

MONTHLY MARKET INSIGHTS REPORT

September 2024

Single-Family Homes

The 744 homes sold this month was the lowest on record (2003-2024) sales total for the month of September in Greater Boston, and was a 1.3 percent decrease in sales volume from the September 2023 sales total of 754.

Additionally, the median sales price rose modestly to a new record high price for the month of September at \$850,000, up from \$849,950 last year.

Condominiums

With 630 condos sold in September, it was the twenty-first lowest sales total for the month and lowest since 2011, as the market experienced a 10.6 percent decrease in sales volume from the 705 units sold in September 2023. The median sales price for condos fell 1.7 percent from \$685,000 in September 2023 to \$673,500 this year.

Multi-Family Homes

This month 157 multi-family homes were sold in Greater Boston, which reflects a 3.7 percent decrease in sales from the 163 units sold in September 2023.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

Three Center Plaza, Mezzanine Suite
Boston, MA 02108
Phone: 617-423-8700
Email: housingreports@gbreb.com

68 Main Street
Reading, MA 01867

Online: www.gbar.org



Data thru 10/10/24

Greater Boston Market Summary



Includes all 64 towns within the GBAR jurisdictional area

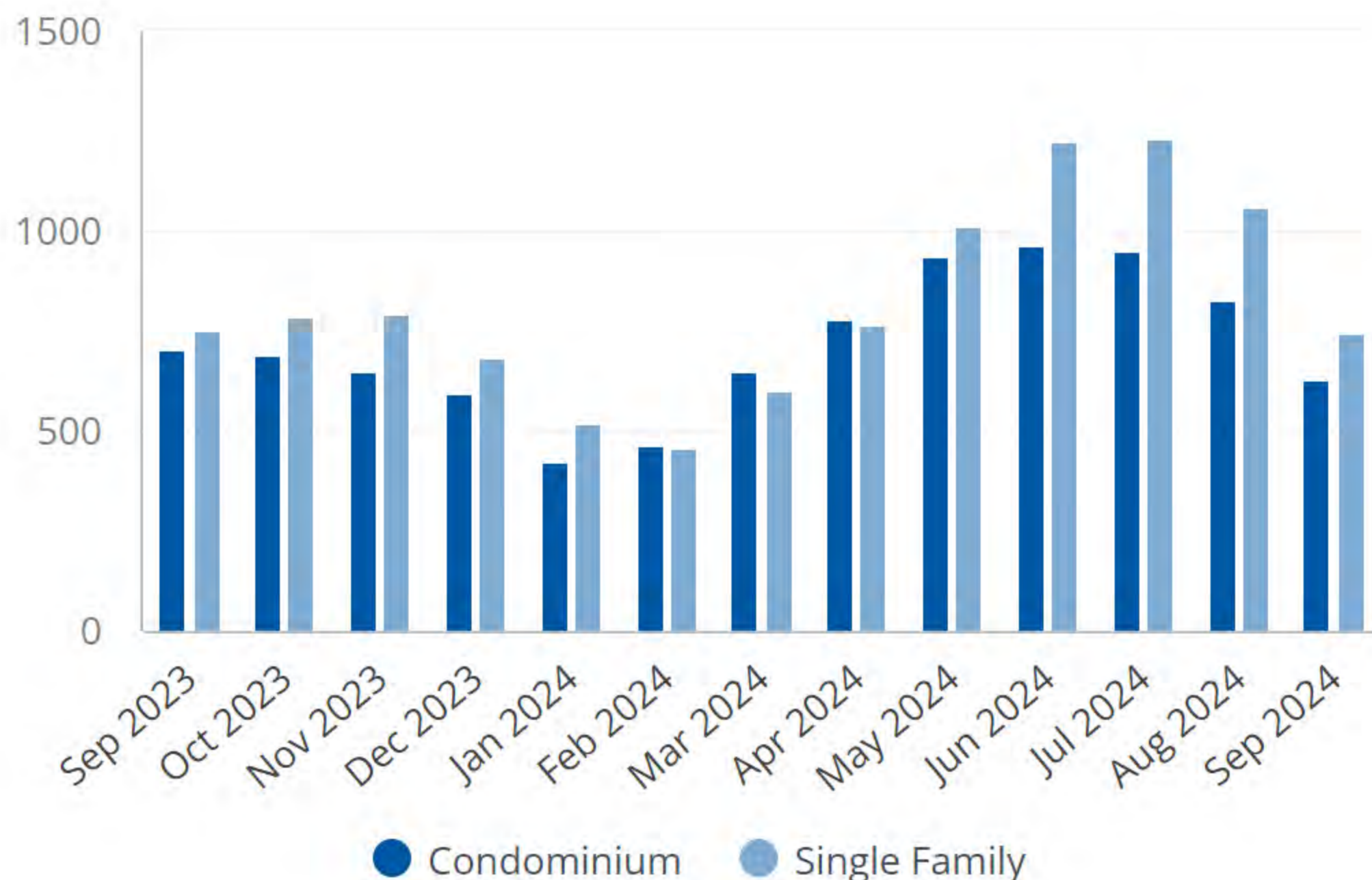
Single Family Homes

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$850,000	\$849,950	↗ 0.0%	\$917,500	↘ -7.4%	\$906,000	\$853,063	↗ 6.2%
Closed Sales	744	754	↘ -1.3%	1,063	↘ -30.0%	7,629	7,430	↗ 2.7%
New Listings	1,538	1,250	↗ 23.0%	798	↗ 92.7%	10,602	9,655	↗ 9.8%
Pending Sales	896	756	↗ 18.5%	825	↗ 8.6%	8,015	7,662	↗ 4.6%
Median Days on Market	19	17	↗ 11.8%	21	↘ -9.5%	17	17	↔ 0.0%
Price per Square Foot	\$425	\$404	↗ 5.1%	\$442	↘ -4.0%	\$436	\$409	↗ 6.6%
Sold to Original Price Ratio	99.3%	101.1%	↘ -1.8%	101.1%	↘ -1.7%	102.2%	102.1%	↗ 0.1%
Active Inventory	1,759	1,430	↗ 23.0%	1,255	↗ 40.2%	—	—	—
Months Supply of Inventory	2.4	1.9	↗ 24.7%	1.2	↗ 100.3%	—	—	—

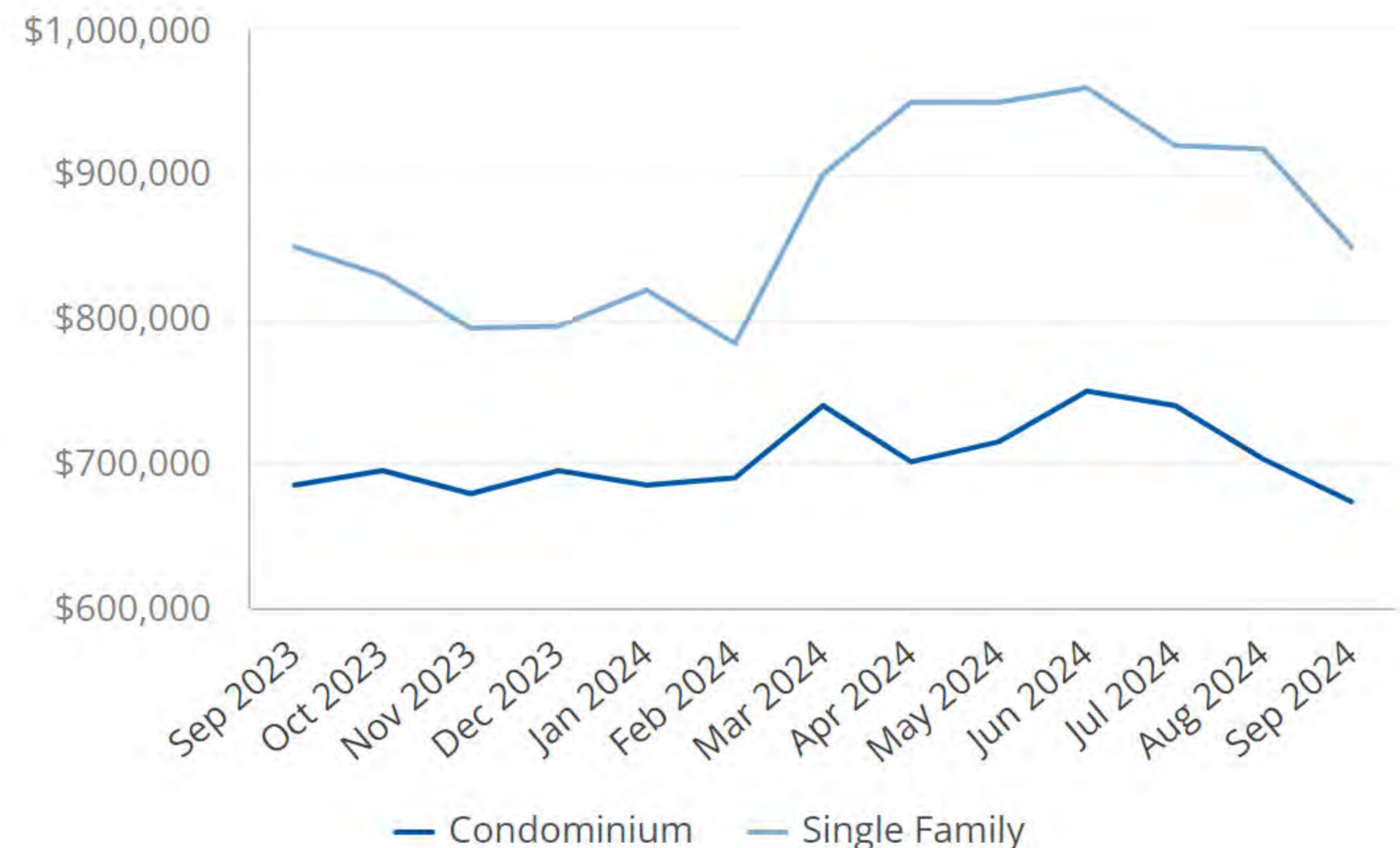
Condominiums

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$673,500	\$685,000	↘ -1.7%	\$703,000	↘ -4.2%	\$720,000	\$705,000	↗ 2.1%
Closed Sales	630	705	↘ -10.6%	829	↘ -24.0%	6,638	6,921	↘ -4.1%
New Listings	1,575	1,321	↗ 19.2%	733	↗ 114.9%	10,426	9,986	↗ 4.4%
Pending Sales	722	686	↗ 5.2%	655	↗ 10.2%	6,871	7,014	↘ -2.0%
Median Days on Market	20	18.5	↗ 8.1%	24	↘ -16.7%	20	20	↔ 0.0%
Price per Square Foot	\$580	\$593	↘ -2.2%	\$611	↘ -5.1%	\$605	\$593	↗ 2.0%
Sold to Original Price Ratio	98.8%	99.8%	↘ -1.0%	99.4%	↘ -0.6%	99.9%	99.9%	↗ 0.0%
Active Inventory	2,290	1,855	↗ 23.5%	1,679	↗ 36.4%	—	—	—
Months Supply of Inventory	3.6	2.6	↗ 38.1%	2.0	↗ 79.5%	—	—	—

Number of Closed Sales



Median Sales Price



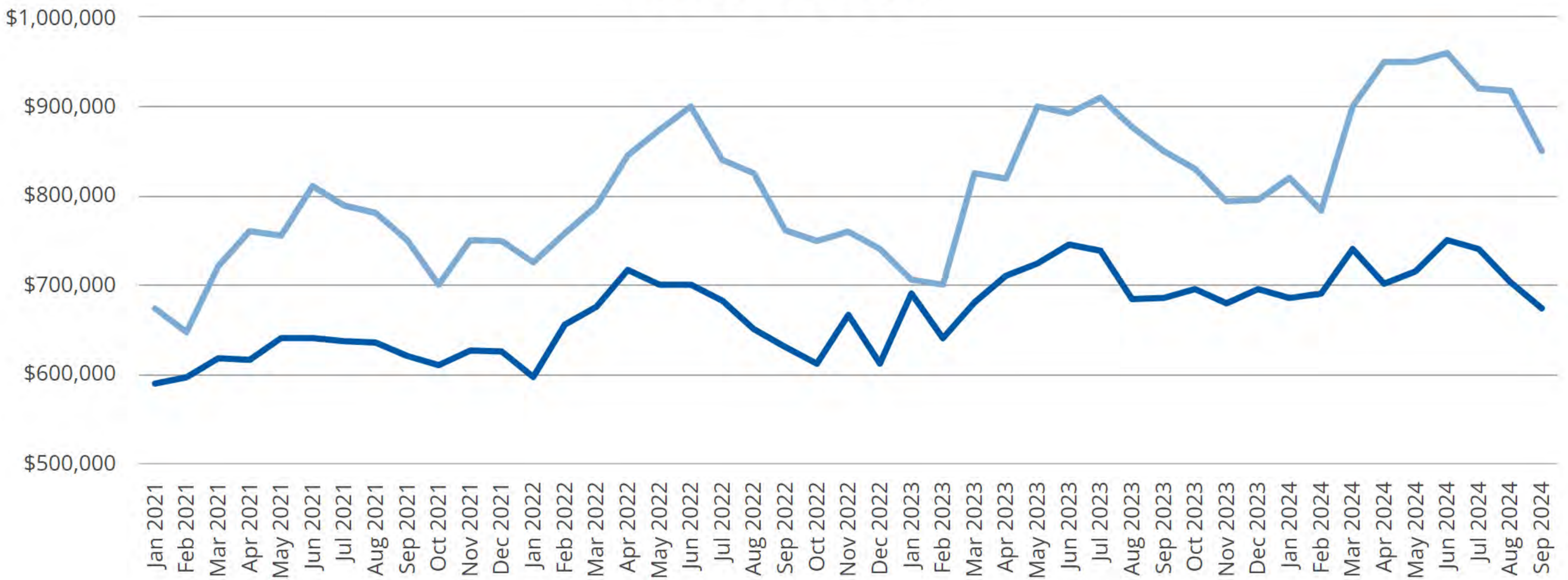
Median Sales Price



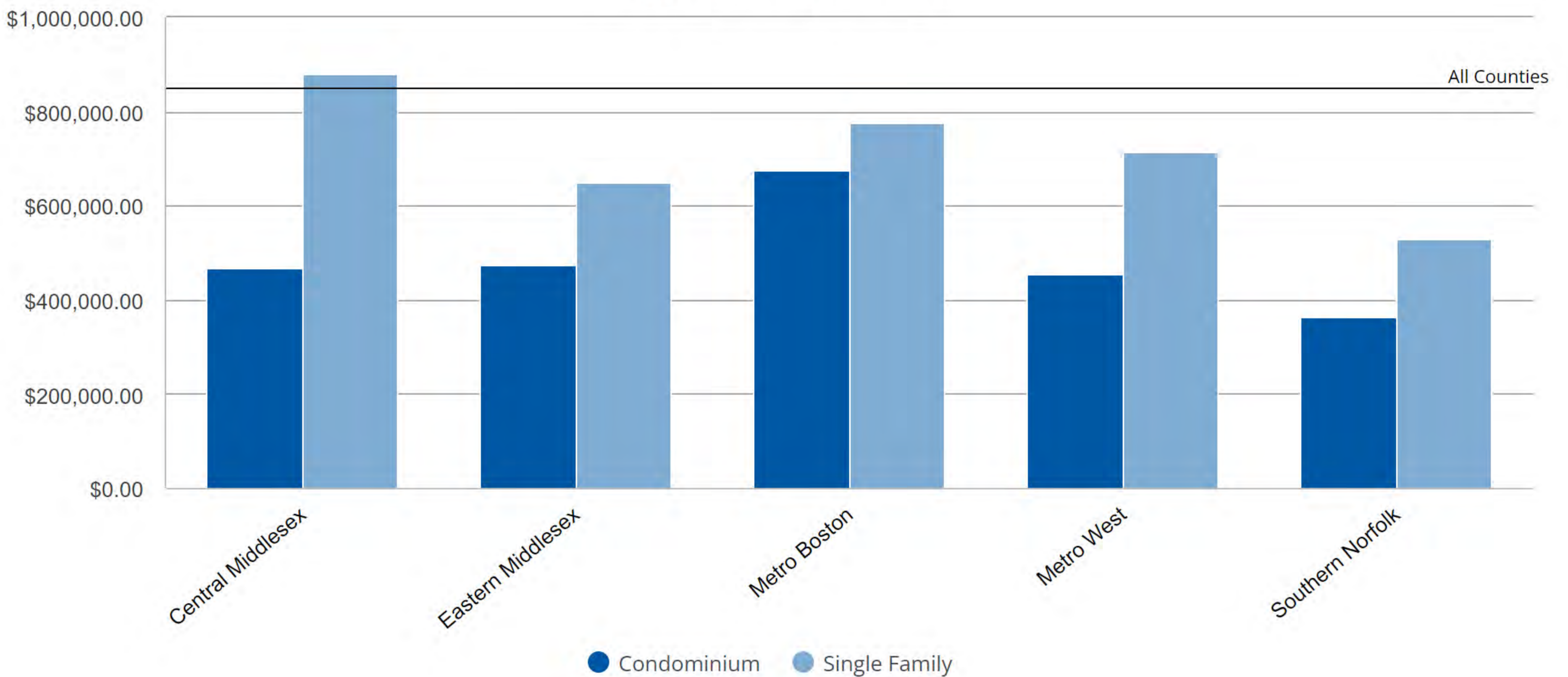
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower.

