

# MONTHLY MARKET INSIGHTS REPORT

January 2022

## Single-Family Homes

The 749 homes sold this month made for the tenth most active January on record and a 15.2 percent decrease from the record high 883 homes sold in January 2021. The median sales price also reached a record high for the month of January at \$725,000, which was a 74 percent increase from the January 2021 median sales prices of \$674,950.

## Condominiums

With 712 condos sold, it was the second most active January on record in Greater Boston, following last year's record high of 769 units sold, which makes for a 7.4 percent decrease. The median sales price of condos also reached a new record high for the month of January at \$595,000, which is a 1.0 percent increase from the January 2021 median sales price of \$589,000.

## Multi-Family Homes

This month, there were 144 multi-family units sold in Greater Boston, which reflects a 21.3 percent decrease in sales volume from the 183 multi-family units sold in January 2021.



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**Greater Boston Association of REALTORS®**

A division of the Greater Boston Real Estate Board

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Data thru 2/10/2022

# GREATER BOSTON MARKET SUMMARY

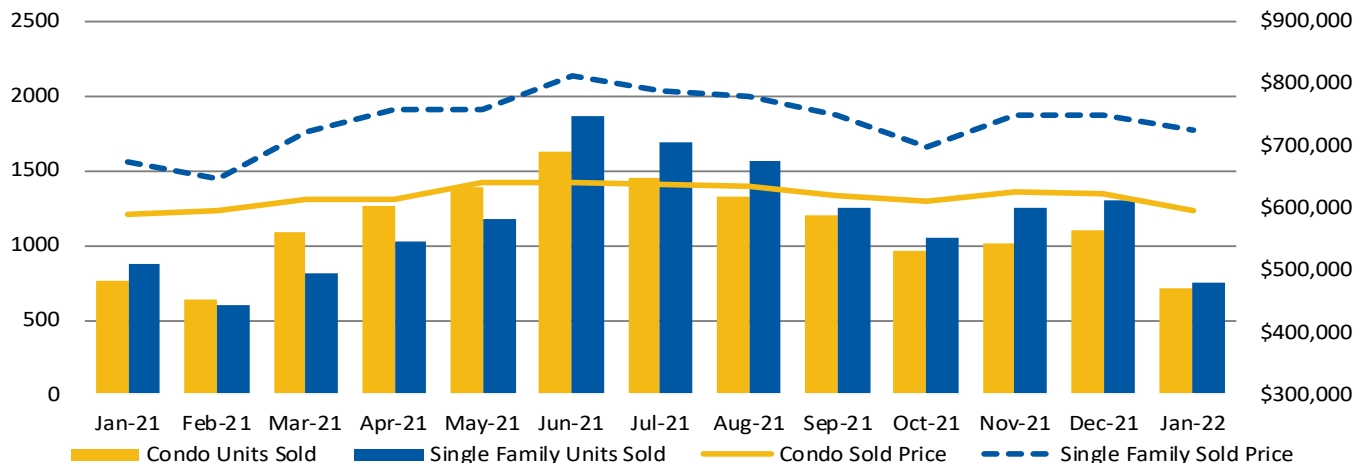
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$725,000	\$674,900	▲ 7.4%	\$749,900	▼ -3.3%	\$725,000	\$674,900	▲ 7.4%
Units Sold	749	883	▼ -15.2%	1,305	▼ -42.6%	747	883	▼ -15.4%
Active Listings	604	934	▼ -35.3%	533	▲ 13.3%	---	---	---
Months Supply of Inventory	0.8	1.1	▼ -27.3%	0.4	▲ 100.0%	---	---	---
New Listings	648	758	▼ -14.5%	451	▲ 43.7%	648	758	▼ -14.5%
Pending Sales	530	610	▼ -13.1%	710	▼ -25.4%	530	610	▼ -13.1%
Days to Off Market	18	20	▼ -10.0%	21	▼ -14.3%	18	20	▼ -10.0%
Sold to Original Price Ratio	101.1%	99.6%	▲ 1.5%	101.9%	▼ -0.8%	101.1%	99.6%	▲ 1.5%
Price per Square Foot	\$367	\$345	▲ 6.4%	\$375	▼ -2.1%	\$367	\$345	▲ 6.4%

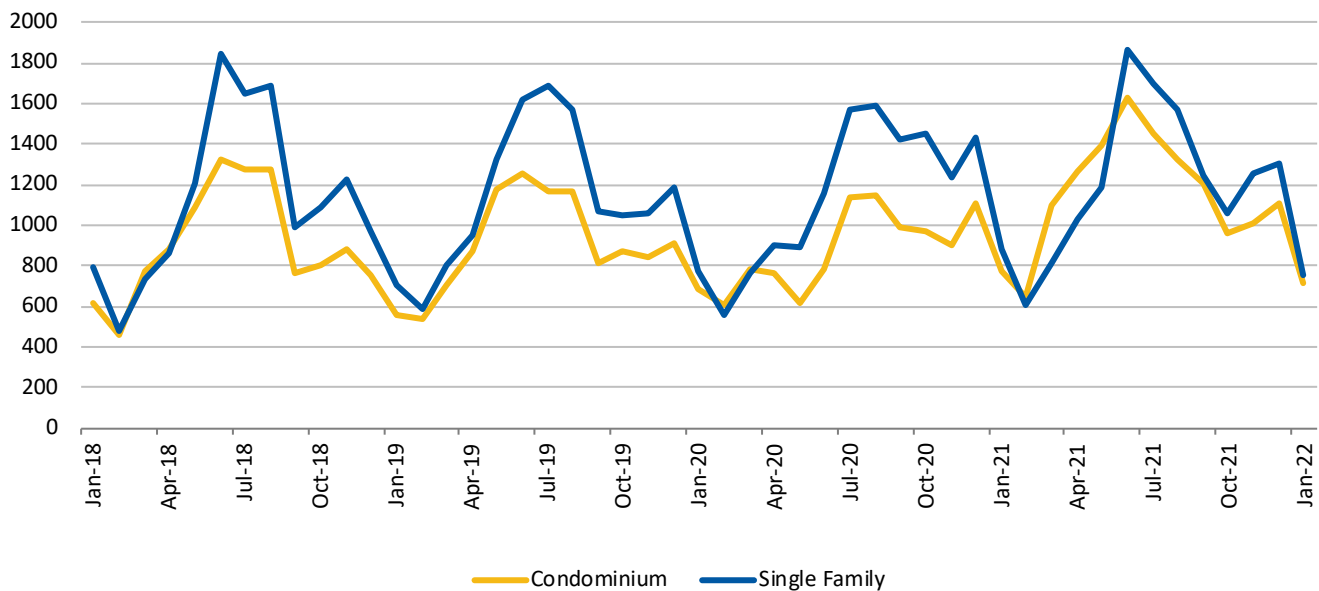
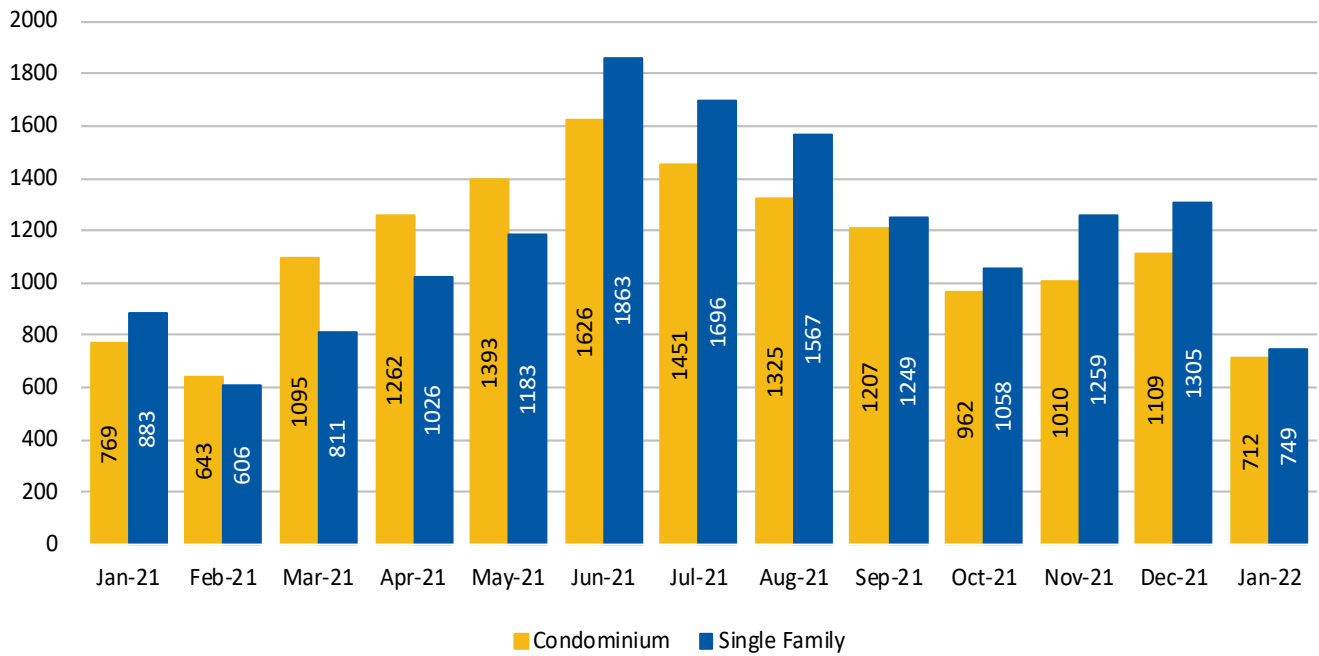
## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$595,000	\$589,000	▲ 1.0%	\$622,500	▼ -4.4%	\$595,000	\$589,000	▲ 1.0%
Units Sold	712	769	▼ -7.4%	1,109	▼ -35.8%	715	769	▼ -7.0%
Active Listings	1,141	2,046	▼ -44.2%	1,078	▲ 5.8%	---	---	---
Months Supply of Inventory	1.6	2.7	▼ -40.7%	1.0	▲ 60.0%	---	---	---
New Listings	887	1,161	▼ -23.6%	464	▲ 91.2%	887	1,161	▼ -23.6%
Pending Sales	661	787	▼ -16.0%	784	▼ -15.7%	659	787	▼ -16.3%
Days to Off Market	22	51	▼ -56.9%	38	▼ -42.1%	22	51	▼ -56.9%
Sold to Original Price Ratio	98.0%	96.8%	▲ 1.2%	98.8%	▼ -0.8%	98.0%	96.8%	▲ 1.2%
Price per Square Foot	\$508	\$493	▲ 3.0%	\$529	▼ -4.0%	\$509	\$493	▲ 3.2%



