

MONTHLY MARKET INSIGHTS REPORT

January 2024

Single-Family Homes

The 519 homes sold this month made for the twentieth most active January on record and a modest 1.4 percent increase from the 512 homes sold in January 2023. The median sales price rose to a new record high for the month of January at \$820,000, which is a 16.2 percent increase from the January 2023 median sales price of \$705,500.

Condominiums

With 411 condos sold, it was the twenty-first most active January on record in Greater Boston and is a 27.3 percent decline from the 565 units sold in January 2023. The median sales price of condos fell 0.7 percent from \$690,000 in January 2023 to \$685,000 this year.

Multi-Family Homes

This month, there were 95 multi-family units sold in Greater Boston, which reflects a 3.2 percent increase in sales volume from the 92 multi-family units sold in January 2023.



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 02/10/24

Greater Boston Market Summary



Includes all 64 towns within the GBAR jurisdictional area

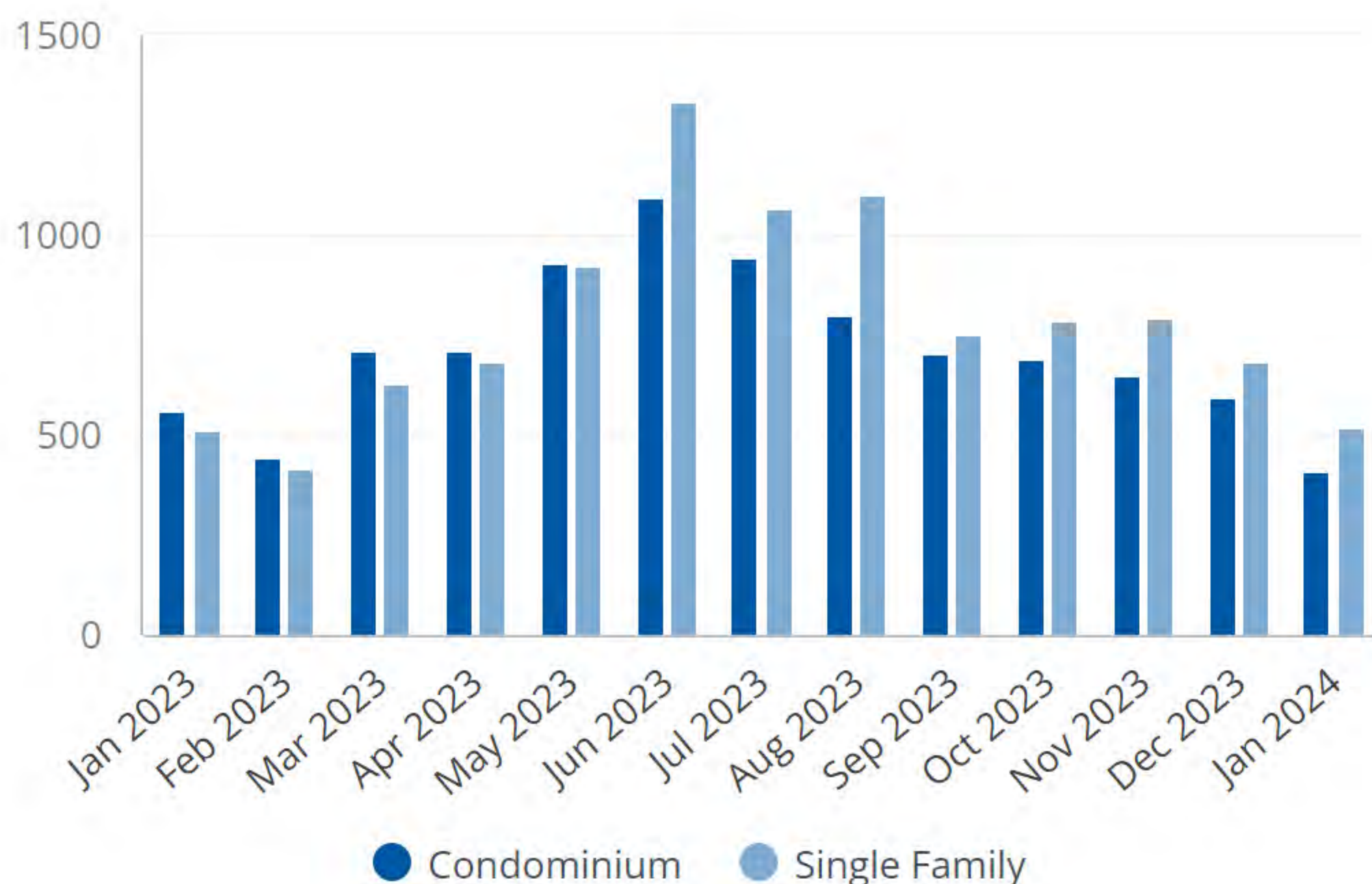
Single Family Homes

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$820,000	\$705,500	⬆️ 16.2%	\$797,500	⬆️ 2.8%	\$820,000	\$705,500	⬆️ 16.2%
Closed Sales	519	512	⬆️ 1.4%	688	⬆️ -24.6%	519	512	⬆️ 1.4%
New Listings	682	640	⬆️ 6.6%	291	⬆️ 134.4%	682	640	⬆️ 6.6%
Pending Sales	464	457	⬆️ 1.5%	487	⬆️ -4.7%	464	457	⬆️ 1.5%
Median Days on Market	21	27	⬆️ -22.2%	28	⬆️ -25.0%	21	27	⬆️ -22.2%
Price per Square Foot	\$399	\$367	⬆️ 8.6%	\$404	⬆️ -1.4%	\$399	\$367	⬆️ 8.6%
Sold to Original Price Ratio	98.3%	96.5%	⬆️ 1.9%	99.3%	⬆️ -1.0%	98.3%	96.5%	⬆️ 1.9%
Active Inventory	820	918	⬆️ -10.7%	676	⬆️ 21.3%	—	—	—
Months Supply of Inventory	1.6	1.8	⬆️ -11.9%	1.0	⬆️ 60.8%	—	—	—

Condominiums

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$685,000	\$690,000	⬆️ -0.7%	\$695,000	⬆️ -1.4%	\$685,000	\$690,000	⬆️ -0.7%
Closed Sales	411	565	⬆️ -27.3%	596	⬆️ -31.0%	411	565	⬆️ -27.3%
New Listings	925	823	⬆️ 12.4%	315	⬆️ 193.7%	925	823	⬆️ 12.4%
Pending Sales	510	486	⬆️ 4.9%	415	⬆️ 22.9%	510	486	⬆️ 4.9%
Median Days on Market	22.5	31	⬆️ -27.4%	33	⬆️ -31.8%	23	31	⬆️ -27.4%
Price per Square Foot	\$543	\$527	⬆️ 3.0%	\$565	⬆️ -3.9%	\$543	\$527	⬆️ 3.0%
Sold to Original Price Ratio	98.0%	97.8%	⬆️ 0.2%	98.0%	⬆️ 0.0%	98.0%	97.8%	⬆️ 0.2%
Active Inventory	1,276	1,289	⬆️ -1.0%	1,056	⬆️ 20.8%	—	—	—
Months Supply of Inventory	3.1	2.3	⬆️ 36.1%	1.8	⬆️ 75.2%	—	—	—

Number of Closed Sales



Median Sales Price



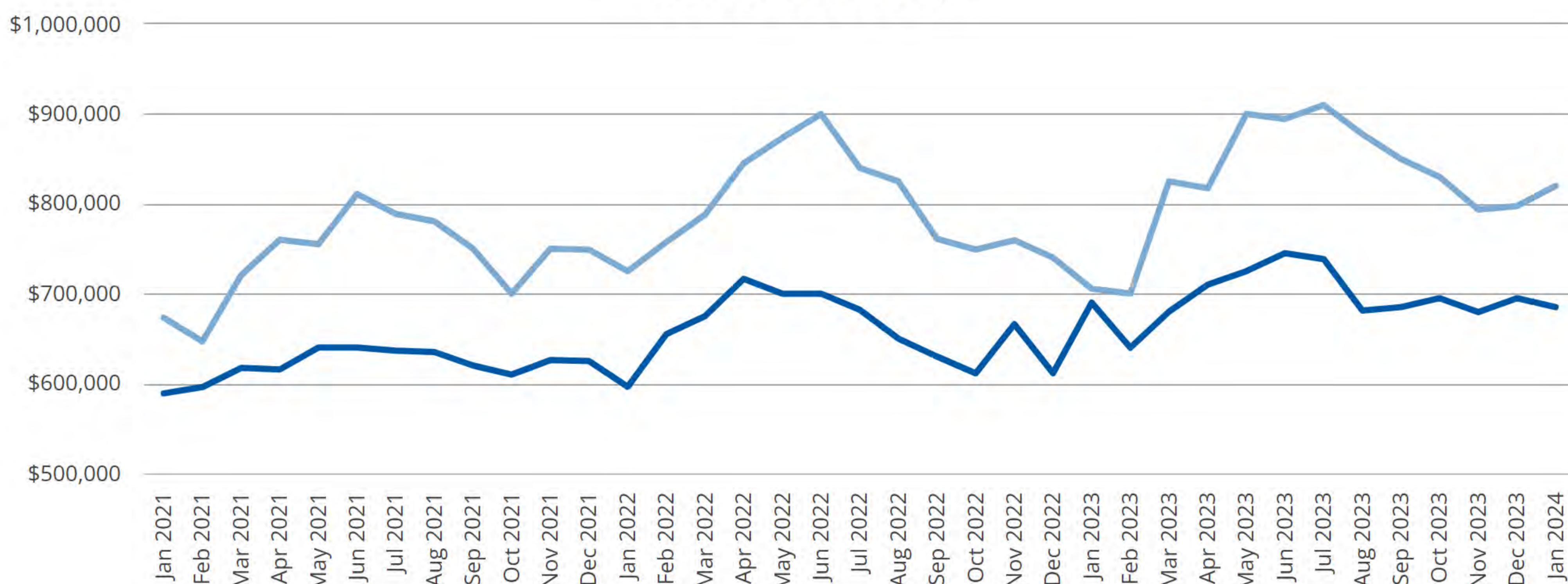
Median Sales Price



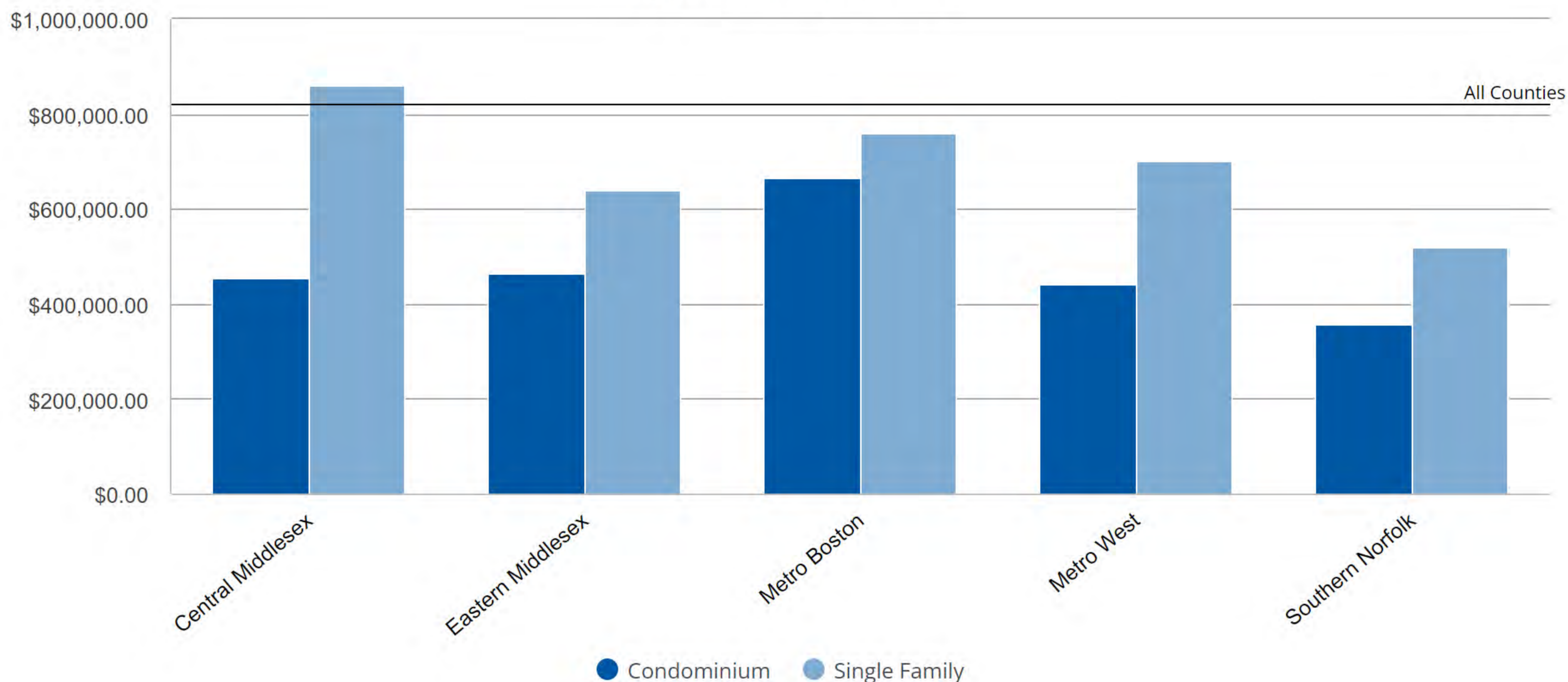
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	January 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$820,000	⬆️ 2.8%	⬆️ 16.2%	⬆️ 16.2%
CONDO	\$685,000	⬆️ -1.4%	⬆️ -0.7%	⬆️ -0.7%

