

MONTHLY MARKET INSIGHT REPORT

August 2020



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Detached Single-Family Homes

The 1,533 homes sold in August 2020 was the thirteenth highest sales total for the month and was a 13.9 percent decrease in sales volume from the 1,572 homes sold in August 2019. Additionally, the median sales price reached a new record high price for the month of August at \$720,000 which reflects a 12.5 percent increase on the August 2019 median sales price of \$640,000.

Condominiums

With 971 condos sold in August, it was the seventeenth most active August on record in Greater Boston as the market experienced a 16.6 percent decrease in sales volume from the 1,164 units sold in August 2019. The median sales price for condos increased to a new record high for the month at \$585,000 which is a 3.0 percent increase from the August 2019 median sales price of \$568,000.

Multi-Family Homes

This month, 148 multi-family homes were sold in Greater Boston, which reflects a 35.0 percent decrease in sales from the 228 units sold in August 2019.

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 9/10/2020

GREATER BOSTON MARKET SUMMARY

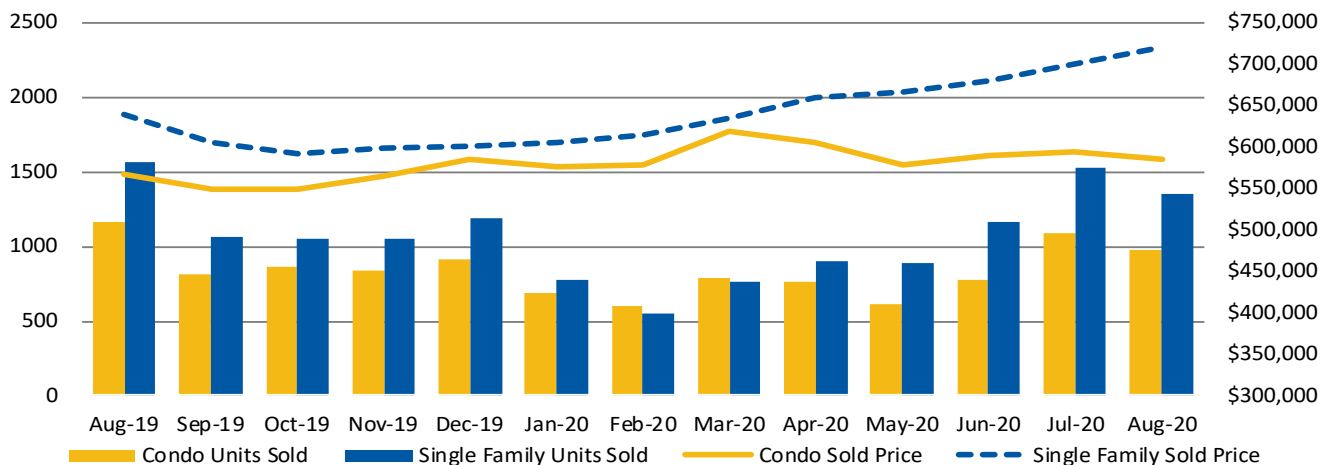
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$720,000	\$640,000	▲ 12.5%	\$700,000	▲ 2.9%	\$670,000	\$630,000	▲ 6.3%
Units Sold	1,353	1,572	▼ -13.9%	1,530	▼ -11.6%	7,961	9,246	▼ -13.9%
Active Listings	1,876	2,447	▼ -23.3%	2,130	▼ -11.9%	---	---	---
Months Supply of Inventory	1.4	1.6	▼ -12.5%	1.4	▬ 0.0%	---	---	---
New Listings	1,561	1,066	▲ 46.4%	1,750	▼ -10.8%	11,596	12,798	▼ -9.4%
Pending Sales	1,500	1,091	▲ 37.5%	1,563	▼ -4.0%	9,208	9,643	▼ -4.5%
Days to Off Market	32	47	▼ -31.9%	34	▼ -5.9%	37	41	▼ -9.8%
Sold to Original Price Ratio	100.7%	98.1%	▲ 2.7%	100.2%	▲ 0.5%	99.2%	98.6%	▲ 0.6%
Price per Square Foot	\$355	\$332	▲ 6.9%	\$361	▼ -1.7%	\$346	\$336	▲ 3.0%

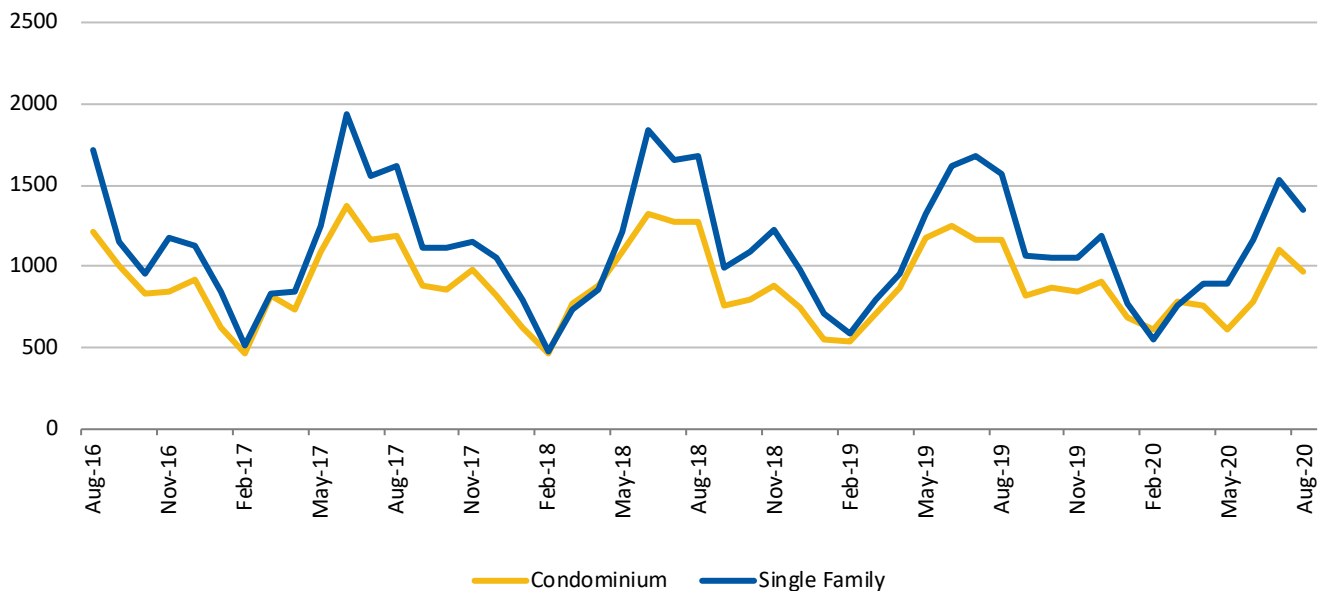
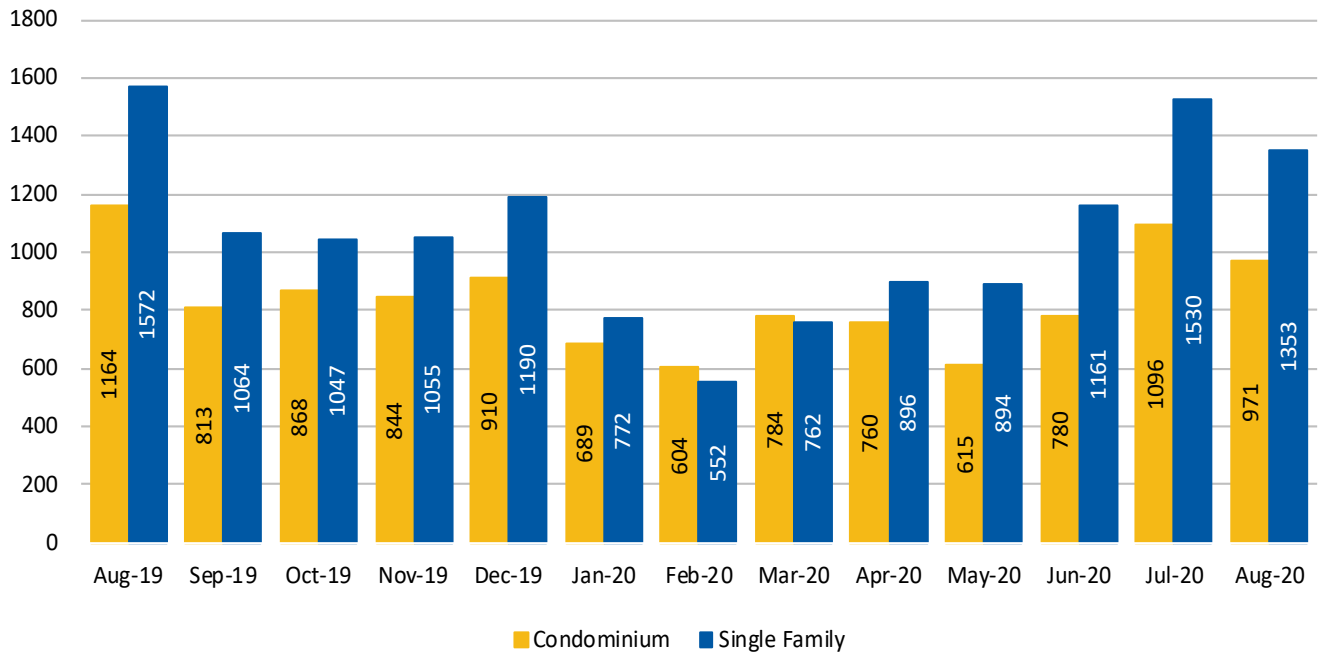
Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$585,000	\$568,000	▲ 3.0%	\$594,000	▼ -1.5%	\$590,000	\$575,000	▲ 2.6%
Units Sold	971	1,164	▼ -16.6%	1,096	▼ -11.4%	6,303	7,437	▼ -15.2%
Active Listings	2,670	1,977	▲ 35.1%	2,737	▼ -2.4%	---	---	---
Months Supply of Inventory	2.7	1.7	▲ 58.8%	2.5	▲ 8.0%	---	---	---
New Listings	1,377	902	▲ 52.7%	1,751	▼ -21.4%	10,446	10,651	▼ -1.9%
Pending Sales	1,005	862	▲ 16.6%	1,179	▼ -14.8%	6,979	7,963	▼ -12.4%
Days to Off Market	41	46	▼ -10.9%	35	▲ 17.1%	42	40	▲ 5.0%
Sold to Original Price Ratio	99.2%	98.9%	▲ 0.3%	99.2%	▬ 0.0%	98.9%	99.1%	▼ -0.2%
Price per Square Foot	\$570	\$575	▼ -0.9%	\$563	▲ 1.2%	\$567	\$576	▼ -1.6%



