

# MONTHLY MARKET INSIGHT REPORT

January 2021

## Single-Family Homes

The 876 homes sold in January 2021 was a record-high sales volume for the month and was a 13.5 percent increase from the 772 homes sold in January 2020. The median sales price also reached a record high for the month of January at \$674,950, which was a 11.6 percent increase from the January 2020 median sales prices of \$605,000.

## Condominiums

With 752 condos sold, it was the most active January on record in Greater Boston, and a 9.1 percent increase in sales from the 689 units sold in January 2020. The median sales price of condos also reached a new record high for the month of January at \$584,500, which is a 1.2 percent increase from the January 2020 median sales price of \$577,500.

## Multi-Family Homes

This month, there were 185 multi-family units sold in Greater Boston, which reflects a 6.9 percent increase in sales volume from the 173 multi-family units sold in January 2020.



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**Greater Boston Association of REALTORS®**

A division of the Greater Boston Real Estate Board

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# GREATER BOSTON MARKET SUMMARY

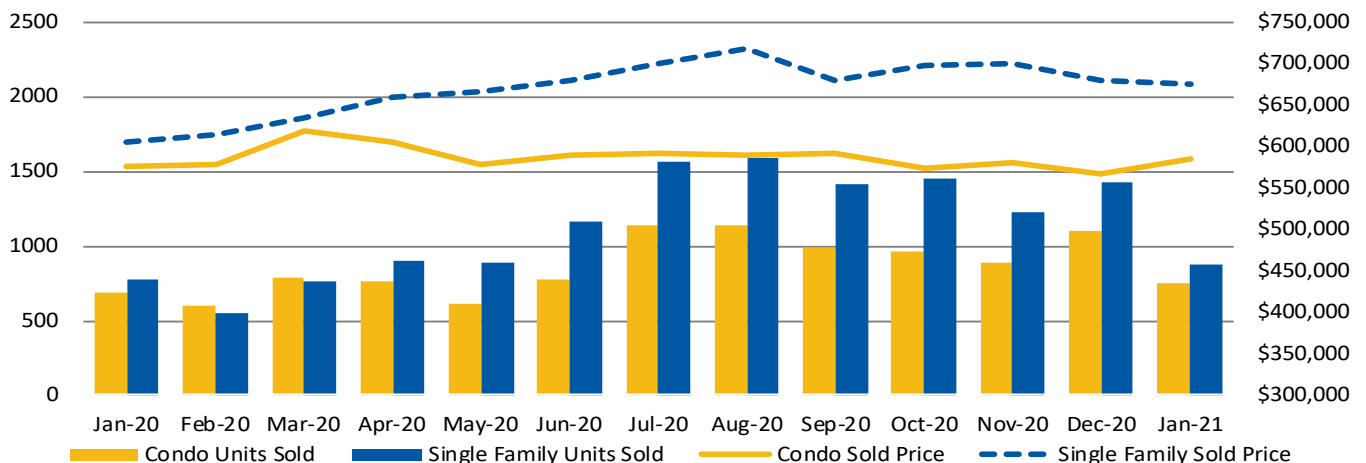
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$674,950	\$605,000	▲ 11.6%	\$680,000	▼ -0.7%	\$674,950	\$605,000	▲ 11.6%
Units Sold	876	772	▲ 13.5%	1,433	▼ -38.9%	876	772	▲ 13.5%
Active Listings	970	1,496	▼ -35.2%	926	▲ 4.8%	---	---	---
Months Supply of Inventory	1.1	1.9	▼ -42.1%	0.6	▲ 83.3%	---	---	---
New Listings	775	870	▼ -10.9%	561	▲ 38.1%	775	870	▼ -10.9%
Pending Sales	649	610	▲ 6.4%	840	▼ -22.7%	649	610	▲ 6.4%
Days to Off Market	44	65	▼ -32.3%	45	▼ -2.2%	44	65	▼ -32.3%
Sold to Original Price Ratio	99.5%	96.1%	▲ 3.5%	99.9%	▼ -0.4%	99.5%	96.1%	▲ 3.5%
Price per Square Foot	\$370	\$321	▲ 15.3%	\$361	▲ 2.5%	\$370	\$321	▲ 15.3%

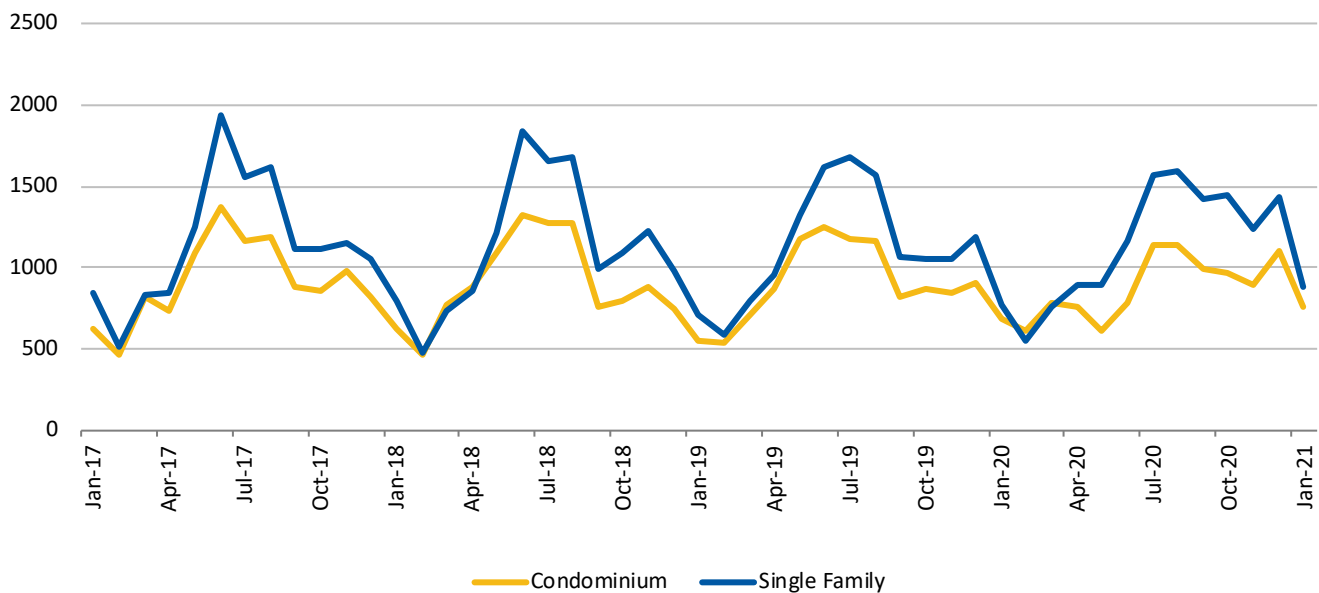
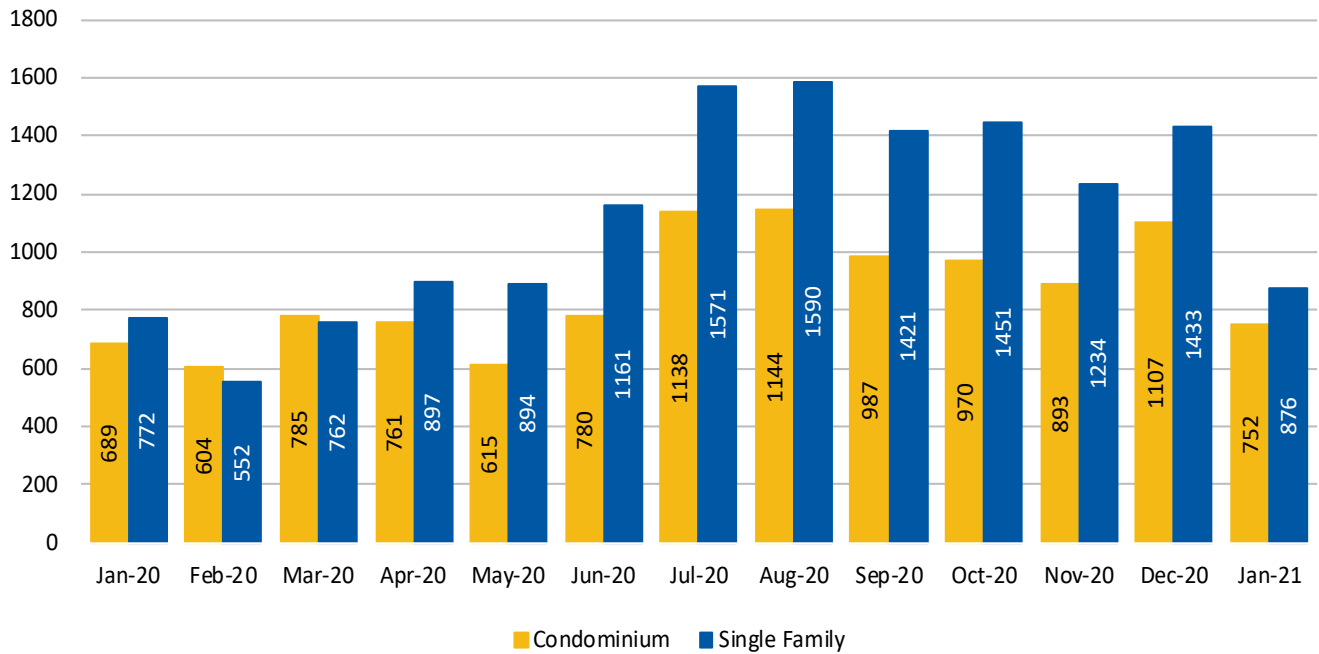
## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$584,500	\$577,500	▲ 1.2%	\$568,000	▲ 2.9%	\$584,500	\$577,500	▲ 1.2%
Units Sold	752	689	▲ 9.1%	1,107	▼ -32.1%	752	689	▲ 9.1%
Active Listings	2,088	1,677	▲ 24.5%	2,013	▲ 3.7%	---	---	---
Months Supply of Inventory	2.8	2.4	▲ 16.7%	1.8	▲ 55.6%	---	---	---
New Listings	1,154	1,002	▲ 15.2%	577	▲ 100.0%	1,154	1,002	▲ 15.2%
Pending Sales	809	619	▲ 30.7%	803	▲ 0.7%	809	619	▲ 30.7%
Days to Off Market	65	66	▼ -1.5%	59	▲ 10.2%	65	66	▼ -1.5%
Sold to Original Price Ratio	96.8%	97.0%	▼ -0.2%	97.3%	▼ -0.5%	96.8%	97.0%	▼ -0.2%
Price per Square Foot	\$578	\$571	▲ 1.2%	\$544	▲ 6.3%	\$578	\$571	▲ 1.2%



