

MONTHLY MARKET INSIGHTS REPORT

November 2023

Single-Family Homes

The 784 homes sold this month, was a 13.1 percent decrease in sales activity from the 902 homes sold in November 2022. This is the nineteenth highest total on record for the month and is the lowest sales total for the month since 2010. Additionally, the median sales price reached a new record high for the month at \$800,000, which reflects a 5.3 percent increase from the November 2022 median sales price of \$759,500.

Condominiums

With 630 condos sold in November in Greater Boston, it was a 12.7 percent decrease from the record high 722 units sold in November 2022. This is the seventeenth highest sales total for the month of November and the lowest since 2011. The median sales price for condos increased to a new record high for the month at \$679,000, which is a 2.0 percent change from the November 2022 median sales price of \$666,000.

Multi-Family Homes

This month, 129 multi-family homes were sold in Greater Boston, which was a 17.3 percent decrease on the 156 units sold in November 2022.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 12/10/23

Greater Boston Market Summary



Includes all 64 towns within the GBAR jurisdictional area

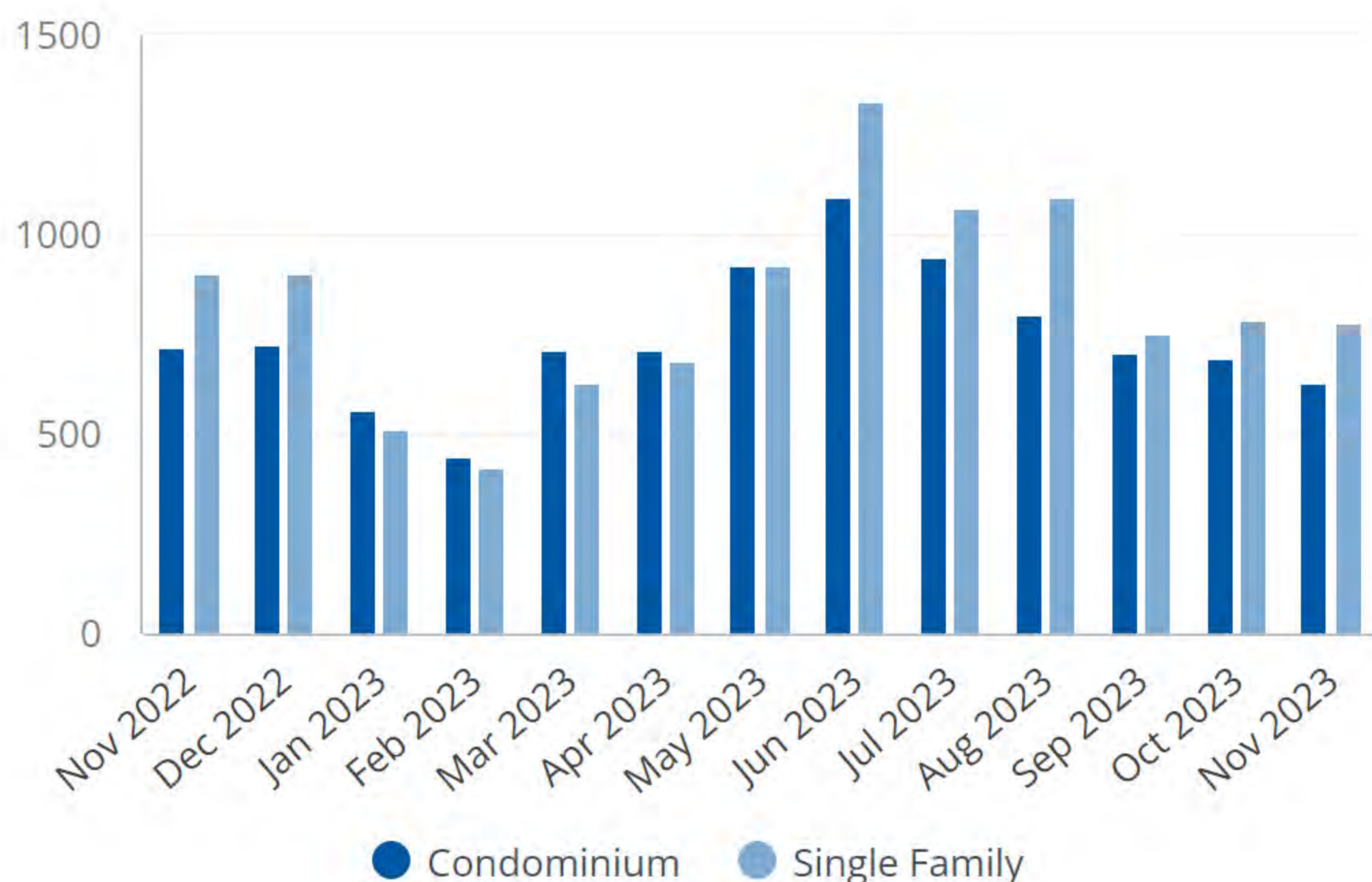
Single Family Homes

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|----------|-----------|----------|-----------|-----------|----------|
| Median Sales Price | \$800,000 | \$759,500 | ↑ 5.3% | \$829,900 | ↓ -3.6% | \$850,000 | \$806,000 | ↑ 5.5% |
| Closed Sales | 784 | 902 | ↓ -13.1% | 787 | ↓ -0.4% | 9,002 | 11,593 | ↓ -22.3% |
| New Listings | 754 | 742 | ↑ 1.6% | 999 | ↓ -24.5% | 11,428 | 14,526 | ↓ -21.3% |
| Pending Sales | 763 | 815 | ↓ -6.4% | 852 | ↓ -10.4% | 9,308 | 11,591 | ↓ -19.7% |
| Median Days on Market | 21 | 23 | ↓ -8.7% | 19 | ↑ 10.5% | 18 | 17 | ↑ 5.9% |
| Price per Square Foot | \$416 | \$384 | ↑ 8.2% | \$409 | ↑ 1.6% | \$410 | \$401 | ↑ 2.2% |
| Sold to Original Price Ratio | 100.4% | 98.9% | ↑ 1.5% | 101.0% | ↓ -0.6% | 101.9% | 104.0% | ↓ -2.0% |
| Active Inventory | 1,166 | 1,354 | ↓ -13.9% | 1,395 | ↓ -16.4% | — | — | — |
| Months Supply of Inventory | 1.5 | 1.5 | ↓ -0.9% | 1.8 | ↓ -16.1% | — | — | — |

Condominiums

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|----------|-----------|----------|-----------|-----------|----------|
| Median Sales Price | \$679,000 | \$666,000 | ↑ 2.0% | \$695,000 | ↓ -2.3% | \$700,000 | \$667,500 | ↑ 4.9% |
| Closed Sales | 630 | 722 | ↓ -12.7% | 689 | ↓ -8.6% | 8,232 | 10,202 | ↓ -19.3% |
| New Listings | 675 | 713 | ↓ -5.3% | 1,023 | ↓ -34.0% | 11,694 | 14,233 | ↓ -17.8% |
| Pending Sales | 596 | 643 | ↓ -7.3% | 706 | ↓ -15.6% | 8,341 | 10,108 | ↓ -17.5% |
| Median Days on Market | 25.5 | 29 | ↓ -12.1% | 21 | ↑ 21.4% | 20 | 19 | ↑ 5.3% |
| Price per Square Foot | \$538 | \$533 | ↑ 0.9% | \$539 | ↓ -0.2% | \$584 | \$570 | ↑ 2.5% |
| Sold to Original Price Ratio | 99.4% | 97.6% | ↑ 1.8% | 100.4% | ↓ -1.1% | 99.9% | 100.8% | ↓ -1.0% |
| Active Inventory | 1,612 | 1,782 | ↓ -9.5% | 1,864 | ↓ -13.5% | — | — | — |
| Months Supply of Inventory | 2.6 | 2.5 | ↑ 3.7% | 2.7 | ↓ -5.4% | — | — | — |

Number of Closed Sales



Median Sales Price



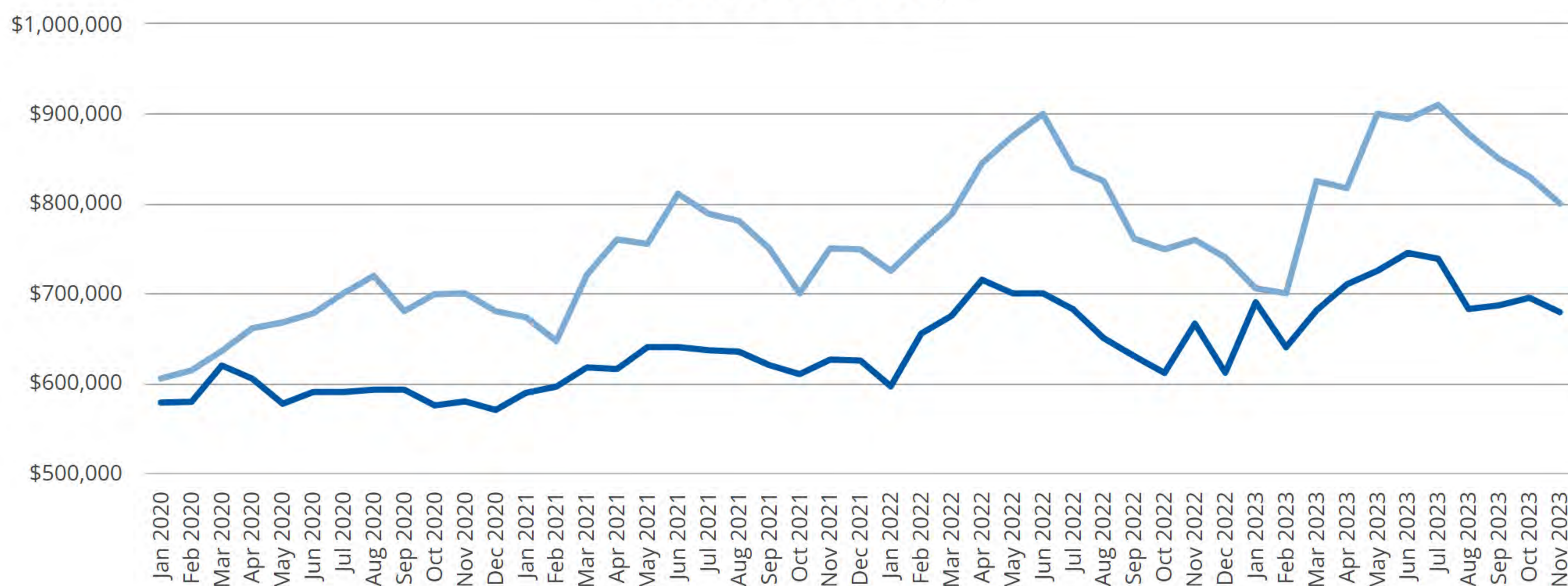
Median Sales Price



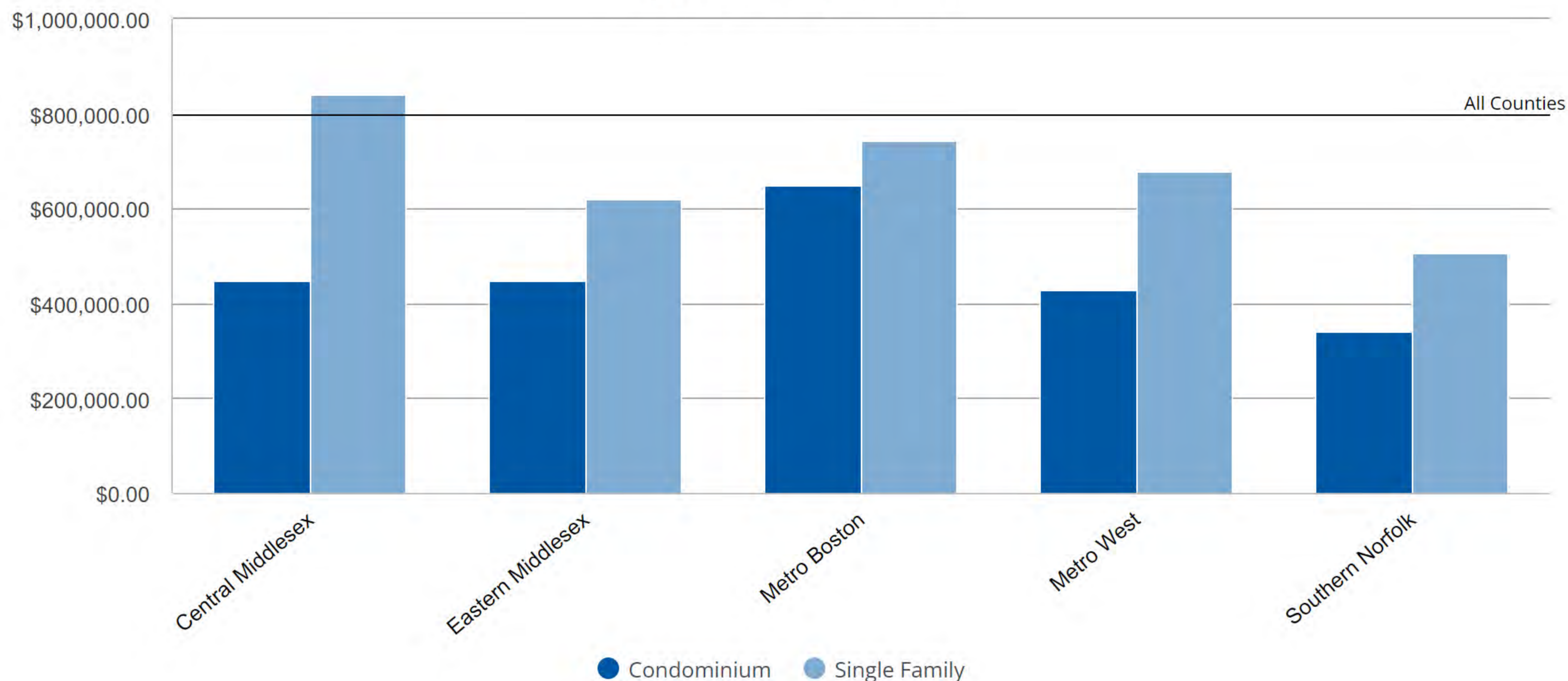
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

| | November 2023 | Month over Month Change | Year over Year Change | Year to Date Change |
|-------|------------------|-------------------------|-----------------------|---------------------|
| SFH | \$800,000 | ⚡ -3.6% | ⬆️ 5.3% | ⬆️ 5.5% |
| CONDO | \$679,000 | ⚡ -2.3% | ⬆️ 2.0% | ⬆️ 4.9% |