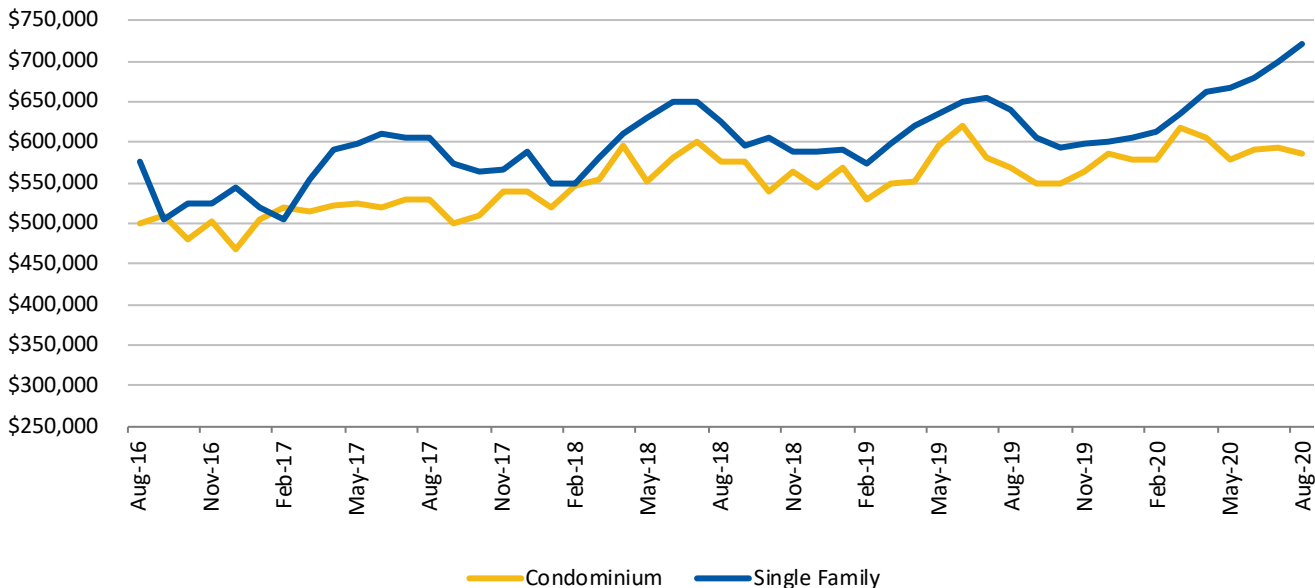
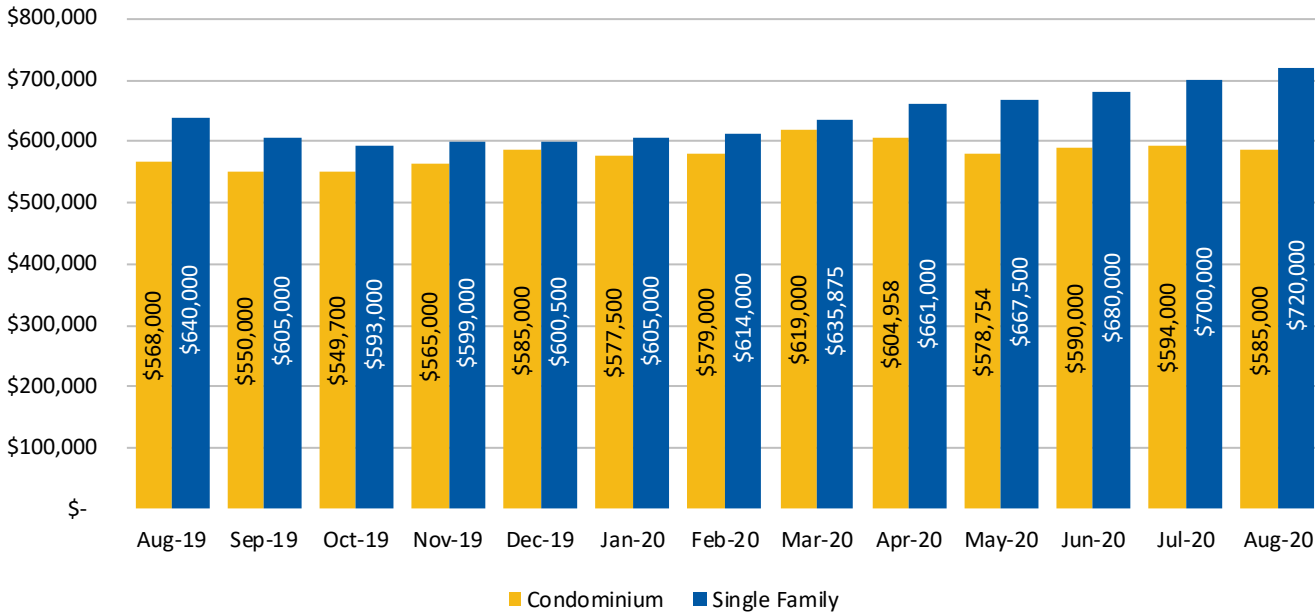
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,353	1,572	▼ -13.9%	1,530	▼ -11.6%	7,961	9,246	▼ -13.9%
CONDOMINIUMS	971	1,164	▼ -16.6%	1,096	▼ -11.4%	6,303	7,437	▼ -15.2%



MEDIAN SELLING PRICE

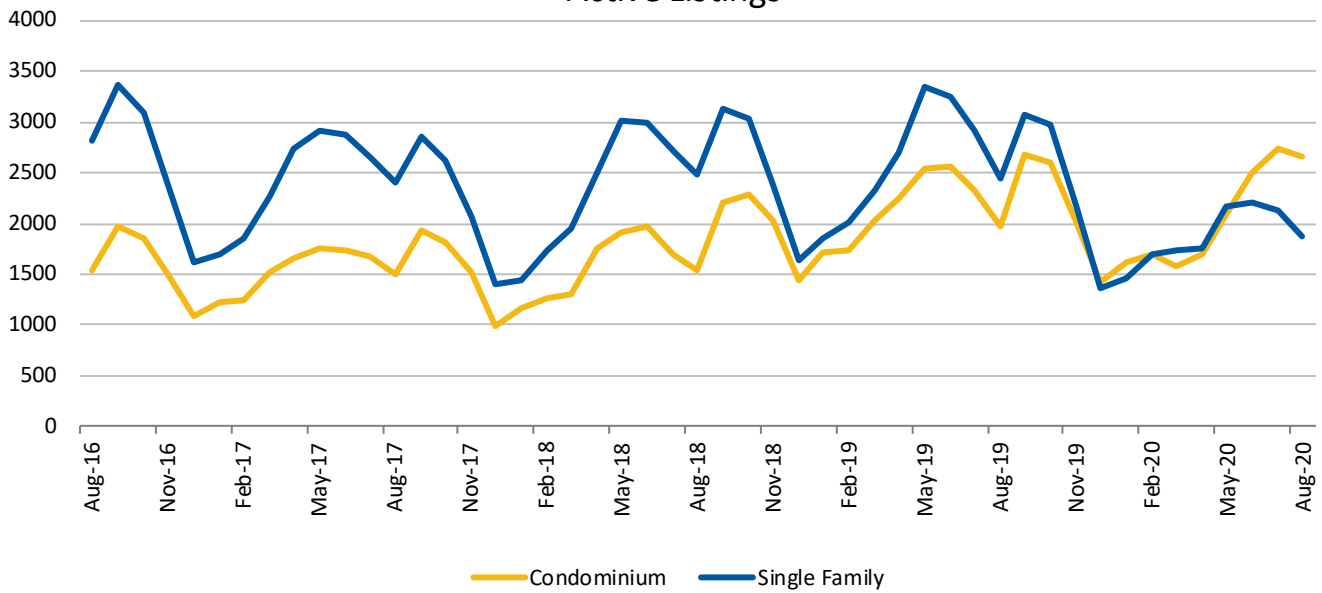
	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	\$720,000	\$640,000	▲ 12.5%	\$700,000	▲ 2.9%	\$670,000	\$630,000	▲ 6.3%
CONDOMINIUMS	\$585,000	\$568,000	▲ 3.0%	\$594,000	▼ -1.5%	\$590,000	\$575,000	▲ 2.6%



