

MONTHLY MARKET INSIGHTS REPORT

April 2024

Single-Family Homes

The 766 homes sold in April was the eighteenth highest sales volume for the month and a 12.3 percent increase from the 682 homes sold in April 2023. The median sales price reached a new record high for the month of April, as it increased 16.2 percent from \$8157,250 in April 2023 to \$950,000 this year.

Condominiums

With 763 condos sold, it was the fourteenth most active April on record in Greater Boston, and a 7.3 percent increase in sales from the 711 units sold in 2023. The median sales price of condos dropped modestly by 1.4 percent from \$710,000 in April 2023 to \$700,000 this year.

Multi-Family Homes

This month there were 149 multi-family units sold in Greater Boston, which reflects a 71.2 percent increase from the 87 multi-family units sold in April 2023. Notably, the 2-family home market saw a significant increase in closed sales, 59 in 2023 to 104 this year, as well as a 25 percent increase in median sales price (\$840,000 to \$1,050,000).



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Greater Boston Association of REALTORS®

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Data thru 05/09/24

Greater Boston Market Summary



Includes all 64 towns within the GBAR jurisdictional area

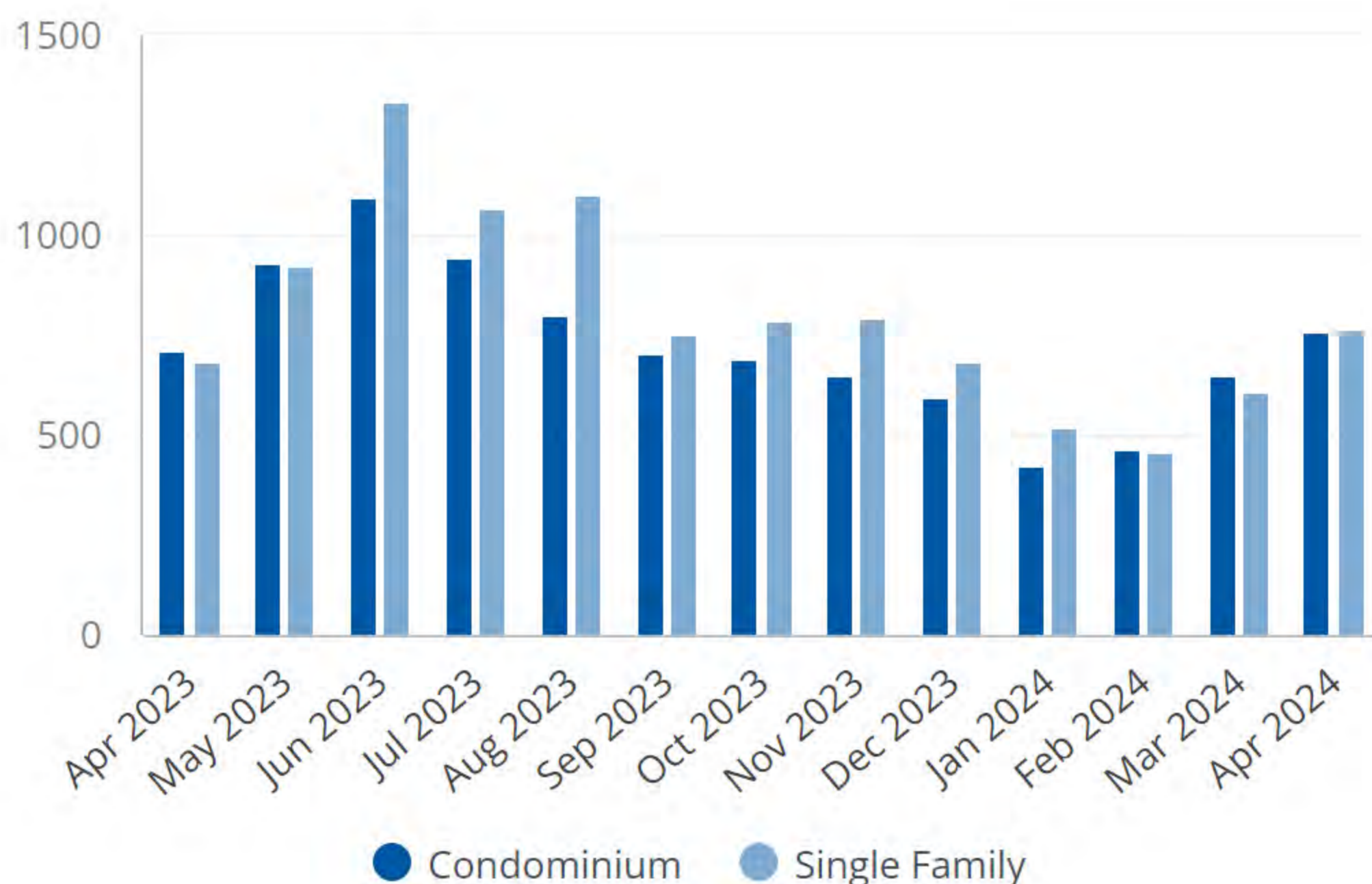
Single Family Homes

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$950,000	\$817,250	⬆️ 16.2%	\$900,500	⬆️ 5.5%	\$865,000	\$765,000	⬆️ 13.1%
Closed Sales	766	682	⬆️ 12.3%	610	⬆️ 25.6%	2,359	2,244	⬆️ 5.1%
New Listings	1,521	1,174	⬆️ 29.6%	1,023	⬆️ 48.7%	4,105	3,764	⬆️ 9.1%
Pending Sales	1,076	947	⬆️ 13.6%	887	⬆️ 21.3%	3,065	2,860	⬆️ 7.2%
Median Days on Market	15	15	➡️ 0.0%	14	⬆️ 7.1%	16	17	⬆️ -5.9%
Price per Square Foot	\$446	\$421	⬆️ 6.1%	\$438	⬆️ 1.8%	\$428	\$395	⬆️ 8.2%
Sold to Original Price Ratio	103.4%	103.1%	⬆️ 0.3%	102.4%	⬆️ 1.0%	101.4%	99.7%	⬆️ 1.7%
Active Inventory	1,266	1,259	⬆️ 0.6%	972	⬆️ 30.2%	—	—	—
Months Supply of Inventory	1.7	1.8	⬆️ -10.5%	1.6	⬆️ 3.7%	—	—	—

Condominiums

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$700,000	\$710,000	⬆️ -1.4%	\$740,000	⬆️ -5.4%	\$710,000	\$689,900	⬆️ 2.9%
Closed Sales	763	711	⬆️ 7.3%	654	⬆️ 16.7%	2,308	2,438	⬆️ -5.3%
New Listings	1,459	1,238	⬆️ 17.9%	1,103	⬆️ 32.3%	4,471	4,307	⬆️ 3.8%
Pending Sales	970	941	⬆️ 3.1%	827	⬆️ 17.3%	2,938	2,933	⬆️ 0.2%
Median Days on Market	19	17	⬆️ 11.8%	18	⬆️ 5.6%	19	20	⬆️ -5.0%
Price per Square Foot	\$605	\$582	⬆️ 4.0%	\$599	⬆️ 1.0%	\$586	\$549	⬆️ 6.7%
Sold to Original Price Ratio	100.6%	99.9%	⬆️ 0.7%	99.8%	⬆️ 0.8%	99.7%	98.7%	⬆️ 1.0%
Active Inventory	1,689	1,747	⬆️ -3.3%	1,517	⬆️ 11.3%	—	—	—
Months Supply of Inventory	2.2	2.5	⬆️ -9.9%	2.3	⬆️ -4.6%	—	—	—

Number of Closed Sales



Median Sales Price



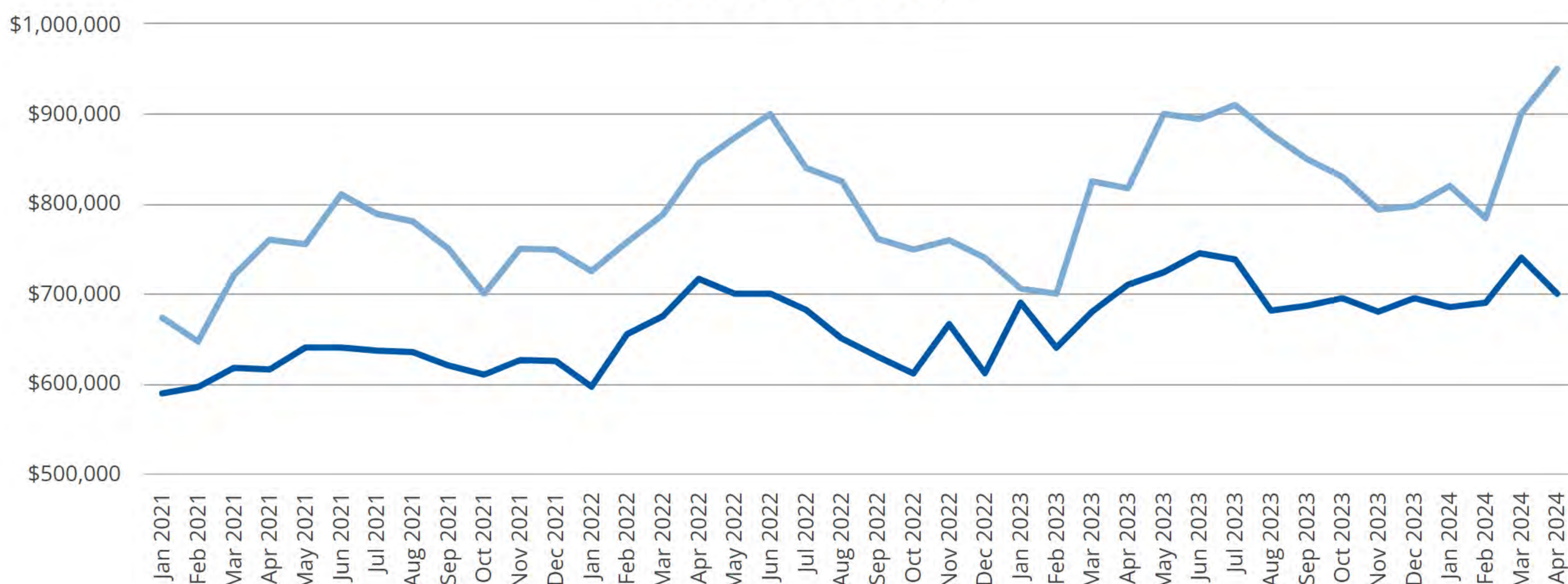
Median Sales Price



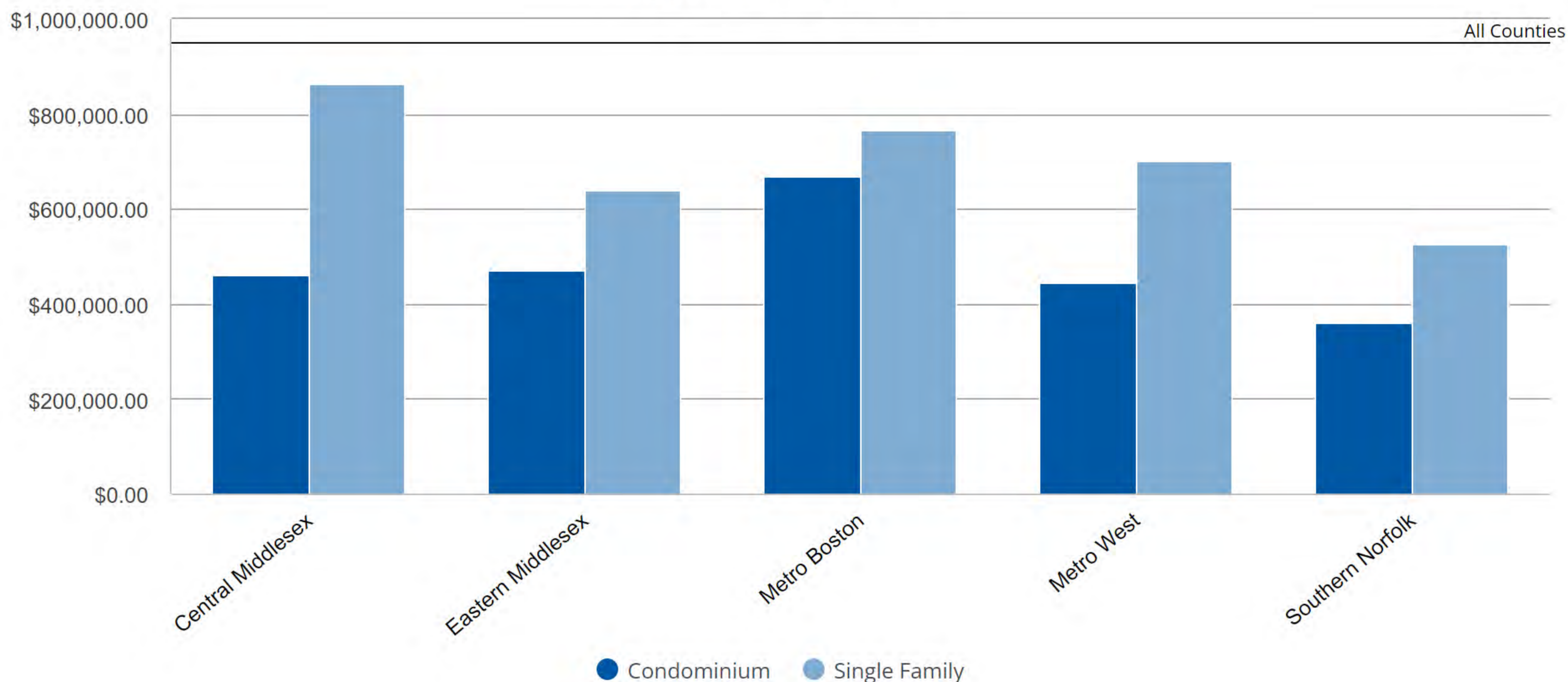
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	April 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$950,000	⬆️ 5.5%	⬆️ 16.2%	⬆️ 13.1%
CONDO	\$700,000	⬆️ -5.4%	⬆️ -1.4%	⬆️ 2.9%

