

MONTHLY MARKET INSIGHTS REPORT

August 2021

Detached Single-Family Homes

The 1,552 homes sold in August 2021 was the tenth highest sales total for the month and was a 2.4 percent decrease in sales volume from the 1,590 homes sold in August 2020. Additionally, the median sales price reached a new record high price for the month of August at \$780,000 which reflects an 8.4 percent increase on the August 2020 median sales price of \$719,500.

Condominiums

With 1,299 condos sold in August, it was the fifth most active August on record in Greater Boston as the market experienced a 13.4 percent increase in sales volume from the 1,146 units sold in August 2020. The median sales price for condos increased to a new record high for the month at \$639,000 which is a 7.8 percent increase from the August 2020 median sales price of \$592,500.

Multi-Family Homes

This month, 243 multi-family homes were sold in Greater Boston, which reflects a 52.8 percent increase in sales from the 159 units sold in August 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 9/10/2021

GREATER BOSTON MARKET SUMMARY

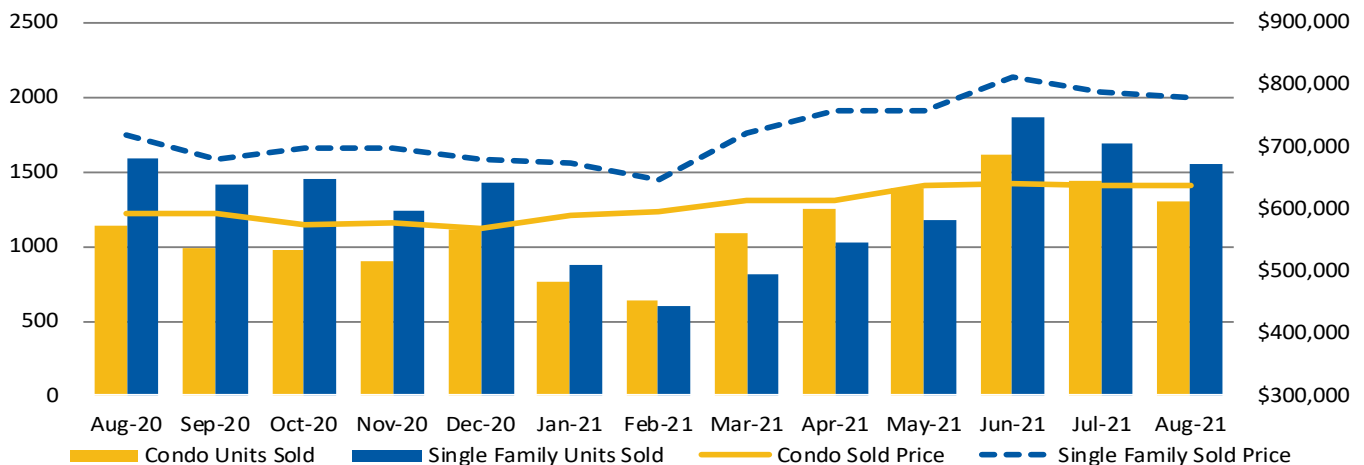
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$780,000	\$719,500	▲ 8.4%	\$788,000	▼ -1.0%	\$759,000	\$670,000	▲ 13.3%
Units Sold	1,552	1,590	▼ -2.4%	1,695	▼ -8.4%	9,617	8,200	▲ 17.3%
Active Listings	1,440	1,870	▼ -23.0%	1,521	▼ -5.3%	---	---	---
Months Supply of Inventory	0.9	1.2	▼ -25.0%	0.9	▬ 0.0%	---	---	---
New Listings	1,263	1,563	▼ -19.2%	1,481	▼ -14.7%	12,008	11,513	▲ 4.3%
Pending Sales	1,276	1,550	▼ -17.7%	1,237	▲ 3.2%	10,219	9,189	▲ 11.2%
Days to Off Market	25	31	▼ -19.4%	23	▲ 8.7%	23	37	▼ -37.8%
Sold to Original Price Ratio	104.2%	100.5%	▲ 3.7%	105.6%	▼ -1.3%	104.4%	99.2%	▲ 5.2%
Price per Square Foot	\$398	\$356	▲ 11.8%	\$412	▼ -3.4%	\$397	\$346	▲ 14.7%

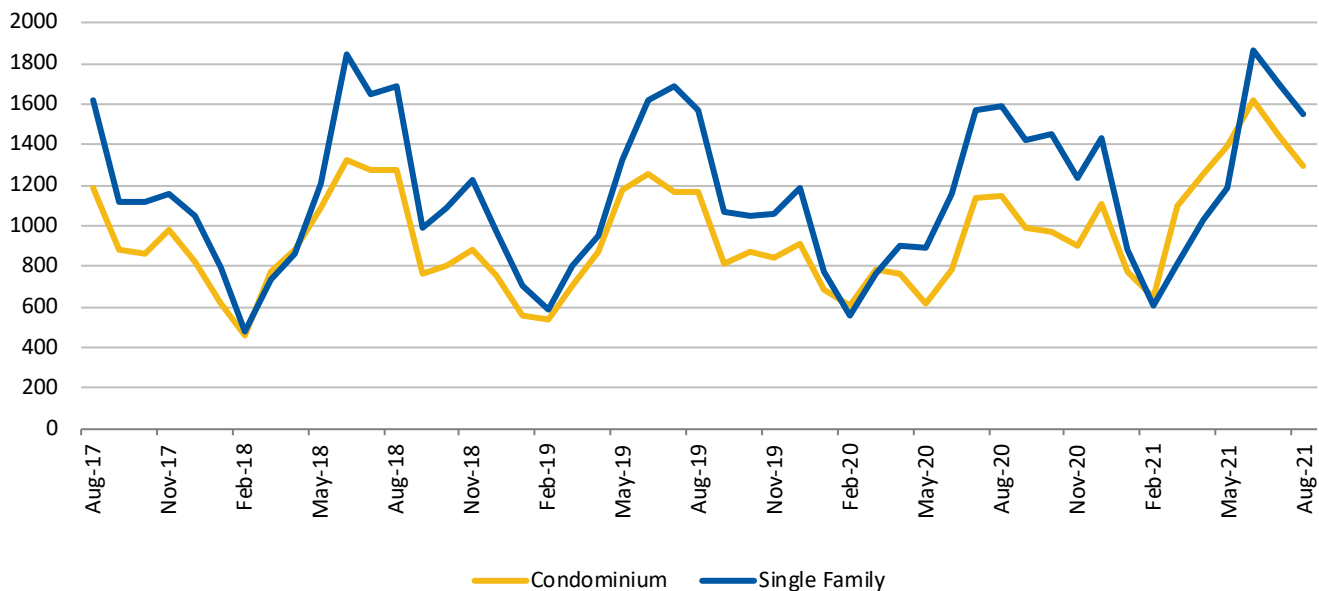
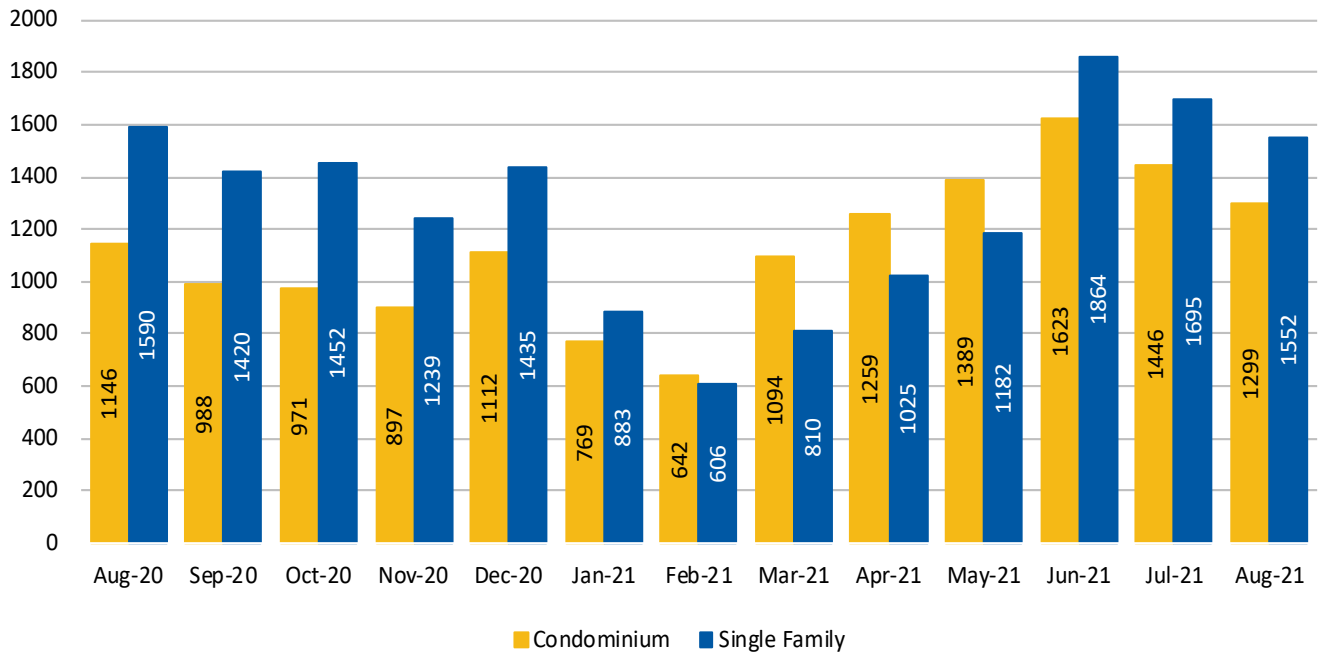
Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$639,000	\$592,500	▲ 7.8%	\$638,250	▲ 0.1%	\$625,000	\$591,090	▲ 5.7%
Units Sold	1,299	1,146	▲ 13.4%	1,446	▼ -10.2%	9,521	6,519	▲ 46.1%
Active Listings	1,923	2,690	▼ -28.5%	2,196	▼ -12.4%	---	---	---
Months Supply of Inventory	1.5	2.3	▼ -34.8%	1.5	▬ 0.0%	---	---	---
New Listings	1,050	1,404	▼ -25.2%	1,369	▼ -23.3%	12,289	10,467	▲ 17.4%
Pending Sales	1,033	1,026	▲ 0.7%	1,100	▼ -6.1%	9,942	6,966	▲ 42.7%
Days to Off Market	36	42	▼ -14.3%	37	▼ -2.7%	38	43	▼ -11.6%
Sold to Original Price Ratio	99.9%	99.3%	▲ 0.6%	101.1%	▼ -1.2%	100.0%	98.9%	▲ 1.1%
Price per Square Foot	\$628	\$570	▲ 10.2%	\$626	▲ 0.3%	\$620	\$567	▲ 9.3%