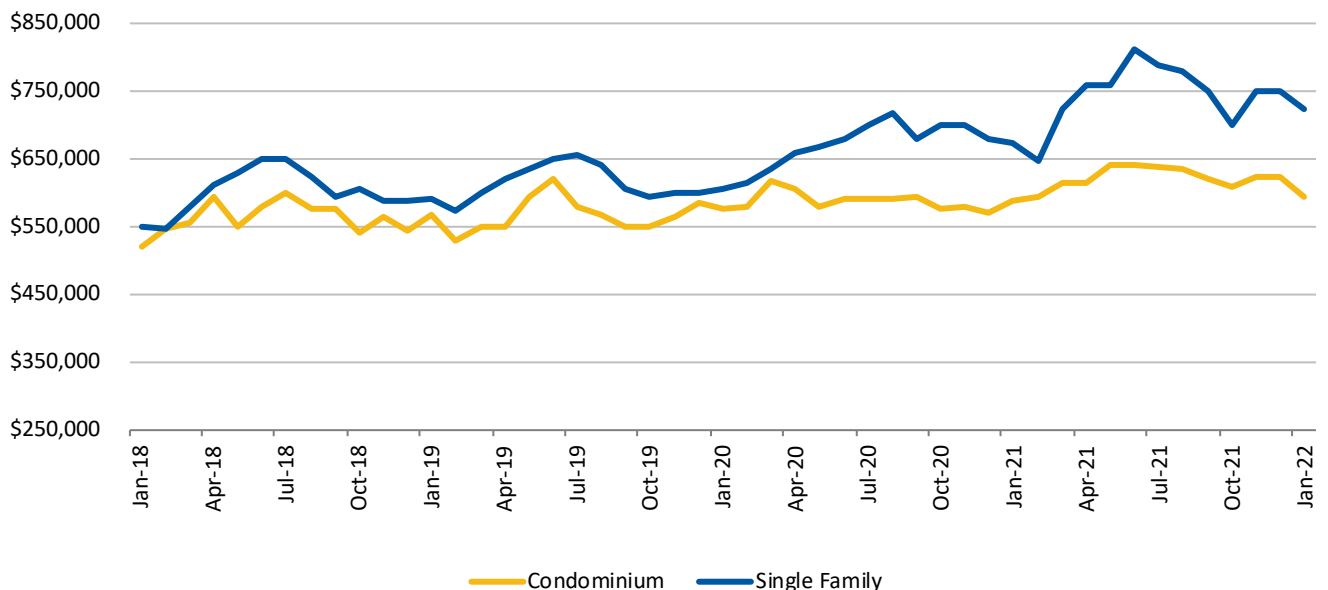
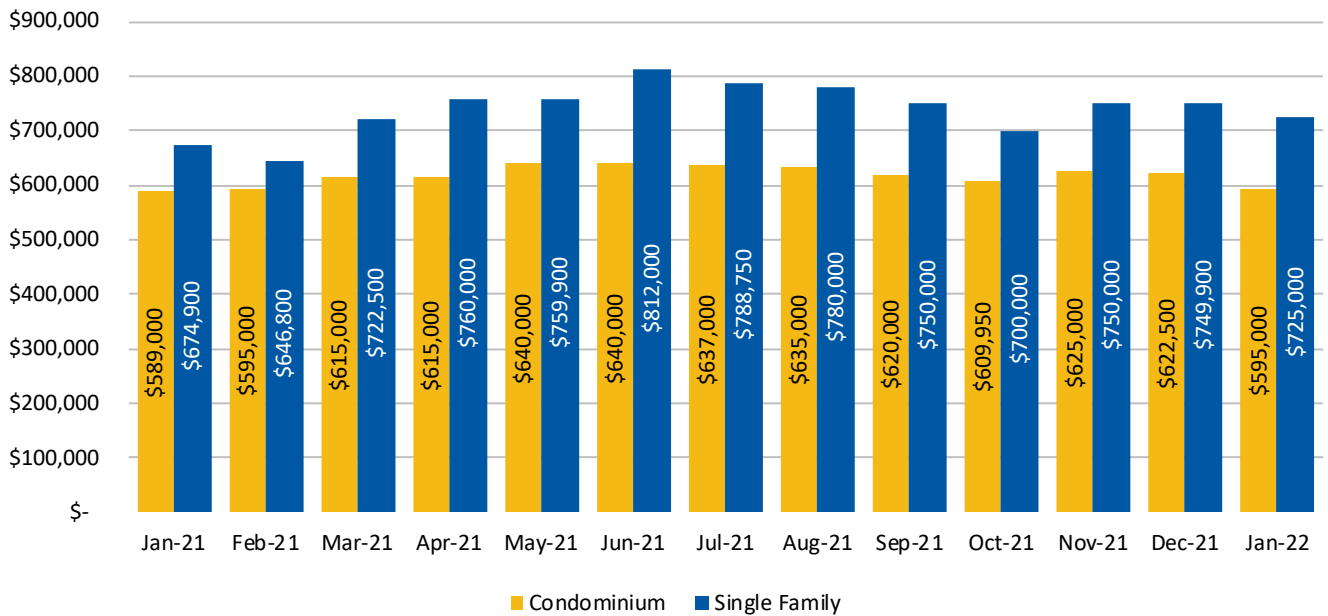
# UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
<b>SINGLE FAMILY HOMES</b>	<b>749</b>	883	▼ -15.2%	1,305	▼ -42.6%	<b>747</b>	883	▼ -15.4%
<b>CONDOMINIUMS</b>	<b>712</b>	769	▼ -7.4%	1,109	▼ -35.8%	<b>715</b>	769	▼ -7.0%



# MEDIAN SELLING PRICE

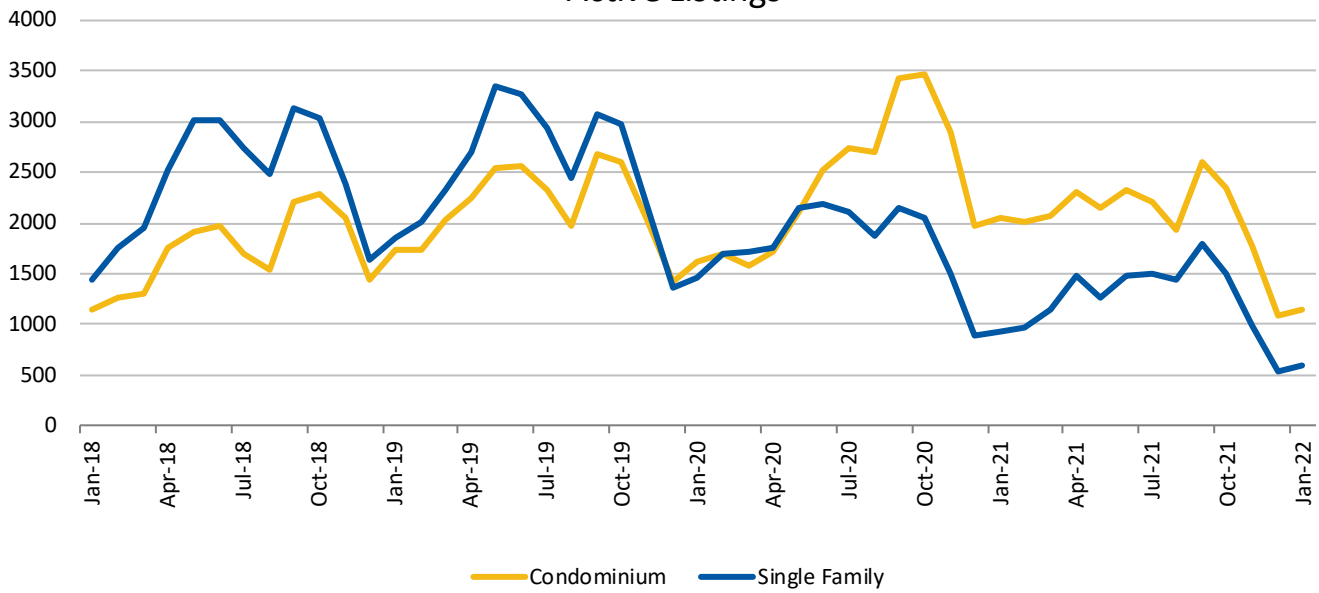
	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
<b>SINGLE FAMILY HOMES</b>	<b>\$725,000</b>	\$674,900	▲ 7.4%	\$749,900	▼ -3.3%	<b>\$725,000</b>	\$674,900	▲ 7.4%
<b>CONDOMINIUMS</b>	<b>\$595,000</b>	\$589,000	▲ 1.0%	\$622,500	▼ -4.4%	<b>\$595,000</b>	\$589,000	▲ 1.0%



