

# MONTHLY MARKET INSIGHTS REPORT

April 2023

## Single-Family Homes

The 667 homes sold in April was the twentieth highest sales volume for the month and a 25.9 percent decrease from the 900 homes sold in April 2022, and the lowest on record since 2009. The median sales price fell 3.0 percent on an annual basis from \$845,000 in April 2022 to \$820,000 this year.

## Condominiums

With 697 condos sold, it was the seventeenth most active April on record in Greater Boston, and a 33.0 percent decrease in sales from the record-high 1,041 units sold in April 2022. The median sales price of condos dropped modestly by 0.7 percent from \$715,000 in April 2022 to \$710,000 this year.

## Multi-Family Homes

This month there were 83 multi-family units sold in Greater Boston, which reflects a 46.4 percent decrease from the 155 multi-family units sold in April 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 5/10/2023

# GREATER BOSTON MARKET SUMMARY

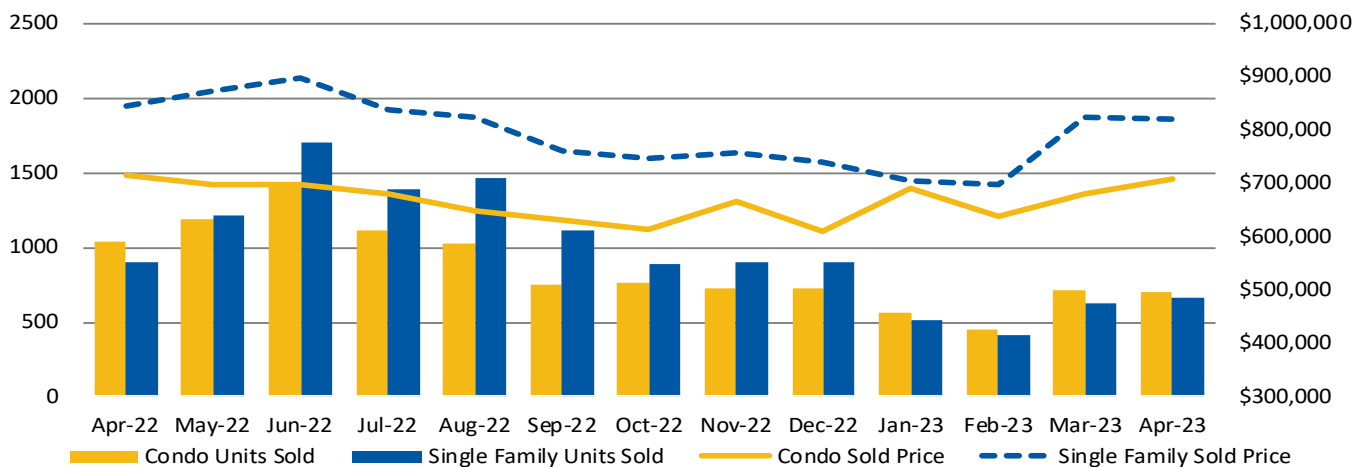
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$820,000	\$845,000	▼ -3.0%	\$825,000	▼ -0.6%	\$765,000	\$780,000	▼ -1.9%
Units Sold	667	900	▼ -25.9%	630	▲ 5.9%	2,226	2,902	▼ -23.3%
Active Listings	1,275	1,333	▼ -4.4%	1,206	▲ 5.7%	---	---	---
Months Supply of Inventory	1.9	1.5	▲ 26.7%	1.9	■ 0.0%	---	---	---
New Listings	1,189	1,730	▼ -31.3%	1,315	▼ -9.6%	3,798	4,858	▼ -21.8%
Pending Sales	996	1,292	▼ -22.9%	845	▲ 17.9%	2,931	3,666	▼ -20.0%
Days to Off Market	15	13	▲ 15.4%	15	■ 0.0%	17	13	▲ 30.8%
Sold to Original Price Ratio	103.2%	107.9%	▼ -4.4%	100.3%	▲ 2.9%	99.6%	104.8%	▼ -5.0%
Price per Square Foot	\$420	\$422	▼ -0.5%	\$397	▲ 5.8%	\$395	\$399	▼ -1.0%

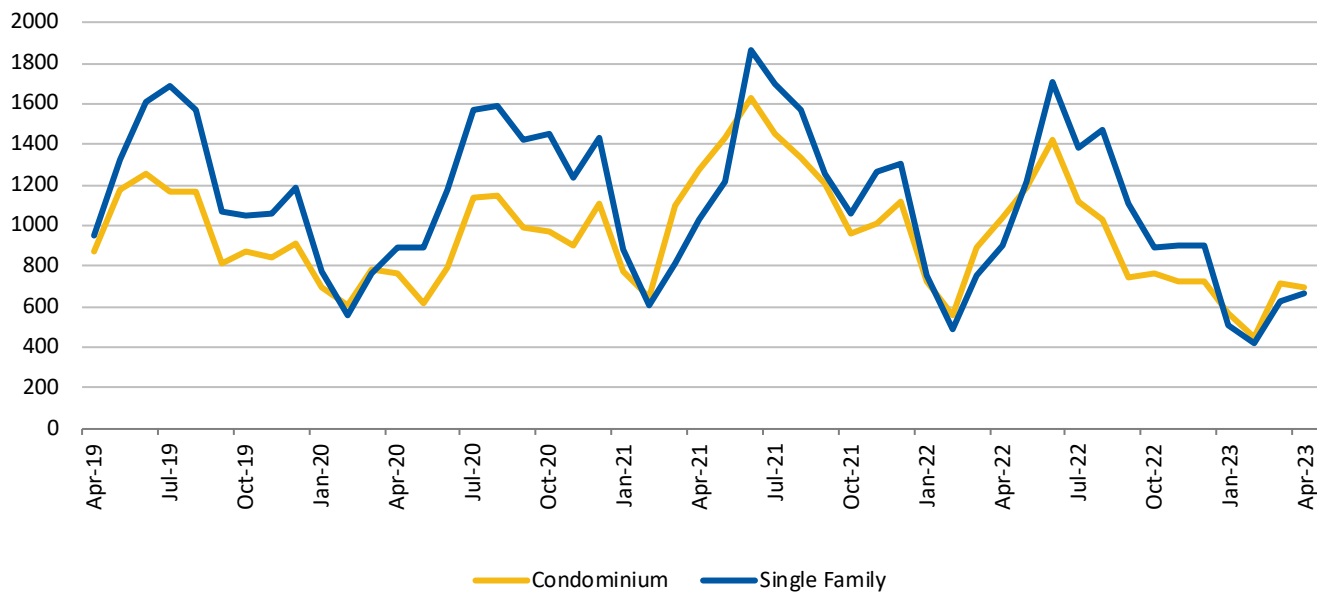
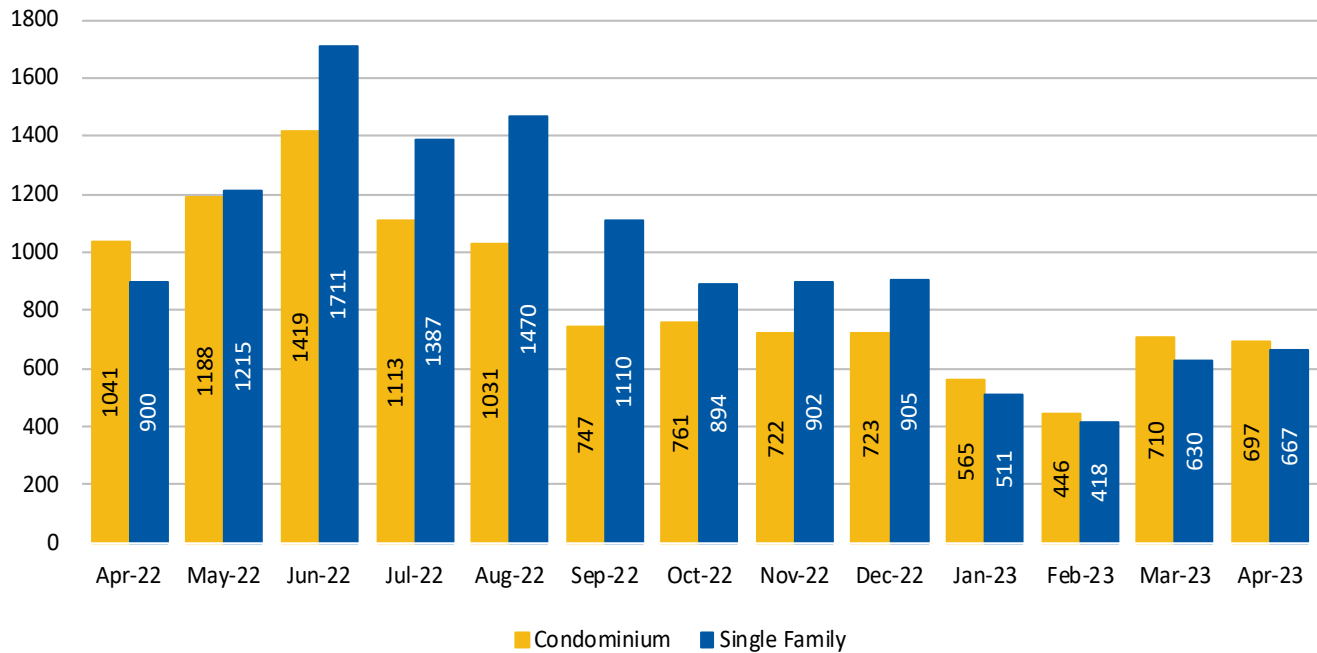
## Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$710,000	\$715,000	▼ -0.7%	\$680,000	▲ 4.4%	\$689,900	\$665,000	▲ 3.7%
Units Sold	697	1,041	▼ -33.0%	710	▼ -1.8%	2,418	3,215	▼ -24.8%
Active Listings	1,755	1,786	▼ -1.7%	1,674	▲ 4.8%	---	---	---
Months Supply of Inventory	2.5	1.7	▲ 47.1%	2.4	▲ 4.2%	---	---	---
New Listings	1,238	1,648	▼ -24.9%	1,383	▼ -10.5%	4,309	5,564	▼ -22.6%
Pending Sales	975	1,329	▼ -26.6%	885	▲ 10.2%	2,997	4,084	▼ -26.6%
Days to Off Market	17	17	■ 0.0%	19	▼ -10.5%	20	17	▲ 17.6%
Sold to Original Price Ratio	99.9%	102.7%	▼ -2.7%	98.9%	▲ 1.0%	98.7%	100.8%	▼ -2.1%
Price per Square Foot	\$586	\$609	▼ -3.8%	\$560	▲ 4.6%	\$550	\$564	▼ -2.5%



