

MONTHLY MARKET INSIGHTS REPORT

July 2024

Single-Family Homes

The 1,226 homes sold in July 2024 was the eighteenth highest sales total for the month and was a 14.7 percent increase from the July 2023 sales total of 1,069 homes sold. Additionally, the median sales price increased a modest 1.6 percent to a new record price for Greater Boston for the month of July of \$925,000 up from the \$910,000 price in July 2023.

Condominiums

With 934 condos sold in July, it was a 1.2 percent decrease from the 945 units sold in July 2023, resulting in the twentieth highest sales total for the month in Greater Boston. The median sales price of condos increased 0.3 percent from \$738,000 in July 2023 to \$740,000 this year, which is a new record high for the month of July.

Multi-Family Homes

This month, 282 multi-family homes were sold in Greater Boston, which is a 105.8 percent decrease from the 137 multi-family homes sold in July 2023.



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Greater Boston Association of REALTORS®

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Data thru 08/10/24

Greater Boston Market Summary



Includes all 64 towns within the GBAR jurisdictional area

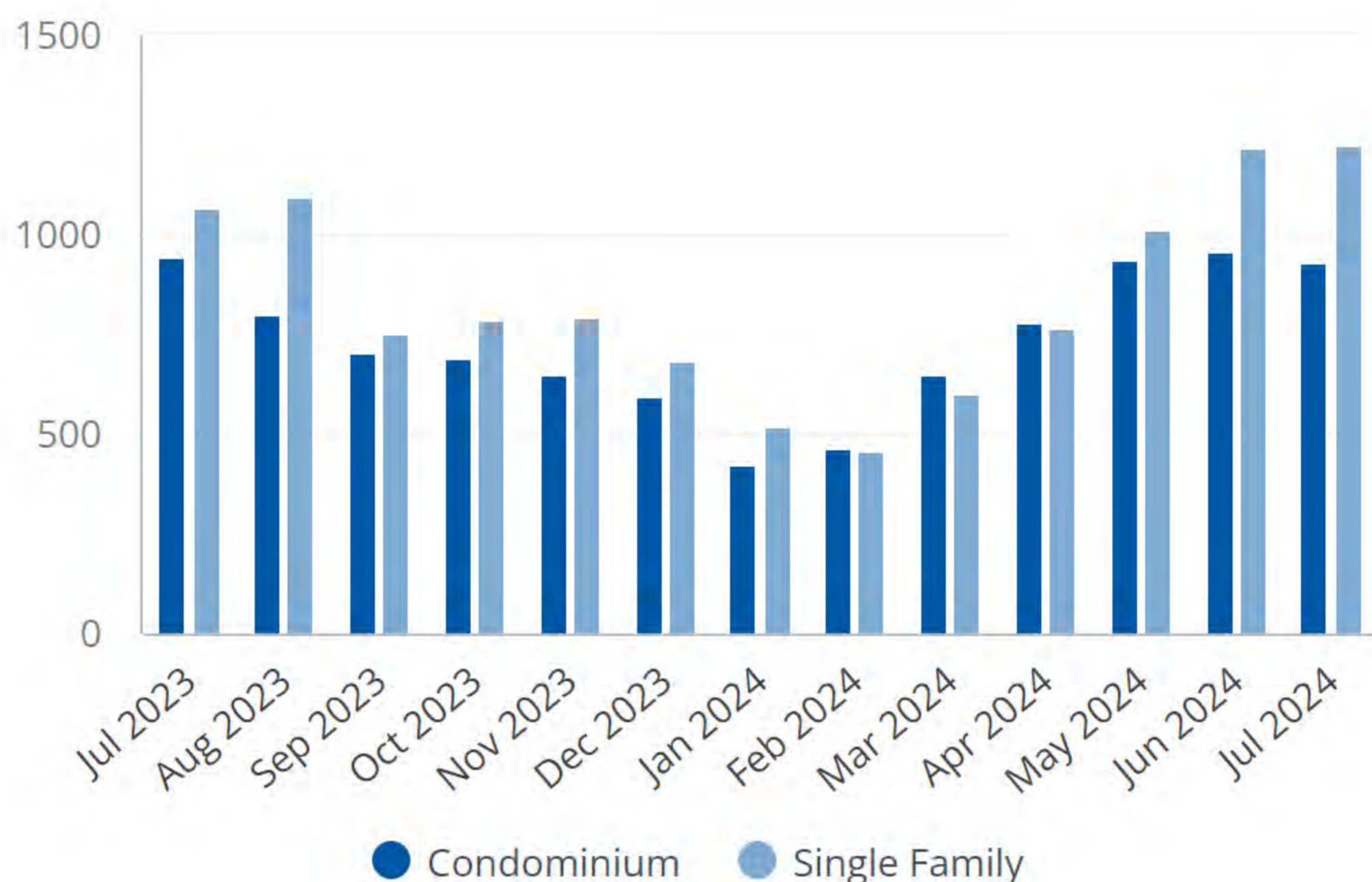
Single Family Homes

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$925,000	\$910,000	⬆️ 1.6%	\$960,000	⬇️ -3.6%	\$910,000	\$850,000	⬆️ 7.1%
Closed Sales	1,226	1,069	⬆️ 14.7%	1,222	⬆️ 0.3%	5,808	5,577	⬆️ 4.1%
New Listings	1,034	940	⬆️ 10.0%	1,417	⬇️ -27.0%	8,312	7,546	⬆️ 10.2%
Pending Sales	891	813	⬆️ 9.6%	1,203	⬇️ -25.9%	6,367	6,124	⬆️ 4.0%
Median Days on Market	20	20	➡️ 0.0%	17	⬆️ 17.6%	16	16	➡️ 0.0%
Price per Square Foot	\$441	\$422	⬆️ 4.4%	\$443	⬇️ -0.6%	\$437	\$411	⬆️ 6.3%
Sold to Original Price Ratio	103.1%	103.3%	⬇️ -0.3%	104.0%	⬇️ -0.9%	102.8%	102.2%	⬆️ 0.6%
Active Inventory	1,528	1,178	⬆️ 29.7%	1,604	⬇️ -4.7%	—	—	—
Months Supply of Inventory	1.2	1.1	⬆️ 13.1%	1.3	⬇️ -5.0%	—	—	—

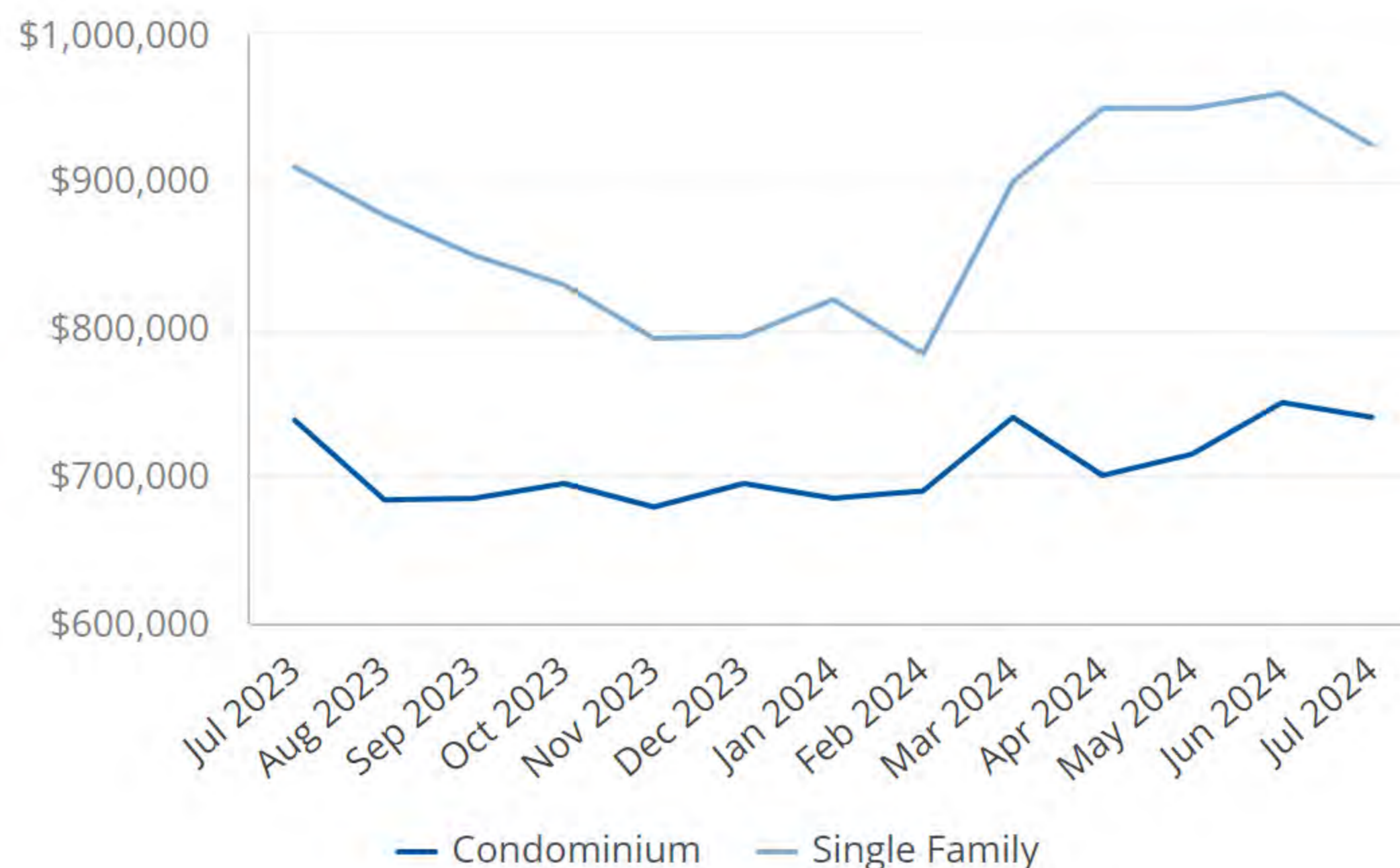
Condominiums

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$740,000	\$738,000	⬆️ 0.3%	\$750,000	⬇️ -1.3%	\$727,000	\$710,000	⬆️ 2.4%
Closed Sales	934	945	⬇️ -1.2%	961	⬇️ -2.8%	5,153	5,412	⬇️ -4.8%
New Listings	1,002	939	⬆️ 6.7%	1,210	⬇️ -17.2%	8,121	7,865	⬆️ 3.3%
Pending Sales	778	709	⬆️ 9.7%	832	⬇️ -6.5%	5,520	5,680	⬇️ -2.8%
Median Days on Market	22	21	⬆️ 4.8%	20	⬆️ 10.0%	20	20	➡️ 0.0%
Price per Square Foot	\$630	\$618	⬆️ 1.9%	\$638	⬇️ -1.3%	\$607	\$593	⬆️ 2.3%
Sold to Original Price Ratio	100.1%	100.4%	⬇️ -0.3%	100.4%	⬇️ -0.3%	100.1%	99.9%	⬆️ 0.3%
Active Inventory	1,951	1,640	⬆️ 19.0%	2,072	⬇️ -5.8%	—	—	—
Months Supply of Inventory	2.1	1.7	⬆️ 20.4%	2.2	⬇️ -3.1%	—	—	—

Number of Closed Sales



Median Sales Price



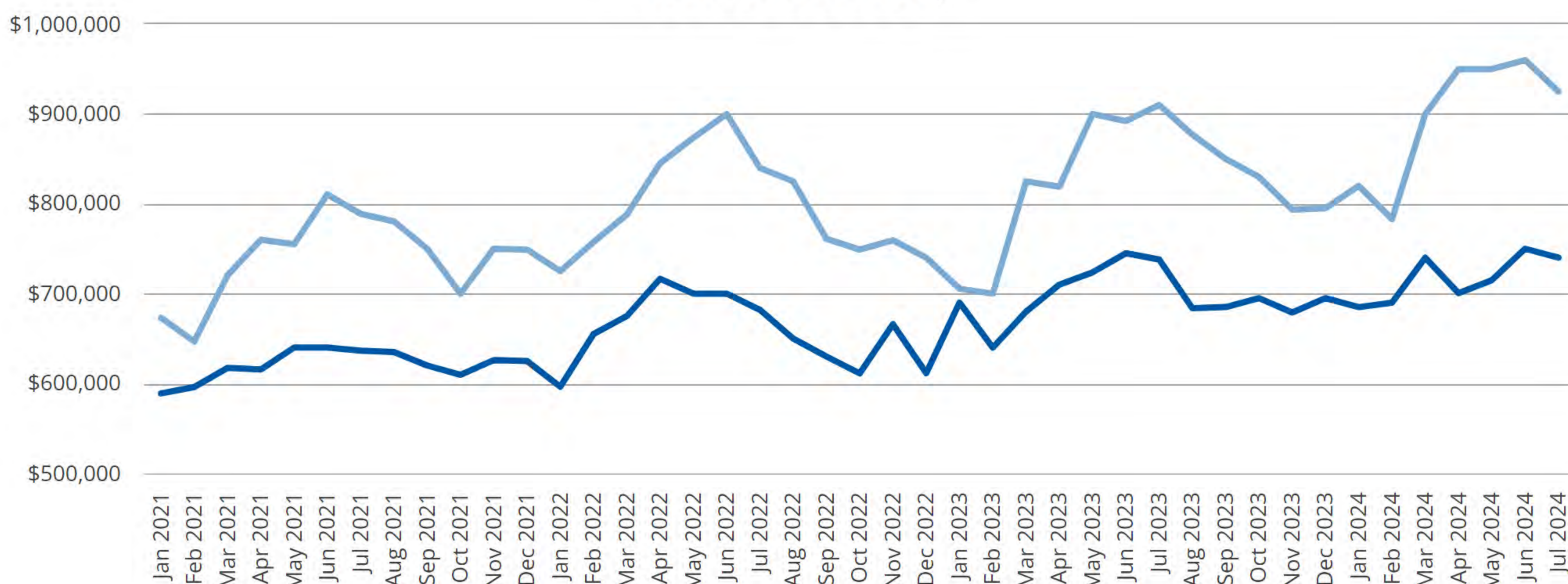
Median Sales Price



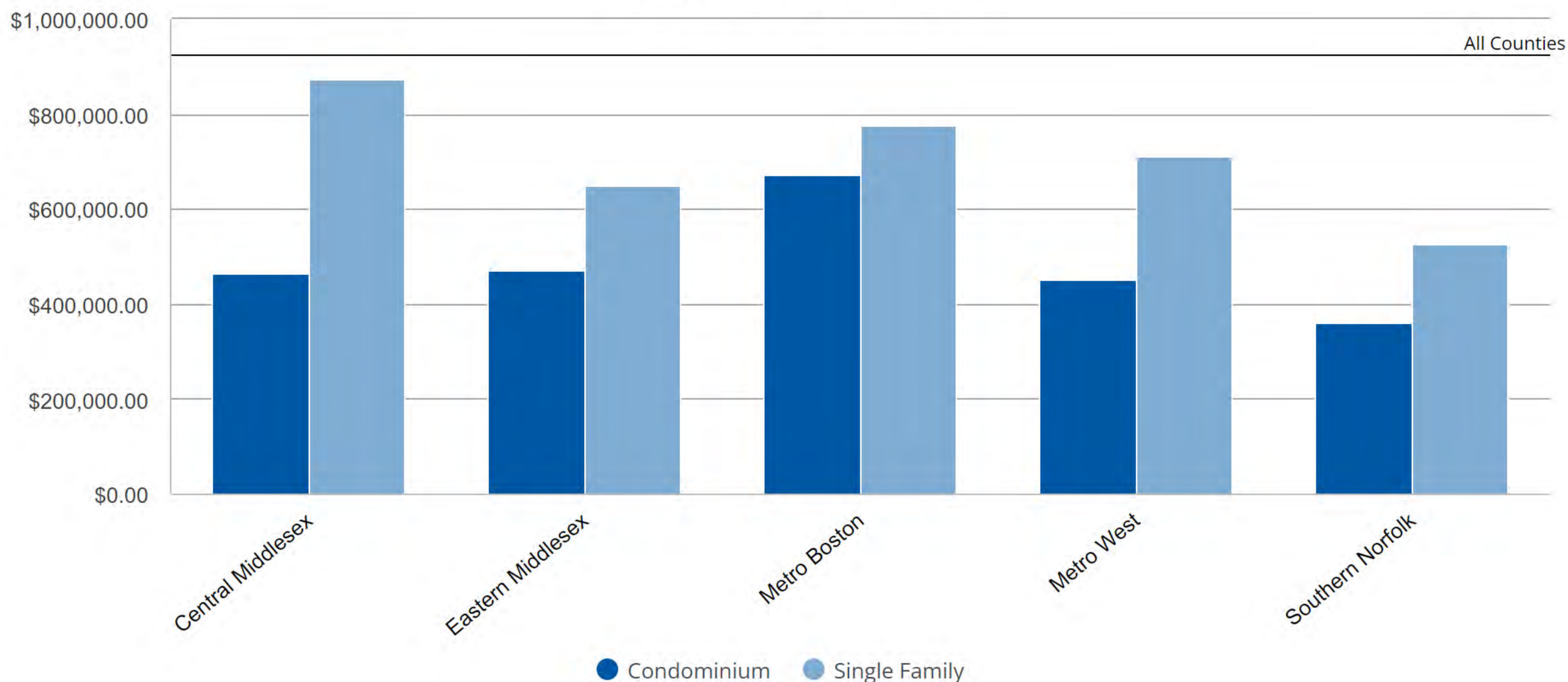
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	July 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$925,000	⚡ -3.6%	⬆️ 1.6%	⬆️ 7.1%
CONDO	\$740,000	⚡ -1.3%	⬆️ 0.3%	⬆️ 2.4%