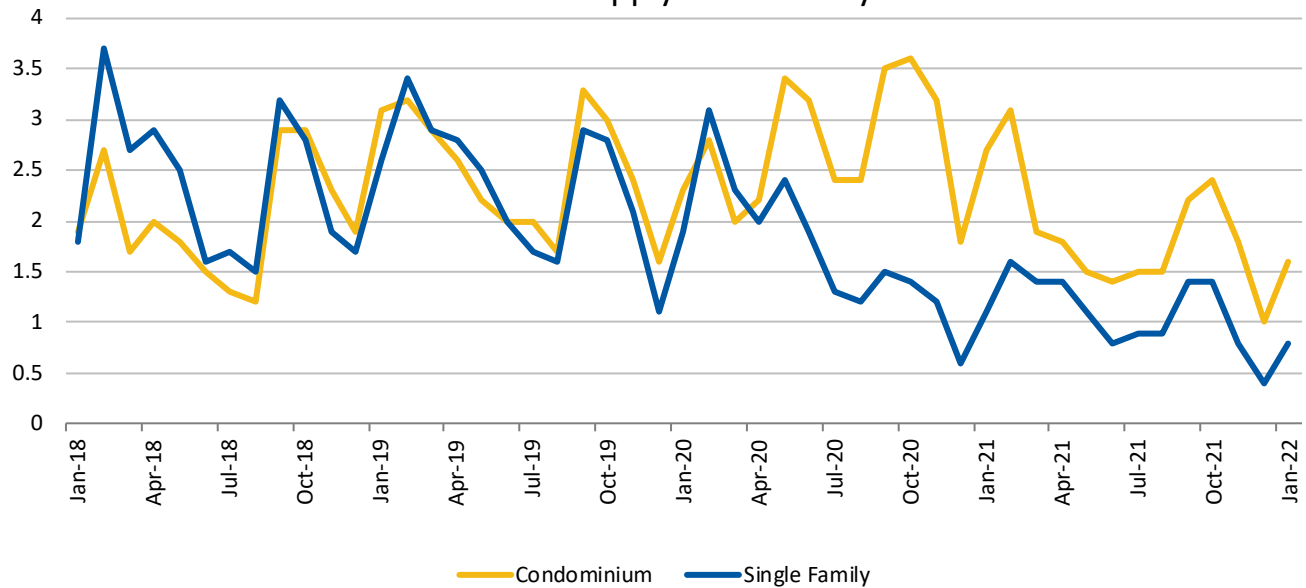
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jan 2022	Jan 2021	Change	Dec 2021	Change
SINGLE FAMILY HOMES	Active Listings	604	934	▼ -35.3%	533	▲ 13.3%
	Months Supply of Inventory	0.8	1.1	▼ -27.3%	0.4	▲ 100.0%
CONDOMINIUMS	Active Listings	1,141	2,046	▼ -44.2%	1,078	▲ 5.8%
	Months Supply of Inventory	1.6	2.7	▼ -40.7%	1.0	▲ 60.0%

Active Listings

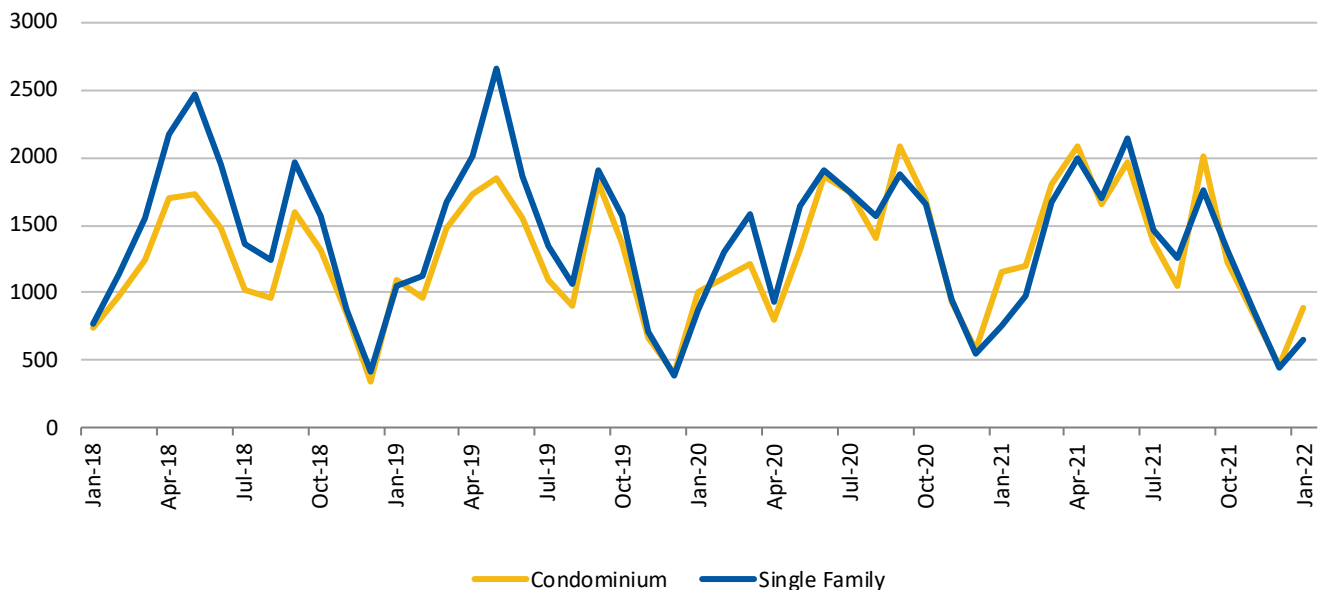
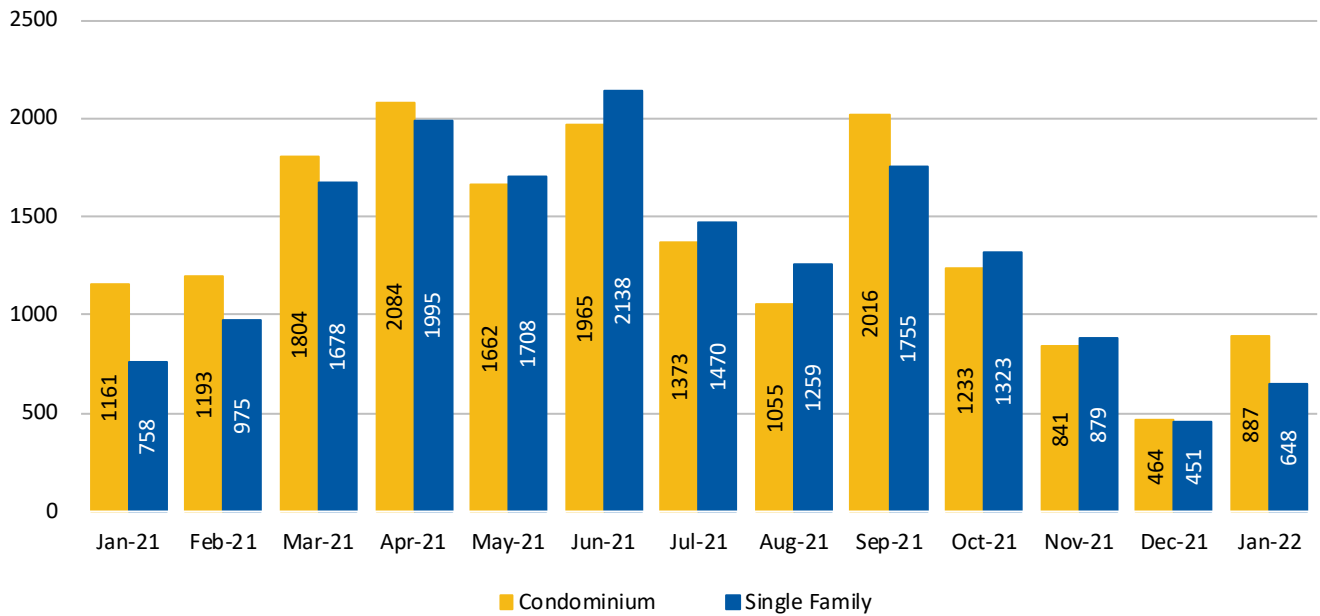


