

MONTHLY MARKET INSIGHTS REPORT

January 2023

Single-Family Homes

The 500 homes sold this month made for the nineteenth most active January on record and a 33.8 percent decrease from the 755 homes sold in January 2022. The median sales price also declined on an annual basis, dropping from \$725,000 in January 2022 to \$707,250 this month, a decline of 2.4 percent.

Condominiums

With 553 condos sold, it was the twelfth most active January on record in Greater Boston, and is a 24.0 percent decline from the 728 units sold in January 2022. The median sales price of condos reached a new record high for the month of January at \$685,000, which is a 14.9 percent increase from the January 2022 median sales price of \$596,367.

Multi-Family Homes

This month, there were 90 multi-family units sold in Greater Boston, which reflects a 40.0 percent decrease in sales volume from the 150 multi-family units sold in January 2022.



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

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 2/10/2023

GREATER BOSTON MARKET SUMMARY

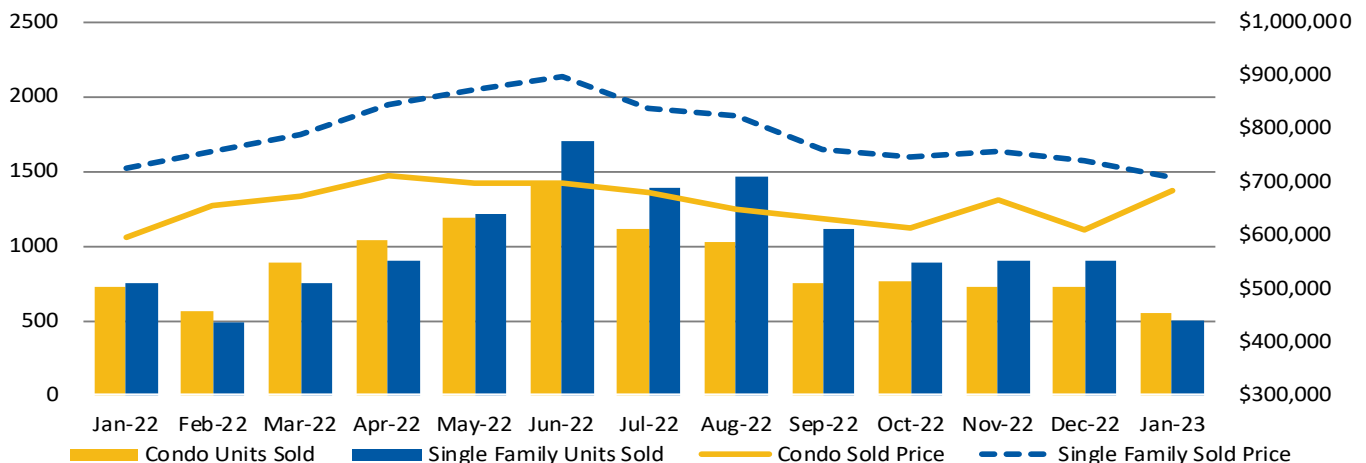
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$707,250	\$725,000	▼ -2.4%	\$740,000	▼ -4.4%	\$705,000	\$800,000	▼ -11.9%
Units Sold	500	755	▼ -33.8%	905	▼ -44.8%	618	12,493	▼ -95.1%
Active Listings	925	595	▲ 55.5%	855	▲ 8.2%	---	---	---
Months Supply of Inventory	1.9	0.8	▲ 137.5%	0.9	▲ 111.1%	---	---	---
New Listings	649	638	▲ 1.7%	326	▲ 99.1%	971	14,868	▼ -93.5%
Pending Sales	478	510	▼ -6.3%	522	▼ -8.4%	704	12,138	▼ -94.2%
Days to Off Market	28	18	▲ 55.6%	34	▼ -17.6%	25	18	▲ 38.9%
Sold to Original Price Ratio	96.6%	101.1%	▼ -4.5%	97.6%	▼ -1.0%	96.5%	103.5%	▼ -6.8%
Price per Square Foot	\$367	\$367	■ 0.0%	\$380	▼ -3.4%	\$369	\$399	▼ -7.5%

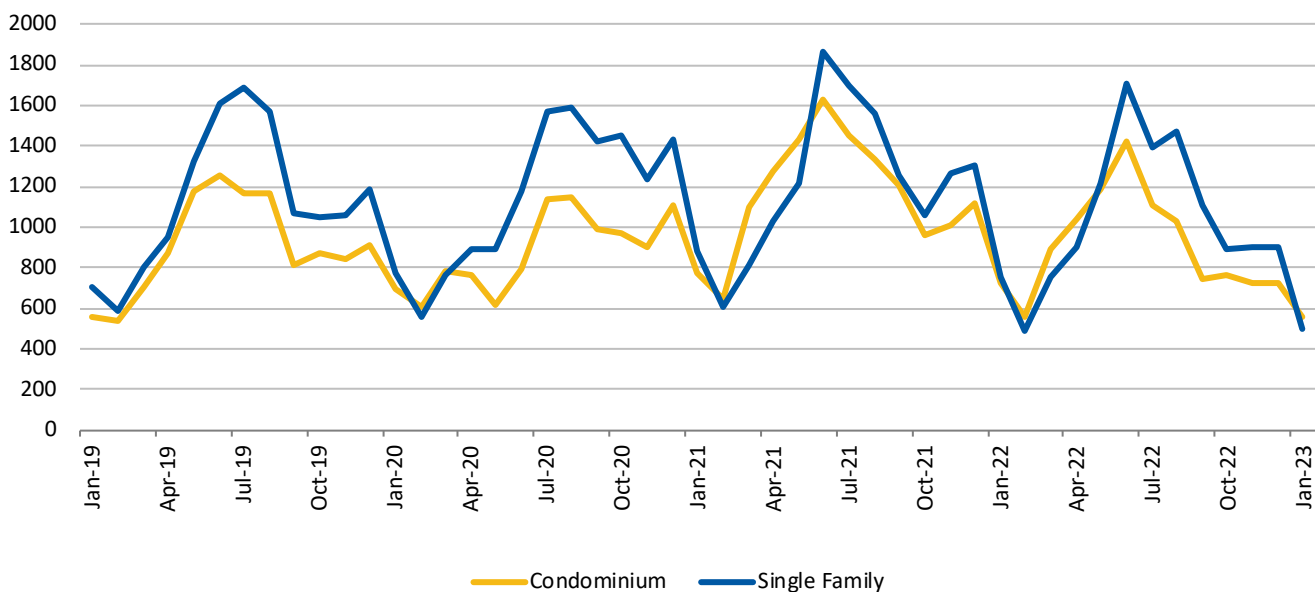
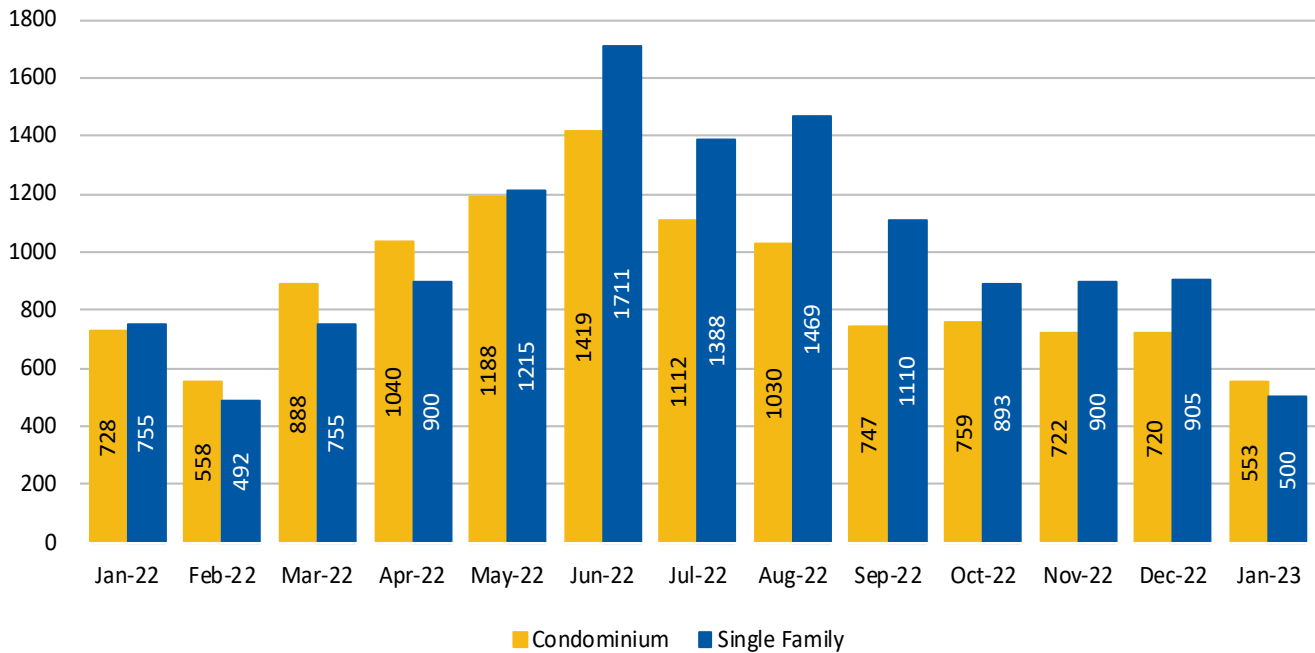
Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$685,000	\$596,367	▲ 14.9%	\$610,750	▲ 12.2%	\$690,000	\$660,000	▲ 4.5%
Units Sold	553	728	▼ -24.0%	720	▼ -23.2%	668	10,911	▼ -93.9%
Active Listings	1,289	1,144	▲ 12.7%	1,141	▲ 13.0%	---	---	---
Months Supply of Inventory	2.3	1.6	▲ 43.8%	1.6	▲ 43.8%	---	---	---
New Listings	822	904	▼ -9.1%	330	▲ 149.1%	1,196	14,556	▼ -91.8%
Pending Sales	503	644	▼ -21.9%	508	▼ -1.0%	731	10,646	▼ -93.1%
Days to Off Market	29	23	▲ 26.1%	41	▼ -29.3%	28	20	▲ 40.0%
Sold to Original Price Ratio	97.8%	98.0%	▼ -0.2%	96.9%	▲ 0.9%	97.5%	100.6%	▼ -3.1%
Price per Square Foot	\$533	\$510	▲ 4.5%	\$500	▲ 6.6%	\$533	\$564	▼ -5.5%



