

# MONTHLY MARKET INSIGHT REPORT

## March 2023

### Single-Family Homes

The 621 homes sold made for the twentieth highest sales volume for the month and was a 17.7 percent decrease from the 755 homes sold in March 2022. The median sales price reached a record high for the month of March at \$830,000, as it rose 5.1. percent from the March 2022 median sales price of \$789,500.

### Condominiums

With 694 condos sold, it was the thirteenth most active March on record in Greater Boston, and a 21.8 percent decrease in sales from the 888 units sold in March 2022. The median sales price of condos rose 1.9 percent from \$675,000 in March 2022 to \$87,000 this year, a new record-high for the month.

### Multi-Family Homes

This month, there were 142 multi-family units sold in Greater Boston, which reflects a 30.4 percent decrease in sale activity from the 204 multi-family homes sold in March 2022.



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### Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru /10/2023

# GREATER BOSTON MARKET SUMMARY

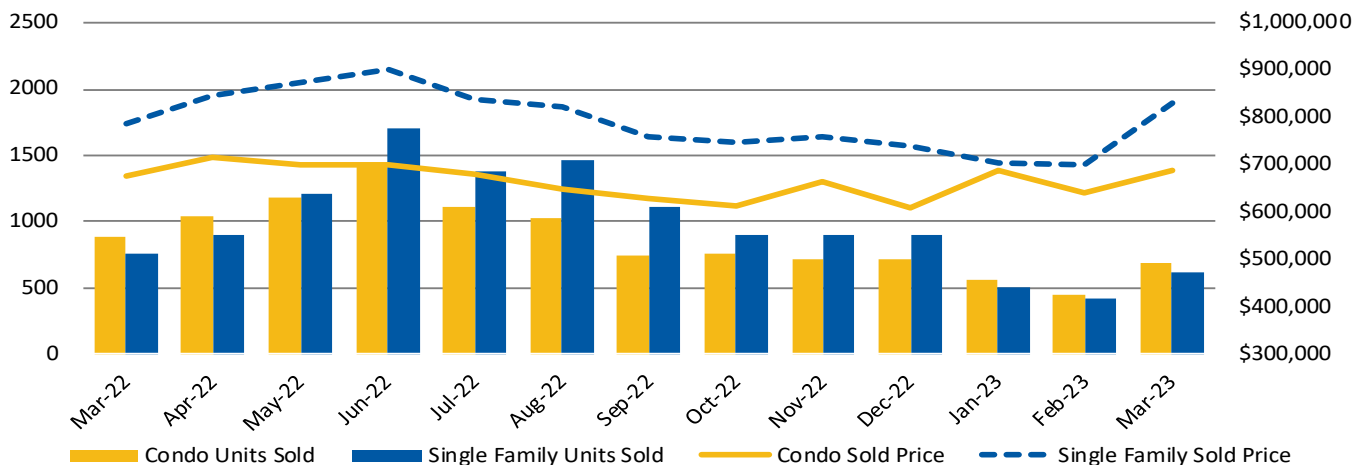
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$830,000	\$788,000	▲ 5.3%	\$699,500	▲ 18.7%	\$749,000	\$753,500	▼ -0.6%
Units Sold	621	755	▼ -17.7%	418	▲ 48.6%	1,549	2,002	▼ -22.6%
Active Listings	1,206	1,024	▲ 17.8%	844	▲ 42.9%	---	---	---
Months Supply of Inventory	1.9	1.4	▲ 35.7%	2.0	▼ -5.0%	---	---	---
New Listings	1,317	1,629	▼ -19.2%	650	▲ 102.6%	2,614	3,128	▼ -16.4%
Pending Sales	860	1,149	▼ -25.2%	637	▲ 35.0%	1,956	2,374	▼ -17.6%
Days to Off Market	15	12	▲ 25.0%	20	▼ -25.0%	19	14	▲ 35.7%
Sold to Original Price Ratio	100.3%	106.1%	▼ -5.5%	96.8%	▲ 3.6%	98.1%	103.4%	▼ -5.1%
Price per Square Foot	\$397	\$414	▼ -4.1%	\$384	▲ 3.4%	\$385	\$390	▼ -1.3%

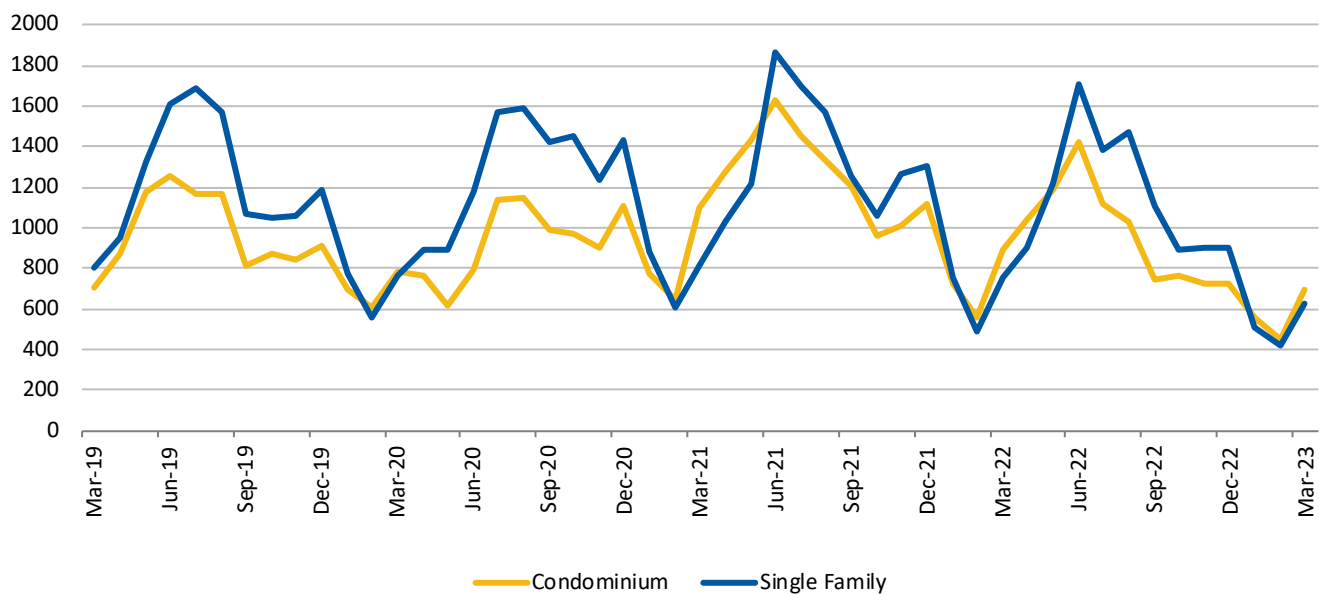
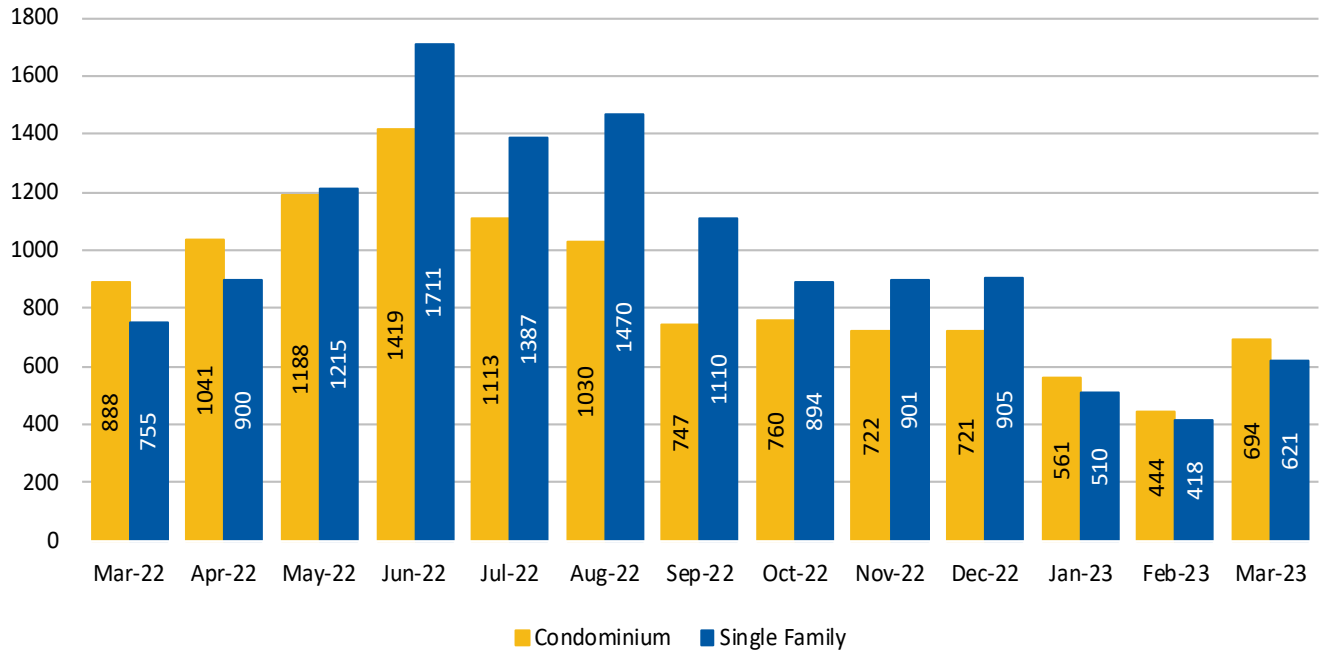
## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$687,500	\$675,000	▲ 1.9%	\$639,900	▲ 7.4%	\$679,900	\$646,000	▲ 5.2%
Units Sold	694	888	▼ -21.8%	444	▲ 56.3%	1,699	2,174	▼ -21.8%
Active Listings	1,671	1,673	▼ -0.1%	1,349	▲ 23.9%	---	---	---
Months Supply of Inventory	2.4	1.9	▲ 26.3%	3.0	▼ -20.0%	---	---	---
New Listings	1,379	1,860	▼ -25.9%	861	▲ 60.2%	3,059	3,916	▼ -21.9%
Pending Sales	896	1,251	▼ -28.4%	647	▲ 38.5%	2,040	2,755	▼ -26.0%
Days to Off Market	19	16	▲ 18.8%	21	▼ -9.5%	21	18	▲ 16.7%
Sold to Original Price Ratio	98.9%	101.8%	▼ -2.8%	97.7%	▲ 1.2%	98.2%	99.9%	▼ -1.7%
Price per Square Foot	\$559	\$564	▼ -0.9%	\$527	▲ 6.1%	\$541	\$541	▲ 0.0%