Historical Activity



Region Comparison



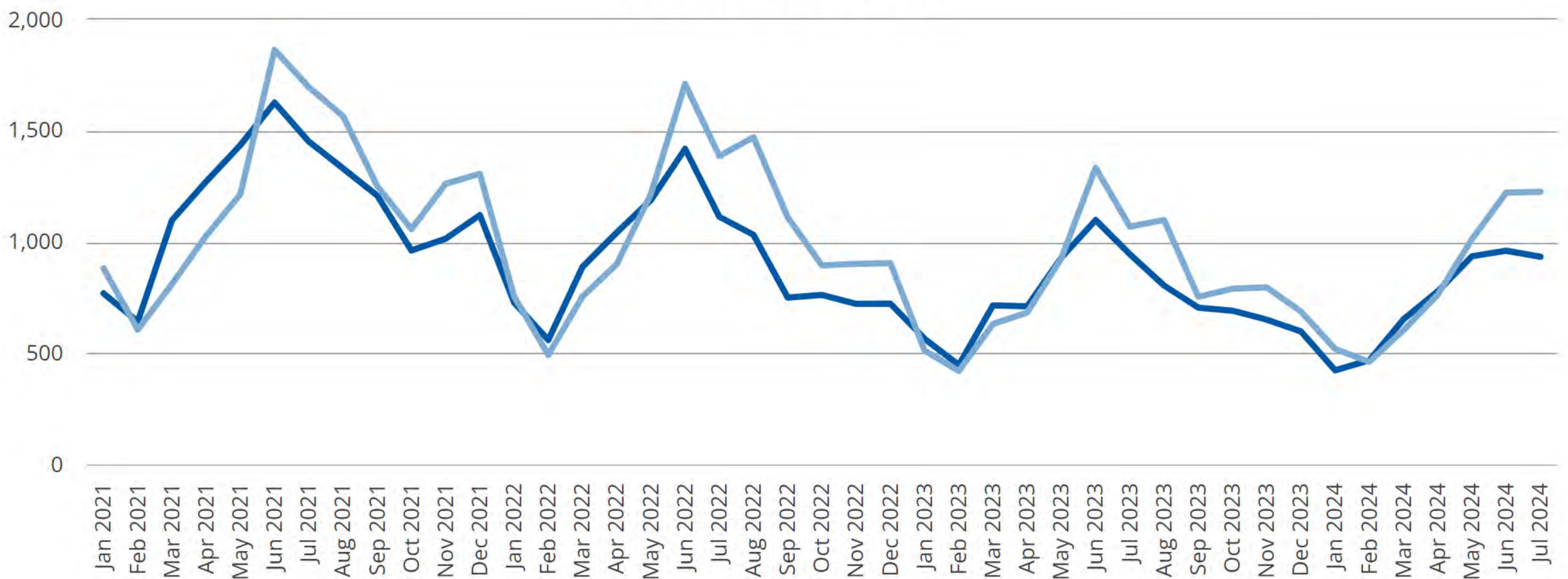
Closed Sales



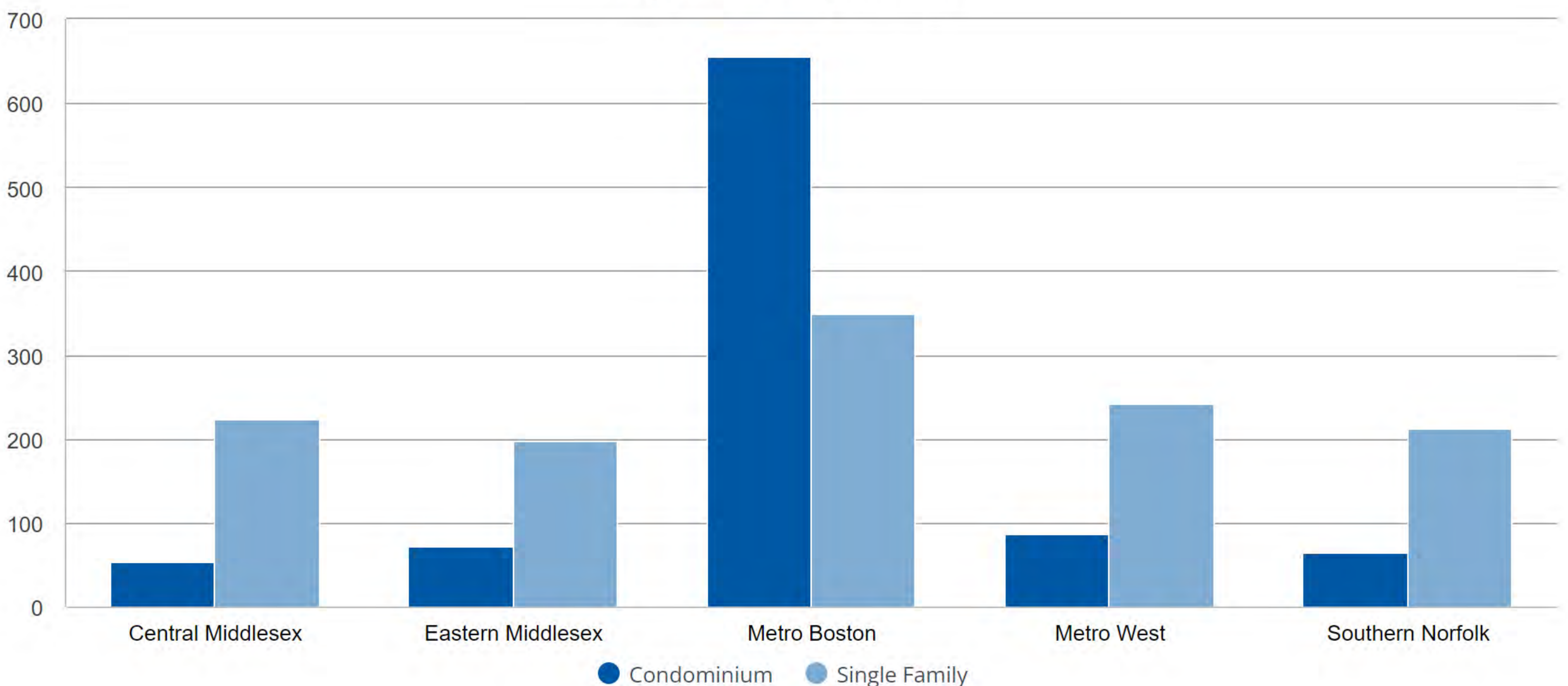
The number of properties that sold.

	July 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,226	⬆️ 0.3%	⬆️ 14.7%	⬆️ 4.1%
CONDO	934	⬆️ -2.8%	⬆️ -1.2%	⬆️ -4.8%

Historical Activity



Region Comparison



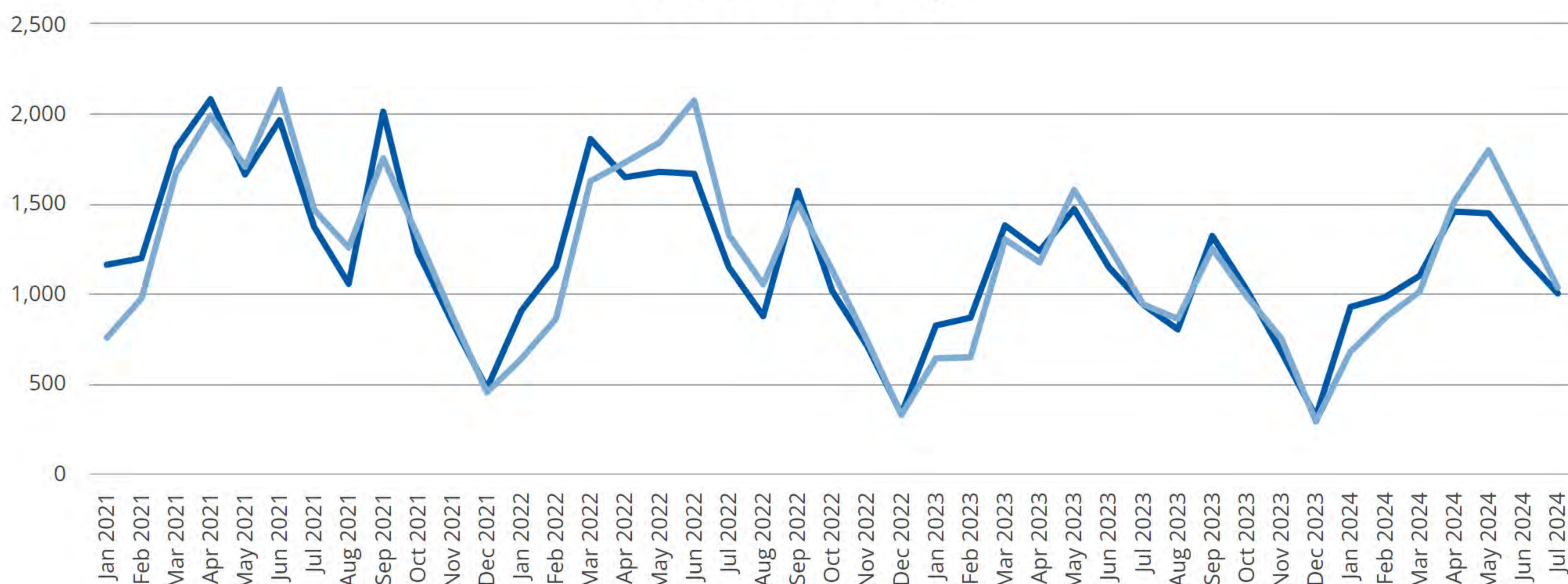
New Listings



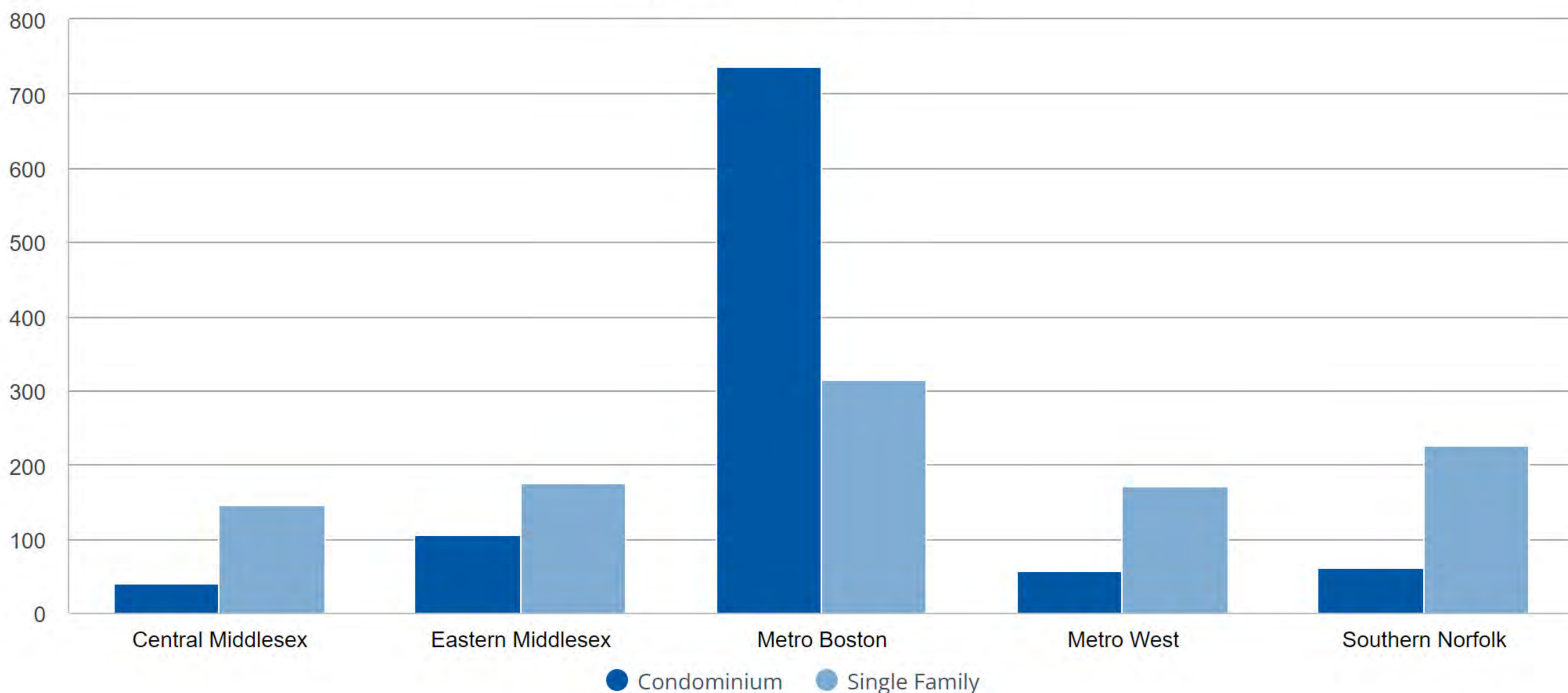
The number of properties listed regardless of current status.

	July 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,034	⚡ -27.0%	⚡ 10.0%	⚡ 10.2%
CONDO	1,002	⚡ -17.2%	⚡ 6.7%	⚡ 3.3%

