MONTHLY MARKET INSIGHTS REPORT

March 2022

Single-Family Homes
The 748 homes sold made for the thirteenth highest sales volume for the month and was a 7.9 percent decrease from the 812 homes sold in March 2021. The median sales price reached a record high for the month of March at $789,500, as it rose 9.4 percent from the March 2021 median sales price of $721,450.

Condominiums
With 867 condos sold, it was the third most active March on record in Greater Boston, and a 21. percent decrease in sales from the record-high 1,097 units sold in March 2021. The median sales price of condos rose 9.4 percent from $617,150 in March 2021 to $675,000 this year, a new record-high for the month.

Multi-Family Homes
This month, there were 197 multi-family units sold in Greater Boston, which reflects a 19.3 percent increase in sale activity from the 165 multi-family homes sold in March 2021.

Greater Boston Association of REALTORS®
A division of the Greater Boston Real Estate Board

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Data thru 4/10/2022

GREATER BOSTON MARKET SUMMARY

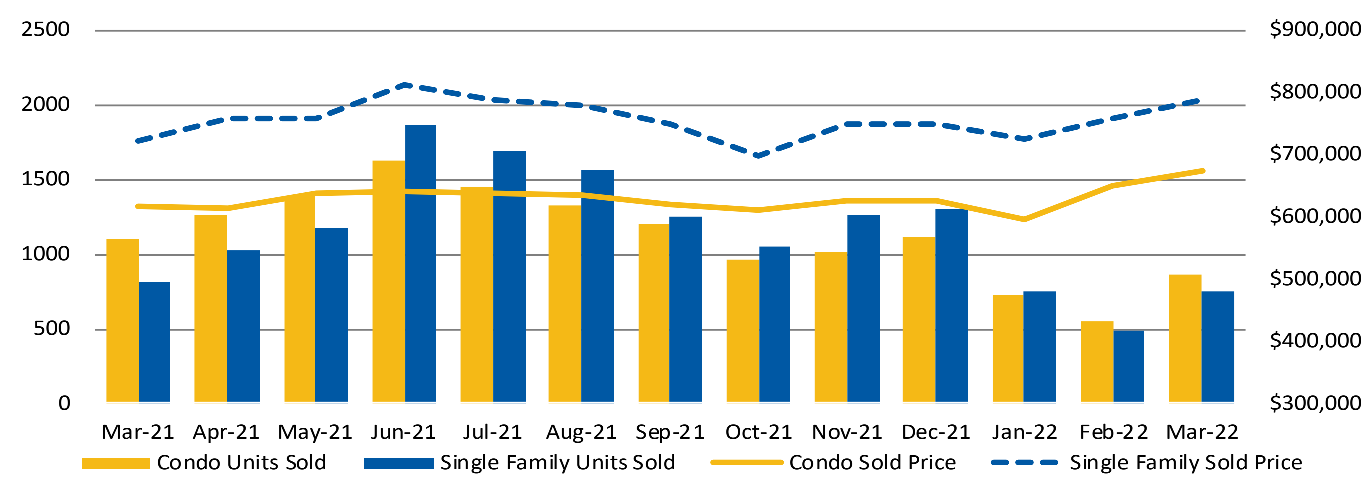
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$789,500**	$721,450	9.4%	$760,000	3.9%	**$755,000**	$680,000	11.0%
Units Sold	**748**	812	-7.9%	491	52.3%	**1,990**	2,301	-13.5%
Active Listings	**1,036**	1,138	-9.0%	659	57.2%	**---**	---	---
Months Supply of Inventory	**1.4**	1.4	0.0%	1.3	7.7%	**---**	---	---
New Listings	**1,642**	1,678	-2.1%	864	90.0%	**3,147**	3,410	-7.7%
Pending Sales	**1,193**	1,382	-13.7%	735	62.3%	**2,443**	2,832	-13.7%
Days to Off Market	**12**	14	-14.3%	14	-14.3%	**14**	16	-12.5%
Sold to Original Price Ratio	**106.1%**	102.4%	3.6%	103.0%	3.0%	**103.5%**	100.6%	2.9%
Price per Square Foot	**$415**	$361	15.0%	$387	7.2%	**$390**	$350	11.4%

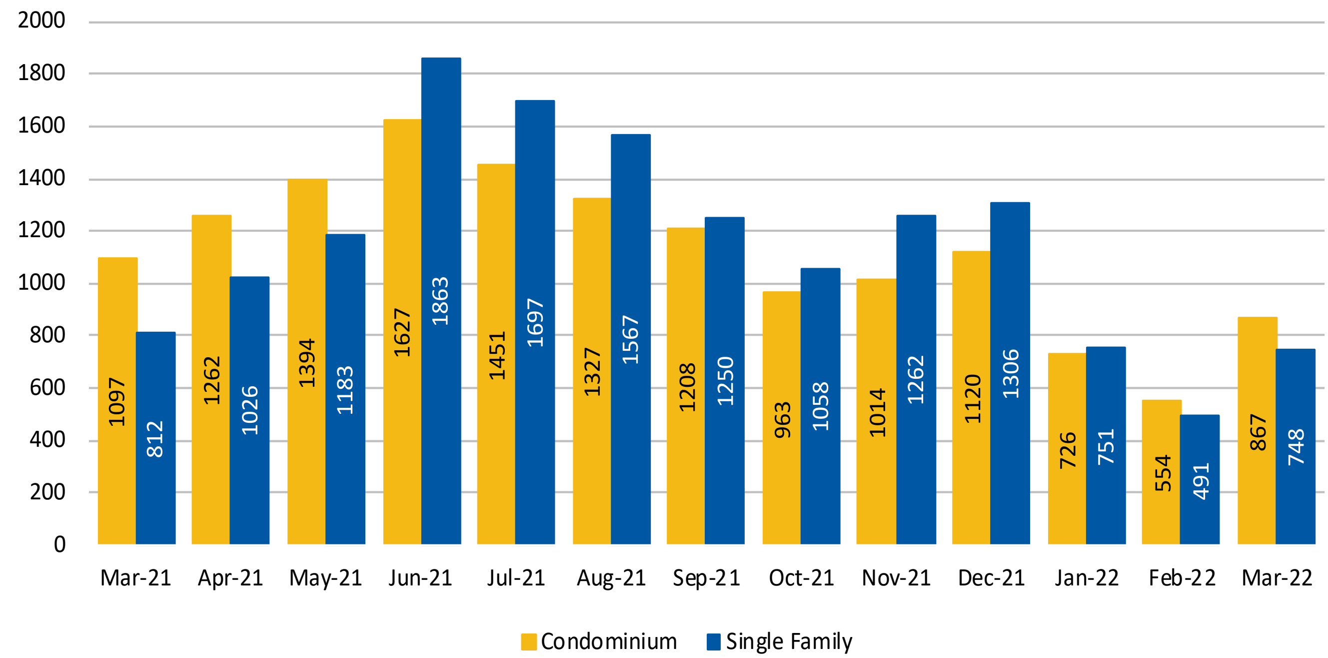
Condominiums

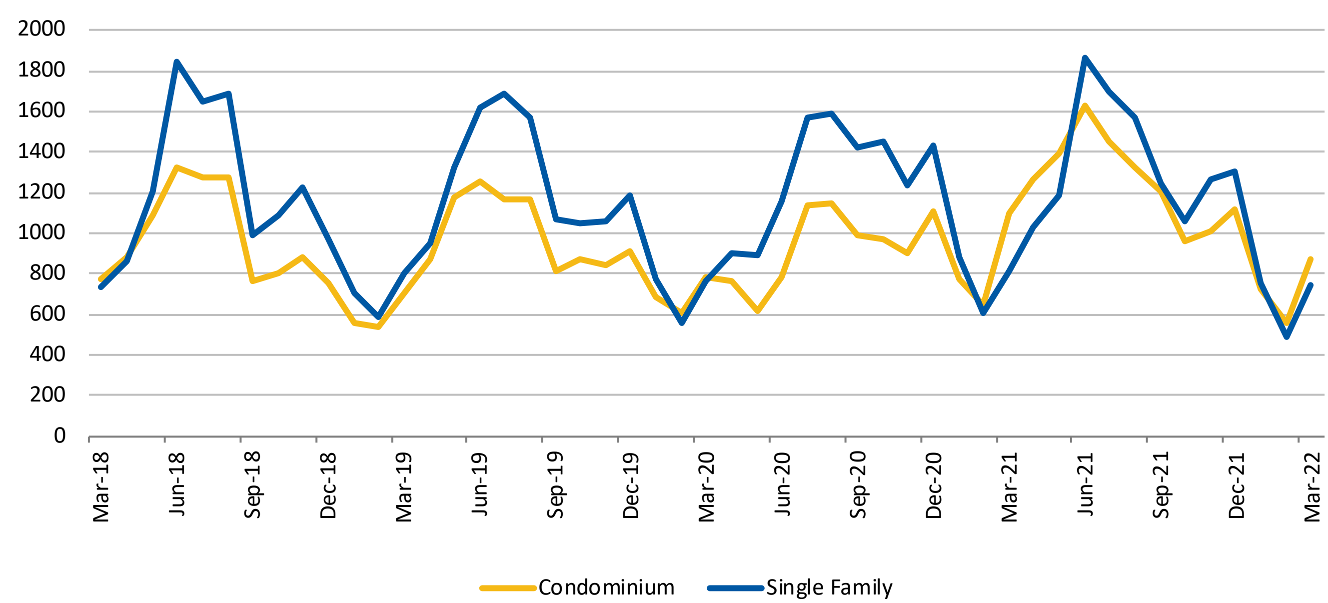
	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$675,000**	$617,150	9.4%	$650,000	3.8%	**$643,000**	$600,000	7.2%
Units Sold	**867**	1,097	-21.0%	554	56.5%	**2,147**	2,509	-14.4%
Active Listings	**1,671**	2,077	-19.5%	1,272	31.4%	**---**	---	---
Months Supply of Inventory	**1.9**	1.9	0.0%	2.3	-17.4%	**---**	---	---
New Listings	**1,854**	1,810	2.4%	1,152	60.9%	**3,904**	4,169	-6.4%
Pending Sales	**1,286**	1,512	-14.9%	875	47.0%	**2,808**	3,315	-15.3%
Days to Off Market	**16**	20	-20.0%	17	-5.9%	**18**	22	-18.2%
Sold to Original Price Ratio	**101.9%**	98.9%	3.0%	99.4%	2.5%	**99.9%**	97.8%	2.1%
Price per Square Foot	**$562**	$529	6.2%	$542	3.7%	**$540**	$506	6.7%