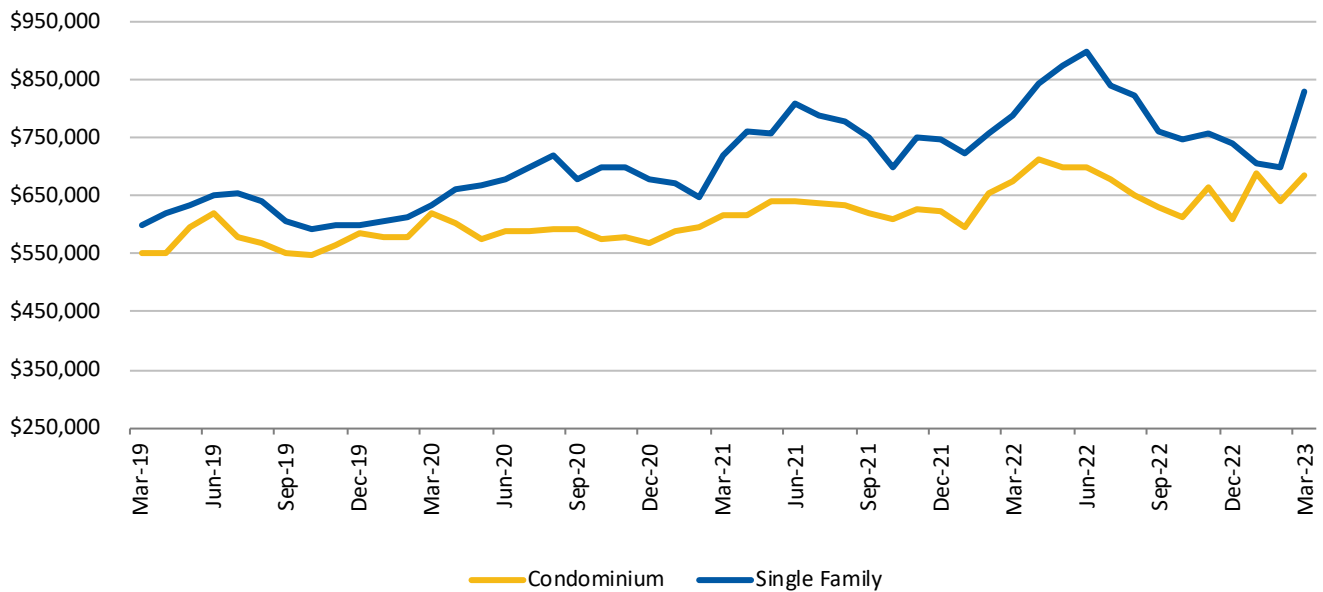
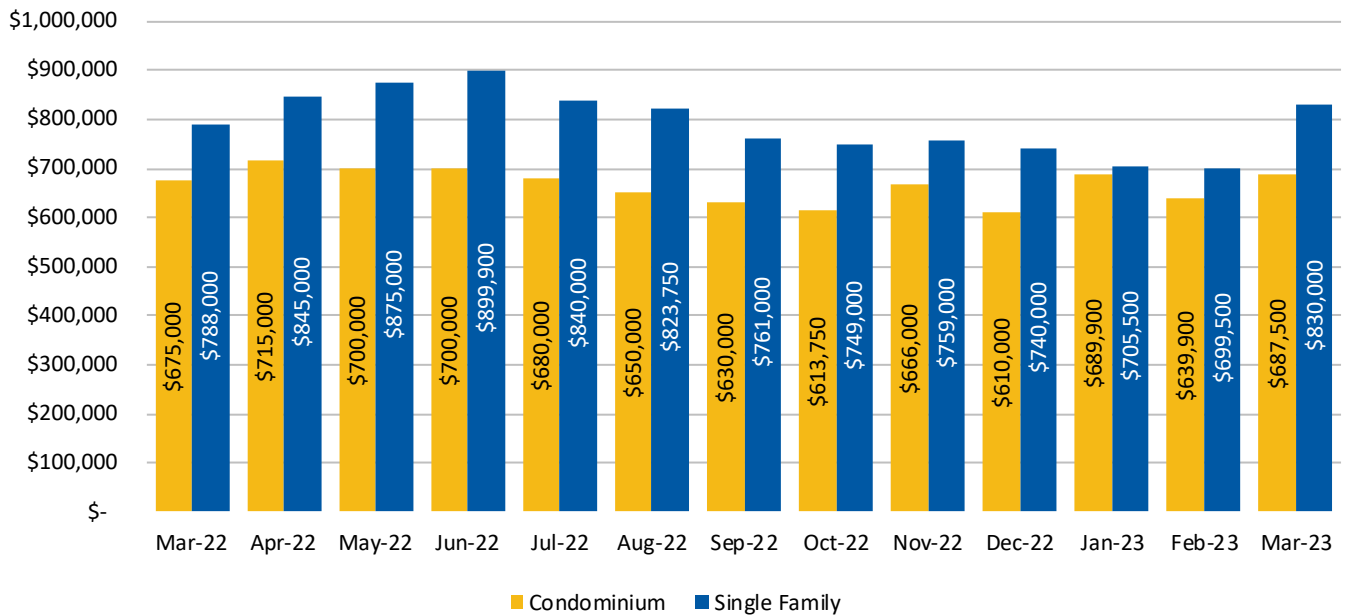
# UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
<b>SINGLE FAMILY HOMES</b>	621	755	▼ -17.7%	418	▲ 48.6%	1,549	2,002	▼ -22.6%
<b>CONDOMINIUMS</b>	694	888	▼ -21.8%	444	▲ 56.3%	1,699	2,174	▼ -21.8%



# MEDIAN SELLING PRICE

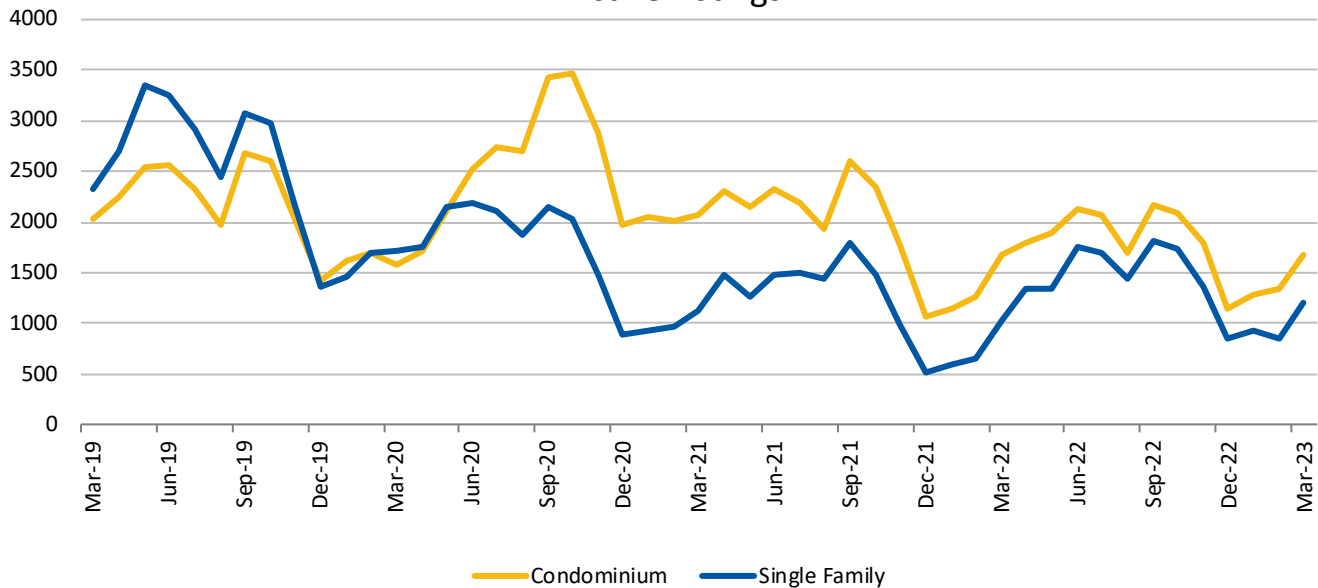
	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
<b>SINGLE FAMILY HOMES</b>	<b>\$830,000</b>	\$788,000	▲ 5.3%	\$699,500	▲ 18.7%	<b>\$749,000</b>	\$753,500	▼ -0.6%
<b>CONDOMINIUMS</b>	<b>\$687,500</b>	\$675,000	▲ 1.9%	\$639,900	▲ 7.4%	<b>\$679,900</b>	\$646,000	▲ 5.2%



