

MONTHLY MARKET INSIGHTS REPORT

December 2023

Single-Family Homes

The 682 homes sold in December was a 24.6 percent decrease in sales volume from the December 2022 sales total of 905 homes sold and was the lowest sales total on record for the month (since 2003). Additionally, the median sales price reached a new record high for the month at \$800,000, which is a 8.1 percent increase from the December 2022 median sales price of \$740,000.

Condominiums

With 582 condos sold, it was a 19.5 percent decrease from the 723 units sold in December 2022, making for the 19th most active December on record, and lowest sales total since 2008 (524). The median sales price for condos also rose to a record high for December at \$697,000, which reflects a 14.0 percent increase from the December 2022 median sales price of \$611,500 this month.

Multi-Family Homes

This month, 131 multi-family homes were sold in Greater Boston, which was a 5.0 percent decrease on the 138 units sold in December 2022.



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Greater Boston Association of REALTORS®

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Data thru 01/10/24

Greater Boston Market Summary



Includes all 64 towns within the GBAR jurisdictional area

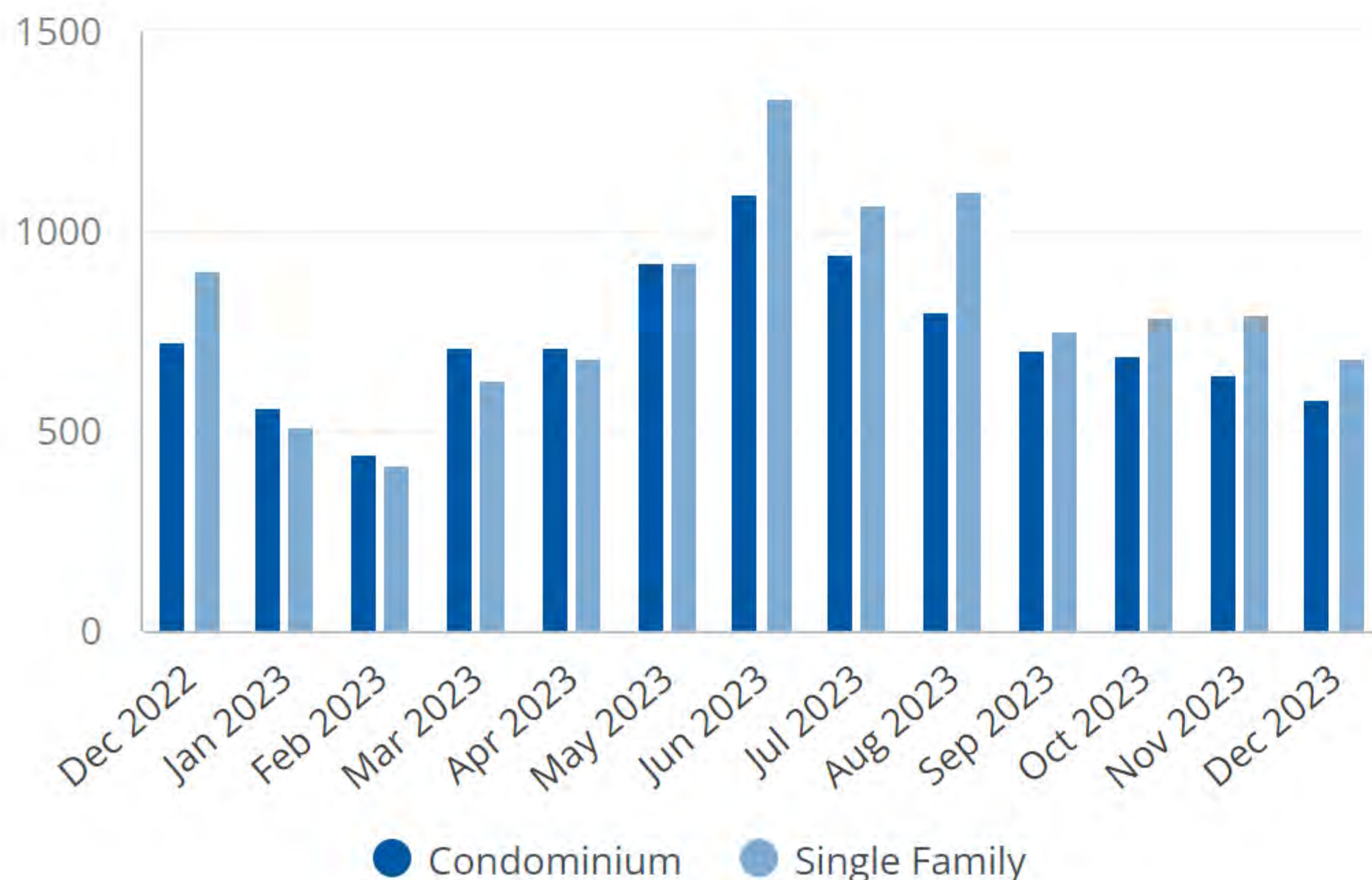
Single Family Homes

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$800,000	\$740,000	↑ 8.1%	\$797,250	↑ 0.3%	\$845,000	\$800,500	↑ 5.6%
Closed Sales	682	905	↓ -24.6%	796	↓ -14.3%	9,698	12,498	↓ -22.4%
New Listings	292	325	↓ -10.2%	754	↓ -61.3%	11,720	14,851	↓ -21.1%
Pending Sales	508	512	↓ -0.8%	743	↓ -31.6%	9,786	12,102	↓ -19.1%
Median Days on Market	29.5	34	↓ -13.2%	21	↑ 40.5%	18	17	↑ 5.9%
Price per Square Foot	\$404	\$380	↑ 6.3%	\$415	↓ -2.7%	\$409	\$399	↑ 2.5%
Sold to Original Price Ratio	99.3%	97.6%	↑ 1.7%	100.4%	↓ -1.1%	101.7%	103.5%	↓ -1.8%
Active Inventory	724	847	↓ -14.5%	1,167	↓ -38.0%	—	—	—
Months Supply of Inventory	1.1	0.9	↑ 13.4%	1.5	↓ -27.6%	—	—	—

Condominiums

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$697,000	\$611,500	↑ 14.0%	\$679,000	↑ 2.7%	\$700,000	\$660,000	↑ 6.1%
Closed Sales	582	723	↓ -19.5%	647	↓ -10.0%	8,835	10,925	↓ -19.1%
New Listings	316	331	↓ -4.5%	679	↓ -53.5%	12,015	14,564	↓ -17.5%
Pending Sales	434	501	↓ -13.4%	583	↓ -25.6%	8,747	10,606	↓ -17.5%
Median Days on Market	35	41	↓ -14.6%	26	↑ 34.6%	20	20	↔ 0.0%
Price per Square Foot	\$564	\$500	↑ 12.8%	\$536	↑ 5.2%	\$582	\$564	↑ 3.2%
Sold to Original Price Ratio	97.9%	96.9%	↑ 1.0%	99.5%	↓ -1.6%	99.8%	100.6%	↓ -0.8%
Active Inventory	1,091	1,141	↓ -4.4%	1,611	↓ -32.3%	—	—	—
Months Supply of Inventory	1.9	1.6	↑ 18.8%	2.5	↓ -24.7%	—	—	—

Number of Closed Sales



Median Sales Price



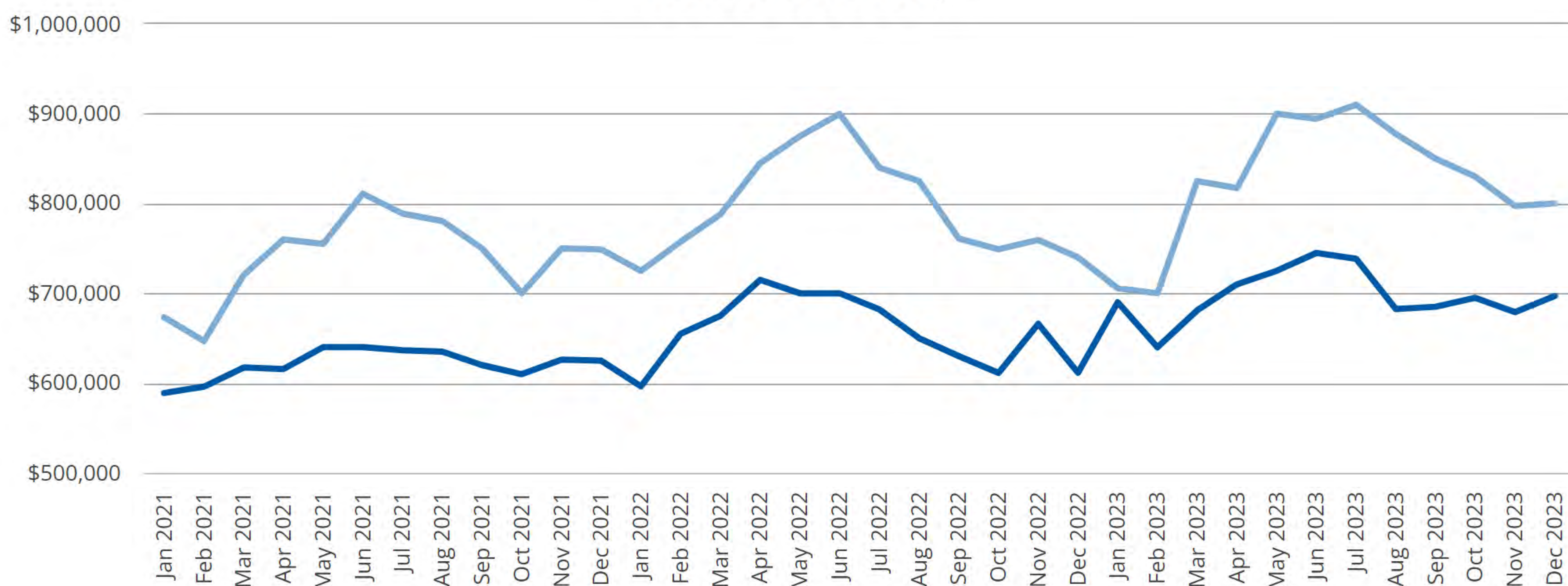
Median Sales Price



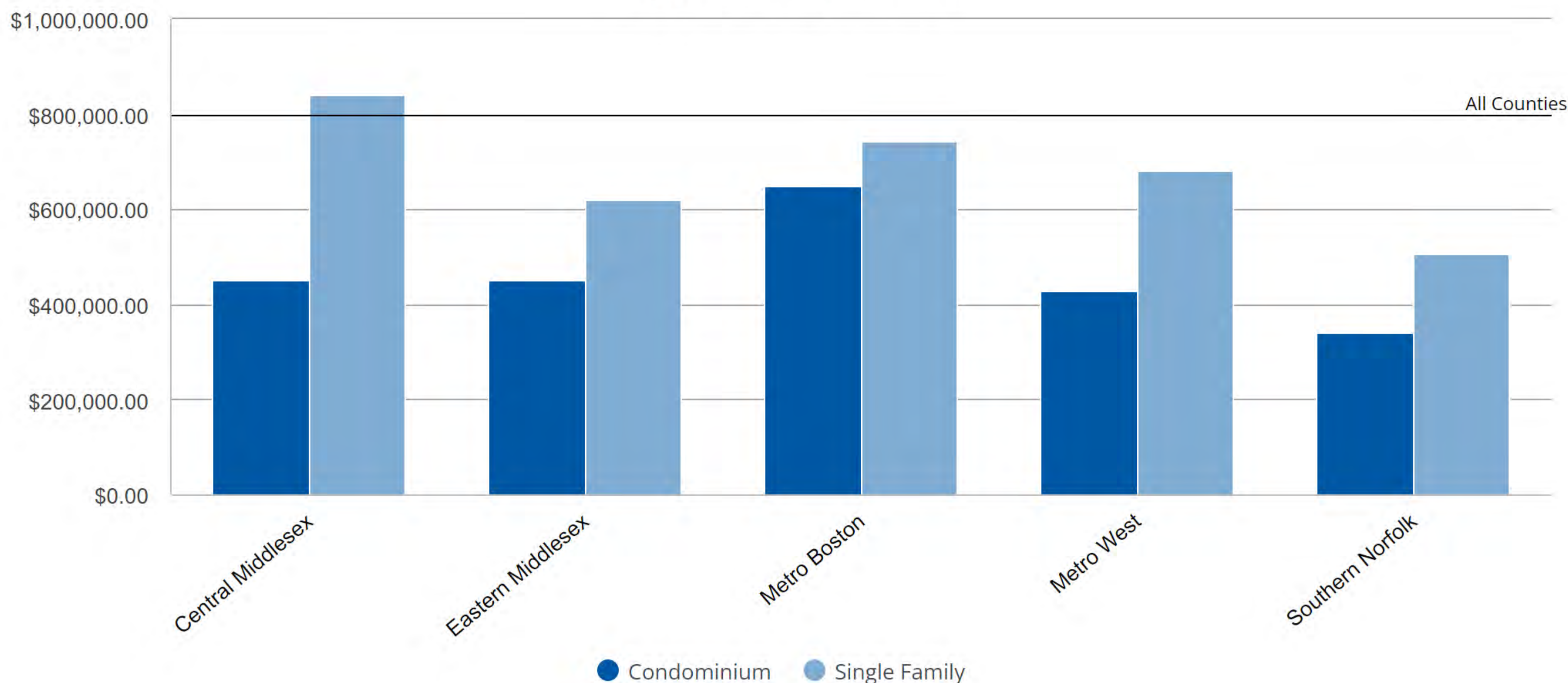
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	December 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$800,000	⬆️ 0.3%	⬆️ 8.1%	⬆️ 5.6%
CONDO	\$697,000	⬆️ 2.7%	⬆️ 14.0%	⬆️ 6.1%

