

MONTHLY MARKET INSIGHTS REPORT

March 2024

Single-Family Homes

The 606 homes sold made for the twenty-first highest sales volume for the month of March and was a 3.8 percent decrease from the 630 homes sold in March 2023. The median sales price reached a record high for the month of March at \$900,000, as it rose 9.1 percent from the March 2023 median sales price of \$825,000.

Condominiums

With 647 condos sold, it was the seventeenth most active March on record in Greater Boston, and a 9.5 percent decrease in sales from the 715 units sold in March 2023. The median sales price of condos rose 8.8 percent from \$680,000 in March 2023 to \$740,000 this year, a new record-high for the month.

Multi-Family Homes

This month, there were 128 multi-family units sold in Greater Boston, which reflects an 11.7 percent decrease in sale activity from the 145 multi-family homes sold in March 2023.



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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 04/10/24

Greater Boston Market Summary



Includes all 64 towns within the GBAR jurisdictional area

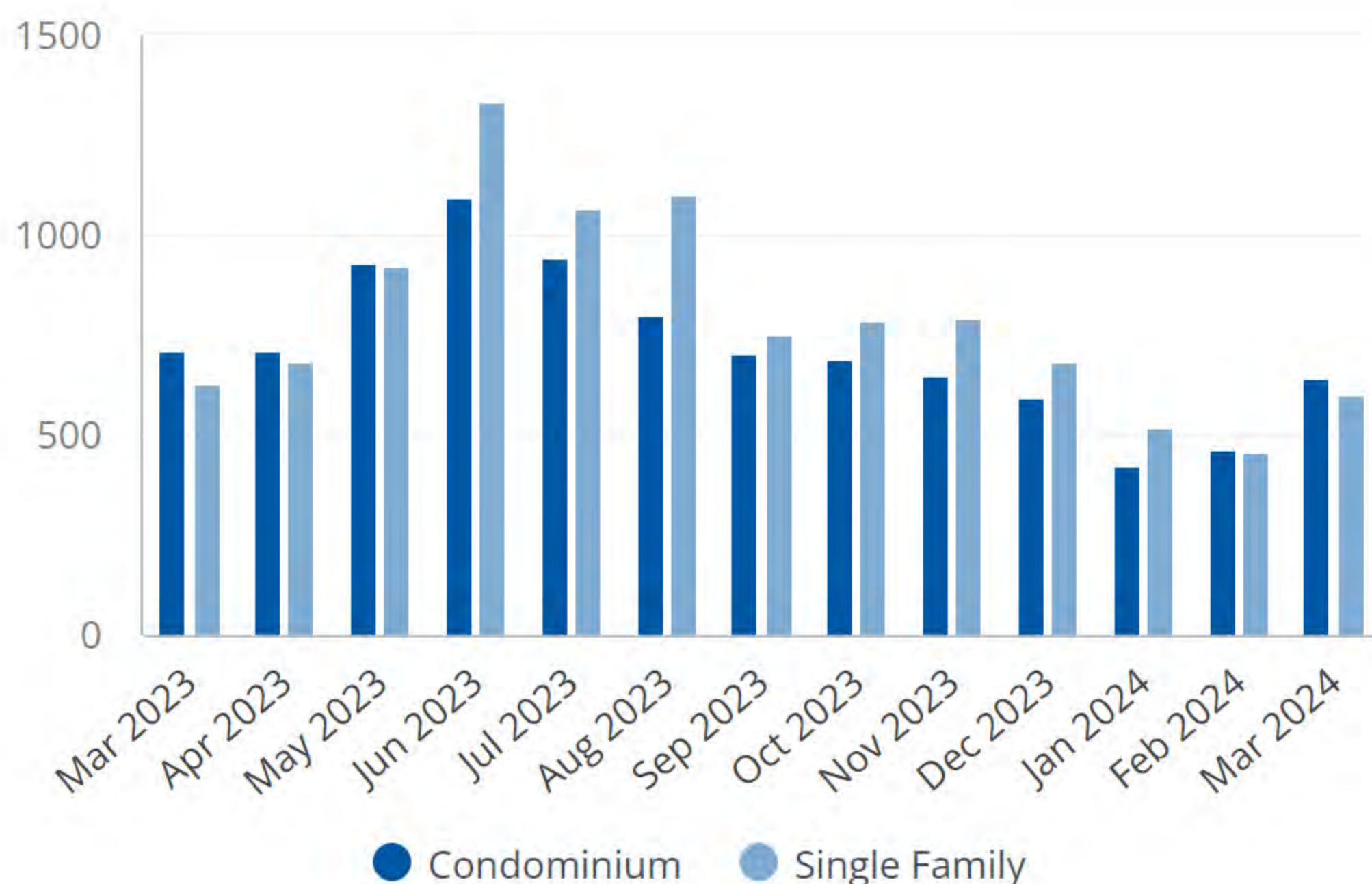
Single Family Homes

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$900,000	\$825,000	⬆️ 9.1%	\$783,000	⬆️ 14.9%	\$830,000	\$745,000	⬆️ 11.4%
Closed Sales	606	630	⬆️ -3.8%	461	⬆️ 31.5%	1,588	1,562	⬆️ 1.7%
New Listings	1,021	1,303	⬆️ -21.6%	878	⬆️ 16.3%	2,582	2,590	⬆️ -0.3%
Pending Sales	904	832	⬆️ 8.7%	661	⬆️ 36.8%	2,014	1,913	⬆️ 5.3%
Median Days on Market	14	15	⬆️ -6.7%	16	⬆️ -12.5%	16	19	⬆️ -15.8%
Price per Square Foot	\$439	\$397	⬆️ 10.6%	\$415	⬆️ 5.8%	\$418	\$385	⬆️ 8.4%
Sold to Original Price Ratio	102.4%	100.3%	⬆️ 2.1%	100.2%	⬆️ 2.2%	100.4%	98.2%	⬆️ 2.3%
Active Inventory	991	1,189	⬆️ -16.7%	974	⬆️ 1.7%	—	—	—
Months Supply of Inventory	1.6	1.9	⬆️ -13.4%	2.1	⬆️ -22.6%	—	—	—

Condominiums

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$740,000	\$680,000	⬆️ 8.8%	\$689,000	⬆️ 7.4%	\$715,000	\$679,000	⬆️ 5.3%
Closed Sales	647	715	⬆️ -9.5%	465	⬆️ 39.1%	1,534	1,727	⬆️ -11.2%
New Listings	1,102	1,380	⬆️ -20.1%	981	⬆️ 12.3%	3,011	3,069	⬆️ -1.9%
Pending Sales	842	868	⬆️ -3.0%	643	⬆️ 30.9%	1,985	1,995	⬆️ -0.5%
Median Days on Market	18	19	⬆️ -5.3%	22	⬆️ -18.2%	20	21	⬆️ -4.8%
Price per Square Foot	\$599	\$559	⬆️ 7.2%	\$546	⬆️ 9.7%	\$572	\$541	⬆️ 5.7%
Sold to Original Price Ratio	99.8%	98.9%	⬆️ 0.9%	99.5%	⬆️ 0.4%	99.2%	98.2%	⬆️ 1.1%
Active Inventory	1,488	1,670	⬆️ -10.9%	1,466	⬆️ 1.5%	—	—	—
Months Supply of Inventory	2.3	2.3	⬆️ -1.5%	3.2	⬆️ -27.1%	—	—	—

Number of Closed Sales



Median Sales Price



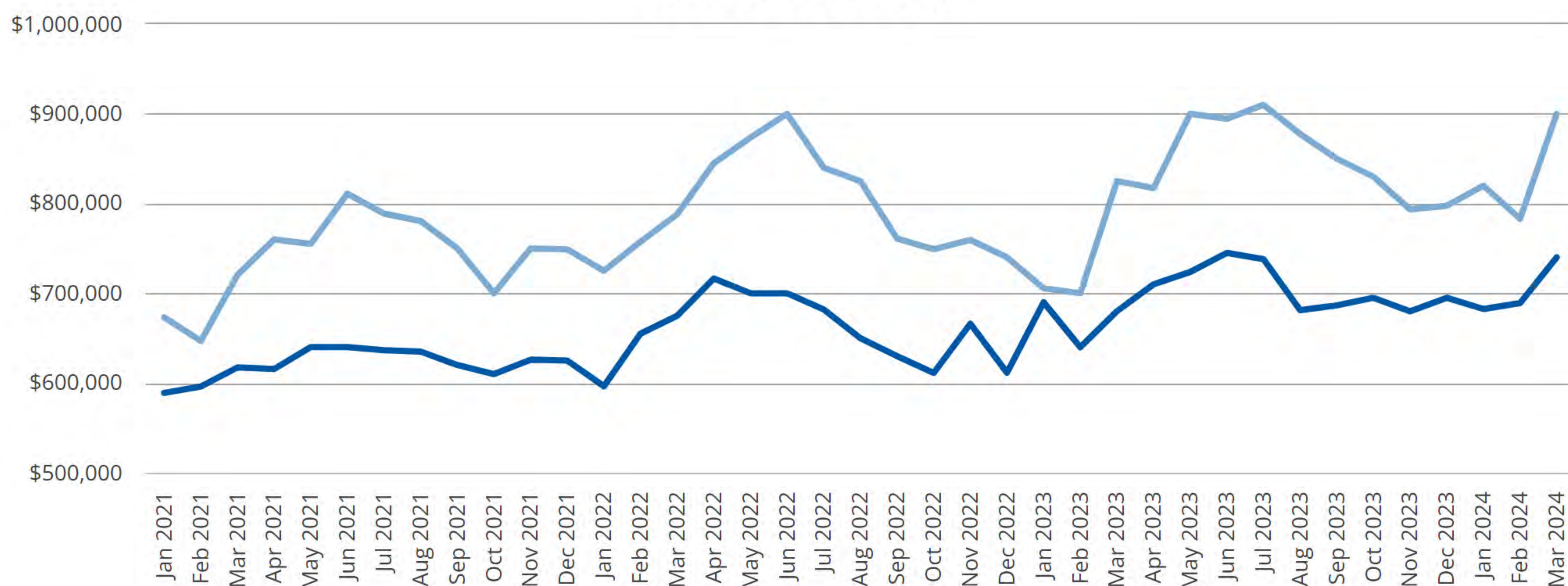
Median Sales Price



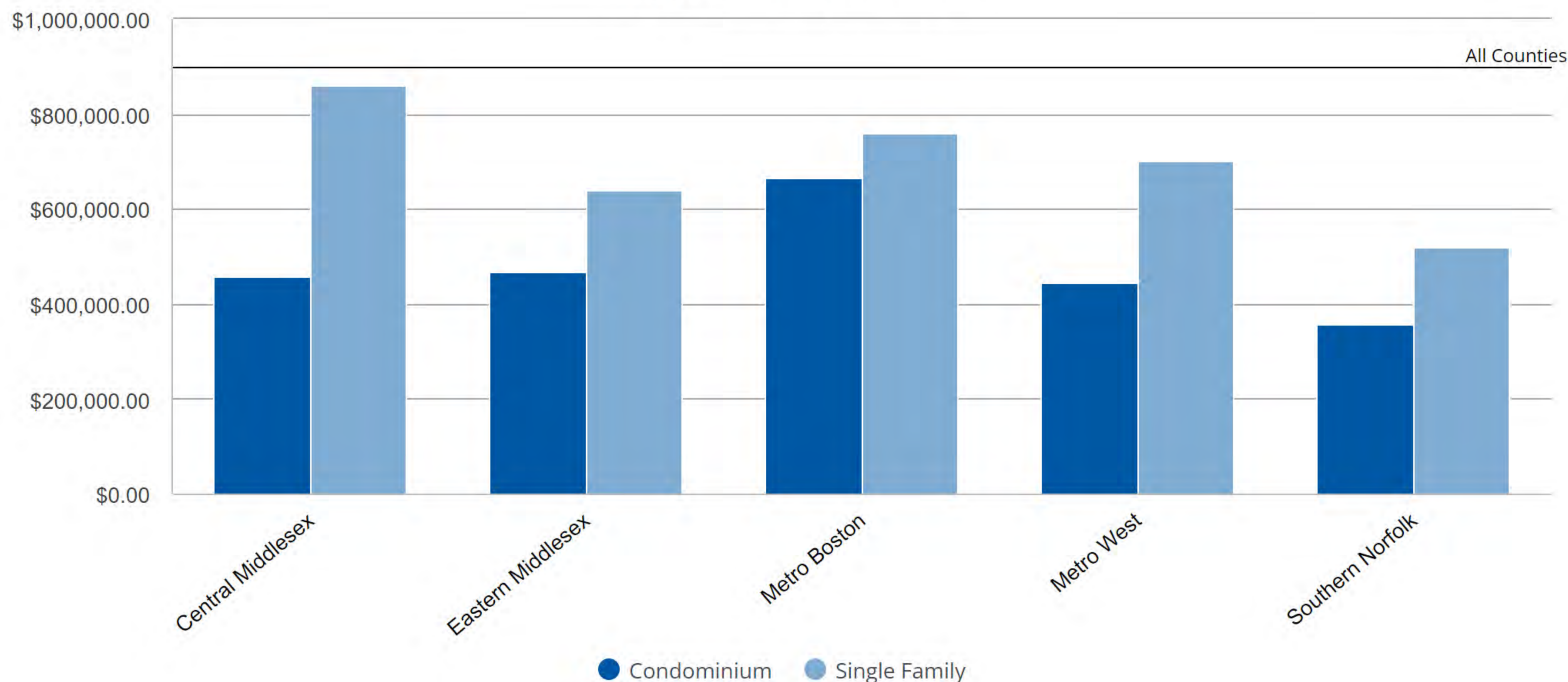
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	March 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$900,000	⬆️ 14.9%	⬆️ 9.1%	⬆️ 11.4%
CONDO	\$740,000	⬆️ 7.4%	⬆️ 8.8%	⬆️ 5.3%

