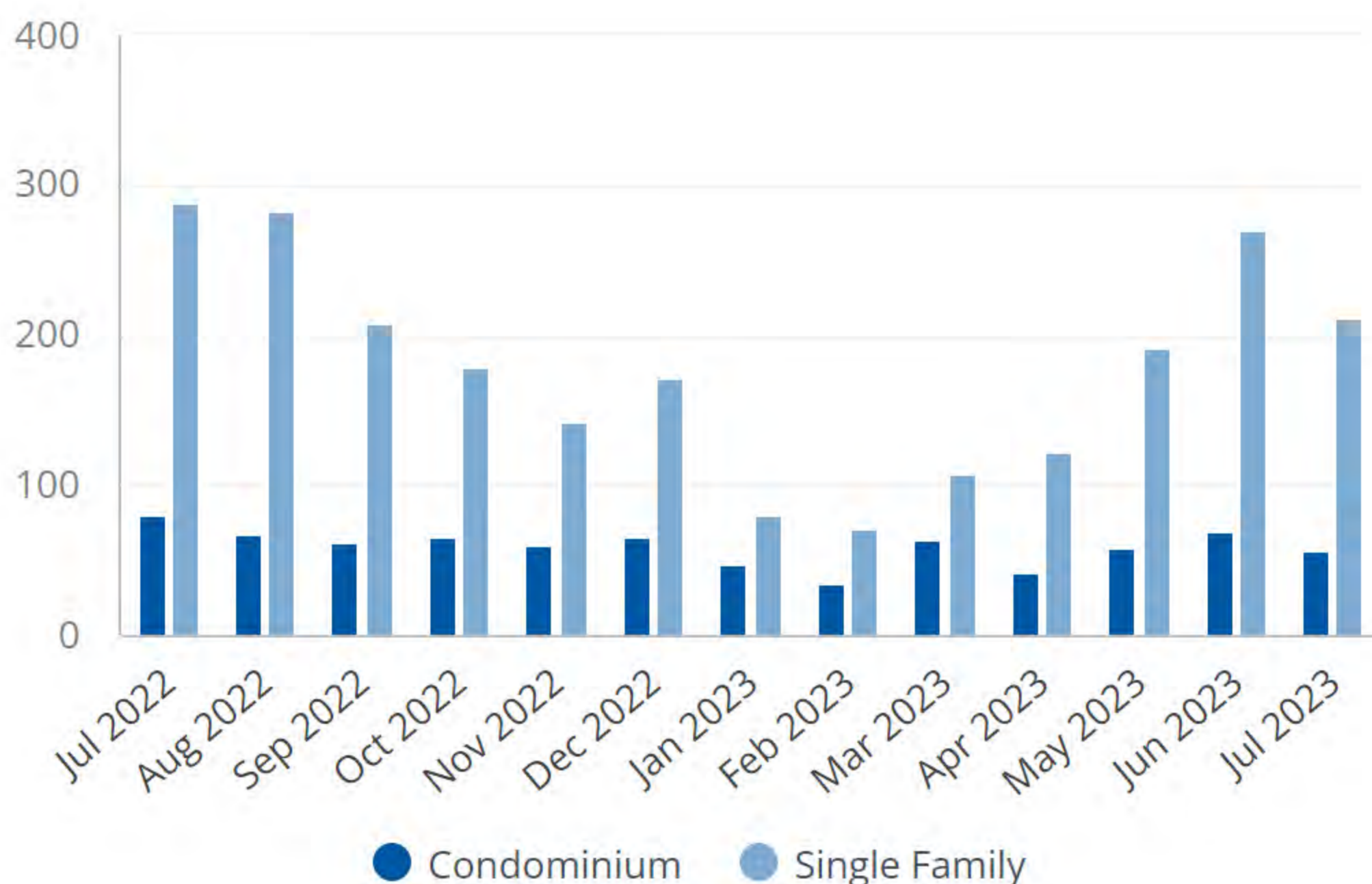
Single Family Homes

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$967,405	\$850,000	⬆️ 13.8%	\$925,000	⬆️ 4.6%	\$905,000	\$885,500	⬆️ 2.2%
Closed Sales	211	288	⬆️ -26.7%	271	⬆️ -22.1%	1,056	1,448	⬆️ -27.1%
New Listings	179	234	⬆️ -23.5%	250	⬆️ -28.4%	1,471	1,948	⬆️ -24.5%
Pending Sales	159	195	⬆️ -18.5%	245	⬆️ -35.1%	1,224	1,581	⬆️ -22.6%
Median Days on Market	21	19	⬆️ 10.5%	15	⬆️ 40.0%	15	13	⬆️ 15.4%
Price per Square Foot	\$395	\$361	⬆️ 9.6%	\$401	⬆️ -1.5%	\$392	\$378	⬆️ 3.7%
Sold to Original Price Ratio	103.2%	104.8%	⬆️ -1.6%	105.3%	⬆️ -2.0%	102.5%	106.8%	⬆️ -4.1%
Active Inventory	205	284	⬆️ -27.8%	225	⬆️ -8.9%	—	—	—
Months Supply of Inventory	1.0	1.0	⬆️ -1.5%	0.8	⬆️ 17.0%	—	—	—

Condominiums

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$699,000	\$635,450	⬆️ 10.0%	\$659,500	⬆️ 6.0%	\$640,000	\$610,800	⬆️ 4.8%
Closed Sales	56	80	⬆️ -30.0%	70	⬆️ -20.0%	374	464	⬆️ -19.4%
New Listings	68	64	⬆️ 6.3%	62	⬆️ 9.7%	451	567	⬆️ -20.5%
Pending Sales	47	54	⬆️ -13.0%	58	⬆️ -19.0%	371	473	⬆️ -21.6%
Median Days on Market	15	20.5	⬆️ -26.8%	15.5	⬆️ -3.2%	17	15	⬆️ 13.3%
Price per Square Foot	\$364	\$342	⬆️ 6.4%	\$358	⬆️ 1.7%	\$355	\$337	⬆️ 5.2%
Sold to Original Price Ratio	101.3%	104.8%	⬆️ -3.4%	102.2%	⬆️ -0.9%	101.9%	104.4%	⬆️ -2.4%
Active Inventory	71	93	⬆️ -23.7%	62	⬆️ 14.5%	—	—	—
Months Supply of Inventory	1.3	1.2	⬆️ 9.1%	0.9	⬆️ 43.1%	—	—	—