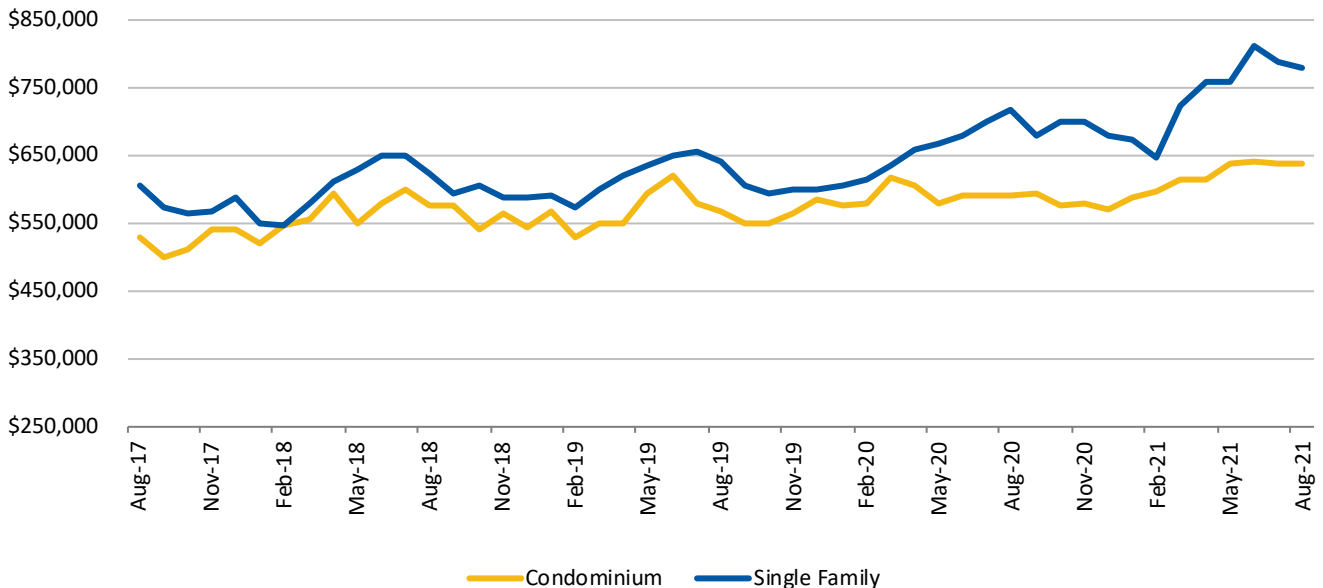
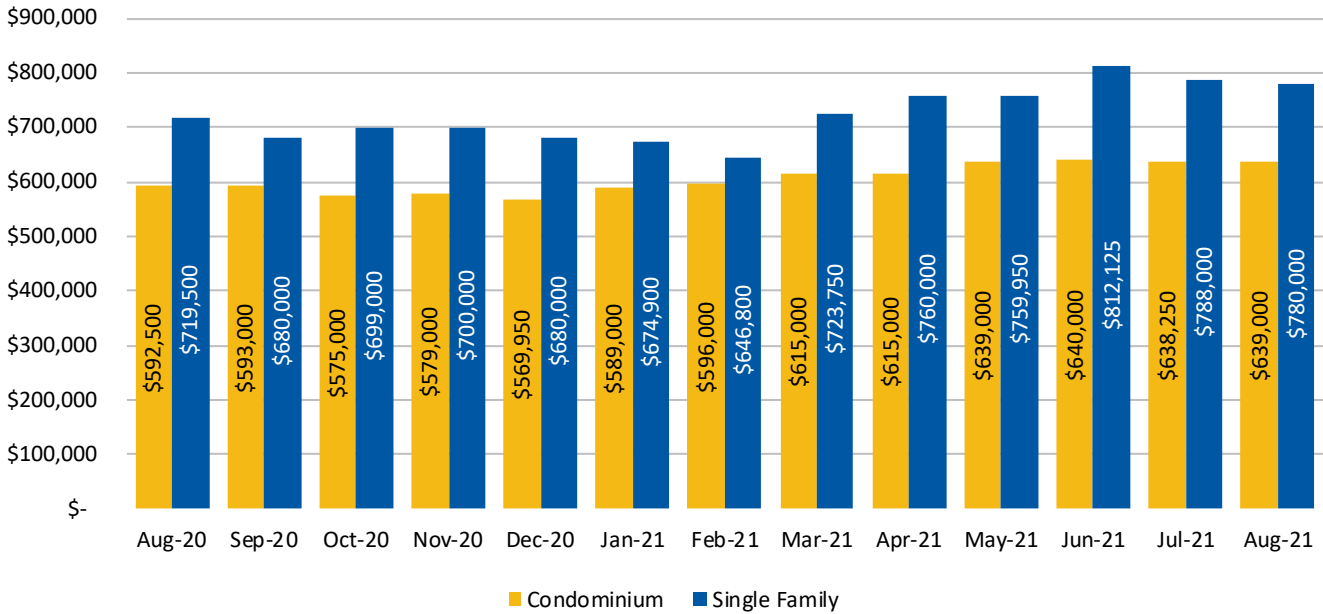
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,552	1,590	▼ -2.4%	1,695	▼ -8.4%	9,617	8,200	▲ 17.3%
CONDOMINIUMS	1,299	1,146	▲ 13.4%	1,446	▼ -10.2%	9,521	6,519	▲ 46.1%



