

# MONTHLY MARKET INSIGHT REPORT

June 2021



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### Detached Single-Family Home

The 1,848 homes sold in June 2021 was the sixth highest sales total for the month and was a 59.2 percent increase from the 1,161 homes sold in June 2020. Additionally, the median sales price increased 19.3 percent to a new record price for June in Greater Boston of \$811,500 up from the \$680,000 price in June 2020.

### Condominiums

With 1,596 condos sold in June, it was the most active June on record in Greater Boston, as the market experienced a 104.4 percent increase in sales volume from the 781 sold in June 2020. The median sales price of condos rose 9.1 percent from \$590,000 in June 2020 to \$643,750 this year.

### Multi-Family Homes

This month, 244 multi-family homes were sold in Greater Boston, which is a 110.3 percent increase from the 116 multi-family homes sold in June 2020. Notably, the three-family home market saw a 400 percent increase in sales volume, from 15 in June 2020 to 75 last month, alongside a 19.2 percent increase in median sales price on an annual basis, rising from \$990,000 to \$1,180,000

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**Greater Boston Association of REALTORS®**

A division of the Greater Boston Real Estate Board

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Data thru 7/10/2021

# GREATER BOSTON MARKET SUMMARY

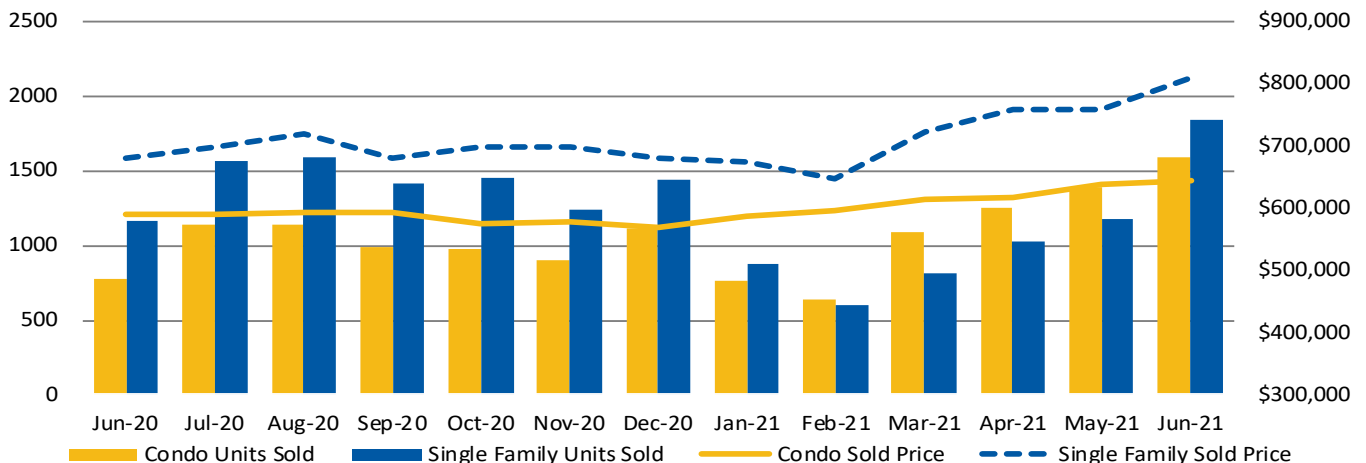
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$811,500	\$680,000	▲ 19.3%	\$759,950	▲ 6.8%	\$747,250	\$650,000	▲ 15.0%
Units Sold	1,848	1,161	▲ 59.2%	1,178	▲ 56.9%	6,350	5,038	▲ 26.0%
Active Listings	1,498	2,190	▼ -31.6%	1,271	▲ 17.9%	---	---	---
Months Supply of Inventory	0.8	1.9	▼ -57.9%	1.1	▼ -27.3%	---	---	---
New Listings	2,156	1,905	▲ 13.2%	1,725	▲ 25.0%	9,299	8,213	▲ 13.2%
Pending Sales	1,728	1,660	▲ 4.1%	1,773	▼ -2.5%	7,824	6,116	▲ 27.9%
Days to Off Market	20	34	▼ -41.2%	18	▲ 11.1%	23	39	▼ -41.0%
Sold to Original Price Ratio	106.8%	99.2%	▲ 7.7%	106.2%	▲ 0.6%	104.1%	98.5%	▲ 5.7%
Price per Square Foot	\$410	\$345	▲ 18.8%	\$406	▲ 1.0%	\$394	\$338	▲ 16.6%

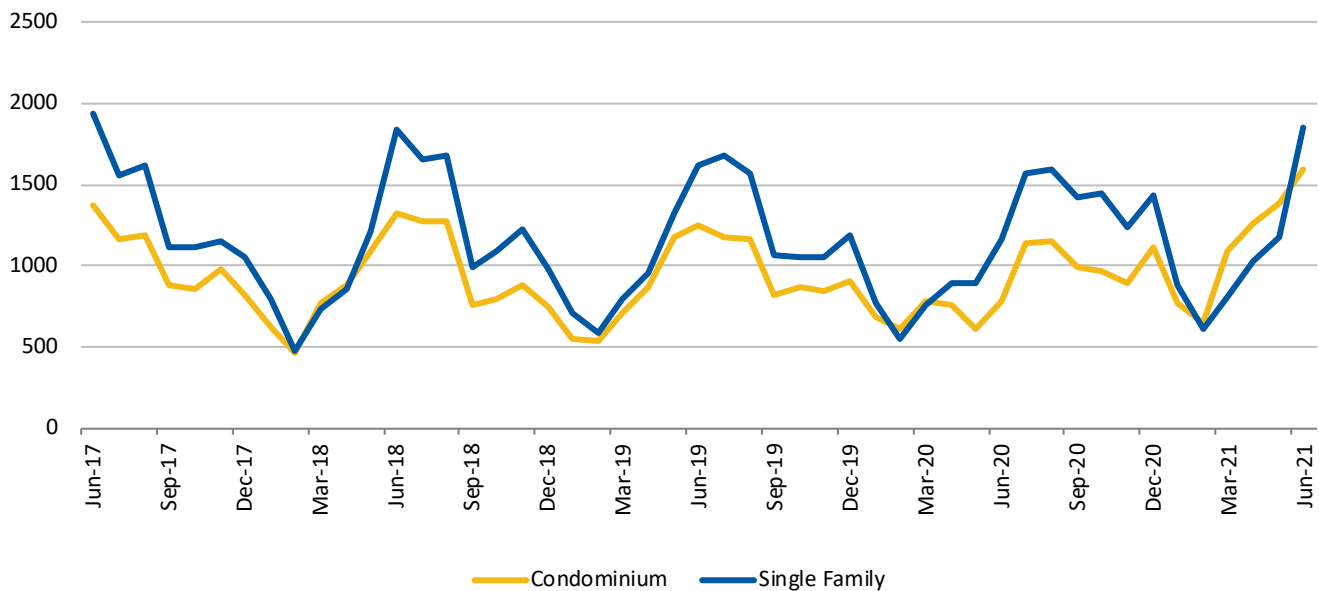
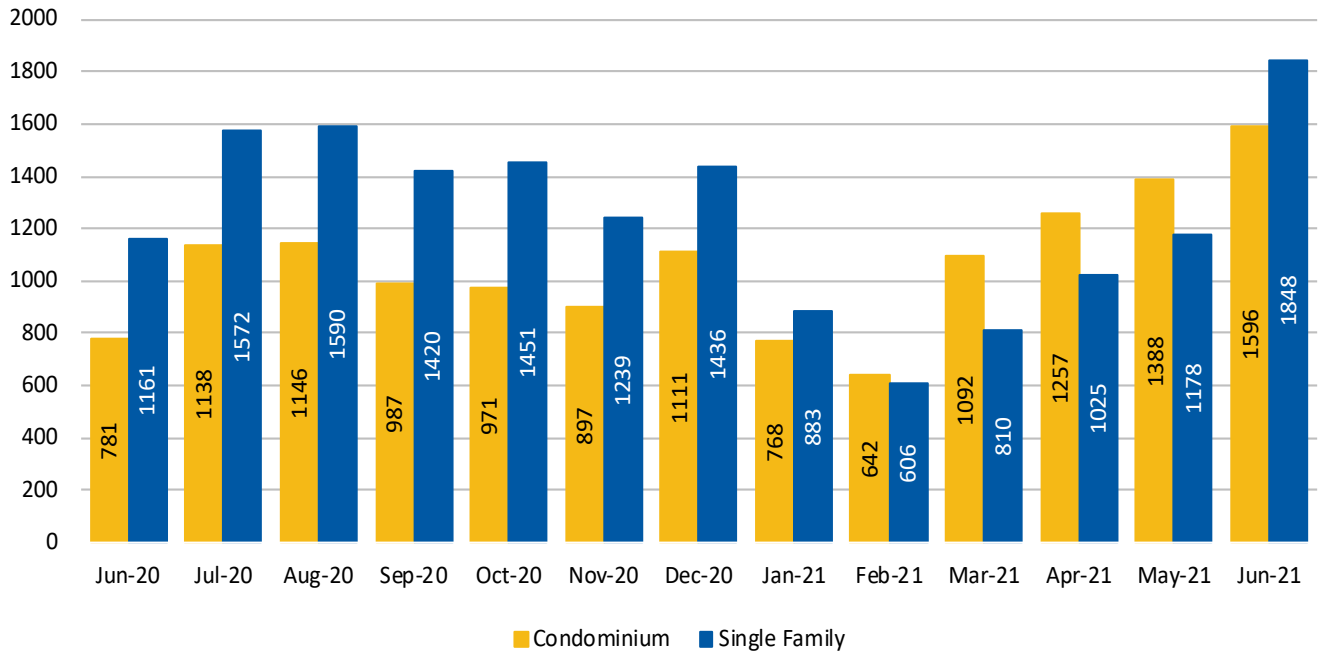
## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$643,750	\$590,000	▲ 9.1%	\$638,250	▲ 0.9%	\$620,000	\$590,083	▲ 5.1%
Units Sold	1,596	781	▲ 104.4%	1,388	▲ 15.0%	6,743	4,235	▲ 59.2%
Active Listings	2,324	2,509	▼ -7.4%	2,148	▲ 8.2%	---	---	---
Months Supply of Inventory	1.5	3.2	▼ -53.1%	1.5	■ 0.0%	---	---	---
New Listings	1,966	1,866	▲ 5.4%	1,666	▲ 18.0%	9,875	7,303	▲ 35.2%
Pending Sales	1,466	1,160	▲ 26.4%	1,519	▼ -3.5%	7,872	4,772	▲ 65.0%
Days to Off Market	31	38	▼ -18.4%	30	▲ 3.3%	39	44	▼ -11.4%
Sold to Original Price Ratio	101.7%	99.1%	▲ 2.6%	101.0%	▲ 0.7%	99.7%	98.7%	▲ 1.0%
Price per Square Foot	\$627	\$566	▲ 10.8%	\$659	▼ -4.9%	\$617	\$568	▲ 8.6%