Number of Closed Sales



Median Sales Price



Southern Norfolk Region



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

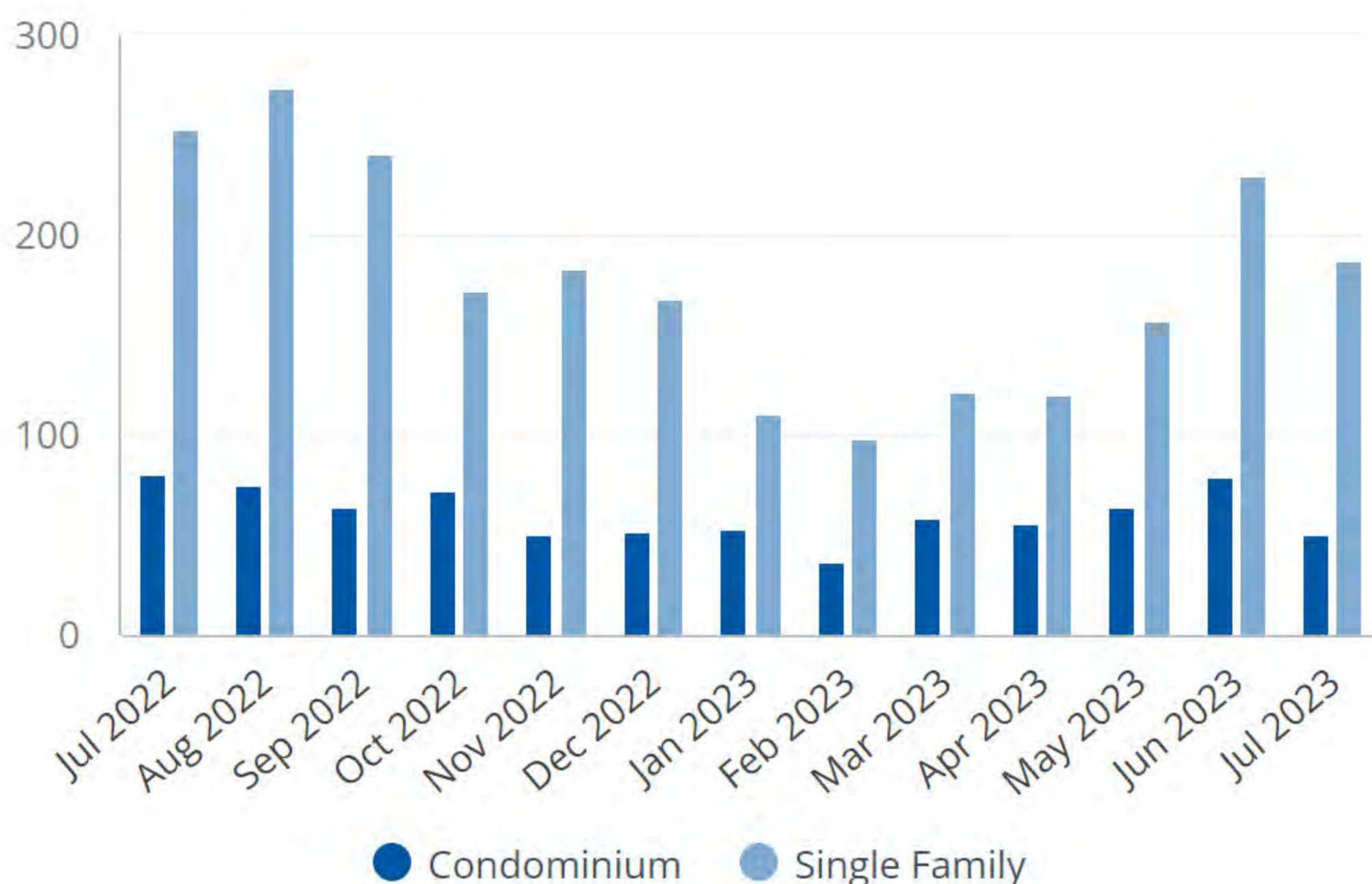
Single Family Homes

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$730,000	\$660,000	⬆️ 10.6%	\$680,000	⬆️ 7.4%	\$662,500	\$640,000	⬆️ 3.5%
Closed Sales	188	254	⬆️ -26.0%	230	⬆️ -18.3%	1,027	1,343	⬆️ -23.5%
New Listings	186	251	⬆️ -25.9%	225	⬆️ -17.3%	1,306	1,807	⬆️ -27.7%
Pending Sales	181	229	⬆️ -21.0%	198	⬆️ -8.6%	1,128	1,445	⬆️ -21.9%
Median Days on Market	19	20	⬆️ -5.0%	16	⬆️ 18.8%	18	17	⬆️ 5.9%
Price per Square Foot	\$363	\$332	⬆️ 9.2%	\$346	⬆️ 4.8%	\$338	\$333	⬆️ 1.5%
Sold to Original Price Ratio	104.2%	104.5%	⬆️ -0.3%	104.2%	⬆️ 0.0%	102.1%	104.8%	⬆️ -2.6%
Active Inventory	196	319	⬆️ -38.6%	210	⬆️ -6.7%	—	—	—
Months Supply of Inventory	1.0	1.3	⬆️ -17.0%	0.9	⬆️ 14.2%	—	—	—