Historical Activity



Region Comparison



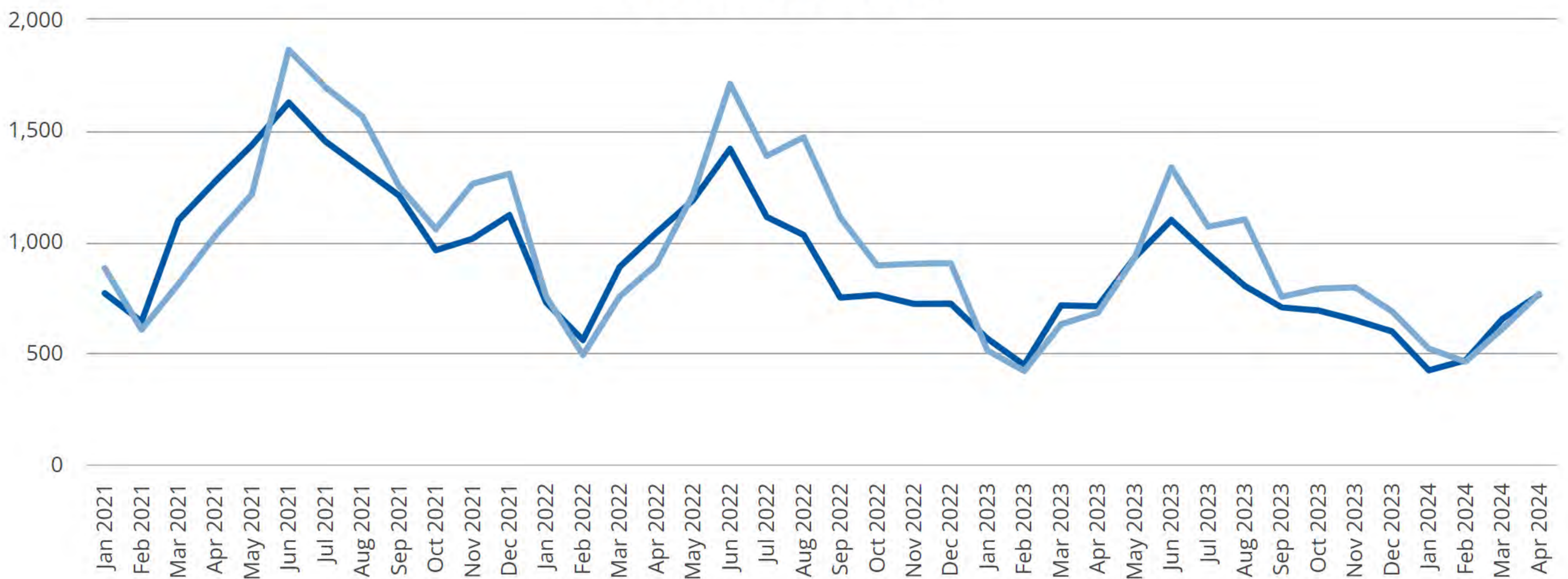
Closed Sales



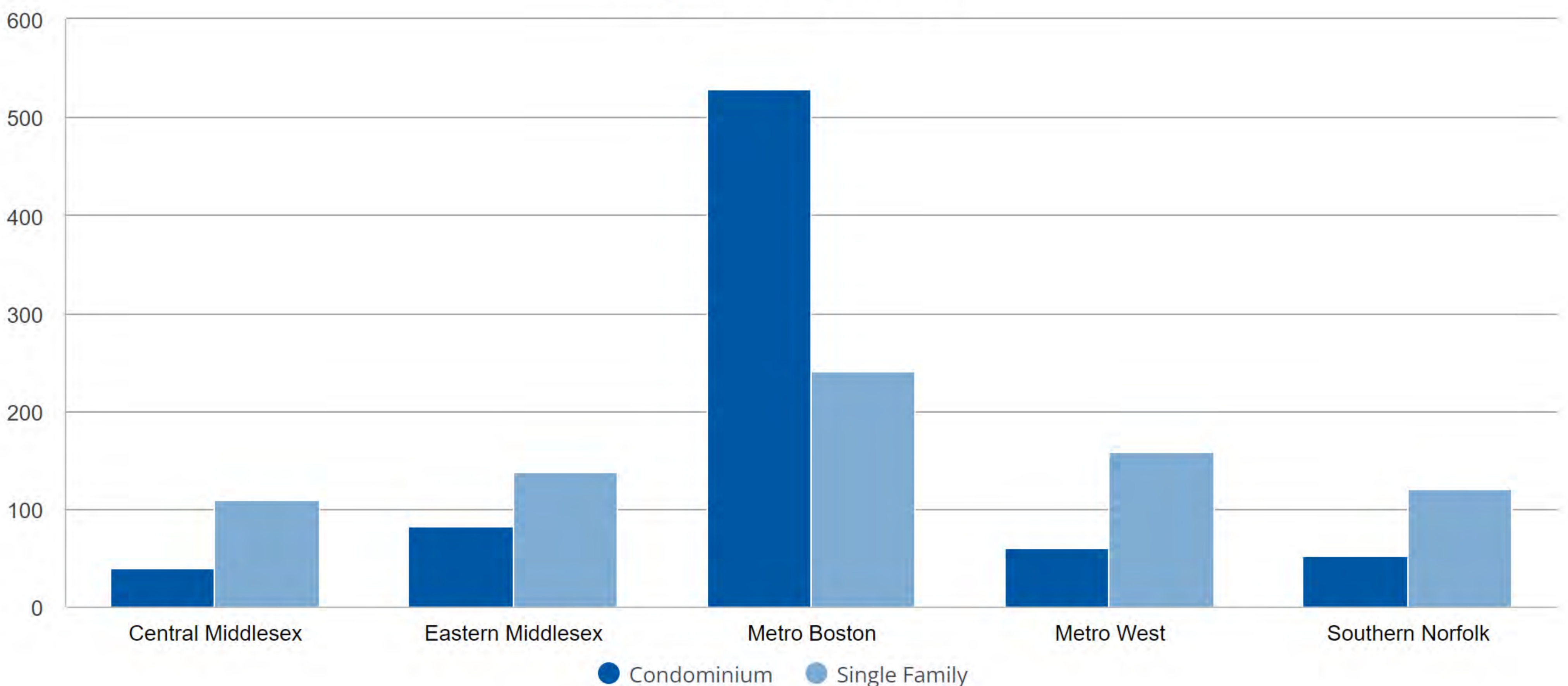
The number of properties that sold.

	April 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	766	⬆️ 25.6%	⬆️ 12.3%	⬆️ 5.1%
CONDO	763	⬆️ 16.7%	⬆️ 7.3%	⬆️ -5.3%

Historical Activity



Region Comparison



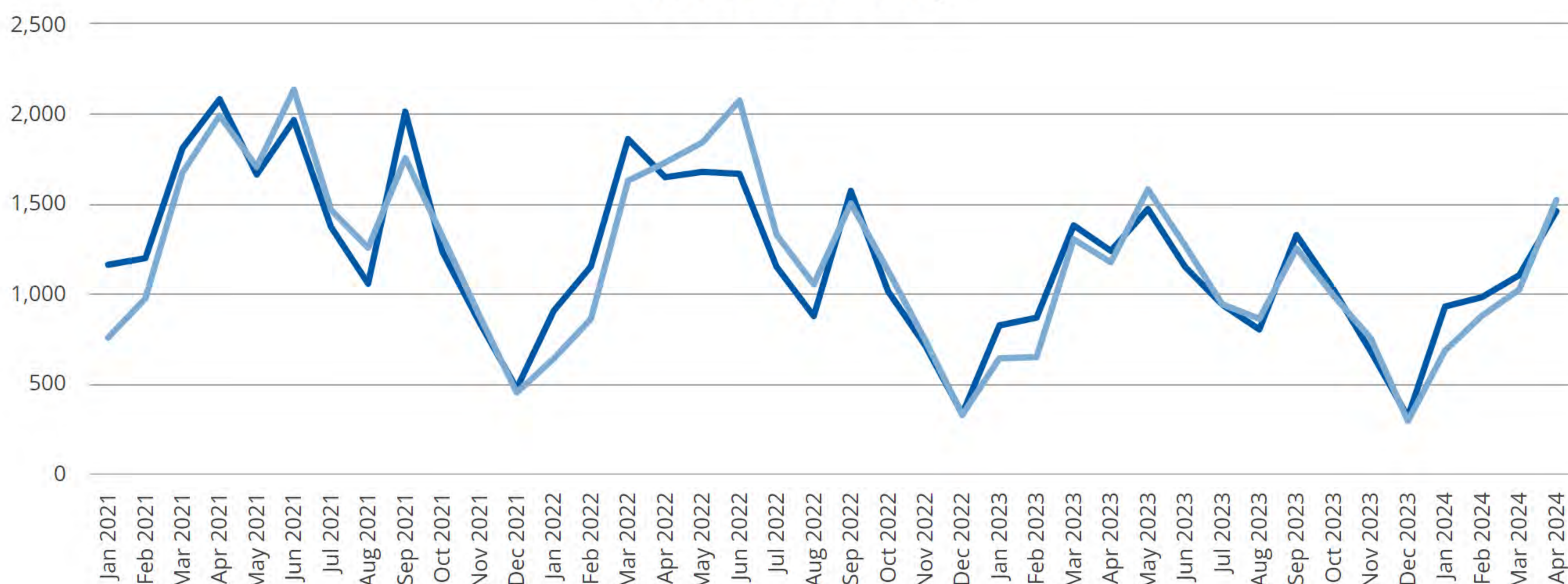
New Listings



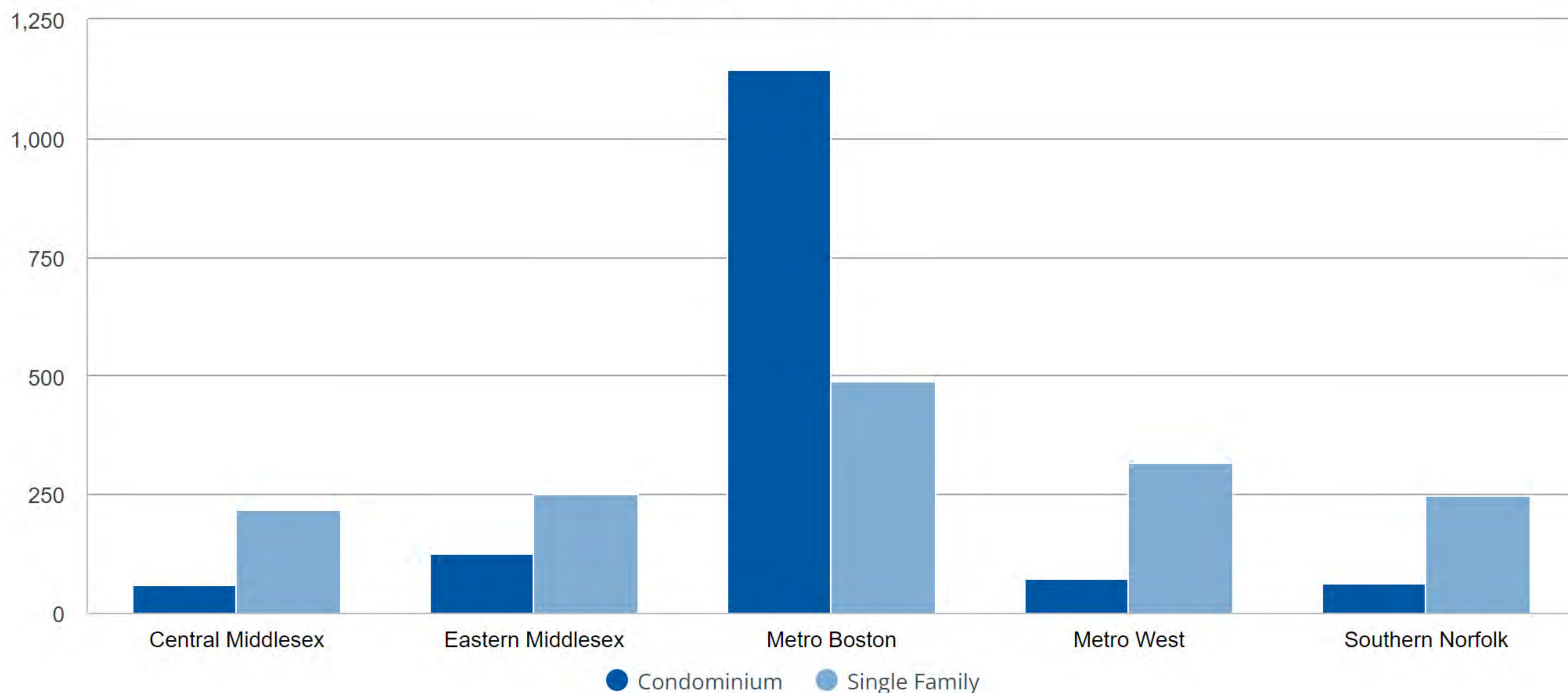
The number of properties listed regardless of current status.

	April 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,521	⬆️ 48.7%	⬆️ 29.6%	⬆️ 9.1%
CONDO	1,459	⬆️ 32.3%	⬆️ 17.9%	⬆️ 3.8%

Historical Activity



Region Comparison



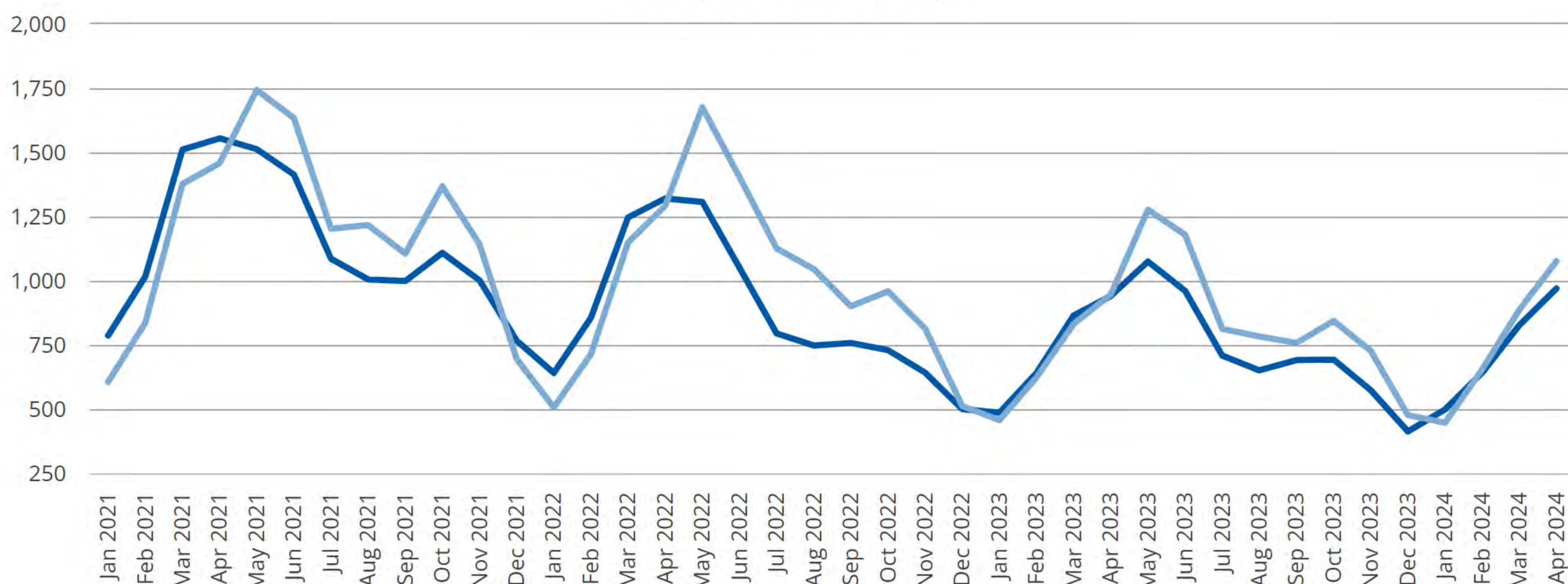
Pending Sales



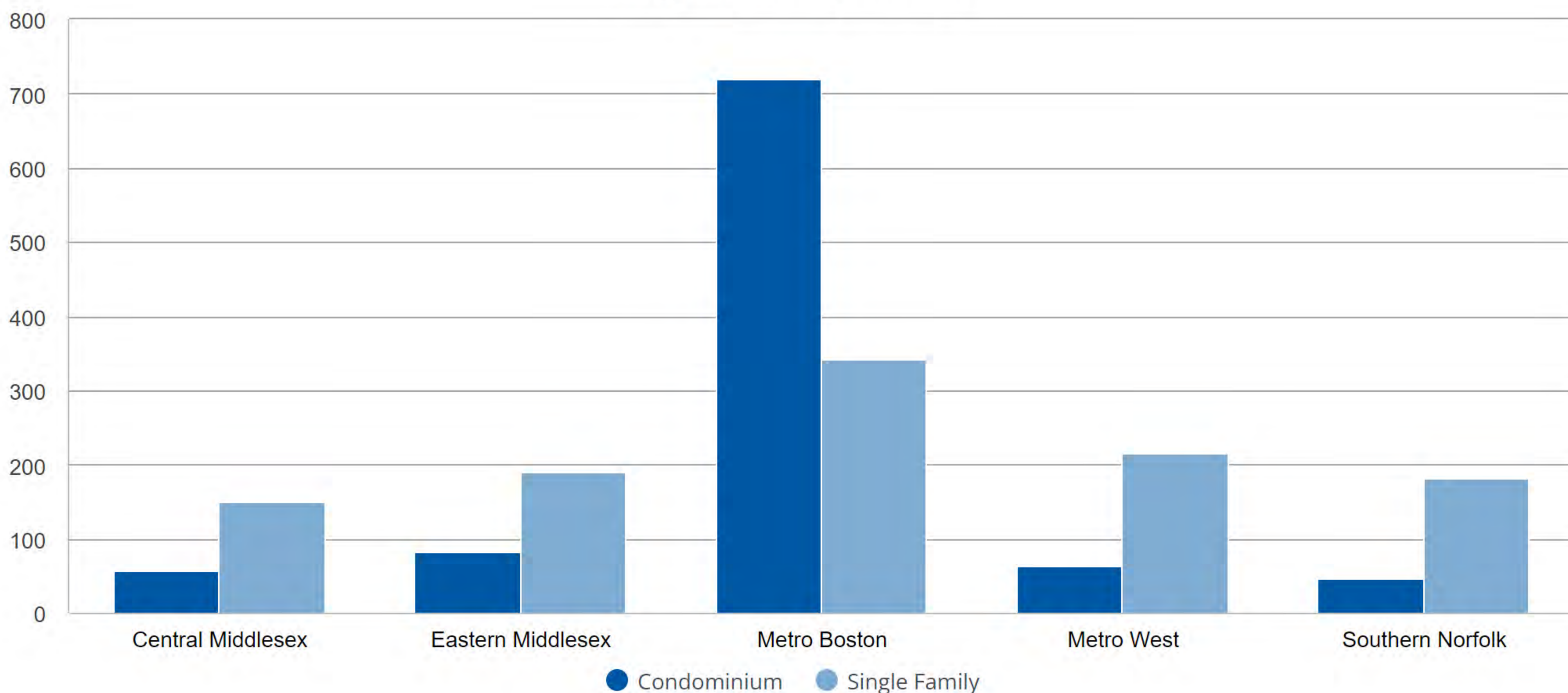
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	April 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,076	⬆️ 21.3%	⬆️ 13.6%	⬆️ 7.2%
CONDO	970	⬆️ 17.3%	⬆️ 3.1%	⬆️ 0.2%