	September 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$850,000	⚡ -7.4%	⚡ 0.0%	⚡ 6.2%
CONDO	\$673,500	⚡ -4.2%	⚡ -1.7%	⚡ 2.1%

Historical Activity



Region Comparison



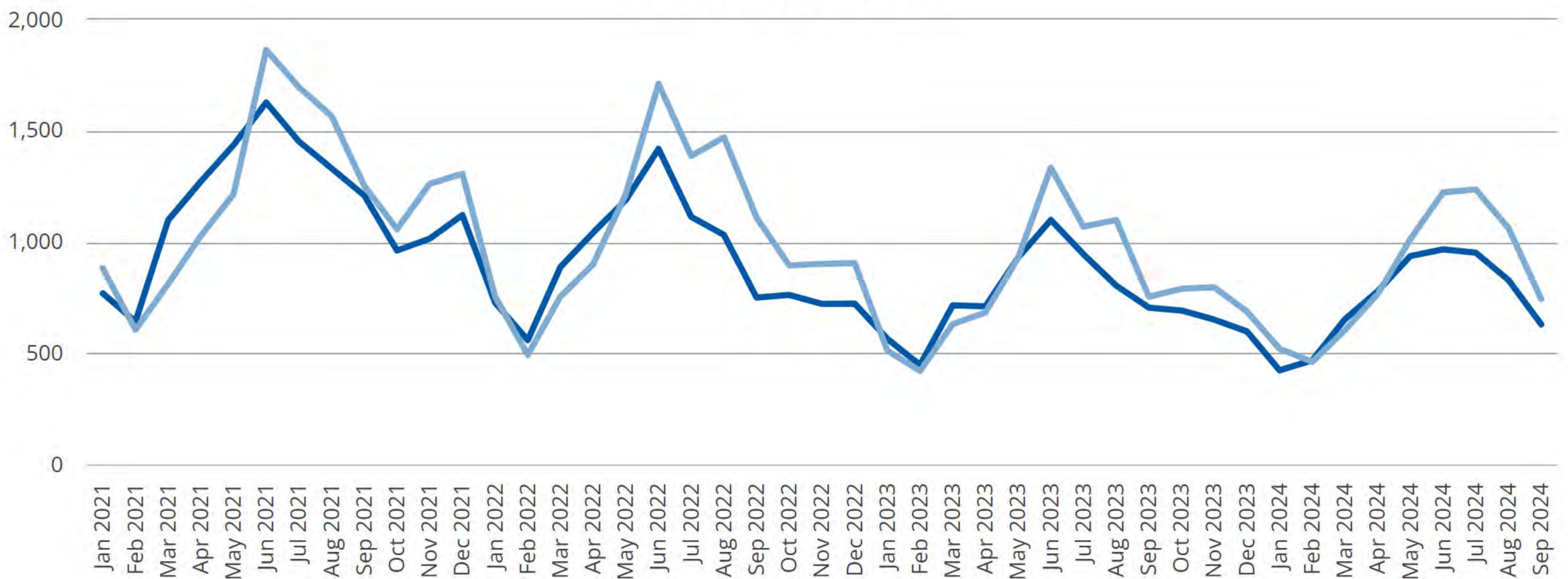
Closed Sales



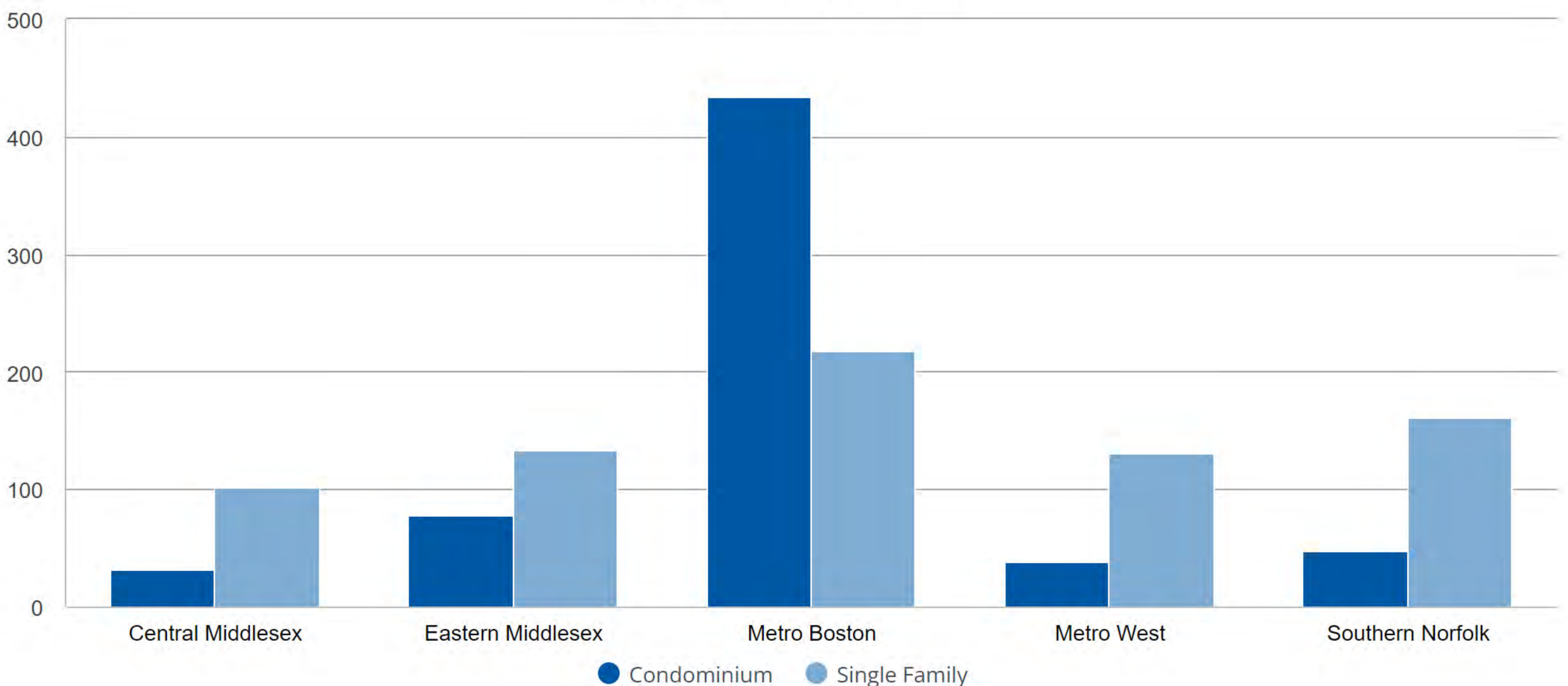
The number of properties that sold.

	September 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	744	⚡ -30.0%	⚡ -1.3%	⬆️ 2.7%
CONDO	630	⚡ -24.0%	⚡ -10.6%	⚡ -4.1%

Historical Activity



Region Comparison



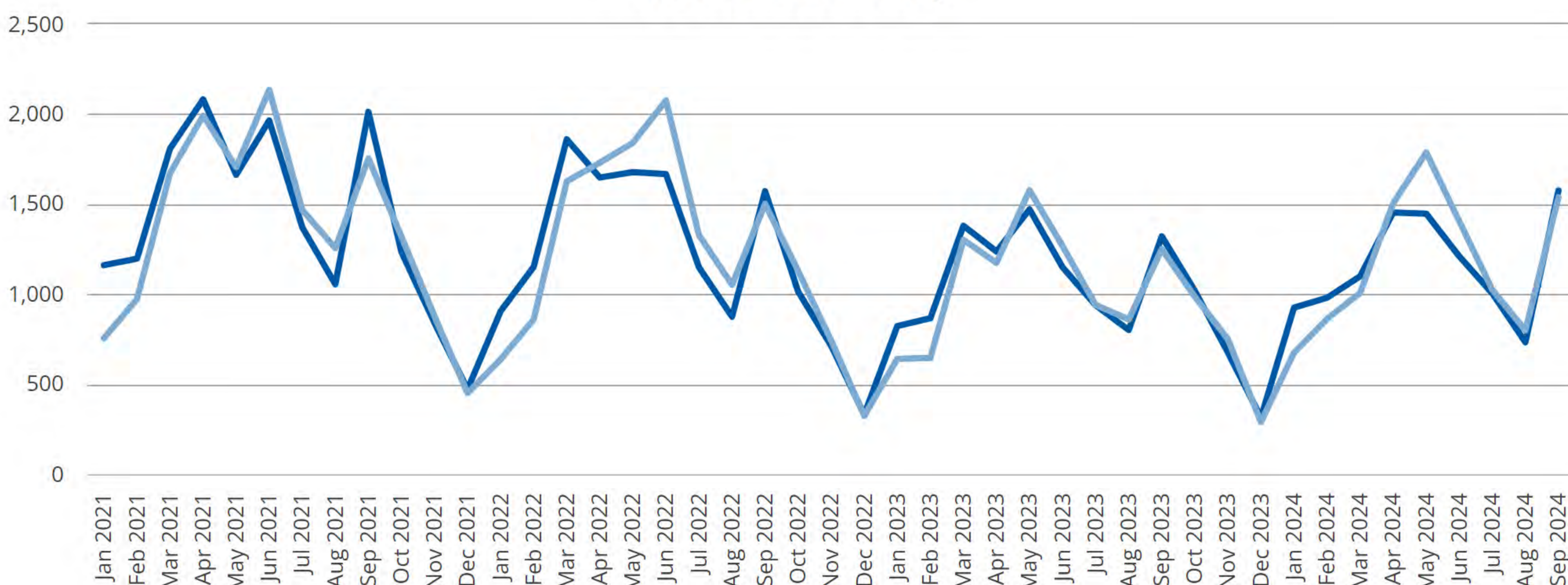
New Listings



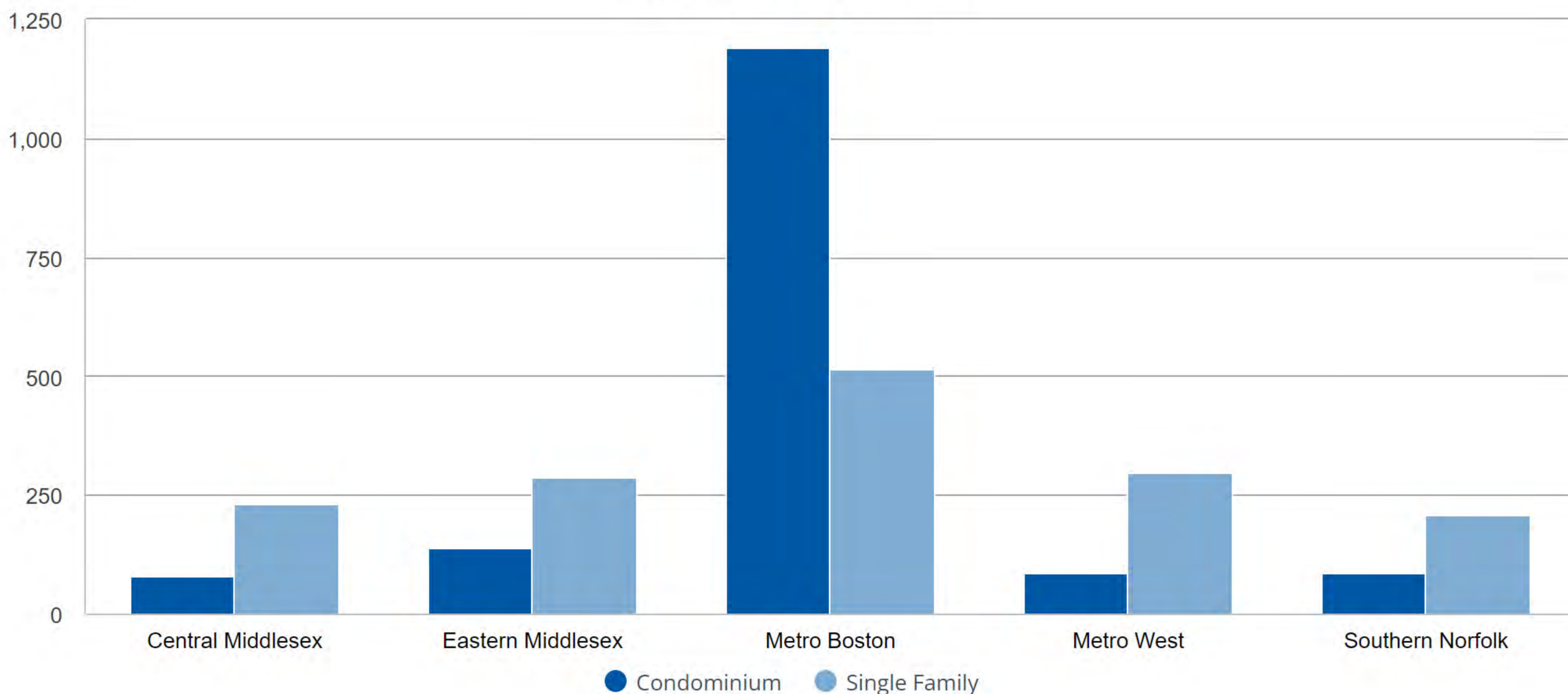
The number of properties listed regardless of current status.

	September 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,538	⬆️ 92.7%	⬆️ 23.0%	⬆️ 9.8%
CONDO	1,575	⬆️ 114.9%	⬆️ 19.2%	⬆️ 4.4%

Historical Activity



Region Comparison



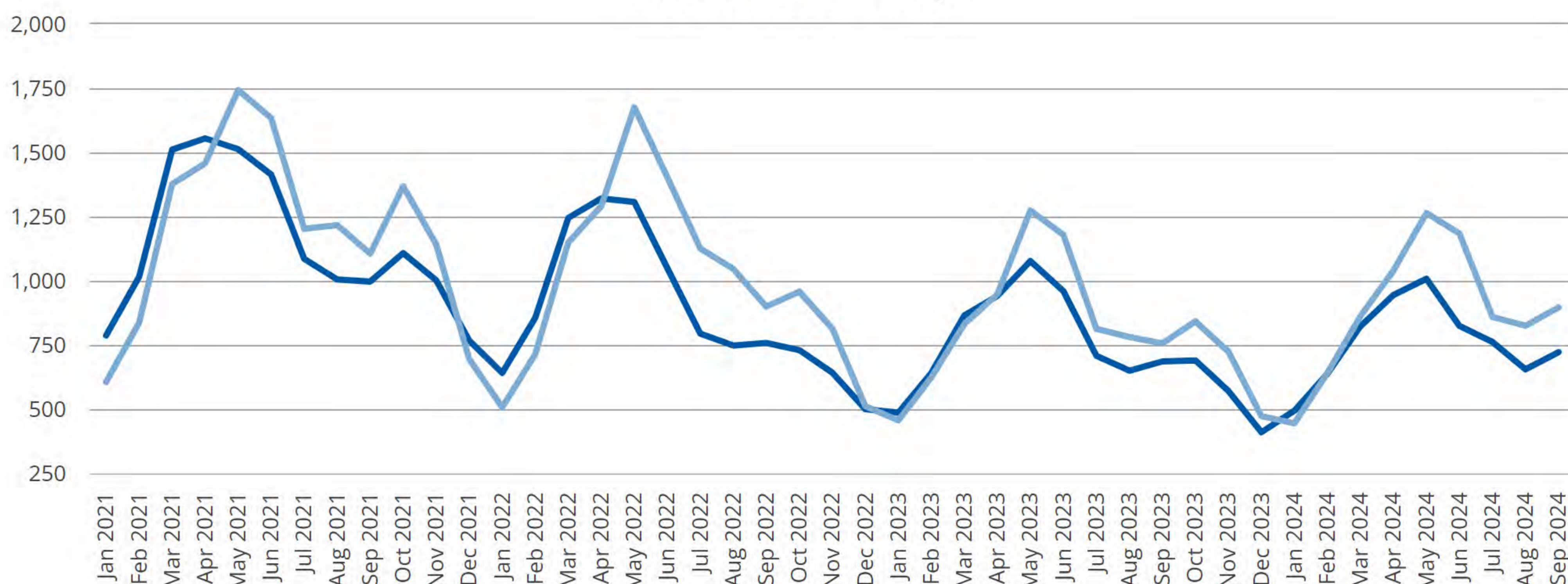
Pending Sales



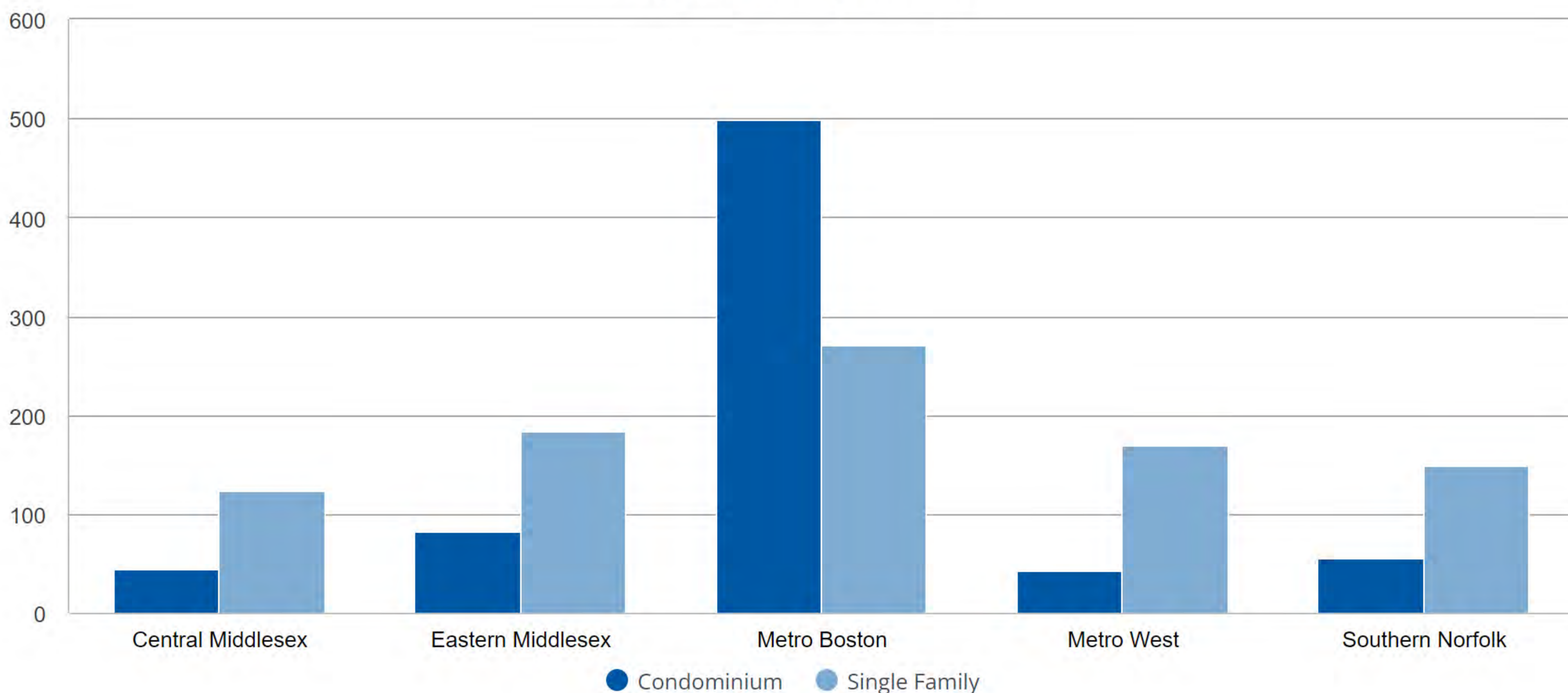
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