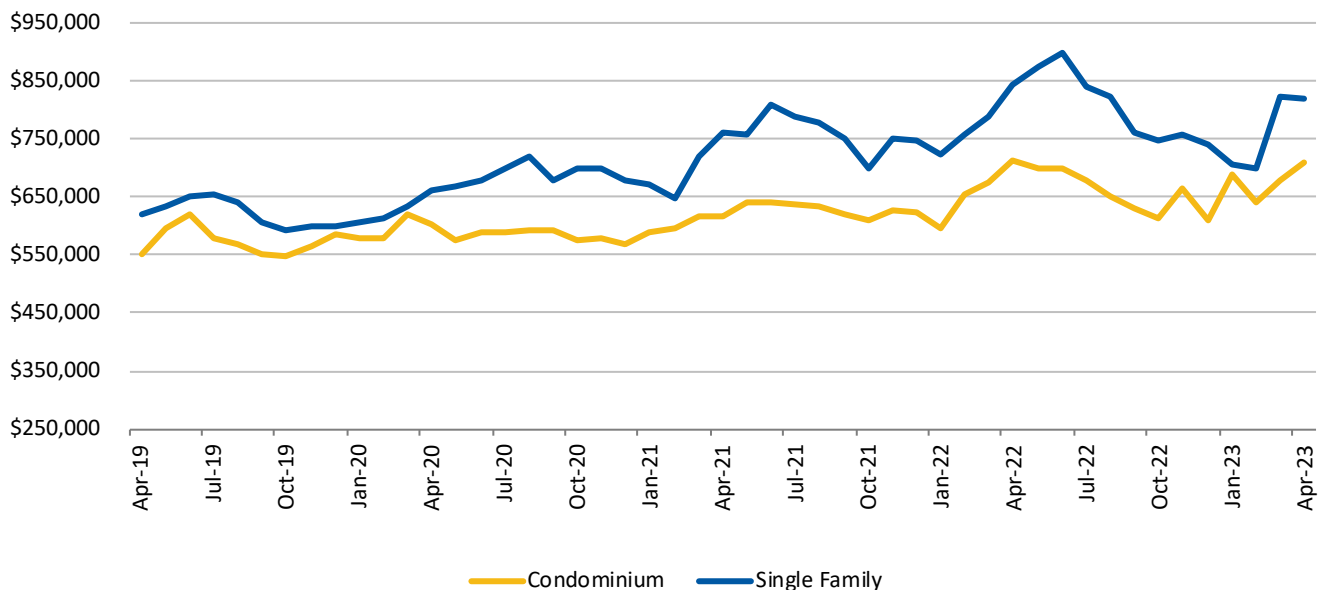
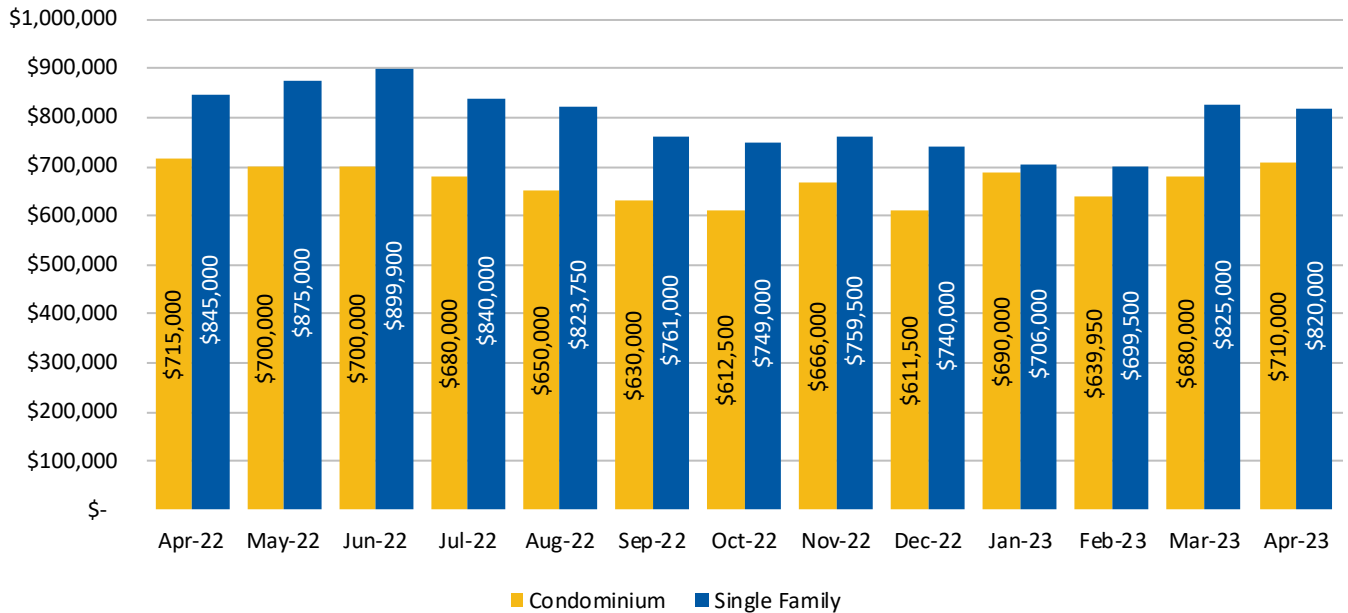
# UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
<b>SINGLE FAMILY HOMES</b>	667	900	▼ -25.9%	630	▲ 5.9%	2,226	2,902	▼ -23.3%
<b>CONDOMINIUMS</b>	697	1,041	▼ -33.0%	710	▼ -1.8%	2,418	3,215	▼ -24.8%



# MEDIAN SELLING PRICE

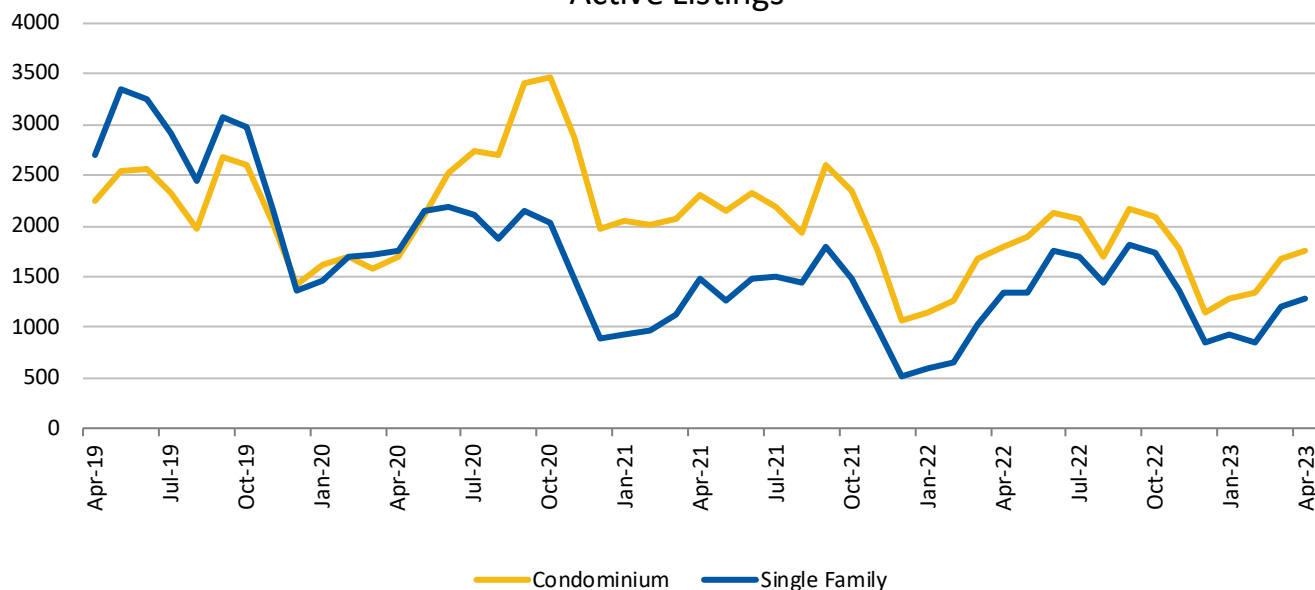
	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
<b>SINGLE FAMILY HOMES</b>	<b>\$820,000</b>	<b>\$845,000</b>	<b>▼ -3.0%</b>	<b>\$825,000</b>	<b>▼ -0.6%</b>	<b>\$765,000</b>	<b>\$780,000</b>	<b>▼ -1.9%</b>
<b>CONDOMINIUMS</b>	<b>\$710,000</b>	<b>\$715,000</b>	<b>▼ -0.7%</b>	<b>\$680,000</b>	<b>▲ 4.4%</b>	<b>\$689,900</b>	<b>\$665,000</b>	<b>▲ 3.7%</b>