Condominiums

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$580,000	\$473,055	⬆️ 22.6%	\$455,000	⬆️ 27.5%	\$475,000	\$450,500	⬆️ 5.4%
Closed Sales	51	81	⬆️ -37.0%	79	⬆️ -35.4%	400	516	⬆️ -22.5%
New Listings	43	63	⬆️ -31.7%	67	⬆️ -35.8%	438	592	⬆️ -26.0%
Pending Sales	54	59	⬆️ -8.5%	49	⬆️ 10.2%	387	492	⬆️ -21.3%
Median Days on Market	20	17	⬆️ 17.6%	16	⬆️ 25.0%	19	16	⬆️ 18.8%
Price per Square Foot	\$342	\$350	⬆️ -2.3%	\$331	⬆️ 3.3%	\$336	\$321	⬆️ 4.7%
Sold to Original Price Ratio	101.9%	103.7%	⬆️ -1.7%	102.2%	⬆️ -0.3%	101.8%	104.7%	⬆️ -2.8%
Active Inventory	49	89	⬆️ -44.9%	67	⬆️ -26.9%	—	—	—
Months Supply of Inventory	1.0	1.1	⬆️ -12.6%	0.8	⬆️ 13.3%	—	—	—

Number of Closed Sales



Median Sales Price



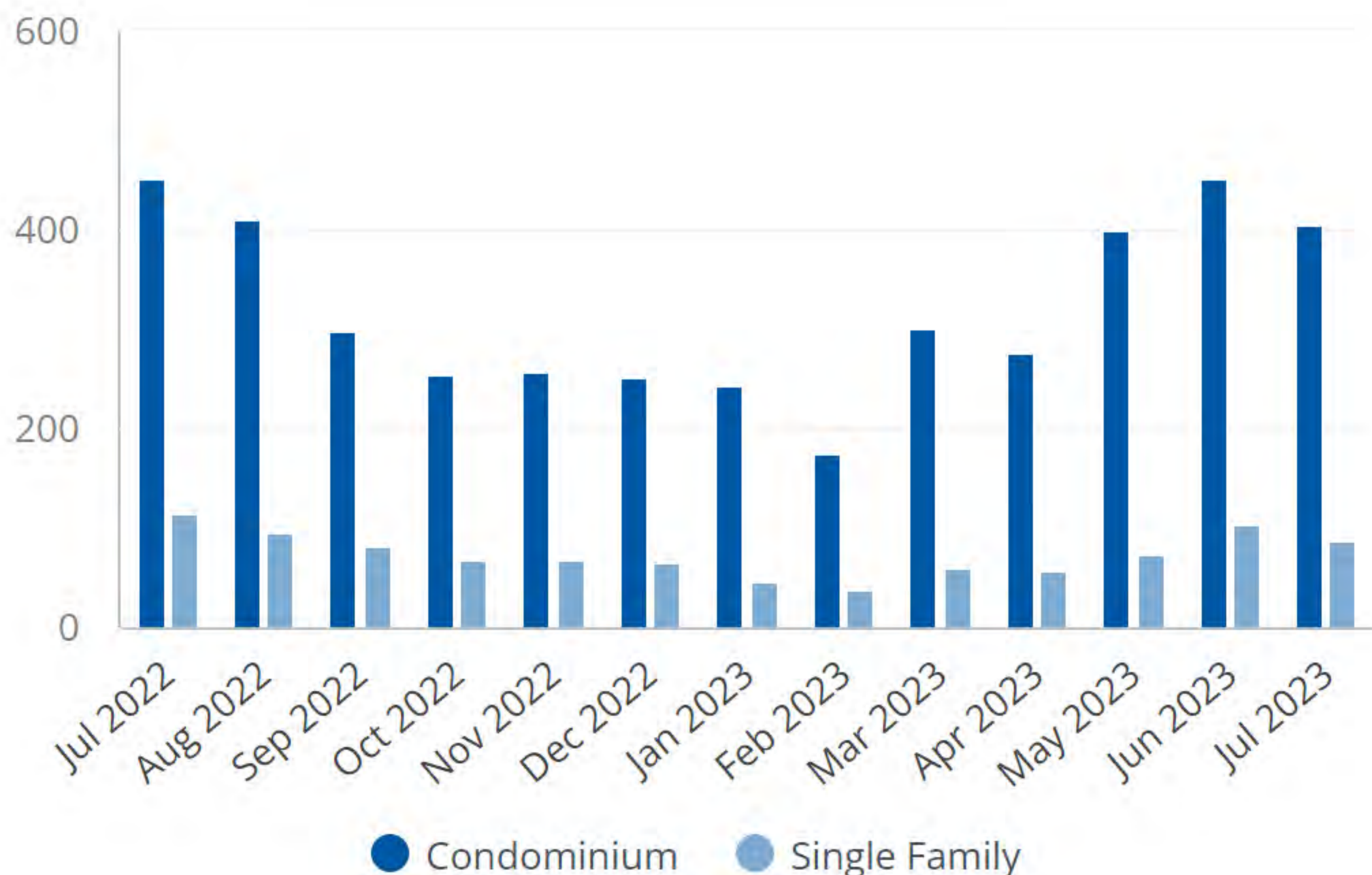
Single Family Homes

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$887,500	\$885,500	↑ 0.2%	\$908,000	↓ -2.3%	\$800,000	\$830,000	↓ -3.6%
Closed Sales	89	116	↓ -23.3%	105	↓ -15.2%	467	612	↓ -23.7%
New Listings	77	89	↓ -13.5%	99	↓ -22.2%	656	853	↓ -23.1%
Pending Sales	65	81	↓ -19.8%	97	↓ -33.0%	511	639	↓ -20.0%
Median Days on Market	23	24	↓ -4.2%	19	↑ 21.1%	20	18	↑ 11.1%
Price per Square Foot	\$506	\$501	↑ 1.0%	\$526	↓ -3.8%	\$480	\$500	↓ -3.9%
Sold to Original Price Ratio	102.1%	102.6%	↓ -0.5%	101.8%	↑ 0.3%	99.4%	103.2%	↓ -3.7%
Active Inventory	127	164	↓ -22.6%	122	↑ 4.1%	—	—	—
Months Supply of Inventory	1.4	1.4	↑ 0.9%	1.2	↑ 22.8%	—	—	—