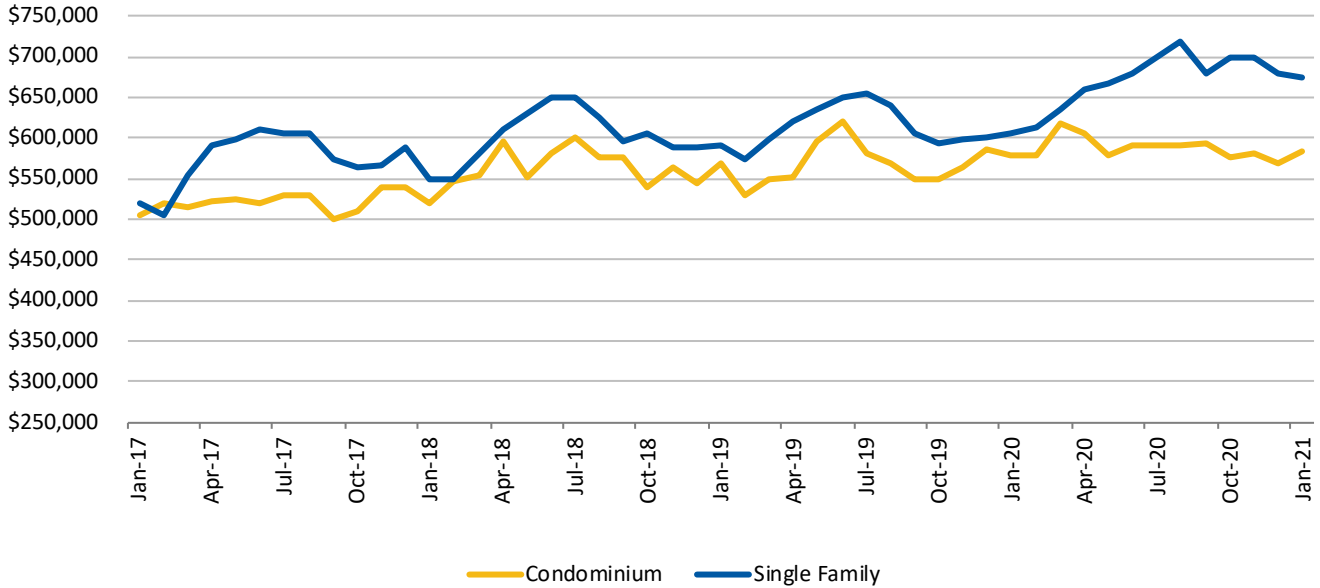
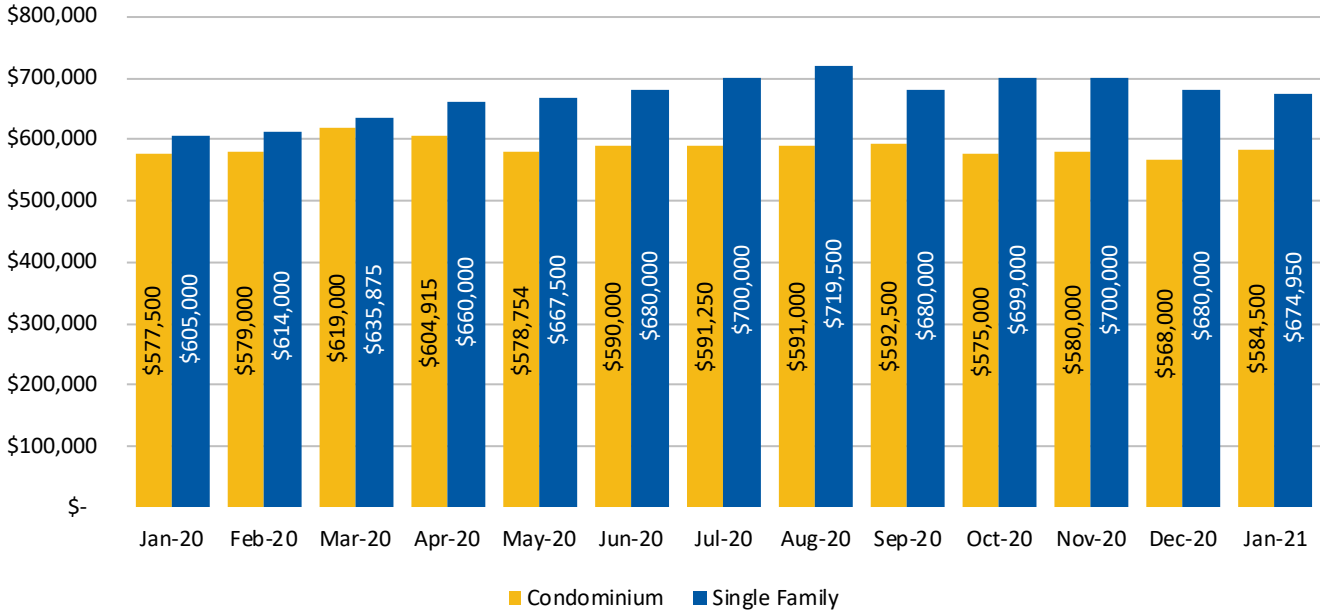
# UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
<b>SINGLE FAMILY HOMES</b>	<b>876</b>	772	▲ 13.5%	1,433	▼ -38.9%	<b>876</b>	772	▲ 13.5%
<b>CONDOMINIUMS</b>	<b>752</b>	689	▲ 9.1%	1,107	▼ -32.1%	<b>752</b>	689	▲ 9.1%



# MEDIAN SELLING PRICE

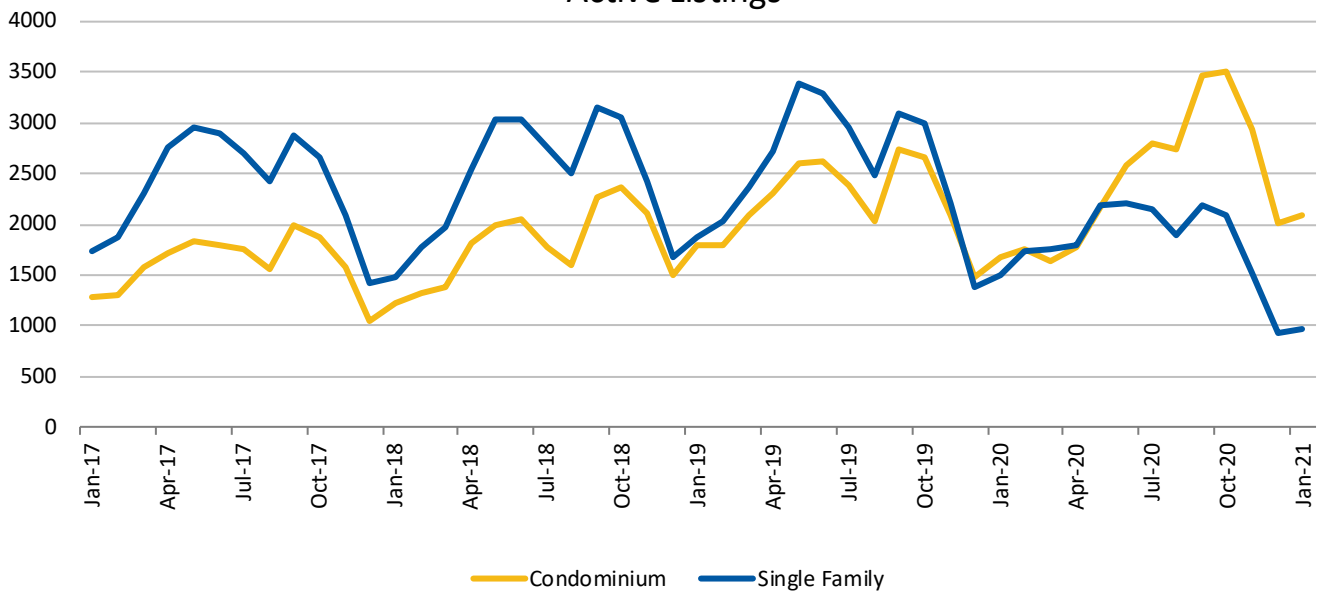
	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
<b>SINGLE FAMILY HOMES</b>	<b>\$674,950</b>	\$605,000	▲ 11.6%	\$680,000	▼ -0.7%	<b>\$674,950</b>	\$605,000	▲ 11.6%
<b>CONDOMINIUMS</b>	<b>\$584,500</b>	\$577,500	▲ 1.2%	\$568,000	▲ 2.9%	<b>\$584,500</b>	\$577,500	▲ 1.2%