Months Supply of Inventory



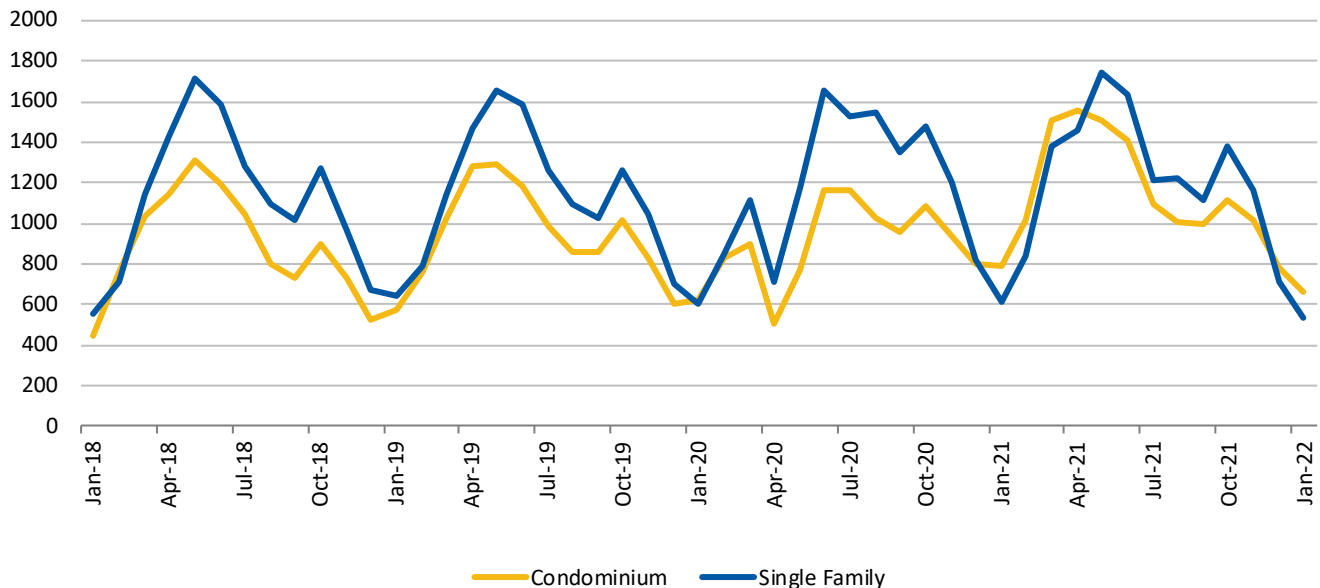
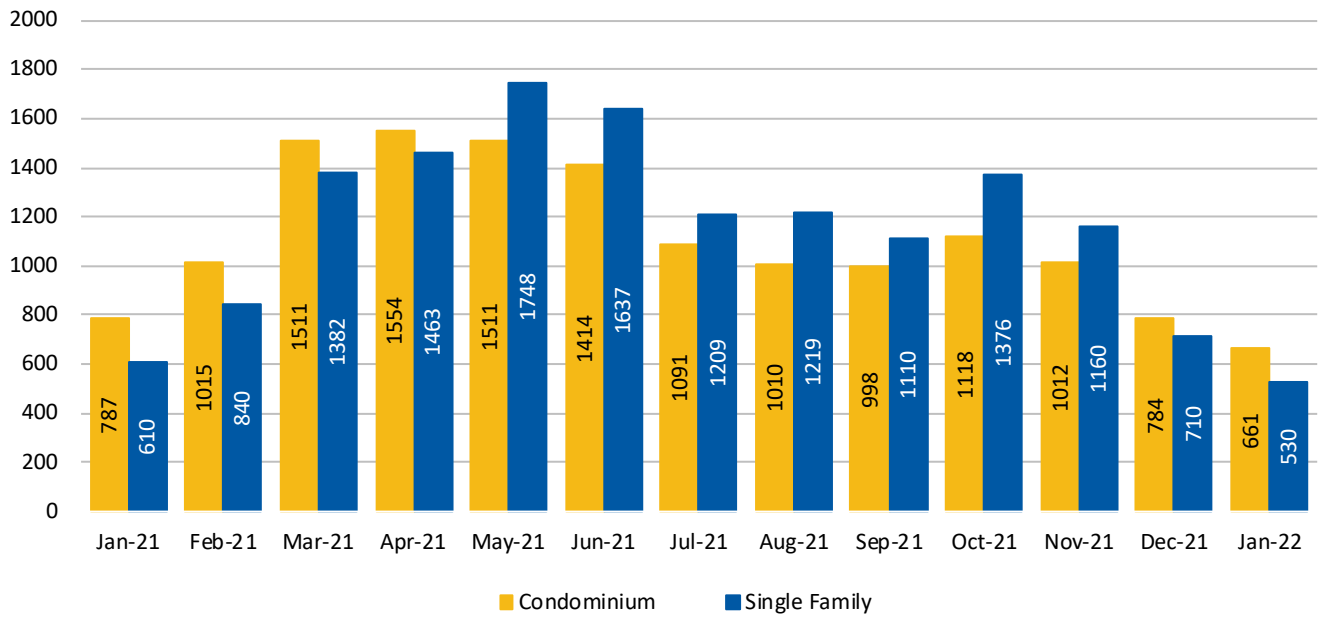
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
<b>SINGLE FAMILY HOMES</b>	<b>648</b>	758	▼ -14.5%	451	▲ 43.7%	<b>648</b>	758	▼ -14.5%
<b>CONDOMINIUMS</b>	<b>887</b>	1,161	▼ -23.6%	464	▲ 91.2%	<b>887</b>	1,161	▼ -23.6%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
<b>SINGLE FAMILY HOMES</b>	<b>530</b>	610	▼ -13.1%	710	▼ -25.4%	<b>530</b>	610	▼ -13.1%
<b>CONDOMINIUMS</b>	<b>661</b>	787	▼ -16.0%	784	▼ -15.7%	<b>659</b>	787	▼ -16.3%



# CENTRAL MIDDLESEX REGION

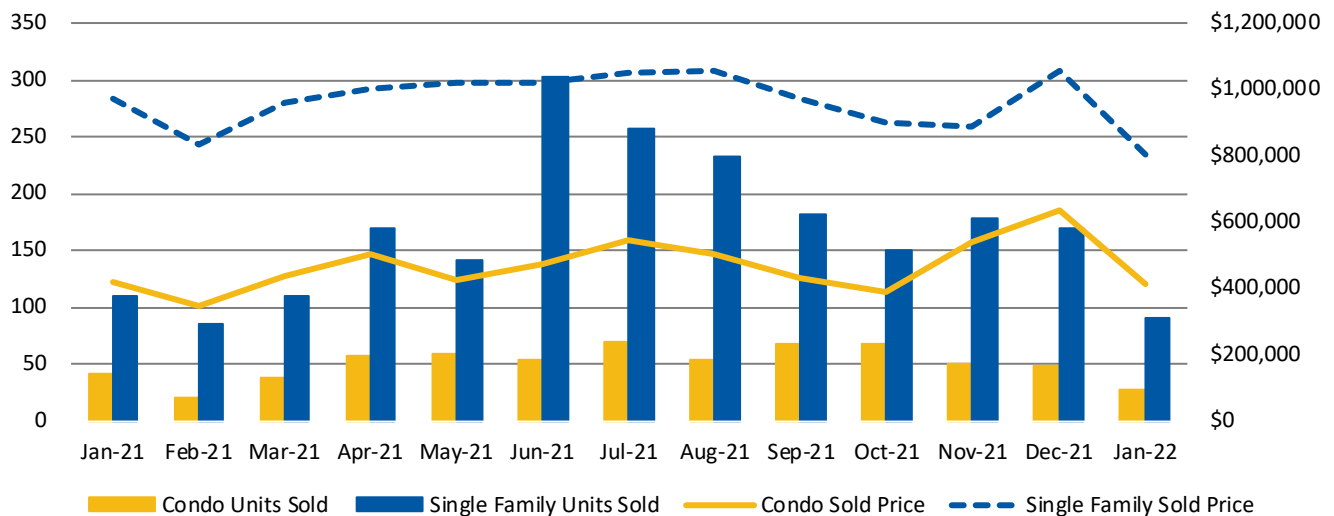
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$805,000	\$970,000	▼ -17.0%	\$1,057,500	▼ -23.9%	\$805,000	\$970,000	▼ -17.0%
Units Sold	91	110	▼ -17.3%	170	▼ -46.5%	91	110	▼ -17.3%
Active Listings	109	170	▼ -35.9%	68	▲ 60.3%	---	---	---
Months Supply of Inventory	1.2	1.5	▼ -20.0%	0.4	▲ 200.0%	---	---	---
New Listings	113	118	▼ -4.2%	33	▲ 242.4%	113	118	▼ -4.2%
Pending Sales	66	89	▼ -25.8%	72	▼ -8.3%	67	89	▼ -24.7%
Days to Off Market	18	21	▼ -14.3%	25	▼ -28.0%	18	21	▼ -14.3%
Sold to Original Price Ratio	101.1%	99.9%	▲ 1.2%	103.2%	▼ -2.0%	101.1%	99.9%	▲ 1.2%
Price per Square Foot	\$375	\$352	▲ 6.5%	\$368	▲ 1.9%	\$375	\$352	▲ 6.5%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$410,500	\$418,000	▼ -1.8%	\$636,250	▼ -35.5%	\$410,500	\$418,000	▼ -1.8%
Units Sold	27	41	▼ -34.1%	48	▼ -43.8%	27	41	▼ -34.1%
Active Listings	53	50	▲ 6.0%	38	▲ 39.5%	---	---	---
Months Supply of Inventory	2.0	1.2	▲ 66.7%	0.8	▲ 150.0%	---	---	---
New Listings	44	43	▲ 2.3%	20	▲ 120.0%	44	43	▲ 2.3%
Pending Sales	30	28	▲ 7.1%	37	▼ -18.9%	30	28	▲ 7.1%
Days to Off Market	19	24	▼ -20.8%	28	▼ -32.1%	19	24	▼ -20.8%
Sold to Original Price Ratio	101.4%	98.7%	▲ 2.7%	100.8%	▲ 0.6%	101.4%	98.7%	▲ 2.7%
Price per Square Foot	\$299	\$256	▲ 16.8%	\$369	▼ -19.0%	\$299	\$256	▲ 16.8%