Historical Activity



Region Comparison



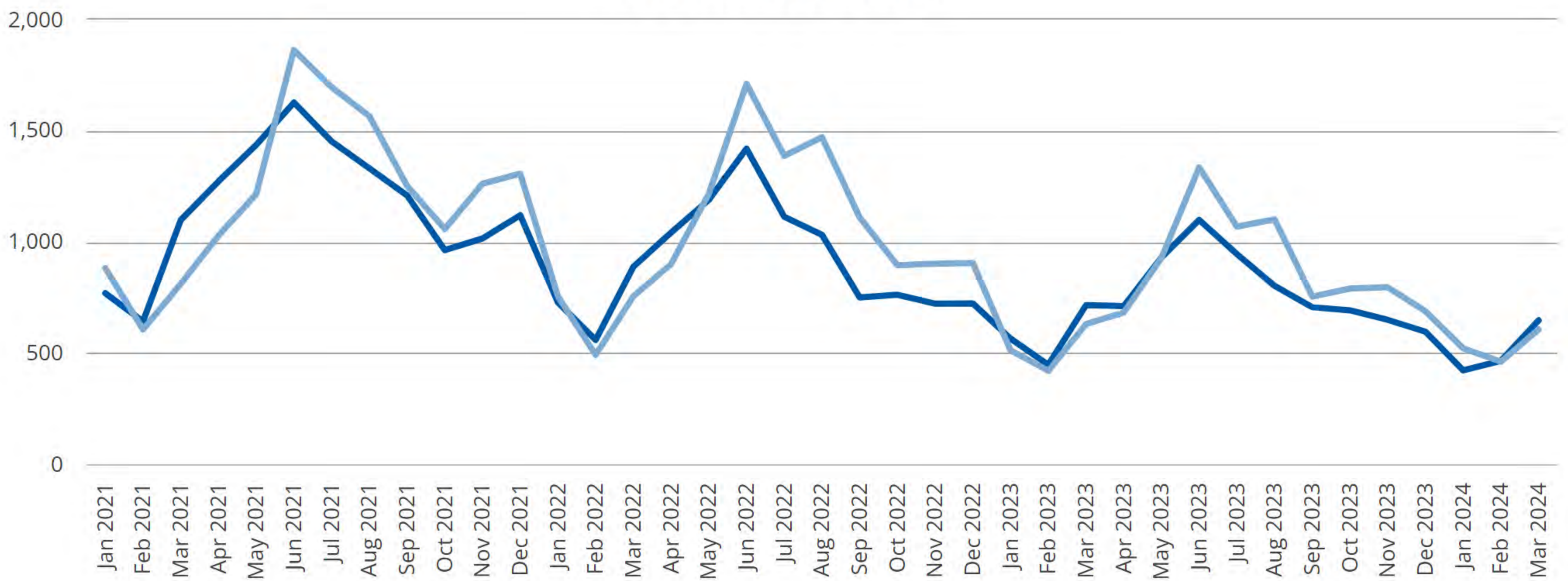
Closed Sales



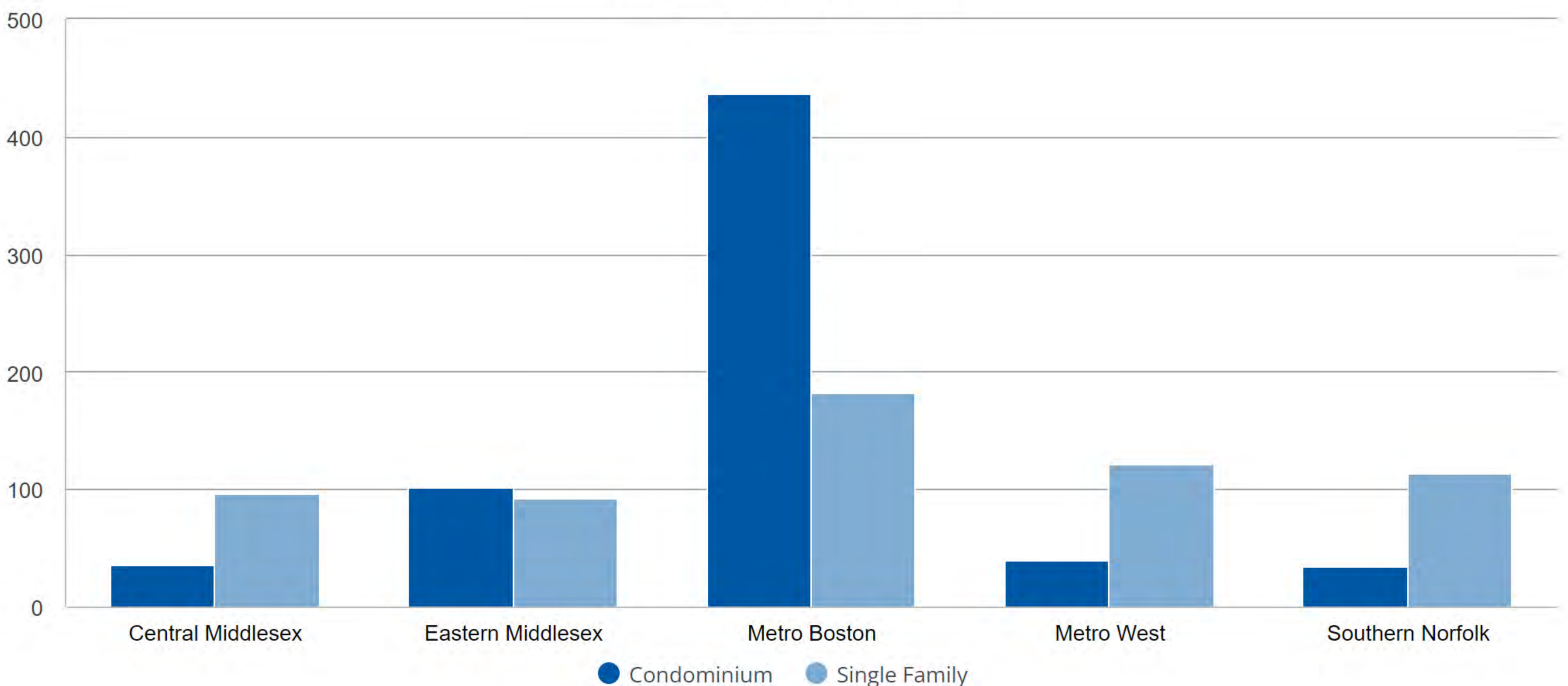
The number of properties that sold.

	March 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	606	⬆️ 31.5%	⬇️ -3.8%	⬆️ 1.7%
CONDO	647	⬆️ 39.1%	⬇️ -9.5%	⬇️ -11.2%

Historical Activity



Region Comparison



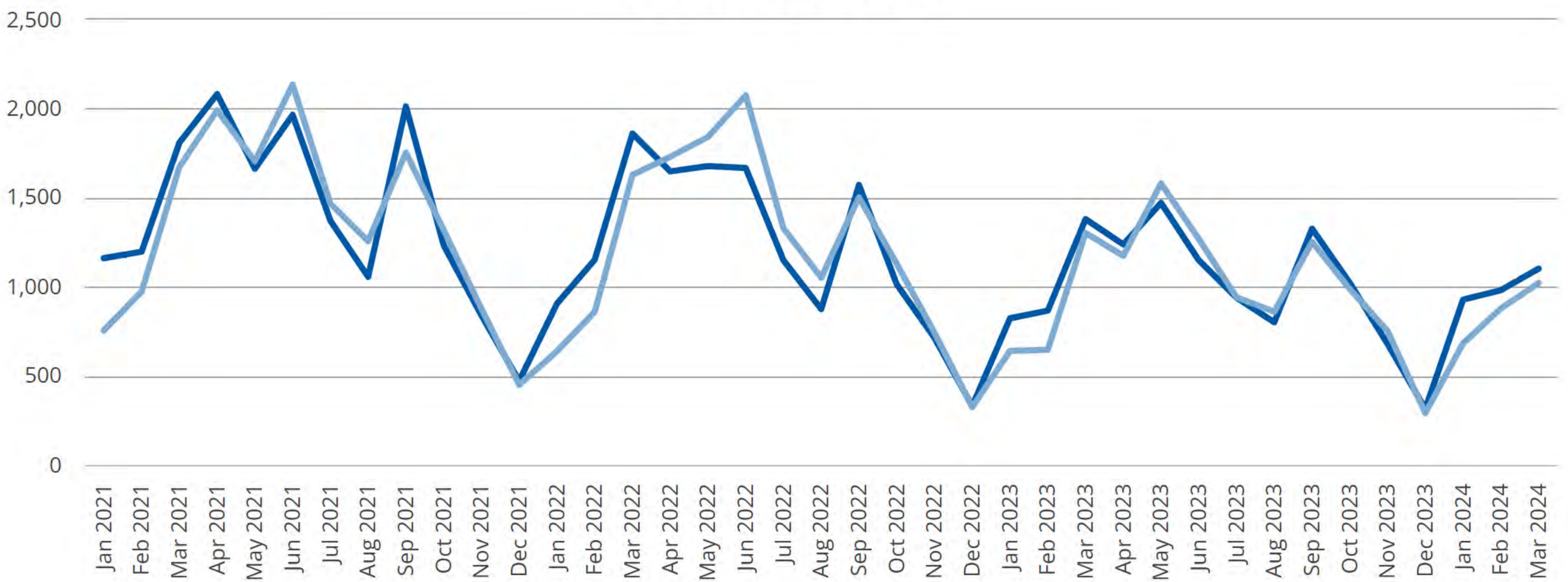
New Listings



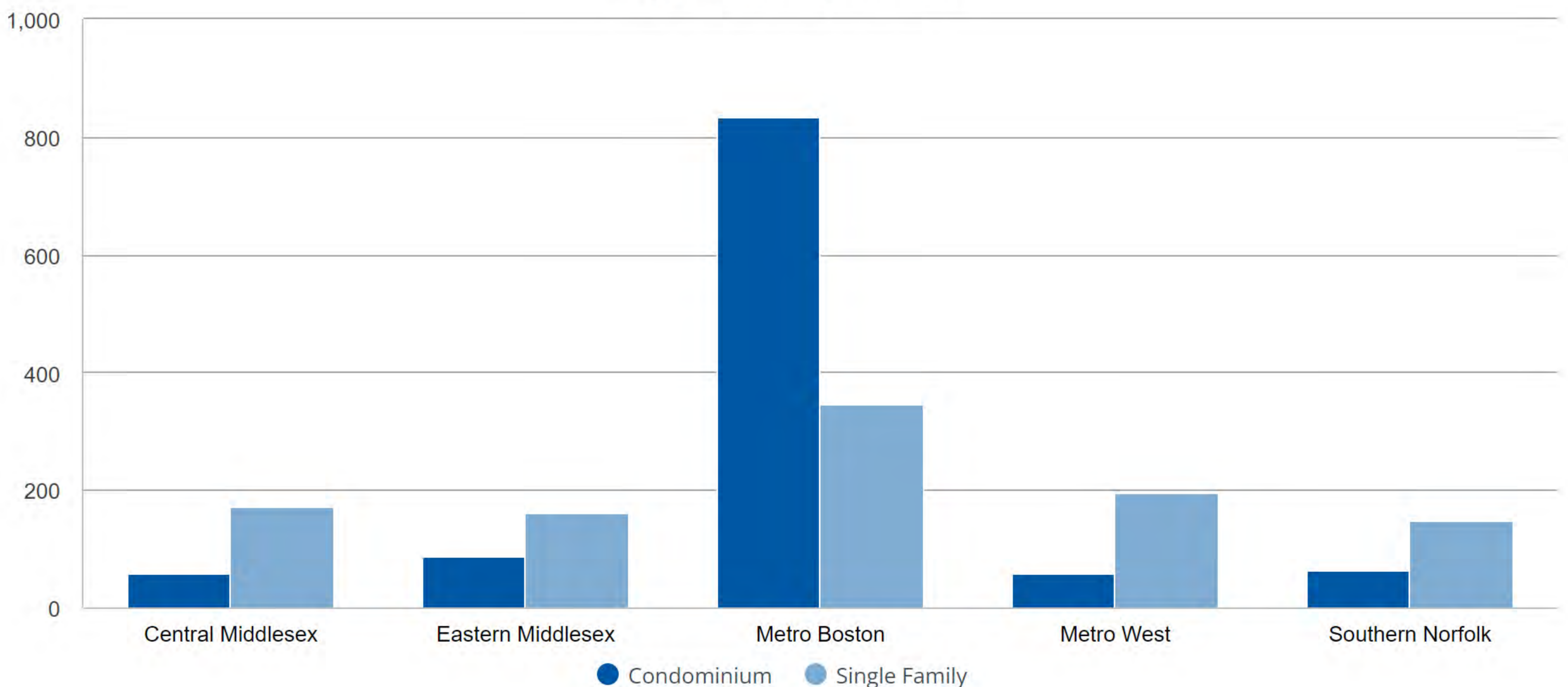
The number of properties listed regardless of current status.

	March 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,021	⬆️ 16.3%	⬇️ -21.6%	⬇️ -0.3%
CONDO	1,102	⬆️ 12.3%	⬇️ -20.1%	⬇️ -1.9%

Historical Activity



Region Comparison



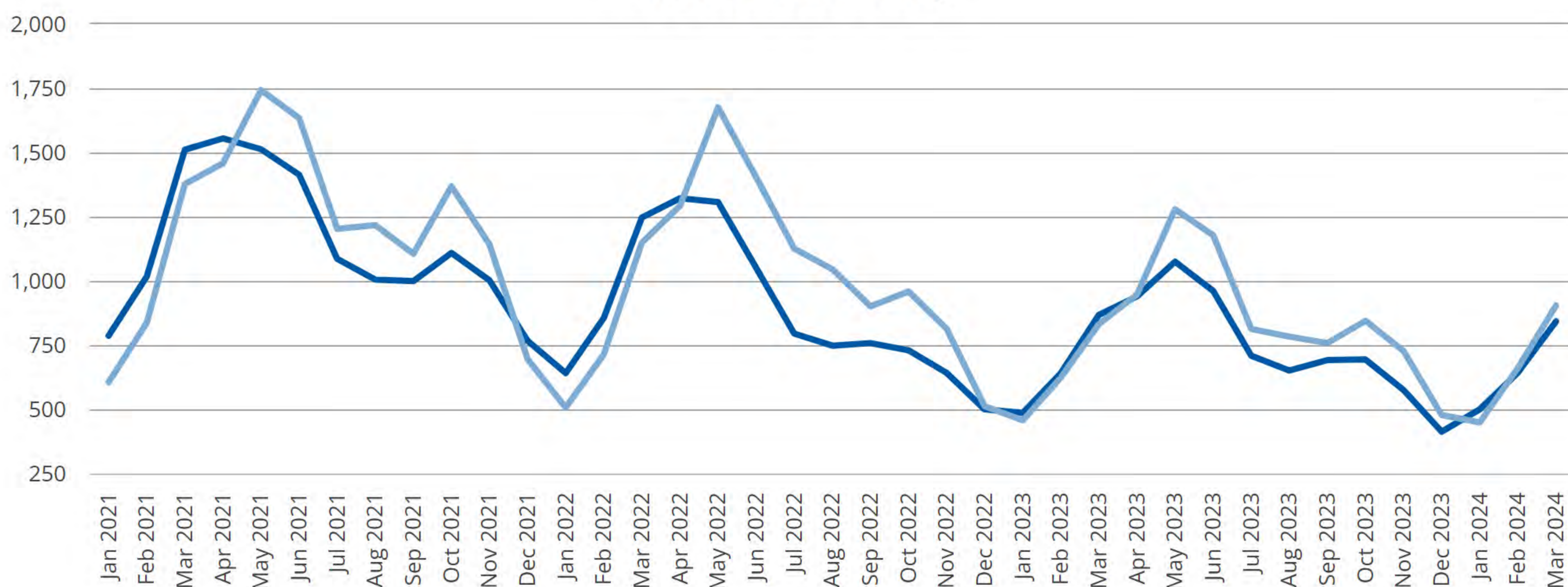
Pending Sales



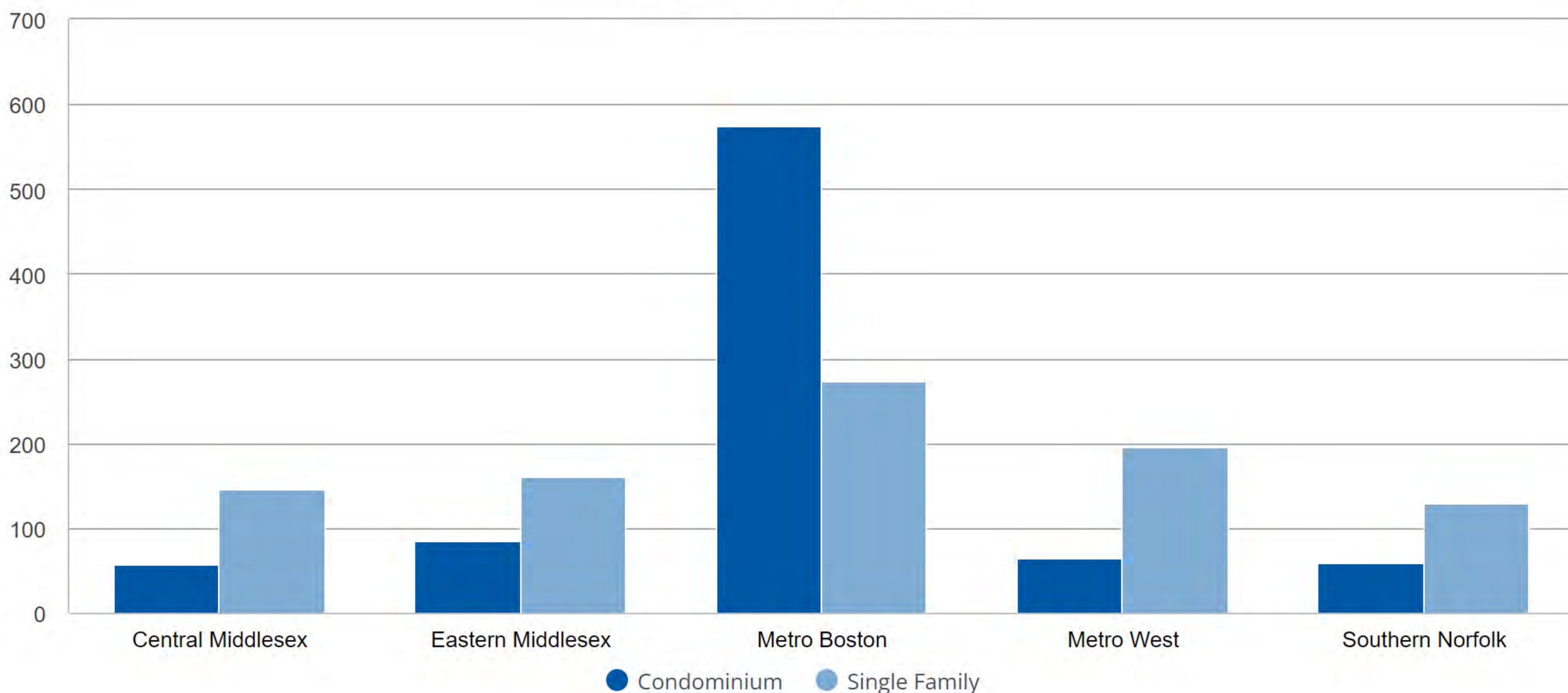
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	March 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	904	⬆️ 36.8%	⬆️ 8.7%	⬆️ 5.3%
CONDO	842	⬆️ 30.9%	⬆️ -3.0%	⬆️ -0.5%