Historical Activity



Region Comparison



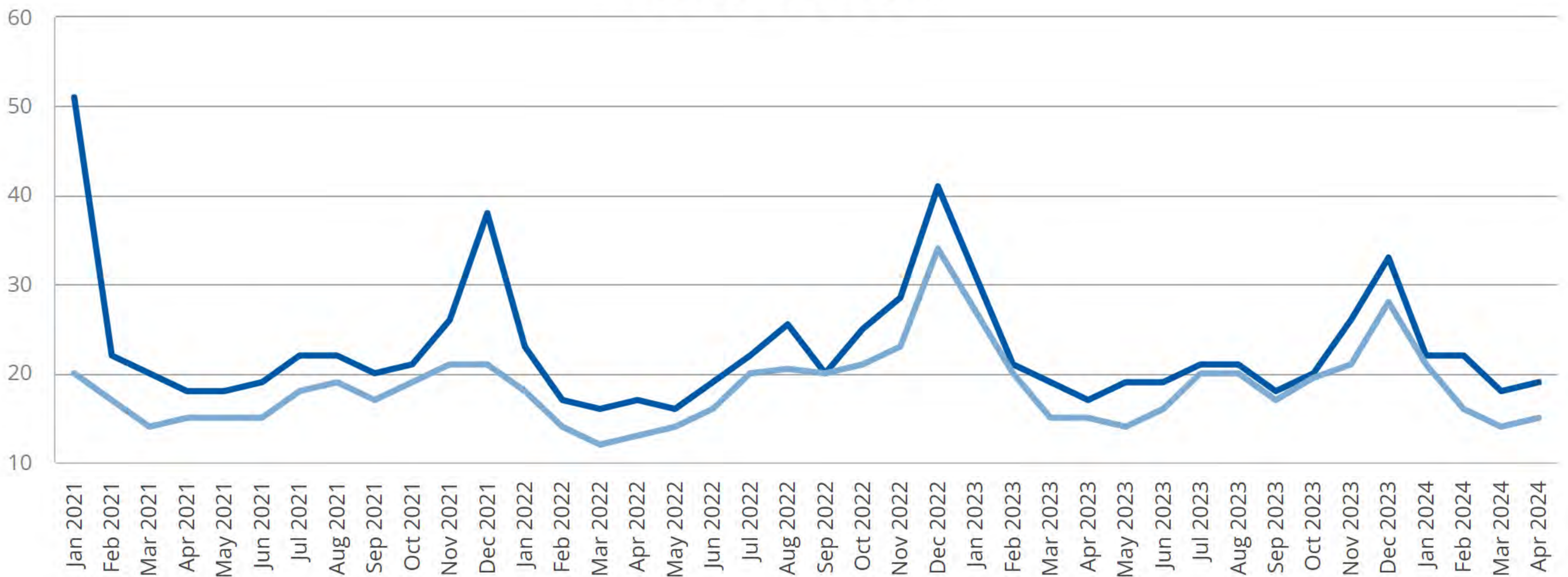
Days on Market



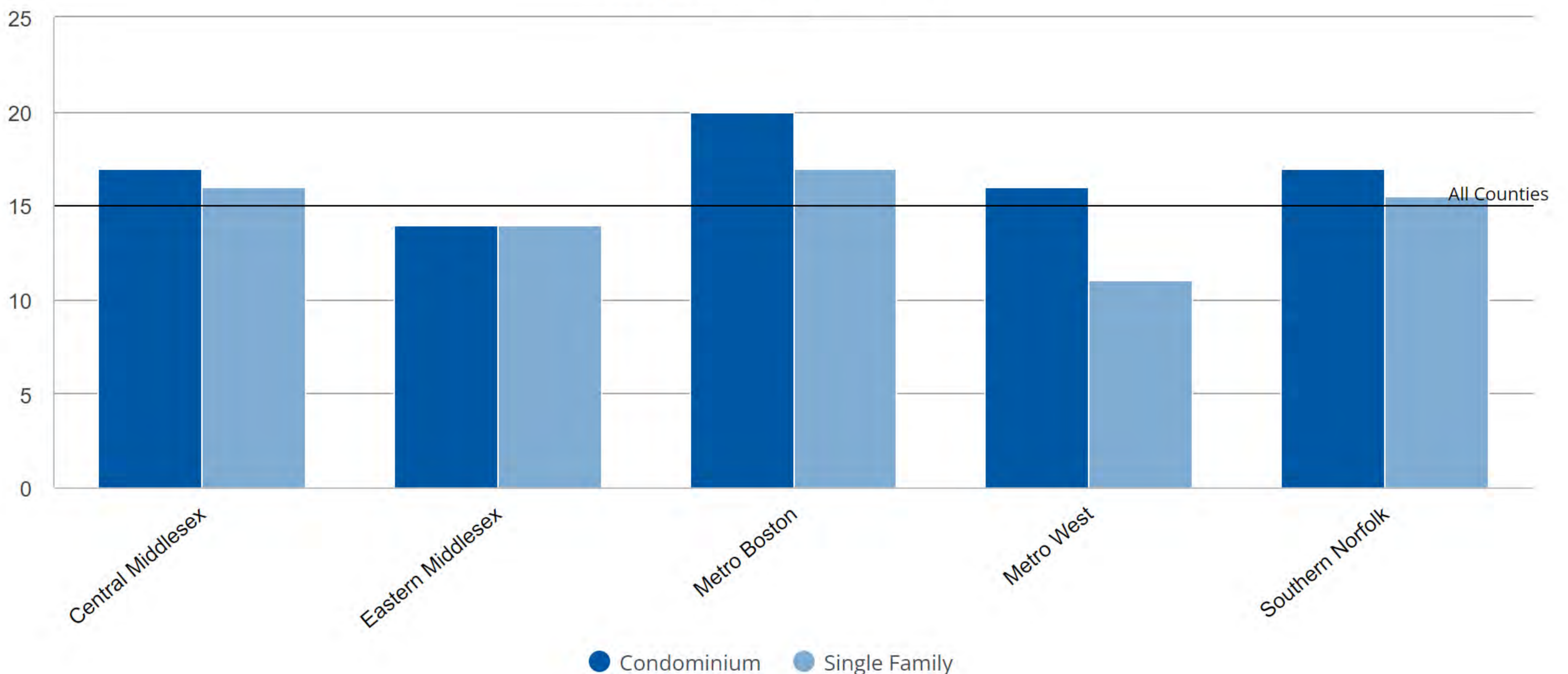
The median number of days between when a property is listed and the purchase contract date.

	April 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	15	⬆️ 7.1%	⬆️ 0.0%	⬆️ -5.9%
CONDO	19	⬆️ 5.6%	⬆️ 11.8%	⬆️ -5.0%

Historical Activity



Region Comparison



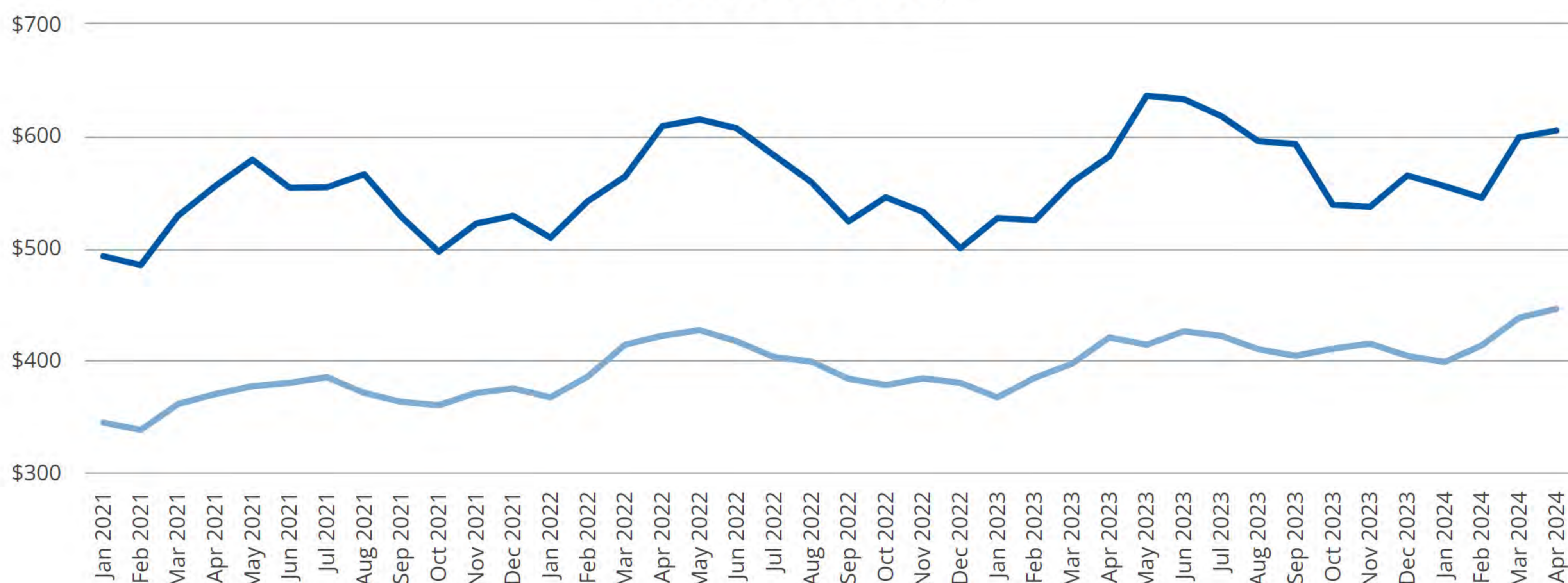
Price per Square Foot



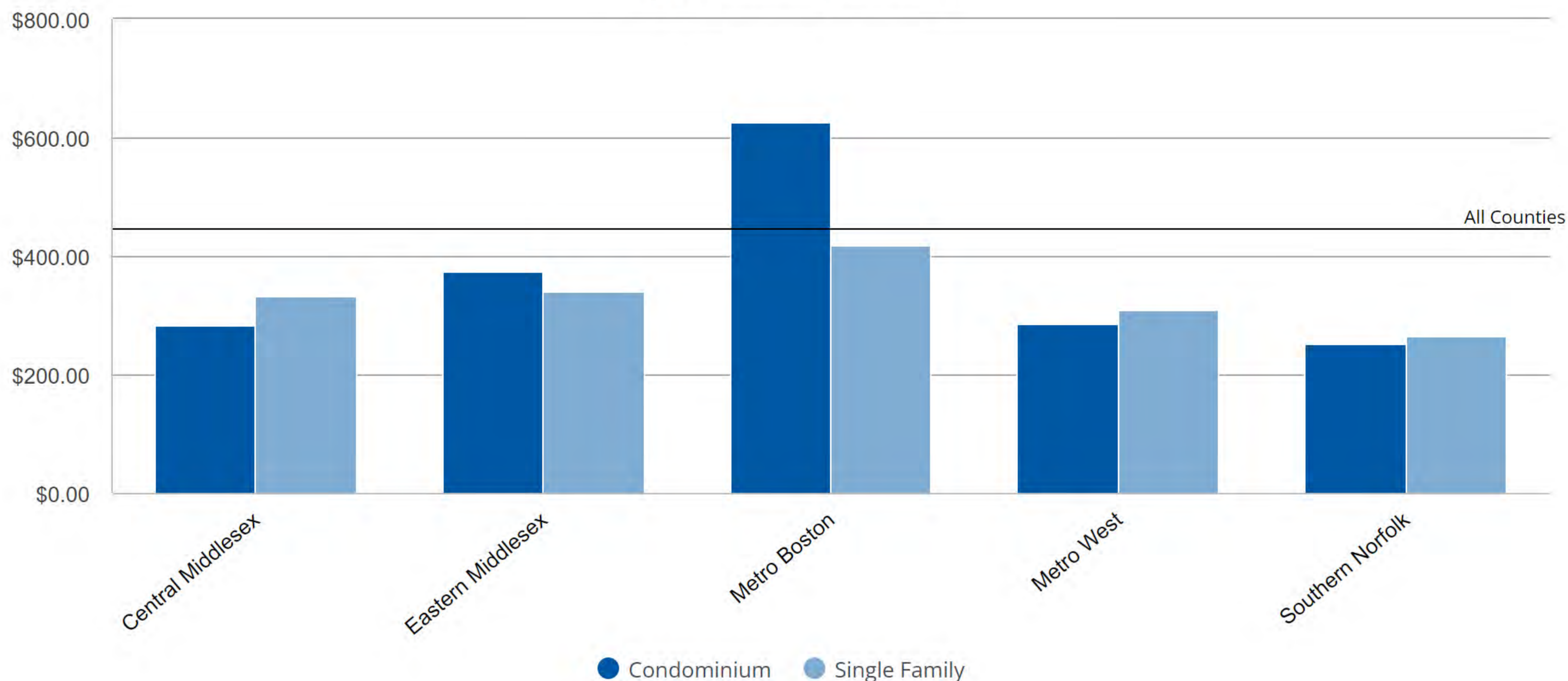
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	April 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$446	⬆️ 1.8%	⬆️ 6.1%	⬆️ 8.2%
CONDO	\$605	⬆️ 1.0%	⬆️ 4.0%	⬆️ 6.7%

Historical Activity



Region Comparison



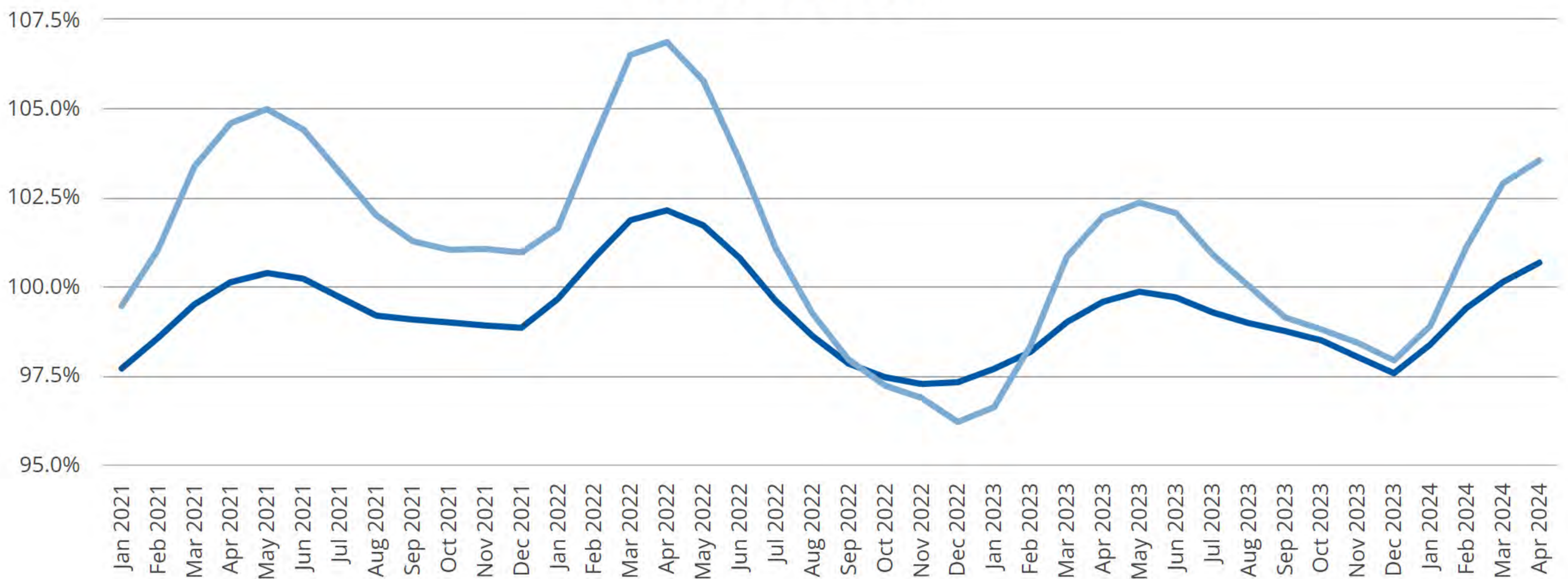
Sold to Original Price Ratio



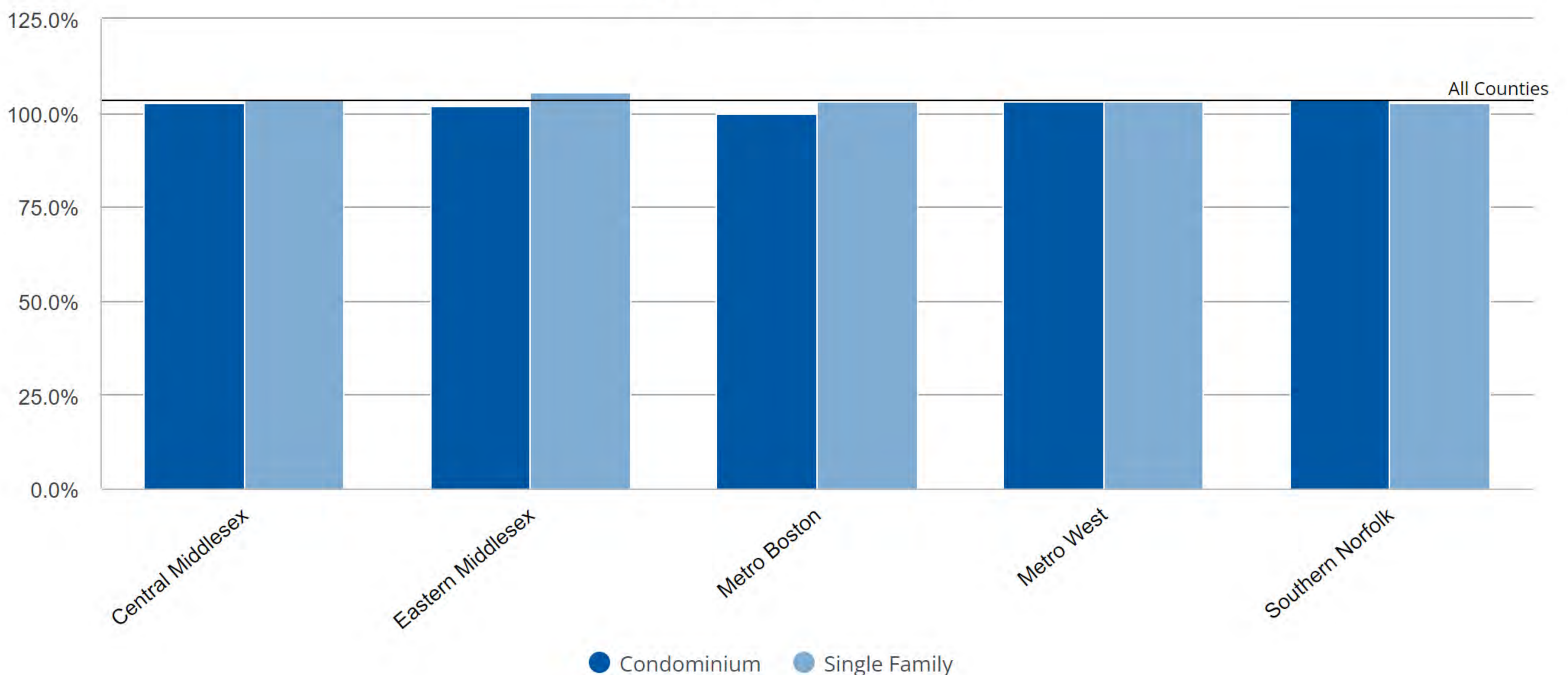
The average of the sales price divided by the original list price expressed as a percentage.