Historical Activity



Region Comparison



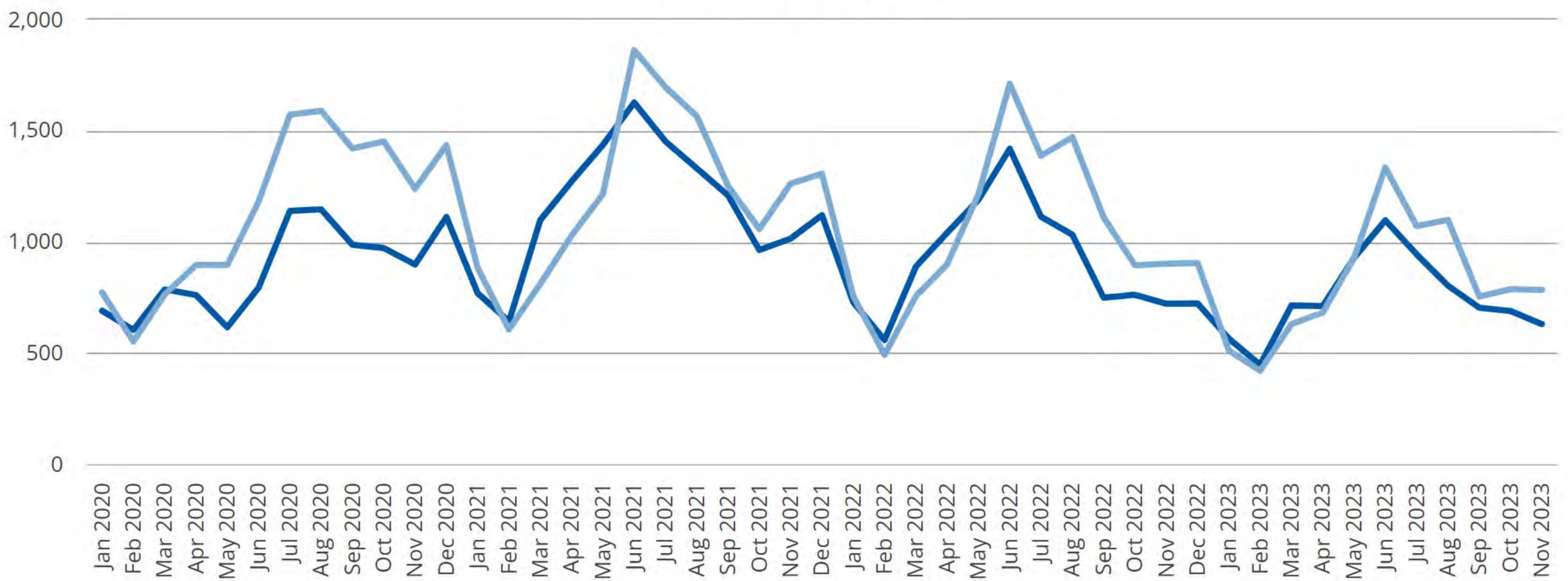
Closed Sales



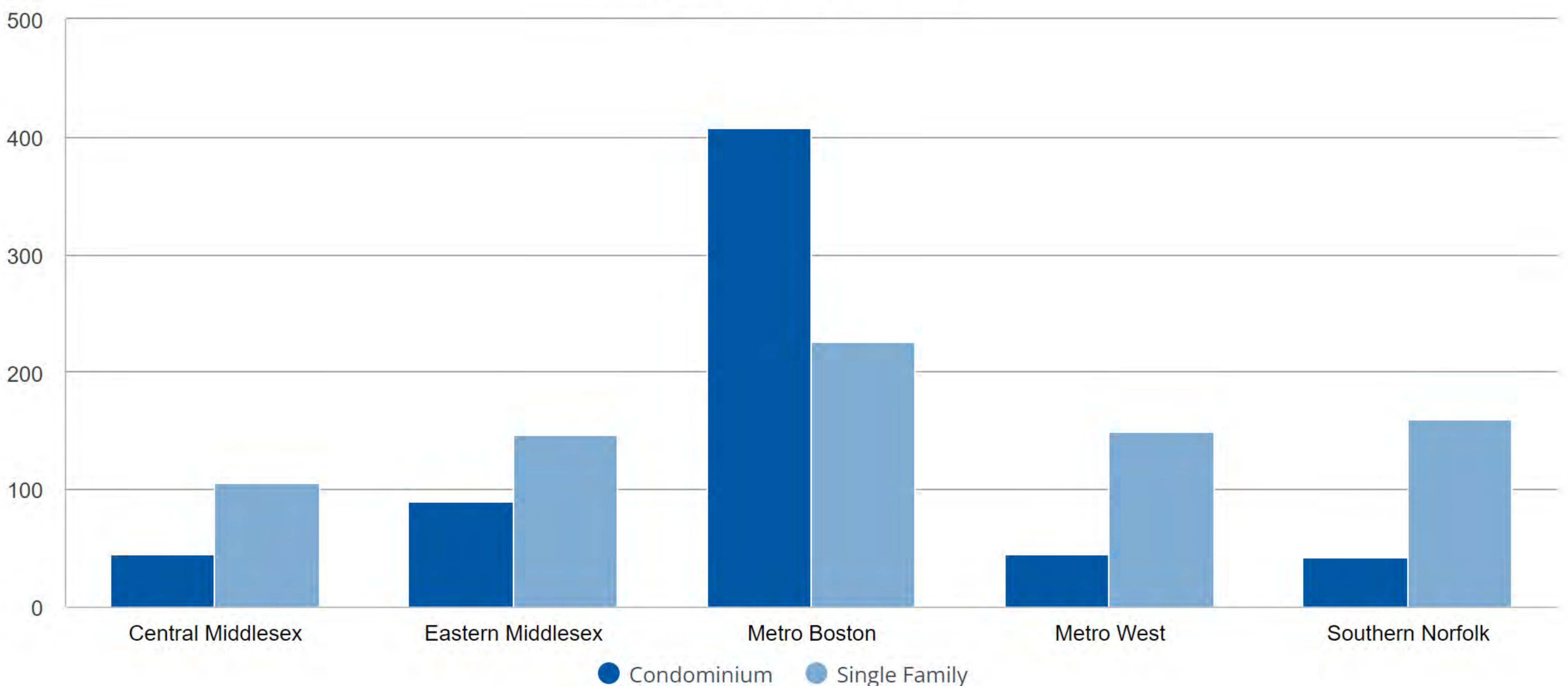
The number of properties that sold.

| | November 2023 | Month over Month Change | Year over Year Change | Year to Date Change |
|-------|---------------|-------------------------|-----------------------|---------------------|
| SFH | 784 | ⌵ -0.4% | ⌵ -13.1% | ⌵ -22.3% |
| CONDO | 630 | ⌵ -8.6% | ⌵ -12.7% | ⌵ -19.3% |

Historical Activity



Region Comparison



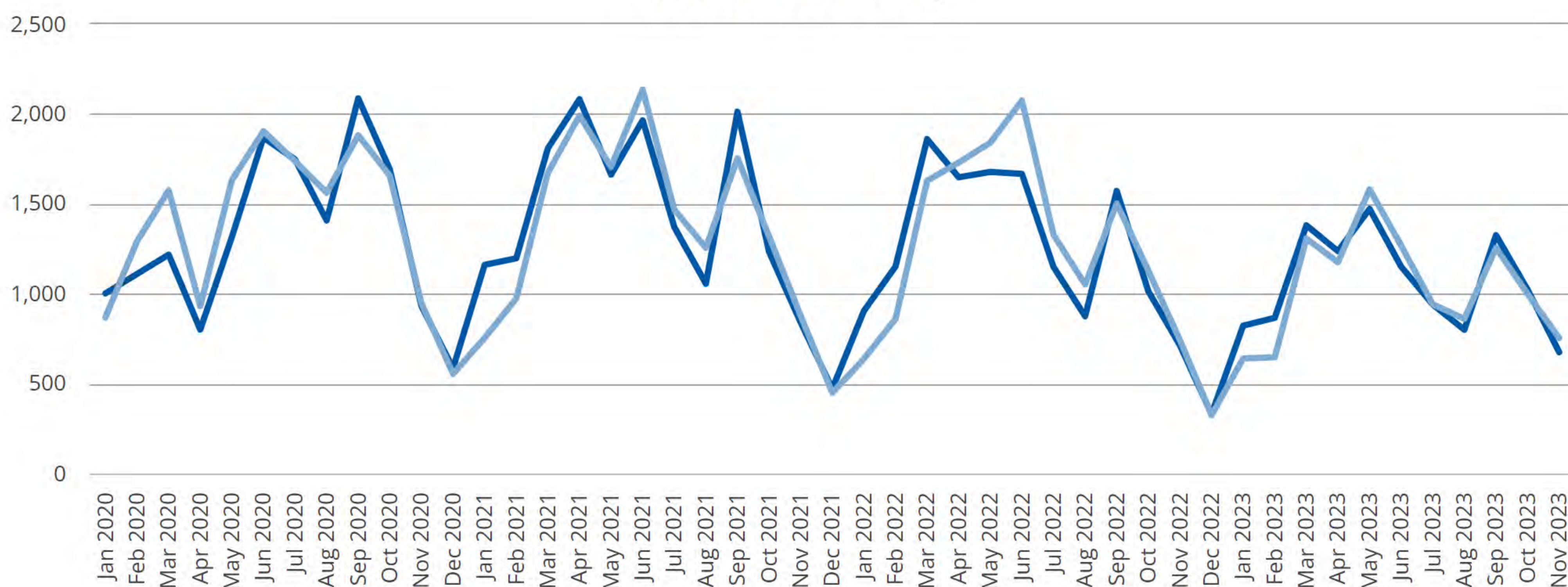
New Listings



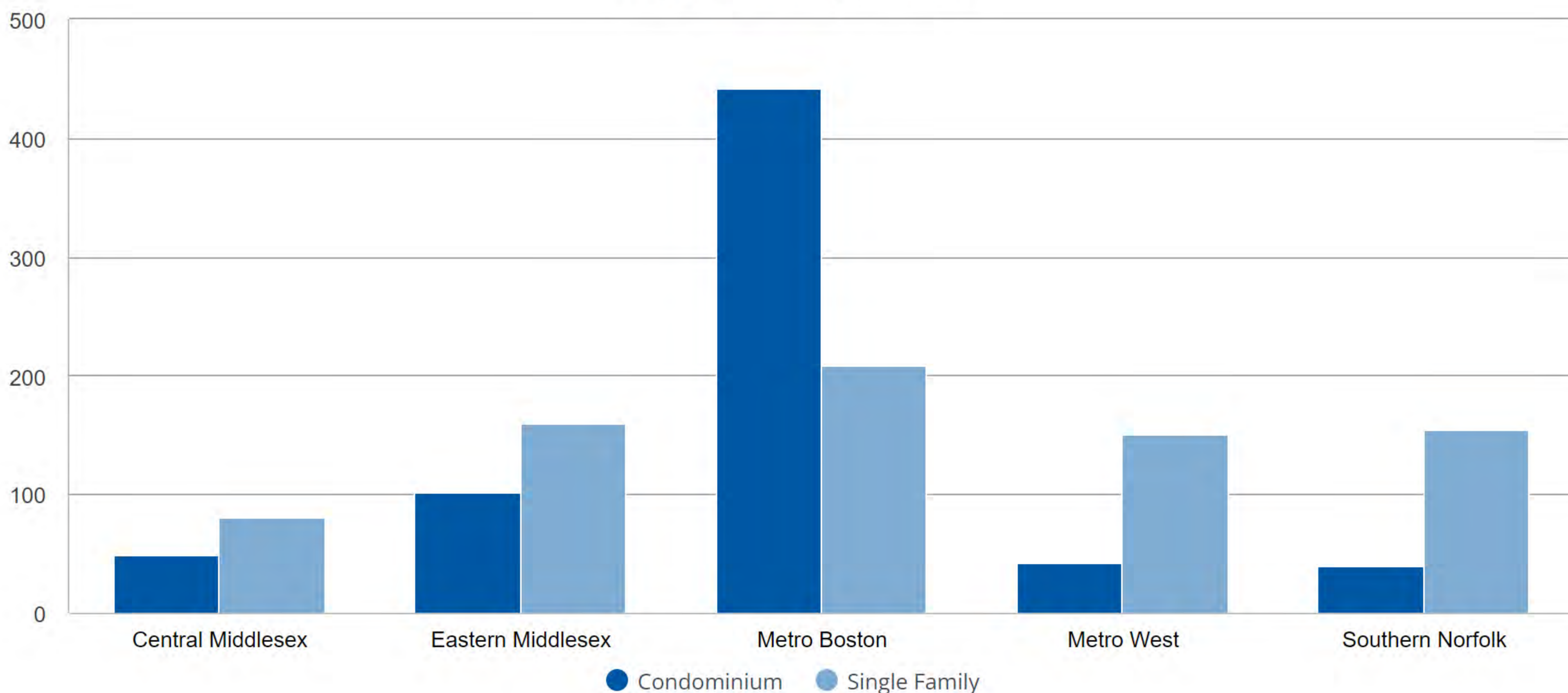
The number of properties listed regardless of current status.

| | November 2023 | Month over Month Change | Year over Year Change | Year to Date Change |
|-------|---------------|-------------------------|-----------------------|---------------------|
| SFH | 754 | ⚡ -24.5% | ⬆️ 1.6% | ⚡ -21.3% |
| CONDO | 675 | ⚡ -34.0% | ⚡ -5.3% | ⚡ -17.8% |

Historical Activity



Region Comparison



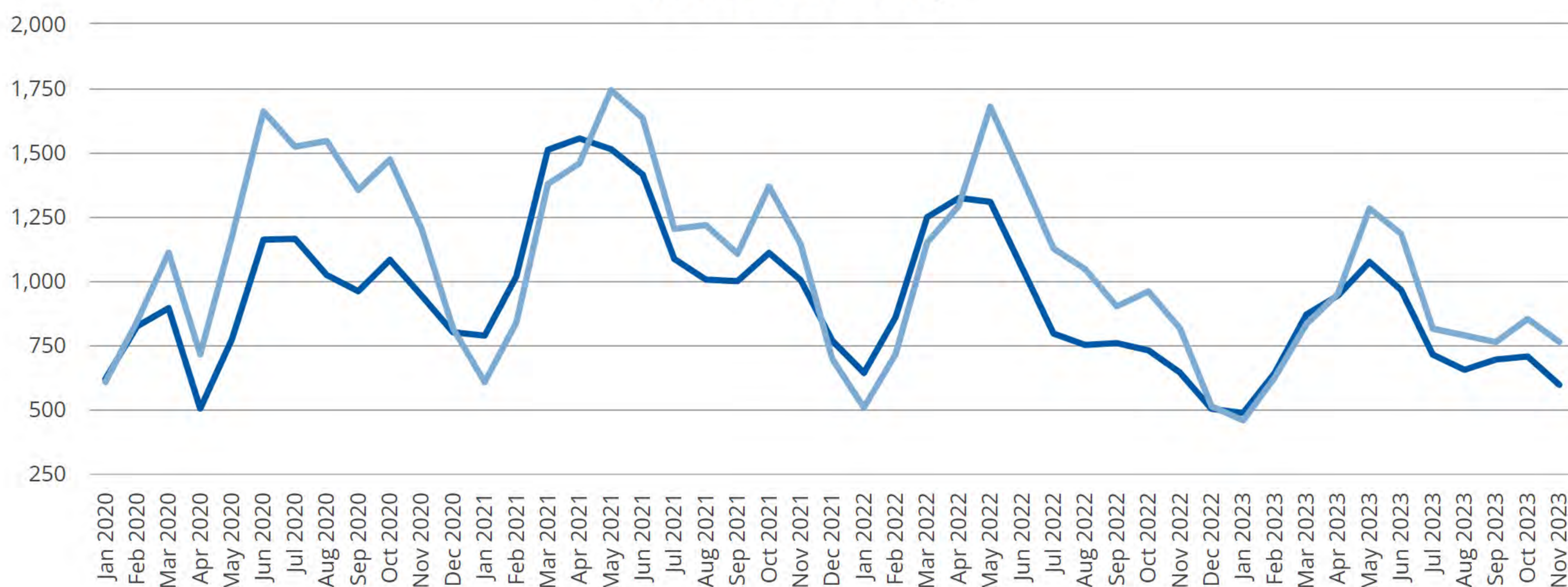
Pending Sales



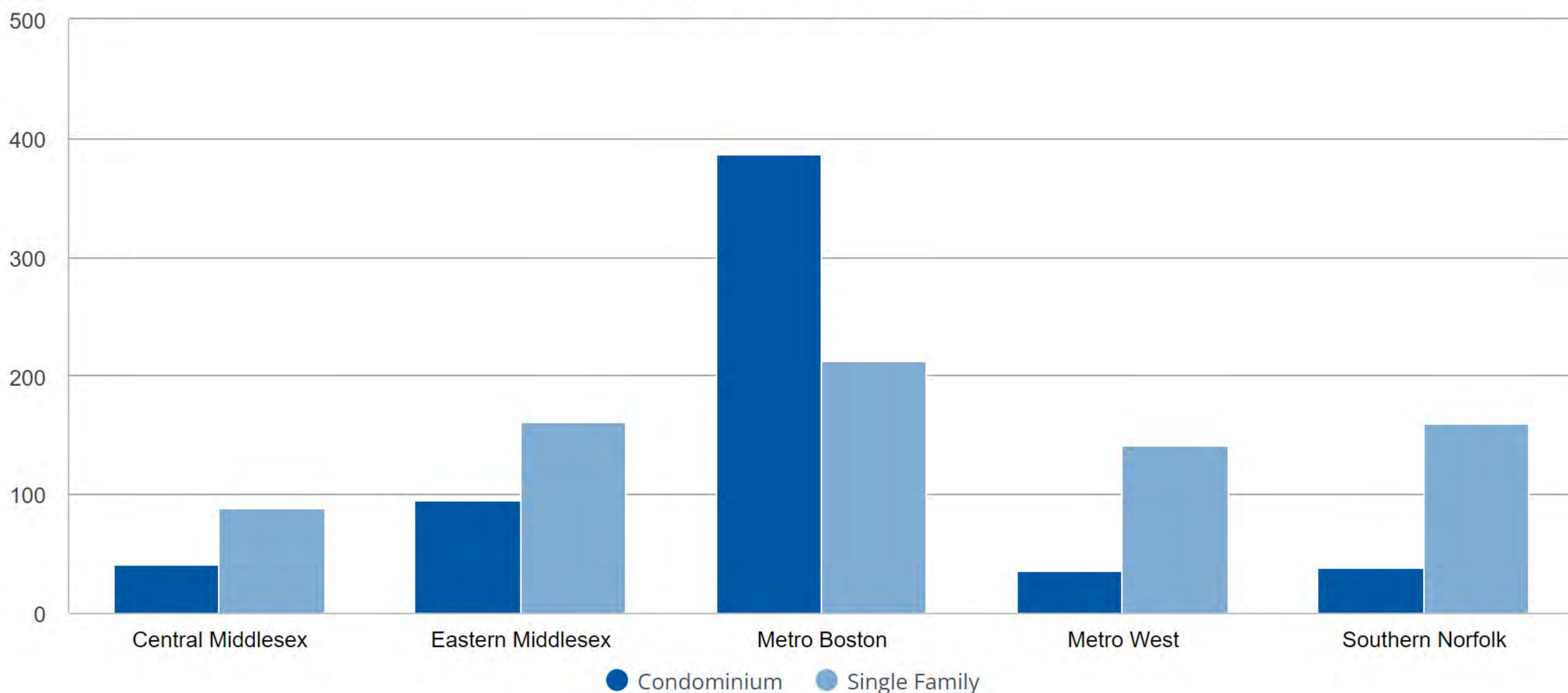
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

| | November 2023 | Month over Month Change | Year over Year Change | Year to Date Change |
|-------|---------------|-------------------------|-----------------------|---------------------|
| SFH | 763 | ⚡ -10.4% | ⚡ -6.4% | ⚡ -19.7% |
| CONDO | 596 | ⚡ -15.6% | ⚡ -7.3% | ⚡ -17.5% |