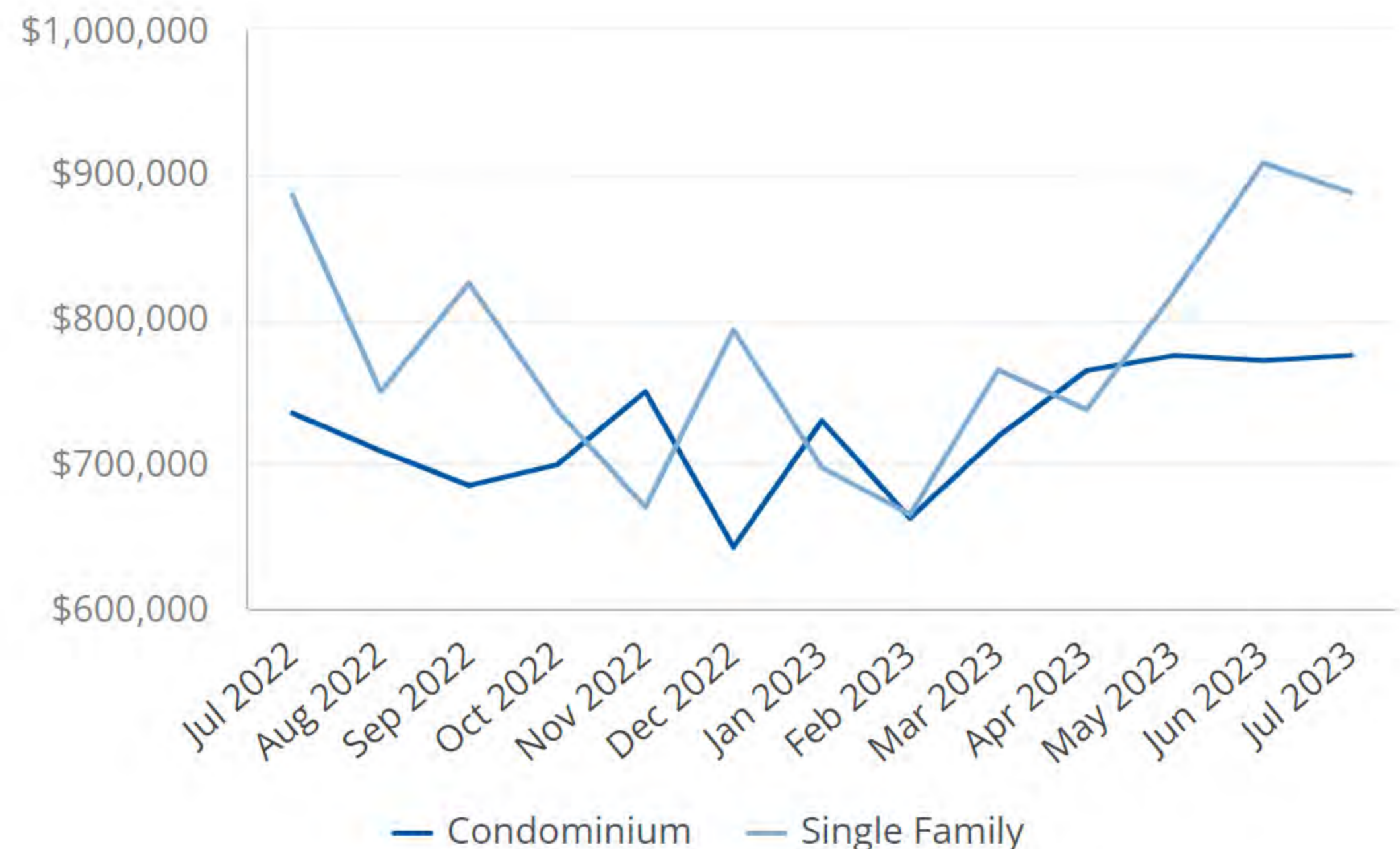
Condominiums

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$775,000	\$735,000	↑ 5.4%	\$771,500	↑ 0.5%	\$750,500	\$734,900	↑ 2.1%
Closed Sales	406	453	↓ -10.4%	453	↓ -10.4%	2,258	3,025	↓ -25.4%
New Listings	451	534	↓ -15.5%	506	↓ -10.9%	3,591	4,826	↓ -25.6%
Pending Sales	321	301	↑ 6.6%	408	↓ -21.3%	2,367	3,189	↓ -25.8%
Median Days on Market	26	29	↓ -10.3%	21	↑ 23.8%	21	20	↑ 5.0%
Price per Square Foot	\$849	\$790	↑ 7.5%	\$795	↑ 6.8%	\$796	\$760	↑ 4.7%
Sold to Original Price Ratio	99.3%	99.8%	↓ -0.4%	99.3%	↑ 0.1%	98.6%	99.7%	↓ -1.1%
Active Inventory	963	1,136	↓ -15.2%	1,025	↓ -6.0%	—	—	—
Months Supply of Inventory	2.4	2.5	↓ -5.4%	2.3	↑ 4.8%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