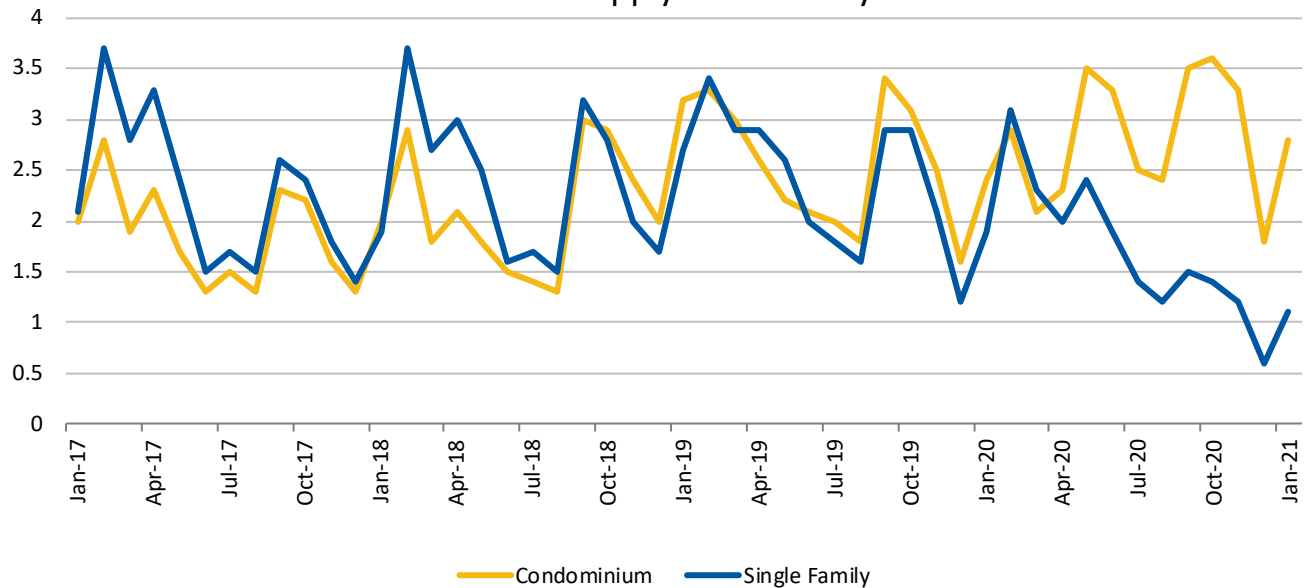
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jan 2021	Jan 2020	Change	Dec 2020	Change
SINGLE FAMILY HOMES	Active Listings	970	1,496	▼ -35.2%	926	▲ 4.8%
	Months Supply of Inventory	1.1	1.9	▼ -42.1%	0.6	▲ 83.3%
CONDOMINIUMS	Active Listings	2,088	1,677	▲ 24.5%	2,013	▲ 3.7%
	Months Supply of Inventory	2.8	2.4	▲ 16.7%	1.8	▲ 55.6%

Active Listings

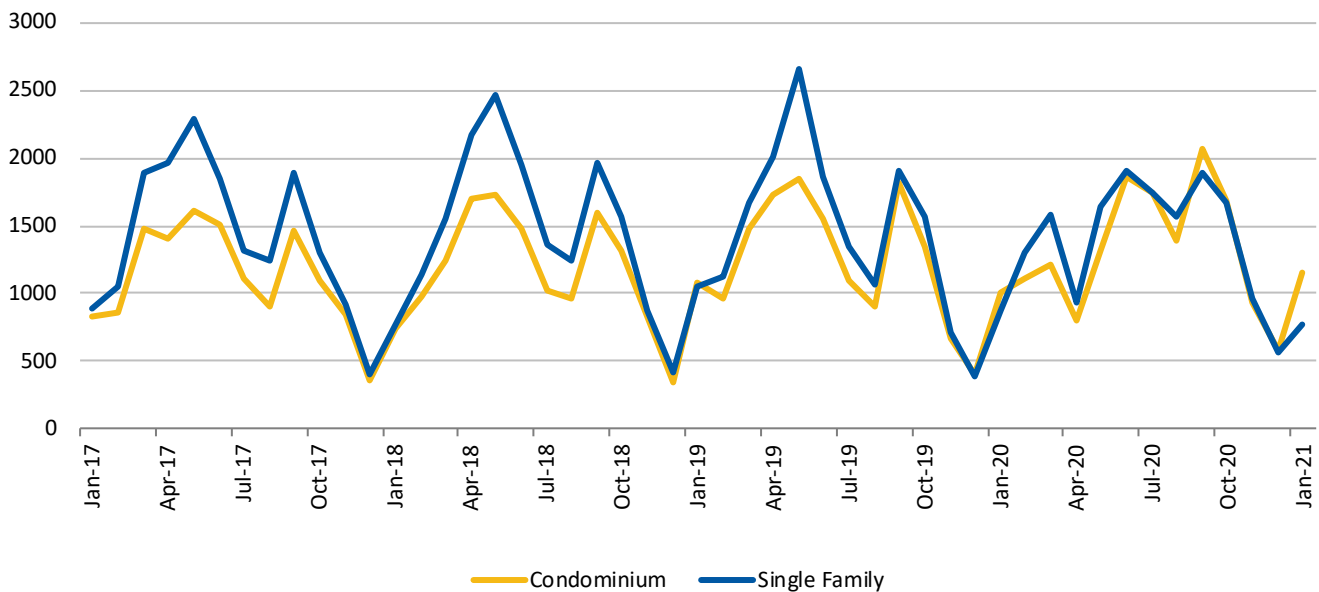
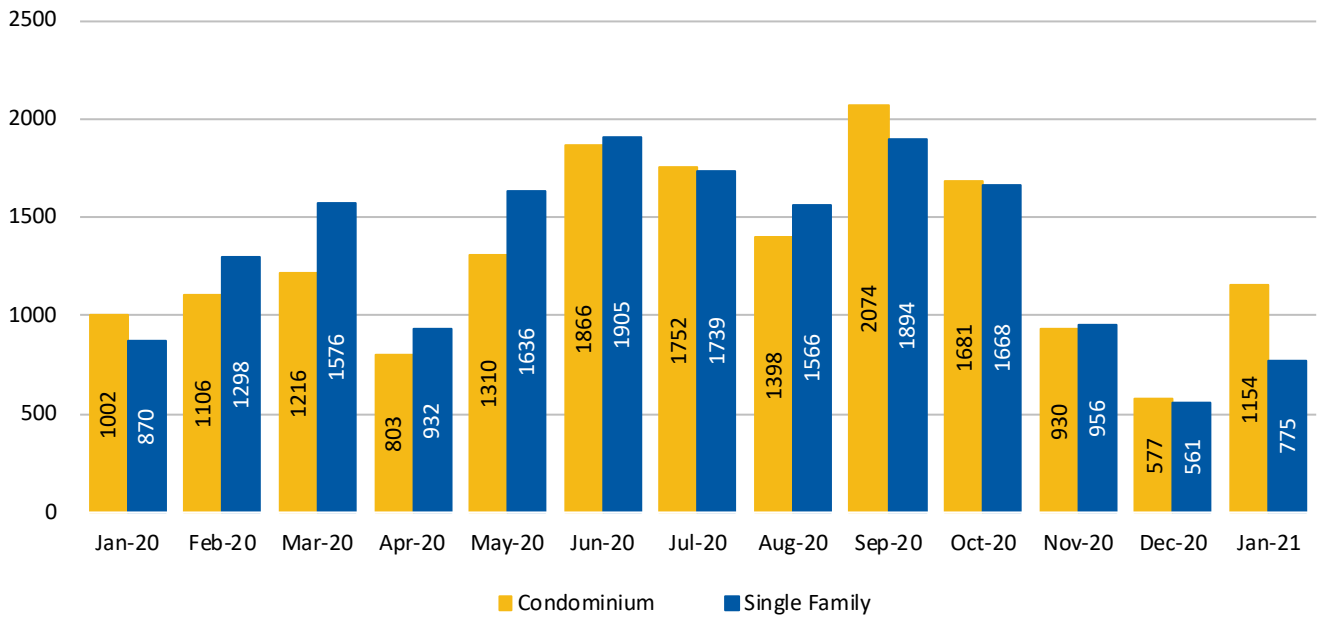