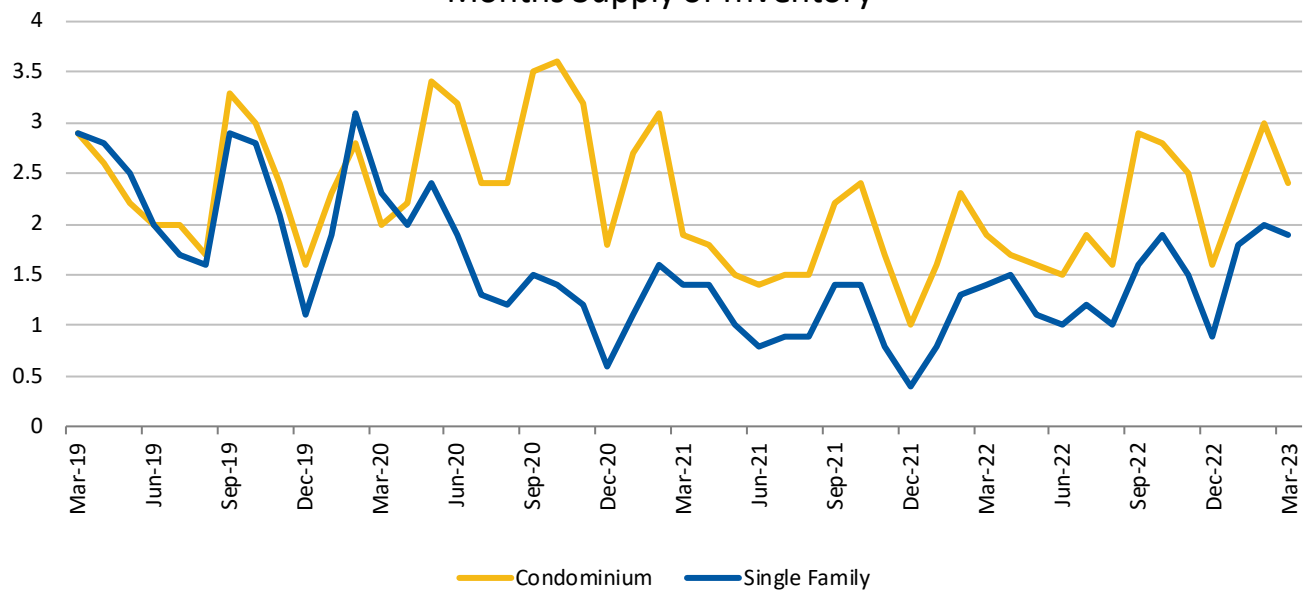
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		Mar 2023	Mar 2022	Change	Feb 2023	Change
SINGLE FAMILY HOMES	Active Listings	1,206	1,024	▲ 17.8%	844	▲ 42.9%
	Months Supply of Inventory	1.9	1.4	▲ 35.7%	2.0	▼ -5.0%
CONDOMINIUMS	Active Listings	1,671	1,673	▼ -0.1%	1,349	▲ 23.9%
	Months Supply of Inventory	2.4	1.9	▲ 26.3%	3.0	▼ -20.0%

Active Listings

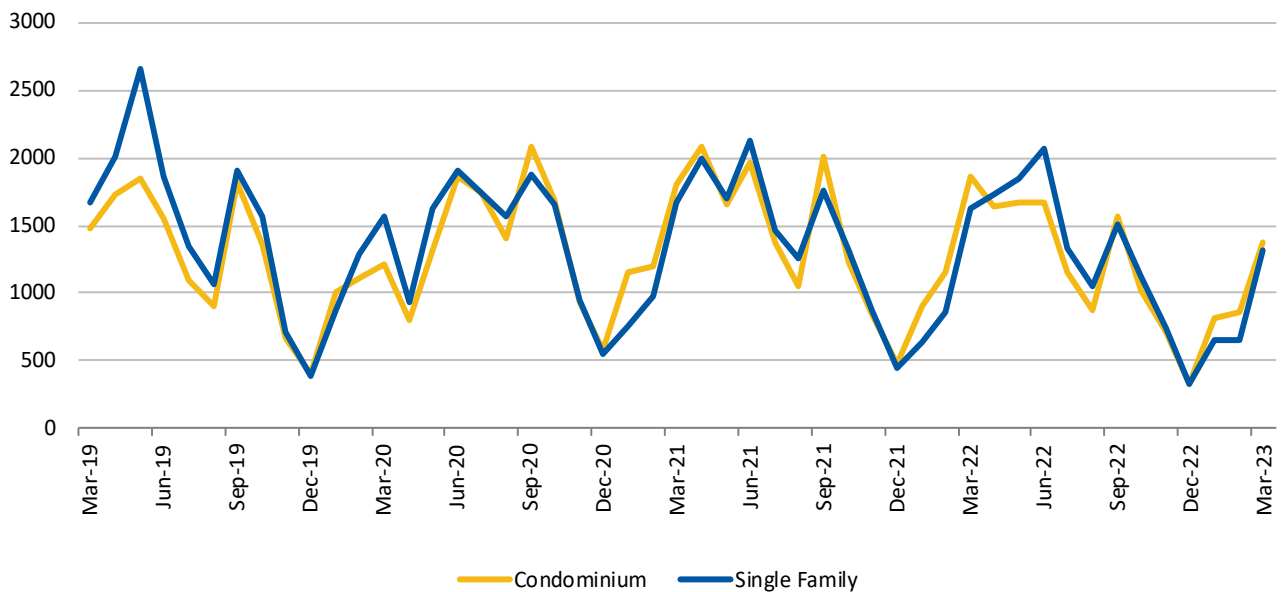
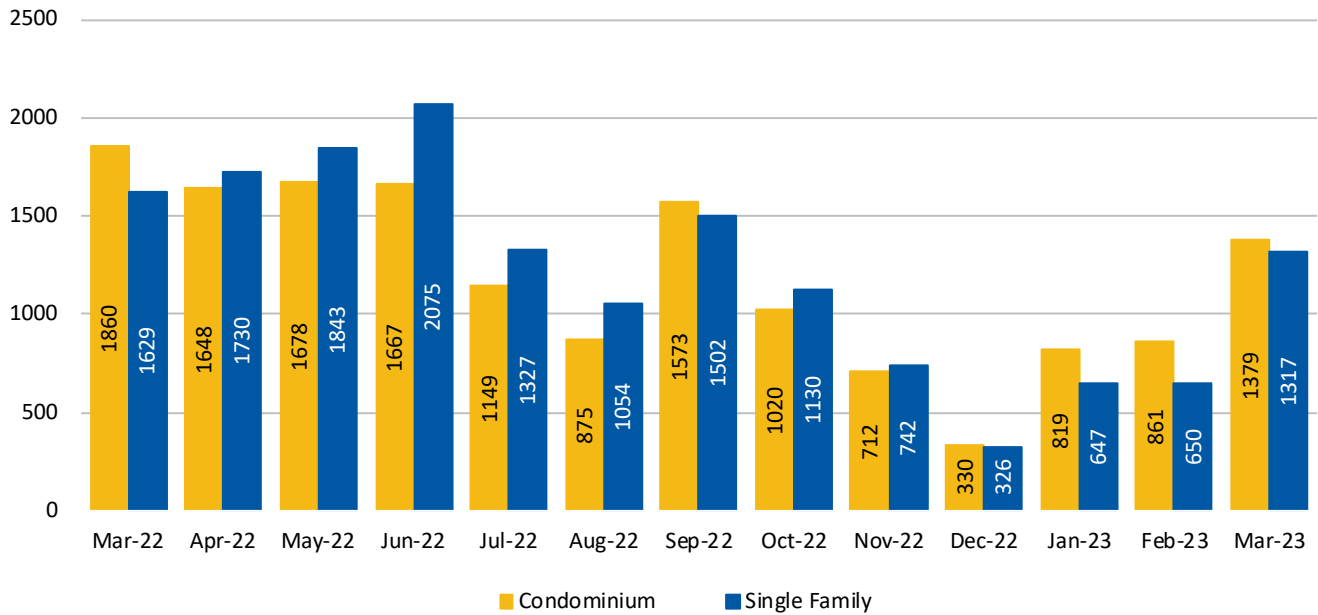