MEDIAN SELLING PRICE

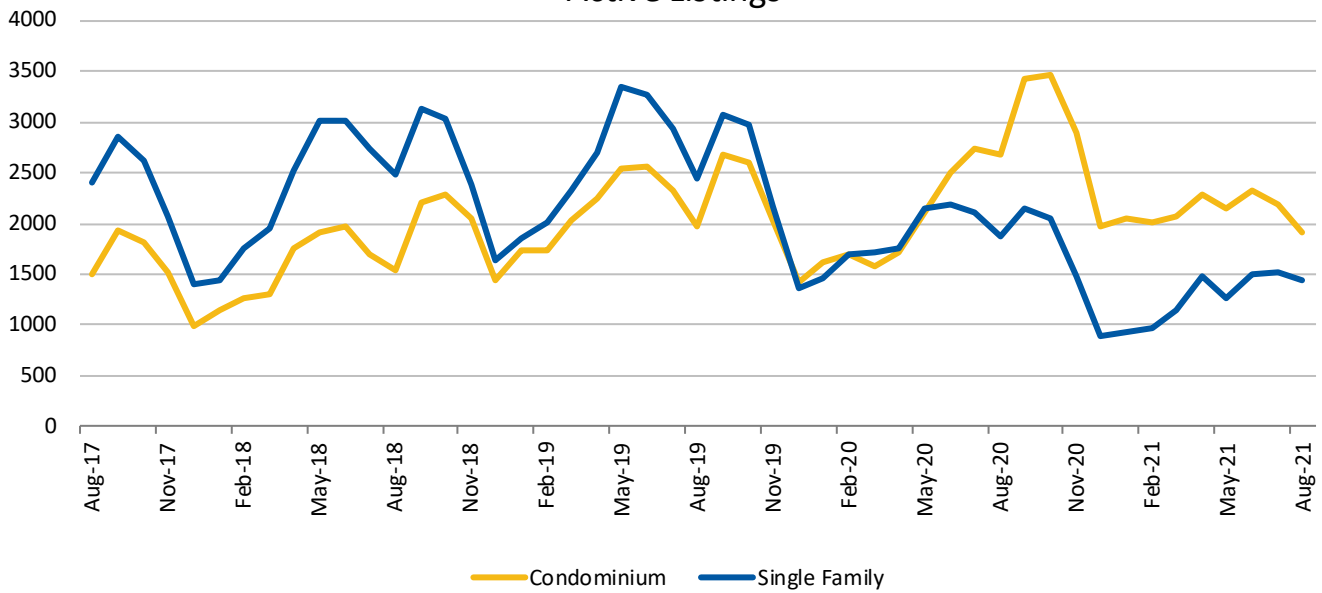
	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	\$780,000	\$719,500	▲ 8.4%	\$788,000	▼ -1.0%	\$759,000	\$670,000	▲ 13.3%
CONDOMINIUMS	\$639,000	\$592,500	▲ 7.8%	\$638,250	▲ 0.1%	\$625,000	\$591,090	▲ 5.7%



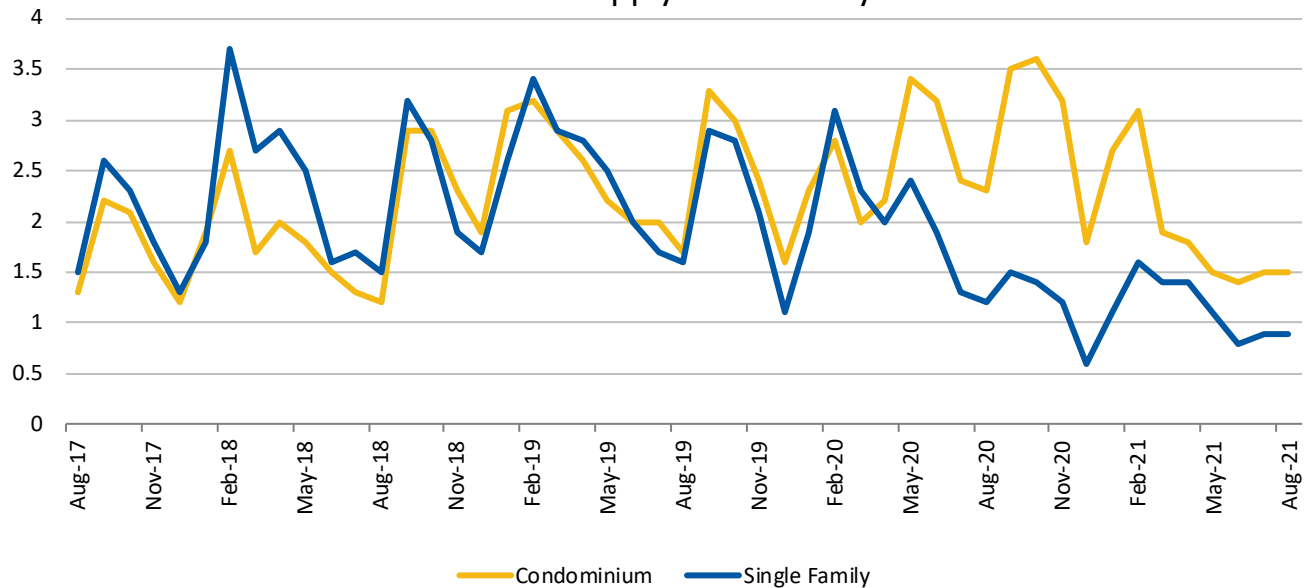
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Aug 2021	Aug 2020	Change	Jul 2021	Change
SINGLE FAMILY HOMES	Active Listings	1,440	1,870	▼ -23.0%	1,521	▼ -5.3%
	Months Supply of Inventory	0.9	1.2	▼ -25.0%	0.9	▬ 0.0%
CONDOMINIUMS	Active Listings	1,923	2,690	▼ -28.5%	2,196	▼ -12.4%
	Months Supply of Inventory	1.5	2.3	▼ -34.8%	1.5	▬ 0.0%

Active Listings

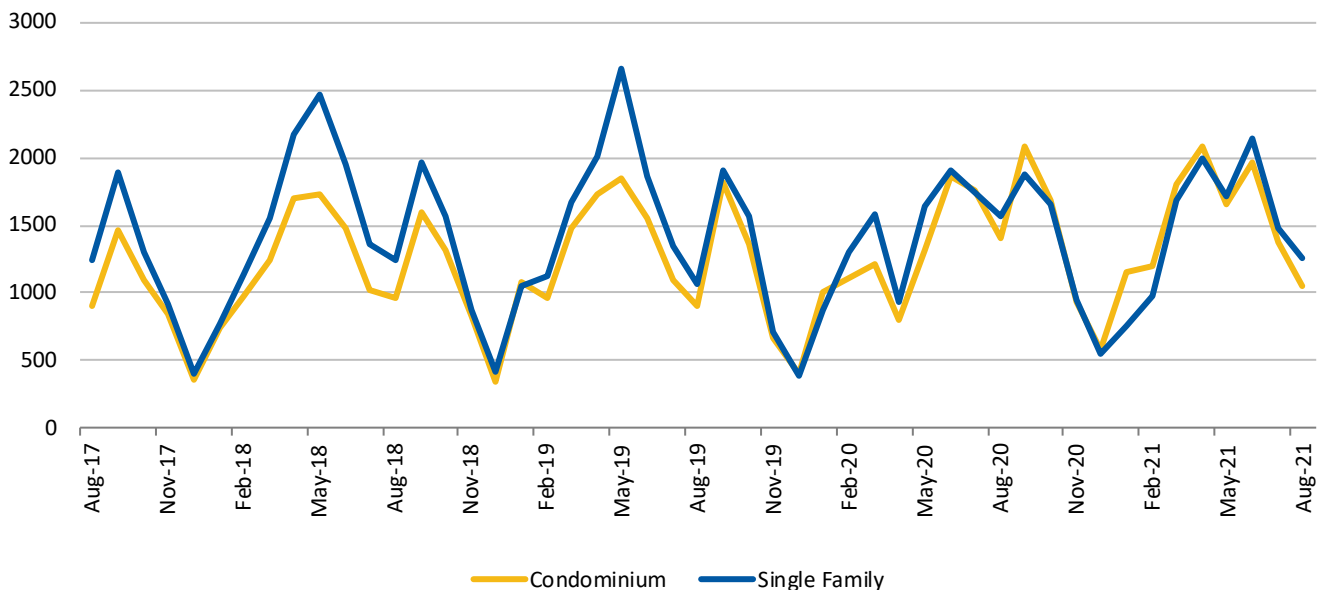
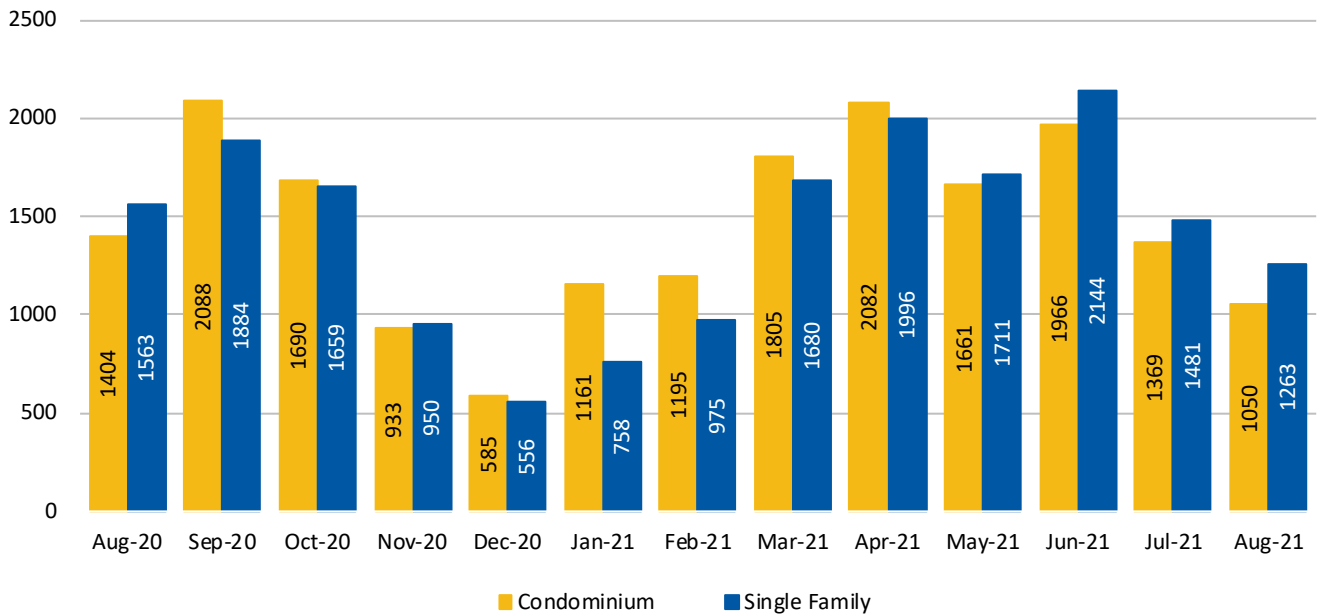