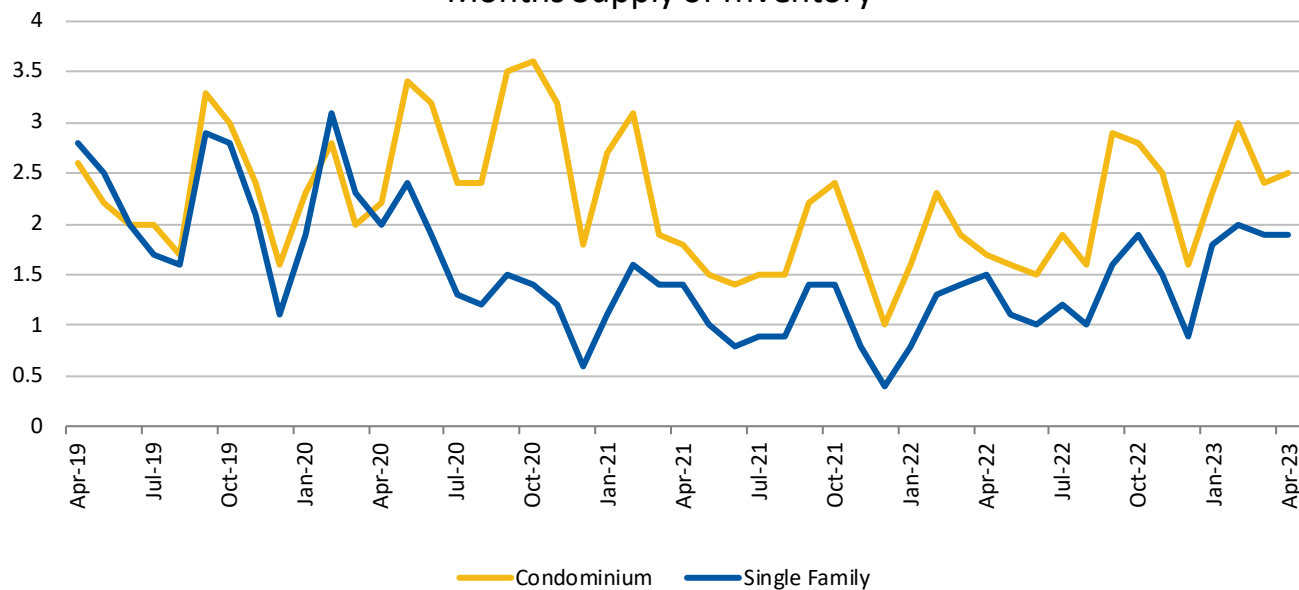
# ACTIVE LISTINGS

		Year over Year			Month over Month		
		Apr 2023	Apr 2022	Change	Mar 2023	Change	
SINGLE FAMILY HOMES	Active Listings	1,275	1,333	▼ -4.4%	1,206	▲ 5.7%	
	Months Supply of Inventory	1.9	1.5	▲ 26.7%	1.9	■ 0.0%	
CONDOMINIUMS	Active Listings	1,755	1,786	▼ -1.7%	1,674	▲ 4.8%	
	Months Supply of Inventory	2.5	1.7	▲ 47.1%	2.4	▲ 4.2%	

Active Listings

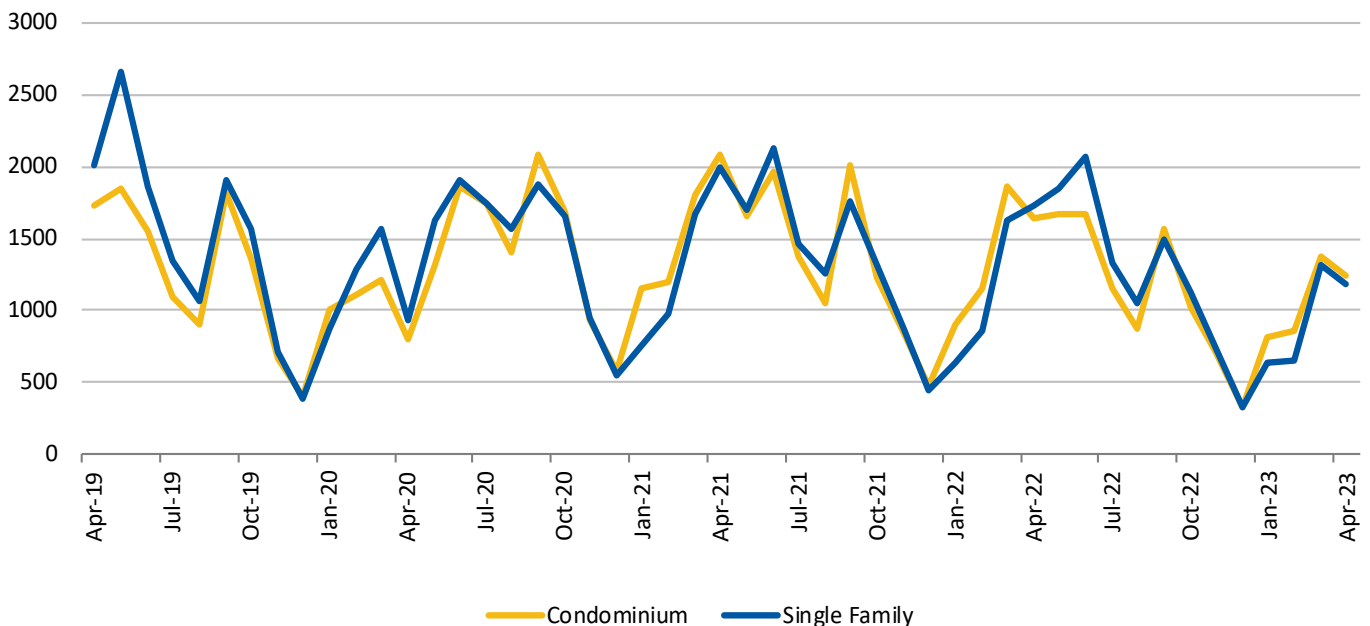
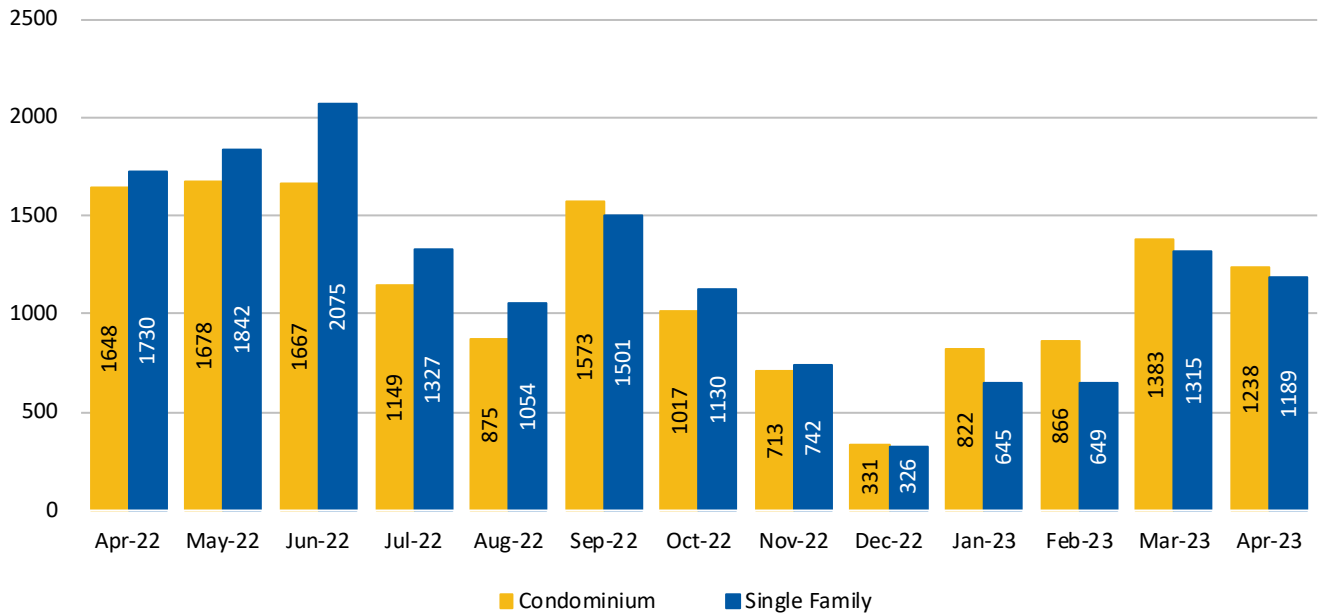