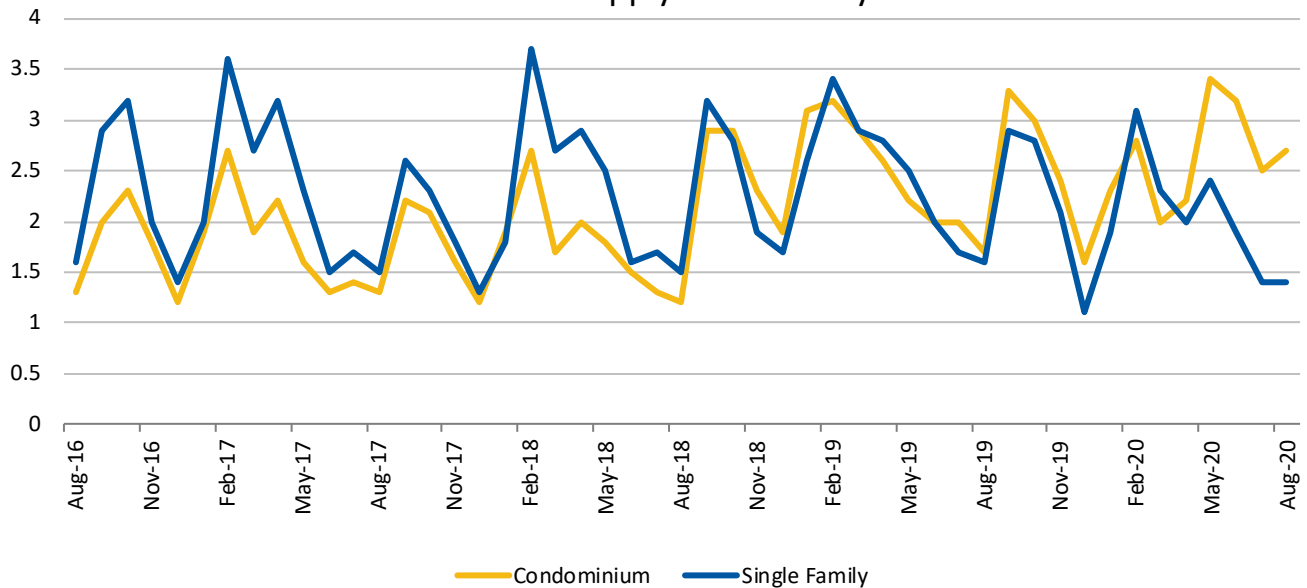
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Aug 2020	Aug 2019	Change	Jul 2020	Change
SINGLE FAMILY HOMES	Active Listings	1,876	2,447	▼ -23.3%	2,130	▼ -11.9%
	Months Supply of Inventory	1.4	1.6	▼ -12.5%	1.4	▬ 0.0%
CONDOMINIUMS	Active Listings	2,670	1,977	▲ 35.1%	2,737	▼ -2.4%
	Months Supply of Inventory	2.7	1.7	▲ 58.8%	2.5	▲ 8.0%

Active Listings

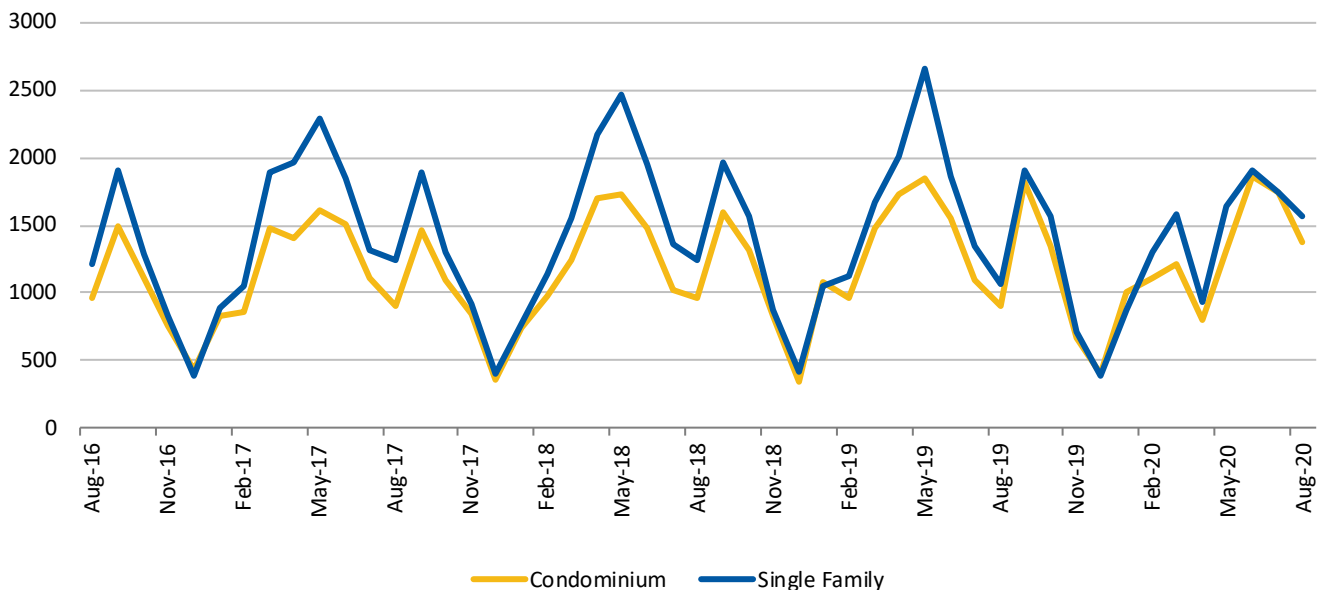
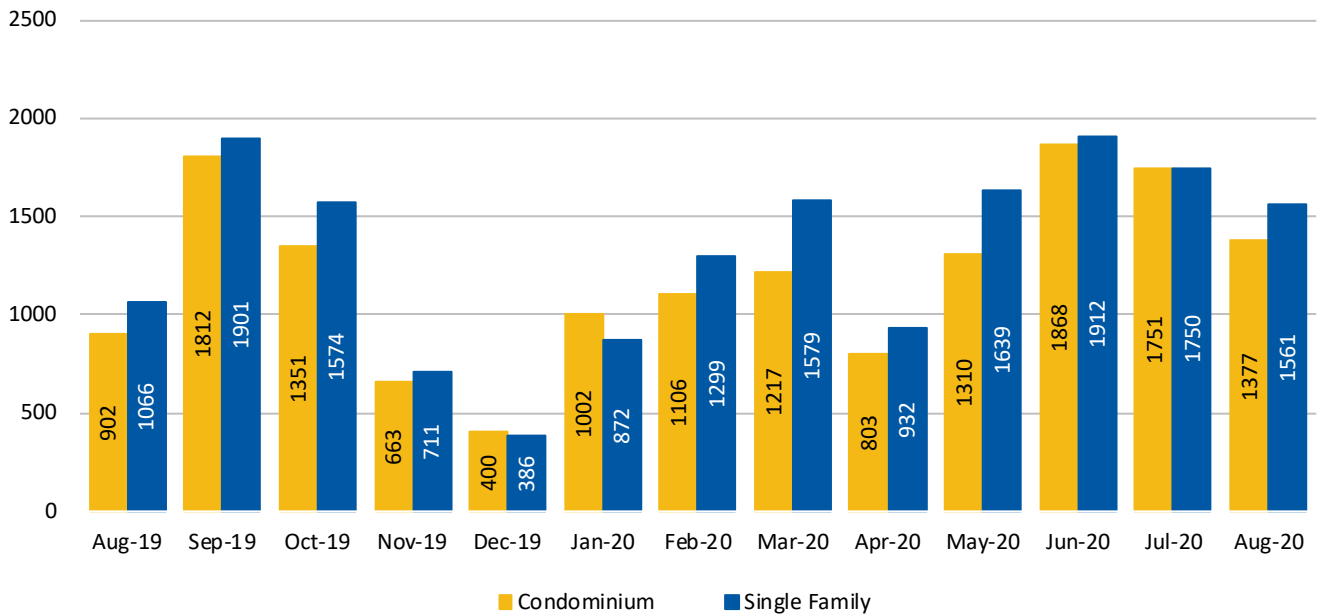