Months Supply of Inventory



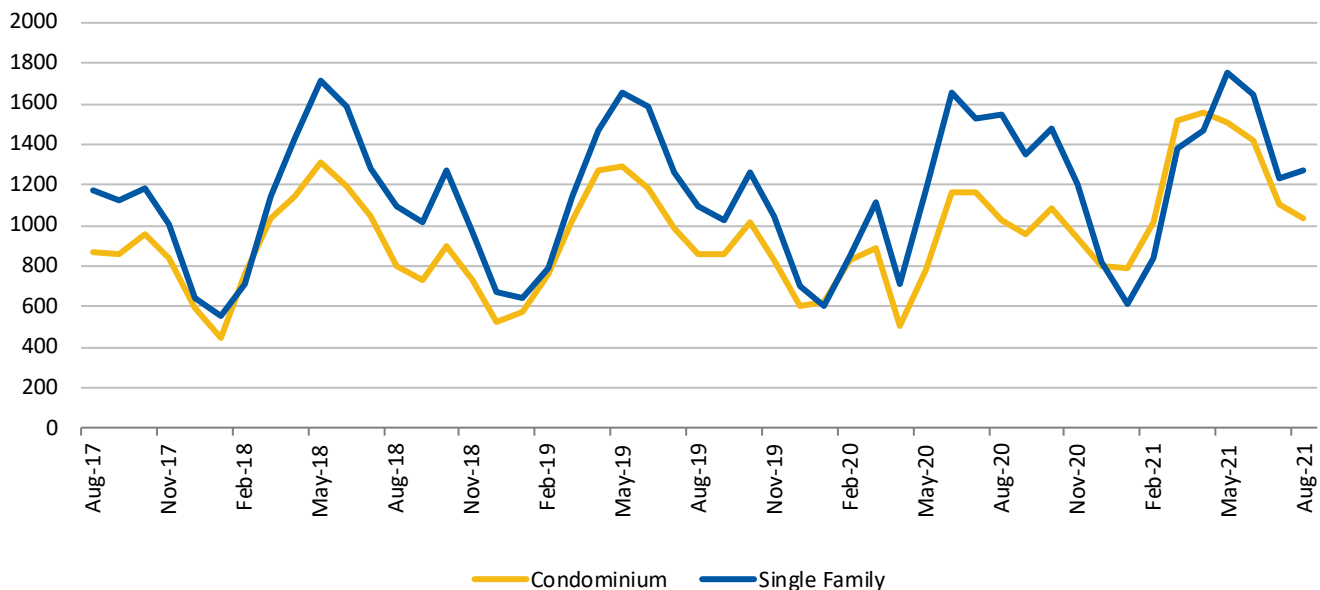
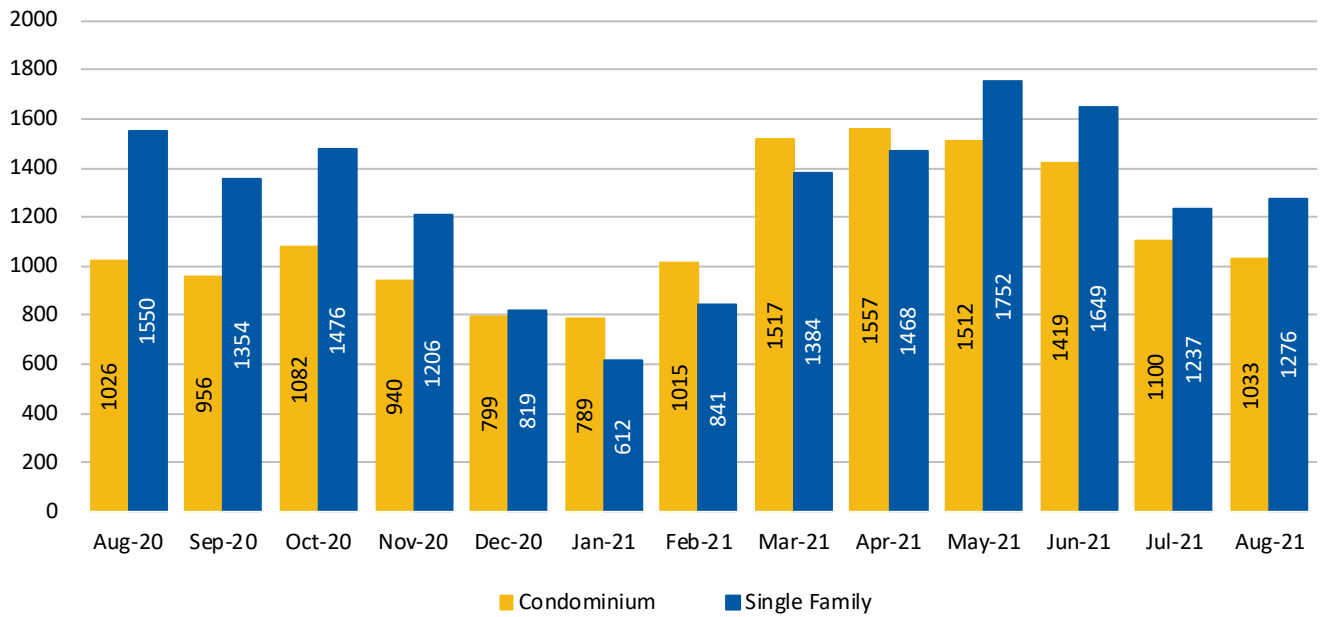
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,263	1,563	▼ -19.2%	1,481	▼ -14.7%	12,008	11,513	▲ 4.3%
CONDOMINIUMS	1,050	1,404	▼ -25.2%	1,369	▼ -23.3%	12,289	10,467	▲ 17.4%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,276	1,550	▼ -17.7%	1,237	▲ 3.2%	10,219	9,189	▲ 11.2%
CONDOMINIUMS	1,033	1,026	▲ 0.7%	1,100	▼ -6.1%	9,942	6,966	▲ 42.7%