Historical Activity



Region Comparison



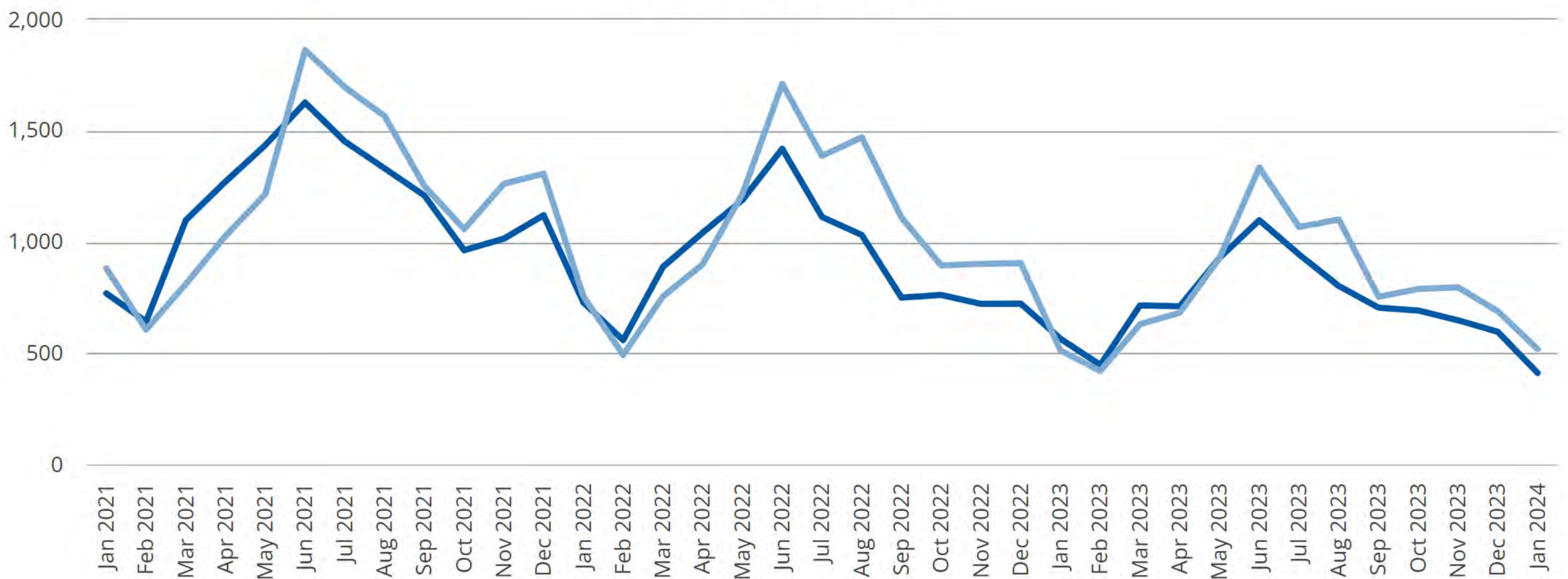
Closed Sales



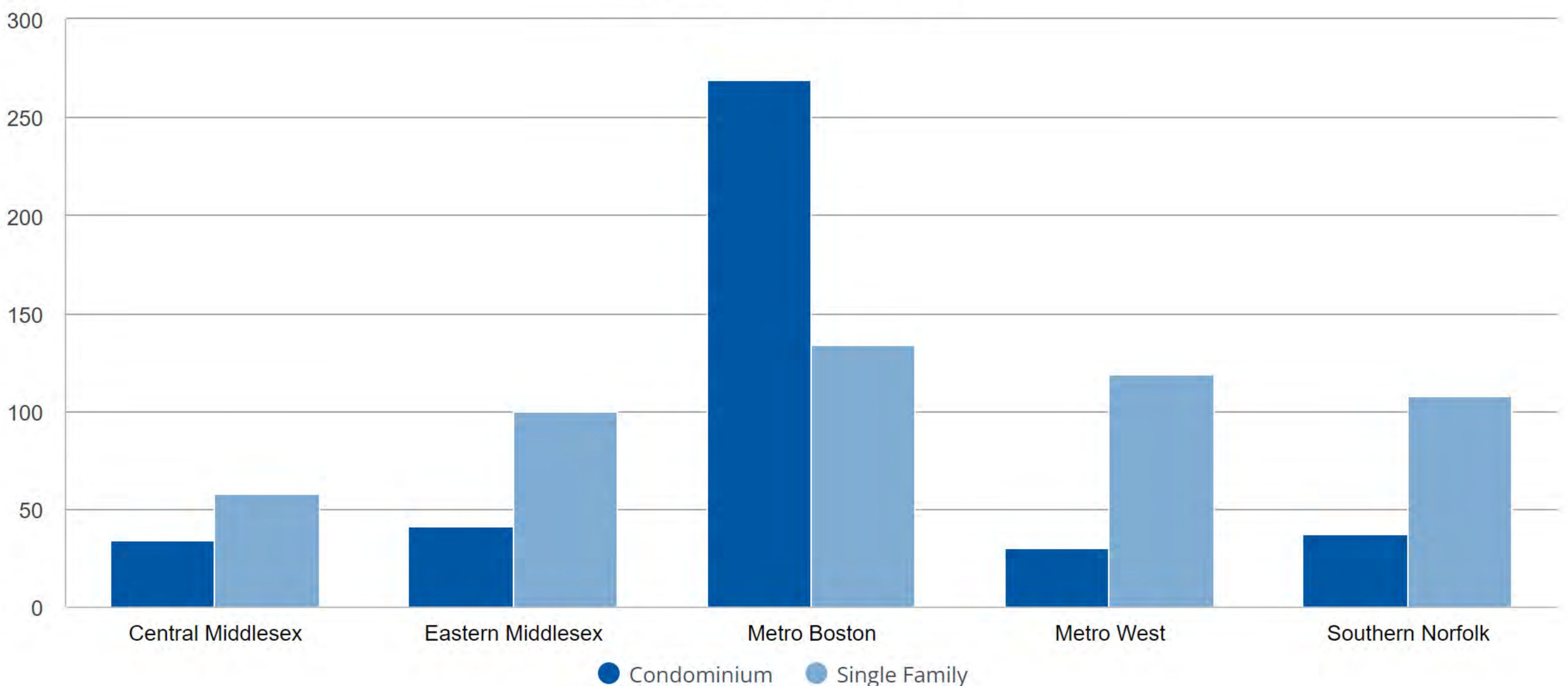
The number of properties that sold.

	January 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	519	⚡ -24.6%	⬆️ 1.4%	⬆️ 1.4%
CONDO	411	⚡ -31.0%	⬆️ -27.3%	⬆️ -27.3%

Historical Activity



Region Comparison



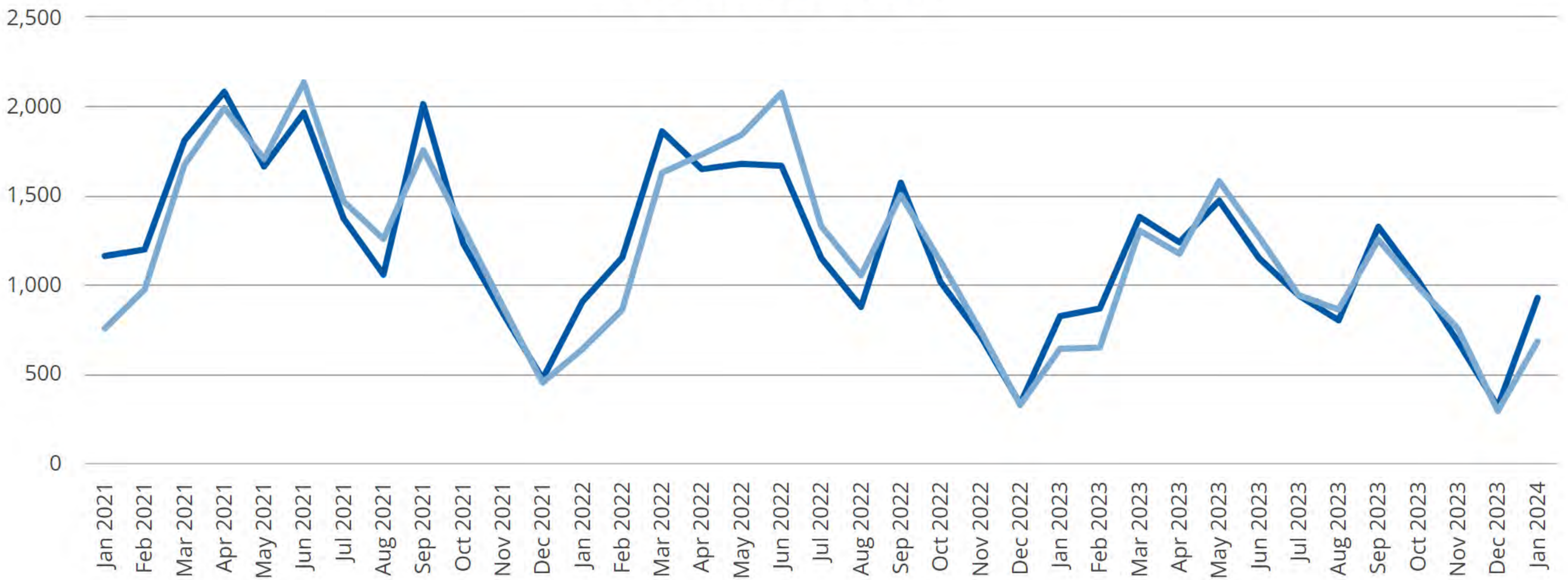
New Listings



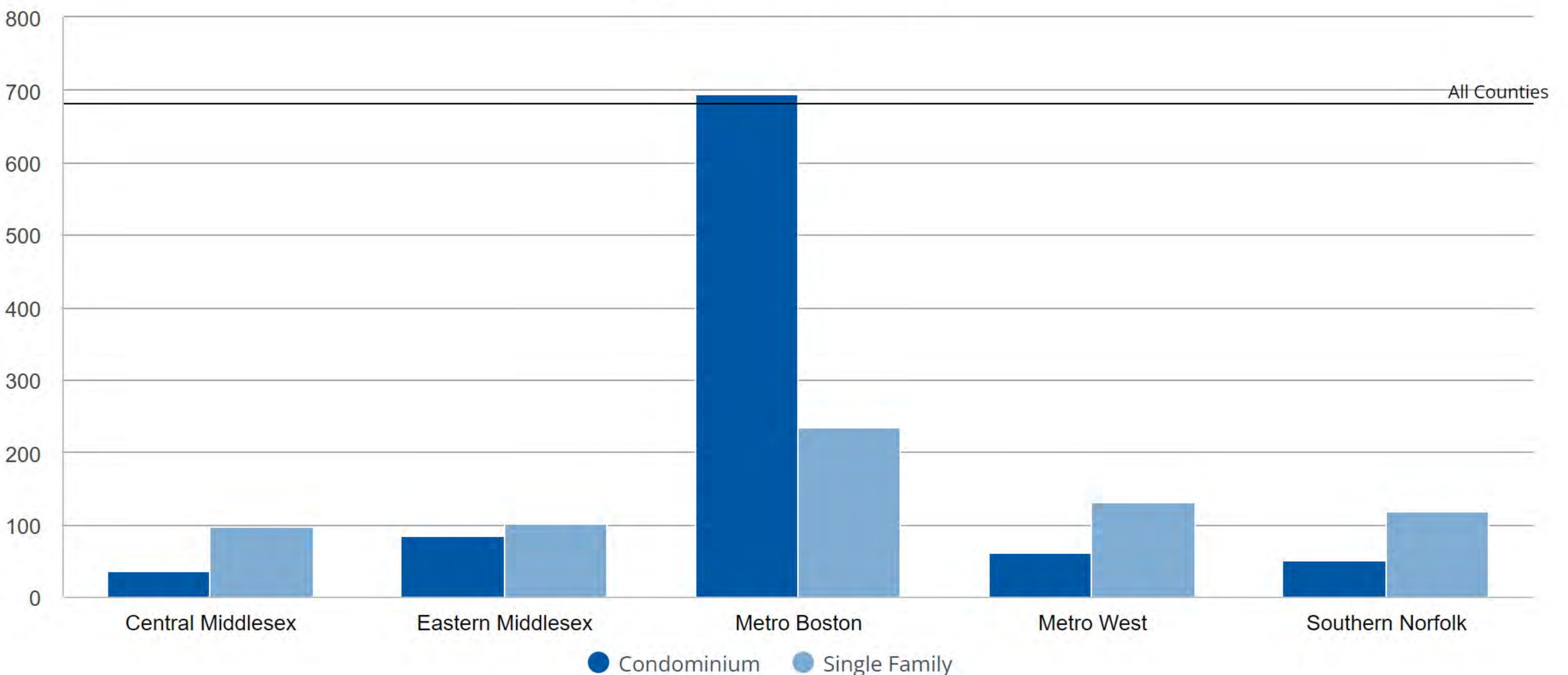
The number of properties listed regardless of current status.

	January 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	682	⬆️ 134.4%	⬆️ 6.6%	⬆️ 6.6%
CONDO	925	⬆️ 193.7%	⬆️ 12.4%	⬆️ 12.4%

Historical Activity



Region Comparison



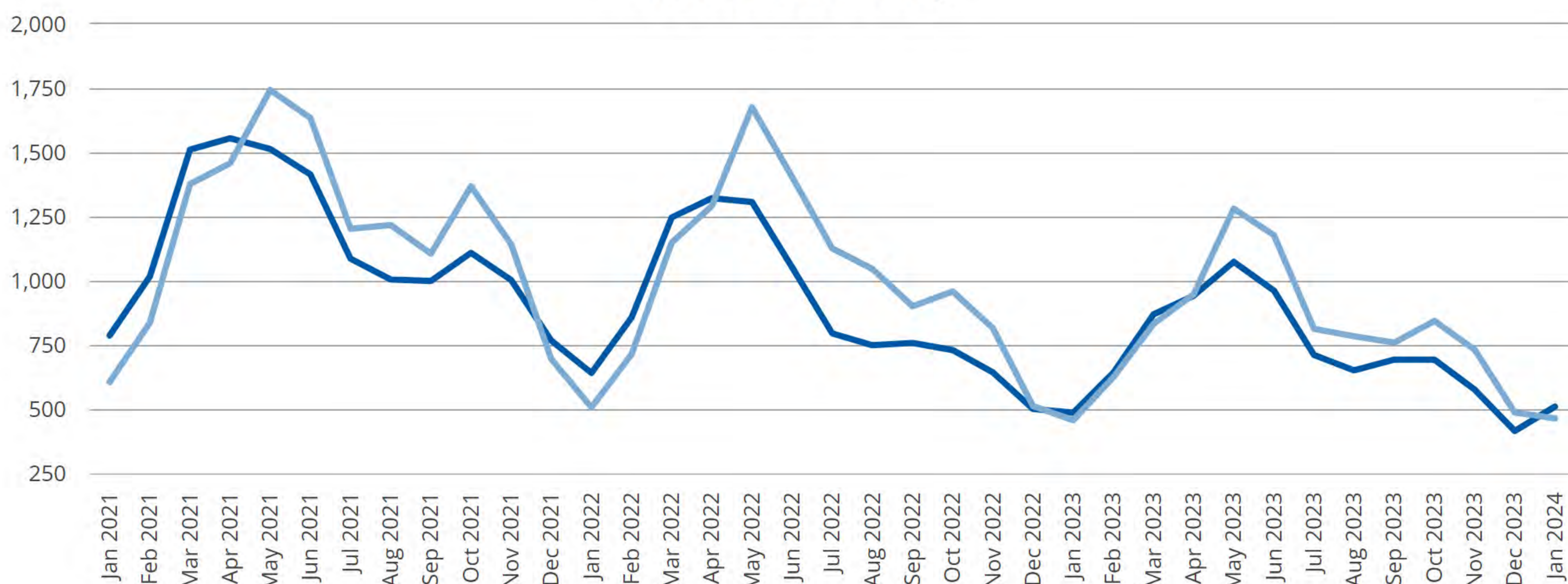
Pending Sales



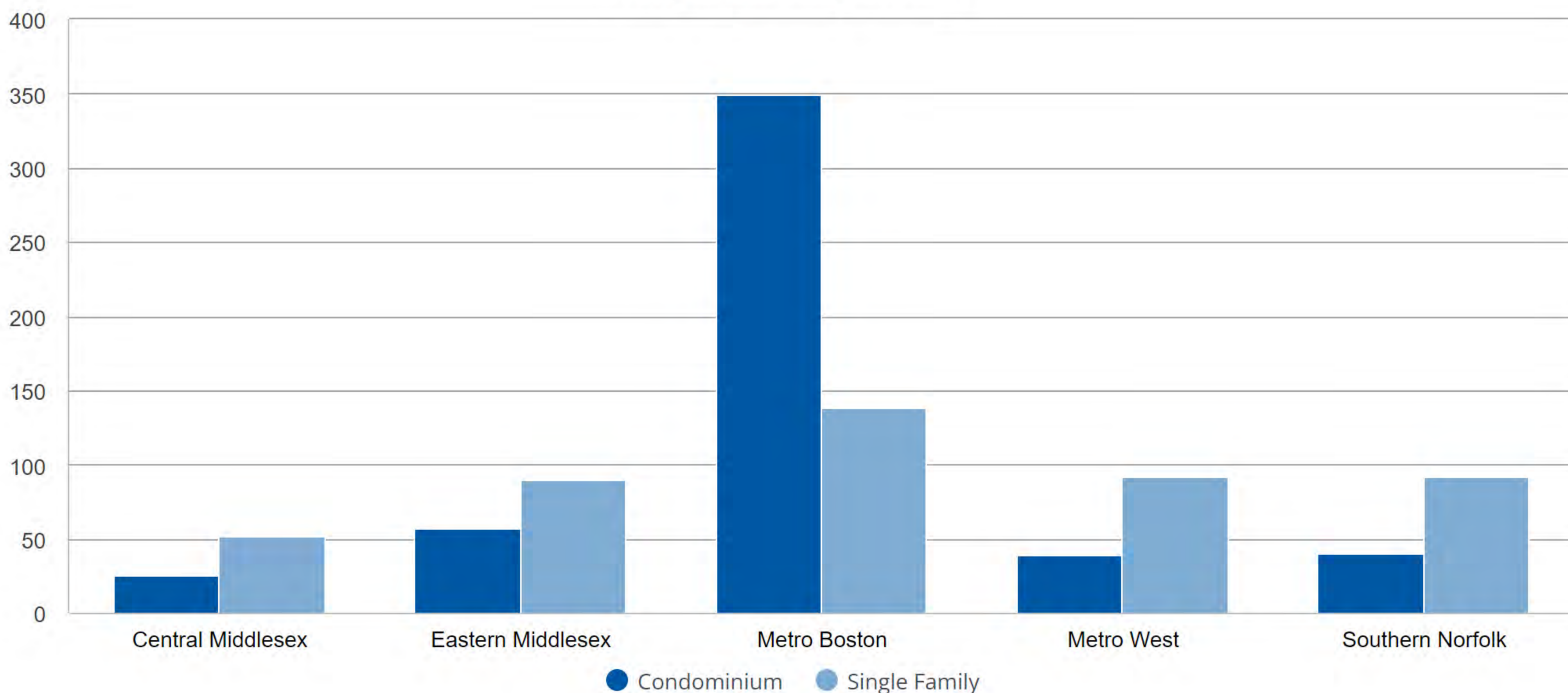
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	January 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	464	⚡ -4.7%	⬆️ 1.5%	⬆️ 1.5%
CONDO	510	⬆️ 22.9%	⬆️ 4.9%	⬆️ 4.9%