# EASTERN MIDDLESEX REGION

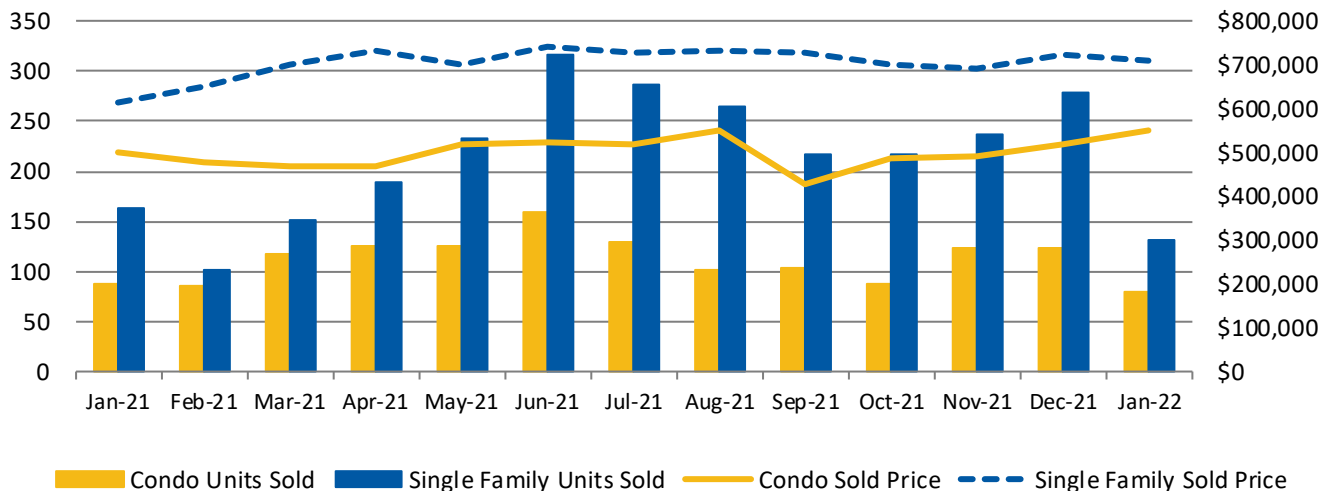
Burlington, Malden, Medford, Melrose, North Reading, Reading,  
Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$710,000	\$615,000	▲ 15.4%	\$722,500	▼ -1.7%	\$710,000	\$615,000	▲ 15.4%
Units Sold	131	163	▼ -19.6%	278	▼ -52.9%	131	163	▼ -19.6%
Active Listings	68	119	▼ -42.9%	65	▲ 4.6%	---	---	---
Months Supply of Inventory	0.5	0.7	▼ -28.6%	0.2	▲ 150.0%	---	---	---
New Listings	95	134	▼ -29.1%	91	▲ 4.4%	95	134	▼ -29.1%
Pending Sales	92	109	▼ -15.6%	143	▼ -35.7%	92	109	▼ -15.6%
Days to Off Market	18	20	▼ -10.0%	20	▼ -10.0%	18	20	▼ -10.0%
Sold to Original Price Ratio	102.7%	100.3%	▲ 2.4%	102.5%	▲ 0.2%	102.7%	100.3%	▲ 2.4%
Price per Square Foot	\$385	\$358	▲ 7.5%	\$376	▲ 2.4%	\$385	\$358	▲ 7.5%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$550,000	\$499,900	▲ 10.0%	\$519,950	▲ 5.8%	\$550,000	\$499,900	▲ 10.0%
Units Sold	79	87	▼ -9.2%	124	▼ -36.3%	79	87	▼ -9.2%
Active Listings	73	143	▼ -49.0%	68	▲ 7.4%	---	---	---
Months Supply of Inventory	0.9	1.6	▼ -43.8%	0.5	▲ 80.0%	---	---	---
New Listings	87	106	▼ -17.9%	63	▲ 38.1%	87	106	▼ -17.9%
Pending Sales	71	85	▼ -16.5%	80	▼ -11.3%	71	85	▼ -16.5%
Days to Off Market	18	25	▼ -28.0%	22	▼ -18.2%	18	25	▼ -28.0%
Sold to Original Price Ratio	100.4%	97.9%	▲ 2.6%	100.7%	▼ -0.3%	100.4%	97.9%	▲ 2.6%
Price per Square Foot	\$417	\$400	▲ 4.3%	\$400	▲ 4.3%	\$417	\$400	▲ 4.3%



# METRO BOSTON REGION

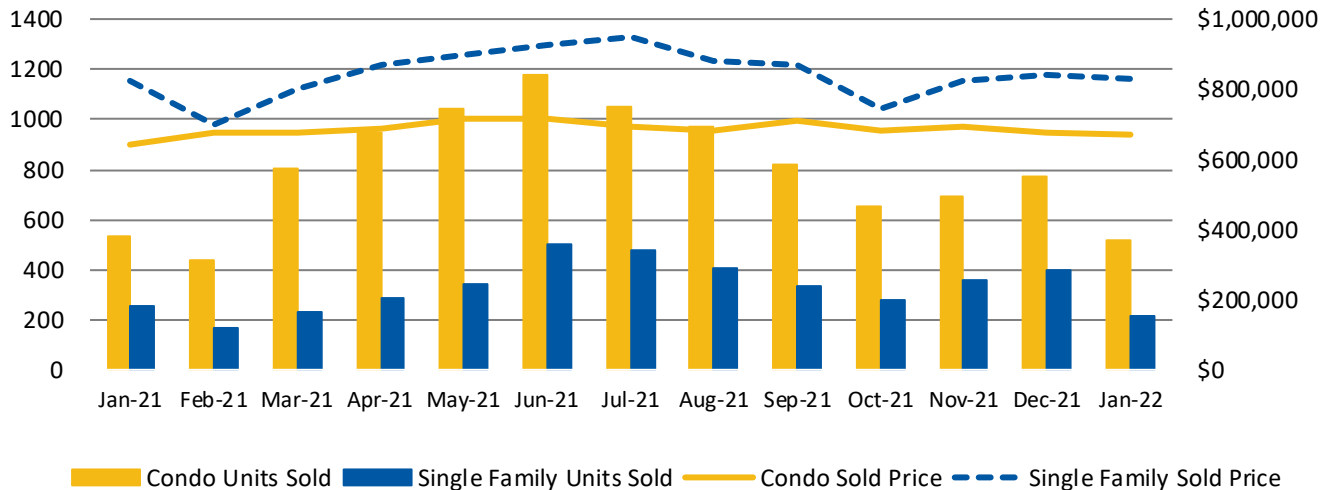
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$830,000	\$825,000	▲ 0.6%	\$844,500	▼ -1.7%	\$830,000	\$825,000	▲ 0.6%
Units Sold	214	255	▼ -16.1%	394	▼ -45.7%	212	255	▼ -16.9%
Active Listings	221	307	▼ -28.0%	206	▲ 7.3%	---	---	---
Months Supply of Inventory	1.0	1.2	▼ -16.7%	0.5	▲ 100.0%	---	---	---
New Listings	185	206	▼ -10.2%	144	▲ 28.5%	184	206	▼ -10.7%
Pending Sales	149	159	▼ -6.3%	217	▼ -31.3%	148	159	▼ -6.9%
Days to Off Market	19	24	▼ -20.8%	22	▼ -13.6%	19	24	▼ -20.8%
Sold to Original Price Ratio	99.4%	97.8%	▲ 1.6%	101.1%	▼ -1.7%	99.4%	97.8%	▲ 1.6%
Price per Square Foot	\$440	\$427	▲ 3.0%	\$465	▼ -5.4%	\$442	\$427	▲ 3.5%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$669,950	\$645,000	▲ 3.9%	\$675,000	▼ -0.7%	\$669,900	\$645,000	▲ 3.9%
Units Sold	516	535	▼ -3.6%	772	▼ -33.2%	519	535	▼ -3.0%
Active Listings	911	1,639	▼ -44.4%	878	▲ 3.8%	---	---	---
Months Supply of Inventory	1.8	3.1	▼ -41.9%	1.1	▲ 63.6%	---	---	---
New Listings	652	847	▼ -23.0%	300	▲ 117.3%	652	847	▼ -23.0%
Pending Sales	463	552	▼ -16.1%	565	▼ -18.1%	462	552	▼ -16.3%
Days to Off Market	27	65	▼ -58.5%	46	▼ -41.3%	28	65	▼ -56.9%
Sold to Original Price Ratio	97.1%	96.0%	▲ 1.1%	97.9%	▼ -0.8%	97.1%	96.0%	▲ 1.1%
Price per Square Foot	\$602	\$594	▲ 1.3%	\$670	▼ -10.1%	\$602	\$594	▲ 1.3%