Months Supply of Inventory



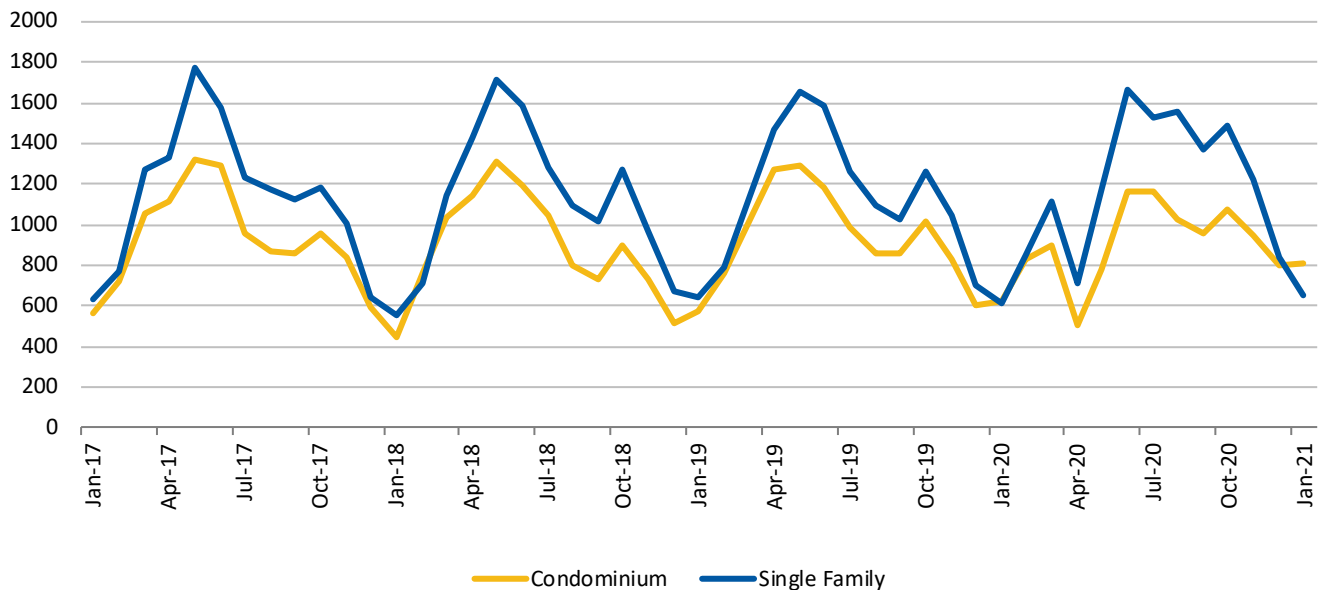
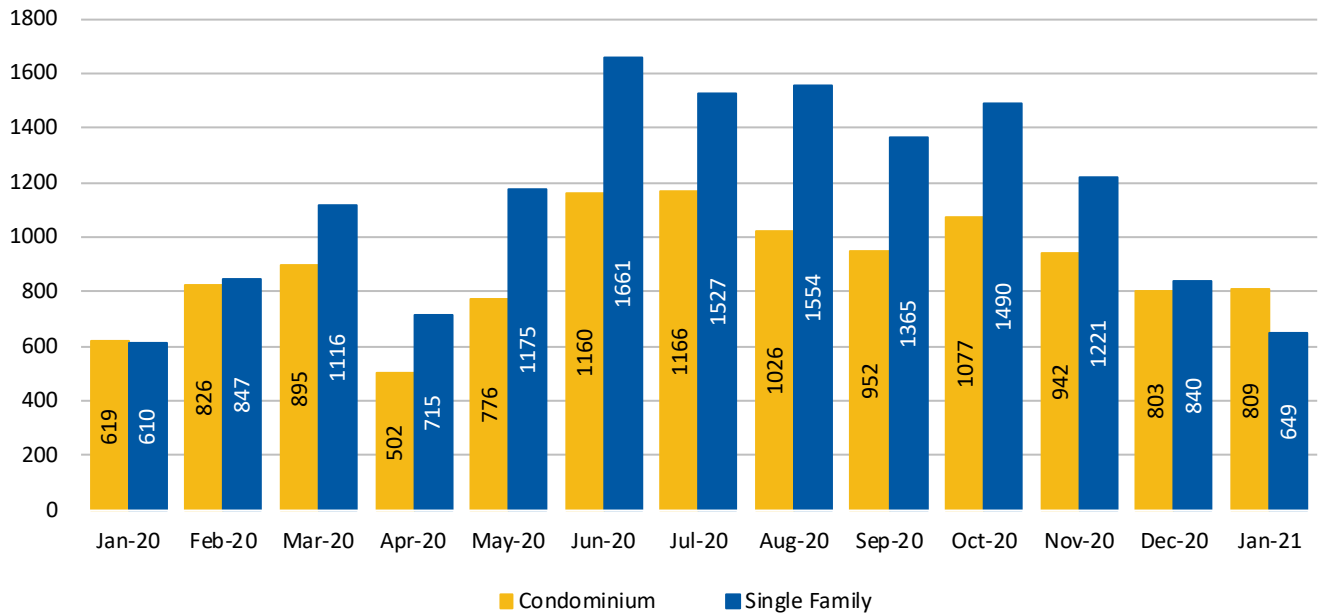
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
<b>SINGLE FAMILY HOMES</b>	775	870	▼ -10.9%	561	▲ 38.1%	775	870	▼ -10.9%
<b>CONDOMINIUMS</b>	1,154	1,002	▲ 15.2%	577	▲ 100.0%	1,154	1,002	▲ 15.2%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
<b>SINGLE FAMILY HOMES</b>	<b>649</b>	610	▲ 6.4%	840	▼ -22.7%	<b>649</b>	610	▲ 6.4%
<b>CONDOMINIUMS</b>	<b>809</b>	619	▲ 30.7%	803	▲ 0.7%	<b>809</b>	619	▲ 30.7%



# CENTRAL MIDDLESEX REGION

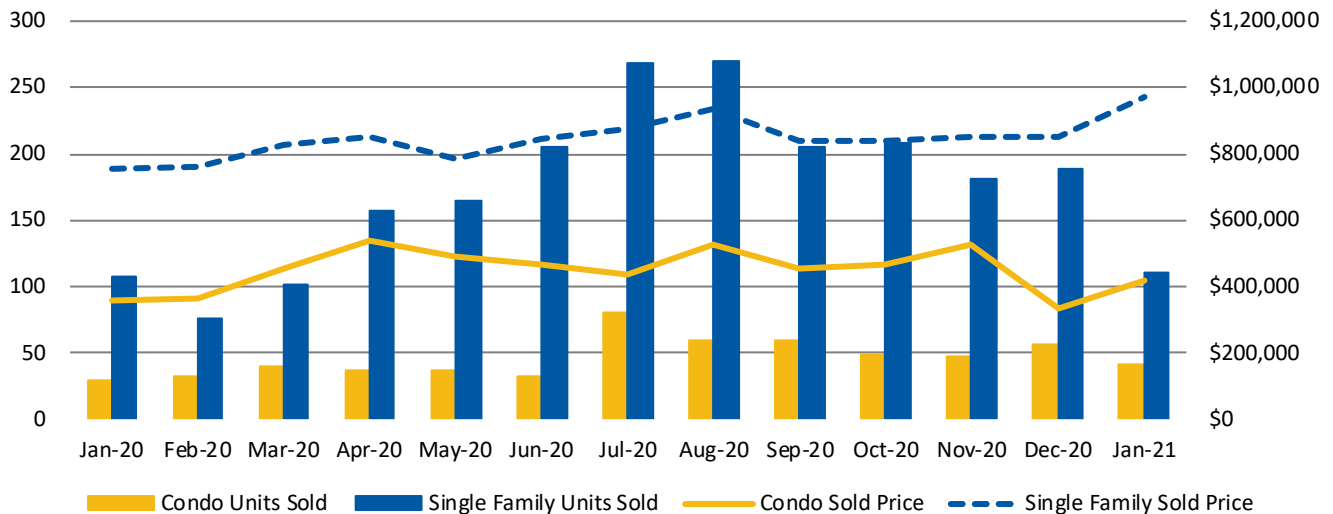
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$970,000	\$755,000	▲ 28.5%	\$851,000	▲ 14.0%	\$970,000	\$755,000	▲ 28.5%
Units Sold	110	107	▲ 2.8%	189	▼ -41.8%	110	107	▲ 2.8%
Active Listings	171	301	▼ -43.2%	153	▲ 11.8%	---	---	---
Months Supply of Inventory	1.6	2.8	▼ -42.9%	0.8	▲ 100.0%	---	---	---
New Listings	118	134	▼ -11.9%	82	▲ 43.9%	118	134	▼ -11.9%
Pending Sales	91	76	▲ 19.7%	121	▼ -24.8%	91	76	▲ 19.7%
Days to Off Market	53	97	▼ -45.4%	52	▲ 1.9%	53	97	▼ -45.4%
Sold to Original Price Ratio	99.9%	93.9%	▲ 6.4%	99.4%	▲ 0.5%	99.9%	93.9%	▲ 6.4%
Price per Square Foot	\$350	\$319	▲ 9.7%	\$347	▲ 0.9%	\$350	\$319	▲ 9.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$418,000	\$358,000	▲ 16.8%	\$335,000	▲ 24.8%	\$418,000	\$358,000	▲ 16.8%
Units Sold	41	29	▲ 41.4%	57	▼ -28.1%	41	29	▲ 41.4%
Active Listings	54	96	▼ -43.8%	42	▲ 28.6%	---	---	---
Months Supply of Inventory	1.3	3.3	▼ -60.6%	0.7	▲ 85.7%	---	---	---
New Listings	43	57	▼ -24.6%	26	▲ 65.4%	43	57	▼ -24.6%
Pending Sales	29	39	▼ -25.6%	42	▼ -31.0%	29	39	▼ -25.6%
Days to Off Market	62	86	▼ -27.9%	41	▲ 51.2%	62	86	▼ -27.9%
Sold to Original Price Ratio	98.7%	97.4%	▲ 1.3%	98.7%	▲ 0.0%	98.7%	97.4%	▲ 1.3%
Price per Square Foot	\$291	\$246	▲ 18.3%	\$294	▼ -1.0%	\$291	\$246	▲ 18.3%