	September 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	896	⬆️ 8.6%	⬆️ 18.5%	⬆️ 4.6%
CONDO	722	⬆️ 10.2%	⬆️ 5.2%	⬆️ -2.0%

Historical Activity



Region Comparison



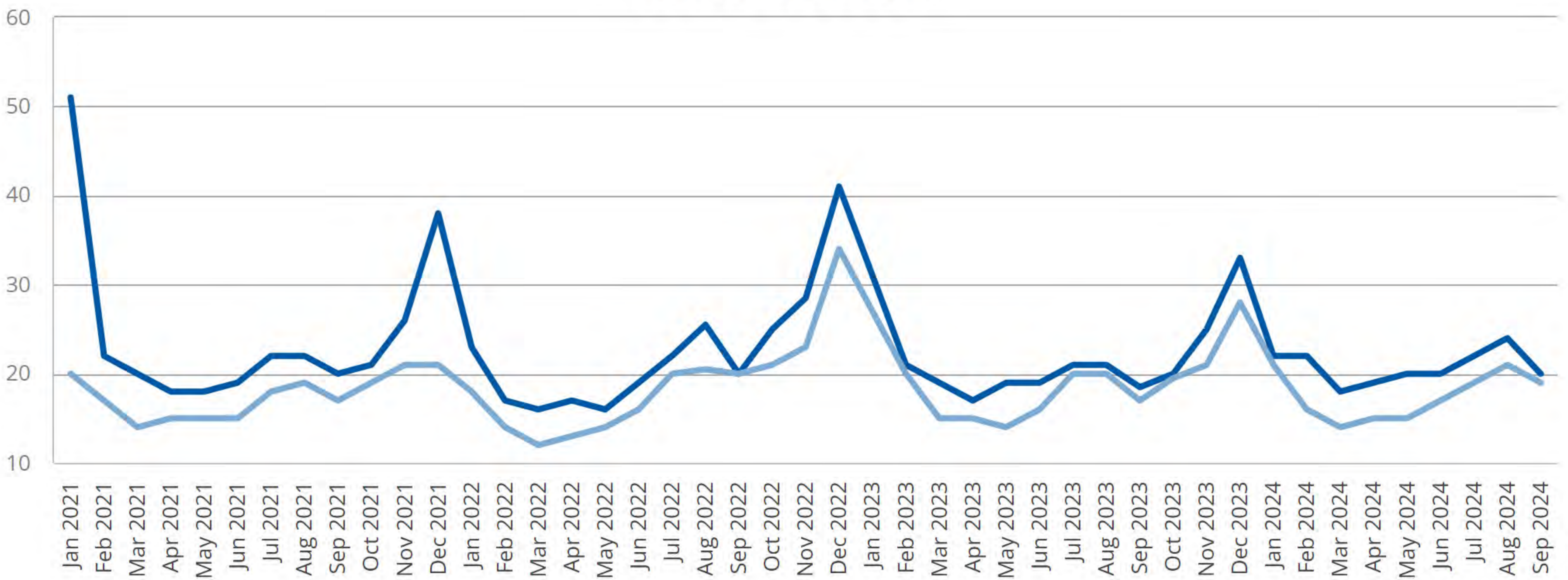
Days on Market



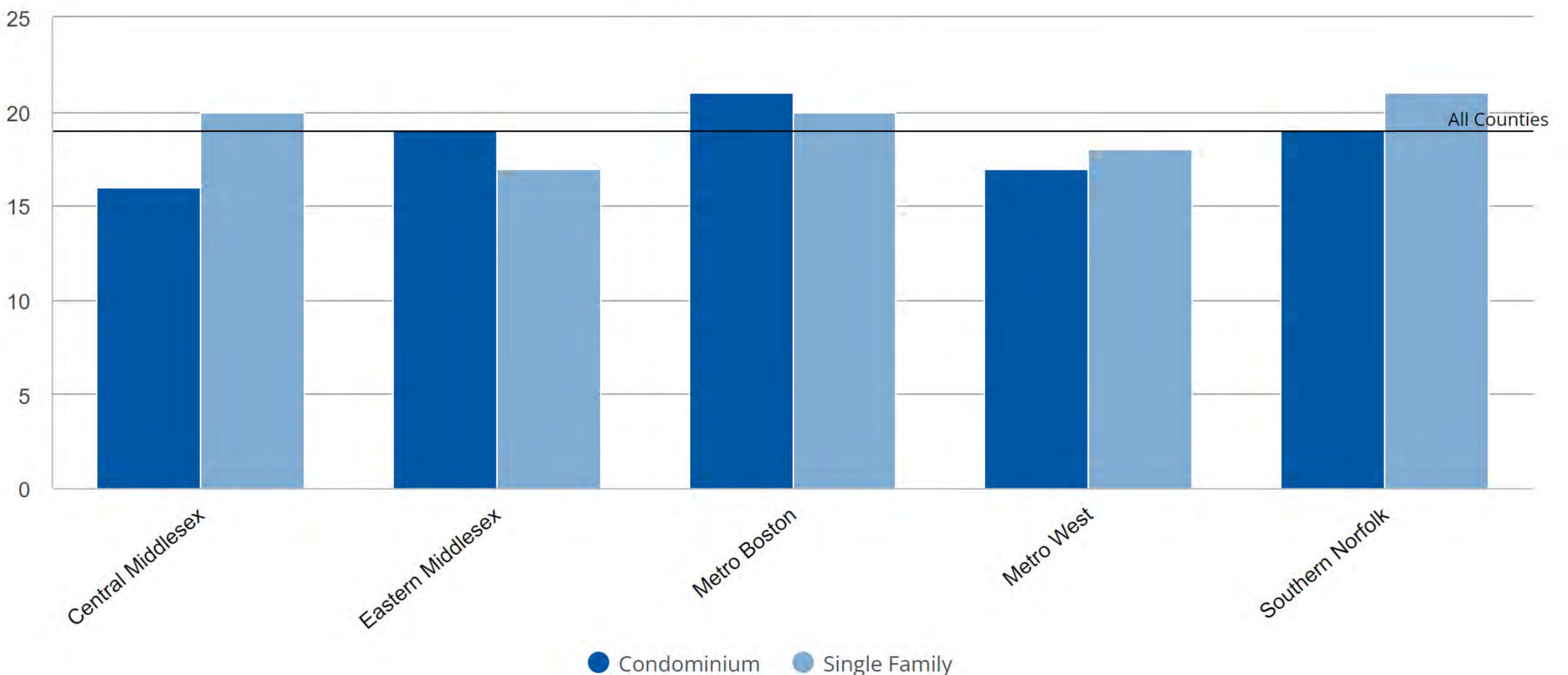
The median number of days between when a property is listed and the purchase contract date.

	September 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	19	⚡ -9.5%	⬆️ 11.8%	⚡ 0.0%
CONDO	20	⚡ -16.7%	⬆️ 8.1%	⚡ 0.0%

Historical Activity



Region Comparison



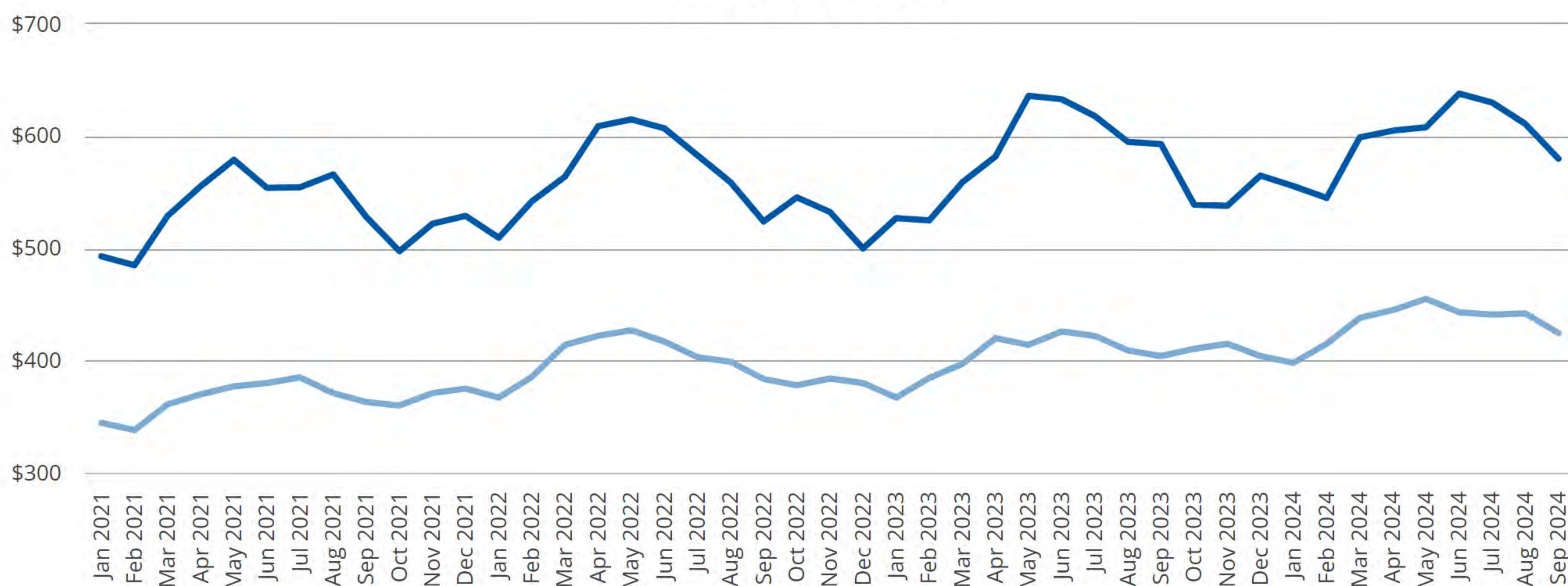
Price per Square Foot



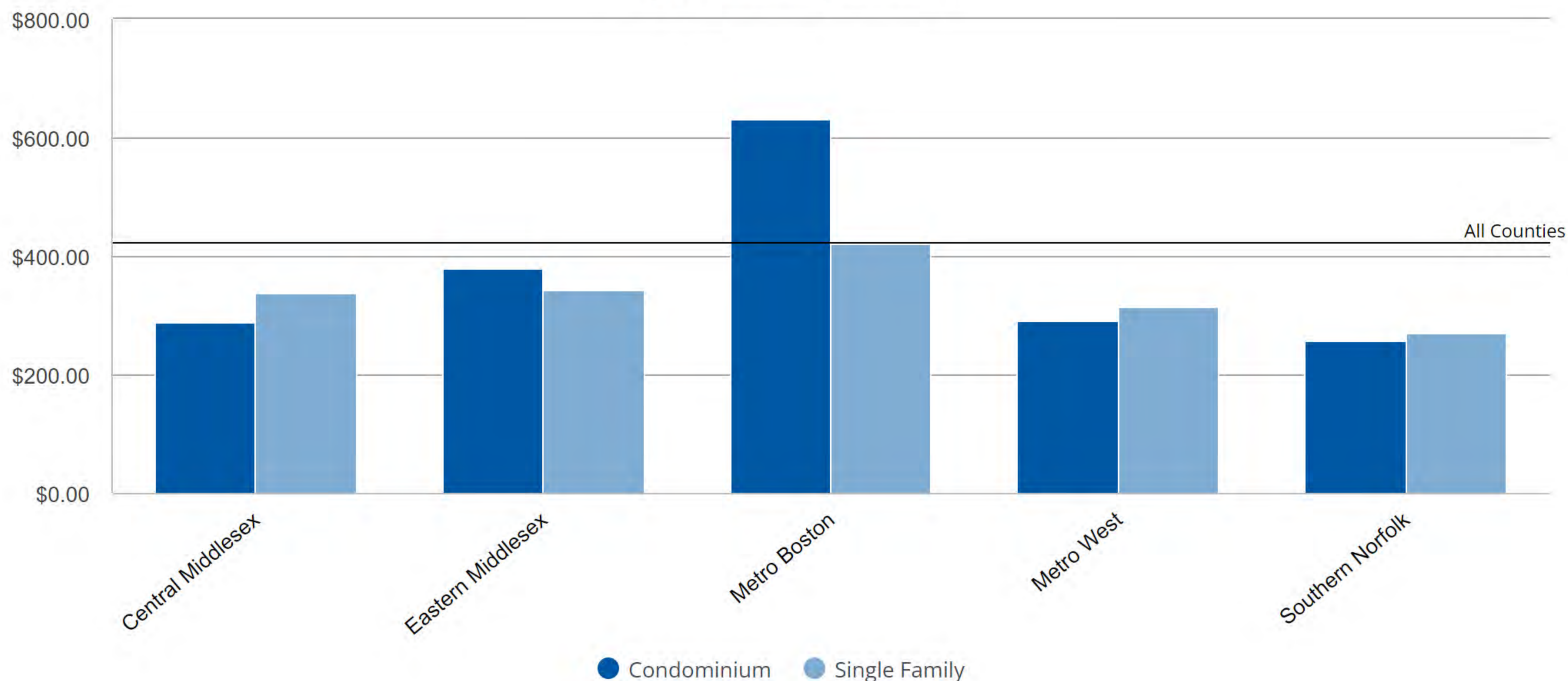
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

	September 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	\$425	⚡ -4.0%	⬆️ 5.1%	⬆️ 6.6%
CONDO	\$580	⚡ -5.1%	⚡ -2.2%	⬆️ 2.0%