	April 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	103.5%	⬆️ 0.6%	⬆️ 1.5%	⬆️ 1.6%
CONDO	100.7%	⬆️ 0.5%	⬆️ 1.1%	⬆️ 0.8%

Historical Activity



Region Comparison



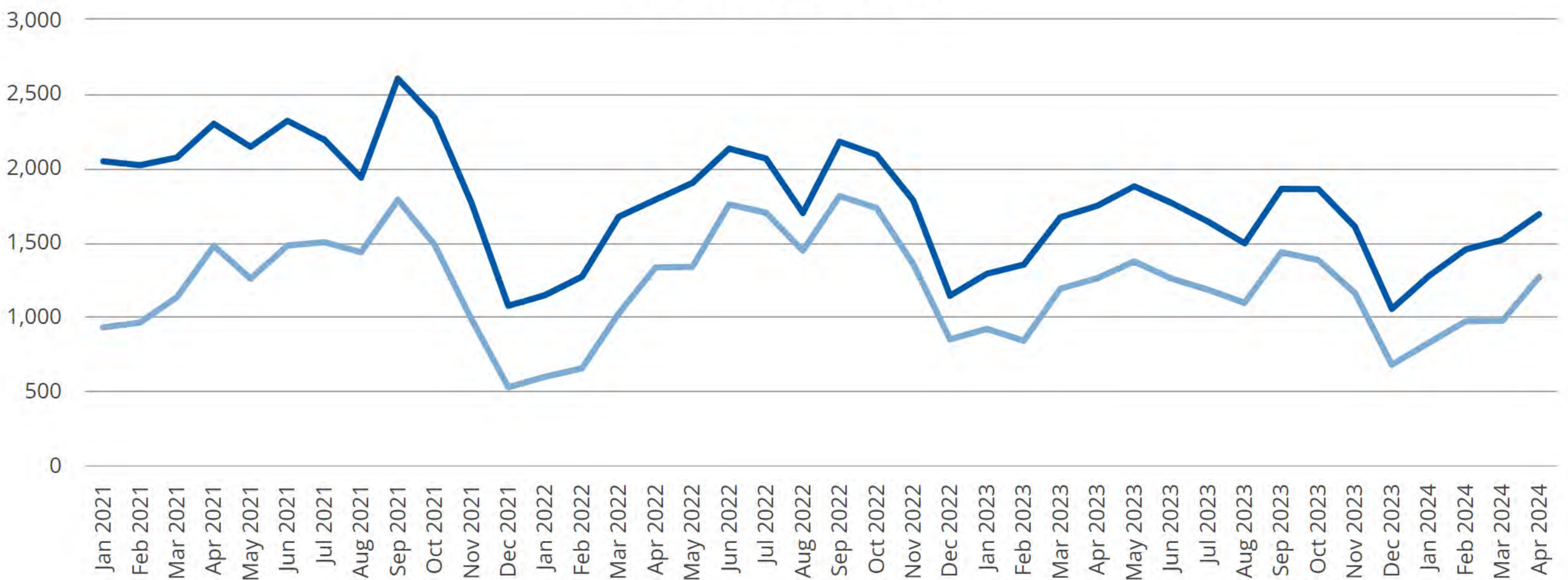
Active Inventory



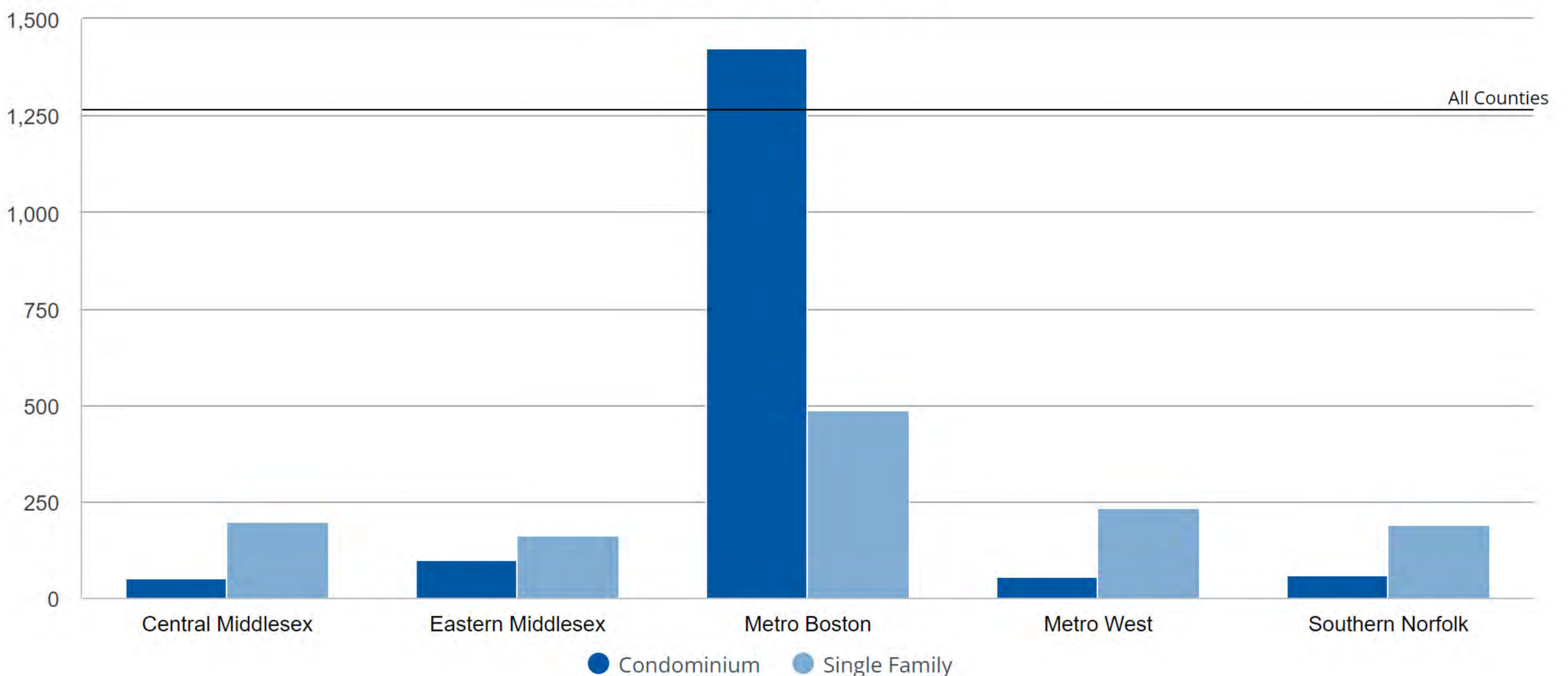
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	April 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,266	⬆️ 30.2%	⬆️ 0.6%	—
CONDO	1,689	⬆️ 11.3%	⬆️ -3.3%	—

Historical Activity



Region Comparison



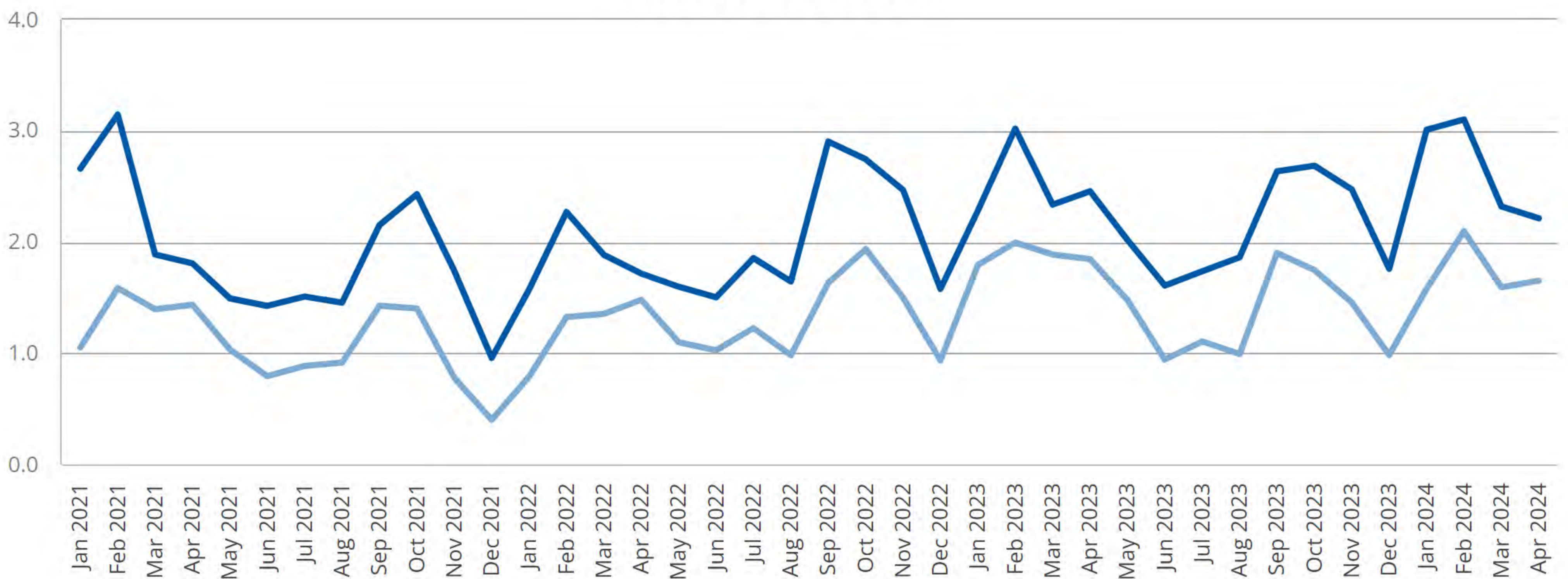
Months Supply of Inventory



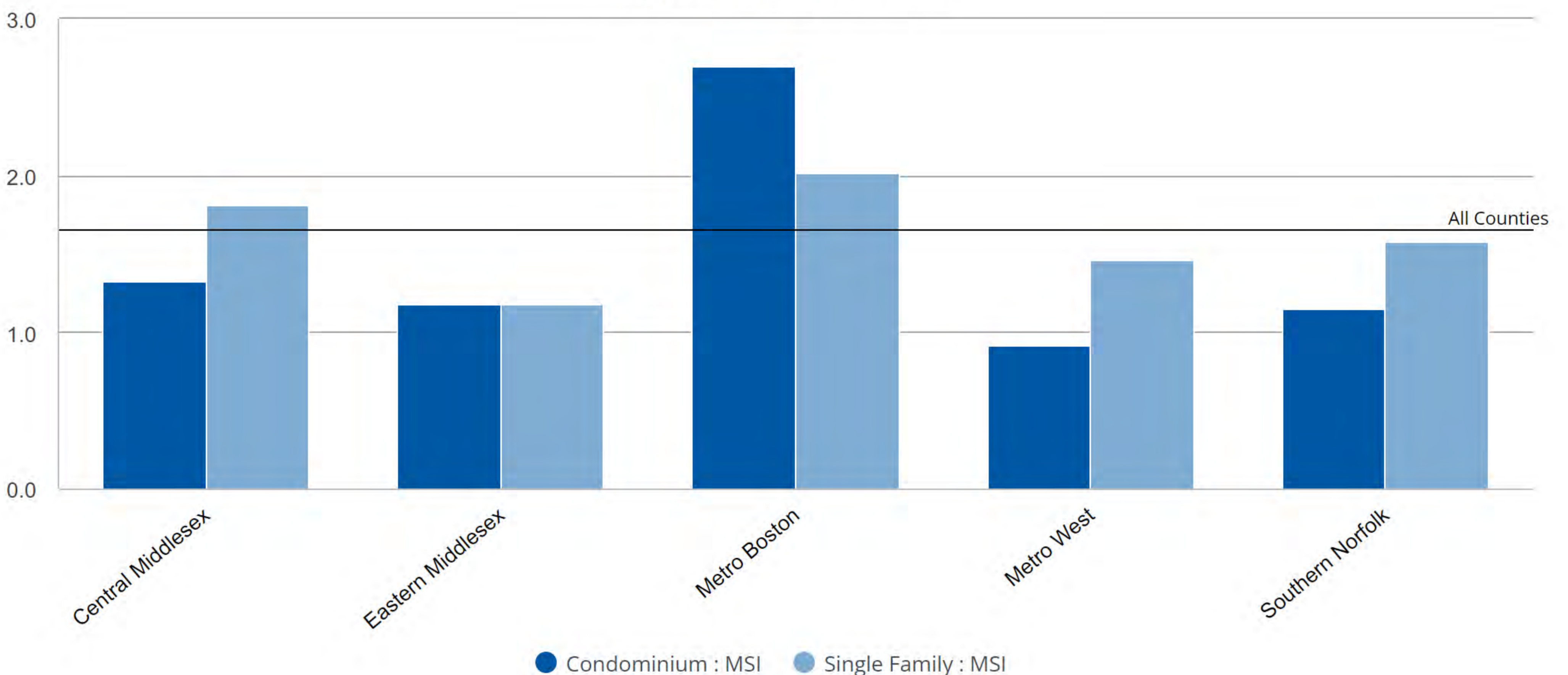
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	April 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1.7	⬆️ 3.7%	⬇️ -10.5%	—
CONDO	2.2	⬇️ -4.6%	⬇️ -9.9%	—