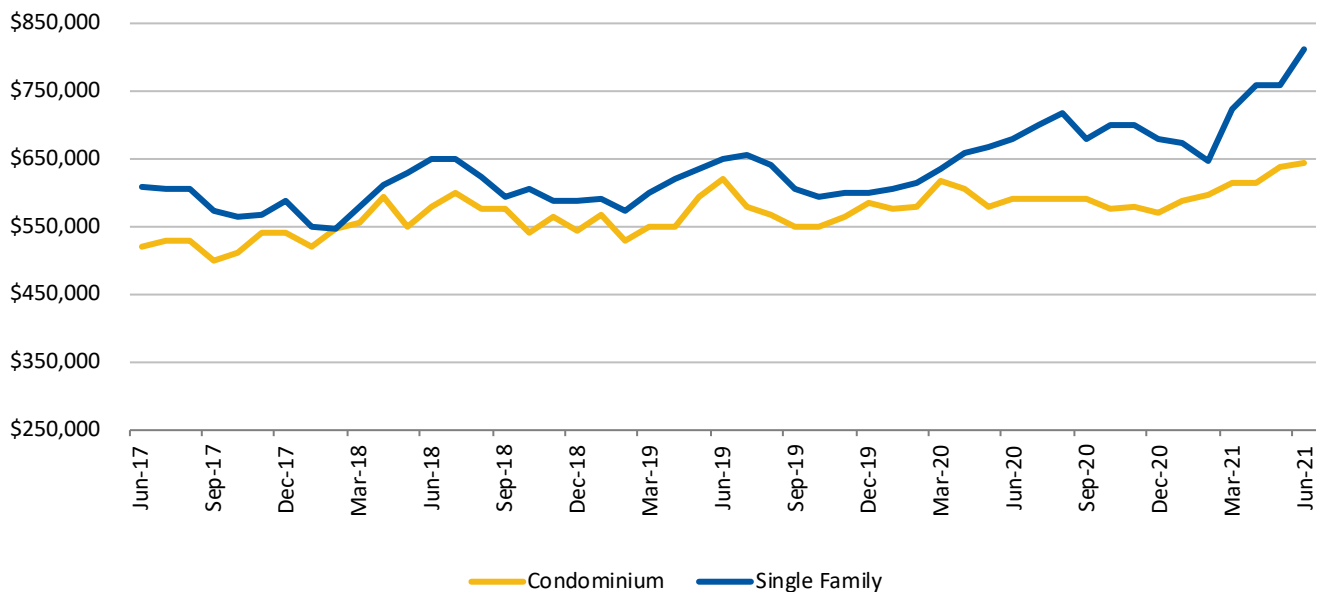
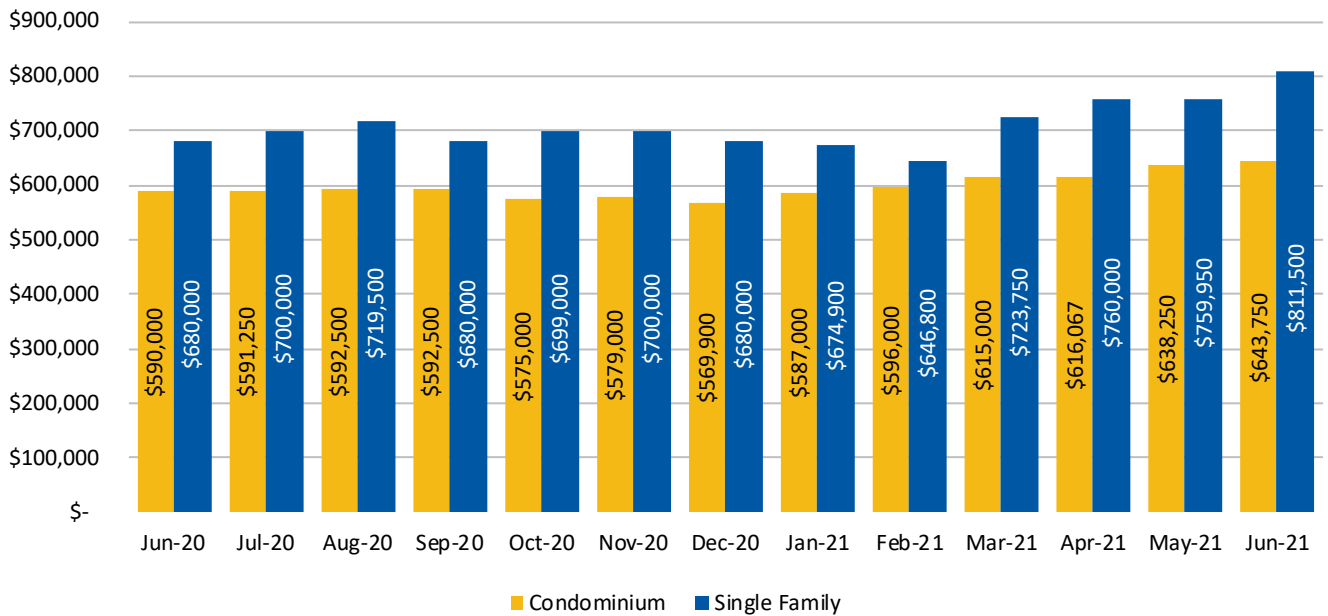
# UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,848</b>	1,161	▲ 59.2%	1,178	▲ 56.9%	<b>6,350</b>	5,038	▲ 26.0%
<b>CONDOMINIUMS</b>	<b>1,596</b>	781	▲ 104.4%	1,388	▲ 15.0%	<b>6,743</b>	4,235	▲ 59.2%



# MEDIAN SELLING PRICE

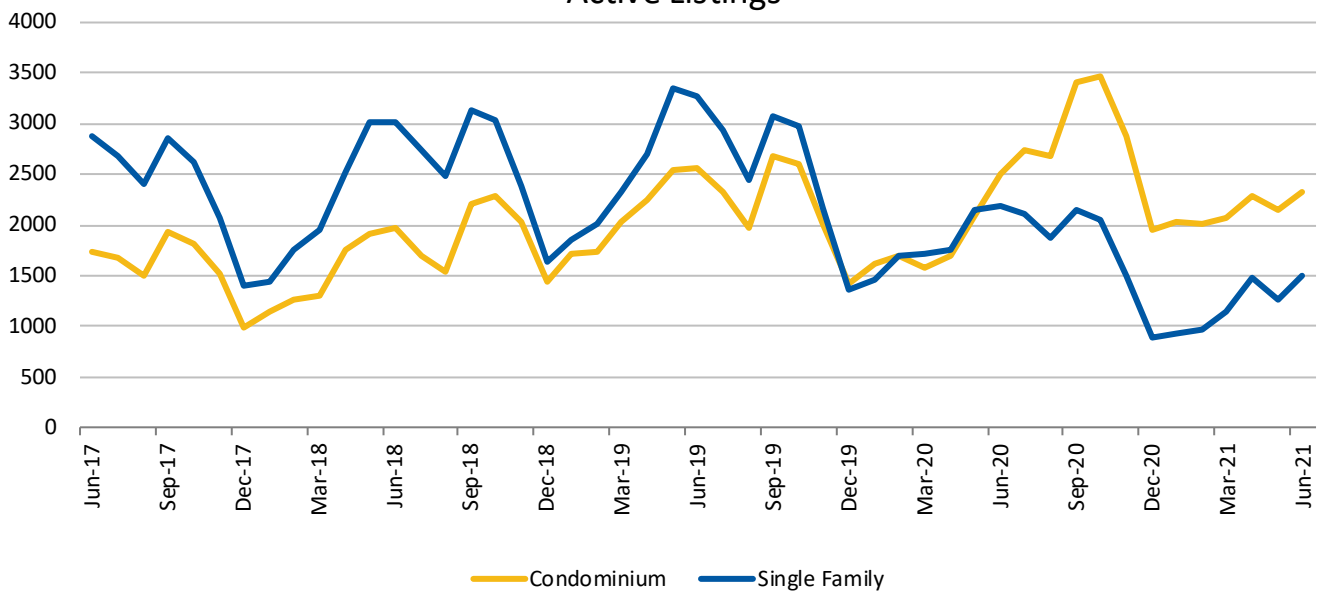
	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
<b>SINGLE FAMILY HOMES</b>	<b>\$811,500</b>	\$680,000	▲ 19.3%	\$759,950	▲ 6.8%	<b>\$747,250</b>	\$650,000	▲ 15.0%
<b>CONDOMINIUMS</b>	<b>\$643,750</b>	\$590,000	▲ 9.1%	\$638,250	▲ 0.9%	<b>\$620,000</b>	\$590,083	▲ 5.1%