CENTRAL MIDDLESEX REGION

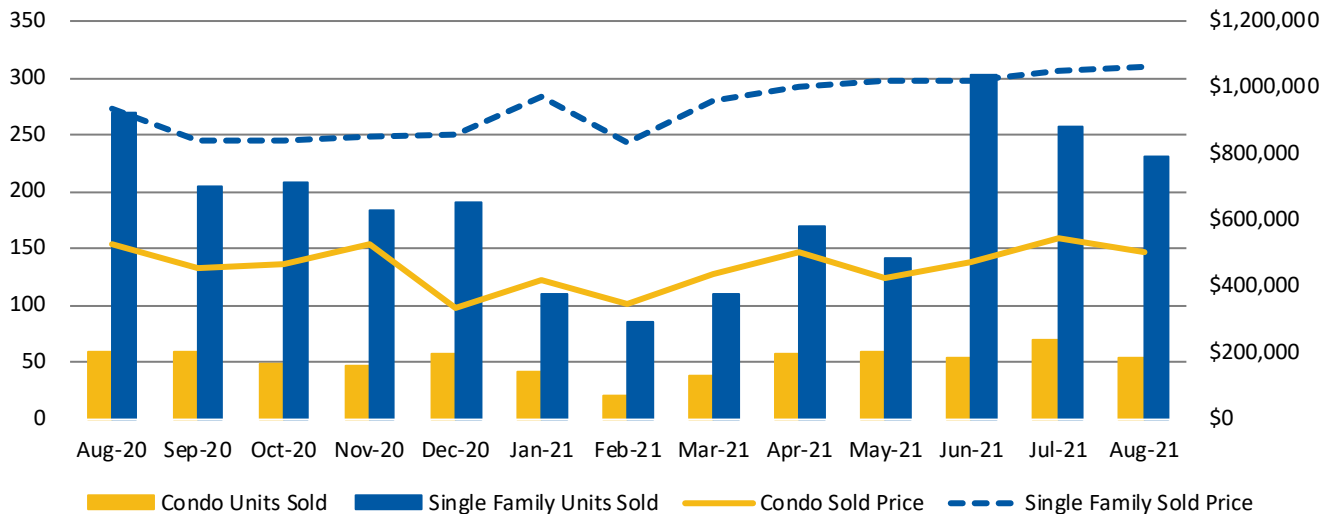
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$1,065,000	\$936,250	▲ 13.8%	\$1,050,000	▲ 1.4%	\$1,010,000	\$850,000	▲ 18.8%
Units Sold	231	270	▼ -14.4%	257	▼ -10.1%	1,408	1,350	▲ 4.3%
Active Listings	222	328	▼ -32.3%	217	▲ 2.3%	---	---	---
Months Supply of Inventory	1.0	1.2	▼ -16.7%	0.8	▲ 25.0%	---	---	---
New Listings	185	203	▼ -8.9%	194	▼ -4.6%	1,731	1,811	▼ -4.4%
Pending Sales	173	229	▼ -24.5%	177	▼ -2.3%	1,504	1,500	▲ 0.3%
Days to Off Market	26	41	▼ -36.6%	23	▲ 13.0%	27	46	▼ -41.3%
Sold to Original Price Ratio	106.8%	99.7%	▲ 7.1%	106.0%	▲ 0.8%	105.3%	98.2%	▲ 7.2%
Price per Square Foot	\$399	\$347	▲ 15.0%	\$397	▲ 0.5%	\$386	\$329	▲ 17.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$501,900	\$530,000	▼ -5.3%	\$542,550	▼ -7.5%	\$475,000	\$466,500	▲ 1.8%
Units Sold	54	59	▼ -8.5%	70	▼ -22.9%	393	348	▲ 12.9%
Active Listings	79	86	▼ -8.1%	86	▼ -8.1%	---	---	---
Months Supply of Inventory	1.5	1.5	■ 0.0%	1.2	▲ 25.0%	---	---	---
New Listings	55	64	▼ -14.1%	73	▼ -24.7%	510	469	▲ 8.7%
Pending Sales	65	59	▲ 10.2%	47	▲ 38.3%	431	384	▲ 12.2%
Days to Off Market	27	32	▼ -15.6%	22	▲ 22.7%	27	50	▼ -46.0%
Sold to Original Price Ratio	102.5%	99.2%	▲ 3.3%	104.8%	▼ -2.2%	102.7%	98.8%	▲ 3.9%
Price per Square Foot	\$330	\$301	▲ 9.6%	\$343	▼ -3.8%	\$319	\$293	▲ 8.9%



EASTERN MIDDLESEX REGION

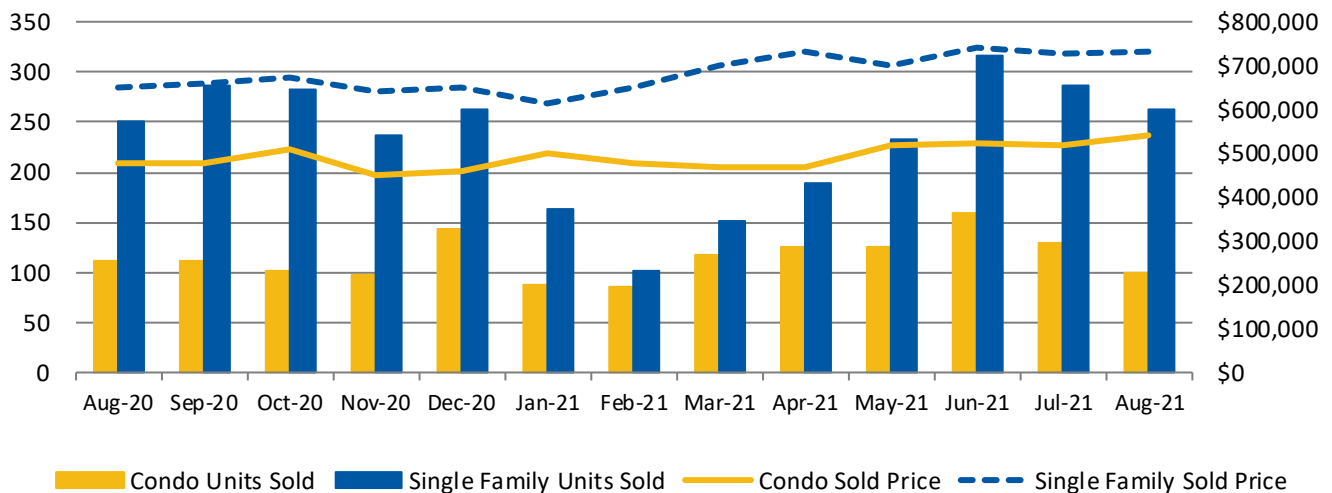
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$732,900	\$650,100	▲ 12.7%	\$728,000	▲ 0.7%	\$715,000	\$632,950	▲ 13.0%
Units Sold	263	251	▲ 4.8%	287	▼ -8.4%	1,704	1,348	▲ 26.4%
Active Listings	232	263	▼ -11.8%	245	▼ -5.3%	---	---	---
Months Supply of Inventory	0.9	1.0	▼ -10.0%	0.9	■ 0.0%	---	---	---
New Listings	252	309	▼ -18.4%	273	▼ -7.7%	2,096	1,872	▲ 12.0%
Pending Sales	245	287	▼ -14.6%	209	▲ 17.2%	1,810	1,545	▲ 17.2%
Days to Off Market	24	23	▲ 4.3%	21	▲ 14.3%	21	28	▼ -25.0%
Sold to Original Price Ratio	105.0%	102.6%	▲ 2.3%	107.0%	▼ -1.9%	105.4%	101.0%	▲ 4.4%
Price per Square Foot	\$393	\$358	▲ 9.8%	\$400	▼ -1.8%	\$390	\$346	▲ 12.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$540,000	\$480,000	▲ 12.5%	\$520,000	▲ 3.8%	\$500,000	\$474,950	▲ 5.3%
Units Sold	99	111	▼ -10.8%	130	▼ -23.8%	930	684	▲ 36.0%
Active Listings	125	173	▼ -27.7%	130	▼ -3.8%	---	---	---
Months Supply of Inventory	1.3	1.6	▼ -18.8%	1.0	▲ 30.0%	---	---	---
New Listings	110	128	▼ -14.1%	123	▼ -10.6%	1,074	923	▲ 16.4%
Pending Sales	96	120	▼ -20.0%	100	▼ -4.0%	935	745	▲ 25.5%
Days to Off Market	31	39	▼ -20.5%	23	▲ 34.8%	30	38	▼ -21.1%
Sold to Original Price Ratio	101.0%	100.0%	▲ 1.0%	102.4%	▼ -1.4%	101.2%	99.4%	▲ 1.8%
Price per Square Foot	\$446	\$388	▲ 14.9%	\$405	▲ 10.1%	\$428	\$377	▲ 13.5%