Historical Activity



Region Comparison



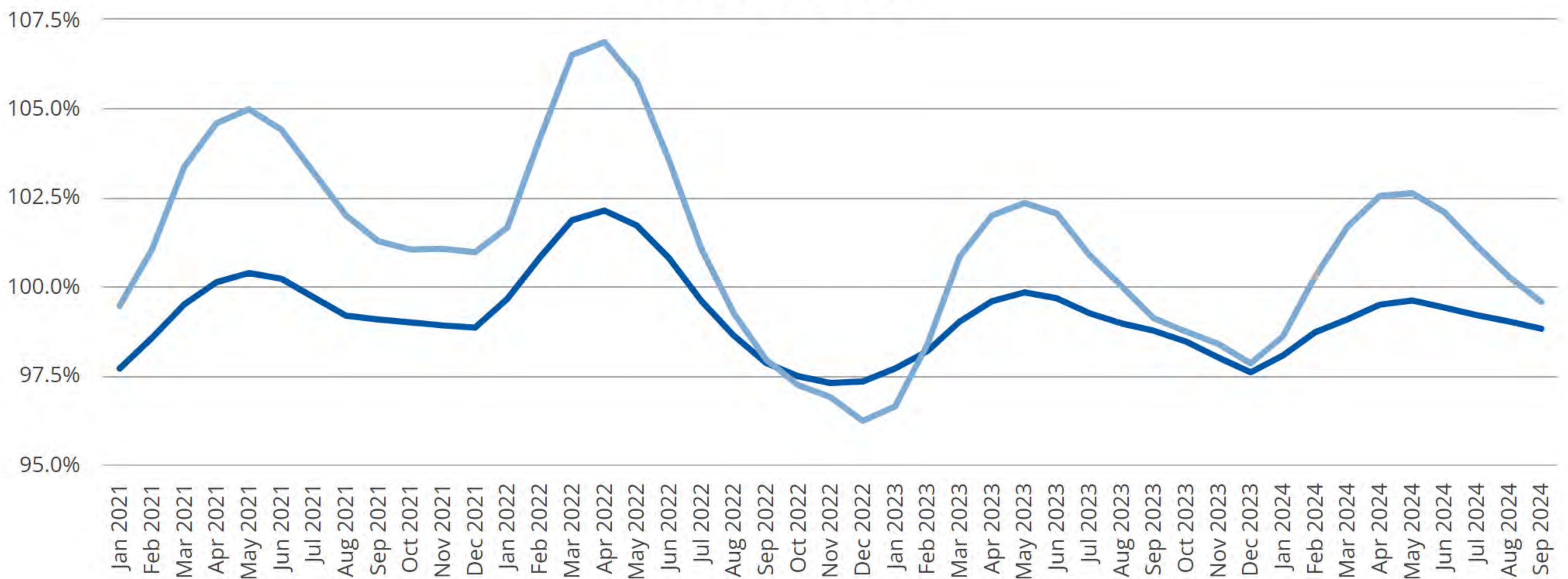
Sold to Original Price Ratio



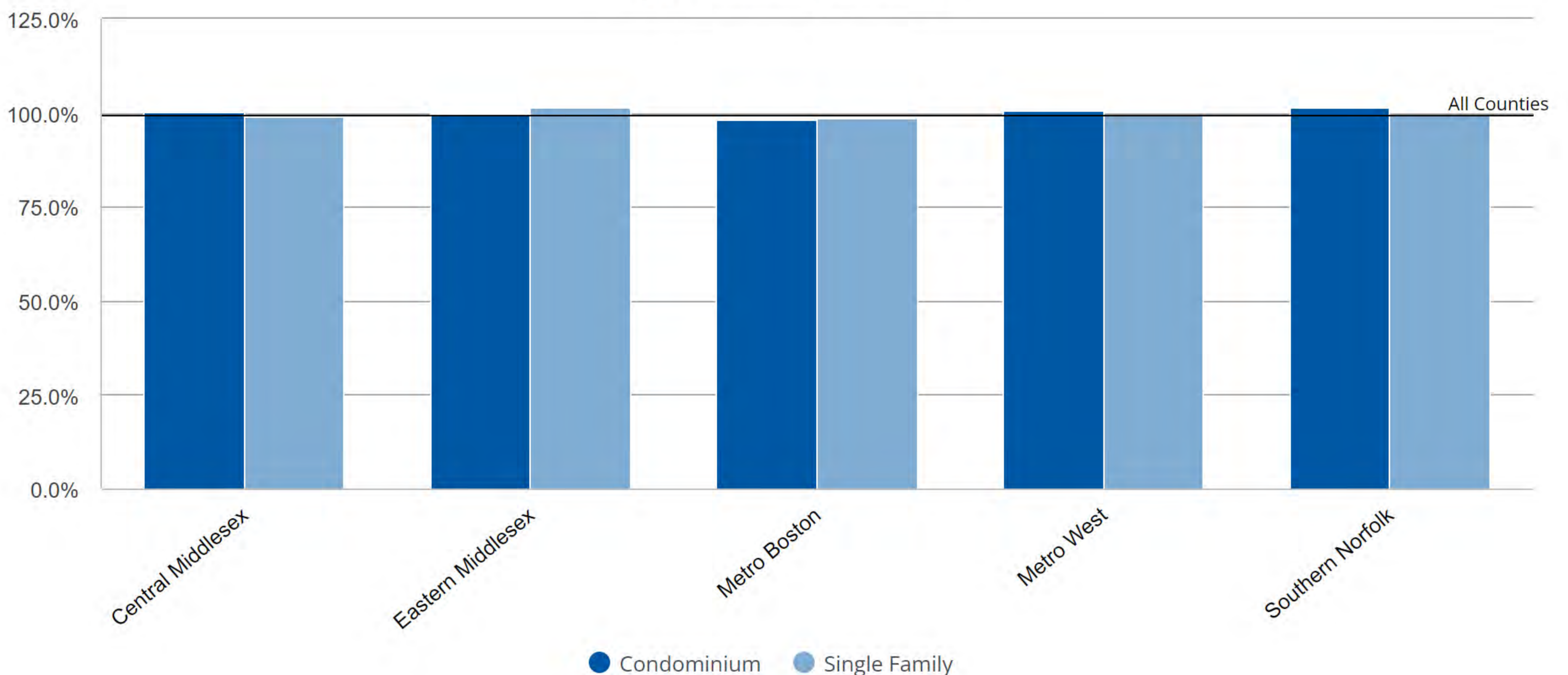
The average of the sales price divided by the original list price expressed as a percentage.

	September 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	99.6%	⚡ -0.7%	⬆️ 0.5%	⬆️ 0.7%
CONDO	98.8%	⚡ -0.2%	⬆️ 0.1%	⬆️ 0.0%

Historical Activity



Region Comparison



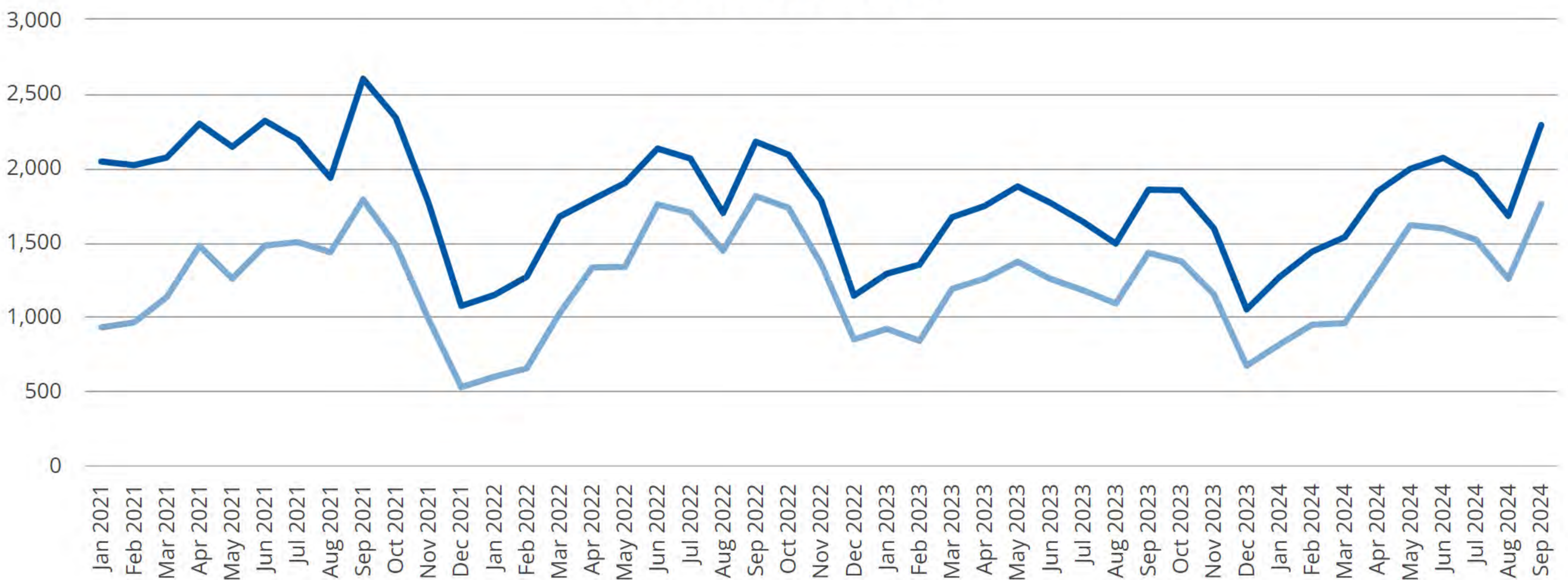
Active Inventory



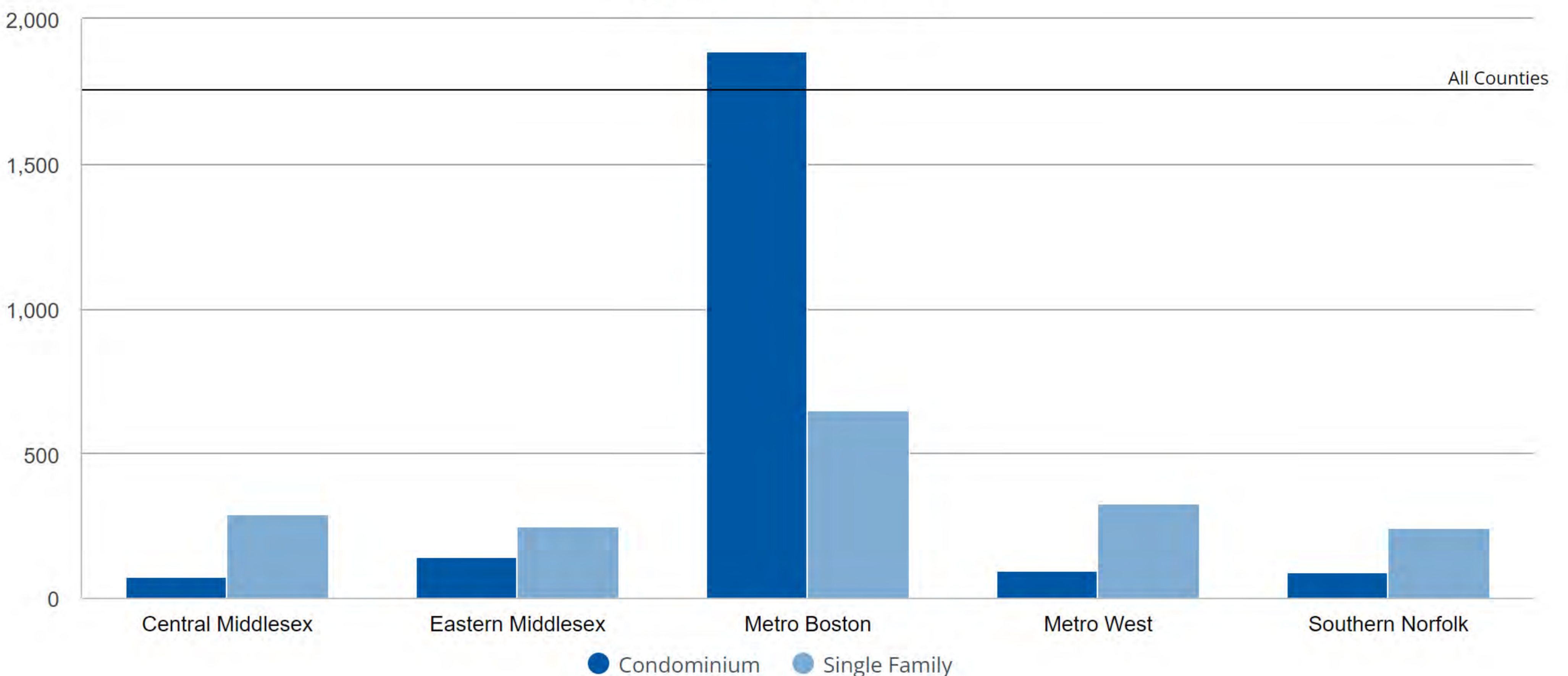
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

	September 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	1,759	⬆️ 40.2%	⬆️ 23.0%	—
CONDO	2,290	⬆️ 36.4%	⬆️ 23.5%	—

Historical Activity



Region Comparison



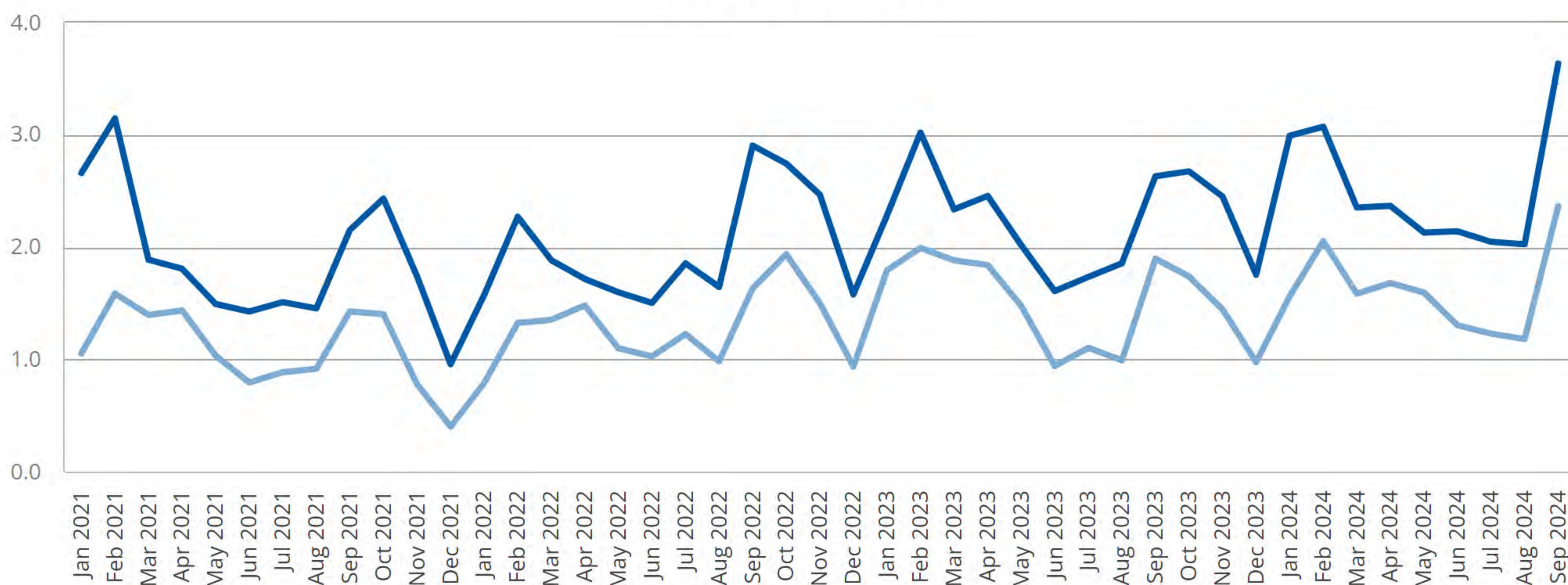
Months Supply of Inventory



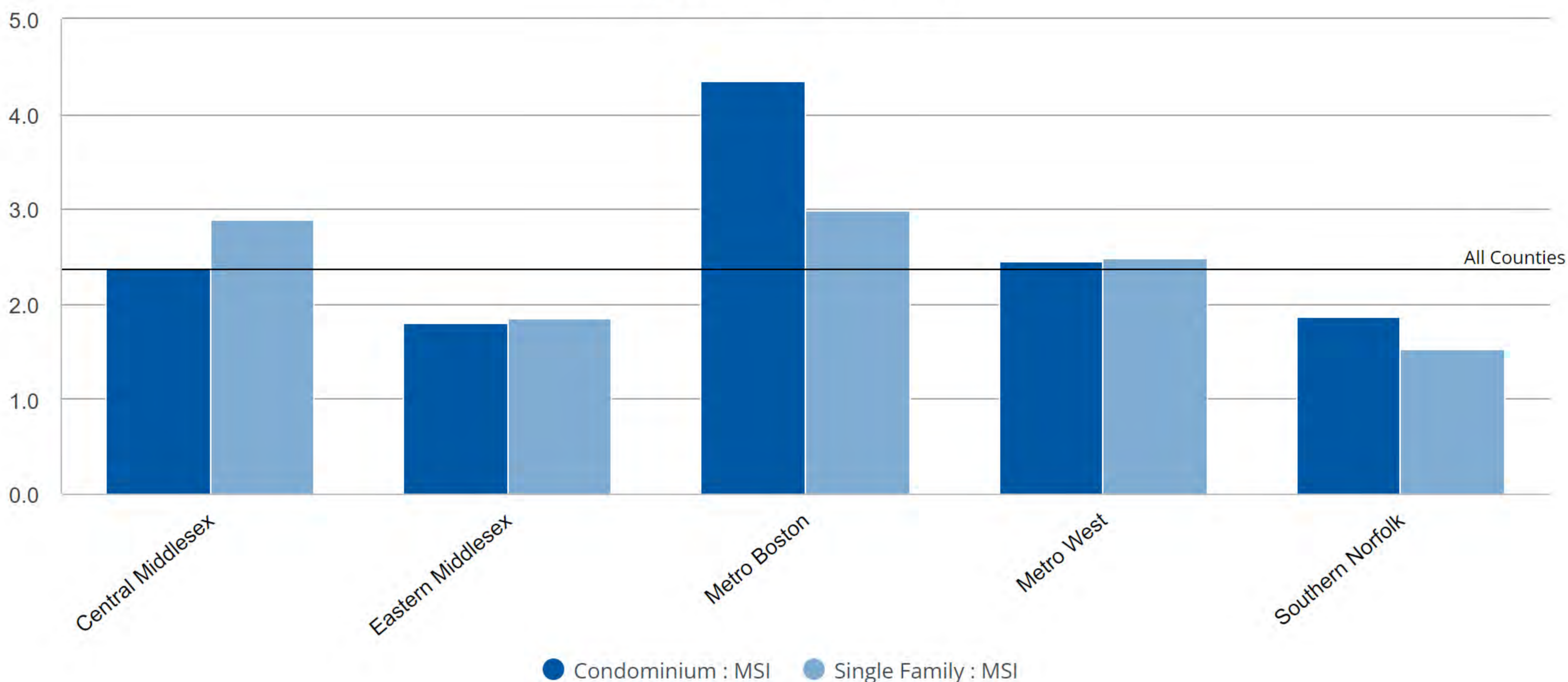
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