Historical Activity



Region Comparison



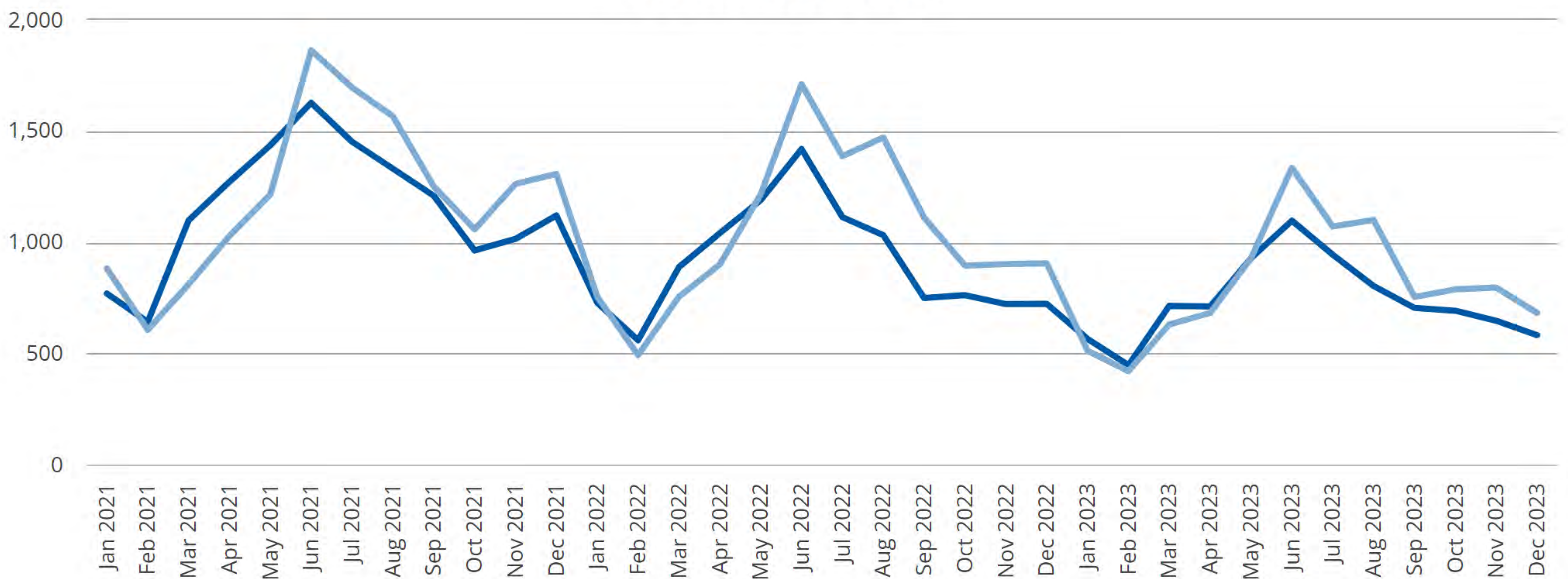
Closed Sales



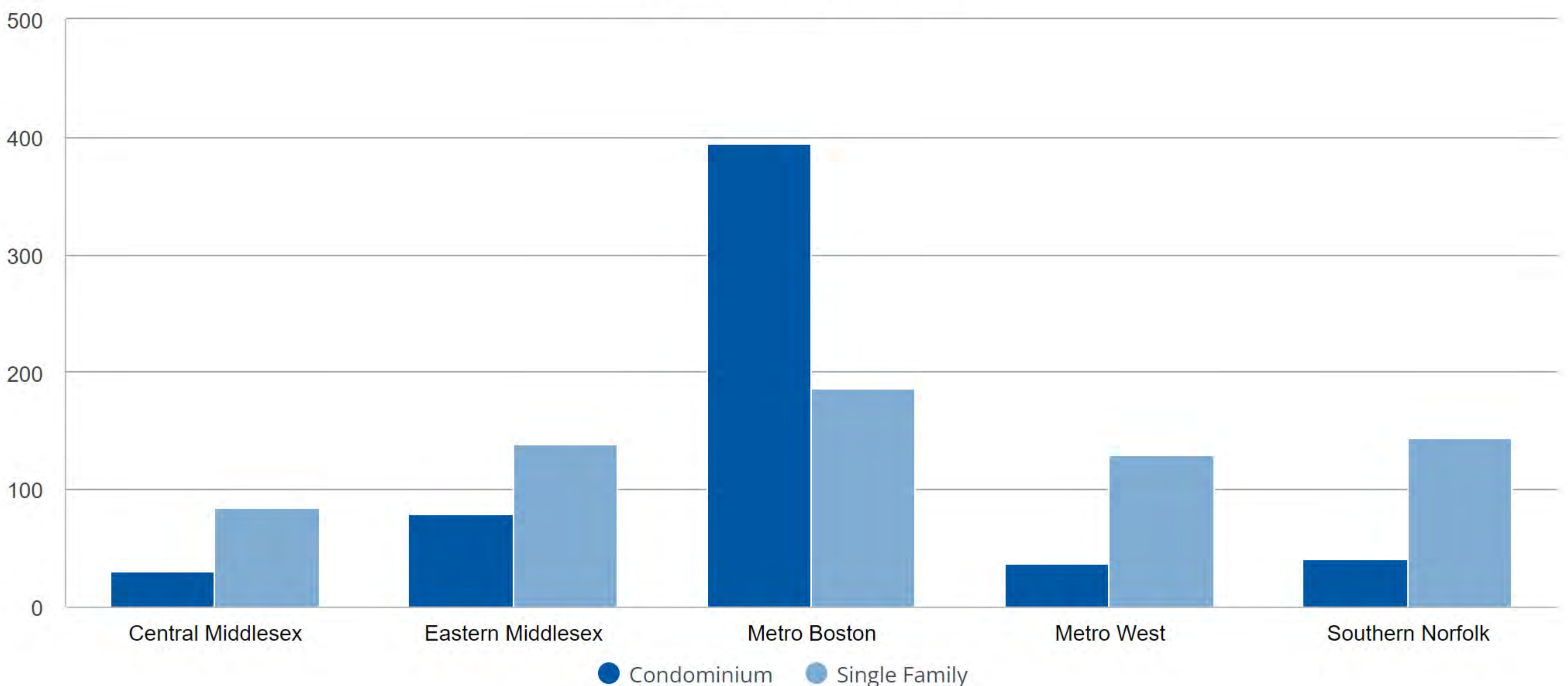
The number of properties that sold.

	December 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	682	⌵ -14.3%	⌵ -24.6%	⌵ -22.4%
CONDO	582	⌵ -10.0%	⌵ -19.5%	⌵ -19.1%

Historical Activity



Region Comparison



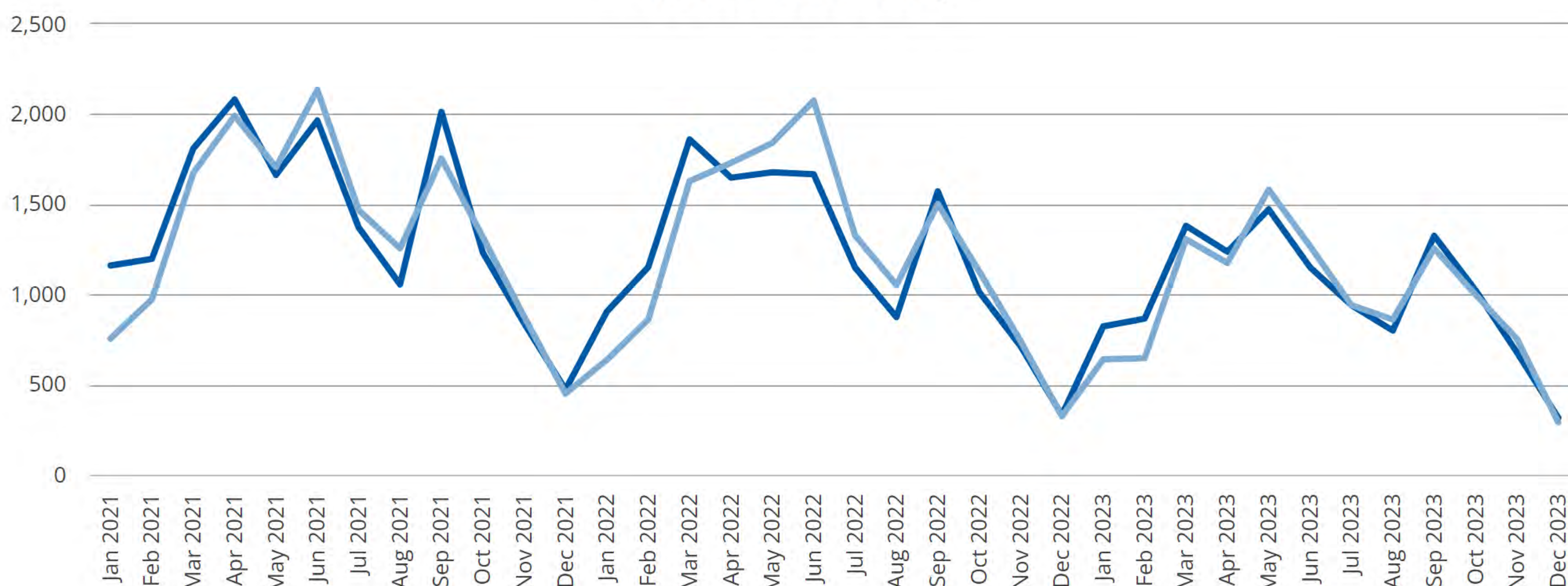
New Listings



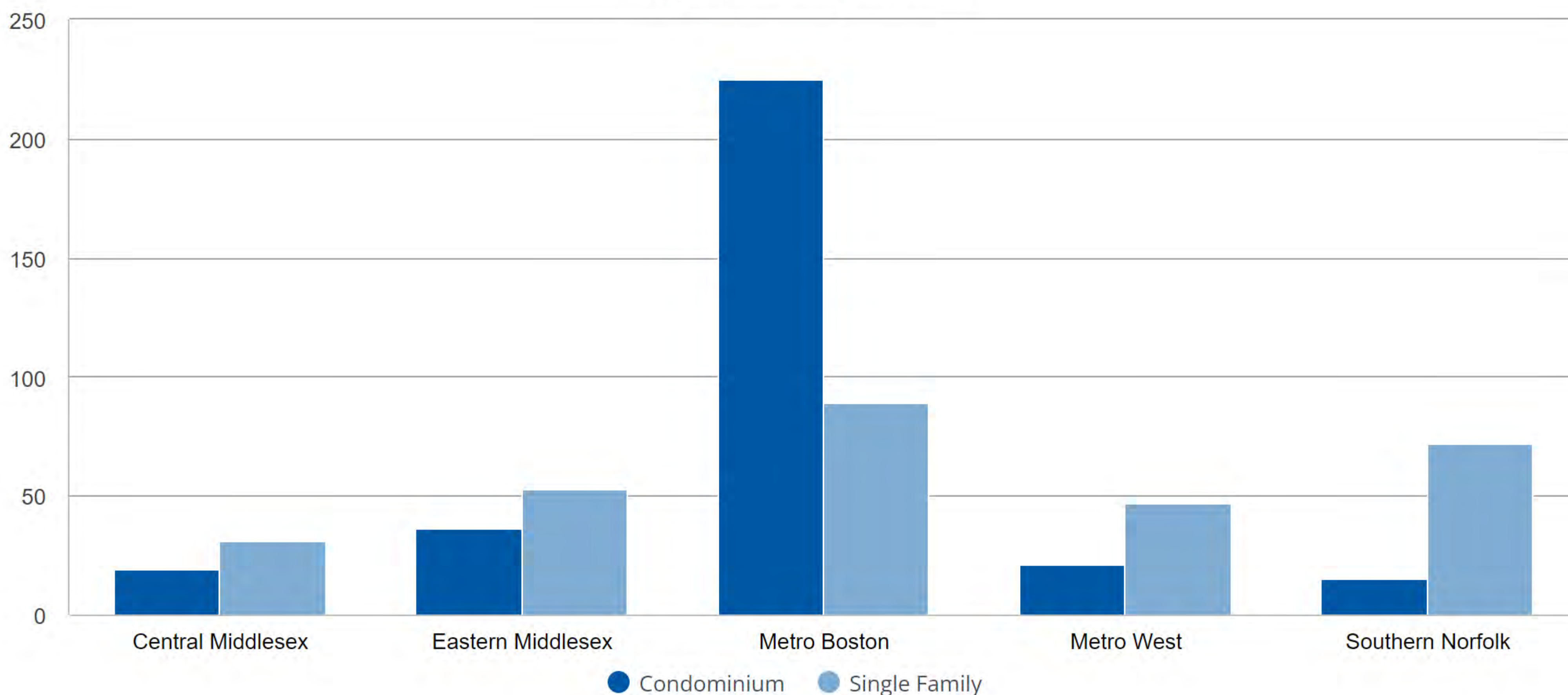
The number of properties listed regardless of current status.

	December 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	292	⚡ -61.3%	⚡ -10.2%	⚡ -21.1%
CONDO	316	⚡ -53.5%	⚡ -4.5%	⚡ -17.5%

Historical Activity



Region Comparison



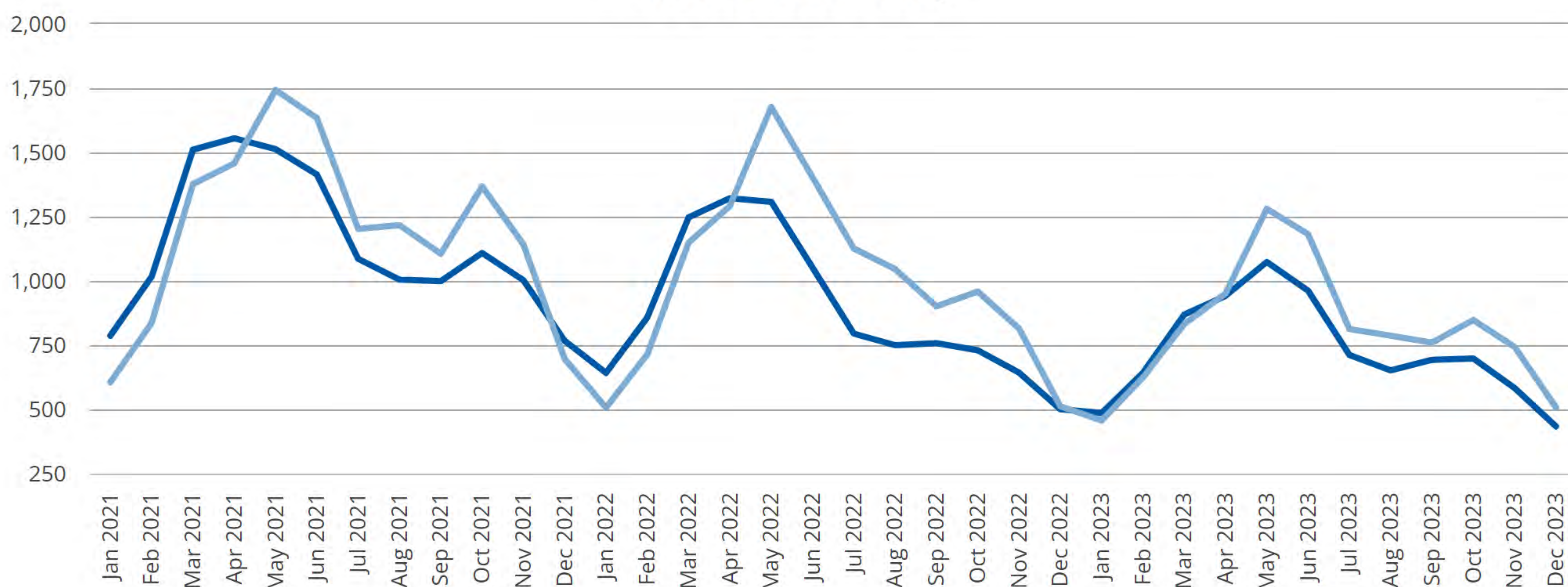
Pending Sales



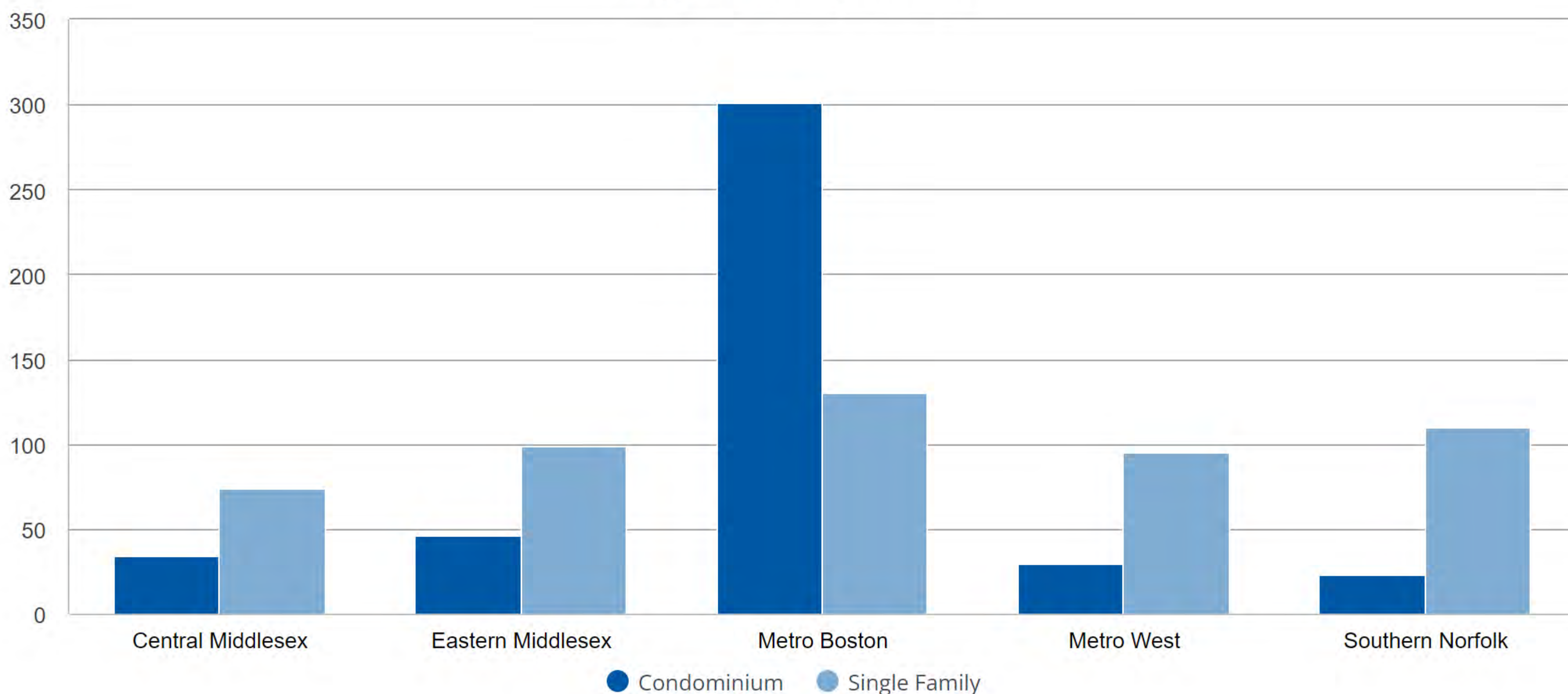
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	December 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	508	⚡ -31.6%	⚡ -0.8%	⚡ -19.1%
CONDO	434	⚡ -25.6%	⚡ -13.4%	⚡ -17.5%

