

MONTHLY MARKET INSIGHTS REPORT

April 2021

Single-Family Homes

The 1,006 homes sold in April was the second-highest sales volume for the month and a 12.2 percent increase from the 897 homes sold in April 2020. The median sales price reached a record high for the month at \$765,000 which was a 15.9 percent increase from the April 2020 median sales prices of \$660,000.

Condominiums

With 1,220 condos sold, it was the most active April on record in Greater Boston, and a 60.3 percent increase in sales from the 761 units sold in April 2020. The median sales price of condos increased 2.8 percent from the April 2020 price of \$604,915 to \$622,100 this month.

Multi-Family Homes

This month, there were 166 multi-family units sold in Greater Boston, which reflects a 67.6 percent increase in sales volume from the 99 multi-family units sold in April 2020.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 5/10/2021

GREATER BOSTON MARKET SUMMARY

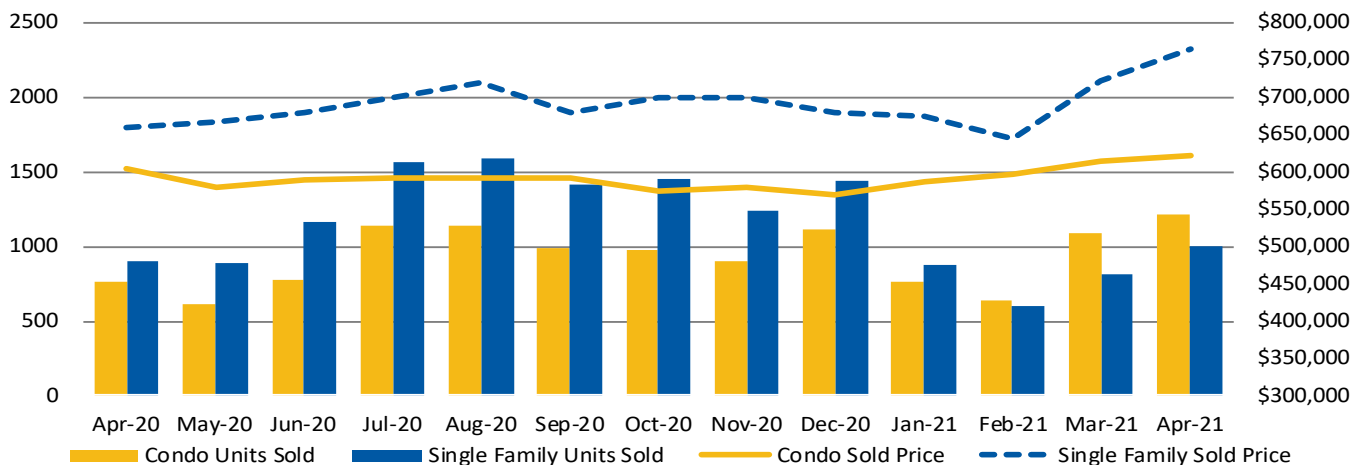
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$765,000	\$660,000	▲ 15.9%	\$721,450	▲ 6.0%	\$705,000	\$635,000	▲ 11.0%
Units Sold	1,006	897	▲ 12.2%	808	▲ 24.5%	3,302	2,983	▲ 10.7%
Active Listings	1,491	1,763	▼ -15.4%	1,150	▲ 29.7%	---	---	---
Months Supply of Inventory	1.5	2.0	▼ -25.0%	1.4	▲ 7.1%	---	---	---
New Listings	2,007	931	▲ 115.6%	1,695	▲ 18.4%	5,440	4,674	▲ 16.4%
Pending Sales	1,536	715	▲ 114.8%	1,417	▲ 8.4%	4,413	3,285	▲ 34.3%
Days to Off Market	19	33	▼ -42.4%	24	▼ -20.8%	27	42	▼ -35.7%
Sold to Original Price Ratio	104.6%	99.8%	▲ 4.8%	102.4%	▲ 2.1%	101.8%	98.0%	▲ 3.9%
Price per Square Foot	\$399	\$342	▲ 16.7%	\$382	▲ 4.5%	\$380	\$335	▲ 13.4%

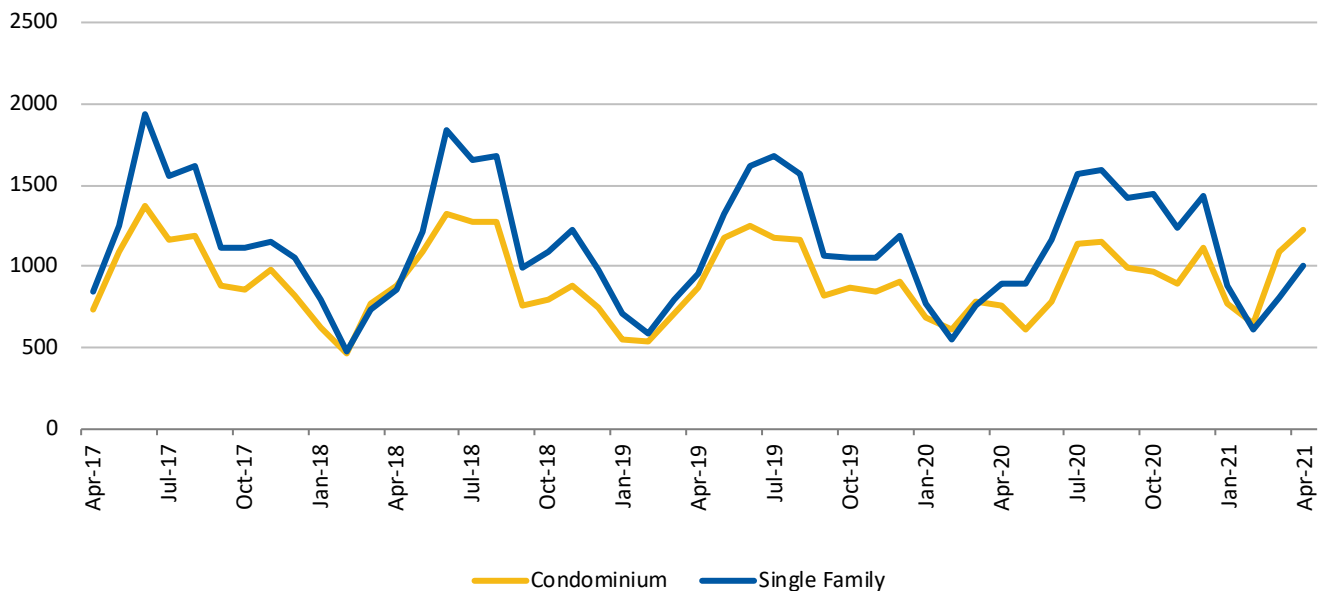
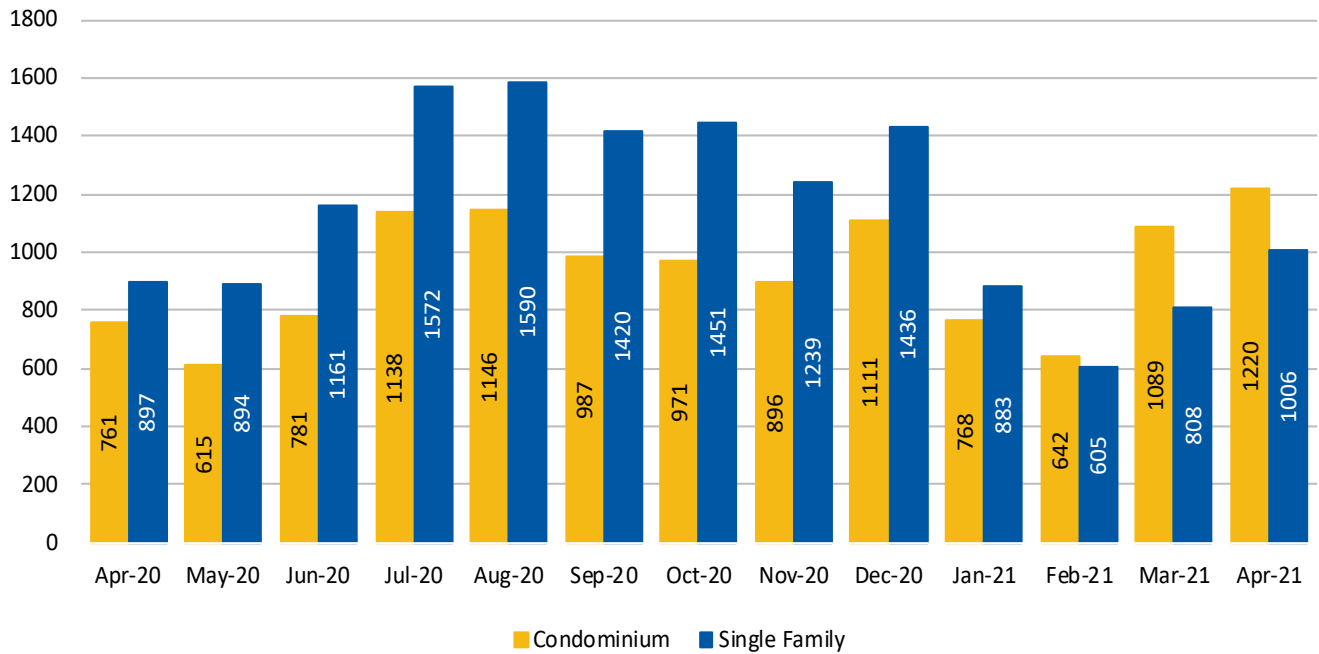
Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$622,100	\$604,915	▲ 2.8%	\$615,000	▲ 1.2%	\$610,000	\$595,000	▲ 2.5%
Units Sold	1,220	761	▲ 60.3%	1,089	▲ 12.0%	3,719	2,839	▲ 31.0%
Active Listings	2,297	1,706	▲ 34.6%	2,061	▲ 11.5%	---	---	---
Months Supply of Inventory	1.9	2.2	▼ -13.6%	1.9	■ 0.0%	---	---	---
New Listings	2,085	802	▲ 160.0%	1,803	▲ 15.6%	6,246	4,127	▲ 51.3%
Pending Sales	1,597	502	▲ 218.1%	1,527	▲ 4.6%	4,937	2,836	▲ 74.1%
Days to Off Market	32	35	▼ -8.6%	41	▼ -22.0%	44	49	▼ -10.2%
Sold to Original Price Ratio	99.8%	99.9%	▼ -0.1%	98.9%	▲ 0.9%	98.4%	98.5%	▼ -0.1%
Price per Square Foot	\$623	\$590	▲ 5.6%	\$591	▲ 5.4%	\$597	\$575	▲ 3.8%