METRO BOSTON REGION

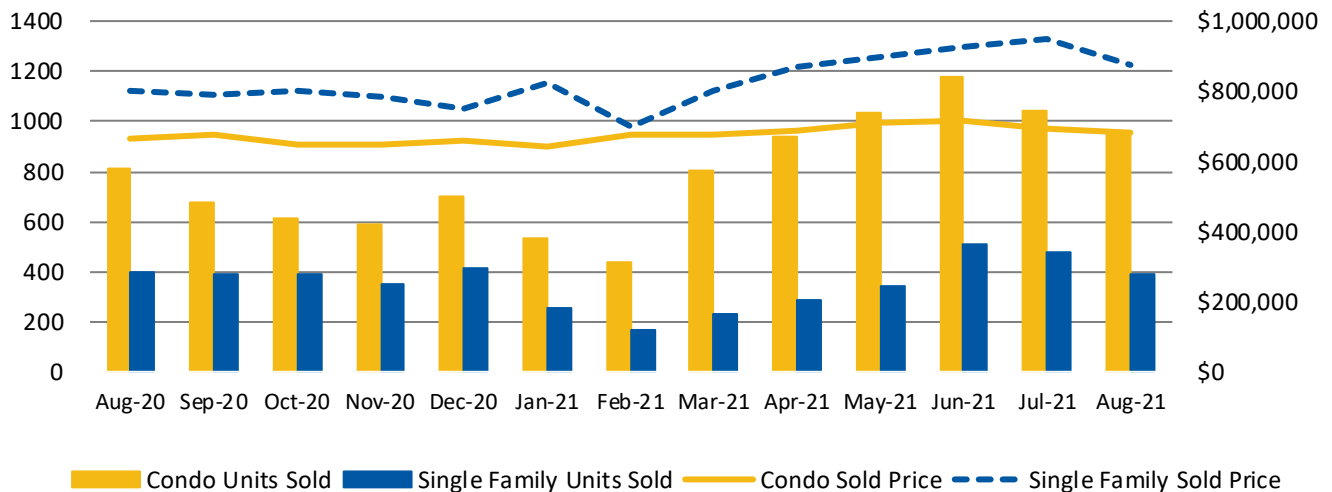
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$875,000	\$800,000	▲ 9.4%	\$950,000	▼ -7.9%	\$880,000	\$780,000	▲ 12.8%
Units Sold	393	397	▼ -1.0%	480	▼ -18.1%	2,658	2,057	▲ 29.2%
Active Listings	477	613	▼ -22.2%	502	▼ -5.0%	---	---	---
Months Supply of Inventory	1.2	1.5	▼ -20.0%	1.0	▲ 20.0%	---	---	---
New Listings	324	464	▼ -30.2%	423	▼ -23.4%	3,463	3,261	▲ 6.2%
Pending Sales	323	408	▼ -20.8%	350	▼ -7.7%	2,792	2,311	▲ 20.8%
Days to Off Market	29	33	▼ -12.1%	24	▲ 20.8%	26	33	▼ -21.2%
Sold to Original Price Ratio	102.4%	100.5%	▲ 1.9%	103.9%	▼ -1.4%	102.9%	99.4%	▲ 3.5%
Price per Square Foot	\$510	\$445	▲ 14.6%	\$519	▼ -1.7%	\$499	\$445	▲ 12.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$680,900	\$663,000	▲ 2.7%	\$695,000	▼ -2.0%	\$691,000	\$670,800	▲ 3.0%
Units Sold	953	809	▲ 17.8%	1,045	▼ -8.8%	6,930	4,487	▲ 54.4%
Active Listings	1,526	2,135	▼ -28.5%	1,745	▼ -12.6%	---	---	---
Months Supply of Inventory	1.6	2.6	▼ -38.5%	1.7	▼ -5.9%	---	---	---
New Listings	727	1,039	▼ -30.0%	978	▼ -25.7%	9,092	7,703	▲ 18.0%
Pending Sales	692	663	▲ 4.4%	783	▼ -11.6%	7,150	4,752	▲ 50.5%
Days to Off Market	39	41	▼ -4.9%	40	▼ -2.5%	41	40	▲ 2.5%
Sold to Original Price Ratio	99.3%	99.1%	▲ 0.2%	100.4%	▼ -1.1%	99.3%	98.6%	▲ 0.7%
Price per Square Foot	\$723	\$676	▲ 7.0%	\$732	▼ -1.2%	\$720	\$682	▲ 5.6%



METRO WEST REGION

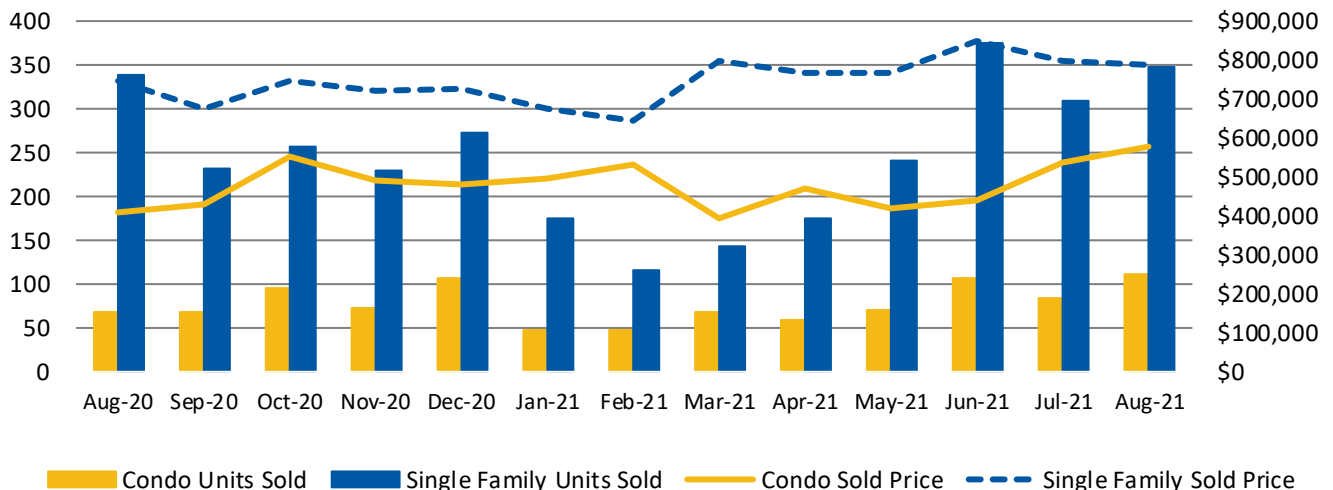
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$790,000	\$750,000	▲ 5.3%	\$800,000	▼ -1.3%	\$775,000	\$691,000	▲ 12.2%
Units Sold	348	339	▲ 2.7%	309	▲ 12.6%	1,880	1,740	▲ 8.0%
Active Listings	243	324	▼ -25.0%	264	▼ -8.0%	---	---	---
Months Supply of Inventory	0.7	1.0	▼ -30.0%	0.9	▼ -22.2%	---	---	---
New Listings	236	275	▼ -14.2%	279	▼ -15.4%	2,310	2,288	▲ 1.0%
Pending Sales	241	287	▼ -16.0%	246	▼ -2.0%	2,005	1,896	▲ 5.7%
Days to Off Market	22	32	▼ -31.3%	24	▼ -8.3%	21	41	▼ -48.8%
Sold to Original Price Ratio	104.5%	99.6%	▲ 4.9%	107.0%	▼ -2.3%	104.8%	98.4%	▲ 6.5%
Price per Square Foot	\$355	\$329	▲ 7.9%	\$384	▼ -7.6%	\$365	\$318	▲ 14.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$580,000	\$410,000	▲ 41.5%	\$539,000	▲ 7.6%	\$480,000	\$436,900	▲ 9.9%
Units Sold	112	69	▲ 62.3%	85	▲ 31.8%	599	436	▲ 37.4%
Active Listings	96	148	▼ -35.1%	126	▼ -23.8%	---	---	---
Months Supply of Inventory	0.9	2.1	▼ -57.1%	1.5	▼ -40.0%	---	---	---
New Listings	69	82	▼ -15.9%	101	▼ -31.7%	761	636	▲ 19.7%
Pending Sales	90	81	▲ 11.1%	85	▲ 5.9%	669	510	▲ 31.2%
Days to Off Market	33	61	▼ -45.9%	35	▼ -5.7%	33	60	▼ -45.0%
Sold to Original Price Ratio	101.3%	99.7%	▲ 1.6%	102.7%	▼ -1.4%	101.6%	99.6%	▲ 2.0%
Price per Square Foot	\$343	\$284	▲ 20.8%	\$327	▲ 4.9%	\$324	\$288	▲ 12.5%