Historical Activity



Region Comparison



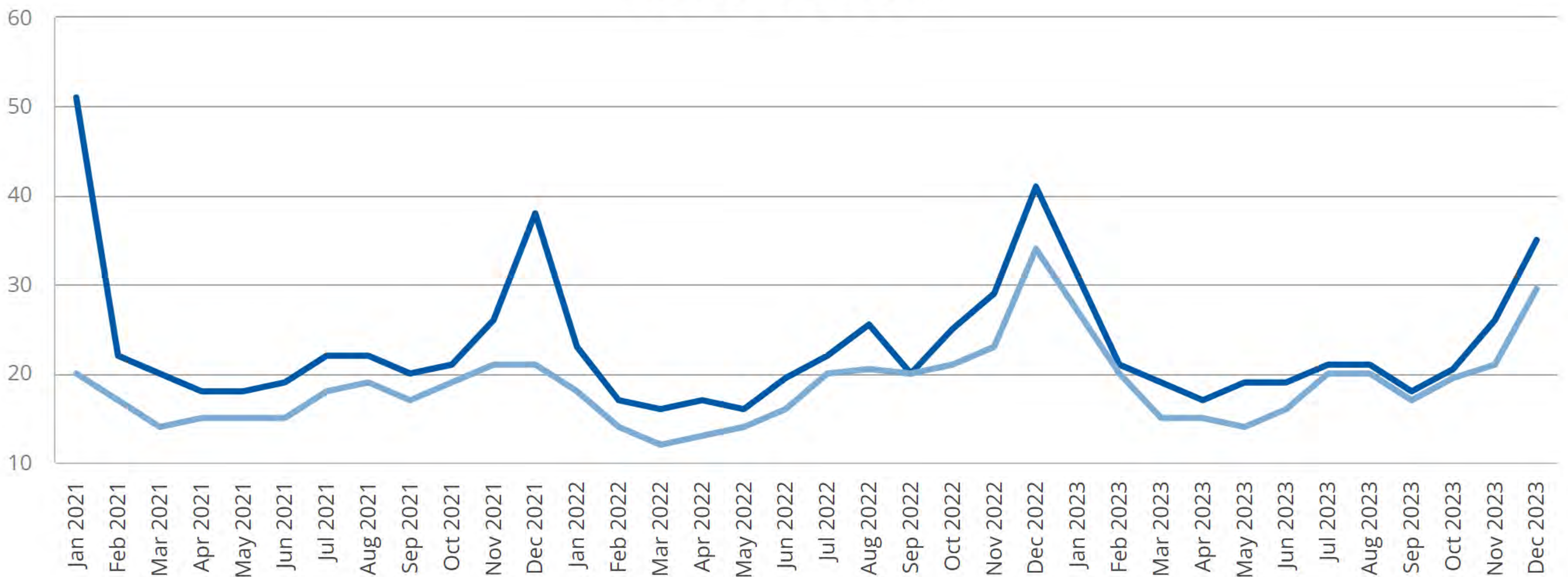
Days on Market



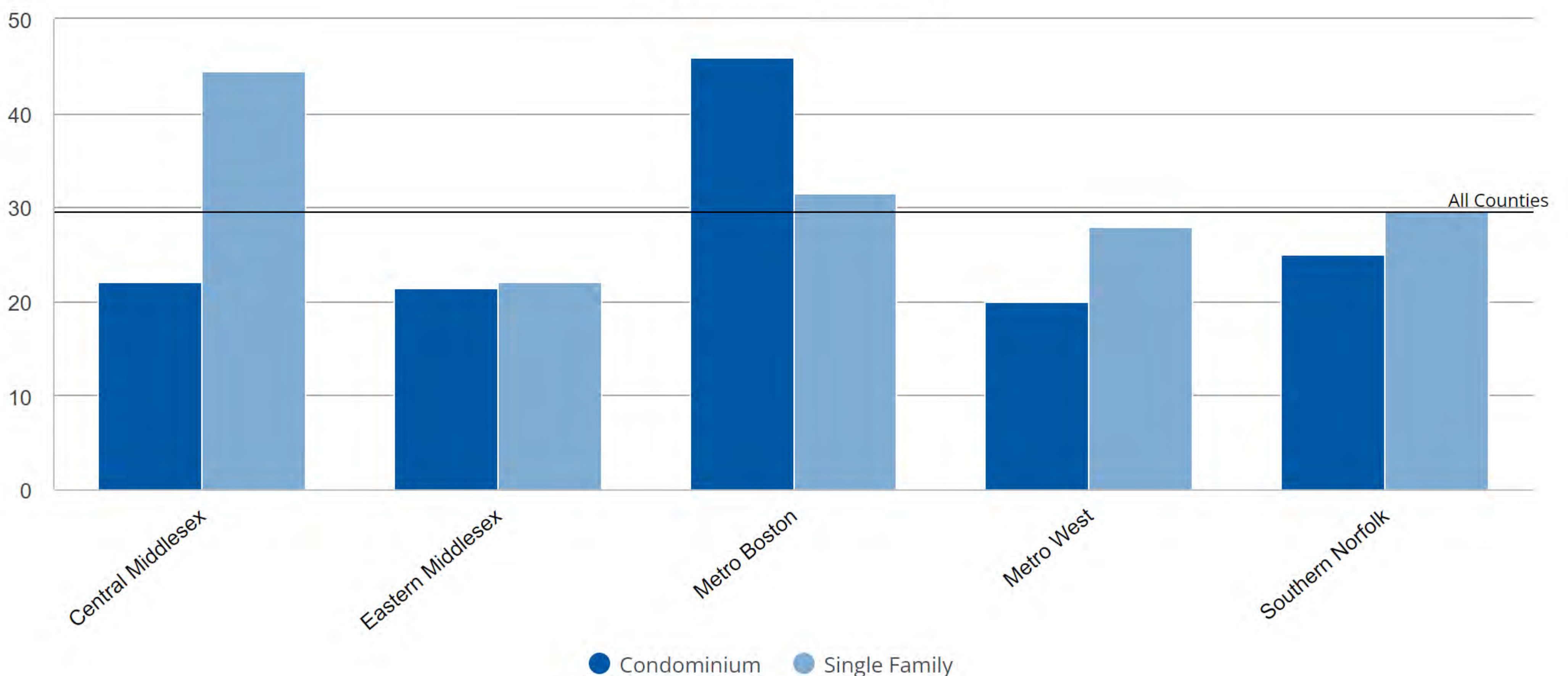
The median number of days between when a property is listed and the purchase contract date.

	December 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	30	⬆️ 40.5%	⬇️ -13.2%	⬆️ 5.9%
CONDO	35	⬆️ 34.6%	⬇️ -14.6%	➡️ 0.0%

Historical Activity



Region Comparison



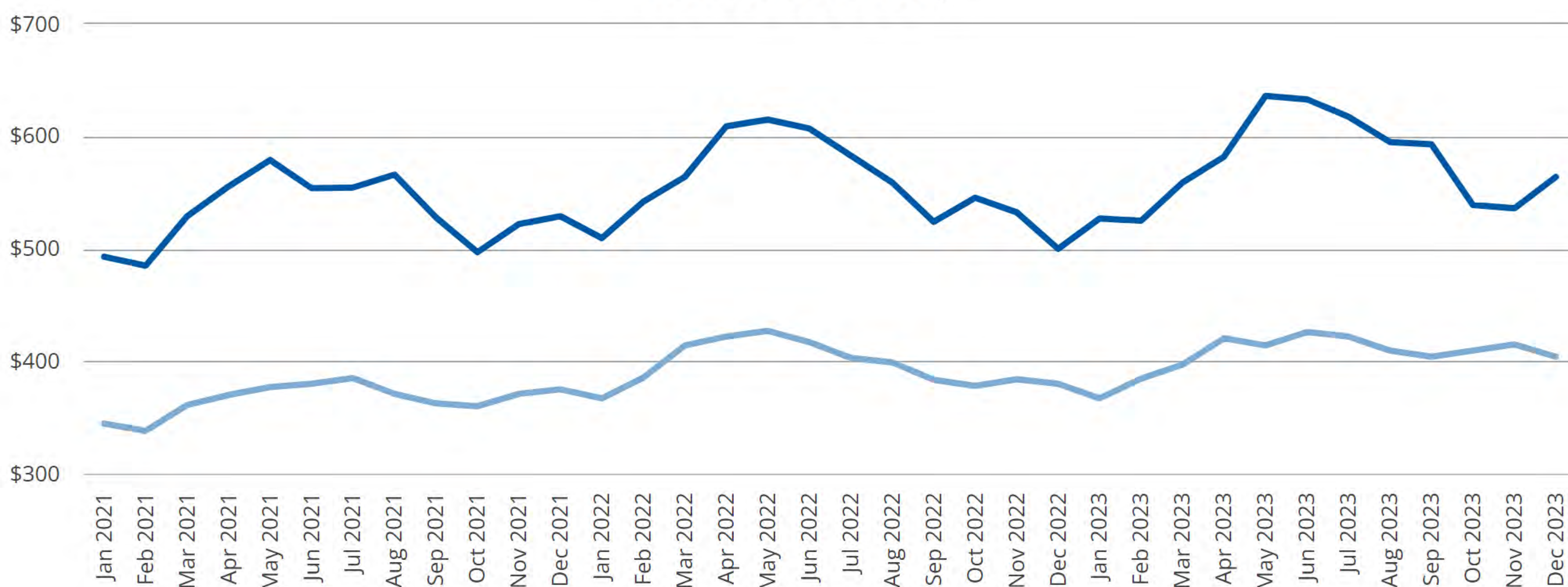
Price per Square Foot



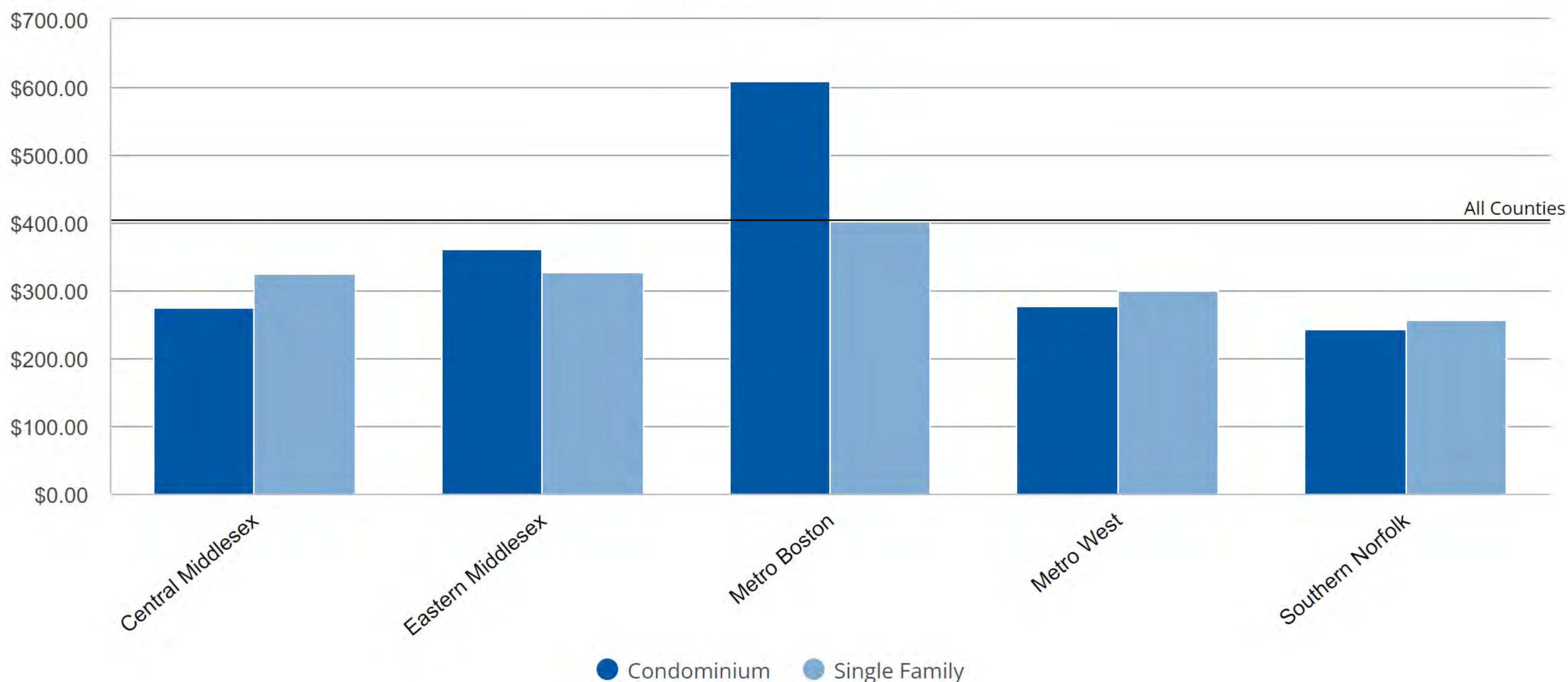
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	December 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$404	⚡ -2.7%	⬆️ 6.3%	⬆️ 2.5%
CONDO	\$564	⬆️ 5.2%	⬆️ 12.8%	⬆️ 3.2%