Historical Activity



Region Comparison



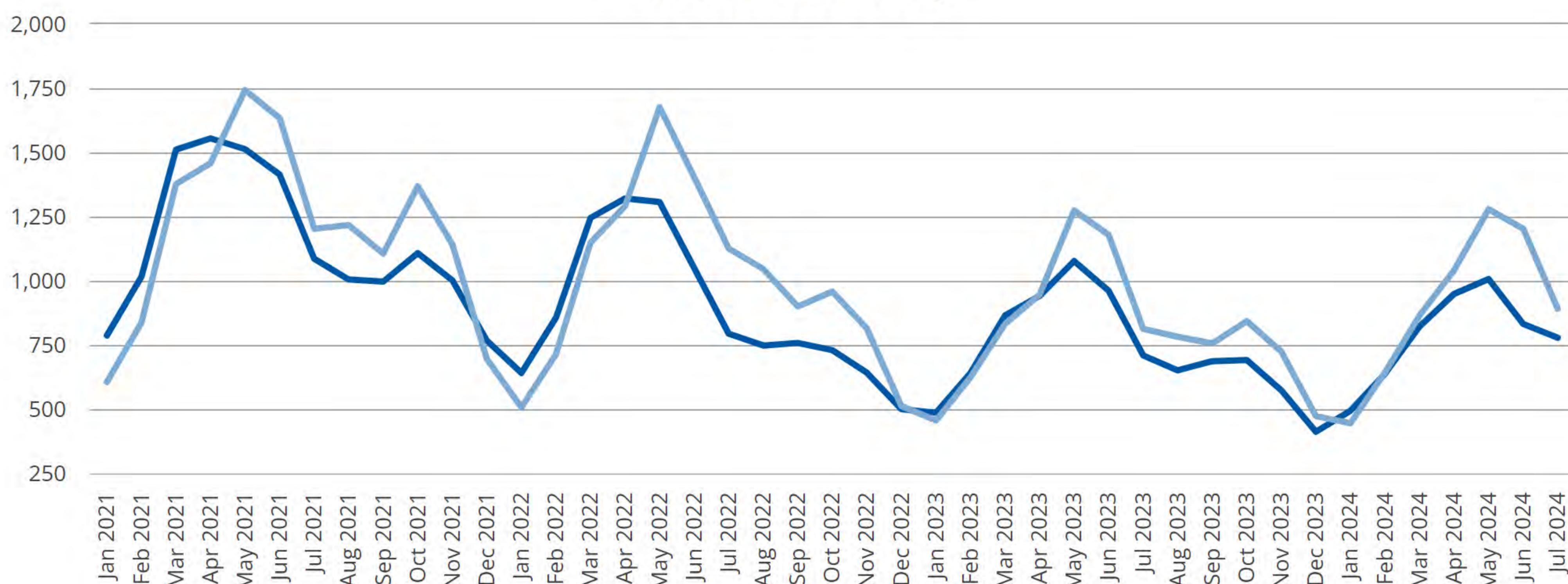
Pending Sales



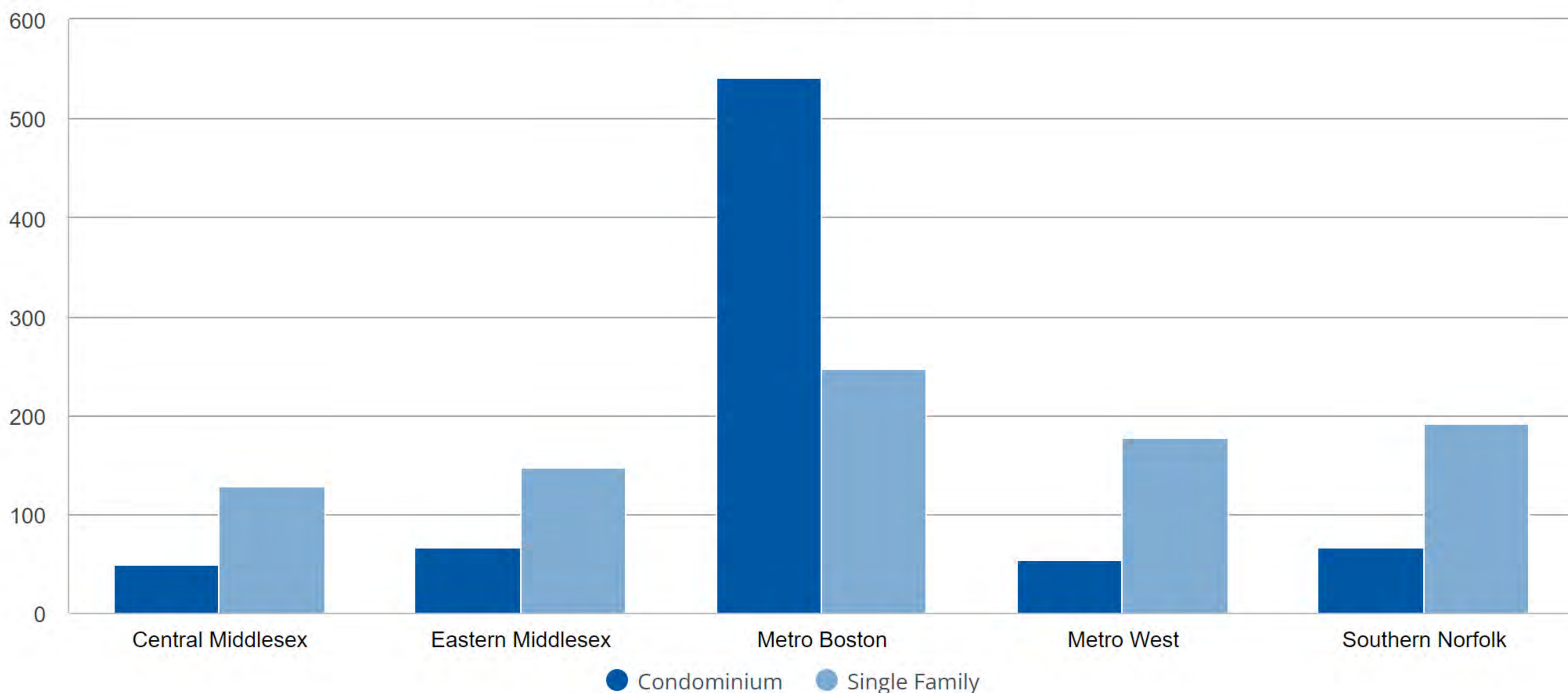
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	July 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	891	⚡ -25.9%	⬆️ 9.6%	⬆️ 4.0%
CONDO	778	⚡ -6.5%	⬆️ 9.7%	⚡ -2.8%

Historical Activity



Region Comparison



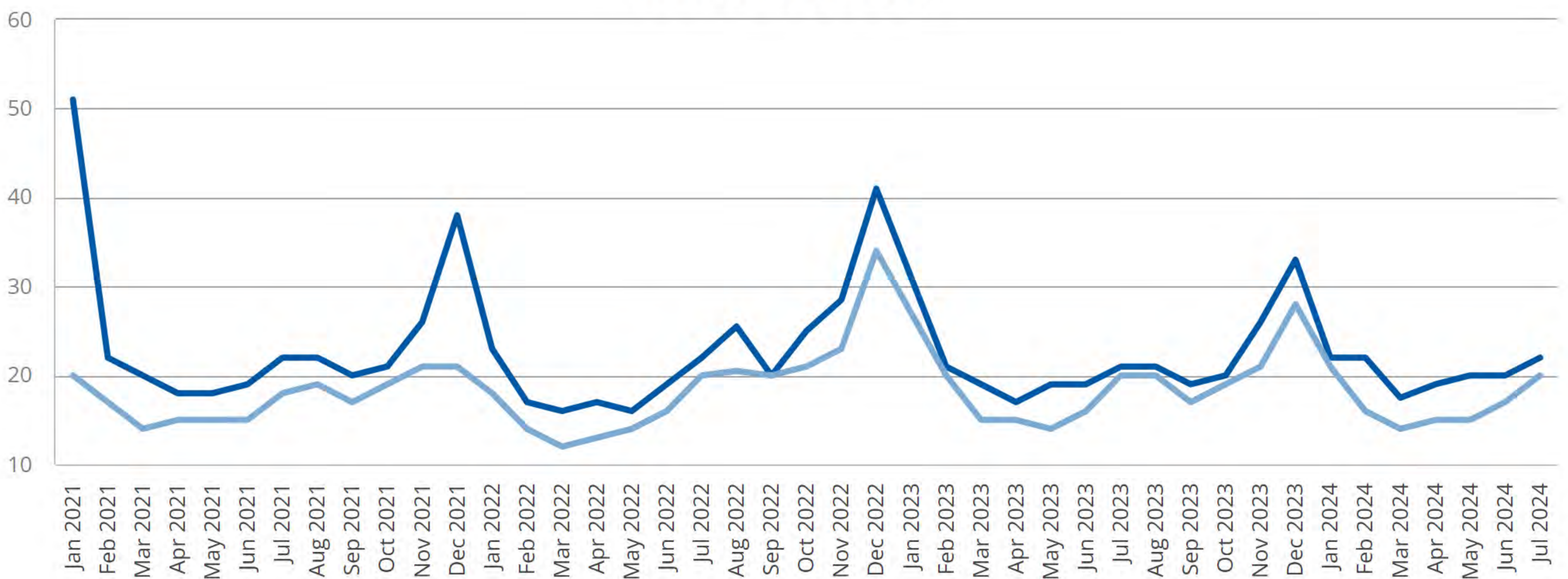
Days on Market



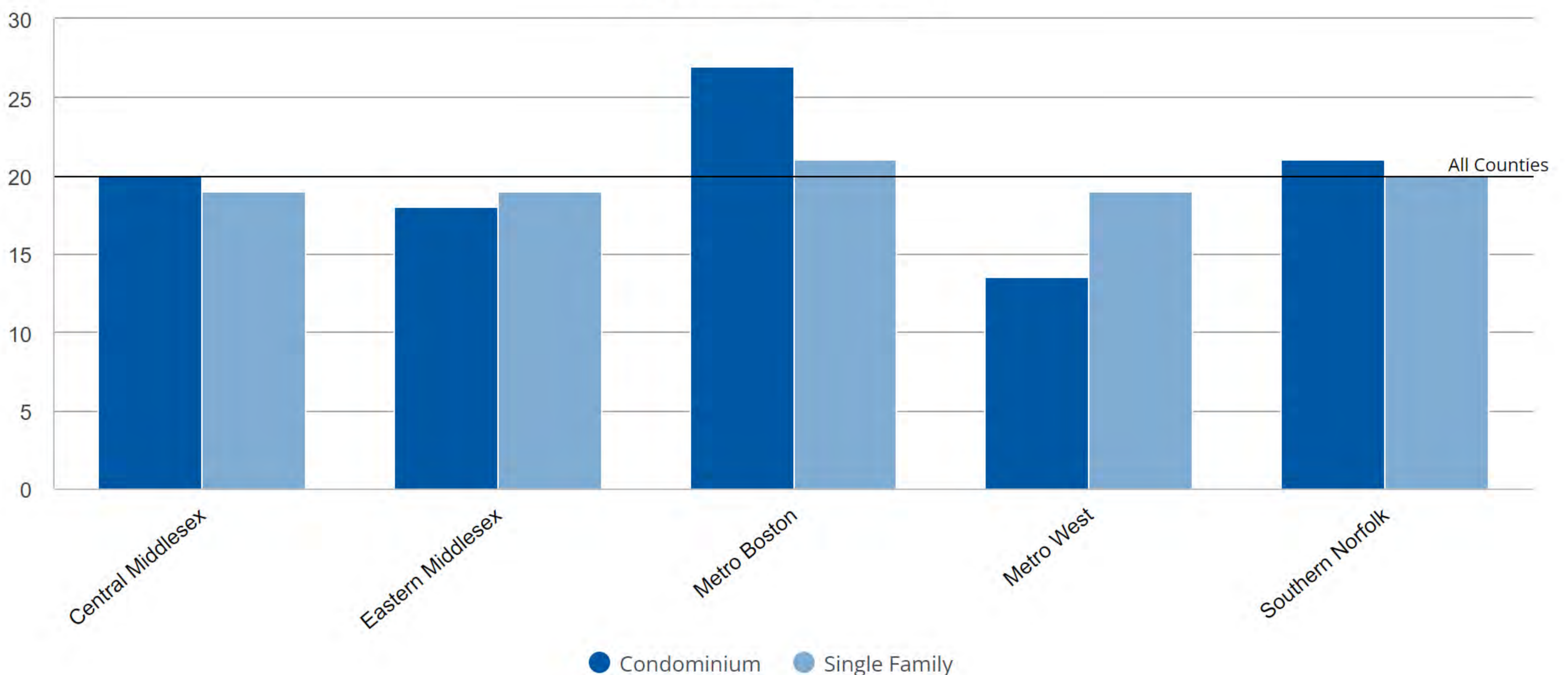
The median number of days between when a property is listed and the purchase contract date.

	July 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	20	⬆️ 17.6%	⬆️ 0.0%	⬆️ 0.0%
CONDO	22	⬆️ 10.0%	⬆️ 4.8%	⬆️ 0.0%

Historical Activity



Region Comparison



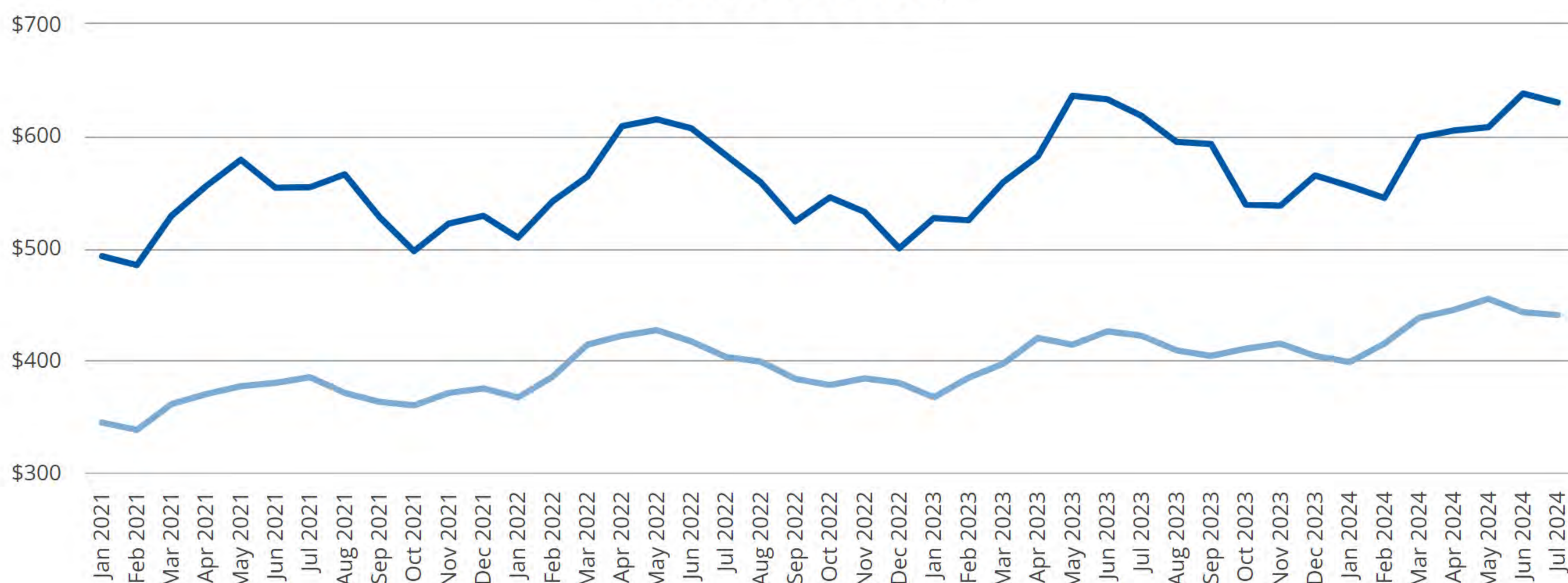
Price per Square Foot



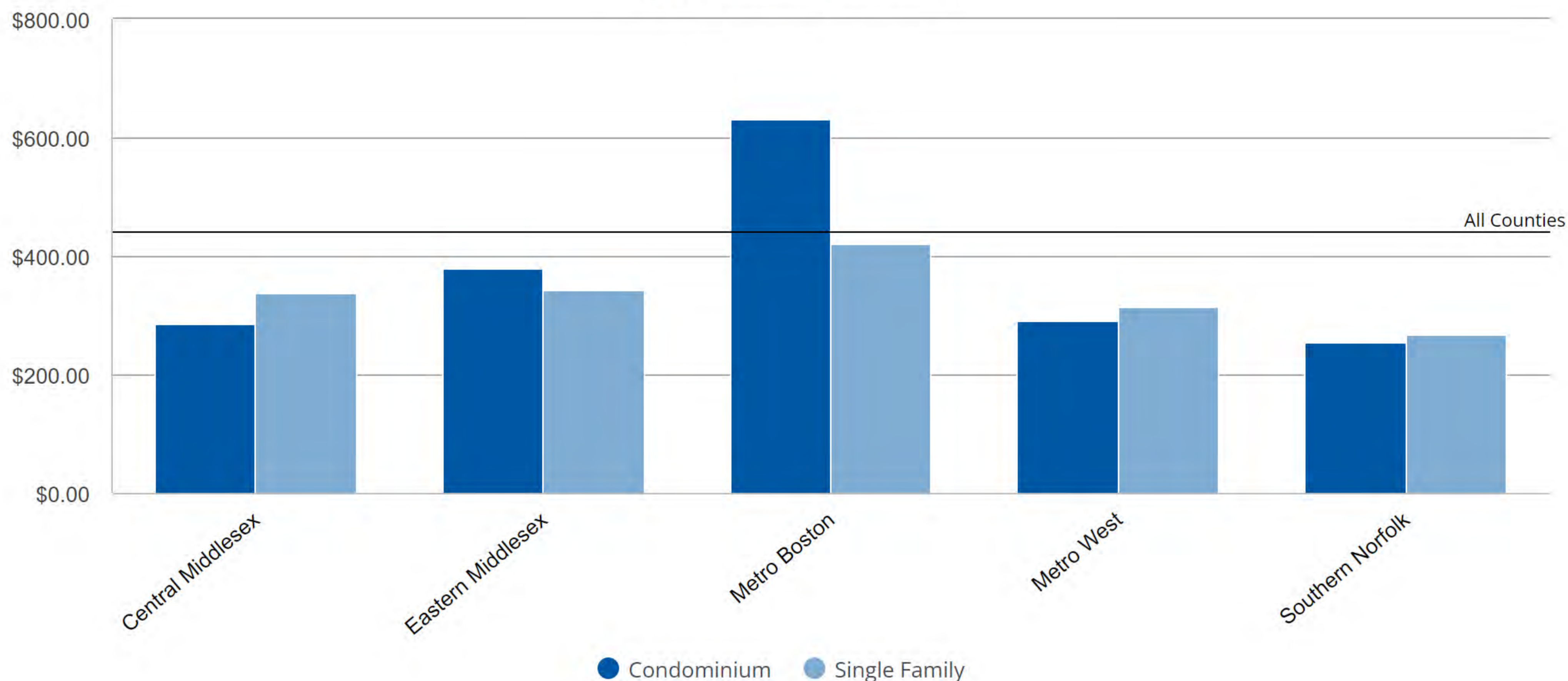
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	July 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$441	⚡ -0.6%	⬆️ 4.4%	⬆️ 6.3%
CONDO	\$630	⚡ -1.3%	⬆️ 1.9%	⬆️ 2.3%