	September 2024	Month over Month Change	Year over Year Change	Year to Date Change
SFH	2.4	⬆️ 100.3%	⬆️ 24.7%	—
CONDO	3.6	⬆️ 79.5%	⬆️ 38.1%	—

Historical Activity



Region Comparison



Central Middlesex Region



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

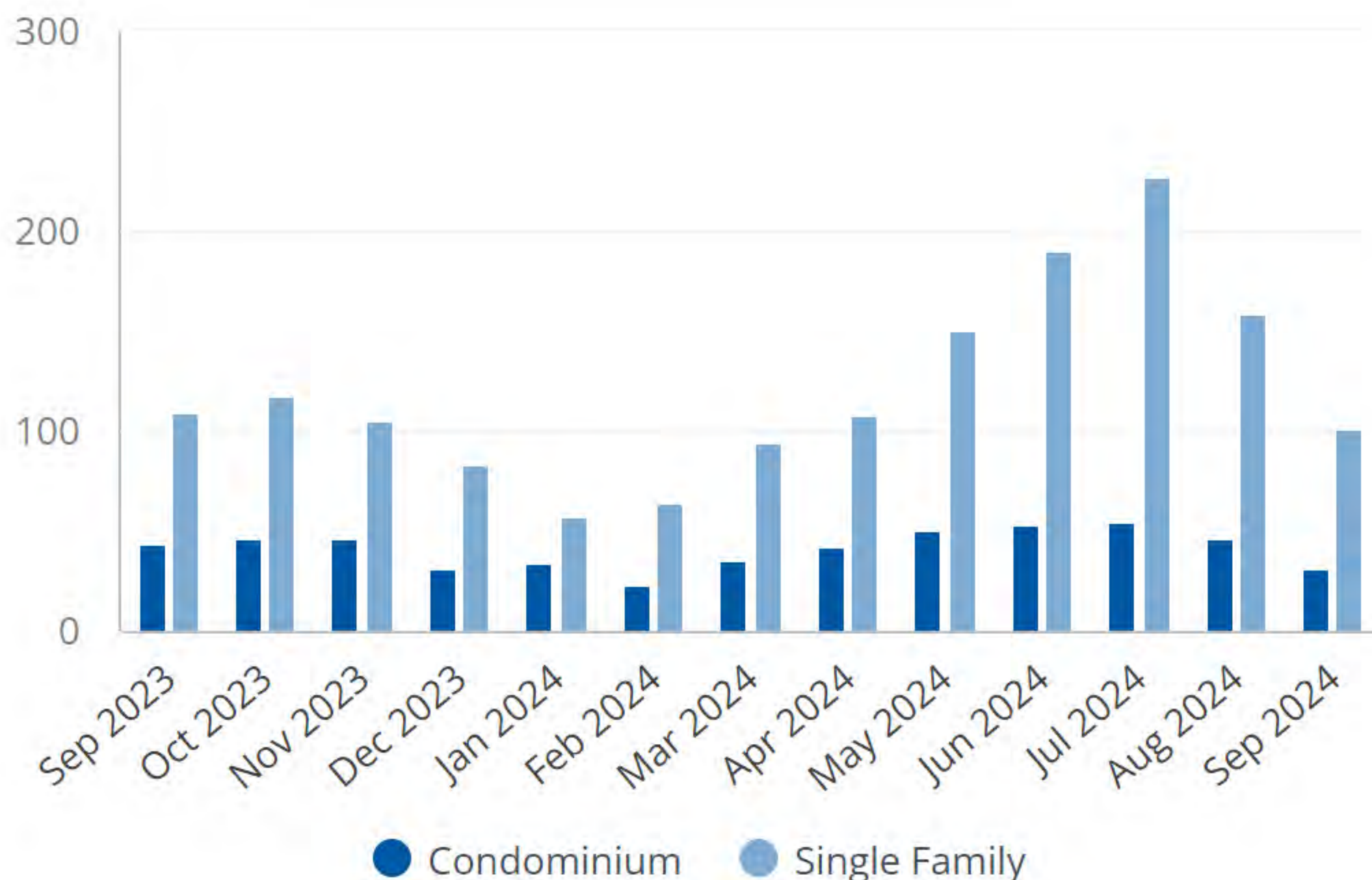
Single Family Homes

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,065,000	\$1,080,000	▼ -1.4%	\$1,260,000	▼ -15.5%	\$1,225,000	\$1,200,000	▲ 2.1%
Closed Sales	101	109	▼ -7.3%	159	▼ -36.5%	1,154	1,122	▲ 2.9%
New Listings	232	171	▲ 35.7%	100	▲ 132.0%	1,612	1,467	▲ 9.9%
Pending Sales	123	108	▲ 13.9%	108	▲ 13.9%	1,194	1,166	▲ 2.4%
Median Days on Market	20	16.5	▲ 21.2%	22	▼ -9.1%	17	16	▲ 6.3%
Price per Square Foot	\$419	\$411	▲ 1.9%	\$464	▼ -9.7%	\$438	\$418	▲ 4.8%
Sold to Original Price Ratio	98.9%	101.2%	▼ -2.3%	101.1%	▼ -2.2%	102.1%	102.6%	▼ -0.4%
Active Inventory	292	245	▲ 19.2%	203	▲ 43.8%	—	—	—
Months Supply of Inventory	2.9	2.2	▲ 28.6%	1.3	▲ 126.4%	—	—	—

Condominiums

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$597,250	\$689,000	▼ -13.3%	\$552,500	▲ 8.1%	\$621,000	\$591,275	▲ 5.0%
Closed Sales	32	44	▼ -27.3%	46	▼ -30.4%	372	394	▼ -5.6%
New Listings	78	53	▲ 47.2%	34	▲ 129.4%	475	494	▼ -3.8%
Pending Sales	44	37	▲ 18.9%	40	▲ 10.0%	378	409	▼ -7.6%
Median Days on Market	16	16	▶ 0.0%	21.5	▼ -25.6%	18	17	▲ 5.9%
Price per Square Foot	\$382	\$389	▼ -1.9%	\$384	▼ -0.7%	\$380	\$362	▲ 5.1%
Sold to Original Price Ratio	100.8%	102.5%	▼ -1.7%	99.4%	▲ 1.4%	101.7%	102.0%	▼ -0.3%
Active Inventory	76	57	▲ 33.3%	50	▲ 52.0%	—	—	—
Months Supply of Inventory	2.4	1.3	▲ 83.3%	1.1	▲ 118.5%	—	—	—

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

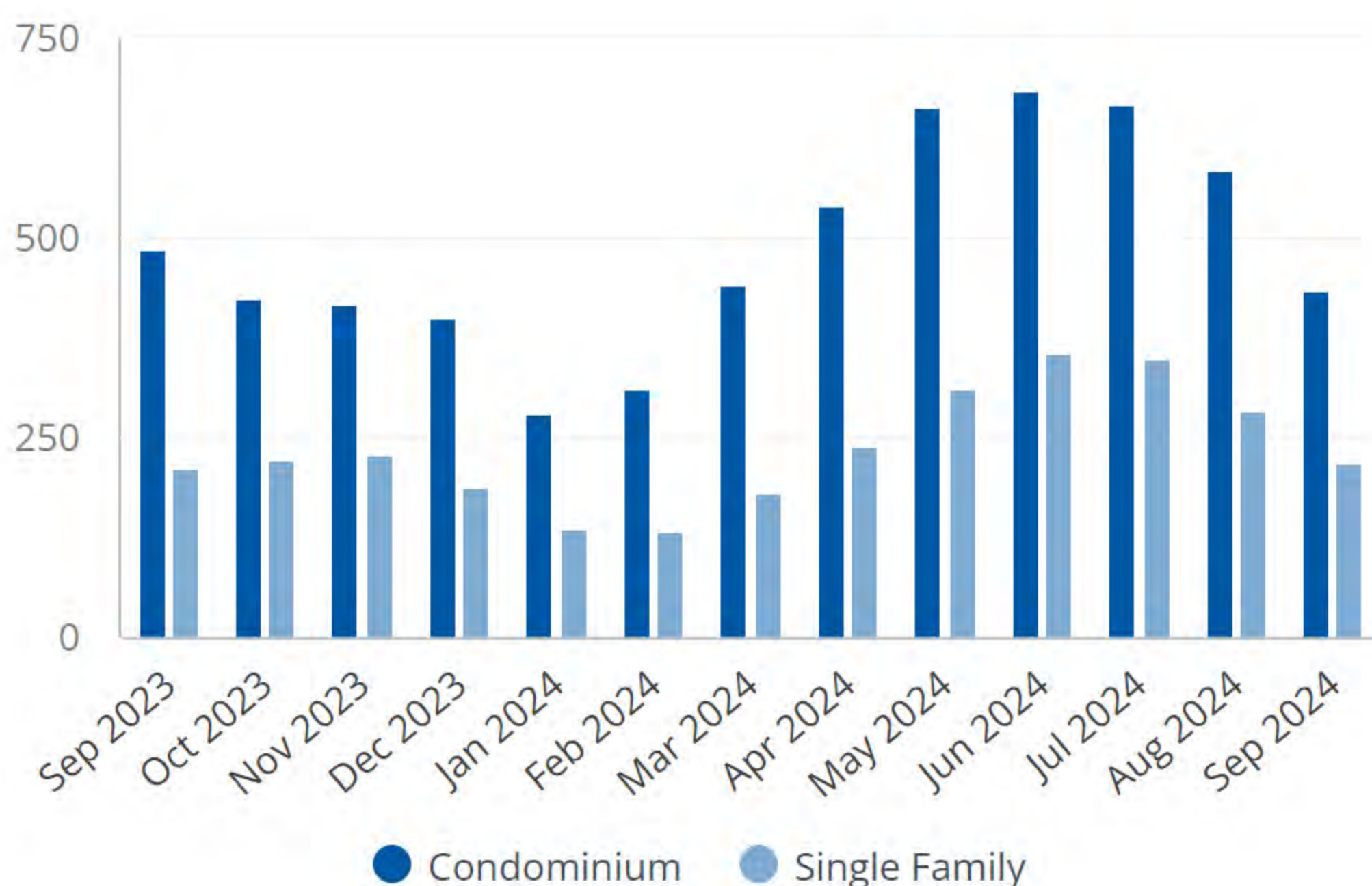
Single Family Homes

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$962,500	\$930,000	⬆️ 3.5%	\$1,050,000	⬇️ -8.3%	\$1,000,000	\$950,000	⬆️ 5.3%
Closed Sales	218	211	⬆️ 3.3%	285	⬇️ -23.5%	2,208	2,094	⬆️ 5.4%
New Listings	513	421	⬆️ 21.9%	224	⬆️ 129.0%	3,321	2,992	⬆️ 11.0%
Pending Sales	271	225	⬆️ 20.4%	233	⬆️ 16.3%	2,337	2,166	⬆️ 7.9%
Median Days on Market	20	17	⬆️ 17.6%	22	⬇️ -9.1%	19	18	⬆️ 5.6%
Price per Square Foot	\$527	\$475	⬆️ 10.8%	\$532	⬇️ -1.0%	\$536	\$503	⬆️ 6.6%
Sold to Original Price Ratio	98.2%	100.3%	⬇️ -2.0%	100.2%	⬇️ -2.0%	101.3%	101.2%	⬆️ 0.1%
Active Inventory	650	490	⬆️ 32.7%	452	⬆️ 43.8%	—	—	—
Months Supply of Inventory	3.0	2.3	⬆️ 28.4%	1.6	⬆️ 88.0%	—	—	—

Condominiums

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$735,250	\$740,000	⬆️ -0.6%	\$775,000	⬇️ -5.1%	\$780,000	\$770,000	⬆️ 1.3%
Closed Sales	434	487	⬇️ -10.9%	586	⬇️ -25.9%	4,609	4,888	⬇️ -5.7%
New Listings	1,189	1,029	⬆️ 15.5%	504	⬆️ 135.9%	7,831	7,437	⬆️ 5.3%
Pending Sales	498	446	⬆️ 11.7%	447	⬆️ 11.4%	4,844	4,885	⬆️ -0.8%
Median Days on Market	21	20	⬆️ 5.0%	28	⬇️ -25.0%	22	21	⬆️ 2.4%
Price per Square Foot	\$707	\$679	⬆️ 4.2%	\$740	⬇️ -4.5%	\$723	\$712	⬆️ 1.5%
Sold to Original Price Ratio	98.0%	98.8%	⬇️ -0.8%	98.9%	⬇️ -0.9%	99.2%	99.1%	⬆️ 0.1%
Active Inventory	1,890	1,566	⬆️ 20.7%	1,390	⬆️ 36.0%	—	—	—
Months Supply of Inventory	4.4	3.2	⬆️ 35.4%	2.4	⬆️ 83.6%	—	—	—

Number of Closed Sales



Median Sales Price



Eastern Middlesex Region



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

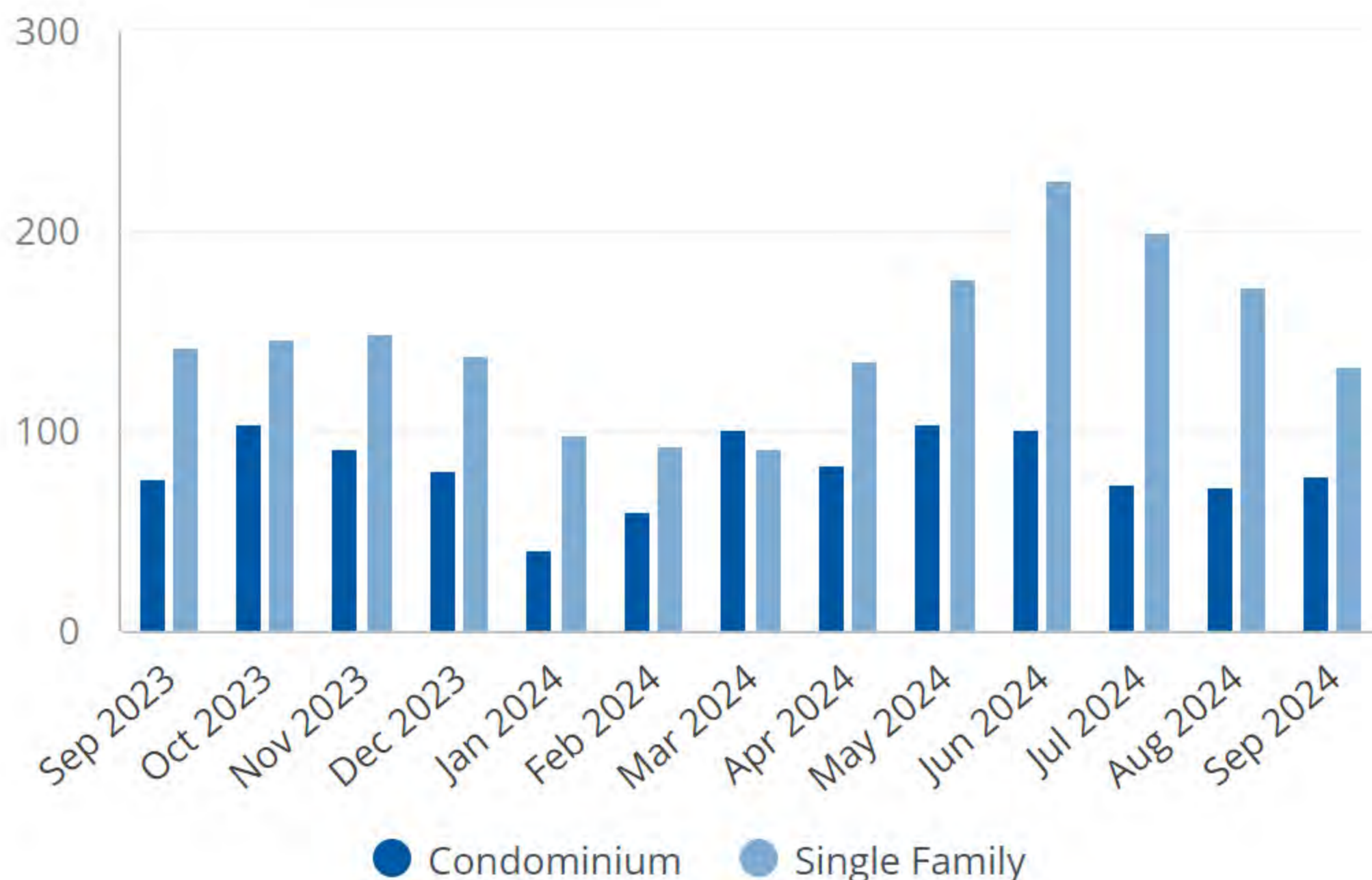
Single Family Homes

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$792,500	\$836,000	▼ -5.2%	\$842,500	▼ -5.9%	\$845,000	\$780,000	▲ 8.3%
Closed Sales	133	143	▼ -7.0%	172	▼ -22.7%	1,328	1,388	▼ -4.3%
New Listings	288	220	▲ 30.9%	147	▲ 95.9%	1,785	1,645	▲ 8.5%
Pending Sales	184	144	▲ 27.8%	154	▲ 19.5%	1,434	1,418	▲ 1.1%
Median Days on Market	17	16	▲ 6.3%	19	▼ -10.5%	15	16	▼ -6.3%
Price per Square Foot	\$418	\$405	▲ 3.2%	\$455	▼ -8.1%	\$437	\$403	▲ 8.4%
Sold to Original Price Ratio	101.5%	102.0%	▼ -0.5%	103.2%	▼ -1.7%	104.1%	102.9%	▲ 1.2%
Active Inventory	246	203	▲ 21.2%	163	▲ 50.9%	—	—	—
Months Supply of Inventory	1.8	1.4	▲ 30.3%	0.9	▲ 95.2%	—	—	—