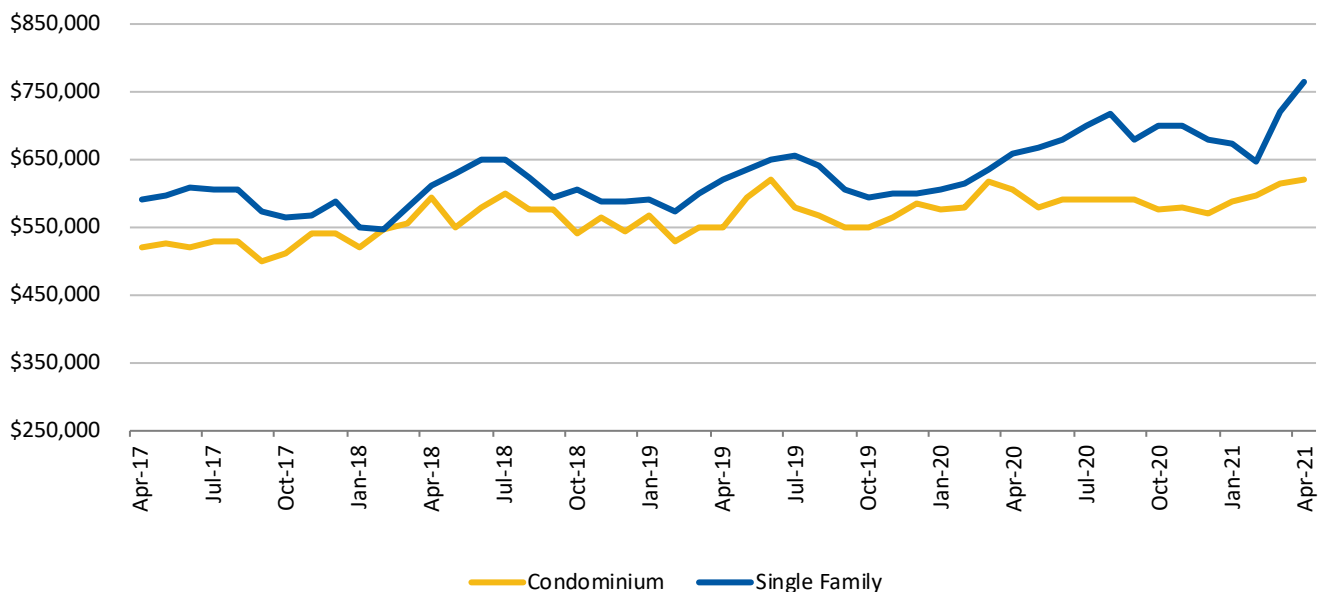
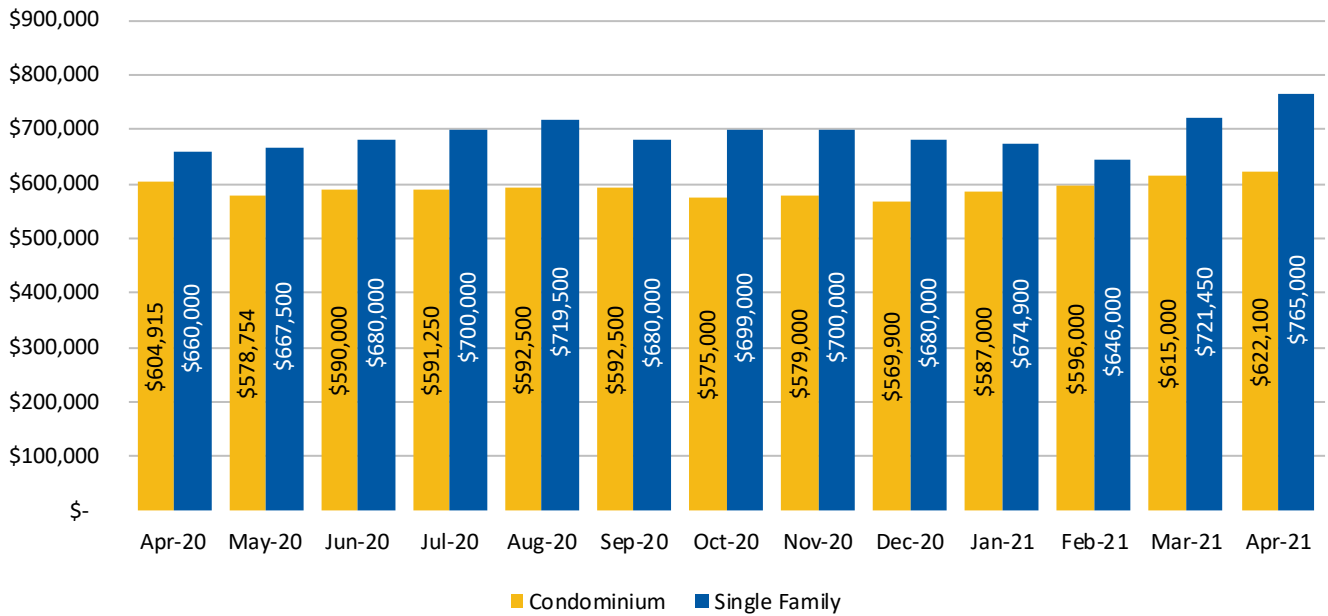
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,006	897	▲ 12.2%	808	▲ 24.5%	3,302	2,983	▲ 10.7%
CONDOMINIUMS	1,220	761	▲ 60.3%	1,089	▲ 12.0%	3,719	2,839	▲ 31.0%



MEDIAN SELLING PRICE

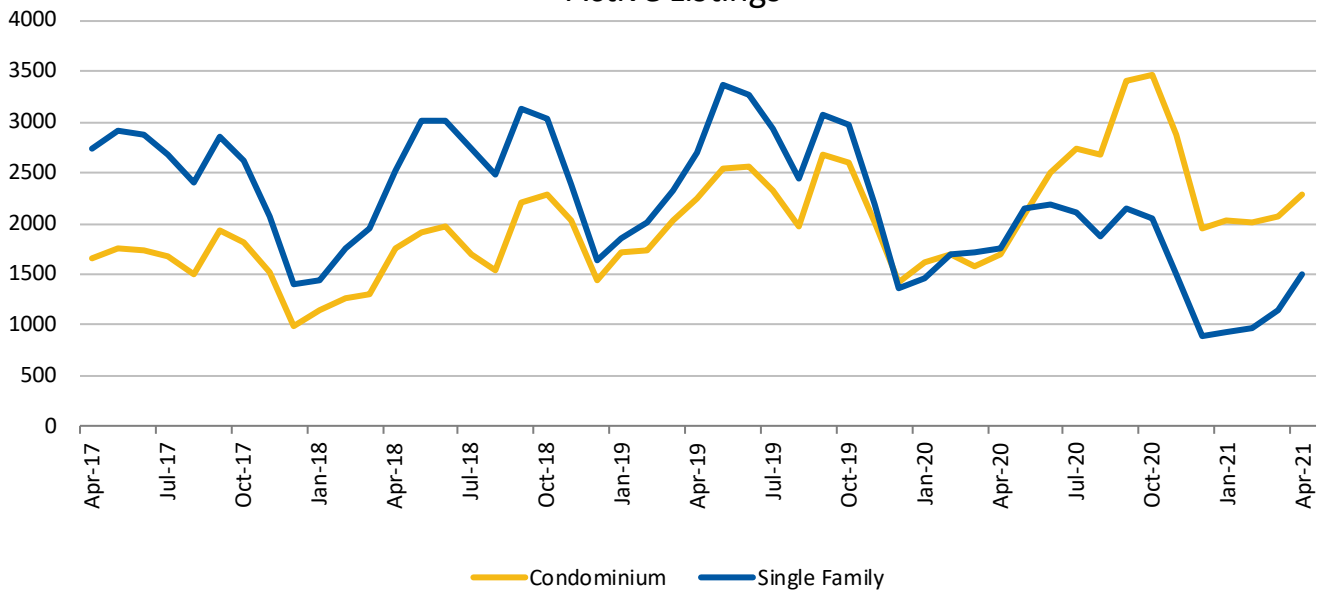
	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	\$765,000	\$660,000	▲ 15.9%	\$721,450	▲ 6.0%	\$705,000	\$635,000	▲ 11.0%
CONDOMINIUMS	\$622,100	\$604,915	▲ 2.8%	\$615,000	▲ 1.2%	\$610,000	\$595,000	▲ 2.5%