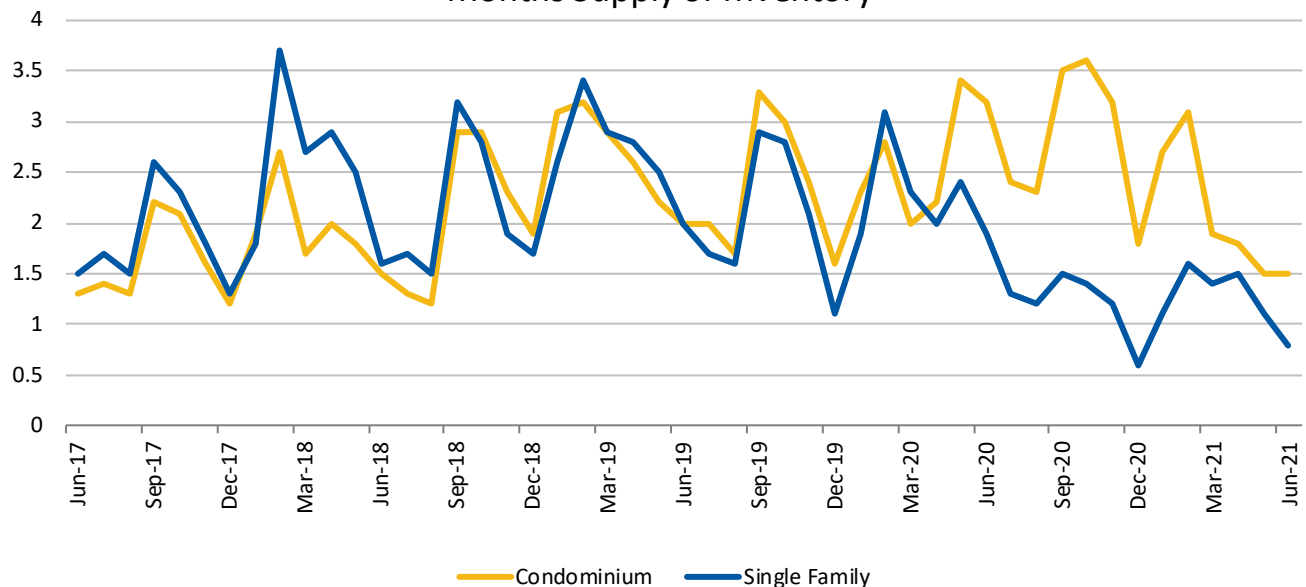
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jun 2021	Jun 2020	Change	May 2021	Change
SINGLE FAMILY HOMES	Active Listings	1,498	2,190	▼ -31.6%	1,271	▲ 17.9%
	Months Supply of Inventory	0.8	1.9	▼ -57.9%	1.1	▼ -27.3%
CONDOMINIUMS	Active Listings	2,324	2,509	▼ -7.4%	2,148	▲ 8.2%
	Months Supply of Inventory	1.5	3.2	▼ -53.1%	1.5	■ 0.0%

Active Listings

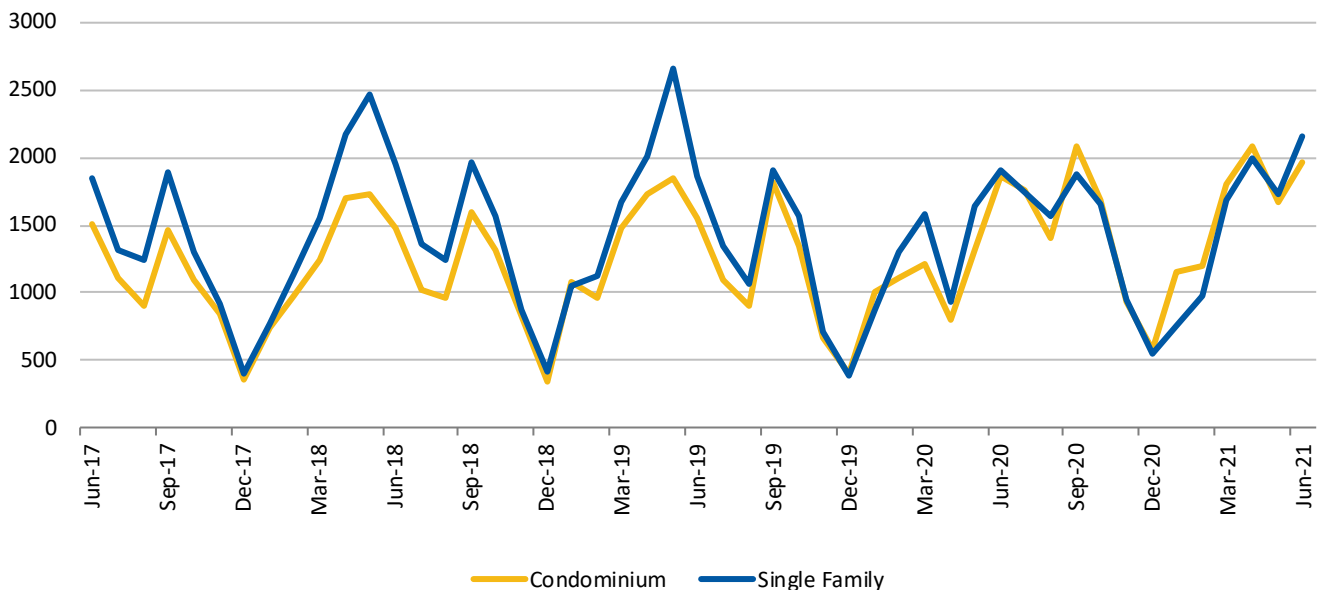
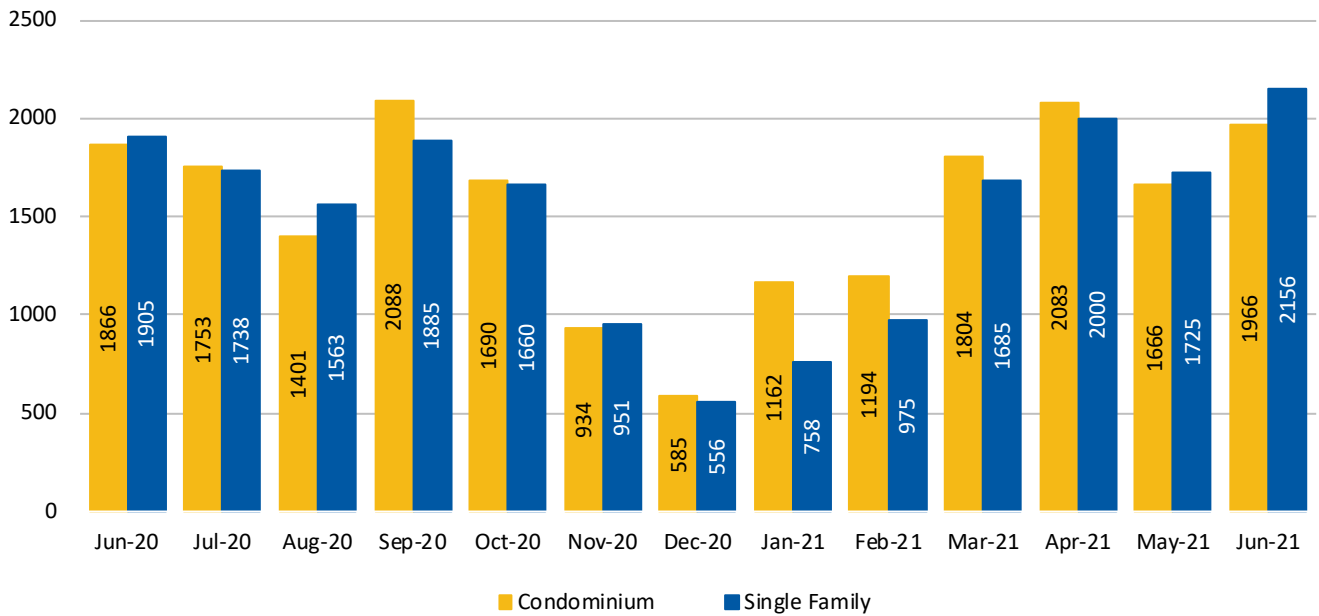