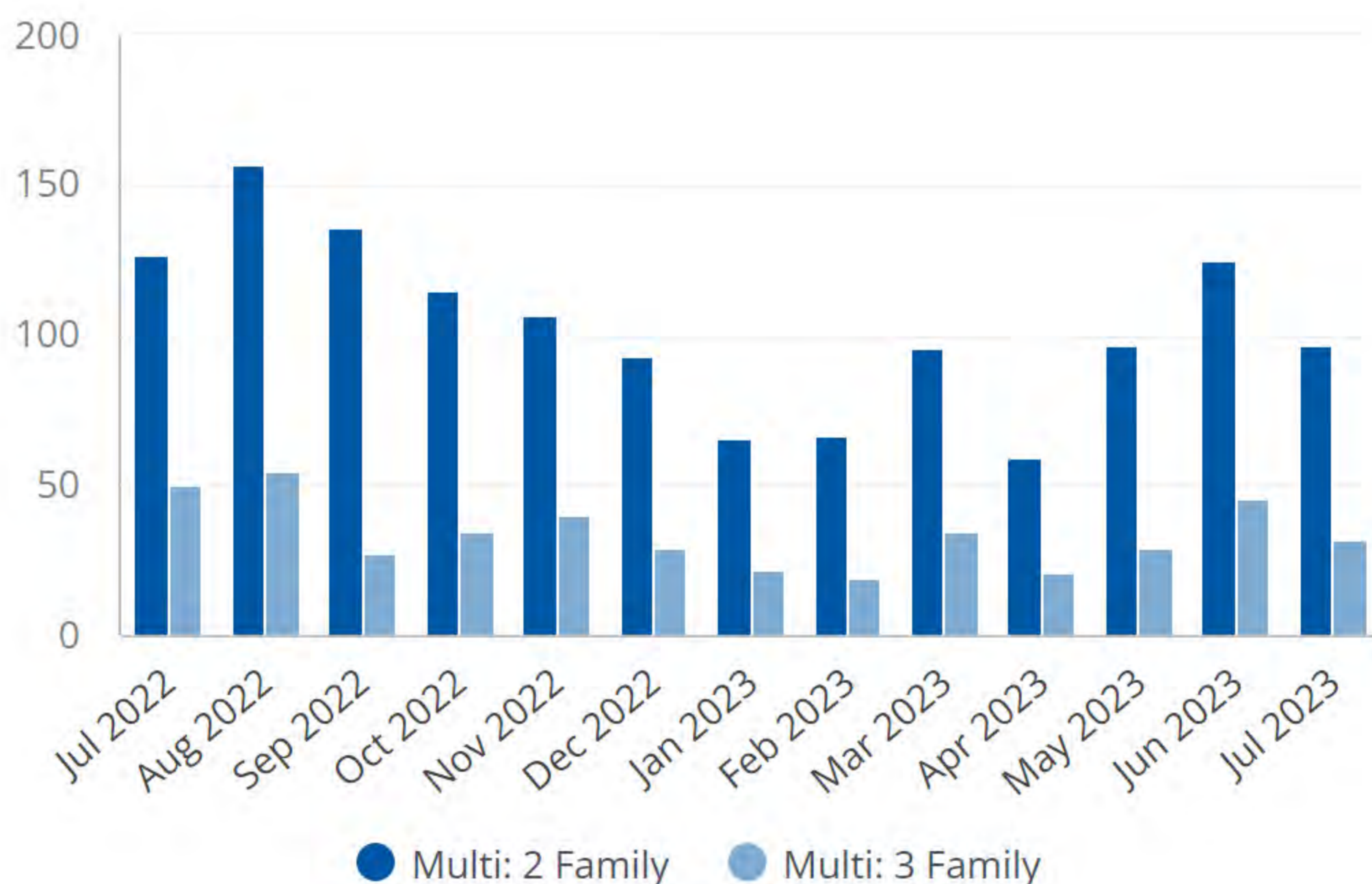
2 Family Homes

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$925,000	\$900,000	↑ 2.8%	\$900,000	↑ 2.8%	\$880,000	\$892,500	↓ -1.4%
Closed Sales	97	127	↓ -23.6%	125	↓ -22.4%	607	846	↓ -28.3%
New Listings	126	206	↓ -38.8%	162	↓ -22.2%	894	1,303	↓ -31.4%
Pending Sales	96	124	↓ -22.6%	138	↓ -30.4%	675	876	↓ -22.9%
Median Days on Market	22	21	↑ 4.8%	19	↑ 15.8%	20	19	↑ 5.3%
Price per Square Foot	\$383	\$352	↑ 8.8%	\$354	↑ 8.2%	\$356	\$359	↓ -0.8%
Sold to Original Price Ratio	102.1%	101.9%	↑ 0.2%	102.1%	↑ 0.0%	99.6%	102.2%	↓ -2.6%
Active Inventory	162	269	↓ -39.8%	144	↑ 12.5%	—	—	—
Months Supply of Inventory	1.7	2.1	↓ -21.2%	1.2	↑ 45.0%	—	—	—