Historical Activity



Region Comparison



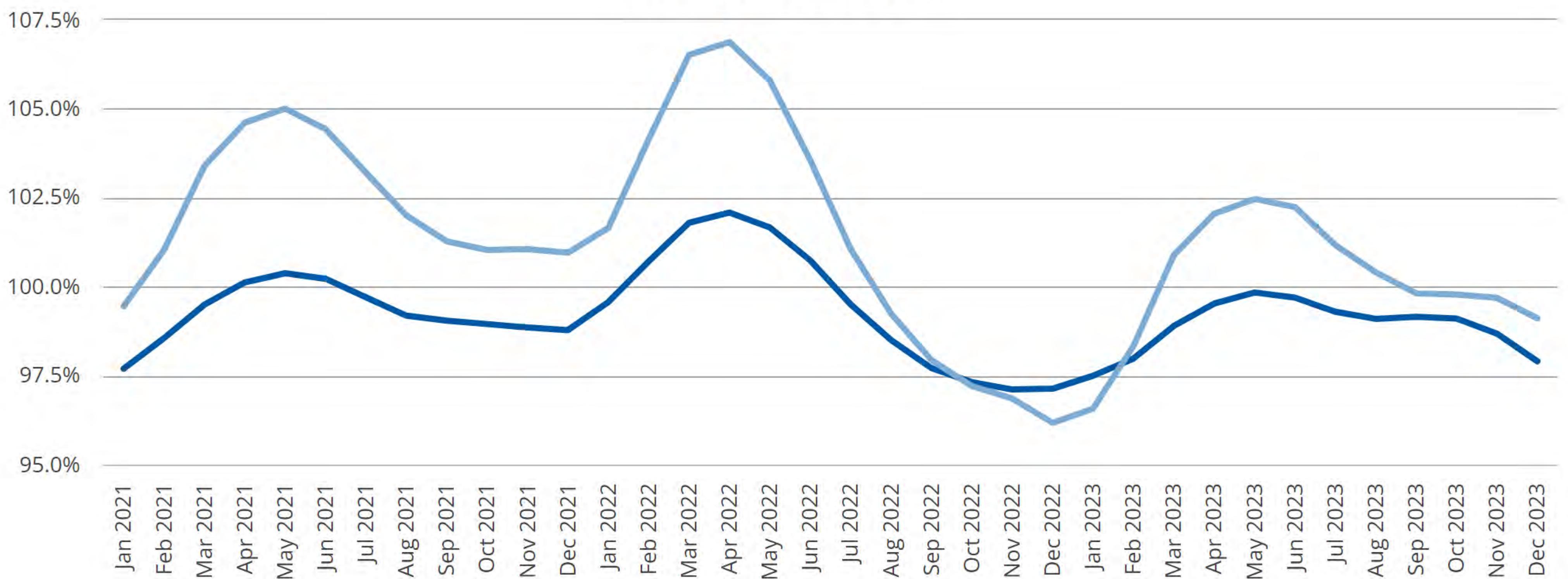
Sold to Original Price Ratio



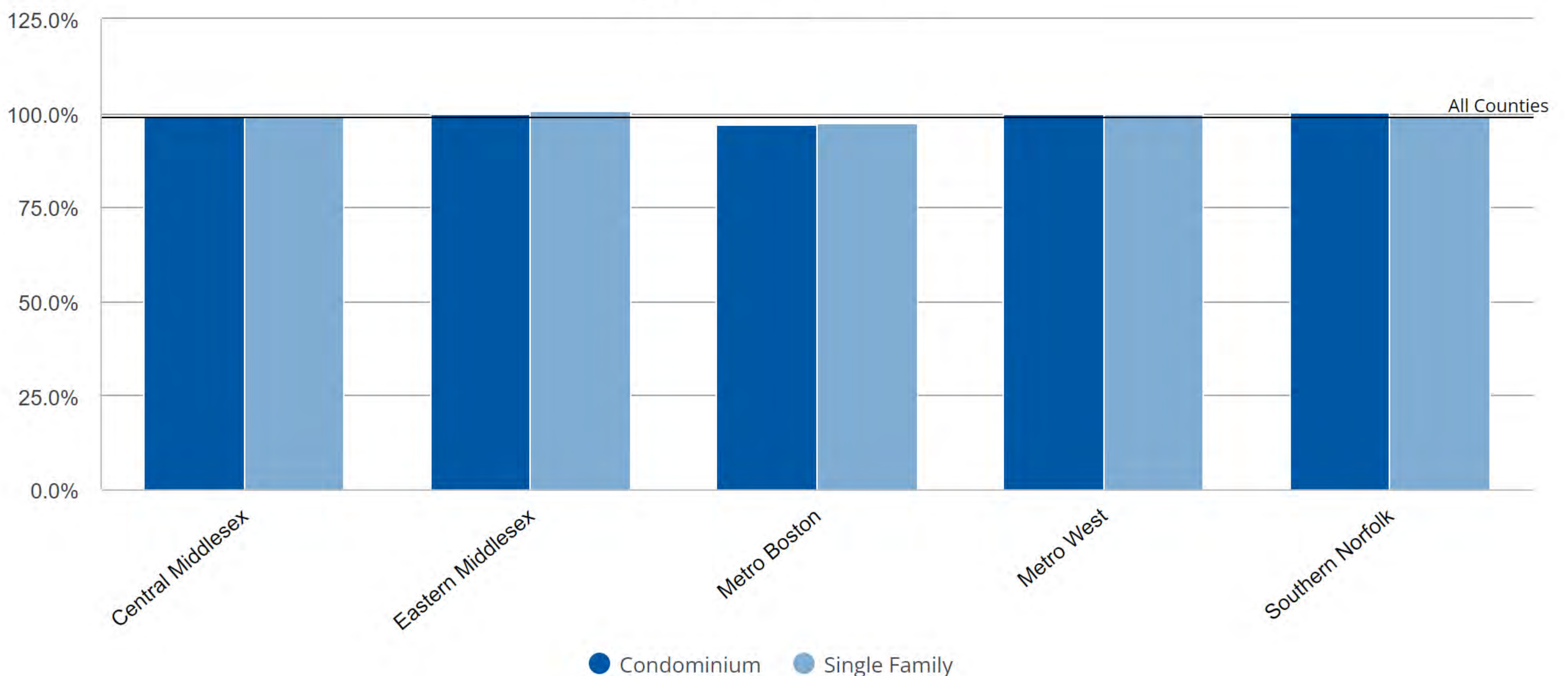
The average of the sales price divided by the original list price expressed as a percentage.

	December 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	99.1%	⚡ -0.6%	⬆️ 3.1%	⚡ -1.1%
CONDO	97.9%	⚡ -0.8%	⬆️ 0.8%	⚡ -0.7%

Historical Activity



Region Comparison



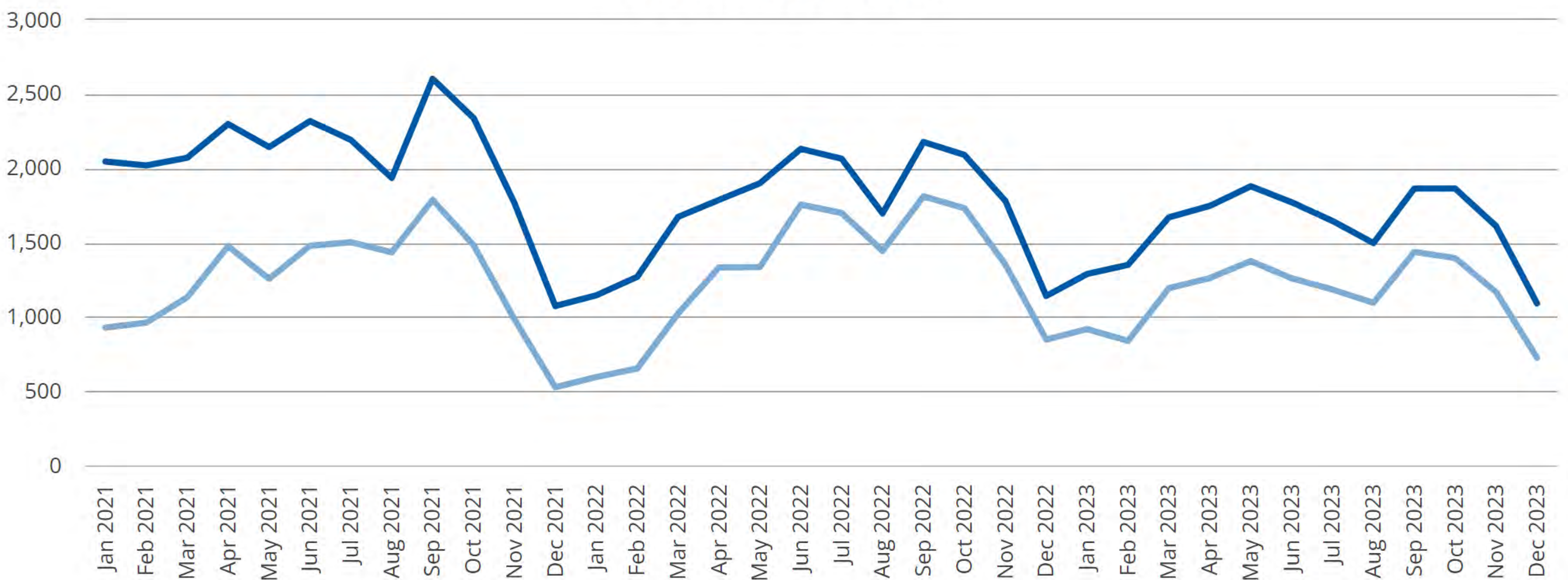
Active Inventory



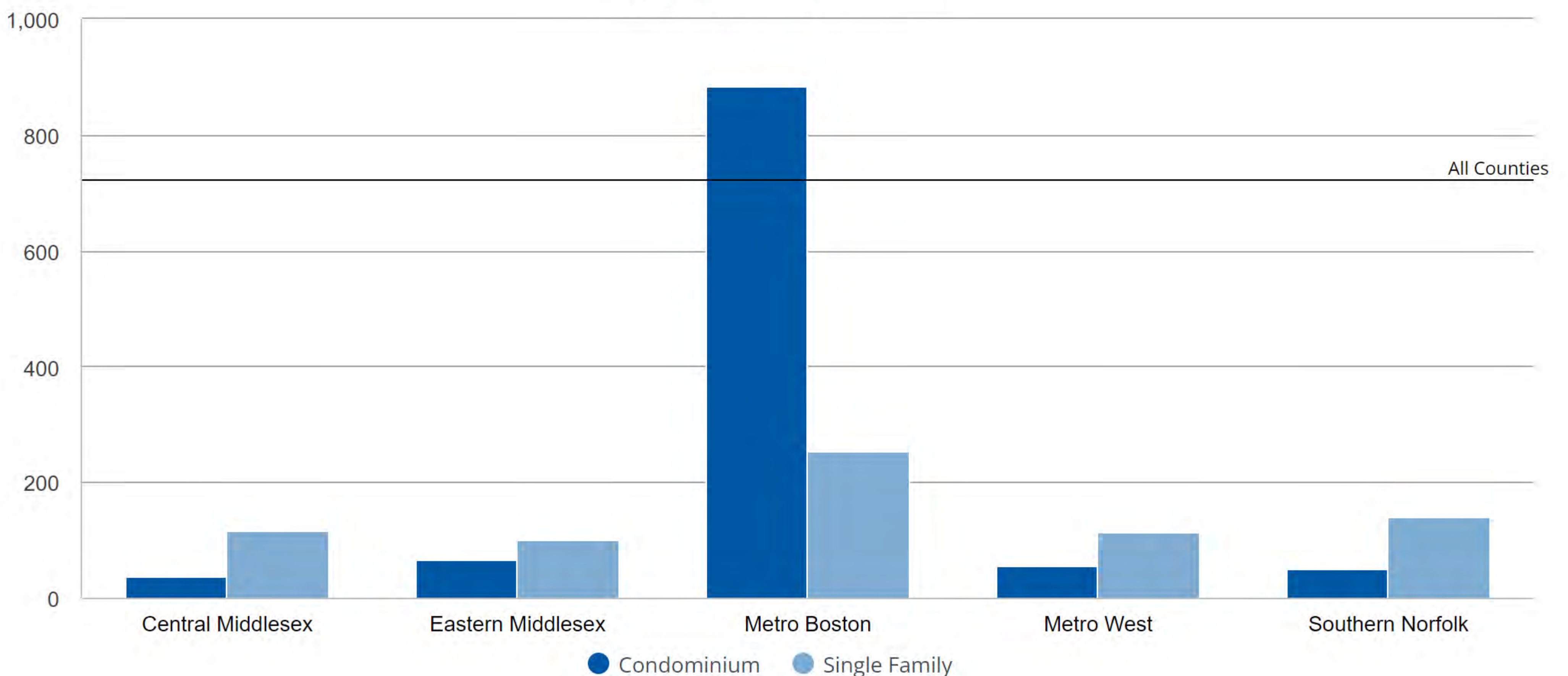
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	December 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	724	⚡ -38.0%	⚡ -14.5%	—
CONDO	1,091	⚡ -32.3%	⚡ -4.4%	—

Historical Activity



Region Comparison



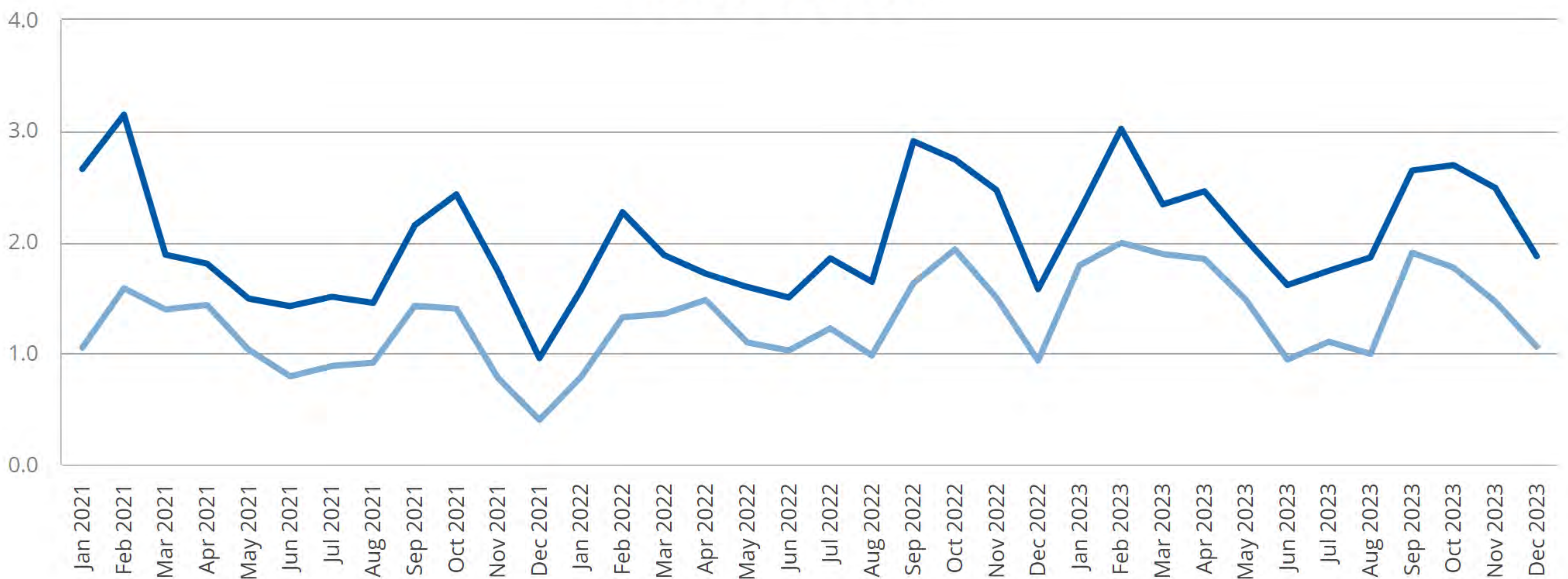
Months Supply of Inventory



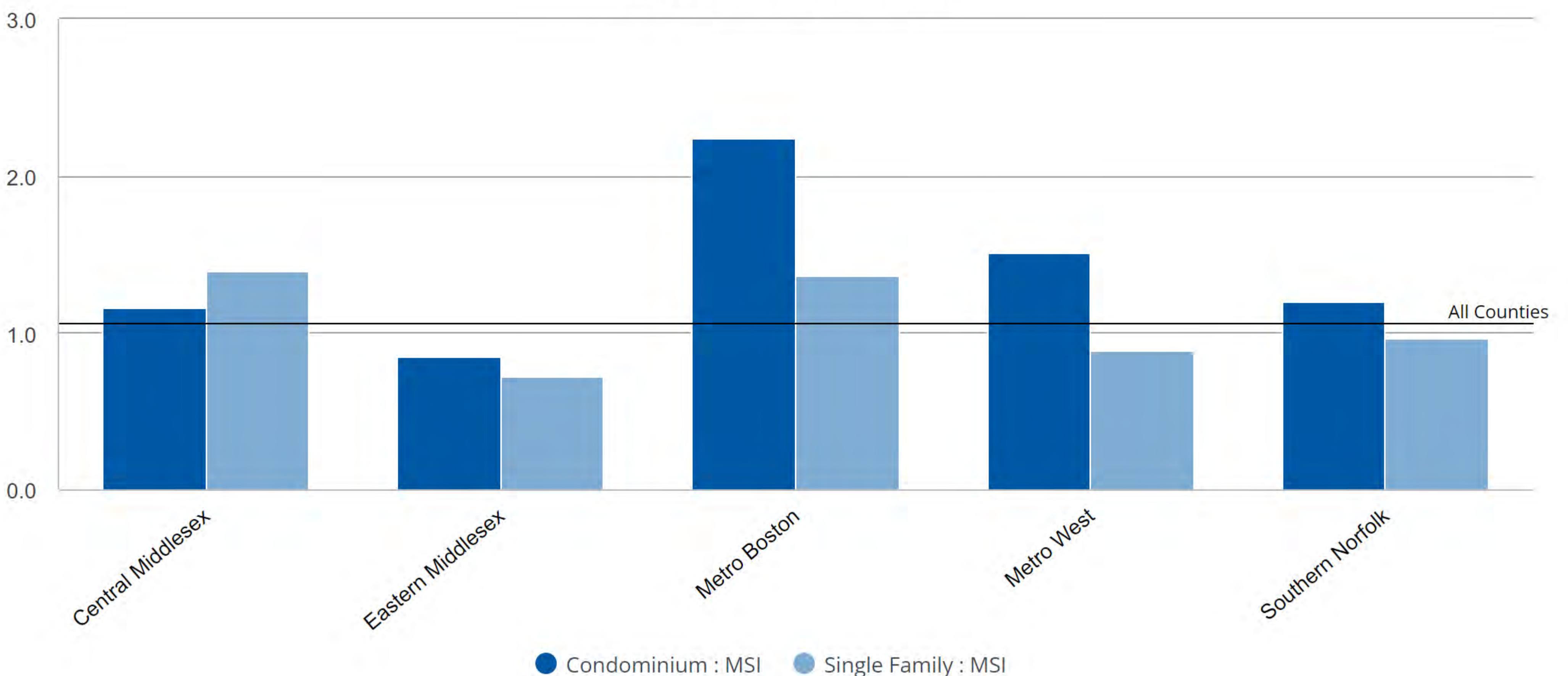
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	December 2023	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1.1	⚡ -27.6%	⬆️ 13.4%	—
CONDO	1.9	⚡ -24.7%	⬆️ 18.8%	—