UNITS SOLD

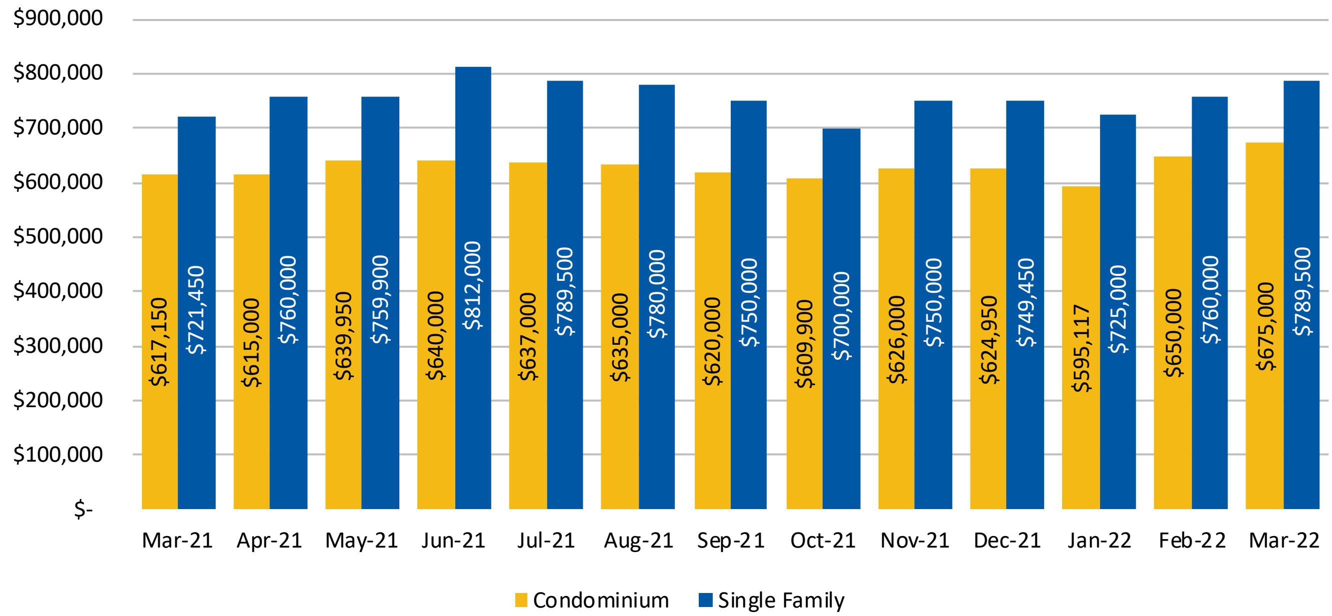
	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
SINGLE FAMILY HOMES	**748**	812	-7.9%	491	52.3%	**1,990**	2,301	-13.5%
CONDOMINIUMS	**867**	1,097	-21.0%	554	56.5%	**2,147**	2,509	-14.4%

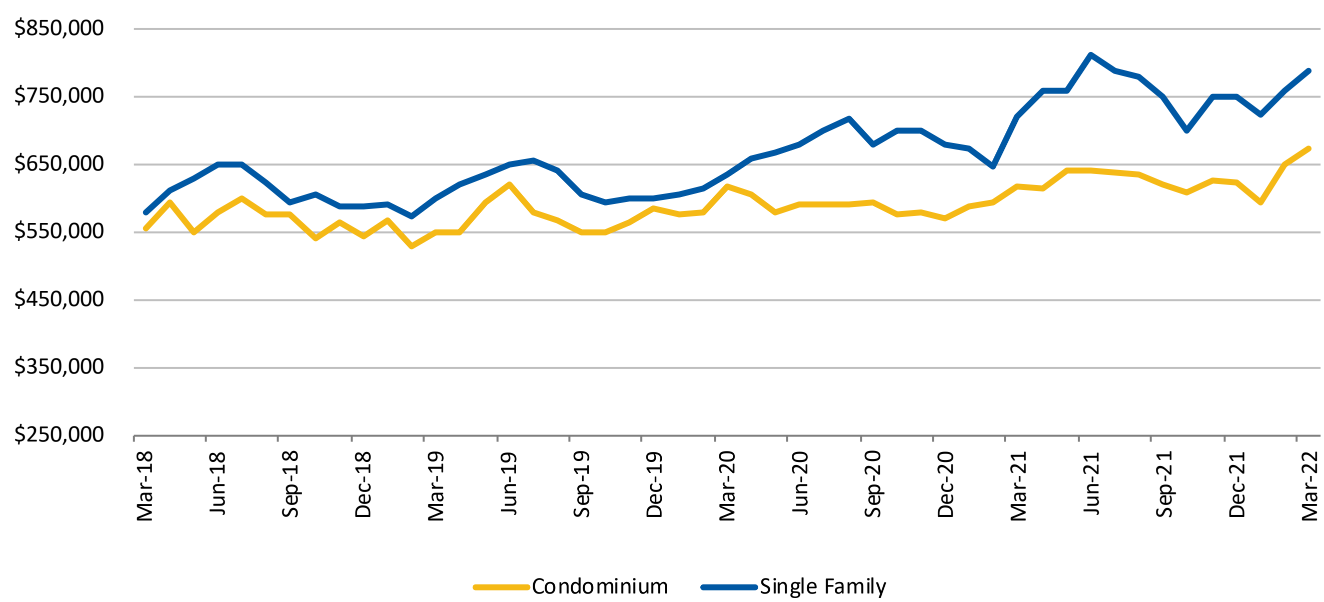




MEDIAN SELLING PRICE

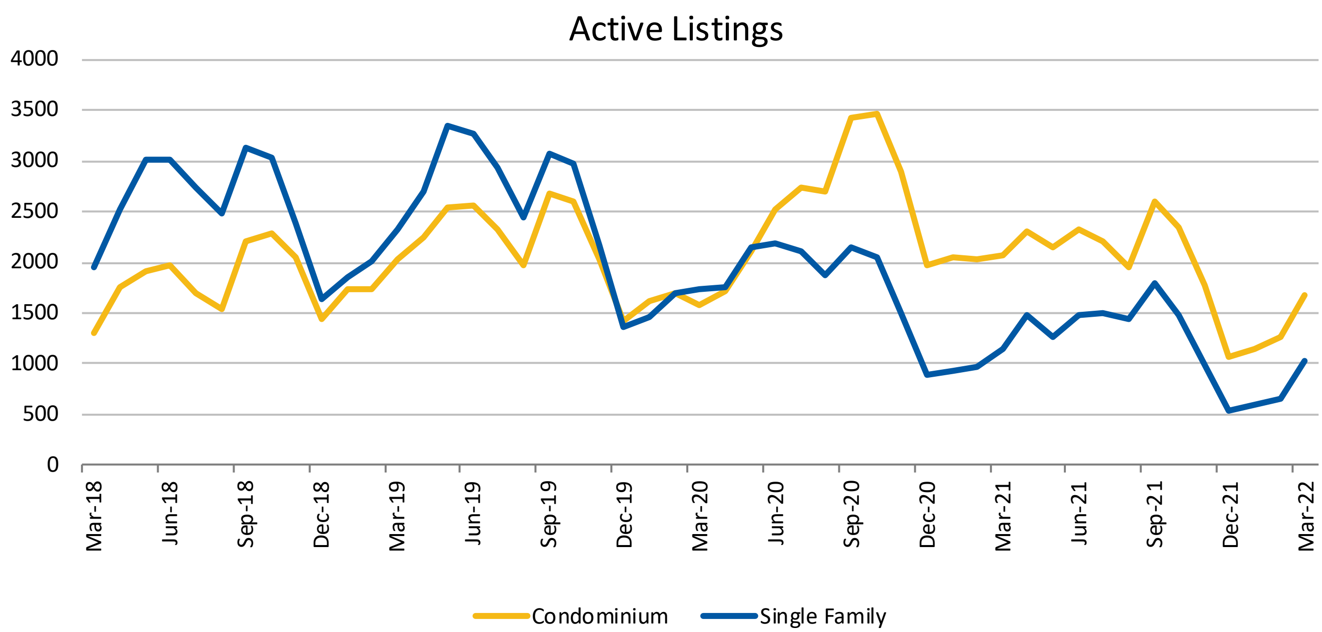
	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
SINGLE FAMILY HOMES	**$789,500**	$721,450	▲ 9.4%	$760,000	▲ 3.9%	**$755,000**	$680,000	▲ 11.0%
CONDOMINIUMS	**$675,000**	$617,150	▲ 9.4%	$650,000	▲ 3.8%	**$643,000**	$600,000	▲ 7.2%

