

MONTHLY MARKET INSIGHT REPORT

December 2022

Single-Family Homes

The 899 homes sold in December was a 31.2 percent decrease in sales volume from the December 2021 sales total of 1,307 homes sold. This made the thirteenth highest sales volume for the month of December. Additionally, the median sales price reached a new record high for the month at \$740,000, which is a 1.2 percent decrease from the December 2021 median sales price of \$749,000.

Condominiums

With 711 condos sold, it was a 36.5 percent decrease thirteenth most active December on record. The median sales price for condos dropped 2.4 percent from \$624,950 in December 2021 to \$610,000 this month.

Multi-Family Homes

This month, 136 multi-family homes were sold in Greater Boston, which was a 48.8 percent increase on the 266 units sold in December 2021.



CONTENTS

Greater Boston	2
Units Sold	3
Median Selling Price	4
Active Listings	5
New Listings	6
Pending Sales	7
Central Middlesex	8
Eastern Middlesex	9
Metro Boston	10
Metro West	11
Southern Norfolk	12
City of Boston	13
Multi-Family	14
Regional Map	16
Glossary	17

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

One 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 1/10/2023

GREATER BOSTON MARKET SUMMARY

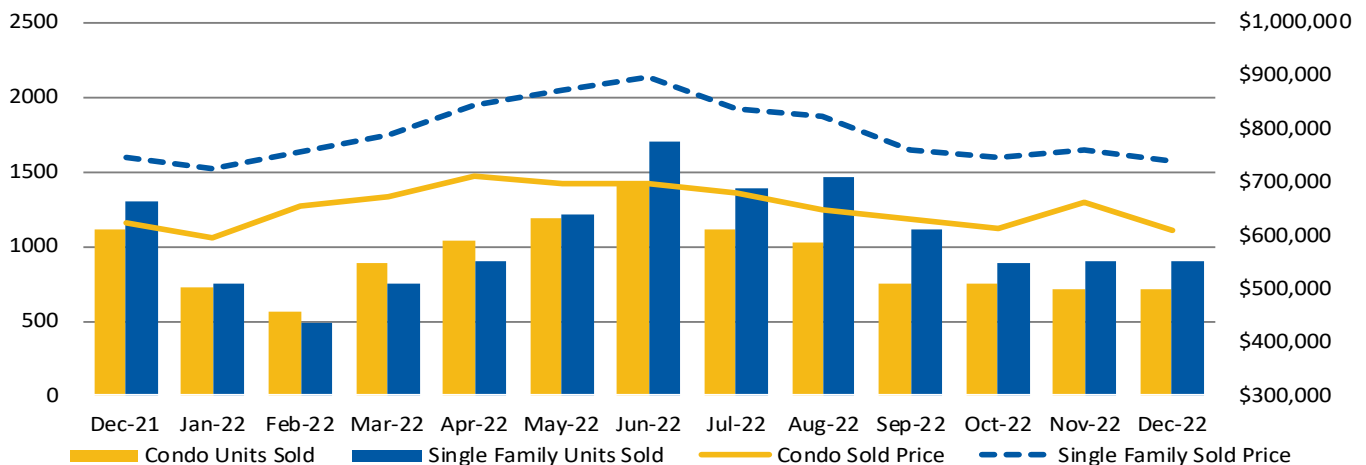
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$740,000	\$749,000	▼ -1.2%	\$760,000	▼ -2.6%	\$801,000	\$750,000	▲ 6.8%
Units Sold	899	1,307	▼ -31.2%	901	▼ -0.2%	12,487	14,543	▼ -14.1%
Active Listings	854	526	▲ 62.4%	1,369	▼ -37.6%	---	---	---
Months Supply of Inventory	0.9	0.4	▲ 125.0%	1.5	▼ -40.0%	---	---	---
New Listings	326	450	▼ -27.6%	745	▼ -56.2%	14,873	16,357	▼ -9.1%
Pending Sales	538	697	▼ -22.8%	828	▼ -35.0%	12,172	14,394	▼ -15.4%
Days to Off Market	35	21	▲ 66.7%	23	▲ 52.2%	18	17	▲ 5.9%
Sold to Original Price Ratio	97.6%	101.9%	▼ -4.2%	98.9%	▼ -1.3%	103.5%	103.7%	▼ -0.2%
Price per Square Foot	\$380	\$375	▲ 1.3%	\$384	▼ -1.0%	\$399	\$369	▲ 8.1%

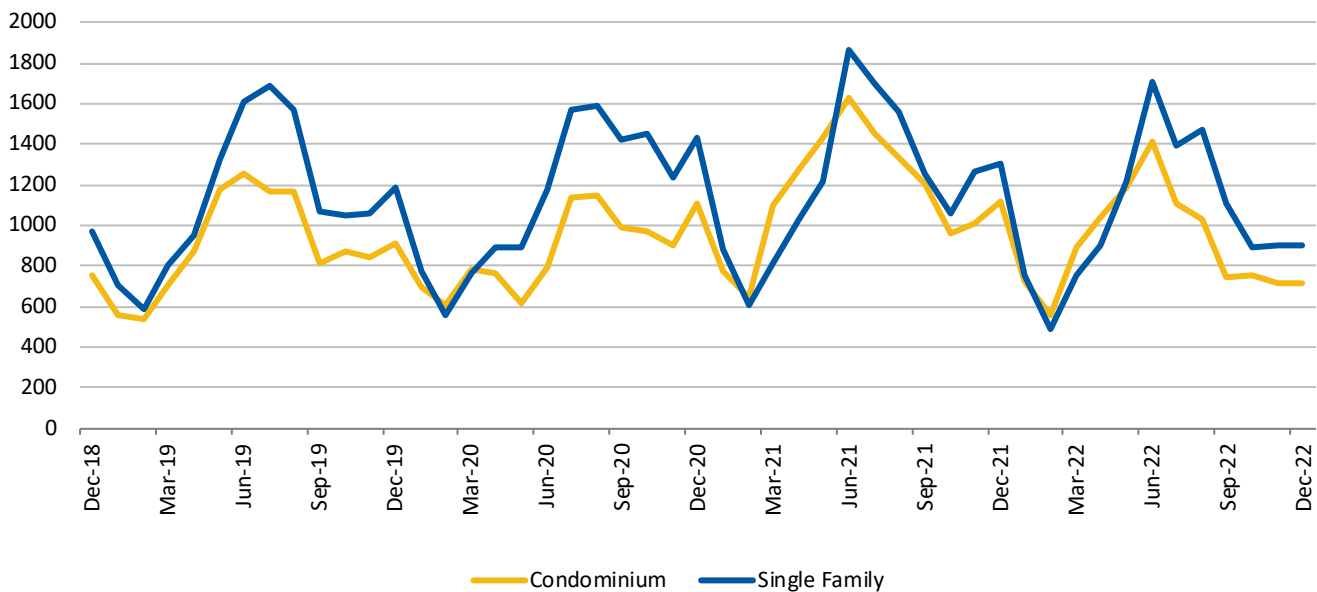
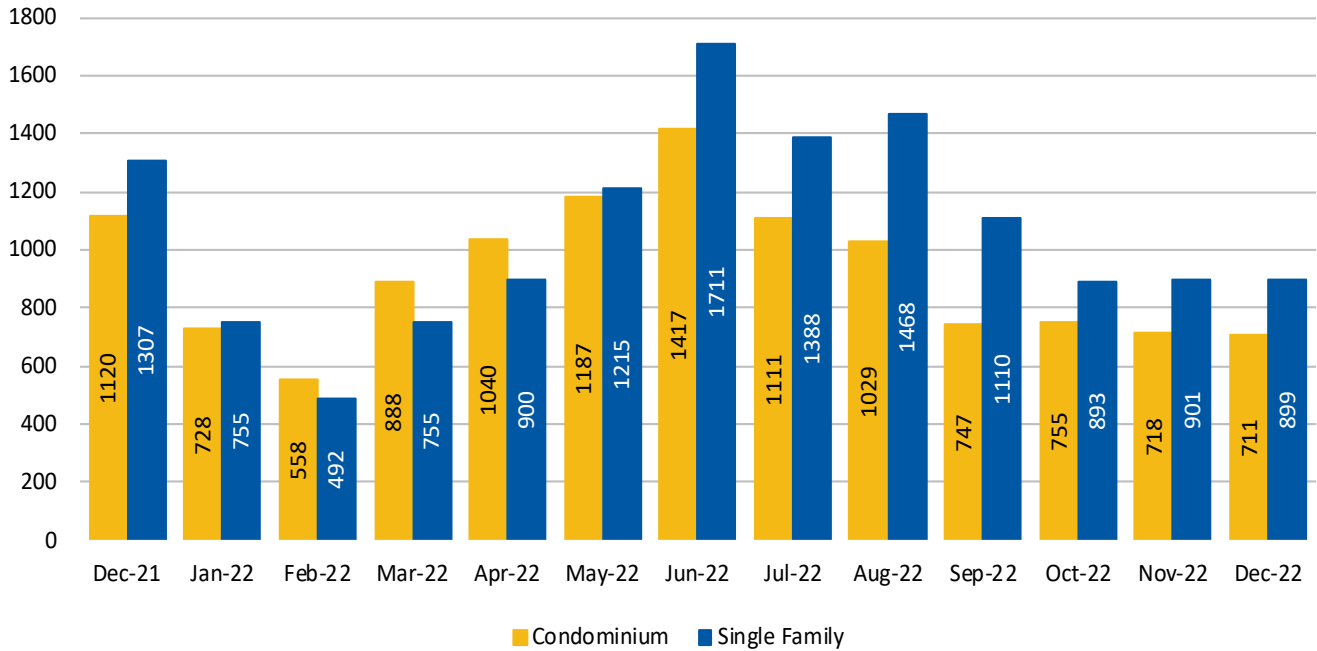
Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$610,000	\$624,950	▼ -2.4%	\$662,500	▼ -7.9%	\$660,000	\$625,000	▲ 5.6%
Units Sold	711	1,120	▼ -36.5%	718	▼ -1.0%	10,889	13,931	▼ -21.8%
Active Listings	1,144	1,072	▲ 6.7%	1,787	▼ -36.0%	---	---	---
Months Supply of Inventory	1.6	1.0	▲ 60.0%	2.5	▼ -36.0%	---	---	---
New Listings	328	471	▼ -30.4%	714	▼ -54.1%	14,555	16,860	▼ -13.7%
Pending Sales	520	772	▼ -32.6%	648	▼ -19.8%	10,669	13,778	▼ -22.6%
Days to Off Market	41	38	▲ 7.9%	28	▲ 46.4%	20	21	▼ -4.8%
Sold to Original Price Ratio	96.8%	98.8%	▼ -2.0%	97.6%	▼ -0.8%	100.6%	99.8%	▲ 0.8%
Price per Square Foot	\$500	\$529	▼ -5.5%	\$533	▼ -6.2%	\$564	\$540	▲ 4.4%