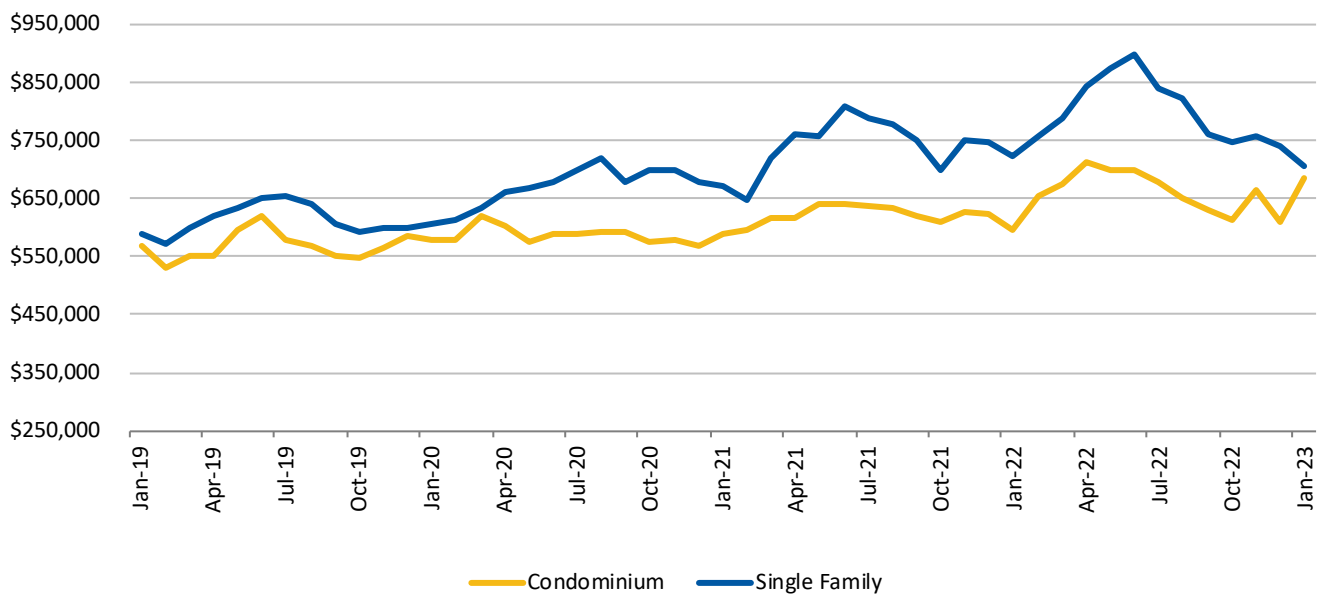
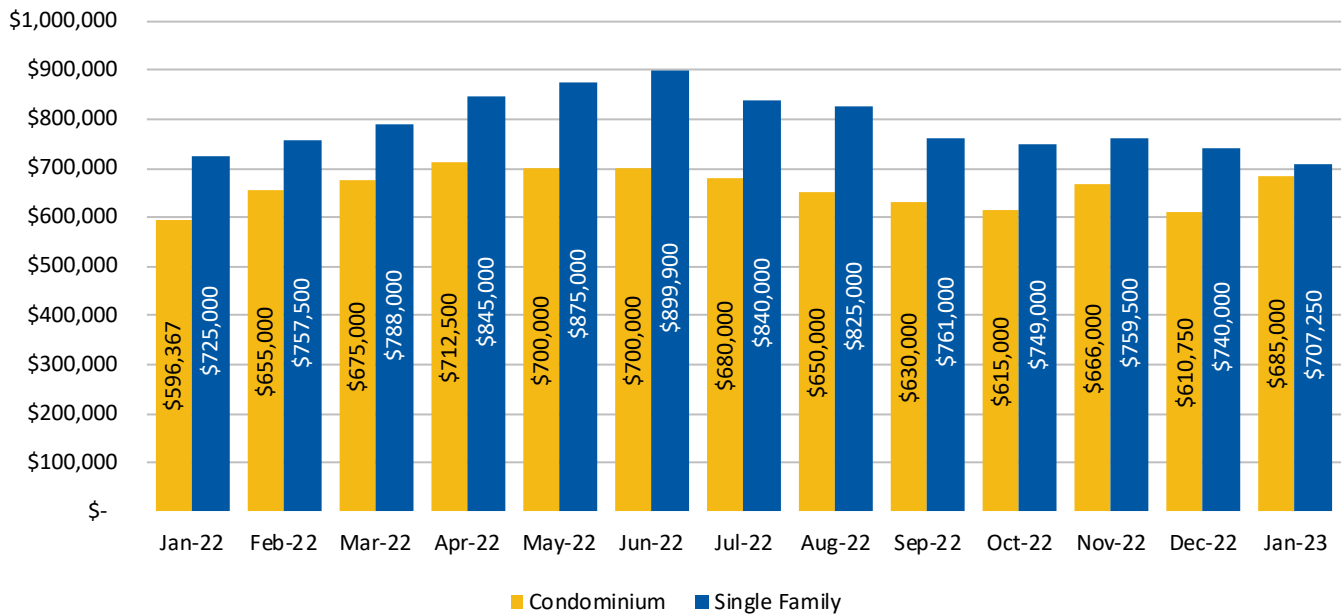
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
SINGLE FAMILY HOMES	500	755	▼ -33.8%	905	▼ -44.8%	618	12,493	▼ -95.1%
CONDOMINIUMS	553	728	▼ -24.0%	720	▼ -23.2%	668	10,911	▼ -93.9%



MEDIAN SELLING PRICE

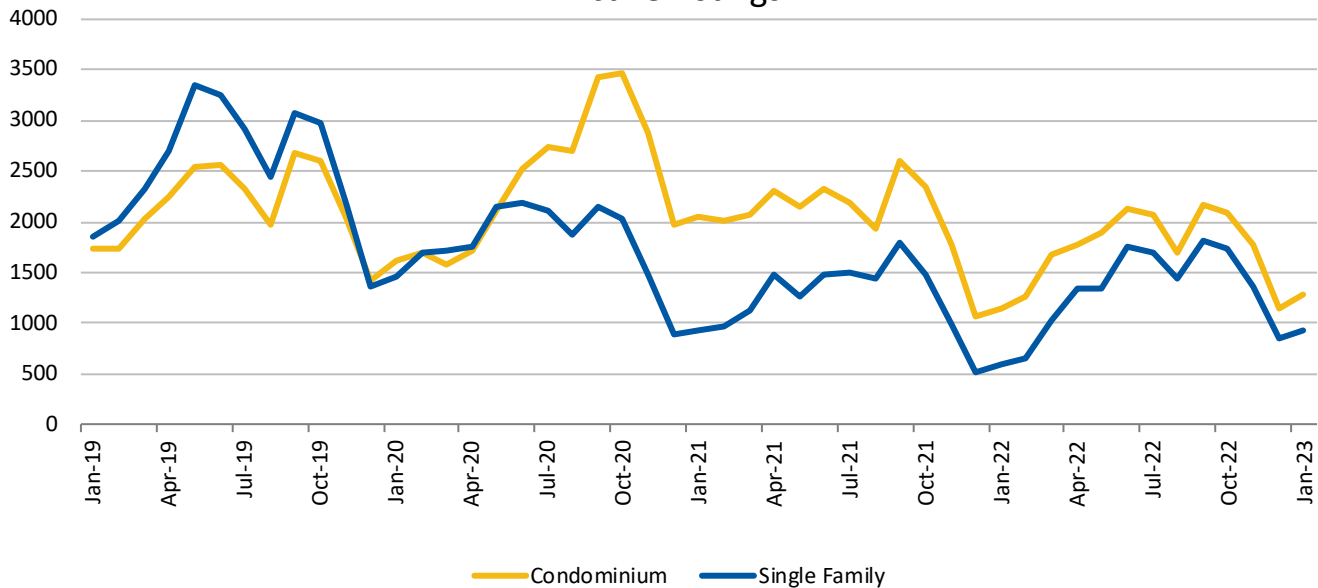
	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
SINGLE FAMILY HOMES	\$707,250	\$725,000	▼ -2.4%	\$740,000	▼ -4.4%	\$705,000	\$800,000	▼ -11.9%
CONDOMINIUMS	\$685,000	\$596,367	▲ 14.9%	\$610,750	▲ 12.2%	\$690,000	\$660,000	▲ 4.5%