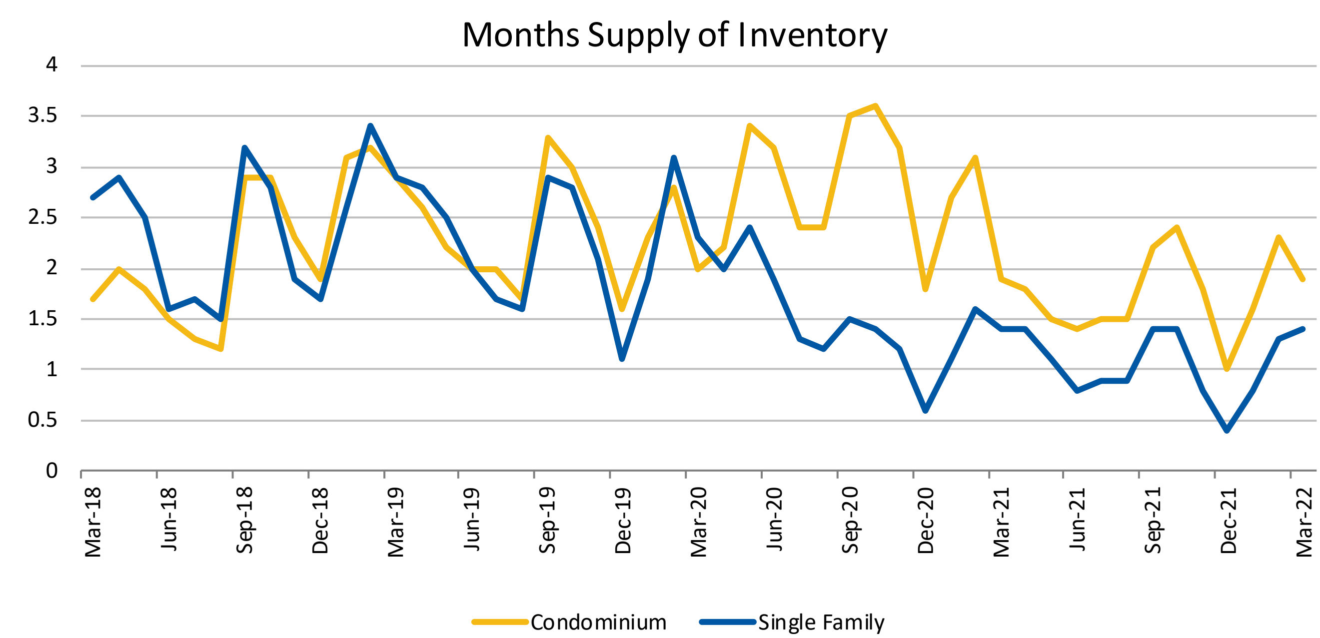




ACTIVE LISTINGS

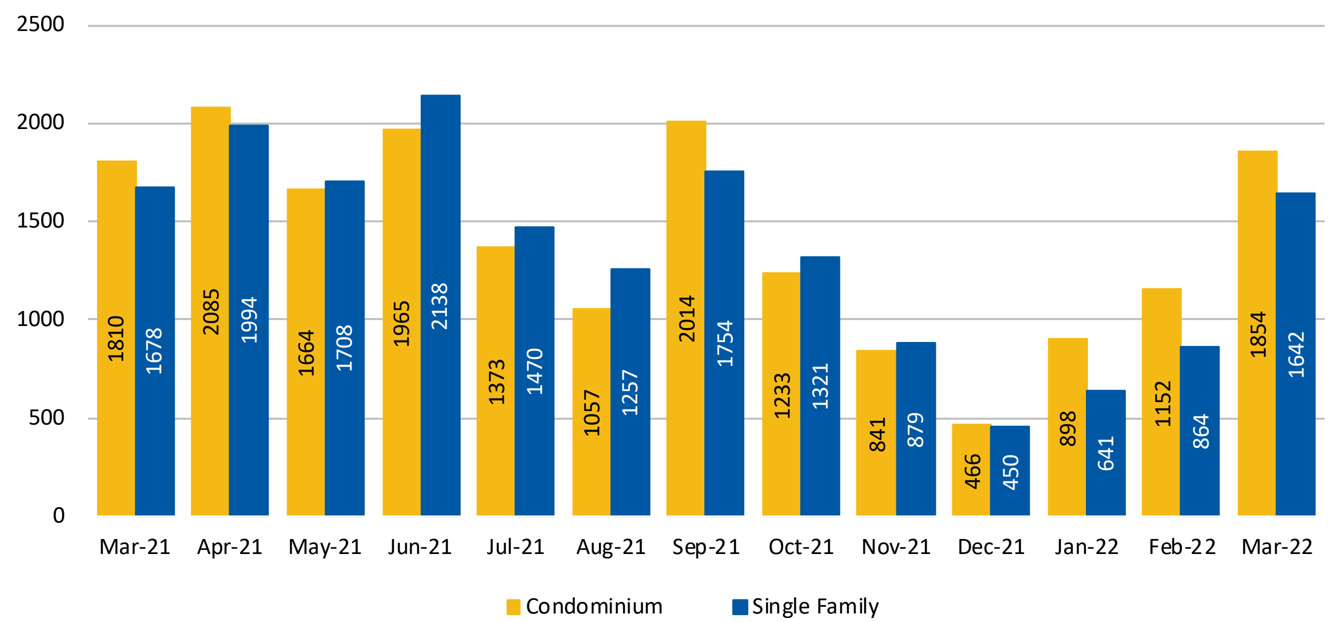
		Year over Year			Month over Month	
		Mar 2022	Mar 2021	Change	Feb 2022	Change
SINGLE FAMILY HOMES	Active Listings	1,036	1,138	-9.0%	659	57.2%
	Months Supply of Inventory	1.4	1.4	0.0%	1.3	7.7%
CONDOMINIUMS	Active Listings	1,671	2,077	-19.5%	1,272	31.4%
	Months Supply of Inventory	1.9	1.9	0.0%	2.3	-17.4%