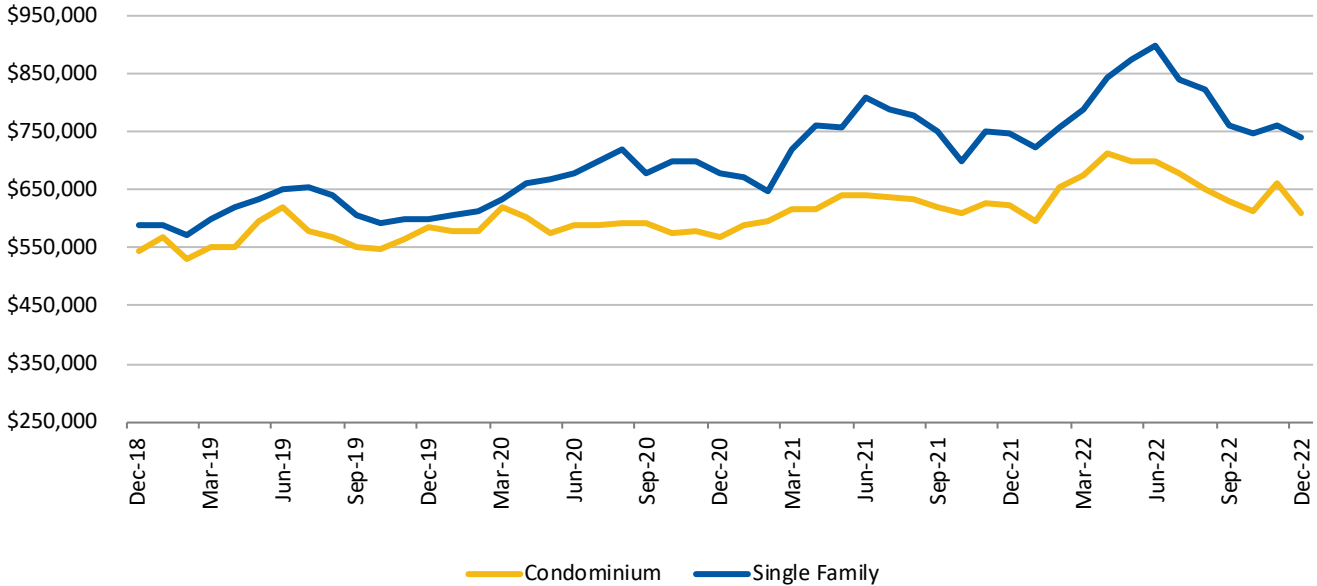
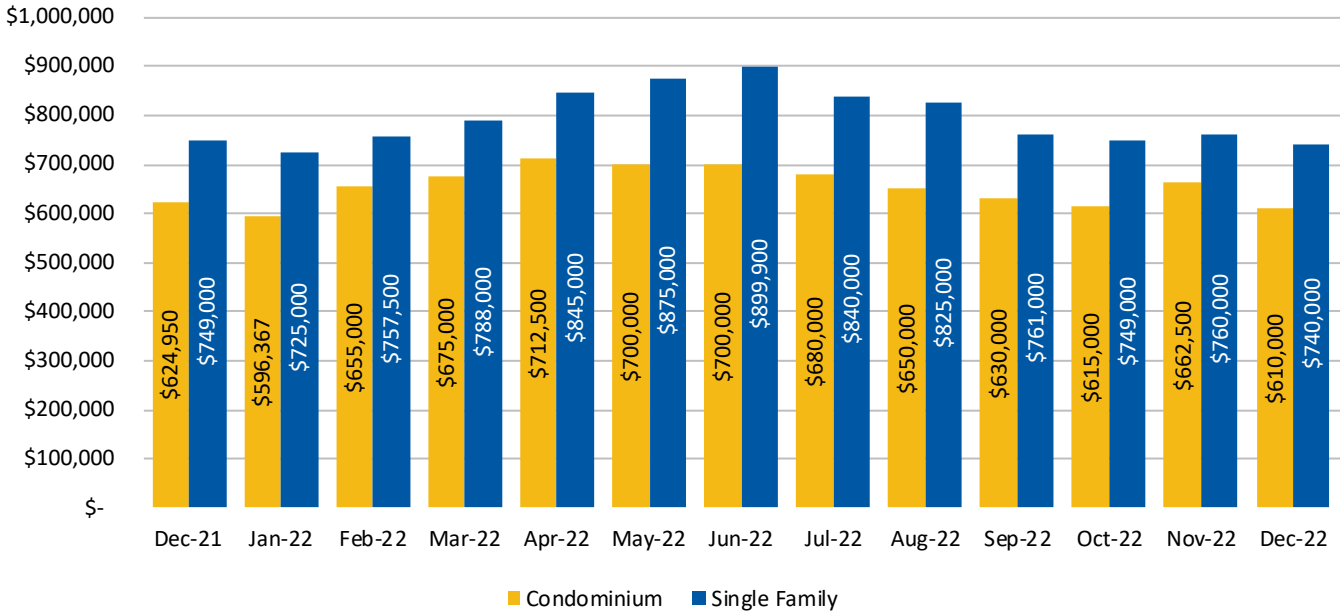
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
SINGLE FAMILY HOMES	899	1,307	▼ -31.2%	901	▼ -0.2%	12,487	14,543	▼ -14.1%
CONDOMINIUMS	711	1,120	▼ -36.5%	718	▼ -1.0%	10,889	13,931	▼ -21.8%



MEDIAN SELLING PRICE

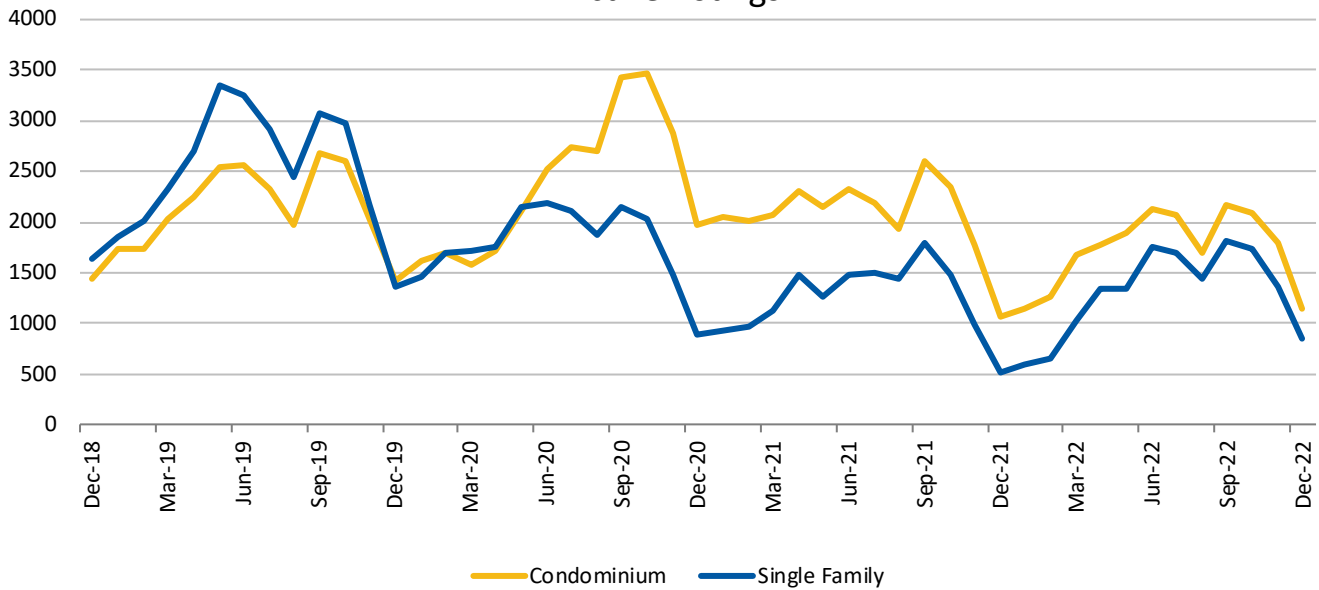
	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
SINGLE FAMILY HOMES	\$740,000	\$749,000	▼ -1.2%	\$760,000	▼ -2.6%	\$801,000	\$750,000	▲ 6.8%
CONDOMINIUMS	\$610,000	\$624,950	▼ -2.4%	\$662,500	▼ -7.9%	\$660,000	\$625,000	▲ 5.6%