Historical Activity



Region Comparison



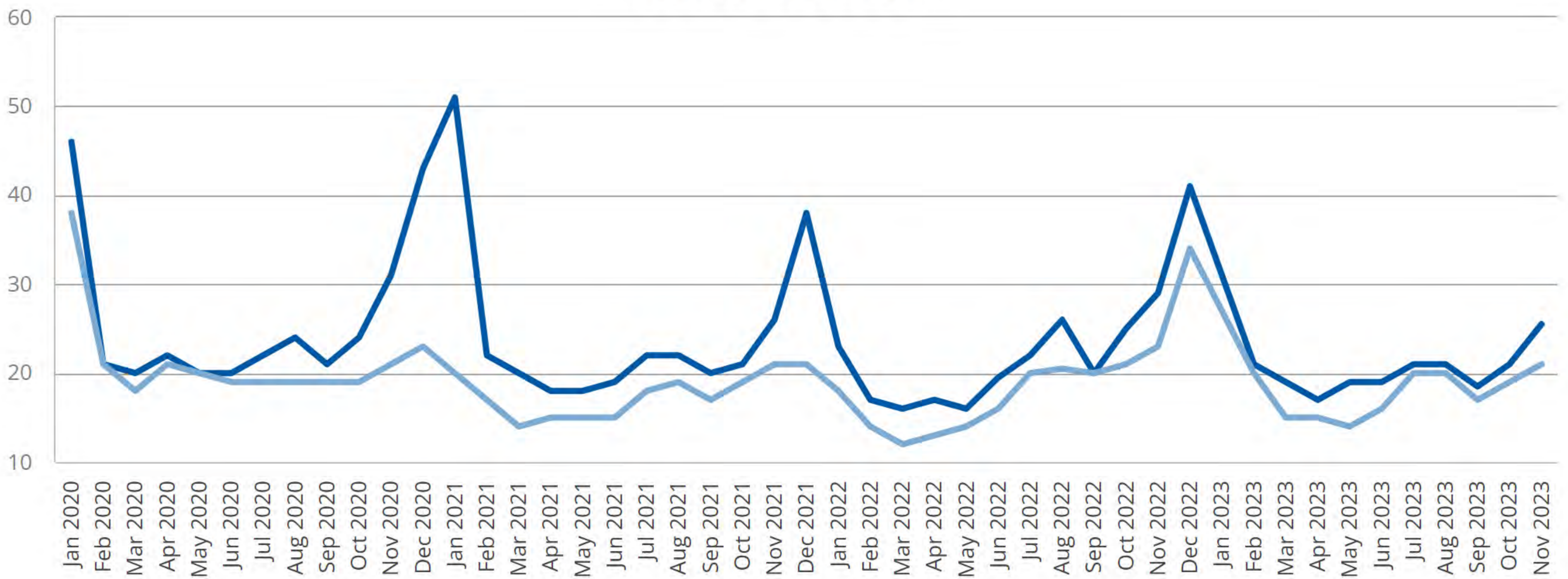
Days on Market



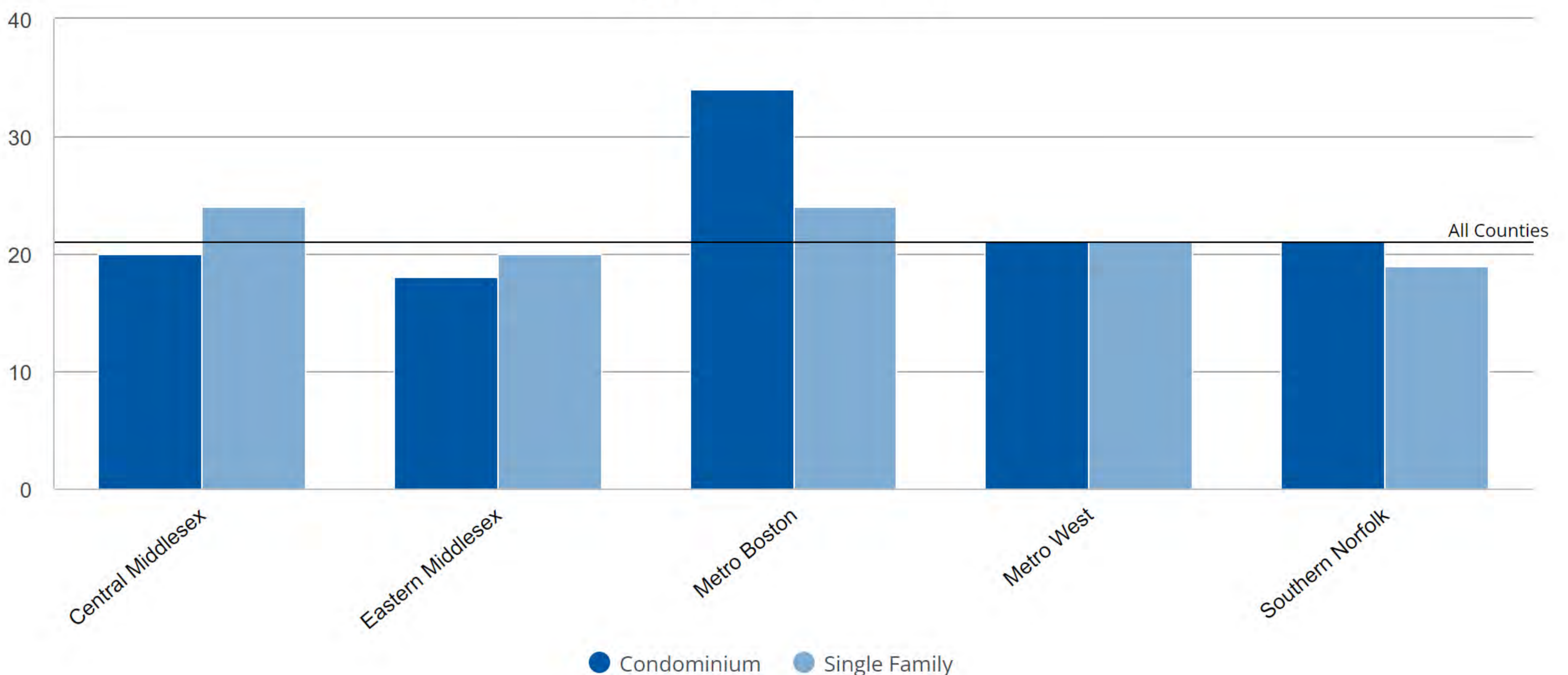
The median number of days between when a property is listed and the purchase contract date.

| | November 2023 | Month over Month Change | Year over Year Change | Year to Date Change |
|-------|---------------|-------------------------|-----------------------|---------------------|
| SFH | 21 | ⬆️ 10.5% | ⬇️ -8.7% | ⬆️ 5.9% |
| CONDO | 26 | ⬆️ 21.4% | ⬇️ -12.1% | ⬆️ 5.3% |

Historical Activity



Region Comparison



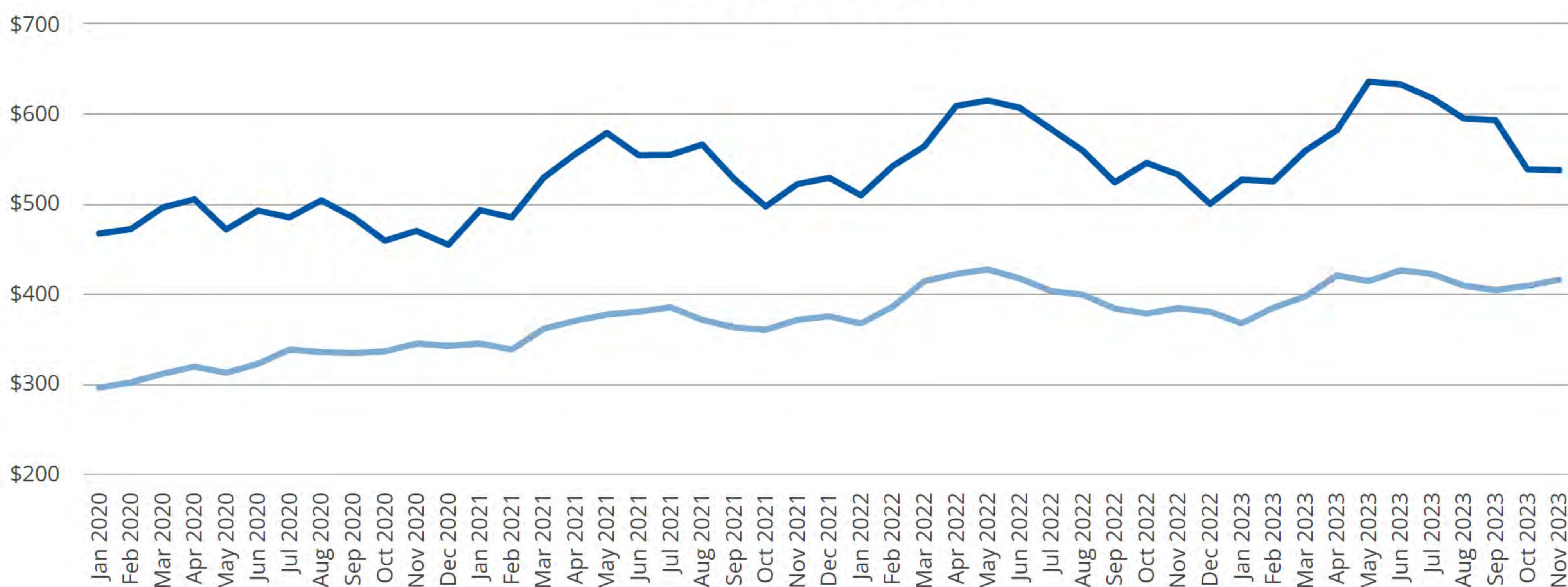
Price per Square Foot



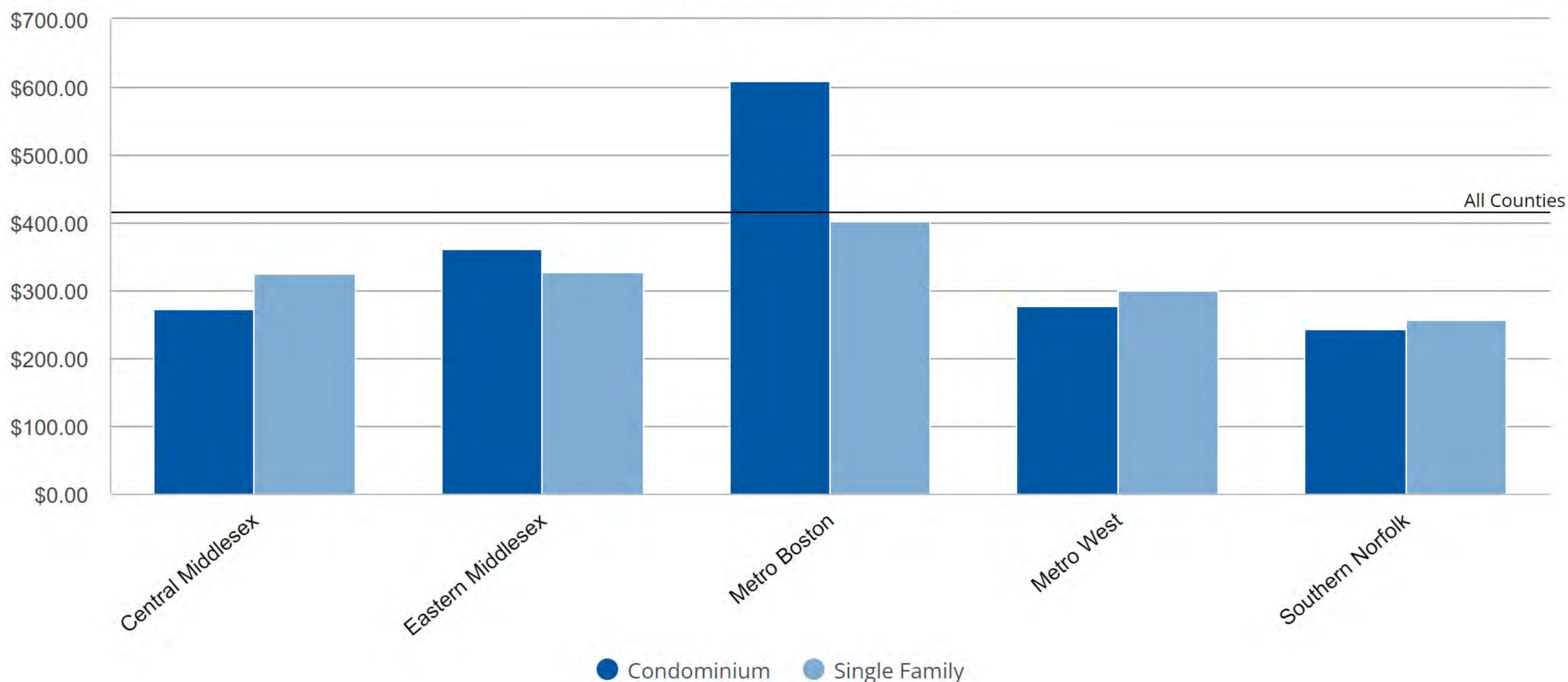
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

| | November 2023 | Month over Month Change | Year over Year Change | Year to Date Change |
|-------|---------------|-------------------------|-----------------------|---------------------|
| SFH | \$416 | ⬆️ 1.6% | ⬆️ 8.2% | ⬆️ 2.2% |
| CONDO | \$538 | ⬆️ -0.2% | ⬆️ 0.9% | ⬆️ 2.5% |