Months Supply of Inventory



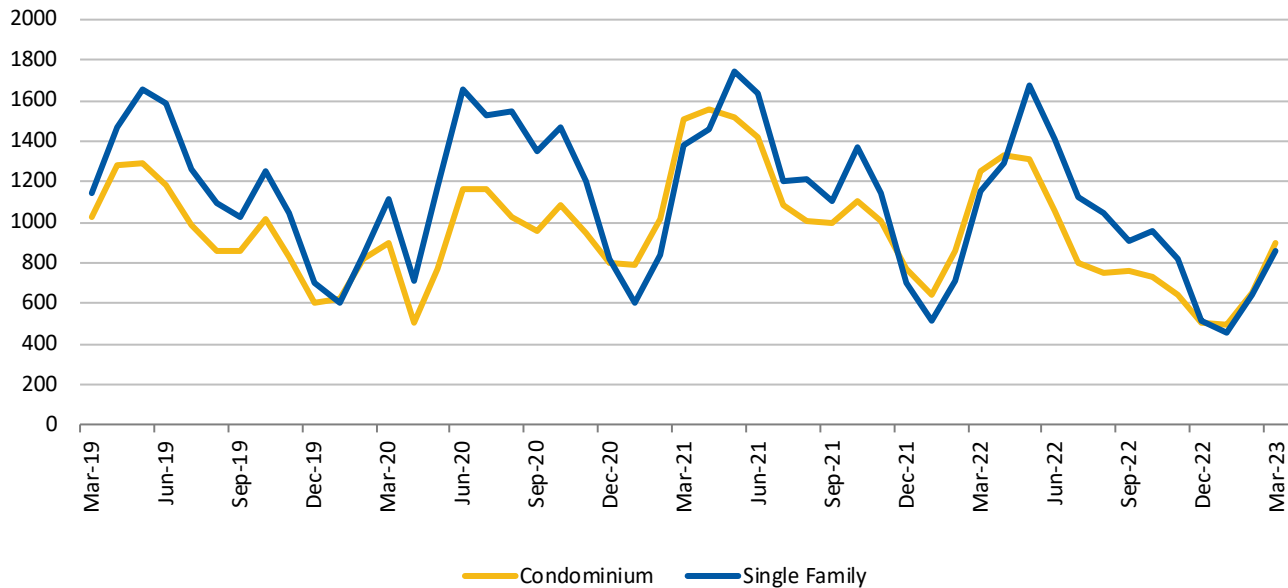
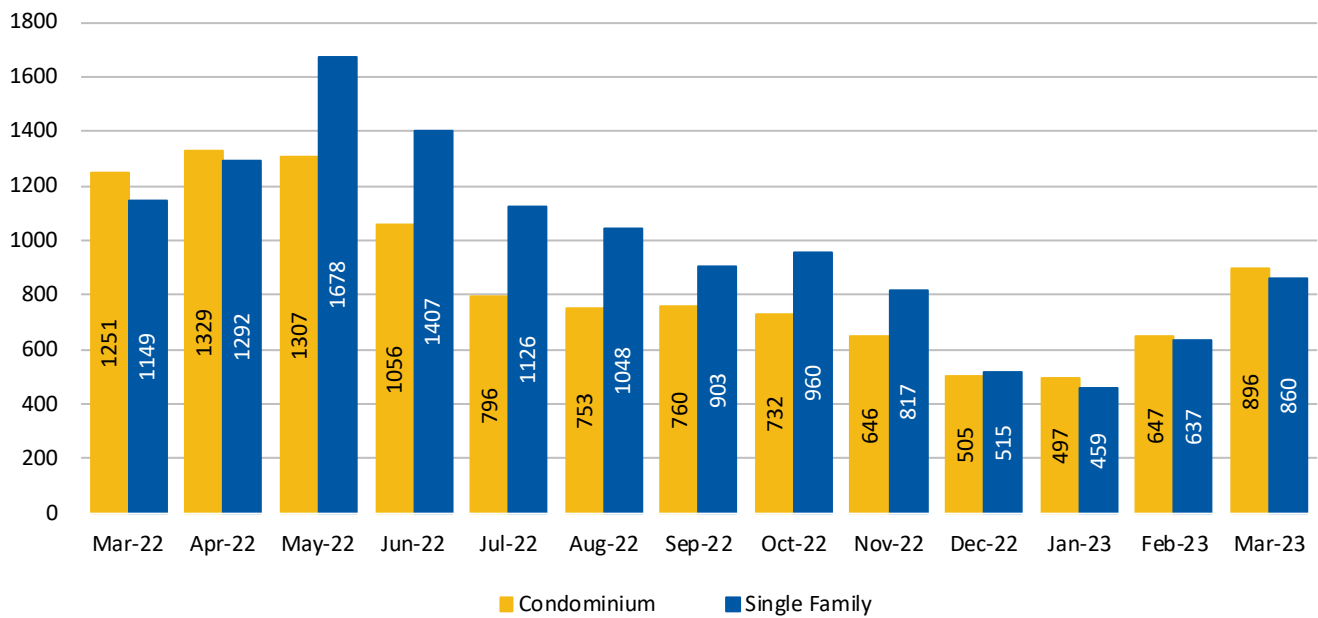
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
SINGLE FAMILY HOMES	1,317	1,629	▼ -19.2%	650	▲ 102.6%	2,614	3,128	▼ -16.4%
CONDOMINIUMS	1,379	1,860	▼ -25.9%	861	▲ 60.2%	3,059	3,916	▼ -21.9%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
<b>SINGLE FAMILY HOMES</b>	<b>860</b>	1,149	▼ -25.2%	637	▲ 35.0%	<b>1,956</b>	2,374	▼ -17.6%
<b>CONDOMINIUMS</b>	<b>896</b>	1,251	▼ -28.4%	647	▲ 38.5%	<b>2,040</b>	2,755	▼ -26.0%



# CENTRAL MIDDLESEX REGION

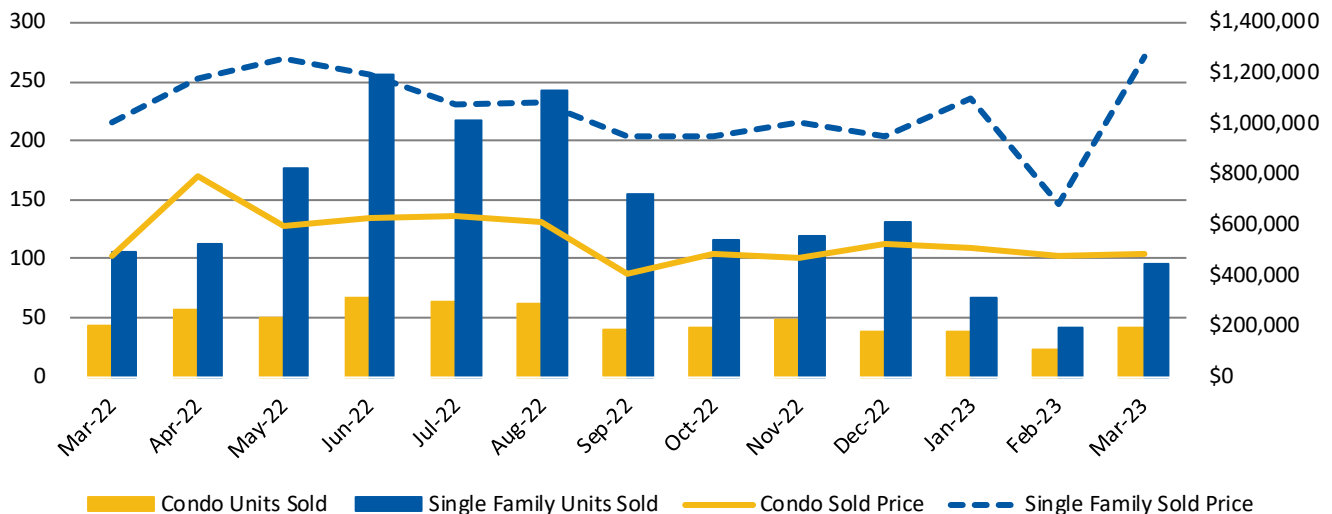
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$1,265,000	\$1,010,000	▲ 25.2%	\$685,000	▲ 84.7%	\$1,090,000	\$965,000	▲ 13.0%
Units Sold	96	105	▼ -8.6%	41	▲ 134.1%	204	267	▼ -23.6%
Active Listings	205	170	▲ 20.6%	151	▲ 35.8%	---	---	---
Months Supply of Inventory	2.1	1.6	▲ 31.3%	3.7	▼ -43.2%	---	---	---
New Listings	212	250	▼ -15.2%	104	▲ 103.8%	403	486	▼ -17.1%
Pending Sales	145	165	▼ -12.1%	94	▲ 54.3%	286	346	▼ -17.3%
Days to Off Market	16	12	▲ 33.3%	19	▼ -15.8%	19	14	▲ 35.7%
Sold to Original Price Ratio	101.2%	106.9%	▼ -5.3%	96.1%	▲ 5.3%	98.6%	104.7%	▼ -5.8%
Price per Square Foot	\$404	\$420	▼ -3.8%	\$390	▲ 3.6%	\$399	\$399	■ 0.0%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$487,500	\$475,000	▲ 2.6%	\$475,000	▲ 2.6%	\$491,356	\$465,000	▲ 5.7%
Units Sold	41	43	▼ -4.7%	23	▲ 78.3%	102	93	▲ 9.7%
Active Listings	71	62	▲ 14.5%	62	▲ 14.5%	---	---	---
Months Supply of Inventory	1.7	1.4	▲ 21.4%	2.7	▼ -37.0%	---	---	---
New Listings	70	78	▼ -10.3%	52	▲ 34.6%	167	165	▲ 1.2%
Pending Sales	54	55	▼ -1.8%	47	▲ 14.9%	126	128	▼ -1.6%
Days to Off Market	18	13	▲ 38.5%	16	▲ 12.5%	16	15	▲ 6.7%
Sold to Original Price Ratio	101.3%	106.0%	▼ -4.4%	99.9%	▲ 1.4%	100.0%	104.4%	▼ -4.2%
Price per Square Foot	\$356	\$315	▲ 13.0%	\$330	▲ 7.9%	\$334	\$315	▲ 6.0%