Months Supply of Inventory



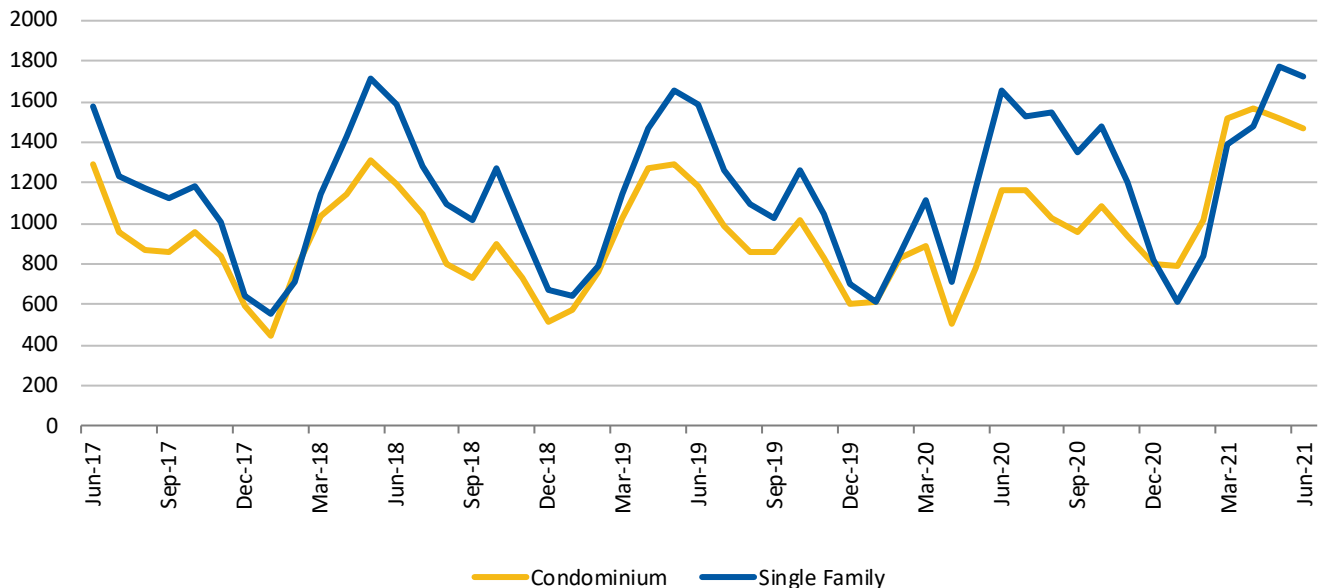
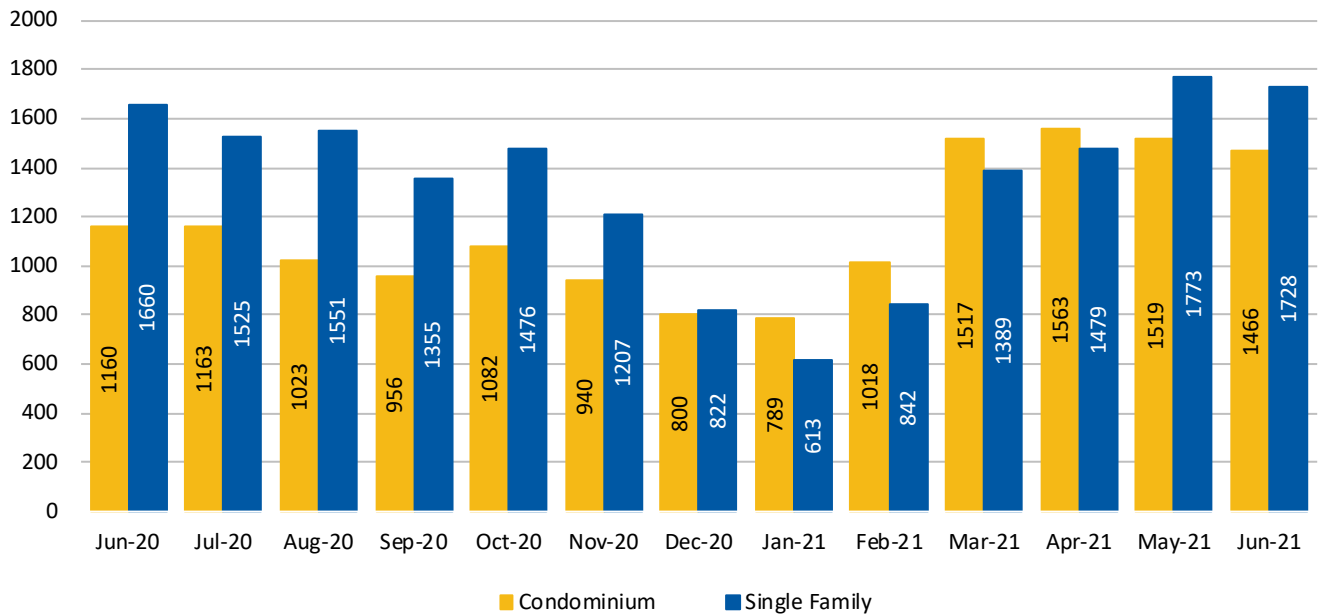
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
<b>SINGLE FAMILY HOMES</b>	<b>2,156</b>	1,905	▲ 13.2%	1,725	▲ 25.0%	<b>9,299</b>	8,213	▲ 13.2%
<b>CONDOMINIUMS</b>	<b>1,966</b>	1,866	▲ 5.4%	1,666	▲ 18.0%	<b>9,875</b>	7,303	▲ 35.2%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,728</b>	1,660	▲ 4.1%	1,773	▼ -2.5%	<b>7,824</b>	6,116	▲ 27.9%
<b>CONDOMINIUMS</b>	<b>1,466</b>	1,160	▲ 26.4%	1,519	▼ -3.5%	<b>7,872</b>	4,772	▲ 65.0%



# CENTRAL MIDDLESEX REGION

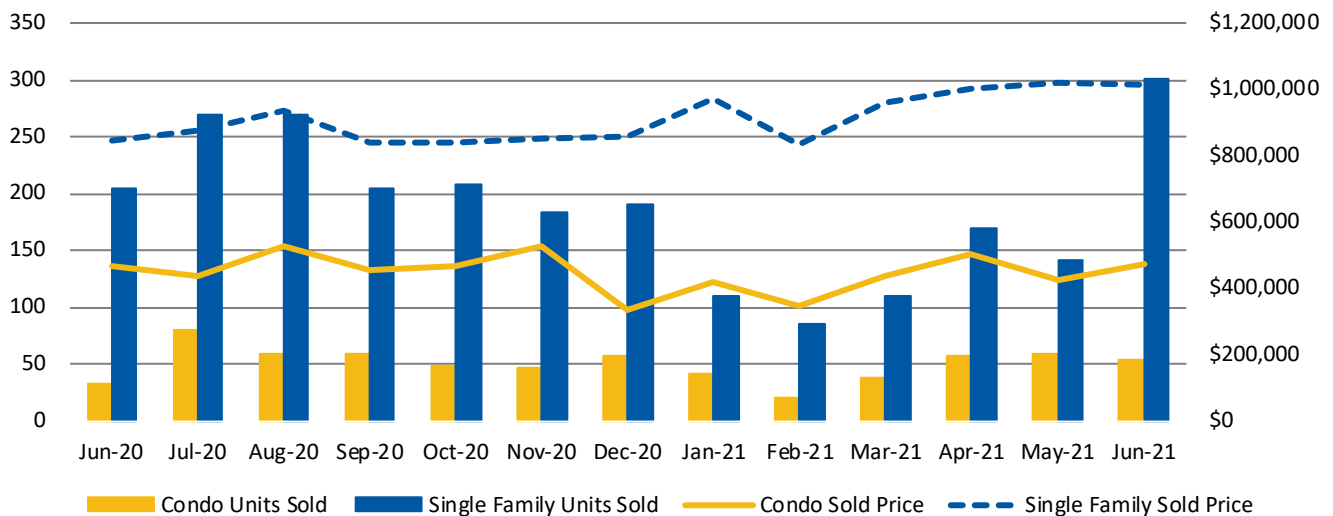
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$1,015,000	\$845,000	▲ 20.1%	\$1,020,000	▼ -0.5%	\$1,000,000	\$825,000	▲ 21.2%
Units Sold	301	205	▲ 46.8%	141	▲ 113.5%	918	811	▲ 13.2%
Active Listings	234	429	▼ -45.5%	204	▲ 14.7%	---	---	---
Months Supply of Inventory	0.8	2.1	▼ -61.9%	1.4	▼ -42.9%	---	---	---
New Listings	299	295	▲ 1.4%	237	▲ 26.2%	1,356	1,368	▼ -0.9%
Pending Sales	241	272	▼ -11.4%	251	▼ -4.0%	1,169	1,023	▲ 14.3%
Days to Off Market	23	45	▼ -48.9%	22	▲ 4.5%	28	49	▼ -42.9%
Sold to Original Price Ratio	108.2%	97.9%	▲ 10.5%	106.5%	▲ 1.6%	104.7%	97.3%	▲ 7.6%
Price per Square Foot	\$396	\$325	▲ 21.8%	\$386	▲ 2.6%	\$380	\$319	▲ 19.1%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$472,000	\$468,000	▲ 0.9%	\$425,000	▲ 11.1%	\$457,500	\$469,995	▼ -2.7%
Units Sold	54	33	▲ 63.6%	59	▼ -8.5%	269	209	▲ 28.7%
Active Listings	66	81	▼ -18.5%	53	▲ 24.5%	---	---	---
Months Supply of Inventory	1.2	2.5	▼ -52.0%	0.9	▲ 33.3%	---	---	---
New Listings	92	65	▲ 41.5%	54	▲ 70.4%	383	329	▲ 16.4%
Pending Sales	74	66	▲ 12.1%	55	▲ 34.5%	322	266	▲ 21.1%
Days to Off Market	25	54	▼ -53.7%	19	▲ 31.6%	27	55	▼ -50.9%
Sold to Original Price Ratio	104.6%	98.6%	▲ 6.1%	103.3%	▲ 1.3%	102.2%	98.7%	▲ 3.5%
Price per Square Foot	\$315	\$304	▲ 3.6%	\$319	▼ -1.3%	\$311	\$288	▲ 8.0%