Historical Activity



Region Comparison



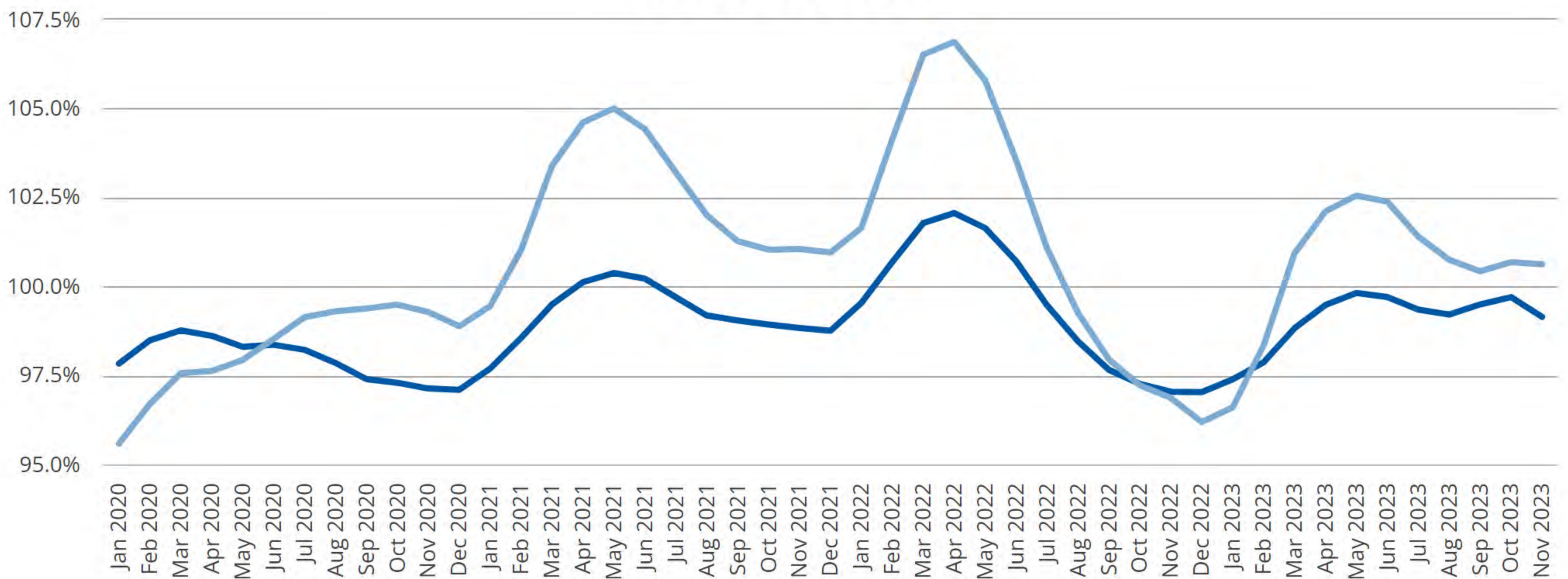
Sold to Original Price Ratio



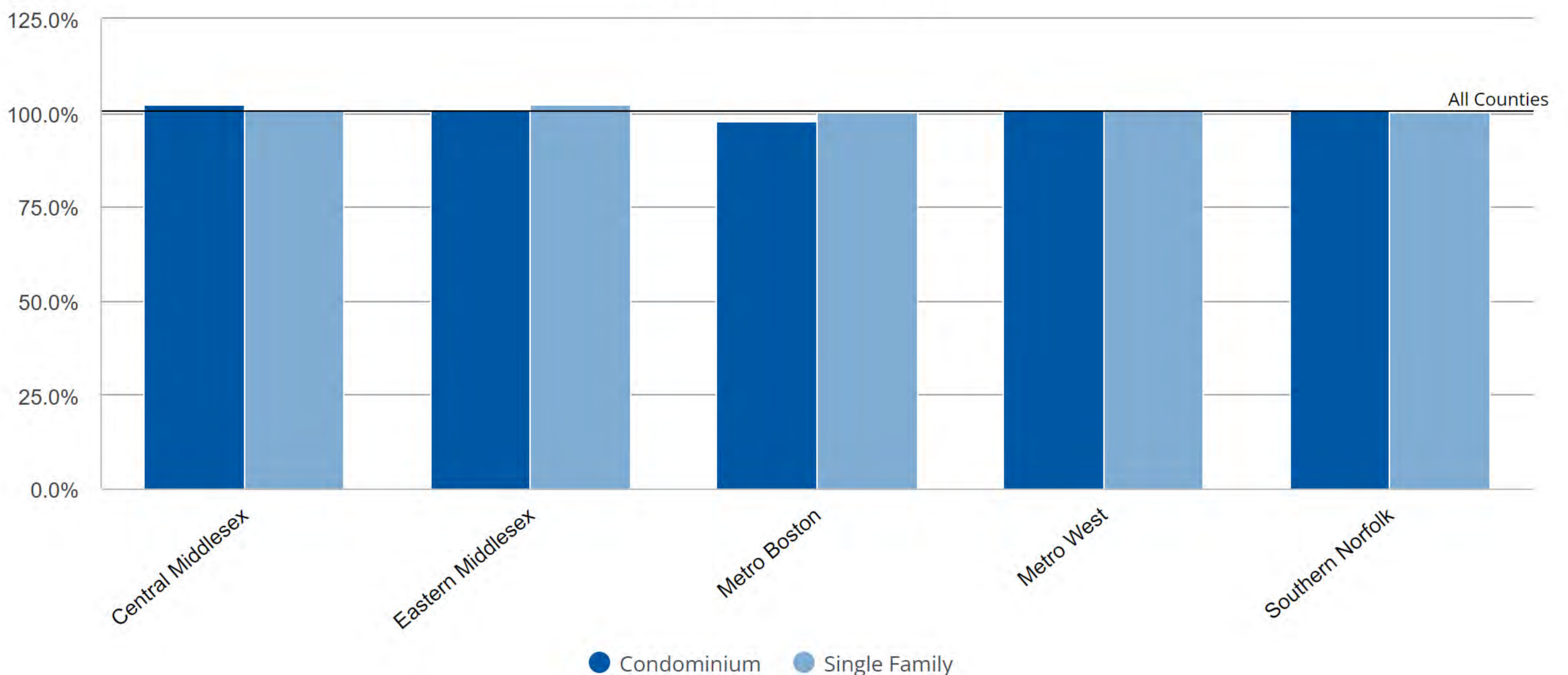
The average of the sales price divided by the original list price expressed as a percentage.

| | November 2023 | Month over Month Change | Year over Year Change | Year to Date Change |
|-------|---------------|-------------------------|-----------------------|---------------------|
| SFH | 100.6% | ⚡ -0.1% | ⬆️ 3.9% | ⚡ -1.1% |
| CONDO | 99.1% | ⚡ -0.6% | ⬆️ 2.2% | ⚡ -0.8% |

Historical Activity



Region Comparison



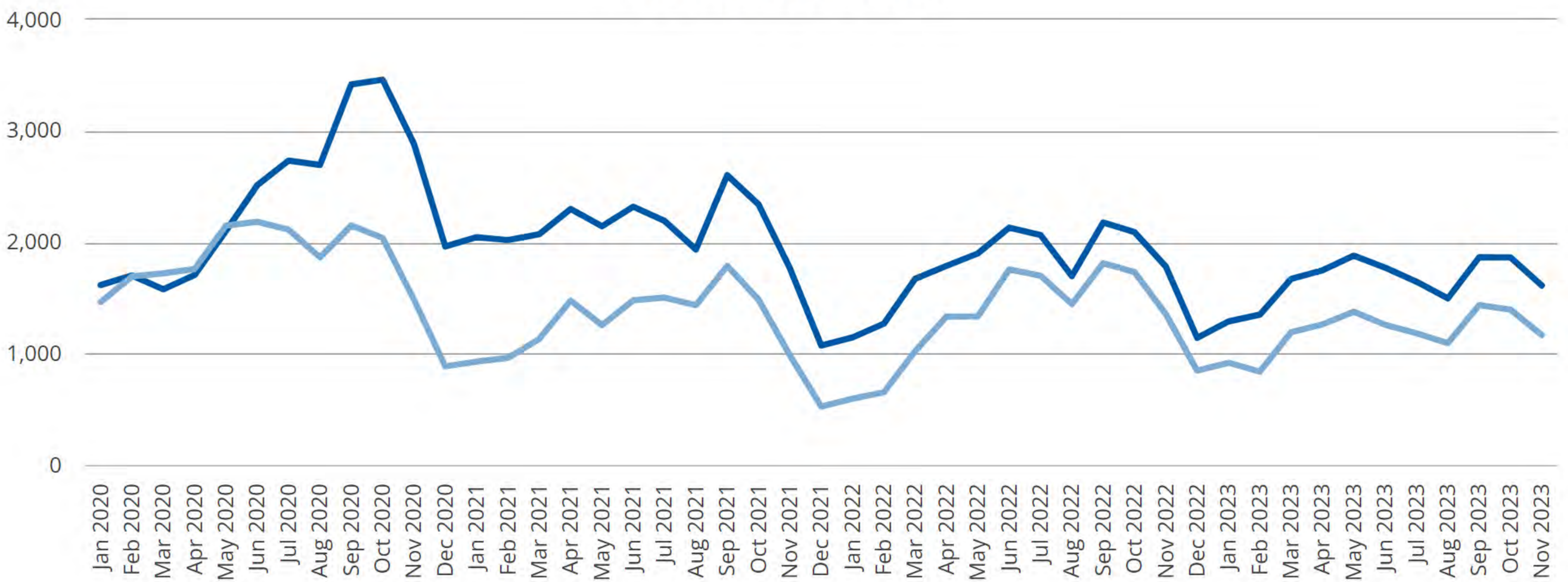
Active Inventory



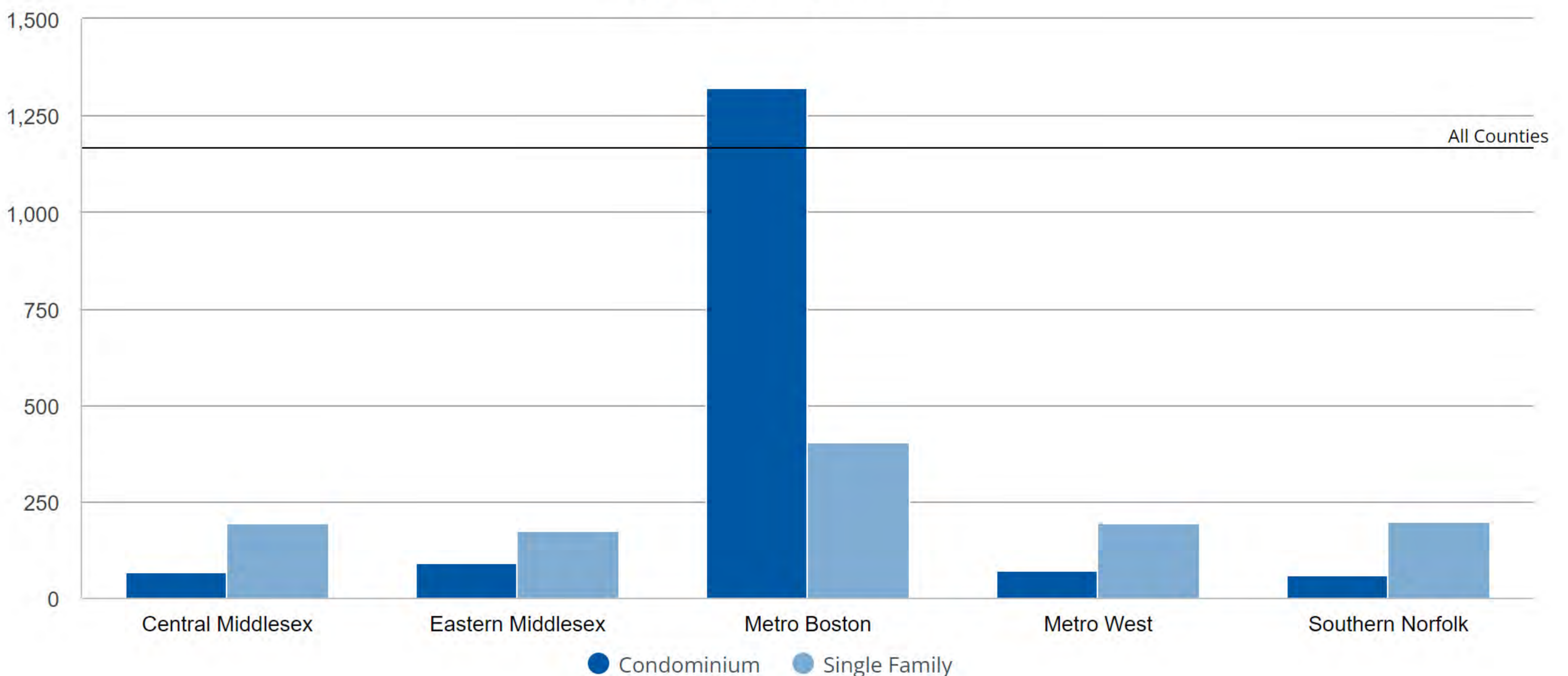
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

| | November 2023 | Month over Month Change | Year over Year Change | Year to Date Change |
|-------|---------------|-------------------------|-----------------------|---------------------|
| SFH | 1,166 | ⚡ -16.4% | ⚡ -13.9% | — |
| CONDO | 1,612 | ⚡ -13.5% | ⚡ -9.5% | — |

Historical Activity



Region Comparison



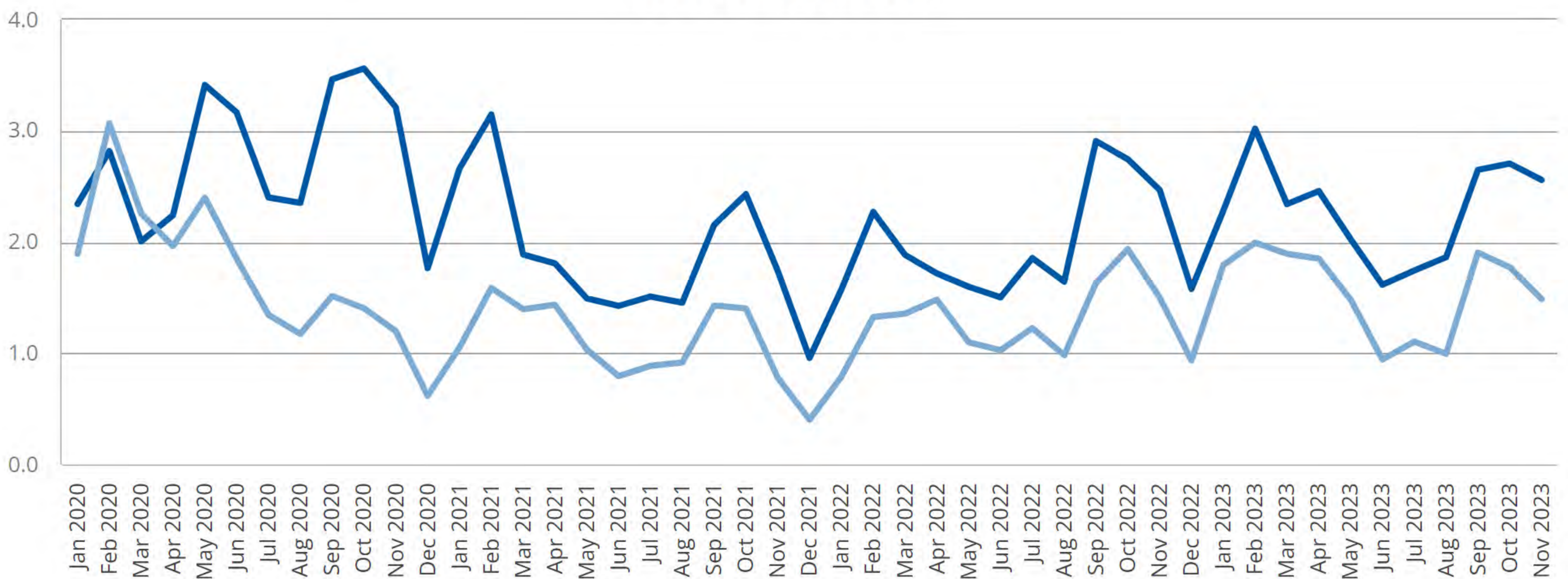
Months Supply of Inventory



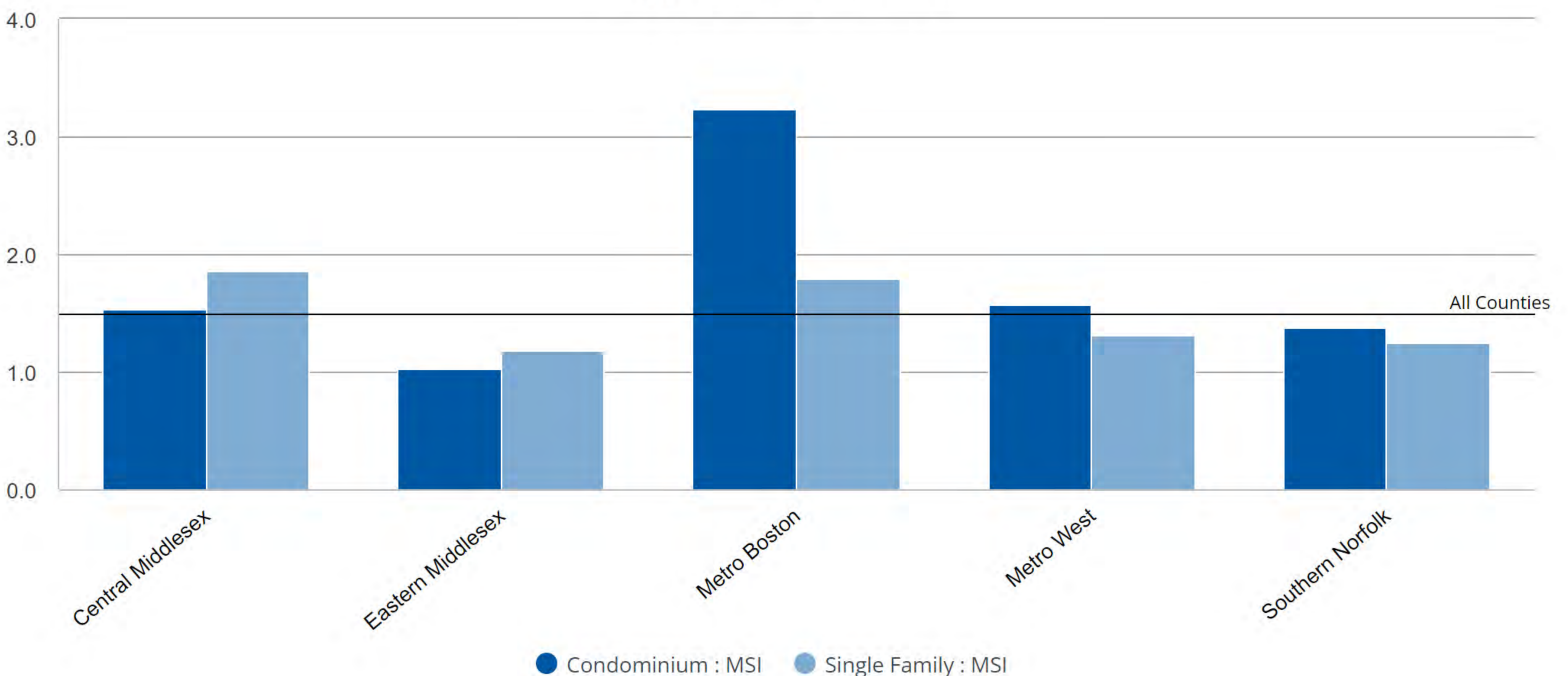
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

| | November 2023 | Month over Month Change | Year over Year Change | Year to Date Change |
|-------|---------------|-------------------------|-----------------------|---------------------|
| SFH | 1.5 | ⚡ -16.1% | ⚡ -0.9% | — |
| CONDO | 2.6 | ⚡ -5.4% | ⬆️ 3.7% | — |