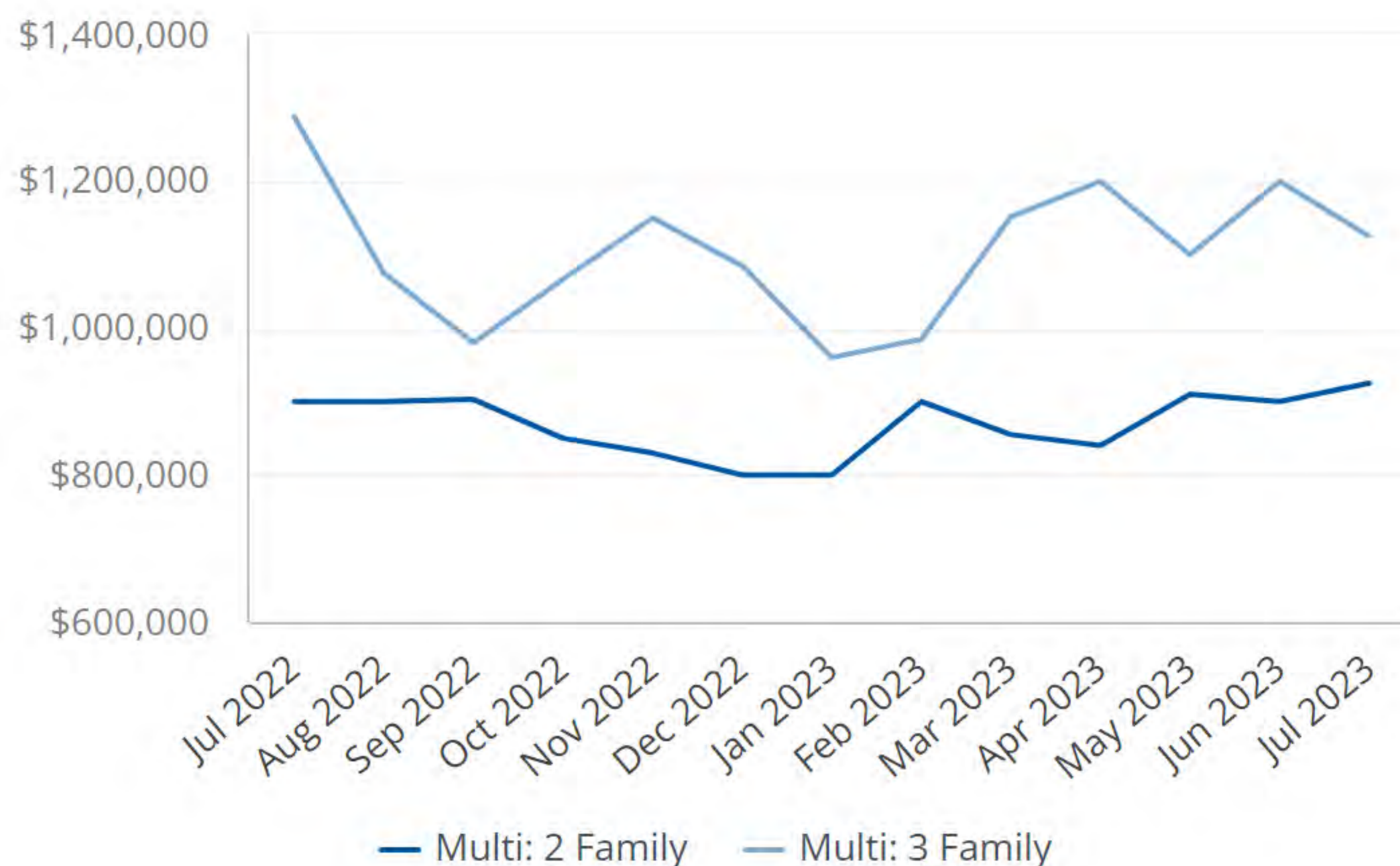
3 Family Homes

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,125,000	\$1,287,500	↓ -12.6%	\$1,200,000	↓ -6.3%	\$1,100,000	\$1,150,000	↓ -4.3%
Closed Sales	32	50	↓ -36.0%	46	↓ -30.4%	204	307	↓ -33.6%
New Listings	53	70	↓ -24.3%	61	↓ -13.1%	390	518	↓ -24.7%
Pending Sales	35	32	↑ 9.4%	52	↓ -32.7%	253	312	↓ -18.9%
Median Days on Market	32	22.5	↑ 42.2%	21.5	↑ 48.8%	26	20	↑ 30.0%
Price per Square Foot	\$332	\$370	↓ -10.1%	\$339	↓ -2.1%	\$327	\$345	↓ -5.4%
Sold to Original Price Ratio	97.3%	100.7%	↓ -3.4%	96.1%	↑ 1.2%	95.8%	98.5%	↓ -2.7%
Active Inventory	109	137	↓ -20.4%	106	↑ 2.8%	—	—	—
Months Supply of Inventory	3.4	2.7	↑ 24.3%	2.3	↑ 47.8%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