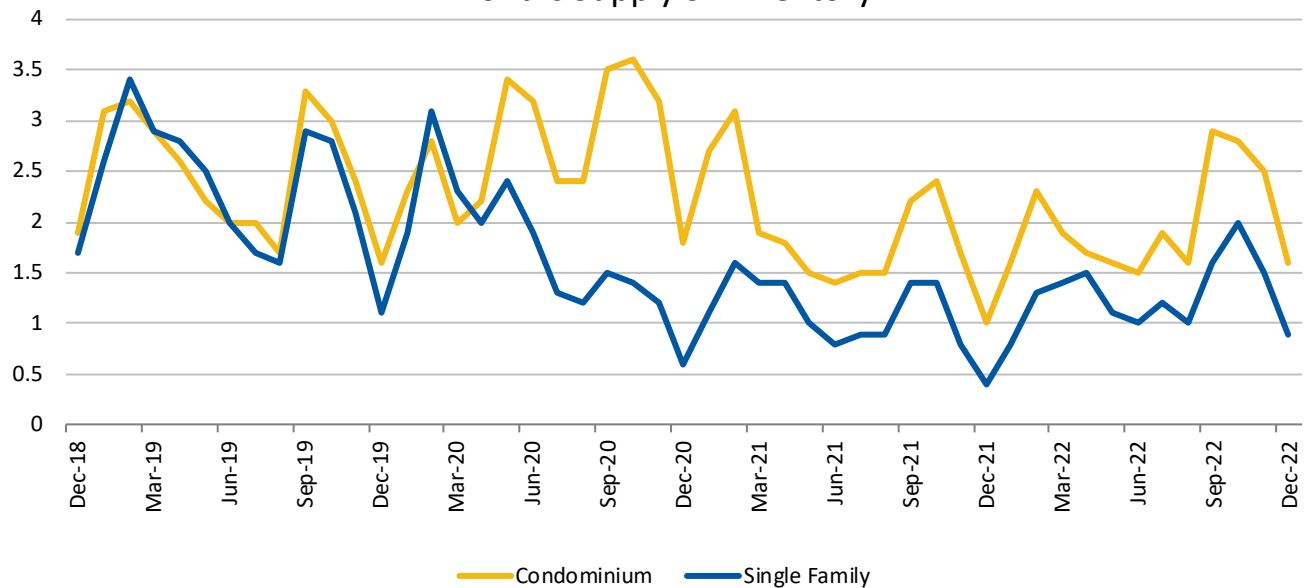
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Dec 2022	Dec 2021	Change	Nov 2022	Change
SINGLE FAMILY HOMES	Active Listings	854	526	▲ 62.4%	1,369	▼ -37.6%
	Months Supply of Inventory	0.9	0.4	▲ 125.0%	1.5	▼ -40.0%
CONDOMINIUMS	Active Listings	1,144	1,072	▲ 6.7%	1,787	▼ -36.0%
	Months Supply of Inventory	1.6	1.0	▲ 60.0%	2.5	▼ -36.0%

Active Listings

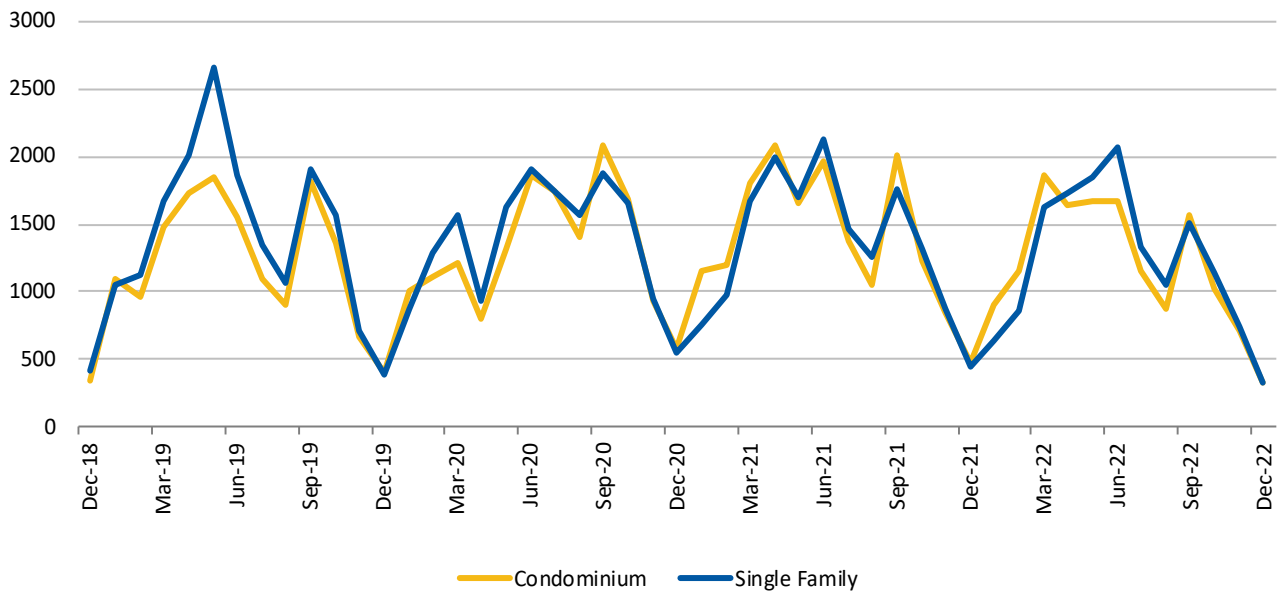
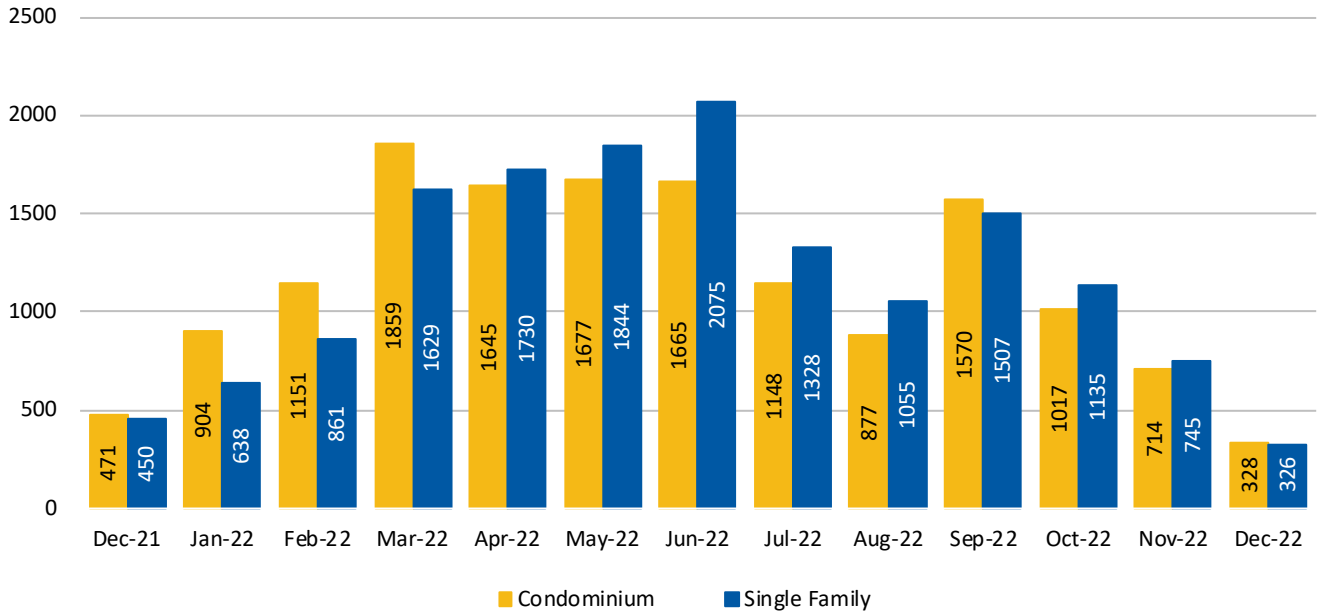