Historical Activity



Region Comparison



Central Middlesex Region



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

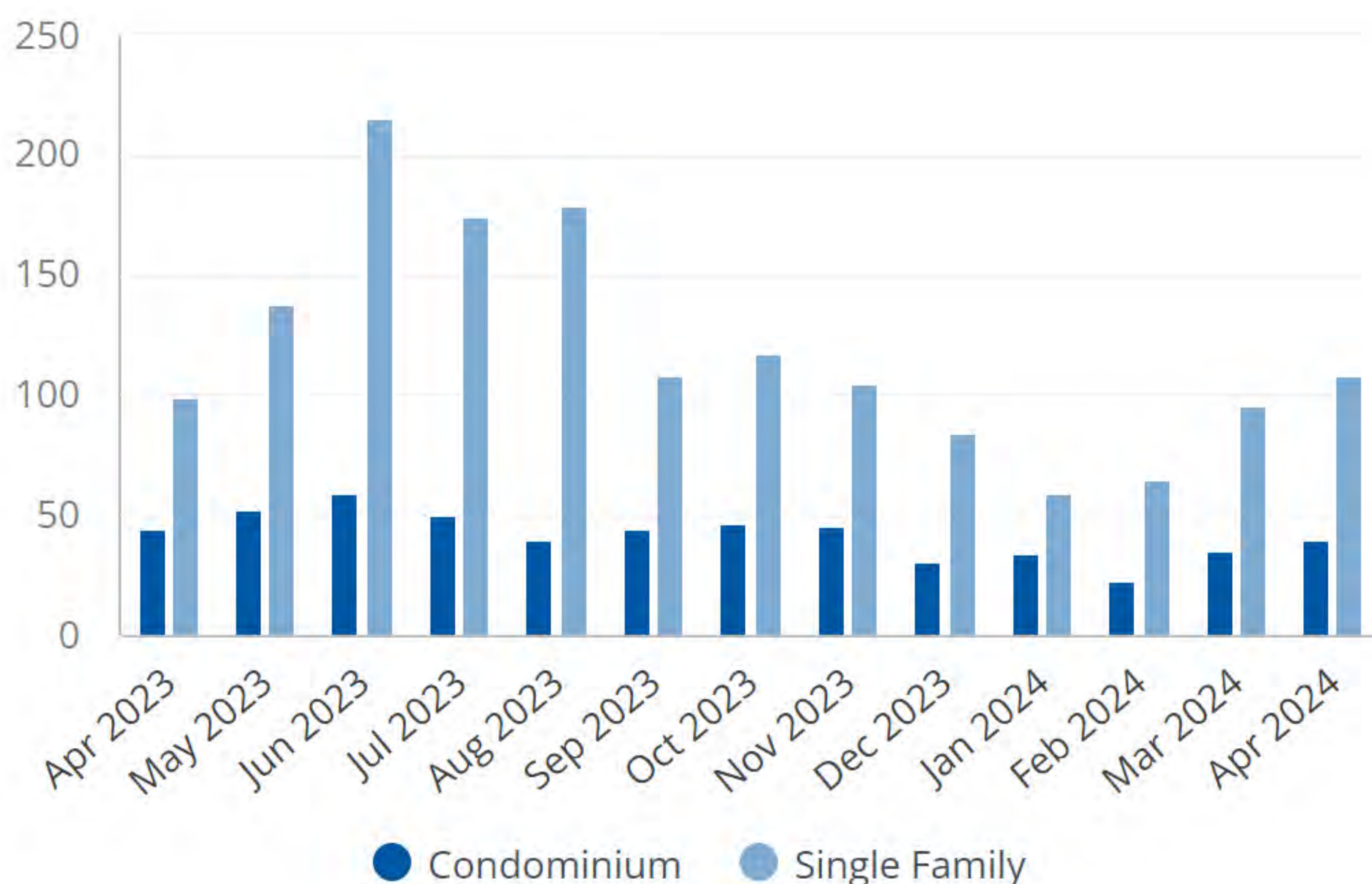
Single Family Homes

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,195,000	\$1,350,000	▼ -11.5%	\$1,350,000	▼ -11.5%	\$1,220,000	\$1,199,000	▲ 1.8%
Closed Sales	109	99	▲ 10.1%	96	▲ 13.5%	329	305	▲ 7.9%
New Listings	219	188	▲ 16.5%	171	▲ 28.1%	622	590	▲ 5.4%
Pending Sales	149	157	▼ -5.1%	142	▲ 4.9%	455	438	▲ 3.9%
Median Days on Market	16	15	▲ 6.7%	16	▶ 0.0%	16	17	▼ -5.9%
Price per Square Foot	\$451	\$433	▲ 4.2%	\$464	▼ -2.8%	\$440	\$405	▲ 8.6%
Sold to Original Price Ratio	103.5%	103.2%	▲ 0.2%	102.2%	▲ 1.2%	100.8%	100.1%	▲ 0.7%
Active Inventory	198	216	▼ -8.3%	164	▲ 20.7%	—	—	—
Months Supply of Inventory	1.8	2.2	▼ -16.7%	1.7	▲ 6.3%	—	—	—

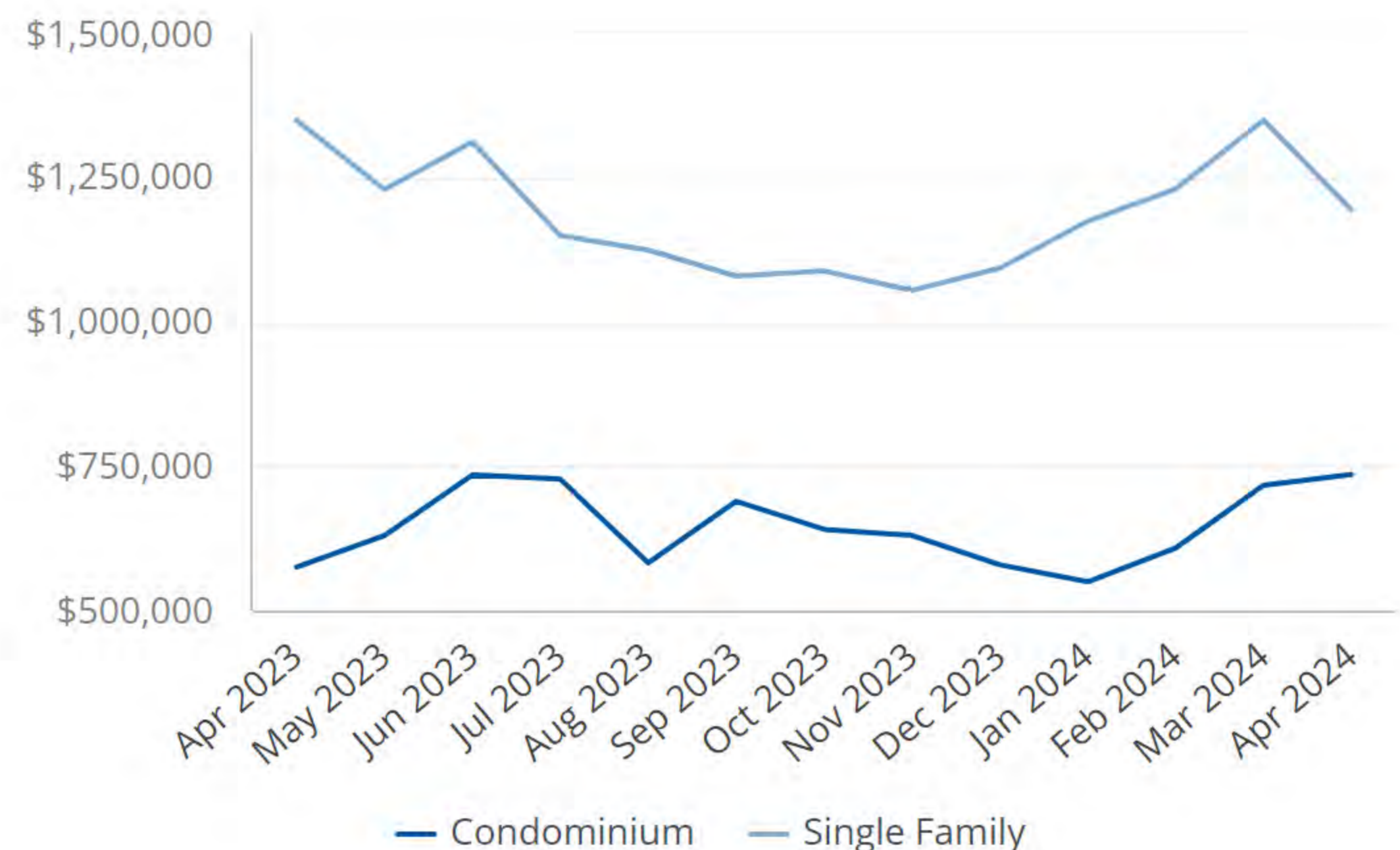
Condominiums

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$735,500	\$575,000	▲ 27.9%	\$717,000	▲ 2.6%	\$632,500	\$516,092	▲ 22.6%
Closed Sales	40	45	▼ -11.1%	35	▲ 14.3%	132	148	▼ -10.8%
New Listings	58	61	▼ -4.9%	58	▶ 0.0%	201	228	▼ -11.8%
Pending Sales	58	60	▼ -3.3%	56	▲ 3.6%	165	183	▼ -9.8%
Median Days on Market	17	16	▲ 6.3%	17	▶ 0.0%	17	16	▲ 6.3%
Price per Square Foot	\$422	\$346	▲ 22.0%	\$391	▲ 7.9%	\$401	\$342	▲ 17.1%
Sold to Original Price Ratio	102.3%	101.4%	▲ 0.9%	101.3%	▲ 1.0%	101.9%	100.4%	▲ 1.6%
Active Inventory	53	59	▼ -10.2%	63	▼ -15.9%	—	—	—
Months Supply of Inventory	1.3	1.3	▲ 1.1%	1.8	▼ -26.4%	—	—	—

Number of Closed Sales



Median Sales Price



Eastern Middlesex Region



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

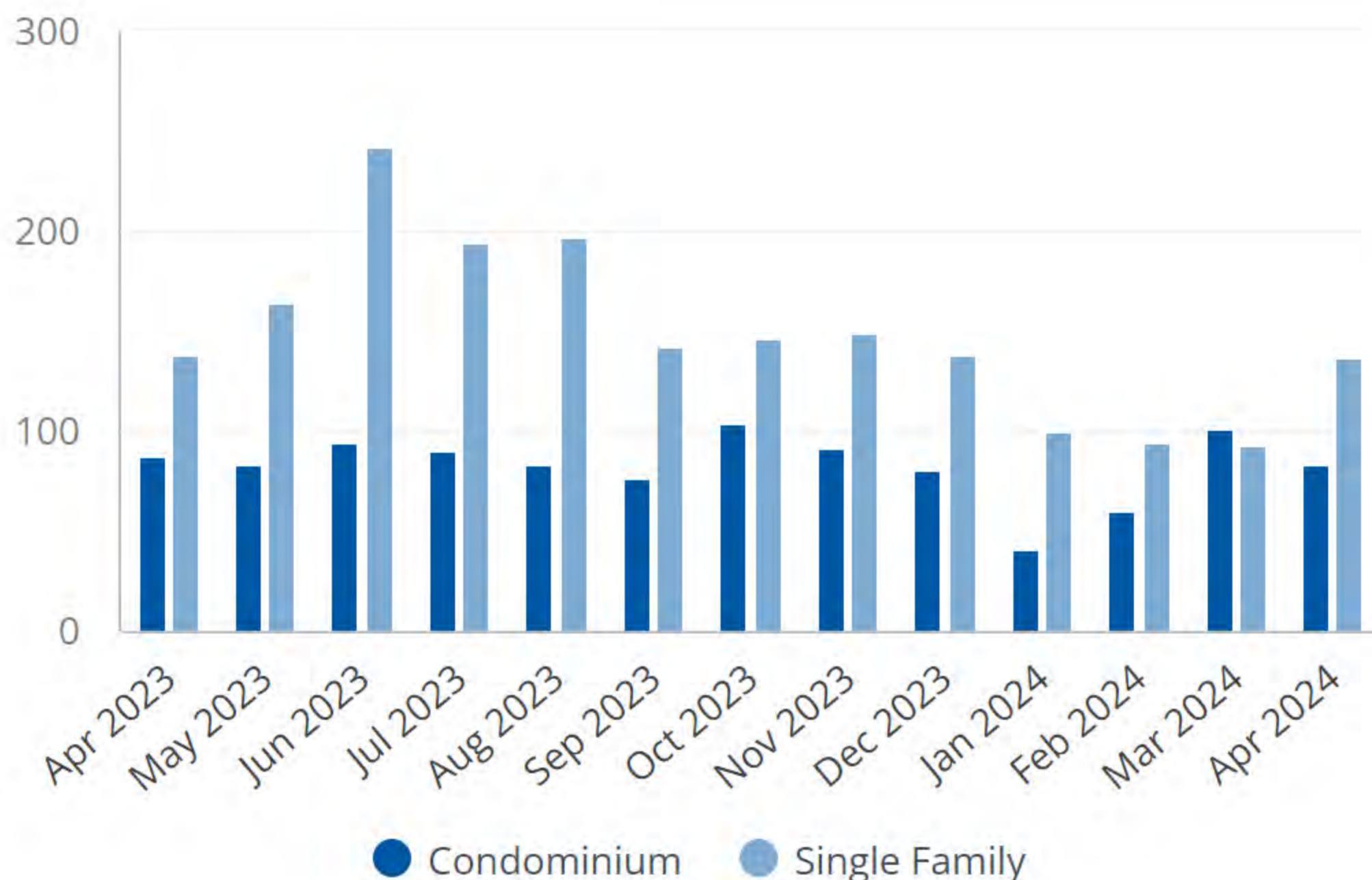
Single Family Homes

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$900,000	\$755,000	⬆️ 19.2%	\$900,000	➡️ 0.0%	\$839,250	\$707,008	⬆️ 18.7%
Closed Sales	137	139	⬇️ -1.4%	93	⬆️ 47.3%	424	449	⬇️ -5.6%
New Listings	252	185	⬆️ 36.2%	161	⬆️ 56.5%	649	620	⬆️ 4.7%
Pending Sales	189	159	⬆️ 18.9%	158	⬆️ 19.6%	536	516	⬆️ 3.9%
Median Days on Market	14	15	⬆️ -6.7%	13	⬆️ 7.7%	15	16	⬆️ -6.3%
Price per Square Foot	\$446	\$417	⬆️ 7.0%	\$436	⬆️ 2.3%	\$430	\$387	⬆️ 11.0%
Sold to Original Price Ratio	105.6%	104.4%	⬆️ 1.2%	104.1%	⬆️ 1.4%	103.1%	100.5%	⬆️ 2.6%
Active Inventory	161	172	⬆️ -6.4%	112	⬆️ 43.8%	—	—	—
Months Supply of Inventory	1.2	1.2	⬆️ -5.0%	1.2	⬆️ -2.4%	—	—	—

Condominiums

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$564,900	\$580,000	⬆️ -2.6%	\$740,000	⬆️ -23.7%	\$650,000	\$575,000	⬆️ 13.0%
Closed Sales	83	87	⬇️ -4.6%	101	⬆️ -17.8%	285	243	⬆️ 17.3%
New Listings	124	115	⬆️ 7.8%	87	⬆️ 42.5%	386	395	⬆️ -2.3%
Pending Sales	83	95	⬇️ -12.6%	82	⬆️ 1.2%	294	312	⬇️ -5.8%
Median Days on Market	14	15	⬆️ -6.7%	16	⬆️ -12.5%	16	16	➡️ 0.0%
Price per Square Foot	\$488	\$469	⬆️ 4.1%	\$514	⬆️ -5.1%	\$490	\$442	⬆️ 10.9%
Sold to Original Price Ratio	102.2%	100.6%	⬆️ 1.6%	100.4%	⬆️ 1.9%	101.0%	99.6%	⬆️ 1.5%
Active Inventory	98	101	⬆️ -3.0%	79	⬆️ 24.1%	—	—	—
Months Supply of Inventory	1.2	1.2	⬆️ 1.7%	0.8	⬆️ 51.0%	—	—	—