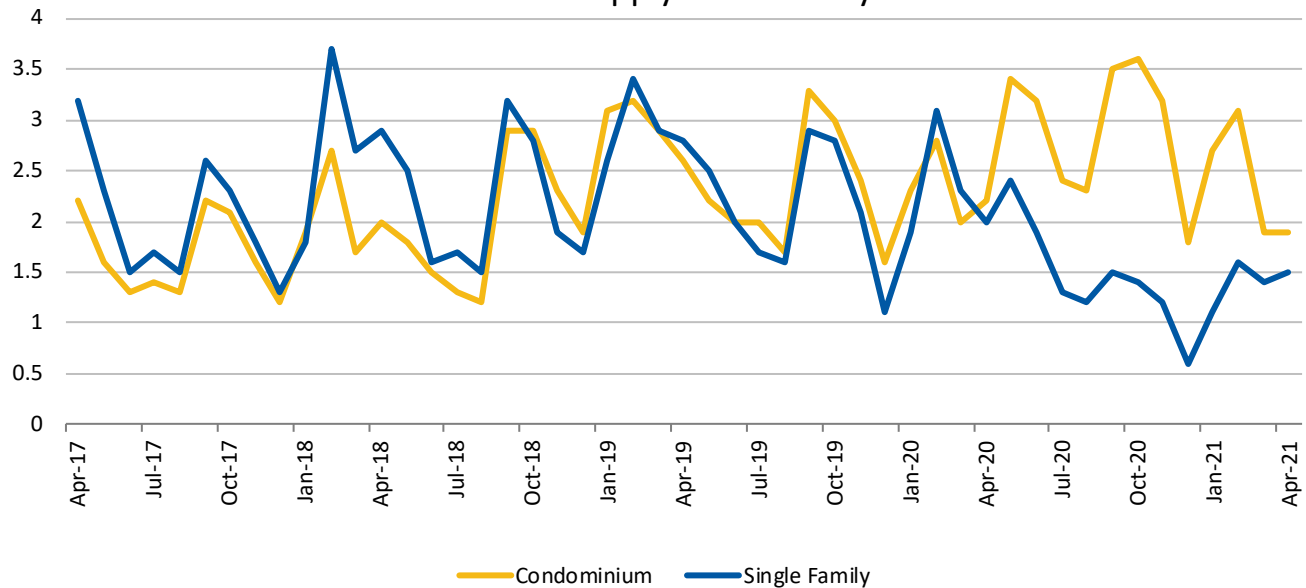
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Apr 2021	Apr 2020	Change	Mar 2021	Change
SINGLE FAMILY HOMES	Active Listings	1,491	1,763	▼ -15.4%	1,150	▲ 29.7%
	Months Supply of Inventory	1.5	2.0	▼ -25.0%	1.4	▲ 7.1%
CONDOMINIUMS	Active Listings	2,297	1,706	▲ 34.6%	2,061	▲ 11.5%
	Months Supply of Inventory	1.9	2.2	▼ -13.6%	1.9	■ 0.0%

Active Listings

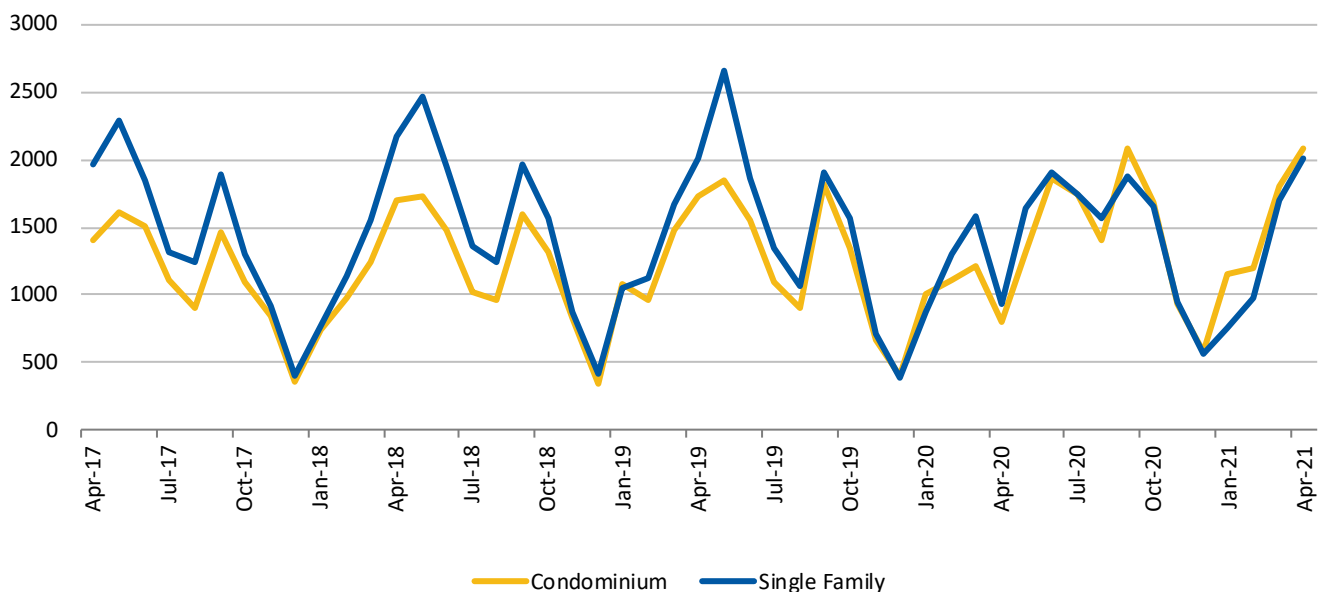
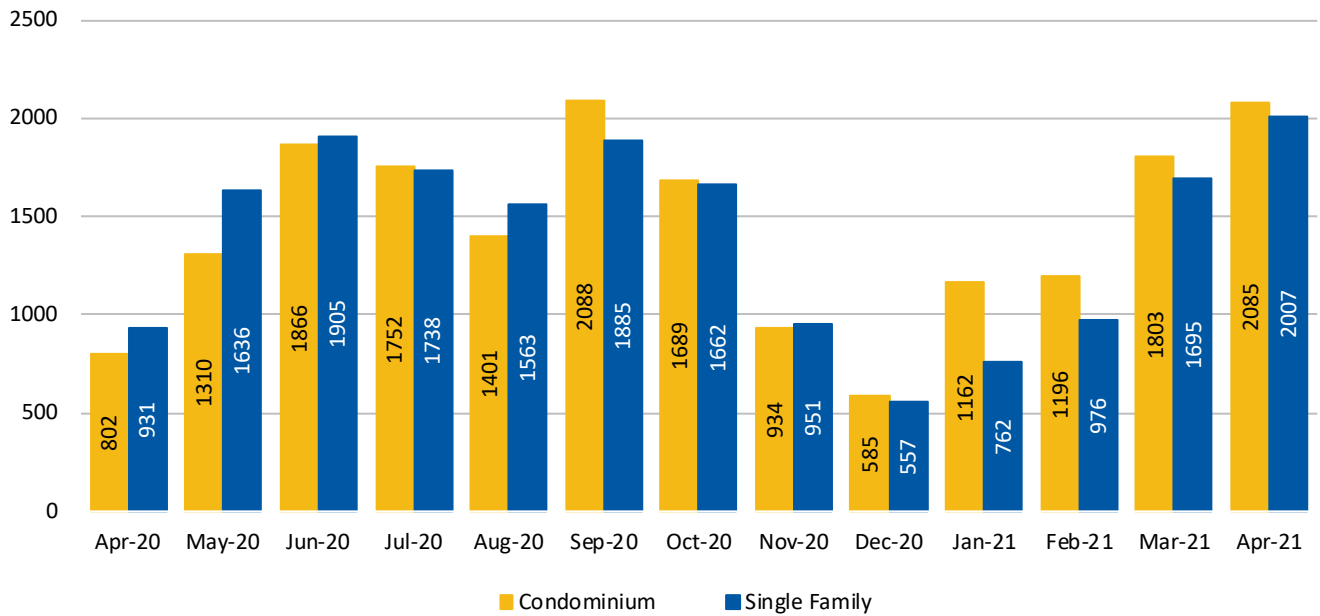