# EASTERN MIDDLESEX REGION

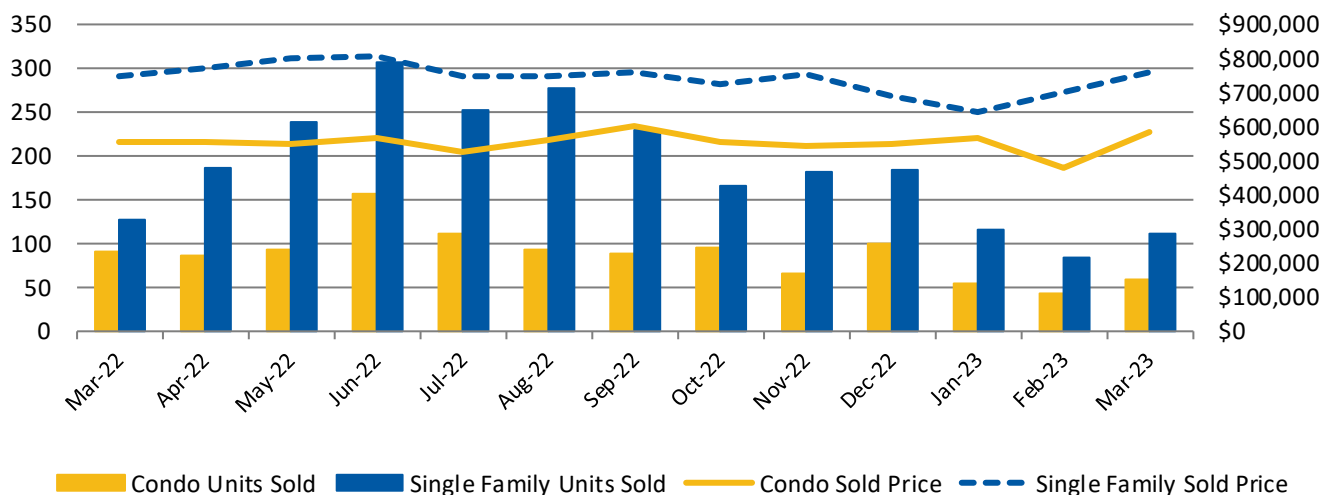
Burlington, Malden, Medford, Melrose, North Reading, Reading,  
Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$760,000	\$752,000	▲ 1.1%	\$700,000	▲ 8.6%	\$687,800	\$730,000	▼ -5.8%
Units Sold	111	127	▼ -12.6%	84	▲ 32.1%	311	355	▼ -12.4%
Active Listings	166	174	▼ -4.6%	111	▲ 49.5%	---	---	---
Months Supply of Inventory	1.5	1.4	▲ 7.1%	1.3	▲ 15.4%	---	---	---
New Listings	211	304	▼ -30.6%	109	▲ 93.6%	438	547	▼ -19.9%
Pending Sales	140	215	▼ -34.9%	111	▲ 26.1%	361	417	▼ -13.4%
Days to Off Market	14	12	▲ 16.7%	17	▼ -17.6%	18	13	▲ 38.5%
Sold to Original Price Ratio	100.5%	106.9%	▼ -6.0%	98.9%	▲ 1.6%	98.7%	104.0%	▼ -5.1%
Price per Square Foot	\$394	\$423	▼ -6.9%	\$379	▲ 4.0%	\$377	\$401	▼ -6.0%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$585,000	\$557,000	▲ 5.0%	\$480,000	▲ 21.9%	\$550,000	\$579,000	▼ -5.0%
Units Sold	59	91	▼ -35.2%	42	▲ 40.5%	156	223	▼ -30.0%
Active Listings	112	96	▲ 16.7%	76	▲ 47.4%	---	---	---
Months Supply of Inventory	1.9	1.1	▲ 72.7%	1.8	▲ 5.6%	---	---	---
New Listings	134	143	▼ -6.3%	73	▲ 83.6%	280	329	▼ -14.9%
Pending Sales	95	105	▼ -9.5%	68	▲ 39.7%	221	265	▼ -16.6%
Days to Off Market	16	14	▲ 14.3%	20	▼ -20.0%	18	15	▲ 20.0%
Sold to Original Price Ratio	98.8%	104.5%	▼ -5.5%	100.1%	▼ -1.3%	99.0%	102.5%	▼ -3.4%
Price per Square Foot	\$428	\$440	▼ -2.7%	\$412	▲ 3.9%	\$423	\$427	▼ -0.9%



# METRO BOSTON REGION

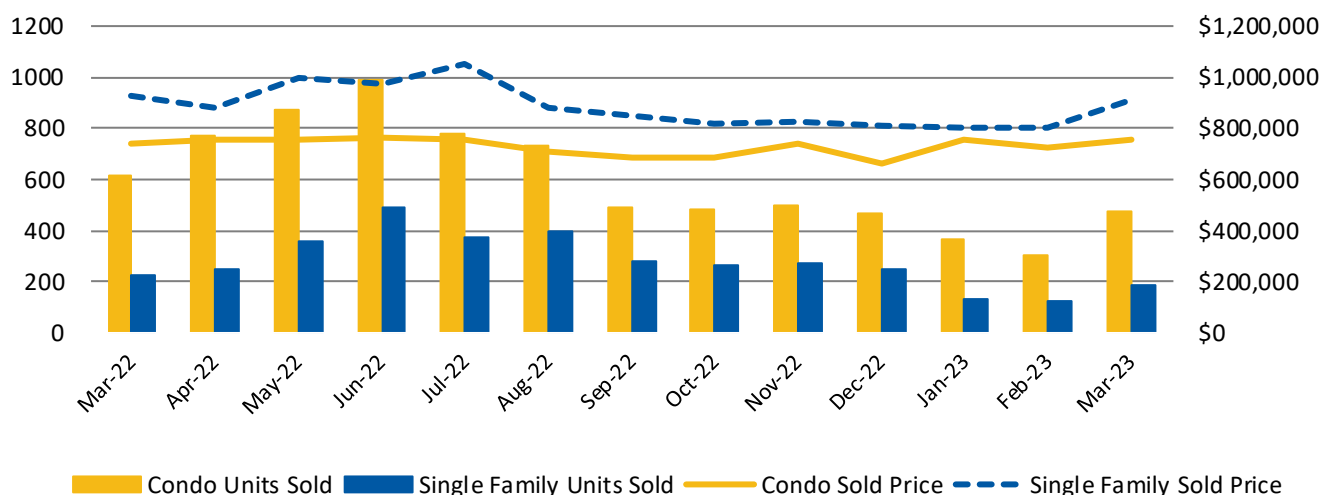
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett,  
Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$915,000	\$926,500	▼ -1.2%	\$805,000	▲ 13.7%	\$858,750	\$850,000	▲ 1.0%
Units Sold	189	222	▼ -14.9%	124	▲ 52.4%	448	585	▼ -23.4%
Active Listings	418	346	▲ 20.8%	301	▲ 38.9%	---	---	---
Months Supply of Inventory	2.2	1.6	▲ 37.5%	2.4	▼ -8.3%	---	---	---
New Listings	421	511	▼ -17.6%	197	▲ 113.7%	824	919	▼ -10.3%
Pending Sales	268	330	▼ -18.8%	183	▲ 46.4%	578	667	▼ -13.3%
Days to Off Market	15	13	▲ 15.4%	20	▼ -25.0%	19	14	▲ 35.7%
Sold to Original Price Ratio	100.3%	105.7%	▼ -5.1%	95.5%	▲ 5.0%	97.6%	102.4%	▼ -4.7%
Price per Square Foot	\$479	\$506	▼ -5.3%	\$448	▲ 6.9%	\$458	\$467	▼ -1.9%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$755,000	\$739,000	▲ 2.2%	\$725,000	▲ 4.1%	\$750,000	\$702,000	▲ 6.8%
Units Sold	475	617	▼ -23.0%	307	▲ 54.7%	1,148	1,533	▼ -25.1%
Active Listings	1,333	1,360	▼ -2.0%	1,064	▲ 25.3%	---	---	---
Months Supply of Inventory	2.8	2.2	▲ 27.3%	3.5	▼ -20.0%	---	---	---
New Listings	1,032	1,425	▼ -27.6%	623	▲ 65.7%	2,251	2,959	▼ -23.9%
Pending Sales	626	928	▼ -32.5%	438	▲ 42.9%	1,407	1,991	▼ -29.3%
Days to Off Market	20	17	▲ 17.6%	23	▼ -13.0%	22	19	▲ 15.8%
Sold to Original Price Ratio	98.0%	100.4%	▼ -2.4%	96.5%	▲ 1.6%	97.2%	98.5%	▼ -1.3%
Price per Square Foot	\$678	\$702	▼ -3.4%	\$641	▲ 5.8%	\$667	\$643	▲ 3.7%