Months Supply of Inventory



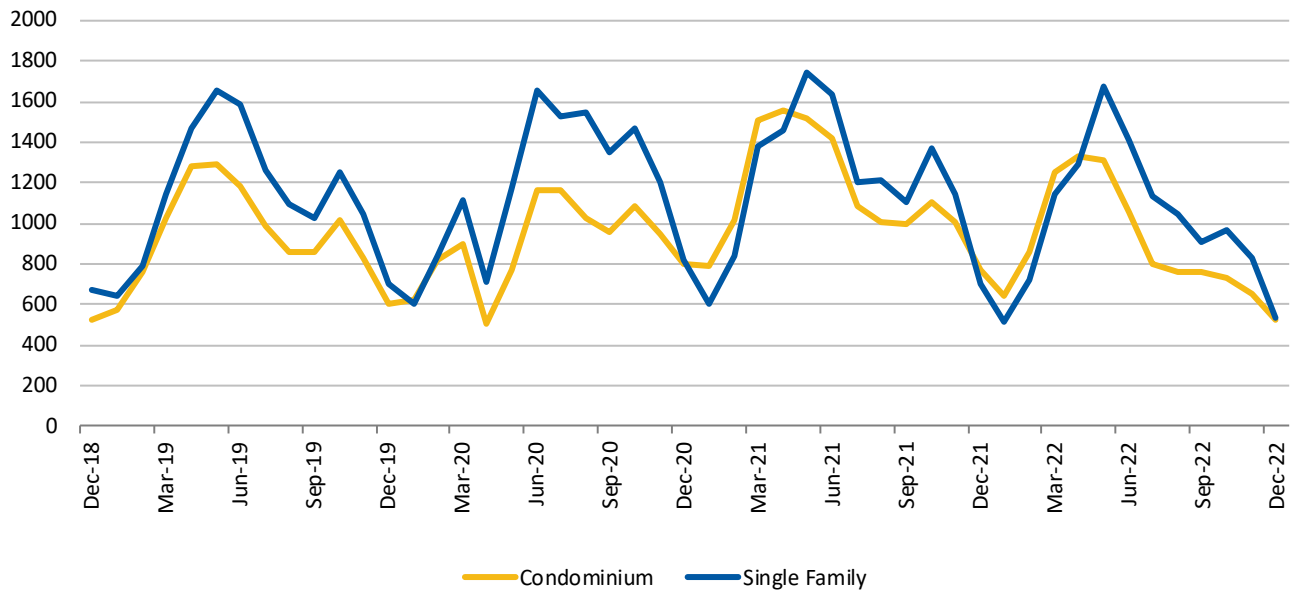
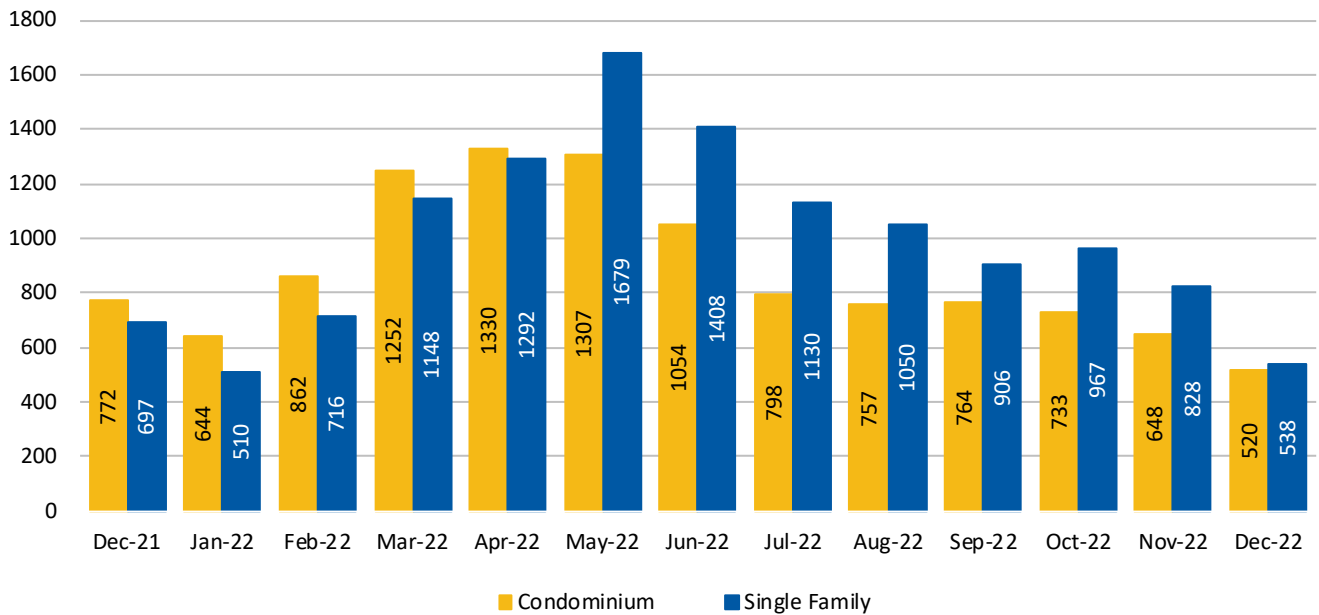
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
SINGLE FAMILY HOMES	326	450	▼ -27.6%	745	▼ -56.2%	14,873	16,357	▼ -9.1%
CONDOMINIUMS	328	471	▼ -30.4%	714	▼ -54.1%	14,555	16,860	▼ -13.7%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
SINGLE FAMILY HOMES	538	697	▼ -22.8%	828	▼ -35.0%	12,172	14,394	▼ -15.4%
CONDOMINIUMS	520	772	▼ -32.6%	648	▼ -19.8%	10,669	13,778	▼ -22.6%



CENTRAL MIDDLESEX REGION

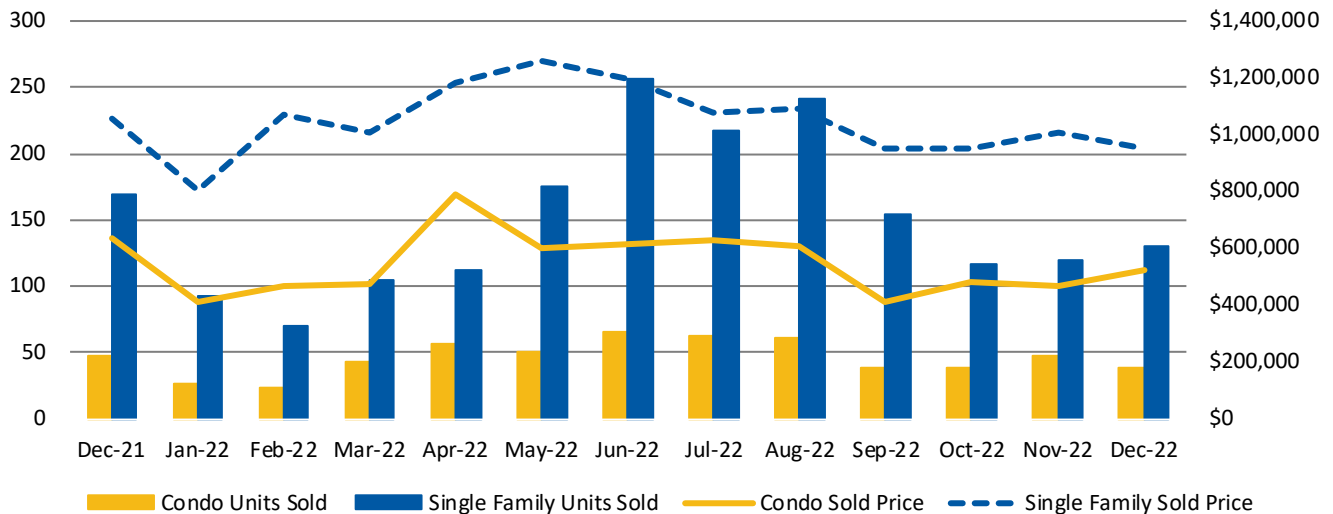
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$950,000	\$1,057,500	▼ -10.2%	\$1,005,000	▼ -5.5%	\$1,067,000	\$1,000,000	▲ 6.7%
Units Sold	131	170	▼ -22.9%	119	▲ 10.1%	1,790	2,094	▼ -14.5%
Active Listings	143	70	▲ 104.3%	205	▼ -30.2%	---	---	---
Months Supply of Inventory	1.1	0.4	▲ 175.0%	1.7	▼ -35.3%	---	---	---
New Listings	40	33	▲ 21.2%	86	▼ -53.5%	2,187	2,285	▼ -4.3%
Pending Sales	61	71	▼ -14.1%	110	▼ -44.5%	1,758	2,059	▼ -14.6%
Days to Off Market	39	24	▲ 62.5%	24	▲ 62.5%	17	17	▬ 0.0%
Sold to Original Price Ratio	97.5%	103.3%	▼ -5.6%	99.6%	▼ -2.1%	105.2%	104.7%	▲ 0.5%
Price per Square Foot	\$389	\$368	▲ 5.7%	\$394	▼ -1.3%	\$406	\$364	▲ 11.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$525,000	\$636,250	▼ -17.5%	\$465,000	▲ 12.9%	\$559,000	\$470,000	▲ 18.9%
Units Sold	38	48	▼ -20.8%	48	▼ -20.8%	553	627	▼ -11.8%
Active Listings	54	38	▲ 42.1%	73	▼ -26.0%	---	---	---
Months Supply of Inventory	1.4	0.8	▲ 75.0%	1.5	▼ -6.7%	---	---	---
New Listings	36	20	▲ 80.0%	28	▲ 28.6%	684	701	▼ -2.4%
Pending Sales	33	36	▼ -8.3%	39	▼ -15.4%	564	632	▼ -10.8%
Days to Off Market	45	26	▲ 73.1%	27	▲ 66.7%	17	17	▬ 0.0%
Sold to Original Price Ratio	100.2%	100.8%	▼ -0.6%	100.4%	▼ -0.2%	104.1%	102.4%	▲ 1.7%
Price per Square Foot	\$329	\$369	▼ -10.8%	\$314	▲ 4.8%	\$330	\$297	▲ 11.1%