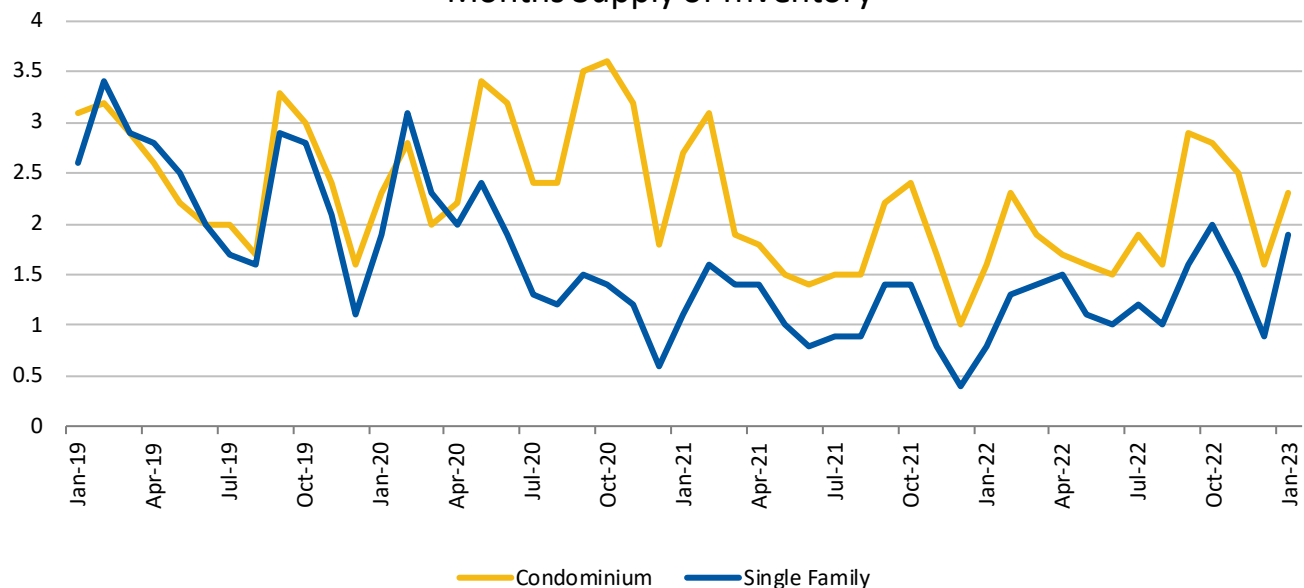
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jan 2023	Jan 2022	Change	Dec 2022	Change
SINGLE FAMILY HOMES	Active Listings	925	595	▲ 55.5%	855	▲ 8.2%
	Months Supply of Inventory	1.9	0.8	▲ 137.5%	0.9	▲ 111.1%
CONDOMINIUMS	Active Listings	1,289	1,144	▲ 12.7%	1,141	▲ 13.0%
	Months Supply of Inventory	2.3	1.6	▲ 43.8%	1.6	▲ 43.8%

Active Listings

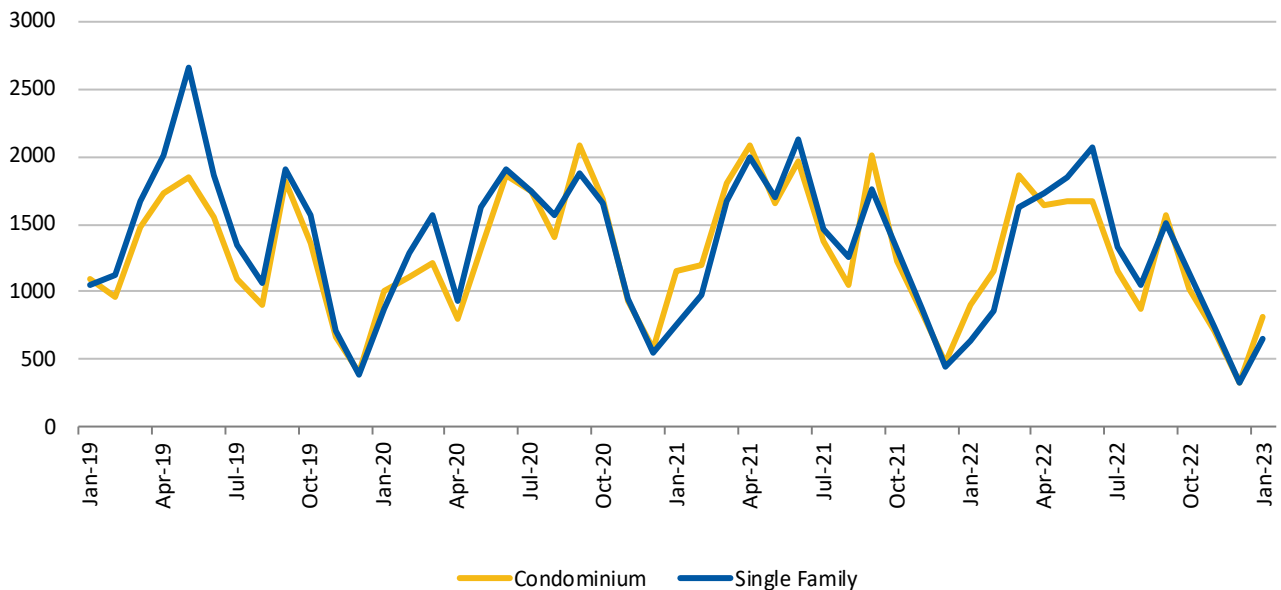
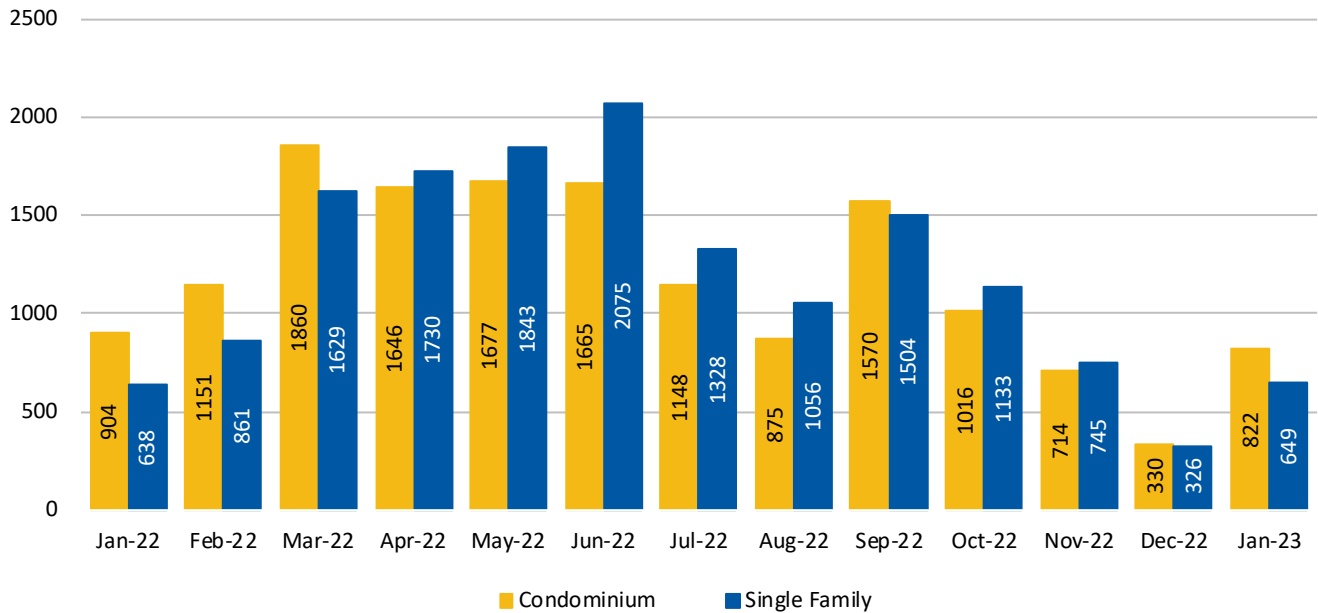