Historical Activity



Region Comparison



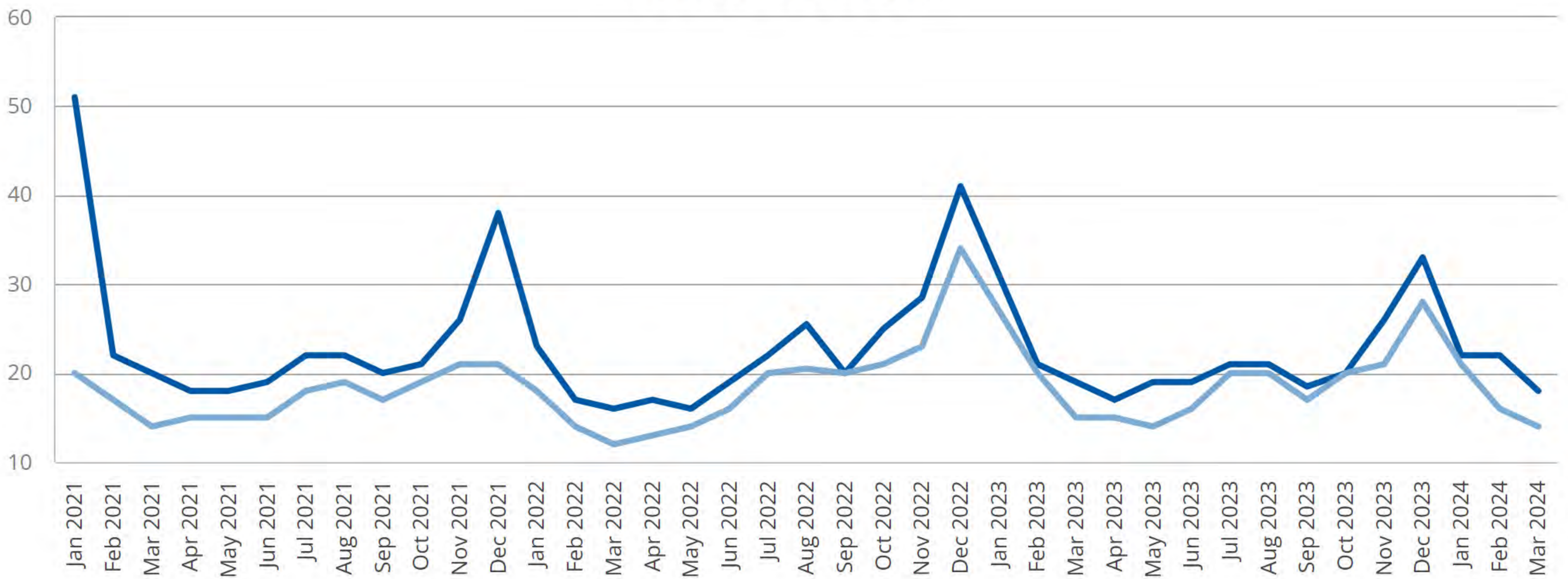
Days on Market



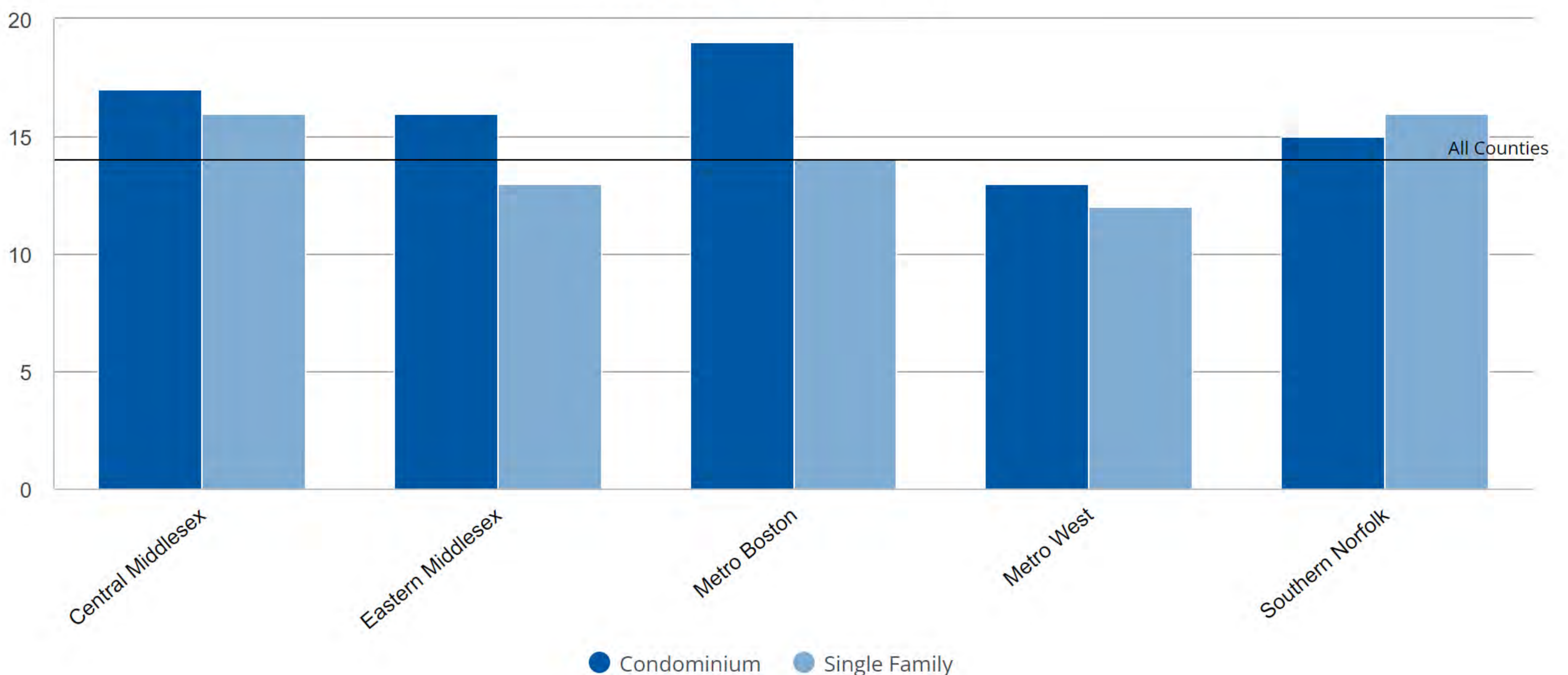
The median number of days between when a property is listed and the purchase contract date.

	March 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	14	⚡ -12.5%	⚡ -6.7%	⚡ -15.8%
CONDO	18	⚡ -18.2%	⚡ -5.3%	⚡ -4.8%

Historical Activity



Region Comparison



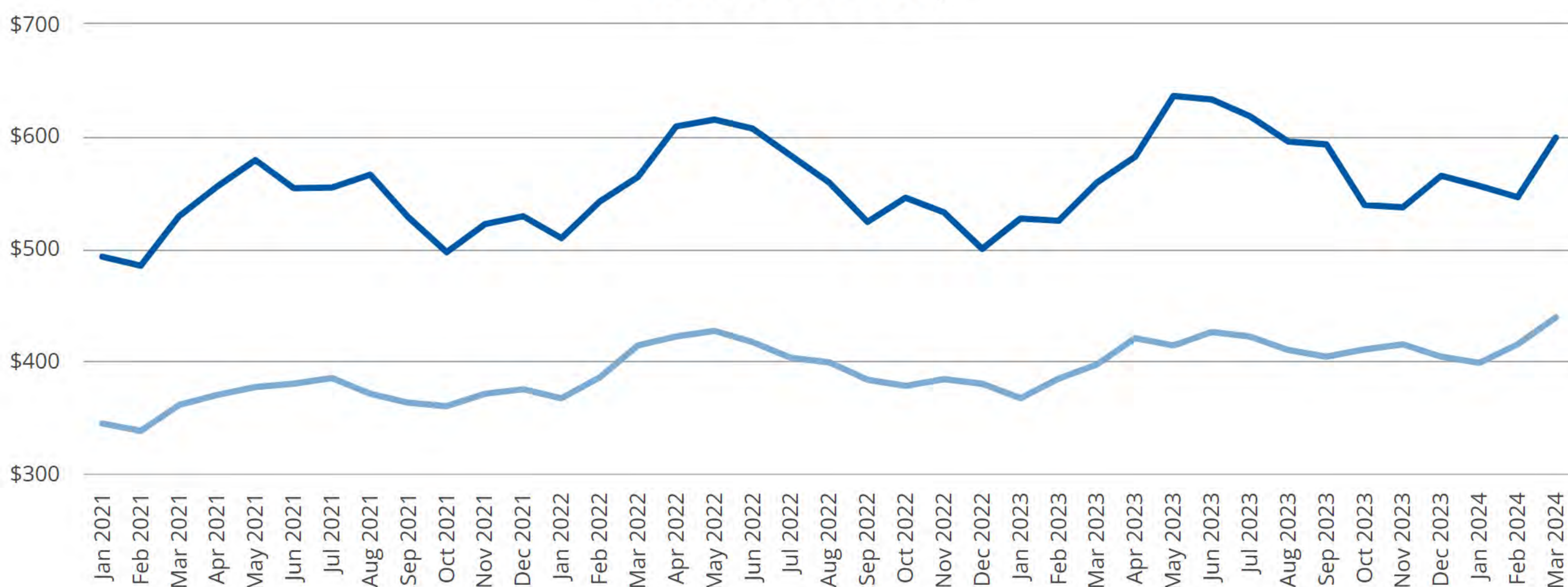
Price per Square Foot



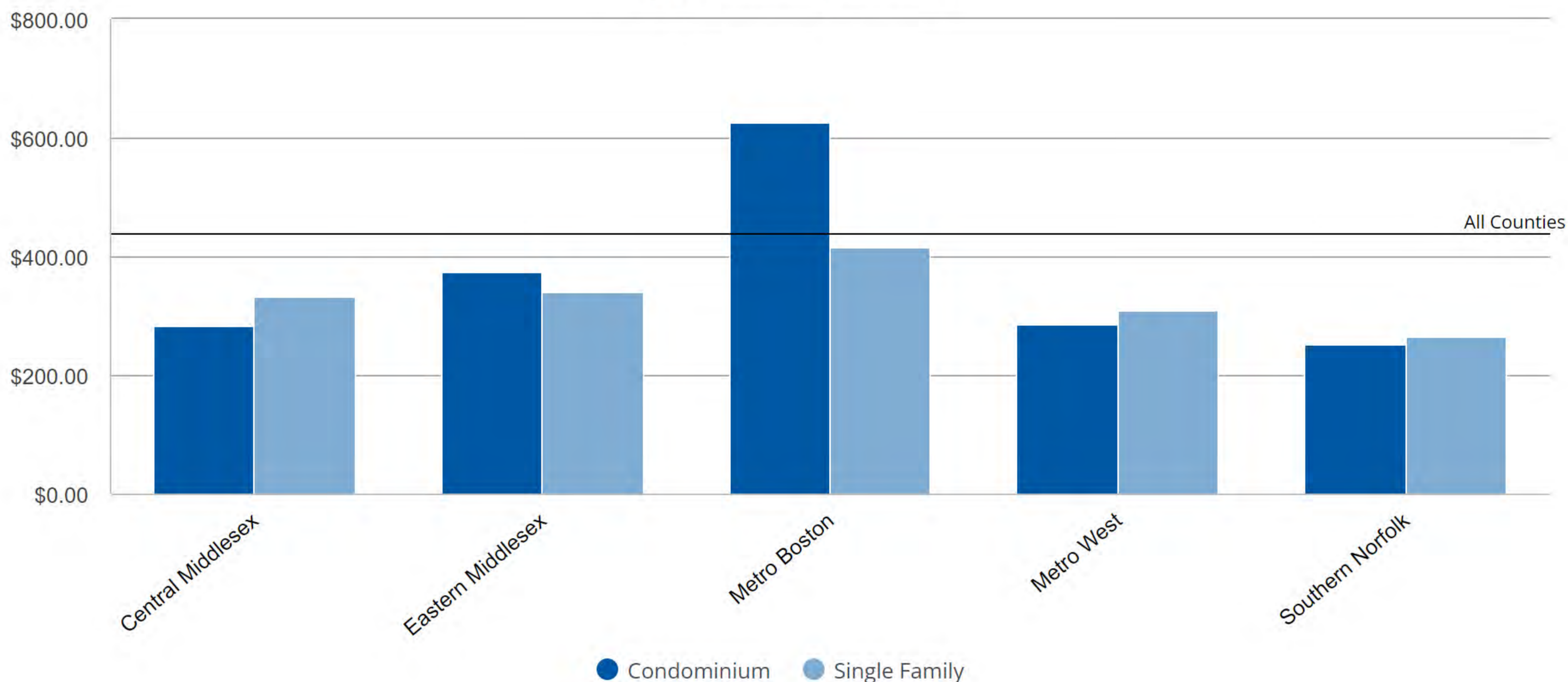
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	March 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$439	⬆️ 5.8%	⬆️ 10.6%	⬆️ 8.4%
CONDO	\$599	⬆️ 9.7%	⬆️ 7.2%	⬆️ 5.7%