# METRO WEST REGION

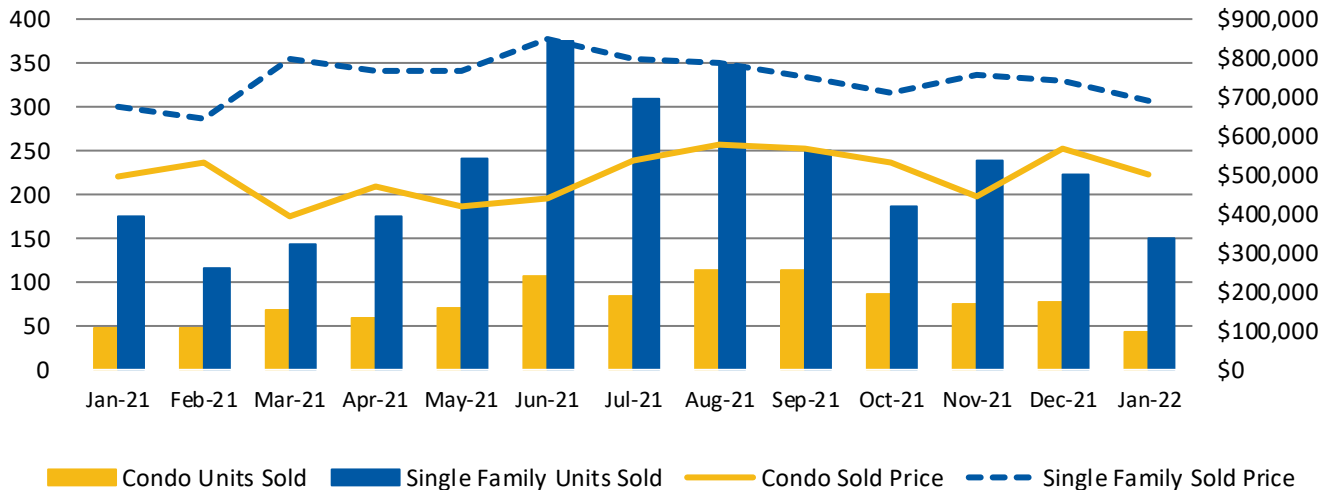
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$692,500	\$675,000	▲ 2.6%	\$743,500	▼ -6.9%	\$692,500	\$675,000	▲ 2.6%
Units Sold	150	174	▼ -13.8%	224	▼ -33.0%	150	174	▼ -13.8%
Active Listings	89	150	▼ -40.7%	79	▲ 12.7%	---	---	---
Months Supply of Inventory	0.6	0.9	▼ -33.3%	0.4	▲ 50.0%	---	---	---
New Listings	126	143	▼ -11.9%	80	▲ 57.5%	127	143	▼ -11.2%
Pending Sales	107	125	▼ -14.4%	125	▼ -14.4%	107	125	▼ -14.4%
Days to Off Market	16	18	▼ -11.1%	20	▼ -20.0%	16	18	▼ -11.1%
Sold to Original Price Ratio	101.5%	100.0%	▲ 1.5%	101.7%	▼ -0.2%	101.5%	100.0%	▲ 1.5%
Price per Square Foot	\$342	\$315	▲ 8.6%	\$348	▼ -1.7%	\$342	\$315	▲ 8.6%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$502,500	\$495,000	▲ 1.5%	\$570,450	▼ -11.9%	\$502,500	\$495,000	▲ 1.5%
Units Sold	44	47	▼ -6.4%	78	▼ -43.6%	44	47	▼ -6.4%
Active Listings	55	107	▼ -48.6%	48	▲ 14.6%	---	---	---
Months Supply of Inventory	1.3	2.3	▼ -43.5%	0.6	▲ 116.7%	---	---	---
New Listings	50	66	▼ -24.2%	35	▲ 42.9%	50	66	▼ -24.2%
Pending Sales	40	50	▼ -20.0%	38	▲ 5.3%	39	50	▼ -22.0%
Days to Off Market	16	28	▼ -42.9%	16	■ 0.0%	16	28	▼ -42.9%
Sold to Original Price Ratio	101.0%	99.3%	▲ 1.7%	100.1%	▲ 0.9%	101.0%	99.3%	▲ 1.7%
Price per Square Foot	\$332	\$326	▲ 1.8%	\$300	▲ 10.7%	\$332	\$326	▲ 1.8%



# SOUTHERN NORFOLK REGION

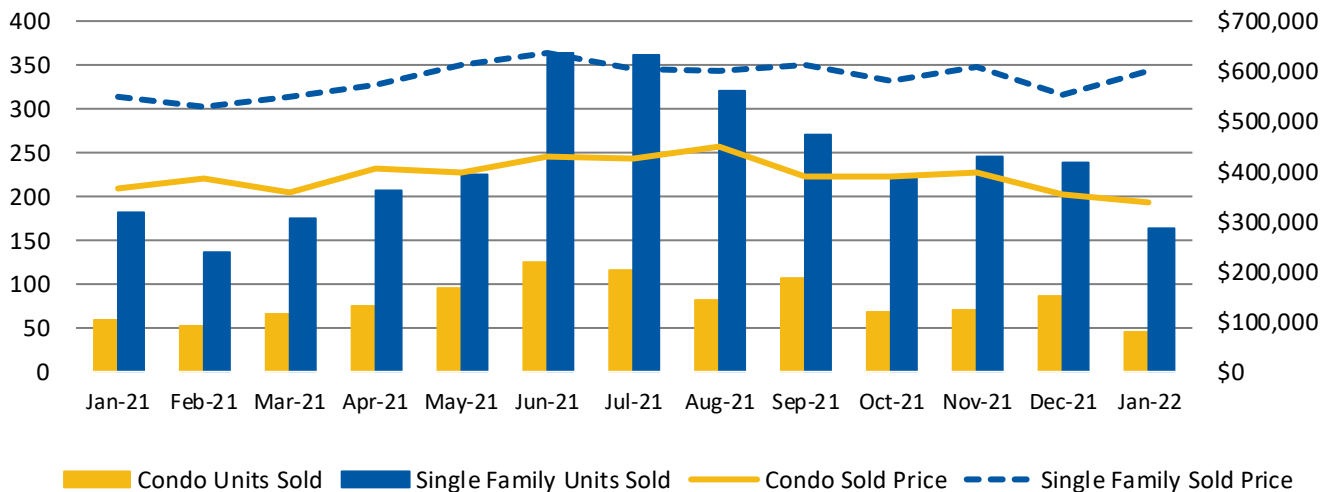
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$600,000	\$551,214	▲ 8.9%	\$552,000	▲ 8.7%	\$600,000	\$551,214	▲ 8.9%
Units Sold	163	181	▼ -9.9%	239	▼ -31.8%	163	181	▼ -9.9%
Active Listings	117	188	▼ -37.8%	115	▲ 1.7%	---	---	---
Months Supply of Inventory	0.7	1.0	▼ -30.0%	0.5	▲ 40.0%	---	---	---
New Listings	129	157	▼ -17.8%	103	▲ 25.2%	129	157	▼ -17.8%
Pending Sales	116	128	▼ -9.4%	153	▼ -24.2%	116	128	▼ -9.4%
Days to Off Market	19	20	▼ -5.0%	20	▼ -5.0%	19	20	▼ -5.0%
Sold to Original Price Ratio	101.7%	100.6%	▲ 1.1%	101.7%	▬ 0.0%	101.7%	100.6%	▲ 1.1%
Price per Square Foot	\$312	\$275	▲ 13.5%	\$315	▼ -1.0%	\$312	\$275	▲ 13.5%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$340,000	\$365,000	▼ -6.8%	\$355,000	▼ -4.2%	\$340,000	\$365,000	▼ -6.8%
Units Sold	46	59	▼ -22.0%	87	▼ -47.1%	46	59	▼ -22.0%
Active Listings	49	107	▼ -54.2%	46	▲ 6.5%	---	---	---
Months Supply of Inventory	1.1	1.8	▼ -38.9%	0.5	▲ 120.0%	---	---	---
New Listings	54	99	▼ -45.5%	46	▲ 17.4%	54	99	▼ -45.5%
Pending Sales	57	72	▼ -20.8%	64	▼ -10.9%	57	72	▼ -20.8%
Days to Off Market	16	18	▼ -11.1%	20	▼ -20.0%	16	18	▼ -11.1%
Sold to Original Price Ratio	100.0%	99.0%	▲ 1.0%	101.7%	▼ -1.7%	100.0%	99.0%	▲ 1.0%
Price per Square Foot	\$286	\$272	▲ 5.1%	\$276	▲ 3.6%	\$286	\$272	▲ 5.1%