Historical Activity



Region Comparison



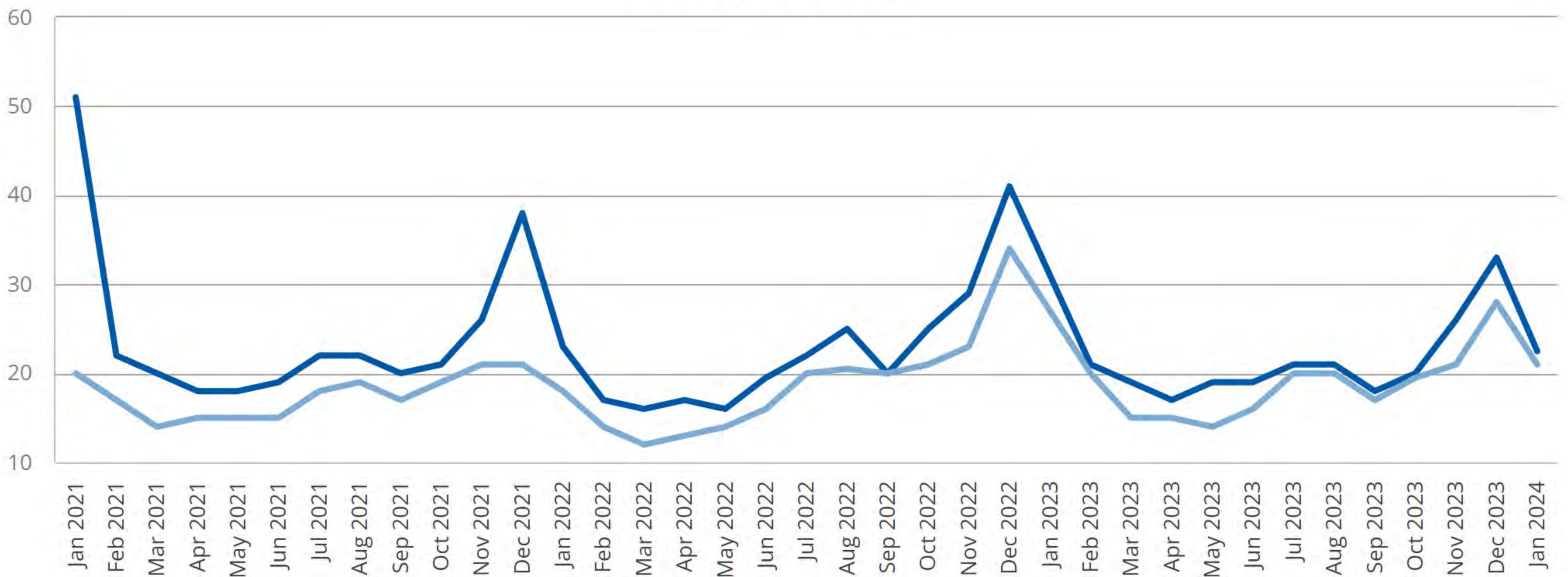
Days on Market



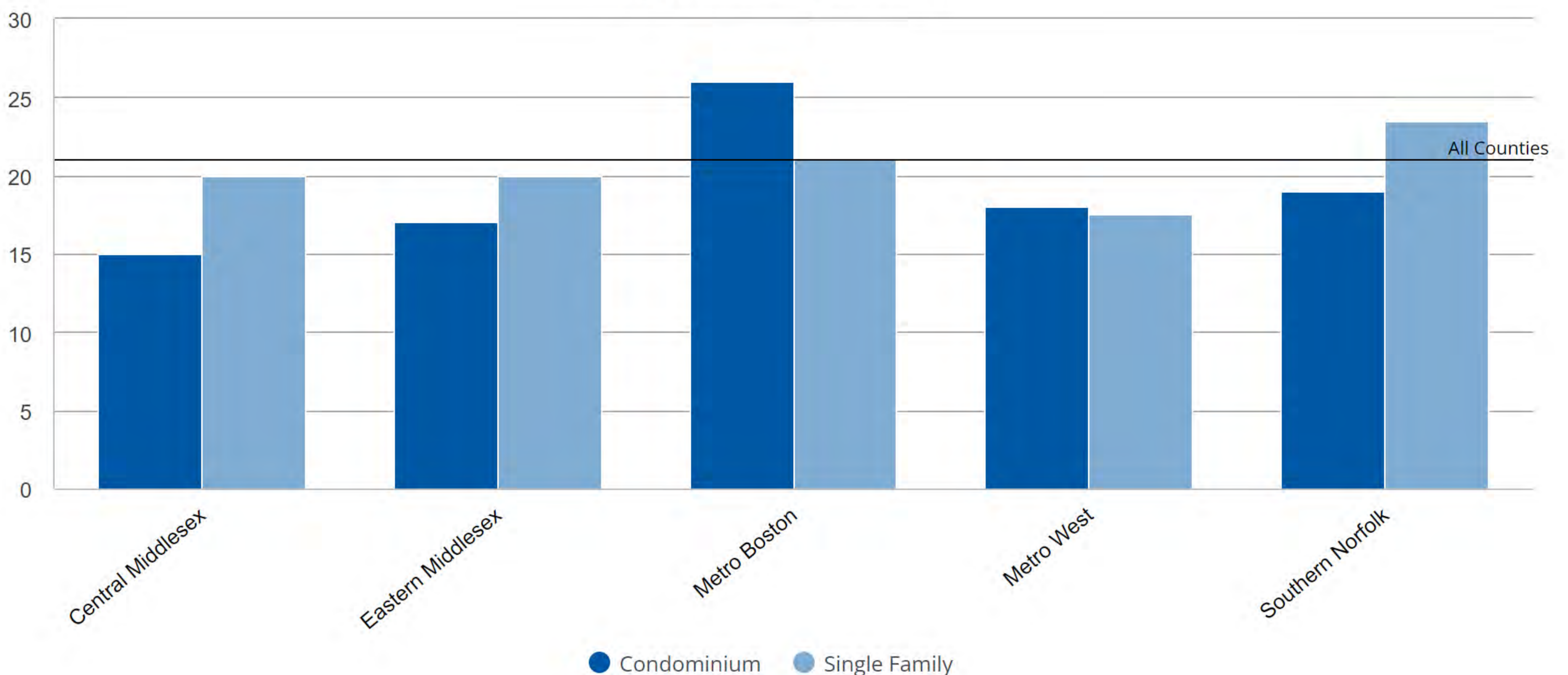
The median number of days between when a property is listed and the purchase contract date.

	January 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	21	⌵ -25.0%	⌵ -22.2%	⌵ -22.2%
CONDO	23	⌵ -31.8%	⌵ -27.4%	⌵ -27.4%

Historical Activity



Region Comparison



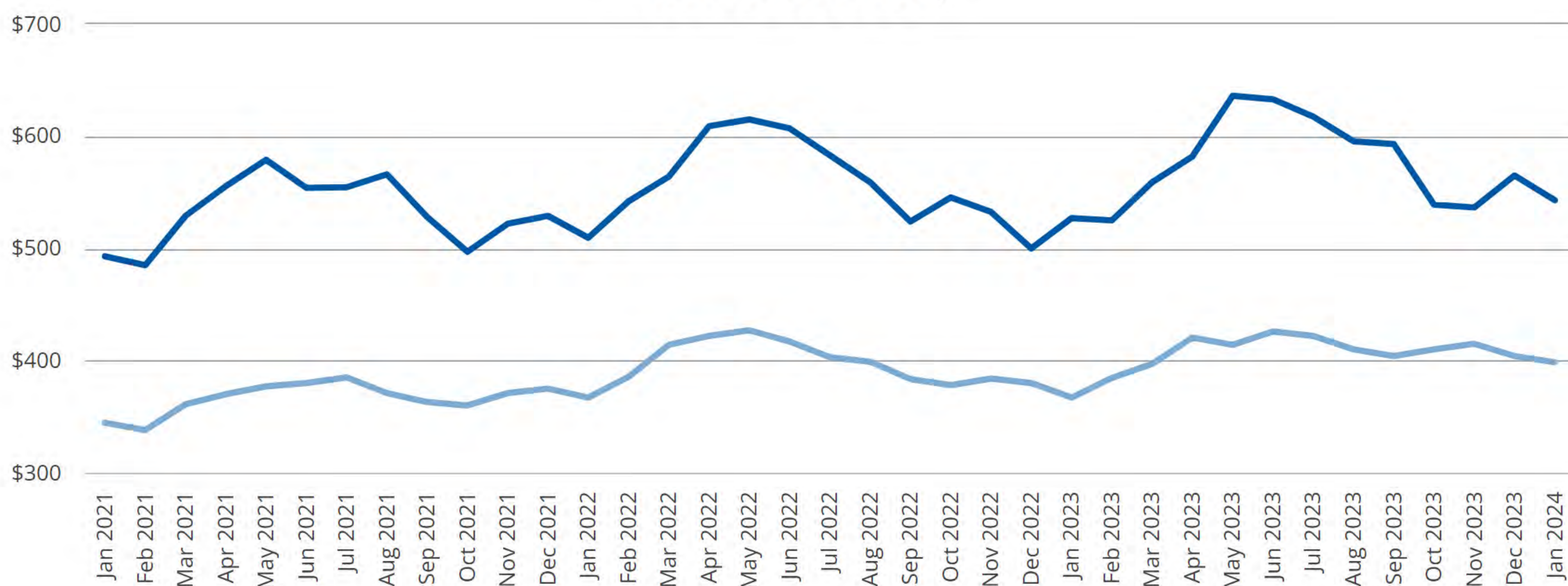
Price per Square Foot



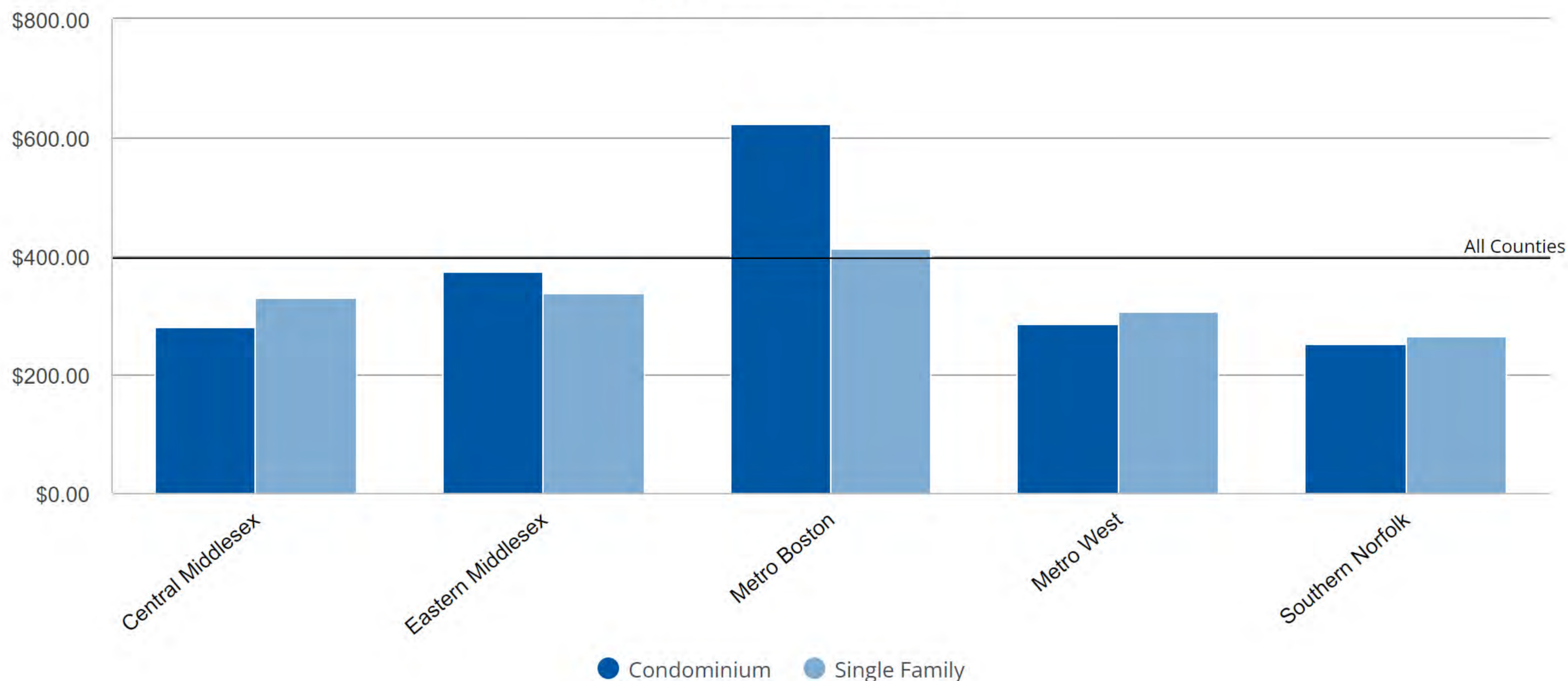
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	January 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$399	⚡ -1.4%	⬆️ 8.6%	⬆️ 8.6%
CONDO	\$543	⚡ -3.9%	⬆️ 3.0%	⬆️ 3.0%