Historical Activity



Region Comparison



Central Middlesex Region



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

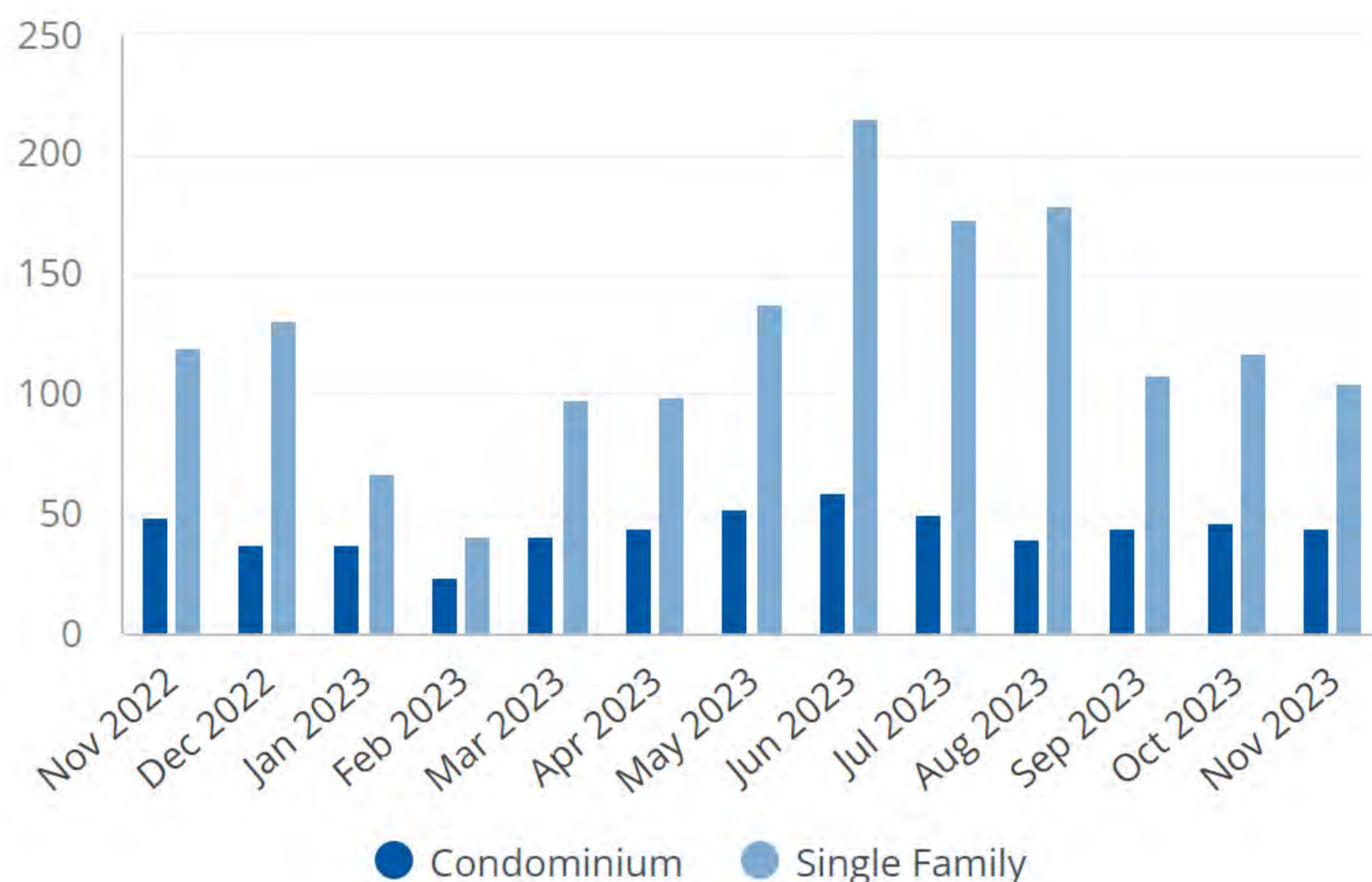
Single Family Homes

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-------------|-------------|-----------|-------------|-----------|-------------|-------------|-----------|
| Median Sales Price | \$1,090,000 | \$1,007,500 | ⬆️ 8.2% | \$1,088,750 | ⬆️ 0.1% | \$1,175,000 | \$1,075,000 | ⬆️ 9.3% |
| Closed Sales | 105 | 120 | ⬆️ -12.5% | 118 | ⬆️ -11.0% | 1,344 | 1,661 | ⬆️ -19.1% |
| New Listings | 80 | 86 | ⬆️ -7.0% | 145 | ⬆️ -44.8% | 1,693 | 2,142 | ⬆️ -21.0% |
| Pending Sales | 89 | 107 | ⬆️ -16.8% | 121 | ⬆️ -26.4% | 1,377 | 1,691 | ⬆️ -18.6% |
| Median Days on Market | 24 | 23 | ⬆️ 4.3% | 19 | ⬆️ 26.3% | 17 | 17 | ⬆️ 0.0% |
| Price per Square Foot | \$431 | \$393 | ⬆️ 9.8% | \$428 | ⬆️ 0.8% | \$419 | \$407 | ⬆️ 2.9% |
| Sold to Original Price Ratio | 100.6% | 99.7% | ⬆️ 0.9% | 101.3% | ⬆️ -0.7% | 102.3% | 105.8% | ⬆️ -3.3% |
| Active Inventory | 195 | 202 | ⬆️ -3.5% | 236 | ⬆️ -17.4% | — | — | — |
| Months Supply of Inventory | 1.9 | 1.7 | ⬆️ 10.3% | 2.0 | ⬆️ -7.1% | — | — | — |

Condominiums

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|-----------|-----------|----------|-----------|-----------|----------|
| Median Sales Price | \$625,000 | \$470,000 | ⬆️ 33.0% | \$640,500 | ⬆️ -2.4% | \$600,000 | \$562,900 | ⬆️ 6.6% |
| Closed Sales | 45 | 49 | ⬆️ -8.2% | 47 | ⬆️ -4.3% | 486 | 521 | ⬆️ -6.7% |
| New Listings | 49 | 28 | ⬆️ 75.0% | 54 | ⬆️ -9.3% | 598 | 648 | ⬆️ -7.7% |
| Pending Sales | 41 | 38 | ⬆️ 7.9% | 35 | ⬆️ 17.1% | 486 | 529 | ⬆️ -8.1% |
| Median Days on Market | 20 | 25.5 | ⬆️ -21.6% | 19 | ⬆️ 5.3% | 18 | 17 | ⬆️ 5.9% |
| Price per Square Foot | \$379 | \$317 | ⬆️ 19.6% | \$358 | ⬆️ 5.9% | \$363 | \$330 | ⬆️ 10.0% |
| Sold to Original Price Ratio | 102.7% | 101.0% | ⬆️ 1.7% | 103.1% | ⬆️ -0.4% | 102.2% | 104.4% | ⬆️ -2.2% |
| Active Inventory | 69 | 73 | ⬆️ -5.5% | 67 | ⬆️ 3.0% | — | — | — |
| Months Supply of Inventory | 1.5 | 1.5 | ⬆️ 2.9% | 1.4 | ⬆️ 7.6% | — | — | — |

Number of Closed Sales



Median Sales Price



Eastern Middlesex Region



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

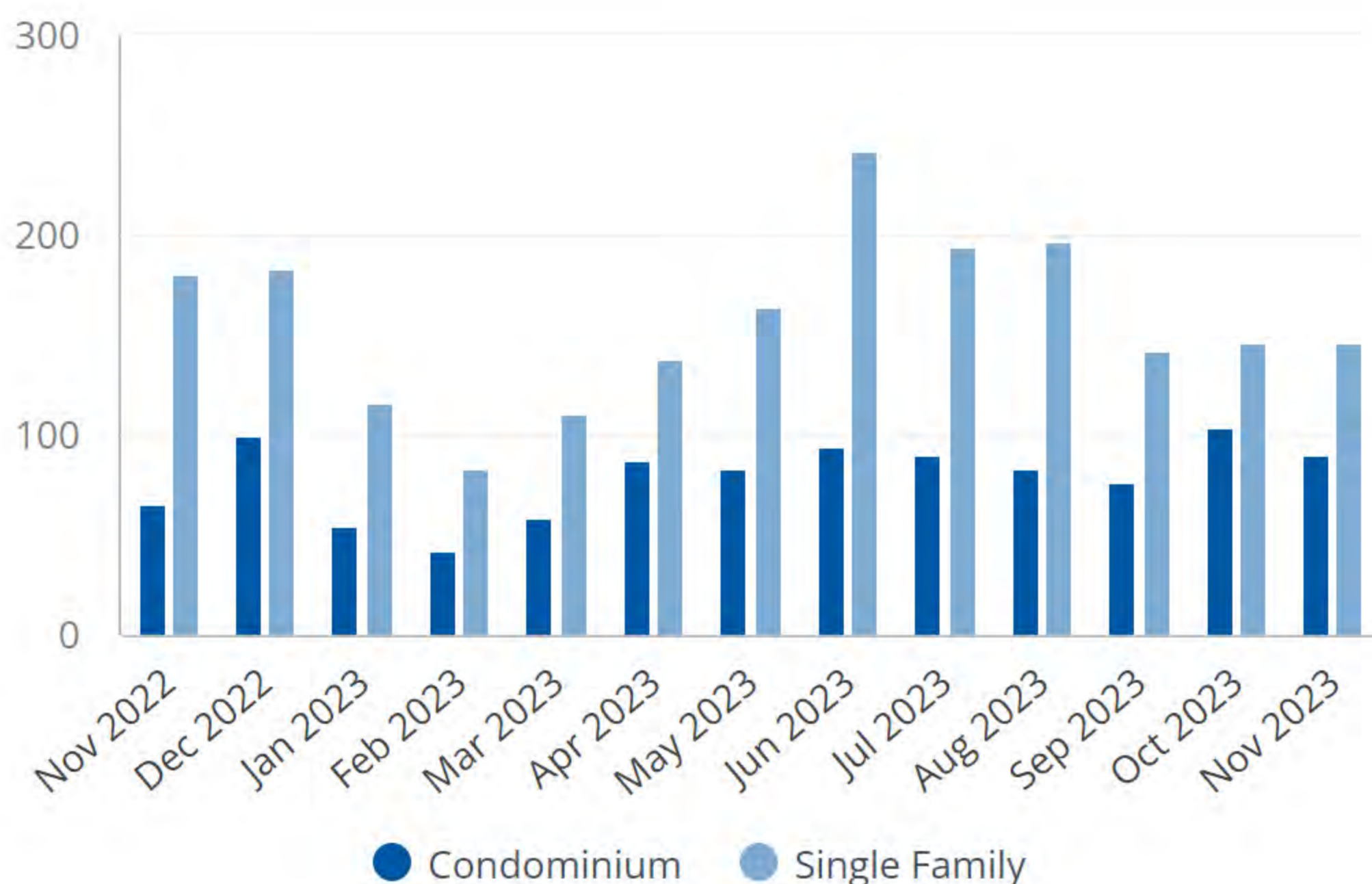
Single Family Homes

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|----------|-----------|----------|-----------|-----------|----------|
| Median Sales Price | \$775,000 | \$754,951 | ↑ 2.7% | \$801,500 | ↓ -3.3% | \$780,000 | \$765,000 | ↑ 2.0% |
| Closed Sales | 146 | 181 | ↓ -19.3% | 146 | ↔ 0.0% | 1,682 | 2,195 | ↓ -23.4% |
| New Listings | 160 | 156 | ↑ 2.6% | 173 | ↓ -7.5% | 1,982 | 2,677 | ↓ -26.0% |
| Pending Sales | 161 | 168 | ↓ -4.2% | 143 | ↑ 12.6% | 1,730 | 2,211 | ↓ -21.8% |
| Median Days on Market | 20 | 22 | ↓ -9.1% | 18 | ↑ 11.1% | 17 | 16 | ↑ 6.3% |
| Price per Square Foot | \$417 | \$385 | ↑ 8.2% | \$432 | ↓ -3.6% | \$408 | \$405 | ↑ 0.7% |
| Sold to Original Price Ratio | 101.8% | 99.2% | ↑ 2.6% | 102.0% | ↓ -0.1% | 102.7% | 104.6% | ↓ -1.7% |
| Active Inventory | 173 | 216 | ↓ -19.9% | 202 | ↓ -14.4% | — | — | — |
| Months Supply of Inventory | 1.2 | 1.2 | ↓ -0.7% | 1.4 | ↓ -14.4% | — | — | — |

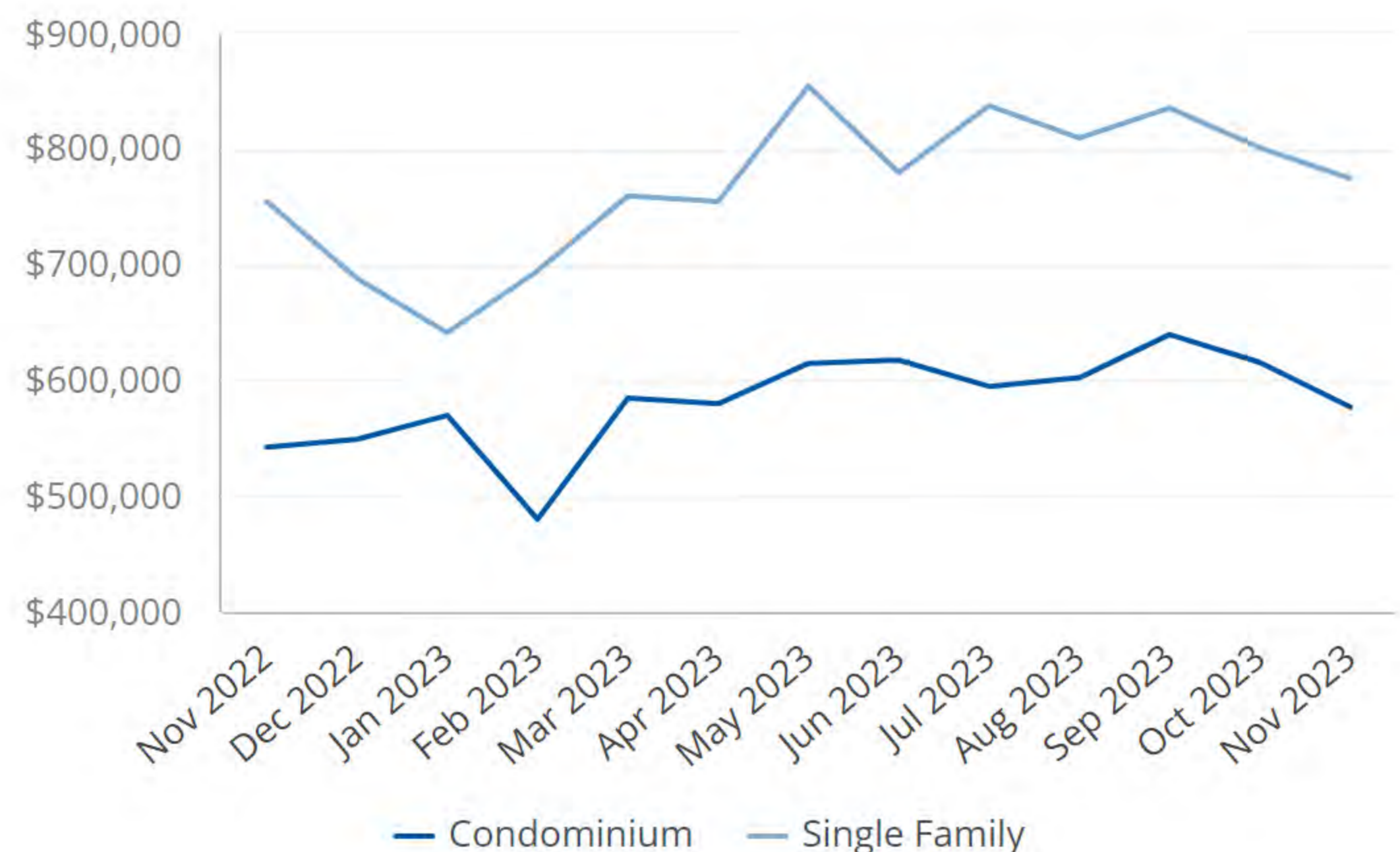
Condominiums

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-------------|-----------|----------|-------------|----------|-----------|-----------|----------|
| Median Sales Price | \$577,152.5 | \$542,500 | ↑ 6.4% | \$615,737.5 | ↓ -6.3% | \$600,000 | \$560,000 | ↑ 7.1% |
| Closed Sales | 90 | 66 | ↑ 36.4% | 104 | ↓ -13.5% | 865 | 1,016 | ↓ -14.9% |
| New Listings | 102 | 80 | ↑ 27.5% | 95 | ↑ 7.4% | 1,131 | 1,253 | ↓ -9.7% |
| Pending Sales | 95 | 62 | ↑ 53.2% | 86 | ↑ 10.5% | 948 | 1,015 | ↓ -6.6% |
| Median Days on Market | 18 | 19.5 | ↓ -7.7% | 15.5 | ↑ 16.1% | 16 | 17 | ↓ -5.9% |
| Price per Square Foot | \$460 | \$394 | ↑ 16.8% | \$468 | ↓ -1.6% | \$452 | \$439 | ↑ 3.1% |
| Sold to Original Price Ratio | 101.2% | 98.8% | ↑ 2.5% | 101.4% | ↓ -0.1% | 101.3% | 102.1% | ↓ -0.7% |
| Active Inventory | 92 | 125 | ↓ -26.4% | 108 | ↓ -14.8% | — | — | — |
| Months Supply of Inventory | 1.0 | 1.9 | ↓ -46.0% | 1.0 | ↓ -1.6% | — | — | — |