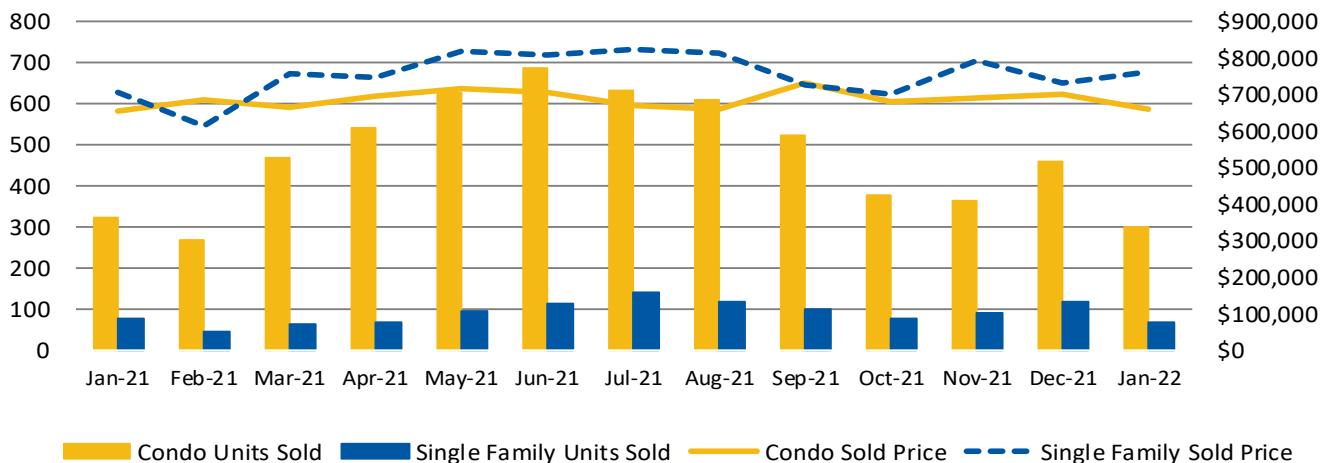
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$761,000	\$705,000	▲ 7.9%	\$730,000	▲ 4.2%	\$761,000	\$705,000	▲ 7.9%
Units Sold	69	77	▼ -10.4%	120	▼ -42.5%	69	77	▼ -10.4%
Active Listings	87	107	▼ -18.7%	89	▼ -2.2%	---	---	---
Months Supply of Inventory	1.3	1.4	▼ -7.1%	0.7	▲ 85.7%	---	---	---
New Listings	59	48	▲ 22.9%	53	▲ 11.3%	59	48	▲ 22.9%
Pending Sales	55	44	▲ 25.0%	72	▼ -23.6%	55	44	▲ 25.0%
Days to Off Market	21	41	▼ -48.8%	25	▼ -16.0%	21	41	▼ -48.8%
Sold to Original Price Ratio	98.0%	97.6%	▲ 0.4%	98.8%	▼ -0.8%	98.0%	97.6%	▲ 0.4%
Price per Square Foot	\$436	\$425	▲ 2.6%	\$456	▼ -4.4%	\$436	\$425	▲ 2.6%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$662,000	\$654,950	▲ 1.1%	\$699,500	▼ -5.4%	\$662,000	\$654,950	▲ 1.1%
Units Sold	302	324	▼ -6.8%	458	▼ -34.1%	302	324	▼ -6.8%
Active Listings	678	1,141	▼ -40.6%	679	▼ -0.1%	---	---	---
Months Supply of Inventory	2.2	3.5	▼ -37.1%	1.5	▲ 46.7%	---	---	---
New Listings	451	537	▼ -16.0%	196	▲ 130.1%	451	537	▼ -16.0%
Pending Sales	306	336	▼ -8.9%	347	▼ -11.8%	306	336	▼ -8.9%
Days to Off Market	31	69	▼ -55.1%	53	▼ -41.5%	31	69	▼ -55.1%
Sold to Original Price Ratio	96.3%	95.3%	▲ 1.0%	97.2%	▼ -0.9%	96.3%	95.3%	▲ 1.0%
Price per Square Foot	\$661	\$695	▼ -4.9%	\$722	▼ -8.4%	\$661	\$695	▼ -4.9%



# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

## 2 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$889,500	\$750,000	▲ 18.6%	\$875,000	▲ 1.7%	\$889,500	\$750,000	▲ 18.6%
Units Sold	92	126	▼ -27.0%	183	▼ -49.7%	92	126	▼ -27.0%
Active Listings	140	177	▼ -20.9%	118	▲ 18.6%	---	---	---
Months Supply of Inventory	1.5	1.4	▲ 7.1%	0.6	▲ 150.0%	---	---	---
New Listings	121	123	▼ -1.6%	77	▲ 57.1%	121	123	▼ -1.6%
Pending Sales	72	81	▼ -11.1%	118	▼ -39.0%	72	81	▼ -11.1%
Days to Off Market	21	20	▲ 5.0%	24	▼ -12.5%	21	20	▲ 5.0%
Sold to Original Price Ratio	99.3%	96.9%	▲ 2.5%	100.4%	▼ -1.1%	99.3%	96.9%	▲ 2.5%
Price per Square Foot	\$357	\$314	▲ 13.7%	\$349	▲ 2.3%	\$357	\$314	▲ 13.7%

## 3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$1,100,000	\$1,073,500	▲ 2.5%	\$1,012,500	▲ 8.6%	\$1,100,000	#####	▲ 2.5%
Units Sold	38	43	▼ -11.6%	58	▼ -34.5%	38	43	▼ -11.6%
Active Listings	82	88	▼ -6.8%	75	▲ 9.3%	---	---	---
Months Supply of Inventory	2.2	2.0	▲ 10.0%	1.3	▲ 69.2%	---	---	---
New Listings	48	38	▲ 26.3%	29	▲ 65.5%	48	38	▲ 26.3%
Pending Sales	35	30	▲ 16.7%	42	▼ -16.7%	35	30	▲ 16.7%
Days to Off Market	31	48	▼ -35.4%	31	■ 0.0%	31	48	▼ -35.4%
Sold to Original Price Ratio	98.3%	92.0%	▲ 6.8%	97.2%	▲ 1.1%	98.3%	92.0%	▲ 6.8%
Price per Square Foot	\$328	\$317	▲ 3.5%	\$326	▲ 0.6%	\$328	\$317	▲ 3.5%

## 4 Family Homes

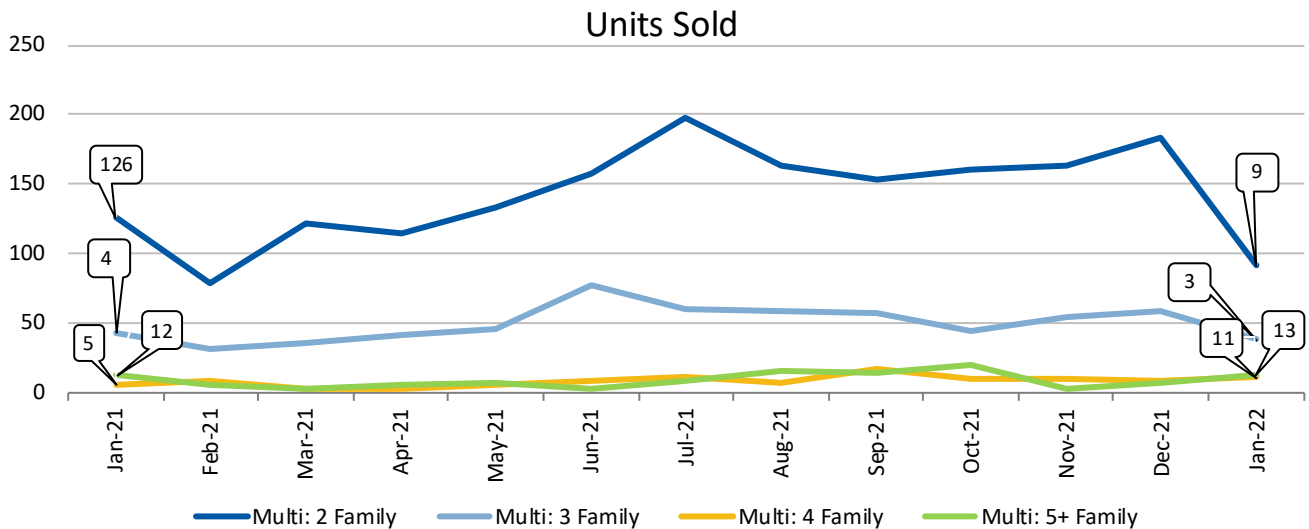
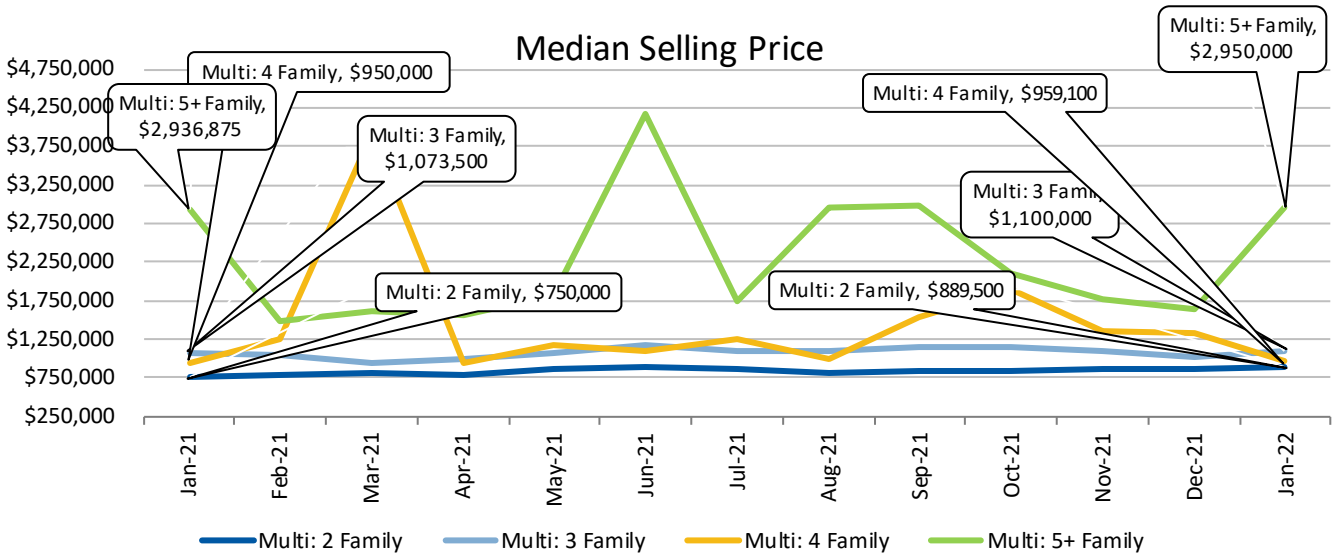
	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
Median Selling Price	\$1,275,000	\$1,260,000	▲ 1.2%	\$959,100	▲ 32.9%	\$1,275,000	\$1,260,000	▲ 1.2%
Units Sold	8	8	■ 0.0%	11	▼ -27.3%	8	8	■ 0.0%
Active Listings	26	15	▲ 73.3%	24	▲ 8.3%	---	---	---
Months Supply of Inventory	3.3	1.9	▲ 73.7%	2.2	▲ 50.0%	---	---	---
New Listings	13	5	▲ 160.0%	6	▲ 116.7%	13	5	▲ 160.0%
Pending Sales	6	3	▲ 100.0%	10	▼ -40.0%	6	3	▲ 100.0%
Days to Off Market	92	22	▲ 318.2%	54	▲ 70.4%	92	22	▲ 318.2%
Sold to Original Price Ratio	100.8%	99.0%	▲ 1.8%	97.3%	▲ 3.6%	100.8%	99.0%	▲ 1.8%
Price per Square Foot	\$298	\$308	▼ -3.2%	\$296	▲ 0.7%	\$298	\$308	▼ -3.2%

# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

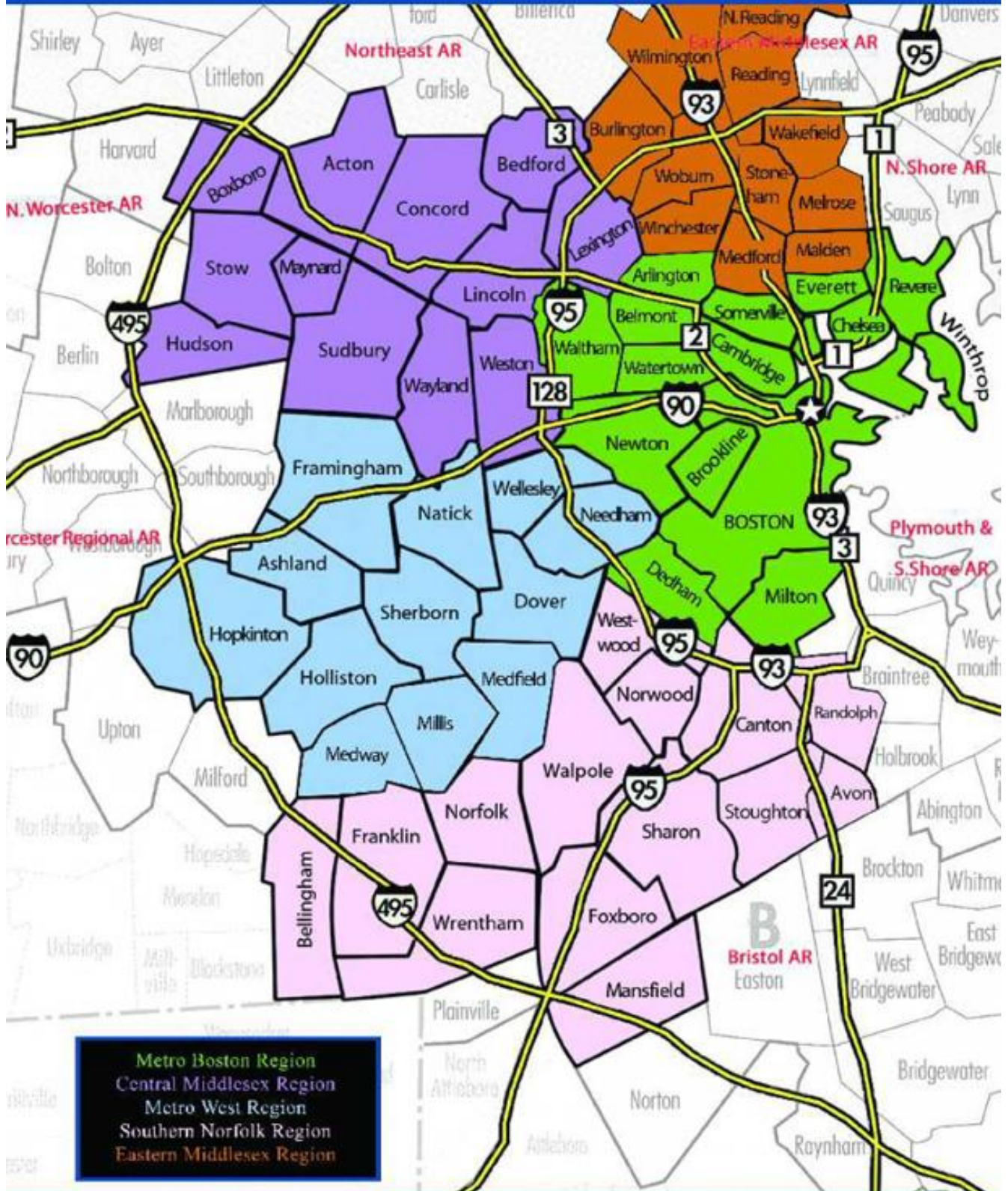
## 5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2022	Jan 2021	Change	Dec 2021	Change	2022	2021	Change
<b>Median Selling Price</b>	<b>\$2,310,000</b>	\$1,480,000	▲ 56.1%	\$2,950,000	▼ -21.7%	<b>\$2,310,000</b>	\$1,480,000	▲ 56.1%
<b>Units Sold</b>	<b>6</b>	6	▬ 0.0%	13	▼ -53.8%	<b>6</b>	6	▬ 0.0%
<b>Active Listings</b>	<b>51</b>	41	▲ 24.4%	56	▼ -8.9%	---	---	---
<b>Months Supply of Inventory</b>	<b>8.5</b>	6.8	▲ 25.0%	4.3	▲ 97.7%	---	---	---
<b>New Listings</b>	<b>14</b>	14	▬ 0.0%	10	▲ 40.0%	<b>14</b>	14	▬ 0.0%
<b>Pending Sales</b>	<b>5</b>	2	▲ 150.0%	12	▼ -58.3%	<b>5</b>	2	▲ 150.0%
<b>Days to Off Market</b>	<b>15</b>	26	▼ -42.3%	47	▼ -68.1%	<b>15</b>	26	▼ -42.3%
<b>Sold to Original Price Ratio</b>	<b>95.8%</b>	89.3%	▲ 7.3%	92.8%	▲ 3.2%	<b>95.8%</b>	89.3%	▲ 7.3%
<b>Price per Square Foot</b>	<b>\$448</b>	\$301	▲ 48.8%	\$488	▼ -8.2%	<b>\$448</b>	\$301	▲ 48.8%



# GBAR JURISDICTIONAL AREA

## Greater Boston Association of REALTORS® Regional Map





# GLOSSARY

**Days to Off Market** is the Average number of days between when a property is listed and the off market date when an offer is accepted.

**Active Listings** is the number of Active properties available for sale at the end of the month.

**Median Selling Price** is the mid-point where the price for half of the sales are higher and half are lower. Median is preferred to average as it better accounts for outliers at the high or low end of the price range.

**Months Supply of Inventory (MSI)**, also known as Absorption, is the number of months it would take to sell through the units available for sale at the current monthly sales rate. The National Association of REALTORS® describes a balanced market as between 5 and 7 months supply of inventory (MSI).

**New Listings** is the number of properties listed in a given month or time period.

**Pending Sales** is the number of properties newly under contract in a given month or time period.

**Price per Square Foot** is the average of the sold price divided by the square feet of the property.

**Sale Price to Original Price Ratio** is the average of the Sales Price divided by the Original List Price, and expressed as a percentage.

**Units Sold** is the number of properties which actually Sold within a given month or time period.

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