SOUTHERN NORFOLK REGION

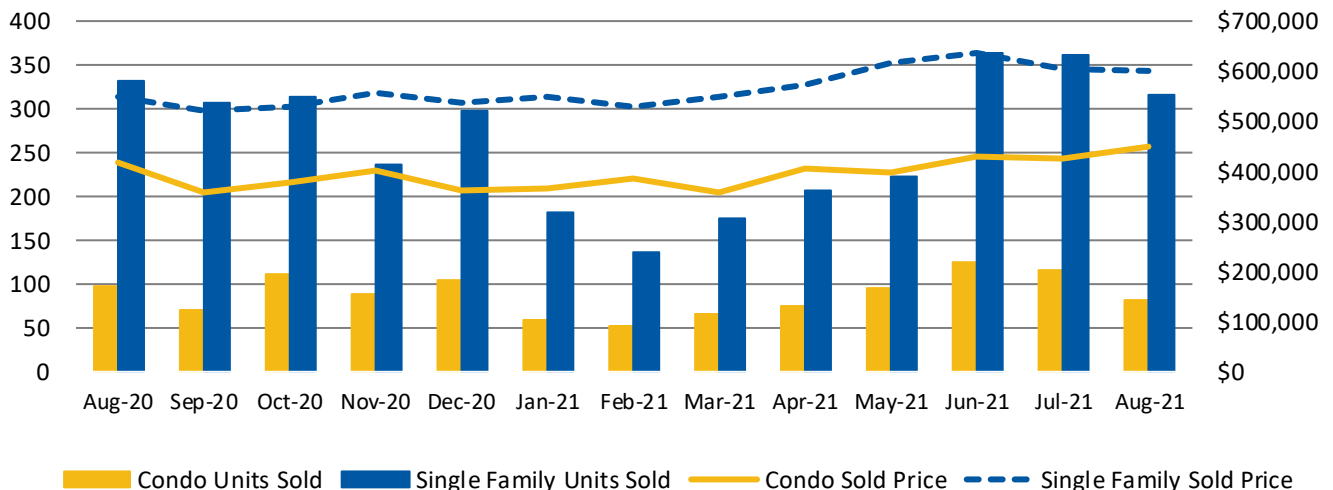
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$602,500	\$550,000	▲ 9.5%	\$605,500	▼ -0.5%	\$595,000	\$512,000	▲ 16.2%
Units Sold	317	333	▼ -4.8%	362	▼ -12.4%	1,967	1,705	▲ 15.4%
Active Listings	266	342	▼ -22.2%	293	▼ -9.2%	---	---	---
Months Supply of Inventory	0.8	1.0	▼ -20.0%	0.8	■ 0.0%	---	---	---
New Listings	266	312	▼ -14.7%	312	▼ -14.7%	2,408	2,281	▲ 5.6%
Pending Sales	294	339	▼ -13.3%	255	▲ 15.3%	2,108	1,937	▲ 8.8%
Days to Off Market	23	30	▼ -23.3%	22	▲ 4.5%	21	35	▼ -40.0%
Sold to Original Price Ratio	103.6%	100.4%	▲ 3.2%	105.4%	▼ -1.7%	104.4%	99.0%	▲ 5.5%
Price per Square Foot	\$310	\$283	▲ 9.5%	\$313	▼ -1.0%	\$305	\$268	▲ 13.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$450,000	\$418,500	▲ 7.5%	\$425,930	▲ 5.7%	\$404,000	\$384,500	▲ 5.1%
Units Sold	81	98	▼ -17.3%	116	▼ -30.2%	669	564	▲ 18.6%
Active Listings	97	148	▼ -34.5%	109	▼ -11.0%	---	---	---
Months Supply of Inventory	1.2	1.5	▼ -20.0%	0.9	▲ 33.3%	---	---	---
New Listings	89	91	▼ -2.2%	94	▼ -5.3%	852	736	▲ 15.8%
Pending Sales	90	103	▼ -12.6%	85	▲ 5.9%	757	575	▲ 31.7%
Days to Off Market	28	44	▼ -36.4%	31	▼ -9.7%	33	49	▼ -32.7%
Sold to Original Price Ratio	102.4%	99.7%	▲ 2.7%	101.9%	▲ 0.5%	101.8%	100.1%	▲ 1.7%
Price per Square Foot	\$317	\$267	▲ 18.7%	\$310	▲ 2.3%	\$297	\$274	▲ 8.4%



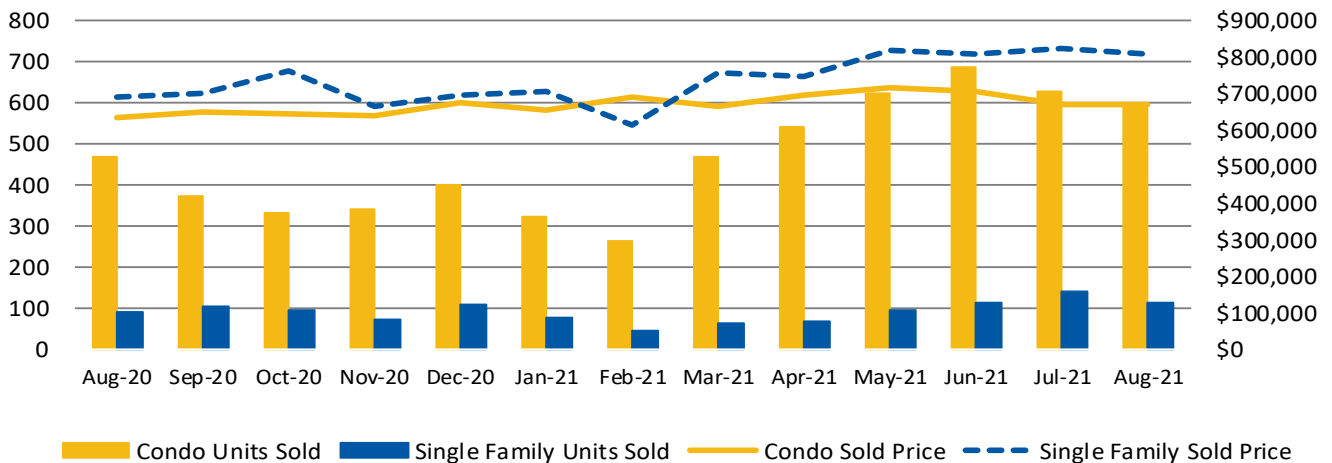
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$811,000	\$689,500	▲ 17.6%	\$827,000	▼ -1.9%	\$790,000	\$676,250	▲ 16.8%
Units Sold	115	90	▲ 27.8%	140	▼ -17.9%	719	496	▲ 45.0%
Active Listings	163	182	▼ -10.4%	173	▼ -5.8%	---	---	---
Months Supply of Inventory	1.4	2.0	▼ -30.0%	1.2	▲ 16.7%	---	---	---
New Listings	97	109	▼ -11.0%	129	▼ -24.8%	981	831	▲ 18.1%
Pending Sales	96	103	▼ -6.8%	96	▬ 0.0%	760	566	▲ 34.3%
Days to Off Market	34	34	▬ 0.0%	26	▲ 30.8%	30	33	▼ -9.1%
Sold to Original Price Ratio	101.9%	100.8%	▲ 1.1%	102.5%	▼ -0.6%	101.9%	99.9%	▲ 2.0%
Price per Square Foot	\$504	\$474	▲ 6.3%	\$528	▼ -4.5%	\$510	\$459	▲ 11.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$670,000	\$637,000	▲ 5.2%	\$672,000	▼ -0.3%	\$685,000	\$664,850	▲ 3.0%
Units Sold	595	471	▲ 26.3%	630	▼ -5.6%	4,136	2,710	▲ 52.6%
Active Listings	1,034	1,493	▼ -30.7%	1,184	▼ -12.7%	---	---	---
Months Supply of Inventory	1.7	3.2	▼ -46.9%	1.9	▼ -10.5%	---	---	---
New Listings	443	670	▼ -33.9%	564	▼ -21.5%	5,605	4,853	▲ 15.5%
Pending Sales	398	338	▲ 17.8%	494	▼ -19.4%	4,261	2,811	▲ 51.6%
Days to Off Market	46	45	▲ 2.2%	44	▲ 4.5%	46	44	▲ 4.5%
Sold to Original Price Ratio	98.8%	98.7%	▲ 0.1%	99.7%	▼ -0.9%	98.6%	98.1%	▲ 0.5%
Price per Square Foot	\$797	\$746	▲ 6.8%	\$802	▼ -0.6%	\$800	\$758	▲ 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		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$827,500	\$726,944	▲ 13.8%	\$860,000	▼ -3.8%	\$825,000	\$740,000	▲ 11.5%
Units Sold	160	120	▲ 33.3%	198	▼ -19.2%	1,090	727	▲ 49.9%
Active Listings	261	257	▲ 1.6%	248	▲ 5.2%	---	---	---
Months Supply of Inventory	1.6	2.1	▼ -23.8%	1.3	▲ 23.1%	---	---	---
New Listings	194	210	▼ -7.6%	203	▼ -4.4%	1,572	1,251	▲ 25.7%
Pending Sales	157	163	▼ -3.7%	165	▼ -4.8%	1,167	809	▲ 44.3%
Days to Off Market	33	28	▲ 17.9%	29	▲ 13.8%	29	31	▼ -6.5%
Sold to Original Price Ratio	100.6%	98.8%	▲ 1.8%	102.6%	▼ -1.9%	100.6%	98.7%	▲ 1.9%
Price per Square Foot	\$356	\$335	▲ 6.3%	\$364	▼ -2.2%	\$351	\$322	▲ 9.0%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$1,125,000	\$920,000	▲ 22.3%	\$1,102,500	▲ 2.0%	\$1,073,500	\$960,000	▲ 11.8%
Units Sold	57	27	▲ 111.1%	60	▼ -5.0%	391	213	▲ 83.6%
Active Listings	137	132	▲ 3.8%	133	▲ 3.0%	---	---	---
Months Supply of Inventory	2.4	4.9	▼ -51.0%	2.2	▲ 9.1%	---	---	---
New Listings	91	98	▼ -7.1%	91	▬ 0.0%	631	473	▲ 33.4%
Pending Sales	66	42	▲ 57.1%	47	▲ 40.4%	434	213	▲ 103.8%
Days to Off Market	35	39	▼ -10.3%	31	▲ 12.9%	34	33	▲ 3.0%
Sold to Original Price Ratio	99.9%	100.5%	▼ -0.6%	98.7%	▲ 1.2%	97.7%	96.8%	▲ 0.9%
Price per Square Foot	\$341	\$304	▲ 12.2%	\$362	▼ -5.8%	\$346	\$347	▼ -0.3%