EASTERN MIDDLESEX REGION

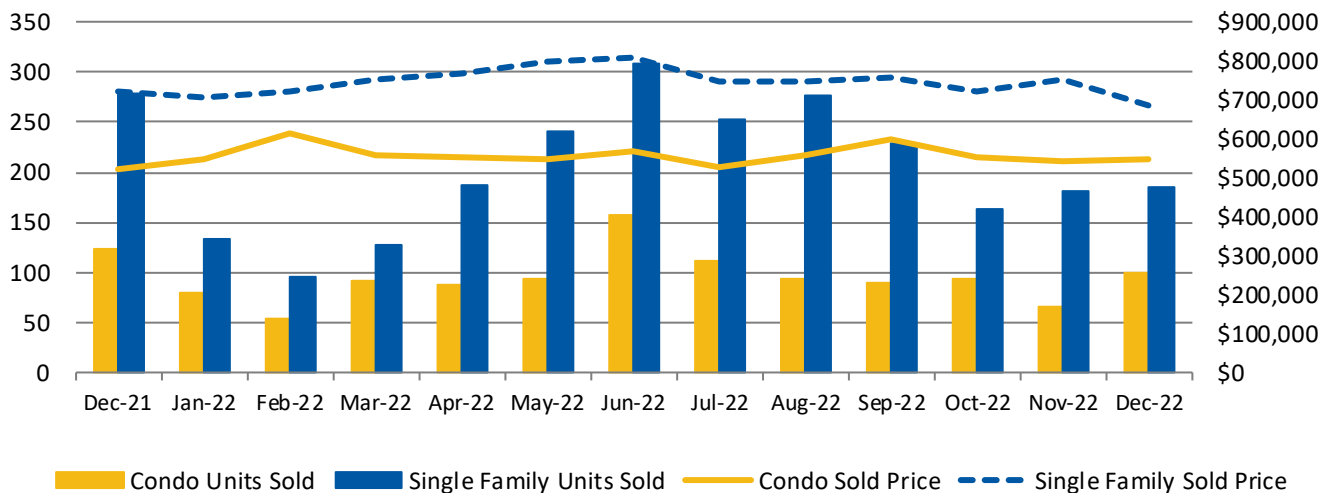
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$687,000	\$720,000	▼ -4.6%	\$754,951	▼ -9.0%	\$760,000	\$711,000	▲ 6.9%
Units Sold	185	279	▼ -33.7%	181	▲ 2.2%	2,379	2,669	▼ -10.9%
Active Listings	121	65	▲ 86.2%	220	▼ -45.0%	---	---	---
Months Supply of Inventory	0.7	0.2	▲ 250.0%	1.2	▼ -41.7%	---	---	---
New Listings	68	90	▼ -24.4%	157	▼ -56.7%	2,750	2,910	▼ -5.5%
Pending Sales	117	139	▼ -15.8%	169	▼ -30.8%	2,331	2,638	▼ -11.6%
Days to Off Market	26	20	▲ 30.0%	22	▲ 18.2%	17	17	▬ 0.0%
Sold to Original Price Ratio	97.7%	102.5%	▼ -4.7%	99.2%	▼ -1.5%	104.0%	104.6%	▼ -0.6%
Price per Square Foot	\$382	\$375	▲ 1.9%	\$385	▼ -0.8%	\$403	\$380	▲ 6.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$549,268	\$519,950	▲ 5.6%	\$542,500	▲ 1.2%	\$560,000	\$499,900	▲ 12.0%
Units Sold	100	124	▼ -19.4%	66	▲ 51.5%	1,115	1,380	▼ -19.2%
Active Listings	68	66	▲ 3.0%	126	▼ -46.0%	---	---	---
Months Supply of Inventory	0.7	0.5	▲ 40.0%	1.9	▼ -63.2%	---	---	---
New Listings	34	63	▼ -46.0%	81	▼ -58.0%	1,289	1,516	▼ -15.0%
Pending Sales	64	78	▼ -17.9%	62	▲ 3.2%	1,081	1,358	▼ -20.4%
Days to Off Market	37	22	▲ 68.2%	20	▲ 85.0%	18	20	▼ -10.0%
Sold to Original Price Ratio	99.1%	100.7%	▼ -1.6%	98.8%	▲ 0.3%	101.8%	101.1%	▲ 0.7%
Price per Square Foot	\$419	\$400	▲ 4.8%	\$394	▲ 6.3%	\$436	\$411	▲ 6.1%



METRO BOSTON REGION

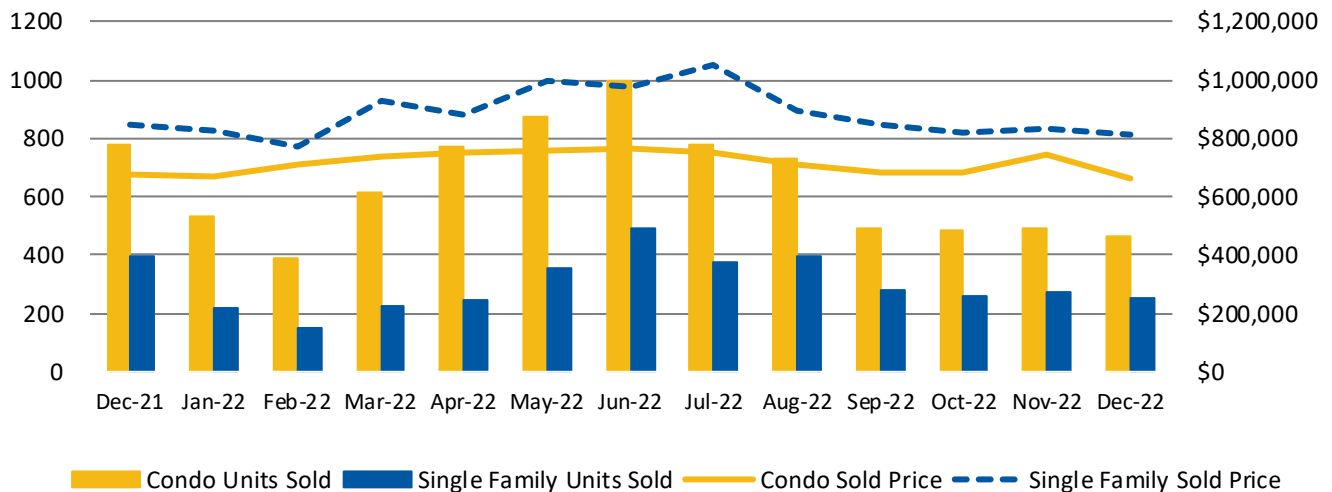
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$812,500	\$844,500	▼ -3.8%	\$830,000	▼ -2.1%	\$900,000	\$868,000	▲ 3.7%
Units Sold	249	394	▼ -36.8%	274	▼ -9.1%	3,508	4,041	▼ -13.2%
Active Listings	294	197	▲ 49.2%	471	▼ -37.6%	---	---	---
Months Supply of Inventory	1.2	0.5	▲ 140.0%	1.7	▼ -29.4%	---	---	---
New Listings	93	144	▼ -35.4%	237	▼ -60.8%	4,459	4,827	▼ -7.6%
Pending Sales	150	213	▼ -29.6%	251	▼ -40.2%	3,427	3,997	▼ -14.3%
Days to Off Market	37	22	▲ 68.2%	26	▲ 42.3%	18	18	▬ 0.0%
Sold to Original Price Ratio	96.8%	101.1%	▼ -4.3%	98.1%	▼ -1.3%	102.3%	102.3%	▬ 0.0%
Price per Square Foot	\$452	\$465	▼ -2.8%	\$439	▲ 3.0%	\$485	\$464	▲ 4.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$665,000	\$675,000	▼ -1.5%	\$747,000	▼ -11.0%	\$729,000	\$691,000	▲ 5.5%
Units Sold	462	781	▼ -40.8%	494	▼ -6.5%	7,614	9,959	▼ -23.5%
Active Listings	906	872	▲ 3.9%	1,400	▼ -35.3%	---	---	---
Months Supply of Inventory	2.0	1.1	▲ 81.8%	2.8	▼ -28.6%	---	---	---
New Listings	210	301	▼ -30.2%	492	▼ -57.3%	10,807	12,441	▼ -13.1%
Pending Sales	330	552	▼ -40.2%	455	▼ -27.5%	7,506	9,786	▼ -23.3%
Days to Off Market	46	47	▼ -2.1%	33	▲ 39.4%	21	22	▼ -4.5%
Sold to Original Price Ratio	95.6%	97.9%	▼ -2.3%	96.9%	▼ -1.3%	99.6%	99.1%	▲ 0.5%
Price per Square Foot	\$625	\$670	▼ -6.7%	\$667	▼ -6.3%	\$685	\$661	▲ 3.6%