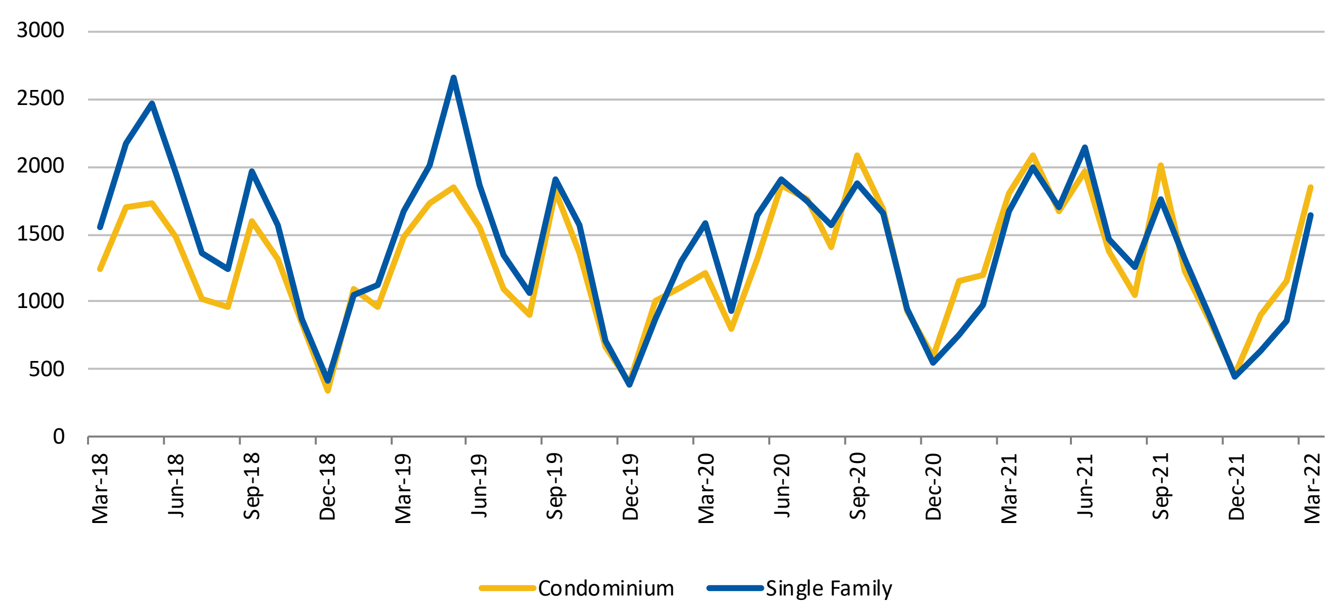




NEW LISTINGS

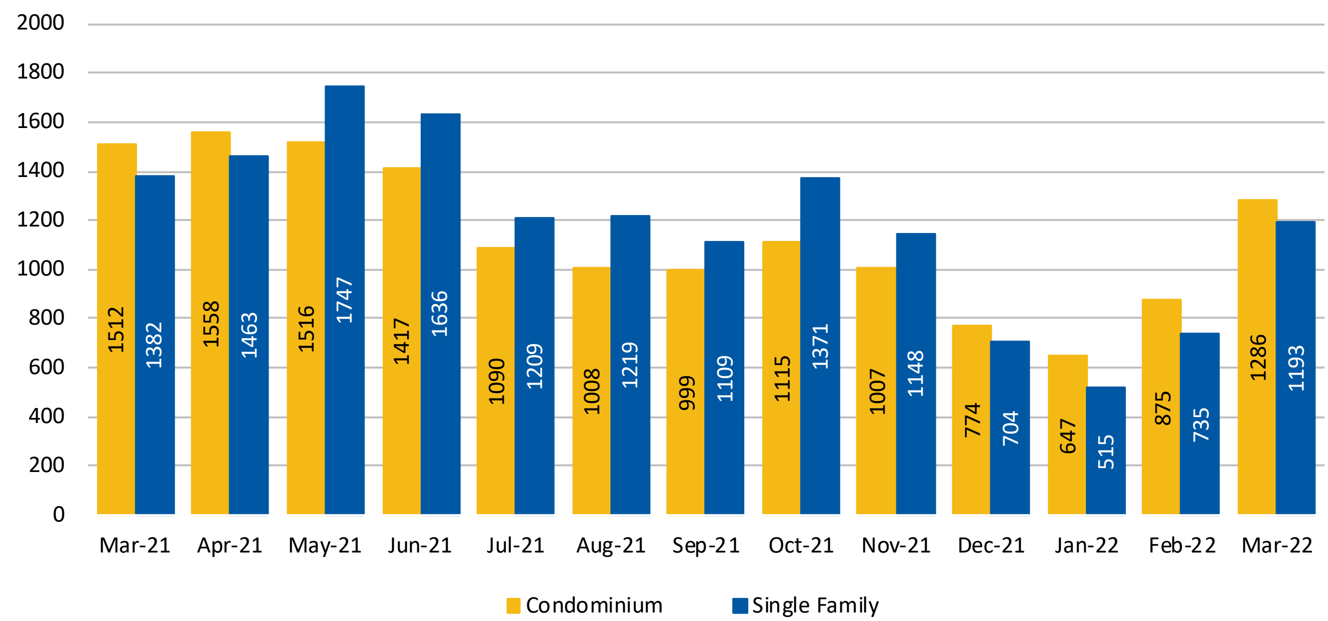
	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
SINGLE FAMILY HOMES	**1,642**	1,678	-2.1%	864	90.0%	**3,147**	3,410	-7.7%
CONDOMINIUMS	**1,854**	1,810	2.4%	1,152	60.9%	**3,904**	4,169	-6.4%

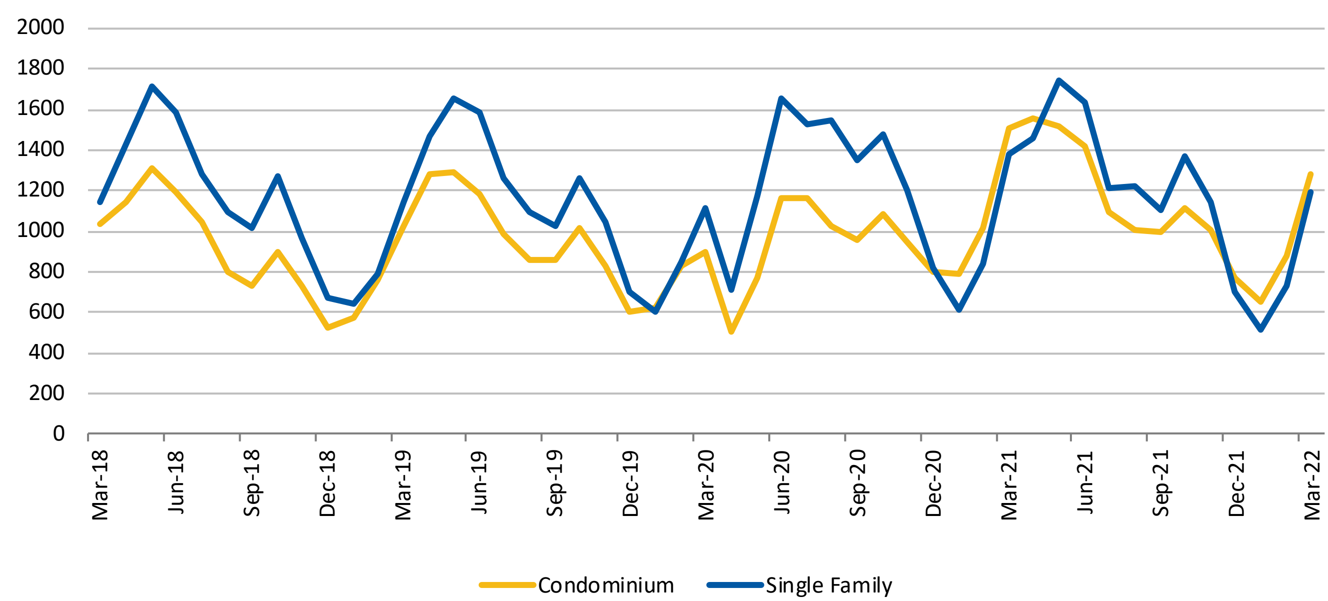




PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
SINGLE FAMILY HOMES	**1,193**	1,382	-13.7%	735	62.3%	**2,443**	2,832	-13.7%
CONDOMINIUMS	**1,286**	1,512	-14.9%	875	47.0%	**2,808**	3,315	-15.3%