Historical Activity



Region Comparison



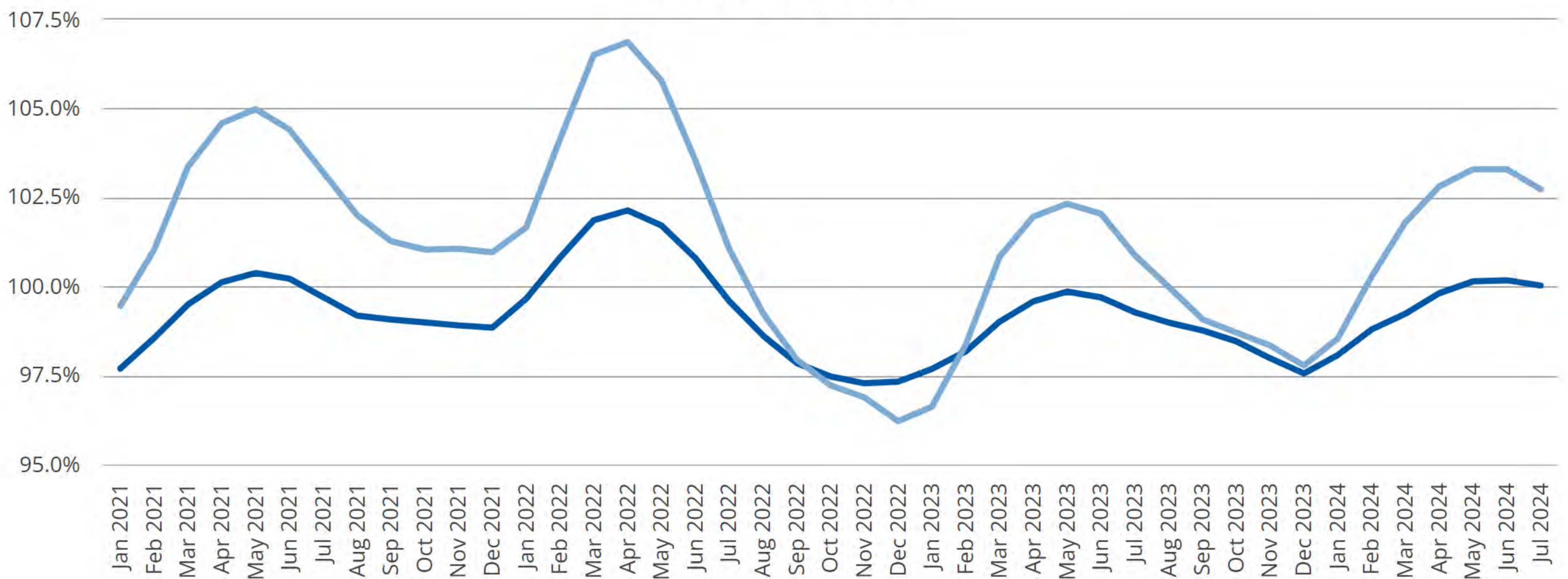
Sold to Original Price Ratio



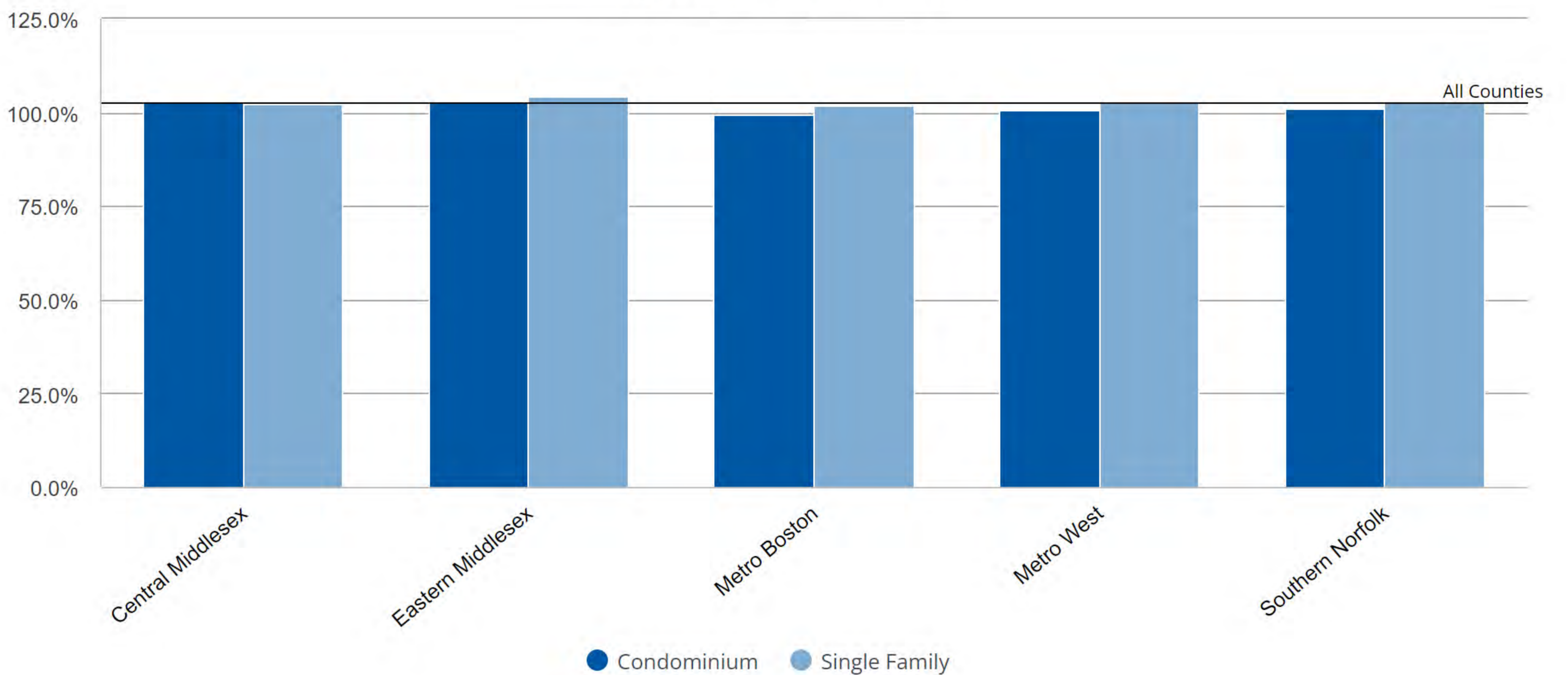
The average of the sales price divided by the original list price expressed as a percentage.

	July 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	102.7%	⚡ -0.5%	⚡ 1.8%	⚡ 1.2%
CONDO	100.0%	⚡ -0.1%	⚡ 0.8%	⚡ 0.3%

Historical Activity



Region Comparison



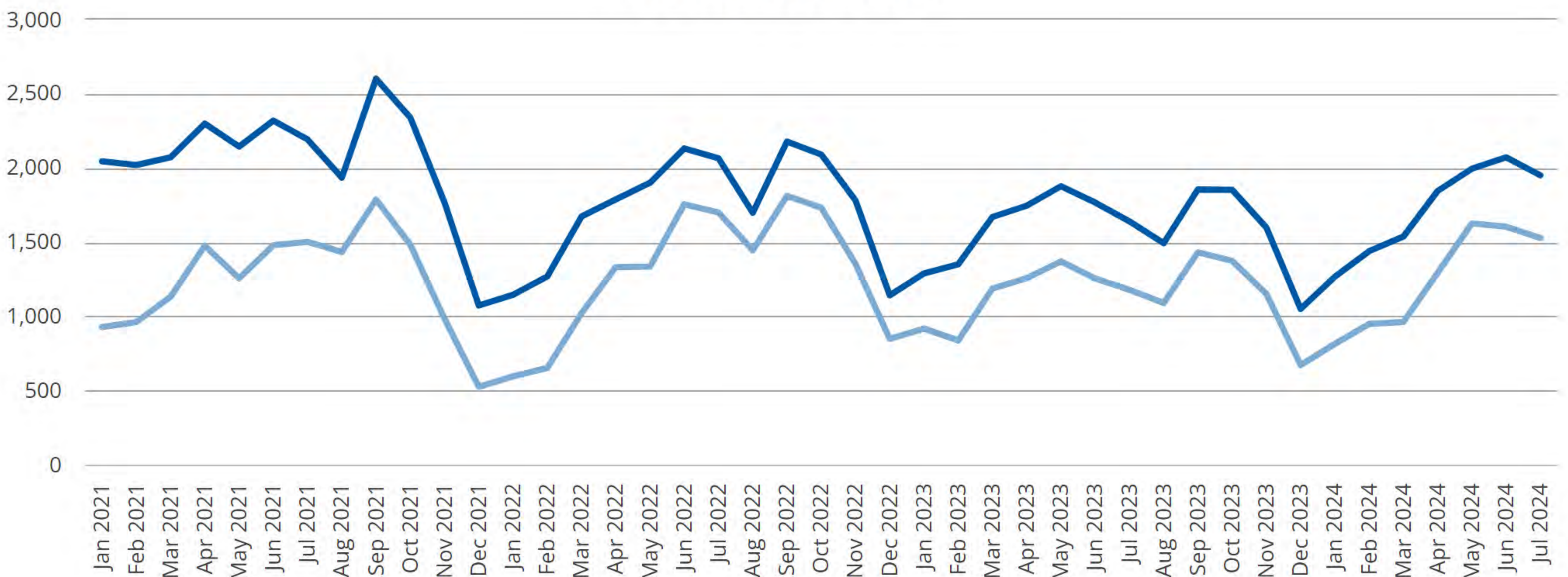
Active Inventory



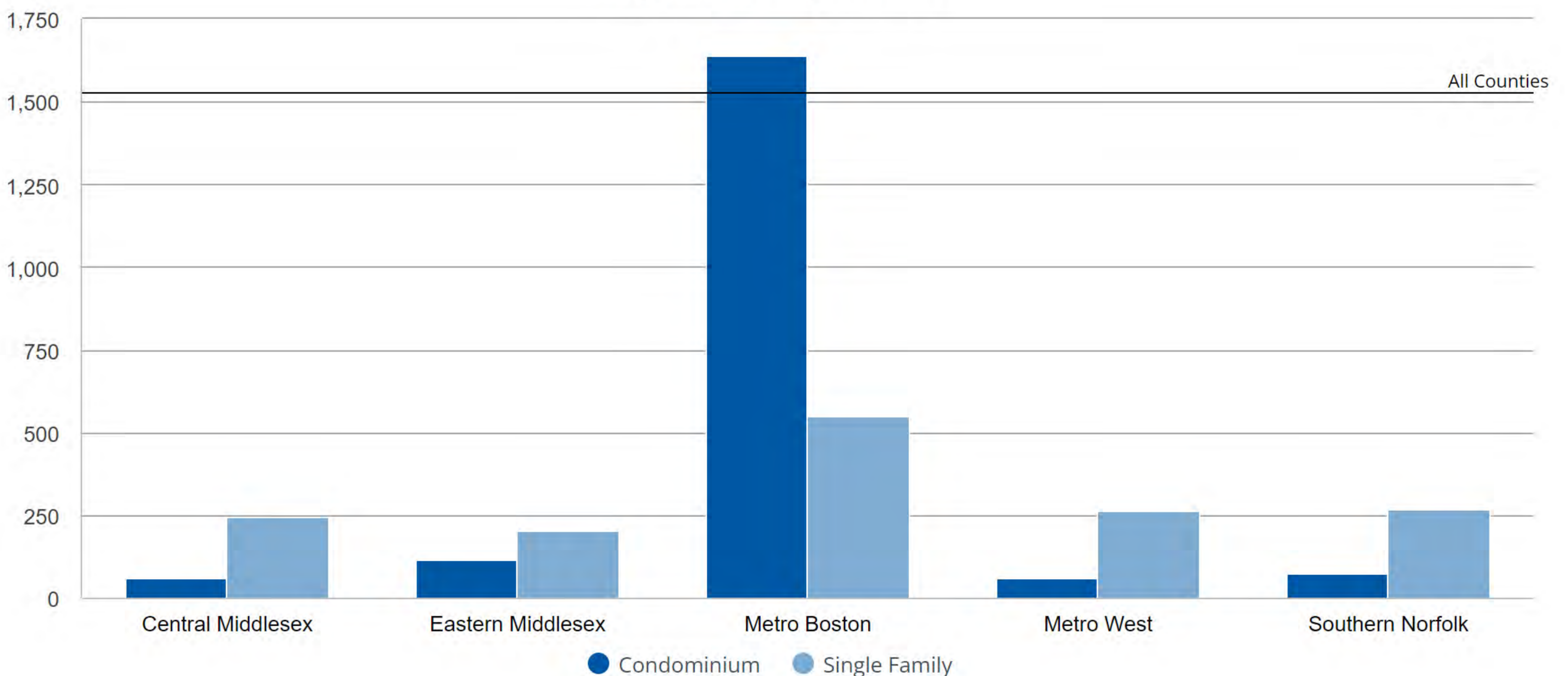
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	July 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,528	⚡ -4.7%	⬆️ 29.7%	—
CONDO	1,951	⚡ -5.8%	⬆️ 19.0%	—

Historical Activity



Region Comparison



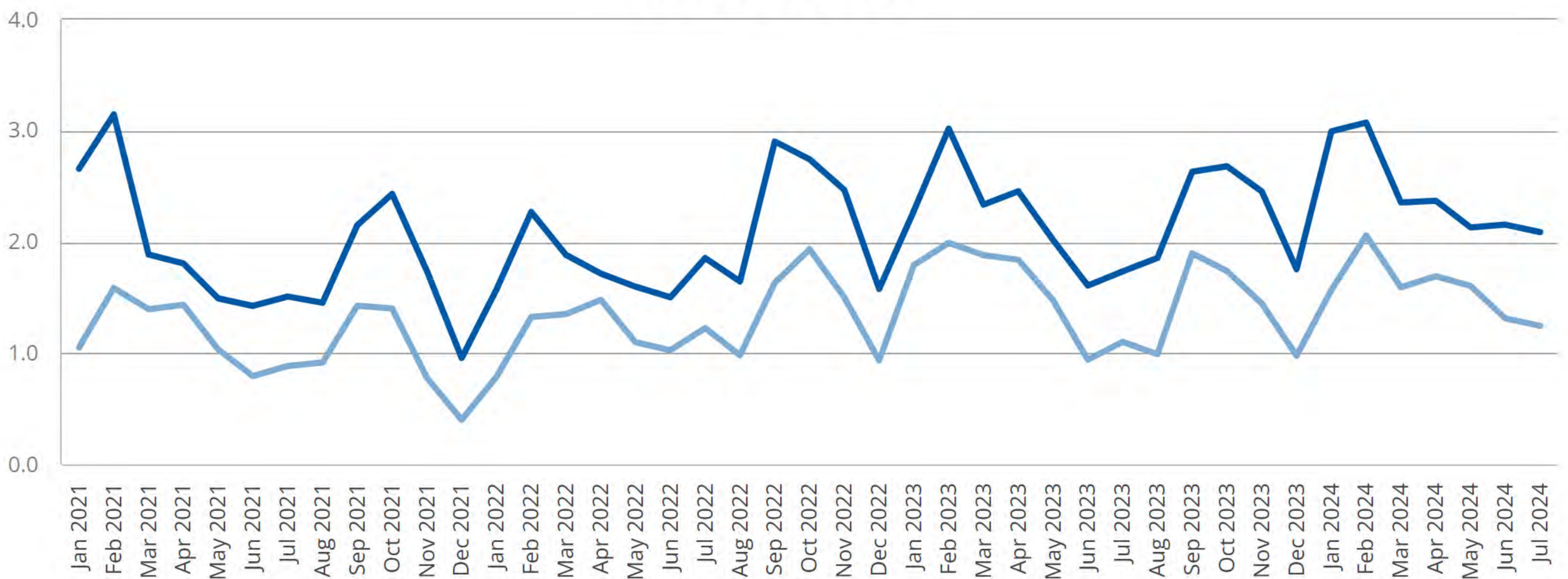
Months Supply of Inventory



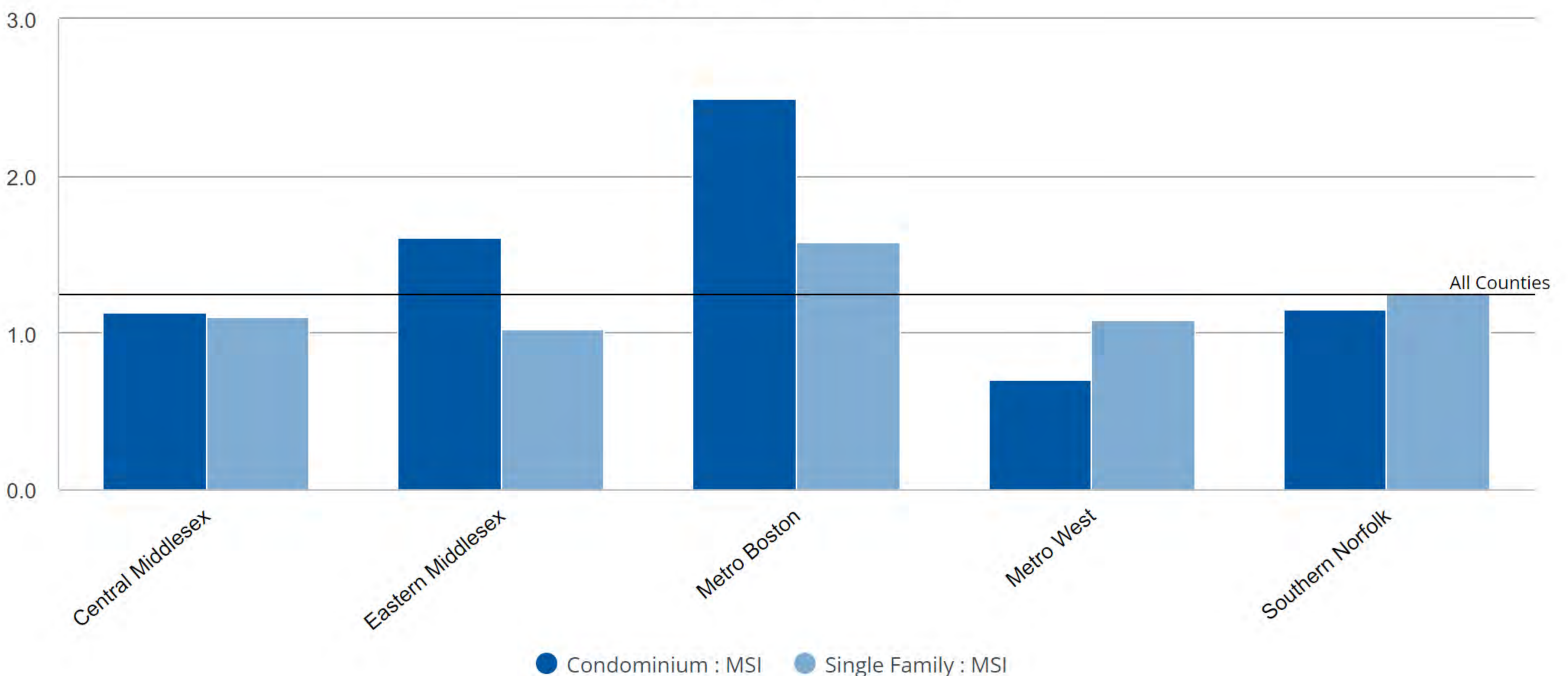
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	July 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1.2	⚡ -5.0%	⬆️ 13.1%	—
CONDO	2.1	⚡ -3.1%	⬆️ 20.4%	—