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

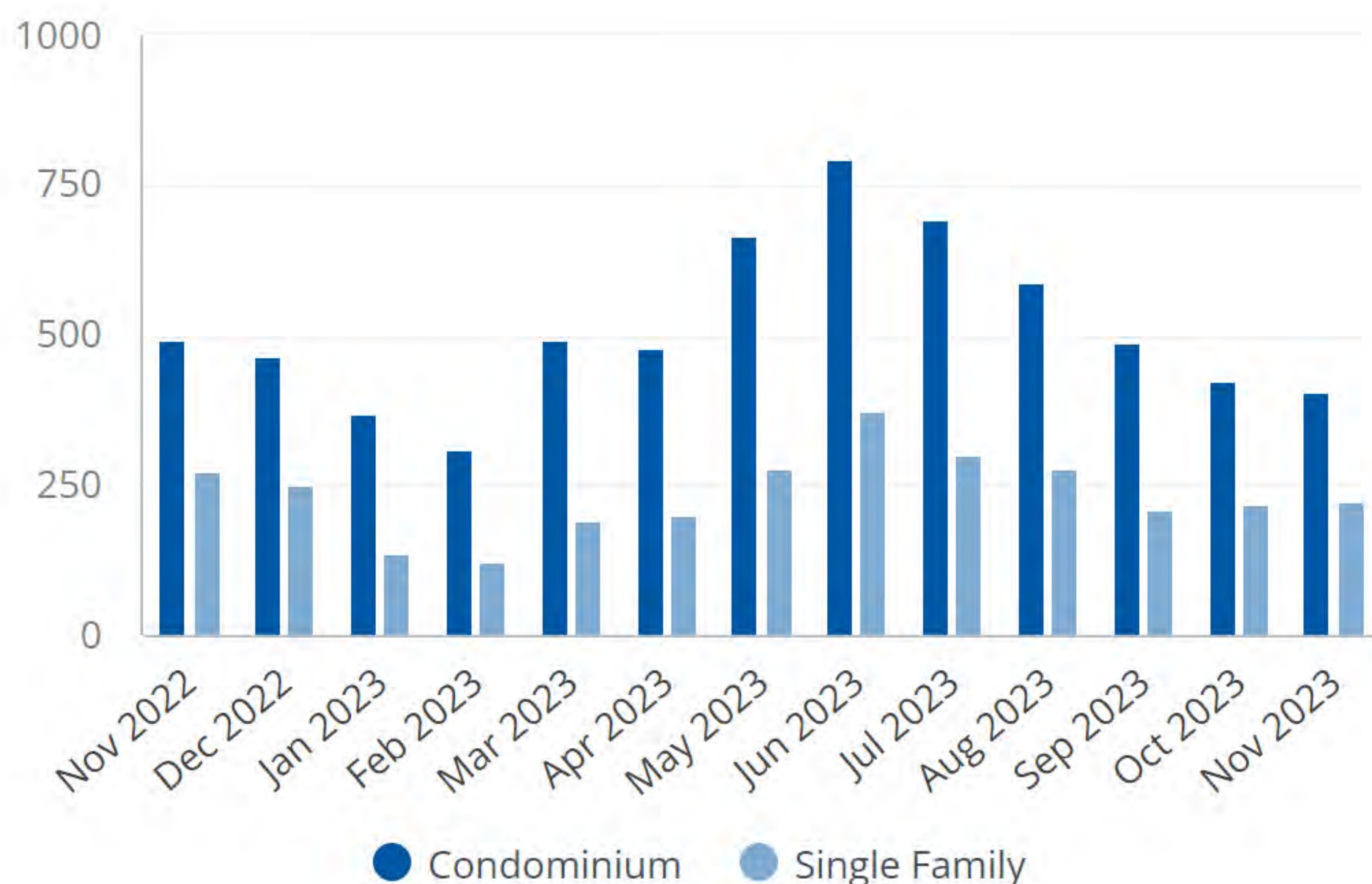
Single Family Homes

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|----------|-----------|----------|-----------|-----------|----------|
| Median Sales Price | \$851,000 | \$826,500 | ↑ 3.0% | \$899,900 | ↓ -5.4% | \$930,000 | \$902,000 | ↑ 3.1% |
| Closed Sales | 225 | 274 | ↓ -17.9% | 221 | ↑ 1.8% | 2,541 | 3,260 | ↓ -22.1% |
| New Listings | 209 | 235 | ↓ -11.1% | 318 | ↓ -34.3% | 3,529 | 4,356 | ↓ -19.0% |
| Pending Sales | 212 | 246 | ↓ -13.8% | 246 | ↓ -13.8% | 2,638 | 3,257 | ↓ -19.0% |
| Median Days on Market | 24 | 26 | ↓ -7.7% | 21 | ↑ 14.3% | 19 | 18 | ↑ 5.6% |
| Price per Square Foot | \$485 | \$436 | ↑ 11.2% | \$484 | ↑ 0.3% | \$499 | \$487 | ↑ 2.5% |
| Sold to Original Price Ratio | 99.8% | 98.1% | ↑ 1.8% | 99.7% | ↑ 0.1% | 100.9% | 102.7% | ↓ -1.8% |
| Active Inventory | 404 | 466 | ↓ -13.3% | 504 | ↓ -19.8% | — | — | — |
| Months Supply of Inventory | 1.8 | 1.7 | ↑ 5.6% | 2.3 | ↓ -21.3% | — | — | — |

Condominiums

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|----------|-----------|----------|-----------|-----------|----------|
| Median Sales Price | \$753,000 | \$745,000 | ↑ 1.1% | \$765,000 | ↓ -1.6% | \$770,000 | \$730,000 | ↑ 5.5% |
| Closed Sales | 408 | 495 | ↓ -17.6% | 423 | ↓ -3.5% | 5,714 | 7,164 | ↓ -20.2% |
| New Listings | 442 | 491 | ↓ -10.0% | 754 | ↓ -41.4% | 8,645 | 10,587 | ↓ -18.3% |
| Pending Sales | 387 | 451 | ↓ -14.2% | 500 | ↓ -22.6% | 5,795 | 7,136 | ↓ -18.8% |
| Median Days on Market | 34 | 34 | ↔ 0.0% | 22 | ↑ 54.5% | 21 | 20 | ↑ 5.0% |
| Price per Square Foot | \$652 | \$668 | ↓ -2.5% | \$679 | ↓ -4.0% | \$705 | \$690 | ↑ 2.2% |
| Sold to Original Price Ratio | 98.2% | 96.9% | ↑ 1.3% | 99.3% | ↓ -1.1% | 99.0% | 99.9% | ↓ -0.8% |
| Active Inventory | 1,322 | 1,391 | ↓ -5.0% | 1,555 | ↓ -15.0% | — | — | — |
| Months Supply of Inventory | 3.2 | 2.8 | ↑ 15.3% | 3.7 | ↓ -11.9% | — | — | — |

Number of Closed Sales



Median Sales Price



Metro West Region



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

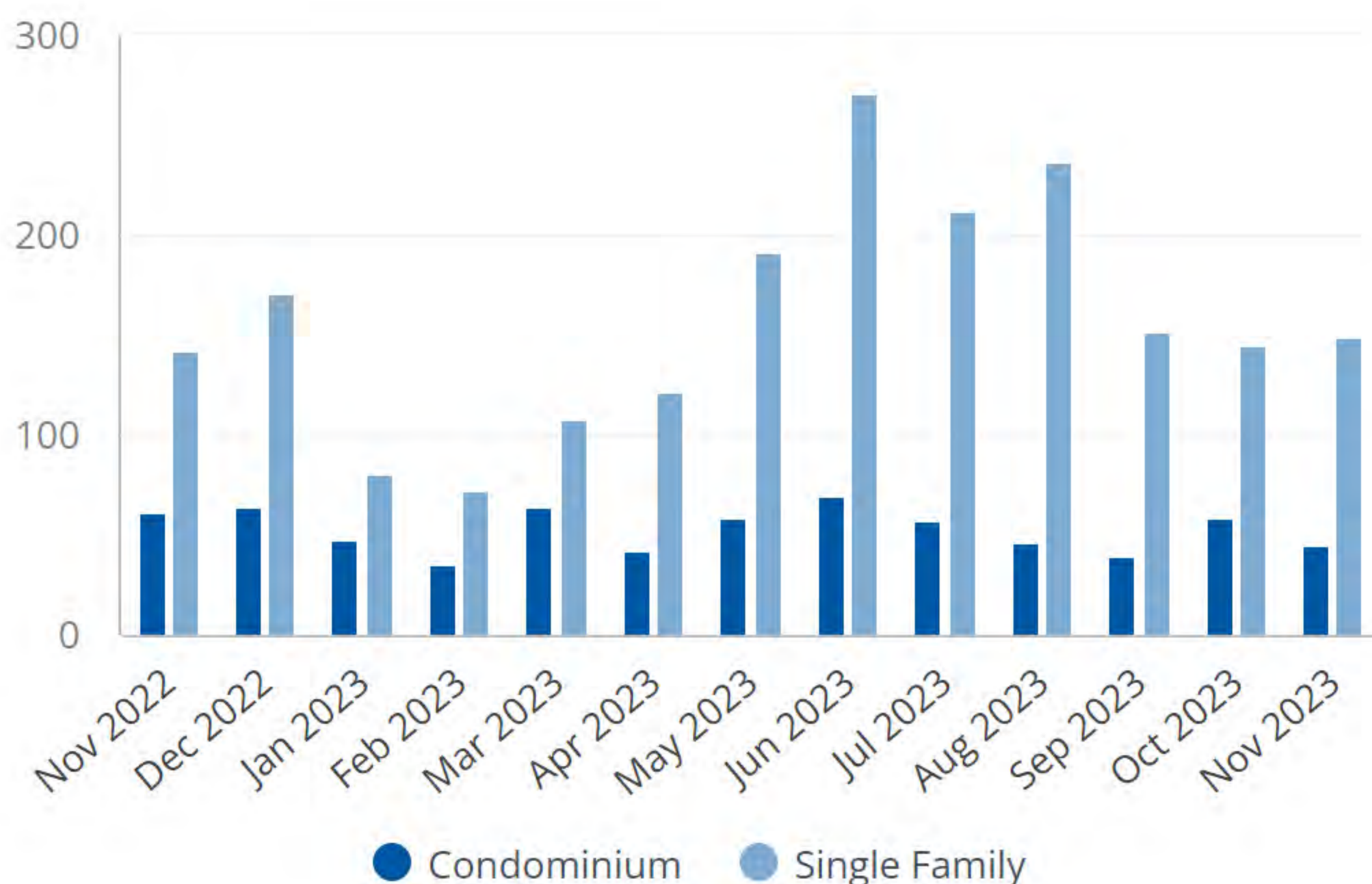
Single Family Homes

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|----------|-----------|----------|-----------|-----------|----------|
| Median Sales Price | \$850,000 | \$855,000 | ▼ -0.6% | \$890,300 | ▼ -4.5% | \$900,000 | \$856,250 | ▲ 5.1% |
| Closed Sales | 149 | 143 | ▲ 4.2% | 145 | ▲ 2.8% | 1,741 | 2,262 | ▼ -23.0% |
| New Listings | 150 | 137 | ▲ 9.5% | 191 | ▼ -21.5% | 2,208 | 2,750 | ▼ -19.7% |
| Pending Sales | 141 | 129 | ▲ 9.3% | 169 | ▼ -16.6% | 1,816 | 2,250 | ▼ -19.3% |
| Median Days on Market | 21 | 27 | ▼ -22.2% | 16 | ▲ 31.3% | 16 | 15 | ▲ 6.7% |
| Price per Square Foot | \$380 | \$369 | ▲ 3.0% | \$392 | ▼ -3.1% | \$389 | \$371 | ▲ 4.9% |
| Sold to Original Price Ratio | 100.3% | 99.7% | ▲ 0.6% | 101.8% | ▼ -1.4% | 102.1% | 104.7% | ▼ -2.4% |
| Active Inventory | 195 | 236 | ▼ -17.4% | 232 | ▼ -15.9% | — | — | — |
| Months Supply of Inventory | 1.3 | 1.7 | ▼ -20.7% | 1.6 | ▼ -18.2% | — | — | — |

Condominiums

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|----------|-----------|----------|-----------|-----------|----------|
| Median Sales Price | \$450,000 | \$520,000 | ▼ -13.5% | \$540,000 | ▼ -16.7% | \$625,000 | \$592,900 | ▲ 5.4% |
| Closed Sales | 45 | 61 | ▼ -26.2% | 59 | ▼ -23.7% | 565 | 721 | ▼ -21.6% |
| New Listings | 42 | 61 | ▼ -31.1% | 64 | ▼ -34.4% | 670 | 872 | ▼ -23.2% |
| Pending Sales | 35 | 53 | ▼ -34.0% | 49 | ▼ -28.6% | 548 | 707 | ▼ -22.5% |
| Median Days on Market | 21 | 23 | ▼ -8.7% | 18 | ▲ 16.7% | 17 | 17 | ▶ 0.0% |
| Price per Square Foot | \$355 | \$334 | ▲ 6.3% | \$354 | ▲ 0.3% | \$355 | \$336 | ▲ 5.7% |
| Sold to Original Price Ratio | 100.9% | 98.4% | ▲ 2.5% | 101.2% | ▼ -0.4% | 101.8% | 102.9% | ▼ -1.2% |
| Active Inventory | 71 | 101 | ▼ -29.7% | 74 | ▼ -4.1% | — | — | — |
| Months Supply of Inventory | 1.6 | 1.7 | ▼ -4.7% | 1.3 | ▲ 25.8% | — | — | — |