# EASTERN MIDDLESEX REGION

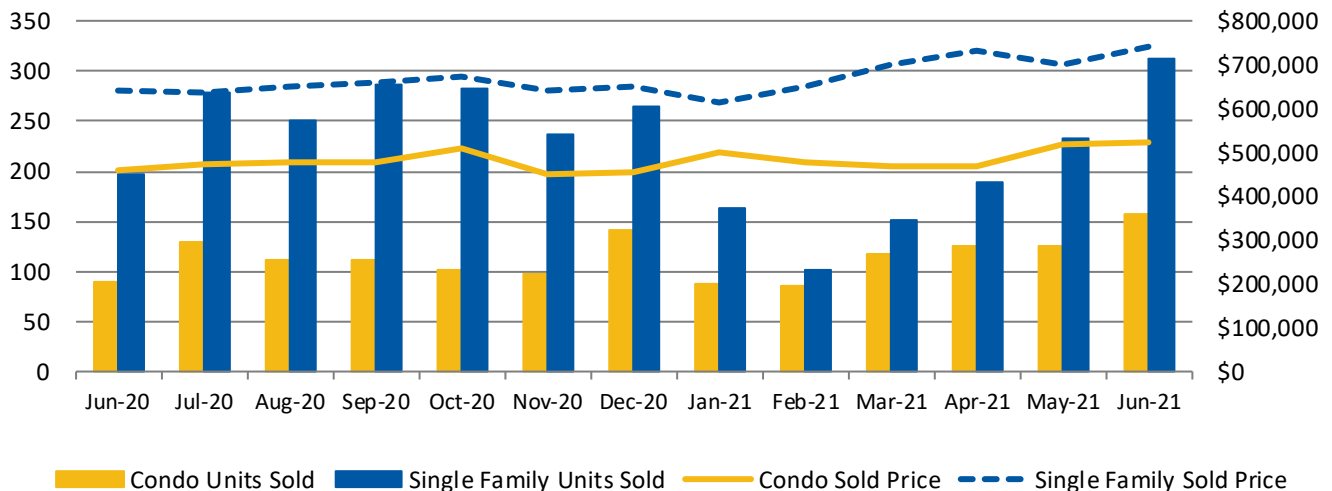
Burlington, Malden, Medford, Melrose, North Reading, Reading,  
Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$740,000	\$641,000	▲ 15.4%	\$700,000	▲ 5.7%	\$705,000	\$623,500	▲ 13.1%
Units Sold	313	198	▲ 58.1%	232	▲ 34.9%	1,150	818	▲ 40.6%
Active Listings	209	268	▼ -22.0%	172	▲ 21.5%	---	---	---
Months Supply of Inventory	0.7	1.4	▼ -50.0%	0.7	▬ 0.0%	---	---	---
New Listings	367	325	▲ 12.9%	273	▲ 34.4%	1,577	1,253	▲ 25.9%
Pending Sales	302	286	▲ 5.6%	303	▼ -0.3%	1,369	988	▲ 38.6%
Days to Off Market	18	26	▼ -30.8%	16	▲ 12.5%	20	31	▼ -35.5%
Sold to Original Price Ratio	107.6%	101.3%	▲ 6.2%	107.6%	▬ 0.0%	105.2%	100.0%	▲ 5.2%
Price per Square Foot	\$403	\$349	▲ 15.5%	\$395	▲ 2.0%	\$388	\$339	▲ 14.5%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$525,000	\$460,000	▲ 14.1%	\$520,000	▲ 1.0%	\$495,000	\$470,000	▲ 5.3%
Units Sold	158	89	▲ 77.5%	126	▲ 25.4%	698	444	▲ 57.2%
Active Listings	136	168	▼ -19.0%	119	▲ 14.3%	---	---	---
Months Supply of Inventory	0.9	1.9	▼ -52.6%	0.9	▬ 0.0%	---	---	---
New Listings	179	155	▲ 15.5%	126	▲ 42.1%	845	644	▲ 31.2%
Pending Sales	140	136	▲ 2.9%	137	▲ 2.2%	744	499	▲ 49.1%
Days to Off Market	22	33	▼ -33.3%	28	▼ -21.4%	31	39	▼ -20.5%
Sold to Original Price Ratio	102.8%	99.3%	▲ 3.5%	102.2%	▲ 0.6%	101.0%	99.0%	▲ 2.0%
Price per Square Foot	\$440	\$369	▲ 19.2%	\$447	▼ -1.6%	\$429	\$374	▲ 14.7%



# METRO BOSTON REGION

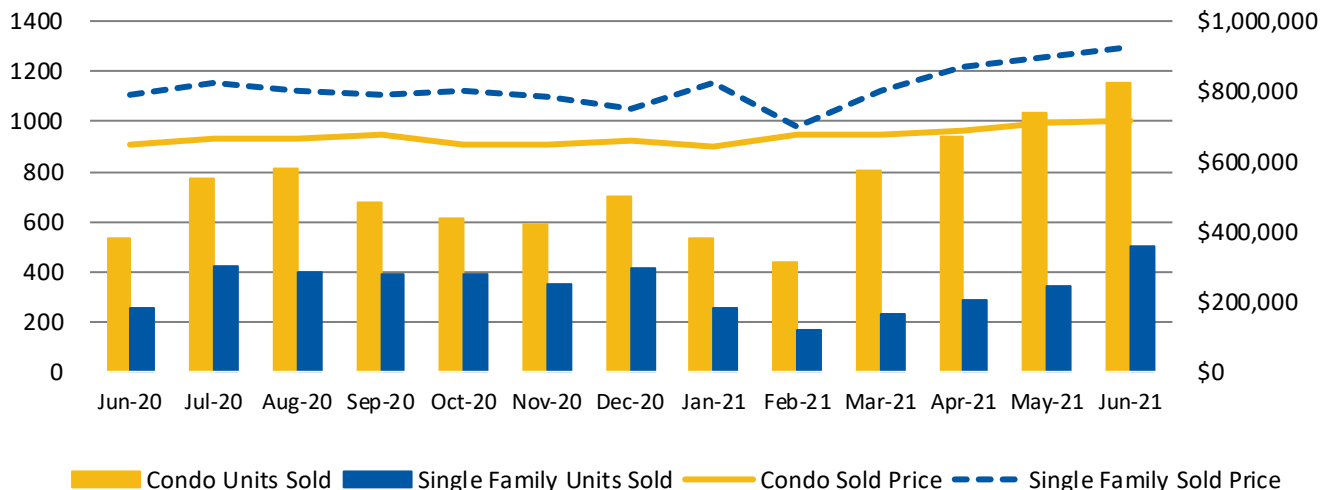
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$929,500	\$790,000	▲ 17.7%	\$900,000	▲ 3.3%	\$865,000	\$759,600	▲ 13.9%
Units Sold	500	253	▲ 97.6%	342	▲ 46.2%	1,778	1,242	▲ 43.2%
Active Listings	510	660	▼ -22.7%	456	▲ 11.8%	---	---	---
Months Supply of Inventory	1.0	2.6	▼ -61.5%	1.3	▼ -23.1%	---	---	---
New Listings	608	577	▲ 5.4%	531	▲ 14.5%	2,731	2,275	▲ 20.0%
Pending Sales	481	423	▲ 13.7%	519	▼ -7.3%	2,163	1,512	▲ 43.1%
Days to Off Market	22	30	▼ -26.7%	20	▲ 10.0%	25	34	▼ -26.5%
Sold to Original Price Ratio	105.4%	99.7%	▲ 5.7%	105.2%	▲ 0.2%	102.7%	98.8%	▲ 3.9%
Price per Square Foot	\$522	\$456	▲ 14.5%	\$502	▲ 4.0%	\$491	\$437	▲ 12.4%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$715,000	\$650,000	▲ 10.0%	\$710,750	▲ 0.6%	\$694,950	\$675,000	▲ 3.0%
Units Sold	1,153	536	▲ 115.1%	1,036	▲ 11.3%	4,904	2,904	▲ 68.9%
Active Listings	1,901	1,939	▼ -2.0%	1,768	▲ 7.5%	---	---	---
Months Supply of Inventory	1.6	3.6	▼ -55.6%	1.7	▼ -5.9%	---	---	---
New Listings	1,477	1,432	▲ 3.1%	1,274	▲ 15.9%	7,391	5,359	▲ 37.9%
Pending Sales	1,059	771	▲ 37.4%	1,110	▼ -4.6%	5,718	3,262	▲ 75.3%
Days to Off Market	33	35	▼ -5.7%	32	▲ 3.1%	41	41	■ 0.0%
Sold to Original Price Ratio	101.2%	98.9%	▲ 2.3%	100.5%	▲ 0.7%	99.1%	98.4%	▲ 0.7%
Price per Square Foot	\$730	\$679	▲ 7.5%	\$762	▼ -4.2%	\$717	\$684	▲ 4.8%