Months Supply of Inventory



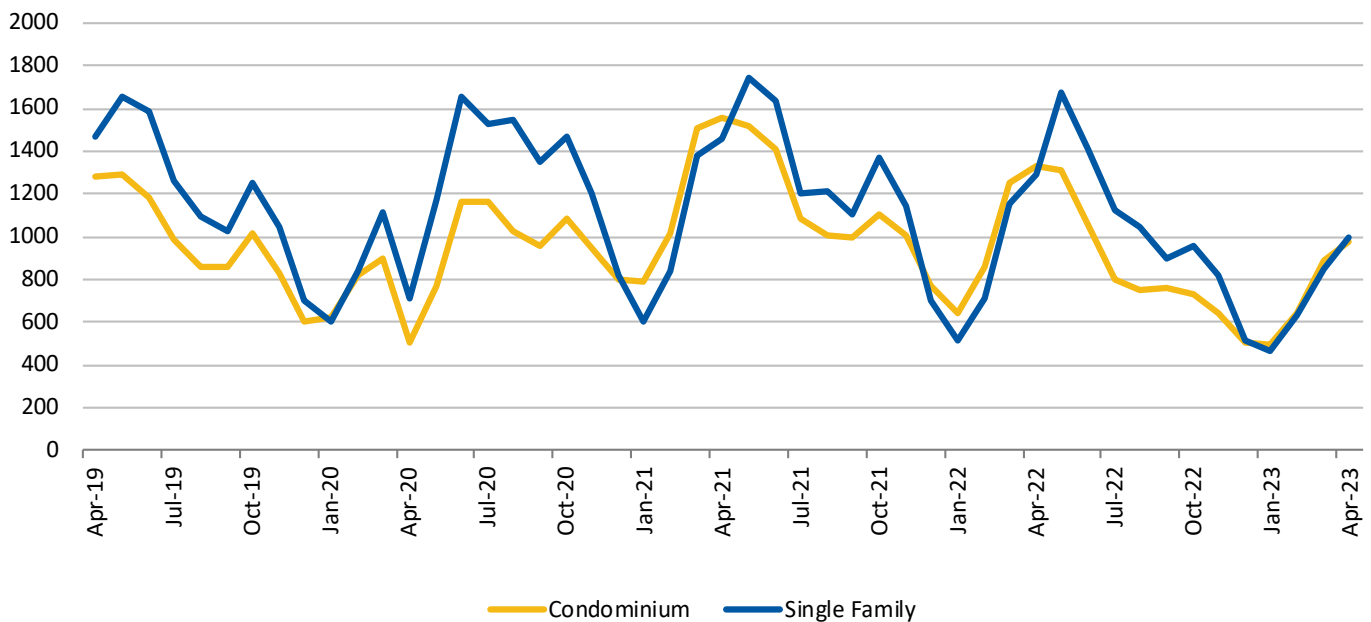
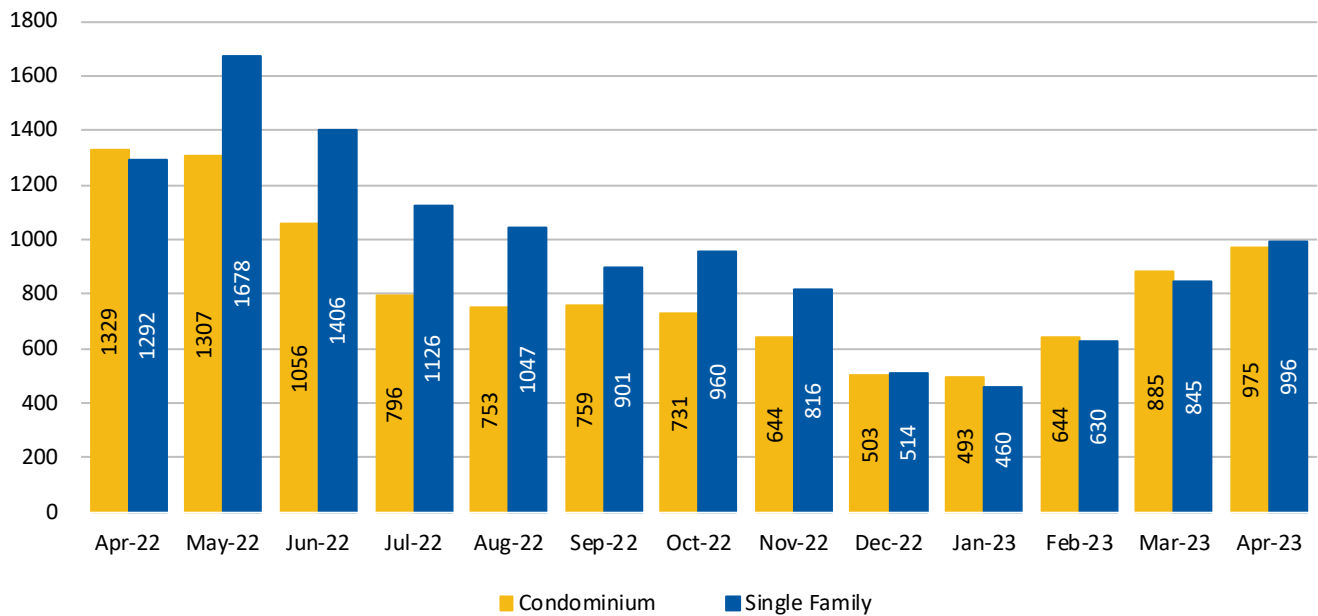
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
SINGLE FAMILY HOMES	1,189	1,730	▼ -31.3%	1,315	▼ -9.6%	3,798	4,858	▼ -21.8%
CONDOMINIUMS	1,238	1,648	▼ -24.9%	1,383	▼ -10.5%	4,309	5,564	▼ -22.6%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
<b>SINGLE FAMILY HOMES</b>	996	1,292	▼ -22.9%	845	▲ 17.9%	2,931	3,666	▼ -20.0%
<b>CONDOMINIUMS</b>	975	1,329	▼ -26.6%	885	▲ 10.2%	2,997	4,084	▼ -26.6%



# CENTRAL MIDDLESEX REGION

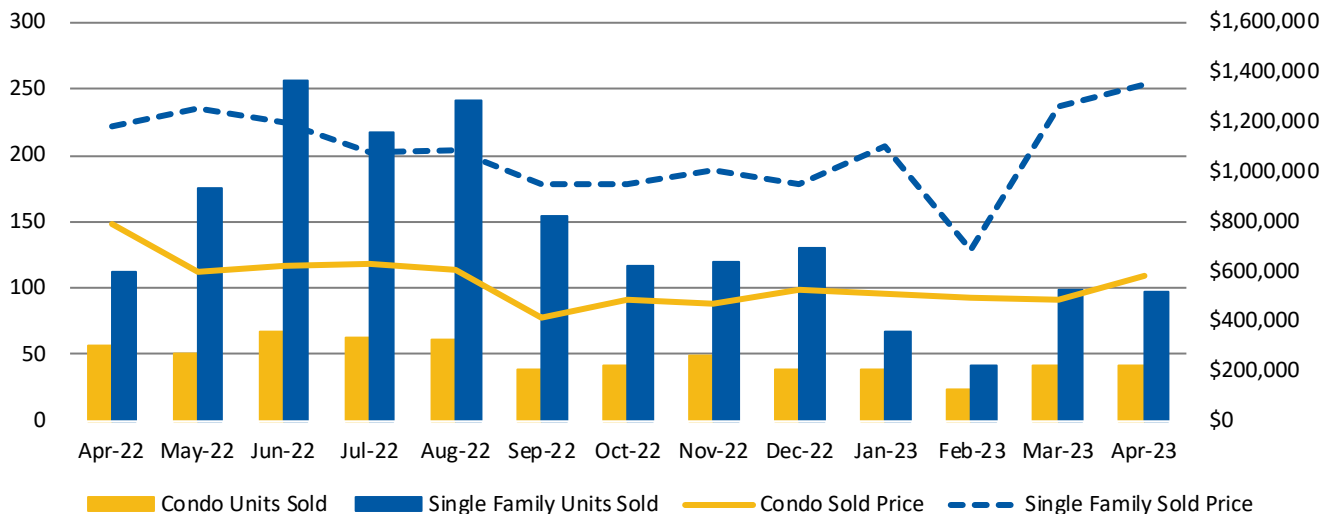
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$1,350,000	\$1,181,000	▲ 14.3%	\$1,265,000	▲ 6.7%	\$1,200,000	\$1,055,000	▲ 13.7%
Units Sold	97	112	▼ -13.4%	98	▼ -1.0%	303	379	▼ -20.1%
Active Listings	216	204	▲ 5.9%	205	▲ 5.4%	---	---	---
Months Supply of Inventory	2.2	1.8	▲ 22.2%	2.1	▲ 4.8%	---	---	---
New Listings	190	232	▼ -18.1%	212	▼ -10.4%	593	718	▼ -17.4%
Pending Sales	161	183	▼ -12.0%	144	▲ 11.8%	445	529	▼ -15.9%
Days to Off Market	15	14	▲ 7.1%	16	▼ -6.3%	17	14	▲ 21.4%
Sold to Original Price Ratio	103.0%	110.1%	▼ -6.4%	101.2%	▲ 1.8%	100.0%	106.3%	▼ -5.9%
Price per Square Foot	\$433	\$429	▲ 0.9%	\$404	▲ 7.2%	\$405	\$405	▲ 0.0%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$582,500	\$790,000	▼ -26.3%	\$487,500	▲ 19.5%	\$517,184	\$600,000	▼ -13.8%
Units Sold	42	57	▼ -26.3%	41	▲ 2.4%	145	150	▼ -3.3%
Active Listings	59	66	▼ -10.6%	71	▼ -16.9%	---	---	---
Months Supply of Inventory	1.4	1.2	▲ 16.7%	1.7	▼ -17.6%	---	---	---
New Listings	61	65	▼ -6.2%	70	▼ -12.9%	228	230	▼ -0.9%
Pending Sales	63	56	▲ 12.5%	53	▲ 18.9%	188	184	▲ 2.2%
Days to Off Market	17	15	▲ 13.3%	18	▼ -5.6%	16	15	▲ 6.7%
Sold to Original Price Ratio	101.7%	105.9%	▼ -4.0%	101.3%	▲ 0.4%	100.5%	104.9%	▼ -4.2%
Price per Square Foot	\$349	\$347	▲ 0.6%	\$356	▼ -2.0%	\$343	\$336	▲ 2.1%