CENTRAL MIDDLESEX REGION

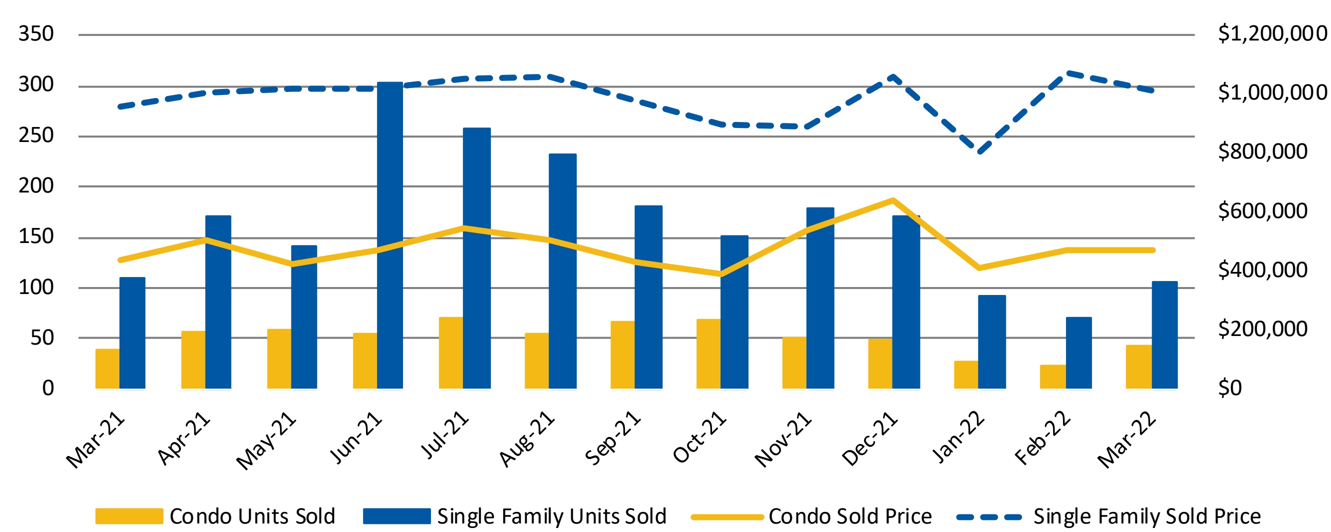
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$1,010,000**	$957,500	5.5%	$1,074,500	-6.0%	**$971,500**	$925,000	5.0%
Units Sold	**105**	110	-4.5%	70	50.0%	**266**	306	-13.1%
Active Listings	**175**	198	-11.6%	108	62.0%	**---**	---	---
Months Supply of Inventory	**1.7**	1.8	-5.6%	1.5	13.3%	**---**	---	---
New Listings	**253**	255	-0.8%	130	94.6%	**495**	516	-4.1%
Pending Sales	**172**	212	-18.9%	117	47.0%	**355**	432	-17.8%
Days to Off Market	**11**	15	-26.7%	14	-21.4%	**14**	17	-17.6%
Sold to Original Price Ratio	**106.9%**	101.8%	5.0%	106.5%	0.4%	**104.8%**	100.7%	4.1%
Price per Square Foot	**$420**	$355	18.3%	$396	6.1%	**$399**	$352	13.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$470,000**	$437,500	7.4%	$470,000	0.0%	**$462,500**	$385,000	20.1%
Units Sold	**42**	38	10.5%	23	82.6%	**92**	99	-7.1%
Active Listings	**57**	62	-8.1%	42	35.7%	**---**	---	---
Months Supply of Inventory	**1.4**	1.6	-12.5%	1.8	-22.2%	**---**	---	---
New Listings	**77**	79	-2.5%	39	97.4%	**160**	163	-1.8%
Pending Sales	**58**	68	-14.7%	44	31.8%	**132**	127	3.9%
Days to Off Market	**13**	14	-7.1%	14	-7.1%	**14**	17	-17.6%
Sold to Original Price Ratio	**105.7%**	102.4%	3.2%	104.8%	0.9%	**104.2%**	100.3%	3.9%
Price per Square Foot	**$312**	$287	8.7%	$385	-19.0%	**$312**	$269	16.0%



EASTERN MIDDLESEX REGION

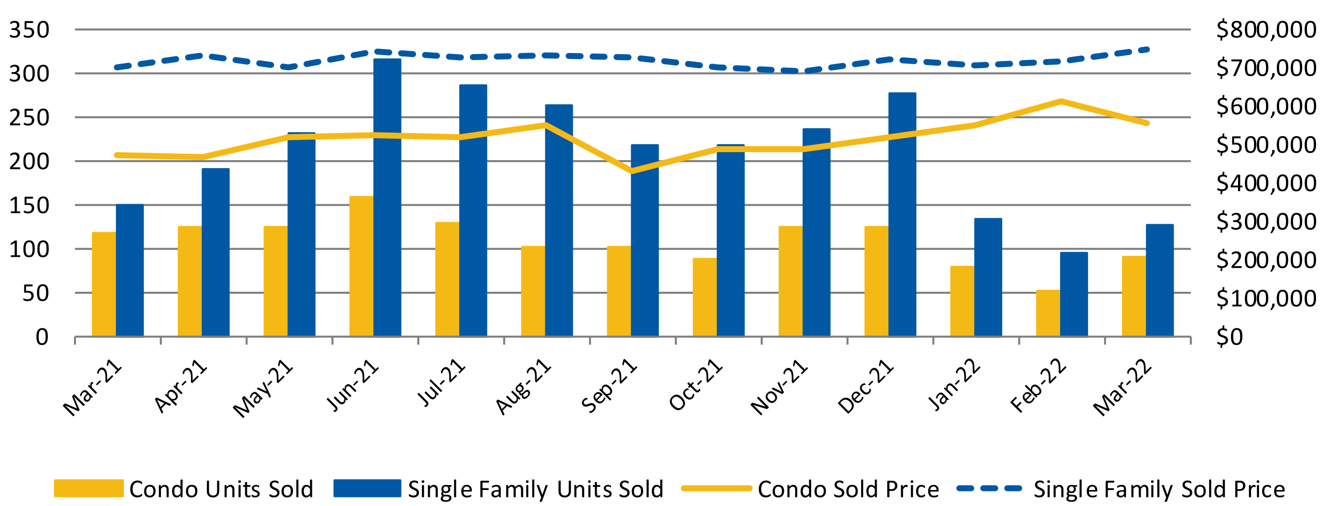
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$752,000**	$700,000	7.4%	$720,000	4.4%	**$730,000**	$650,000	12.3%
Units Sold	**127**	151	-15.9%	95	33.7%	**355**	416	-14.7%
Active Listings	**174**	155	12.3%	90	93.3%	**---**	---	---
Months Supply of Inventory	**1.4**	1.0	40.0%	0.9	55.6%	**---**	---	---
New Listings	**304**	277	9.7%	149	104.0%	**548**	577	-5.0%
Pending Sales	**216**	236	-8.5%	117	84.6%	**424**	487	-12.9%
Days to Off Market	**12**	14	-14.3%	14	-14.3%	**14**	15	-6.7%
Sold to Original Price Ratio	**107.0%**	103.4%	3.5%	102.1%	4.8%	**104.1%**	101.5%	2.6%
Price per Square Foot	**$423**	$368	14.9%	$383	10.4%	**$401**	$363	10.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$558,500**	$471,000	18.6%	$615,000	-9.2%	**$579,450**	$489,000	18.5%
Units Sold	**90**	117	-23.1%	53	69.8%	**222**	289	-23.2%
Active Listings	**99**	119	-16.8%	69	43.5%	**---**	---	---
Months Supply of Inventory	**1.1**	1.0	10.0%	1.3	-15.4%	**---**	---	---
New Listings	**146**	126	15.9%	98	49.0%	**332**	357	-7.0%
Pending Sales	**107**	143	-25.2%	94	13.8%	**268**	339	-20.9%
Days to Off Market	**14**	20	-30.0%	15	-6.7%	**15**	**21**	-28.6%
Sold to Original Price Ratio	**104.6%**	100.8%	3.8%	102.0%	2.5%	**102.5%**	99.3%	3.2%
Price per Square Foot	**$442**	$407	8.6%	$418	5.7%	**$427**	$400	6.7%



METRO BOSTON REGION

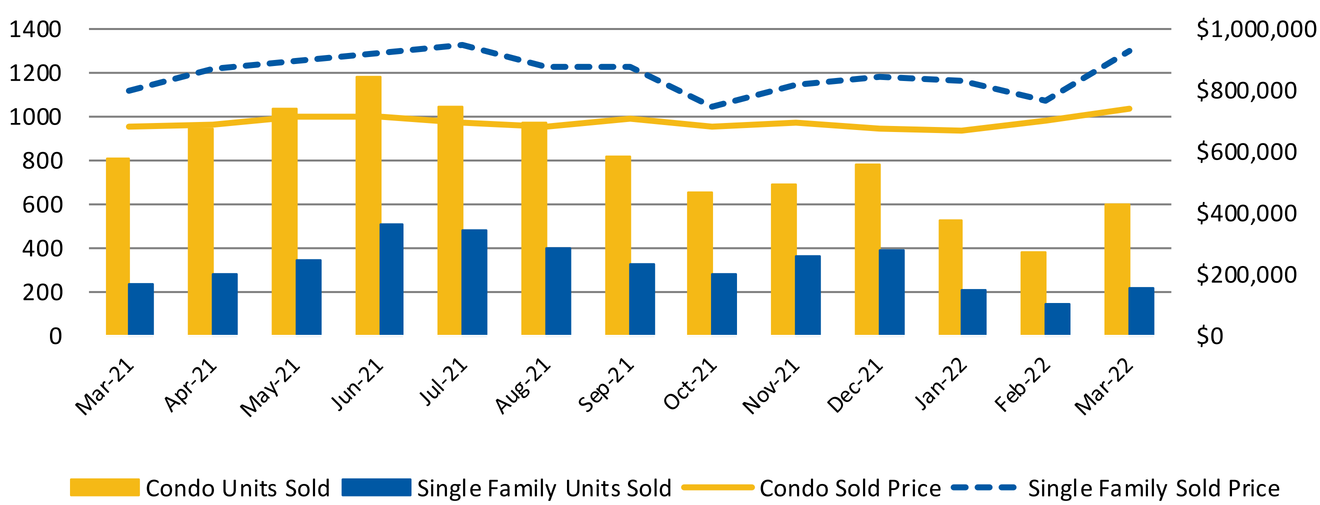
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett,
Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	$929,000	$800,000	16.1%	$770,000	20.6%	$850,000	$792,000	7.3%
Units Sold	219	233	-6.0%	148	48.0%	579	653	-11.3%
Active Listings	351	370	-5.1%	219	60.3%	---	---	---
Months Supply of Inventory	1.6	1.6	0.0%	1.5	6.7%	---	---	---
New Listings	517	481	7.5%	229	125.8%	926	994	-6.8%
Pending Sales	349	396	-11.9%	206	69.4%	695	780	-10.9%
Days to Off Market	13	14	-7.1%	15	-13.3%	14	17	-17.6%
Sold to Original Price Ratio	105.8%	101.6%	4.1%	101.7%	4.0%	102.4%	99.4%	3.0%
Price per Square Foot	$509	$442	15.2%	$441	15.4%	$469	$429	9.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	$740,000	$681,000	8.7%	$700,000	5.7%	$700,000	$664,450	5.4%
Units Sold	599	808	-25.9%	382	56.8%	1,508	1,782	-15.4%
Active Listings	1,368	1,642	-16.7%	1,047	30.7%	---	---	---
Months Supply of Inventory	2.3	2.0	15.0%	2.7	-14.8%	---	---	---
New Listings	1,425	1,371	3.9%	879	62.1%	2,960	3,077	-3.8%
Pending Sales	956	1,109	-13.8%	626	52.7%	2,037	2,409	-15.4%
Days to Off Market	17	20	-15.0%	18	-5.6%	19	24	-20.8%
Sold to Original Price Ratio	100.5%	98.2%	2.3%	97.5%	3.1%	98.5%	97.0%	1.5%
Price per Square Foot	$702	$605	16.0%	$647	8.5%	$642	$607	5.8%