Months Supply of Inventory



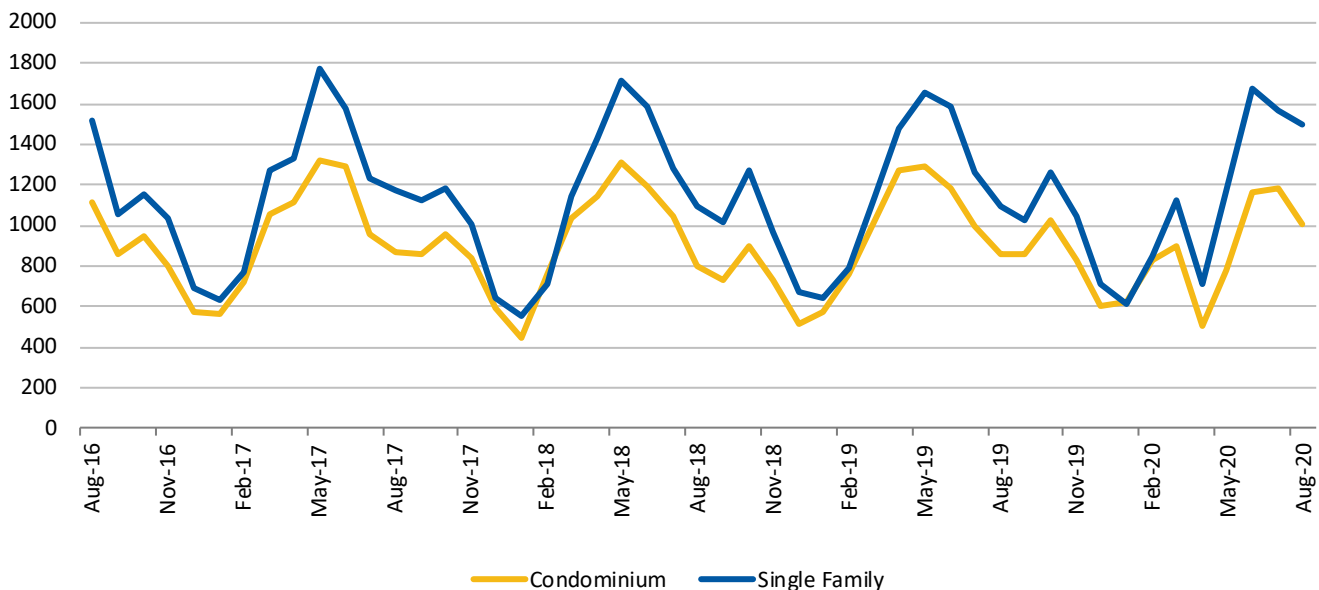
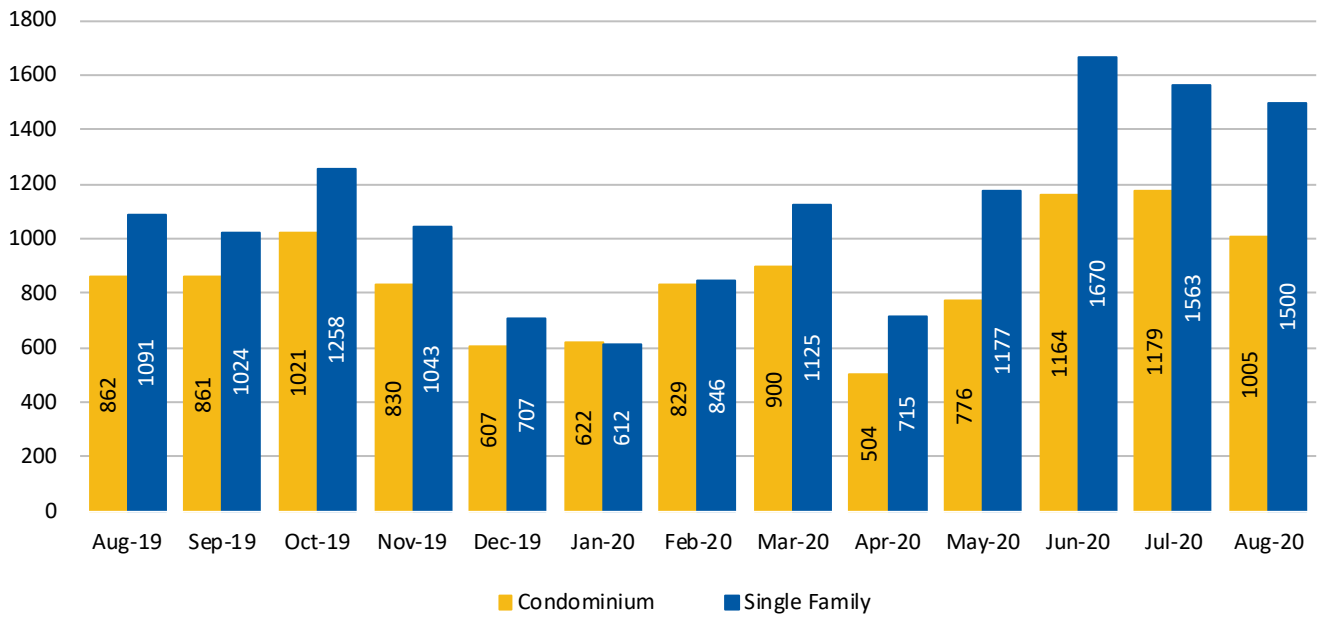
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,561	1,066	▲ 46.4%	1,750	▼ -10.8%	11,596	12,798	▼ -9.4%
CONDOMINIUMS	1,377	902	▲ 52.7%	1,751	▼ -21.4%	10,446	10,651	▼ -1.9%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,500	1,091	▲ 37.5%	1,563	▼ -4.0%	9,208	9,643	▼ -4.5%
CONDOMINIUMS	1,005	862	▲ 16.6%	1,179	▼ -14.8%	6,979	7,963	▼ -12.4%



CENTRAL MIDDLESEX REGION

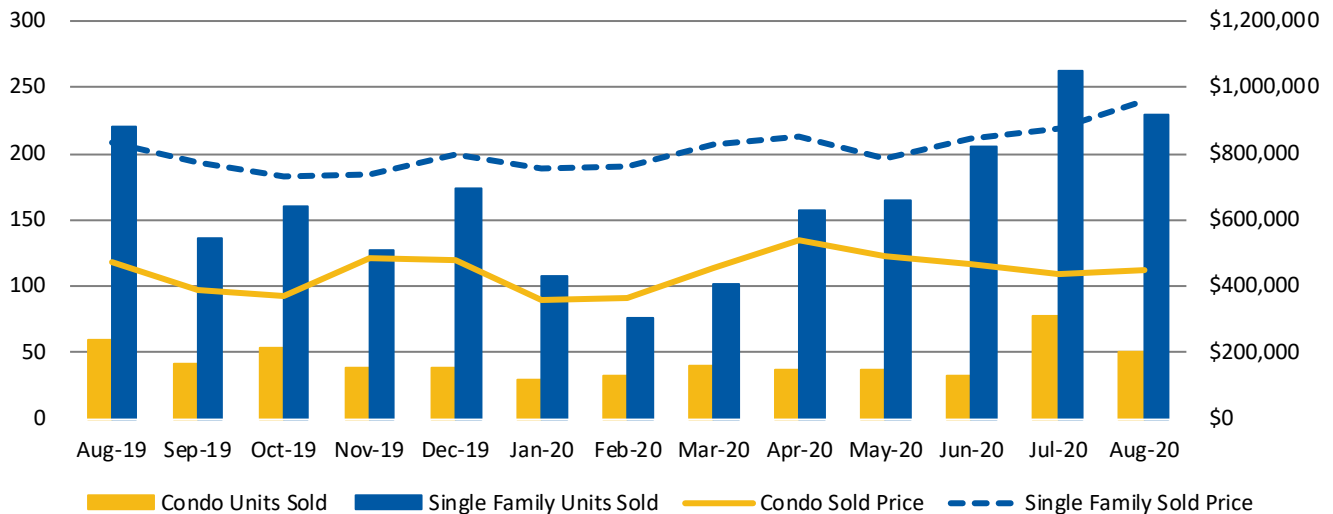
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$957,500	\$834,250	▲ 14.8%	\$875,000	▲ 9.4%	\$850,000	\$790,000	▲ 7.6%
Units Sold	229	220	▲ 4.1%	263	▼ -12.9%	1,309	1,303	▲ 0.5%
Active Listings	328	536	▼ -38.8%	384	▼ -14.6%	---	---	---
Months Supply of Inventory	1.4	2.4	▼ -41.7%	1.5	▼ -6.7%	---	---	---
New Listings	203	146	▲ 39.0%	240	▼ -15.4%	1,822	2,025	▼ -10.0%
Pending Sales	221	149	▲ 48.3%	254	▼ -13.0%	1,498	1,385	▲ 8.2%
Days to Off Market	41	59	▼ -30.5%	40	▲ 2.5%	46	50	▼ -8.0%
Sold to Original Price Ratio	100.2%	96.6%	▲ 3.7%	99.3%	▲ 0.9%	98.2%	97.8%	▲ 0.4%
Price per Square Foot	\$349	\$325	▲ 7.4%	\$345	▲ 1.2%	\$330	\$318	▲ 3.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$451,000	\$475,000	▼ -5.1%	\$435,000	▲ 3.7%	\$457,996	\$417,258	▲ 9.8%
Units Sold	51	59	▼ -13.6%	77	▼ -33.8%	337	410	▼ -17.8%
Active Listings	85	123	▼ -30.9%	89	▼ -4.5%	---	---	---
Months Supply of Inventory	1.7	2.1	▼ -19.0%	1.2	▲ 41.7%	---	---	---
New Listings	63	49	▲ 28.6%	76	▼ -17.1%	468	525	▼ -10.9%
Pending Sales	60	37	▲ 62.2%	58	▲ 3.4%	384	407	▼ -5.7%
Days to Off Market	29	59	▼ -50.8%	43	▼ -32.6%	49	45	▲ 8.9%
Sold to Original Price Ratio	99.6%	99.2%	▲ 0.4%	99.2%	▲ 0.4%	98.9%	99.4%	▼ -0.5%
Price per Square Foot	\$299	\$282	▲ 6.0%	\$304	▼ -1.6%	\$293	\$279	▲ 5.0%