# METRO WEST REGION

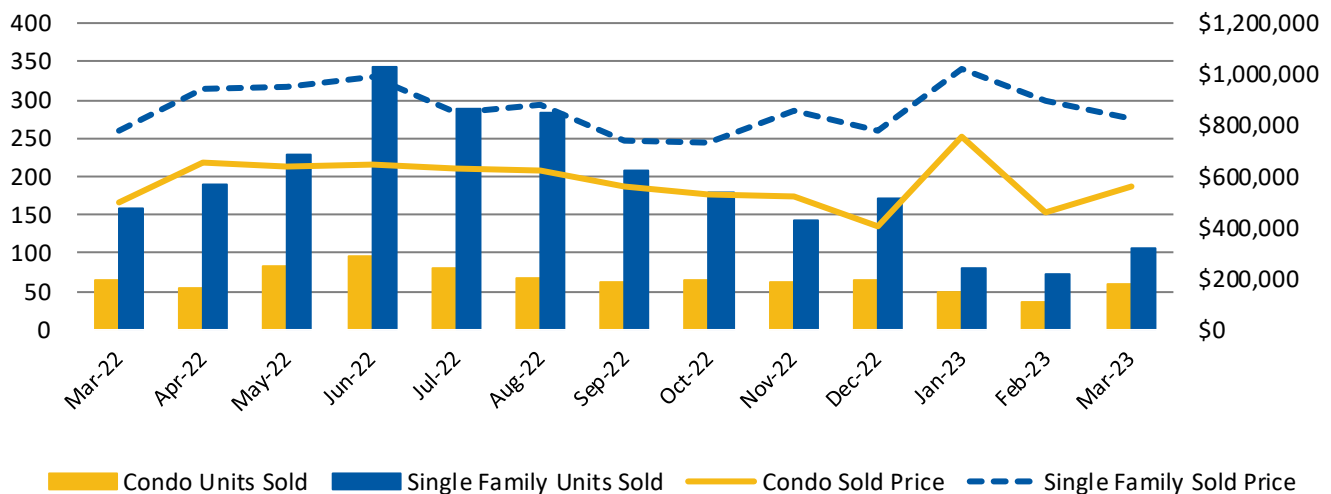
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$824,000	\$781,000	▲ 5.5%	\$894,500	▼ -7.9%	\$866,250	\$765,000	▲ 13.2%
Units Sold	107	159	▼ -32.7%	72	▲ 48.6%	260	397	▼ -34.5%
Active Listings	236	149	▲ 58.4%	144	▲ 63.9%	---	---	---
Months Supply of Inventory	2.2	0.9	▲ 144.4%	2.0	▲ 10.0%	---	---	---
New Listings	270	313	▼ -13.7%	125	▲ 116.0%	503	645	▼ -22.0%
Pending Sales	161	260	▼ -38.1%	124	▲ 29.8%	356	531	▼ -33.0%
Days to Off Market	15	11	▲ 36.4%	18	▼ -16.7%	18	12	▲ 50.0%
Sold to Original Price Ratio	101.2%	107.3%	▼ -5.7%	95.7%	▲ 5.7%	98.1%	104.4%	▼ -6.0%
Price per Square Foot	\$374	\$391	▼ -4.3%	\$406	▼ -7.9%	\$378	\$368	▲ 2.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$564,000	\$501,000	▲ 12.6%	\$459,000	▲ 22.9%	\$578,000	\$515,000	▲ 12.2%
Units Sold	60	65	▼ -7.7%	35	▲ 71.4%	143	149	▼ -4.0%
Active Listings	73	74	▼ -1.4%	68	▲ 7.4%	---	---	---
Months Supply of Inventory	1.2	1.1	▲ 9.1%	1.9	▼ -36.8%	---	---	---
New Listings	65	93	▼ -30.1%	54	▲ 20.4%	166	216	▼ -23.1%
Pending Sales	56	75	▼ -25.3%	46	▲ 21.7%	139	173	▼ -19.7%
Days to Off Market	15	15	■ 0.0%	15	■ 0.0%	17	15	▲ 13.3%
Sold to Original Price Ratio	102.1%	104.5%	▼ -2.3%	98.9%	▲ 3.2%	101.2%	103.4%	▼ -2.1%
Price per Square Foot	\$335	\$319	▲ 5.0%	\$349	▼ -4.0%	\$348	\$327	▲ 6.4%



# SOUTHERN NORFOLK REGION

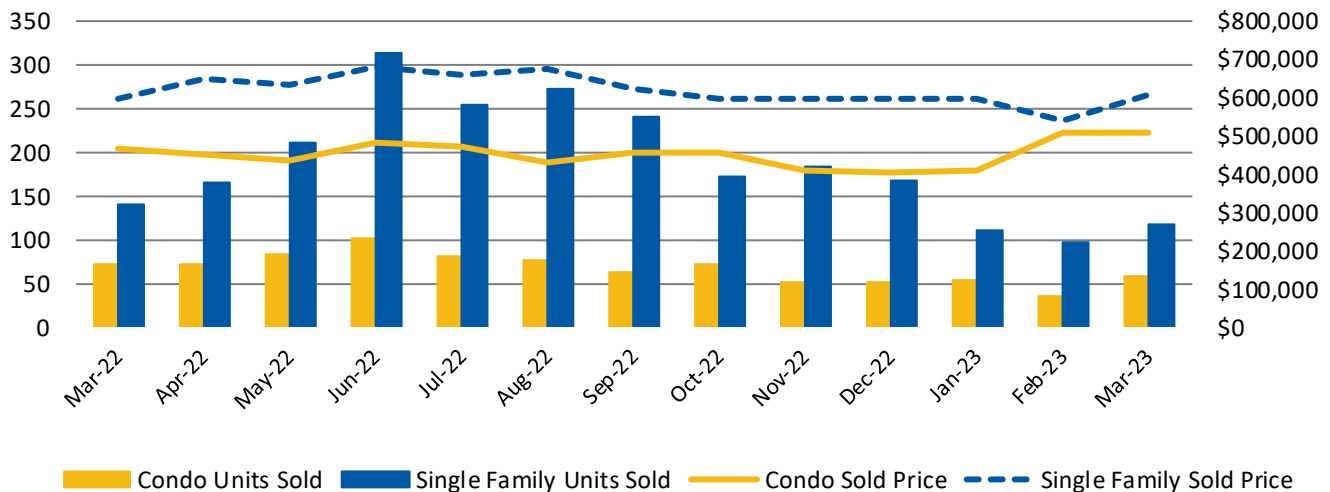
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood,  
Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$610,000	\$600,000	▲ 1.7%	\$540,000	▲ 13.0%	\$589,500	\$597,000	▼ -1.3%
Units Sold	118	142	▼ -16.9%	97	▲ 21.6%	326	398	▼ -18.1%
Active Listings	181	185	▼ -2.2%	137	▲ 32.1%	---	---	---
Months Supply of Inventory	1.5	1.3	▲ 15.4%	1.4	▲ 7.1%	---	---	---
New Listings	203	251	▼ -19.1%	115	▲ 76.5%	446	531	▼ -16.0%
Pending Sales	146	179	▼ -18.4%	125	▲ 16.8%	375	413	▼ -9.2%
Days to Off Market	15	15	■ 0.0%	21	▼ -28.6%	20	17	▲ 17.6%
Sold to Original Price Ratio	98.5%	103.8%	▼ -5.1%	97.9%	▲ 0.6%	98.0%	102.6%	▼ -4.5%
Price per Square Foot	\$323	\$348	▼ -7.2%	\$314	▲ 2.9%	\$315	\$322	▼ -2.2%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$507,720	\$466,806	▲ 8.8%	\$510,000	▼ -0.4%	\$476,797	\$436,000	▲ 9.4%
Units Sold	59	72	▼ -18.1%	37	▲ 59.5%	150	176	▼ -14.8%
Active Listings	82	81	▲ 1.2%	79	▲ 3.8%	---	---	---
Months Supply of Inventory	1.4	1.1	▲ 27.3%	2.1	▼ -33.3%	---	---	---
New Listings	78	121	▼ -35.5%	59	▲ 32.2%	195	247	▼ -21.1%
Pending Sales	65	88	▼ -26.1%	48	▲ 35.4%	147	198	▼ -25.8%
Days to Off Market	20	13	▲ 53.8%	19	▲ 5.3%	20	15	▲ 33.3%
Sold to Original Price Ratio	101.7%	105.5%	▼ -3.6%	102.0%	▼ -0.3%	101.6%	103.4%	▼ -1.7%
Price per Square Foot	\$363	\$317	▲ 14.5%	\$363	■ 0.0%	\$347	\$300	▲ 15.7%