Historical Activity



Region Comparison



Central Middlesex Region



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

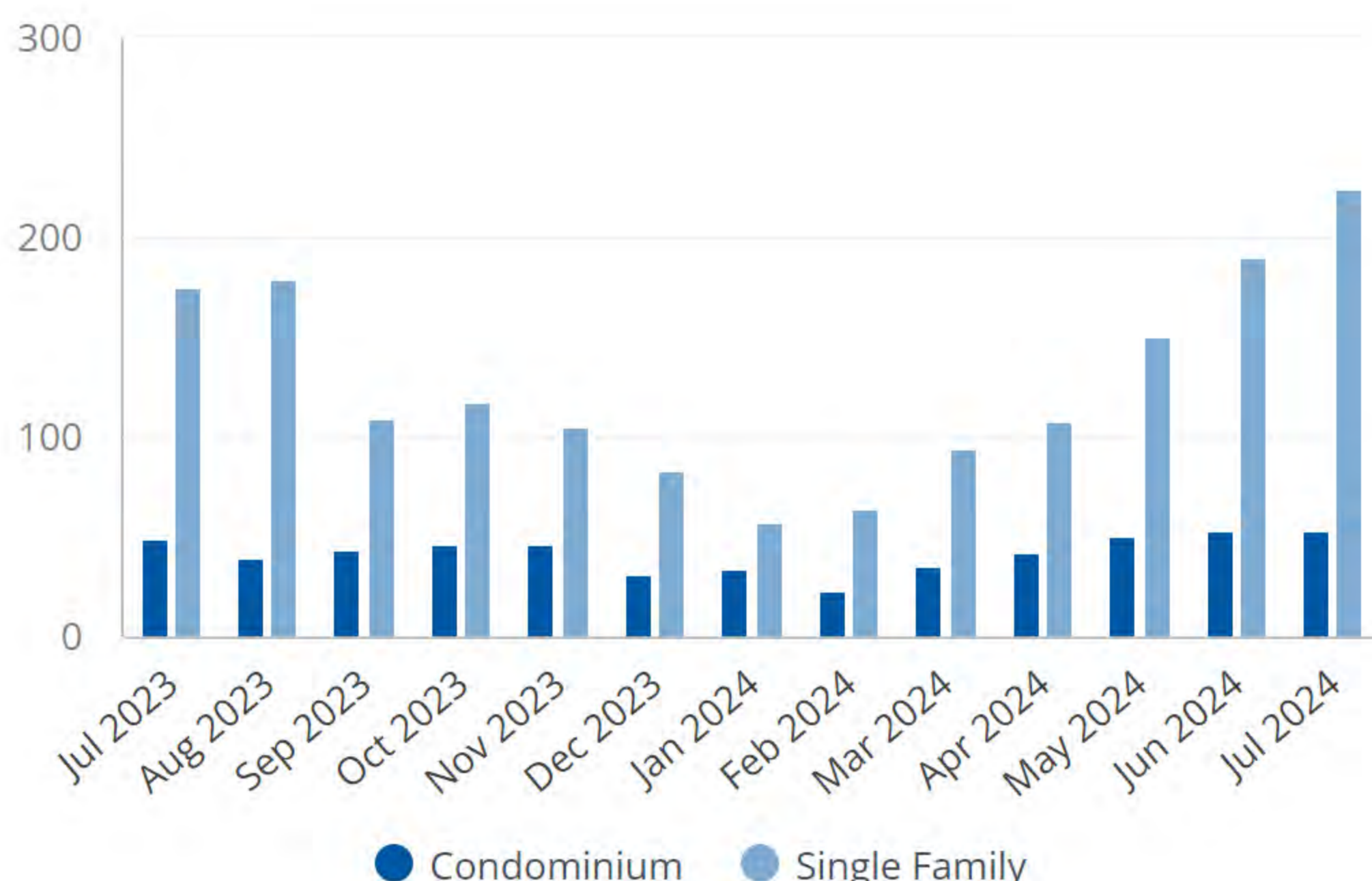
Single Family Homes

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,200,000	\$1,150,000	⬆️ 4.3%	\$1,290,000	⬇️ -7.0%	\$1,244,500	\$1,226,500	⬆️ 1.5%
Closed Sales	224	175	⬆️ 28.0%	190	⬆️ 17.9%	890	834	⬆️ 6.7%
New Listings	146	135	⬆️ 8.1%	232	⬇️ -37.1%	1,283	1,167	⬆️ 9.9%
Pending Sales	129	130	⬆️ -0.8%	191	⬇️ -32.5%	975	955	⬆️ 2.1%
Median Days on Market	19	18	⬆️ 5.6%	18	⬆️ 5.6%	16	16	⬆️ 0.0%
Price per Square Foot	\$433	\$427	⬆️ 1.4%	\$434	⬇️ -0.1%	\$438	\$422	⬆️ 3.8%
Sold to Original Price Ratio	102.8%	104.8%	⬆️ -1.9%	103.6%	⬇️ -0.8%	102.7%	102.8%	⬆️ -0.1%
Active Inventory	247	192	⬆️ 28.6%	271	⬇️ -8.9%	—	—	—
Months Supply of Inventory	1.1	1.1	⬆️ 0.5%	1.4	⬇️ -22.7%	—	—	—

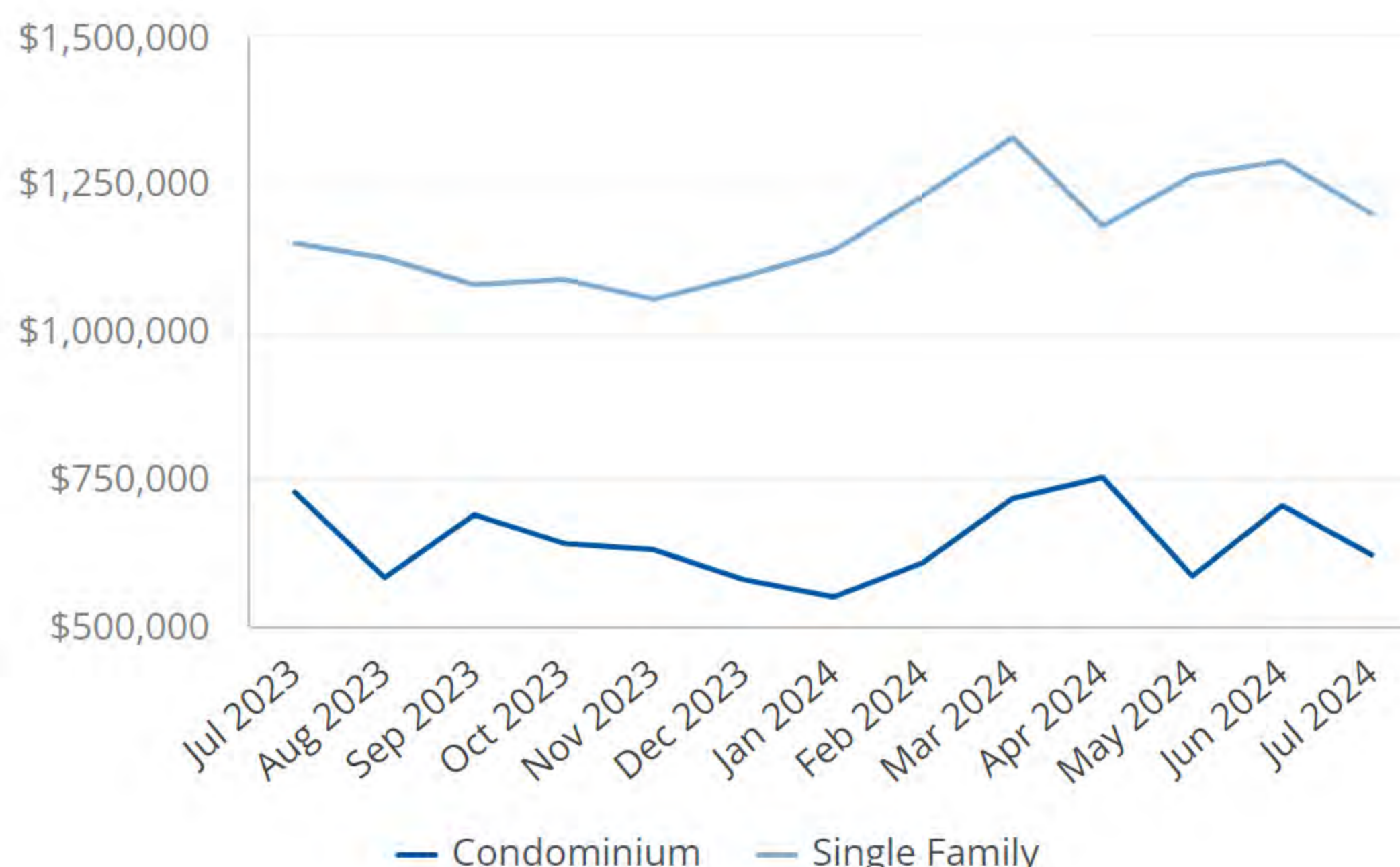
Condominiums

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$621,000	\$727,500	⬆️ -14.6%	\$705,000	⬇️ -11.9%	\$638,000	\$590,000	⬆️ 8.1%
Closed Sales	54	50	⬆️ 8.0%	53	⬆️ 1.9%	293	310	⬆️ -5.5%
New Listings	40	51	⬆️ -21.6%	58	⬇️ -31.0%	364	402	⬆️ -9.5%
Pending Sales	49	41	⬆️ 19.5%	41	⬆️ 19.5%	297	325	⬆️ -8.6%
Median Days on Market	20	17	⬆️ 17.6%	18	⬆️ 11.1%	17	17	⬆️ 0.0%
Price per Square Foot	\$366	\$355	⬆️ 3.1%	\$350	⬆️ 4.4%	\$379	\$362	⬆️ 4.7%
Sold to Original Price Ratio	102.0%	102.0%	⬆️ 0.0%	102.4%	⬇️ -0.4%	102.1%	101.8%	⬆️ 0.3%
Active Inventory	61	69	⬆️ -11.6%	75	⬇️ -18.7%	—	—	—
Months Supply of Inventory	1.1	1.4	⬆️ -18.1%	1.4	⬇️ -20.2%	—	—	—

Number of Closed Sales



Median Sales Price



Eastern Middlesex Region



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

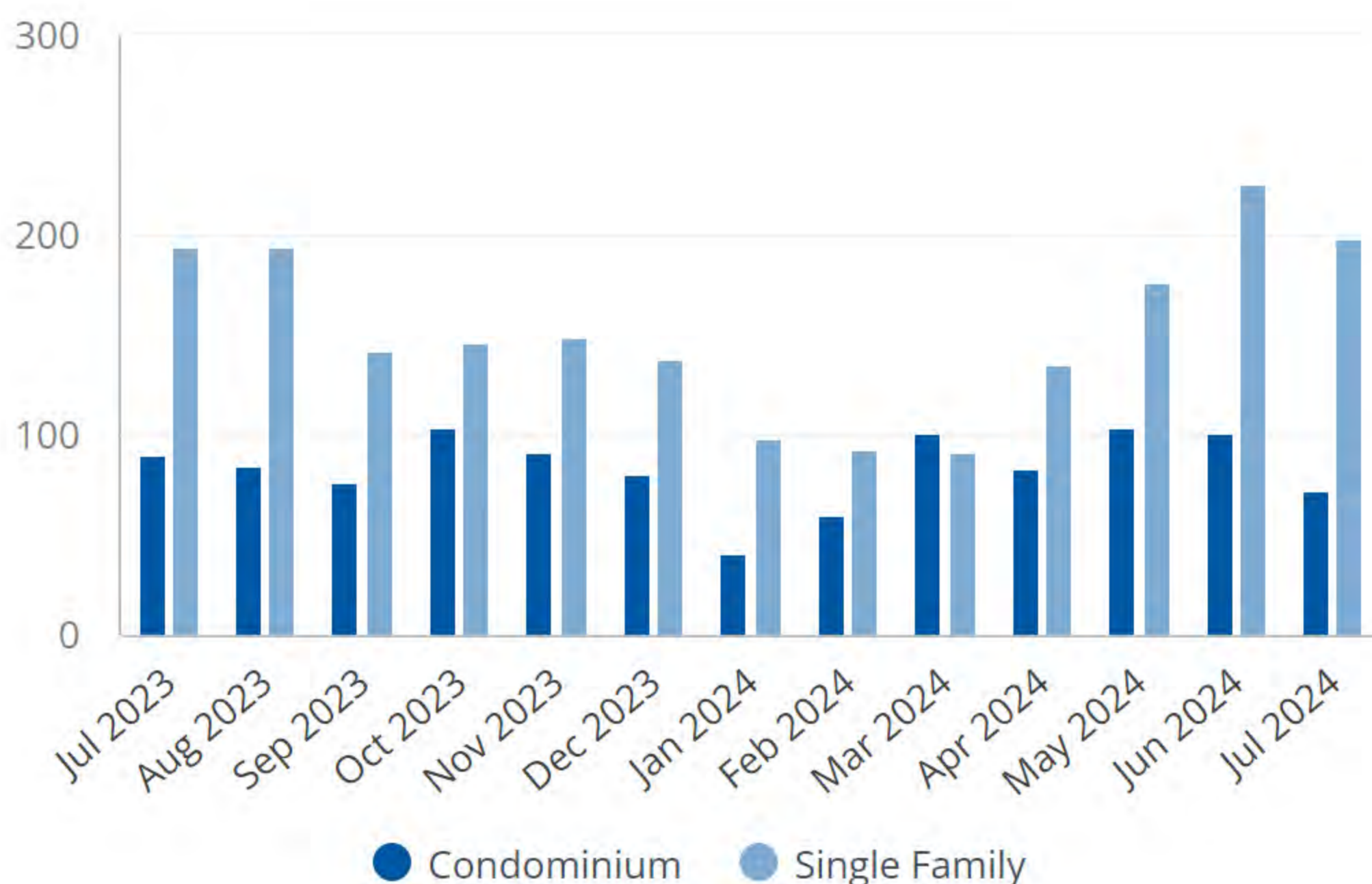
Single Family Homes

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$837,500	\$838,000	▼ -0.1%	\$889,000	▼ -5.8%	\$850,000	\$769,500	▲ 10.5%
Closed Sales	198	195	▲ 1.5%	226	▼ -12.4%	1,021	1,050	▼ -2.8%
New Listings	175	173	▲ 1.2%	226	▼ -22.6%	1,355	1,280	▲ 5.9%
Pending Sales	147	152	▼ -3.3%	205	▼ -28.3%	1,104	1,107	▼ -0.3%
Median Days on Market	19	20	▼ -5.0%	14	▲ 35.7%	15	16	▼ -6.3%
Price per Square Foot	\$443	\$410	▲ 8.0%	\$452	▼ -1.9%	\$440	\$399	▲ 10.3%
Sold to Original Price Ratio	104.6%	103.6%	▲ 0.9%	106.4%	▼ -1.7%	104.6%	103.0%	▲ 1.6%
Active Inventory	203	194	▲ 4.6%	199	▲ 2.0%	—	—	—
Months Supply of Inventory	1.0	1.0	▲ 3.1%	0.9	▲ 16.4%	—	—	—

Condominiums

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$584,000	\$595,000	▼ -1.8%	\$640,000	▼ -8.8%	\$634,705	\$590,000	▲ 7.6%
Closed Sales	72	90	▼ -20.0%	101	▼ -28.7%	562	511	▲ 10.0%
New Listings	106	83	▲ 27.7%	98	▲ 8.2%	711	735	▼ -3.3%
Pending Sales	67	73	▼ -8.2%	78	▼ -14.1%	545	610	▼ -10.7%
Median Days on Market	18	19	▼ -5.3%	18	▶ 0.0%	16	16	▶ 0.0%
Price per Square Foot	\$479	\$430	▲ 11.3%	\$505	▼ -5.2%	\$493	\$442	▲ 11.5%
Sold to Original Price Ratio	102.4%	102.1%	▲ 0.2%	101.5%	▲ 0.9%	101.4%	101.1%	▲ 0.3%
Active Inventory	116	99	▲ 17.2%	102	▲ 13.7%	—	—	—
Months Supply of Inventory	1.6	1.1	▲ 46.5%	1.0	▲ 59.5%	—	—	—