EASTERN MIDDLESEX REGION

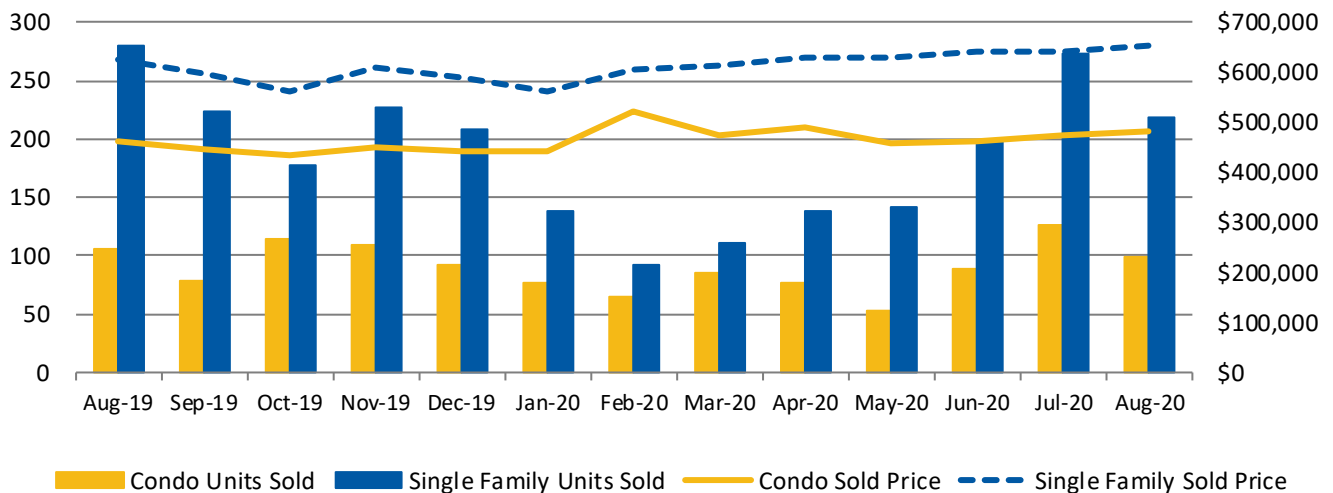
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$655,000	\$624,000	▲ 5.0%	\$639,550	▲ 2.4%	\$635,000	\$599,000	▲ 6.0%
Units Sold	218	280	▼ -22.1%	274	▼ -20.4%	1,312	1,716	▼ -23.5%
Active Listings	265	323	▼ -18.0%	274	▼ -3.3%	---	---	---
Months Supply of Inventory	1.2	1.2	▬ 0.0%	1.0	▲ 20.0%	---	---	---
New Listings	307	210	▲ 46.2%	313	▼ -1.9%	1,878	2,183	▼ -14.0%
Pending Sales	268	202	▲ 32.7%	272	▼ -1.5%	1,532	1,780	▼ -13.9%
Days to Off Market	23	37	▼ -37.8%	26	▼ -11.5%	29	33	▼ -12.1%
Sold to Original Price Ratio	102.8%	100.4%	▲ 2.4%	102.7%	▲ 0.1%	101.0%	100.1%	▲ 0.9%
Price per Square Foot	\$359	\$332	▲ 8.1%	\$356	▲ 0.8%	\$346	\$330	▲ 4.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$480,000	\$460,000	▲ 4.3%	\$474,250	▲ 1.2%	\$475,000	\$445,000	▲ 6.7%
Units Sold	99	106	▼ -6.6%	126	▼ -21.4%	669	667	▲ 0.3%
Active Listings	172	163	▲ 5.5%	177	▼ -2.8%	---	---	---
Months Supply of Inventory	1.7	1.5	▲ 13.3%	1.4	▲ 21.4%	---	---	---
New Listings	126	110	▲ 14.5%	151	▼ -16.6%	922	954	▼ -3.4%
Pending Sales	116	90	▲ 28.9%	127	▼ -8.7%	743	745	▼ -0.3%
Days to Off Market	40	35	▲ 14.3%	33	▲ 21.2%	38	34	▲ 11.8%
Sold to Original Price Ratio	100.0%	99.8%	▲ 0.2%	100.4%	▼ -0.4%	99.4%	99.7%	▼ -0.3%
Price per Square Foot	\$388	\$356	▲ 9.0%	\$377	▲ 2.9%	\$377	\$370	▲ 1.9%



METRO BOSTON REGION

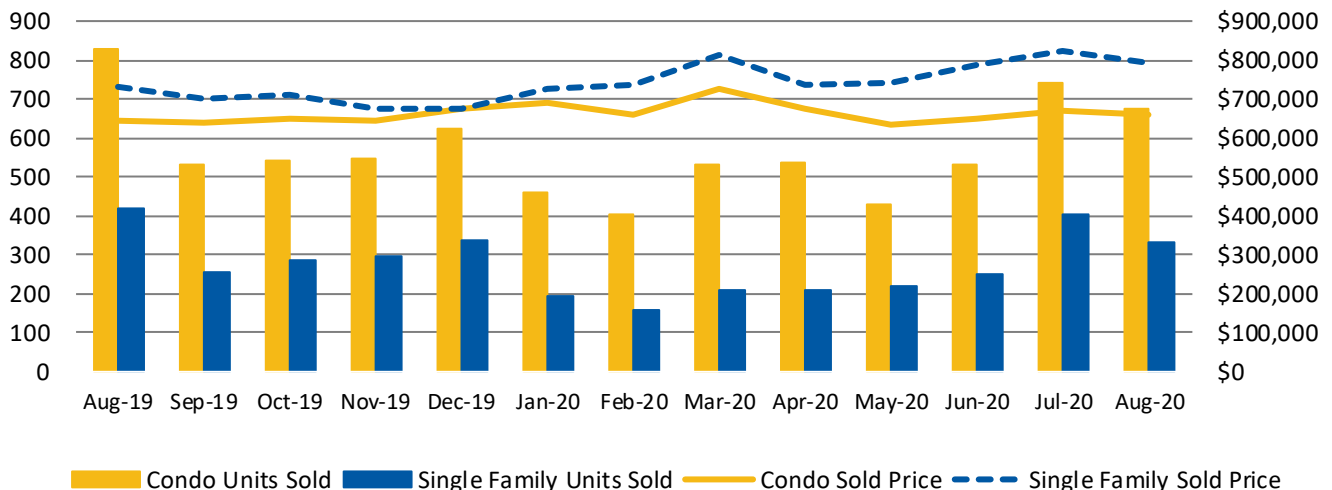
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$792,500	\$733,500	▲ 8.0%	\$826,000	▼ -4.1%	\$780,000	\$733,000	▲ 6.4%
Units Sold	333	418	▼ -20.3%	404	▼ -17.6%	1,999	2,510	▼ -20.4%
Active Listings	614	527	▲ 16.5%	678	▼ -9.4%	---	---	---
Months Supply of Inventory	1.8	1.3	▲ 38.5%	1.7	▲ 5.9%	---	---	---
New Listings	466	237	▲ 96.6%	526	▼ -11.4%	3,303	3,418	▼ -3.4%
Pending Sales	410	268	▲ 53.0%	410	▬ 0.0%	2,343	2,589	▼ -9.5%
Days to Off Market	34	40	▼ -15.0%	29	▲ 17.2%	33	36	▼ -8.3%
Sold to Original Price Ratio	100.7%	98.2%	▲ 2.5%	100.2%	▲ 0.5%	99.4%	99.1%	▲ 0.3%
Price per Square Foot	\$440	\$413	▲ 6.5%	\$466	▼ -5.6%	\$444	\$430	▲ 3.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$660,000	\$645,834	▲ 2.2%	\$670,000	▼ -1.5%	\$675,000	\$650,000	▲ 3.8%
Units Sold	676	828	▼ -18.4%	742	▼ -8.9%	4,323	5,302	▼ -18.5%
Active Listings	2,117	1,342	▲ 57.7%	2,126	▼ -0.4%	---	---	---
Months Supply of Inventory	3.1	1.6	▲ 93.8%	2.9	▲ 6.9%	---	---	---
New Listings	1,018	570	▲ 78.6%	1,300	▼ -21.7%	7,689	7,568	▲ 1.6%
Pending Sales	654	579	▲ 13.0%	837	▼ -21.9%	4,772	5,567	▼ -14.3%
Days to Off Market	41	47	▼ -12.8%	34	▲ 20.6%	40	40	▬ 0.0%
Sold to Original Price Ratio	99.0%	98.7%	▲ 0.3%	98.9%	▲ 0.1%	98.6%	99.0%	▼ -0.4%
Price per Square Foot	\$681	\$685	▼ -0.6%	\$680	▲ 0.1%	\$683	\$688	▼ -0.7%