Historical Activity



Region Comparison



Central Middlesex Region



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

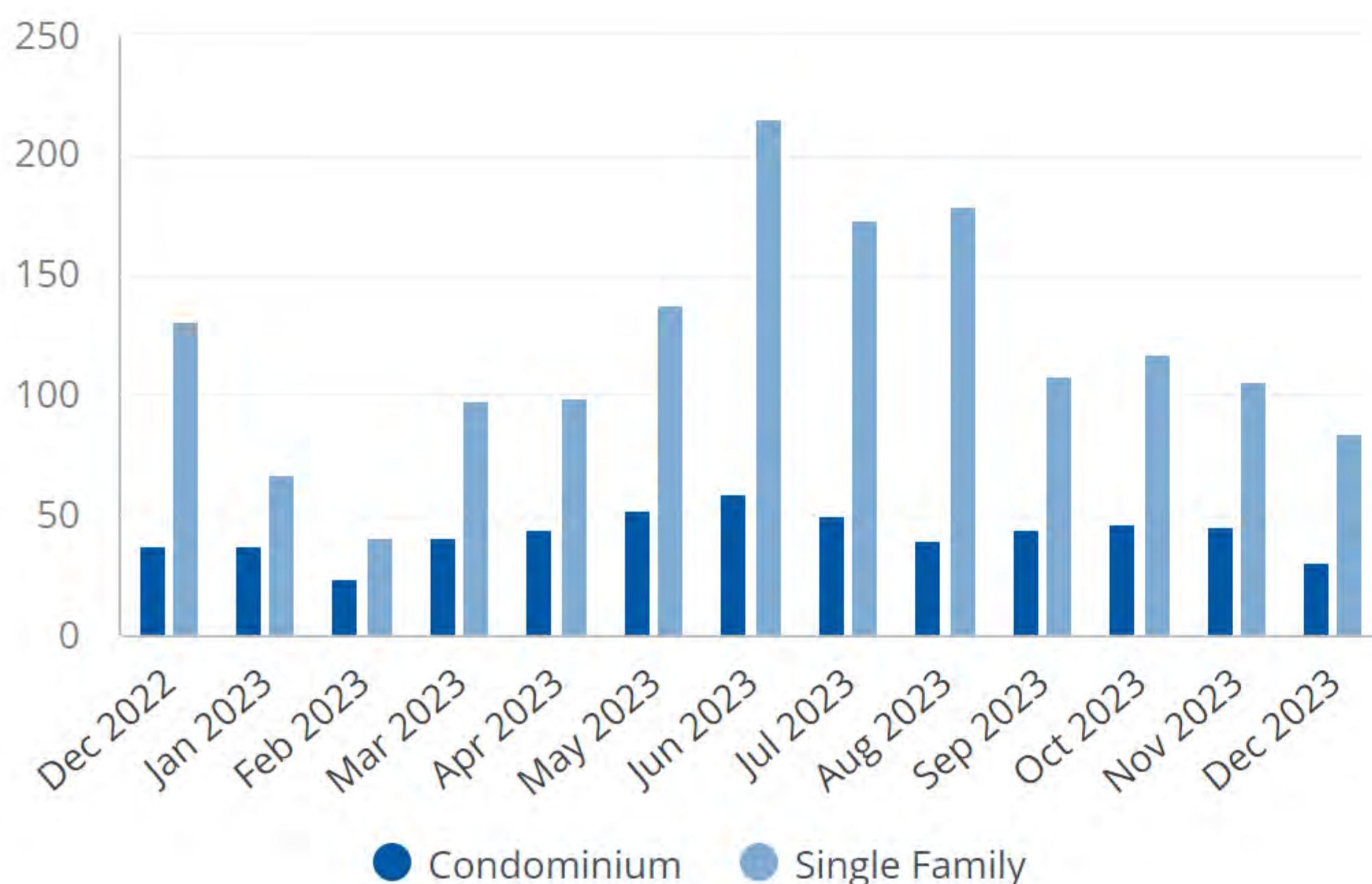
Single Family Homes

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,093,750	\$950,000	⬆️ 15.1%	\$1,072,500	⬆️ 2.0%	\$1,170,000	\$1,067,000	⬆️ 9.7%
Closed Sales	84	131	⬆️ -35.9%	106	⬆️ -20.8%	1,429	1,792	⬆️ -20.3%
New Listings	31	40	⬆️ -22.5%	80	⬆️ -61.3%	1,725	2,182	⬆️ -20.9%
Pending Sales	74	59	⬆️ 25.4%	83	⬆️ -10.8%	1,445	1,750	⬆️ -17.4%
Median Days on Market	44.5	40	⬆️ 11.3%	23	⬆️ 93.5%	18	17	⬆️ 5.9%
Price per Square Foot	\$394	\$389	⬆️ 1.2%	\$428	⬆️ -8.0%	\$418	\$406	⬆️ 3.0%
Sold to Original Price Ratio	99.1%	97.5%	⬆️ 1.6%	100.6%	⬆️ -1.5%	102.1%	105.2%	⬆️ -2.9%
Active Inventory	117	141	⬆️ -17.0%	196	⬆️ -40.3%	—	—	—
Months Supply of Inventory	1.4	1.1	⬆️ 29.4%	1.8	⬆️ -24.7%	—	—	—

Condominiums

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$579,000	\$525,000	⬆️ 10.3%	\$630,000	⬆️ -8.1%	\$600,000	\$560,000	⬆️ 7.1%
Closed Sales	31	38	⬆️ -18.4%	46	⬆️ -32.6%	518	559	⬆️ -7.3%
New Listings	19	36	⬆️ -47.2%	53	⬆️ -64.2%	622	684	⬆️ -9.1%
Pending Sales	34	34	⬆️ 0.0%	43	⬆️ -20.9%	522	563	⬆️ -7.3%
Median Days on Market	22	48	⬆️ -54.2%	21	⬆️ 4.8%	18	17	⬆️ 5.9%
Price per Square Foot	\$346	\$329	⬆️ 5.3%	\$383	⬆️ -9.7%	\$362	\$330	⬆️ 9.7%
Sold to Original Price Ratio	98.7%	100.2%	⬆️ -1.5%	102.8%	⬆️ -4.0%	102.0%	104.1%	⬆️ -2.1%
Active Inventory	36	54	⬆️ -33.3%	72	⬆️ -50.0%	—	—	—
Months Supply of Inventory	1.2	1.4	⬆️ -18.3%	1.6	⬆️ -25.8%	—	—	—

Number of Closed Sales



Median Sales Price



Eastern Middlesex Region



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

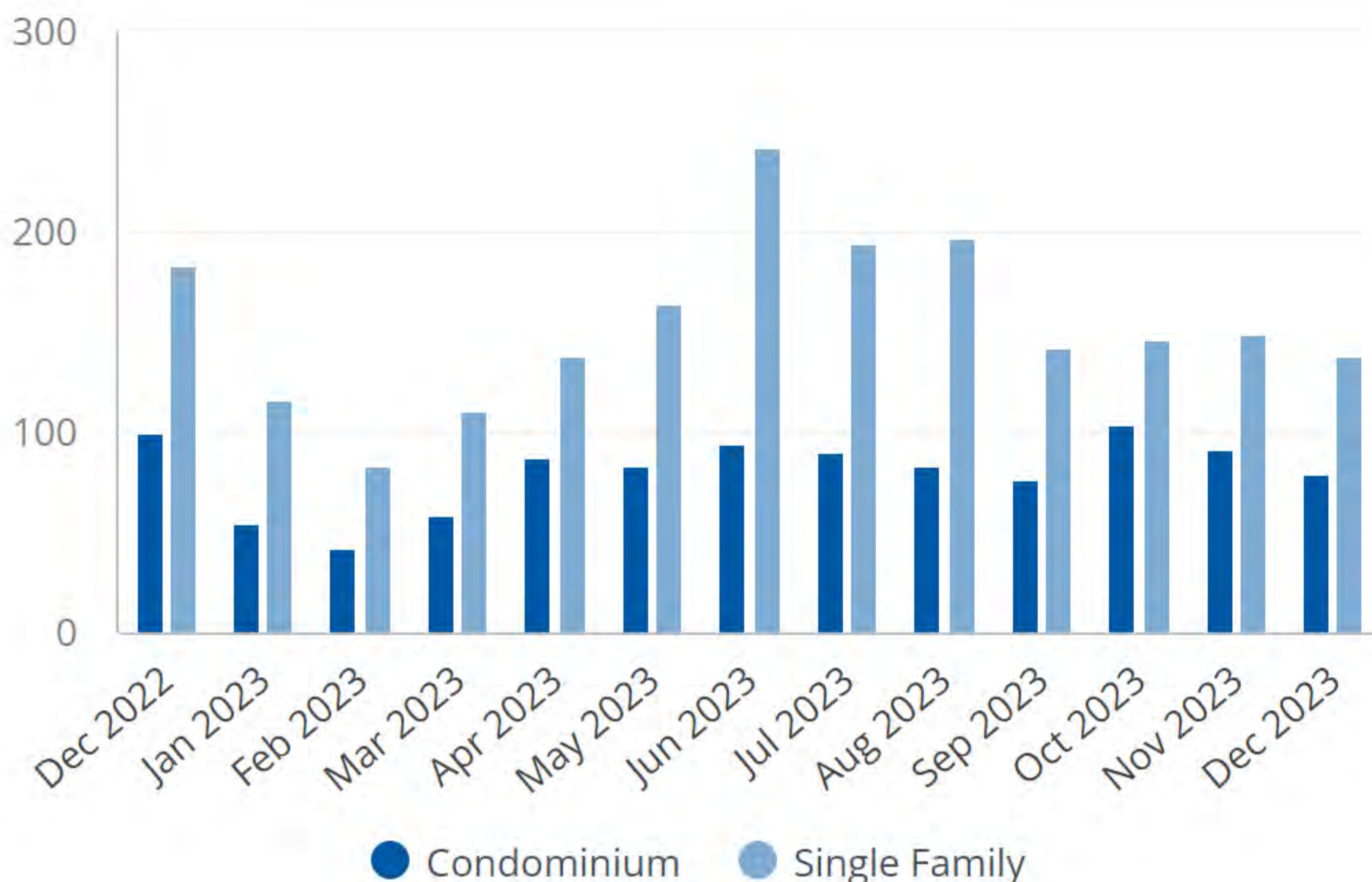
Single Family Homes

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$750,000	\$688,500	⬆️ 8.9%	\$775,000	⬇️ -3.2%	\$780,000	\$760,000	⬆️ 2.6%
Closed Sales	139	184	⬇️ -24.5%	149	⬇️ -6.7%	1,824	2,379	⬇️ -23.3%
New Listings	53	68	⬇️ -22.1%	160	⬇️ -66.9%	2,035	2,745	⬇️ -25.9%
Pending Sales	99	113	⬇️ -12.4%	157	⬇️ -36.9%	1,823	2,324	⬇️ -21.6%
Median Days on Market	22	26	⬇️ -15.4%	20	⬆️ 10.0%	17	17	⬆️ 0.0%
Price per Square Foot	\$406	\$382	⬆️ 6.3%	\$416	⬇️ -2.4%	\$408	\$403	⬆️ 1.2%
Sold to Original Price Ratio	100.8%	97.7%	⬆️ 3.1%	101.9%	⬇️ -1.1%	102.6%	104.0%	⬇️ -1.4%
Active Inventory	100	119	⬇️ -16.0%	174	⬇️ -42.5%	—	—	—
Months Supply of Inventory	0.7	0.6	⬆️ 11.2%	1.2	⬇️ -38.4%	—	—	—

Condominiums

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$639,900	\$549,267.5	⬆️ 16.5%	\$565,500	⬆️ 13.2%	\$604,000	\$560,000	⬆️ 7.9%
Closed Sales	79	100	⬇️ -21.0%	92	⬇️ -14.1%	946	1,116	⬇️ -15.2%
New Listings	36	34	⬆️ 5.9%	102	⬇️ -64.7%	1,167	1,287	⬇️ -9.3%
Pending Sales	46	61	⬇️ -24.6%	93	⬇️ -50.5%	991	1,076	⬇️ -7.9%
Median Days on Market	21.5	39	⬇️ -44.9%	18	⬆️ 19.4%	16	18	⬇️ -11.1%
Price per Square Foot	\$464	\$419	⬆️ 10.7%	\$462	⬆️ 0.5%	\$453	\$436	⬆️ 3.8%
Sold to Original Price Ratio	100.2%	99.1%	⬆️ 1.1%	101.2%	⬇️ -1.0%	101.2%	101.8%	⬇️ -0.6%
Active Inventory	67	68	⬇️ -1.5%	92	⬇️ -27.2%	—	—	—
Months Supply of Inventory	0.8	0.7	⬆️ 24.7%	1.0	⬇️ -15.2%	—	—	—