METRO WEST REGION

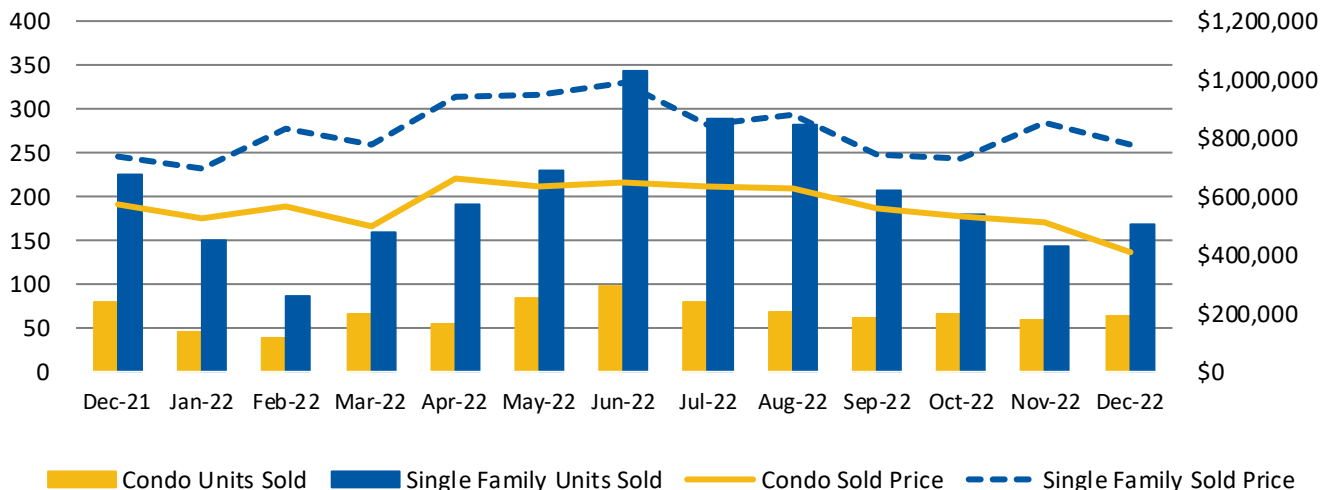
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$780,000	\$740,000	▲ 5.4%	\$855,000	▼ -8.8%	\$850,000	\$765,000	▲ 11.1%
Units Sold	169	225	▼ -24.9%	143	▲ 18.2%	2,430	2,781	▼ -12.6%
Active Listings	140	79	▲ 77.2%	236	▼ -40.7%	---	---	---
Months Supply of Inventory	0.8	0.4	▲ 100.0%	1.7	▼ -52.9%	---	---	---
New Listings	53	80	▼ -33.8%	136	▼ -61.0%	2,801	3,069	▼ -8.7%
Pending Sales	94	123	▼ -23.6%	131	▼ -28.2%	2,348	2,754	▼ -14.7%
Days to Off Market	37	20	▲ 85.0%	27	▲ 37.0%	15	16	▼ -6.3%
Sold to Original Price Ratio	97.6%	101.7%	▼ -4.0%	99.7%	▼ -2.1%	104.2%	104.0%	▲ 0.2%
Price per Square Foot	\$357	\$348	▲ 2.6%	\$369	▼ -3.3%	\$369	\$340	▲ 8.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$407,500	\$575,898	▼ -29.2%	\$510,000	▼ -20.1%	\$575,000	\$505,000	▲ 13.9%
Units Sold	64	80	▼ -20.0%	59	▲ 8.5%	781	959	▼ -18.6%
Active Listings	61	49	▲ 24.5%	94	▼ -35.1%	---	---	---
Months Supply of Inventory	1.0	0.6	▲ 66.7%	1.6	▼ -37.5%	---	---	---
New Listings	23	39	▼ -41.0%	60	▼ -61.7%	875	1,042	▼ -16.0%
Pending Sales	44	42	▲ 4.8%	53	▼ -17.0%	742	950	▼ -21.9%
Days to Off Market	28	17	▲ 64.7%	22	▲ 27.3%	17	18	▼ -5.6%
Sold to Original Price Ratio	98.8%	100.2%	▼ -1.4%	98.2%	▲ 0.6%	102.6%	101.4%	▲ 1.2%
Price per Square Foot	\$308	\$300	▲ 2.7%	\$334	▼ -7.8%	\$332	\$307	▲ 8.1%



SOUTHERN NORFOLK REGION

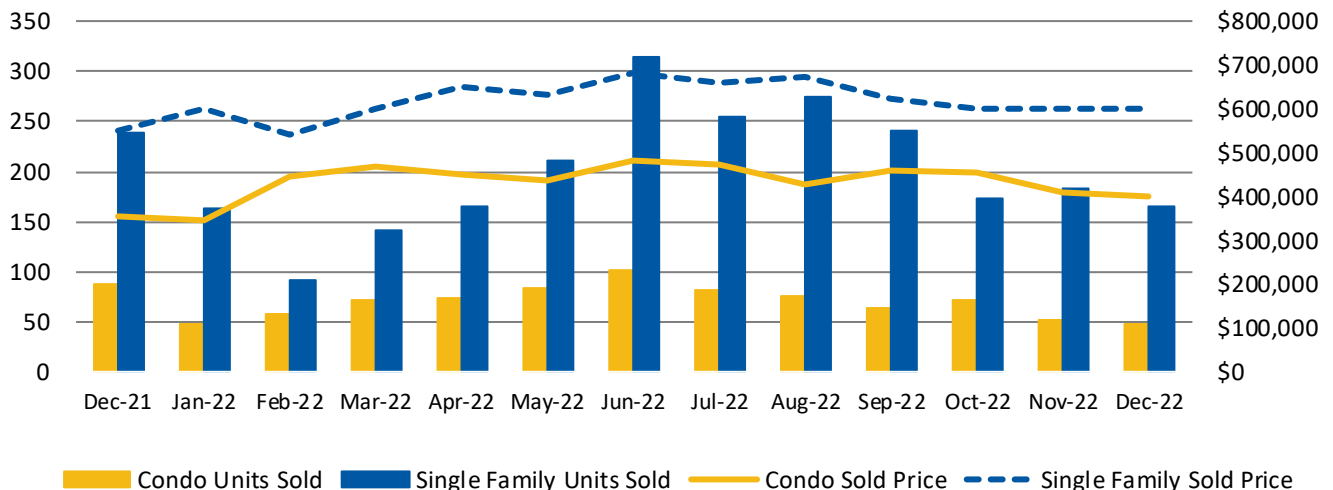
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$600,000	\$552,000	▲ 8.7%	\$600,000	■ 0.0%	\$630,000	\$591,500	▲ 6.5%
Units Sold	165	239	▼ -31.0%	184	▼ -10.3%	2,380	2,958	▼ -19.5%
Active Listings	156	115	▲ 35.7%	237	▼ -34.2%	---	---	---
Months Supply of Inventory	0.9	0.5	▲ 80.0%	1.3	▼ -30.8%	---	---	---
New Listings	72	103	▼ -30.1%	129	▼ -44.2%	2,676	3,266	▼ -18.1%
Pending Sales	116	151	▼ -23.2%	167	▼ -30.5%	2,308	2,946	▼ -21.7%
Days to Off Market	38	20	▲ 90.0%	22	▲ 72.7%	19	18	▲ 5.6%
Sold to Original Price Ratio	98.7%	101.7%	▼ -2.9%	98.7%	■ 0.0%	102.8%	103.7%	▼ -0.9%
Price per Square Foot	\$316	\$315	▲ 0.3%	\$313	▲ 1.0%	\$328	\$299	▲ 9.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$400,000	\$355,000	▲ 12.7%	\$410,000	▼ -2.4%	\$446,457	\$395,000	▲ 13.0%
Units Sold	47	87	▼ -46.0%	51	▼ -7.8%	826	1,006	▼ -17.9%
Active Listings	55	47	▲ 17.0%	94	▼ -41.5%	---	---	---
Months Supply of Inventory	1.2	0.5	▲ 140.0%	1.8	▼ -33.3%	---	---	---
New Listings	25	48	▼ -47.9%	53	▼ -52.8%	900	1,160	▼ -22.4%
Pending Sales	49	64	▼ -23.4%	39	▲ 25.6%	776	1,052	▼ -26.2%
Days to Off Market	26	20	▲ 30.0%	21	▲ 23.8%	17	19	▼ -10.5%
Sold to Original Price Ratio	98.7%	101.6%	▼ -2.9%	99.1%	▼ -0.4%	103.4%	101.8%	▲ 1.6%
Price per Square Foot	\$294	\$276	▲ 6.5%	\$312	▼ -5.8%	\$317	\$287	▲ 10.5%