Number of Closed Sales



Median Sales Price



Metro Boston Region



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

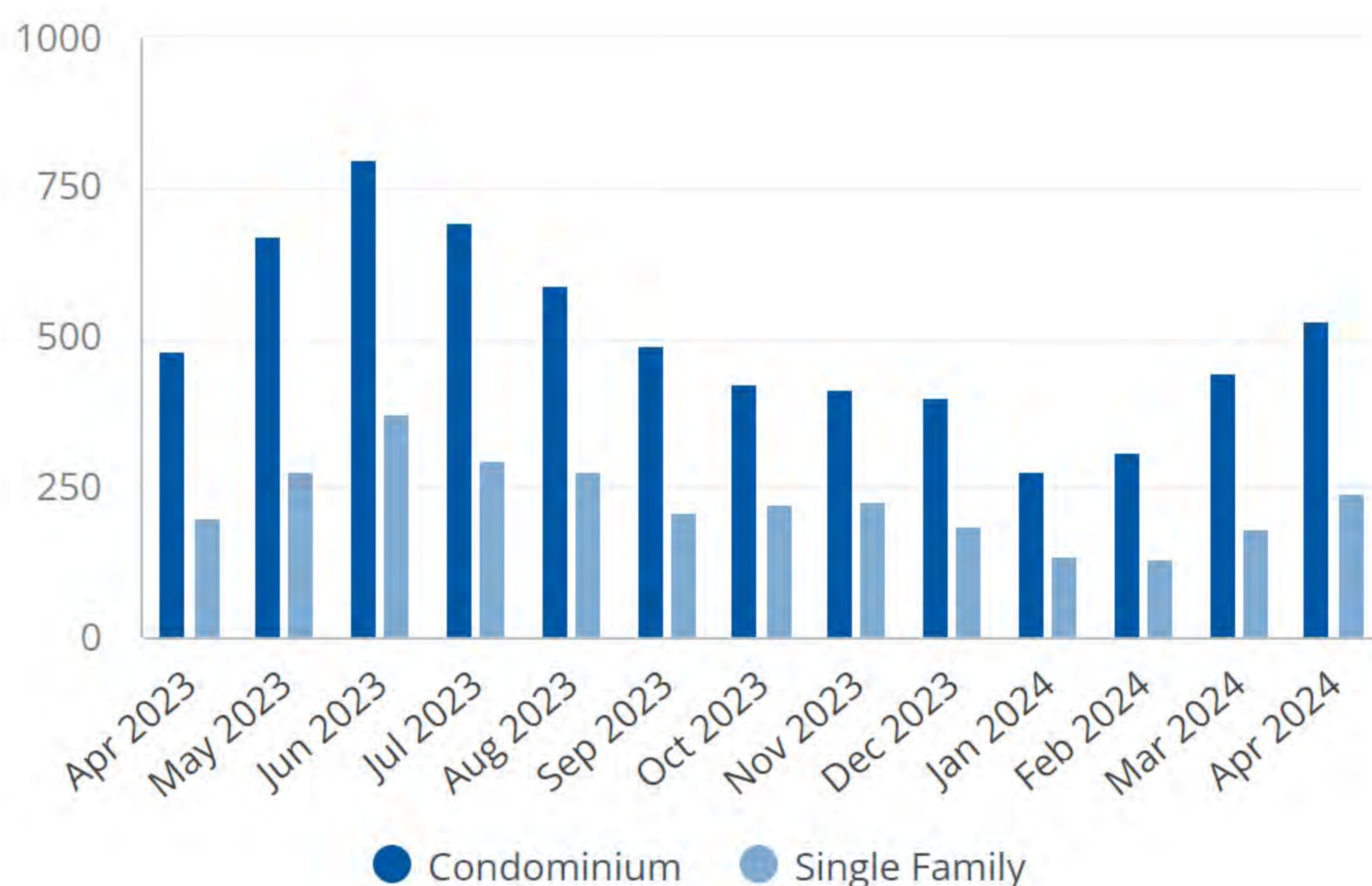
Single Family Homes

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,005,000	\$927,500	⬆️ 8.4%	\$901,000	⬆️ 11.5%	\$912,590	\$870,000	⬆️ 4.9%
Closed Sales	241	200	⬆️ 20.5%	183	⬆️ 31.7%	692	652	⬆️ 6.1%
New Listings	488	372	⬆️ 31.2%	346	⬆️ 41.0%	1,359	1,176	⬆️ 15.6%
Pending Sales	341	264	⬆️ 29.2%	269	⬆️ 26.8%	932	820	⬆️ 13.7%
Median Days on Market	17	16.5	⬆️ 3.0%	14	⬆️ 21.4%	17	18	⬆️ -5.6%
Price per Square Foot	\$536	\$501	⬆️ 7.0%	\$516	⬆️ 3.9%	\$511	\$472	⬆️ 8.4%
Sold to Original Price Ratio	102.9%	102.0%	⬆️ 0.9%	101.6%	⬆️ 1.3%	100.8%	98.9%	⬆️ 1.9%
Active Inventory	486	441	⬆️ 10.2%	395	⬆️ 23.0%	—	—	—
Months Supply of Inventory	2.0	2.2	⬆️ -8.5%	2.2	⬆️ -6.6%	—	—	—

Condominiums

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$750,000	\$807,000	⬆️ -7.1%	\$770,000	⬆️ -2.6%	\$760,000	\$760,500	⬆️ -0.1%
Closed Sales	528	481	⬆️ 9.8%	444	⬆️ 18.9%	1,562	1,652	⬆️ -5.4%
New Listings	1,144	920	⬆️ 24.3%	835	⬆️ 37.0%	3,413	3,171	⬆️ 7.6%
Pending Sales	719	662	⬆️ 8.6%	565	⬆️ 27.3%	2,078	2,033	⬆️ 2.2%
Median Days on Market	20	18	⬆️ 11.1%	19	⬆️ 5.3%	20	21	⬆️ -4.8%
Price per Square Foot	\$730	\$706	⬆️ 3.3%	\$704	⬆️ 3.6%	\$696	\$675	⬆️ 3.0%
Sold to Original Price Ratio	99.7%	99.4%	⬆️ 0.3%	99.4%	⬆️ 0.3%	98.8%	97.8%	⬆️ 1.0%
Active Inventory	1,422	1,435	⬆️ -0.9%	1,261	⬆️ 12.8%	—	—	—
Months Supply of Inventory	2.7	3.0	⬆️ -9.7%	2.8	⬆️ -5.2%	—	—	—

Number of Closed Sales



Median Sales Price



Metro West Region



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

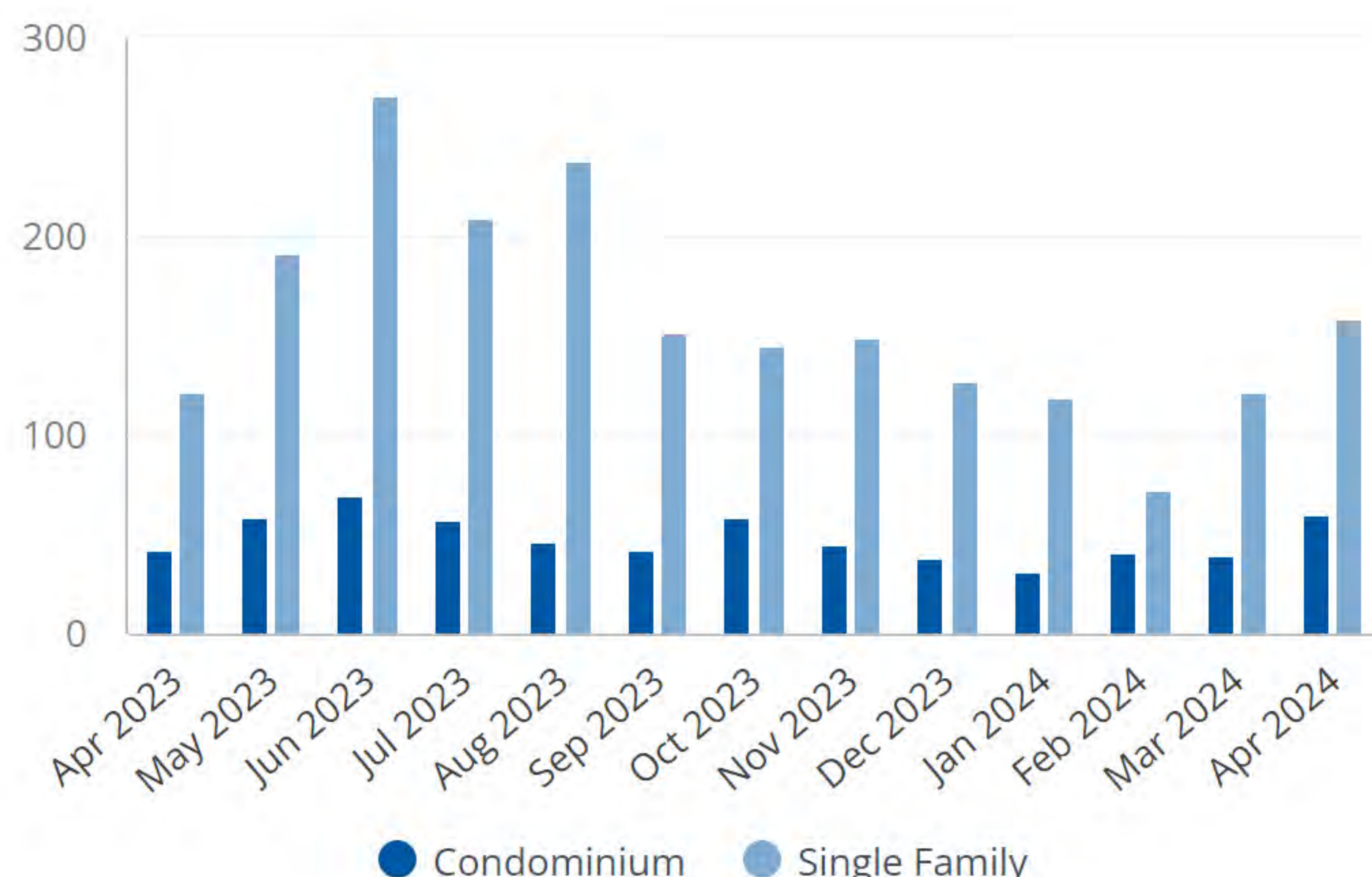
Single Family Homes

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,084,000	\$847,500	⬆️ 27.9%	\$1,000,003	⬆️ 8.4%	\$981,250	\$854,000	⬆️ 14.9%
Closed Sales	159	122	⬆️ 30.3%	122	⬆️ 30.3%	472	383	⬆️ 23.2%
New Listings	315	239	⬆️ 31.8%	196	⬆️ 60.7%	816	742	⬆️ 10.0%
Pending Sales	215	213	⬆️ 0.9%	192	⬆️ 12.0%	622	563	⬆️ 10.5%
Median Days on Market	11	14	⬆️ -21.4%	12	⬆️ -8.3%	12	16	⬆️ -25.0%
Price per Square Foot	\$427	\$392	⬆️ 8.9%	\$425	⬆️ 0.5%	\$406	\$379	⬆️ 7.1%
Sold to Original Price Ratio	103.0%	102.5%	⬆️ 0.5%	102.8%	⬆️ 0.2%	101.2%	99.5%	⬆️ 1.7%
Active Inventory	235	228	⬆️ 3.1%	155	⬆️ 51.6%	—	—	—
Months Supply of Inventory	1.5	1.9	⬆️ -20.9%	1.3	⬆️ 16.3%	—	—	—

Condominiums

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$583,500	\$707,495	⬆️ -17.5%	\$660,000	⬆️ -11.6%	\$660,000	\$618,000	⬆️ 6.8%
Closed Sales	60	42	⬆️ 42.9%	40	⬆️ 50.0%	172	189	⬆️ -9.0%
New Listings	71	69	⬆️ 2.9%	59	⬆️ 20.3%	250	244	⬆️ 2.5%
Pending Sales	63	52	⬆️ 21.2%	64	⬆️ -1.6%	216	196	⬆️ 10.2%
Median Days on Market	16	13.5	⬆️ 18.5%	13.5	⬆️ 18.5%	17	17	⬆️ -2.9%
Price per Square Foot	\$399	\$330	⬆️ 21.1%	\$362	⬆️ 10.2%	\$384	\$344	⬆️ 11.6%
Sold to Original Price Ratio	102.9%	101.4%	⬆️ 1.5%	101.3%	⬆️ 1.6%	101.9%	101.3%	⬆️ 0.6%
Active Inventory	55	73	⬆️ -24.7%	59	⬆️ -6.8%	—	—	—
Months Supply of Inventory	0.9	1.7	⬆️ -47.3%	1.5	⬆️ -37.8%	—	—	—

Number of Closed Sales



Median Sales Price



Southern Norfolk Region



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

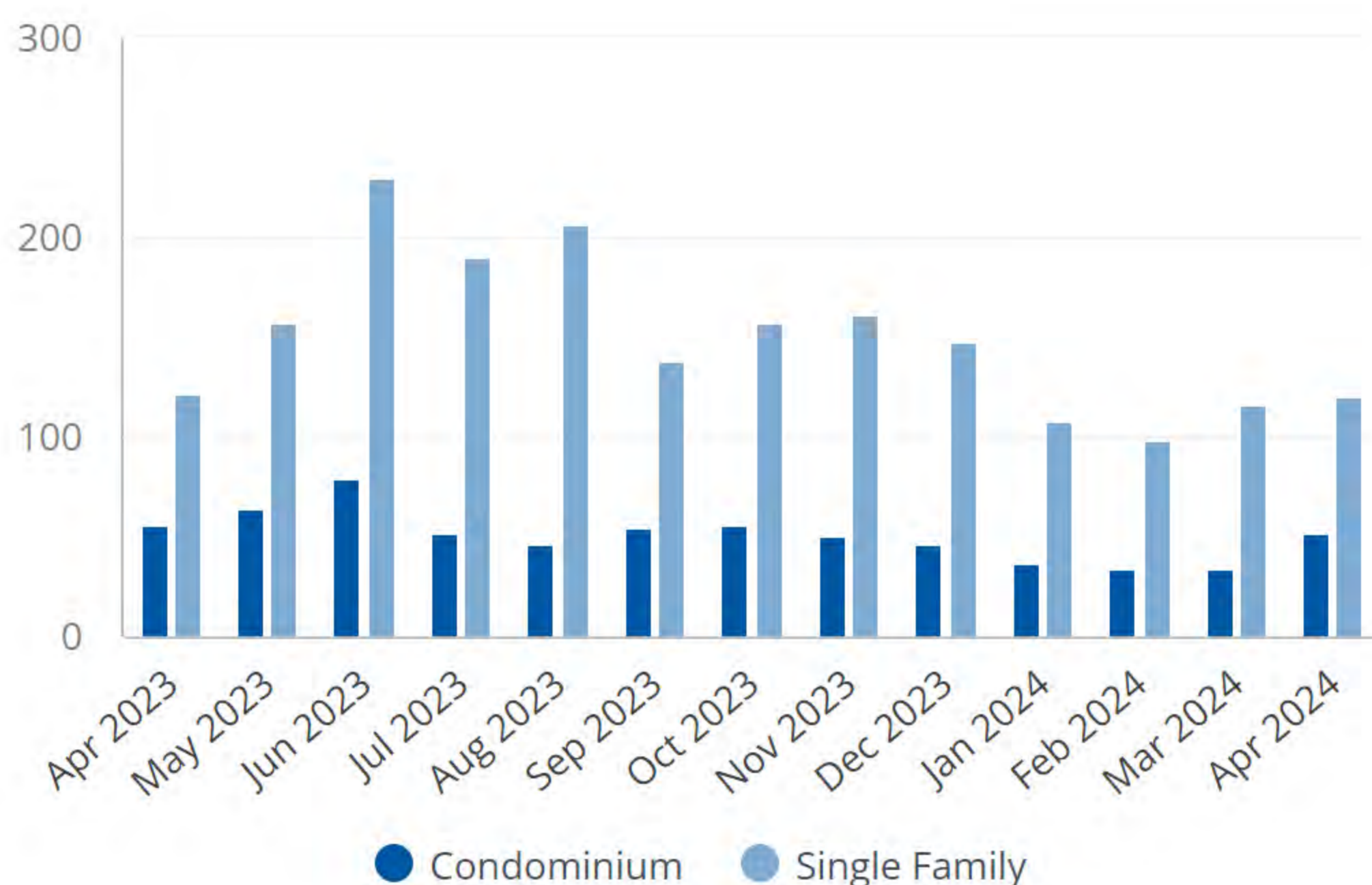
Single Family Homes

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$707,500	\$675,750	↑ 4.7%	\$670,000	↑ 5.6%	\$665,000	\$610,000	↑ 9.0%
Closed Sales	120	122	↓ -1.6%	116	↑ 3.4%	442	455	↓ -2.9%
New Listings	247	190	↑ 30.0%	149	↑ 65.8%	659	636	↑ 3.6%
Pending Sales	183	154	↑ 18.8%	125	↑ 46.4%	520	523	↓ -0.6%
Median Days on Market	16	16	↔ 0.0%	16	↔ 0.0%	17	19	↓ -10.5%
Price per Square Foot	\$344	\$345	↓ -0.3%	\$361	↓ -4.8%	\$344	\$323	↑ 6.5%
Sold to Original Price Ratio	102.4%	104.1%	↓ -1.6%	102.0%	↑ 0.4%	101.2%	99.7%	↑ 1.5%
Active Inventory	188	202	↓ -6.9%	146	↑ 28.8%	—	—	—
Months Supply of Inventory	1.6	1.7	↓ -5.4%	1.3	↑ 24.5%	—	—	—