# EASTERN MIDDLESEX REGION

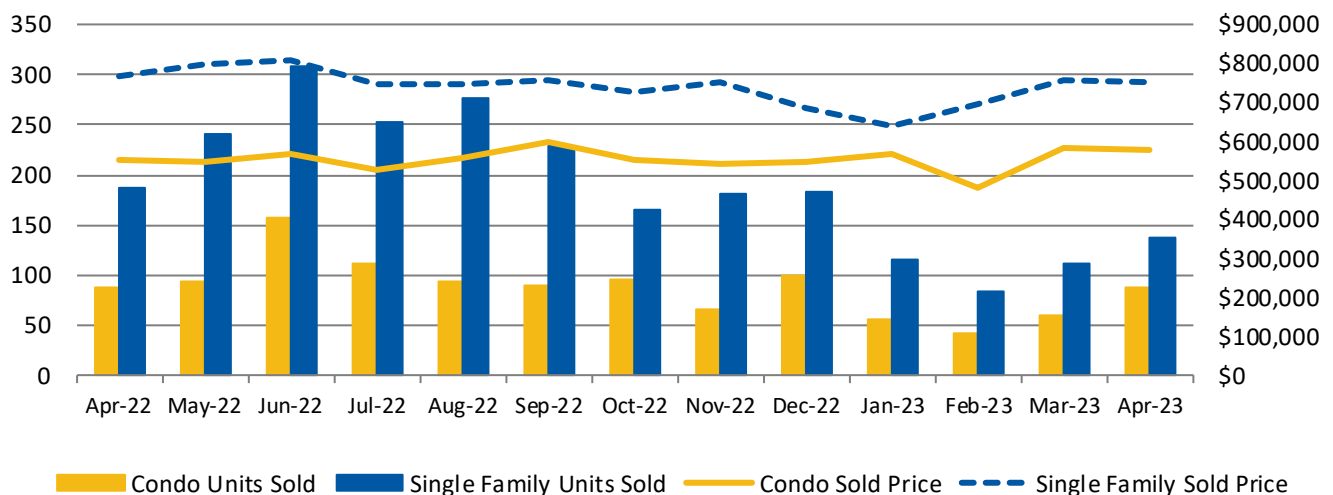
Burlington, Malden, Medford, Melrose, North Reading, Reading,  
Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$755,000	\$770,000	▼ -1.9%	\$760,000	▼ -0.7%	\$707,008	\$750,000	▼ -5.7%
Units Sold	137	187	▼ -26.7%	111	▲ 23.4%	447	542	▼ -17.5%
Active Listings	174	205	▼ -15.1%	166	▲ 4.8%	---	---	---
Months Supply of Inventory	1.3	1.1	▲ 18.2%	1.5	▼ -13.3%	---	---	---
New Listings	186	292	▼ -36.3%	211	▼ -11.8%	624	839	▼ -25.6%
Pending Sales	164	244	▼ -32.8%	139	▲ 18.0%	523	661	▼ -20.9%
Days to Off Market	14	13	▲ 7.7%	14	▬ 0.0%	16	13	▲ 23.1%
Sold to Original Price Ratio	104.6%	109.5%	▼ -4.5%	100.5%	▲ 4.1%	100.5%	105.9%	▼ -5.1%
Price per Square Foot	\$417	\$437	▼ -4.6%	\$394	▲ 5.8%	\$387	\$411	▼ -5.8%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$580,000	\$554,900	▲ 4.5%	\$585,000	▼ -0.9%	\$575,000	\$575,000	▬ 0.0%
Units Sold	87	87	▬ 0.0%	59	▲ 47.5%	243	310	▼ -21.6%
Active Listings	101	113	▼ -10.6%	112	▼ -9.8%	---	---	---
Months Supply of Inventory	1.2	1.3	▼ -7.7%	1.9	▼ -36.8%	---	---	---
New Listings	115	133	▼ -13.5%	134	▼ -14.2%	395	462	▼ -14.5%
Pending Sales	98	116	▼ -15.5%	95	▲ 3.2%	318	381	▼ -16.5%
Days to Off Market	15	15	▬ 0.0%	16	▼ -6.3%	16	15	▲ 6.7%
Sold to Original Price Ratio	100.6%	104.1%	▼ -3.4%	98.8%	▲ 1.8%	99.6%	102.9%	▼ -3.2%
Price per Square Foot	\$469	\$438	▲ 7.1%	\$428	▲ 9.6%	\$442	\$430	▲ 2.8%



# METRO BOSTON REGION

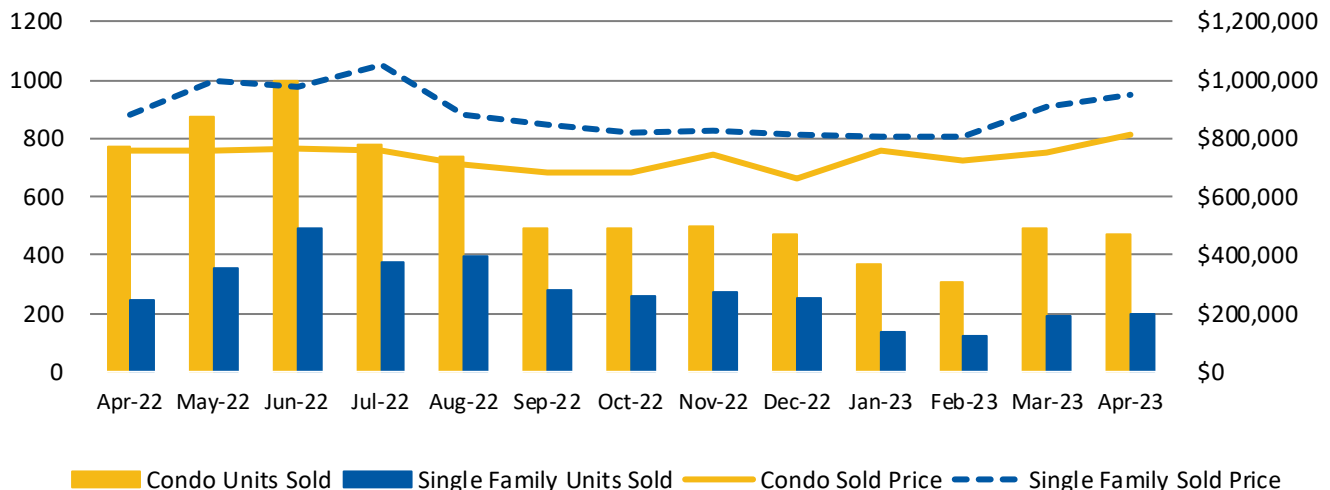
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett,  
Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$950,000	\$882,500	▲ 7.6%	\$908,000	▲ 4.6%	\$875,000	\$858,000	▲ 2.0%
Units Sold	194	246	▼ -21.1%	191	▲ 1.6%	645	831	▼ -22.4%
Active Listings	453	449	▲ 0.9%	418	▲ 8.4%	---	---	---
Months Supply of Inventory	2.3	1.8	▲ 27.8%	2.2	▲ 4.5%	---	---	---
New Listings	380	547	▼ -30.5%	419	▼ -9.3%	1,199	1,466	▼ -18.2%
Pending Sales	290	388	▼ -25.3%	259	▲ 12.0%	858	1,055	▼ -18.7%
Days to Off Market	17	13	▲ 30.8%	15	▲ 13.3%	18	13	▲ 38.5%
Sold to Original Price Ratio	102.2%	107.3%	▼ -4.8%	100.2%	▲ 2.0%	99.0%	103.8%	▼ -4.6%
Price per Square Foot	\$501	\$505	▼ -0.8%	\$479	▲ 4.6%	\$472	\$480	▼ -1.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$815,000	\$754,500	▲ 8.0%	\$750,000	▲ 8.7%	\$765,000	\$725,000	▲ 5.5%
Units Sold	473	770	▼ -38.6%	489	▼ -3.3%	1,640	2,303	▼ -28.8%
Active Listings	1,443	1,450	▼ -0.5%	1,330	▲ 8.5%	---	---	---
Months Supply of Inventory	3.1	1.9	▲ 63.2%	2.7	▲ 14.8%	---	---	---
New Listings	921	1,250	▼ -26.3%	1,034	▼ -10.9%	3,175	4,209	▼ -24.6%
Pending Sales	687	982	▼ -30.0%	615	▲ 11.7%	2,079	2,973	▼ -30.1%
Days to Off Market	19	18	▲ 5.6%	20	▼ -5.0%	21	19	▲ 10.5%
Sold to Original Price Ratio	99.4%	101.8%	▼ -2.4%	98.0%	▲ 1.4%	97.8%	99.6%	▼ -1.8%
Price per Square Foot	\$706	\$709	▼ -0.4%	\$672	▲ 5.1%	\$675	\$669	▲ 0.9%