Historical Activity



Region Comparison



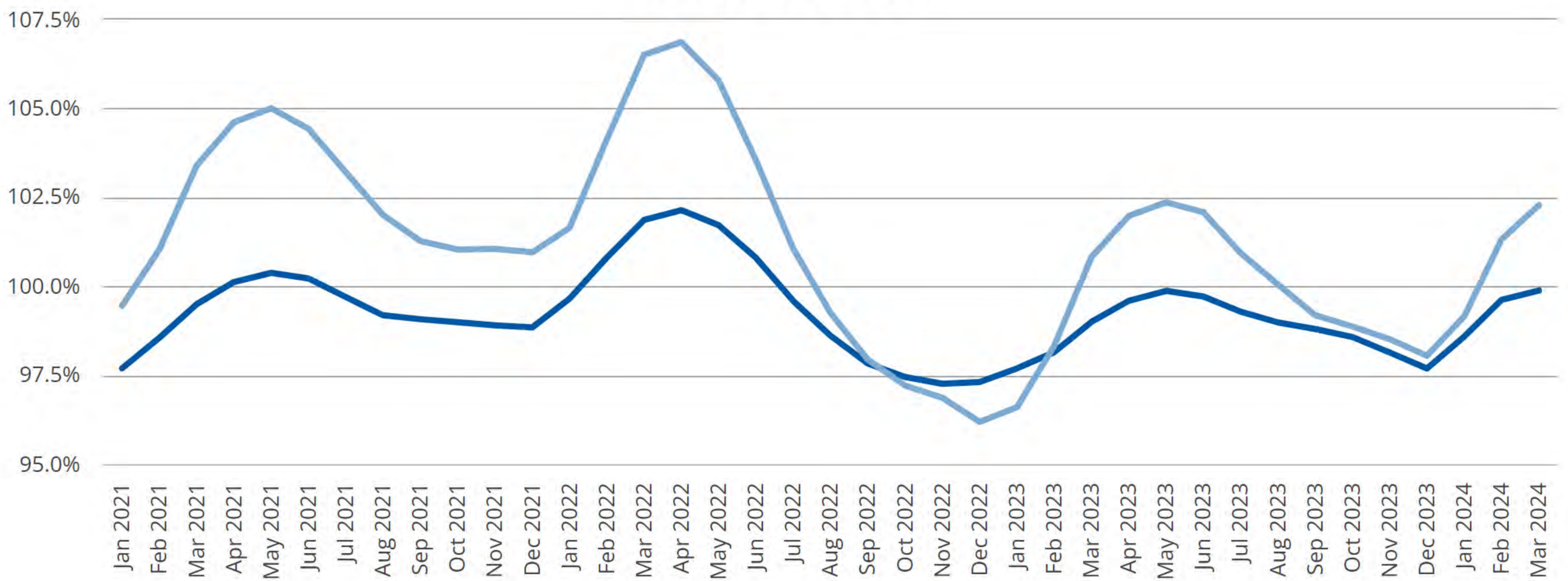
Sold to Original Price Ratio



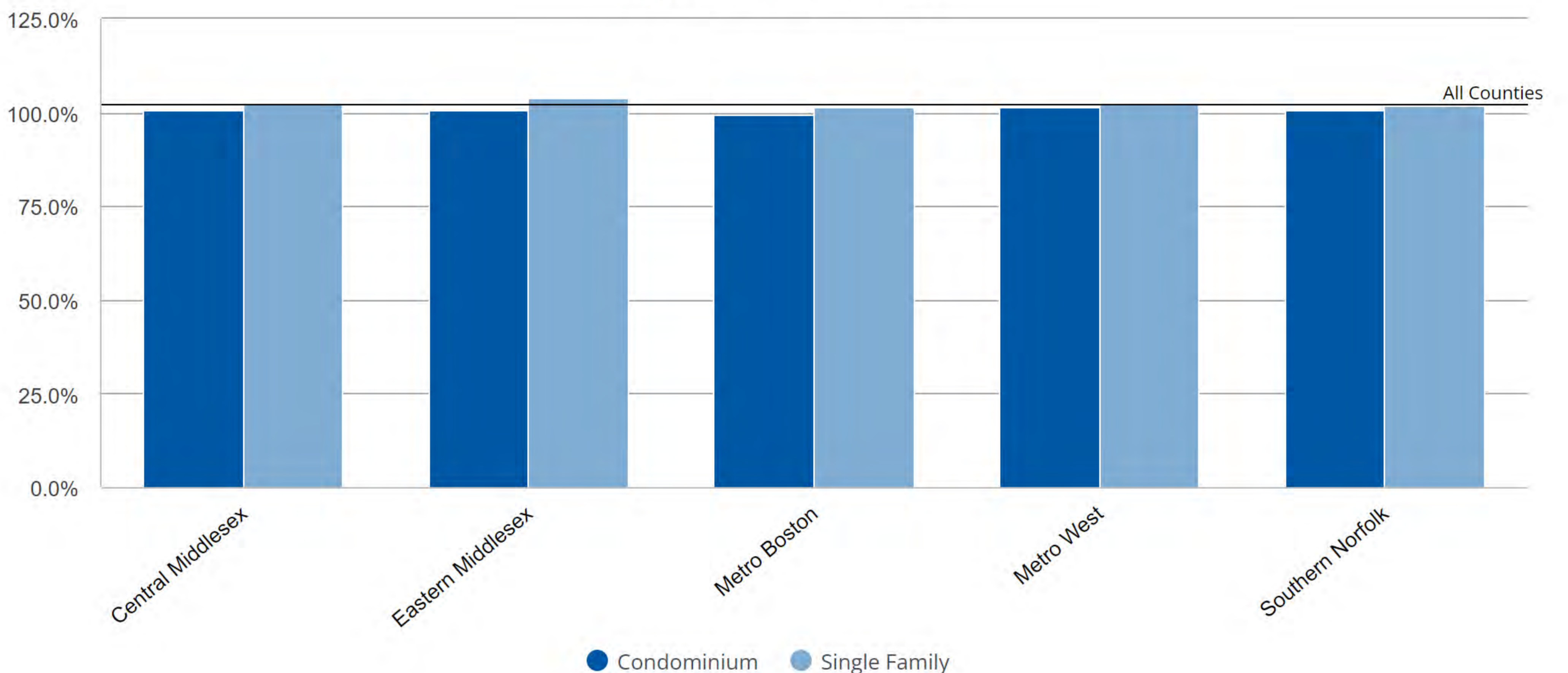
The average of the sales price divided by the original list price expressed as a percentage.

	March 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	102.3%	⬆️ 1.0%	⬆️ 1.4%	⬆️ 1.8%
CONDO	99.9%	⬆️ 0.3%	⬆️ 0.9%	⬆️ 0.9%

Historical Activity



Region Comparison



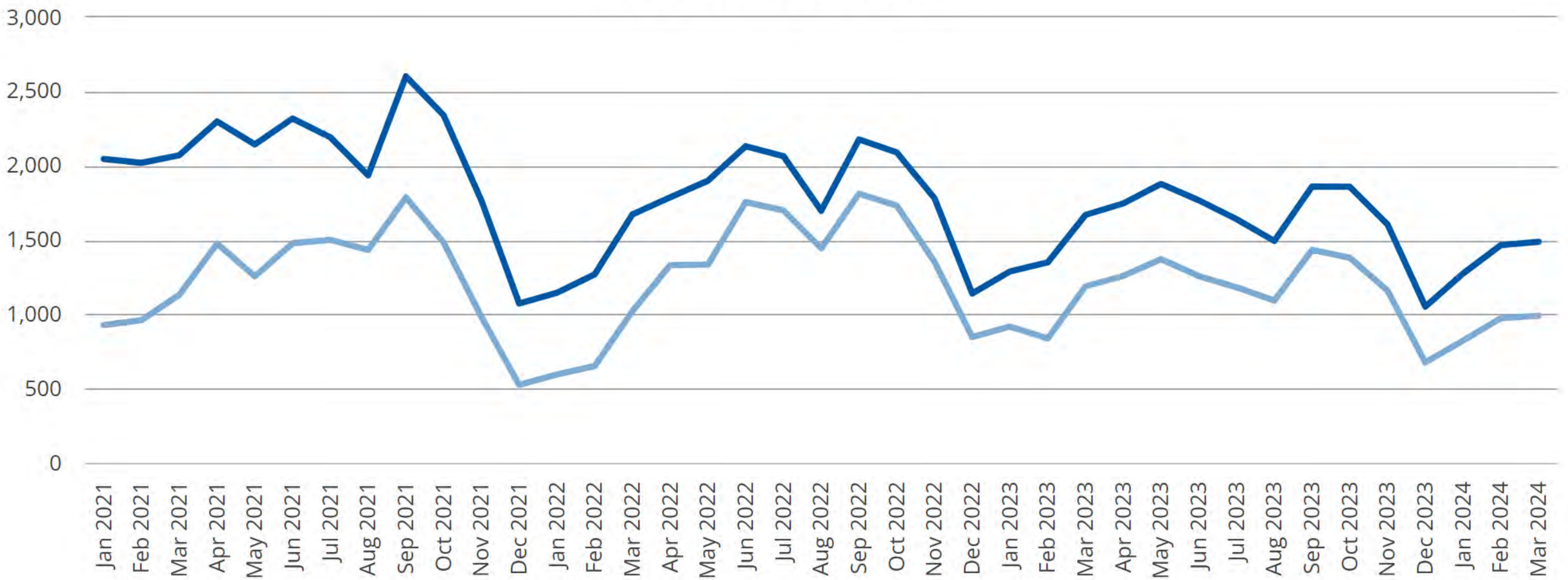
Active Inventory



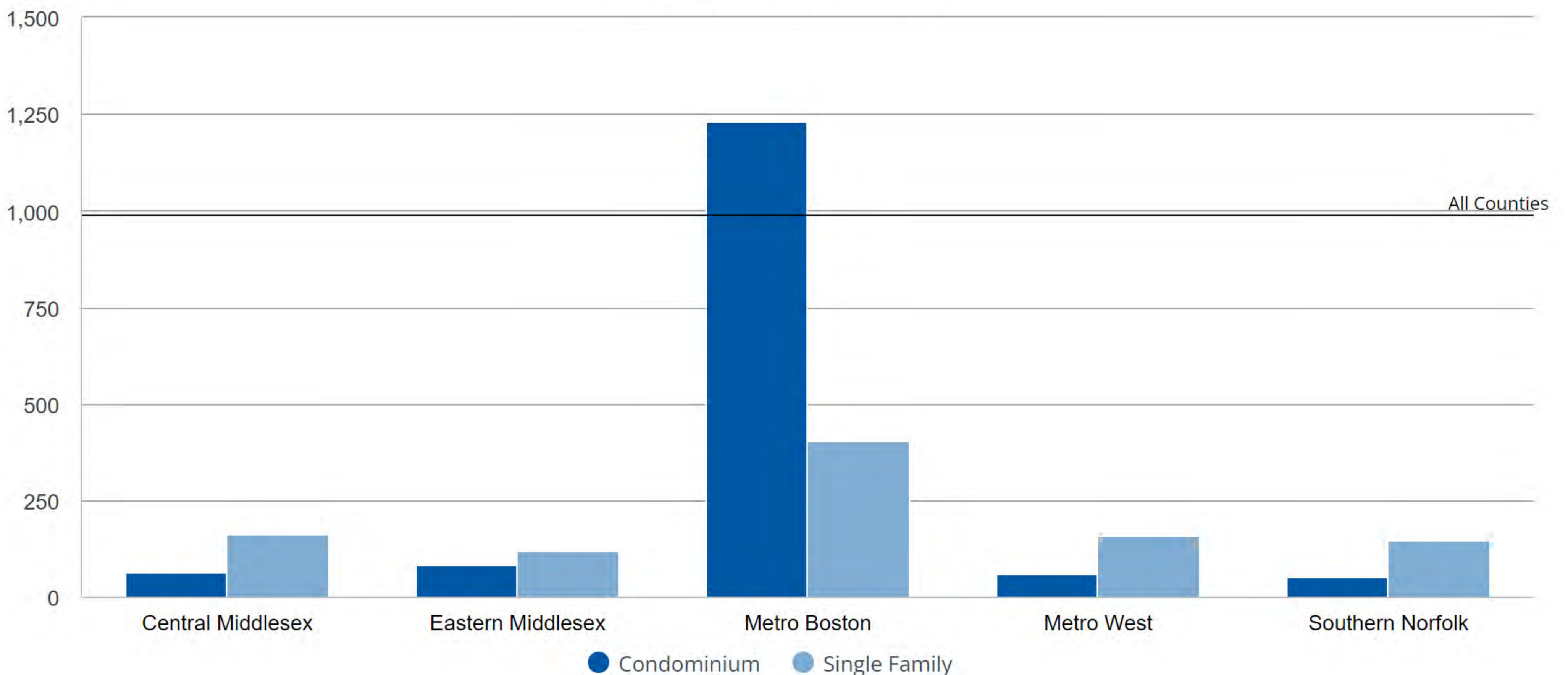
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	March 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	991	⬆️ 1.7%	⬇️ -16.7%	—
CONDO	1,488	⬆️ 1.5%	⬇️ -10.9%	—