METRO WEST REGION

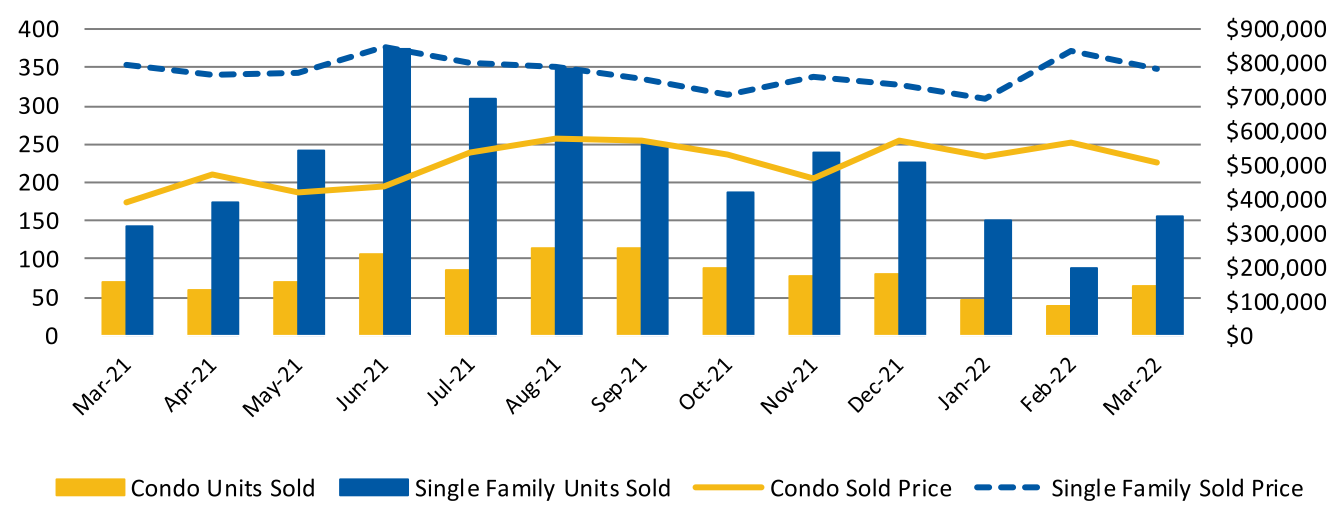
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield, Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$785,600**	$796,500	-1.4%	$835,000	-5.9%	**$765,000**	$705,000	8.5%
Units Sold	**156**	143	9.1%	87	79.3%	**394**	433	-9.0%
Active Listings	**150**	191	-21.5%	114	31.6%	**---**	---	---
Months Supply of Inventory	**1.0**	1.3	-23.1%	1.3	-23.1%	**---**	---	---
New Listings	**316**	332	-4.8%	205	54.1%	**646**	656	-1.5%
Pending Sales	**270**	292	-7.5%	166	62.7%	**542**	567	-4.4%
Days to Off Market	**11**	10	10.0%	12	-8.3%	**12**	14	-14.3%
Sold to Original Price Ratio	**107.3%**	101.8%	5.4%	104.0%	3.2%	**104.4%**	100.3%	4.1%
Price per Square Foot	**$392**	$335	17.0%	$362	8.3%	**$368**	$325	13.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$510,000**	$393,000	29.8%	$564,950	-9.7%	**$525,000**	$450,000	16.7%
Units Sold	**65**	69	-5.8%	38	71.1%	**149**	164	-9.1%
Active Listings	**68**	124	-45.2%	62	9.7%	**---**	---	---
Months Supply of Inventory	**1.0**	1.8	-44.4%	1.6	-37.5%	**---**	---	---
New Listings	**87**	99	-12.1%	68	27.9%	**207**	251	-17.5%
Pending Sales	**73**	80	-8.8%	58	25.9%	**170**	189	-10.1%
Days to Off Market	**14**	18	-22.2%	14	0.0%	**15**	19	-21.1%
Sold to Original Price Ratio	**105.0%**	99.5%	5.5%	104.0%	1.0%	**103.7%**	99.4%	4.3%
Price per Square Foot	**$319**	$310	2.9%	$331	-3.6%	**$327**	$307	6.5%



SOUTHERN NORFOLK REGION

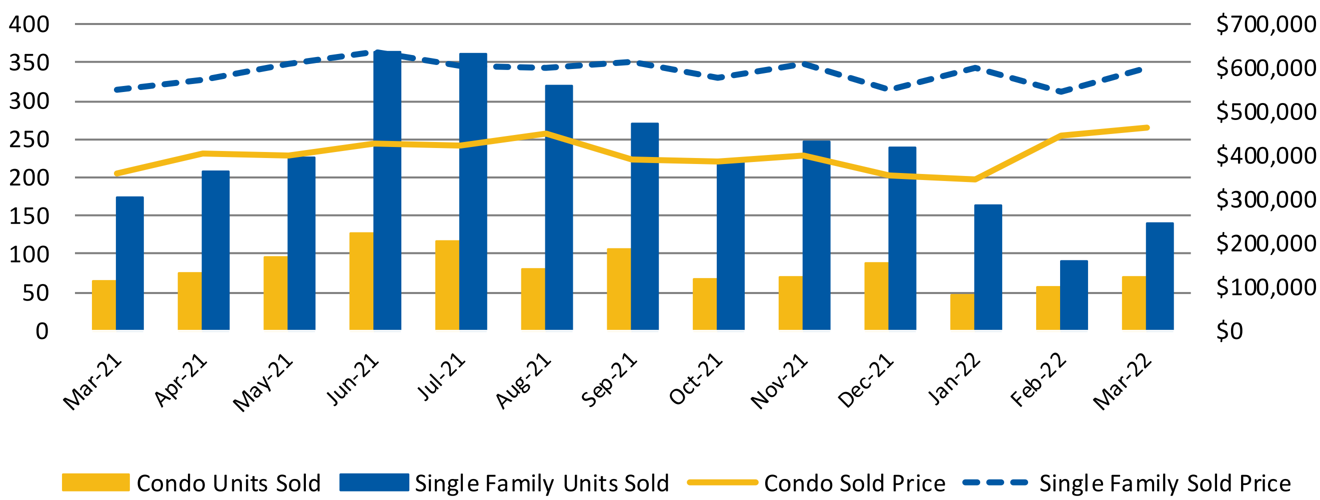
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$600,000**	$550,000	9.1%	$546,500	9.8%	**$597,000**	$543,700	9.8%
Units Sold	**141**	175	-19.4%	91	54.9%	**396**	493	-19.7%
Active Listings	**186**	224	-17.0%	128	45.3%	**---**	---	---
Months Supply of Inventory	**1.3**	1.3	0.0%	1.4	-7.1%	**---**	---	---
New Listings	**252**	333	-24.3%	151	66.9%	**532**	667	-20.2%
Pending Sales	**186**	246	-24.4%	129	44.2%	**427**	566	-24.6%
Days to Off Market	**15**	17	-11.8%	17	-11.8%	**16**	18	-11.1%
Sold to Original Price Ratio	**103.8%**	103.3%	0.5%	102.3%	1.5%	**102.6%**	101.7%	0.9%
Price per Square Foot	**$347**	$290	19.7%	$314	10.5%	**$322**	$278	15.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$465,000**	$360,000	29.2%	$444,700	4.6%	**$436,000**	$370,000	17.8%
Units Sold	**71**	65	9.2%	58	22.4%	**176**	175	0.6%
Active Listings	**79**	130	-39.2%	52	51.9%	**---**	---	---
Months Supply of Inventory	**1.1**	2.0	-45.0%	0.9	22.2%	**---**	---	---
New Listings	**119**	135	-11.9%	68	75.0%	**245**	321	-23.7%
Pending Sales	**92**	112	-17.9%	53	73.6%	**201**	251	-19.9%
Days to Off Market	**14**	19	-26.3%	16	-12.5%	**15**	19	-21.1%
Sold to Original Price Ratio	**105.5%**	101.7%	3.7%	103.9%	1.5%	**103.5%**	99.9%	3.6%
Price per Square Foot	**$316**	$258	22.5%	$300	5.3%	**$300**	$266	12.8%