# EASTERN MIDDLESEX REGION

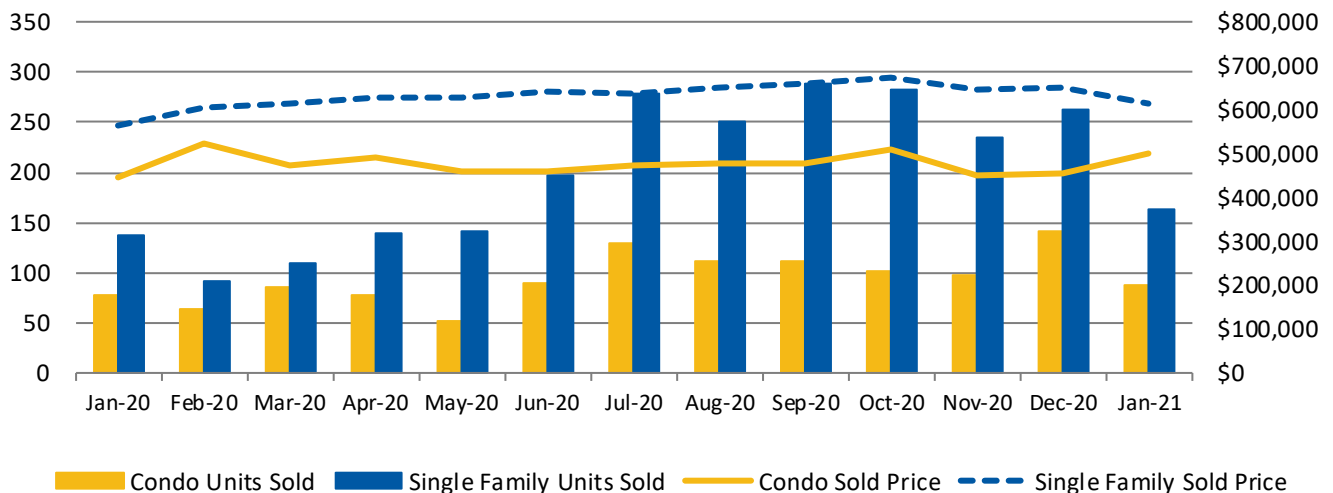
Burlington, Malden, Medford, Melrose, North Reading, Reading,  
Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$615,000	\$562,500	▲ 9.3%	\$650,000	▼ -5.4%	\$615,000	\$562,500	▲ 9.3%
Units Sold	163	138	▲ 18.1%	263	▼ -38.0%	163	138	▲ 18.1%
Active Listings	122	175	▼ -30.3%	104	▲ 17.3%	---	---	---
Months Supply of Inventory	0.7	1.3	▼ -46.2%	0.4	▲ 75.0%	---	---	---
New Listings	136	124	▲ 9.7%	102	▲ 33.3%	136	124	▲ 9.7%
Pending Sales	114	93	▲ 22.6%	155	▼ -26.5%	114	93	▲ 22.6%
Days to Off Market	40	61	▼ -34.4%	37	▲ 8.1%	40	61	▼ -34.4%
Sold to Original Price Ratio	100.3%	97.0%	▲ 3.4%	101.1%	▼ -0.8%	100.3%	97.0%	▲ 3.4%
Price per Square Foot	\$367	\$320	▲ 14.7%	\$362	▲ 1.4%	\$367	\$320	▲ 14.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$499,900	\$444,000	▲ 12.6%	\$456,375	▲ 9.5%	\$499,900	\$444,000	▲ 12.6%
Units Sold	87	77	▲ 13.0%	142	▼ -38.7%	87	77	▲ 13.0%
Active Listings	145	132	▲ 9.8%	139	▲ 4.3%	---	---	---
Months Supply of Inventory	1.7	1.7	▬ 0.0%	1.0	▲ 70.0%	---	---	---
New Listings	105	97	▲ 8.2%	69	▲ 52.2%	105	97	▲ 8.2%
Pending Sales	87	75	▲ 16.0%	93	▼ -6.5%	87	75	▲ 16.0%
Days to Off Market	43	62	▼ -30.6%	41	▲ 4.9%	43	62	▼ -30.6%
Sold to Original Price Ratio	97.9%	96.9%	▲ 1.0%	98.9%	▼ -1.0%	97.9%	96.9%	▲ 1.0%
Price per Square Foot	\$411	\$369	▲ 11.4%	\$389	▲ 5.7%	\$411	\$369	▲ 11.4%



# METRO BOSTON REGION

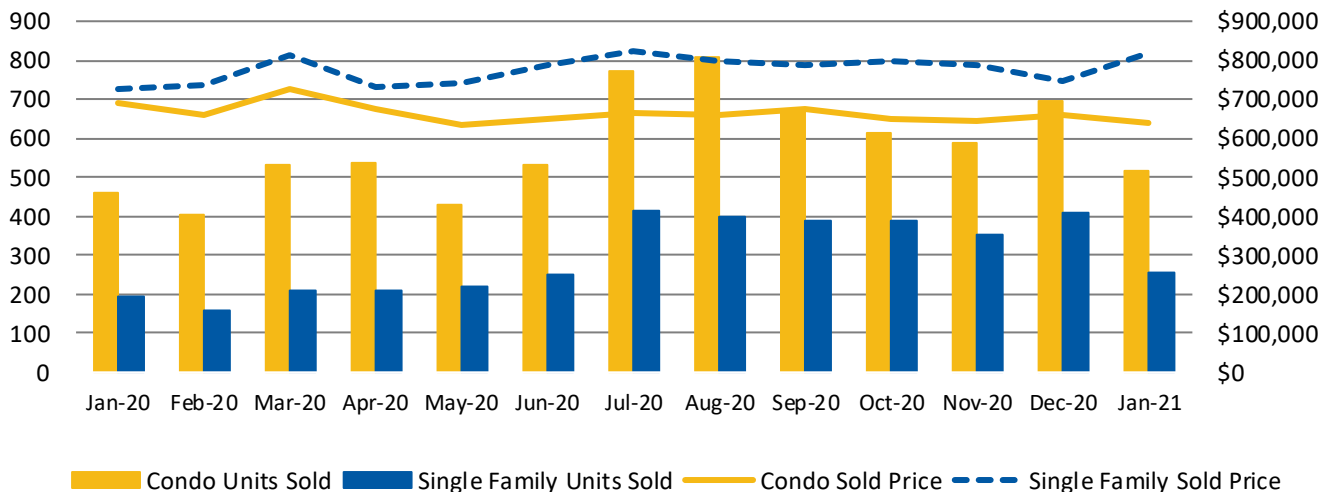
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$817,500	\$725,000	▲ 12.8%	\$749,900	▲ 9.0%	\$817,500	\$725,000	▲ 12.8%
Units Sold	254	194	▲ 30.9%	411	▼ -38.2%	254	194	▲ 30.9%
Active Listings	324	385	▼ -15.8%	337	▼ -3.9%	---	---	---
Months Supply of Inventory	1.3	2.0	▼ -35.0%	0.8	▲ 62.5%	---	---	---
New Listings	214	249	▼ -14.1%	149	▲ 43.6%	214	249	▼ -14.1%
Pending Sales	178	157	▲ 13.4%	225	▼ -20.9%	178	157	▲ 13.4%
Days to Off Market	46	55	▼ -16.4%	49	▼ -6.1%	46	55	▼ -16.4%
Sold to Original Price Ratio	97.8%	96.5%	▲ 1.3%	98.8%	▼ -1.0%	97.8%	96.5%	▲ 1.3%
Price per Square Foot	\$465	\$402	▲ 15.7%	\$444	▲ 4.7%	\$465	\$402	▲ 15.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$642,500	\$690,000	▼ -6.9%	\$660,000	▼ -2.7%	\$642,500	\$690,000	▼ -6.9%
Units Sold	519	463	▲ 12.1%	699	▼ -25.8%	519	463	▲ 12.1%
Active Listings	1,677	1,198	▲ 40.0%	1,648	▲ 1.8%	---	---	---
Months Supply of Inventory	3.2	2.6	▲ 23.1%	2.4	▲ 33.3%	---	---	---
New Listings	848	715	▲ 18.6%	395	▲ 114.7%	848	715	▲ 18.6%
Pending Sales	572	380	▲ 50.5%	556	▲ 2.9%	572	380	▲ 50.5%
Days to Off Market	73	61	▲ 19.7%	64	▲ 14.1%	73	61	▲ 19.7%
Sold to Original Price Ratio	96.0%	96.5%	▼ -0.5%	96.1%	▼ -0.1%	96.0%	96.5%	▼ -0.5%
Price per Square Foot	\$684	\$701	▼ -2.4%	\$671	▲ 1.9%	\$684	\$701	▼ -2.4%