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

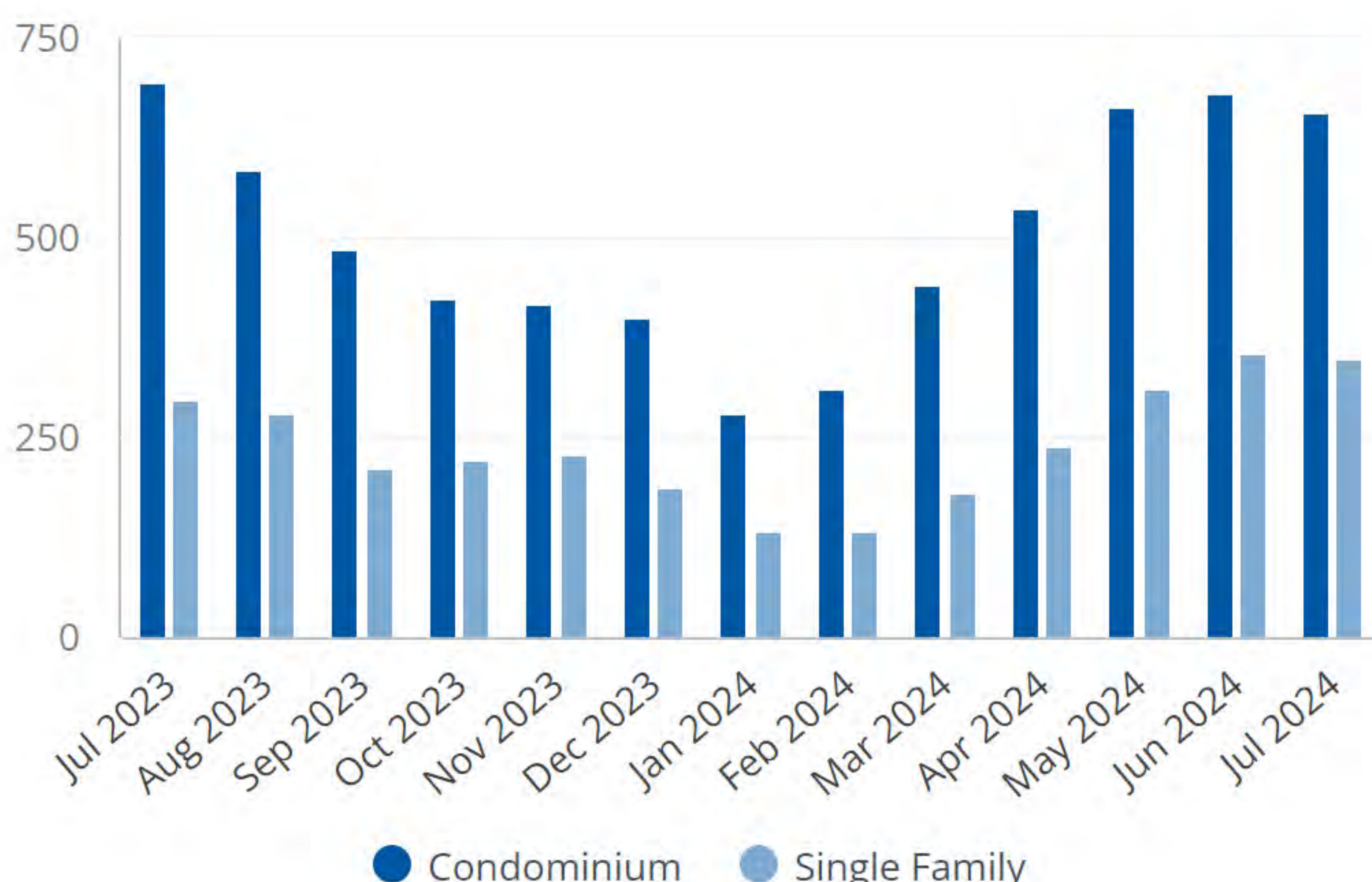
Single Family Homes

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,071,000	\$1,045,000	⬆️ 2.5%	\$1,050,000	⬆️ 2.0%	\$1,000,000	\$950,000	⬆️ 5.3%
Closed Sales	349	299	⬆️ 16.7%	355	⬆️ -1.7%	1,701	1,603	⬆️ 6.1%
New Listings	315	271	⬆️ 16.2%	409	⬆️ -23.0%	2,611	2,333	⬆️ 11.9%
Pending Sales	247	213	⬆️ 16.0%	333	⬆️ -25.8%	1,867	1,744	⬆️ 7.1%
Median Days on Market	21	20	⬆️ 5.0%	18	⬆️ 16.7%	18	17	⬆️ 5.9%
Price per Square Foot	\$557	\$524	⬆️ 6.3%	\$555	⬆️ 0.4%	\$538	\$506	⬆️ 6.3%
Sold to Original Price Ratio	102.2%	102.0%	⬆️ 0.2%	102.9%	⬆️ -0.7%	101.8%	101.2%	⬆️ 0.6%
Active Inventory	549	396	⬆️ 38.6%	571	⬆️ -3.9%	—	—	—
Months Supply of Inventory	1.6	1.3	⬆️ 18.8%	1.6	⬆️ -2.2%	—	—	—

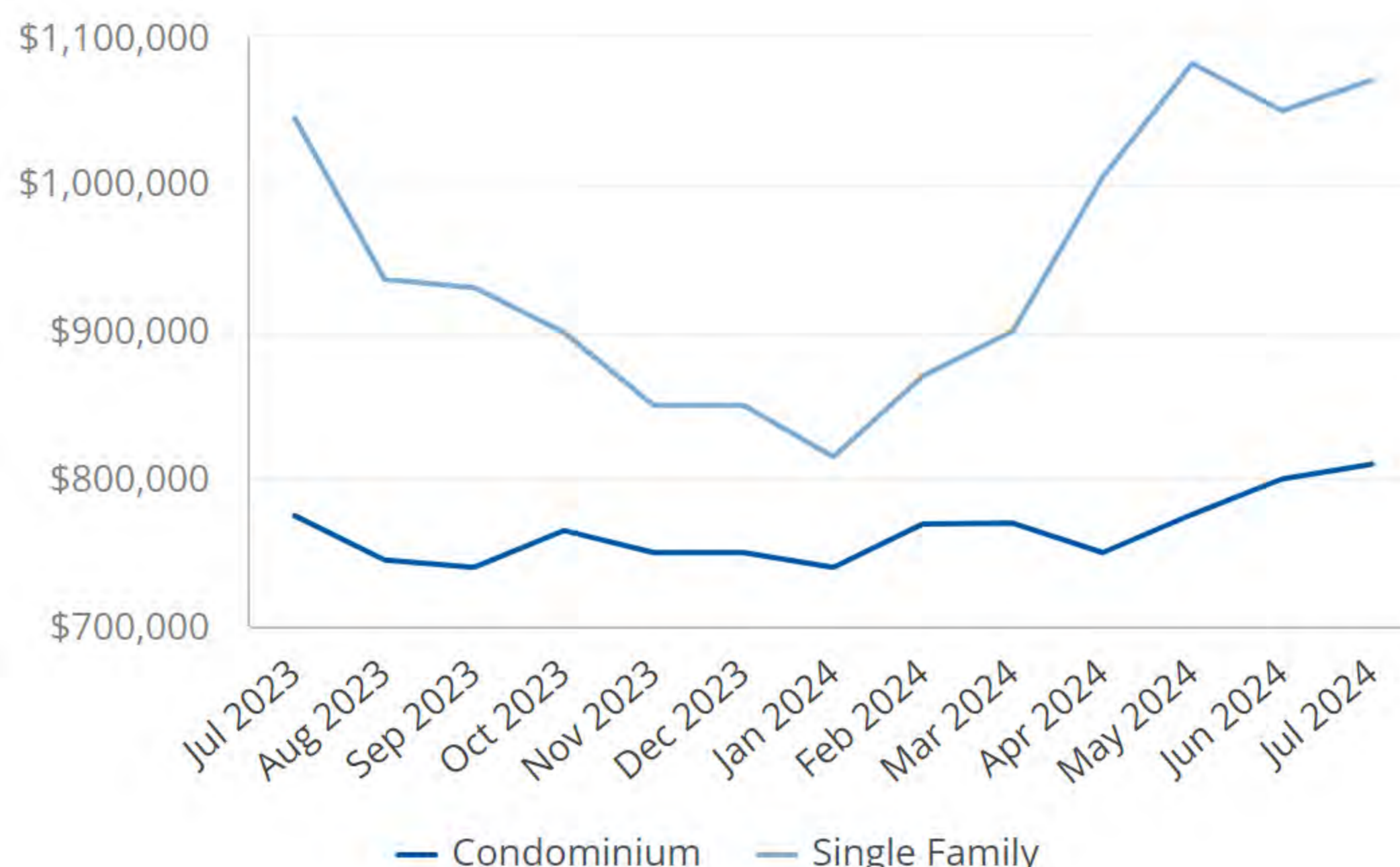
Condominiums

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$810,000	\$775,000	⬆️ 4.5%	\$800,000	⬆️ 1.3%	\$780,000	\$780,000	⬆️ 0.0%
Closed Sales	656	696	⬆️ -5.7%	681	⬆️ -3.7%	3,572	3,814	⬆️ -6.3%
New Listings	737	692	⬆️ 6.5%	920	⬆️ -19.9%	6,140	5,835	⬆️ 5.2%
Pending Sales	542	502	⬆️ 8.0%	596	⬆️ -9.1%	3,919	3,999	⬆️ -2.0%
Median Days on Market	27	24	⬆️ 12.5%	21	⬆️ 28.6%	21	21	⬆️ 0.0%
Price per Square Foot	\$744	\$729	⬆️ 2.1%	\$756	⬆️ -1.6%	\$722	\$718	⬆️ 0.6%
Sold to Original Price Ratio	99.5%	99.9%	⬆️ -0.4%	99.9%	⬆️ -0.3%	99.4%	99.1%	⬆️ 0.2%
Active Inventory	1,638	1,352	⬆️ 21.2%	1,743	⬆️ -6.0%	—	—	—
Months Supply of Inventory	2.5	1.9	⬆️ 28.5%	2.6	⬆️ -2.4%	—	—	—

Number of Closed Sales



Median Sales Price



Metro West Region



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

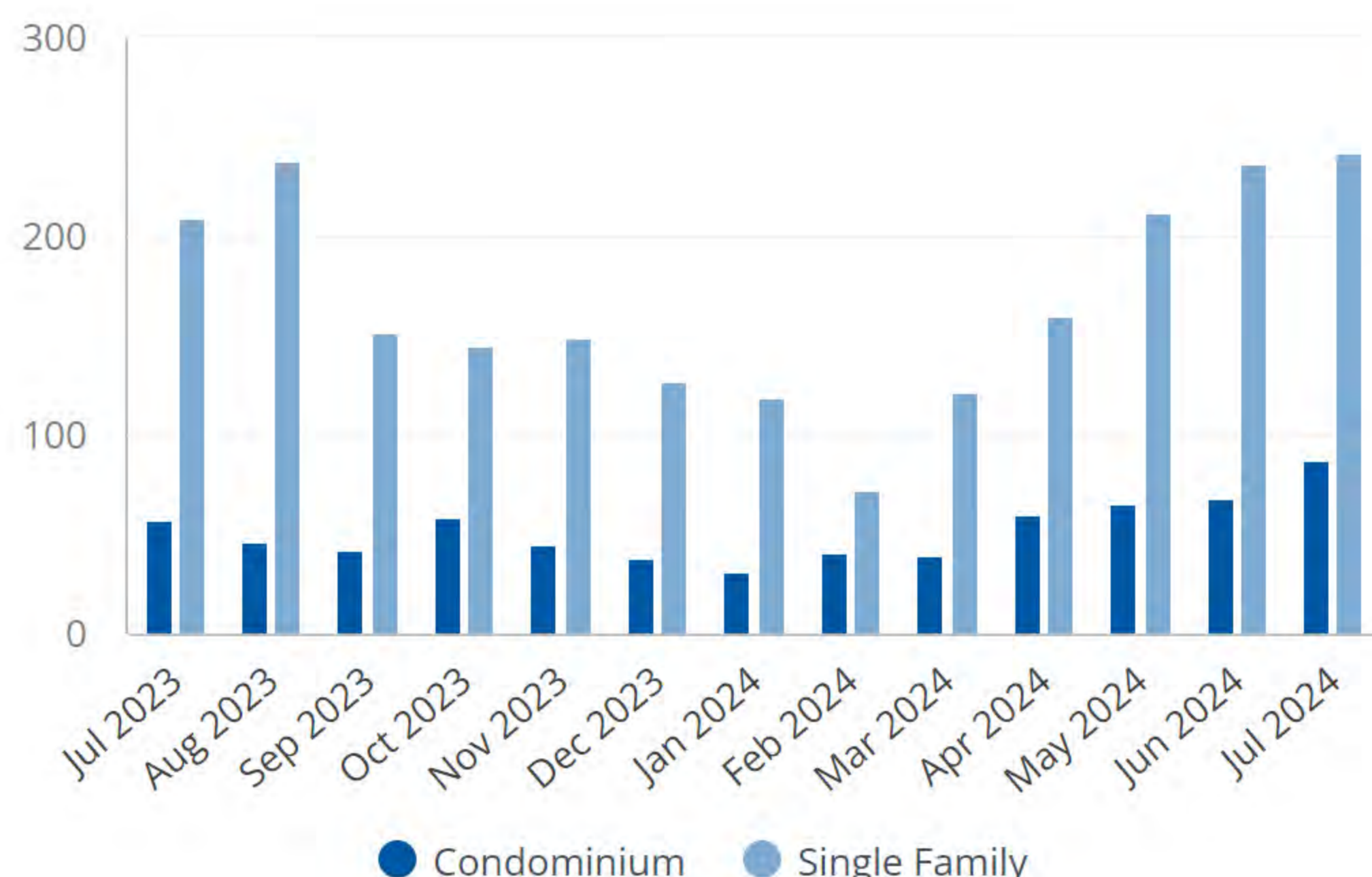
Single Family Homes

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,040,000	\$959,203	↑ 8.4%	\$1,122,500	↓ -7.3%	\$1,001,423	\$903,000	↑ 10.9%
Closed Sales	242	210	↑ 15.2%	237	↑ 2.1%	1,164	1,056	↑ 10.2%
New Listings	172	179	↓ -3.9%	303	↓ -43.2%	1,635	1,468	↑ 11.4%
Pending Sales	177	144	↑ 22.9%	242	↓ -26.9%	1,285	1,203	↑ 6.8%
Median Days on Market	19	21	↓ -9.5%	16	↑ 18.8%	15	15	↔ 0.0%
Price per Square Foot	\$416	\$395	↑ 5.2%	\$422	↓ -1.5%	\$414	\$392	↑ 5.7%
Sold to Original Price Ratio	103.2%	103.2%	↔ 0.0%	104.5%	↓ -1.3%	102.9%	102.4%	↑ 0.5%
Active Inventory	262	204	↑ 28.4%	314	↓ -16.6%	—	—	—
Months Supply of Inventory	1.1	1.0	↑ 11.4%	1.3	↓ -18.3%	—	—	—

Condominiums

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$685,000	\$718,000	↓ -4.6%	\$710,000	↓ -3.5%	\$677,325	\$650,000	↑ 4.2%
Closed Sales	87	57	↑ 52.6%	69	↑ 26.1%	394	375	↑ 5.1%
New Listings	58	68	↓ -14.7%	65	↓ -10.8%	465	452	↑ 2.9%
Pending Sales	54	43	↑ 25.6%	59	↓ -8.5%	394	364	↑ 8.2%
Median Days on Market	13.5	16	↓ -15.6%	17	↓ -20.6%	16	17	↓ -5.9%
Price per Square Foot	\$426	\$361	↑ 18.0%	\$379	↑ 12.4%	\$393	\$354	↑ 11.0%
Sold to Original Price Ratio	100.6%	101.2%	↓ -0.6%	101.4%	↓ -0.8%	102.0%	101.9%	↑ 0.1%
Active Inventory	61	73	↓ -16.4%	69	↓ -11.6%	—	—	—
Months Supply of Inventory	0.7	1.3	↓ -45.2%	1.0	↓ -29.9%	—	—	—