Historical Activity



Region Comparison



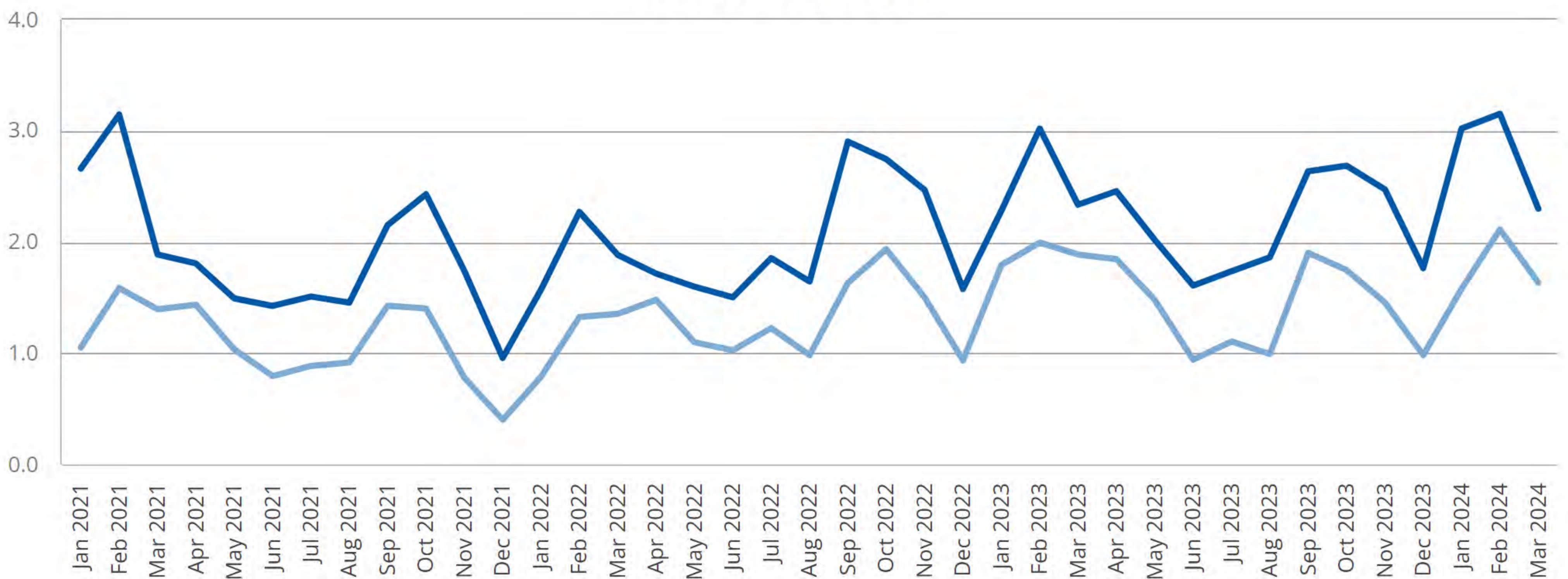
Months Supply of Inventory



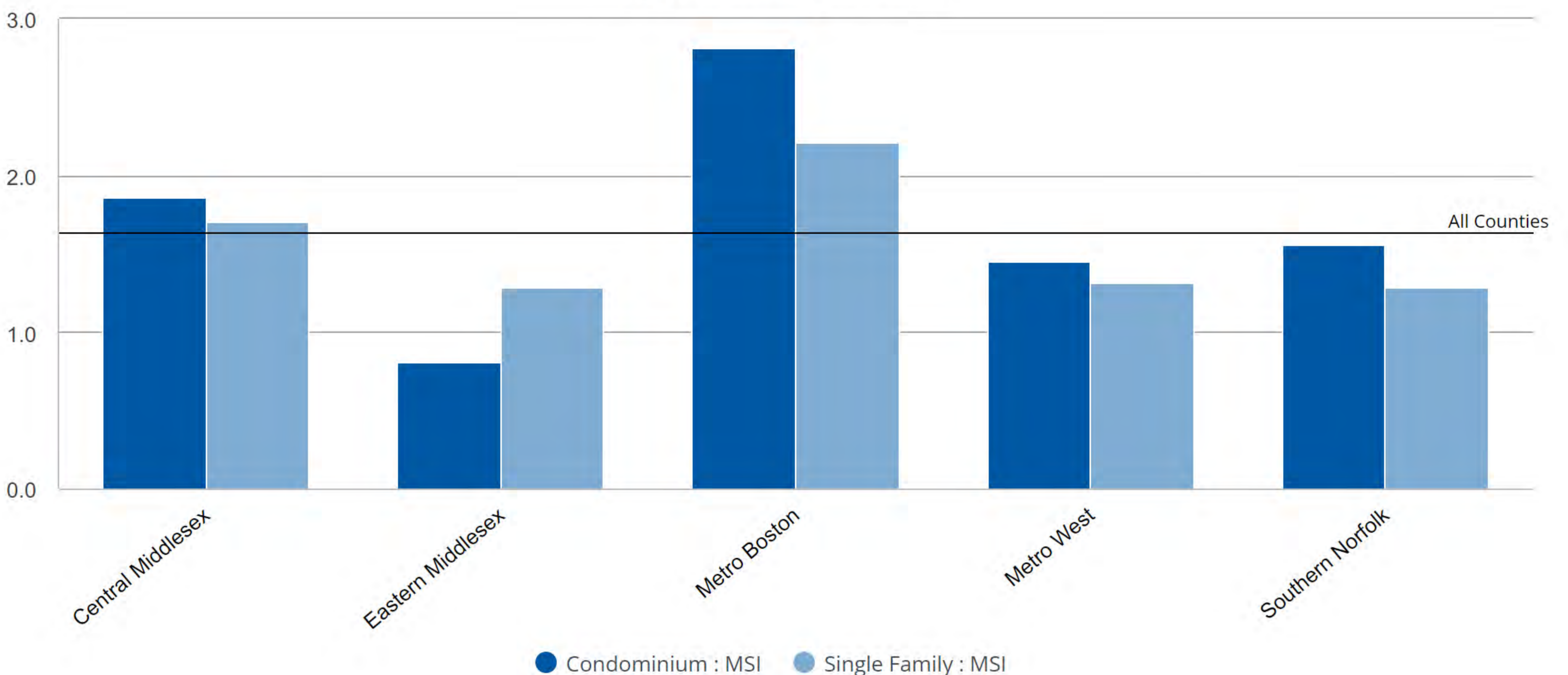
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	March 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1.6	⚡ -22.6%	⚡ -13.4%	—
CONDO	2.3	⚡ -27.1%	⚡ -1.5%	—

Historical Activity



Region Comparison



Central Middlesex Region



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

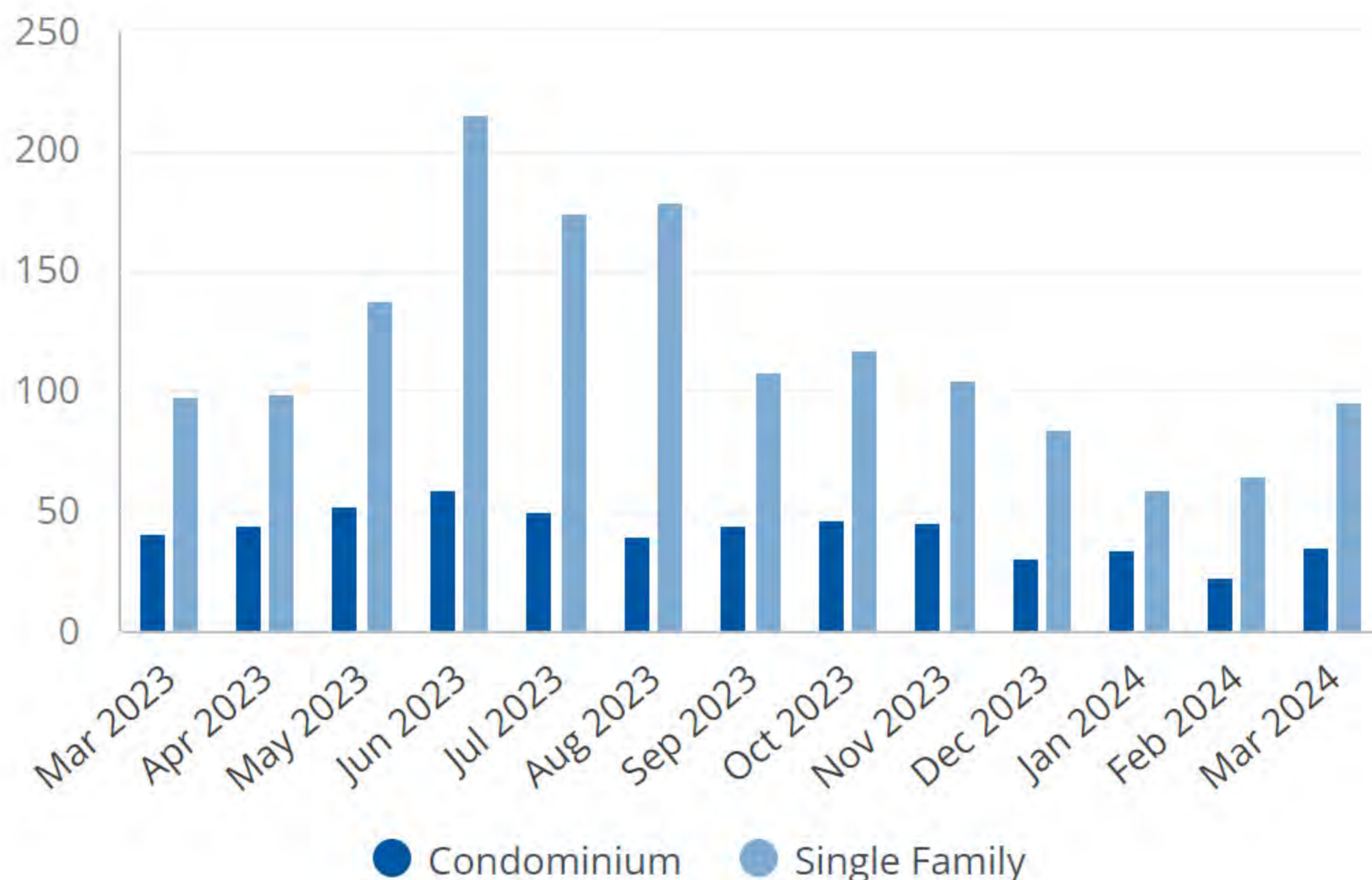
Single Family Homes

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,350,000	\$1,265,000	⬆️ 6.7%	\$1,231,000	⬆️ 9.7%	\$1,259,500	\$1,090,000	⬆️ 15.6%
Closed Sales	96	98	⬆️ -2.0%	65	⬆️ 47.7%	220	206	⬆️ 6.8%
New Listings	171	211	⬆️ -19.0%	134	⬆️ 27.6%	403	402	⬆️ 0.2%
Pending Sales	146	143	⬆️ 2.1%	115	⬆️ 27.0%	312	281	⬆️ 11.0%
Median Days on Market	16	16	⬆️ 0.0%	14	⬆️ 14.3%	16	19	⬆️ -15.8%
Price per Square Foot	\$464	\$404	⬆️ 15.0%	\$431	⬆️ 7.7%	\$428	\$399	⬆️ 7.3%
Sold to Original Price Ratio	102.2%	101.2%	⬆️ 1.0%	99.1%	⬆️ 3.1%	99.5%	98.6%	⬆️ 0.9%
Active Inventory	164	204	⬆️ -19.6%	156	⬆️ 5.1%	—	—	—
Months Supply of Inventory	1.7	2.1	⬆️ -17.9%	2.4	⬆️ -28.8%	—	—	—

Condominiums

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$717,000	\$487,500	⬆️ 47.1%	\$608,000	⬆️ 17.9%	\$615,000	\$495,211	⬆️ 24.2%
Closed Sales	35	41	⬆️ -14.6%	23	⬆️ 52.2%	92	103	⬆️ -10.7%
New Listings	58	70	⬆️ -17.1%	49	⬆️ 18.4%	143	167	⬆️ -14.4%
Pending Sales	57	51	⬆️ 11.8%	26	⬆️ 119.2%	108	123	⬆️ -12.2%
Median Days on Market	17	16	⬆️ 6.3%	19	⬆️ -10.5%	17	16	⬆️ 6.3%
Price per Square Foot	\$391	\$356	⬆️ 9.8%	\$368	⬆️ 6.3%	\$382	\$335	⬆️ 13.9%
Sold to Original Price Ratio	101.3%	101.3%	⬆️ 0.0%	101.2%	⬆️ 0.1%	101.8%	99.9%	⬆️ 1.8%
Active Inventory	65	71	⬆️ -8.5%	66	⬆️ -1.5%	—	—	—
Months Supply of Inventory	1.9	1.7	⬆️ 7.2%	2.9	⬆️ -35.3%	—	—	—

Number of Closed Sales



Median Sales Price



Eastern Middlesex Region



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

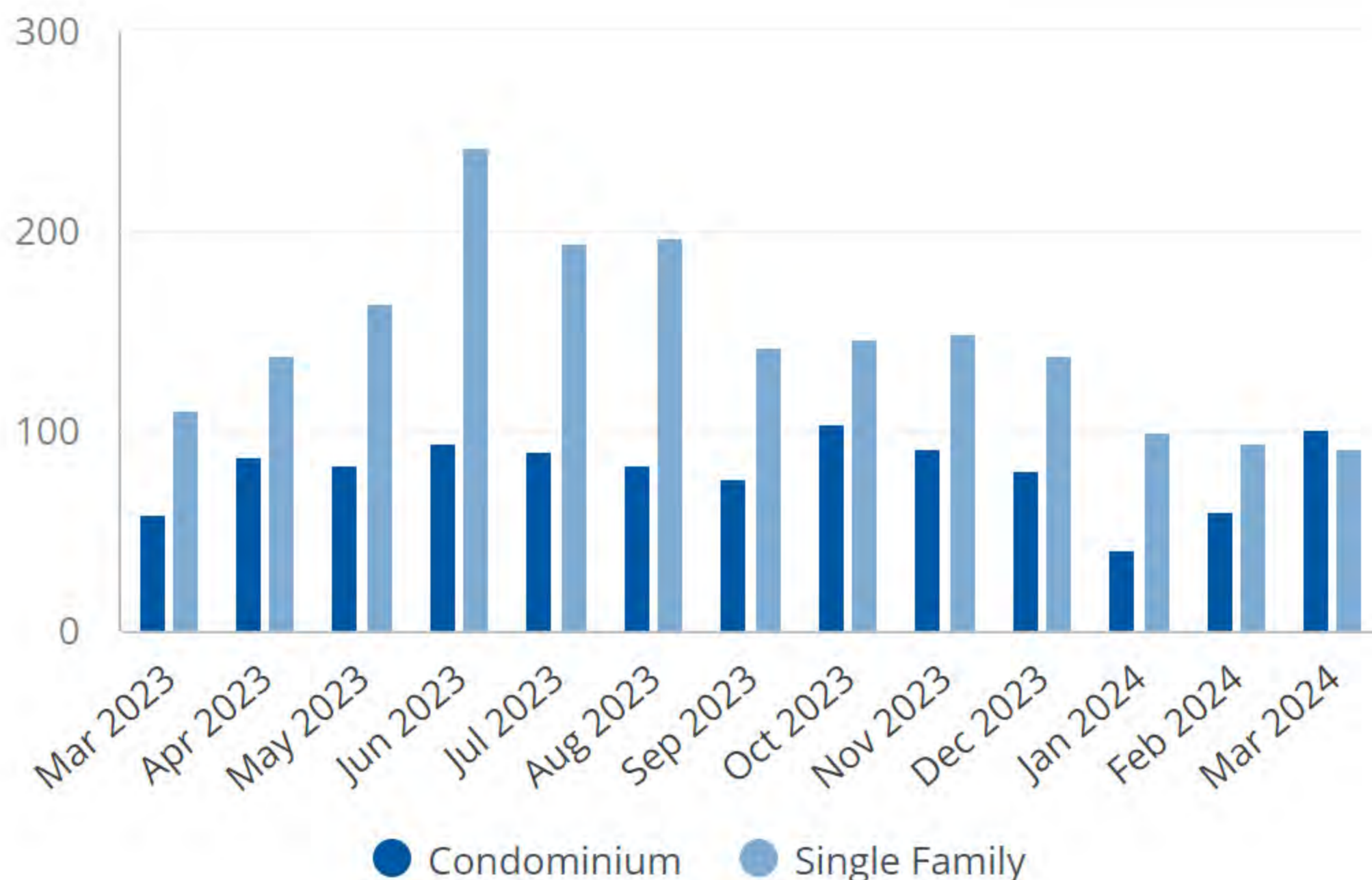
Single Family Homes

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$903,500	\$760,000	⬆️ 18.9%	\$757,574	⬆️ 19.3%	\$820,000	\$687,400	⬆️ 19.3%
Closed Sales	92	111	⬆️ -17.1%	94	⬆️ -2.1%	286	310	⬆️ -7.7%
New Listings	160	208	⬆️ -23.1%	135	⬆️ 18.5%	396	435	⬆️ -9.0%
Pending Sales	160	138	⬆️ 15.9%	102	⬆️ 56.9%	351	357	⬆️ -1.7%
Median Days on Market	13	14	⬆️ -7.1%	17	⬆️ -23.5%	16	18	⬆️ -11.1%
Price per Square Foot	\$438	\$394	⬆️ 11.0%	\$422	⬆️ 3.8%	\$423	\$378	⬆️ 11.9%
Sold to Original Price Ratio	104.2%	100.5%	⬆️ 3.6%	101.7%	⬆️ 2.5%	102.0%	98.7%	⬆️ 3.3%
Active Inventory	118	163	⬆️ -27.6%	120	⬆️ -1.7%	—	—	—
Months Supply of Inventory	1.3	1.5	⬆️ -12.7%	1.3	⬆️ 0.5%	—	—	—

Condominiums

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$740,000	\$585,000	⬆️ 26.5%	\$593,500	⬆️ 24.7%	\$691,308	\$550,000	⬆️ 25.7%
Closed Sales	101	59	⬆️ 71.2%	60	⬆️ 68.3%	202	156	⬆️ 29.5%
New Listings	87	134	⬆️ -35.1%	90	⬆️ -3.3%	262	280	⬆️ -6.4%
Pending Sales	85	92	⬆️ -7.6%	73	⬆️ 16.4%	214	217	⬆️ -1.4%
Median Days on Market	16	16	⬆️ 0.0%	19	⬆️ -15.8%	17	18	⬆️ -5.6%
Price per Square Foot	\$514	\$428	⬆️ 20.1%	\$476	⬆️ 8.0%	\$491	\$423	⬆️ 16.1%
Sold to Original Price Ratio	100.4%	98.8%	⬆️ 1.6%	101.8%	⬆️ -1.4%	100.5%	99.0%	⬆️ 1.6%
Active Inventory	82	112	⬆️ -26.8%	87	⬆️ -5.7%	—	—	—
Months Supply of Inventory	0.8	1.9	⬆️ -57.2%	1.4	⬆️ -44.0%	—	—	—