# METRO WEST REGION

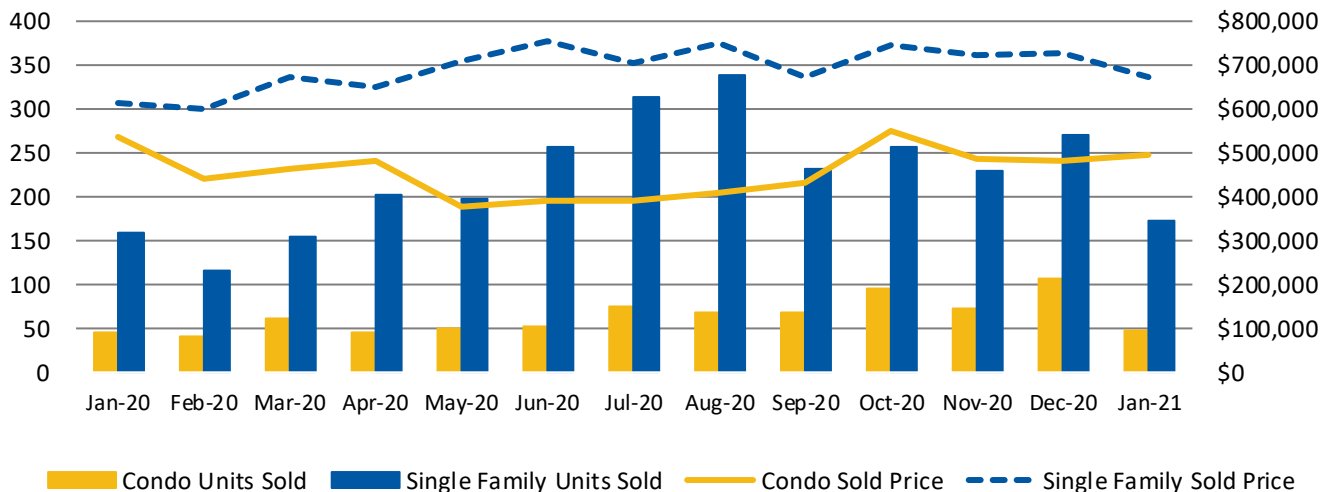
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$675,000	\$615,000	▲ 9.8%	\$729,000	▼ -7.4%	\$675,000	\$615,000	▲ 9.8%
Units Sold	172	159	▲ 8.2%	271	▼ -36.5%	172	159	▲ 8.2%
Active Listings	160	340	▼ -52.9%	164	▼ -2.4%	---	---	---
Months Supply of Inventory	0.9	2.1	▼ -57.1%	0.6	▲ 50.0%	---	---	---
New Listings	144	191	▼ -24.6%	97	▲ 48.5%	144	191	▼ -24.6%
Pending Sales	130	135	▼ -3.7%	154	▼ -15.6%	130	135	▼ -3.7%
Days to Off Market	44	63	▼ -30.2%	50	▼ -12.0%	44	63	▼ -30.2%
Sold to Original Price Ratio	100.0%	96.1%	▲ 4.1%	100.1%	▼ -0.1%	100.0%	96.1%	▲ 4.1%
Price per Square Foot	\$334	\$299	▲ 11.7%	\$337	▼ -0.9%	\$334	\$299	▲ 11.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$495,000	\$535,000	▼ -7.5%	\$481,501	▲ 2.8%	\$495,000	\$535,000	▼ -7.5%
Units Sold	47	45	▲ 4.4%	106	▼ -55.7%	47	45	▲ 4.4%
Active Listings	109	142	▼ -23.2%	97	▲ 12.4%	---	---	---
Months Supply of Inventory	2.3	3.2	▼ -28.1%	0.9	▲ 155.6%	---	---	---
New Listings	64	77	▼ -16.9%	44	▲ 45.5%	64	77	▼ -16.9%
Pending Sales	48	62	▼ -22.6%	52	▼ -7.7%	48	62	▼ -22.6%
Days to Off Market	44	73	▼ -39.7%	50	▼ -12.0%	44	73	▼ -39.7%
Sold to Original Price Ratio	99.0%	97.1%	▲ 2.0%	99.5%	▼ -0.5%	99.0%	97.1%	▲ 2.0%
Price per Square Foot	\$330	\$285	▲ 15.8%	\$314	▲ 5.1%	\$330	\$285	▲ 15.8%



# SOUTHERN NORFOLK REGION

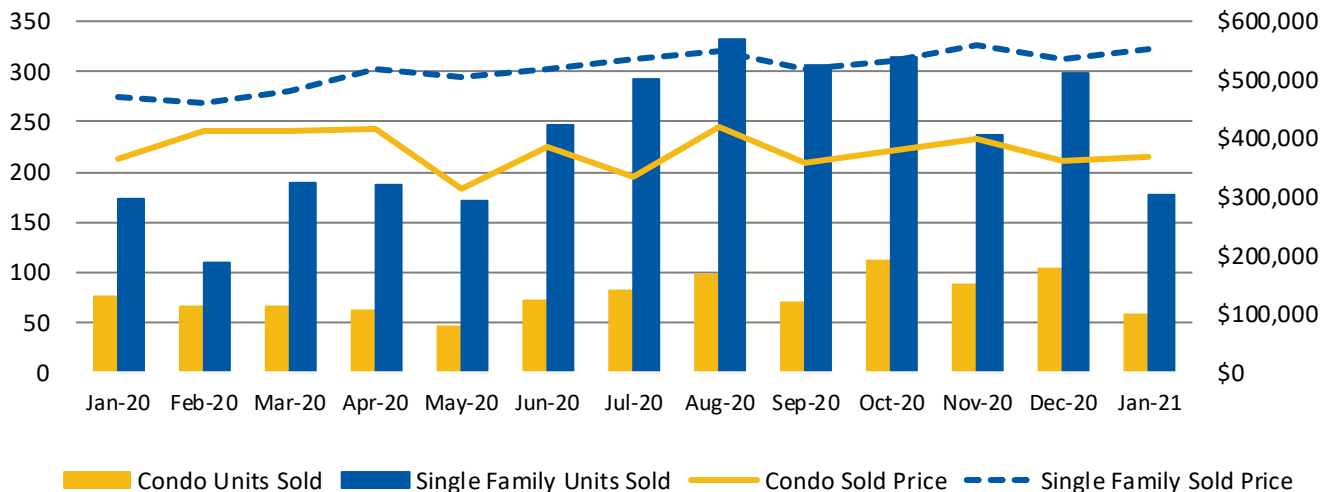
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$552,000	\$471,500	▲ 17.1%	\$537,000	▲ 2.8%	\$552,000	\$471,500	▲ 17.1%
Units Sold	177	174	▲ 1.7%	299	▼ -40.8%	177	174	▲ 1.7%
Active Listings	193	295	▼ -34.6%	168	▲ 14.9%	---	---	---
Months Supply of Inventory	1.1	1.7	▼ -35.3%	0.6	▲ 83.3%	---	---	---
New Listings	163	172	▼ -5.2%	131	▲ 24.4%	163	172	▼ -5.2%
Pending Sales	136	149	▼ -8.7%	185	▼ -26.5%	136	149	▼ -8.7%
Days to Off Market	38	64	▼ -40.6%	37	▲ 2.7%	38	64	▼ -40.6%
Sold to Original Price Ratio	100.6%	96.2%	▲ 4.6%	100.5%	▲ 0.1%	100.6%	96.2%	▲ 4.6%
Price per Square Foot	\$282	\$252	▲ 11.9%	\$279	▲ 1.1%	\$282	\$252	▲ 11.9%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$370,000	\$365,000	▲ 1.4%	\$363,000	▲ 1.9%	\$370,000	\$365,000	▲ 1.4%
Units Sold	58	75	▼ -22.7%	103	▼ -43.7%	58	75	▼ -22.7%
Active Listings	103	109	▼ -5.5%	87	▲ 18.4%	---	---	---
Months Supply of Inventory	1.8	1.5	▲ 20.0%	0.8	▲ 125.0%	---	---	---
New Listings	94	56	▲ 67.9%	43	▲ 118.6%	94	56	▲ 67.9%
Pending Sales	73	63	▲ 15.9%	60	▲ 21.7%	73	63	▲ 15.9%
Days to Off Market	38	76	▼ -50.0%	56	▼ -32.1%	38	76	▼ -50.0%
Sold to Original Price Ratio	98.9%	99.7%	▼ -0.8%	99.6%	▼ -0.7%	98.9%	99.7%	▼ -0.8%
Price per Square Foot	\$282	\$273	▲ 3.3%	\$270	▲ 4.4%	\$282	\$273	▲ 3.3%