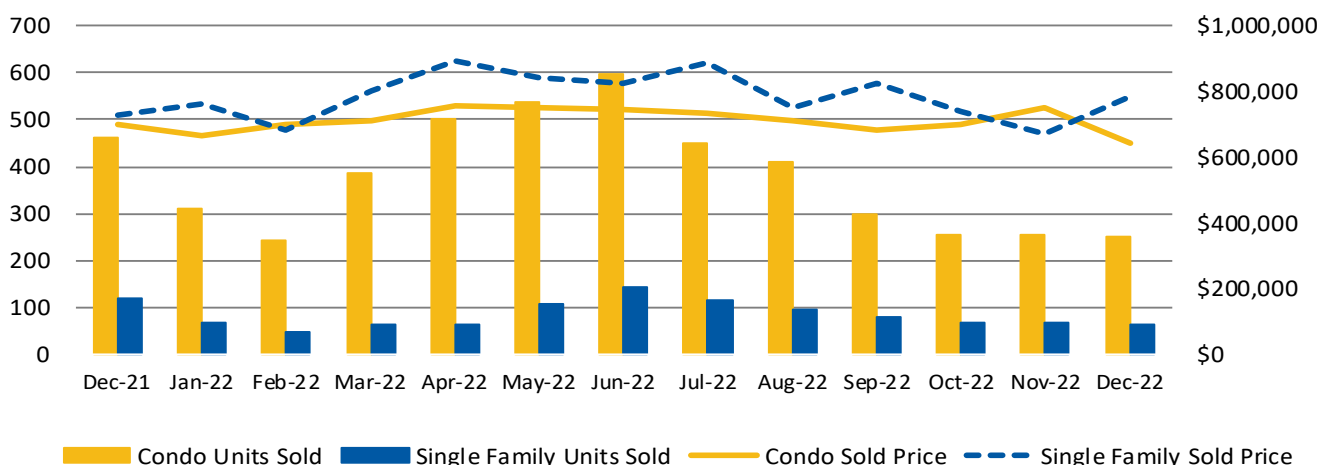
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$785,000	\$730,000	▲ 7.5%	\$672,500	▲ 16.7%	\$794,250	\$765,000	▲ 3.8%
Units Sold	65	119	▼ -45.4%	68	▼ -4.4%	990	1,116	▼ -11.3%
Active Listings	110	87	▲ 26.4%	162	▼ -32.1%	---	---	---
Months Supply of Inventory	1.7	0.7	▲ 142.9%	2.4	▼ -29.2%	---	---	---
New Listings	27	53	▼ -49.1%	64	▼ -57.8%	1,285	1,413	▼ -9.1%
Pending Sales	40	71	▼ -43.7%	69	▼ -42.0%	963	1,108	▼ -13.1%
Days to Off Market	46	25	▲ 84.0%	34	▲ 35.3%	20	20	▬ 0.0%
Sold to Original Price Ratio	94.2%	98.6%	▼ -4.5%	97.0%	▼ -2.9%	100.8%	101.1%	▼ -0.3%
Price per Square Foot	\$420	\$457	▼ -8.1%	\$426	▼ -1.4%	\$476	\$464	▲ 2.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$642,500	\$700,000	▼ -8.2%	\$750,500	▼ -14.4%	\$725,000	\$690,000	▲ 5.1%
Units Sold	249	461	▼ -46.0%	256	▼ -2.7%	4,490	5,919	▼ -24.1%
Active Listings	619	676	▼ -8.4%	936	▼ -33.9%	---	---	---
Months Supply of Inventory	2.5	1.5	▲ 66.7%	3.7	▼ -32.4%	---	---	---
New Listings	131	196	▼ -33.2%	296	▼ -55.7%	6,736	7,688	▼ -12.4%
Pending Sales	186	339	▼ -45.1%	244	▼ -23.8%	4,478	5,768	▼ -22.4%
Days to Off Market	46	54	▼ -14.8%	35	▲ 31.4%	21	25	▼ -16.0%
Sold to Original Price Ratio	95.1%	97.3%	▼ -2.3%	96.9%	▼ -1.9%	98.8%	98.4%	▲ 0.4%
Price per Square Foot	\$666	\$722	▼ -7.8%	\$760	▼ -12.4%	\$757	\$732	▲ 3.4%



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		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$800,000	\$880,000	▼ -9.1%	\$830,000	▼ -3.6%	\$875,000	\$838,500	▲ 4.4%
Units Sold	92	184	▼ -50.0%	106	▼ -13.2%	1,451	1,758	▼ -17.5%
Active Listings	132	116	▲ 13.8%	200	▼ -34.0%	---	---	---
Months Supply of Inventory	1.4	0.6	▲ 133.3%	1.9	▼ -26.3%	---	---	---
New Listings	57	76	▼ -25.0%	110	▼ -48.2%	1,942	2,251	▼ -13.7%
Pending Sales	78	113	▼ -31.0%	91	▼ -14.3%	1,413	1,742	▼ -18.9%
Days to Off Market	33	24	▲ 37.5%	27	▲ 22.2%	20	20	▬ 0.0%
Sold to Original Price Ratio	95.1%	100.3%	▼ -5.2%	97.9%	▼ -2.9%	100.6%	100.3%	▲ 0.3%
Price per Square Foot	\$327	\$348	▼ -6.0%	\$335	▼ -2.4%	\$355	\$338	▲ 5.0%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$1,085,000	\$1,012,500	▲ 7.2%	\$1,150,000	▼ -5.7%	\$1,129,500	\$1,080,000	▲ 4.6%
Units Sold	28	58	▼ -51.7%	40	▼ -30.0%	492	605	▼ -18.7%
Active Listings	77	74	▲ 4.1%	122	▼ -36.9%	---	---	---
Months Supply of Inventory	2.8	1.3	▲ 115.4%	3.1	▼ -9.7%	---	---	---
New Listings	19	29	▼ -34.5%	52	▼ -63.5%	795	871	▼ -8.7%
Pending Sales	26	41	▼ -36.6%	31	▼ -16.1%	474	605	▼ -21.7%
Days to Off Market	48	27	▲ 77.8%	32	▲ 50.0%	22	22	▬ 0.0%
Sold to Original Price Ratio	92.7%	97.1%	▼ -4.5%	96.8%	▼ -4.2%	97.3%	97.5%	▼ -0.2%
Price per Square Foot	\$320	\$326	▼ -1.8%	\$317	▲ 0.9%	\$342	\$323	▲ 5.9%