Number of Closed Sales



Median Sales Price



Southern Norfolk Region



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

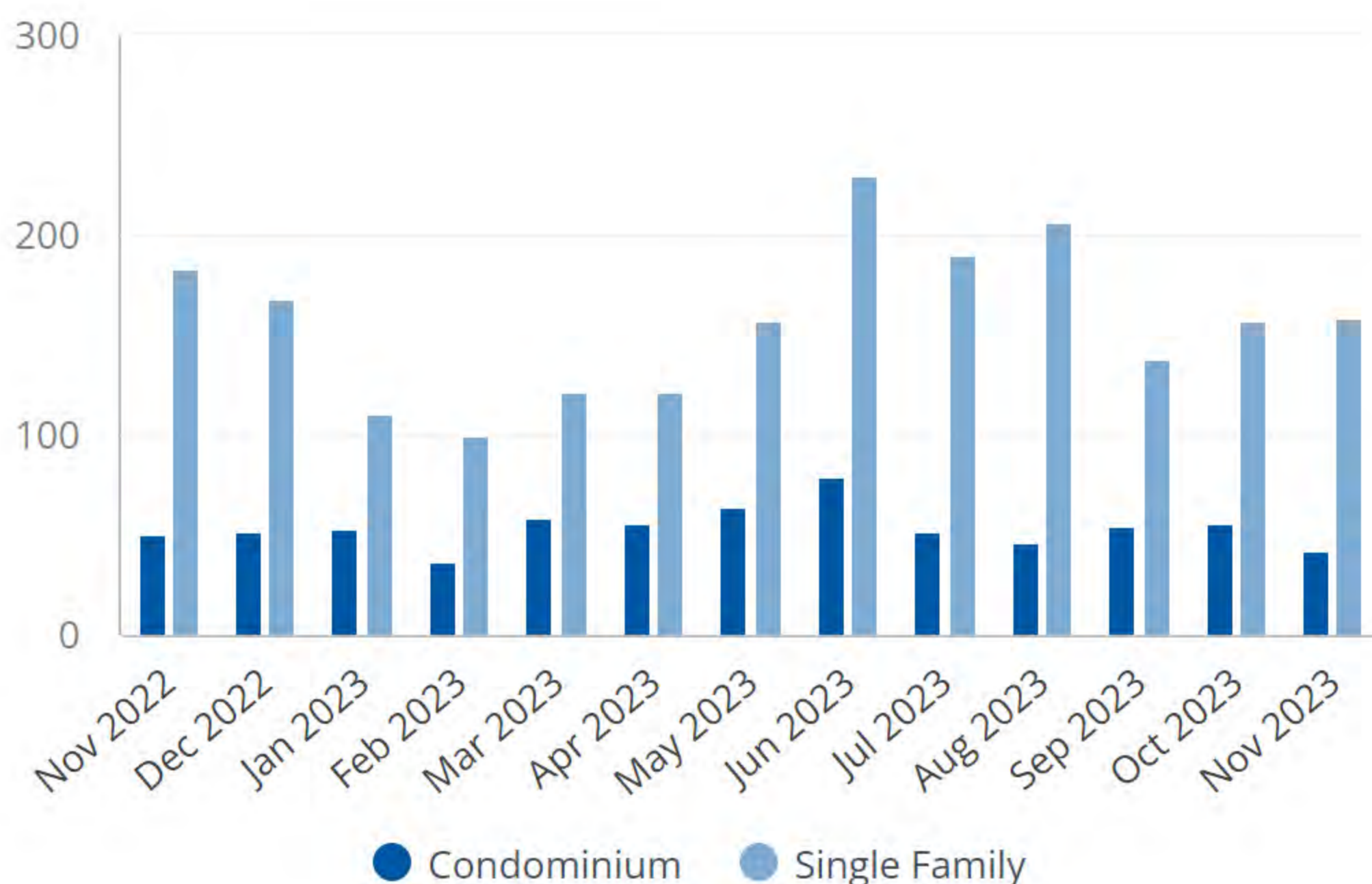
Single Family Homes

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|----------|-----------|----------|-----------|-----------|----------|
| Median Sales Price | \$651,000 | \$600,000 | ↑ 8.5% | \$680,000 | ↓ -4.3% | \$668,500 | \$635,000 | ↑ 5.3% |
| Closed Sales | 159 | 184 | ↓ -13.6% | 157 | ↑ 1.3% | 1,694 | 2,215 | ↓ -23.5% |
| New Listings | 155 | 128 | ↑ 21.1% | 172 | ↓ -9.9% | 2,016 | 2,601 | ↓ -22.5% |
| Pending Sales | 160 | 165 | ↓ -3.0% | 173 | ↓ -7.5% | 1,747 | 2,182 | ↓ -19.9% |
| Median Days on Market | 19 | 22 | ↓ -13.6% | 20 | ↓ -5.0% | 19 | 19 | ↔ 0.0% |
| Price per Square Foot | \$332 | \$313 | ↑ 6.1% | \$338 | ↓ -1.8% | \$337 | \$329 | ↑ 2.4% |
| Sold to Original Price Ratio | 100.0% | 98.7% | ↑ 1.4% | 101.1% | ↓ -1.1% | 101.8% | 103.1% | ↓ -1.2% |
| Active Inventory | 199 | 234 | ↓ -15.0% | 221 | ↓ -10.0% | — | — | — |
| Months Supply of Inventory | 1.3 | 1.3 | ↓ -1.6% | 1.4 | ↓ -11.1% | — | — | — |

Condominiums

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|----------|-----------|----------|-----------|-----------|----------|
| Median Sales Price | \$480,000 | \$410,000 | ↑ 17.1% | \$455,000 | ↑ 5.5% | \$470,000 | \$450,000 | ↑ 4.4% |
| Closed Sales | 42 | 51 | ↓ -17.6% | 56 | ↓ -25.0% | 602 | 780 | ↓ -22.8% |
| New Listings | 40 | 53 | ↓ -24.5% | 56 | ↓ -28.6% | 650 | 873 | ↓ -25.5% |
| Pending Sales | 38 | 39 | ↓ -2.6% | 36 | ↑ 5.6% | 564 | 721 | ↓ -21.8% |
| Median Days on Market | 21 | 21 | ↔ 0.0% | 20 | ↑ 5.0% | 19 | 16 | ↑ 18.8% |
| Price per Square Foot | \$334 | \$312 | ↑ 6.9% | \$329 | ↑ 1.5% | \$335 | \$319 | ↑ 5.0% |
| Sold to Original Price Ratio | 101.7% | 99.1% | ↑ 2.6% | 104.0% | ↓ -2.2% | 102.0% | 103.7% | ↓ -1.6% |
| Active Inventory | 58 | 92 | ↓ -37.0% | 60 | ↓ -3.3% | — | — | — |
| Months Supply of Inventory | 1.4 | 1.8 | ↓ -23.5% | 1.1 | ↑ 28.9% | — | — | — |

Number of Closed Sales



Median Sales Price



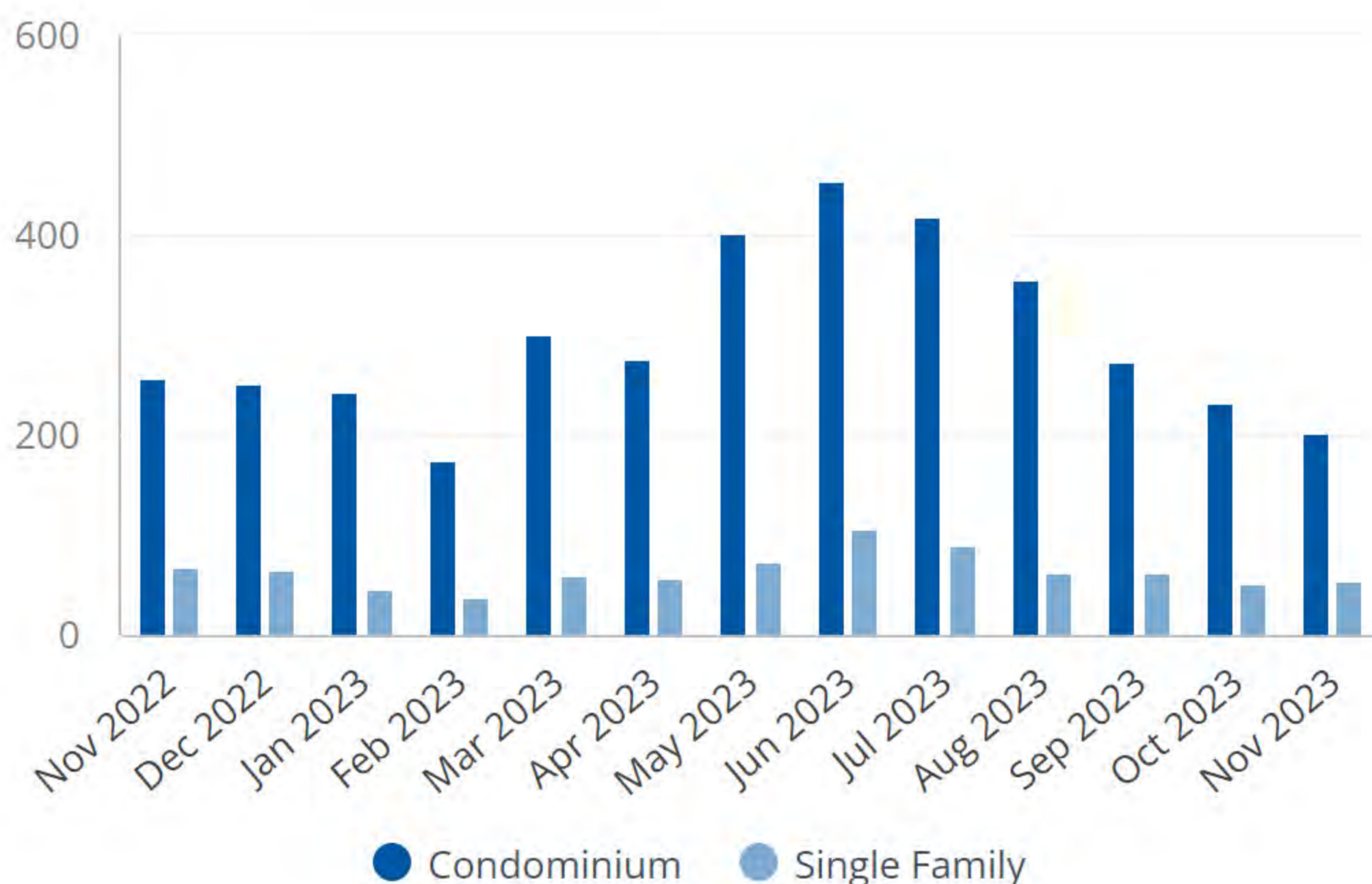
Single Family Homes

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Median Sales Price | \$767,500 | \$670,000 | ⬆️ 14.6% | \$835,000 | ⬇️ -8.1% | \$800,000 | \$791,000 | ⬆️ 1.1% |
| Closed Sales | 56 | 69 | ⬇️ -18.8% | 53 | ⬆️ 5.7% | 707 | 926 | ⬇️ -23.7% |
| New Listings | 62 | 64 | ⬇️ -3.1% | 91 | ⬇️ -31.9% | 990 | 1,256 | ⬇️ -21.2% |
| Pending Sales | 57 | 67 | ⬇️ -14.9% | 69 | ⬇️ -17.4% | 740 | 916 | ⬇️ -19.2% |
| Median Days on Market | 26 | 34 | ⬇️ -23.5% | 23 | ⬆️ 13.0% | 20 | 20 | ⬆️ 0.0% |
| Price per Square Foot | \$465 | \$424 | ⬆️ 9.6% | \$464 | ⬆️ 0.1% | \$473 | \$480 | ⬇️ -1.5% |
| Sold to Original Price Ratio | 100.1% | 97.0% | ⬆️ 3.2% | 96.8% | ⬆️ 3.4% | 99.3% | 101.3% | ⬇️ -1.9% |
| Active Inventory | 134 | 161 | ⬇️ -16.8% | 160 | ⬇️ -16.3% | — | — | — |
| Months Supply of Inventory | 2.4 | 2.3 | ⬆️ 2.5% | 3.0 | ⬇️ -20.7% | — | — | — |

Condominiums

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Median Sales Price | \$763,000 | \$750,000 | ⬆️ 1.7% | \$772,500 | ⬇️ -1.2% | \$749,450 | \$725,000 | ⬆️ 3.4% |
| Closed Sales | 203 | 257 | ⬇️ -21.0% | 234 | ⬇️ -13.2% | 3,342 | 4,247 | ⬇️ -21.3% |
| New Listings | 253 | 295 | ⬇️ -14.2% | 469 | ⬇️ -46.1% | 5,264 | 6,598 | ⬇️ -20.2% |
| Pending Sales | 229 | 242 | ⬇️ -5.4% | 258 | ⬇️ -11.2% | 3,341 | 4,267 | ⬇️ -21.7% |
| Median Days on Market | 36 | 35 | ⬆️ 2.9% | 24 | ⬆️ 50.0% | 22 | 21 | ⬆️ 4.8% |
| Price per Square Foot | \$769 | \$761 | ⬆️ 1.1% | \$770 | ⬇️ -0.1% | \$787 | \$762 | ⬆️ 3.3% |
| Sold to Original Price Ratio | 97.3% | 96.9% | ⬆️ 0.5% | 98.8% | ⬇️ -1.5% | 98.5% | 99.0% | ⬇️ -0.6% |
| Active Inventory | 876 | 931 | ⬇️ -5.9% | 1,055 | ⬇️ -17.0% | — | — | — |
| Months Supply of Inventory | 4.3 | 3.6 | ⬆️ 19.1% | 4.5 | ⬇️ -4.3% | — | — | — |

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

2 Family Homes

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-----------|-----------|----------|-----------|----------|-----------|-----------|----------|
| Median Sales Price | \$890,000 | \$830,000 | ↑ 7.2% | \$960,000 | ↓ -7.3% | \$899,500 | \$886,000 | ↑ 1.5% |
| Closed Sales | 84 | 107 | ↓ -21.5% | 79 | ↑ 6.3% | 996 | 1,361 | ↓ -26.8% |
| New Listings | 79 | 111 | ↓ -28.8% | 133 | ↓ -40.6% | 1,376 | 1,884 | ↓ -27.0% |
| Pending Sales | 75 | 87 | ↓ -13.8% | 104 | ↓ -27.9% | 1,025 | 1,324 | ↓ -22.6% |
| Median Days on Market | 23 | 27 | ↓ -14.8% | 20 | ↑ 15.0% | 20 | 20 | ↔ 0.0% |
| Price per Square Foot | \$364 | \$334 | ↑ 8.8% | \$361 | ↑ 0.7% | \$361 | \$356 | ↑ 1.4% |
| Sold to Original Price Ratio | 99.4% | 97.9% | ↑ 1.5% | 102.0% | ↓ -2.6% | 100.0% | 101.0% | ↓ -1.0% |
| Active Inventory | 158 | 201 | ↓ -21.4% | 189 | ↓ -16.4% | — | — | — |
| Months Supply of Inventory | 1.9 | 1.9 | ↑ 0.1% | 2.4 | ↓ -21.4% | — | — | — |

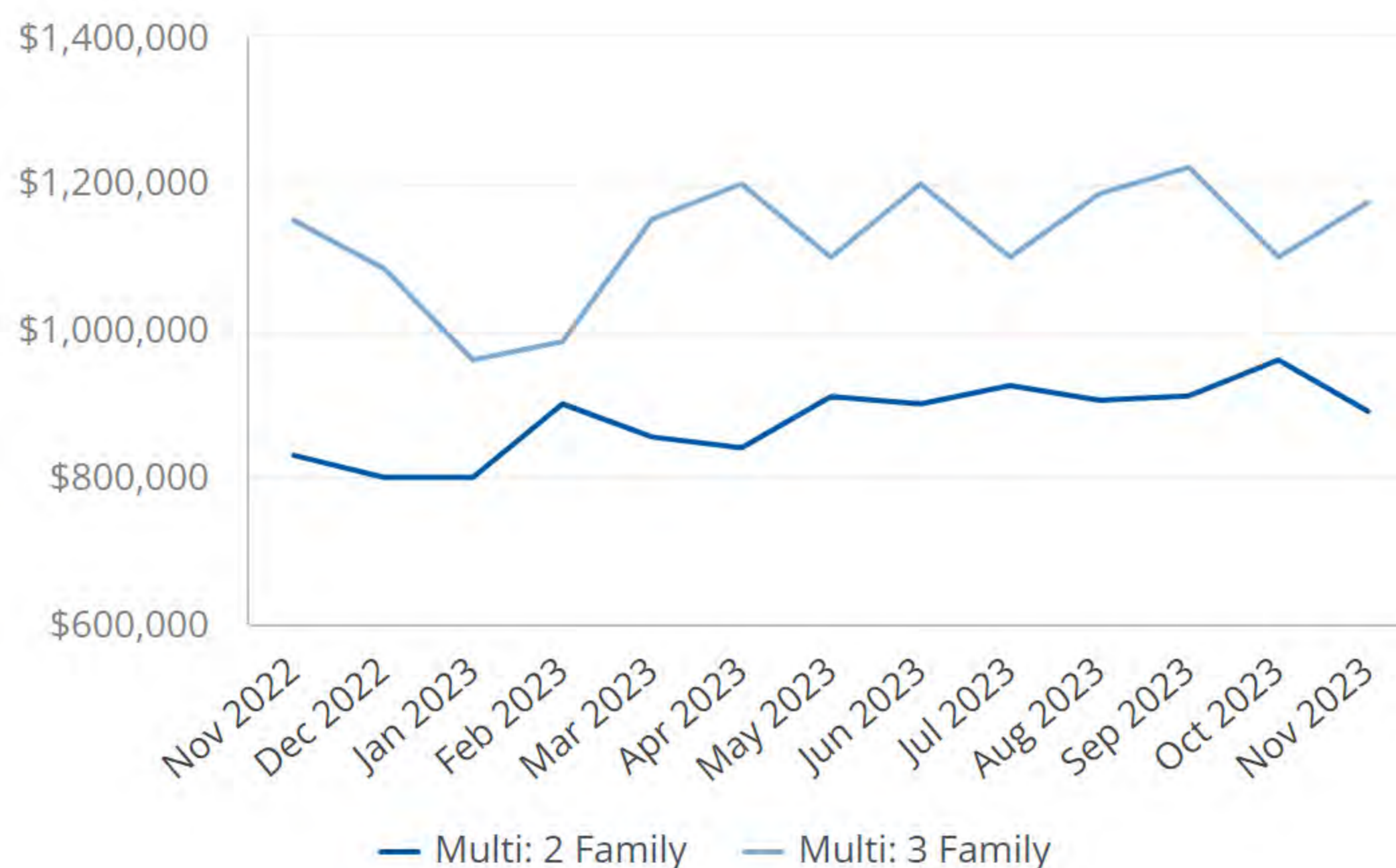
3 Family Homes

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-------------|-------------|----------|-------------|----------|-------------|-------------|----------|
| Median Sales Price | \$1,175,000 | \$1,150,000 | ↑ 2.2% | \$1,100,000 | ↑ 6.8% | \$1,130,000 | \$1,130,000 | ↔ 0.0% |
| Closed Sales | 31 | 40 | ↓ -22.5% | 49 | ↓ -36.7% | 370 | 466 | ↓ -20.6% |
| New Listings | 51 | 52 | ↓ -1.9% | 73 | ↓ -30.1% | 632 | 776 | ↓ -18.6% |
| Pending Sales | 36 | 30 | ↑ 20.0% | 41 | ↓ -12.2% | 398 | 440 | ↓ -9.5% |
| Median Days on Market | 21.5 | 29.5 | ↓ -27.1% | 23 | ↓ -6.5% | 24 | 21 | ↑ 14.3% |
| Price per Square Foot | \$321 | \$317 | ↑ 1.3% | \$326 | ↓ -1.5% | \$328 | \$343 | ↓ -4.5% |
| Sold to Original Price Ratio | 98.5% | 96.8% | ↑ 1.8% | 97.8% | ↑ 0.7% | 96.6% | 97.5% | ↓ -0.9% |
| Active Inventory | 102 | 122 | ↓ -16.4% | 116 | ↓ -12.1% | — | — | — |
| Months Supply of Inventory | 3.3 | 3.0 | ↑ 7.9% | 2.4 | ↑ 39.0% | — | — | — |