# METRO WEST REGION

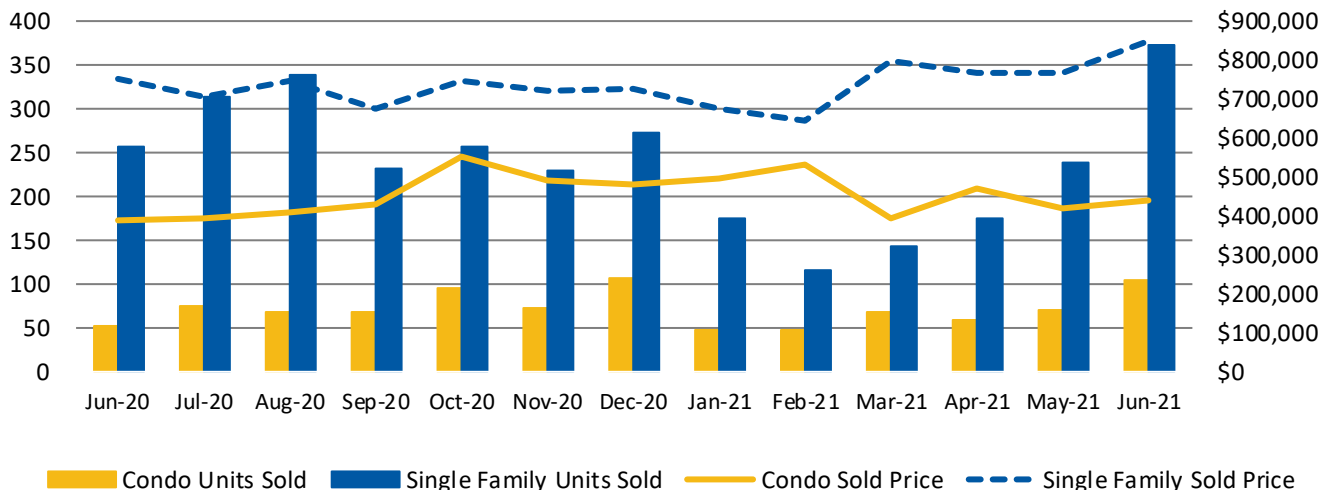
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$850,000	\$754,000	▲ 12.7%	\$770,000	▲ 10.4%	\$765,000	\$671,250	▲ 14.0%
Units Sold	374	258	▲ 45.0%	239	▲ 56.5%	1,220	1,088	▲ 12.1%
Active Listings	272	434	▼ -37.3%	225	▲ 20.9%	---	---	---
Months Supply of Inventory	0.7	1.7	▼ -58.8%	0.9	▼ -22.2%	---	---	---
New Listings	449	351	▲ 27.9%	342	▲ 31.3%	1,801	1,709	▲ 5.4%
Pending Sales	370	349	▲ 6.0%	321	▲ 15.3%	1,543	1,313	▲ 17.5%
Days to Off Market	18	42	▼ -57.1%	15	▲ 20.0%	21	43	▼ -51.2%
Sold to Original Price Ratio	107.4%	98.1%	▲ 9.5%	106.1%	▲ 1.2%	104.3%	98.0%	▲ 6.4%
Price per Square Foot	\$374	\$313	▲ 19.5%	\$380	▼ -1.6%	\$363	\$313	▲ 16.0%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$440,000	\$389,900	▲ 12.8%	\$418,500	▲ 5.1%	\$450,000	\$441,500	▲ 1.9%
Units Sold	105	51	▲ 105.9%	71	▲ 47.9%	400	293	▲ 36.5%
Active Listings	115	152	▼ -24.3%	93	▲ 23.7%	---	---	---
Months Supply of Inventory	1.1	3.0	▼ -63.3%	1.3	▼ -15.4%	---	---	---
New Listings	117	97	▲ 20.6%	103	▲ 13.6%	590	460	▲ 28.3%
Pending Sales	88	91	▼ -3.3%	109	▼ -19.3%	496	364	▲ 36.3%
Days to Off Market	27	56	▼ -51.8%	23	▲ 17.4%	33	58	▼ -43.1%
Sold to Original Price Ratio	102.9%	100.7%	▲ 2.2%	103.1%	▼ -0.2%	101.4%	99.5%	▲ 1.9%
Price per Square Foot	\$327	\$302	▲ 8.3%	\$305	▲ 7.2%	\$318	\$288	▲ 10.4%



# SOUTHERN NORFOLK REGION

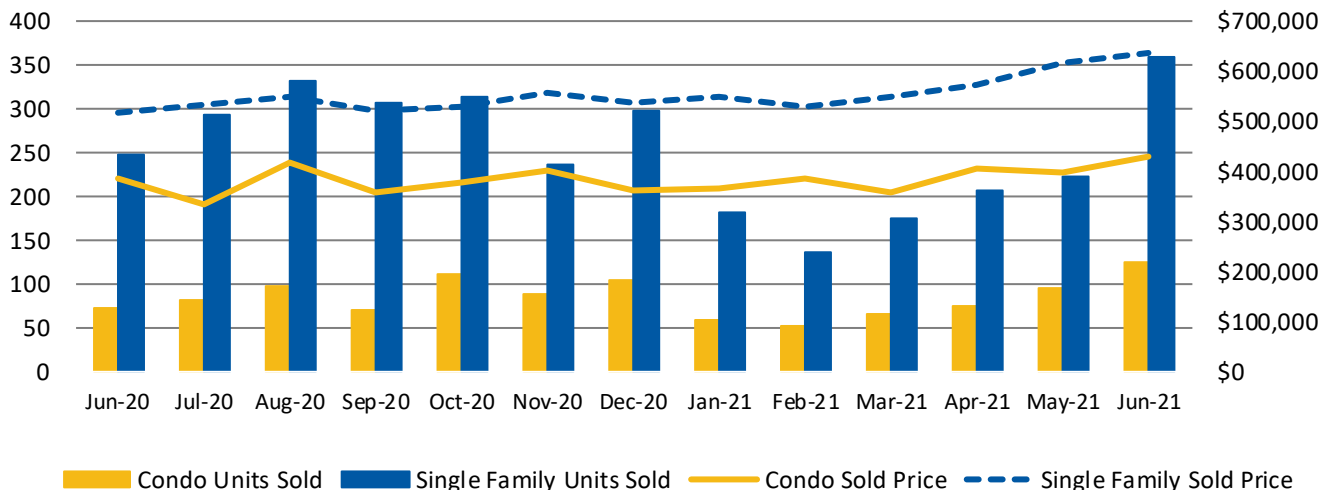
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$638,450	\$519,000	▲ 23.0%	\$616,000	▲ 3.6%	\$590,000	\$498,500	▲ 18.4%
Units Sold	360	247	▲ 45.7%	224	▲ 60.7%	1,284	1,079	▲ 19.0%
Active Listings	273	399	▼ -31.6%	214	▲ 27.6%	---	---	---
Months Supply of Inventory	0.8	1.6	▼ -50.0%	1.0	▼ -20.0%	---	---	---
New Listings	433	357	▲ 21.3%	342	▲ 26.6%	1,834	1,608	▲ 14.1%
Pending Sales	334	330	▲ 1.2%	379	▼ -11.9%	1,580	1,280	▲ 23.4%
Days to Off Market	18	30	▼ -40.0%	18	▬ 0.0%	21	37	▼ -43.2%
Sold to Original Price Ratio	106.6%	99.2%	▲ 7.5%	106.3%	▲ 0.3%	104.3%	98.2%	▲ 6.2%
Price per Square Foot	\$312	\$278	▲ 12.2%	\$313	▼ -0.3%	\$302	\$263	▲ 14.8%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$430,000	\$384,950	▲ 11.7%	\$400,100	▲ 7.5%	\$396,000	\$390,000	▲ 1.5%
Units Sold	126	72	▲ 75.0%	96	▲ 31.3%	472	385	▲ 22.6%
Active Listings	106	169	▼ -37.3%	115	▼ -7.8%	---	---	---
Months Supply of Inventory	0.8	2.3	▼ -65.2%	1.2	▼ -33.3%	---	---	---
New Listings	101	117	▼ -13.7%	109	▼ -7.3%	666	511	▲ 30.3%
Pending Sales	105	96	▲ 9.4%	108	▼ -2.8%	592	381	▲ 55.4%
Days to Off Market	32	39	▼ -17.9%	25	▲ 28.0%	34	53	▼ -35.8%
Sold to Original Price Ratio	102.7%	99.9%	▲ 2.8%	103.1%	▼ -0.4%	101.7%	100.4%	▲ 1.3%
Price per Square Foot	\$306	\$274	▲ 11.7%	\$292	▲ 4.8%	\$291	\$277	▲ 5.1%