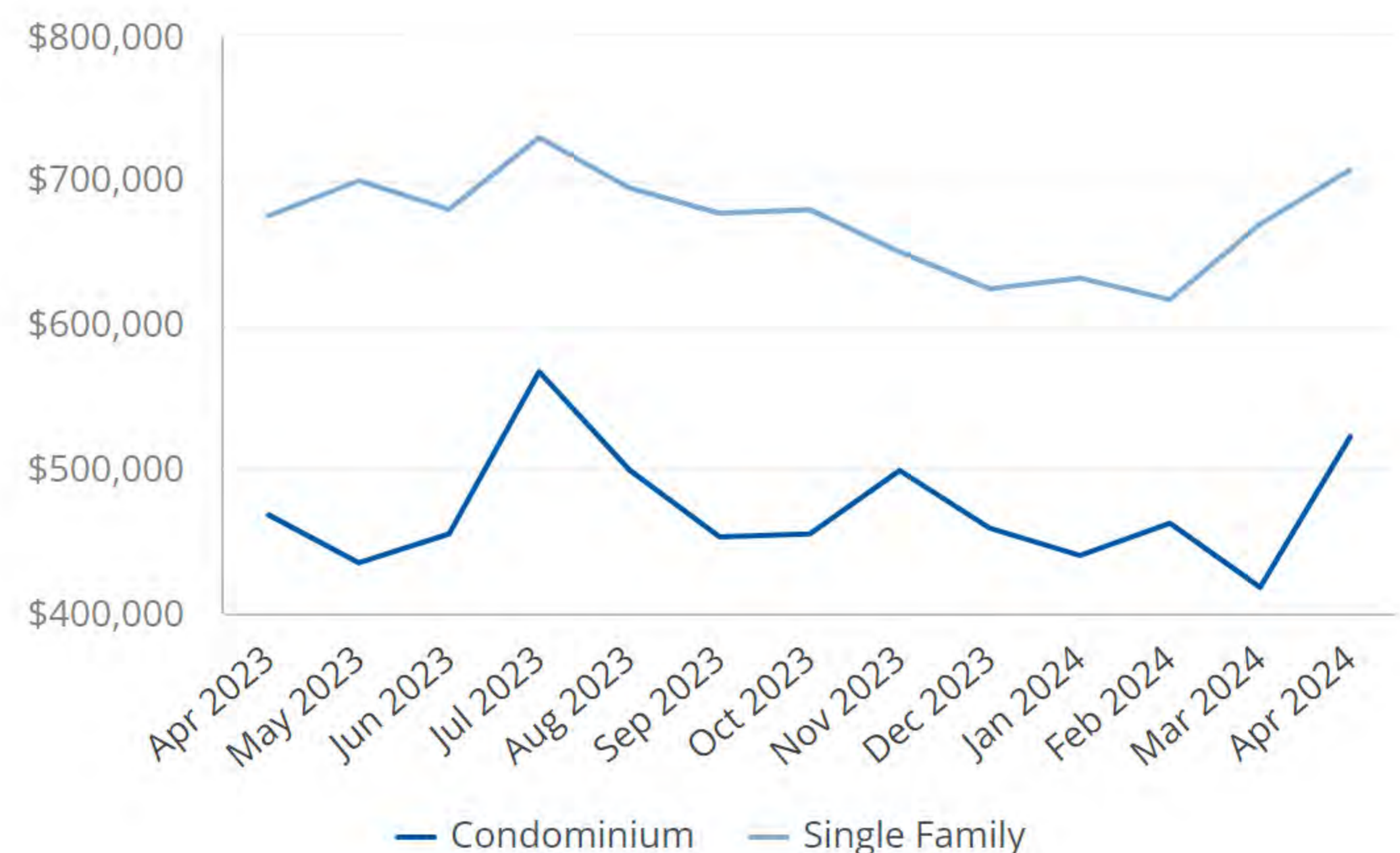
Condominiums

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$522,510	\$468,150	↑ 11.6%	\$418,000	↑ 25.0%	\$465,000	\$475,000	↓ -2.1%
Closed Sales	52	56	↓ -7.1%	34	↑ 52.9%	157	206	↓ -23.8%
New Listings	62	73	↓ -15.1%	64	↓ -3.1%	221	269	↓ -17.8%
Pending Sales	47	72	↓ -34.7%	60	↓ -21.7%	185	209	↓ -11.5%
Median Days on Market	17	16.5	↑ 3.0%	15	↑ 13.3%	17	19	↓ -10.5%
Price per Square Foot	\$330	\$309	↑ 7.0%	\$341	↓ -3.2%	\$325	\$335	↓ -2.8%
Sold to Original Price Ratio	103.0%	100.4%	↑ 2.7%	99.8%	↑ 3.2%	102.0%	101.2%	↑ 0.9%
Active Inventory	60	79	↓ -24.1%	53	↑ 13.2%	—	—	—
Months Supply of Inventory	1.2	1.4	↓ -18.2%	1.6	↓ -26.0%	—	—	—

Number of Closed Sales



Median Sales Price



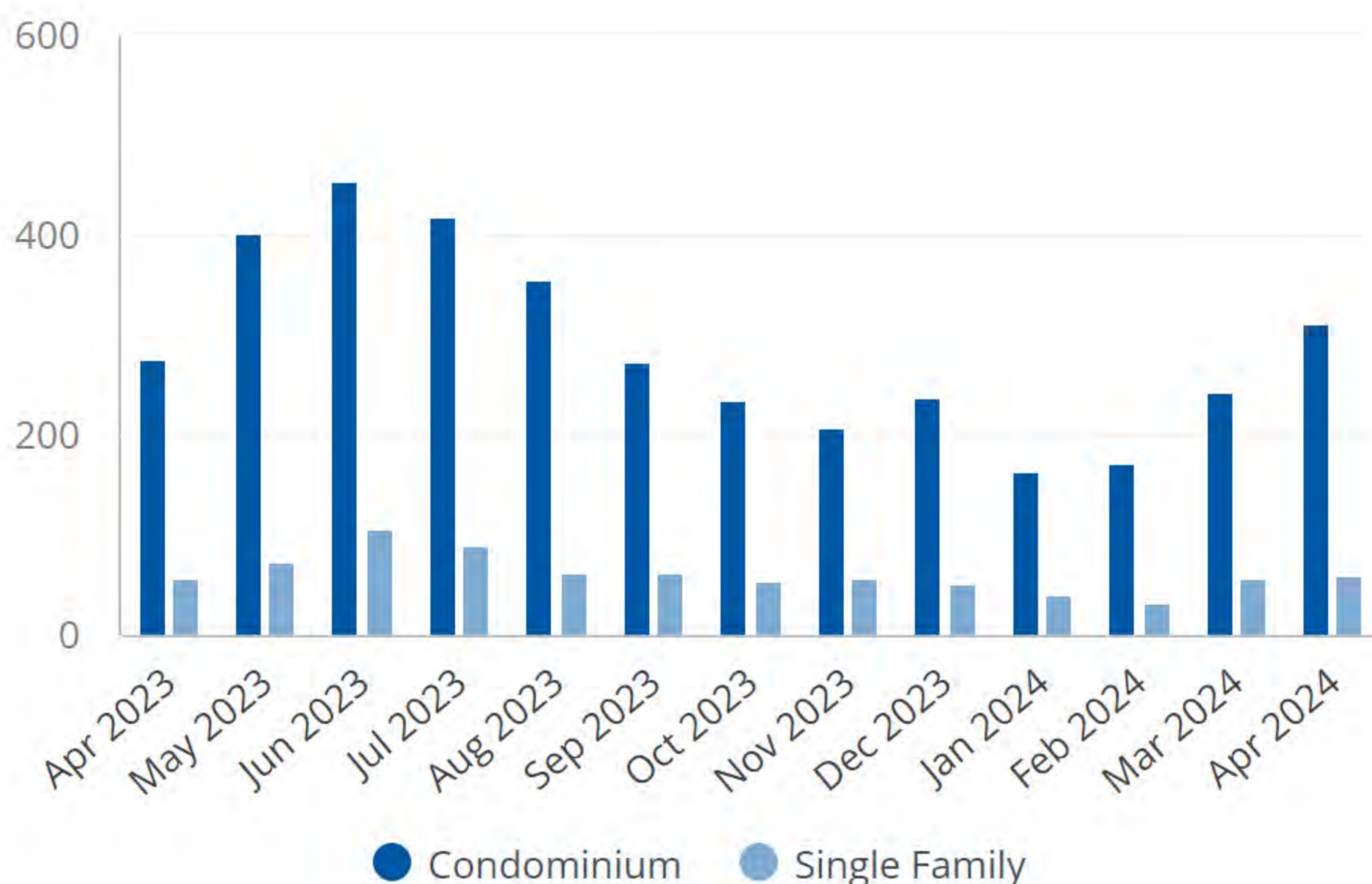
Single Family Homes

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$850,000	\$737,500	⬆️ 15.3%	\$810,000	⬆️ 4.9%	\$795,000	\$718,000	⬆️ 10.7%
Closed Sales	61	58	⬆️ 5.2%	57	⬆️ 7.0%	191	200	⬆️ -4.5%
New Listings	123	120	⬆️ 2.5%	82	⬆️ 50.0%	335	344	⬆️ -2.6%
Pending Sales	94	77	⬆️ 22.1%	61	⬆️ 54.1%	245	240	⬆️ 2.1%
Median Days on Market	19.5	15	⬆️ 30.0%	18	⬆️ 8.3%	20	20	⬆️ 0.0%
Price per Square Foot	\$530	\$473	⬆️ 12.2%	\$469	⬆️ 13.0%	\$471	\$458	⬆️ 2.8%
Sold to Original Price Ratio	101.9%	99.2%	⬆️ 2.7%	99.0%	⬆️ 2.9%	99.3%	96.8%	⬆️ 2.5%
Active Inventory	126	139	⬆️ -9.4%	109	⬆️ 15.6%	—	—	—
Months Supply of Inventory	2.1	2.4	⬆️ -13.8%	1.9	⬆️ 8.0%	—	—	—

Condominiums

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$730,000	\$764,500	⬆️ -4.5%	\$770,000	⬆️ -5.2%	\$739,000	\$729,000	⬆️ 1.4%
Closed Sales	312	278	⬆️ 12.2%	243	⬆️ 28.4%	893	1,000	⬆️ -10.7%
New Listings	767	574	⬆️ 33.6%	518	⬆️ 48.1%	2,178	1,958	⬆️ 11.2%
Pending Sales	428	379	⬆️ 12.9%	327	⬆️ 30.9%	1,205	1,191	⬆️ 1.2%
Median Days on Market	20	20	⬆️ 0.0%	21	⬆️ -4.8%	22	22	⬆️ 0.0%
Price per Square Foot	\$804	\$758	⬆️ 6.1%	\$827	⬆️ -2.8%	\$782	\$749	⬆️ 4.4%
Sold to Original Price Ratio	98.7%	98.4%	⬆️ 0.3%	98.8%	⬆️ 0.0%	98.2%	97.6%	⬆️ 0.6%
Active Inventory	984	996	⬆️ -1.2%	855	⬆️ 15.1%	—	—	—
Months Supply of Inventory	3.2	3.6	⬆️ -12.0%	3.5	⬆️ -10.4%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

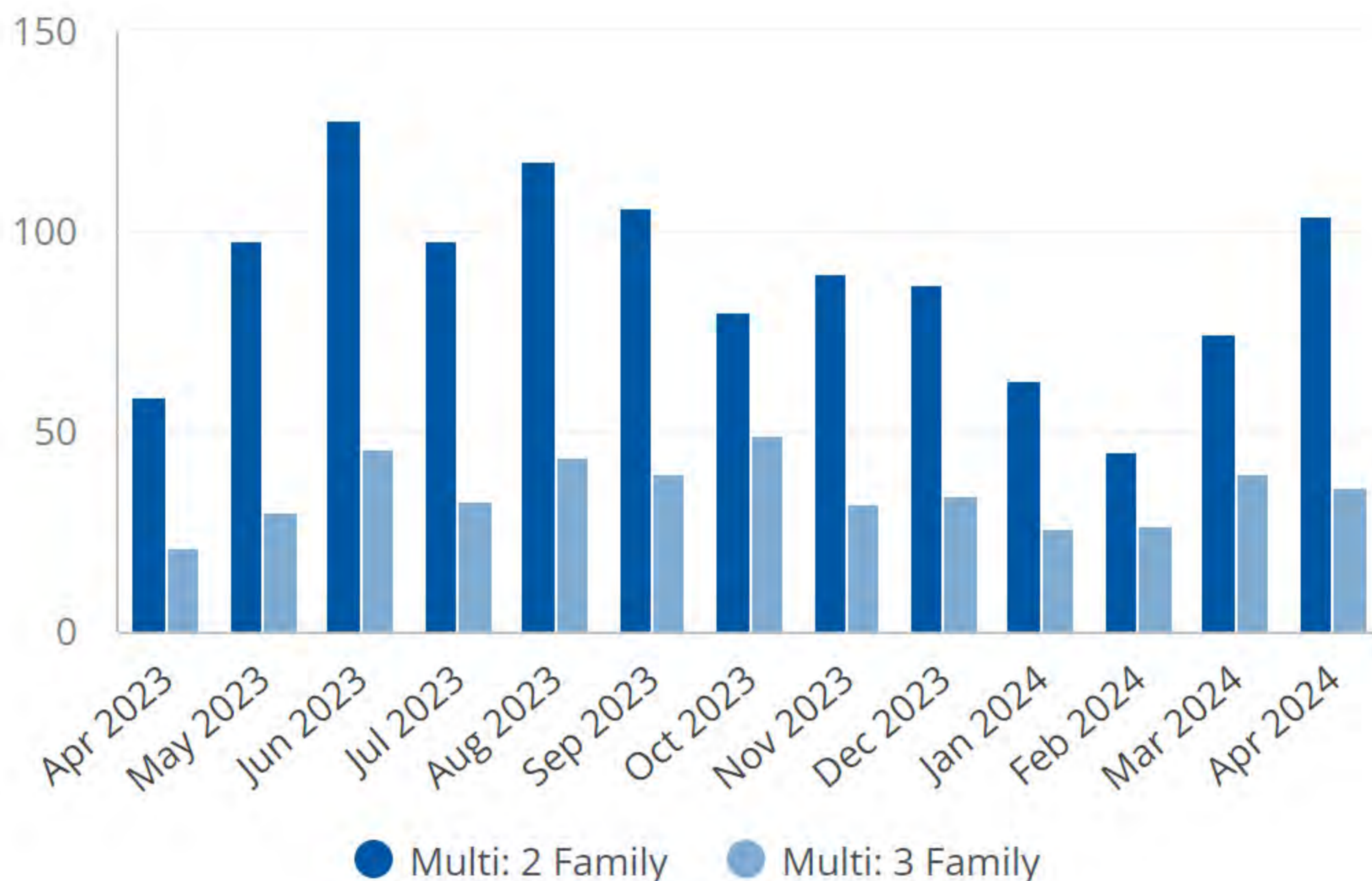
2 Family Homes

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,050,000	\$840,000	⬆️ 25.0%	\$880,000	⬆️ 19.3%	\$900,000	\$850,000	⬆️ 5.9%
Closed Sales	104	59	⬆️ 76.3%	75	⬆️ 38.7%	287	288	⬆️ -0.3%
New Listings	204	150	⬆️ 36.0%	119	⬆️ 71.4%	532	460	⬆️ 15.7%
Pending Sales	111	91	⬆️ 22.0%	107	⬆️ 3.7%	341	311	⬆️ 9.6%
Median Days on Market	15	17	⬆️ -11.8%	15	⬆️ 0.0%	16	20	⬆️ -20.0%
Price per Square Foot	\$423	\$365	⬆️ 15.9%	\$361	⬆️ 17.2%	\$373	\$342	⬆️ 9.2%
Sold to Original Price Ratio	103.7%	100.0%	⬆️ 3.8%	101.9%	⬆️ 1.8%	101.2%	97.1%	⬆️ 4.2%
Active Inventory	184	172	⬆️ 7.0%	105	⬆️ 75.2%	—	—	—
Months Supply of Inventory	1.8	2.9	⬆️ -39.3%	1.4	⬆️ 26.4%	—	—	—