# METRO WEST REGION

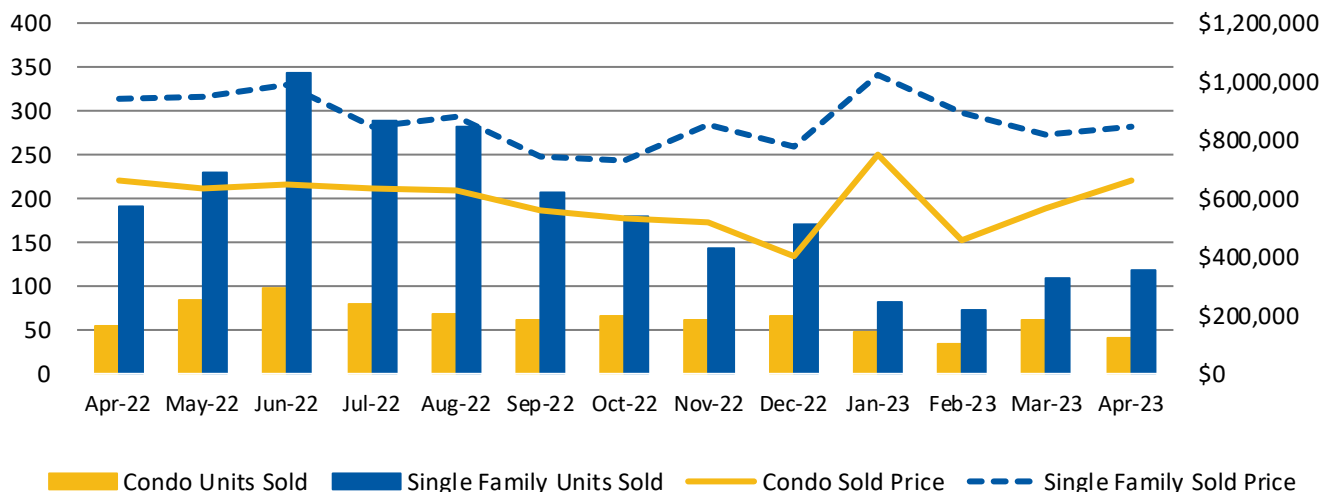
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$850,000	\$943,500	▼ -9.9%	\$822,000	▲ 3.4%	\$855,000	\$800,000	▲ 6.9%
Units Sold	119	190	▼ -37.4%	108	▲ 10.2%	380	587	▼ -35.3%
Active Listings	229	243	▼ -5.8%	236	▼ -3.0%	---	---	---
Months Supply of Inventory	1.9	1.3	▲ 46.2%	2.2	▼ -13.6%	---	---	---
New Listings	241	349	▼ -30.9%	270	▼ -10.7%	744	994	▼ -25.2%
Pending Sales	222	244	▼ -9.0%	159	▲ 39.6%	574	775	▼ -25.9%
Days to Off Market	14	11	▲ 27.3%	15	▼ -6.7%	16	11	▲ 45.5%
Sold to Original Price Ratio	102.5%	108.1%	▼ -5.2%	101.2%	▲ 1.3%	99.5%	105.6%	▼ -5.8%
Price per Square Foot	\$392	\$409	▼ -4.2%	\$375	▲ 4.5%	\$380	\$377	▲ 0.8%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$662,498	\$659,000	▲ 0.5%	\$564,000	▲ 17.5%	\$595,000	\$550,000	▲ 8.2%
Units Sold	40	54	▼ -25.9%	62	▼ -35.5%	185	203	▼ -8.9%
Active Listings	70	75	▼ -6.7%	79	▼ -11.4%	---	---	---
Months Supply of Inventory	1.8	1.4	▲ 28.6%	1.3	▲ 38.5%	---	---	---
New Listings	68	97	▼ -29.9%	67	▲ 1.5%	243	313	▼ -22.4%
Pending Sales	54	90	▼ -40.0%	60	▼ -10.0%	199	263	▼ -24.3%
Days to Off Market	14	15	▼ -6.7%	17	▼ -17.6%	17	15	▲ 13.3%
Sold to Original Price Ratio	101.3%	105.2%	▼ -3.7%	102.2%	▼ -0.9%	101.2%	103.9%	▼ -2.6%
Price per Square Foot	\$329	\$345	▼ -4.6%	\$335	▼ -1.8%	\$348	\$330	▲ 5.5%



# SOUTHERN NORFOLK REGION

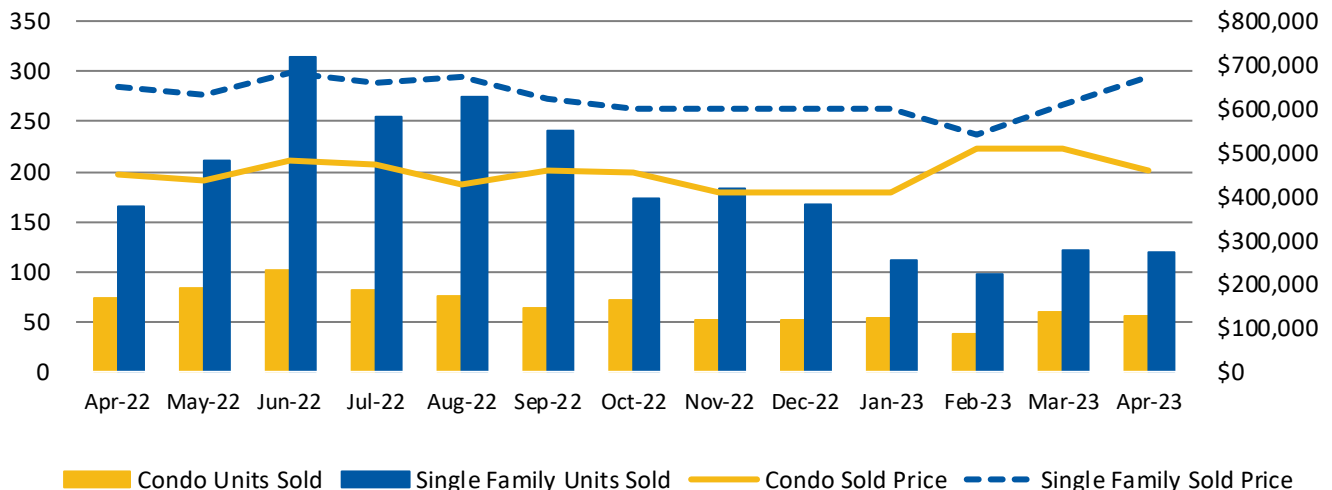
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$675,750	\$651,500	▲ 3.7%	\$610,000	▲ 10.8%	\$605,000	\$608,000	▼ -0.5%
Units Sold	120	165	▼ -27.3%	122	▼ -1.6%	451	563	▼ -19.9%
Active Listings	203	232	▼ -12.5%	181	▲ 12.2%	---	---	---
Months Supply of Inventory	1.7	1.4	▲ 21.4%	1.5	▲ 13.3%	---	---	---
New Listings	192	310	▼ -38.1%	203	▼ -5.4%	638	841	▼ -24.1%
Pending Sales	159	233	▼ -31.8%	144	▲ 10.4%	531	646	▼ -17.8%
Days to Off Market	16	14	▲ 14.3%	16	▬ 0.0%	19	16	▲ 18.8%
Sold to Original Price Ratio	104.0%	105.4%	▼ -1.3%	98.6%	▲ 5.5%	99.6%	103.4%	▼ -3.7%
Price per Square Foot	\$344	\$332	▲ 3.6%	\$321	▲ 7.2%	\$323	\$325	▼ -0.6%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$461,300	\$450,000	▲ 2.5%	\$507,720	▼ -9.1%	\$475,000	\$440,000	▲ 8.0%
Units Sold	55	73	▼ -24.7%	59	▼ -6.8%	205	249	▼ -17.7%
Active Listings	82	82	▬ 0.0%	82	▬ 0.0%	---	---	---
Months Supply of Inventory	1.5	1.1	▲ 36.4%	1.4	▲ 7.1%	---	---	---
New Listings	73	103	▼ -29.1%	78	▼ -6.4%	268	350	▼ -23.4%
Pending Sales	73	85	▼ -14.1%	62	▲ 17.7%	213	283	▼ -24.7%
Days to Off Market	16	16	▬ 0.0%	20	▼ -20.0%	19	15	▲ 26.7%
Sold to Original Price Ratio	100.4%	106.5%	▼ -5.7%	101.4%	▼ -1.0%	101.2%	104.3%	▼ -3.0%
Price per Square Foot	\$308	\$328	▼ -6.1%	\$363	▼ -15.2%	\$333	\$309	▲ 7.8%