Months Supply of Inventory



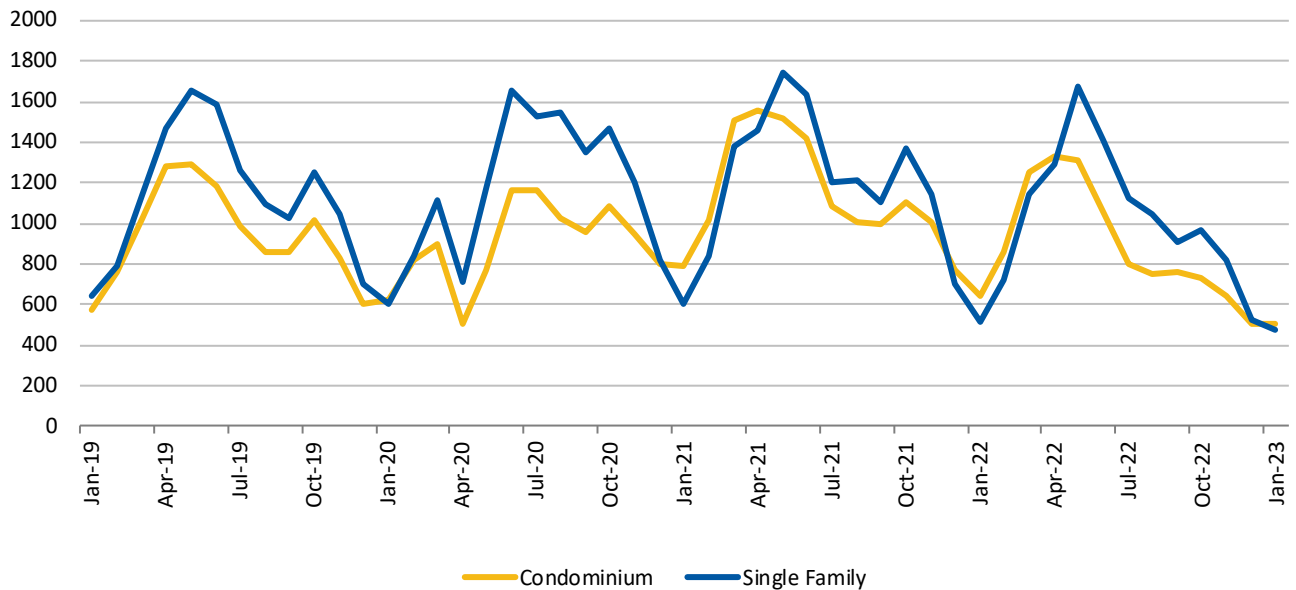
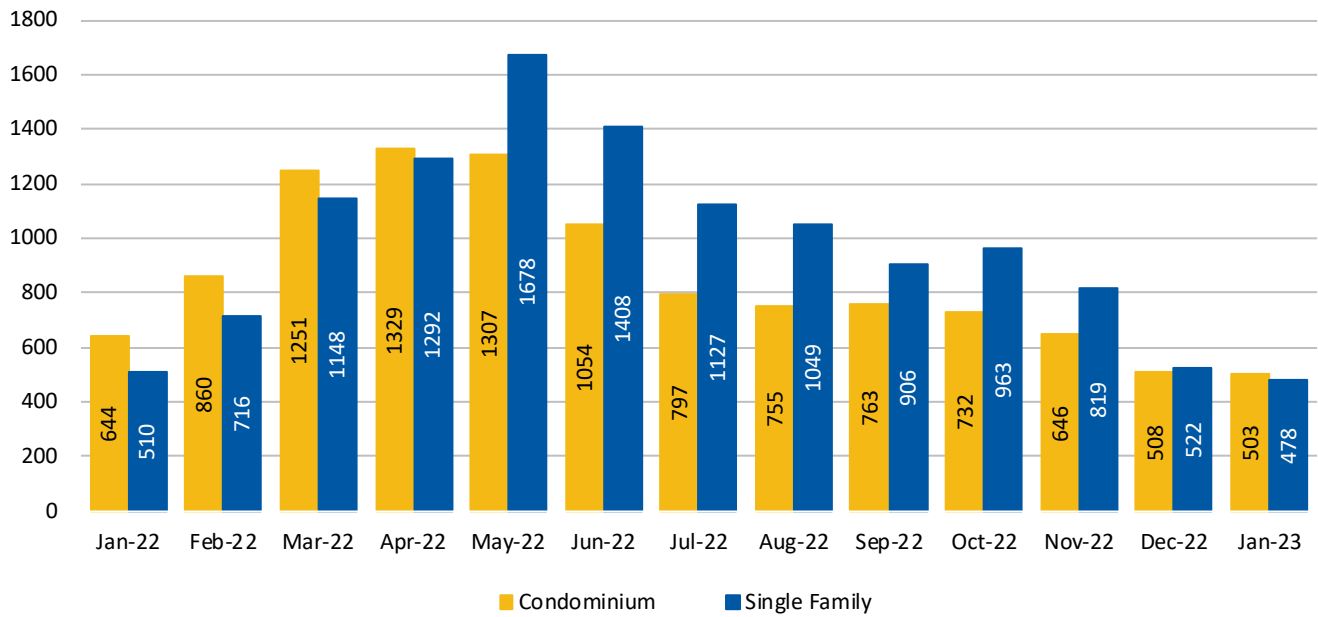
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
SINGLE FAMILY HOMES	649	638	▲ 1.7%	326	▲ 99.1%	971	14,868	▼ -93.5%
CONDOMINIUMS	822	904	▼ -9.1%	330	▲ 149.1%	1,196	14,556	▼ -91.8%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
SINGLE FAMILY HOMES	478	510	▼ -6.3%	522	▼ -8.4%	704	12,138	▼ -94.2%
CONDOMINIUMS	503	644	▼ -21.9%	508	▼ -1.0%	731	10,646	▼ -93.1%



CENTRAL MIDDLESEX REGION

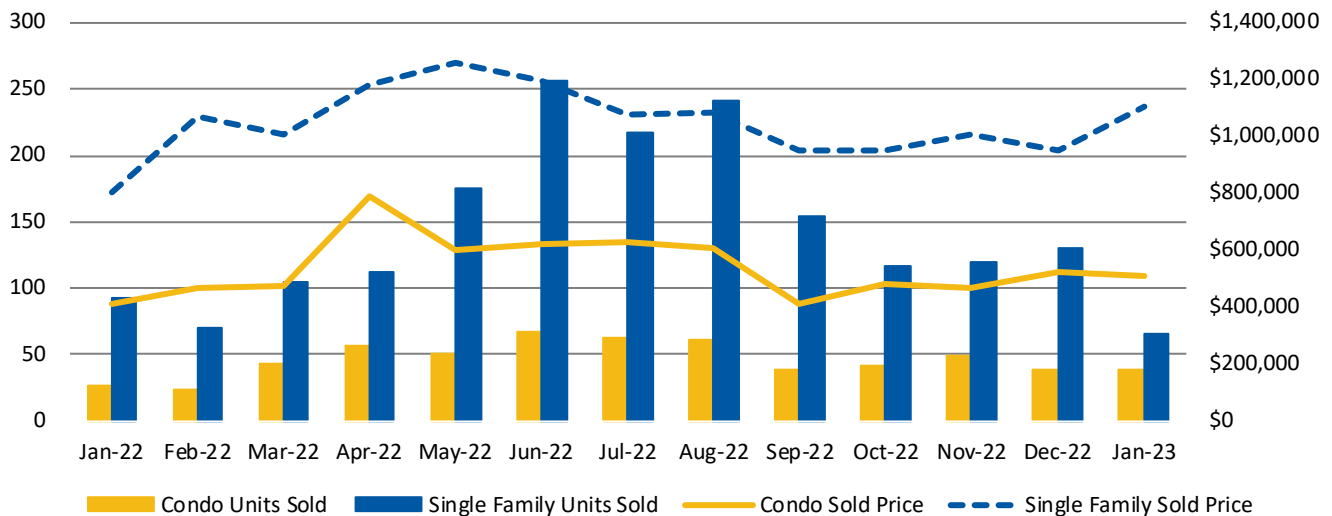
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$1,109,500	\$802,450	▲ 38.3%	\$950,000	▲ 16.8%	\$1,012,500	\$1,065,000	▼ -4.9%
Units Sold	66	92	▼ -28.3%	131	▼ -49.6%	80	1,791	▼ -95.5%
Active Listings	159	106	▲ 50.0%	143	▲ 11.2%	---	---	---
Months Supply of Inventory	2.4	1.2	▲ 100.0%	1.1	▲ 118.2%	---	---	---
New Listings	88	108	▼ -18.5%	40	▲ 120.0%	142	2,186	▼ -93.5%
Pending Sales	49	66	▼ -25.8%	59	▼ -16.9%	80	1,754	▼ -95.4%
Days to Off Market	24	18	▲ 33.3%	40	▼ -40.0%	23	17	▲ 35.3%
Sold to Original Price Ratio	96.3%	100.9%	▼ -4.6%	97.5%	▼ -1.2%	96.0%	105.2%	▼ -8.7%
Price per Square Foot	\$383	\$375	▲ 2.1%	\$389	▼ -1.5%	\$385	\$406	▼ -5.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$511,106	\$410,500	▲ 24.5%	\$525,000	▼ -2.6%	\$527,000	\$560,000	▼ -5.9%
Units Sold	38	27	▲ 40.7%	38	■ 0.0%	45	558	▼ -91.9%
Active Listings	60	57	▲ 5.3%	54	▲ 11.1%	---	---	---
Months Supply of Inventory	1.6	2.1	▼ -23.8%	1.4	▲ 14.3%	---	---	---
New Listings	45	48	▼ -6.3%	36	▲ 25.0%	77	684	▼ -88.7%
Pending Sales	26	30	▼ -13.3%	34	▼ -23.5%	38	565	▼ -93.3%
Days to Off Market	12	19	▼ -36.8%	48	▼ -75.0%	14	17	▼ -17.6%
Sold to Original Price Ratio	98.5%	101.4%	▼ -2.9%	100.2%	▼ -1.7%	98.8%	104.2%	▼ -5.2%
Price per Square Foot	\$349	\$299	▲ 16.7%	\$329	▲ 6.1%	\$347	\$330	▲ 5.2%