Historical Activity



Region Comparison



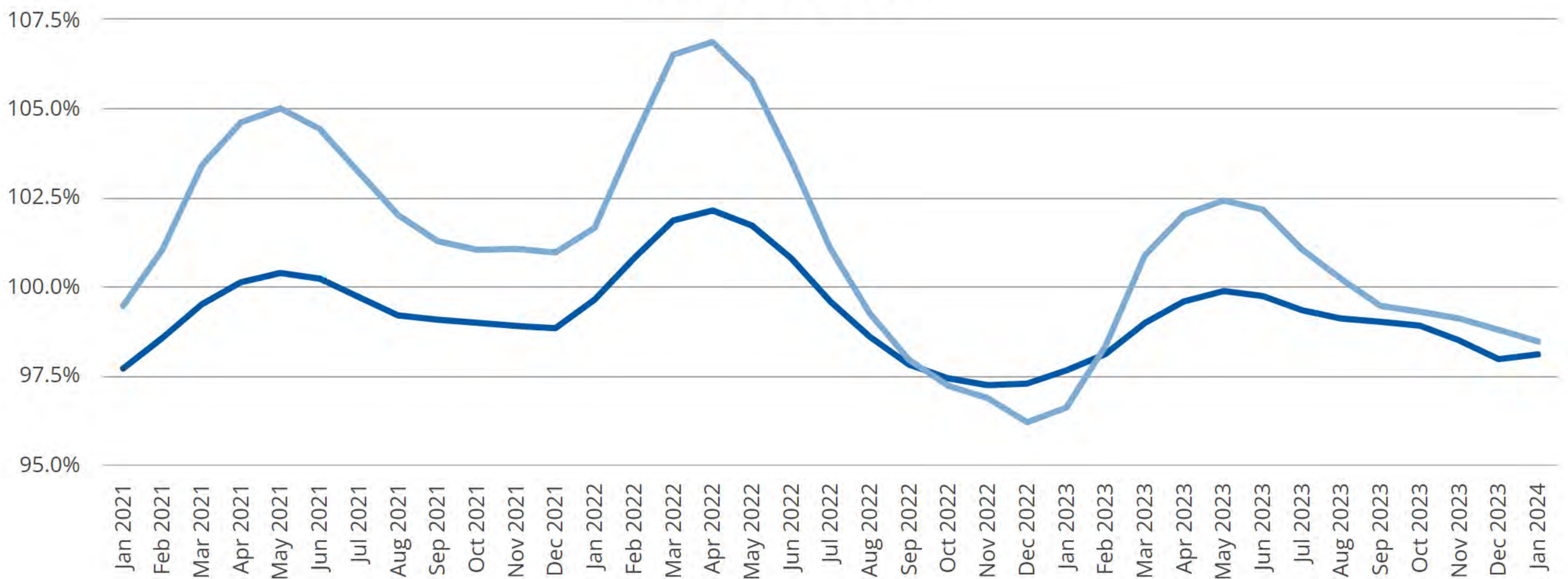
Sold to Original Price Ratio



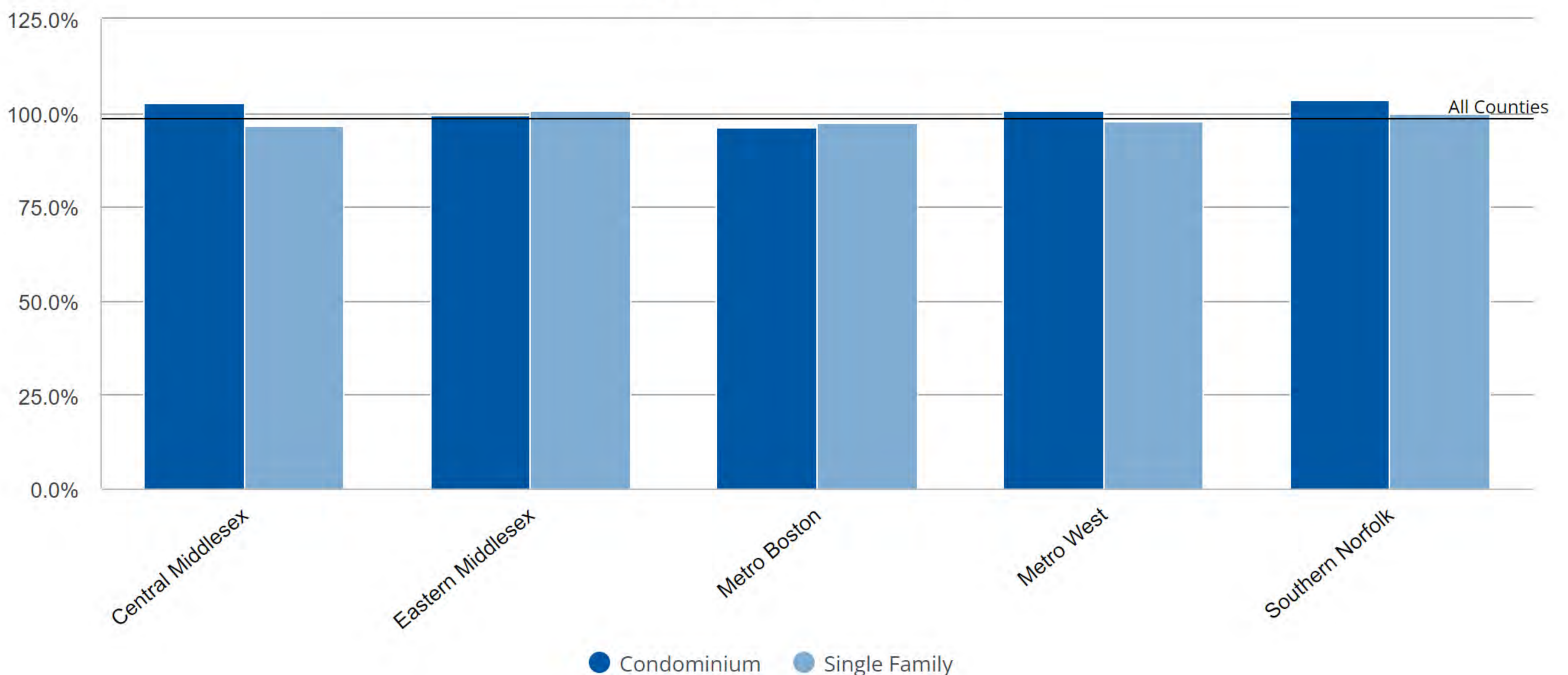
The average of the sales price divided by the original list price expressed as a percentage.

	January 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	98.5%	⚡ -0.3%	⬆️ 1.9%	⬆️ 1.9%
CONDO	98.1%	⬆️ 0.1%	⬆️ 0.5%	⬆️ 0.5%

Historical Activity



Region Comparison



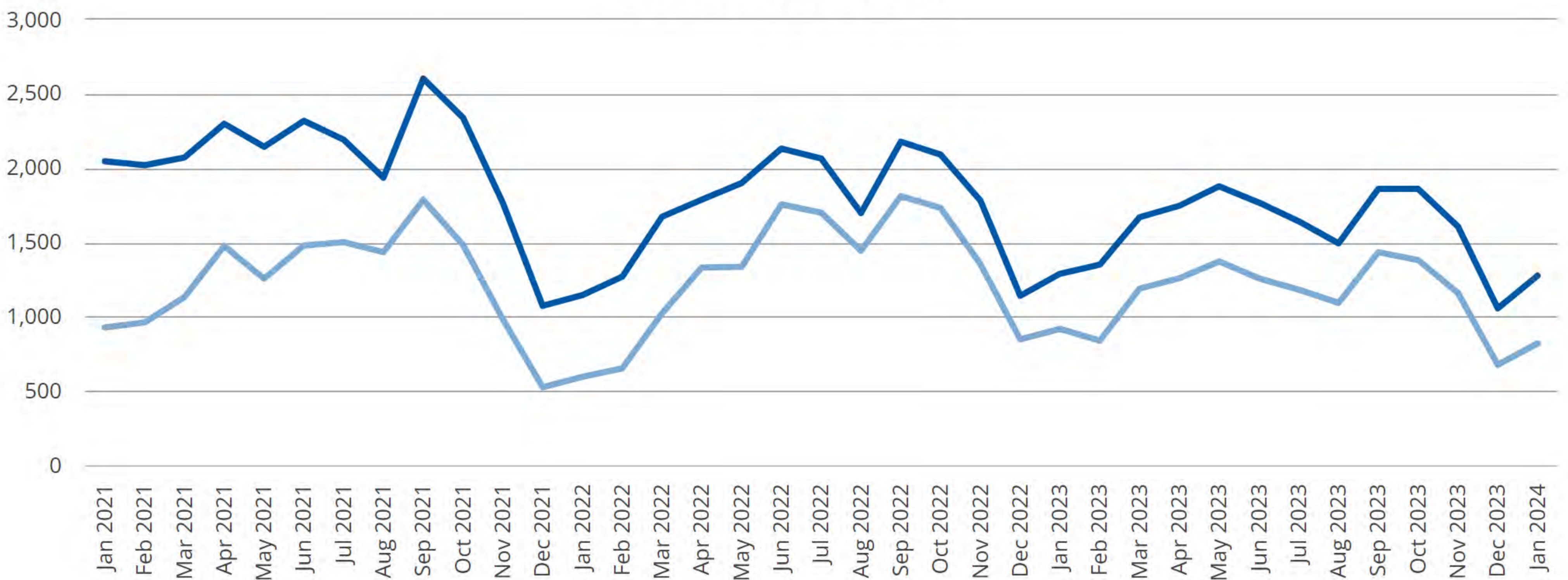
Active Inventory



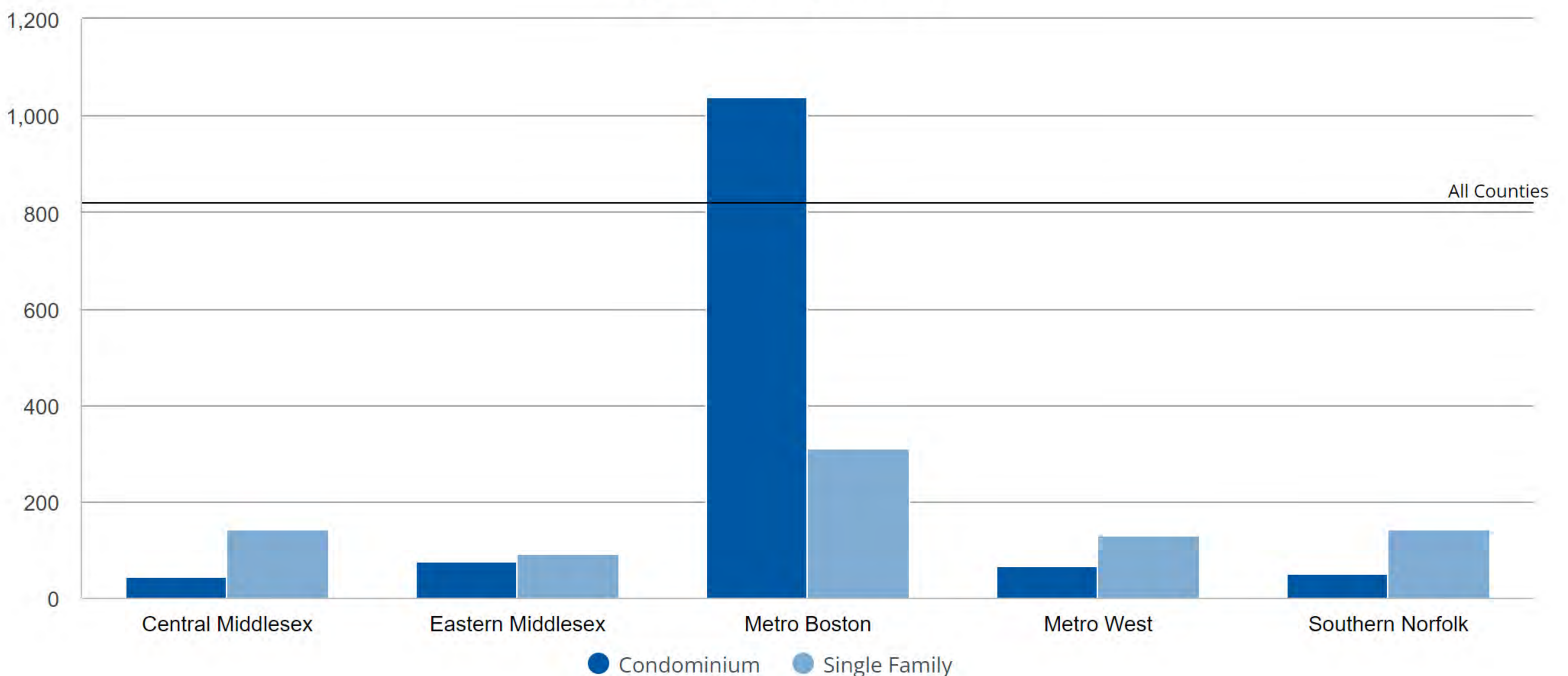
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	January 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	820	⬆️ 21.3%	⬇️ -10.7%	—
CONDO	1,276	⬆️ 20.8%	⬇️ -1.0%	—