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

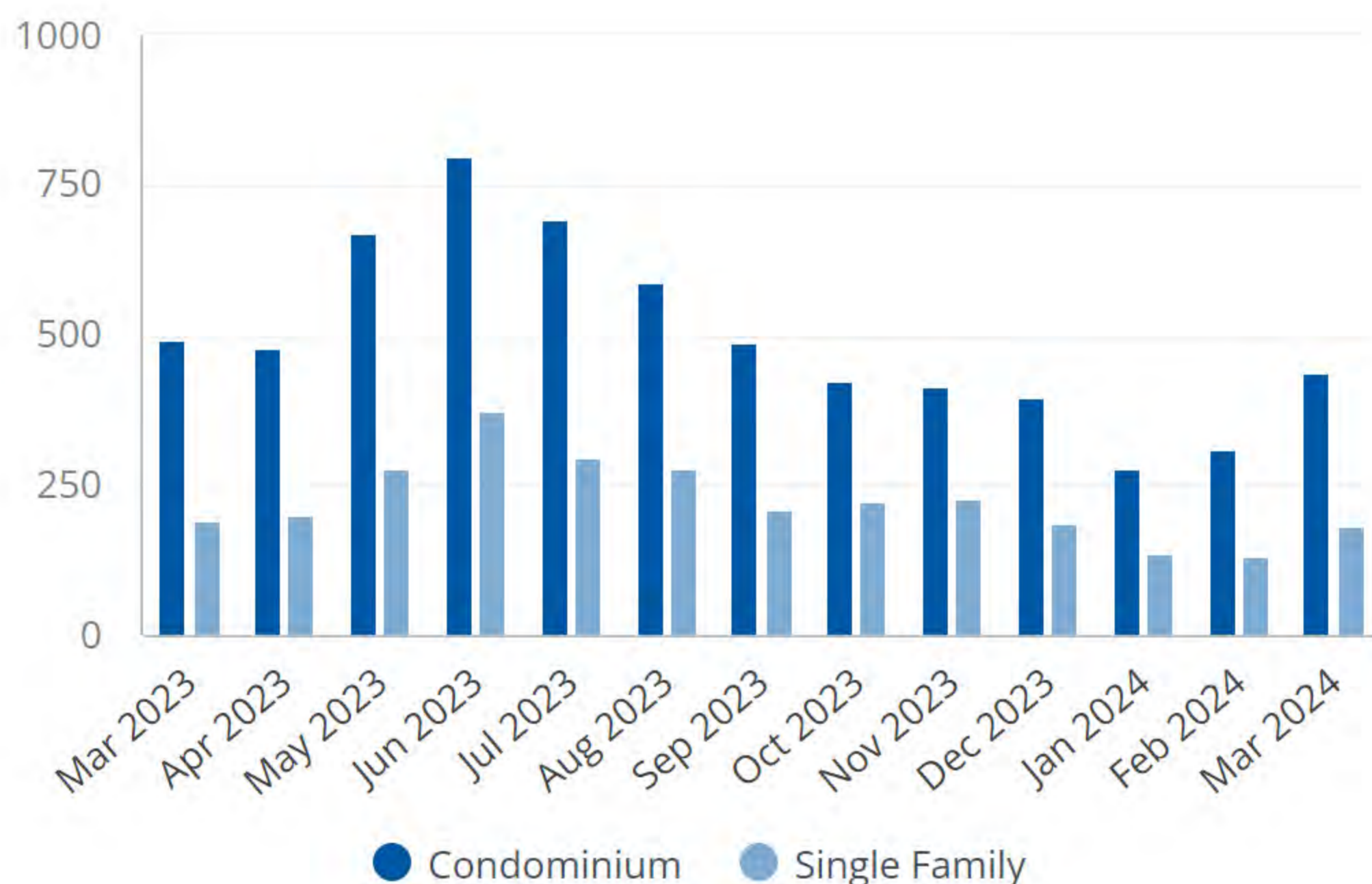
Single Family Homes

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$900,500	\$908,000	▼ -0.8%	\$870,000	▲ 3.5%	\$866,500	\$851,750	▲ 1.7%
Closed Sales	182	191	▼ -4.7%	133	▲ 36.8%	450	452	▼ -0.4%
New Listings	346	411	▼ -15.8%	289	▲ 19.7%	871	804	▲ 8.3%
Pending Sales	274	251	▲ 9.2%	197	▲ 39.1%	599	556	▲ 7.7%
Median Days on Market	14	14	▶ 0.0%	20	▼ -30.0%	17	18	▼ -5.6%
Price per Square Foot	\$516	\$479	▲ 7.6%	\$514	▲ 0.3%	\$504	\$458	▲ 10.2%
Sold to Original Price Ratio	101.6%	100.2%	▲ 1.4%	99.5%	▲ 2.1%	99.7%	97.6%	▲ 2.2%
Active Inventory	402	406	▼ -1.0%	368	▲ 9.2%	—	—	—
Months Supply of Inventory	2.2	2.1	▲ 3.9%	2.8	▼ -20.2%	—	—	—

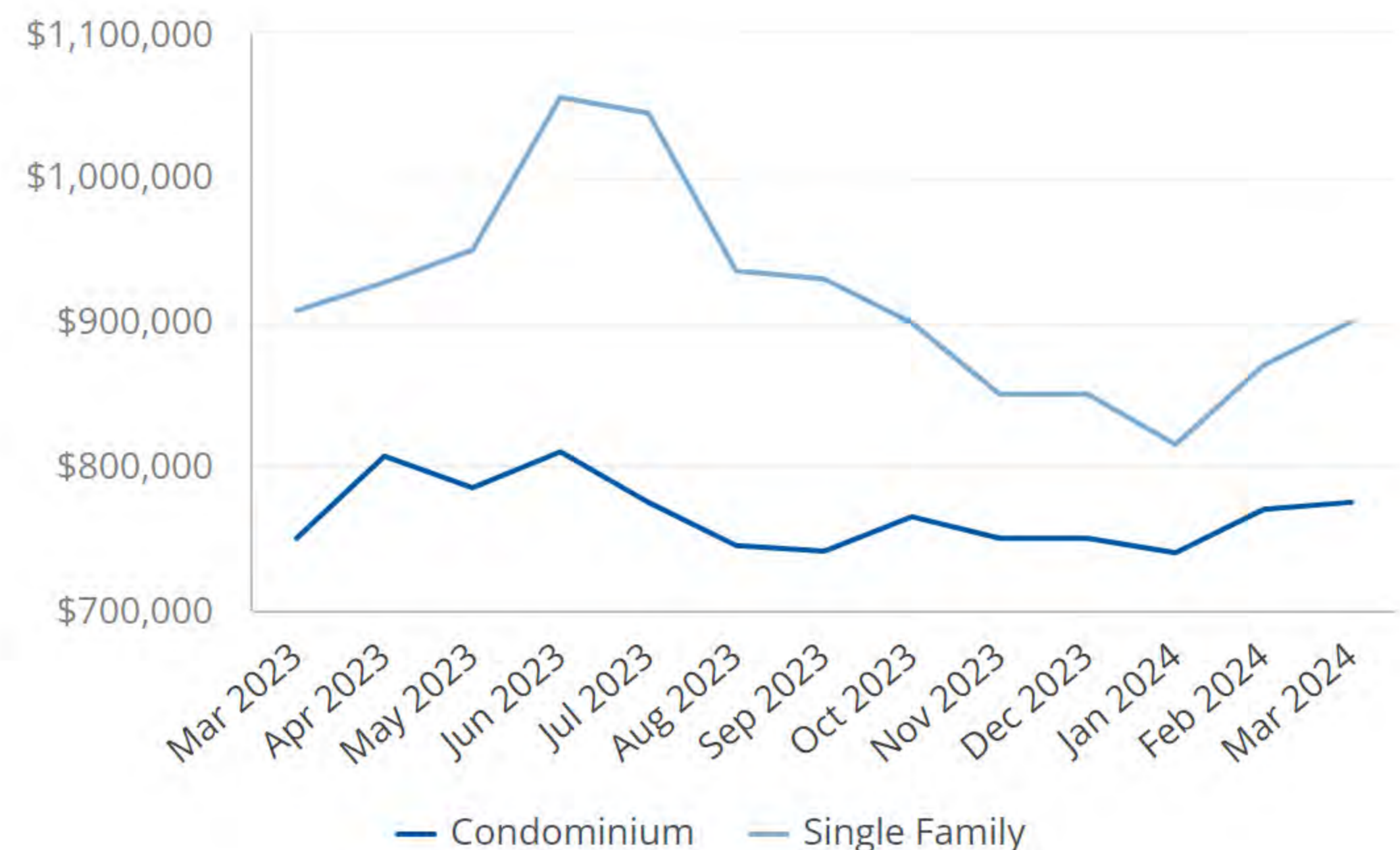
Condominiums

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$775,000	\$750,000	▲ 3.3%	\$770,000	▲ 0.6%	\$770,000	\$750,000	▲ 2.7%
Closed Sales	437	492	▼ -11.2%	309	▲ 41.4%	1,026	1,171	▼ -12.4%
New Listings	834	1,031	▼ -19.1%	740	▲ 12.7%	2,268	2,251	▲ 0.8%
Pending Sales	575	606	▼ -5.1%	452	▲ 27.2%	1,370	1,373	▼ -0.2%
Median Days on Market	19	20	▼ -5.0%	22.5	▼ -15.6%	21	22	▼ -4.5%
Price per Square Foot	\$703	\$671	▲ 4.8%	\$631	▲ 11.4%	\$678	\$665	▲ 2.0%
Sold to Original Price Ratio	99.4%	98.0%	▲ 1.5%	98.4%	▲ 1.1%	98.3%	97.2%	▲ 1.2%
Active Inventory	1,230	1,326	▼ -7.2%	1,190	▲ 3.4%	—	—	—
Months Supply of Inventory	2.8	2.7	▲ 4.4%	3.9	▼ -26.9%	—	—	—

Number of Closed Sales



Median Sales Price



Metro West Region



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

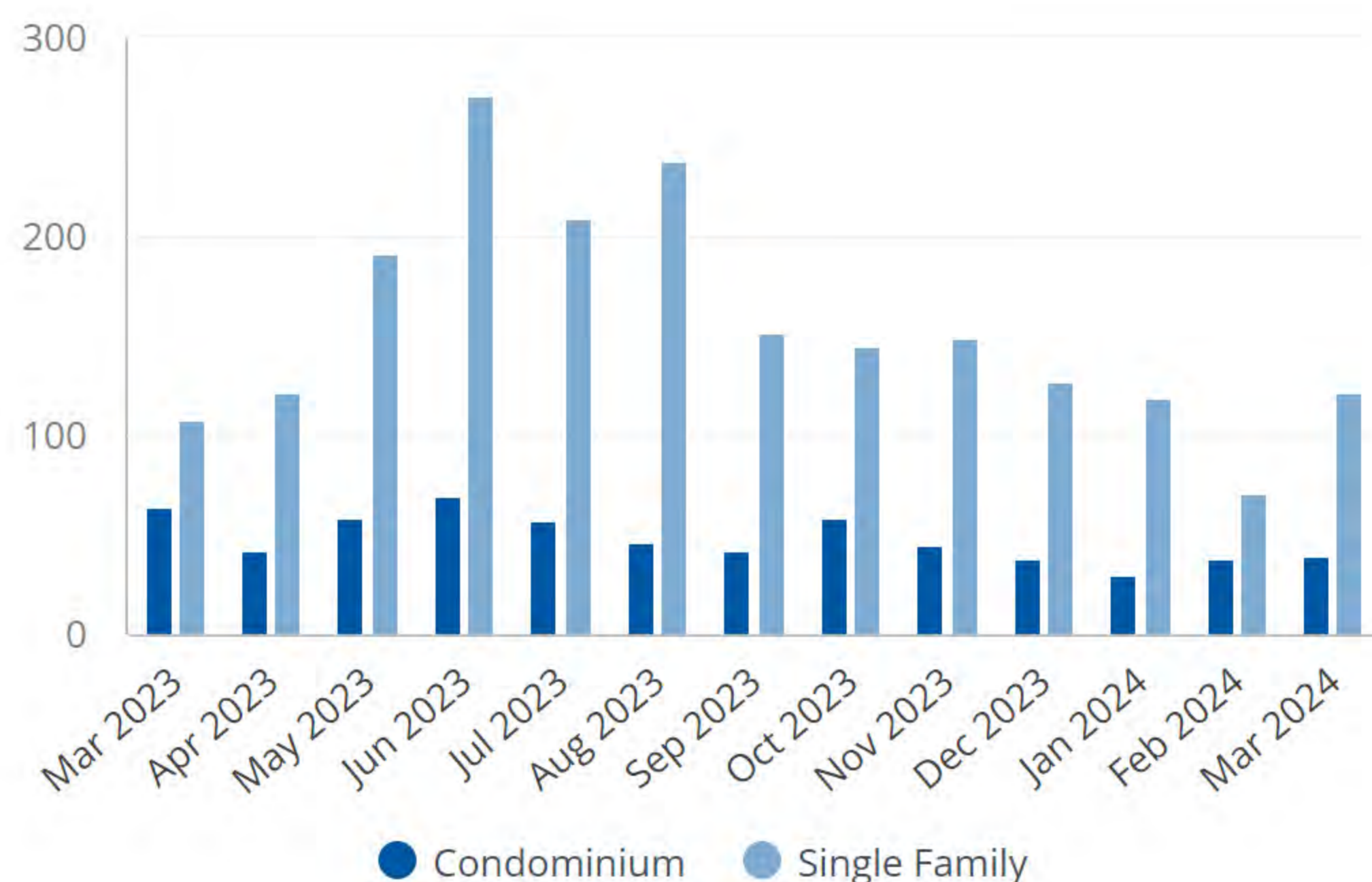
Single Family Homes

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,000,003	\$822,000	⬆️ 21.7%	\$765,000	⬆️ 30.7%	\$927,000	\$862,500	⬆️ 7.5%
Closed Sales	122	108	⬆️ 13.0%	71	⬆️ 71.8%	312	261	⬆️ 19.5%
New Listings	195	270	⬆️ -27.8%	175	⬆️ 11.4%	500	503	⬆️ -0.6%
Pending Sales	195	157	⬆️ 24.2%	125	⬆️ 56.0%	410	350	⬆️ 17.1%
Median Days on Market	12	15	⬆️ -20.0%	15	⬆️ -20.0%	14	18	⬆️ -25.0%
Price per Square Foot	\$425	\$375	⬆️ 13.2%	\$386	⬆️ 10.0%	\$400	\$378	⬆️ 5.7%
Sold to Original Price Ratio	102.8%	101.2%	⬆️ 1.6%	100.4%	⬆️ 2.4%	100.3%	98.1%	⬆️ 2.2%
Active Inventory	160	235	⬆️ -31.9%	174	⬆️ -8.0%	—	—	—
Months Supply of Inventory	1.3	2.2	⬆️ -39.7%	2.5	⬆️ -46.5%	—	—	—

Condominiums

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$660,000	\$578,000	⬆️ 14.2%	\$669,000	⬆️ -1.3%	\$660,000	\$578,000	⬆️ 14.2%
Closed Sales	40	64	⬆️ -37.5%	39	⬆️ 2.6%	109	147	⬆️ -25.9%
New Listings	59	67	⬆️ -11.9%	58	⬆️ 1.7%	179	175	⬆️ 2.3%
Pending Sales	65	59	⬆️ 10.2%	52	⬆️ 25.0%	155	144	⬆️ 7.6%
Median Days on Market	13	16	⬆️ -18.8%	18	⬆️ -27.8%	17	17	⬆️ 0.0%
Price per Square Foot	\$362	\$331	⬆️ 9.5%	\$389	⬆️ -6.9%	\$374	\$348	⬆️ 7.5%
Sold to Original Price Ratio	101.3%	102.2%	⬆️ -0.9%	102.1%	⬆️ -0.8%	101.2%	101.2%	⬆️ -0.1%
Active Inventory	58	82	⬆️ -29.3%	68	⬆️ -14.7%	—	—	—
Months Supply of Inventory	1.4	1.3	⬆️ 13.2%	1.7	⬆️ -16.8%	—	—	—