EASTERN MIDDLESEX REGION

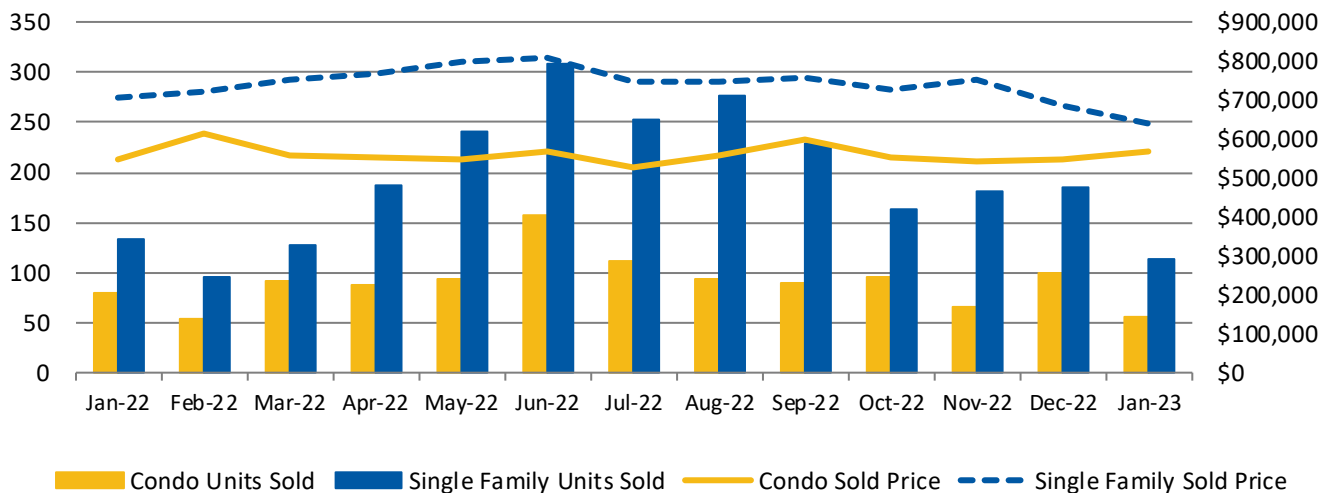
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$641,500	\$707,000	▼ -9.3%	\$687,000	▼ -6.6%	\$650,000	\$760,000	▼ -14.5%
Units Sold	114	133	▼ -14.3%	185	▼ -38.4%	135	2,379	▼ -94.3%
Active Listings	123	68	▲ 80.9%	121	▲ 1.7%	---	---	---
Months Supply of Inventory	1.1	0.5	▲ 120.0%	0.7	▲ 57.1%	---	---	---
New Listings	118	95	▲ 24.2%	68	▲ 73.5%	174	2,750	▼ -93.7%
Pending Sales	112	91	▲ 23.1%	117	▼ -4.3%	151	2,330	▼ -93.5%
Days to Off Market	22	19	▲ 15.8%	26	▼ -15.4%	20	17	▲ 17.6%
Sold to Original Price Ratio	96.8%	102.7%	▼ -5.7%	97.7%	▼ -0.9%	97.1%	104.0%	▼ -6.6%
Price per Square Foot	\$364	\$385	▼ -5.5%	\$382	▼ -4.7%	\$364	\$403	▼ -9.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$570,000	\$550,000	▲ 3.6%	\$549,268	▲ 3.8%	\$573,840	\$560,000	▲ 2.5%
Units Sold	55	79	▼ -30.4%	100	▼ -45.0%	64	1,116	▼ -94.3%
Active Listings	79	72	▲ 9.7%	68	▲ 16.2%	---	---	---
Months Supply of Inventory	1.4	0.9	▲ 55.6%	0.7	▲ 100.0%	---	---	---
New Listings	74	88	▼ -15.9%	34	▲ 117.6%	102	1,289	▼ -92.1%
Pending Sales	58	66	▼ -12.1%	61	▼ -4.9%	84	1,077	▼ -92.2%
Days to Off Market	21	18	▲ 16.7%	39	▼ -46.2%	23	18	▲ 27.8%
Sold to Original Price Ratio	98.3%	100.4%	▼ -2.1%	99.1%	▼ -0.8%	98.0%	101.8%	▼ -3.7%
Price per Square Foot	\$426	\$417	▲ 2.2%	\$419	▲ 1.7%	\$422	\$436	▼ -3.2%



METRO BOSTON REGION

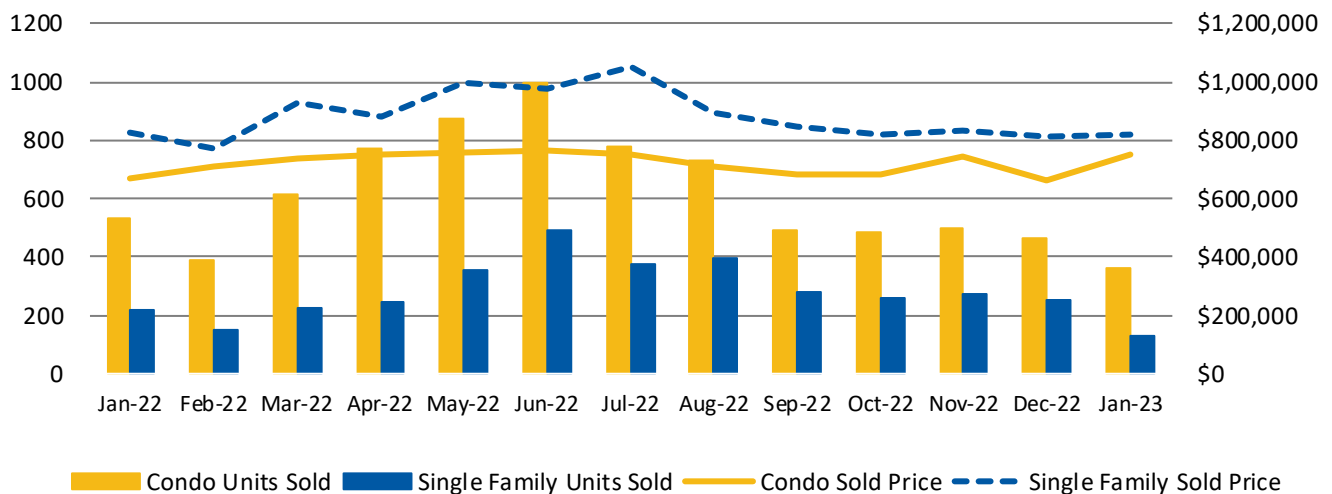
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett,
Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$816,250	\$825,000	▼ -1.1%	\$812,500	▲ 0.5%	\$811,750	\$900,000	▼ -9.8%
Units Sold	130	215	▼ -39.5%	251	▼ -48.2%	166	3,509	▼ -95.3%
Active Listings	318	214	▲ 48.6%	295	▲ 7.8%	---	---	---
Months Supply of Inventory	2.4	1.0	▲ 140.0%	1.2	▲ 100.0%	---	---	---
New Listings	205	178	▲ 15.2%	93	▲ 120.4%	303	4,456	▼ -93.2%
Pending Sales	133	137	▼ -2.9%	141	▼ -5.7%	203	3,408	▼ -94.0%
Days to Off Market	28	19	▲ 47.4%	35	▼ -20.0%	24	18	▲ 33.3%
Sold to Original Price Ratio	96.0%	99.3%	▼ -3.3%	96.7%	▼ -0.7%	96.0%	102.3%	▼ -6.2%
Price per Square Foot	\$458	\$441	▲ 3.9%	\$452	▲ 1.3%	\$458	\$485	▼ -5.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$753,623	\$670,000	▲ 12.5%	\$665,000	▲ 13.3%	\$755,000	\$729,000	▲ 3.6%
Units Sold	360	529	▼ -31.9%	465	▼ -22.6%	439	7,622	▼ -94.2%
Active Listings	1,012	905	▲ 11.8%	903	▲ 12.1%	---	---	---
Months Supply of Inventory	2.8	1.7	▲ 64.7%	1.9	▲ 47.4%	---	---	---
New Listings	597	656	▼ -9.0%	212	▲ 181.6%	870	10,806	▼ -91.9%
Pending Sales	348	450	▼ -22.7%	321	▲ 8.4%	514	7,486	▼ -93.1%
Days to Off Market	35	29	▲ 20.7%	45	▼ -22.2%	34	21	▲ 61.9%
Sold to Original Price Ratio	96.7%	97.0%	▼ -0.3%	95.6%	▲ 1.2%	96.4%	99.6%	▼ -3.2%
Price per Square Foot	\$699	\$602	▲ 16.1%	\$622	▲ 12.4%	\$674	\$685	▼ -1.6%