4 Family Homes

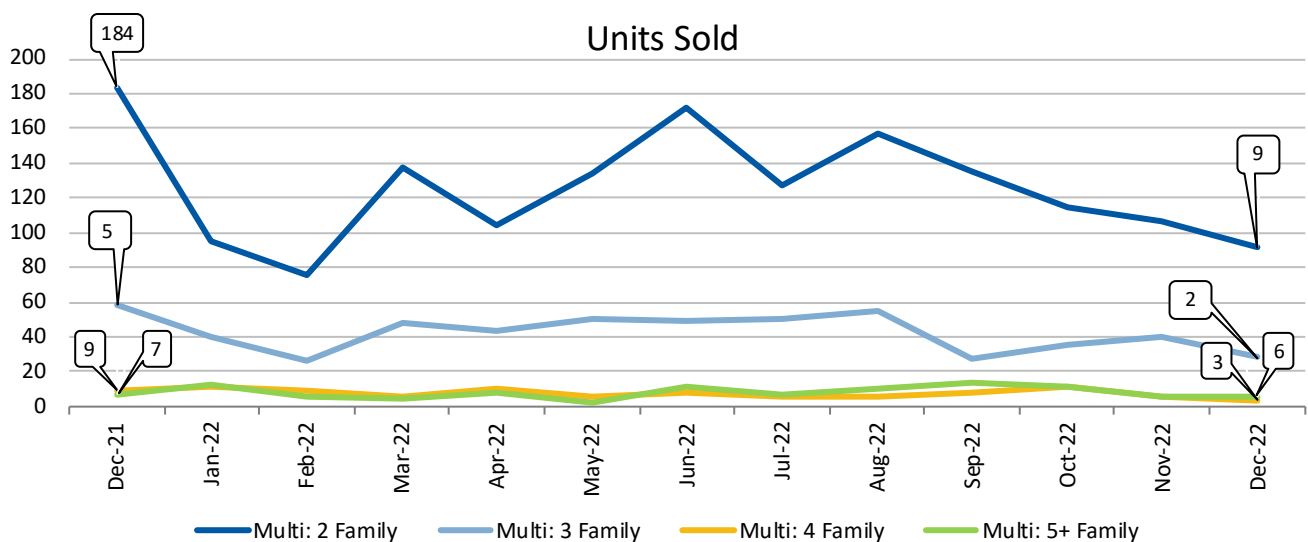
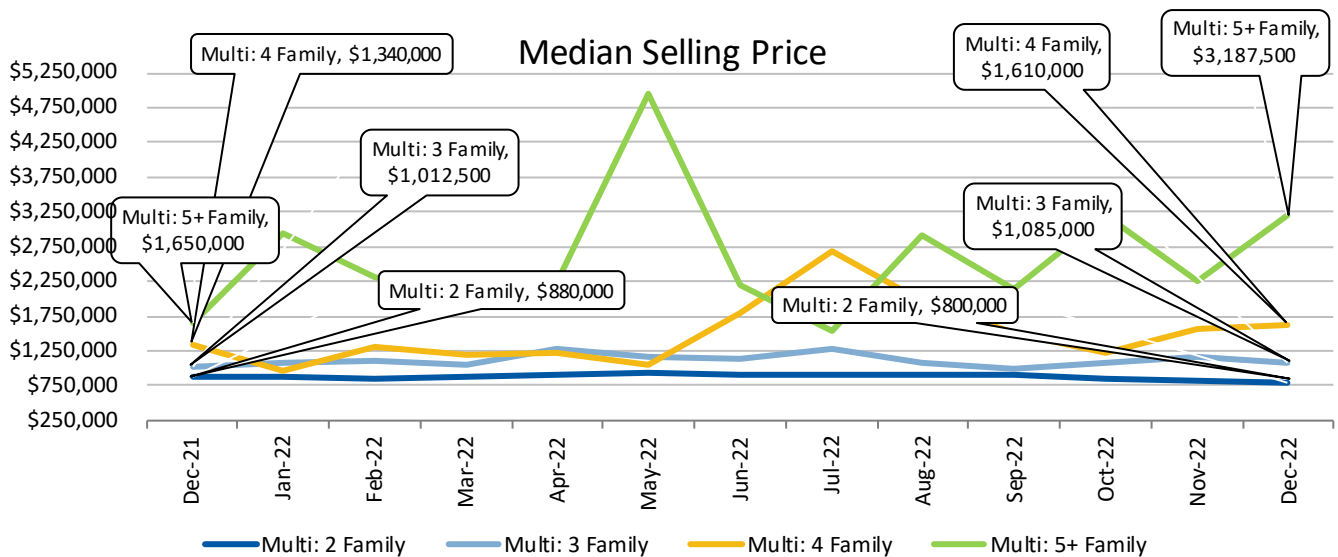
	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$925,000	\$959,100	▼ -3.6%	\$1,610,000	▼ -42.5%	\$1,480,000	\$1,200,000	▲ 23.3%
Units Sold	7	11	▼ -36.4%	3	▲ 133.3%	83	102	▼ -18.6%
Active Listings	23	22	▲ 4.5%	27	▼ -14.8%	---	---	---
Months Supply of Inventory	3.3	2.0	▲ 65.0%	9.0	▼ -63.3%	---	---	---
New Listings	4	5	▼ -20.0%	9	▼ -55.6%	168	167	▲ 0.6%
Pending Sales	5	9	▼ -44.4%	4	▲ 25.0%	77	107	▼ -28.0%
Days to Off Market	76	55	▲ 38.2%	19	▲ 300.0%	27	21	▲ 28.6%
Sold to Original Price Ratio	90.3%	97.1%	▼ -7.0%	99.6%	▼ -9.3%	95.8%	96.6%	▼ -0.8%
Price per Square Foot	\$217	\$296	▼ -26.7%	\$592	▼ -63.3%	\$364	\$322	▲ 13.0%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

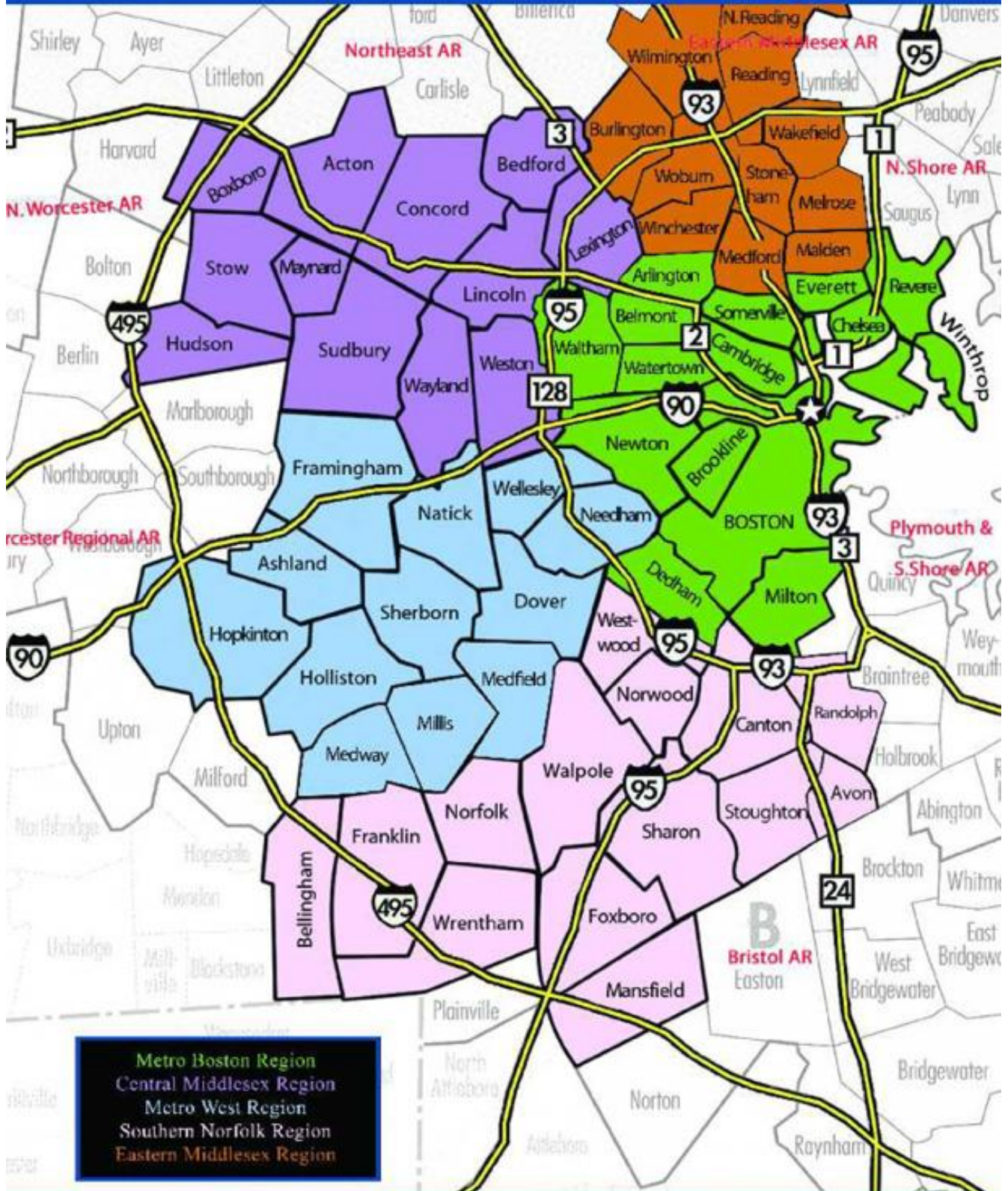
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2022	Dec 2021	Change	Nov 2022	Change	2022	2021	Change
Median Selling Price	\$2,555,000	\$2,950,000	▼ -13.4%	\$3,187,500	▼ -19.8%	\$2,445,000	\$2,275,000	▲ 7.5%
Units Sold	9	13	▼ -30.8%	6	▲ 50.0%	93	105	▼ -11.4%
Active Listings	39	55	▼ -29.1%	53	▼ -26.4%	---	---	---
Months Supply of Inventory	4.3	4.2	▲ 2.4%	8.8	▼ -51.1%	---	---	---
New Listings	11	10	▲ 10.0%	11	▬ 0.0%	238	259	▼ -8.1%
Pending Sales	5	10	▼ -50.0%	6	▼ -16.7%	97	113	▼ -14.2%
Days to Off Market	24	71	▼ -66.2%	56	▼ -57.1%	41	27	▲ 51.9%
Sold to Original Price Ratio	93.1%	92.8%	▲ 0.3%	88.1%	▲ 5.7%	94.6%	93.4%	▲ 1.3%
Price per Square Foot	\$420	\$488	▼ -13.9%	\$551	▼ -23.8%	\$428	\$391	▲ 9.5%



GBAR JURISDICTIONAL AREA

Greater Boston Association of REALTORS® Regional Map



GLOSSARY

Days to Off Market is the Median 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 median 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

Members of the Greater Boston Association of REALTORS® are authorized to reproduce and redistribute this copyrighted report or sections within in any format, including electronic or hard copy distribution. No other reprint or distribution of this report is granted unless specifically approved in writing by the GBAR, and all logos, graphics, or copyright information must not be removed or edited in any way.

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.