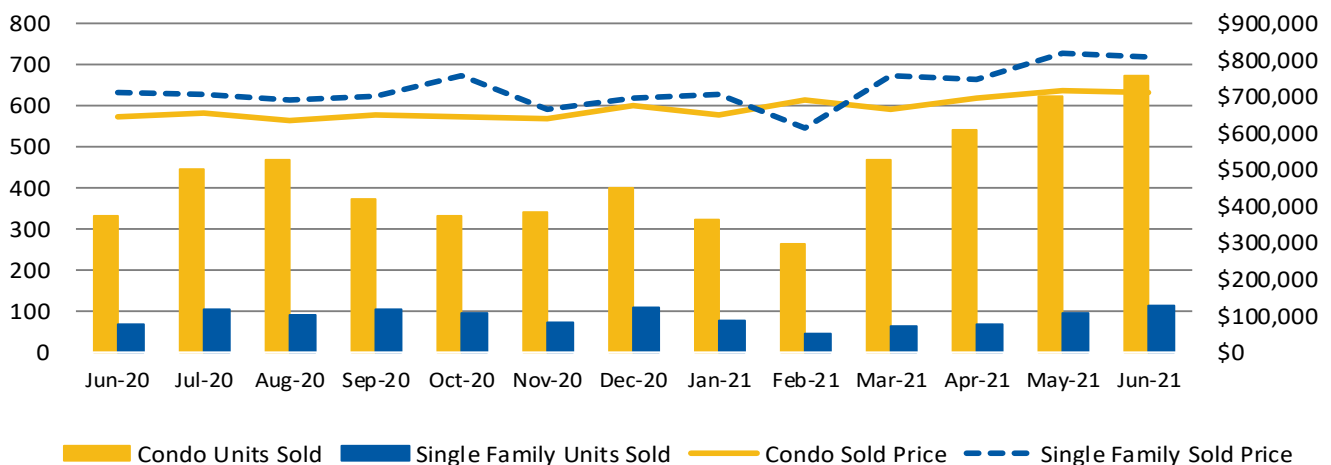
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$807,250	\$712,000	▲ 13.4%	\$822,000	▼ -1.8%	\$760,000	\$655,000	▲ 16.0%
Units Sold	114	69	▲ 65.2%	94	▲ 21.3%	463	304	▲ 52.3%
Active Listings	167	176	▼ -5.1%	174	▼ -4.0%	---	---	---
Months Supply of Inventory	1.5	2.6	▼ -42.3%	1.9	▼ -21.1%	---	---	---
New Listings	176	151	▲ 16.6%	165	▲ 6.7%	761	576	▲ 32.1%
Pending Sales	155	103	▲ 50.5%	142	▲ 9.2%	586	371	▲ 58.0%
Days to Off Market	26	30	▼ -13.3%	24	▲ 8.3%	30	33	▼ -9.1%
Sold to Original Price Ratio	104.0%	101.4%	▲ 2.6%	103.6%	▲ 0.4%	101.8%	99.3%	▲ 2.5%
Price per Square Foot	\$516	\$472	▲ 9.3%	\$515	▲ 0.2%	\$507	\$454	▲ 11.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$710,000	\$646,000	▲ 9.9%	\$718,500	▼ -1.2%	\$695,000	\$675,000	▲ 3.0%
Units Sold	672	330	▲ 103.6%	624	▲ 7.7%	2,893	1,791	▲ 61.5%
Active Listings	1,361	1,318	▲ 3.3%	1,257	▲ 8.3%	---	---	---
Months Supply of Inventory	2.0	4.0	▼ -50.0%	2.0	▬ 0.0%	---	---	---
New Listings	909	909	▬ 0.0%	793	▲ 14.6%	4,599	3,380	▲ 36.1%
Pending Sales	614	453	▲ 35.5%	672	▼ -8.6%	3,388	1,968	▲ 72.2%
Days to Off Market	38	38	▬ 0.0%	38	▬ 0.0%	46	44	▲ 4.5%
Sold to Original Price Ratio	100.2%	98.5%	▲ 1.7%	99.4%	▲ 0.8%	98.3%	97.9%	▲ 0.4%
Price per Square Foot	\$819	\$733	▲ 11.7%	\$850	▼ -3.6%	\$802	\$760	▲ 5.5%



# 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		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change	
Median Selling Price	\$899,000	\$770,000	▲ 16.8%	\$865,000	▲ 3.9%	\$814,000	\$735,000	▲ 10.7%	
Units Sold	153	98	▲ 56.1%	133	▲ 15.0%	726	483	▲ 50.3%	
Active Listings	259	228	▲ 13.6%	202	▲ 28.2%	---	---	---	
Months Supply of Inventory	1.7	2.3	▼ -26.1%	1.5	▲ 13.3%	---	---	---	
New Listings	289	213	▲ 35.7%	217	▲ 33.2%	1,171	821	▲ 42.6%	
Pending Sales	200	146	▲ 37.0%	176	▲ 13.6%	862	514	▲ 67.7%	
Days to Off Market	23	31	▼ -25.8%	20	▲ 15.0%	29	32	▼ -9.4%	
Sold to Original Price Ratio	102.6%	98.9%	▲ 3.7%	103.1%	▼ -0.5%	100.1%	98.7%	▲ 1.4%	
Price per Square Foot	\$385	\$319	▲ 20.7%	\$358	▲ 7.5%	\$347	\$318	▲ 9.1%	

## 3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$1,180,000	\$990,000	▲ 19.2%	\$1,060,000	▲ 11.3%	\$1,055,000	\$990,000	▲ 6.6%
Units Sold	75	15	▲ 400.0%	45	▲ 66.7%	272	159	▲ 71.1%
Active Listings	117	90	▲ 30.0%	112	▲ 4.5%	---	---	---
Months Supply of Inventory	1.6	6.0	▼ -73.3%	2.5	▼ -36.0%	---	---	---
New Listings	110	78	▲ 41.0%	86	▲ 27.9%	450	293	▲ 53.6%
Pending Sales	82	30	▲ 173.3%	63	▲ 30.2%	327	133	▲ 145.9%
Days to Off Market	27	23	▲ 17.4%	23	▲ 17.4%	35	29	▲ 20.7%
Sold to Original Price Ratio	100.1%	97.1%	▲ 3.1%	98.9%	▲ 1.2%	97.0%	96.0%	▲ 1.0%
Price per Square Foot	\$365	\$277	▲ 31.8%	\$347	▲ 5.2%	\$343	\$359	▼ -4.5%

## 4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
Median Selling Price	\$1,195,000	\$2,435,000	▼ -50.9%	\$1,106,000	▲ 8.0%	\$1,140,000	\$1,350,000	▼ -15.6%
Units Sold	10	2	▲ 400.0%	9	▲ 11.1%	37	27	▲ 37.0%
Active Listings	24	16	▲ 50.0%	23	▲ 4.3%	---	---	---
Months Supply of Inventory	2.4	8.0	▼ -70.0%	2.6	▼ -7.7%	---	---	---
New Listings	20	10	▲ 100.0%	17	▲ 17.6%	84	52	▲ 61.5%
Pending Sales	17	7	▲ 142.9%	12	▲ 41.7%	54	36	▲ 50.0%
Days to Off Market	27	28	▼ -3.6%	34	▼ -20.6%	31	43	▼ -27.9%
Sold to Original Price Ratio	98.0%	90.0%	▲ 8.9%	101.1%	▼ -3.1%	97.7%	96.2%	▲ 1.6%
Price per Square Foot	\$389	\$564	▼ -31.0%	\$297	▲ 31.0%	\$362	\$392	▼ -7.7%