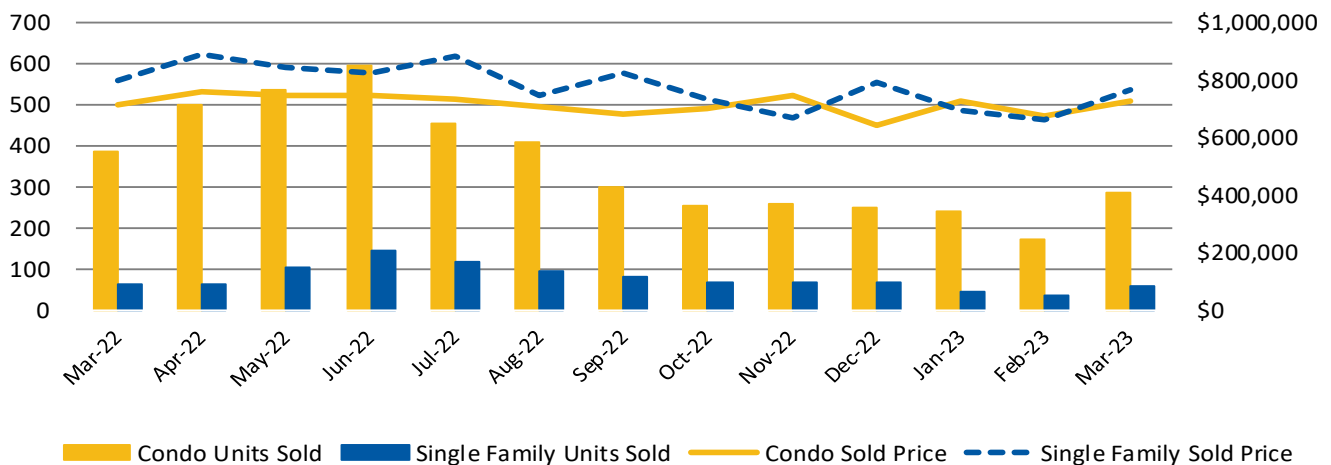
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$765,000	\$800,000	▼ -4.4%	\$665,000	▲ 15.0%	\$708,000	\$750,000	▼ -5.6%
Units Sold	59	65	▼ -9.2%	37	▲ 59.5%	140	181	▼ -22.7%
Active Listings	120	113	▲ 6.2%	96	▲ 25.0%	---	---	---
Months Supply of Inventory	2.0	1.7	▲ 17.6%	2.6	▼ -23.1%	---	---	---
New Listings	105	146	▼ -28.1%	60	▲ 75.0%	228	264	▼ -13.6%
Pending Sales	70	101	▼ -30.7%	59	▲ 18.6%	171	200	▼ -14.5%
Days to Off Market	20	14	▲ 42.9%	20	■ 0.0%	22	18	▲ 22.2%
Sold to Original Price Ratio	98.6%	104.1%	▼ -5.3%	94.6%	▲ 4.2%	95.9%	100.8%	▼ -4.9%
Price per Square Foot	\$454	\$500	▼ -9.2%	\$408	▲ 11.3%	\$454	\$452	▲ 0.4%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$729,000	\$713,000	▲ 2.2%	\$675,000	▲ 8.0%	\$719,450	\$697,000	▲ 3.2%
Units Sold	287	386	▼ -25.6%	174	▲ 64.9%	700	938	▼ -25.4%
Active Listings	904	969	▼ -6.7%	731	▲ 23.7%	---	---	---
Months Supply of Inventory	3.1	2.5	▲ 24.0%	4.2	▼ -26.2%	---	---	---
New Listings	633	912	▼ -30.6%	393	▲ 61.1%	1,383	1,972	▼ -29.9%
Pending Sales	371	590	▼ -37.1%	260	▲ 42.7%	825	1,299	▼ -36.5%
Days to Off Market	20	18	▲ 11.1%	26	▼ -23.1%	24	20	▲ 20.0%
Sold to Original Price Ratio	97.7%	99.1%	▼ -1.4%	96.3%	▲ 1.5%	97.3%	97.6%	▼ -0.3%
Price per Square Foot	\$726	\$747	▼ -2.8%	\$700	▲ 3.7%	\$749	\$709	▲ 5.6%



# 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 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$860,000	\$869,500	▼ -1.1%	\$900,000	▼ -4.4%	\$860,000	\$867,000	▼ -0.8%
Units Sold	95	138	▼ -31.2%	67	▲ 41.8%	228	309	▼ -26.2%
Active Listings	141	168	▼ -16.1%	122	▲ 15.6%	---	---	---
Months Supply of Inventory	1.5	1.2	▲ 25.0%	1.8	▼ -16.7%	---	---	---
New Listings	129	201	▼ -35.8%	85	▲ 51.8%	311	450	▼ -30.9%
Pending Sales	83	115	▼ -27.8%	87	▼ -4.6%	229	302	▼ -24.2%
Days to Off Market	27	19	▲ 42.1%	21	▲ 28.6%	23	19	▲ 21.1%
Sold to Original Price Ratio	97.2%	102.6%	▼ -5.3%	96.2%	▲ 1.0%	96.4%	100.6%	▼ -4.2%
Price per Square Foot	\$323	\$366	▼ -11.7%	\$348	▼ -7.2%	\$338	\$353	▼ -4.2%

## 3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$1,120,000	\$1,050,000	▲ 6.7%	\$987,500	▲ 13.4%	\$1,050,000	\$1,077,500	▼ -2.6%
Units Sold	33	48	▼ -31.3%	18	▲ 83.3%	73	114	▼ -36.0%
Active Listings	96	102	▼ -5.9%	71	▲ 35.2%	---	---	---
Months Supply of Inventory	2.9	2.1	▲ 38.1%	3.9	▼ -25.6%	---	---	---
New Listings	57	86	▼ -33.7%	38	▲ 50.0%	138	197	▼ -29.9%
Pending Sales	25	47	▼ -46.8%	34	▼ -26.5%	81	121	▼ -33.1%
Days to Off Market	35	20	▲ 75.0%	28	▲ 25.0%	35	21	▲ 66.7%
Sold to Original Price Ratio	94.9%	97.6%	▼ -2.8%	95.7%	▼ -0.8%	94.3%	97.9%	▼ -3.7%
Price per Square Foot	\$333	\$325	▲ 2.5%	\$274	▲ 21.5%	\$304	\$341	▼ -10.9%