METRO WEST REGION

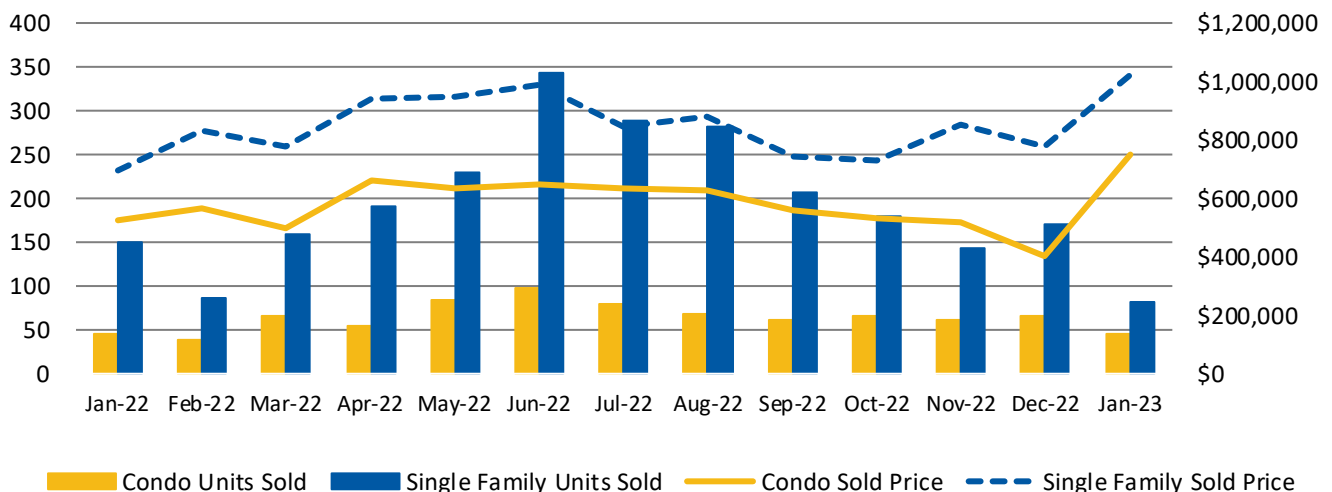
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$1,025,000	\$695,000	▲ 47.5%	\$780,000	▲ 31.4%	\$975,000	\$850,000	▲ 14.7%
Units Sold	81	151	▼ -46.4%	171	▼ -52.6%	100	2,432	▼ -95.9%
Active Listings	155	88	▲ 76.1%	140	▲ 10.7%	---	---	---
Months Supply of Inventory	1.9	0.6	▲ 216.7%	0.8	▲ 137.5%	---	---	---
New Listings	110	127	▼ -13.4%	53	▲ 107.5%	174	2,800	▼ -93.8%
Pending Sales	75	107	▼ -29.9%	91	▼ -17.6%	116	2,341	▼ -95.0%
Days to Off Market	53	16	▲ 231.3%	36	▲ 47.2%	37	15	▲ #####
Sold to Original Price Ratio	96.2%	101.5%	▼ -5.2%	97.7%	▼ -1.5%	95.9%	104.2%	▼ -8.0%
Price per Square Foot	\$357	\$341	▲ 4.7%	\$357	■ 0.0%	\$361	\$369	▼ -2.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$752,000	\$527,500	▲ 42.6%	\$405,000	▲ 85.7%	\$746,958	\$575,000	▲ 29.9%
Units Sold	45	46	▼ -2.2%	65	▼ -30.8%	56	784	▼ -92.9%
Active Listings	61	58	▲ 5.2%	61	■ 0.0%	---	---	---
Months Supply of Inventory	1.4	1.3	▲ 7.7%	0.9	▲ 55.6%	---	---	---
New Listings	47	54	▼ -13.0%	23	▲ 104.3%	74	877	▼ -91.6%
Pending Sales	36	40	▼ -10.0%	42	▼ -14.3%	46	743	▼ -93.8%
Days to Off Market	28	19	▲ 47.4%	28	■ 0.0%	24	17	▲ 41.2%
Sold to Original Price Ratio	101.2%	101.5%	▼ -0.3%	98.8%	▲ 2.4%	99.9%	102.6%	▼ -2.6%
Price per Square Foot	\$348	\$332	▲ 4.8%	\$308	▲ 13.0%	\$351	\$332	▲ 5.7%



SOUTHERN NORFOLK REGION

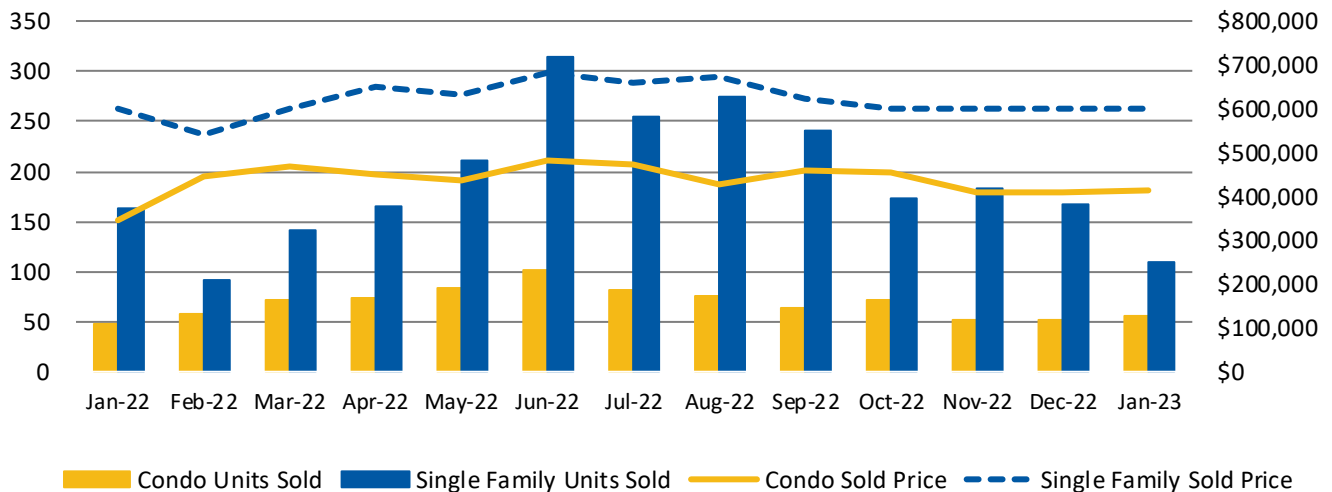
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood,
Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$599,900	\$601,500	▼ -0.3%	\$600,000	▼ 0.0%	\$597,500	\$630,000	▼ -5.2%
Units Sold	109	164	▼ -33.5%	167	▼ -34.7%	137	2,382	▼ -94.2%
Active Listings	170	119	▲ 42.9%	156	▲ 9.0%	---	---	---
Months Supply of Inventory	1.6	0.7	▲ 128.6%	0.9	▲ 77.8%	---	---	---
New Listings	128	130	▼ -1.5%	72	▲ 77.8%	178	2,676	▼ -93.3%
Pending Sales	109	109	▬ 0.0%	114	▼ -4.4%	154	2,305	▼ -93.3%
Days to Off Market	29	19	▲ 52.6%	38	▼ -23.7%	28	19	▲ 47.4%
Sold to Original Price Ratio	97.4%	101.8%	▼ -4.3%	98.8%	▼ -1.4%	97.3%	102.8%	▼ -5.4%
Price per Square Foot	\$309	\$312	▼ -1.0%	\$319	▼ -3.1%	\$310	\$328	▼ -5.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$412,500	\$345,000	▲ 19.6%	\$407,500	▲ 1.2%	\$418,750	\$447,500	▼ -6.4%
Units Sold	55	47	▲ 17.0%	52	▲ 5.8%	64	831	▼ -92.3%
Active Listings	77	52	▲ 48.1%	55	▲ 40.0%	---	---	---
Months Supply of Inventory	1.4	1.1	▲ 27.3%	1.1	▲ 27.3%	---	---	---
New Listings	59	58	▲ 1.7%	25	▲ 136.0%	73	900	▼ -91.9%
Pending Sales	35	58	▼ -39.7%	50	▼ -30.0%	49	775	▼ -93.7%
Days to Off Market	25	18	▲ 38.9%	26	▼ -3.8%	20	17	▲ 17.6%
Sold to Original Price Ratio	101.2%	100.1%	▲ 1.1%	99.8%	▲ 1.4%	101.2%	103.4%	▼ -2.1%
Price per Square Foot	\$333	\$286	▲ 16.4%	\$299	▲ 11.4%	\$328	\$317	▲ 3.5%