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

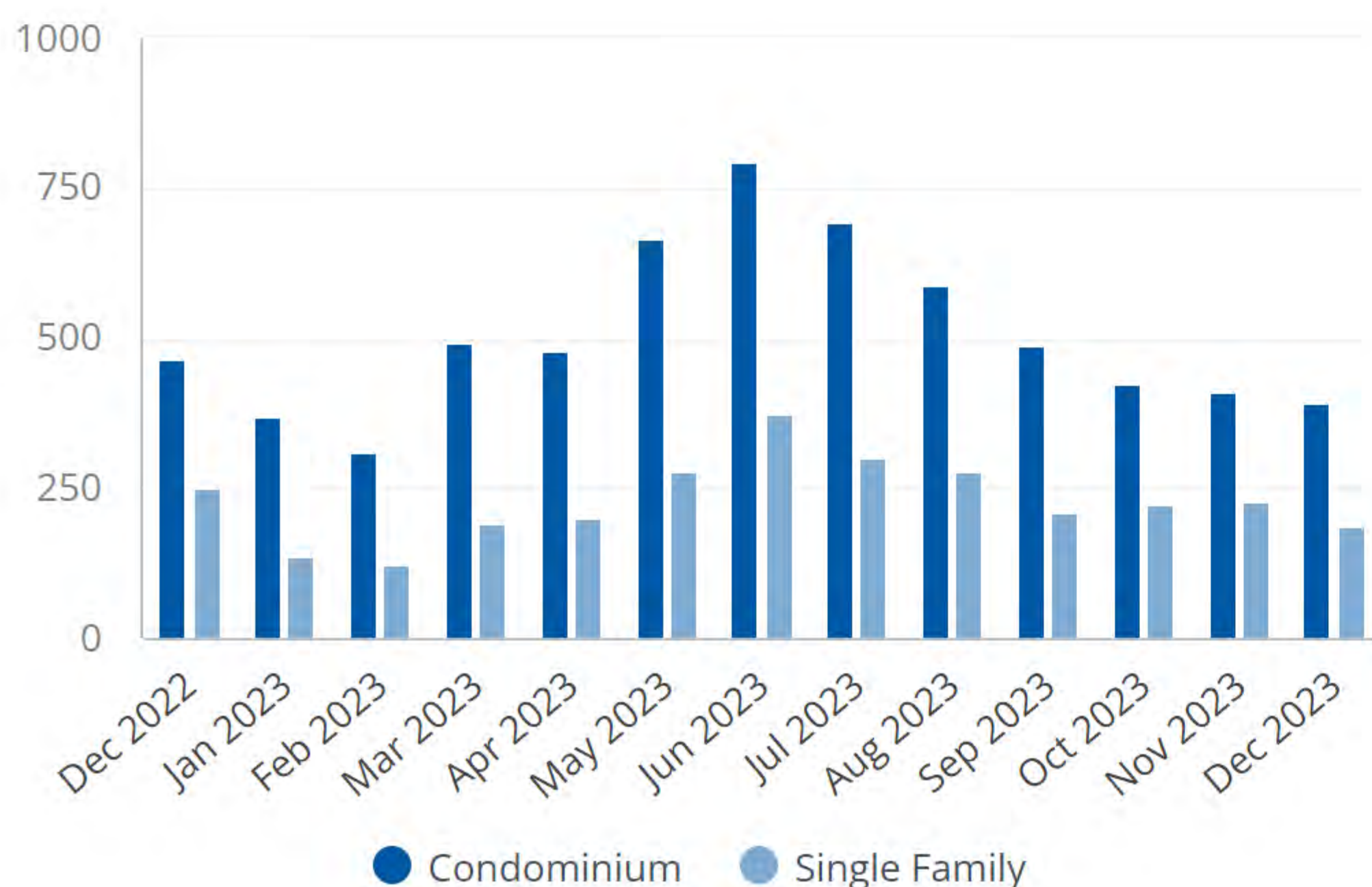
Single Family Homes

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$873,393.5	\$812,500	⬆️ 7.5%	\$850,000	⬆️ 2.8%	\$925,000	\$900,000	⬆️ 2.8%
Closed Sales	186	251	⬆️ -25.9%	230	⬆️ -19.1%	2,733	3,511	⬆️ -22.2%
New Listings	89	92	⬆️ -3.3%	209	⬆️ -57.4%	3,617	4,448	⬆️ -18.7%
Pending Sales	130	139	⬆️ -6.5%	207	⬆️ -37.2%	2,758	3,396	⬆️ -18.8%
Median Days on Market	31.5	35	⬆️ -10.0%	23	⬆️ 37.0%	19	18	⬆️ 5.6%
Price per Square Foot	\$495	\$452	⬆️ 9.5%	\$487	⬆️ 1.7%	\$498	\$485	⬆️ 2.7%
Sold to Original Price Ratio	97.9%	96.7%	⬆️ 1.1%	99.8%	⬆️ -2.0%	100.7%	102.3%	⬆️ -1.6%
Active Inventory	254	291	⬆️ -12.7%	403	⬆️ -37.0%	—	—	—
Months Supply of Inventory	1.4	1.2	⬆️ 17.8%	1.8	⬆️ -22.1%	—	—	—

Condominiums

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$750,000	\$665,000	⬆️ 12.8%	\$750,000	⬆️ 0.0%	\$770,000	\$729,000	⬆️ 5.6%
Closed Sales	394	468	⬆️ -15.8%	413	⬆️ -4.6%	6,116	7,632	⬆️ -19.9%
New Listings	225	212	⬆️ 6.1%	442	⬆️ -49.1%	8,870	10,799	⬆️ -17.9%
Pending Sales	301	314	⬆️ -4.1%	376	⬆️ -19.9%	6,073	7,448	⬆️ -18.5%
Median Days on Market	46	45	⬆️ 2.2%	34	⬆️ 35.3%	22	21	⬆️ 4.8%
Price per Square Foot	\$669	\$624	⬆️ 7.2%	\$651	⬆️ 2.8%	\$703	\$685	⬆️ 2.6%
Sold to Original Price Ratio	96.9%	95.5%	⬆️ 1.4%	98.1%	⬆️ -1.3%	98.9%	99.6%	⬆️ -0.7%
Active Inventory	883	898	⬆️ -1.7%	1,318	⬆️ -33.0%	—	—	—
Months Supply of Inventory	2.2	1.9	⬆️ 16.8%	3.2	⬆️ -29.8%	—	—	—

Number of Closed Sales



Median Sales Price



Metro West Region



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

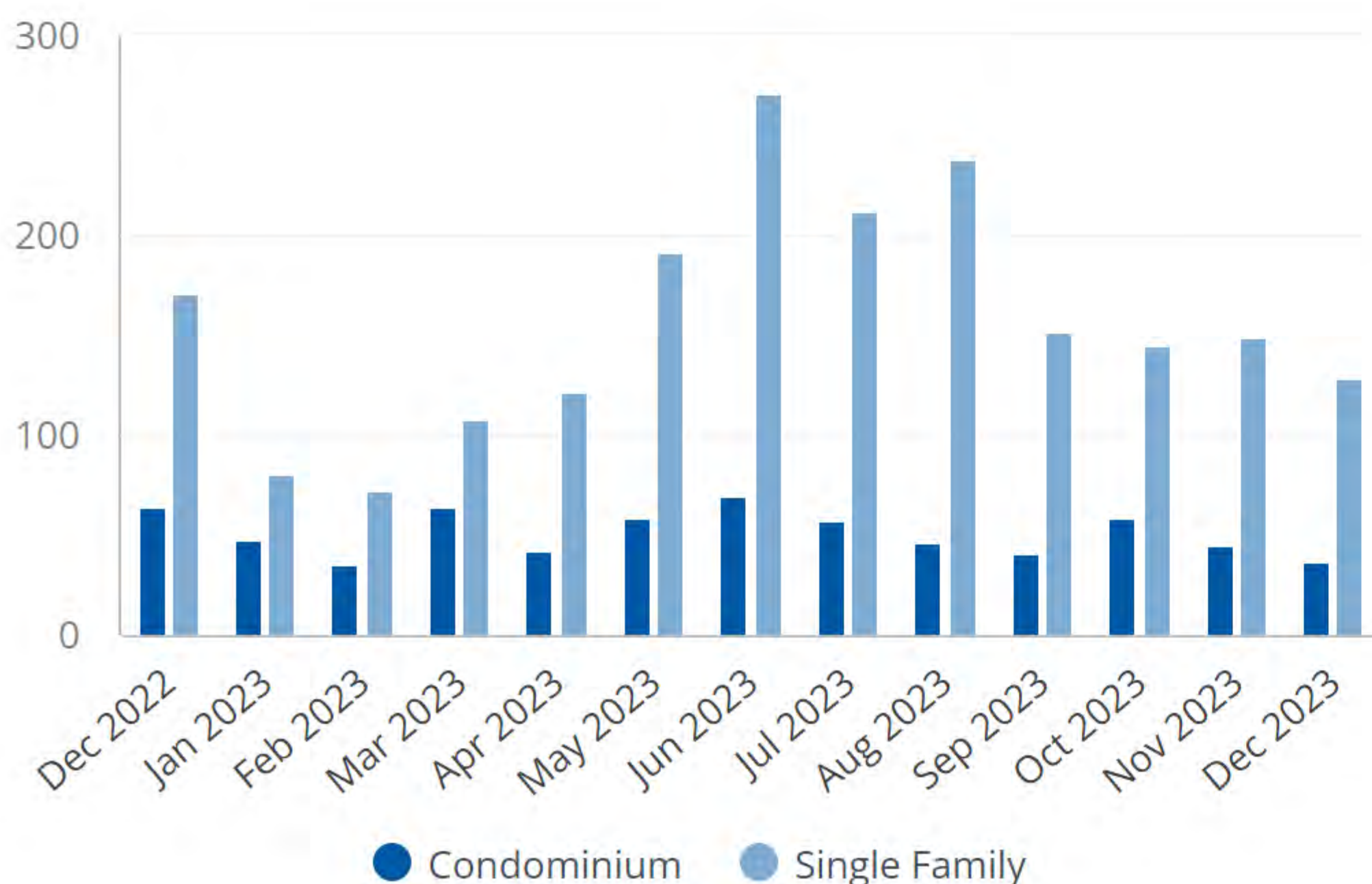
Single Family Homes

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$899,900	\$780,000	⬆️ 15.4%	\$850,000	⬆️ 5.9%	\$900,000	\$850,000	⬆️ 5.9%
Closed Sales	129	171	⬆️ -24.6%	150	⬆️ -14.0%	1,872	2,433	⬆️ -23.1%
New Listings	47	53	⬆️ -11.3%	150	⬆️ -68.7%	2,255	2,803	⬆️ -19.6%
Pending Sales	95	89	⬆️ 6.7%	138	⬆️ -31.2%	1,906	2,338	⬆️ -18.5%
Median Days on Market	28	37	⬆️ -24.3%	20.5	⬆️ 36.6%	17	15	⬆️ 13.3%
Price per Square Foot	\$401	\$357	⬆️ 12.3%	\$379	⬆️ 5.8%	\$389	\$369	⬆️ 5.4%
Sold to Original Price Ratio	100.2%	97.7%	⬆️ 2.6%	100.2%	⬆️ 0.0%	102.0%	104.2%	⬆️ -2.1%
Active Inventory	114	142	⬆️ -19.7%	195	⬆️ -41.5%	—	—	—
Months Supply of Inventory	0.9	0.8	⬆️ 6.4%	1.3	⬆️ -32.0%	—	—	—

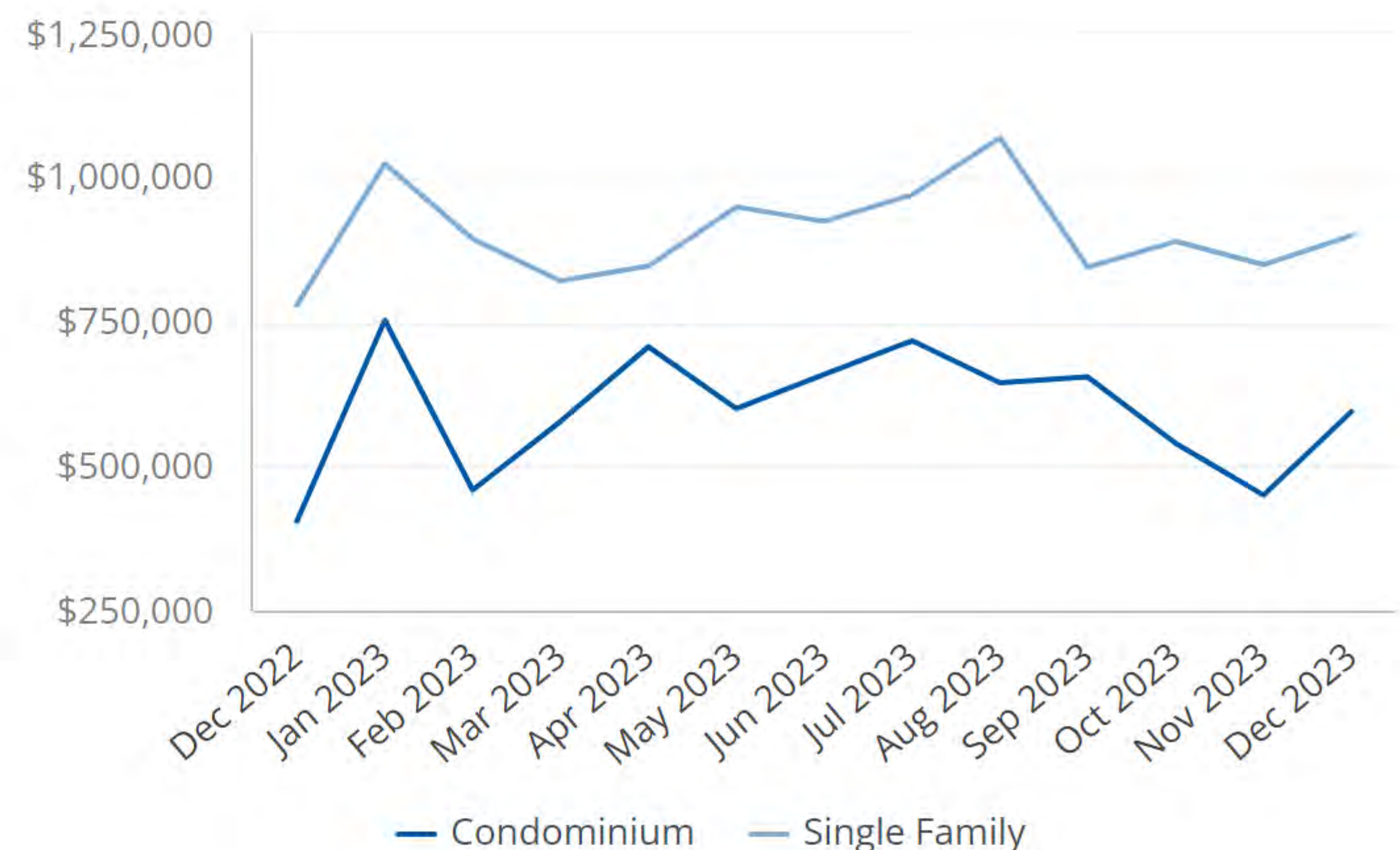
Condominiums

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$595,000	\$405,000	⬆️ 46.9%	\$450,000	⬆️ 32.2%	\$621,000	\$575,000	⬆️ 8.0%
Closed Sales	37	65	⬆️ -43.1%	45	⬆️ -17.8%	603	786	⬆️ -23.3%
New Listings	21	25	⬆️ -16.0%	42	⬆️ -50.0%	691	897	⬆️ -23.0%
Pending Sales	30	42	⬆️ -28.6%	33	⬆️ -9.1%	575	749	⬆️ -23.2%
Median Days on Market	20	27.5	⬆️ -27.3%	21	⬆️ -4.8%	17	17	⬆️ 0.0%
Price per Square Foot	\$345	\$308	⬆️ 12.0%	\$355	⬆️ -2.8%	\$354	\$332	⬆️ 6.6%
Sold to Original Price Ratio	99.8%	98.8%	⬆️ 1.0%	100.9%	⬆️ -1.1%	101.6%	102.6%	⬆️ -0.9%
Active Inventory	56	69	⬆️ -18.8%	71	⬆️ -21.1%	—	—	—
Months Supply of Inventory	1.5	1.1	⬆️ 42.6%	1.6	⬆️ -4.1%	—	—	—