Number of Closed Sales



Median Sales Price



Southern Norfolk Region



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

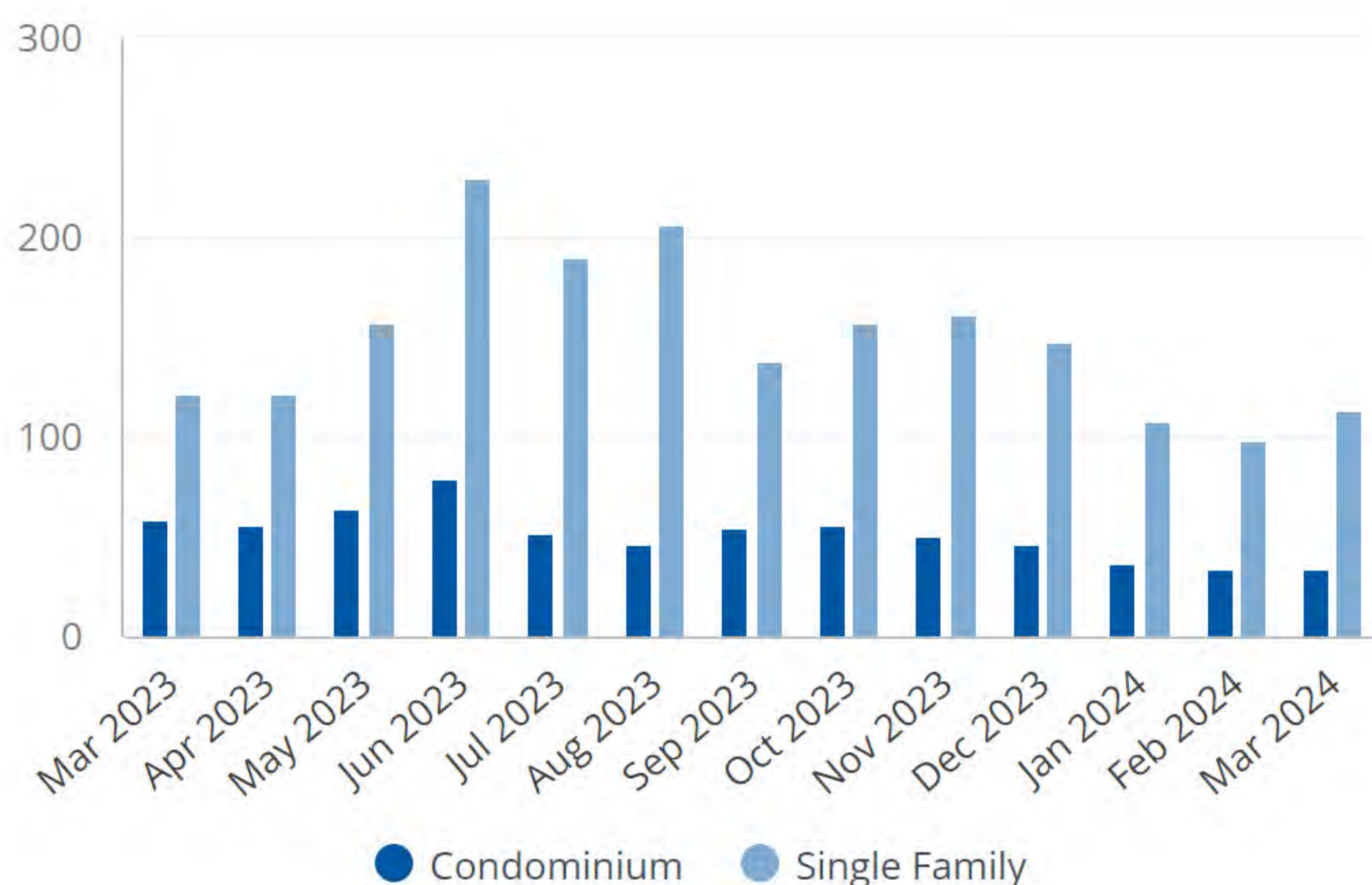
Single Family Homes

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$667,500	\$617,500	⬆️ 8.1%	\$617,500	⬆️ 8.1%	\$642,500	\$592,500	⬆️ 8.4%
Closed Sales	114	122	⬆️ -6.6%	98	⬆️ 16.3%	320	333	⬆️ -3.9%
New Listings	149	203	⬆️ -26.6%	145	⬆️ 2.8%	412	446	⬆️ -7.6%
Pending Sales	129	143	⬆️ -9.8%	122	⬆️ 5.7%	342	369	⬆️ -7.3%
Median Days on Market	16	16	➡️ 0.0%	17.5	⬆️ -8.6%	18	20	⬆️ -10.0%
Price per Square Foot	\$361	\$321	⬆️ 12.5%	\$342	⬆️ 5.6%	\$344	\$315	⬆️ 9.2%
Sold to Original Price Ratio	102.0%	98.7%	⬆️ 3.4%	100.4%	⬆️ 1.6%	100.8%	98.1%	⬆️ 2.7%
Active Inventory	147	181	⬆️ -18.8%	156	⬆️ -5.8%	—	—	—
Months Supply of Inventory	1.3	1.5	⬆️ -13.1%	1.6	⬆️ -19.0%	—	—	—

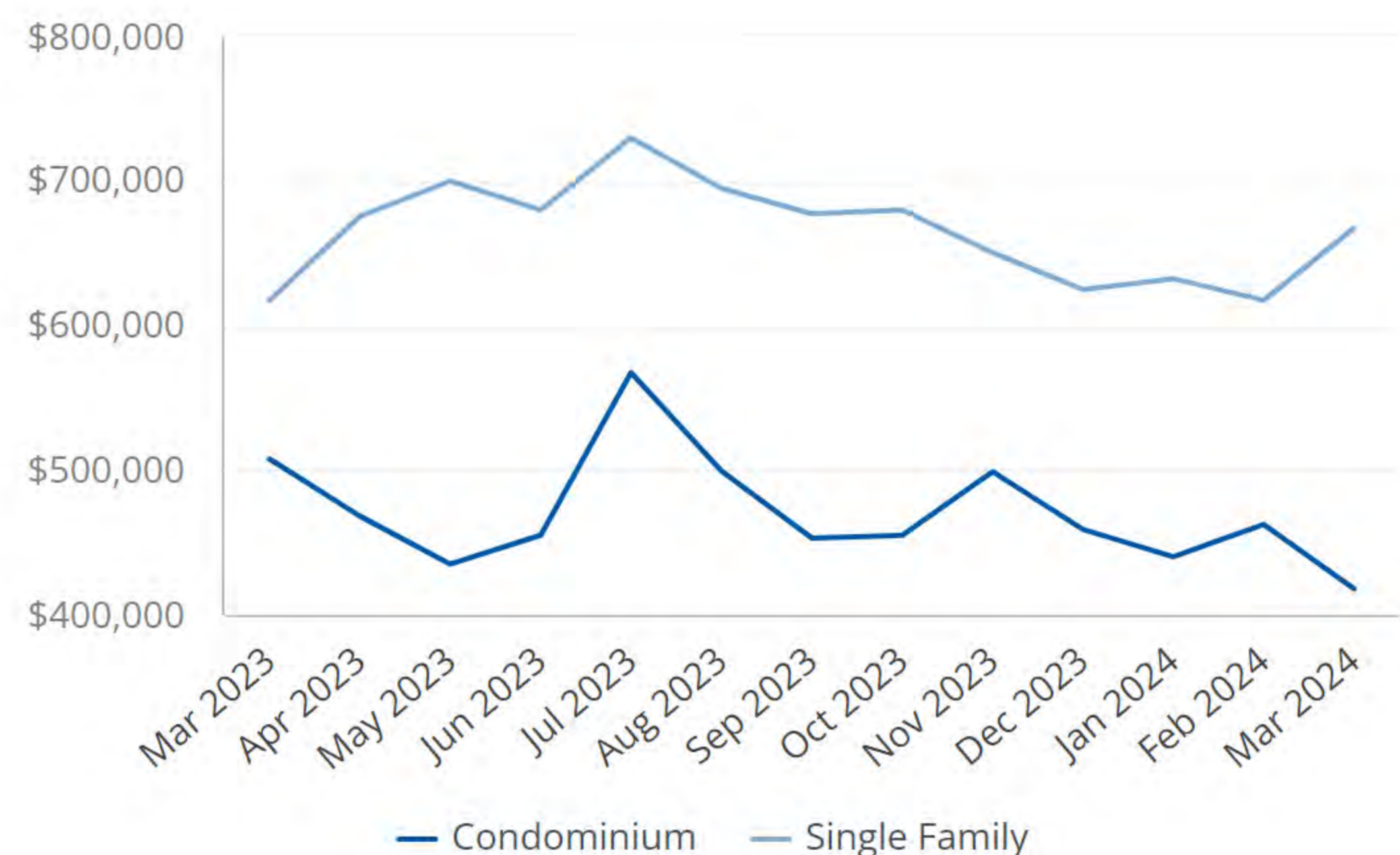
Condominiums

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$418,000	\$507,720	⬆️ -17.7%	\$462,500	⬆️ -9.6%	\$451,000	\$476,797	⬆️ -5.4%
Closed Sales	34	59	⬆️ -42.4%	34	➡️ 0.0%	105	150	⬆️ -30.0%
New Listings	64	78	⬆️ -17.9%	44	⬆️ 45.5%	159	196	⬆️ -18.9%
Pending Sales	60	60	➡️ 0.0%	40	⬆️ 50.0%	138	138	➡️ 0.0%
Median Days on Market	15	19	⬆️ -21.1%	23.5	⬆️ -36.2%	18	20	⬆️ -10.0%
Price per Square Foot	\$341	\$363	⬆️ -6.1%	\$318	⬆️ 7.2%	\$317	\$347	⬆️ -8.5%
Sold to Original Price Ratio	99.8%	101.2%	⬆️ -1.4%	100.9%	⬆️ -1.1%	101.6%	101.4%	⬆️ 0.1%
Active Inventory	53	79	⬆️ -32.9%	55	⬆️ -3.6%	—	—	—
Months Supply of Inventory	1.6	1.3	⬆️ 16.4%	1.6	⬆️ -3.6%	—	—	—

Number of Closed Sales



Median Sales Price



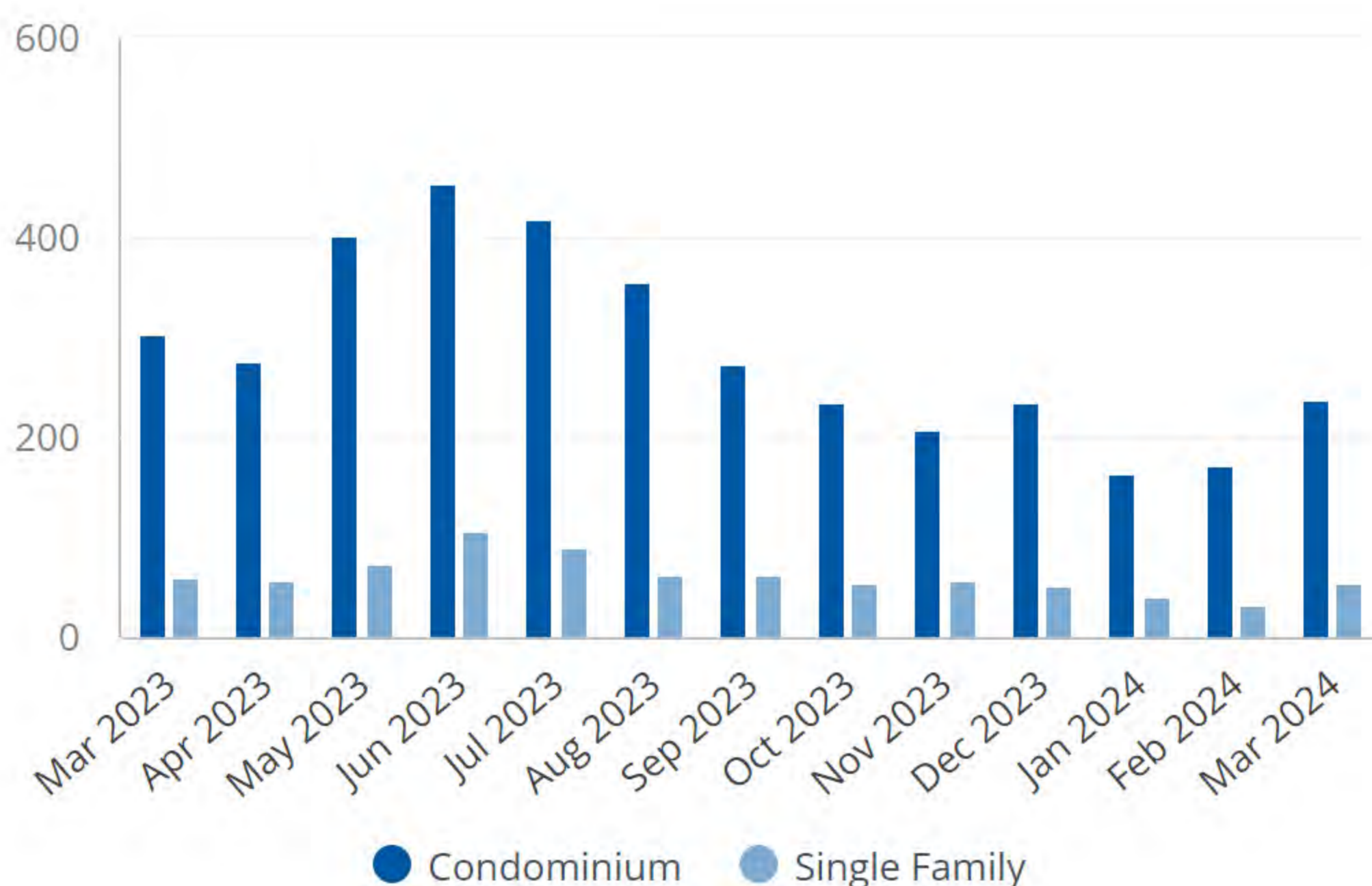
Single Family Homes

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$810,000	\$765,000	↑ 5.9%	\$635,000	↑ 27.6%	\$725,000	\$708,000	↑ 2.4%
Closed Sales	56	59	↓ -5.1%	33	↑ 69.7%	129	142	↓ -9.2%
New Listings	82	103	↓ -20.4%	63	↑ 30.2%	212	224	↓ -5.4%
Pending Sales	64	65	↓ -1.5%	50	↑ 28.0%	155	163	↓ -4.9%
Median Days on Market	18	19	↓ -5.3%	28	↓ -35.7%	21	22	↓ -4.5%
Price per Square Foot	\$469	\$454	↑ 3.2%	\$445	↑ 5.3%	\$447	\$453	↓ -1.3%
Sold to Original Price Ratio	99.1%	98.6%	↑ 0.4%	97.6%	↑ 1.5%	98.1%	95.9%	↑ 2.3%
Active Inventory	108	117	↓ -7.7%	104	↑ 3.8%	—	—	—
Months Supply of Inventory	1.9	2.0	↓ -2.7%	3.2	↓ -38.8%	—	—	—

Condominiums

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$770,000	\$719,000	↑ 7.1%	\$699,500	↑ 10.1%	\$740,000	\$715,000	↑ 3.5%
Closed Sales	237	303	↓ -21.8%	172	↑ 37.8%	574	722	↓ -20.5%
New Listings	518	633	↓ -18.2%	469	↑ 10.4%	1,411	1,384	↑ 2.0%
Pending Sales	330	364	↓ -9.3%	251	↑ 31.5%	778	813	↓ -4.3%
Median Days on Market	20.5	20	↑ 2.5%	26	↓ -21.2%	23	24	↓ -4.2%
Price per Square Foot	\$825	\$720	↑ 14.6%	\$709	↑ 16.4%	\$762	\$744	↑ 2.4%
Sold to Original Price Ratio	98.8%	97.7%	↑ 1.2%	97.9%	↑ 0.9%	97.9%	97.3%	↑ 0.6%
Active Inventory	826	899	↓ -8.1%	814	↑ 1.5%	—	—	—
Months Supply of Inventory	3.5	3.0	↑ 17.5%	4.7	↓ -26.4%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