Number of Closed Sales



Median Sales Price



Southern Norfolk Region



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

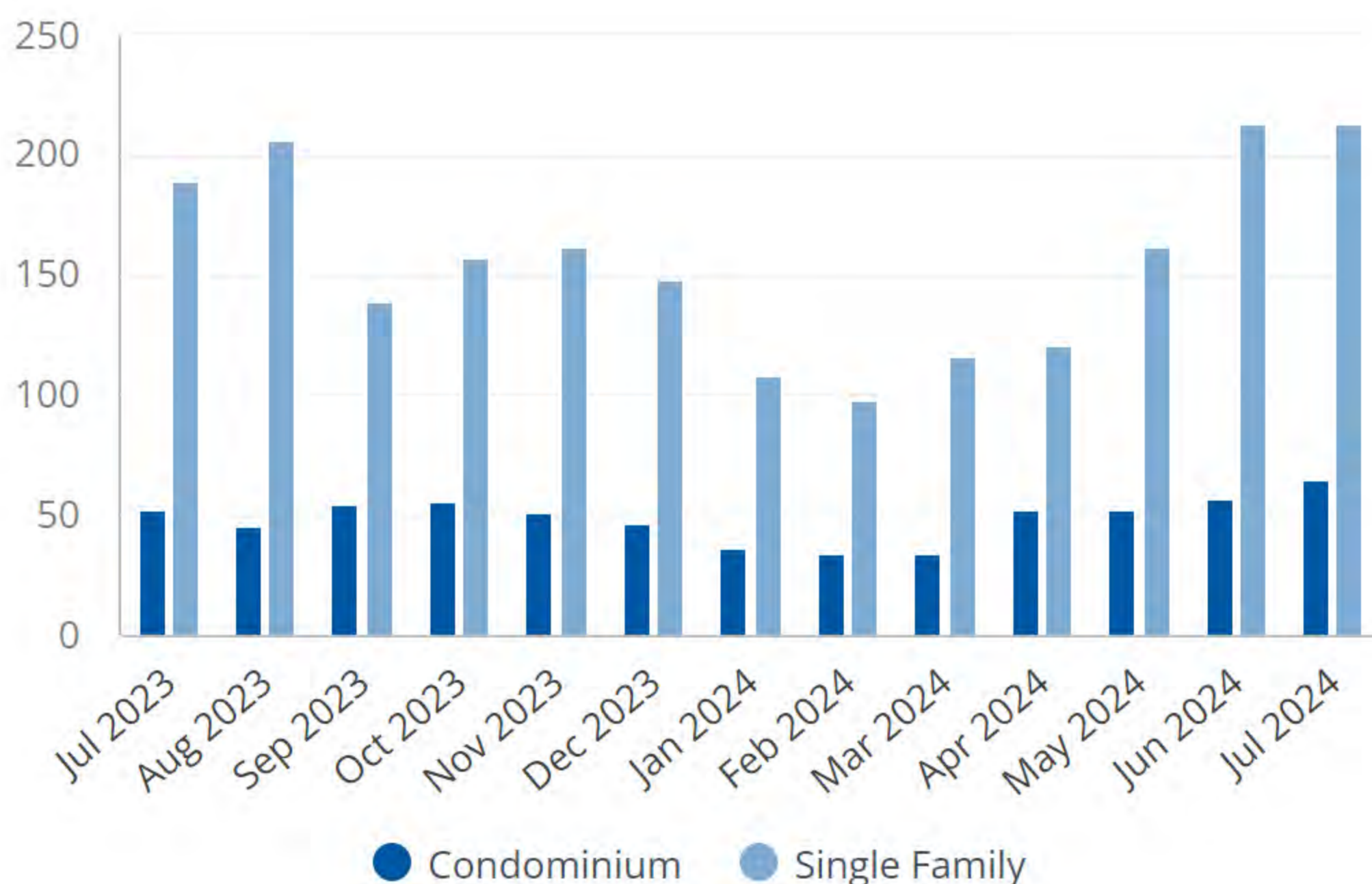
Single Family Homes

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$750,000	\$730,000	⬆️ 2.7%	\$725,000	⬆️ 3.4%	\$709,000	\$664,500	⬆️ 6.7%
Closed Sales	213	190	⬆️ 12.1%	214	⬆️ -0.5%	1,032	1,034	⬆️ -0.2%
New Listings	226	182	⬆️ 24.2%	247	⬆️ -8.5%	1,428	1,298	⬆️ 10.0%
Pending Sales	191	174	⬆️ 9.8%	232	⬆️ -17.7%	1,136	1,115	⬆️ 1.9%
Median Days on Market	20	19	⬆️ 5.3%	18.5	⬆️ 8.1%	18	18	⬆️ 0.0%
Price per Square Foot	\$363	\$363	⬆️ 0.1%	\$354	⬆️ 2.7%	\$355	\$338	⬆️ 4.9%
Sold to Original Price Ratio	103.3%	104.1%	⬆️ -0.8%	103.3%	⬆️ -0.1%	102.6%	102.1%	⬆️ 0.5%
Active Inventory	267	192	⬆️ 39.1%	249	⬆️ 7.2%	—	—	—
Months Supply of Inventory	1.3	1.0	⬆️ 24.0%	1.2	⬆️ 7.7%	—	—	—

Condominiums

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$530,000	\$567,500	⬆️ -6.6%	\$535,000	⬆️ -0.9%	\$492,500	\$475,000	⬆️ 3.7%
Closed Sales	65	52	⬆️ 25.0%	57	⬆️ 14.0%	332	402	⬆️ -17.4%
New Listings	61	45	⬆️ 35.6%	69	⬆️ -11.6%	441	441	⬆️ 0.0%
Pending Sales	66	50	⬆️ 32.0%	58	⬆️ 13.8%	365	382	⬆️ -4.5%
Median Days on Market	21	20	⬆️ 5.0%	18.5	⬆️ 13.5%	19	19	⬆️ 0.0%
Price per Square Foot	\$357	\$343	⬆️ 4.2%	\$361	⬆️ -1.1%	\$334	\$336	⬆️ -0.6%
Sold to Original Price Ratio	101.2%	102.0%	⬆️ -0.8%	102.5%	⬆️ -1.2%	102.1%	101.7%	⬆️ 0.4%
Active Inventory	75	47	⬆️ 59.6%	83	⬆️ -9.6%	—	—	—
Months Supply of Inventory	1.2	0.9	⬆️ 27.7%	1.5	⬆️ -20.8%	—	—	—

Number of Closed Sales



Median Sales Price



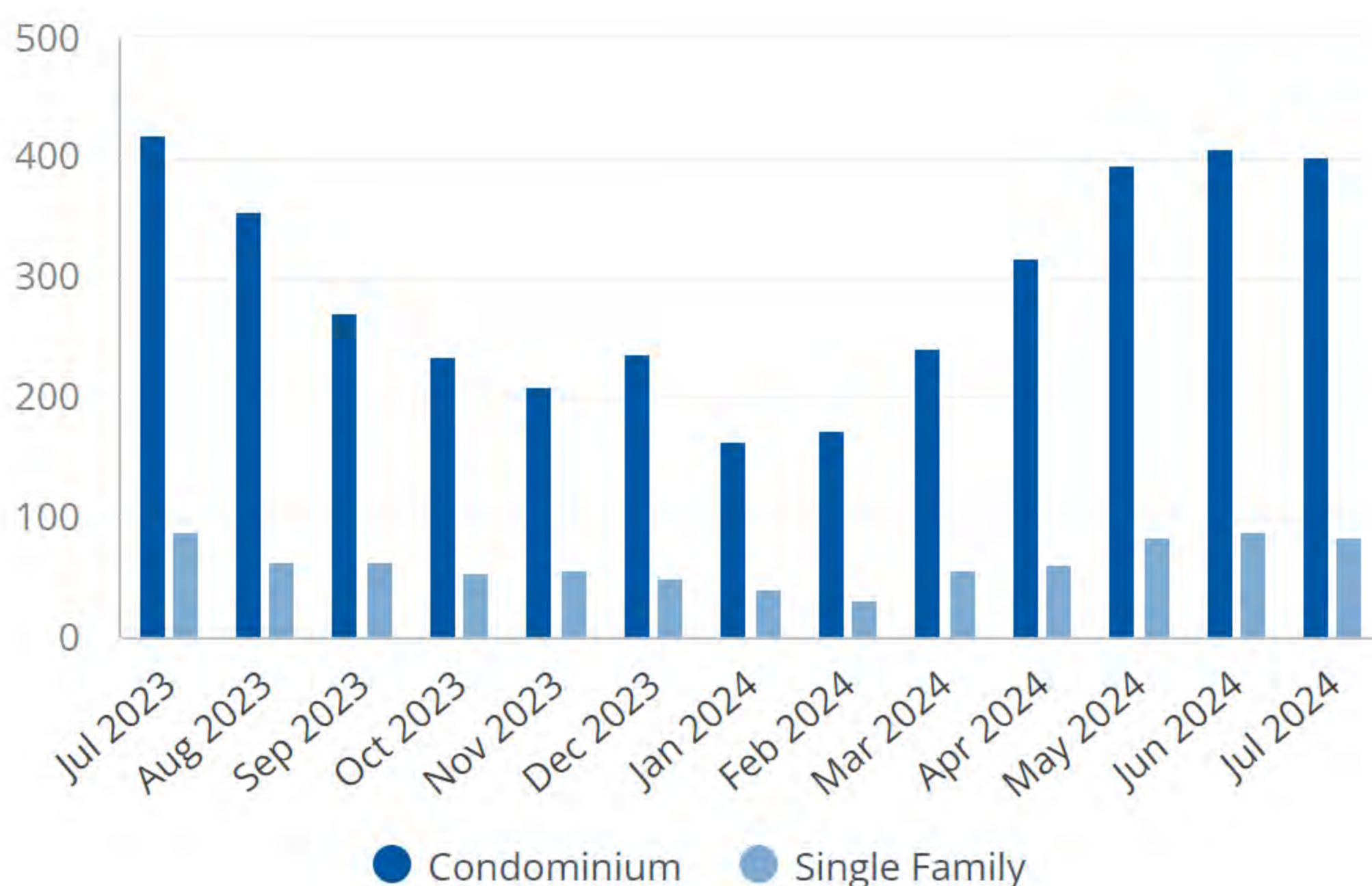
Single Family Homes

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$835,000	\$867,500	▼ -3.7%	\$850,000	▼ -1.8%	\$841,000	\$800,000	▲ 5.1%
Closed Sales	85	90	▼ -5.6%	88	▼ -3.4%	449	469	▼ -4.3%
New Listings	99	76	▲ 30.3%	110	▼ -10.0%	675	652	▲ 3.5%
Pending Sales	70	56	▲ 25.0%	84	▼ -16.7%	494	491	▲ 0.6%
Median Days on Market	20	23	▼ -13.0%	19.5	▲ 2.6%	20	20	▶ 0.0%
Price per Square Foot	\$484	\$497	▼ -2.5%	\$501	▼ -3.3%	\$495	\$479	▲ 3.3%
Sold to Original Price Ratio	100.4%	102.2%	▼ -1.8%	101.3%	▼ -0.9%	100.1%	99.4%	▲ 0.7%
Active Inventory	159	126	▲ 26.2%	155	▲ 2.6%	—	—	—
Months Supply of Inventory	1.9	1.4	▲ 33.6%	1.8	▲ 6.2%	—	—	—

Condominiums

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$785,000	\$775,000	▲ 1.3%	\$782,500	▲ 0.3%	\$760,000	\$750,000	▲ 1.3%
Closed Sales	402	419	▼ -4.1%	408	▼ -1.5%	2,104	2,279	▼ -7.7%
New Listings	443	75,000	▼ -99.4%	564	▼ -21.5%	3,841	3,585	▲ 7.1%
Pending Sales	329	308	▲ 6.8%	351	▼ -6.3%	2,302	2,327	▼ -1.1%
Median Days on Market	32	25.5	▲ 25.5%	23	▲ 39.1%	23	21	▲ 9.5%
Price per Square Foot	\$802	\$848	▼ -5.4%	\$814	▼ -1.4%	\$802	\$796	▲ 0.8%
Sold to Original Price Ratio	98.6%	99.4%	▼ -0.8%	98.8%	▼ -0.2%	98.6%	98.6%	▲ 0.0%
Active Inventory	1,106	954	▲ 15.9%	1,208	▼ -8.4%	—	—	—
Months Supply of Inventory	2.8	2.3	▲ 20.8%	3.0	▼ -7.1%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

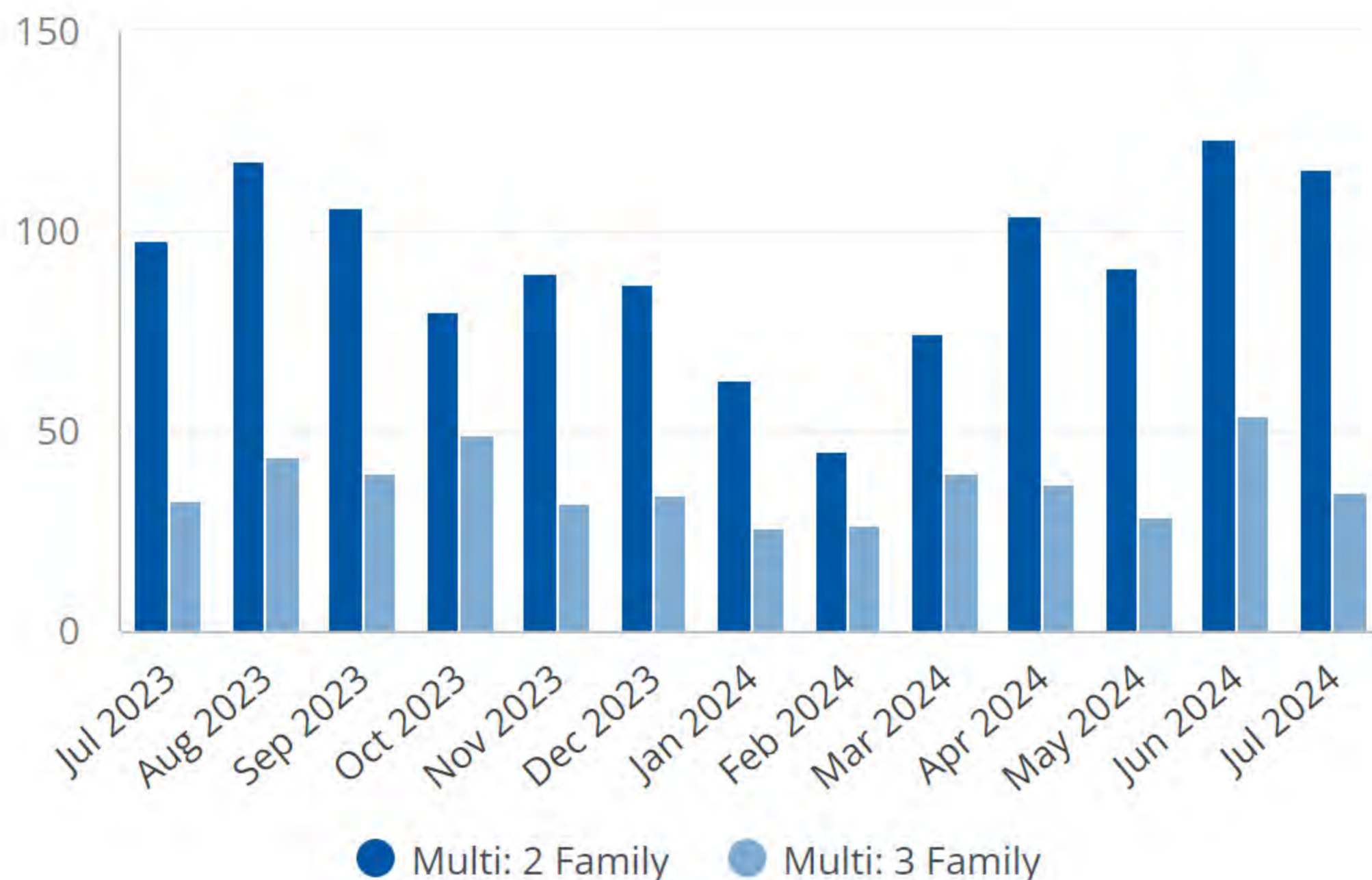
2 Family Homes

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,142,250	\$925,000	⬆️ 23.5%	\$1,050,000	⬆️ 8.8%	\$960,000	\$880,000	⬆️ 9.1%
Closed Sales	116	98	⬆️ 18.4%	123	⬆️ -5.7%	617	612	⬆️ 0.8%
New Listings	127	125	⬆️ 1.6%	158	⬆️ -19.6%	1,002	892	⬆️ 12.3%
Pending Sales	110	91	⬆️ 20.9%	119	⬆️ -7.6%	699	656	⬆️ 6.6%
Median Days on Market	20.5	22	⬆️ -6.8%	17	⬆️ 20.6%	17	20	⬆️ -15.0%
Price per Square Foot	\$437	\$384	⬆️ 14.0%	\$405	⬆️ 7.9%	\$386	\$356	⬆️ 8.4%
Sold to Original Price Ratio	103.5%	101.9%	⬆️ 1.5%	103.1%	⬆️ 0.4%	102.1%	99.6%	⬆️ 2.6%
Active Inventory	165	161	⬆️ 2.5%	181	⬆️ -8.8%	—	—	—
Months Supply of Inventory	1.4	1.6	⬆️ -13.4%	1.5	⬆️ -3.3%	—	—	—