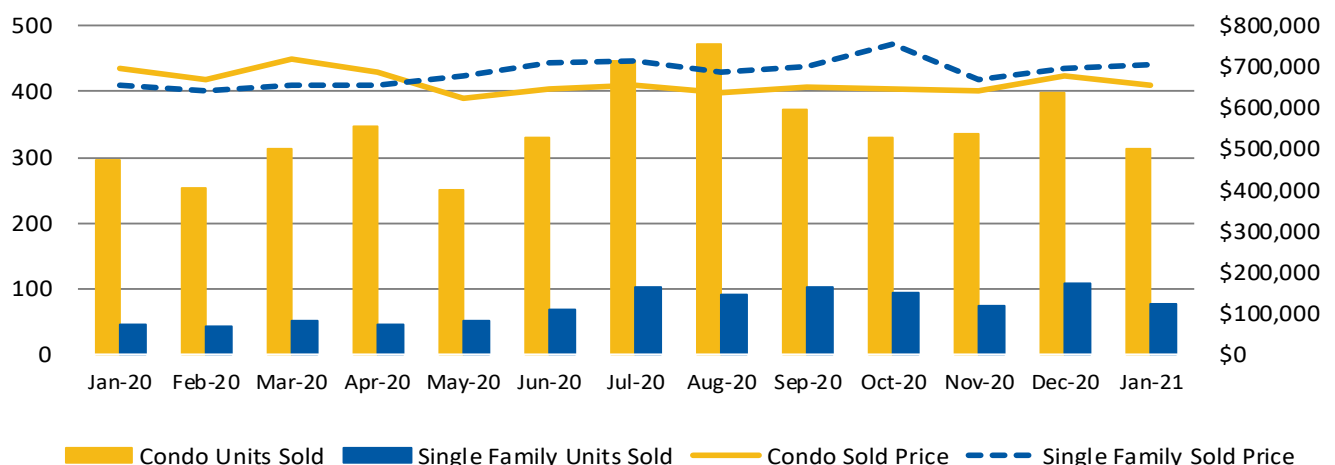
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$705,000	\$655,000	▲ 7.6%	\$695,500	▲ 1.4%	\$705,000	\$655,000	▲ 7.6%
Units Sold	77	46	▲ 67.4%	107	▼ -28.0%	77	46	▲ 67.4%
Active Listings	115	105	▲ 9.5%	136	▼ -15.4%	---	---	---
Months Supply of Inventory	1.5	2.3	▼ -34.8%	1.3	▲ 15.4%	---	---	---
New Listings	51	63	▼ -19.0%	55	▼ -7.3%	51	63	▼ -19.0%
Pending Sales	51	40	▲ 27.5%	68	▼ -25.0%	51	40	▲ 27.5%
Days to Off Market	50	61	▼ -18.0%	55	▼ -9.1%	50	61	▼ -18.0%
Sold to Original Price Ratio	97.6%	96.2%	▲ 1.5%	97.5%	▲ 0.1%	97.6%	96.2%	▲ 1.5%
Price per Square Foot	\$517	\$413	▲ 25.2%	\$439	▲ 17.8%	\$517	\$413	▲ 25.2%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$655,000	\$695,000	▼ -5.8%	\$677,631	▼ -3.3%	\$655,000	\$695,000	▼ -5.8%
Units Sold	312	296	▲ 5.4%	398	▼ -21.6%	312	296	▲ 5.4%
Active Listings	1,163	835	▲ 39.3%	1,156	▲ 0.6%	---	---	---
Months Supply of Inventory	3.7	2.8	▲ 32.1%	2.9	▲ 27.6%	---	---	---
New Listings	537	448	▲ 19.9%	259	▲ 107.3%	537	448	▲ 19.9%
Pending Sales	349	236	▲ 47.9%	322	▲ 8.4%	349	236	▲ 47.9%
Days to Off Market	75	65	▲ 15.4%	69	▲ 8.7%	75	65	▲ 15.4%
Sold to Original Price Ratio	95.3%	96.3%	▼ -1.0%	95.6%	▼ -0.3%	95.3%	96.3%	▼ -1.0%
Price per Square Foot	\$773	\$812	▼ -4.8%	\$754	▲ 2.5%	\$773	\$812	▼ -4.8%



# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

## 2 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$750,000	\$703,000	▲ 6.7%	\$811,250	▼ -7.6%	\$750,000	\$703,000	▲ 6.7%
Units Sold	123	113	▲ 8.8%	160	▼ -23.1%	123	113	▲ 8.8%
Active Listings	179	131	▲ 36.6%	168	▲ 6.5%	---	---	---
Months Supply of Inventory	1.5	1.2	▲ 25.0%	1.1	▲ 36.4%	---	---	---
New Listings	124	90	▲ 37.8%	74	▲ 67.6%	124	90	▲ 37.8%
Pending Sales	89	57	▲ 56.1%	123	▼ -27.6%	89	57	▲ 56.1%
Days to Off Market	41	40	▲ 2.5%	48	▼ -14.6%	41	40	▲ 2.5%
Sold to Original Price Ratio	96.9%	96.7%	▲ 0.2%	98.7%	▼ -1.8%	96.9%	96.7%	▲ 0.2%
Price per Square Foot	\$323	\$301	▲ 7.3%	\$347	▼ -6.9%	\$323	\$301	▲ 7.3%

## 3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$1,056,000	\$932,450	▲ 13.3%	\$1,052,500	▲ 0.3%	\$1,056,000	\$932,450	▲ 13.3%
Units Sold	42	46	▼ -8.7%	42	▬ 0.0%	42	46	▼ -8.7%
Active Listings	86	56	▲ 53.6%	102	▼ -15.7%	---	---	---
Months Supply of Inventory	2.0	1.2	▲ 66.7%	2.4	▼ -16.7%	---	---	---
New Listings	37	40	▼ -7.5%	34	▲ 8.8%	37	40	▼ -7.5%
Pending Sales	34	25	▲ 36.0%	43	▼ -20.9%	34	25	▲ 36.0%
Days to Off Market	61	46	▲ 32.6%	47	▲ 29.8%	61	46	▲ 32.6%
Sold to Original Price Ratio	92.7%	95.5%	▼ -2.9%	94.8%	▼ -2.2%	92.7%	95.5%	▼ -2.9%
Price per Square Foot	\$322	\$312	▲ 3.2%	\$318	▲ 1.3%	\$322	\$312	▲ 3.2%

## 4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$1,260,000	\$1,277,250	▼ -1.4%	\$950,000	▲ 32.6%	\$1,260,000	\$1,277,250	▼ -1.4%
Units Sold	8	7	▲ 14.3%	5	▲ 60.0%	8	7	▲ 14.3%
Active Listings	17	15	▲ 13.3%	17	▬ 0.0%	---	---	---
Months Supply of Inventory	2.1	2.1	▬ 0.0%	3.4	▼ -38.2%	---	---	---
New Listings	5	10	▼ -50.0%	10	▼ -50.0%	5	10	▼ -50.0%
Pending Sales	3	8	▼ -62.5%	4	▼ -25.0%	3	8	▼ -62.5%
Days to Off Market	59	36	▲ 63.9%	16	▲ 268.8%	59	36	▲ 63.9%
Sold to Original Price Ratio	99.0%	89.6%	▲ 10.5%	99.6%	▼ -0.6%	99.0%	89.6%	▲ 10.5%
Price per Square Foot	\$386	\$301	▲ 28.2%	\$336	▲ 14.9%	\$386	\$301	▲ 28.2%

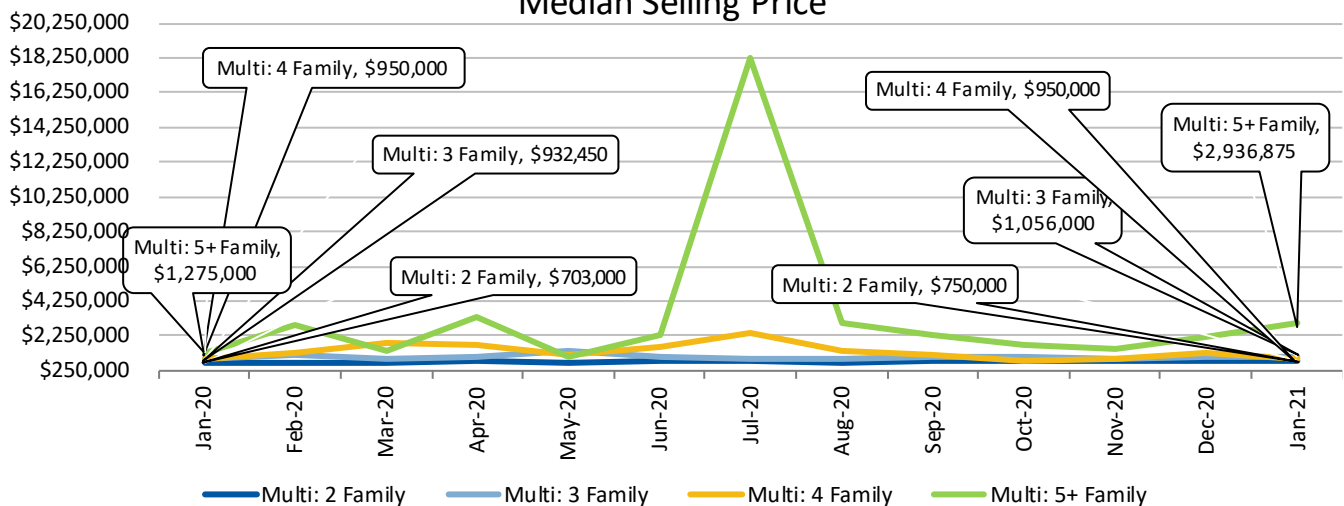
# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