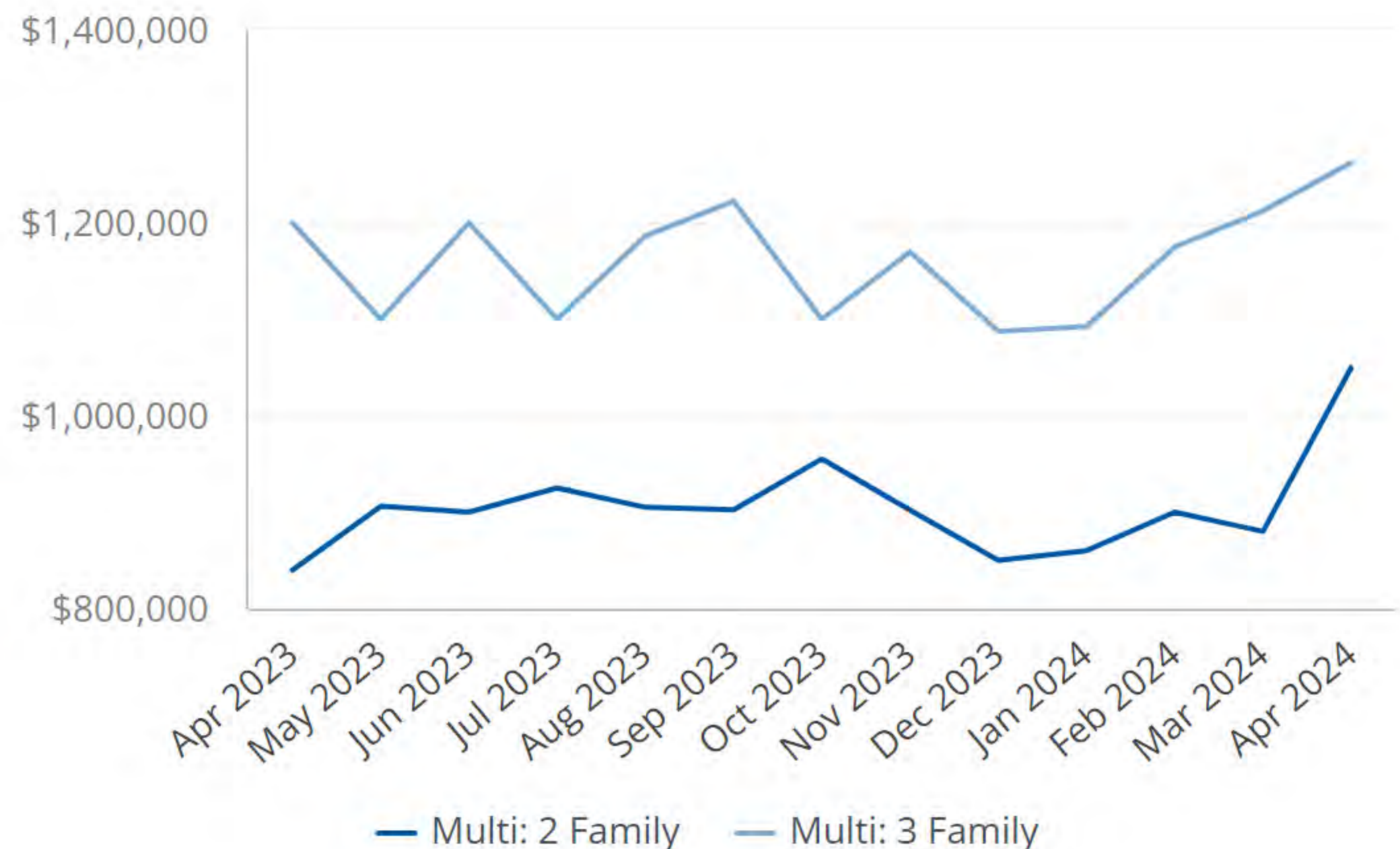
3 Family Homes

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,262,500	\$1,200,000	⬆️ 5.2%	\$1,212,500	⬆️ 4.1%	\$1,195,000	\$1,065,000	⬆️ 12.2%
Closed Sales	36	21	⬆️ 71.4%	40	⬆️ -10.0%	129	97	⬆️ 33.0%
New Listings	83	65	⬆️ 27.7%	45	⬆️ 84.4%	223	203	⬆️ 9.9%
Pending Sales	41	42	⬆️ -2.4%	33	⬆️ 24.2%	142	119	⬆️ 19.3%
Median Days on Market	19	20	⬆️ -5.0%	18	⬆️ 5.6%	21	29	⬆️ -29.3%
Price per Square Foot	\$374	\$395	⬆️ -5.3%	\$378	⬆️ -0.9%	\$374	\$315	⬆️ 18.7%
Sold to Original Price Ratio	102.7%	96.7%	⬆️ 6.2%	97.2%	⬆️ 5.7%	97.2%	94.8%	⬆️ 2.5%
Active Inventory	83	105	⬆️ -21.0%	59	⬆️ 40.7%	—	—	—
Months Supply of Inventory	2.3	5.0	⬆️ -53.9%	1.5	⬆️ 56.3%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

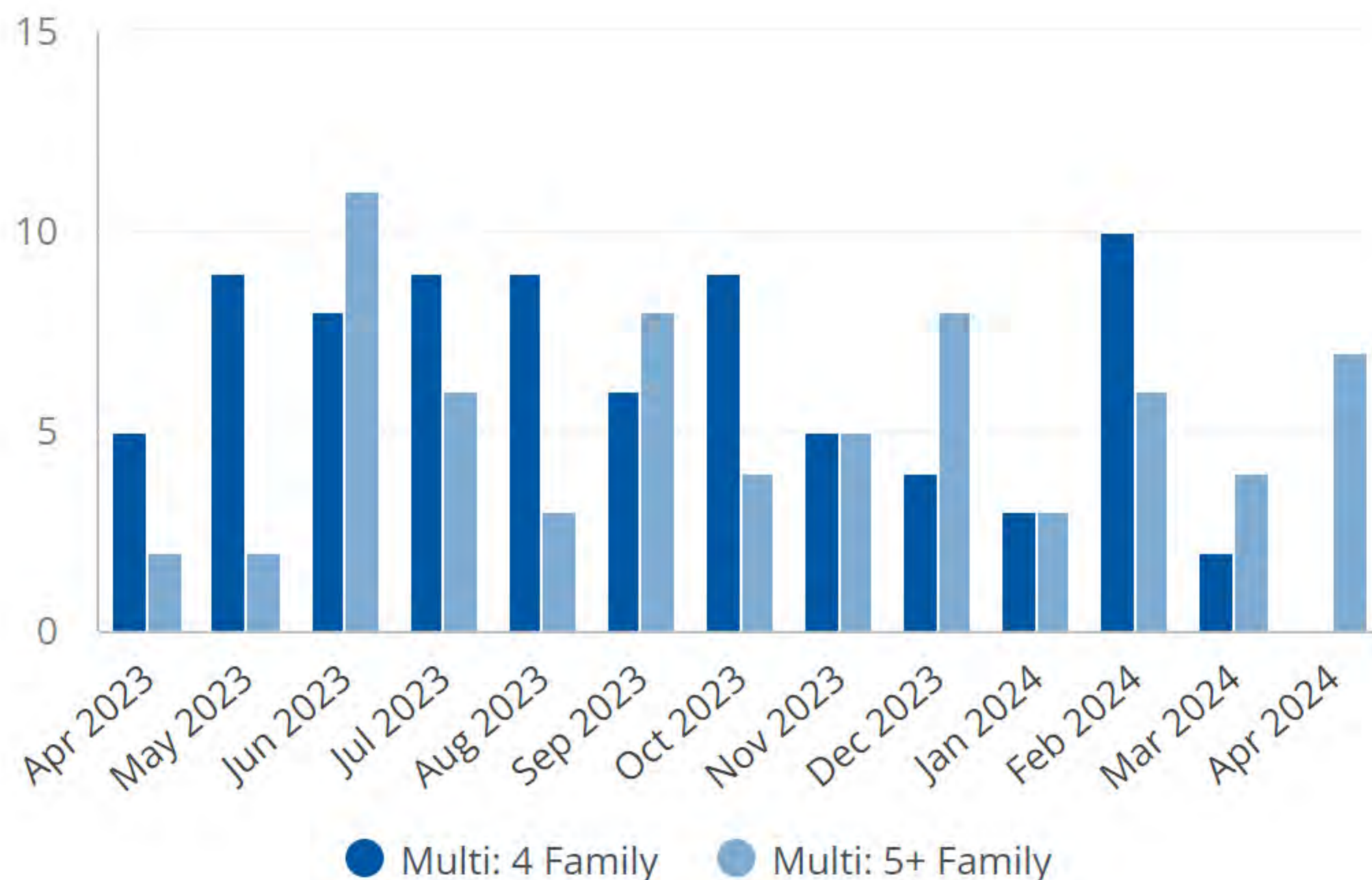
4 Family Homes

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,320,000	\$1,160,000	⬆️ 13.8%	\$1,013,750	⬆️ 30.2%	\$1,340,000	\$1,160,000	⬆️ 15.5%
Closed Sales	2	5	⬆️ -60.0%	10	⬆️ -80.0%	19	17	⬆️ 11.8%
New Listings	12	16	⬆️ -25.0%	10	⬆️ 20.0%	44	51	⬆️ -13.7%
Pending Sales	7	6	⬆️ 16.7%	6	⬆️ 16.7%	23	21	⬆️ 9.5%
Median Days on Market	100	11	⬆️ 809.1%	39.5	⬆️ 153.2%	42	24	⬆️ 75.0%
Price per Square Foot	\$502	\$250	⬆️ 100.8%	\$388	⬆️ 29.4%	\$399	\$250	⬆️ 59.4%
Sold to Original Price Ratio	97.5%	93.4%	⬆️ 4.4%	94.5%	⬆️ 3.2%	96.7%	96.8%	⬆️ -0.1%
Active Inventory	26	28	⬆️ -7.1%	22	⬆️ 18.2%	—	—	—
Months Supply of Inventory	12.9	5.6	⬆️ 131.4%	2.2	⬆️ 488.6%	—	—	—

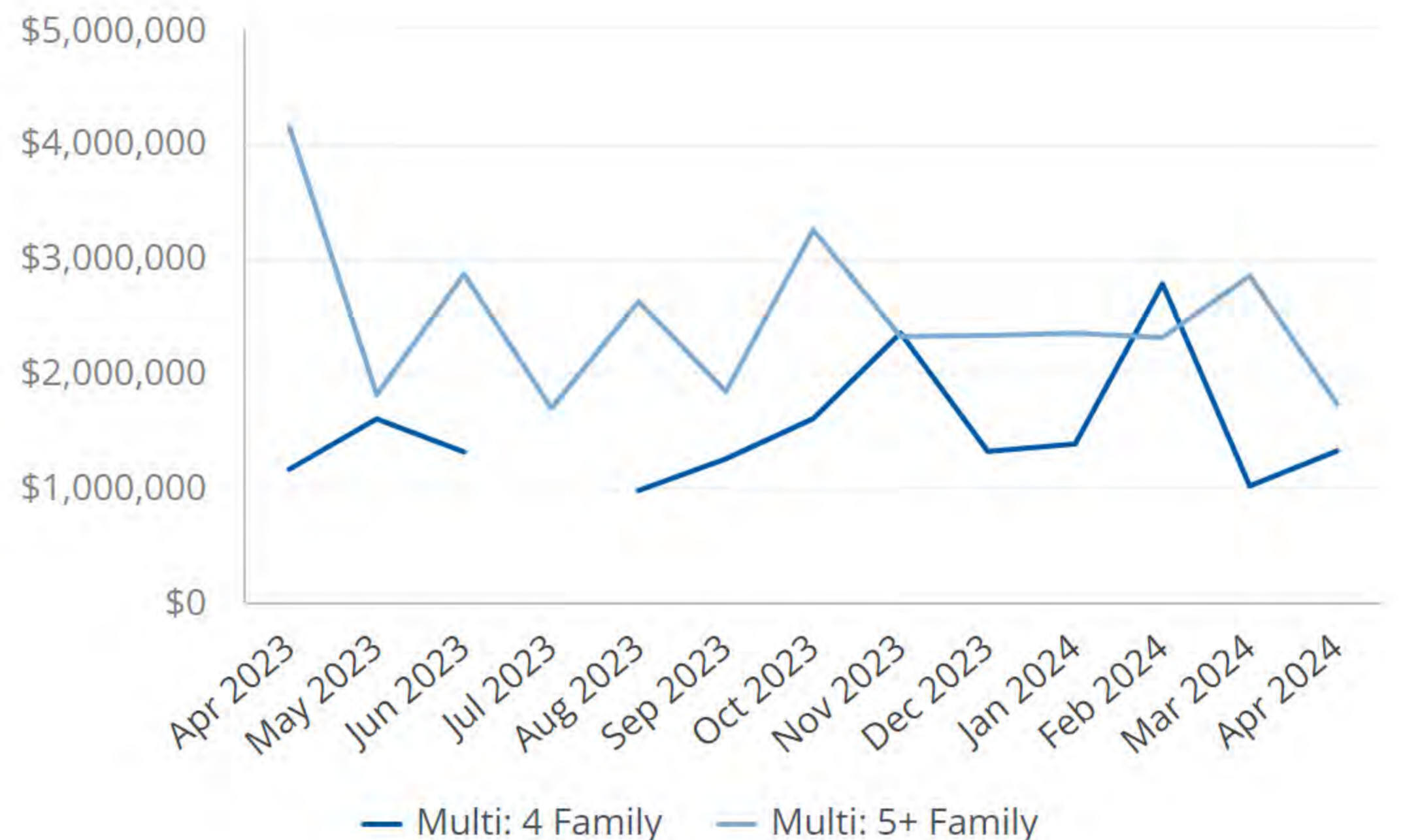
5+ Family Homes

	Apr 2024	Apr 2023	YoY	Mar 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,730,000	\$4,150,000	⬆️ -58.3%	\$2,850,000	⬆️ -39.3%	\$2,275,000	\$2,572,500	⬆️ -11.6%
Closed Sales	7	2	⬆️ 250.0%	4	⬆️ 75.0%	20	16	⬆️ 25.0%
New Listings	16	19	⬆️ -15.8%	18	⬆️ -11.1%	67	77	⬆️ -13.0%
Pending Sales	10	7	⬆️ 42.9%	5	⬆️ 100.0%	29	16	⬆️ 81.3%
Median Days on Market	88	91	⬆️ -3.3%	54	⬆️ 63.0%	60	77	⬆️ -21.6%
Price per Square Foot	\$366	\$601	⬆️ -39.1%	\$430	⬆️ -14.8%	\$427	\$387	⬆️ 10.5%
Sold to Original Price Ratio	96.3%	89.6%	⬆️ 7.4%	105.2%	⬆️ -8.5%	100.6%	94.1%	⬆️ 7.0%
Active Inventory	43	62	⬆️ -30.6%	42	⬆️ 2.4%	—	—	—
Months Supply of Inventory	6.1	30.8	⬆️ -80.1%	10.5	⬆️ -41.4%	—	—	—

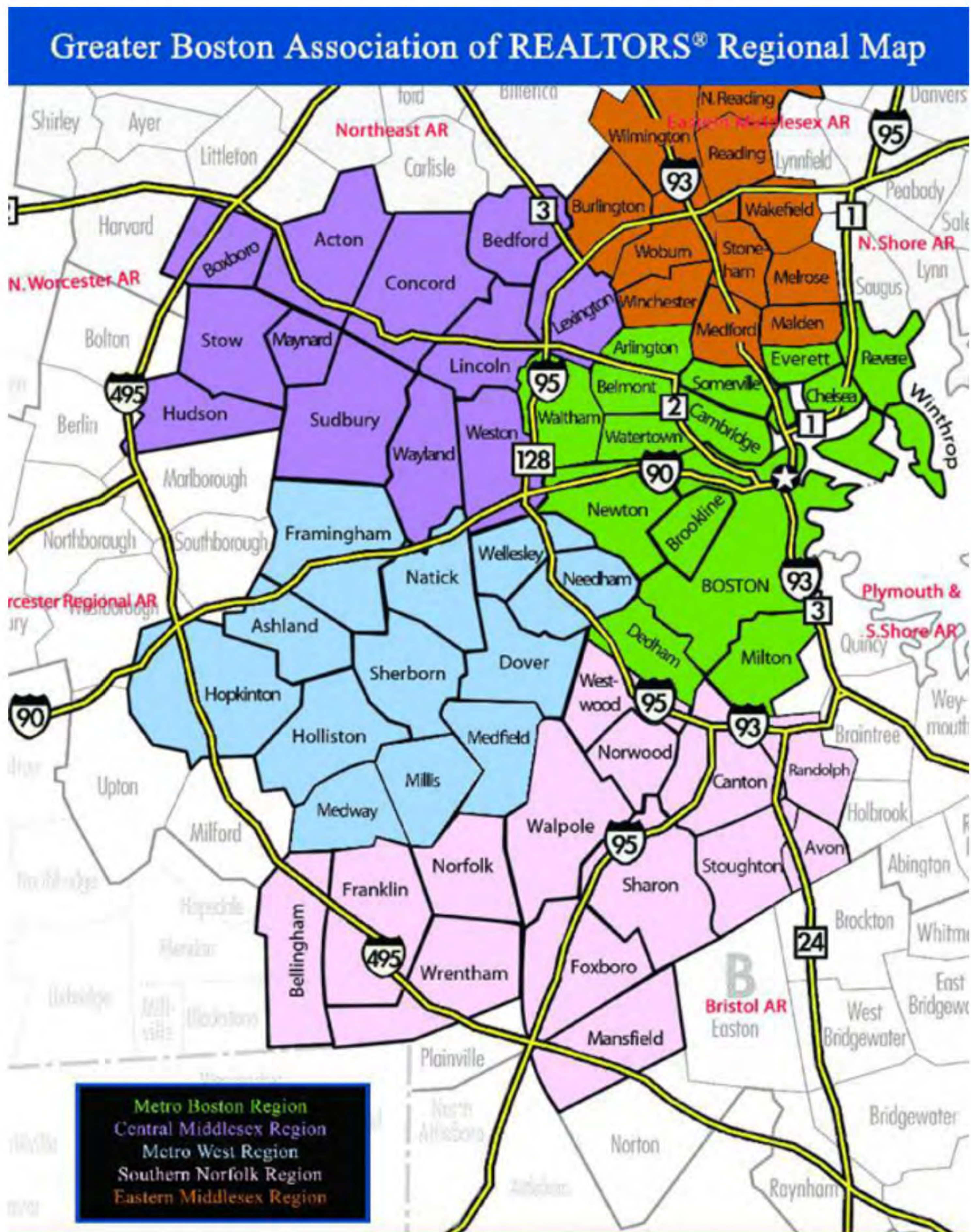
Number of Closed Sales



Median Sales Price



GBAR JURISDICTIONAL AREA



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