

# Local Market Update – March 2022

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## Back Bay

### Single-Family Properties

| Key Metrics                              | March |      |          | Year to Date |             |          |
|--|-------|------|----------|--------------|-------------|----------|
|  | 2021  | 2022 | + / -    | 2021         | 2022        | + / -    |
| Pending Sales                            | 0     | 0    | --       | 0            | 1           | --       |
| Closed Sales                             | 0     | 0    | --       | 2            | 1           | - 50.0%  |
| Median Sales Price*                      | \$0   | \$0  | --       | \$4,337,500  | \$4,075,000 | - 6.1%   |
| Inventory of Homes for Sale              | 3     | 2    | - 33.3%  | --           | --          | --       |
| Months Supply of Inventory               | 2.3   | 1.7  | - 26.1%  | --           | --          | --       |
| Cumulative Days on Market Until Sale     | 0     | 0    | --       | 94           | 199         | + 111.7% |
| Percent of Original List Price Received* | 0.0%  | 0.0% | --       | 97.6%        | 75.5%       | - 22.6%  |
| New Listings                             | 1     | 0    | - 100.0% | 1            | 0           | - 100.0% |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

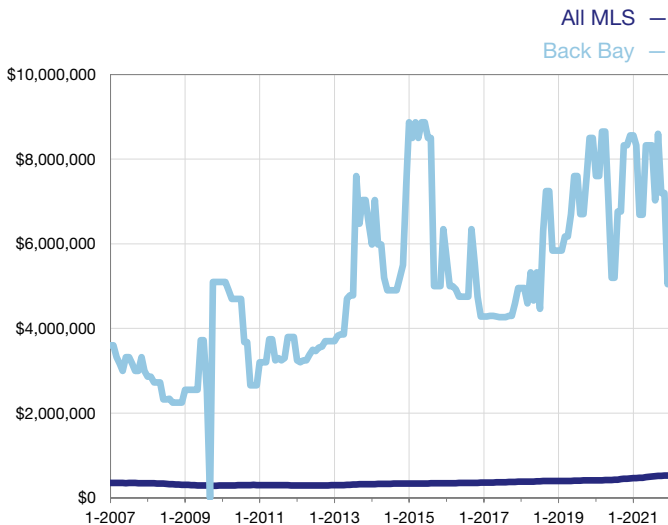
### Condominium Properties

| Key Metrics                              | March       |             |         | Year to Date |             |         |
|--|-------------|-------------|---------|--------------|-------------|---------|
|  | 2021        | 2022        | + / -   | 2021         | 2022        | + / -   |
| Pending Sales                            | 44          | 33          | - 25.0% | 90           | 82          | - 8.9%  |
| Closed Sales                             | 29          | 27          | - 6.9%  | 64           | 74          | + 15.6% |
| Median Sales Price*                      | \$1,195,000 | \$1,400,000 | + 17.2% | \$1,157,500  | \$1,707,000 | + 47.5% |
| Inventory of Homes for Sale              | 138         | 82          | - 40.6% | --           | --          | --      |
| Months Supply of Inventory               | 6.0         | 2.6         | - 56.7% | --           | --          | --      |
| Cumulative Days on Market Until Sale     | 105         | 104         | - 1.0%  | 108          | 91          | - 15.7% |
| Percent of Original List Price Received* | 94.1%       | 95.5%       | + 1.5%  | 92.5%        | 94.5%       | + 2.2%  |
| New Listings                             | 69          | 56          | - 18.8% | 137          | 126         | - 8.0%  |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