METRO WEST REGION

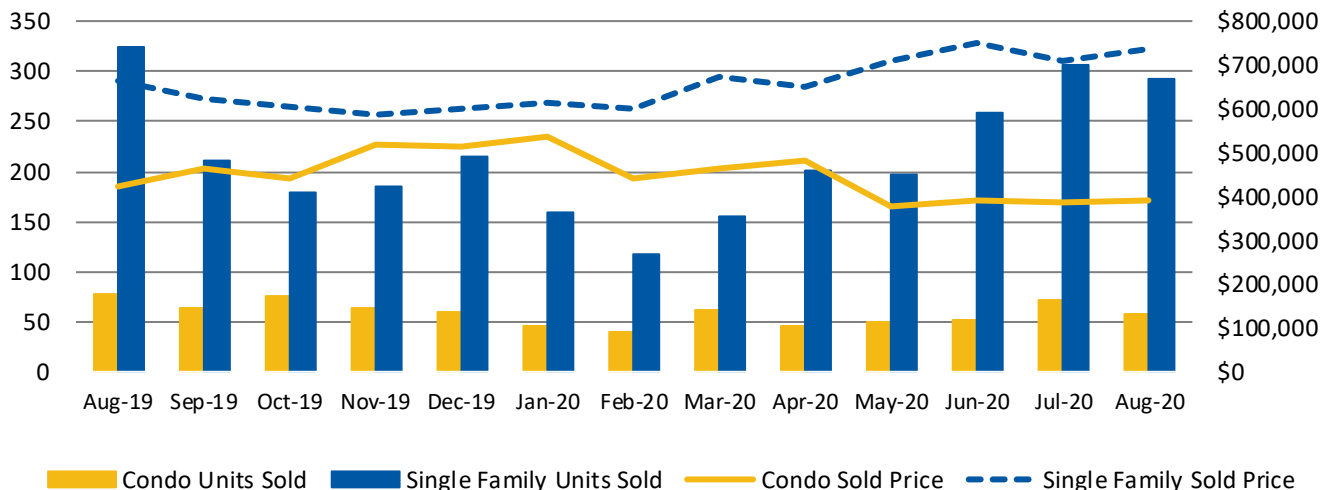
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$737,518	\$665,000	▲ 10.9%	\$711,000	▲ 3.7%	\$690,000	\$659,000	▲ 4.7%
Units Sold	293	324	▼ -9.6%	306	▼ -4.2%	1,696	1,822	▼ -6.9%
Active Listings	327	528	▼ -38.1%	397	▼ -17.6%	---	---	---
Months Supply of Inventory	1.1	1.6	▼ -31.3%	1.3	▼ -15.4%	---	---	---
New Listings	271	201	▲ 34.8%	308	▼ -12.0%	2,303	2,547	▼ -9.6%
Pending Sales	272	211	▲ 28.9%	300	▼ -9.3%	1,895	1,876	▲ 1.0%
Days to Off Market	33	55	▼ -40.0%	42	▼ -21.4%	42	45	▼ -6.7%
Sold to Original Price Ratio	99.6%	97.2%	▲ 2.5%	98.7%	▲ 0.9%	98.4%	97.6%	▲ 0.8%
Price per Square Foot	\$329	\$306	▲ 7.5%	\$324	▲ 1.5%	\$317	\$311	▲ 1.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$390,000	\$425,000	▼ -8.2%	\$386,000	▲ 1.0%	\$435,000	\$411,000	▲ 5.8%
Units Sold	57	77	▼ -26.0%	72	▼ -20.8%	423	493	▼ -14.2%
Active Listings	150	146	▲ 2.7%	156	▼ -3.8%	---	---	---
Months Supply of Inventory	2.6	1.9	▲ 36.8%	2.2	▲ 18.2%	---	---	---
New Listings	82	80	▲ 2.5%	90	▼ -8.9%	633	694	▼ -8.8%
Pending Sales	72	67	▲ 7.5%	63	▲ 14.3%	501	546	▼ -8.2%
Days to Off Market	52	42	▲ 23.8%	44	▲ 18.2%	55	46	▲ 19.6%
Sold to Original Price Ratio	99.4%	98.4%	▲ 1.0%	99.4%	▲ 0.0%	99.5%	98.7%	▲ 0.8%
Price per Square Foot	\$278	\$286	▼ -2.8%	\$291	▼ -4.5%	\$288	\$280	▲ 2.9%



SOUTHERN NORFOLK REGION

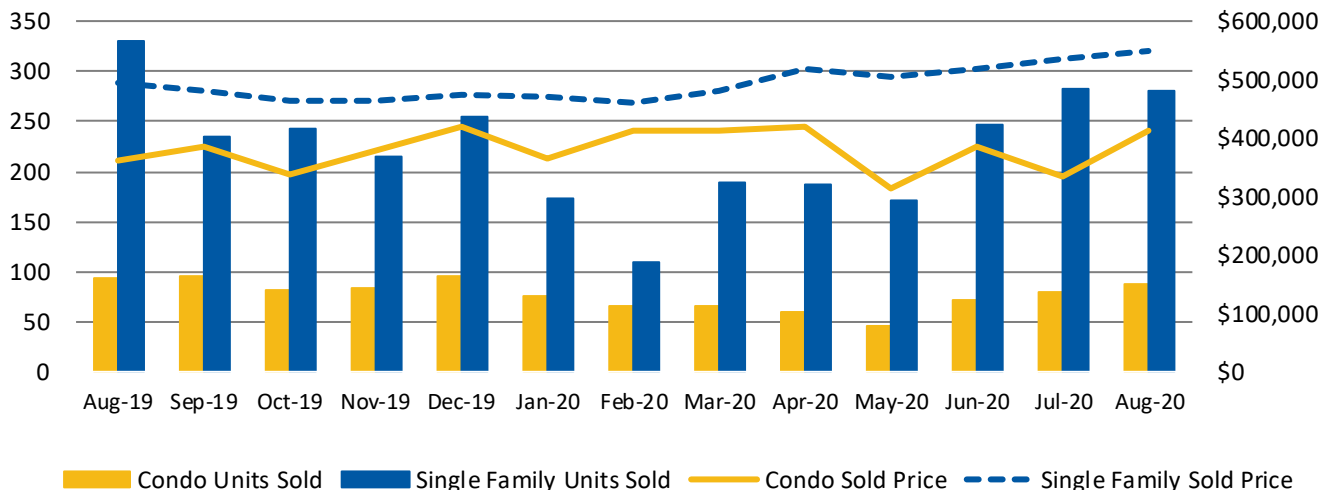
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$549,000	\$495,150	▲ 10.9%	\$535,000	▲ 2.6%	\$510,000	\$482,500	▲ 5.7%
Units Sold	280	330	▼ -15.2%	283	▼ -1.1%	1,645	1,895	▼ -13.2%
Active Listings	342	533	▼ -35.8%	397	▼ -13.9%	---	---	---
Months Supply of Inventory	1.2	1.6	▼ -25.0%	1.4	▼ -14.3%	---	---	---
New Listings	314	272	▲ 15.4%	363	▼ -13.5%	2,290	2,625	▼ -12.8%
Pending Sales	329	261	▲ 26.1%	327	▲ 0.6%	1,940	2,013	▼ -3.6%
Days to Off Market	30	48	▼ -37.5%	34	▼ -11.8%	35	43	▼ -18.6%
Sold to Original Price Ratio	100.4%	97.9%	▲ 2.6%	100.4%	■ 0.0%	99.0%	97.9%	▲ 1.1%
Price per Square Foot	\$285	\$260	▲ 9.6%	\$269	▲ 5.9%	\$267	\$254	▲ 5.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$412,625	\$362,500	▲ 13.8%	\$335,000	▲ 23.2%	\$382,310	\$339,900	▲ 12.5%
Units Sold	88	94	▼ -6.4%	79	▲ 11.4%	551	565	▼ -2.5%
Active Listings	146	203	▼ -28.1%	189	▼ -22.8%	---	---	---
Months Supply of Inventory	1.7	2.2	▼ -22.7%	2.4	▼ -29.2%	---	---	---
New Listings	88	93	▼ -5.4%	134	▼ -34.3%	734	910	▼ -19.3%
Pending Sales	103	89	▲ 15.7%	94	▲ 9.6%	579	698	▼ -17.0%
Days to Off Market	45	44	▲ 2.3%	38	▲ 18.4%	49	44	▲ 11.4%
Sold to Original Price Ratio	99.6%	100.1%	▼ -0.5%	99.4%	▲ 0.2%	100.1%	99.6%	▲ 0.5%
Price per Square Foot	\$268	\$269	▼ -0.4%	\$270	▼ -0.7%	\$275	\$241	▲ 14.1%



