



## Market Stats - Cumulative Totals Multi Family Sales

January 1, 2024 - March 31, 2024 vs January 1, 2023 - March 31, 2023

Town	Year	Properties Listed	Properties Sold	Average DOM	Average Sale Price	Median Price	Average List Price	Sale Price/ List Price Ratio	Total Sales Volume
Beverly	2024	6	4	61	\$914,250	\$812,500	\$911,500	100%	\$3,657,000
	2023	7	4	63	\$733,725	\$730,000	\$742,175	100%	\$2,934,900
	% Change	-14.29%	0.00%	-3.17%	24.60%	11.30%	22.81%	0.00%	24.60%
Danvers	2024	4	1	375	\$1,150,000	\$1,150,000	\$1,400,000	82%	\$1,150,000
	2023	1	0	0	\$0	\$0	\$0	0%	\$0
	% Change	300.00%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Gloucester	2024	10	6	19	\$918,667	\$736,000	\$874,133	106%	\$5,512,000
	2023	7	6	51	\$573,333	\$525,000	\$615,633	94%	\$3,452,000
	% Change	42.86%	0.00%	-62.75%	60.23%	40.19%	41.99%	12.77%	59.68%
Lynn	2024	42	31	45	\$953,000	\$780,000	\$954,945	100%	\$29,543,000
	2023	26	29	58	\$655,821	\$674,000	\$666,366	98%	\$19,018,800
	% Change	61.54%	6.90%	-22.41%	45.31%	15.73%	43.31%	2.04%	55.34%
Marblehead	2024	2	0	0	\$0	\$0	\$0	0%	\$0
	2023	2	1	45	\$1,525,000	\$1,525,000	\$1,695,000	90%	\$1,525,000
	% Change	0.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%	-100.00%
Peabody	2024	5	8	35	\$776,000	\$741,000	\$767,288	102%	\$6,208,000
	2023	6	6	19	\$727,167	\$704,000	\$724,767	101%	\$4,363,000
	% Change	-16.67%	33.33%	84.21%	6.72%	5.26%	5.87%	0.99%	42.29%
Revere	2024	18	10	21	\$826,980	\$799,950	\$809,765	102%	\$8,269,800
	2023	21	20	73	\$760,150	\$755,000	\$777,995	98%	\$15,203,000
	% Change	-14.29%	-50.00%	-71.23%	8.79%	5.95%	4.08%	4.08%	-45.60%
Salem	2024	11	11	48	\$944,227	\$880,000	\$978,427	98%	\$10,386,500
	2023	12	13	58	\$868,846	\$700,000	\$899,815	97%	\$11,295,000
	% Change	-8.33%	-15.38%	-17.24%	8.68%	25.71%	8.74%	1.03%	-8.04%
Swampscott	2024	5	1	5	\$635,000	\$635,000	\$625,000	102%	\$635,000
	2023	5	2	65	\$647,500	\$647,500	\$666,950	97%	\$1,295,000
	% Change	0.00%	-50.00%	-92.31%	-1.93%	-1.93%	-6.29%	5.15%	-50.97%
<b>Totals</b>	<b>Year</b>	<b>Properties Listed</b>	<b>Properties Sold</b>	<b>Average DOM</b>	<b>Average Sale Price</b>	<b>Median Price</b>	<b>Average List Price</b>	<b>Sale Price/ List Price Ratio</b>	<b>Total Sales Volume</b>
<b>TOTALS</b>	2024	103	72	44	\$907,796	\$798,450	\$909,969	100%	\$65,361,300
	2023	87	85	58	\$730,284	\$700,000	\$747,306	98%	\$62,074,100
	% Change	18.39%	-15.29%	-24.14%	24.31%	14.06%	21.77%	2.04%	5.30%