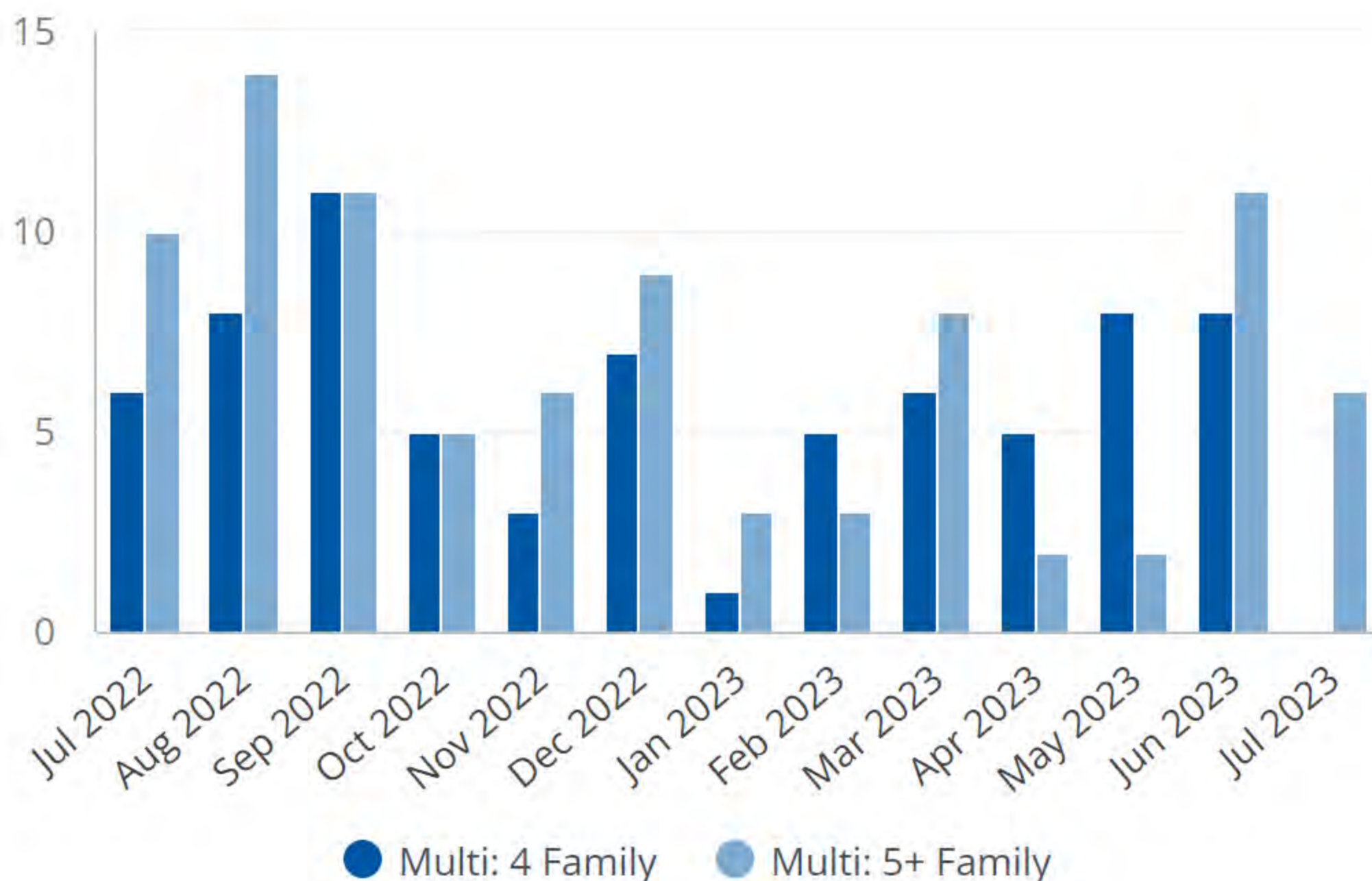
4 Family Homes

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price		\$1,980,500		\$1,312,500		\$1,160,000	\$1,480,000	▼ -21.6%
Closed Sales	0	6	▼ -100.0%	8	▼ -100.0%	33	49	▼ -32.7%
New Listings	8	12	▼ -33.3%	13	▼ -38.5%	86	105	▼ -18.1%
Pending Sales	9	5	▲ 80.0%	7	▲ 28.6%	48	53	▼ -9.4%
Median Days on Market	22	31	▼ -29.0%	38	▼ -42.1%	25	25	▶ 0.0%
Price per Square Foot		\$580		\$312		\$315	\$362	▼ -13.0%
Sold to Original Price Ratio		91.6%		101.4%		97.4%	97.8%	▼ -0.5%
Active Inventory	23	31	▼ -25.8%	25	▼ -8.0%	—	—	—
Months Supply of Inventory	2,300.0	5.2	▲ 44.100.0%	3.1	▲ 73.500.0%	—	—	—