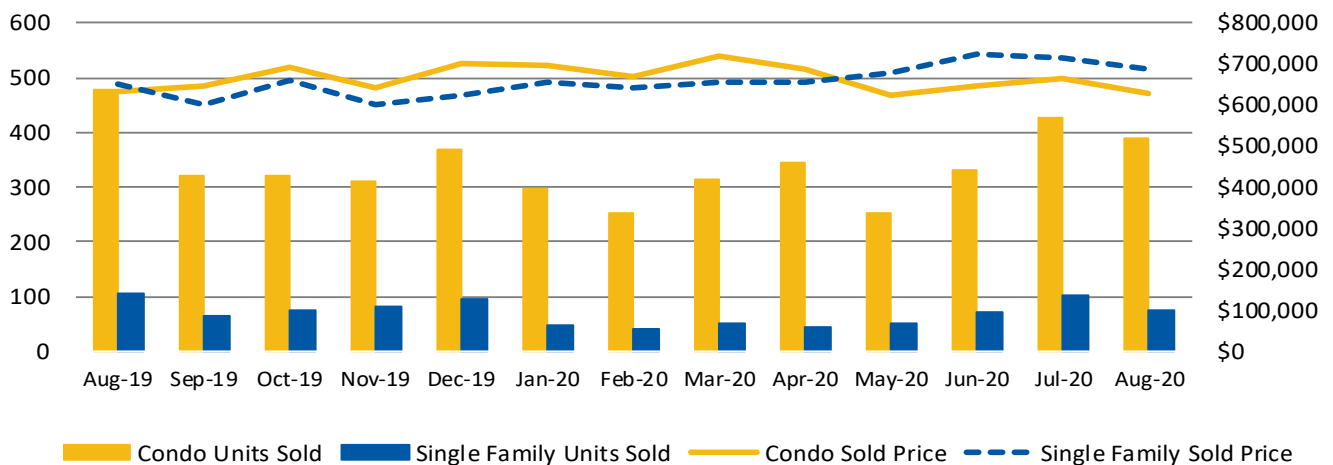
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$689,500	\$652,000	▲ 5.8%	\$715,000	▼ -3.6%	\$678,000	\$653,809	▲ 3.7%
Units Sold	76	104	▼ -26.9%	101	▼ -24.8%	483	662	▼ -27.0%
Active Listings	180	130	▲ 38.5%	204	▼ -11.8%	---	---	---
Months Supply of Inventory	2.4	1.3	▲ 84.6%	2.0	▲ 20.0%	---	---	---
New Listings	108	55	▲ 96.4%	148	▼ -27.0%	842	890	▼ -5.4%
Pending Sales	107	69	▲ 55.1%	99	▲ 8.1%	582	674	▼ -13.6%
Days to Off Market	34	41	▼ -17.1%	33	▲ 3.0%	32	38	▼ -15.8%
Sold to Original Price Ratio	101.0%	98.0%	▲ 3.1%	101.0%	■ 0.0%	99.9%	99.3%	▲ 0.6%
Price per Square Foot	\$465	\$421	▲ 10.5%	\$461	▲ 0.9%	\$459	\$448	▲ 2.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$627,000	\$635,000	▼ -1.3%	\$663,750	▼ -5.5%	\$665,000	\$649,000	▲ 2.5%
Units Sold	390	479	▼ -18.6%	428	▼ -8.9%	2,610	3,056	▼ -14.6%
Active Listings	1,479	907	▲ 63.1%	1,424	▲ 3.9%	---	---	---
Months Supply of Inventory	3.8	1.9	▲ 100.0%	3.3	▲ 15.2%	---	---	---
New Listings	654	350	▲ 86.9%	800	▼ -18.3%	4,838	4,539	▲ 6.6%
Pending Sales	343	356	▼ -3.7%	510	▼ -32.7%	2,836	3,243	▼ -12.6%
Days to Off Market	44	52	▼ -15.4%	36	▲ 22.2%	43	44	▼ -2.3%
Sold to Original Price Ratio	98.6%	97.9%	▲ 0.7%	98.4%	▲ 0.2%	98.1%	98.3%	▼ -0.2%
Price per Square Foot	\$761	\$773	▼ -1.6%	\$767	▼ -0.8%	\$761	\$776	▼ -1.9%



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 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$725,000	\$716,100	▲ 1.2%	\$760,000	▼ -4.6%	\$740,000	\$725,000	▲ 2.1%
Units Sold	107	159	▼ -32.7%	121	▼ -11.6%	710	957	▼ -25.8%
Active Listings	257	214	▲ 20.1%	259	▼ -0.8%	---	---	---
Months Supply of Inventory	2.4	1.3	▲ 84.6%	2.1	▲ 14.3%	---	---	---
New Listings	214	156	▲ 37.2%	223	▼ -4.0%	1,261	1,427	▼ -11.6%
Pending Sales	169	138	▲ 22.5%	142	▲ 19.0%	831	1,002	▼ -17.1%
Days to Off Market	30	35	▼ -14.3%	32	▼ -6.3%	32	33	▼ -3.0%
Sold to Original Price Ratio	98.4%	98.7%	▼ -0.3%	98.5%	▼ -0.1%	98.6%	98.6%	▬ 0.0%
Price per Square Foot	\$335	\$296	▲ 13.2%	\$333	▲ 0.6%	\$323	\$306	▲ 5.6%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$920,000	\$925,000	▼ -0.5%	\$912,000	▲ 0.9%	\$948,000	\$867,000	▲ 9.3%
Units Sold	23	53	▼ -56.6%	26	▼ -11.5%	207	373	▼ -44.5%
Active Listings	129	124	▲ 4.0%	109	▲ 18.3%	---	---	---
Months Supply of Inventory	5.6	2.3	▲ 143.5%	4.2	▲ 33.3%	---	---	---
New Listings	96	74	▲ 29.7%	83	▲ 15.7%	473	609	▼ -22.3%
Pending Sales	43	42	▲ 2.4%	41	▲ 4.9%	221	375	▼ -41.1%
Days to Off Market	41	49	▼ -16.3%	42	▼ -2.4%	34	38	▼ -10.5%
Sold to Original Price Ratio	100.1%	98.3%	▲ 1.8%	98.2%	▲ 1.9%	96.7%	97.0%	▼ -0.3%
Price per Square Foot	\$303	\$309	▼ -1.9%	\$313	▼ -3.2%	\$347	\$310	▲ 11.9%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$1,343,000	\$1,025,000	▲ 31.0%	\$2,435,000	▼ -44.8%	\$1,331,500	\$1,100,000	▲ 21.0%
Units Sold	11	7	▲ 57.1%	2	▲ 450.0%	42	57	▼ -26.3%
Active Listings	19	27	▼ -29.6%	16	▲ 18.8%	---	---	---
Months Supply of Inventory	1.7	3.9	▼ -56.4%	8.0	▼ -78.8%	---	---	---
New Listings	11	17	▼ -35.3%	10	▲ 10.0%	72	94	▼ -23.4%
Pending Sales	4	6	▼ -33.3%	7	▼ -42.9%	46	56	▼ -17.9%
Days to Off Market	60	22	▲ 172.7%	28	▲ 114.3%	42	44	▼ -4.5%
Sold to Original Price Ratio	91.2%	94.0%	▼ -3.0%	90.0%	▲ 1.3%	94.1%	94.9%	▼ -0.8%
Price per Square Foot	\$414	\$371	▲ 11.6%	\$564	▼ -26.6%	\$393	\$373	▲ 5.4%