Condominiums

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$592,500	\$639,900	▼ -7.4%	\$665,000	▼ -10.9%	\$630,000	\$602,500	▲ 4.6%
Closed Sales	78	77	▲ 1.3%	73	▲ 6.8%	715	673	▲ 6.2%
New Listings	137	120	▲ 14.2%	83	▲ 65.1%	931	934	▼ -0.3%
Pending Sales	83	92	▼ -9.8%	72	▲ 15.3%	699	768	▼ -9.0%
Median Days on Market	19	16	▲ 18.8%	19.5	▼ -2.6%	17	16	▲ 6.3%
Price per Square Foot	\$486	\$515	▼ -5.7%	\$489	▼ -0.7%	\$491	\$447	▲ 9.8%
Sold to Original Price Ratio	100.1%	102.4%	▼ -2.3%	101.7%	▼ -1.6%	101.3%	101.4%	▼ -0.1%
Active Inventory	141	117	▲ 20.5%	102	▲ 38.2%	—	—	—
Months Supply of Inventory	1.8	1.5	▲ 19.0%	1.4	▲ 29.4%	—	—	—

Number of Closed Sales



Median Sales Price



Metro West Region



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

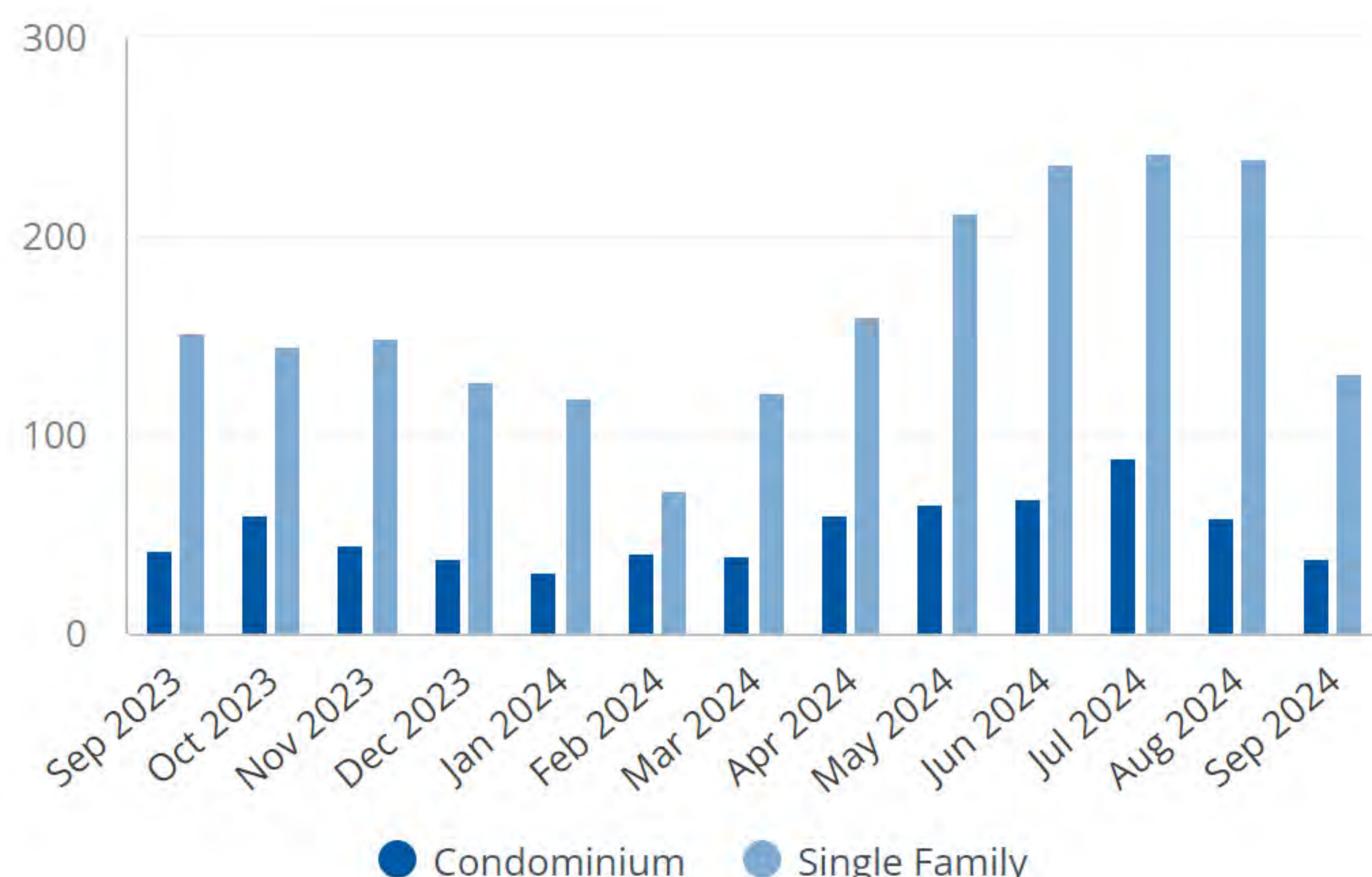
Single Family Homes

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$950,000	\$845,500	⬆️ 12.4%	\$1,017,000	⬇️ -6.6%	\$1,000,000	\$915,000	⬆️ 9.3%
Closed Sales	131	152	⬇️ -13.8%	240	⬇️ -45.4%	1,536	1,446	⬆️ 6.2%
New Listings	296	226	⬆️ 31.0%	159	⬆️ 86.2%	2,084	1,865	⬆️ 11.7%
Pending Sales	169	146	⬆️ 15.8%	137	⬆️ 23.4%	1,584	1,503	⬆️ 5.4%
Median Days on Market	18	16.5	⬆️ 9.1%	20	⬇️ -10.0%	15	16	⬇️ -6.3%
Price per Square Foot	\$405	\$380	⬆️ 6.6%	\$409	⬇️ -1.0%	\$413	\$390	⬆️ 5.9%
Sold to Original Price Ratio	99.5%	102.0%	⬇️ -2.4%	100.8%	⬇️ -1.2%	102.3%	102.4%	⬇️ -0.1%
Active Inventory	326	249	⬆️ 30.9%	227	⬆️ 43.6%	—	—	—
Months Supply of Inventory	2.5	1.6	⬆️ 51.9%	0.9	⬆️ 163.1%	—	—	—

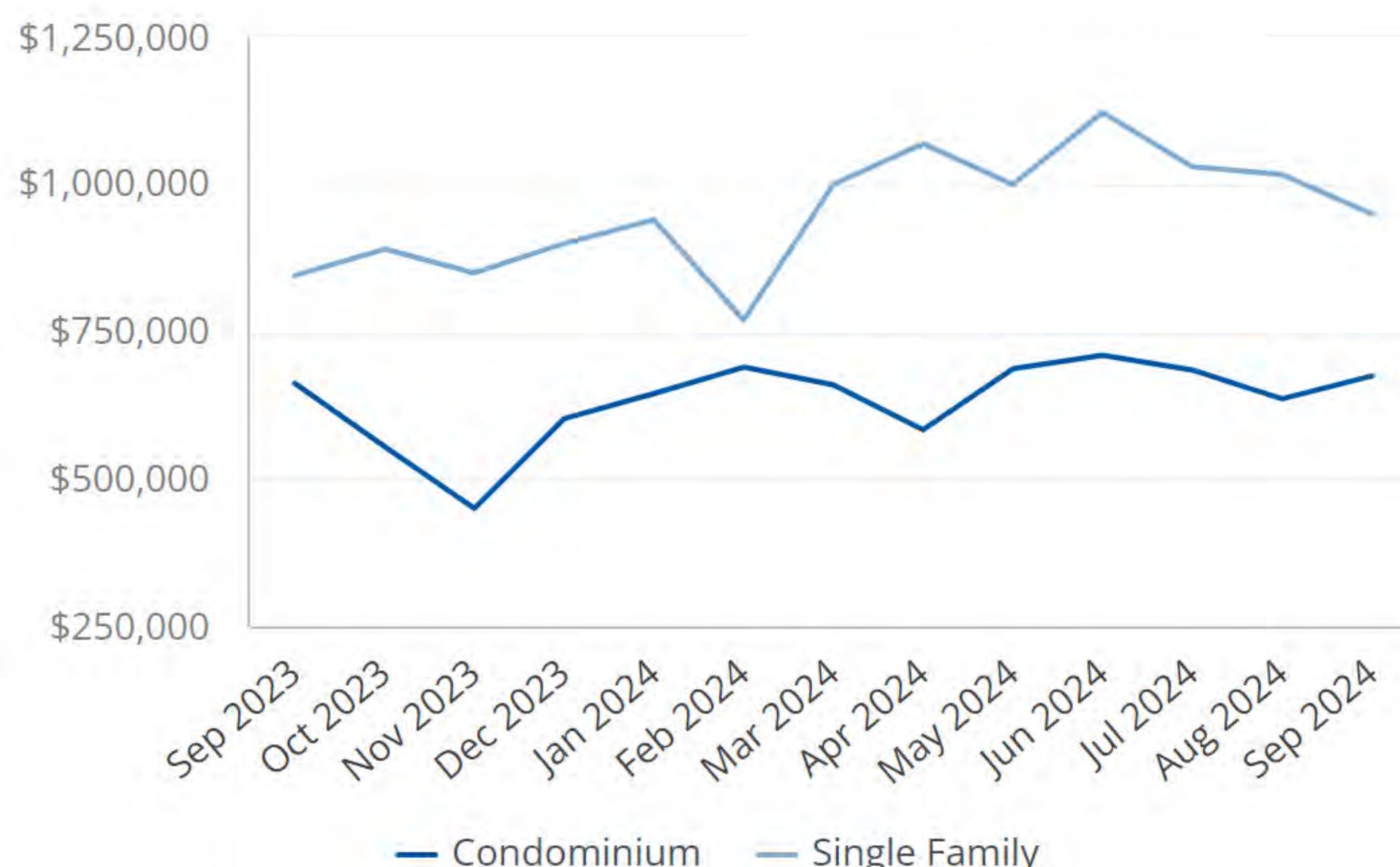
Condominiums

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$674,950	\$662,450	⬆️ 1.9%	\$636,000	⬆️ 6.1%	\$670,000	\$650,000	⬆️ 3.1%
Closed Sales	38	42	⬇️ -9.5%	59	⬇️ -35.6%	493	463	⬆️ 6.5%
New Listings	85	66	⬆️ 28.8%	56	⬆️ 51.8%	607	567	⬆️ 7.1%
Pending Sales	42	62	⬇️ -32.3%	44	⬇️ -4.5%	480	464	⬆️ 3.4%
Median Days on Market	17	15.5	⬆️ 9.7%	16	⬆️ 6.3%	16	17	⬇️ -5.9%
Price per Square Foot	\$394	\$360	⬆️ 9.5%	\$394	⬇️ -0.1%	\$394	\$356	⬆️ 10.7%
Sold to Original Price Ratio	100.8%	101.5%	⬇️ -0.7%	100.6%	⬆️ 0.2%	101.7%	101.9%	⬇️ -0.2%
Active Inventory	93	68	⬆️ 36.8%	66	⬆️ 40.9%	—	—	—
Months Supply of Inventory	2.4	1.6	⬆️ 51.2%	1.1	⬆️ 118.8%	—	—	—

Number of Closed Sales



Median Sales Price



Southern Norfolk Region



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

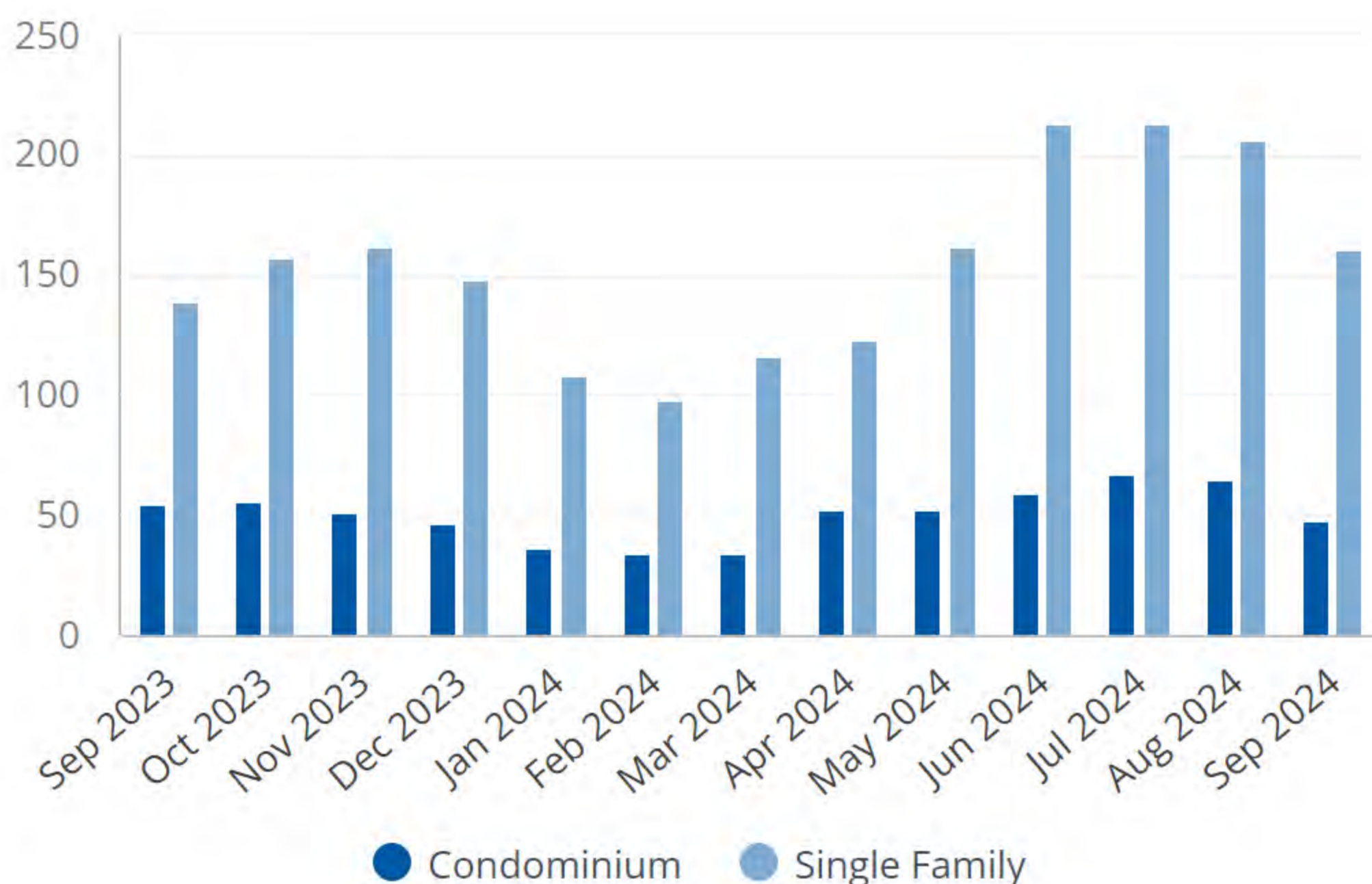
Single Family Homes

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$725,000	\$677,407	⬆️ 7.0%	\$735,000	⬇️ -1.4%	\$711,000	\$674,950	⬆️ 5.3%
Closed Sales	161	139	⬆️ 15.8%	207	⬇️ -22.2%	1,403	1,380	⬆️ 1.7%
New Listings	209	212	⬆️ -1.4%	168	⬆️ 24.4%	1,800	1,686	⬆️ 6.8%
Pending Sales	149	133	⬆️ 12.0%	193	⬇️ -22.8%	1,466	1,409	⬆️ 4.0%
Median Days on Market	21	22	⬆️ -4.5%	20	⬆️ 5.0%	18	19	⬆️ -5.3%
Price per Square Foot	\$352	\$337	⬆️ 4.5%	\$376	⬇️ -6.4%	\$359	\$338	⬆️ 6.2%
Sold to Original Price Ratio	99.2%	100.5%	⬆️ -1.3%	100.7%	⬇️ -1.5%	102.0%	102.1%	⬆️ -0.2%
Active Inventory	245	243	⬆️ 0.8%	210	⬆️ 16.7%	—	—	—
Months Supply of Inventory	1.5	1.7	⬆️ -13.0%	1.0	⬆️ 50.0%	—	—	—