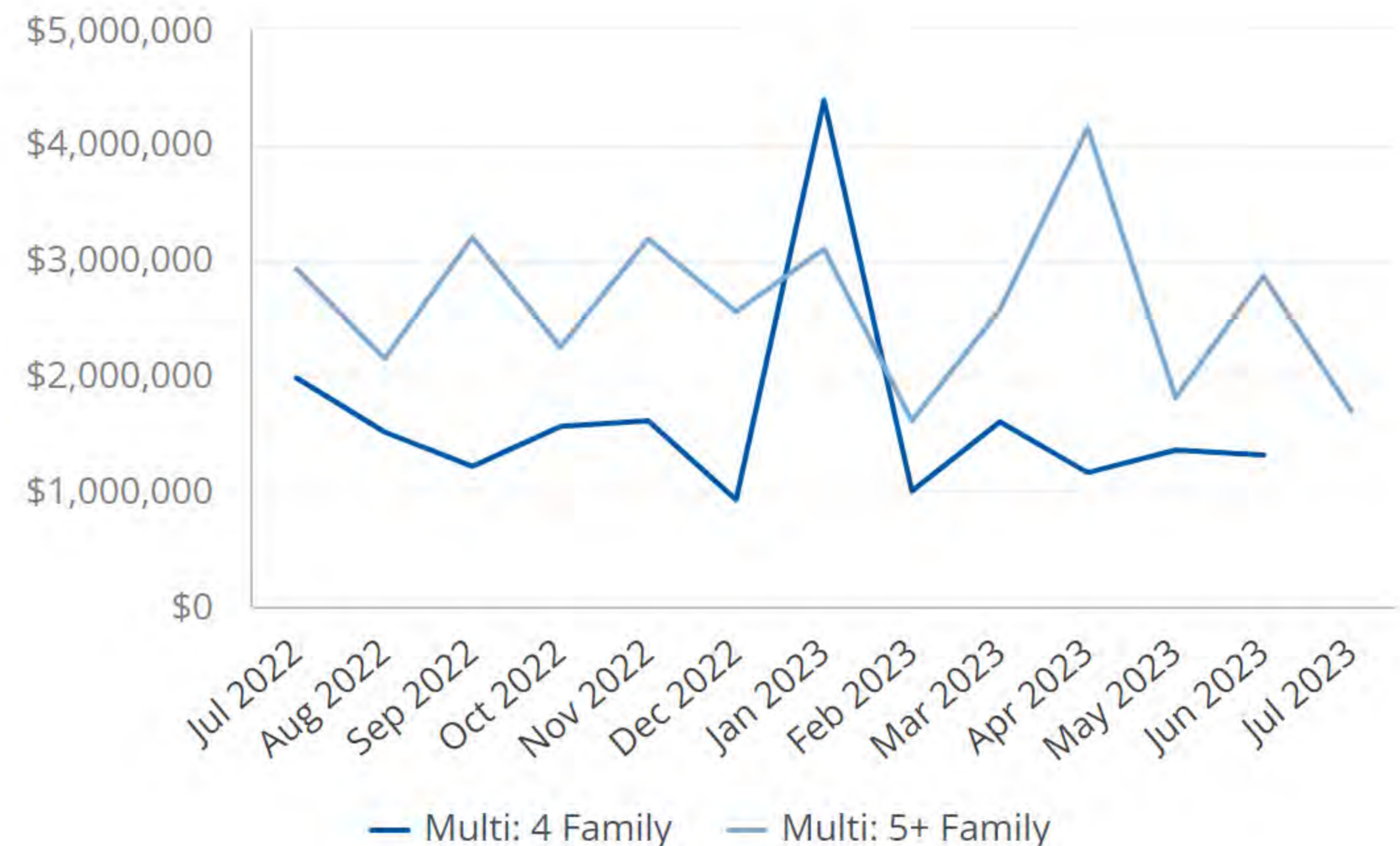
5+ Family Homes

	Jul 2023	Jul 2022	YoY	Jun 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,693,750	\$2,925,000	▼ -42.1%	\$2,864,000	▼ -40.9%	\$2,565,000	\$2,260,000	▲ 13.5%
Closed Sales	6	10	▼ -40.0%	11	▼ -45.5%	35	48	▼ -27.1%
New Listings	12	24	▼ -50.0%	13	▼ -7.7%	113	150	▼ -24.7%
Pending Sales	7	6	▲ 16.7%	4	▲ 75.0%	40	54	▼ -25.9%
Median Days on Market	77	56.5	▲ 36.3%	52	▲ 48.1%	52	34	▲ 53.7%
Price per Square Foot	\$405	\$432	▼ -6.4%	\$572	▼ -29.3%	\$404	\$398	▲ 1.5%
Sold to Original Price Ratio	94.6%	97.7%	▼ -3.2%	95.0%	▼ -0.4%	94.8%	97.5%	▼ -2.8%
Active Inventory	45	76	▼ -40.8%	45	▶ 0.0%	—	—	—
Months Supply of Inventory	7.5	7.6	▼ -1.4%	4.1	▲ 83.2%	—	—	—

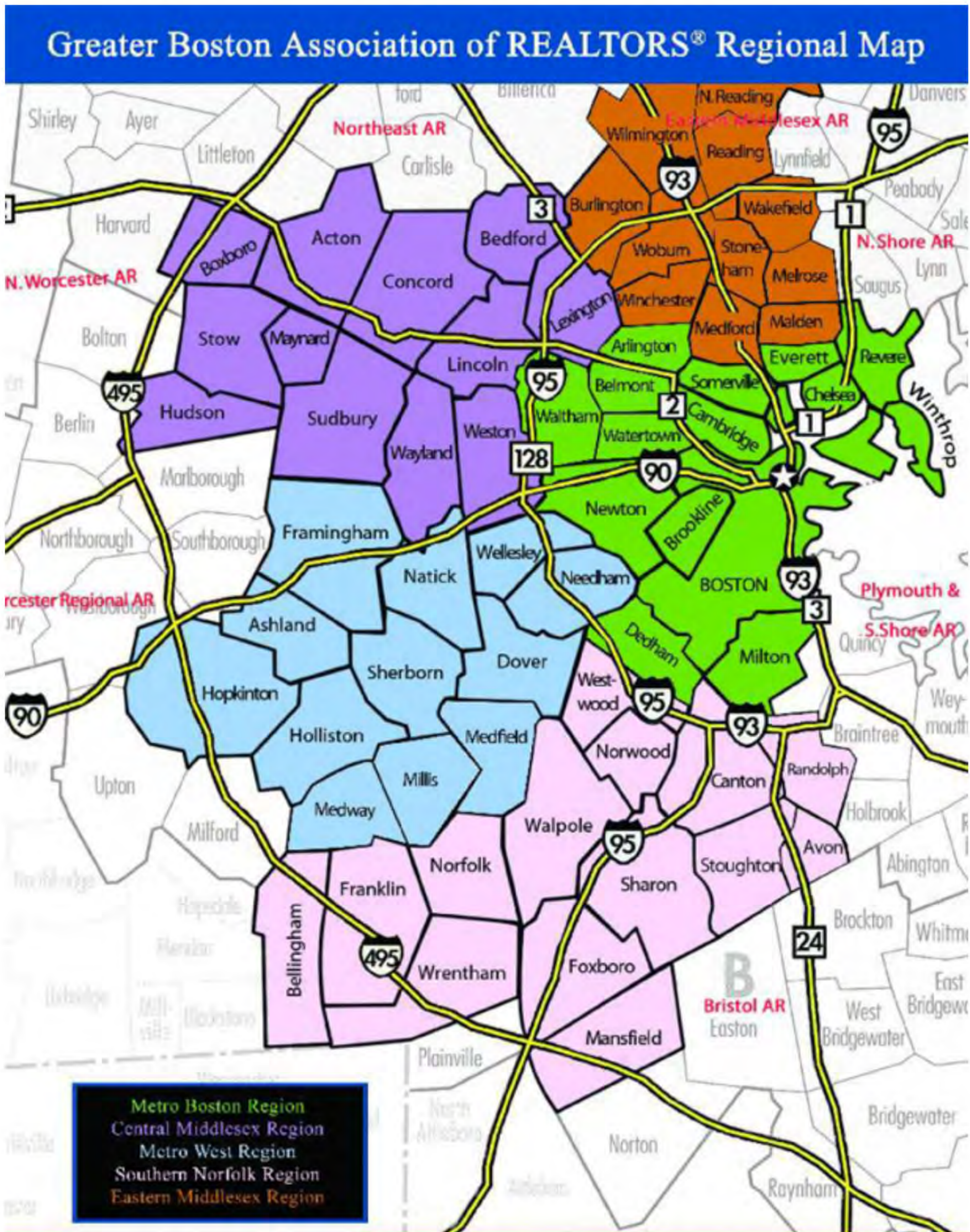
Number of Closed Sales



Median Sales Price



GBAR JURISDICTIONAL AREA



USAGE & DISCLAIMERS

Members of the Greater Boston Association of REALTORS® are authorized to reproduce and redistribute this copyrighted report or sections within in any format, including electronic or hard copy distribution. No other reprint or distribution of this report is granted unless specifically approved in writing by the GBAR, and all logos, graphics, or copyright information must not be removed or edited in any way.

Market trends and analysis based on data from the MLS Property Information Network, Inc. through the end of each month. Due to timing of data entry into the MLS, data shown may be different than previously reported.

The Monthly Insights report provides monthly summaries of the overall market served by the Greater Boston Association of REALTORS®. As market conditions vary within smaller geographic areas, the Association also provides to its members an online, interactive dashboard which delivers timely, relevant data with many more metrics and filtering capabilities. Contact your Association representative for details.