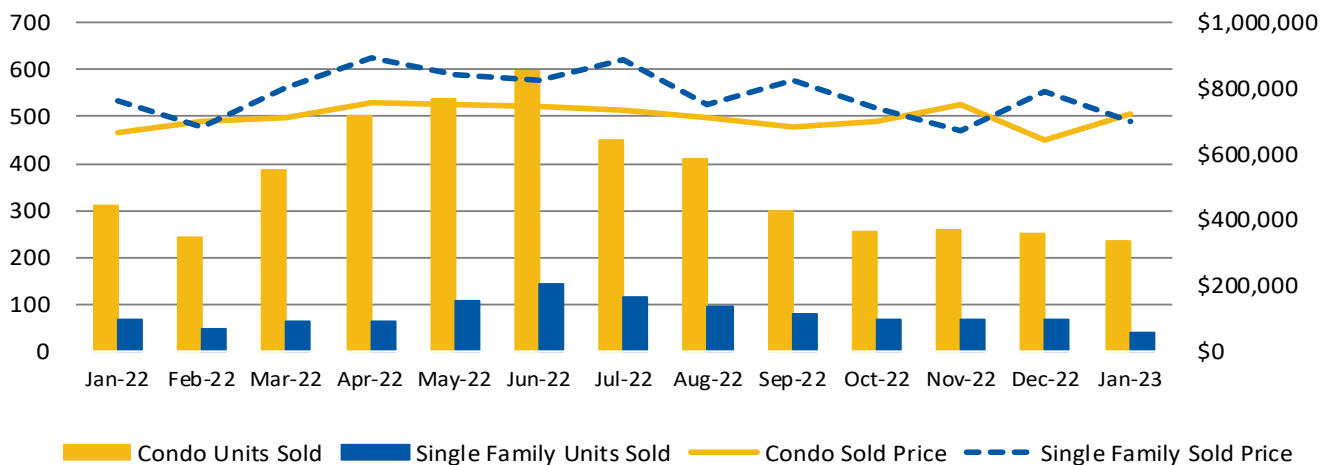
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$700,000	\$760,000	▼ -7.9%	\$792,500	▼ -11.7%	\$712,500	\$796,500	▼ -10.5%
Units Sold	41	69	▼ -40.6%	66	▼ -37.9%	52	991	▼ -94.8%
Active Listings	110	86	▲ 27.9%	109	▲ 0.9%	---	---	---
Months Supply of Inventory	2.7	1.2	▲ 125.0%	1.7	▲ 58.8%	---	---	---
New Listings	63	57	▲ 10.5%	27	▲ 133.3%	99	1,283	▼ -92.3%
Pending Sales	42	51	▼ -17.6%	39	▲ 7.7%	62	960	▼ -93.5%
Days to Off Market	30	21	▲ 42.9%	46	▼ -34.8%	27	20	▲ 35.0%
Sold to Original Price Ratio	93.5%	98.0%	▼ -4.6%	94.2%	▼ -0.7%	94.1%	100.8%	▼ -6.6%
Price per Square Foot	\$467	\$436	▲ 7.1%	\$421	▲ 10.9%	\$463	\$476	▼ -2.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$720,000	\$664,000	▲ 8.4%	\$642,500	▲ 12.1%	\$729,900	\$724,000	▲ 0.8%
Units Sold	235	309	▼ -23.9%	251	▼ -6.4%	281	4,495	▼ -93.7%
Active Listings	687	677	▲ 1.5%	619	▲ 11.0%	---	---	---
Months Supply of Inventory	2.9	2.2	▲ 31.8%	2.5	▲ 16.0%	---	---	---
New Listings	358	454	▼ -21.1%	133	▲ 169.2%	519	6,738	▼ -92.3%
Pending Sales	194	298	▼ -34.9%	182	▲ 6.6%	291	4,468	▼ -93.5%
Days to Off Market	44	33	▲ 33.3%	44	■ 0.0%	44	21	▲ 109.5%
Sold to Original Price Ratio	97.5%	96.3%	▲ 1.2%	95.1%	▲ 2.5%	97.3%	98.8%	▼ -1.5%
Price per Square Foot	\$923	\$660	▲ 39.8%	\$666	▲ 38.6%	\$868	\$757	▲ 14.7%



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 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$800,000	\$885,000	▼ -9.6%	\$800,000	▬ 0.0%	\$800,000	\$875,000	▼ -8.6%
Units Sold	65	95	▼ -31.6%	93	▼ -30.1%	89	1,453	▼ -93.9%
Active Listings	135	135	▬ 0.0%	131	▲ 3.1%	---	---	---
Months Supply of Inventory	2.1	1.4	▲ 50.0%	1.4	▲ 50.0%	---	---	---
New Listings	97	117	▼ -17.1%	57	▲ 70.2%	132	1,939	▼ -93.2%
Pending Sales	63	68	▼ -7.4%	74	▼ -14.9%	92	1,403	▼ -93.4%
Days to Off Market	24	20	▲ 20.0%	34	▼ -29.4%	21	20	▲ 5.0%
Sold to Original Price Ratio	95.4%	99.2%	▼ -3.8%	95.0%	▲ 0.4%	94.9%	100.6%	▼ -5.7%
Price per Square Foot	\$337	\$358	▼ -5.9%	\$326	▲ 3.4%	\$338	\$355	▼ -4.8%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$970,000	\$1,087,500	▼ -10.8%	\$1,085,000	▼ -10.6%	\$950,000	\$1,129,000	▼ -15.9%
Units Sold	21	40	▼ -47.5%	29	▼ -27.6%	29	493	▼ -94.1%
Active Listings	77	82	▼ -6.1%	78	▼ -1.3%	---	---	---
Months Supply of Inventory	3.7	2.1	▲ 76.2%	2.7	▲ 37.0%	---	---	---
New Listings	42	48	▼ -12.5%	19	▲ 121.1%	57	796	▼ -92.8%
Pending Sales	26	30	▼ -13.3%	25	▲ 4.0%	40	467	▼ -91.4%
Days to Off Market	62	30	▲ 106.7%	51	▲ 21.6%	47	22	▲ 113.6%
Sold to Original Price Ratio	92.6%	98.2%	▼ -5.7%	92.2%	▲ 0.4%	94.9%	97.2%	▼ -2.4%
Price per Square Foot	\$277	\$328	▼ -15.5%	\$316	▼ -12.3%	\$277	\$342	▼ -19.0%