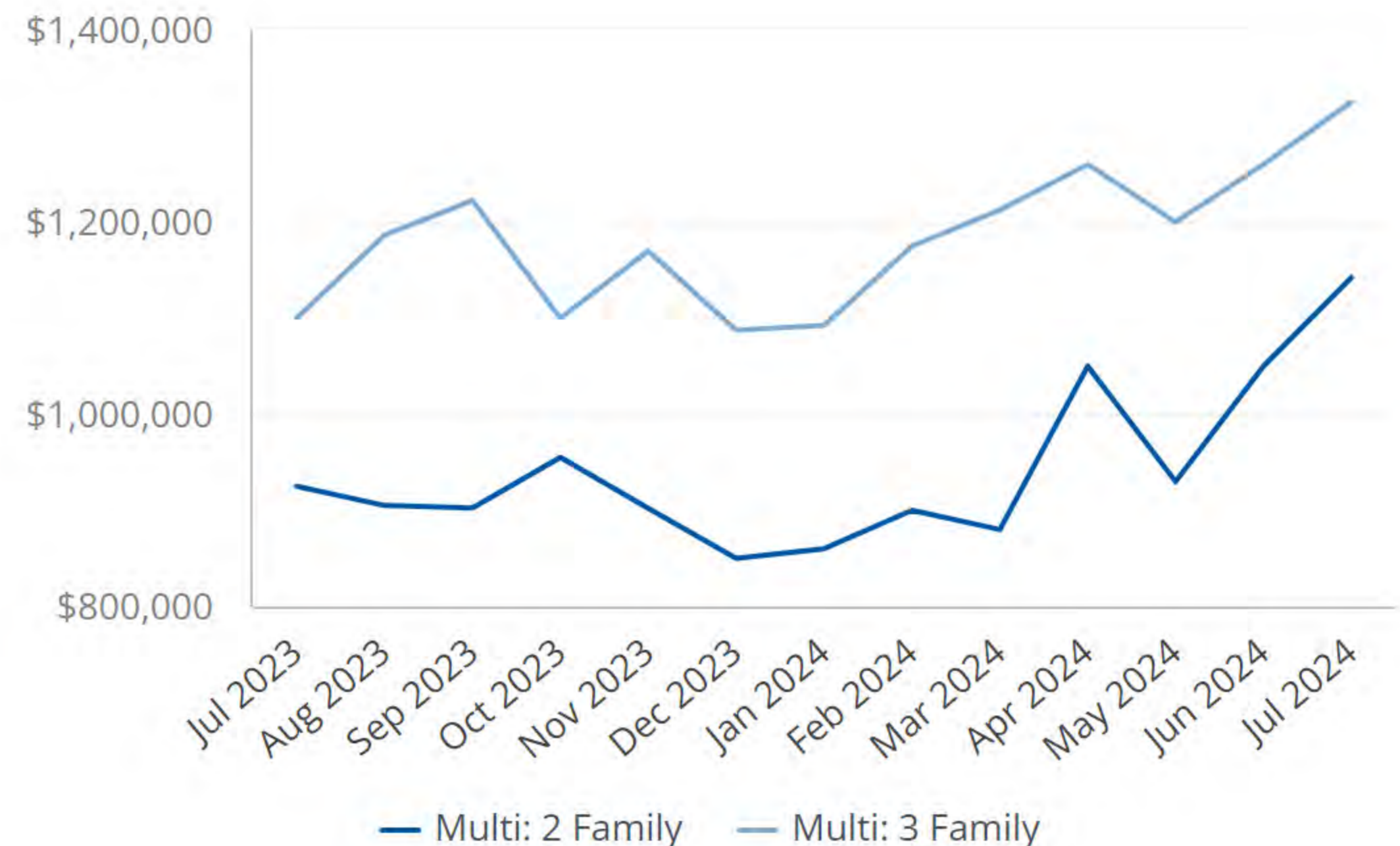
3 Family Homes

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,325,000	\$1,100,000	⬆️ 20.5%	\$1,260,000	⬆️ 5.2%	\$1,225,000	\$1,100,000	⬆️ 11.4%
Closed Sales	35	33	⬆️ 6.1%	54	⬆️ -35.2%	248	206	⬆️ 20.4%
New Listings	50	53	⬆️ -5.7%	59	⬆️ -15.3%	401	389	⬆️ 3.1%
Pending Sales	38	30	⬆️ 26.7%	38	⬆️ 0.0%	263	241	⬆️ 9.1%
Median Days on Market	21.5	31.5	⬆️ -31.7%	19.5	⬆️ 10.3%	21	26	⬆️ -19.2%
Price per Square Foot	\$406	\$322	⬆️ 26.1%	\$381	⬆️ 6.6%	\$378	\$327	⬆️ 15.6%
Sold to Original Price Ratio	99.7%	97.1%	⬆️ 2.7%	103.7%	⬆️ -3.8%	99.0%	95.8%	⬆️ 3.3%
Active Inventory	92	107	⬆️ -14.0%	95	⬆️ -3.2%	—	—	—
Months Supply of Inventory	2.6	3.2	⬆️ -18.9%	1.8	⬆️ 49.4%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

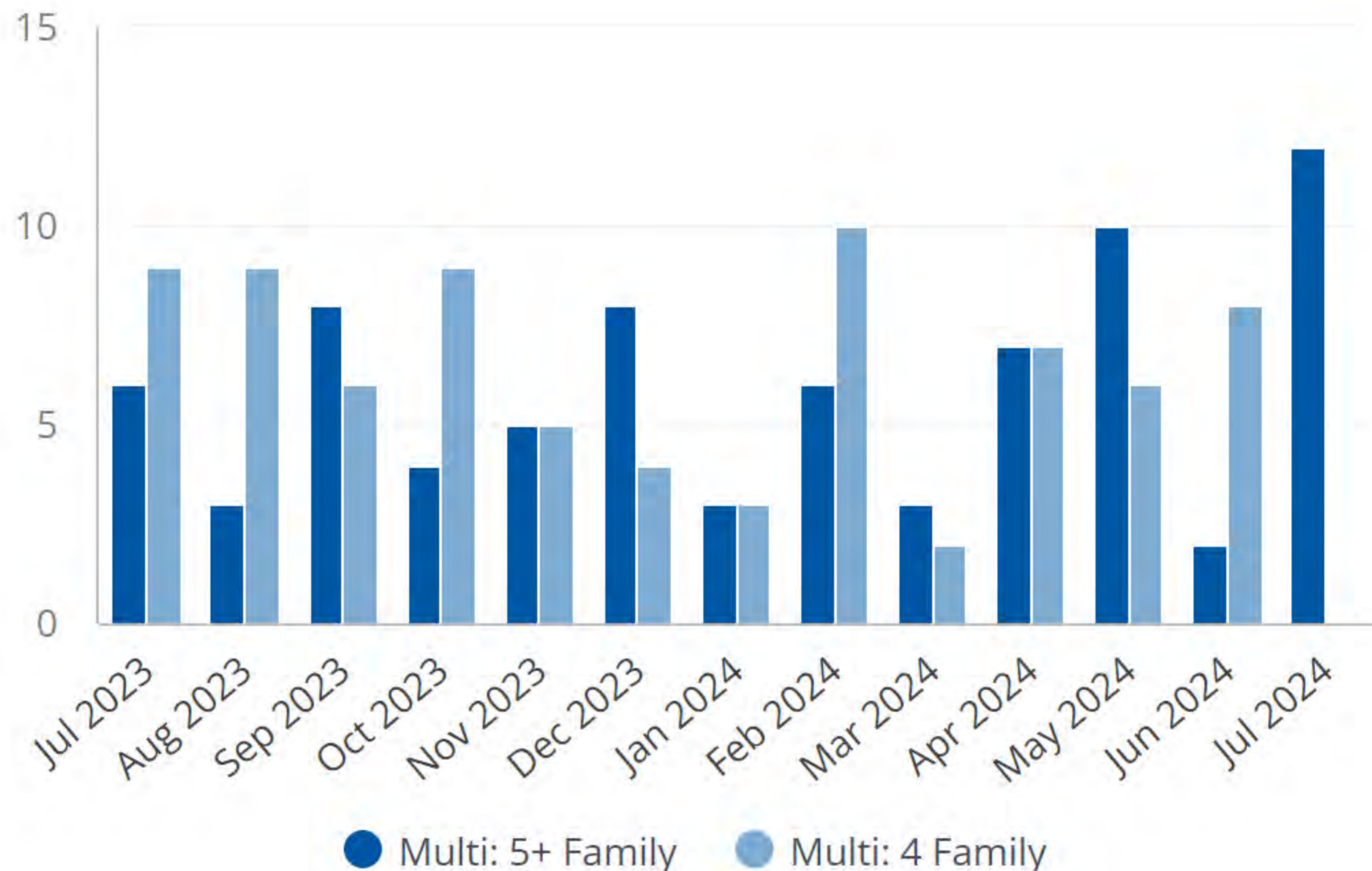
4 Family Homes

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,687,500		—	\$1,515,000	⬆️ 11.4%	\$1,552,500	\$1,180,000	⬆️ 31.6%
Closed Sales	8	0	—	6	⬆️ 33.3%	40	34	⬆️ 17.6%
New Listings	10	8	⬆️ 25.0%	21	⬆️ -52.4%	83	87	⬆️ -4.6%
Pending Sales	6	8	⬆️ -25.0%	9	⬆️ -33.3%	46	47	⬆️ -2.1%
Median Days on Market	21	20.5	⬆️ 2.4%	38	⬆️ -44.7%	35	25	⬆️ 38.0%
Price per Square Foot	\$476		—	\$465	⬆️ 2.4%	\$421	\$323	⬆️ 30.3%
Sold to Original Price Ratio	94.3%		—	95.2%	⬆️ -0.9%	96.3%	97.4%	⬆️ -1.2%
Active Inventory	27	24	⬆️ 12.5%	27	⬆️ 0.0%	—	—	—
Months Supply of Inventory	3.4	2,400.0	⬆️ -99.9%	4.5	⬆️ -25.0%	—	—	—

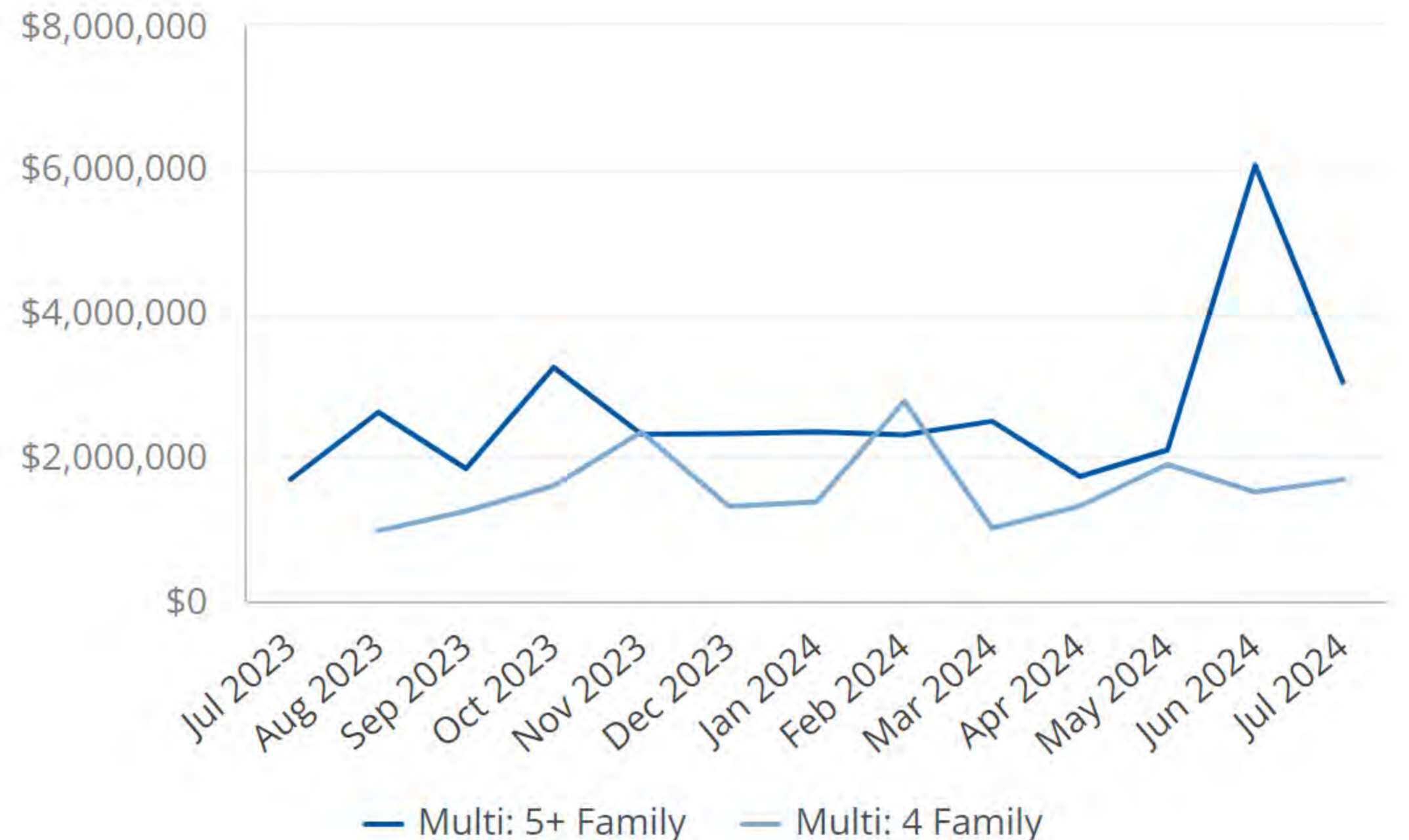
5+ Family Homes

	Jul 2024	Jul 2023	YoY	Jun 2024	MoM	2024	2023	YTD
Median Sales Price	\$3,047,500	\$1,693,750	⬆️ 79.9%	\$6,060,000	⬆️ -49.7%	\$2,421,000	\$2,565,000	⬆️ -5.6%
Closed Sales	12	6	⬆️ 100.0%	2	⬆️ 500.0%	43	35	⬆️ 22.9%
New Listings	18	12	⬆️ 50.0%	18	⬆️ 0.0%	120	114	⬆️ 5.3%
Pending Sales	10	4	⬆️ 150.0%	11	⬆️ -9.1%	55	35	⬆️ 57.1%
Median Days on Market	34.5	47	⬆️ -26.6%	44	⬆️ -21.6%	45	49	⬆️ -8.2%
Price per Square Foot	\$574	\$405	⬆️ 41.9%	\$626	⬆️ -8.2%	\$413	\$404	⬆️ 2.2%
Sold to Original Price Ratio	91.4%	94.6%	⬆️ -3.4%	87.9%	⬆️ 4.0%	96.3%	94.8%	⬆️ 1.6%
Active Inventory	49	46	⬆️ 6.5%	48	⬆️ 2.1%	—	—	—
Months Supply of Inventory	4.1	7.7	⬆️ -46.7%	23.9	⬆️ -82.9%	—	—	—

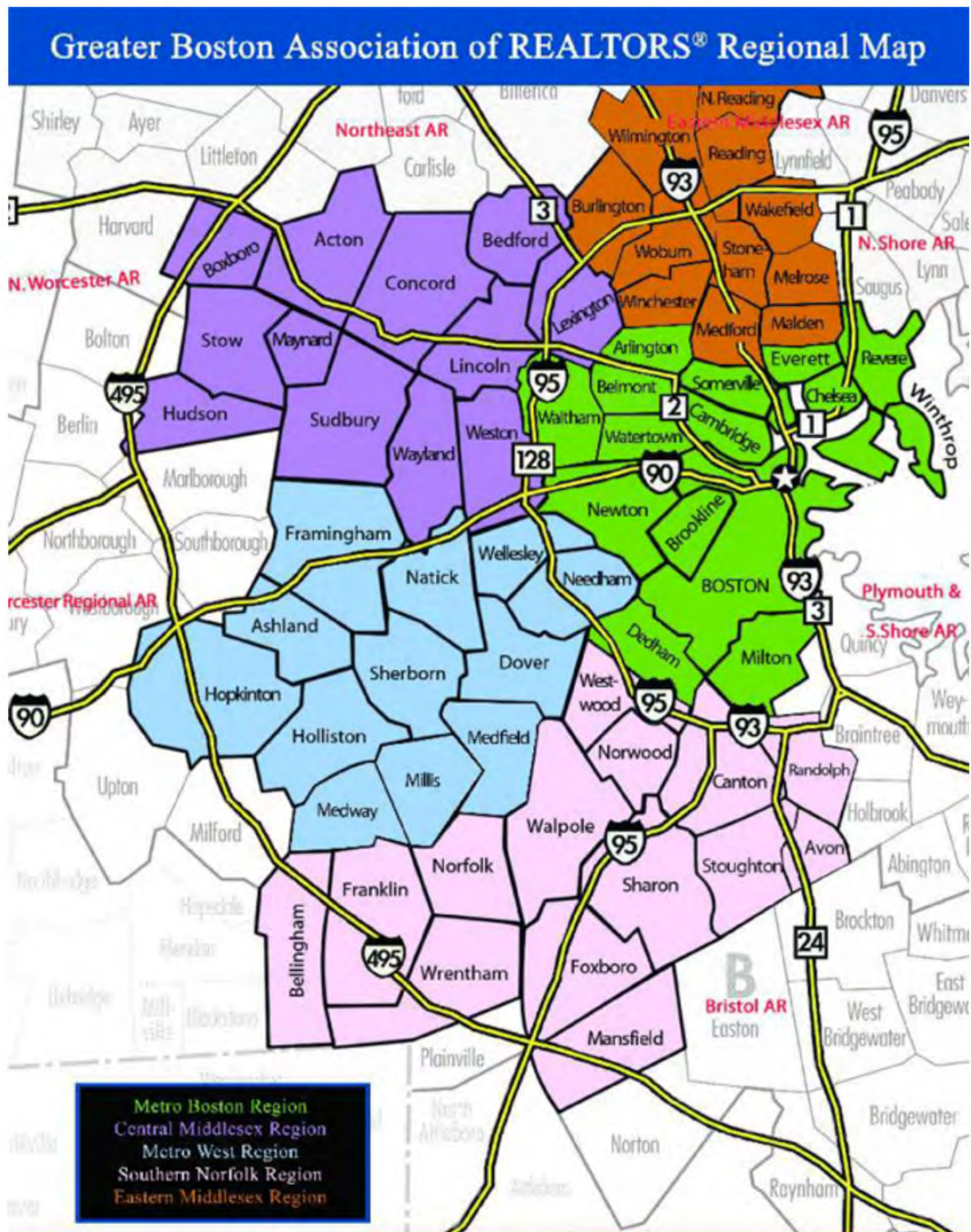
Number of Closed Sales



Median Sales Price



GBAR JURISDICTIONAL AREA



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