4 Family Homes

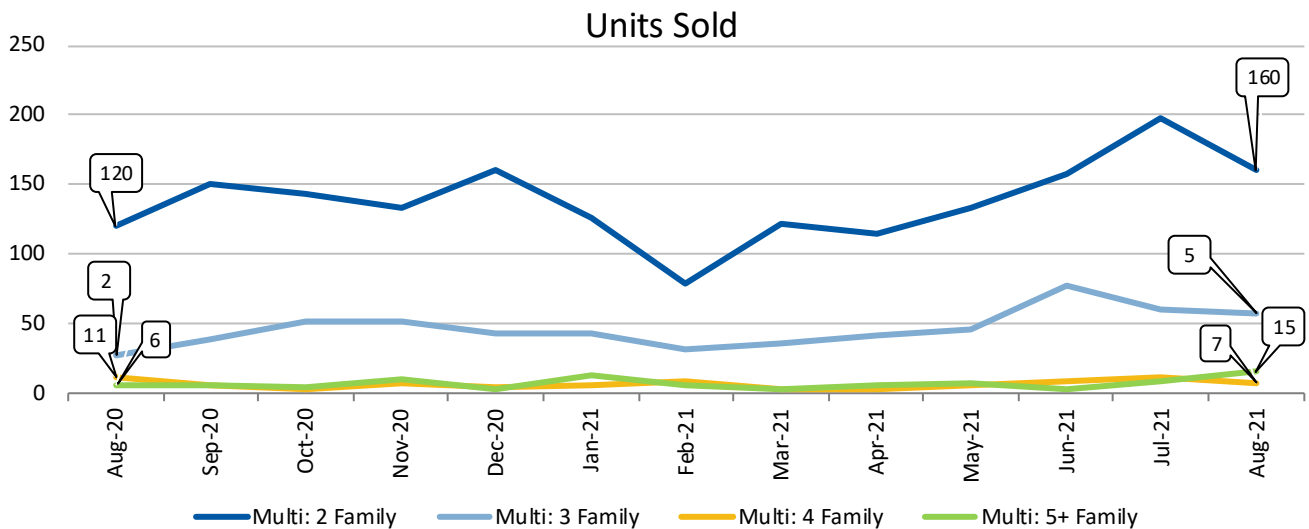
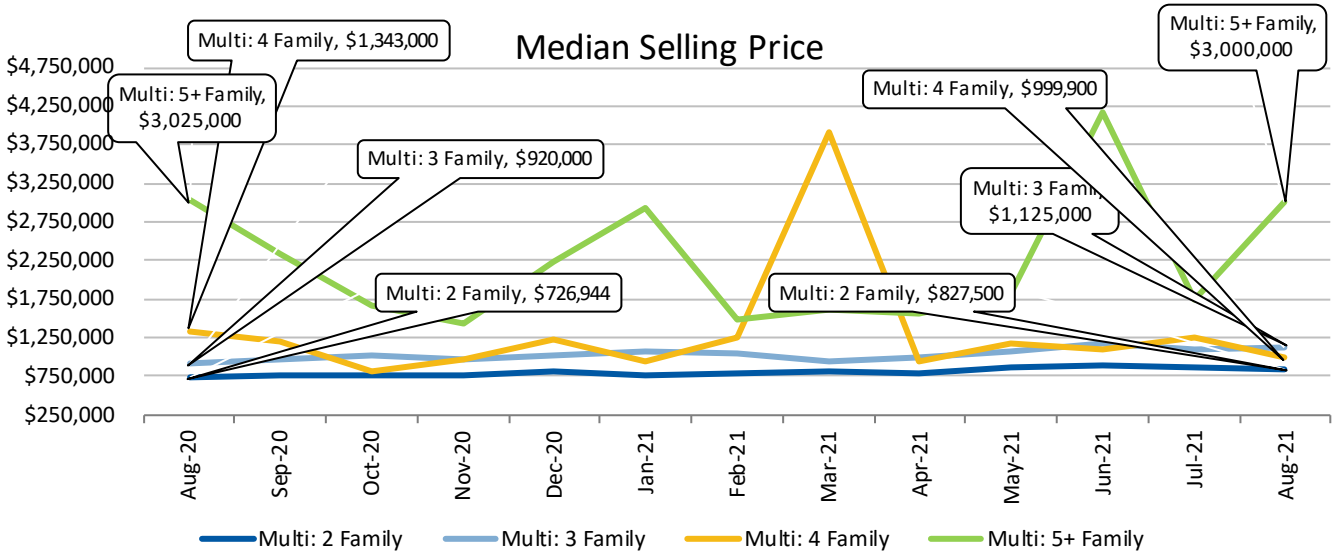
	Year over Year			Month over Month		Year to Date		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$1,692,500	\$1,200,000	▲ 41.0%	\$999,900	▲ 69.3%	\$1,175,000	\$1,331,500	▼ -11.8%
Units Sold	16	6	▲ 166.7%	7	▲ 128.6%	61	44	▲ 38.6%
Active Listings	28	19	▲ 47.4%	28	▬ 0.0%	---	---	---
Months Supply of Inventory	1.8	3.2	▼ -43.8%	4.0	▼ -55.0%	---	---	---
New Listings	15	9	▲ 66.7%	16	▼ -6.3%	115	72	▲ 59.7%
Pending Sales	11	8	▲ 37.5%	9	▲ 22.2%	72	48	▲ 50.0%
Days to Off Market	40	46	▼ -13.0%	25	▲ 60.0%	32	45	▼ -28.9%
Sold to Original Price Ratio	95.8%	90.3%	▲ 6.1%	96.9%	▼ -1.1%	96.0%	94.2%	▲ 1.9%
Price per Square Foot	\$413	\$408	▲ 1.2%	\$280	▲ 47.5%	\$374	\$400	▼ -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		
	Aug 2021	Aug 2020	Change	Jul 2021	Change	2021	2020	Change
Median Selling Price	\$1,950,000	\$2,344,500	▼ -16.8%	\$3,000,000	▼ -35.0%	\$1,900,000	\$2,500,000	▼ -24.0%
Units Sold	10	6	▲ 66.7%	15	▼ -33.3%	57	41	▲ 39.0%
Active Listings	54	47	▲ 14.9%	52	▲ 3.8%	---	---	---
Months Supply of Inventory	5.4	7.8	▼ -30.8%	3.5	▲ 54.3%	---	---	---
New Listings	25	15	▲ 66.7%	23	▲ 8.7%	174	97	▲ 79.4%
Pending Sales	10	9	▲ 11.1%	11	▼ -9.1%	78	40	▲ 95.0%
Days to Off Market	59	19	▲ 210.5%	36	▲ 63.9%	48	57	▼ -15.8%
Sold to Original Price Ratio	93.4%	96.2%	▼ -2.9%	94.1%	▼ -0.7%	93.7%	92.9%	▲ 0.9%
Price per Square Foot	\$540	\$399	▲ 35.3%	\$493	▲ 9.5%	\$487	\$436	▲ 11.7%



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.