4 Family Homes

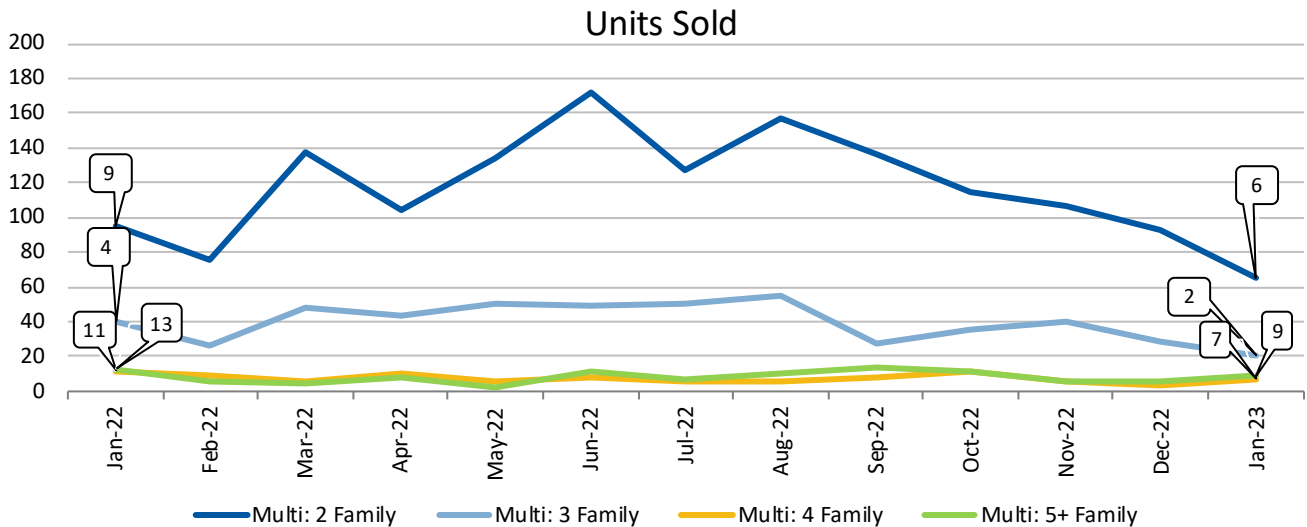
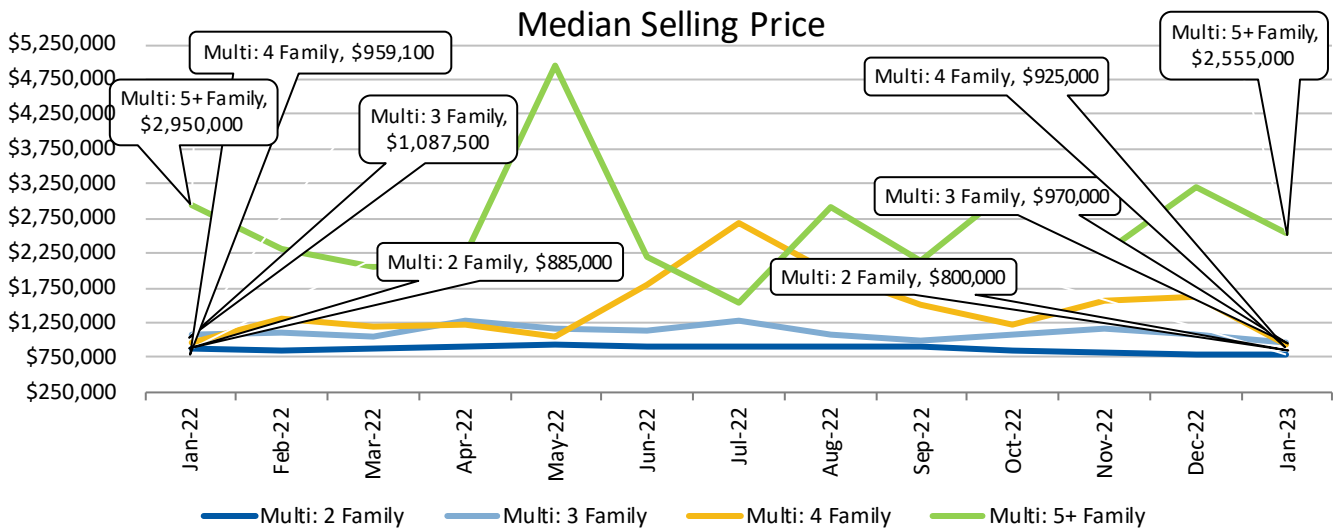
	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$4,388,000	\$1,300,000	▲ 237.5%	\$925,000	▲ 374.4%	\$2,589,000	\$1,480,000	▲ 74.9%
Units Sold	1	9	▼ -88.9%	7	▼ -85.7%	2	83	▼ -97.6%
Active Listings	20	25	▼ -20.0%	22	▼ -9.1%	---	---	---
Months Supply of Inventory	20.0	2.8	▲ 614.3%	3.1	▲ 545.2%	---	---	---
New Listings	7	13	▼ -46.2%	4	▲ 75.0%	14	167	▼ -91.6%
Pending Sales	4	5	▼ -20.0%	5	▼ -20.0%	4	77	▼ -94.8%
Days to Off Market	39	44	▼ -11.4%	76	▼ -48.7%	39	27	▲ 44.4%
Sold to Original Price Ratio	91.4%	100.1%	▼ -8.7%	90.3%	▲ 1.2%	95.1%	95.8%	▼ -0.7%
Price per Square Foot	\$713	\$306	▲ 133.0%	\$217	▲ 228.6%	\$476	\$364	▲ 30.8%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

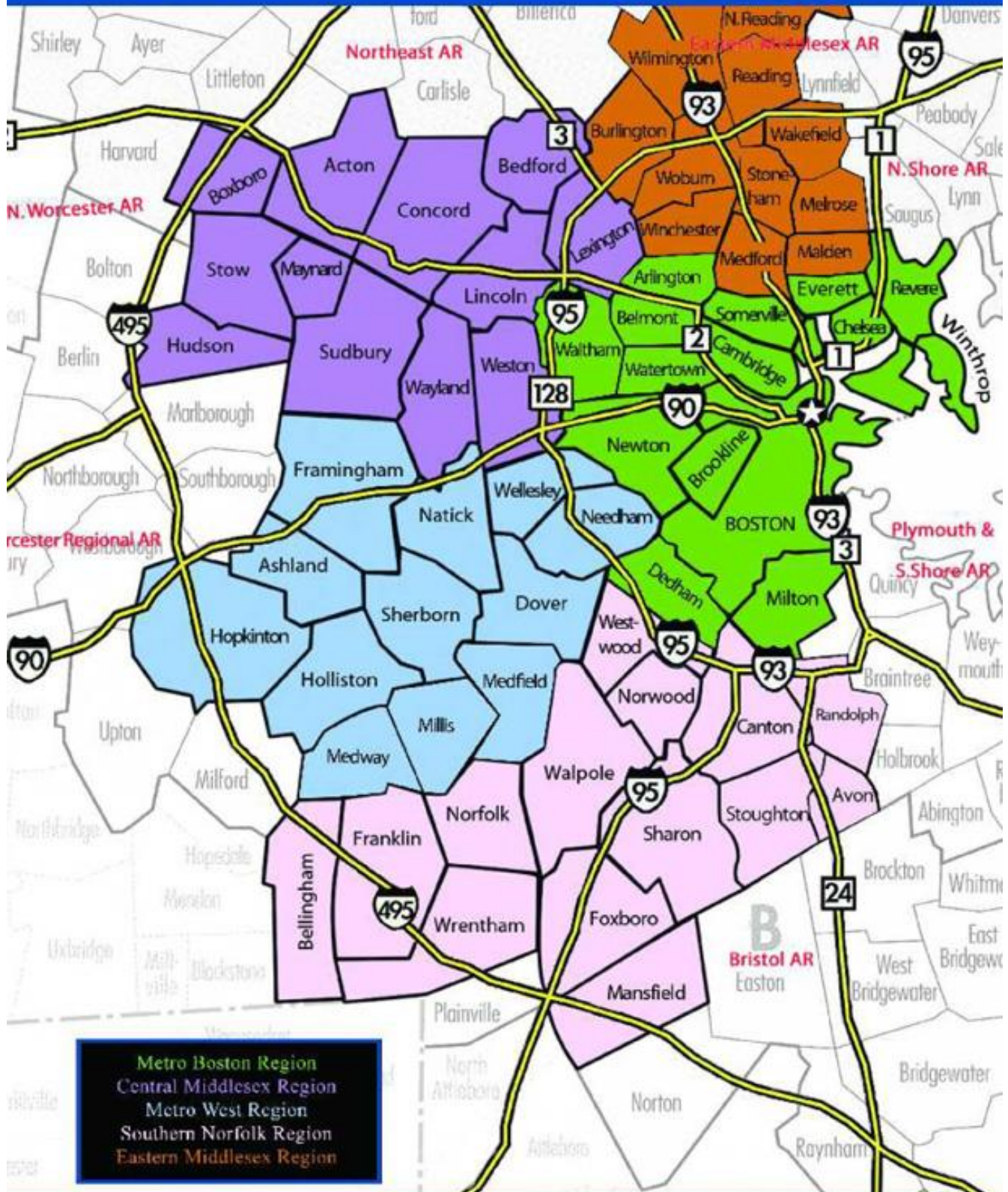
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2023	Jan 2022	Change	Dec 2022	Change	2023	2022	Change
Median Selling Price	\$3,100,000	\$2,310,000	▲ 34.2%	\$2,555,000	▲ 21.3%	\$2,400,000	\$2,445,000	▼ -1.8%
Units Sold	3	6	▼ -50.0%	9	▼ -66.7%	4	93	▼ -95.7%
Active Listings	42	50	▼ -16.0%	39	▲ 7.7%	---	---	---
Months Supply of Inventory	14.0	8.3	▲ 68.7%	4.3	▲ 225.6%	---	---	---
New Listings	14	13	▲ 7.7%	11	▲ 27.3%	23	238	▼ -90.3%
Pending Sales	3	4	▼ -25.0%	5	▼ -40.0%	5	95	▼ -94.7%
Days to Off Market	28	25	▲ 12.0%	24	▲ 16.7%	28	38	▼ -26.3%
Sold to Original Price Ratio	93.5%	95.7%	▼ -2.3%	93.1%	▲ 0.4%	93.8%	94.6%	▼ -0.8%
Price per Square Foot	\$515	\$448	▲ 15.0%	\$420	▲ 22.6%	\$414	\$428	▼ -3.3%



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.