Months Supply of Inventory



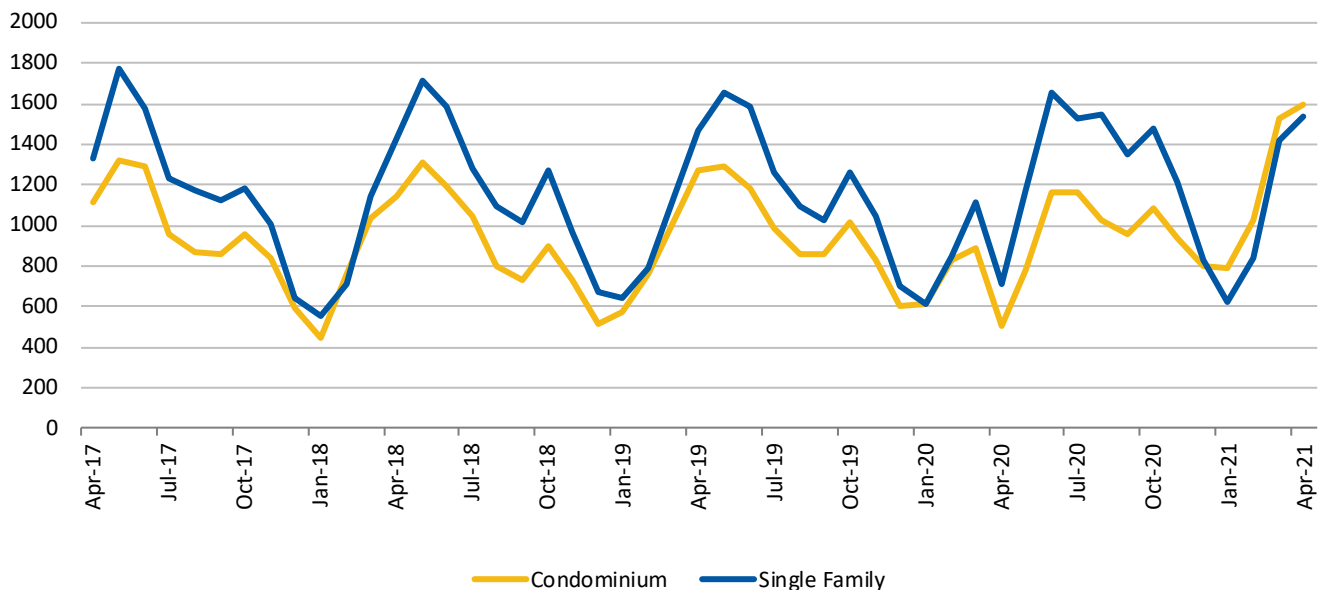
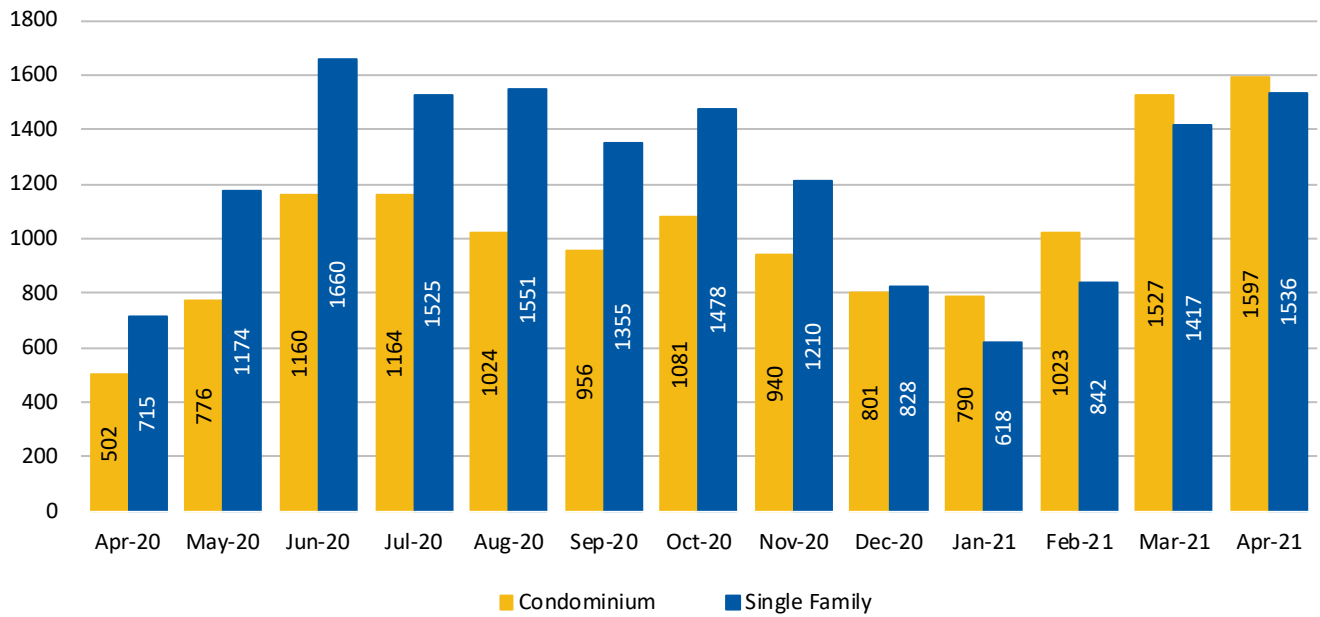
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	2,007	931	▲ 115.6%	1,695	▲ 18.4%	5,440	4,674	▲ 16.4%
CONDOMINIUMS	2,085	802	▲ 160.0%	1,803	▲ 15.6%	6,246	4,127	▲ 51.3%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,536	715	▲ 114.8%	1,417	▲ 8.4%	4,413	3,285	▲ 34.3%
CONDOMINIUMS	1,597	502	▲ 218.1%	1,527	▲ 4.6%	4,937	2,836	▲ 74.1%



CENTRAL MIDDLESEX REGION

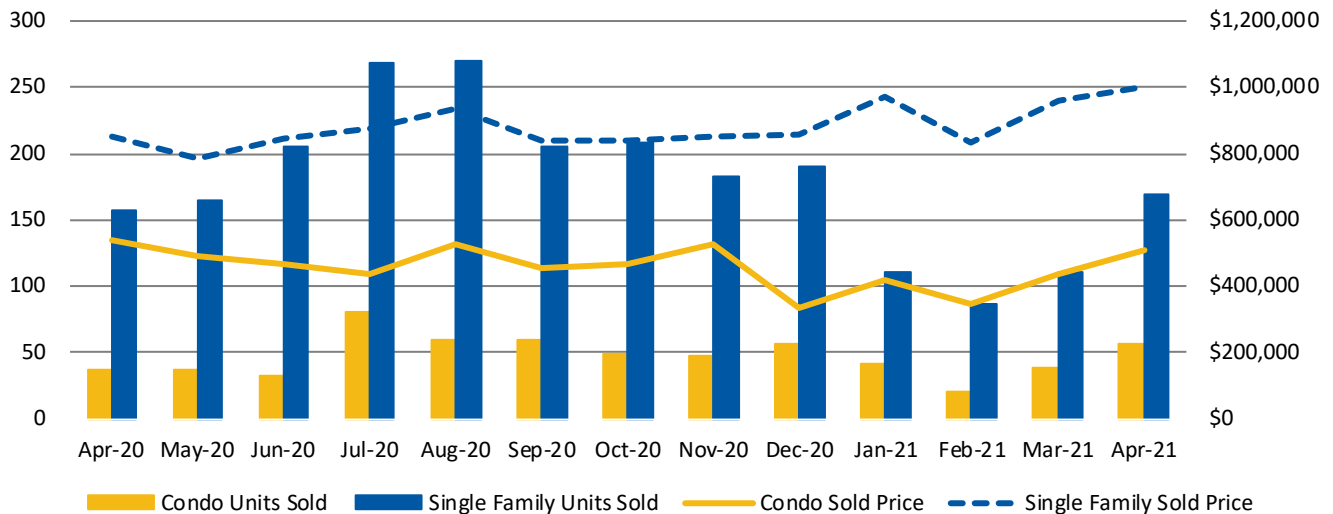
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$1,000,000	\$850,000	▲ 17.6%	\$957,500	▲ 4.4%	\$960,000	\$825,000	▲ 16.4%
Units Sold	169	157	▲ 7.6%	110	▲ 53.6%	475	441	▲ 7.7%
Active Listings	237	331	▼ -28.4%	199	▲ 19.1%	---	---	---
Months Supply of Inventory	1.4	2.1	▼ -33.3%	1.8	▼ -22.2%	---	---	---
New Listings	306	140	▲ 118.6%	257	▲ 19.1%	824	774	▲ 6.5%
Pending Sales	252	133	▲ 89.5%	219	▲ 15.1%	691	546	▲ 26.6%
Days to Off Market	20	38	▼ -47.4%	29	▼ -31.0%	32	52	▼ -38.5%
Sold to Original Price Ratio	104.4%	98.5%	▲ 6.0%	101.8%	▲ 2.6%	102.0%	96.7%	▲ 5.5%
Price per Square Foot	\$378	\$323	▲ 17.0%	\$365	▲ 3.6%	\$368	\$318	▲ 15.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$509,500	\$536,500	▼ -5.0%	\$437,500	▲ 16.5%	\$470,000	\$465,000	▲ 1.1%
Units Sold	56	37	▲ 51.4%	38	▲ 47.4%	155	139	▲ 11.5%
Active Listings	60	74	▼ -18.9%	62	▼ -3.2%	---	---	---
Months Supply of Inventory	1.1	2.0	▼ -45.0%	1.6	▼ -31.3%	---	---	---
New Listings	74	38	▲ 94.7%	79	▼ -6.3%	237	203	▲ 16.7%
Pending Sales	68	26	▲ 161.5%	70	▼ -2.9%	197	161	▲ 22.4%
Days to Off Market	22	24	▼ -8.3%	26	▼ -15.4%	30	62	▼ -51.6%
Sold to Original Price Ratio	101.6%	99.4%	▲ 2.2%	102.4%	▼ -0.8%	100.8%	98.8%	▲ 2.0%
Price per Square Foot	\$327	\$325	▲ 0.6%	\$313	▲ 4.5%	\$307	\$284	▲ 8.1%