Historical Activity



Region Comparison



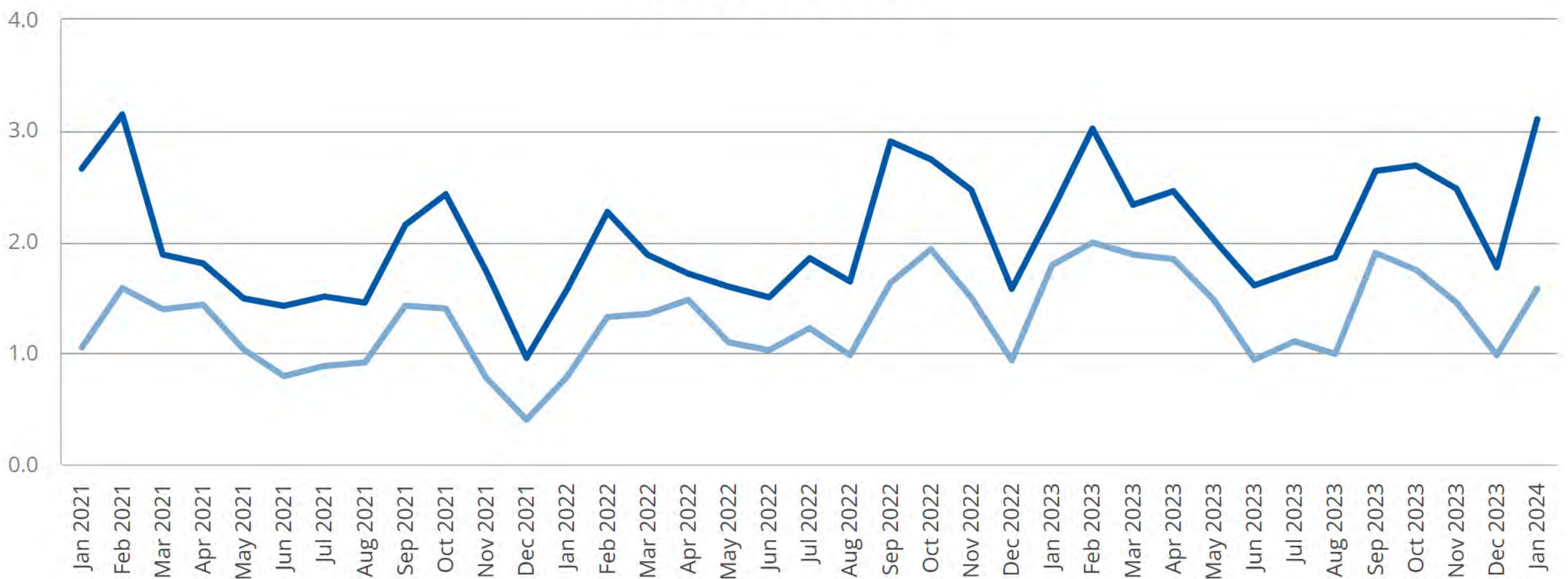
Months Supply of Inventory



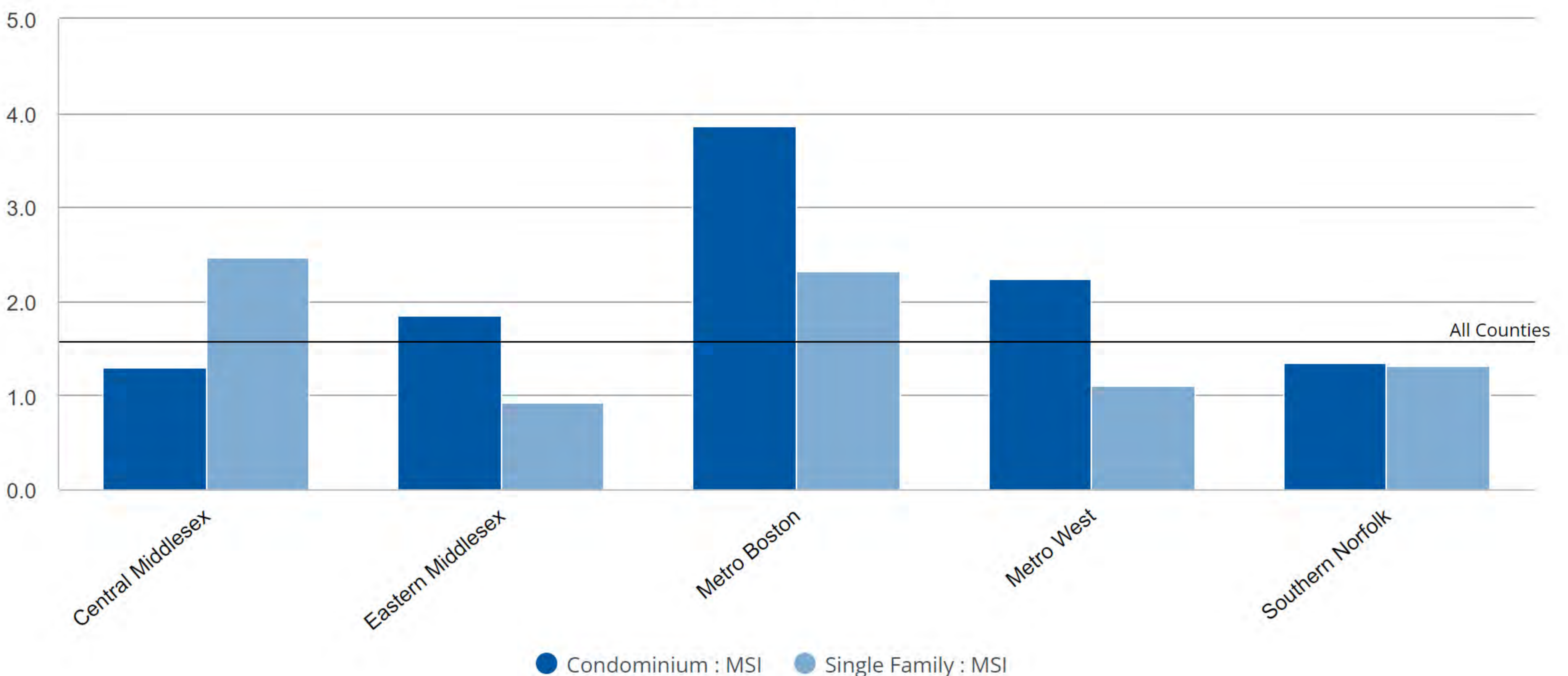
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	January 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1.6	⬆️ 60.8%	⬇️ -11.9%	—
CONDO	3.1	⬆️ 75.2%	⬆️ 36.1%	—

Historical Activity



Region Comparison



Central Middlesex Region



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

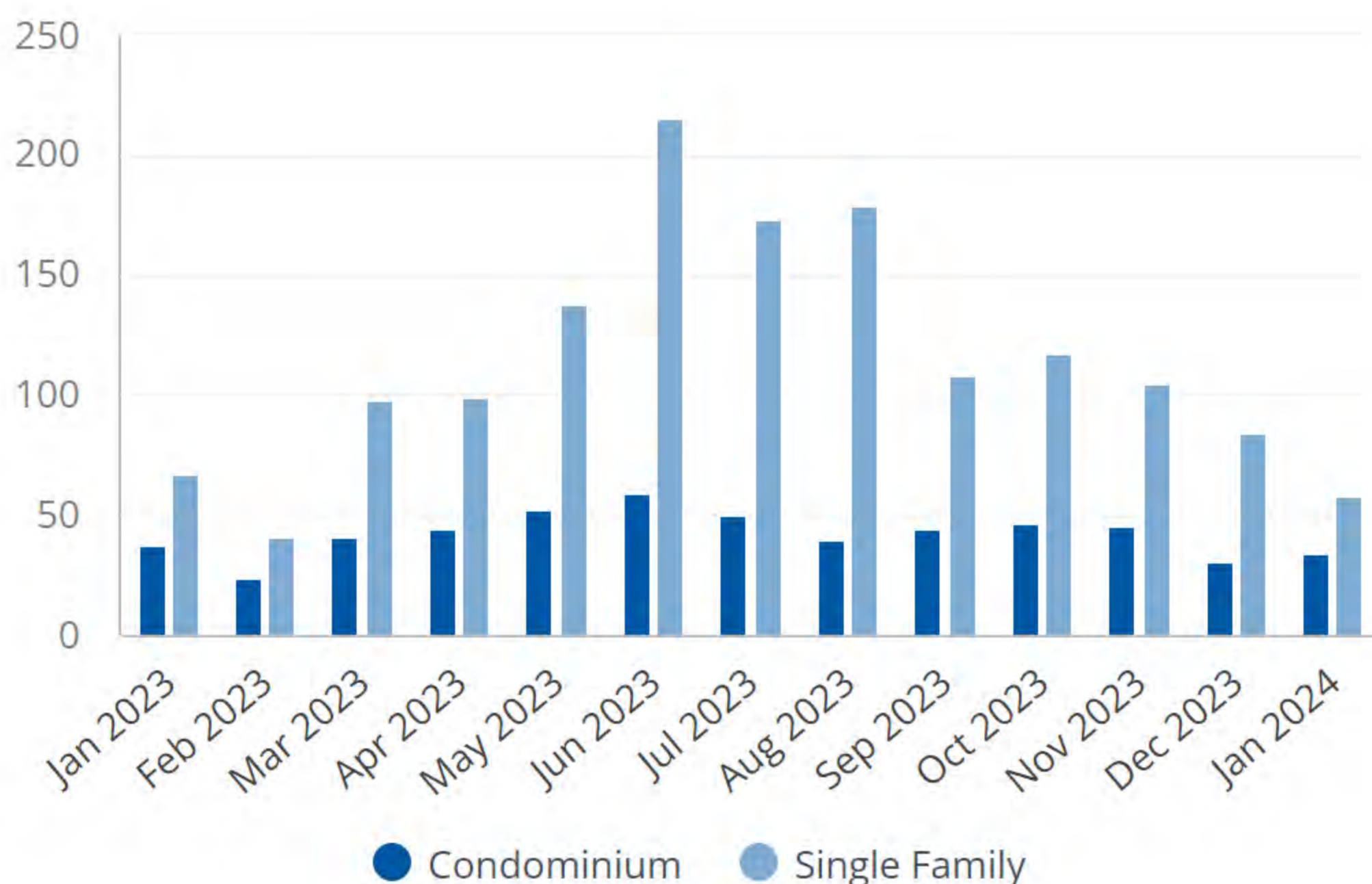
Single Family Homes

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$1,180,500	\$1,105,000	⬆️ 6.8%	\$1,093,750	⬆️ 7.9%	\$1,180,500	\$1,105,000	⬆️ 6.8%
Closed Sales	58	67	⬆️ -13.4%	84	⬆️ -31.0%	58	67	⬆️ -13.4%
New Listings	98	87	⬆️ 12.6%	31	⬆️ 216.1%	98	87	⬆️ 12.6%
Pending Sales	52	47	⬆️ 10.6%	72	⬆️ -27.8%	52	47	⬆️ 10.6%
Median Days on Market	20	24	⬆️ -16.7%	42.5	⬆️ -52.9%	20	24	⬆️ -16.7%
Price per Square Foot	\$411	\$378	⬆️ 8.6%	\$394	⬆️ 4.3%	\$411	\$378	⬆️ 8.6%
Sold to Original Price Ratio	95.5%	96.3%	⬆️ -0.8%	99.1%	⬆️ -3.6%	95.5%	96.3%	⬆️ -0.8%
Active Inventory	143	158	⬆️ -9.5%	112	⬆️ 27.7%	—	—	—
Months Supply of Inventory	2.5	2.4	⬆️ 4.5%	1.3	⬆️ 84.9%	—	—	—

Condominiums

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$549,500	\$511,105.5	⬆️ 7.5%	\$579,000	⬆️ -5.1%	\$549,500	\$511,105.5	⬆️ 7.5%
Closed Sales	34	38	⬆️ -10.5%	31	⬆️ 9.7%	34	38	⬆️ -10.5%
New Listings	35	45	⬆️ -22.2%	19	⬆️ 84.2%	35	45	⬆️ -22.2%
Pending Sales	25	25	⬆️ 0.0%	34	⬆️ -26.5%	25	25	⬆️ 0.0%
Median Days on Market	15	12	⬆️ 25.0%	22	⬆️ -31.8%	15	12	⬆️ 25.0%
Price per Square Foot	\$383	\$350	⬆️ 9.6%	\$346	⬆️ 10.7%	\$383	\$350	⬆️ 9.6%
Sold to Original Price Ratio	102.6%	98.5%	⬆️ 4.1%	98.7%	⬆️ 4.0%	102.6%	98.5%	⬆️ 4.1%
Active Inventory	44	60	⬆️ -26.7%	35	⬆️ 25.7%	—	—	—
Months Supply of Inventory	1.3	1.6	⬆️ -18.0%	1.1	⬆️ 14.6%	—	—	—

Number of Closed Sales



Median Sales Price



Eastern Middlesex Region



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

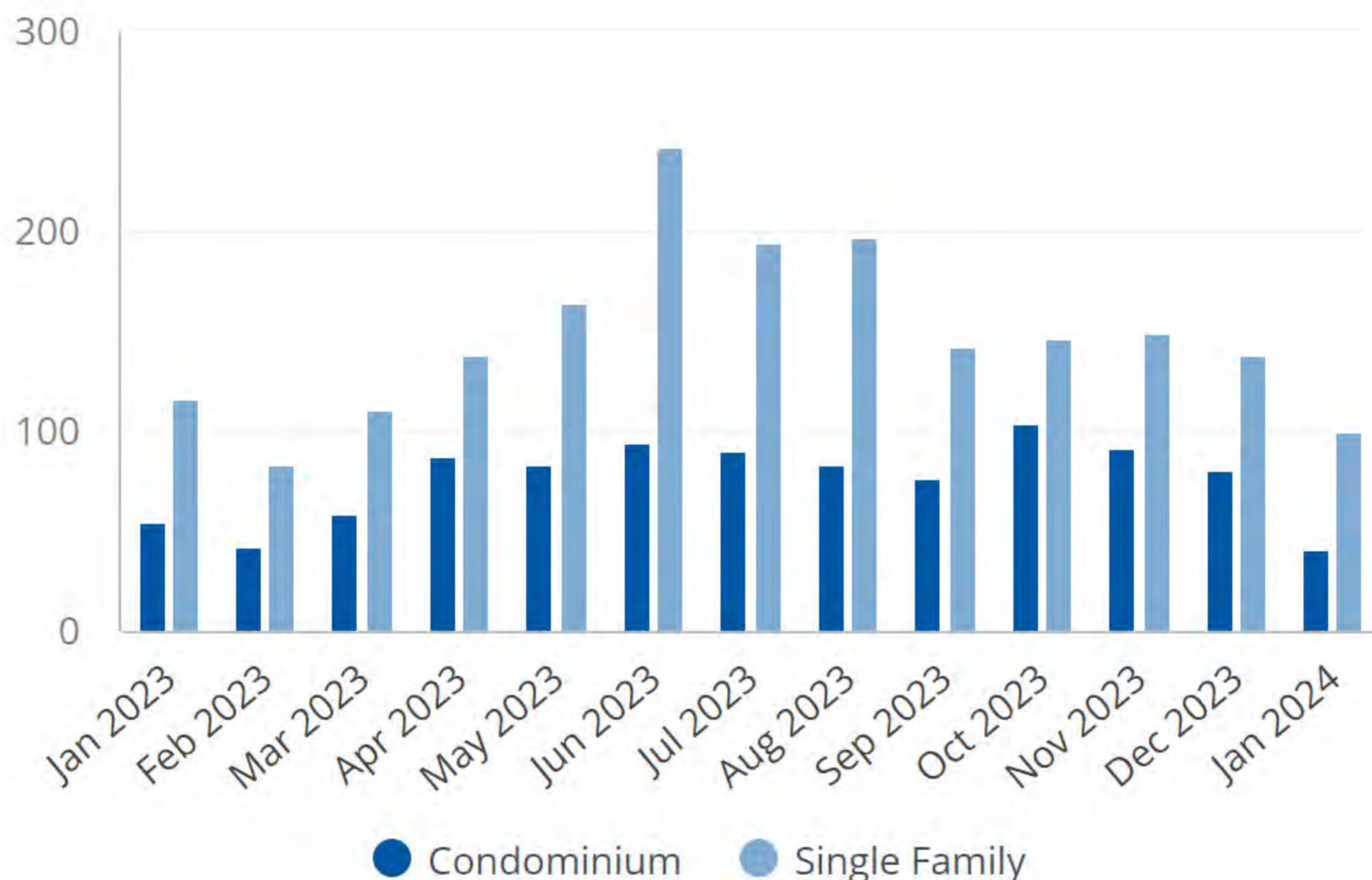
Single Family Homes

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$790,000	\$641,500	⬆️ 23.1%	\$750,000	⬆️ 5.3%	\$790,000	\$641,500	⬆️ 23.1%
Closed Sales	100	116	⬆️ -13.8%	139	⬆️ -28.1%	100	116	⬆️ -13.8%
New Listings	101	118	⬆️ -14.4%	53	⬆️ 90.6%	101	118	⬆️ -14.4%
Pending Sales	90	110	⬆️ -18.2%	94	⬆️ -4.3%	90	110	⬆️ -18.2%
Median Days on Market	20	22	⬆️ -9.1%	21	⬆️ -4.8%	20	22	⬆️ -9.1%
Price per Square Foot	\$408	\$364	⬆️ 12.1%	\$407	⬆️ 0.1%	\$408	\$364	⬆️ 12.1%
Sold to Original Price Ratio	100.2%	96.8%	⬆️ 3.6%	100.8%	⬆️ -0.6%	100.2%	96.8%	⬆️ 3.6%
Active Inventory	93	122	⬆️ -23.8%	91	⬆️ 2.2%	—	—	—
Months Supply of Inventory	0.9	1.1	⬆️ -11.6%	0.7	⬆️ 42.1%	—	—	—