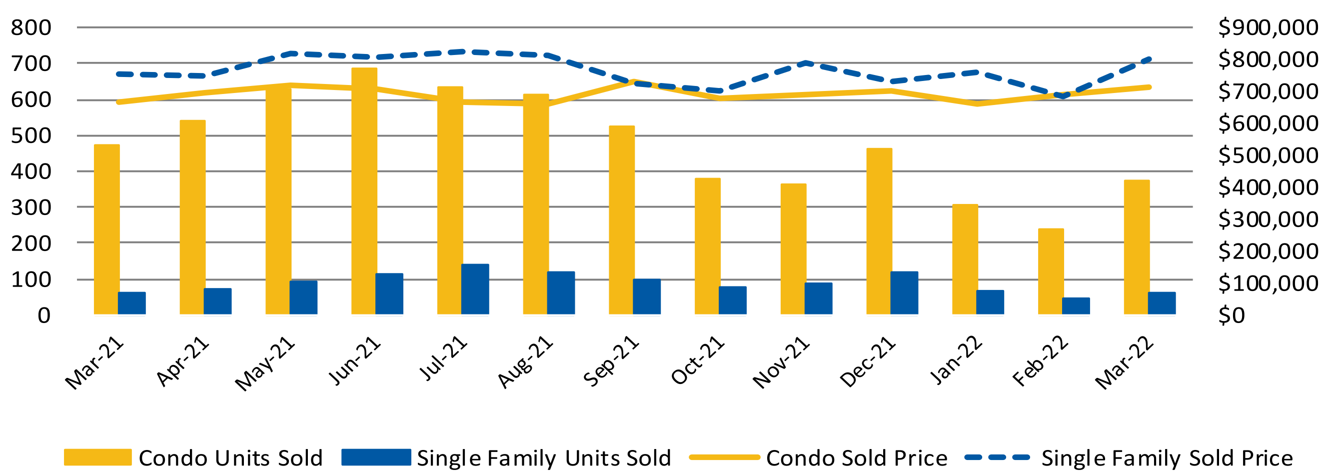
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	$800,000	$756,500	5.8%	$682,000	17.3%	$755,000	$707,500	6.7%
Units Sold	63	64	-1.6%	47	34.0%	178	186	-4.3%
Active Listings	114	119	-4.2%	77	48.1%	---	---	---
Months Supply of Inventory	1.8	1.9	-5.3%	1.6	12.5%	---	---	---
New Listings	148	131	13.0%	60	146.7%	266	252	5.6%
Pending Sales	106	98	8.2%	51	107.8%	210	200	5.0%
Days to Off Market	15	18	-16.7%	19	-21.1%	18	20	-10.0%
Sold to Original Price Ratio	104.3%	102.4%	1.9%	100.1%	4.2%	100.8%	99.3%	1.5%
Price per Square Foot	$504	$444	13.5%	$409	23.2%	$451	$426	5.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	$713,000	$665,000	7.2%	$690,000	3.3%	$695,000	$665,000	4.5%
Units Sold	372	473	-21.4%	241	54.4%	921	1,063	-13.4%
Active Listings	974	1,182	-17.6%	781	24.7%	---	---	---
Months Supply of Inventory	2.6	2.5	4.0%	3.2	-18.8%	---	---	---
New Listings	912	882	3.4%	608	50.0%	1,975	1,947	1.4%
Pending Sales	605	661	-8.5%	419	44.4%	1,327	1,425	-6.9%
Days to Off Market	18	21	-14.3%	19	-5.3%	20	28	-28.6%
Sold to Original Price Ratio	99.2%	97.7%	1.5%	96.9%	2.4%	97.6%	96.3%	1.3%
Price per Square Foot	$747	$660	13.2%	$705	6.0%	$708	$669	5.8%



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		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$850,000**	$807,500	▲ 5.3%	$853,750	▼ -0.4%	**$860,000**	$780,000	▲ 10.3%
Units Sold	**132**	122	▲ 8.2%	76	▲ 73.7%	**303**	326	▼ -7.1%
Active Listings	**171**	177	▼ -3.4%	121	▲ 41.3%	**---**	---	---
Months Supply of Inventory	**1.3**	1.5	▼ -13.3%	1.6	▼ -18.8%	**---**	---	---
New Listings	**201**	209	▼ -3.8%	135	▲ 48.9%	**456**	445	▲ 2.5%
Pending Sales	**126**	138	▼ -8.7%	124	▲ 1.6%	**320**	319	▲ 0.3%
Days to Off Market	**19**	18	▲ 5.6%	17	▲ 11.8%	**19**	20	▼ -5.0%
Sold to Original Price Ratio	**102.7%**	99.3%	▲ 3.4%	98.7%	▲ 4.1%	**100.6%**	97.9%	▲ 2.8%
Price per Square Foot	**$365**	$335	▲ 9.0%	$326	▲ 12.0%	**$353**	$319	▲ 10.7%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$1,050,000**	$955,000	▲ 9.9%	$1,105,000	▼ -5.0%	**$1,080,000**	#########	▲ 4.9%
Units Sold	**47**	35	▲ 34.3%	26	▲ 80.8%	**112**	109	▲ 2.8%
Active Listings	**102**	84	▲ 21.4%	84	▲ 21.4%	**---**	---	---
Months Supply of Inventory	**2.2**	2.4	▼ -8.3%	3.2	▼ -31.3%	**---**	---	---
New Listings	**86**	73	▲ 17.8%	63	▲ 36.5%	**197**	156	▲ 26.3%
Pending Sales	**53**	58	▼ -8.6%	46	▲ 15.2%	**130**	122	▲ 6.6%
Days to Off Market	**20**	18	▲ 11.1%	18	▲ 11.1%	**21**	22	▼ -4.5%
Sold to Original Price Ratio	**97.6%**	95.1%	▲ 2.6%	98.3%	▼ -0.7%	**98.1%**	93.6%	▲ 4.8%
Price per Square Foot	**$325**	$309	▲ 5.2%	$358	▼ -9.2%	**$338**	$319	▲ 6.0%

4 Family Homes

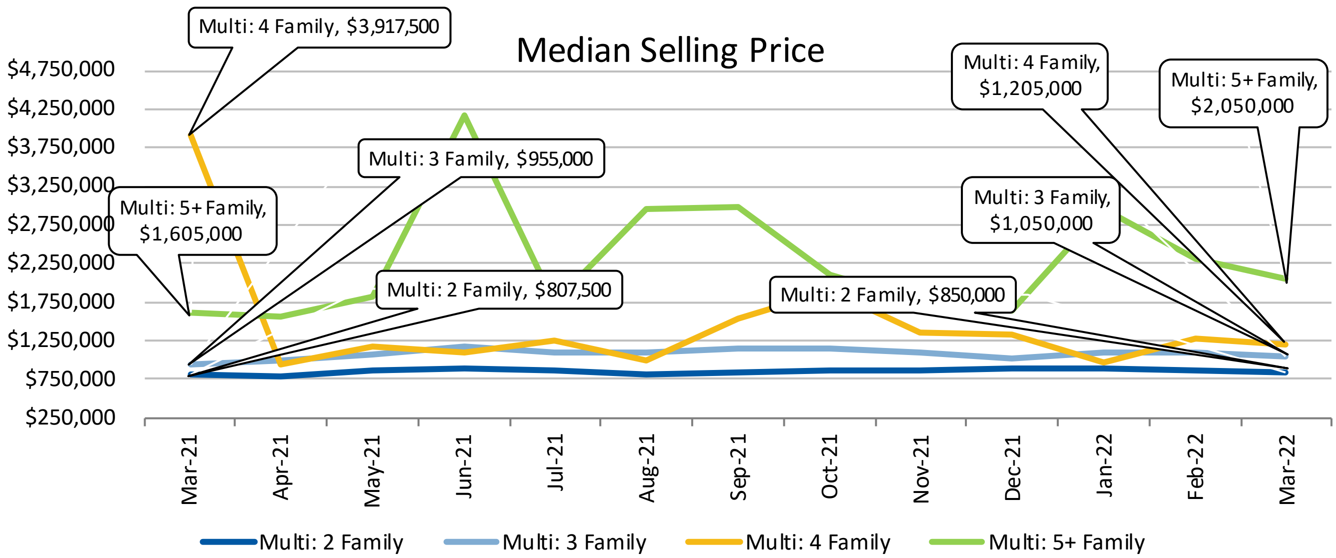
	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$1,227,500**	$935,000	▲ 31.3%	$1,205,000	▲ 1.9%	**$1,250,000**	$1,204,125	▲ 3.8%
Units Sold	**10**	3	▲ 233.3%	5	▲ 100.0%	**23**	13	▲ 76.9%
Active Listings	**26**	16	▲ 62.5%	25	▲ 4.0%	**---**	---	---
Months Supply of Inventory	**2.6**	5.3	▼ -50.9%	5.0	▼ -48.0%	**---**	---	---
New Listings	**15**	20	▼ -25.0%	13	▲ 15.4%	**41**	32	▲ 28.1%
Pending Sales	**11**	7	▲ 57.1%	9	▲ 22.2%	**25**	15	▲ 66.7%
Days to Off Market	**52**	13	▲ 300.0%	22	▲ 136.4%	**31**	22	▲ 40.9%
Sold to Original Price Ratio	**100.2%**	95.3%	▲ 5.1%	98.8%	▲ 1.4%	**100.1%**	97.8%	▲ 2.4%
Price per Square Foot	**$422**	$291	▲ 45.0%	$298	▲ 41.6%	**$322**	$309	▲ 4.2%