EASTERN MIDDLESEX REGION

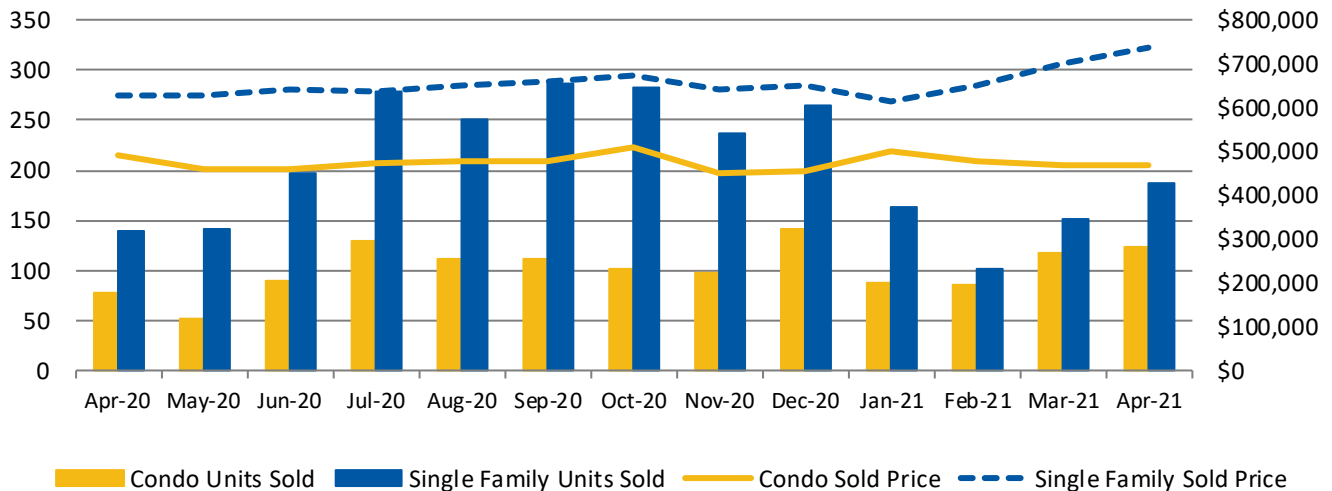
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$735,500	\$630,000	▲ 16.7%	\$700,000	▲ 5.1%	\$680,000	\$609,000	▲ 11.7%
Units Sold	188	139	▲ 35.3%	151	▲ 24.5%	603	479	▲ 25.9%
Active Listings	225	197	▲ 14.2%	159	▲ 41.5%	---	---	---
Months Supply of Inventory	1.2	1.4	▼ -14.3%	1.1	▲ 9.1%	---	---	---
New Listings	358	138	▲ 159.4%	279	▲ 28.3%	939	678	▲ 38.5%
Pending Sales	277	128	▲ 116.4%	238	▲ 16.4%	768	510	▲ 50.6%
Days to Off Market	16	25	▼ -36.0%	21	▼ -23.8%	22	34	▼ -35.3%
Sold to Original Price Ratio	106.6%	101.8%	▲ 4.7%	103.4%	▲ 3.1%	103.1%	99.3%	▲ 3.8%
Price per Square Foot	\$390	\$353	▲ 10.5%	\$378	▲ 3.2%	\$377	\$335	▲ 12.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$470,000	\$490,000	▼ -4.1%	\$471,000	▼ -0.2%	\$479,000	\$479,000	■ 0.0%
Units Sold	124	77	▲ 61.0%	117	▲ 6.0%	413	303	▲ 36.3%
Active Listings	146	117	▲ 24.8%	114	▲ 28.1%	---	---	---
Months Supply of Inventory	1.2	1.5	▼ -20.0%	1.0	▲ 20.0%	---	---	---
New Listings	182	62	▲ 193.5%	123	▲ 48.0%	532	380	▲ 40.0%
Pending Sales	129	49	▲ 163.3%	142	▼ -9.2%	468	300	▲ 56.0%
Days to Off Market	23	28	▼ -17.9%	32	▼ -28.1%	34	44	▼ -22.7%
Sold to Original Price Ratio	101.3%	99.6%	▲ 1.7%	100.8%	▲ 0.5%	99.9%	98.8%	▲ 1.1%
Price per Square Foot	\$443	\$389	▲ 13.9%	\$424	▲ 4.5%	\$420	\$379	▲ 10.8%



METRO BOSTON REGION

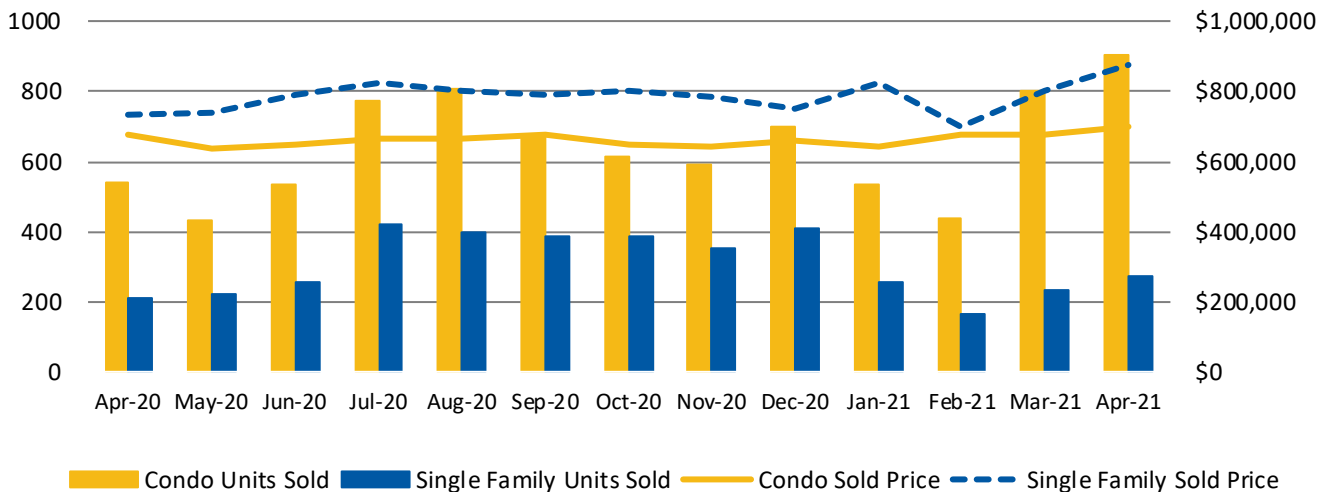
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$875,000	\$733,000	▲ 19.4%	\$799,950	▲ 9.4%	\$801,750	\$750,000	▲ 6.9%
Units Sold	274	212	▲ 29.2%	230	▲ 19.1%	924	770	▲ 20.0%
Active Listings	523	436	▲ 20.0%	377	▲ 38.7%	---	---	---
Months Supply of Inventory	1.9	2.1	▼ -9.5%	1.6	▲ 18.8%	---	---	---
New Listings	603	238	▲ 153.4%	492	▲ 22.6%	1,611	1,249	▲ 29.0%
Pending Sales	409	158	▲ 158.9%	408	▲ 0.2%	1,207	811	▲ 48.8%
Days to Off Market	22	30	▼ -26.7%	27	▼ -18.5%	30	37	▼ -18.9%
Sold to Original Price Ratio	102.9%	100.6%	▲ 2.3%	101.7%	▲ 1.2%	100.5%	98.5%	▲ 2.0%
Price per Square Foot	\$497	\$435	▲ 14.3%	\$474	▲ 4.9%	\$471	\$430	▲ 9.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$700,000	\$676,500	▲ 3.5%	\$677,500	▲ 3.3%	\$675,000	\$690,000	▼ -2.2%
Units Sold	905	540	▲ 67.6%	800	▲ 13.1%	2,677	1,938	▲ 38.1%
Active Listings	1,845	1,224	▲ 50.7%	1,642	▲ 12.4%	---	---	---
Months Supply of Inventory	2.0	2.3	▼ -13.0%	2.1	▼ -4.8%	---	---	---
New Listings	1,569	582	▲ 169.6%	1,373	▲ 14.3%	4,655	2,938	▲ 58.4%
Pending Sales	1,160	347	▲ 234.3%	1,123	▲ 3.3%	3,591	1,914	▲ 87.6%
Days to Off Market	33	36	▼ -8.3%	44	▼ -25.0%	47	45	▲ 4.4%
Sold to Original Price Ratio	99.1%	99.8%	▼ -0.7%	98.2%	▲ 0.9%	97.7%	98.2%	▼ -0.5%
Price per Square Foot	\$714	\$700	▲ 2.0%	\$677	▲ 5.5%	\$694	\$697	▼ -0.4%