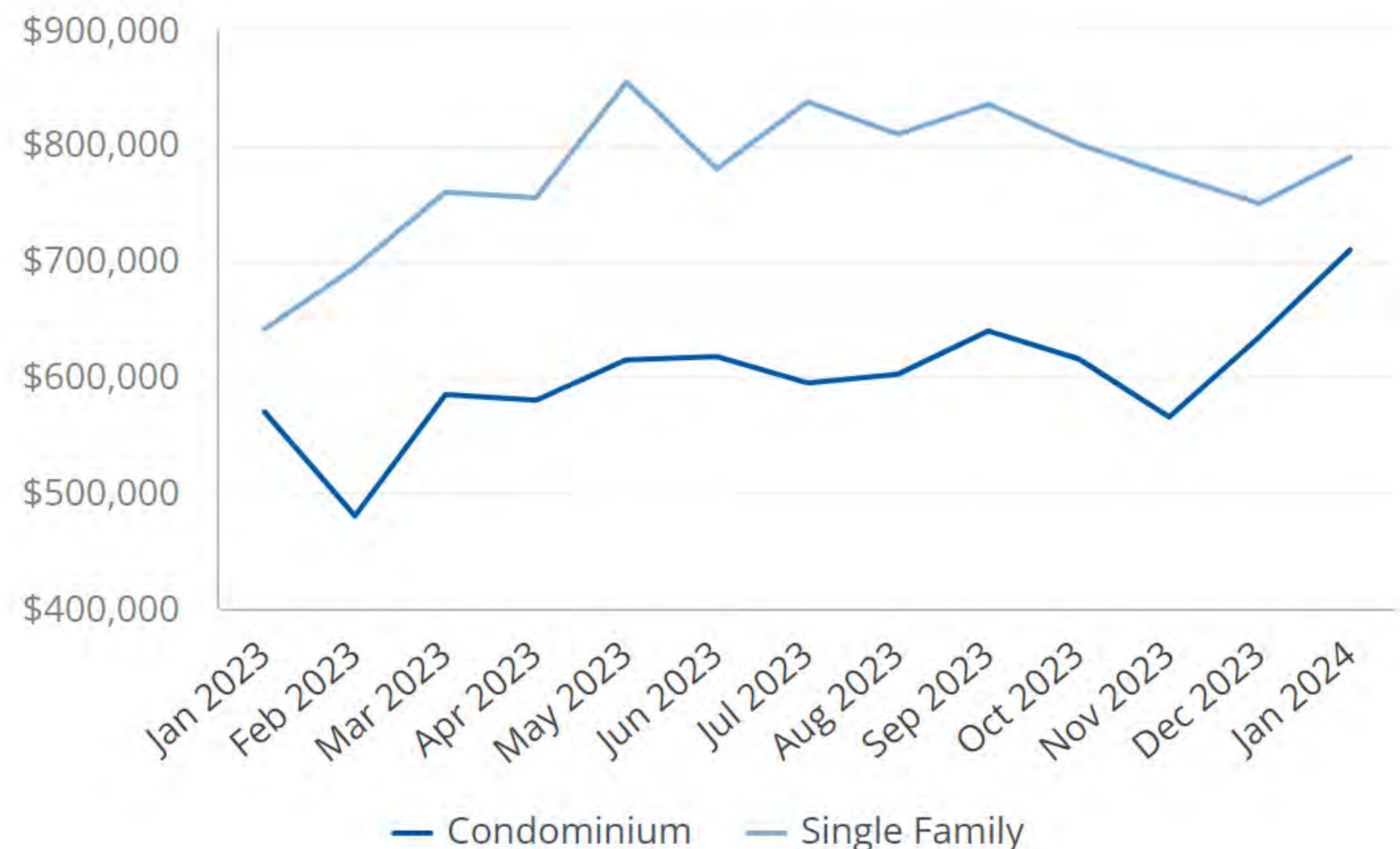
Condominiums

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$710,000	\$570,000	⬆️ 24.6%	\$635,000	⬆️ 11.8%	\$710,000	\$570,000	⬆️ 24.6%
Closed Sales	41	55	⬆️ -25.5%	81	⬆️ -49.4%	41	55	⬆️ -25.5%
New Listings	85	73	⬆️ 16.4%	34	⬆️ 150.0%	85	73	⬆️ 16.4%
Pending Sales	57	58	⬆️ -1.7%	45	⬆️ 26.7%	57	58	⬆️ -1.7%
Median Days on Market	17	20.5	⬆️ -17.1%	21	⬆️ -19.0%	17	21	⬆️ -17.1%
Price per Square Foot	\$455	\$426	⬆️ 6.8%	\$467	⬆️ -2.6%	\$455	\$426	⬆️ 6.8%
Sold to Original Price Ratio	99.1%	98.3%	⬆️ 0.7%	100.3%	⬆️ -1.2%	99.1%	98.3%	⬆️ 0.7%
Active Inventory	76	79	⬆️ -3.8%	60	⬆️ 26.7%	—	—	—
Months Supply of Inventory	1.9	1.4	⬆️ 29.0%	0.7	⬆️ 150.2%	—	—	—

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

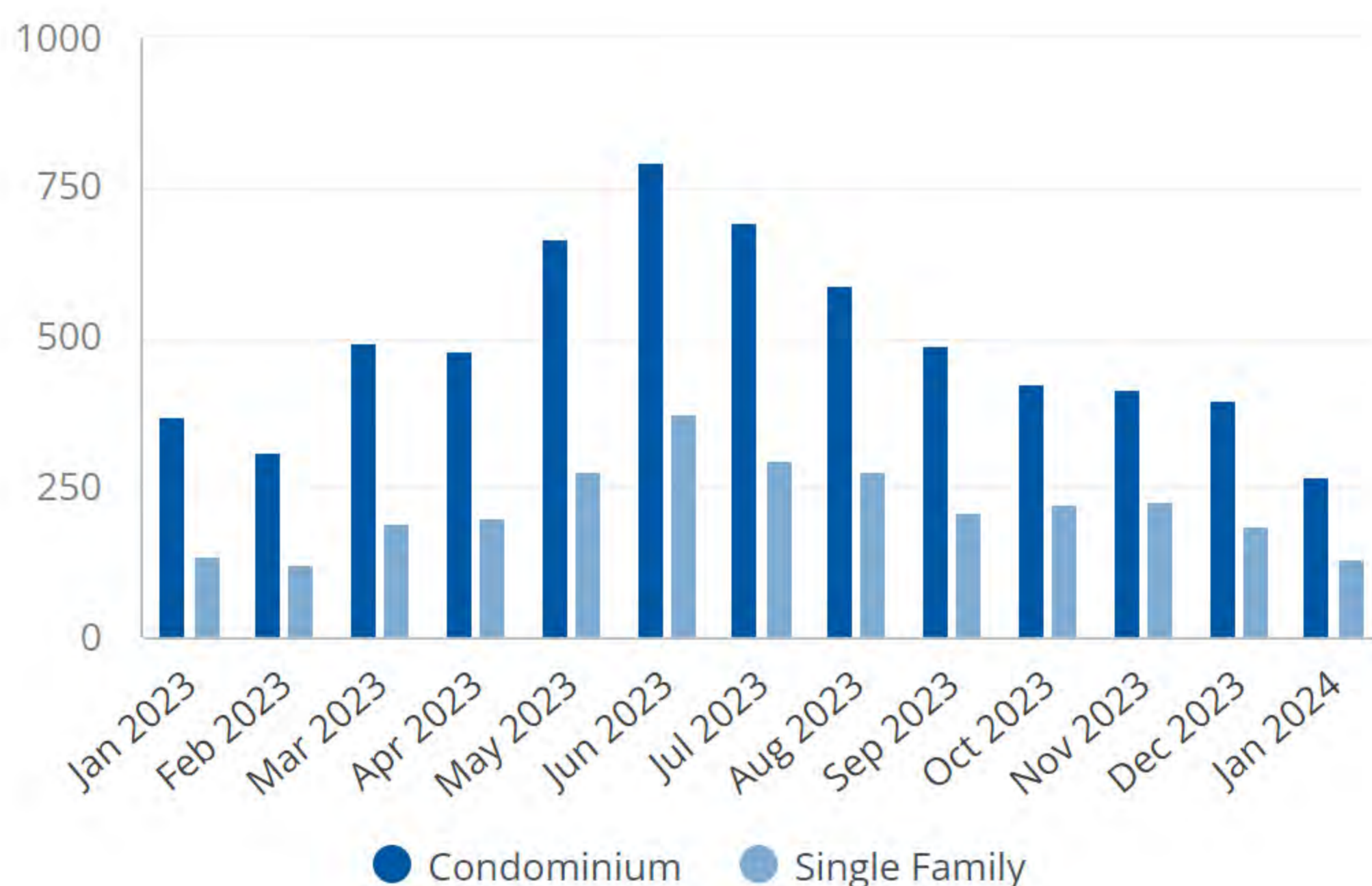
Single Family Homes

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$820,000	\$800,000	↑ 2.5%	\$850,000	↓ -3.5%	\$820,000	\$800,000	↑ 2.5%
Closed Sales	134	137	↓ -2.2%	189	↓ -29.1%	134	137	↓ -2.2%
New Listings	235	199	↑ 18.1%	89	↑ 164.0%	235	199	↑ 18.1%
Pending Sales	138	126	↑ 9.5%	123	↑ 12.2%	138	126	↑ 9.5%
Median Days on Market	21	27	↓ -22.2%	28	↓ -25.0%	21	27	↓ -22.2%
Price per Square Foot	\$467	\$451	↑ 3.5%	\$496	↓ -5.8%	\$467	\$451	↑ 3.5%
Sold to Original Price Ratio	97.5%	95.8%	↑ 1.8%	97.9%	↓ -0.4%	97.5%	95.8%	↑ 1.8%
Active Inventory	311	313	↓ -0.6%	242	↑ 28.5%	—	—	—
Months Supply of Inventory	2.3	2.3	↑ 1.6%	1.3	↑ 81.3%	—	—	—

Condominiums

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$750,000	\$754,950	↓ -0.7%	\$750,000	↔ 0.0%	\$750,000	\$754,950	↓ -0.7%
Closed Sales	269	370	↓ -27.3%	399	↓ -32.6%	269	370	↓ -27.3%
New Listings	694	596	↑ 16.4%	225	↑ 208.4%	694	596	↑ 16.4%
Pending Sales	349	333	↑ 4.8%	285	↑ 22.5%	349	333	↑ 4.8%
Median Days on Market	26	38	↓ -31.6%	46	↓ -43.5%	26	38	↓ -31.6%
Price per Square Foot	\$687	\$682	↑ 0.8%	\$670	↑ 2.5%	\$687	\$682	↑ 0.8%
Sold to Original Price Ratio	96.2%	96.7%	↓ -0.4%	96.9%	↓ -0.6%	96.2%	96.7%	↓ -0.4%
Active Inventory	1,039	1,005	↑ 3.4%	860	↑ 20.8%	—	—	—
Months Supply of Inventory	3.9	2.7	↑ 42.2%	2.2	↑ 79.2%	—	—	—

Number of Closed Sales



Median Sales Price



Metro West Region



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

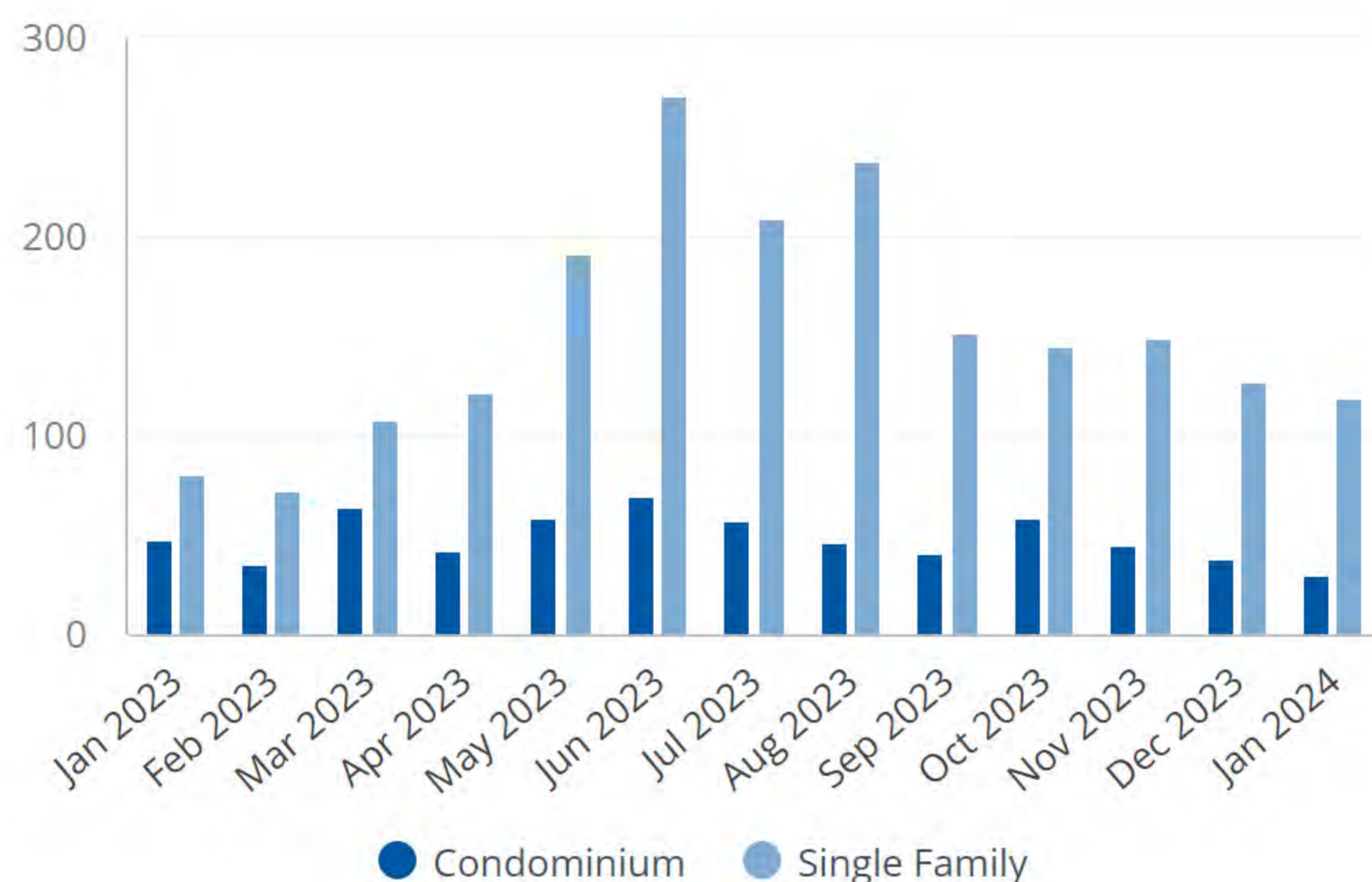
Single Family Homes

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$940,000	\$1,025,000	▼ -8.3%	\$899,950	▲ 4.5%	\$940,000	\$1,025,000	▼ -8.3%
Closed Sales	119	81	▲ 46.9%	128	▼ -7.0%	119	81	▲ 46.9%
New Listings	130	108	▲ 20.4%	47	▲ 176.6%	130	108	▲ 20.4%
Pending Sales	92	71	▲ 29.6%	94	▼ -2.1%	92	71	▲ 29.6%
Median Days on Market	17.5	52	▼ -66.3%	26.5	▼ -34.0%	18	52	▼ -66.3%
Price per Square Foot	\$393	\$357	▲ 10.1%	\$401	▼ -2.0%	\$393	\$357	▲ 10.1%
Sold to Original Price Ratio	97.7%	96.2%	▲ 1.5%	100.2%	▼ -2.5%	97.7%	96.2%	▲ 1.5%
Active Inventory	131	156	▼ -16.0%	102	▲ 28.4%	—	—	—
Months Supply of Inventory	1.1	1.9	▼ -42.8%	0.8	▲ 38.1%	—	—	—

Condominiums

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$612,000	\$753,447.5	▼ -18.8%	\$602,500	▲ 1.6%	\$612,000	\$753,447.5	▼ -18.8%
Closed Sales	30	48	▼ -37.5%	38	▼ -21.1%	30	48	▼ -37.5%
New Listings	61	50	▲ 22.0%	21	▲ 190.5%	61	50	▲ 22.0%
Pending Sales	39	37	▲ 5.4%	28	▲ 39.3%	39	37	▲ 5.4%
Median Days on Market	18	28	▼ -35.7%	19.5	▼ -7.7%	18	28	▼ -35.7%
Price per Square Foot	\$348	\$351	▼ -0.7%	\$343	▲ 1.5%	\$348	\$351	▼ -0.7%
Sold to Original Price Ratio	99.8%	101.7%	▼ -1.8%	99.5%	▲ 0.4%	99.8%	101.7%	▼ -1.8%
Active Inventory	67	70	▼ -4.3%	52	▲ 28.8%	—	—	—
Months Supply of Inventory	2.2	1.5	▲ 53.1%	1.4	▲ 63.2%	—	—	—