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

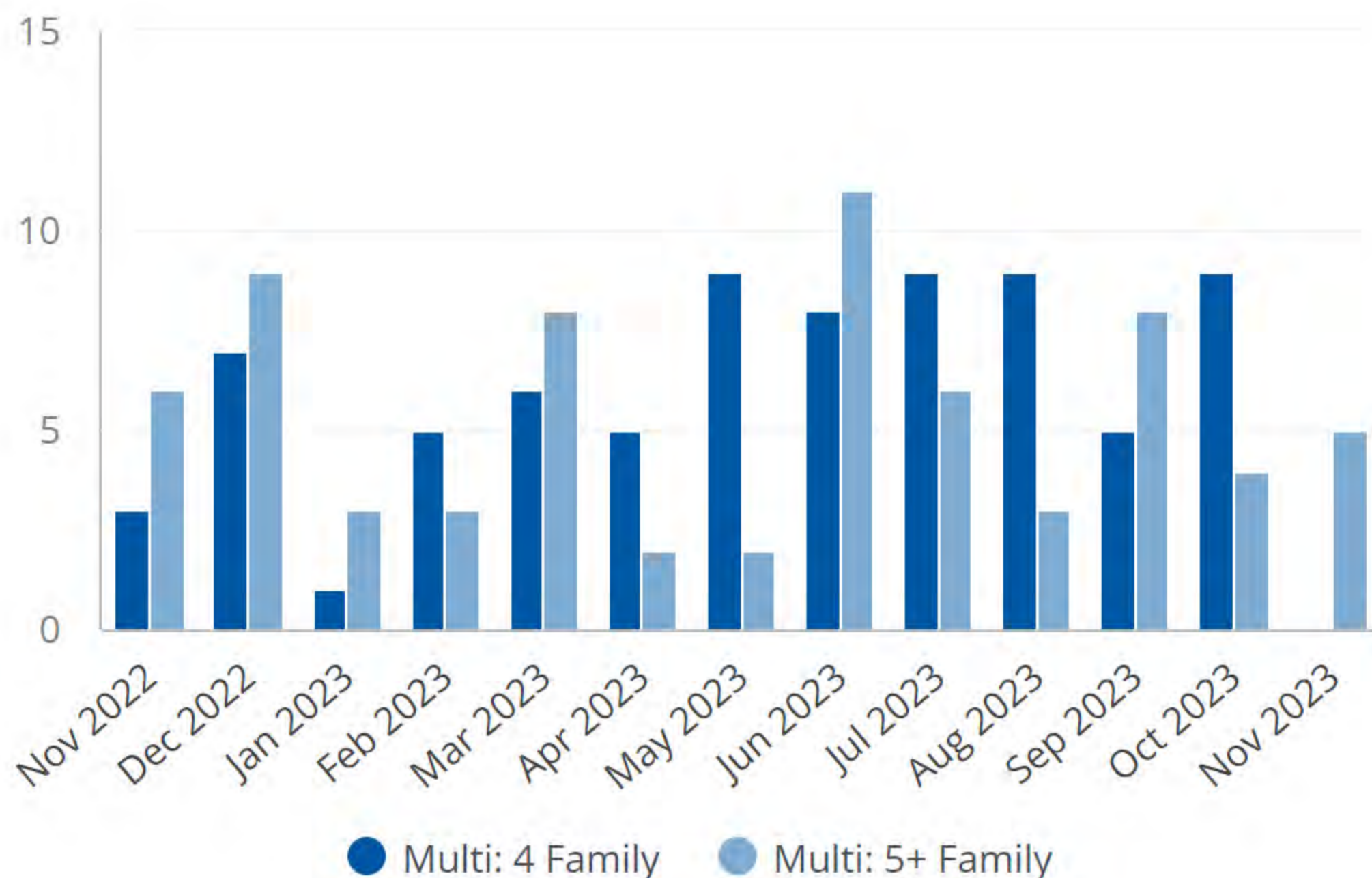
4 Family Homes

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-------------|-------------|-----------|-------------|-----------|-------------|---------------|-----------|
| Median Sales Price | \$2,350,000 | \$1,610,000 | ⬆️ 46.0% | \$1,605,000 | ⬆️ 46.4% | \$1,250,500 | \$1,526,062.5 | ⬆️ -18.1% |
| Closed Sales | 9 | 3 | ⬆️ 200.0% | 5 | ⬆️ 80.0% | 66 | 76 | ⬆️ -13.2% |
| New Listings | 18 | 9 | ⬆️ 100.0% | 12 | ⬆️ 50.0% | 137 | 163 | ⬆️ -16.0% |
| Pending Sales | 9 | 3 | ⬆️ 200.0% | 6 | ⬆️ 50.0% | 74 | 71 | ⬆️ 4.2% |
| Median Days on Market | 23 | 20 | ⬆️ 15.0% | 26.5 | ⬆️ -13.2% | 23 | 25 | ⬆️ -8.0% |
| Price per Square Foot | \$580 | \$592 | ⬆️ -2.0% | \$398 | ⬆️ 45.7% | \$337 | \$384 | ⬆️ -12.2% |
| Sold to Original Price Ratio | 96.1% | 99.6% | ⬆️ -3.5% | 105.8% | ⬆️ -9.2% | 98.7% | 96.6% | ⬆️ 2.2% |
| Active Inventory | 23 | 26 | ⬆️ -11.5% | 16 | ⬆️ 43.8% | — | — | — |
| Months Supply of Inventory | 2.6 | 8.6 | ⬆️ -70.4% | 3.2 | ⬆️ -20.1% | — | — | — |

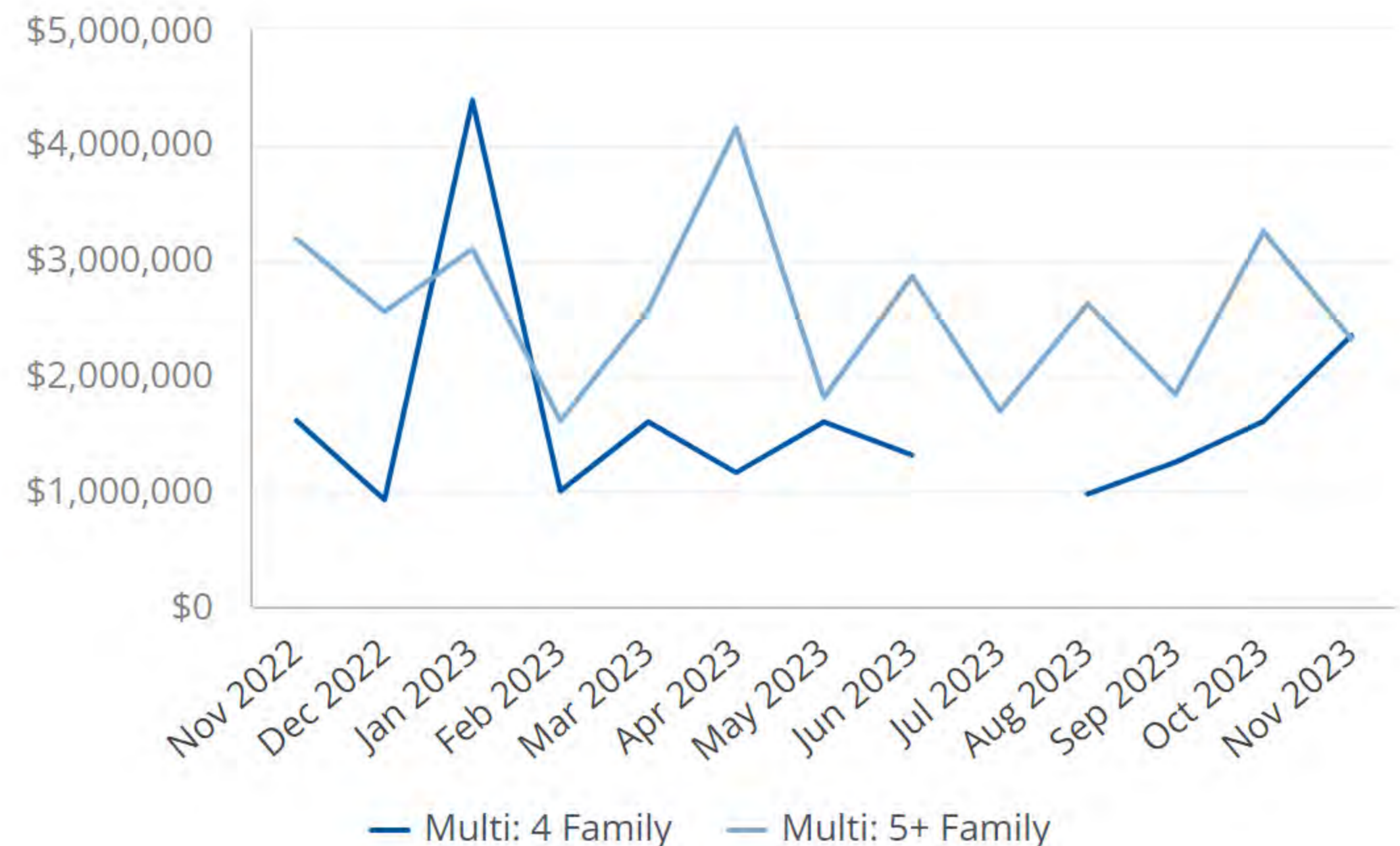
5+ Family Homes

| | Nov 2023 | Nov 2022 | YoY | Oct 2023 | MoM | 2023 | 2022 | YTD |
|------------------------------|-------------|-------------|-----------|-------------|-----------|-------------|-------------|-----------|
| Median Sales Price | \$2,320,000 | \$3,187,500 | ⬆️ -27.2% | \$3,250,000 | ⬆️ -28.6% | \$2,505,000 | \$2,365,000 | ⬆️ 5.9% |
| Closed Sales | 5 | 6 | ⬆️ -16.7% | 4 | ⬆️ 25.0% | 55 | 84 | ⬆️ -34.5% |
| New Listings | 21 | 11 | ⬆️ 90.9% | 22 | ⬆️ -4.5% | 196 | 228 | ⬆️ -14.0% |
| Pending Sales | 7 | 5 | ⬆️ 40.0% | 4 | ⬆️ 75.0% | 61 | 87 | ⬆️ -29.9% |
| Median Days on Market | 26 | 58 | ⬆️ -55.2% | 28.5 | ⬆️ -8.8% | 45 | 41 | ⬆️ 9.8% |
| Price per Square Foot | \$395 | \$551 | ⬆️ -28.3% | \$692 | ⬆️ -42.9% | \$404 | \$429 | ⬆️ -5.7% |
| Sold to Original Price Ratio | 95.0% | 96.0% | ⬆️ -1.0% | 93.1% | ⬆️ 2.1% | 94.4% | 97.1% | ⬆️ -2.8% |
| Active Inventory | 56 | 54 | ⬆️ 3.7% | 61 | ⬆️ -8.2% | — | — | — |
| Months Supply of Inventory | 11.2 | 9.0 | ⬆️ 24.4% | 15.2 | ⬆️ -26.5% | — | — | — |

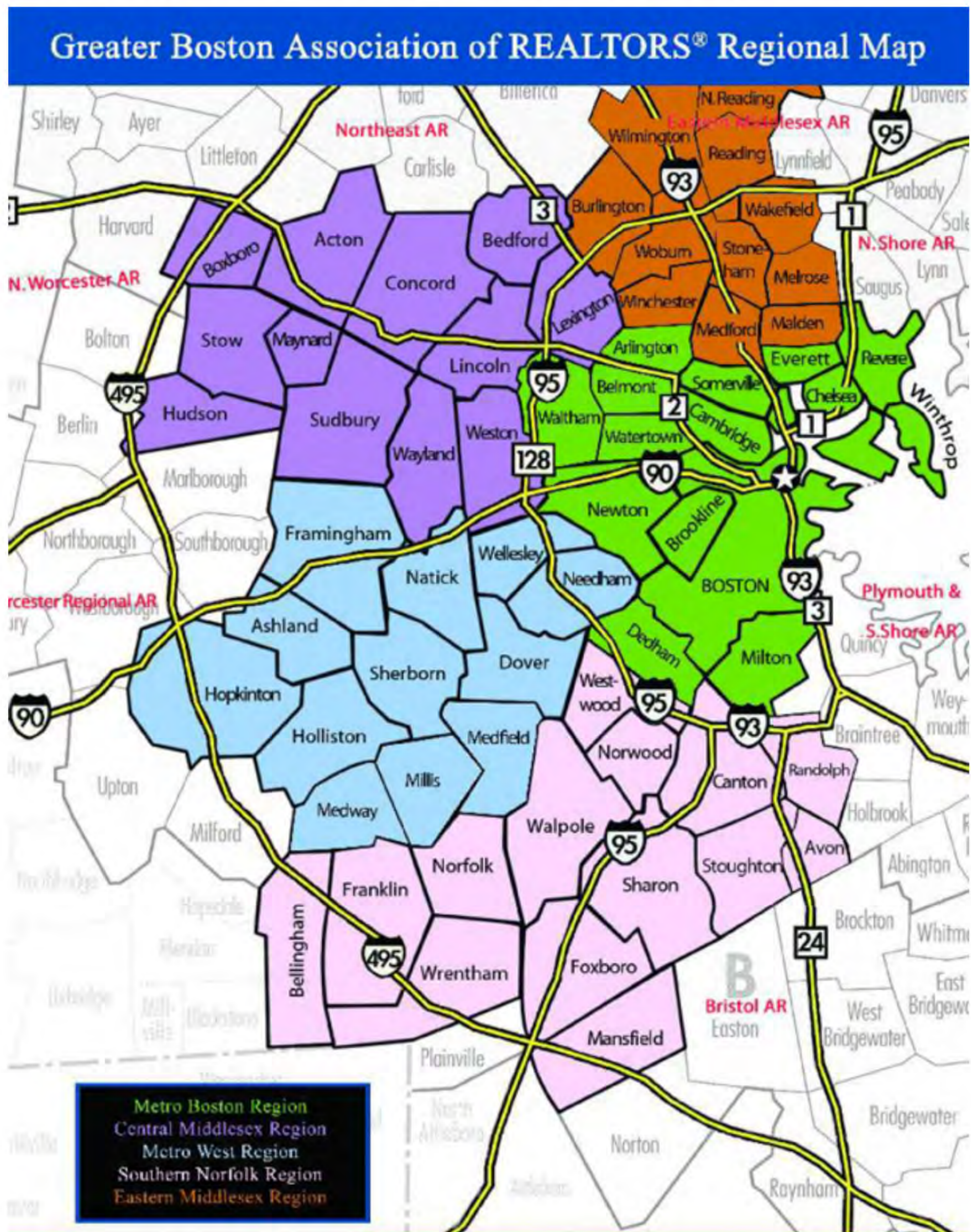
Number of Closed Sales



Median Sales Price



GBAR JURISDICTIONAL AREA



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