METRO WEST REGION

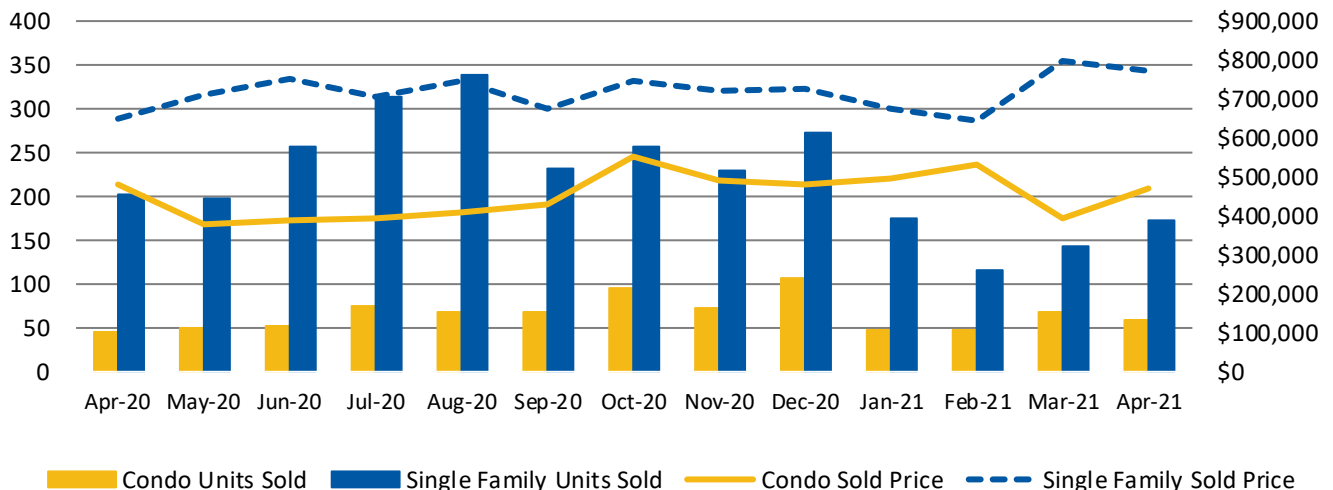
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$775,000	\$650,000	▲ 19.2%	\$796,500	▼ -2.7%	\$728,750	\$650,000	▲ 12.1%
Units Sold	173	202	▼ -14.4%	143	▲ 21.0%	606	633	▼ -4.3%
Active Listings	236	429	▼ -45.0%	191	▲ 23.6%	---	---	---
Months Supply of Inventory	1.4	2.1	▼ -33.3%	1.3	▲ 7.7%	---	---	---
New Listings	351	194	▲ 80.9%	332	▲ 5.7%	1,007	1,024	▼ -1.7%
Pending Sales	286	150	▲ 90.7%	296	▼ -3.4%	859	716	▲ 20.0%
Days to Off Market	19	40	▼ -52.5%	19	▬ 0.0%	25	44	▼ -43.2%
Sold to Original Price Ratio	105.0%	99.0%	▲ 6.1%	101.8%	▲ 3.1%	101.6%	97.5%	▲ 4.2%
Price per Square Foot	\$373	\$321	▲ 16.2%	\$352	▲ 6.0%	\$350	\$313	▲ 11.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$472,250	\$481,250	▼ -1.9%	\$393,000	▲ 20.2%	\$468,500	\$473,600	▼ -1.1%
Units Sold	60	46	▲ 30.4%	69	▼ -13.0%	224	192	▲ 16.7%
Active Listings	116	141	▼ -17.7%	111	▲ 4.5%	---	---	---
Months Supply of Inventory	1.9	3.1	▼ -38.7%	1.6	▲ 18.8%	---	---	---
New Listings	128	51	▲ 151.0%	92	▲ 39.1%	368	287	▲ 28.2%
Pending Sales	111	33	▲ 236.4%	79	▲ 40.5%	300	223	▲ 34.5%
Days to Off Market	30	38	▼ -21.1%	39	▼ -23.1%	38	61	▼ -37.7%
Sold to Original Price Ratio	102.6%	99.9%	▲ 2.7%	99.5%	▲ 3.1%	100.2%	99.0%	▲ 1.2%
Price per Square Foot	\$313	\$276	▲ 13.4%	\$318	▼ -1.6%	\$318	\$284	▲ 12.0%



SOUTHERN NORFOLK REGION

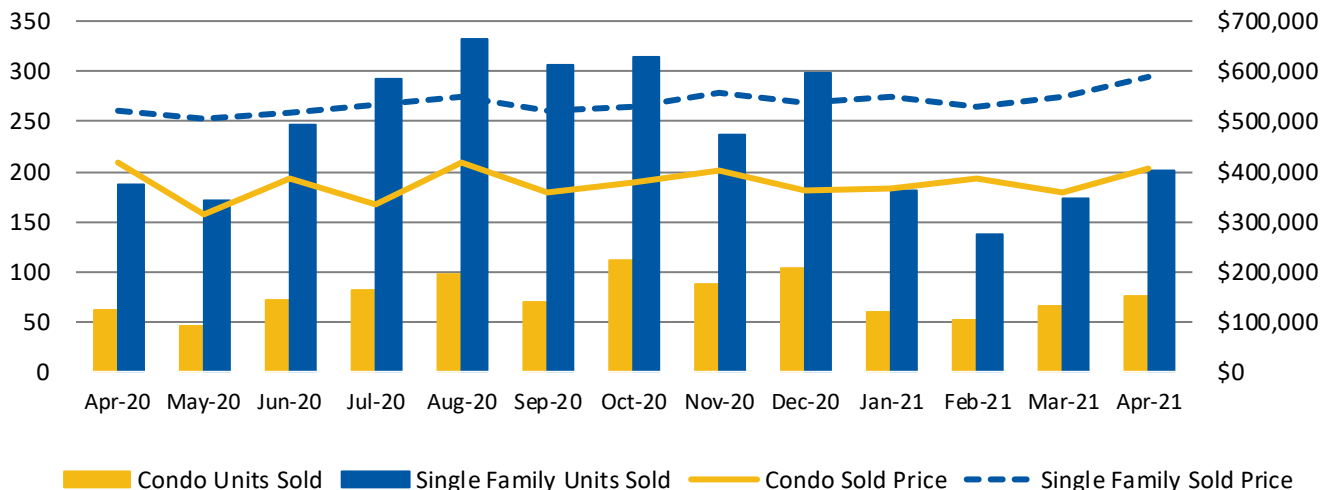
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$589,495	\$520,000	▲ 13.4%	\$550,000	▲ 7.2%	\$553,000	\$481,900	▲ 14.8%
Units Sold	202	187	▲ 8.0%	174	▲ 16.1%	694	660	▲ 5.2%
Active Listings	270	370	▼ -27.0%	224	▲ 20.5%	---	---	---
Months Supply of Inventory	1.3	2.0	▼ -35.0%	1.3	▬ 0.0%	---	---	---
New Listings	389	221	▲ 76.0%	335	▲ 16.1%	1,059	949	▲ 11.6%
Pending Sales	312	146	▲ 113.7%	256	▲ 21.9%	888	702	▲ 26.5%
Days to Off Market	18	31	▼ -41.9%	23	▼ -21.7%	23	42	▼ -45.2%
Sold to Original Price Ratio	104.7%	99.2%	▲ 5.5%	103.4%	▲ 1.3%	102.6%	97.8%	▲ 4.9%
Price per Square Foot	\$313	\$267	▲ 17.2%	\$299	▲ 4.7%	\$294	\$259	▲ 13.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$405,000	\$417,500	▼ -3.0%	\$360,000	▲ 12.5%	\$380,000	\$410,000	▼ -7.3%
Units Sold	75	61	▲ 23.0%	65	▲ 15.4%	250	267	▼ -6.4%
Active Listings	130	150	▼ -13.3%	132	▼ -1.5%	---	---	---
Months Supply of Inventory	1.7	2.5	▼ -32.0%	2.0	▼ -15.0%	---	---	---
New Listings	132	69	▲ 91.3%	136	▼ -2.9%	454	319	▲ 42.3%
Pending Sales	129	47	▲ 174.5%	113	▲ 14.2%	381	238	▲ 60.1%
Days to Off Market	36	36	▬ 0.0%	33	▲ 9.1%	37	61	▼ -39.3%
Sold to Original Price Ratio	102.2%	101.0%	▲ 1.2%	101.7%	▲ 0.5%	100.6%	100.5%	▲ 0.1%
Price per Square Foot	\$286	\$270	▲ 5.9%	\$277	▲ 3.2%	\$282	\$281	▲ 0.4%