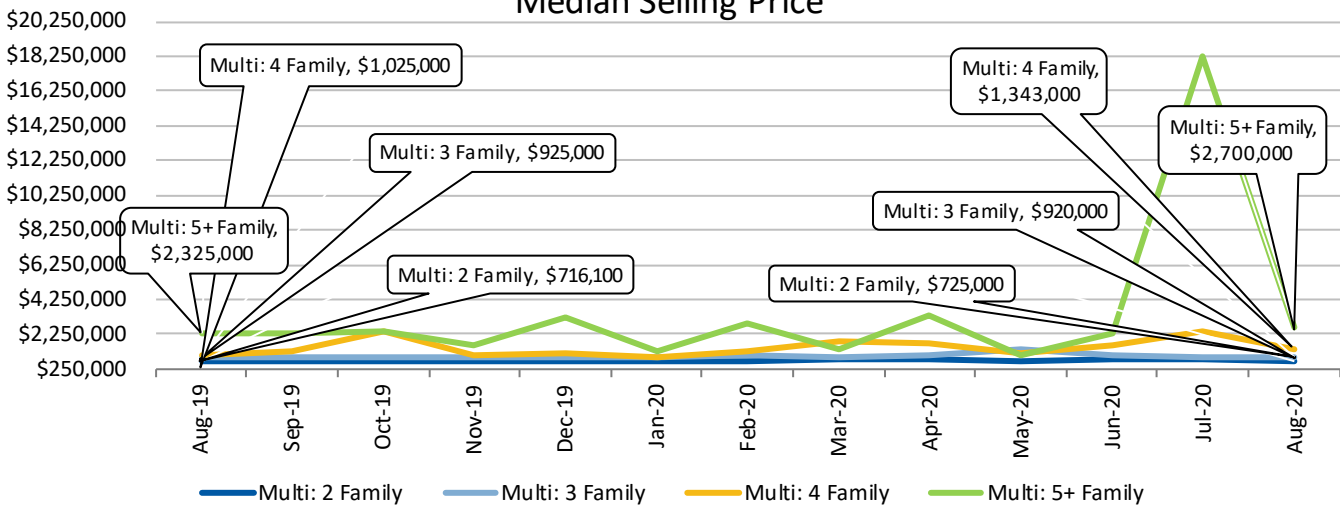
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

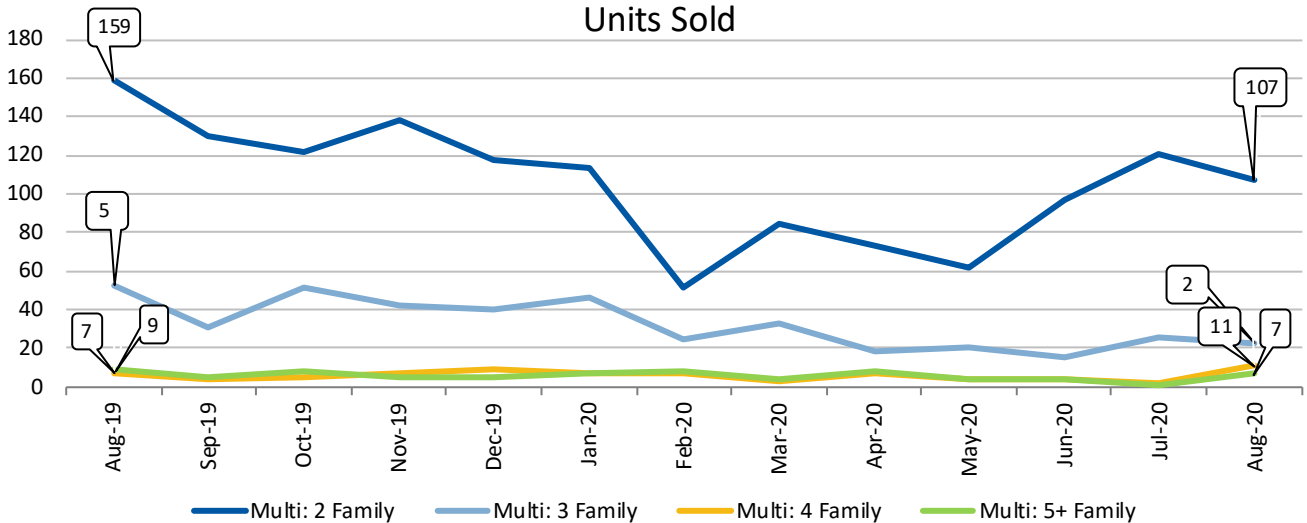
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2020	Aug 2019	Change	Jul 2020	Change	2020	2019	Change
Median Selling Price	\$2,700,000	\$2,325,000	▲ 16.1%	#####	▼ -85.2%	\$2,450,000	\$2,423,000	▲ 1.1%
Units Sold	7	9	▼ -22.2%	1	▲ 600.0%	40	62	▼ -35.5%
Active Listings	49	35	▲ 40.0%	37	▲ 32.4%	---	---	---
Months Supply of Inventory	7.0	3.9	▲ 79.5%	37.0	▼ -81.1%	---	---	---
New Listings	22	11	▲ 100.0%	20	▲ 10.0%	100	118	▼ -15.3%
Pending Sales	8	6	▲ 33.3%	5	▲ 60.0%	42	67	▼ -37.3%
Days to Off Market	29	53	▼ -45.3%	65	▼ -55.4%	58	53	▲ 9.4%
Sold to Original Price Ratio	95.6%	96.0%	▼ -0.4%	91.0%	▲ 5.1%	92.7%	94.4%	▼ -1.8%
Price per Square Foot	\$409	\$520	▼ -21.3%	\$858	▼ -52.3%	\$426	\$493	▼ -13.6%

Median Selling Price

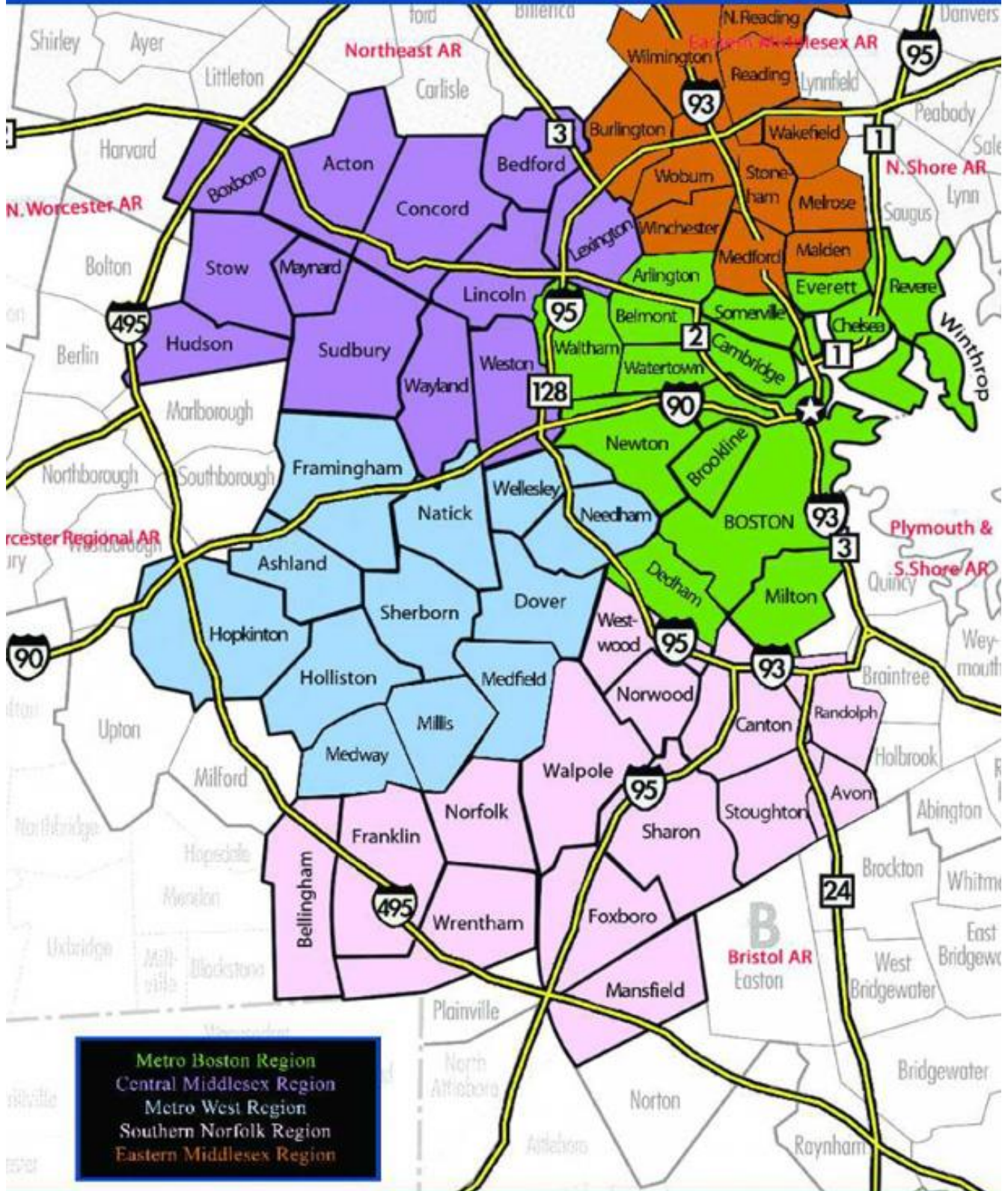


Units Sold



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.