



## Market Stats - Cumulative Totals Multi Family Sales

January 1, 2024 - September 30, 2024 vs January 1, 2023 - September 30, 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	31	18	29	\$1,069,167	\$920,000	\$1,071,778	101%	\$19,245,000
	2023	21	18	30	\$800,722	\$795,000	\$768,917	104%	\$14,413,000
	% Change	47.62%	0.00%	-3.33%	33.53%	15.72%	39.39%	-2.88%	33.53%
Danvers	2024	12	11	53	\$931,636	\$826,500	\$926,664	105%	\$10,248,000
	2023	13	4	23	\$844,250	\$837,500	\$829,975	102%	\$3,377,000
	% Change	-7.69%	175.00%	130.43%	10.35%	-1.31%	11.65%	2.94%	203.46%
Gloucester	2024	26	15	17	\$807,000	\$675,000	\$778,087	104%	\$12,105,000
	2023	28	16	31	\$652,750	\$631,000	\$662,044	98%	\$10,444,000
	% Change	-7.14%	-6.25%	-45.16%	23.63%	6.97%	17.53%	6.12%	15.90%
Lynn	2024	130	102	38	\$928,171	\$800,000	\$928,579	101%	\$94,673,400
	2023	130	93	33	\$730,986	\$740,000	\$717,920	102%	\$67,981,701
	% Change	0.00%	9.68%	15.15%	26.98%	8.11%	29.34%	-0.98%	39.26%
Marblehead	2024	6	3	25	\$1,725,000	\$1,200,000	\$1,765,000	101%	\$5,175,000
	2023	10	4	59	\$1,201,125	\$1,149,500	\$1,220,750	101%	\$4,804,500
	% Change	-40.00%	-25.00%	-57.63%	43.62%	4.39%	44.58%	0.00%	7.71%
Peabody	2024	22	22	27	\$813,273	\$790,000	\$805,395	102%	\$17,892,000
	2023	23	18	28	\$751,472	\$744,500	\$725,478	104%	\$13,526,500
	% Change	-4.35%	22.22%	-3.57%	8.22%	6.11%	11.02%	-1.92%	32.27%
Revere	2024	95	62	23	\$895,375	\$860,379	\$870,007	103%	\$55,513,280
	2023	62	56	47	\$822,168	\$800,000	\$819,754	100%	\$46,041,425
	% Change	53.23%	10.71%	-51.06%	8.90%	7.55%	6.13%	3.00%	20.57%
Salem	2024	59	49	30	\$1,027,370	\$900,000	\$1,067,370	98%	\$50,349,450
	2023	41	27	41	\$863,148	\$715,000	\$866,433	100%	\$23,305,000
	% Change	43.90%	81.48%	-26.83%	19.03%	25.87%	23.19%	-2.00%	116.05%
Swampscott	2024	16	9	28	\$849,333	\$775,000	\$855,400	100%	\$7,644,000
	2023	17	7	27	\$764,000	\$750,000	\$761,271	100%	\$5,348,000
	% Change	-5.88%	28.57%	3.70%	11.17%	3.33%	12.36%	0.00%	42.93%
<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	397	291	31	\$937,612	\$840,000	\$937,545	101%	\$272,845,130
	2023	345	243	36	\$778,770	\$760,000	\$769,918	101%	\$189,241,126
	% Change	15.07%	19.75%	-13.89%	20.40%	10.53%	21.77%	0.00%	44.18%