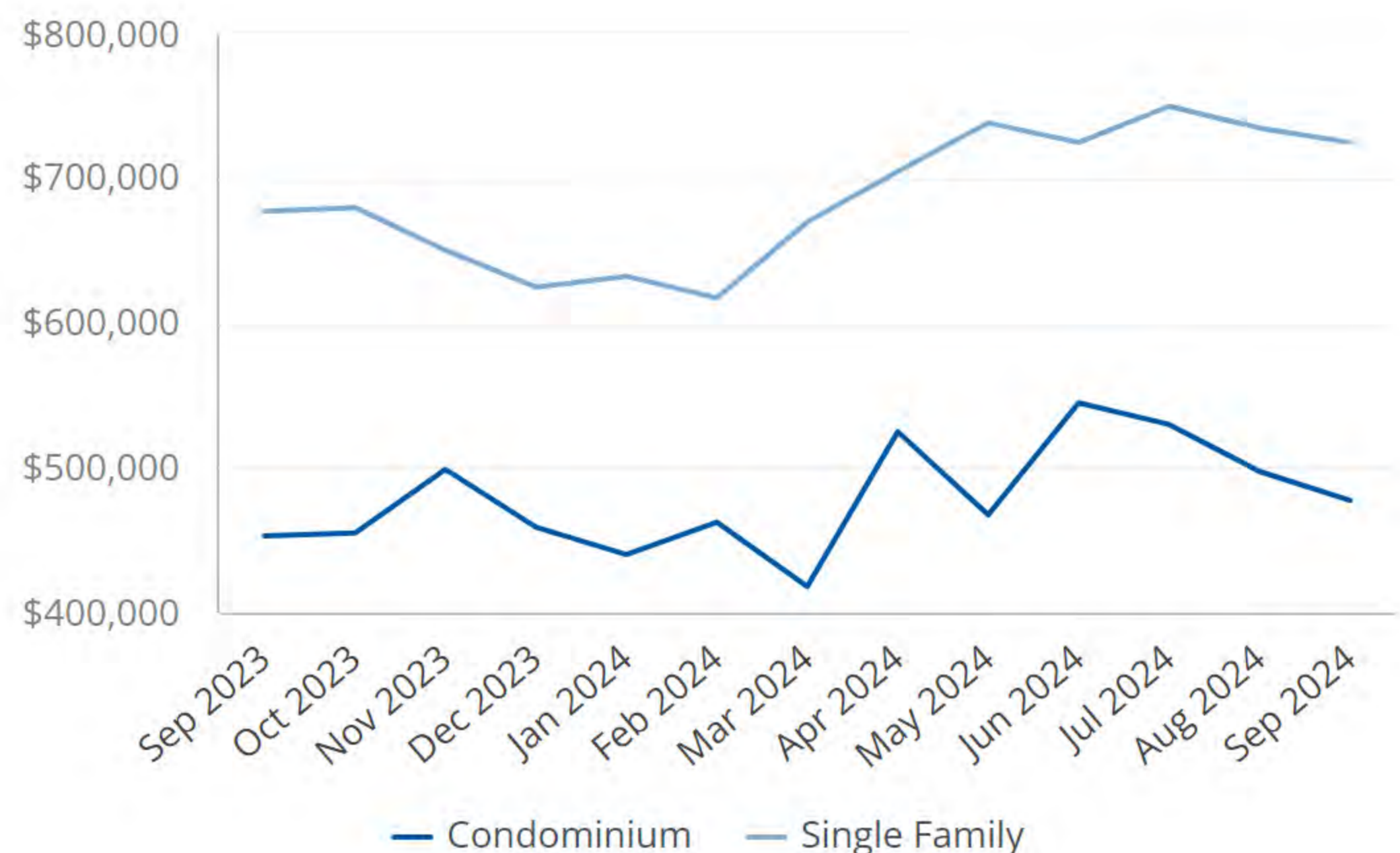
Condominiums

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$477,500	\$453,000	⬆️ 5.4%	\$497,500	⬇️ -4.0%	\$490,000	\$475,000	⬆️ 3.2%
Closed Sales	48	55	⬆️ -12.7%	65	⬇️ -26.2%	449	503	⬆️ -10.7%
New Listings	86	53	⬆️ 62.3%	56	⬆️ 53.6%	582	554	⬆️ 5.1%
Pending Sales	55	49	⬆️ 12.2%	52	⬆️ 5.8%	470	488	⬆️ -3.7%
Median Days on Market	19	17	⬆️ 11.8%	20	⬇️ -5.0%	19	19	⬆️ 0.0%
Price per Square Foot	\$331	\$319	⬆️ 3.6%	\$333	⬇️ -0.8%	\$333	\$335	⬆️ -0.6%
Sold to Original Price Ratio	101.0%	101.1%	⬆️ -0.1%	100.5%	⬆️ 0.4%	101.7%	101.8%	⬆️ -0.1%
Active Inventory	90	47	⬆️ 91.5%	71	⬆️ 26.8%	—	—	—
Months Supply of Inventory	1.9	0.9	⬆️ 119.4%	1.1	⬆️ 71.6%	—	—	—

Number of Closed Sales



Median Sales Price



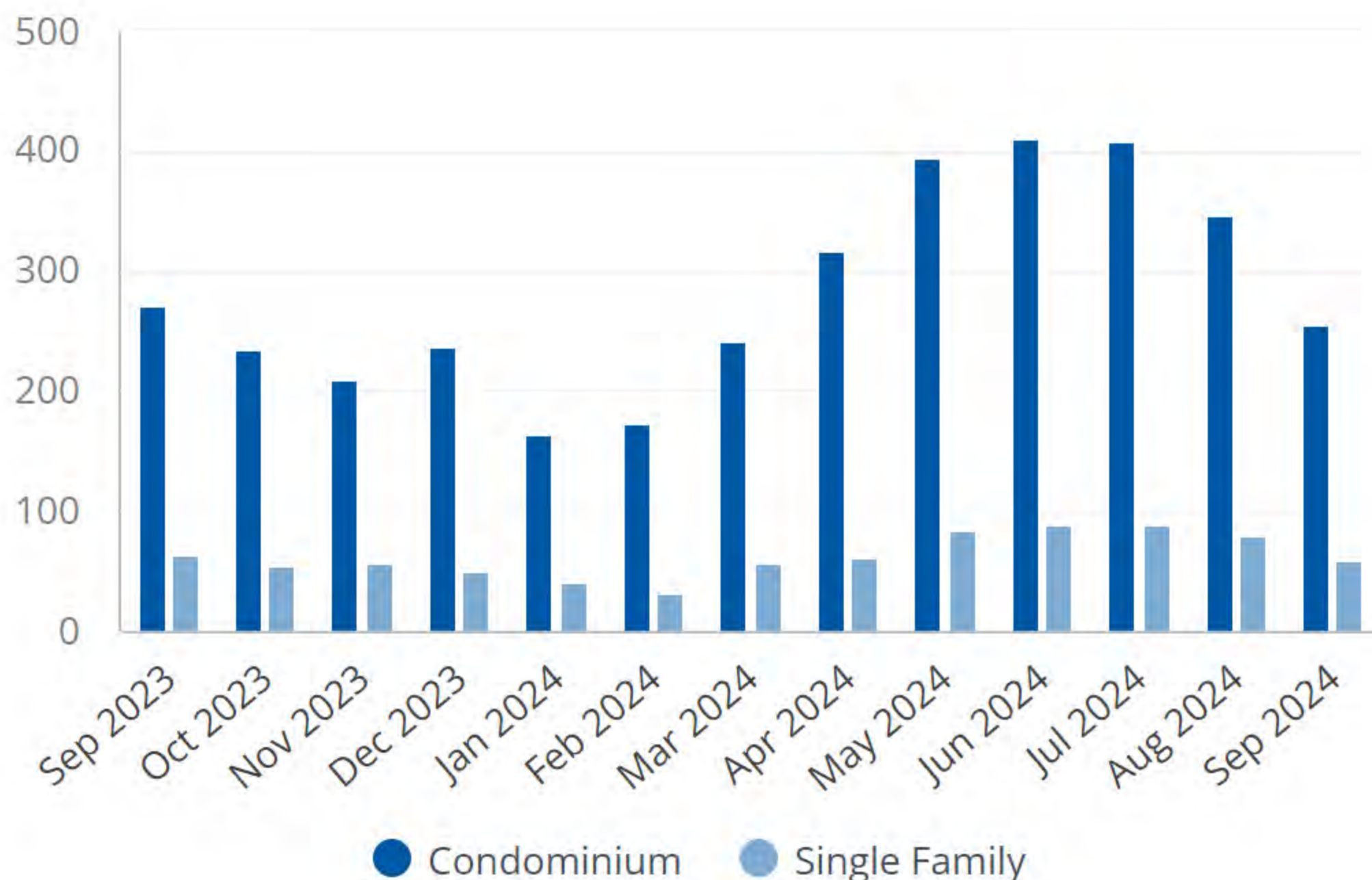
Single Family Homes

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$871,000	\$796,250	↑ 9.4%	\$875,000	↓ -0.5%	\$842,500	\$801,000	↑ 5.2%
Closed Sales	60	64	↓ -6.3%	79	↓ -24.1%	591	597	↓ -1.0%
New Listings	140	118	↑ 18.6%	65	↑ 115.4%	874	836	↑ 4.5%
Pending Sales	68	52	↑ 30.8%	64	↑ 6.3%	616	607	↑ 1.5%
Median Days on Market	20.5	17	↑ 20.6%	24.5	↓ -16.3%	20	20	↔ 0.0%
Price per Square Foot	\$487	\$438	↑ 11.1%	\$490	↓ -0.7%	\$493	\$476	↑ 3.5%
Sold to Original Price Ratio	98.5%	99.7%	↓ -1.2%	101.1%	↓ -2.6%	100.1%	99.5%	↑ 0.6%
Active Inventory	184	154	↑ 19.5%	125	↑ 47.2%	—	—	—
Months Supply of Inventory	3.1	2.4	↑ 27.4%	1.6	↑ 93.8%	—	—	—

Condominiums

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$675,000	\$702,500	↓ -3.9%	\$732,500	↓ -7.8%	\$750,000	\$745,000	↑ 0.7%
Closed Sales	255	272	↓ -6.3%	346	↓ -26.3%	2,715	2,907	↓ -6.6%
New Listings	736	612	↑ 20.3%	309	↑ 138.2%	4,885	4,534	↑ 7.7%
Pending Sales	255	262	↓ -2.7%	264	↓ -3.4%	2,812	2,836	↓ -0.8%
Median Days on Market	22	21	↑ 4.8%	29	↓ -24.1%	24	22	↑ 9.1%
Price per Square Foot	\$747	\$773	↓ -3.3%	\$803	↓ -6.9%	\$796	\$791	↑ 0.6%
Sold to Original Price Ratio	97.4%	98.2%	↓ -0.8%	97.9%	↓ -0.4%	98.4%	98.5%	↓ -0.1%
Active Inventory	1,279	1,025	↑ 24.8%	954	↑ 34.1%	—	—	—
Months Supply of Inventory	5.0	3.8	↑ 33.1%	2.8	↑ 81.9%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

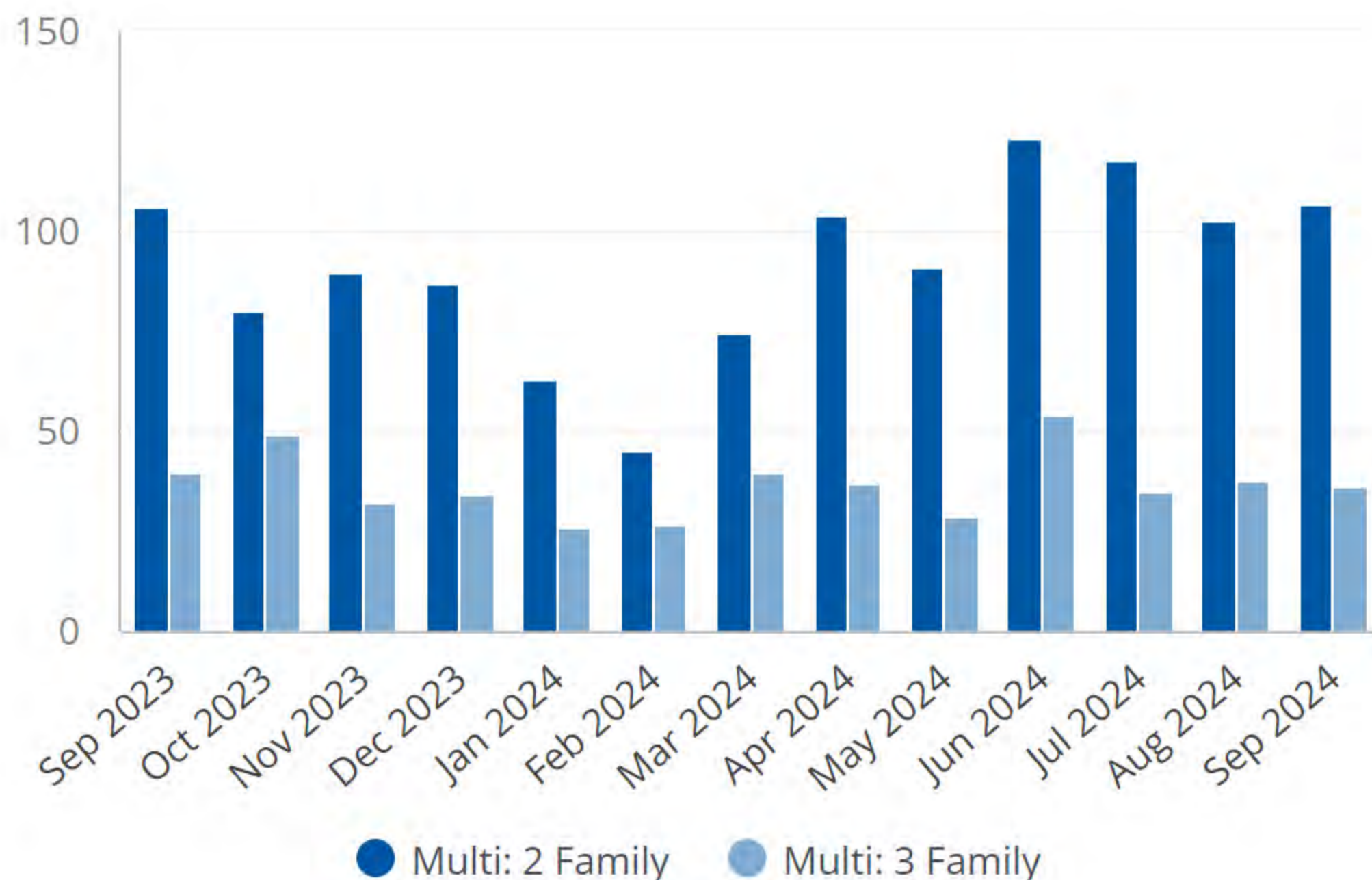
2 Family Homes

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$975,000	\$902,500	⬆️ 8.0%	\$920,000	⬆️ 6.0%	\$960,000	\$890,000	⬆️ 7.9%
Closed Sales	107	106	⬆️ 0.9%	103	⬆️ 3.9%	829	836	⬆️ -0.8%
New Listings	180	155	⬆️ 16.1%	128	⬆️ 40.6%	1,305	1,161	⬆️ 12.4%
Pending Sales	106	84	⬆️ 26.2%	96	⬆️ 10.4%	886	843	⬆️ 5.1%
Median Days on Market	19.5	18.5	⬆️ 5.4%	19	⬆️ 2.6%	17	20	⬆️ -15.0%
Price per Square Foot	\$408	\$366	⬆️ 11.3%	\$396	⬆️ 3.0%	\$390	\$361	⬆️ 8.2%
Sold to Original Price Ratio	99.1%	99.2%	⬆️ 0.0%	102.0%	⬆️ -2.9%	101.7%	99.9%	⬆️ 1.9%
Active Inventory	196	180	⬆️ 8.9%	152	⬆️ 28.9%	—	—	—
Months Supply of Inventory	1.8	1.7	⬆️ 7.9%	1.5	⬆️ 24.1%	—	—	—