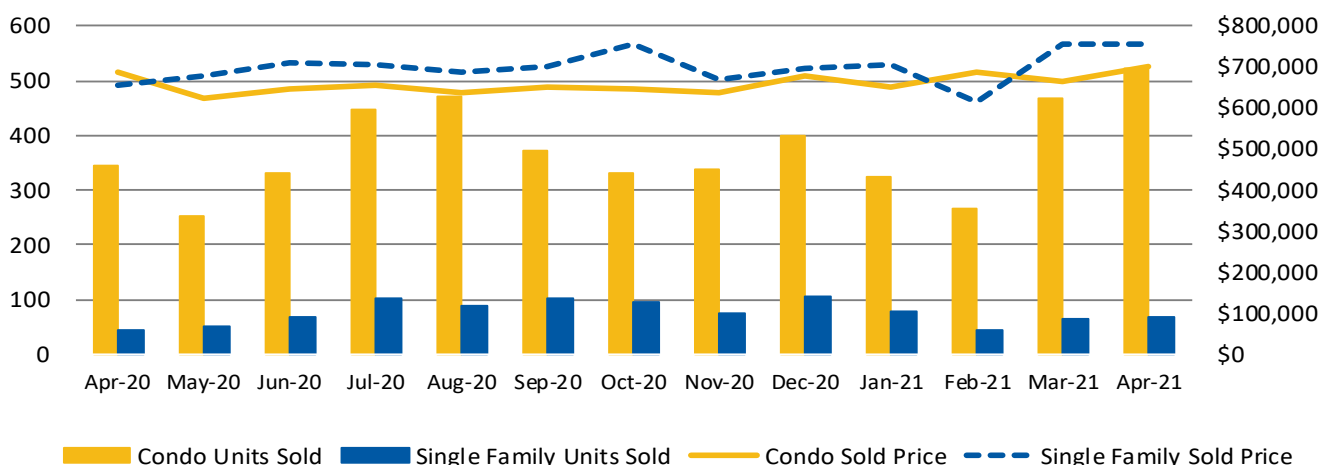
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$757,500	\$655,000	▲ 15.6%	\$758,000	▼ -0.1%	\$725,000	\$650,000	▲ 11.5%
Units Sold	68	45	▲ 51.1%	63	▲ 7.9%	253	184	▲ 37.5%
Active Listings	179	109	▲ 64.2%	122	▲ 46.7%	---	---	---
Months Supply of Inventory	2.6	2.4	▲ 8.3%	1.9	▲ 36.8%	---	---	---
New Listings	170	62	▲ 174.2%	135	▲ 25.9%	427	300	▲ 42.3%
Pending Sales	97	42	▲ 131.0%	104	▼ -6.7%	305	191	▲ 59.7%
Days to Off Market	28	20	▲ 40.0%	33	▼ -15.2%	35	37	▼ -5.4%
Sold to Original Price Ratio	102.1%	100.7%	▲ 1.4%	102.5%	▼ -0.4%	100.1%	98.5%	▲ 1.6%
Price per Square Foot	\$545	\$436	▲ 25.0%	\$489	▲ 11.5%	\$498	\$443	▲ 12.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$700,000	\$687,500	▲ 1.8%	\$665,000	▲ 5.3%	\$681,000	\$695,000	▼ -2.0%
Units Sold	523	346	▲ 51.2%	468	▲ 11.8%	1,579	1,210	▲ 30.5%
Active Listings	1,293	836	▲ 54.7%	1,178	▲ 9.8%	---	---	---
Months Supply of Inventory	2.5	2.4	▲ 4.2%	2.5	■ 0.0%	---	---	---
New Listings	953	348	▲ 173.9%	881	▲ 8.2%	2,902	1,821	▲ 59.4%
Pending Sales	686	203	▲ 237.9%	672	▲ 2.1%	2,128	1,155	▲ 84.2%
Days to Off Market	37	43	▼ -14.0%	48	▼ -22.9%	51	49	▲ 4.1%
Sold to Original Price Ratio	98.3%	99.2%	▼ -0.9%	97.7%	▲ 0.6%	97.0%	97.6%	▼ -0.6%
Price per Square Foot	\$799	\$770	▲ 3.8%	\$752	▲ 6.3%	\$776	\$781	▼ -0.6%



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		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$792,750	\$775,000	▲ 2.3%	\$810,000	▼ -2.1%	\$785,000	\$729,800	▲ 7.6%
Units Sold	114	73	▲ 56.2%	121	▼ -5.8%	439	323	▲ 35.9%
Active Listings	207	149	▲ 38.9%	175	▲ 18.3%	---	---	---
Months Supply of Inventory	1.8	2.0	▼ -10.0%	1.4	▲ 28.6%	---	---	---
New Listings	222	78	▲ 184.6%	209	▲ 6.2%	667	456	▲ 46.3%
Pending Sales	165	57	▲ 189.5%	146	▲ 13.0%	496	286	▲ 73.4%
Days to Off Market	25	30	▼ -16.7%	34	▼ -26.5%	34	32	▲ 6.3%
Sold to Original Price Ratio	99.5%	101.3%	▼ -1.8%	99.3%	▲ 0.2%	98.3%	98.9%	▼ -0.6%
Price per Square Foot	\$329	\$330	▼ -0.3%	\$344	▼ -4.4%	\$331	\$316	▲ 4.7%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$1,005,000	\$1,030,000	▼ -2.4%	\$955,000	▲ 5.2%	\$1,030,000	\$940,000	▲ 9.6%
Units Sold	40	18	▲ 122.2%	35	▲ 14.3%	150	123	▲ 22.0%
Active Listings	103	52	▲ 98.1%	85	▲ 21.2%	---	---	---
Months Supply of Inventory	2.6	2.9	▼ -10.3%	2.4	▲ 8.3%	---	---	---
New Listings	96	27	▲ 255.6%	74	▲ 29.7%	254	175	▲ 45.1%
Pending Sales	61	19	▲ 221.1%	60	▲ 1.7%	188	89	▲ 111.2%
Days to Off Market	35	27	▲ 29.6%	32	▲ 9.4%	42	32	▲ 31.3%
Sold to Original Price Ratio	98.2%	94.2%	▲ 4.2%	95.1%	▲ 3.3%	94.9%	95.7%	▼ -0.8%
Price per Square Foot	\$340	\$512	▼ -33.6%	\$307	▲ 10.7%	\$332	\$364	▼ -8.8%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$1,180,000	\$1,120,975	▲ 5.3%	\$935,000	▲ 26.2%	\$1,192,063	\$1,320,000	▼ -9.7%
Units Sold	5	4	▲ 25.0%	3	▲ 66.7%	18	21	▼ -14.3%
Active Listings	21	16	▲ 31.3%	17	▲ 23.5%	---	---	---
Months Supply of Inventory	4.2	4.0	▲ 5.0%	5.7	▼ -26.3%	---	---	---
New Listings	15	9	▲ 66.7%	20	▼ -25.0%	47	37	▲ 27.0%
Pending Sales	10	4	▲ 150.0%	8	▲ 25.0%	27	22	▲ 22.7%
Days to Off Market	38	39	▼ -2.6%	18	▲ 111.1%	39	41	▼ -4.9%
Sold to Original Price Ratio	90.6%	96.0%	▼ -5.6%	95.3%	▼ -4.9%	95.8%	96.6%	▼ -0.8%
Price per Square Foot	\$291	\$290	▲ 0.3%	\$296	▼ -1.7%	\$378	\$355	▲ 6.5%