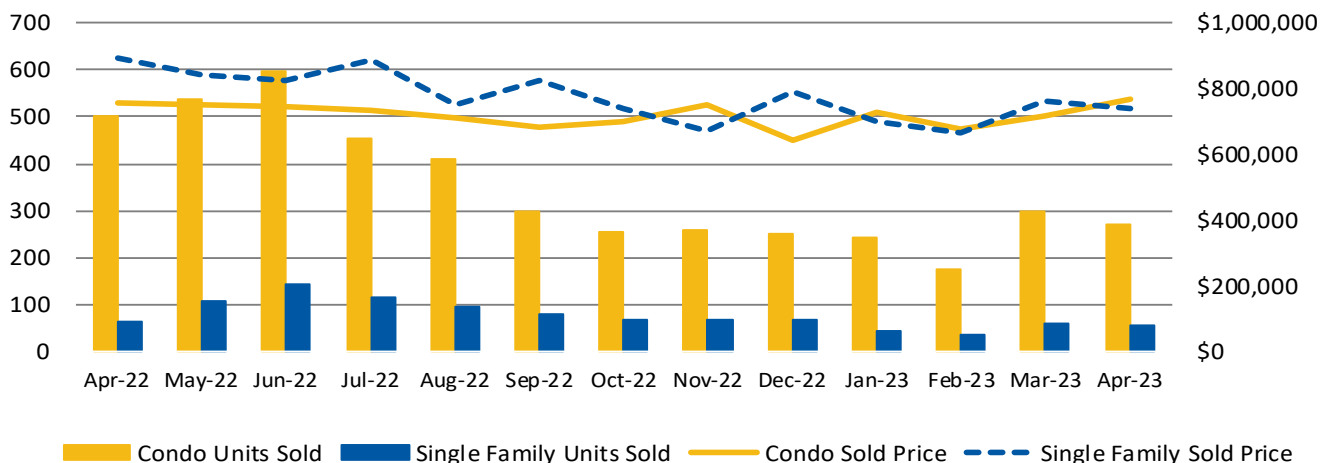
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$737,500	\$892,000	▼ -17.3%	\$765,000	▼ -3.6%	\$725,000	\$781,902	▼ -7.3%
Units Sold	56	65	▼ -13.8%	59	▼ -5.1%	197	246	▼ -19.9%
Active Listings	142	162	▼ -12.3%	120	▲ 18.3%	---	---	---
Months Supply of Inventory	2.5	2.5	■ 0.0%	2.0	▲ 25.0%	---	---	---
New Listings	122	173	▼ -29.5%	105	▲ 16.2%	349	437	▼ -20.1%
Pending Sales	87	104	▼ -16.3%	67	▲ 29.9%	254	304	▼ -16.4%
Days to Off Market	16	15	▲ 6.7%	19	▼ -15.8%	20	17	▲ 17.6%
Sold to Original Price Ratio	99.5%	103.9%	▼ -4.2%	98.6%	▲ 0.9%	96.8%	101.6%	▼ -4.7%
Price per Square Foot	\$469	\$580	▼ -19.1%	\$454	▲ 3.3%	\$457	\$491	▼ -6.9%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$770,000	\$758,450	▲ 1.5%	\$719,500	▲ 7.0%	\$729,000	\$717,000	▲ 1.7%
Units Sold	271	500	▼ -45.8%	300	▼ -9.7%	989	1,438	▼ -31.2%
Active Listings	1,002	1,024	▼ -2.1%	903	▲ 11.0%	---	---	---
Months Supply of Inventory	3.7	2.0	▲ 85.0%	3.0	▲ 23.3%	---	---	---
New Listings	575	791	▼ -27.3%	635	▼ -9.4%	1,961	2,763	▼ -29.0%
Pending Sales	395	607	▼ -34.9%	368	▲ 7.3%	1,215	1,906	▼ -36.3%
Days to Off Market	20	19	▲ 5.3%	20	■ 0.0%	22	19	▲ 15.8%
Sold to Original Price Ratio	98.4%	100.4%	▼ -2.0%	97.7%	▲ 0.7%	97.6%	98.6%	▼ -1.0%
Price per Square Foot	\$763	\$789	▼ -3.3%	\$721	▲ 5.8%	\$750	\$732	▲ 2.5%



# 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		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$837,500	\$897,000	▼ -6.6%	\$860,000	▼ -2.6%	\$850,000	\$870,000	▼ -2.3%
Units Sold	56	104	▼ -46.2%	95	▼ -41.1%	284	413	▼ -31.2%
Active Listings	169	174	▼ -2.9%	142	▲ 19.0%	---	---	---
Months Supply of Inventory	3.0	1.7	▲ 76.5%	1.5	▲ 100.0%	---	---	---
New Listings	148	188	▼ -21.3%	129	▲ 14.7%	458	638	▼ -28.2%
Pending Sales	100	149	▼ -32.9%	82	▲ 22.0%	324	451	▼ -28.2%
Days to Off Market	17	17	▬ 0.0%	27	▼ -37.0%	20	18	▲ 11.1%
Sold to Original Price Ratio	100.4%	103.4%	▼ -2.9%	97.2%	▲ 3.3%	97.2%	101.3%	▼ -4.0%
Price per Square Foot	\$363	\$357	▲ 1.7%	\$323	▲ 12.4%	\$342	\$355	▼ -3.7%

## 3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$1,225,000	\$1,265,000	▼ -3.2%	\$1,136,000	▲ 7.8%	\$1,067,500	\$1,100,000	▼ -3.0%
Units Sold	20	44	▼ -54.5%	34	▼ -41.2%	94	158	▼ -40.5%
Active Listings	106	121	▼ -12.4%	97	▲ 9.3%	---	---	---
Months Supply of Inventory	5.3	2.8	▲ 89.3%	2.9	▲ 82.8%	---	---	---
New Listings	65	96	▼ -32.3%	59	▲ 10.2%	205	293	▼ -30.0%
Pending Sales	46	58	▼ -20.7%	24	▲ 91.7%	126	179	▼ -29.6%
Days to Off Market	21	21	▬ 0.0%	39	▼ -46.2%	30	21	▲ 42.9%
Sold to Original Price Ratio	96.7%	97.6%	▼ -0.9%	95.1%	▲ 1.7%	94.9%	97.8%	▼ -3.0%
Price per Square Foot	\$394	\$329	▲ 19.8%	\$332	▲ 18.7%	\$317	\$337	▼ -5.9%