2 Family Homes

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$880,000	\$855,000	⬆️ 2.9%	\$900,000	⬇️ -2.2%	\$889,999	\$860,000	⬆️ 3.5%
Closed Sales	75	96	⬇️ -21.9%	45	⬆️ 66.7%	183	229	⬇️ -20.1%
New Listings	119	130	⬇️ -8.5%	114	⬆️ 4.4%	327	310	⬆️ 5.5%
Pending Sales	114	80	⬆️ 42.5%	81	⬆️ 40.7%	238	220	⬆️ 8.2%
Median Days on Market	15.5	25	⬆️ -38.0%	17	⬇️ -8.8%	16	22	⬇️ -27.3%
Price per Square Foot	\$361	\$323	⬆️ 11.8%	\$361	⬆️ 0.0%	\$359	\$338	⬆️ 6.2%
Sold to Original Price Ratio	101.9%	97.2%	⬆️ 4.8%	96.4%	⬆️ 5.7%	99.8%	96.4%	⬆️ 3.5%
Active Inventory	110	144	⬇️ -23.6%	128	⬇️ -14.1%	—	—	—
Months Supply of Inventory	1.5	1.5	⬇️ -2.2%	2.8	⬇️ -48.4%	—	—	—

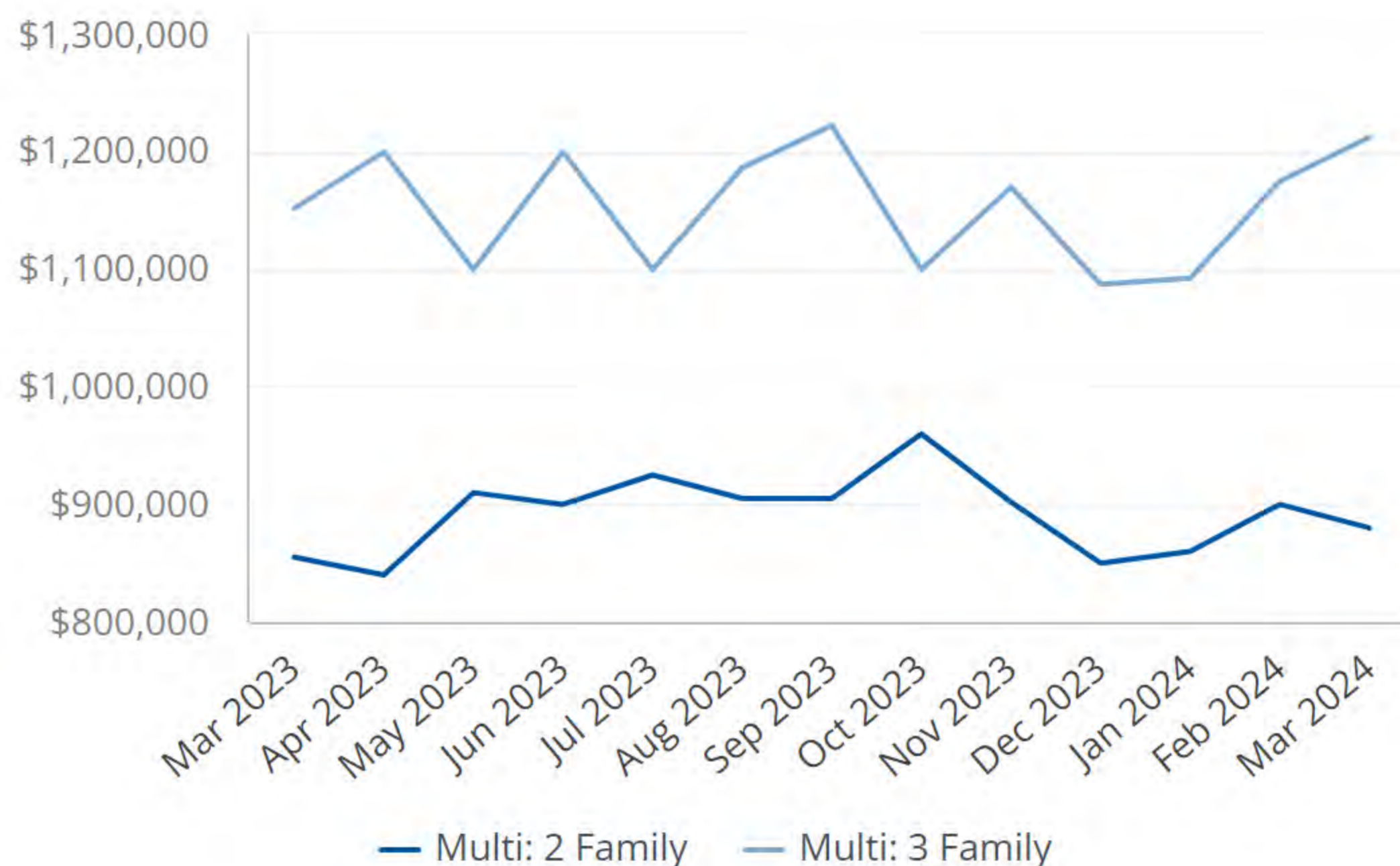
3 Family Homes

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,212,500	\$1,152,000	⬆️ 5.3%	\$1,175,000	⬆️ 3.2%	\$1,150,000	\$1,051,900	⬆️ 9.3%
Closed Sales	40	35	⬆️ 14.3%	27	⬆️ 48.1%	93	76	⬆️ 22.4%
New Listings	45	57	⬇️ -21.1%	42	⬆️ 7.1%	141	138	⬆️ 2.2%
Pending Sales	36	22	⬆️ 63.6%	38	⬇️ -5.3%	105	77	⬆️ 36.4%
Median Days on Market	19	45	⬆️ -57.8%	27.5	⬇️ -30.9%	21	35	⬇️ -40.0%
Price per Square Foot	\$378	\$332	⬆️ 13.7%	\$404	⬇️ -6.6%	\$374	\$298	⬆️ 25.5%
Sold to Original Price Ratio	97.2%	94.7%	⬆️ 2.6%	94.4%	⬆️ 2.9%	95.1%	94.3%	⬆️ 0.8%
Active Inventory	54	95	⬇️ -43.2%	64	⬇️ -15.6%	—	—	—
Months Supply of Inventory	1.3	2.7	⬇️ -50.3%	2.4	⬇️ -43.0%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

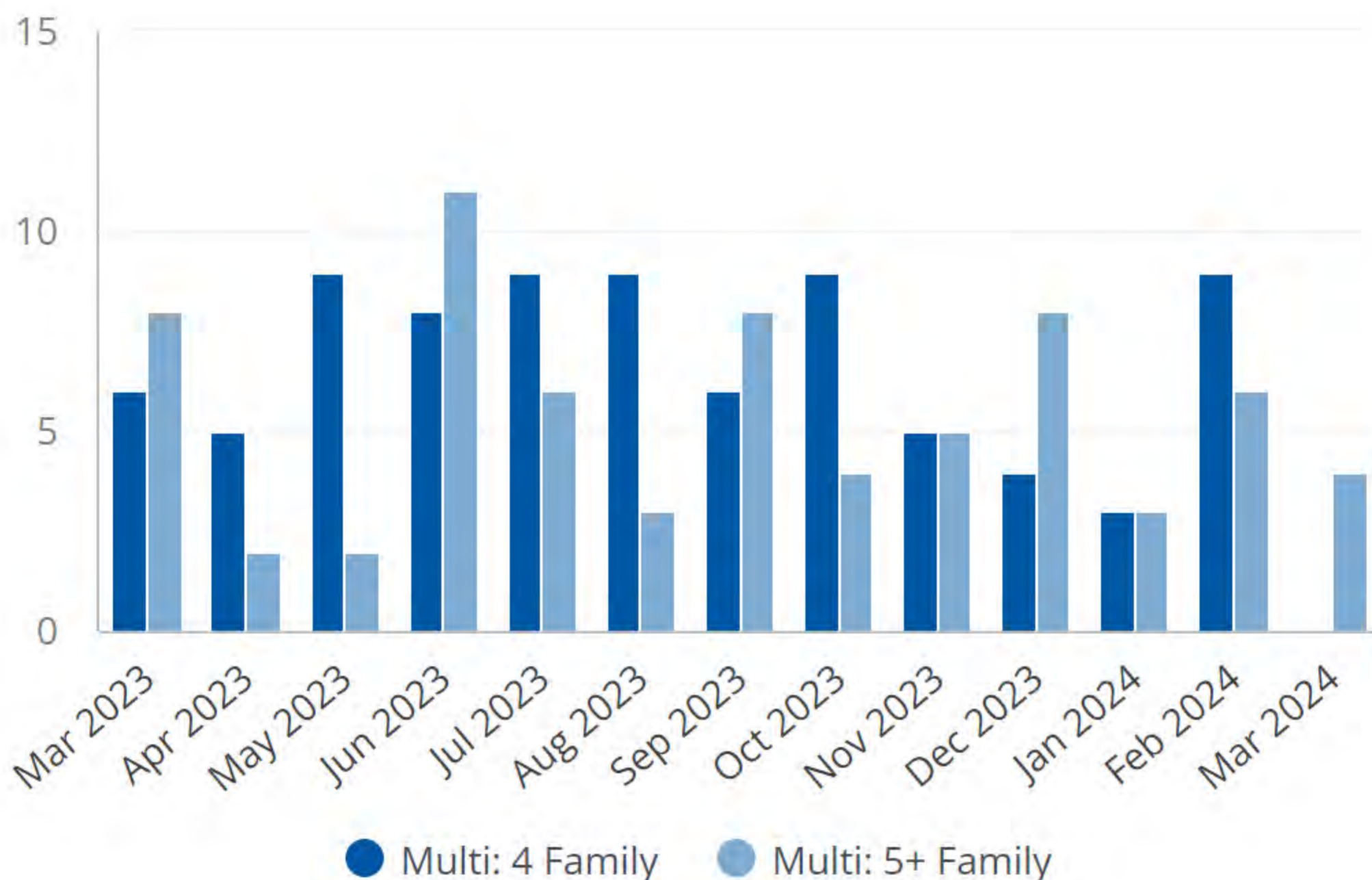
4 Family Homes

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,062,500	\$1,600,000	▼ -33.6%	\$2,780,000	▼ -61.8%	\$1,380,500	\$1,175,000	▲ 17.5%
Closed Sales	9	6	▲ 50.0%	3	▲ 200.0%	16	12	▲ 33.3%
New Listings	10	15	▼ -33.3%	6	▲ 66.7%	32	35	▼ -8.6%
Pending Sales	5	7	▼ -28.6%	7	▼ -28.6%	15	15	▶ 0.0%
Median Days on Market	43	25	▲ 72.0%	21	▲ 104.8%	23	25	▼ -8.0%
Price per Square Foot	\$393	\$382	▲ 2.9%	\$878	▼ -55.2%	\$398	\$272	▲ 46.6%
Sold to Original Price Ratio	94.7%	98.5%	▼ -3.9%	100.2%	▼ -5.5%	96.9%	98.2%	▼ -1.3%
Active Inventory	19	23	▼ -17.4%	23	▼ -17.4%	—	—	—
Months Supply of Inventory	2.1	3.8	▼ -44.9%	7.6	▼ -72.4%	—	—	—

5+ Family Homes

	Mar 2024	Mar 2023	YoY	Feb 2024	MoM	2024	2023	YTD
Median Sales Price	\$2,850,000	\$2,572,500	▲ 10.8%	\$2,310,500	▲ 23.3%	\$2,400,000	\$2,572,500	▼ -6.7%
Closed Sales	4	8	▼ -50.0%	6	▼ -33.3%	13	14	▼ -7.1%
New Listings	18	26	▼ -30.8%	15	▲ 20.0%	51	58	▼ -12.1%
Pending Sales	5	4	▲ 25.0%	11	▼ -54.5%	19	9	▲ 111.1%
Median Days on Market	54	124	▼ -56.5%	21	▲ 157.1%	54	55	▼ -1.8%
Price per Square Foot	\$430	\$356	▲ 20.6%	\$542	▼ -20.7%	\$471	\$356	▲ 32.3%
Sold to Original Price Ratio	105.2%	93.7%	▲ 12.2%	100.0%	▲ 5.2%	103.0%	94.7%	▲ 8.7%
Active Inventory	36	59	▼ -39.0%	43	▼ -16.3%	—	—	—
Months Supply of Inventory	9.0	7.4	▲ 21.9%	7.2	▲ 25.5%	—	—	—

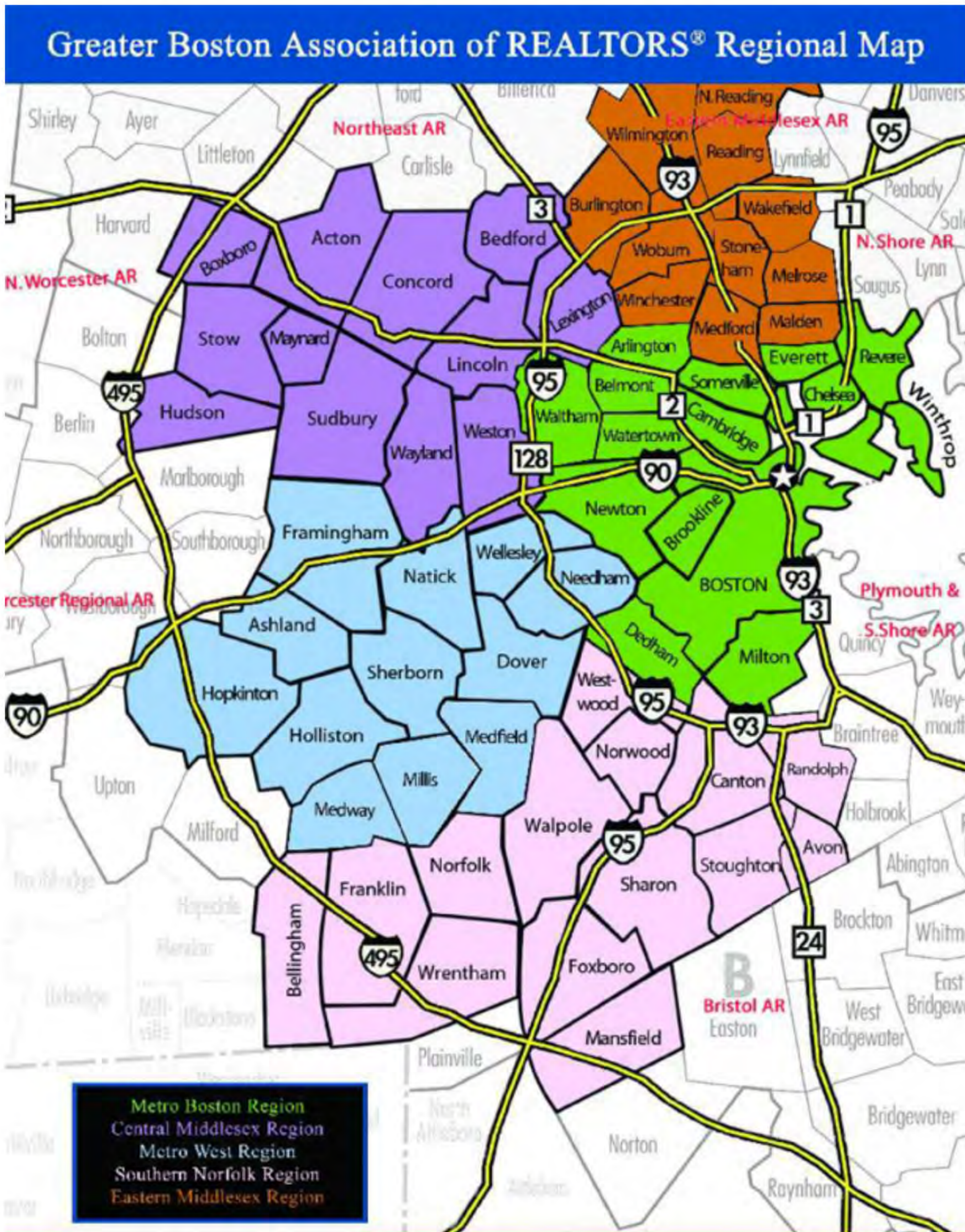
Number of Closed Sales



Median Sales Price



GBAR JURISDICTIONAL AREA



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