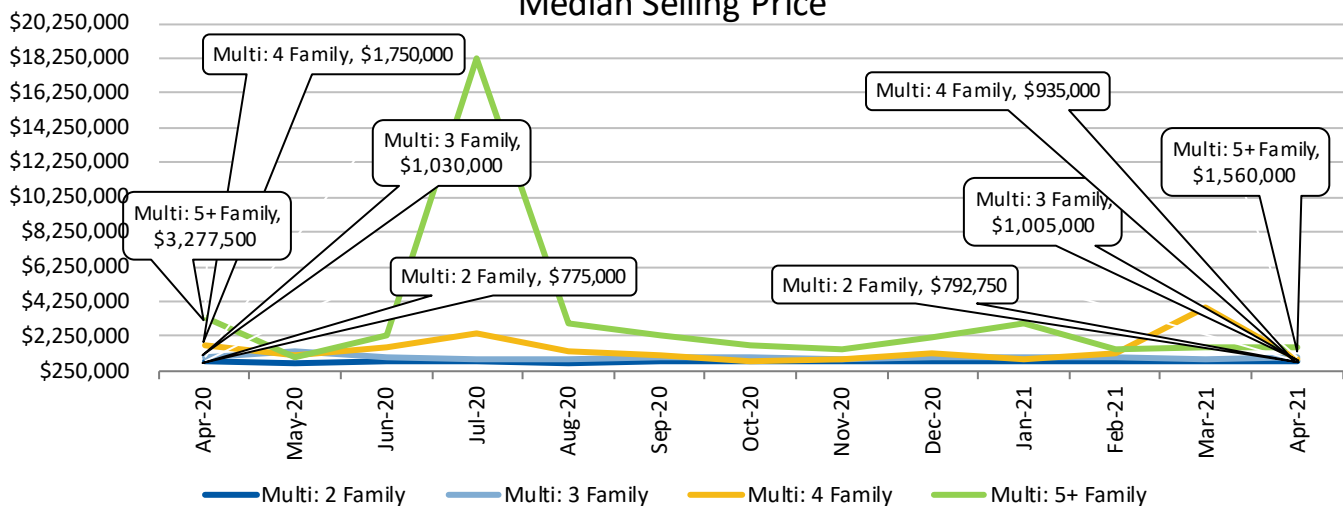
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

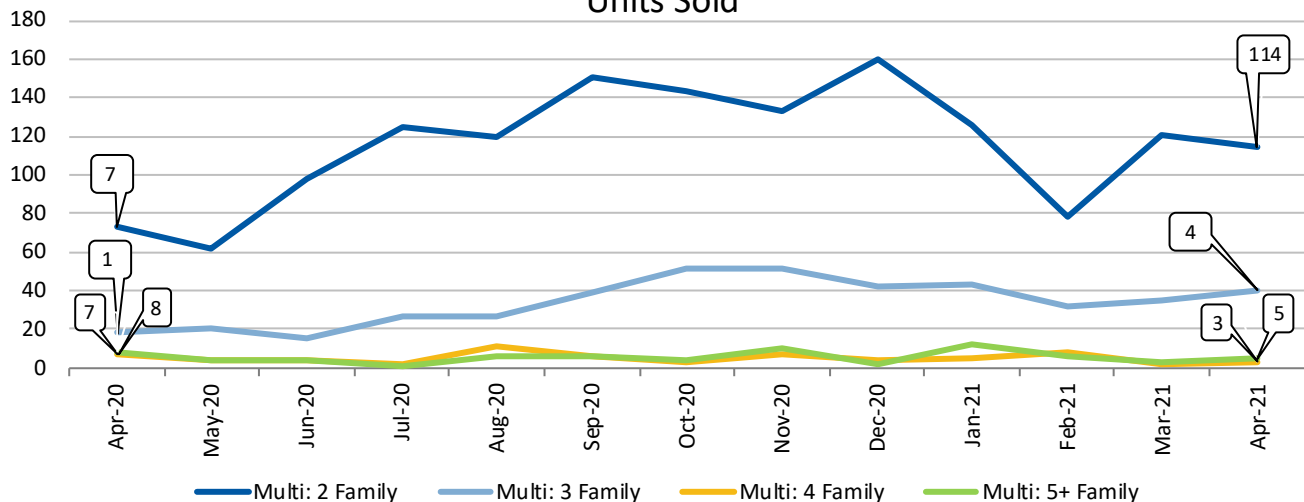
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2021	Apr 2020	Change	Mar 2021	Change	2021	2020	Change
Median Selling Price	\$1,825,000	\$1,025,000	▲ 78.0%	\$1,560,000	▲ 17.0%	\$1,700,000	\$2,350,000	▼ -27.7%
Units Sold	7	4	▲ 75.0%	5	▲ 40.0%	21	24	▼ -12.5%
Active Listings	47	25	▲ 88.0%	38	▲ 23.7%	---	---	---
Months Supply of Inventory	6.7	6.3	▲ 6.3%	7.6	▼ -11.8%	---	---	---
New Listings	24	8	▲ 200.0%	22	▲ 9.1%	73	37	▲ 97.3%
Pending Sales	11	3	▲ 266.7%	11	■ 0.0%	30	18	▲ 66.7%
Days to Off Market	38	45	▼ -15.6%	75	▼ -49.3%	53	83	▼ -36.1%
Sold to Original Price Ratio	86.8%	84.8%	▲ 2.4%	96.6%	▼ -10.1%	91.3%	90.6%	▲ 0.8%
Price per Square Foot	\$522	\$208	▲ 151.0%	\$436	▲ 19.7%	\$432	\$418	▲ 3.3%

Median Selling Price

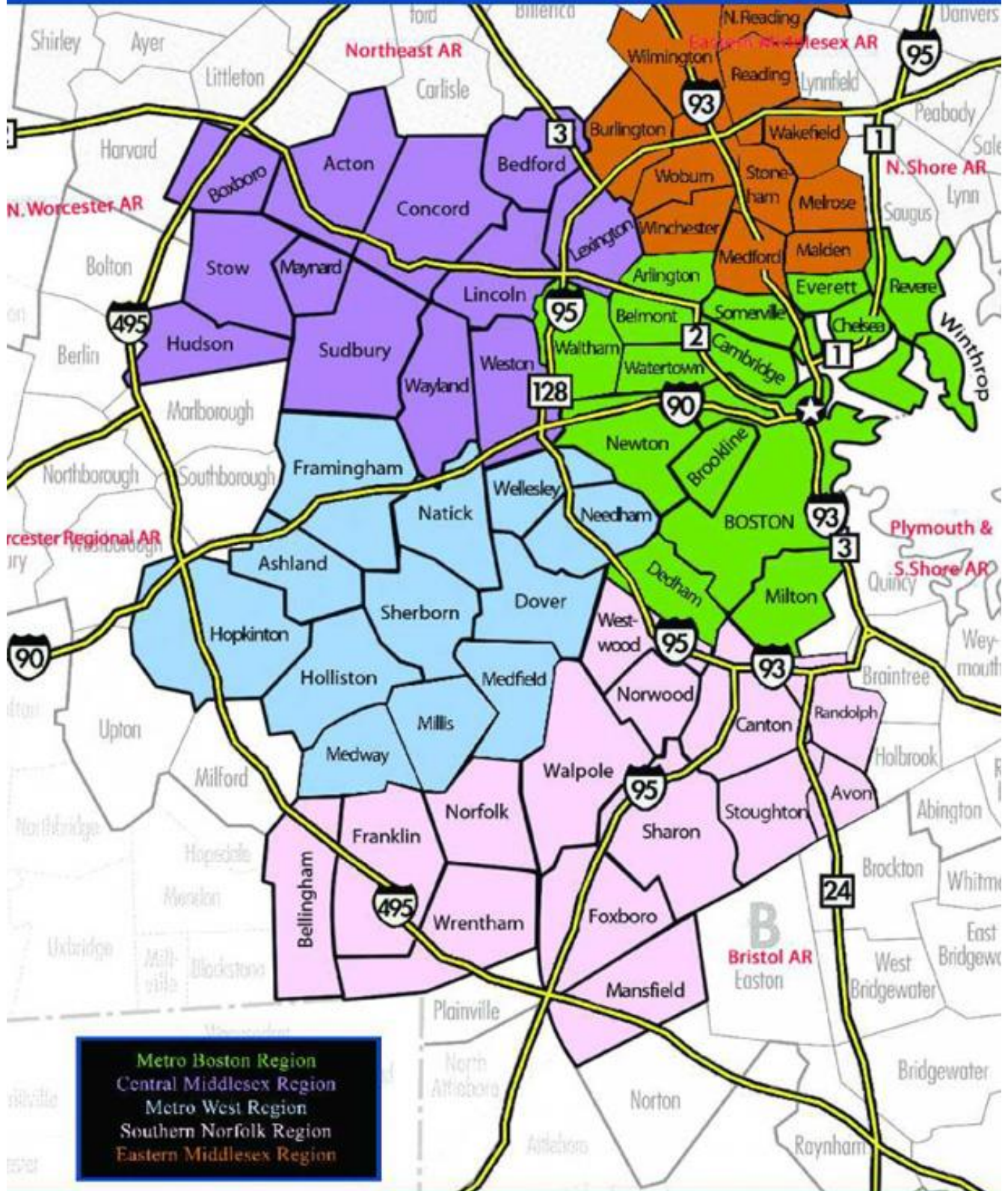


Units Sold



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.