## 4 Family Homes

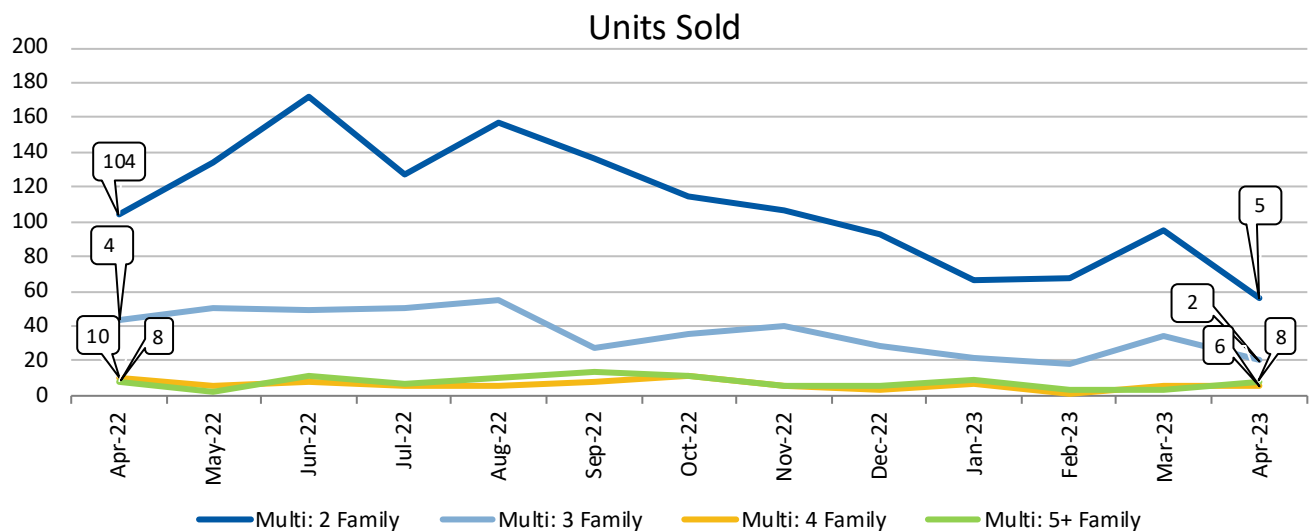
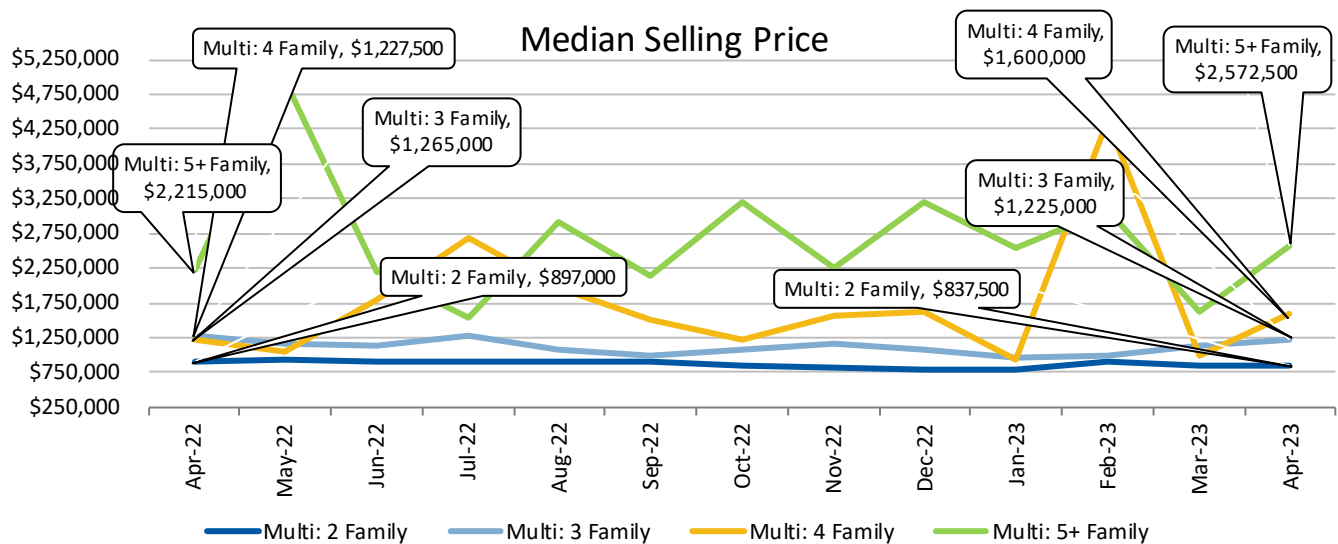
	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$1,160,000	\$1,050,000	▲ 10.5%	\$1,600,000	▼ -27.5%	\$1,160,000	\$1,250,000	▼ -7.2%
Units Sold	5	5	▬ 0.0%	6	▼ -16.7%	17	29	▼ -41.4%
Active Listings	28	29	▼ -3.4%	23	▲ 21.7%	---	---	---
Months Supply of Inventory	5.6	5.8	▼ -3.4%	3.8	▲ 47.4%	---	---	---
New Listings	16	16	▬ 0.0%	15	▲ 6.7%	51	56	▼ -8.9%
Pending Sales	7	9	▼ -22.2%	7	▬ 0.0%	22	31	▼ -29.0%
Days to Off Market	16	8	▲ 100.0%	25	▼ -36.0%	25	23	▲ 8.7%
Sold to Original Price Ratio	92.8%	97.6%	▼ -4.9%	96.7%	▼ -4.0%	94.5%	99.4%	▼ -4.9%
Price per Square Foot	\$250	\$273	▼ -8.4%	\$382	▼ -34.6%	\$250	\$306	▼ -18.3%

# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

## 5+ Family Homes

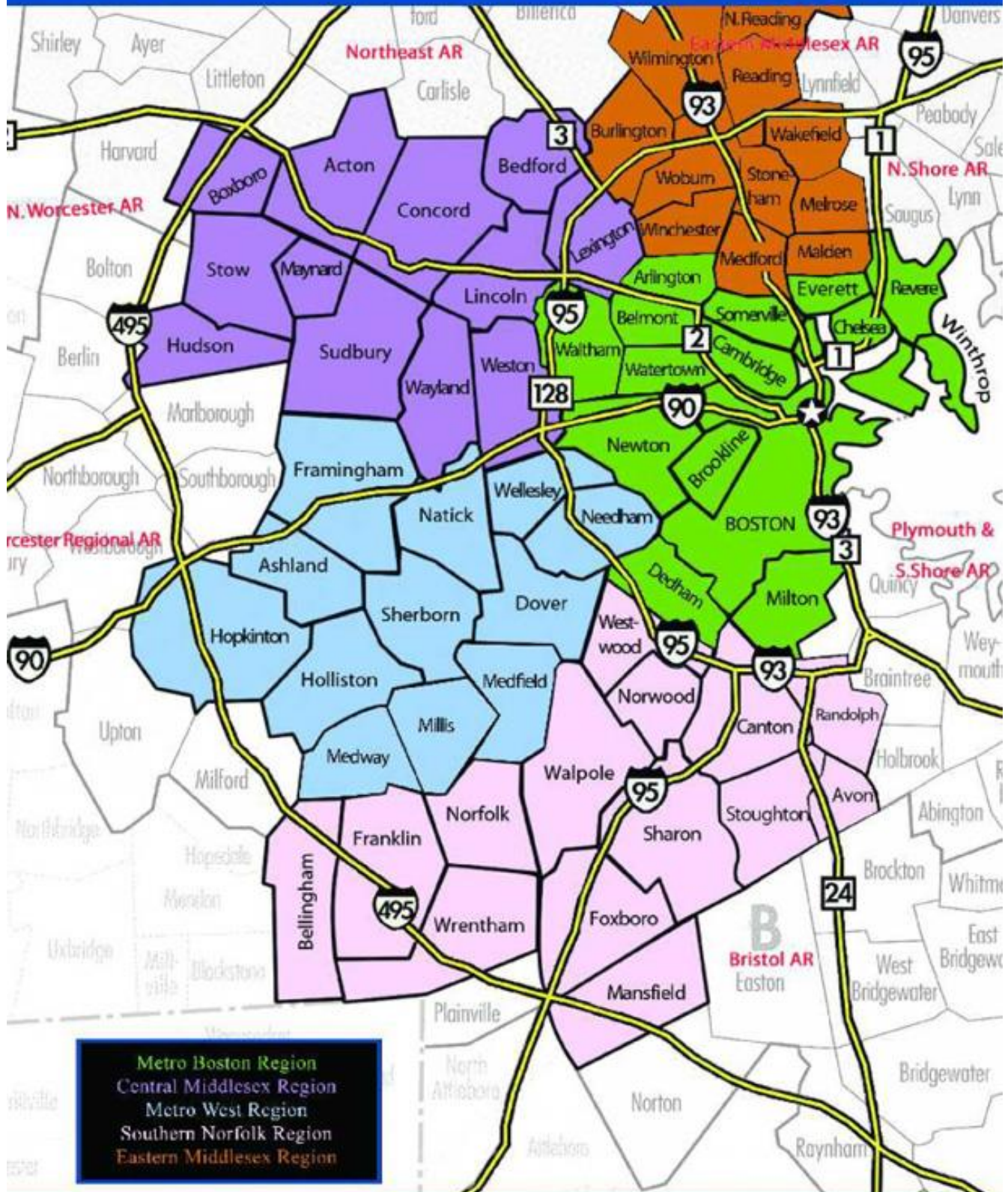
	Year over Year			Month over Month		Year to Date		
	Apr 2023	Apr 2022	Change	Mar 2023	Change	2023	2022	Change
Median Selling Price	\$4,150,000	\$4,940,000	▼ -16.0%	\$2,572,500	▲ 61.3%	\$2,572,500	\$2,365,000	▲ 8.8%
Units Sold	2	2	■ 0.0%	8	▼ -75.0%	16	20	▼ -20.0%
Active Listings	62	58	▲ 6.9%	58	▲ 6.9%	---	---	---
Months Supply of Inventory	31.0	29.0	▲ 6.9%	7.3	▲ 324.7%	---	---	---
New Listings	19	26	▼ -26.9%	26	▼ -26.9%	78	77	▲ 1.3%
Pending Sales	7	9	▼ -22.2%	6	▲ 16.7%	20	26	▼ -23.1%
Days to Off Market	91	21	▲ 333.3%	28	▲ 225.0%	57	28	▲ 103.6%
Sold to Original Price Ratio	86.2%	98.8%	▼ -12.8%	93.1%	▼ -7.4%	92.3%	93.9%	▼ -1.7%
Price per Square Foot	\$600	\$699	▼ -14.2%	\$356	▲ 68.5%	\$386	\$398	▼ -3.0%





# 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.*