Number of Closed Sales



Median Sales Price



Southern Norfolk Region



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

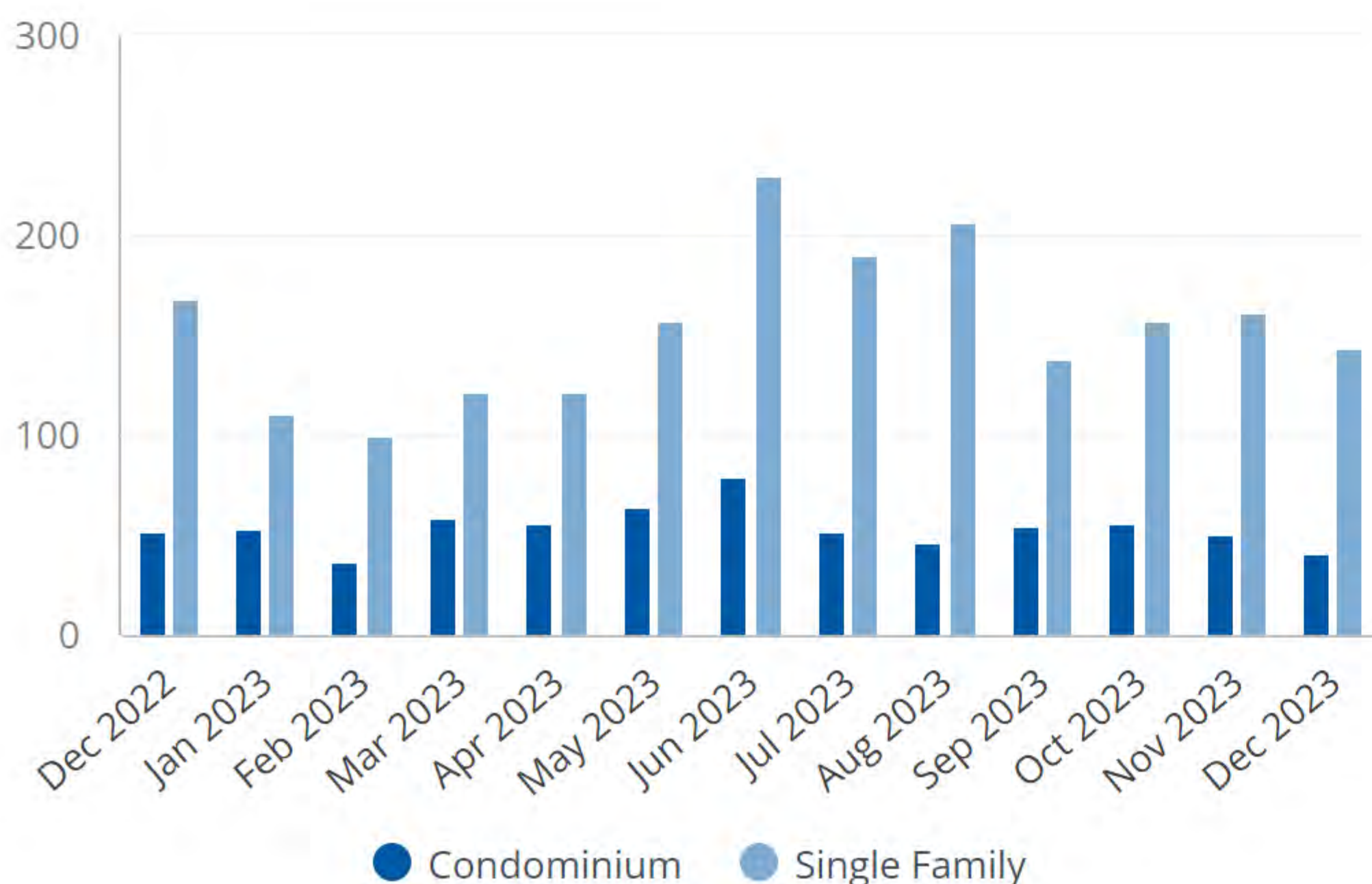
Single Family Homes

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$632,000	\$600,000	↑ 5.3%	\$651,000	↓ -2.9%	\$665,000	\$630,000	↑ 5.6%
Closed Sales	144	168	↓ -14.3%	161	↓ -10.6%	1,840	2,383	↓ -22.8%
New Listings	72	72	↔ 0.0%	155	↓ -53.5%	2,088	2,673	↓ -21.9%
Pending Sales	110	112	↓ -1.8%	158	↓ -30.4%	1,854	2,294	↓ -19.2%
Median Days on Market	29.5	37	↓ -20.3%	19.5	↑ 51.3%	19	19	↔ 0.0%
Price per Square Foot	\$344	\$320	↑ 7.7%	\$332	↑ 3.6%	\$337	\$328	↑ 2.7%
Sold to Original Price Ratio	99.1%	98.8%	↑ 0.3%	100.0%	↓ -0.9%	101.6%	102.8%	↓ -1.1%
Active Inventory	139	154	↓ -9.7%	199	↓ -30.2%	—	—	—
Months Supply of Inventory	1.0	0.9	↑ 5.3%	1.2	↓ -21.9%	—	—	—

Condominiums

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$420,000	\$407,500	↑ 3.1%	\$499,000	↓ -15.8%	\$470,000	\$447,250	↑ 5.1%
Closed Sales	41	52	↓ -21.2%	51	↓ -19.6%	652	832	↓ -21.6%
New Listings	15	24	↓ -37.5%	40	↓ -62.5%	665	897	↓ -25.9%
Pending Sales	23	50	↓ -54.0%	38	↓ -39.5%	586	770	↓ -23.9%
Median Days on Market	25	25.5	↓ -2.0%	21	↑ 19.0%	19	17	↑ 11.8%
Price per Square Foot	\$339	\$299	↑ 13.4%	\$342	↓ -0.9%	\$336	\$317	↑ 6.0%
Sold to Original Price Ratio	100.7%	99.8%	↑ 1.0%	103.6%	↓ -2.8%	102.0%	103.4%	↓ -1.3%
Active Inventory	49	52	↓ -5.8%	58	↓ -15.5%	—	—	—
Months Supply of Inventory	1.2	1.0	↑ 19.5%	1.1	↑ 5.1%	—	—	—

Number of Closed Sales



Median Sales Price



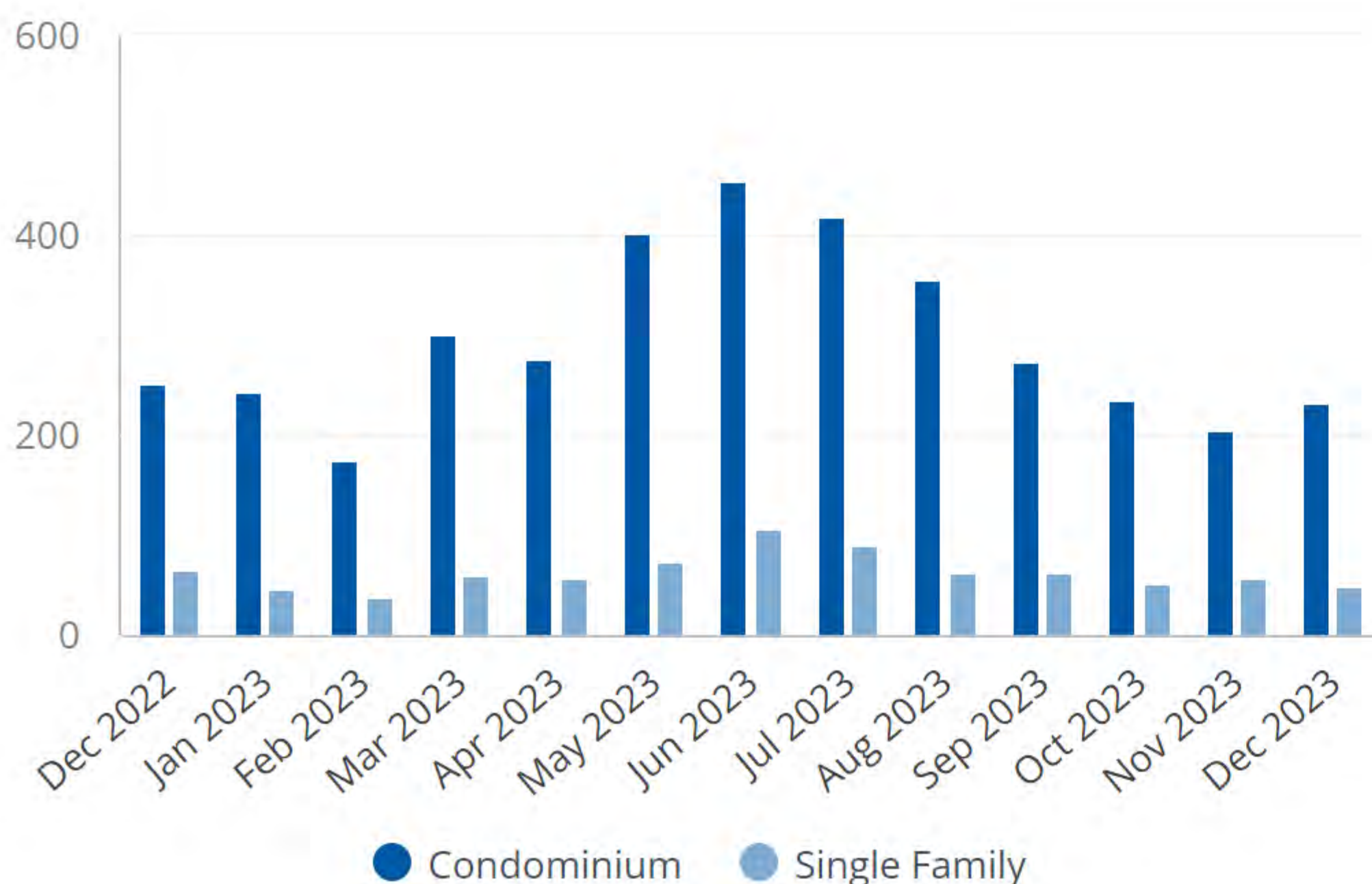
Single Family Homes

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$747,500	\$792,500	▼ -5.7%	\$765,000	▼ -2.3%	\$800,000	\$791,000	▲ 1.1%
Closed Sales	48	66	▼ -27.3%	57	▼ -15.8%	756	992	▼ -23.8%
New Listings	24	27	▼ -11.1%	62	▼ -61.3%	1,013	1,283	▼ -21.0%
Pending Sales	34	40	▼ -15.0%	53	▼ -35.8%	768	956	▼ -19.7%
Median Days on Market	33	46	▼ -28.3%	24	▲ 37.5%	21	20	▲ 2.5%
Price per Square Foot	\$479	\$421	▲ 13.8%	\$465	▲ 3.0%	\$474	\$476	▼ -0.4%
Sold to Original Price Ratio	97.4%	94.2%	▲ 3.4%	100.1%	▼ -2.7%	99.2%	100.8%	▼ -1.6%
Active Inventory	86	108	▼ -20.4%	133	▼ -35.3%	—	—	—
Months Supply of Inventory	1.8	1.6	▲ 9.5%	2.3	▼ -23.2%	—	—	—

Condominiums

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$792,000	\$642,500	▲ 23.3%	\$750,000	▲ 5.6%	\$750,000	\$724,000	▲ 3.6%
Closed Sales	233	252	▼ -7.5%	205	▲ 13.7%	3,578	4,499	▼ -20.5%
New Listings	135	133	▲ 1.5%	253	▼ -46.6%	5,399	6,731	▼ -19.8%
Pending Sales	175	179	▼ -2.2%	224	▼ -21.9%	3,503	4,445	▼ -21.2%
Median Days on Market	50	43	▲ 16.3%	35.5	▲ 40.8%	23	21	▲ 9.5%
Price per Square Foot	\$775	\$667	▲ 16.2%	\$769	▲ 0.8%	\$787	\$757	▲ 3.9%
Sold to Original Price Ratio	96.6%	95.0%	▲ 1.6%	97.3%	▼ -0.7%	98.3%	98.8%	▼ -0.5%
Active Inventory	593	615	▼ -3.6%	872	▼ -32.0%	—	—	—
Months Supply of Inventory	2.5	2.4	▲ 4.3%	4.3	▼ -40.2%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

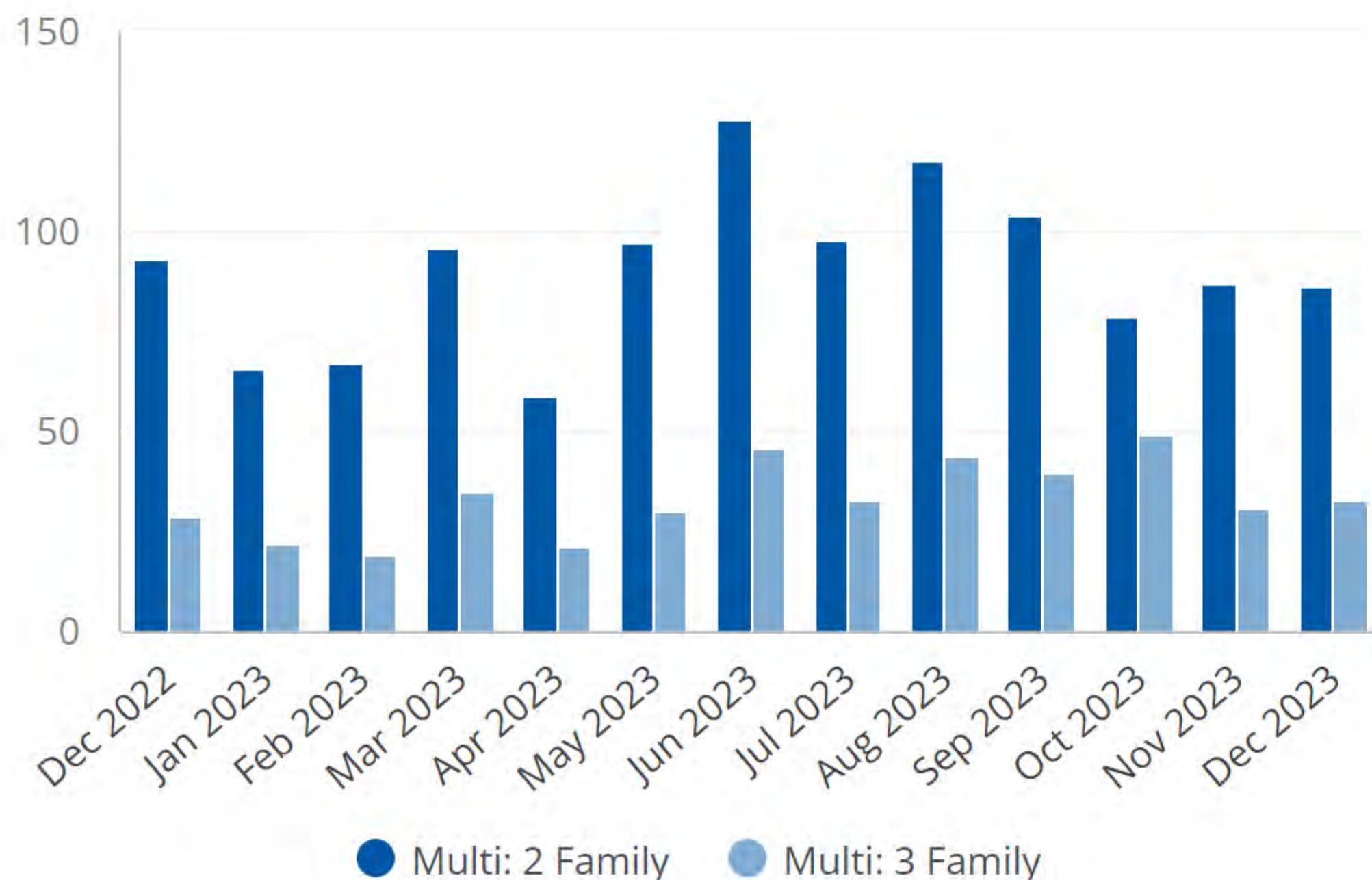
2 Family Homes

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$850,000	\$800,000	⬆️ 6.3%	\$900,000	⬇️ -5.6%	\$895,000	\$875,000	⬆️ 2.3%
Closed Sales	86	93	⬇️ -7.5%	87	⬇️ -1.1%	1,085	1,454	⬇️ -25.4%
New Listings	48	56	⬇️ -14.3%	79	⬇️ -39.2%	1,425	1,940	⬇️ -26.5%
Pending Sales	66	71	⬇️ -7.0%	73	⬇️ -9.6%	1,088	1,395	⬇️ -22.0%
Median Days on Market	26.5	33	⬇️ -19.7%	23	⬆️ 15.2%	20	20	⬆️ 0.0%
Price per Square Foot	\$357	\$326	⬆️ 9.4%	\$369	⬇️ -3.4%	\$361	\$355	⬆️ 1.7%
Sold to Original Price Ratio	101.9%	95.0%	⬆️ 7.4%	99.3%	⬆️ 2.7%	100.2%	100.6%	⬇️ -0.4%
Active Inventory	87	131	⬇️ -33.6%	159	⬇️ -45.3%	—	—	—
Months Supply of Inventory	1.0	1.4	⬇️ -28.2%	1.8	⬇️ -44.6%	—	—	—