## 4 Family Homes

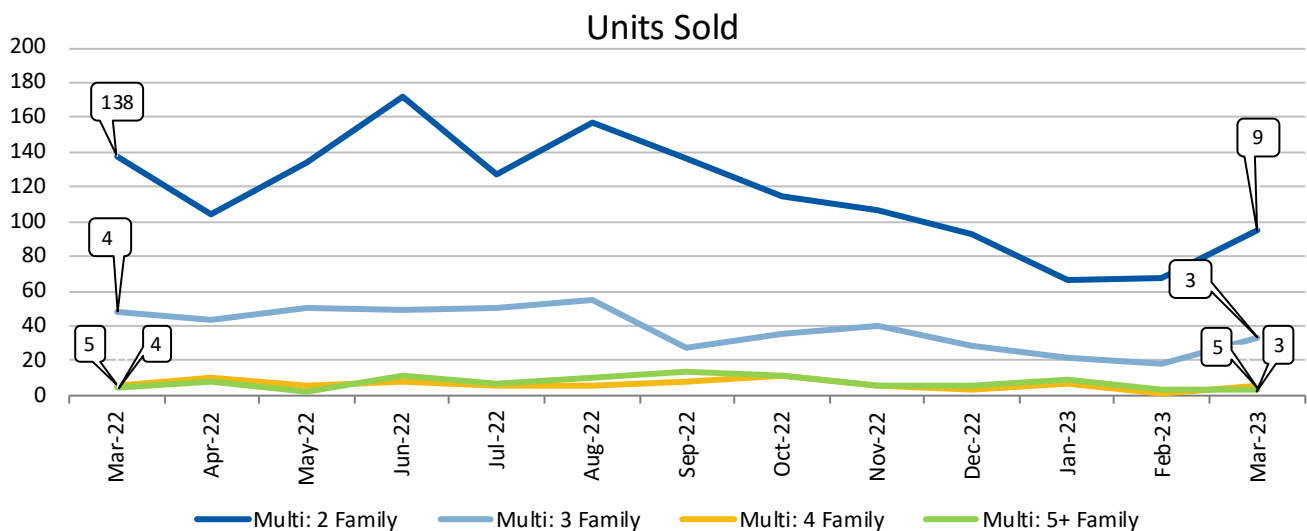
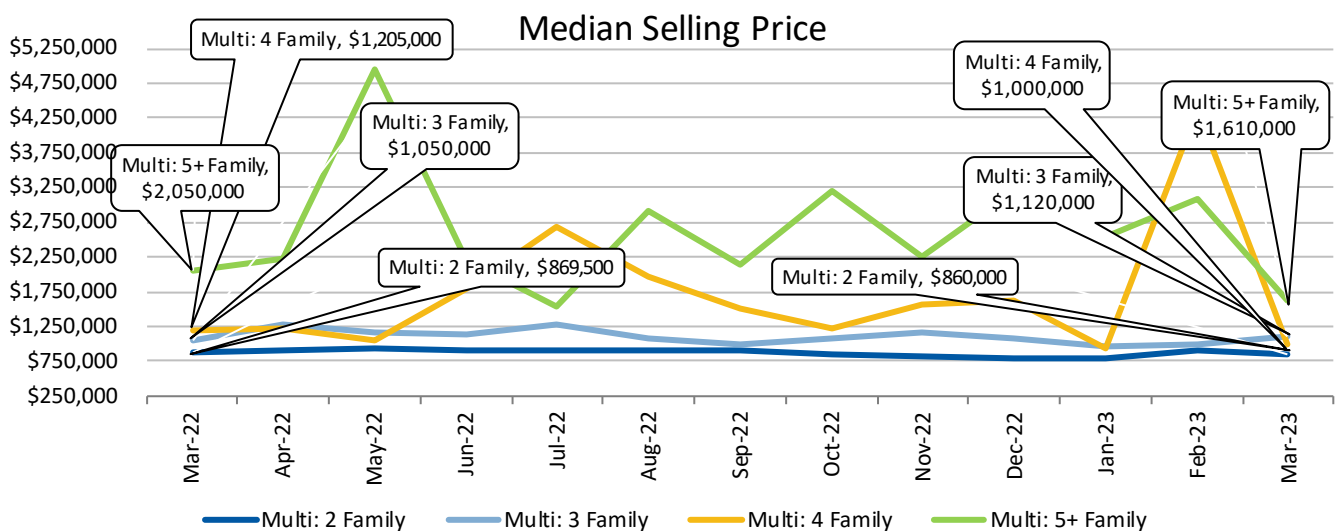
	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$1,600,000	\$1,227,500	▲ 30.3%	\$1,000,000	▲ 60.0%	\$1,175,000	\$1,250,000	▼ -6.0%
Units Sold	6	10	▼ -40.0%	5	▲ 20.0%	12	24	▼ -50.0%
Active Listings	24	26	▼ -7.7%	22	▲ 9.1%	---	---	---
Months Supply of Inventory	4.0	2.6	▲ 53.8%	4.4	▼ -9.1%	---	---	---
New Listings	16	15	▲ 6.7%	13	▲ 23.1%	36	40	▼ -10.0%
Pending Sales	7	8	▼ -12.5%	4	▲ 75.0%	15	22	▼ -31.8%
Days to Off Market	25	49	▼ -49.0%	23	▲ 8.7%	25	30	▼ -16.7%
Sold to Original Price Ratio	96.7%	100.1%	▼ -3.4%	94.0%	▲ 2.9%	95.2%	99.8%	▼ -4.6%
Price per Square Foot	\$382	\$422	▼ -9.5%	\$225	▲ 69.8%	\$272	\$342	▼ -20.5%

# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

## 5+ Family Homes

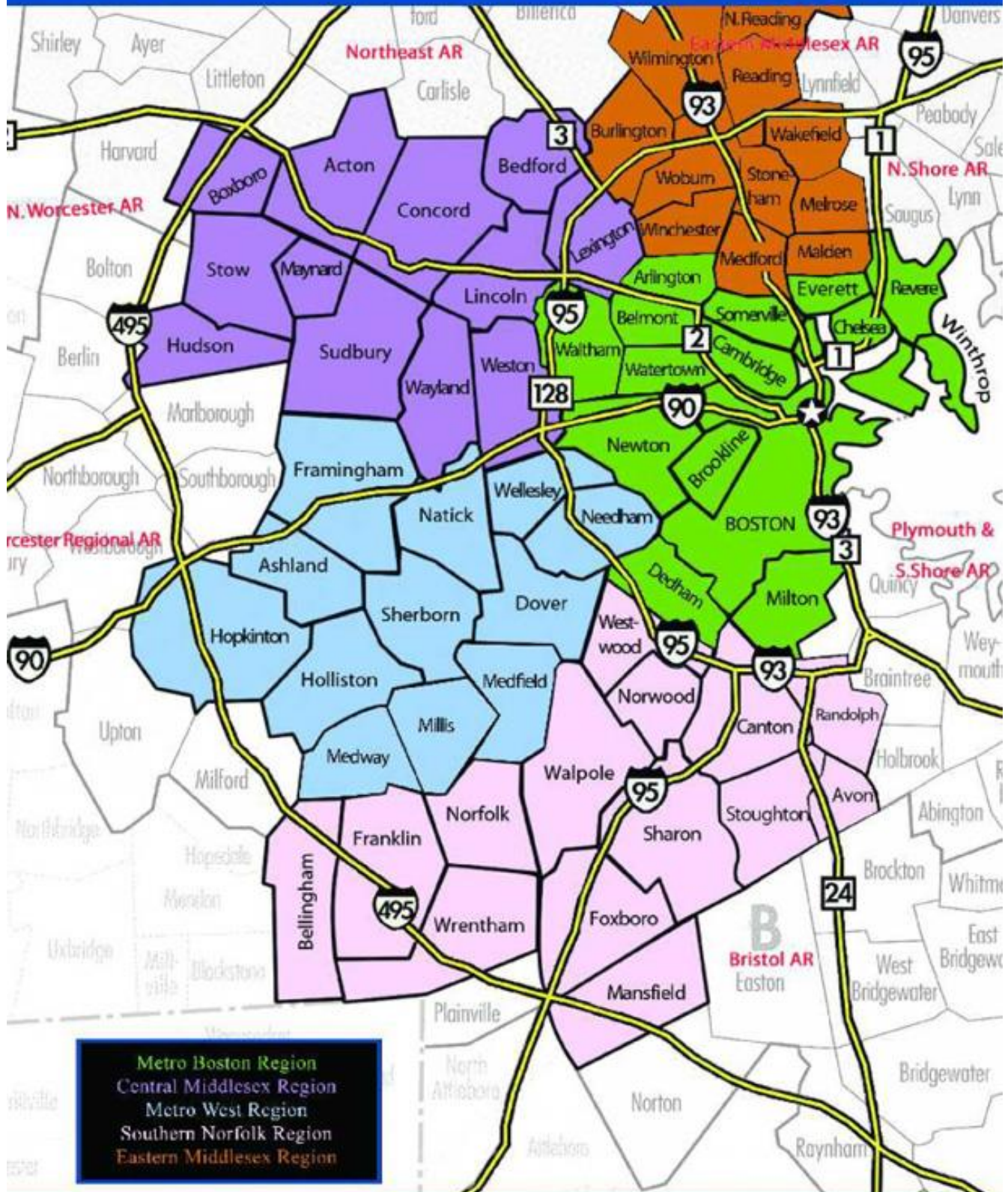
	Year over Year			Month over Month		Year to Date		
	Mar 2023	Mar 2022	Change	Feb 2023	Change	2023	2022	Change
Median Selling Price	\$2,572,500	\$2,215,000	▲ 16.1%	\$1,610,000	▲ 59.8%	\$2,572,500	\$2,215,000	▲ 16.1%
Units Sold	8	8	■ 0.0%	3	▲ 166.7%	14	18	▼ -22.2%
Active Listings	58	55	▲ 5.5%	48	▲ 20.8%	---	---	---
Months Supply of Inventory	7.3	6.9	▲ 5.8%	16.0	▼ -54.4%	---	---	---
New Listings	26	23	▲ 13.0%	19	▲ 36.8%	59	51	▲ 15.7%
Pending Sales	6	6	■ 0.0%	6	■ 0.0%	14	17	▼ -17.6%
Days to Off Market	28	26	▲ 7.7%	49	▼ -42.9%	39	29	▲ 34.5%
Sold to Original Price Ratio	93.1%	93.9%	▼ -0.9%	92.9%	▲ 0.2%	93.2%	93.4%	▼ -0.2%
Price per Square Foot	\$356	\$330	▲ 7.9%	\$305	▲ 16.7%	\$356	\$370	▼ -3.8%





# 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.

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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.*