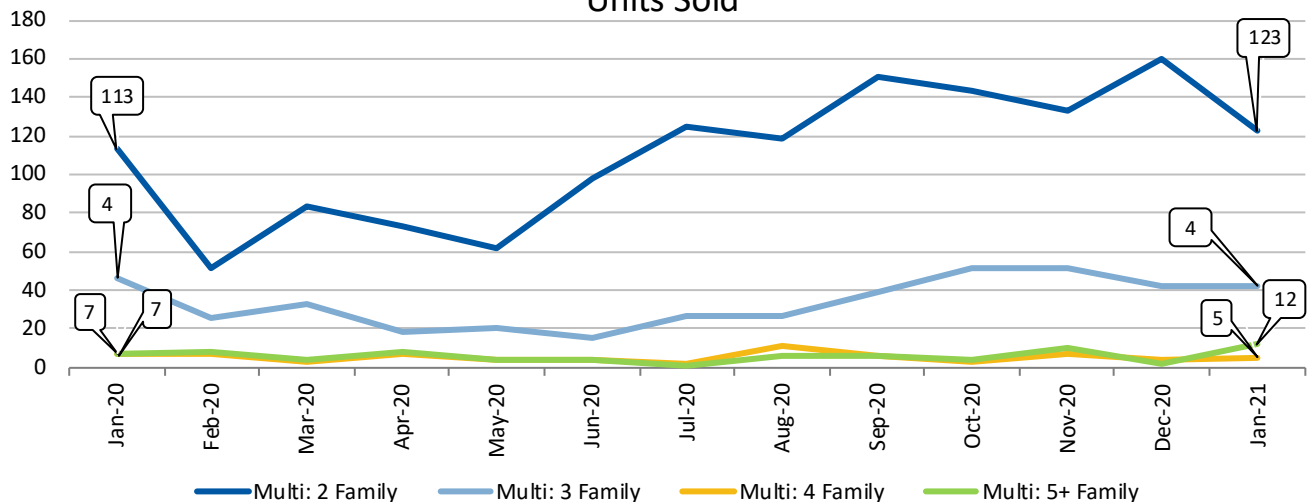
## 5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2021	Jan 2020	Change	Dec 2020	Change	2021	2020	Change
Median Selling Price	\$1,480,000	\$2,850,000	▼ -48.1%	\$2,936,875	▼ -49.6%	\$1,480,000	\$2,850,000	▼ -48.1%
Units Sold	6	8	▼ -25.0%	12	▼ -50.0%	6	8	▼ -25.0%
Active Listings	40	25	▲ 60.0%	35	▲ 14.3%	---	---	---
Months Supply of Inventory	6.7	3.1	▲ 116.1%	2.9	▲ 131.0%	---	---	---
New Listings	14	7	▲ 100.0%	10	▲ 40.0%	14	7	▲ 100.0%
Pending Sales	2	4	▼ -50.0%	4	▼ -50.0%	2	4	▼ -50.0%
Days to Off Market	26	94	▼ -72.3%	35	▼ -25.7%	26	94	▼ -72.3%
Sold to Original Price Ratio	89.3%	89.9%	▼ -0.7%	96.8%	▼ -7.7%	89.3%	89.9%	▼ -0.7%
Price per Square Foot	\$352	\$567	▼ -37.9%	\$375	▼ -6.1%	\$352	\$567	▼ -37.9%

### Median Selling Price

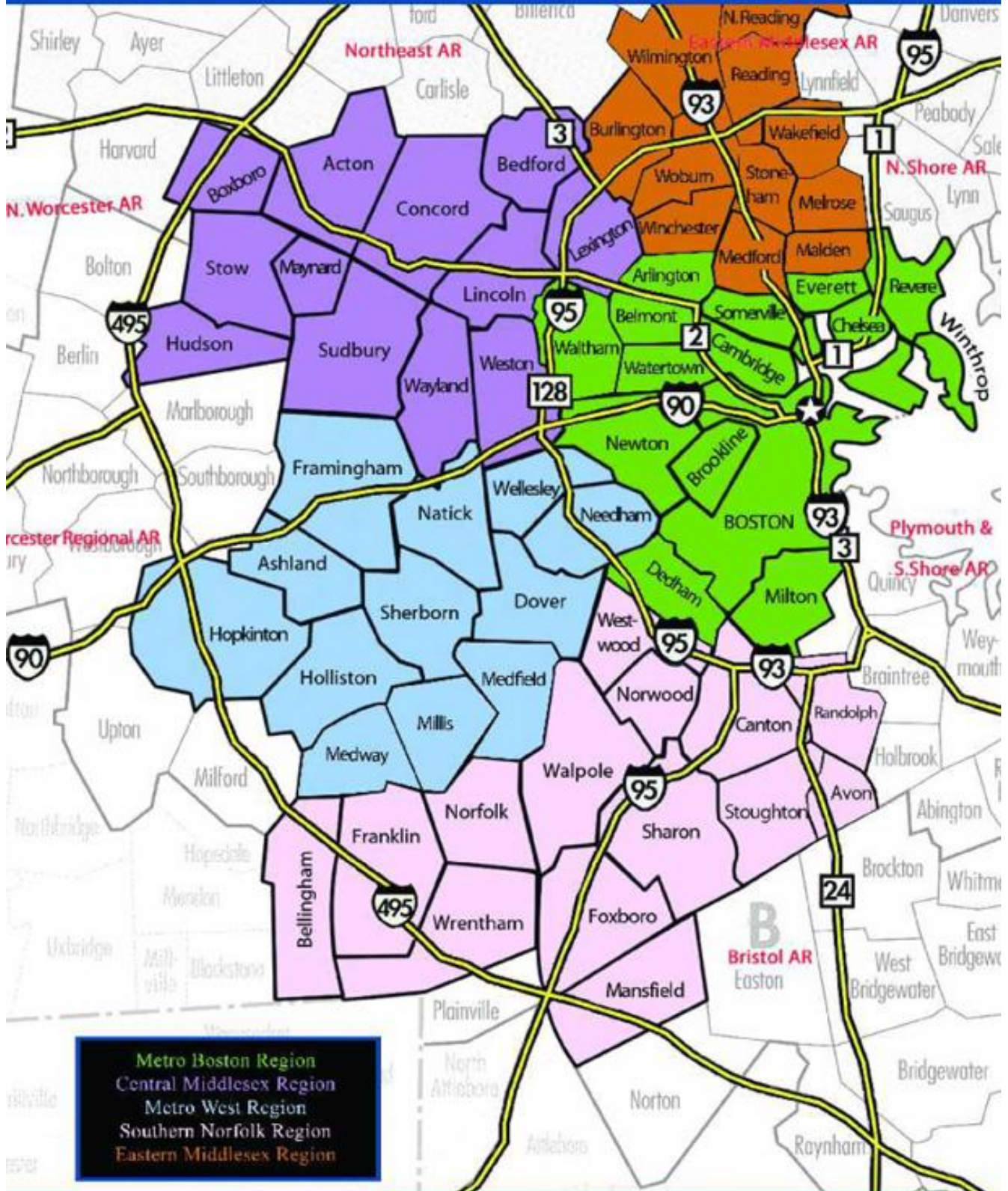


### Units Sold



# GBAR JURISDICTIONAL AREA

## Greater Boston Association of REALTORS® Regional Map





# GLOSSARY

**Days to Off Market** is the Average number of days between when a property is listed and the off market date when an offer is accepted.

**Active Listings** is the number of Active properties available for sale at the end of the month.

**Median Selling Price** is the mid-point where the price for half of the sales are higher and half are lower. Median is preferred to average as it better accounts for outliers at the high or low end of the price range.

**Months Supply of Inventory (MSI)**, also known as Absorption, is the number of months it would take to sell through the units available for sale at the current monthly sales rate. The National Association of REALTORS® describes a balanced market as between 5 and 7 months supply of inventory (MSI).

**New Listings** is the number of properties listed in a given month or time period.

**Pending Sales** is the number of properties newly under contract in a given month or time period.

**Price per Square Foot** is the average of the sold price divided by the square feet of the property.

**Sale Price to Original Price Ratio** is the average of the Sales Price divided by the Original List Price, and expressed as a percentage.

**Units Sold** is the number of properties which actually Sold within a given month or time period.

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Market trends and analysis based on data from the MLS Property Information Network, Inc. through the end of each month. Due to timing of data entry into the MLS, data shown may be different than previously reported.

*The Monthly Insights report provides monthly summaries of the overall market served by the Greater Boston Association of REALTORS®. As market conditions vary within smaller geographic areas, the Association also provides to its members an online, interactive dashboard which delivers timely, relevant data with many more metrics and filtering capabilities. Contact your Association representative for details.*