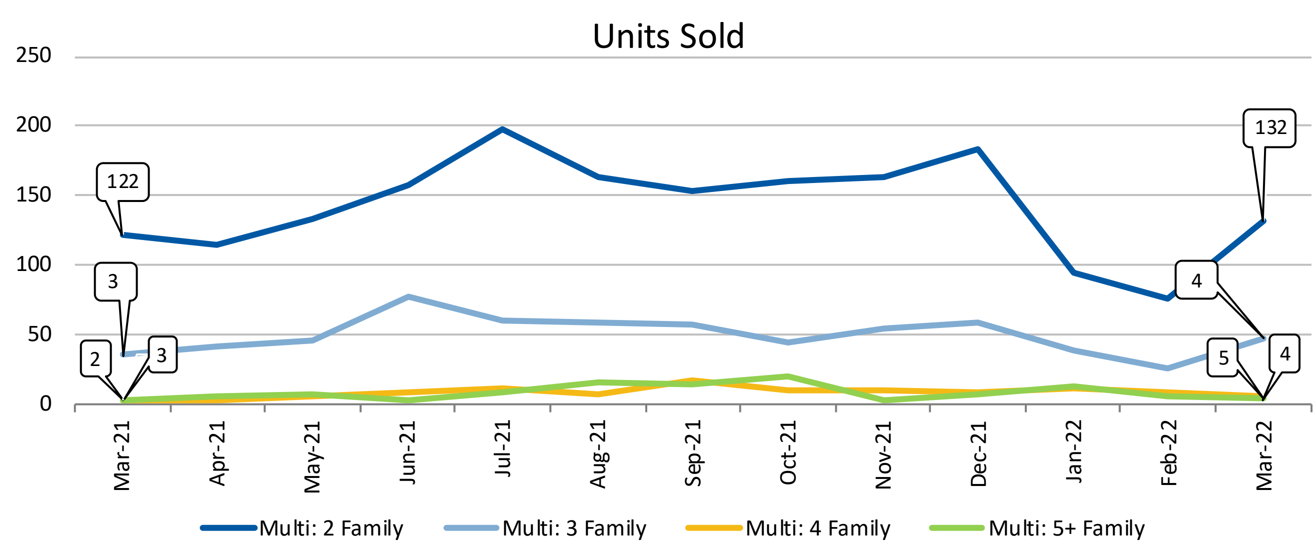
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

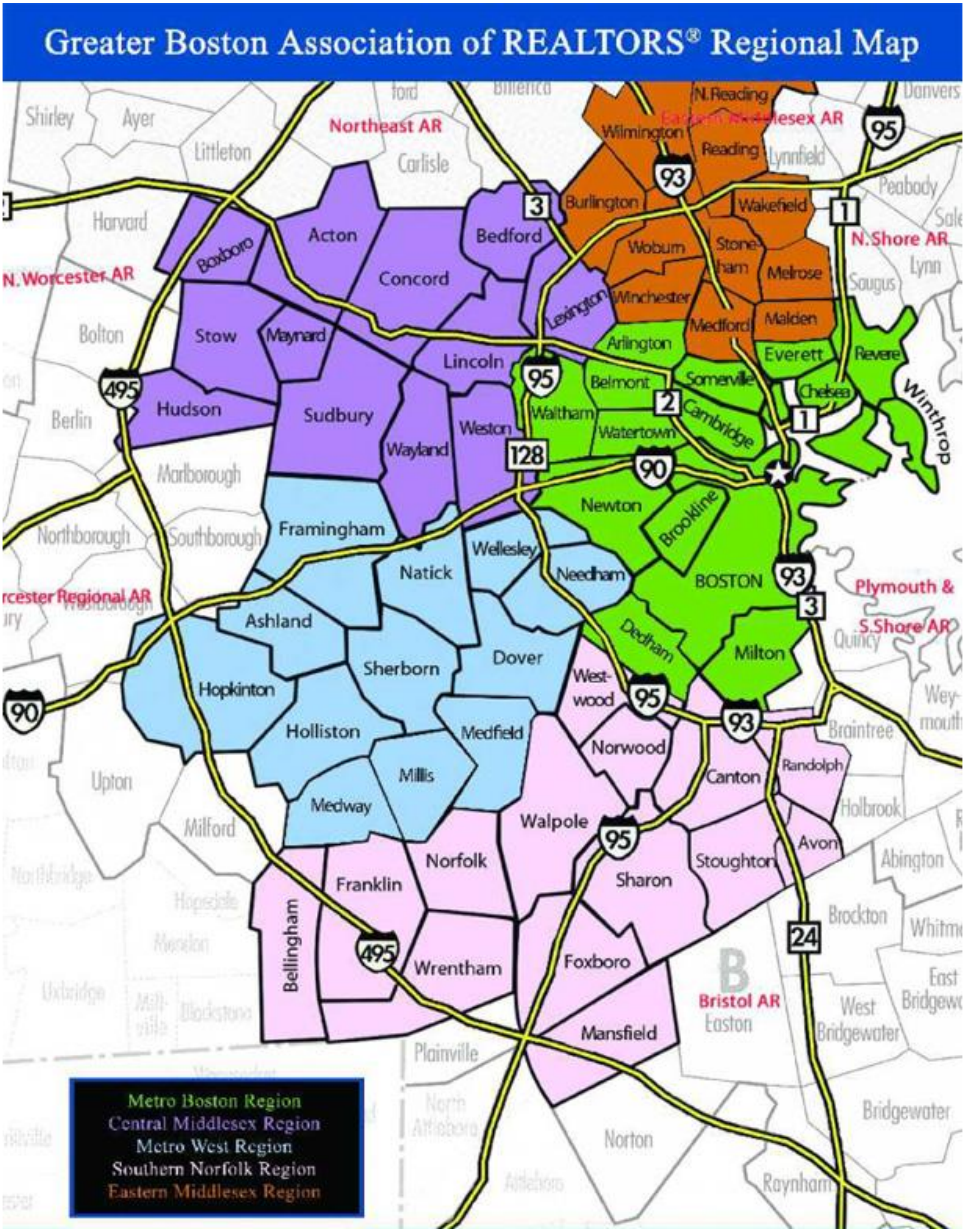
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2022	Mar 2021	Change	Feb 2022	Change	2022	2021	Change
Median Selling Price	**$2,215,000**	$1,560,000	42.0%	$2,050,000	8.0%	**$2,215,000**	$1,527,500	45.0%
Units Sold	**8**	5	60.0%	4	100.0%	**18**	14	28.6%
Active Listings	**55**	38	44.7%	43	27.9%	**---**	---	---
Months Supply of Inventory	**6.9**	7.6	-9.2%	10.8	-36.1%	**---**	---	---
New Listings	**23**	22	4.5%	15	53.3%	**52**	47	10.6%
Pending Sales	**8**	8	0.0%	7	14.3%	**20**	15	33.3%
Days to Off Market	**32**	20	60.0%	30	6.7%	**30**	32	-6.3%
Sold to Original Price Ratio	**93.8%**	96.6%	-2.9%	89.0%	5.4%	**93.4%**	93.1%	0.3%
Price per Square Foot	**$330**	$336	-1.8%	$370	-10.8%	**$370**	$321	15.3%





GBAR JURISDICTIONAL AREA



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.

USAGE & DISCLAIMERS

Market trends and analysis based on data from the MLS Property Information Network, Inc. through the end of each month. Due to timing of data entry into the MLS, data shown may be different than previously reported.

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.