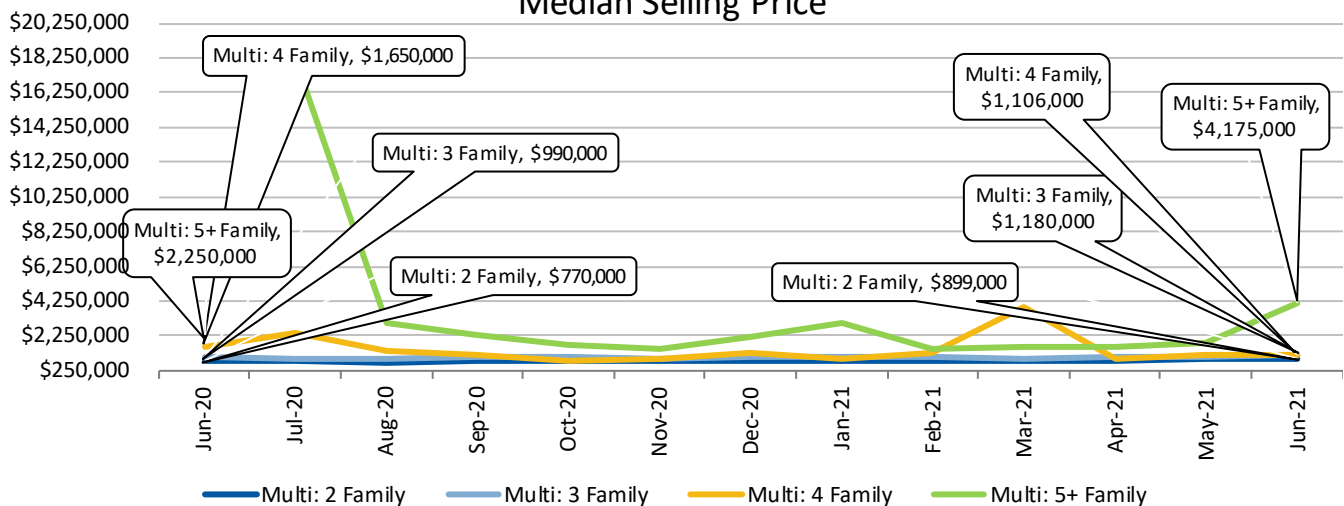
# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

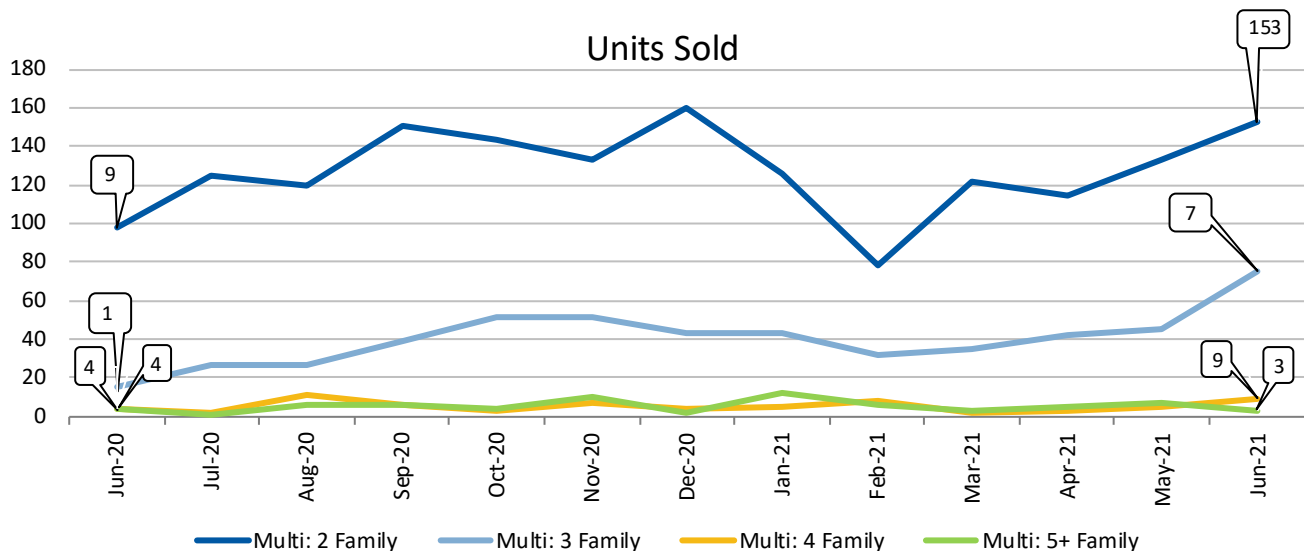
## 5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2021	Jun 2020	Change	May 2021	Change	2021	2020	Change
<b>Median Selling Price</b>	\$1,750,000	\$18,200,000	▼ -90.4%	\$4,175,000	▼ -58.1%	\$1,750,000	\$2,500,000	▼ -30.0%
<b>Units Sold</b>	6	1	▲ 500.0%	3	▲ 100.0%	30	29	▲ 3.4%
<b>Active Listings</b>	52	36	▲ 44.4%	45	▲ 15.6%	---	---	---
<b>Months Supply of Inventory</b>	8.7	36.0	▼ -75.8%	15.0	▼ -42.0%	---	---	---
<b>New Listings</b>	40	18	▲ 122.2%	15	▲ 166.7%	126	61	▲ 106.6%
<b>Pending Sales</b>	24	5	▲ 380.0%	7	▲ 242.9%	57	24	▲ 137.5%
<b>Days to Off Market</b>	45	65	▼ -30.8%	68	▼ -33.8%	48	80	▼ -40.0%
<b>Sold to Original Price Ratio</b>	96.7%	91.0%	▲ 6.3%	99.0%	▼ -2.3%	93.2%	91.7%	▲ 1.6%
<b>Price per Square Foot</b>	\$473	\$858	▼ -44.9%	\$691	▼ -31.5%	\$466	\$443	▲ 5.2%

### Median Selling Price



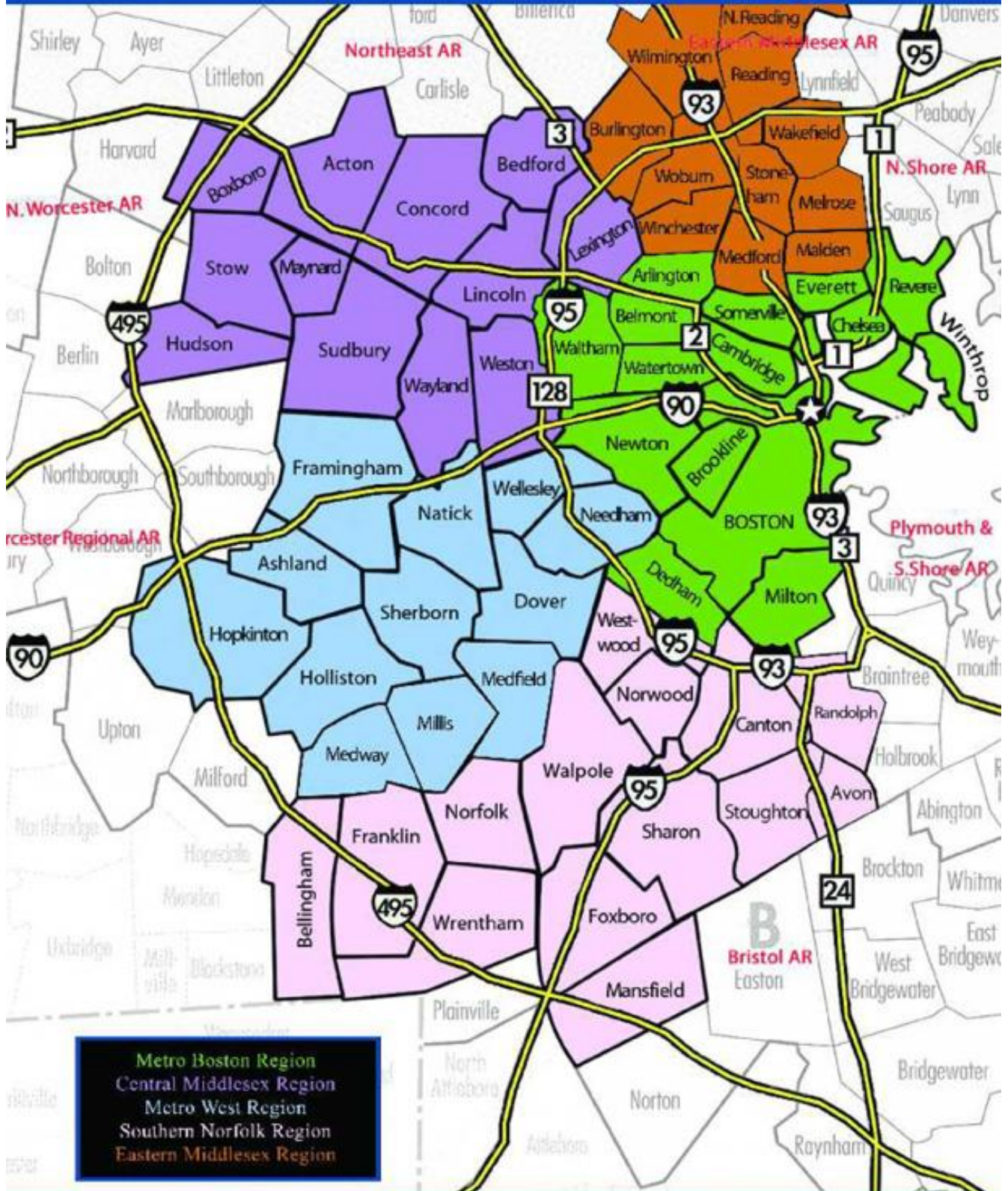
### Units Sold





# 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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*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.*