3 Family Homes

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,100,000	\$1,085,000	⬆️ 1.4%	\$1,175,000	⬇️ -6.4%	\$1,120,000	\$1,125,000	⬇️ -0.4%
Closed Sales	33	29	⬆️ 13.8%	31	⬆️ 6.5%	403	495	⬇️ -18.6%
New Listings	18	19	⬇️ -5.3%	51	⬇️ -64.7%	650	795	⬇️ -18.2%
Pending Sales	27	23	⬆️ 17.4%	36	⬇️ -25.0%	423	463	⬇️ -8.6%
Median Days on Market	42	45	⬇️ -6.7%	21.5	⬆️ 95.3%	26	22	⬆️ 18.2%
Price per Square Foot	\$316	\$316	⬆️ 0.0%	\$321	⬇️ -1.6%	\$325	\$341	⬇️ -4.7%
Sold to Original Price Ratio	98.0%	92.2%	⬆️ 6.3%	98.5%	⬇️ -0.5%	96.7%	97.2%	⬇️ -0.4%
Active Inventory	70	77	⬇️ -9.1%	102	⬇️ -31.4%	—	—	—
Months Supply of Inventory	2.1	2.7	⬇️ -20.1%	3.3	⬇️ -35.5%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

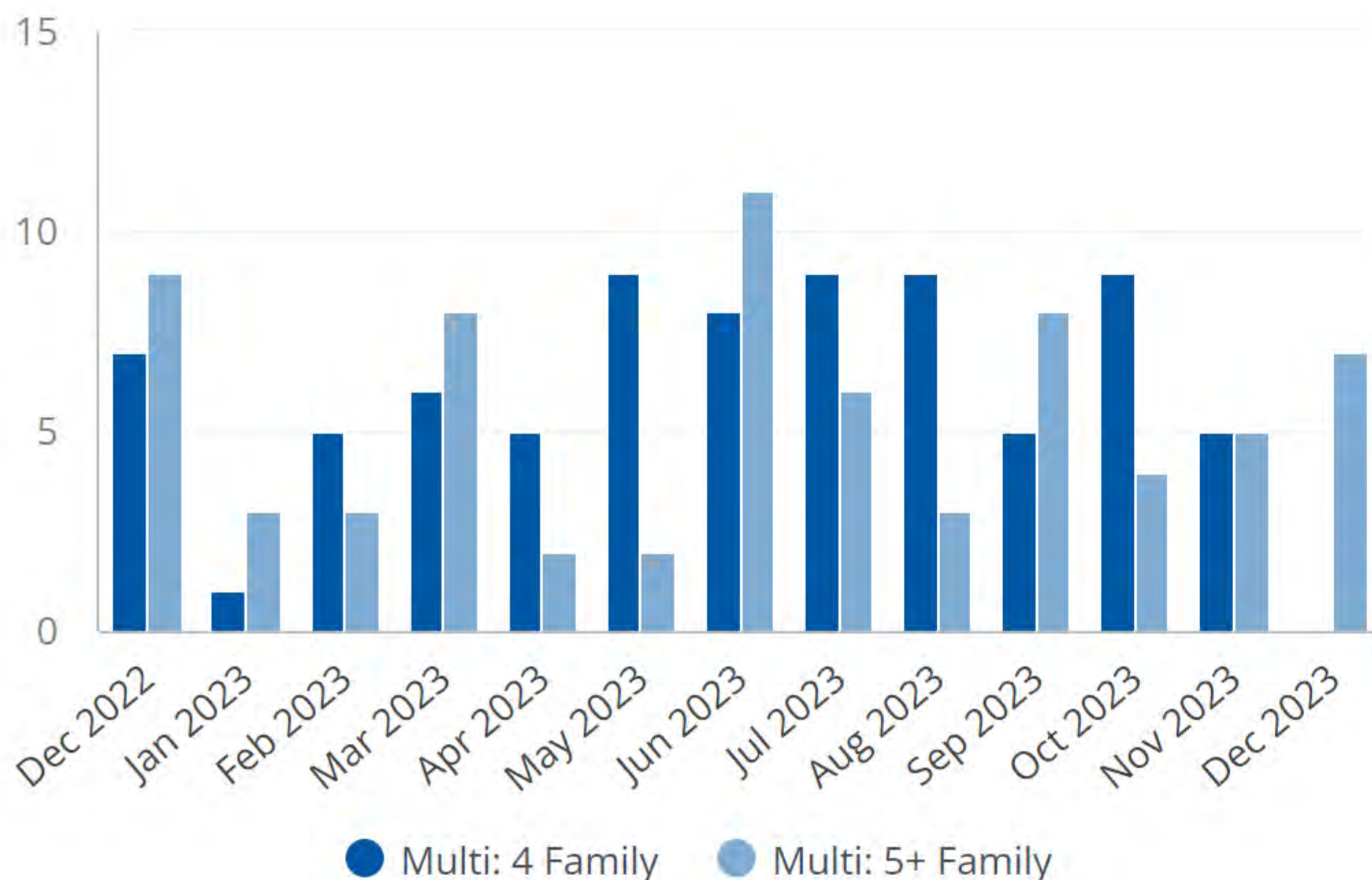
4 Family Homes

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$1,315,000	\$925,000	↑ 42.2%	\$2,350,000	↓ -44.0%	\$1,255,000	\$1,480,000	↓ -15.2%
Closed Sales	5	7	↓ -28.6%	9	↓ -44.4%	71	83	↓ -14.5%
New Listings	7	4	↑ 75.0%	18	↓ -61.1%	144	167	↓ -13.8%
Pending Sales	4	5	↓ -20.0%	9	↓ -55.6%	78	76	↑ 2.6%
Median Days on Market	18.5	76	↓ -75.7%	23	↓ -19.6%	23	28	↓ -16.4%
Price per Square Foot	\$392	\$217	↑ 80.6%	\$580	↓ -32.4%	\$340	\$364	↓ -6.6%
Sold to Original Price Ratio	103.8%	93.6%	↑ 10.9%	96.1%	↑ 8.0%	99.1%	96.3%	↑ 2.9%
Active Inventory	22	22	↔ 0.0%	23	↓ -4.3%	—	—	—
Months Supply of Inventory	4.4	3.1	↑ 39.9%	2.6	↑ 72.0%	—	—	—

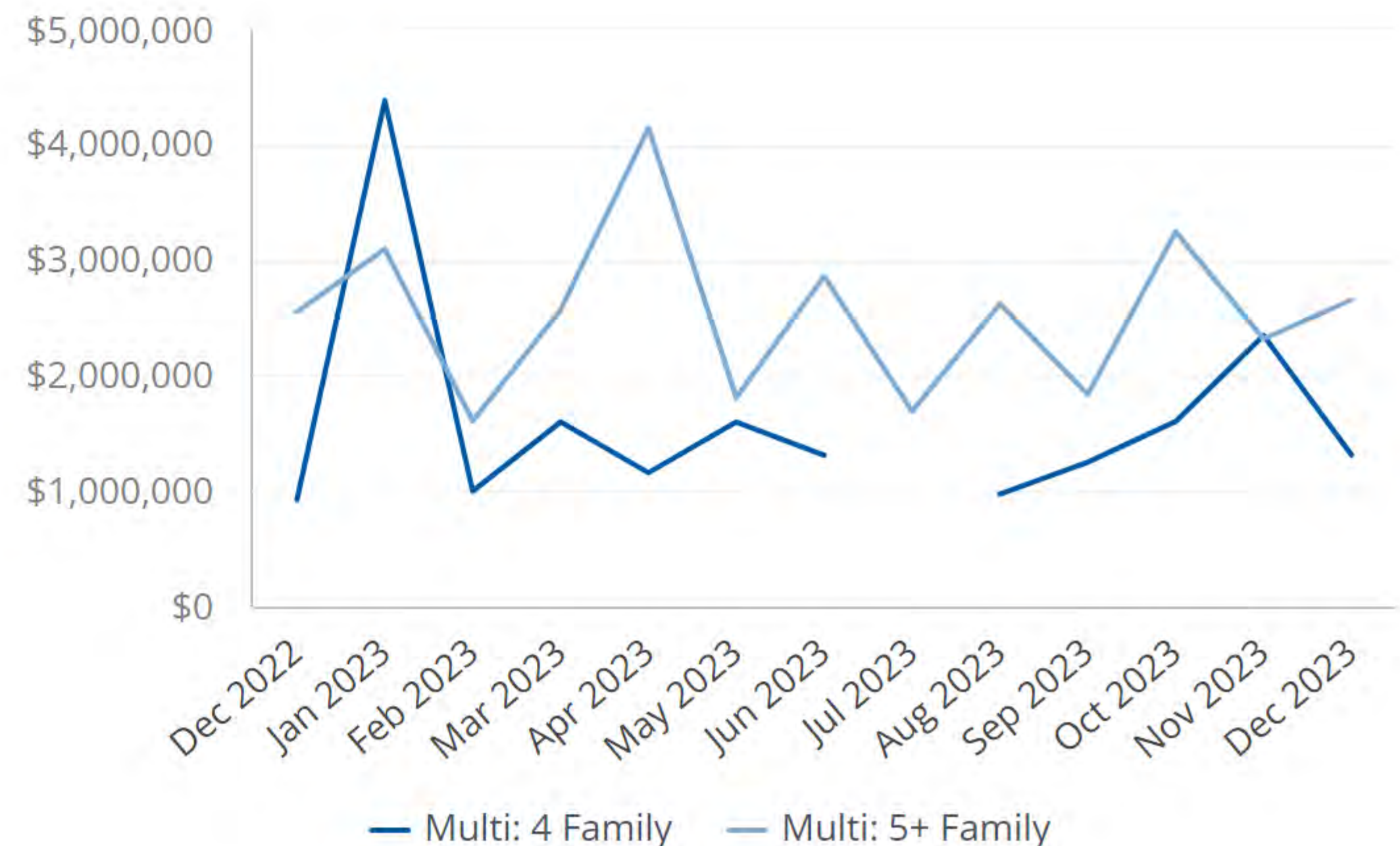
5+ Family Homes

	Dec 2023	Dec 2022	YoY	Nov 2023	MoM	2023	2022	YTD
Median Sales Price	\$2,660,000	\$2,555,000	↑ 4.1%	\$2,320,000	↑ 14.7%	\$2,535,000	\$2,445,000	↑ 3.7%
Closed Sales	7	9	↓ -22.2%	5	↑ 40.0%	62	93	↓ -33.3%
New Listings	8	10	↓ -20.0%	21	↓ -61.9%	204	238	↓ -14.3%
Pending Sales	6	5	↑ 20.0%	7	↓ -14.3%	67	92	↓ -27.2%
Median Days on Market	26	24	↑ 8.3%	26	↔ 0.0%	43	37	↑ 16.2%
Price per Square Foot	\$418	\$420	↓ -0.5%	\$395	↑ 5.8%	\$405	\$429	↓ -5.6%
Sold to Original Price Ratio	93.0%	96.0%	↓ -3.1%	95.0%	↓ -2.2%	94.2%	97.0%	↓ -2.9%
Active Inventory	49	39	↑ 25.6%	56	↓ -12.5%	—	—	—
Months Supply of Inventory	7.0	4.3	↑ 61.5%	11.2	↓ -37.5%	—	—	—

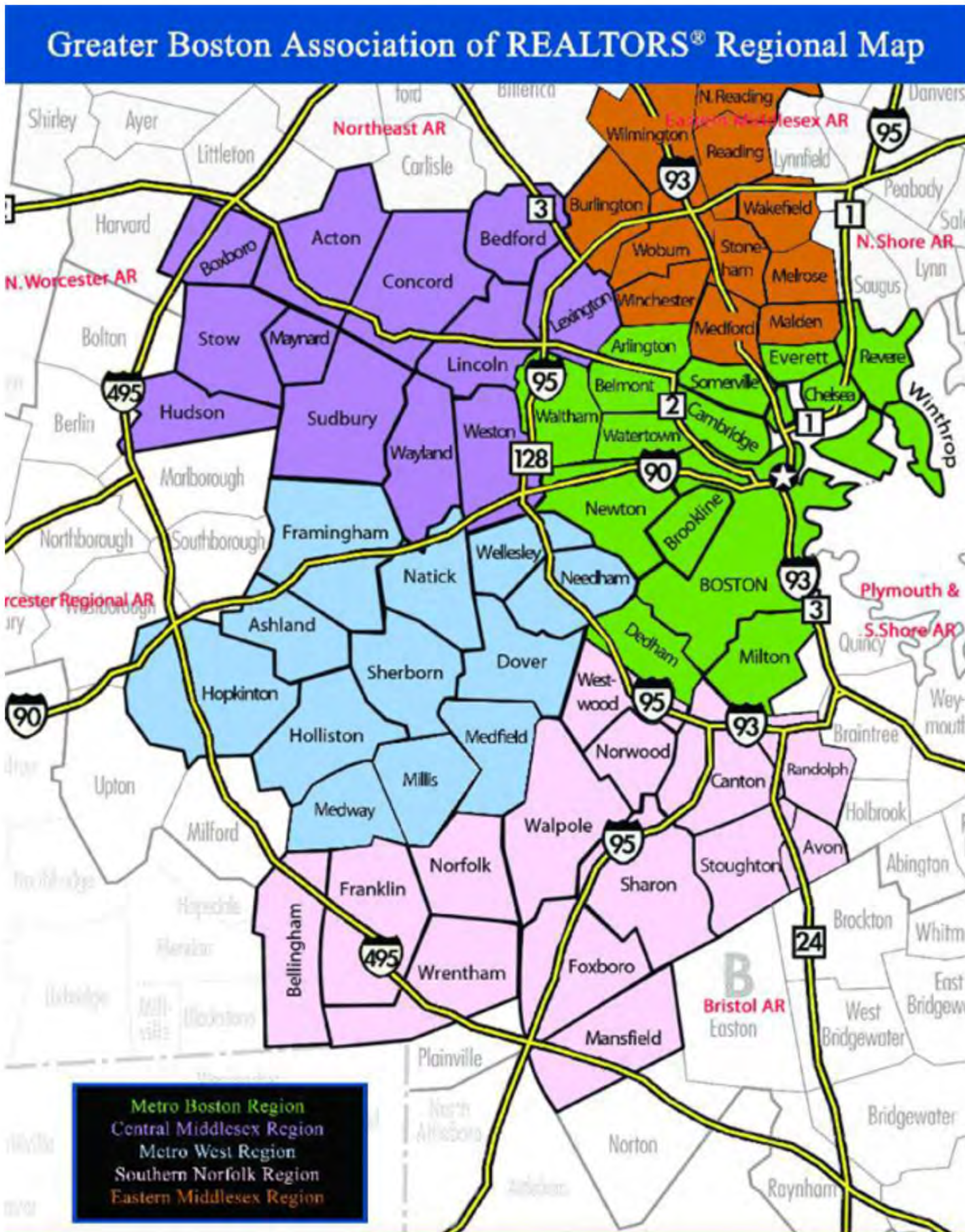
Number of Closed Sales



Median Sales Price



GBAR JURISDICTIONAL AREA



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