Number of Closed Sales



Median Sales Price



Southern Norfolk Region



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

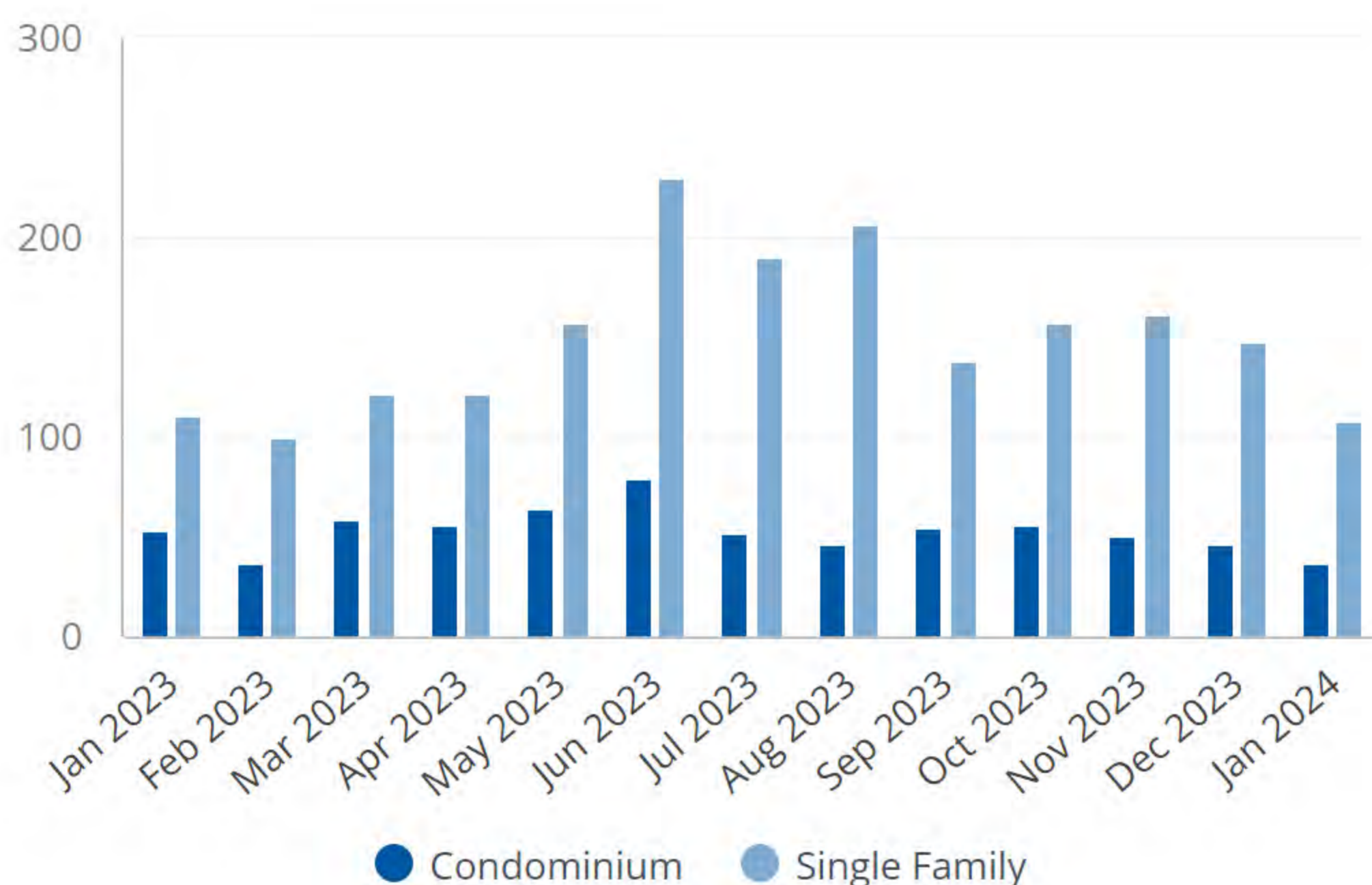
Single Family Homes

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$632,500	\$600,000	⬆️ 5.4%	\$625,000	⬆️ 1.2%	\$632,500	\$600,000	⬆️ 5.4%
Closed Sales	108	111	⬆️ -2.7%	148	⬆️ -27.0%	108	111	⬆️ -2.7%
New Listings	118	128	⬆️ -7.8%	71	⬆️ 66.2%	118	128	⬆️ -7.8%
Pending Sales	92	103	⬆️ -10.7%	104	⬆️ -11.5%	92	103	⬆️ -10.7%
Median Days on Market	23.5	28	⬆️ -16.1%	28.5	⬆️ -17.5%	24	28	⬆️ -16.1%
Price per Square Foot	\$341	\$310	⬆️ 10.0%	\$348	⬆️ -1.9%	\$341	\$310	⬆️ 10.0%
Sold to Original Price Ratio	99.8%	97.5%	⬆️ 2.3%	99.0%	⬆️ 0.8%	99.8%	97.5%	⬆️ 2.3%
Active Inventory	142	169	⬆️ -16.0%	129	⬆️ 10.1%	—	—	—
Months Supply of Inventory	1.3	1.5	⬆️ -13.6%	0.9	⬆️ 50.8%	—	—	—

Condominiums

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$440,000	\$411,250	⬆️ 7.0%	\$459,000	⬆️ -4.1%	\$440,000	\$411,250	⬆️ 7.0%
Closed Sales	37	54	⬆️ -31.5%	47	⬆️ -21.3%	37	54	⬆️ -31.5%
New Listings	50	59	⬆️ -15.3%	16	⬆️ 212.5%	50	59	⬆️ -15.3%
Pending Sales	40	33	⬆️ 21.2%	23	⬆️ 73.9%	40	33	⬆️ 21.2%
Median Days on Market	19	27	⬆️ -29.6%	25	⬆️ -24.0%	19	27	⬆️ -29.6%
Price per Square Foot	\$311	\$337	⬆️ -7.6%	\$348	⬆️ -10.6%	\$311	\$337	⬆️ -7.6%
Sold to Original Price Ratio	103.7%	101.3%	⬆️ 2.4%	101.9%	⬆️ 1.7%	103.7%	101.3%	⬆️ 2.4%
Active Inventory	50	75	⬆️ -33.3%	49	⬆️ 2.0%	—	—	—
Months Supply of Inventory	1.4	1.4	⬆️ -2.7%	1.0	⬆️ 29.6%	—	—	—

Number of Closed Sales



Median Sales Price



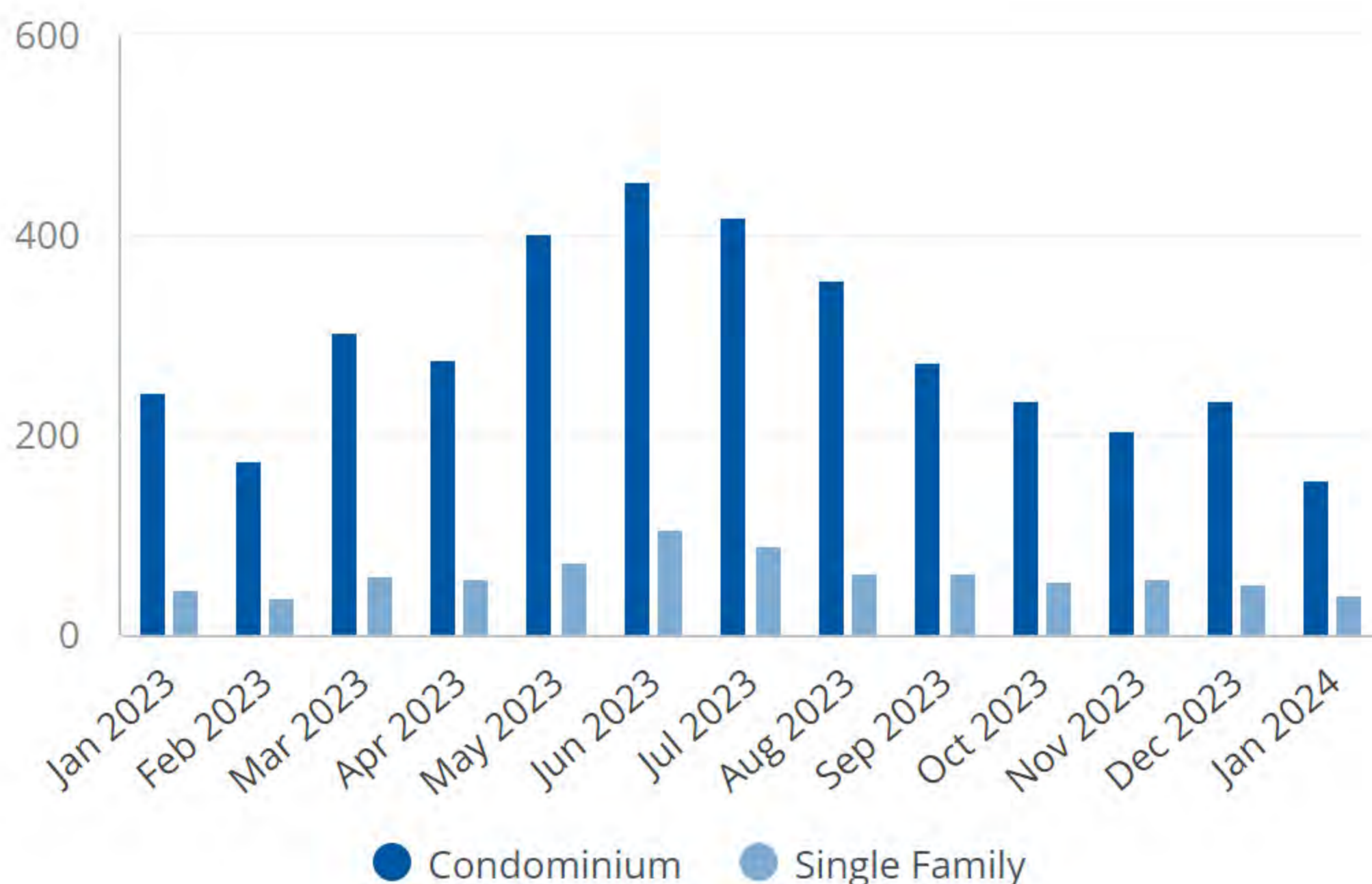
Single Family Homes

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$707,500	\$697,500	↑ 1.4%	\$760,000	↓ -6.9%	\$707,500	\$697,500	↑ 1.4%
Closed Sales	40	46	↓ -13.0%	51	↓ -21.6%	40	46	↓ -13.0%
New Listings	66	62	↑ 6.5%	24	↑ 175.0%	66	62	↑ 6.5%
Pending Sales	45	41	↑ 9.8%	33	↑ 36.4%	45	41	↑ 9.8%
Median Days on Market	21	27	↓ -22.2%	32	↓ -34.4%	21	27	↓ -22.2%
Price per Square Foot	\$435	\$458	↓ -4.9%	\$491	↓ -11.4%	\$435	\$458	↓ -4.9%
Sold to Original Price Ratio	97.1%	93.3%	↑ 4.1%	97.2%	↓ -0.1%	97.1%	93.3%	↑ 4.1%
Active Inventory	96	110	↓ -12.7%	82	↑ 17.1%	—	—	—
Months Supply of Inventory	2.4	2.4	↑ 0.4%	1.6	↑ 49.3%	—	—	—

Condominiums

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$745,000	\$729,900	↑ 2.1%	\$793,500	↓ -6.1%	\$745,000	\$729,900	↑ 2.1%
Closed Sales	156	243	↓ -35.8%	236	↓ -33.9%	156	243	↓ -35.8%
New Listings	424	357	↑ 18.8%	135	↑ 214.1%	424	357	↑ 18.8%
Pending Sales	201	190	↑ 5.8%	163	↑ 23.3%	201	190	↑ 5.8%
Median Days on Market	28	45	↓ -37.8%	50	↓ -44.0%	28	45	↓ -37.8%
Price per Square Foot	\$773	\$894	↓ -13.5%	\$777	↓ -0.5%	\$773	\$894	↓ -13.5%
Sold to Original Price Ratio	95.8%	97.5%	↓ -1.7%	96.6%	↓ -0.8%	95.8%	97.5%	↓ -1.7%
Active Inventory	702	681	↑ 3.1%	581	↑ 20.8%	—	—	—
Months Supply of Inventory	4.5	2.8	↑ 60.6%	2.5	↑ 82.8%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

2 Family Homes

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$860,000	\$800,000	↑ 7.5%	\$850,000	↑ 1.2%	\$860,000	\$800,000	↑ 7.5%
Closed Sales	62	66	↓ -6.1%	87	↓ -28.7%	62	66	↓ -6.1%
New Listings	94	97	↓ -3.1%	47	↑ 100.0%	94	97	↓ -3.1%
Pending Sales	46	56	↓ -17.9%	63	↓ -27.0%	46	56	↓ -17.9%
Median Days on Market	19	22.5	↓ -15.6%	24	↓ -20.8%	19	23	↓ -15.6%
Price per Square Foot	\$358	\$338	↑ 5.9%	\$353	↑ 1.3%	\$358	\$338	↑ 5.9%
Sold to Original Price Ratio	99.6%	95.4%	↑ 4.4%	101.8%	↓ -2.1%	99.6%	95.4%	↑ 4.4%
Active Inventory	112	136	↓ -17.6%	84	↑ 33.3%	—	—	—
Months Supply of Inventory	1.8	2.1	↓ -12.3%	1.0	↑ 87.1%	—	—	—

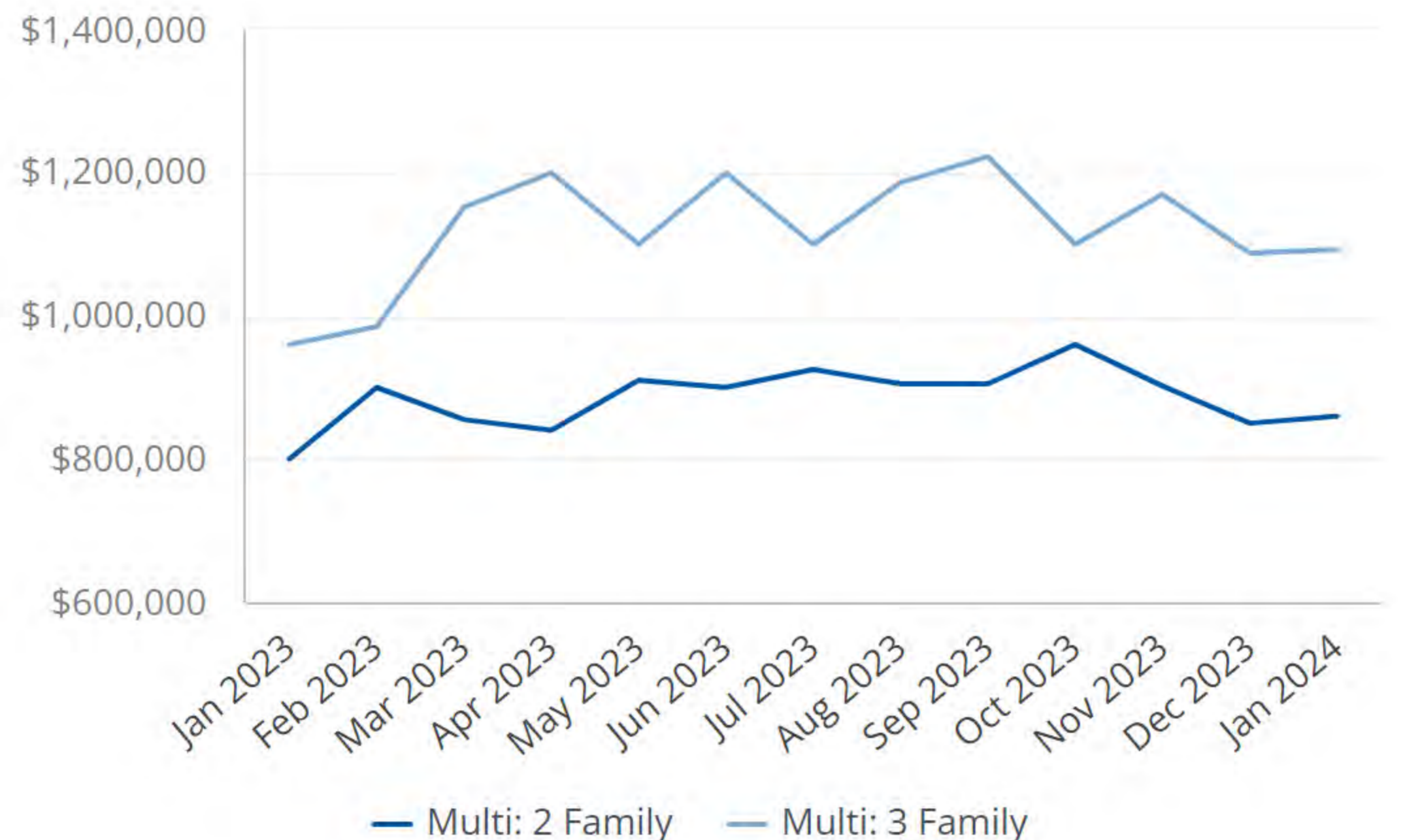
3 Family Homes

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$1,092,500	\$960,000	↑ 13.8%	\$1,087,500	↑ 0.5%	\$1,092,500	\$960,000	↑ 13.8%
Closed Sales	26	22	↑ 18.2%	34	↓ -23.5%	26	22	↑ 18.2%
New Listings	54	43	↑ 25.6%	19	↑ 184.2%	54	43	↑ 25.6%
Pending Sales	32	21	↑ 52.4%	28	↑ 14.3%	32	21	↑ 52.4%
Median Days on Market	21	59	↓ -64.4%	41.5	↓ -49.4%	21	59	↓ -64.4%
Price per Square Foot	\$324	\$272	↑ 19.2%	\$315	↑ 2.7%	\$324	\$272	↑ 19.2%
Sold to Original Price Ratio	92.5%	92.3%	↑ 0.2%	97.8%	↓ -5.4%	92.5%	92.3%	↑ 0.2%
Active Inventory	73	78	↓ -6.4%	68	↑ 7.4%	—	—	—
Months Supply of Inventory	2.8	3.5	↓ -20.8%	2.0	↑ 40.4%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