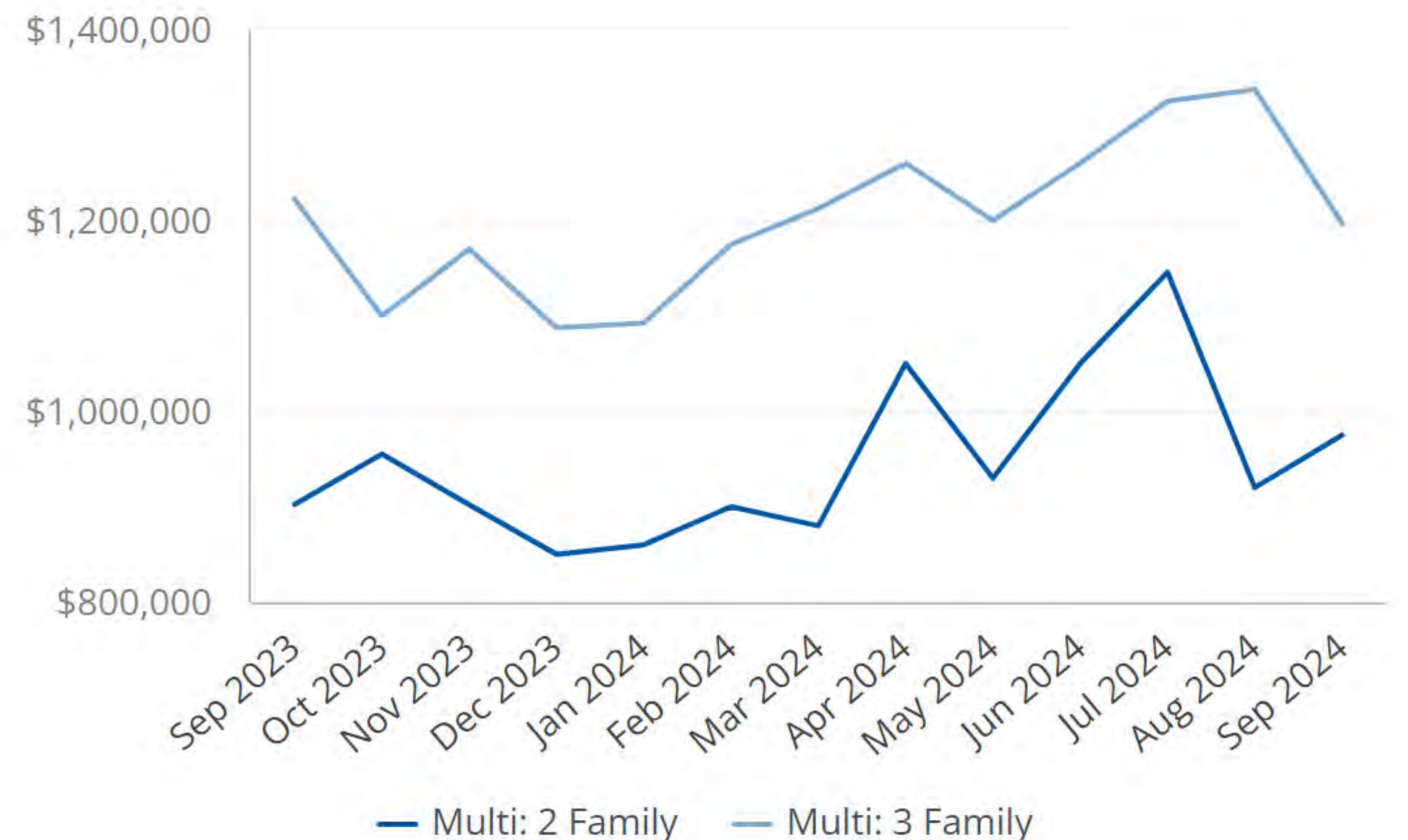
3 Family Homes

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,197,500	\$1,222,500	⬆️ -2.0%	\$1,337,500	⬆️ -10.5%	\$1,226,250	\$1,127,910	⬆️ 8.7%
Closed Sales	36	40	⬆️ -10.0%	38	⬆️ -5.3%	322	290	⬆️ 11.0%
New Listings	80	68	⬆️ 17.6%	49	⬆️ 63.3%	531	506	⬆️ 4.9%
Pending Sales	38	36	⬆️ 5.6%	46	⬆️ -17.4%	345	316	⬆️ 9.2%
Median Days on Market	20	19.5	⬆️ 2.6%	21	⬆️ -4.8%	21	24	⬆️ -12.5%
Price per Square Foot	\$356	\$343	⬆️ 3.8%	\$355	⬆️ 0.1%	\$373	\$329	⬆️ 13.2%
Sold to Original Price Ratio	96.9%	96.9%	⬆️ 0.0%	96.7%	⬆️ 0.2%	98.5%	96.2%	⬆️ 2.3%
Active Inventory	96	101	⬆️ -5.0%	73	⬆️ 31.5%	—	—	—
Months Supply of Inventory	2.7	2.5	⬆️ 5.6%	1.9	⬆️ 38.8%	—	—	—

Number of Closed Sales



Median Sales Price



Multi-Family Market Summary



Includes all 64 towns within the GBAR jurisdictional area

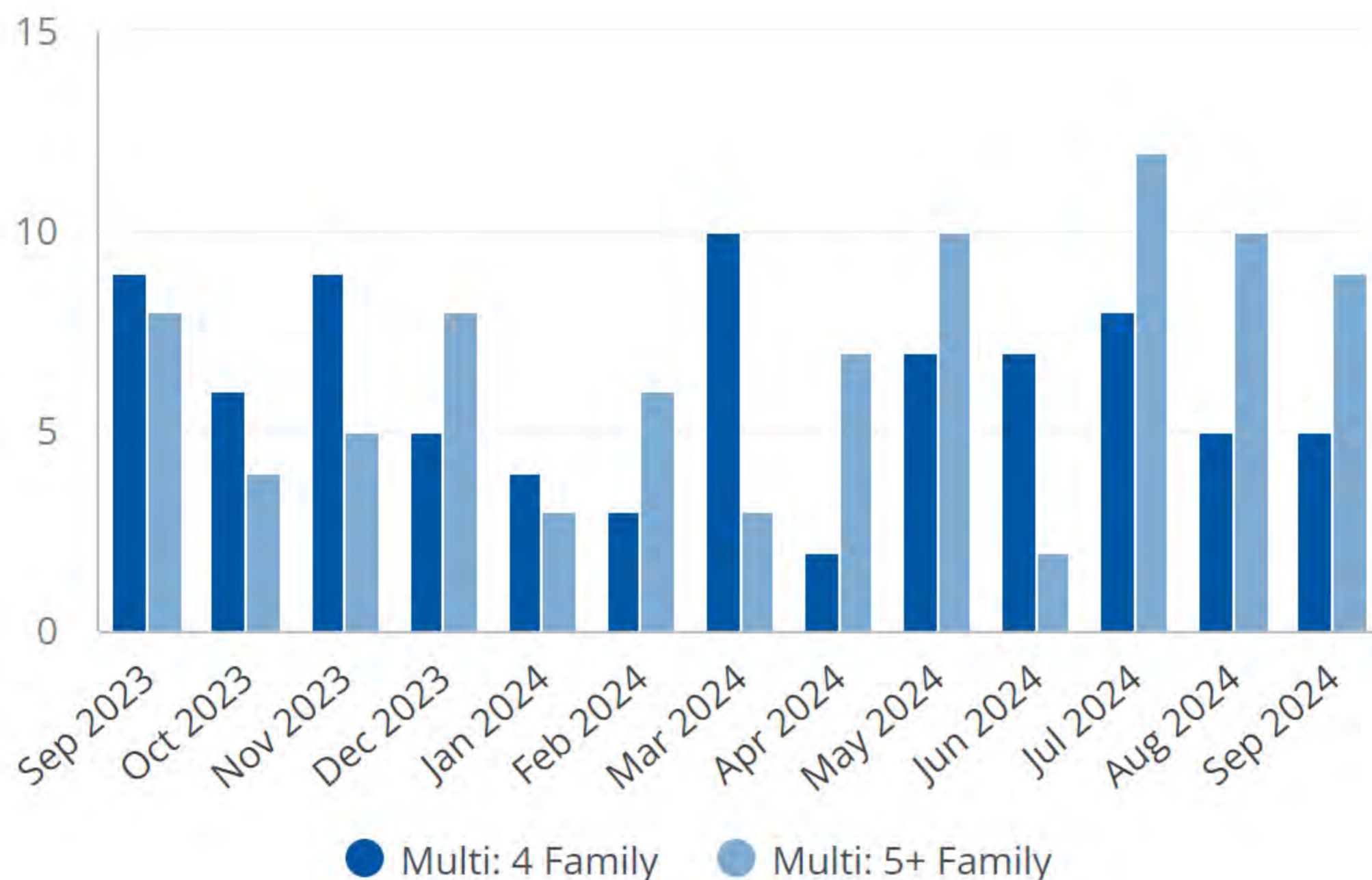
4 Family Homes

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$1,353,000	\$1,251,000	↑ 8.2%	\$2,851,000	↓ -52.5%	\$1,525,000	\$1,155,000	↑ 32.0%
Closed Sales	5	9	↓ -44.4%	5	↔ 0.0%	51	52	↓ -1.9%
New Listings	16	9	↑ 77.8%	7	↑ 128.6%	105	107	↓ -1.9%
Pending Sales	7	6	↑ 16.7%	3	↑ 133.3%	55	59	↓ -6.8%
Median Days on Market	24	18.5	↑ 29.7%	56	↓ -57.1%	34	24	↑ 41.7%
Price per Square Foot	\$303	\$368	↓ -17.7%	\$395	↓ -23.3%	\$397	\$320	↑ 23.9%
Sold to Original Price Ratio	95.3%	101.6%	↓ -6.2%	99.5%	↓ -4.2%	96.6%	98.5%	↓ -2.0%
Active Inventory	27	18	↑ 50.0%	22	↑ 22.7%	—	—	—
Months Supply of Inventory	5.4	2.0	↑ 169.8%	4.4	↑ 22.7%	—	—	—

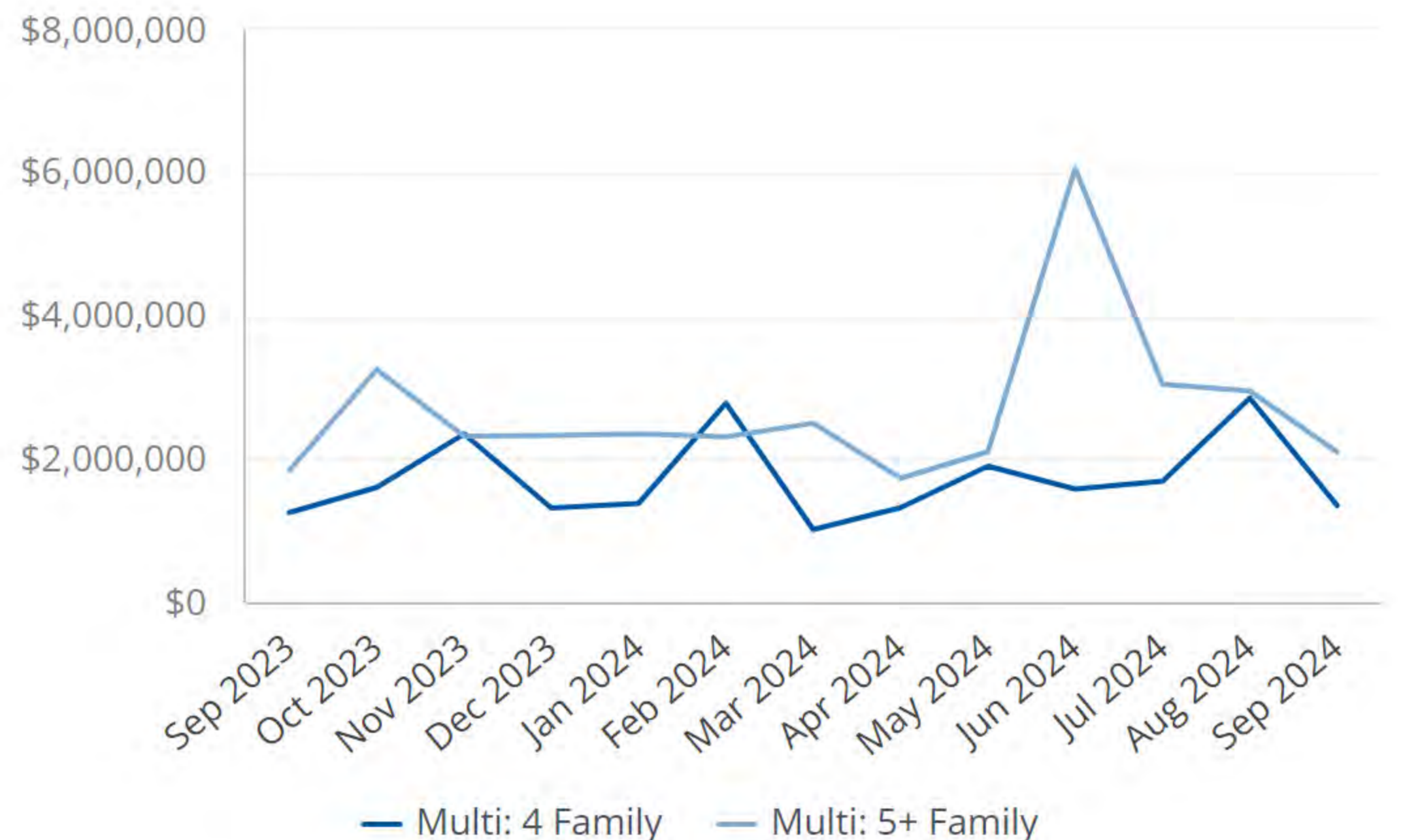
5+ Family Homes

	Sep 2024	Sep 2023	YoY	Aug 2024	MoM	2024	2023	YTD
Median Sales Price	\$2,100,000	\$1,840,000	↑ 14.1%	\$2,950,000	↓ -28.8%	\$2,472,500	\$2,502,500	↓ -1.2%
Closed Sales	9	8	↑ 12.5%	10	↓ -10.0%	62	46	↑ 34.8%
New Listings	28	22	↑ 27.3%	19	↑ 47.4%	165	151	↑ 9.3%
Pending Sales	6	3	↑ 100.0%	9	↓ -33.3%	66	47	↑ 40.4%
Median Days on Market	46.5	9	↑ 416.7%	53	↓ -12.3%	46	49	↓ -6.1%
Price per Square Foot	\$519	\$397	↑ 30.9%	\$530	↓ -2.0%	\$425	\$405	↑ 5.1%
Sold to Original Price Ratio	95.8%	89.9%	↑ 6.6%	100.3%	↓ -4.4%	96.9%	94.4%	↑ 2.6%
Active Inventory	62	54	↑ 14.8%	51	↑ 21.6%	—	—	—
Months Supply of Inventory	6.9	6.7	↑ 2.1%	5.1	↑ 35.1%	—	—	—

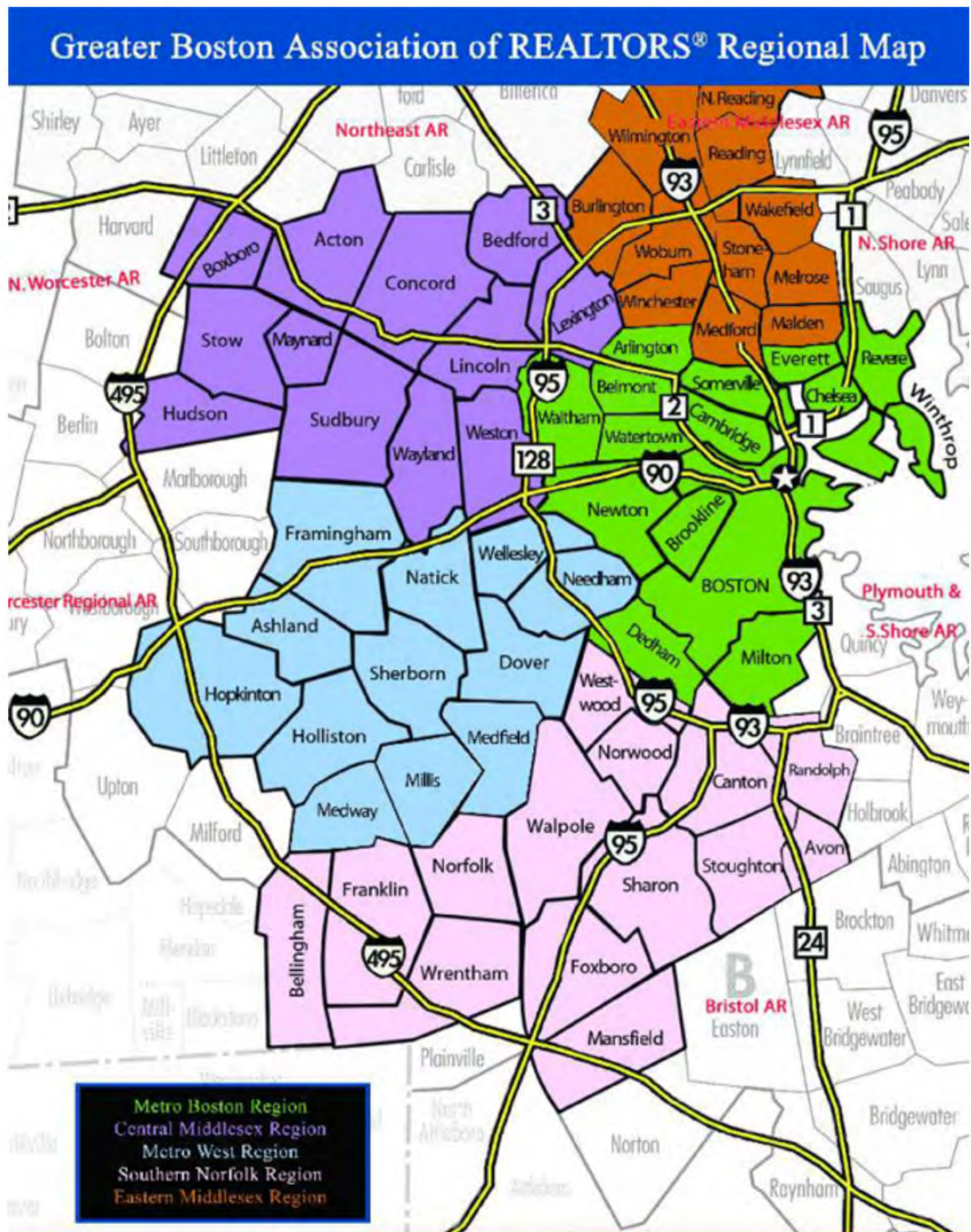
Number of Closed Sales



Median Sales Price



GBAR JURISDICTIONAL AREA



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