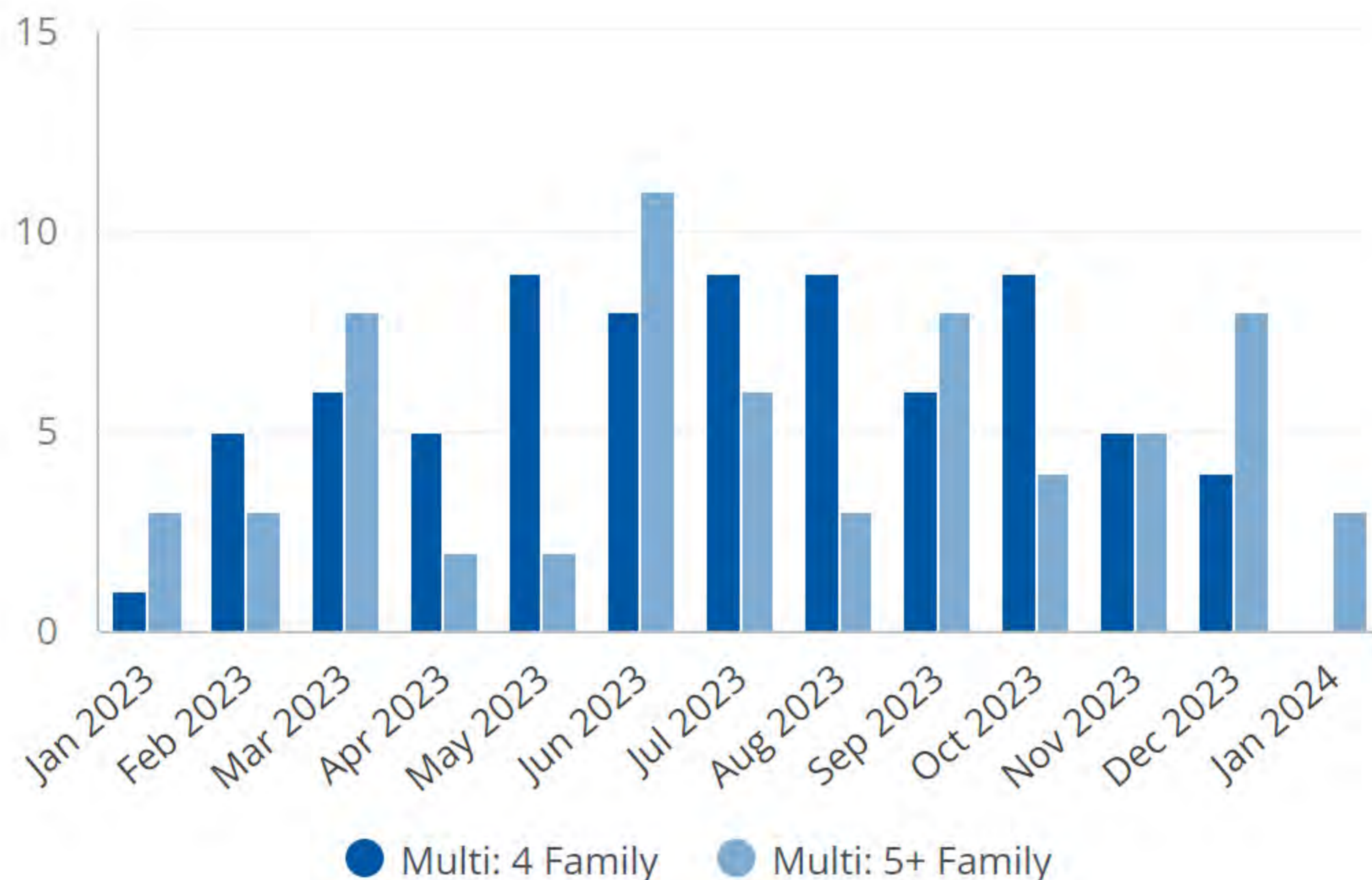
4 Family Homes

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$1,380,500	\$4,388,000	▼ -68.5%	\$1,315,000	▲ 5.0%	\$1,380,500	\$4,388,000	▼ -68.5%
Closed Sales	4	1	▲ 300.0%	5	▼ -20.0%	4	1	▲ 300.0%
New Listings	16	7	▲ 128.6%	6	▲ 166.7%	16	7	▲ 128.6%
Pending Sales	3	4	▼ -25.0%	4	▼ -25.0%	3	4	▼ -25.0%
Median Days on Market	63	39	▲ 61.5%	18.5	▲ 240.5%	63	39	▲ 61.5%
Price per Square Foot	\$358	\$713	▼ -49.8%	\$392	▼ -8.7%	\$358	\$713	▼ -49.8%
Sold to Original Price Ratio	99.5%	97.5%	▲ 2.0%	103.8%	▼ -4.2%	99.5%	97.5%	▲ 2.0%
Active Inventory	29	19	▲ 52.6%	19	▲ 52.6%	—	—	—
Months Supply of Inventory	7.2	18.8	▼ -61.6%	3.8	▲ 90.7%	—	—	—

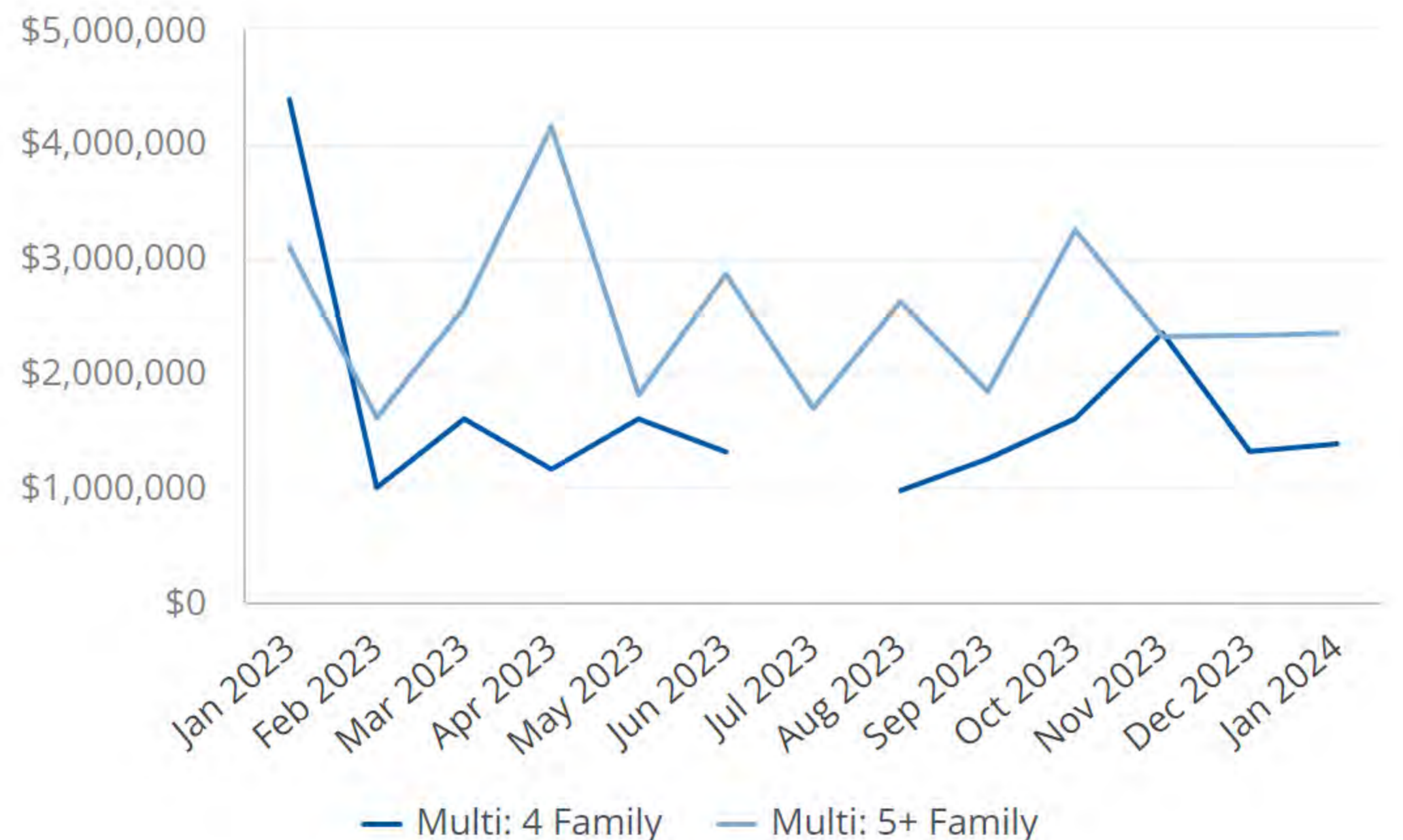
5+ Family Homes

	Jan 2024	Jan 2023	YoY	Dec 2023	MoM	2024	2023	YTD
Median Sales Price	\$2,350,000	\$3,100,000	▼ -24.2%	\$2,330,000	▲ 0.9%	\$2,350,000	\$3,100,000	▼ -24.2%
Closed Sales	3	3	▶ 0.0%	8	▼ -62.5%	3	3	▶ 0.0%
New Listings	18	13	▲ 38.5%	8	▲ 125.0%	18	13	▲ 38.5%
Pending Sales	3	2	▲ 50.0%	5	▼ -40.0%	3	2	▲ 50.0%
Median Days on Market	99	126	▼ -21.4%	10	▲ 890.0%	99	126	▼ -21.4%
Price per Square Foot	\$429	\$515	▼ -16.7%	\$406	▲ 5.8%	\$429	\$515	▼ -16.7%
Sold to Original Price Ratio	106.0%	97.4%	▲ 8.9%	89.1%	▲ 18.9%	106.0%	97.4%	▲ 8.9%
Active Inventory	46	41	▲ 12.2%	49	▼ -6.1%	—	—	—
Months Supply of Inventory	15.3	13.6	▲ 12.2%	6.1	▲ 149.8%	—	—	—

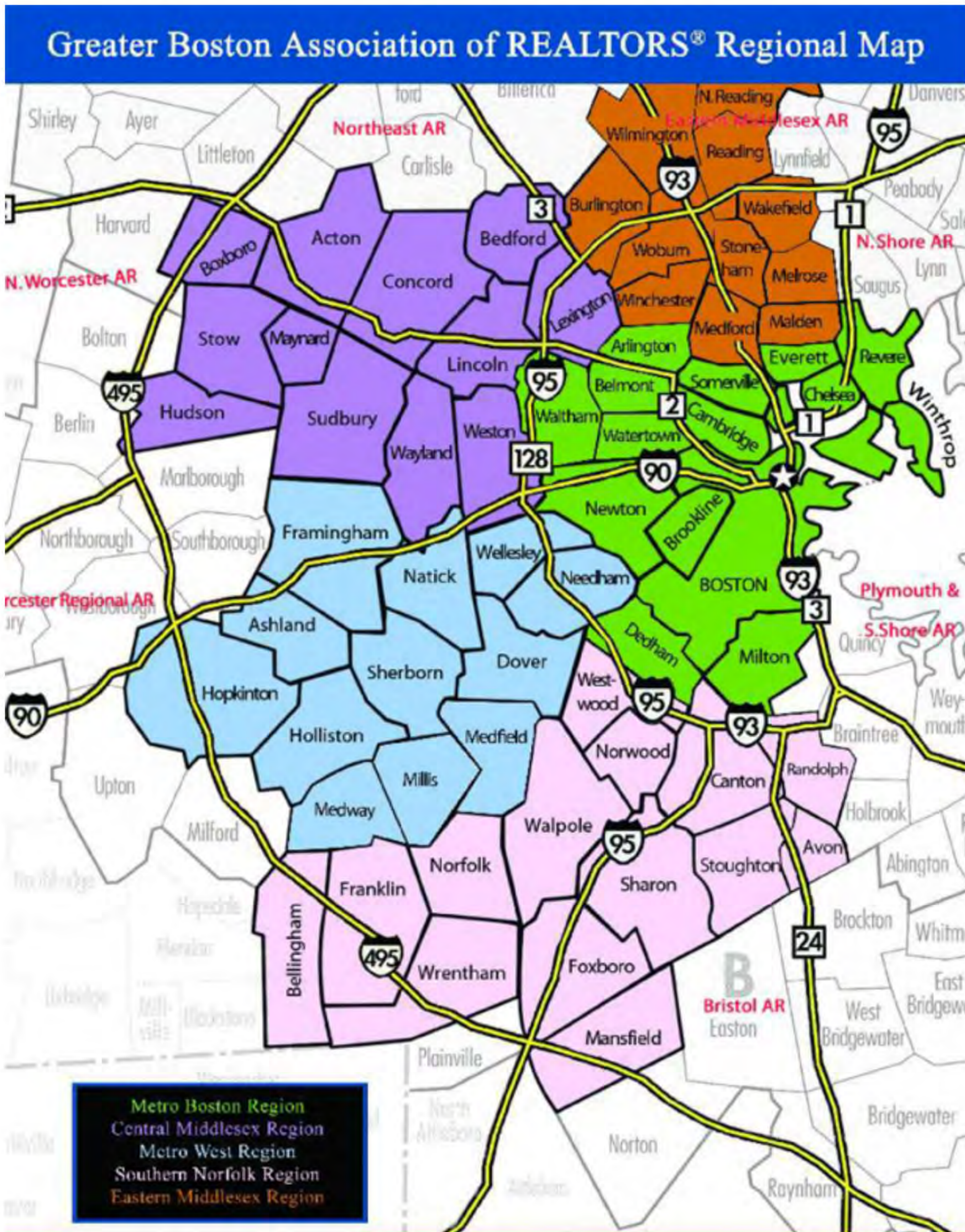
Number of Closed Sales



Median Sales Price



GBAR JURISDICTIONAL AREA



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