

MONTHLY MARKET INSIGHTS REPORT

December 2021

Detached Single-Family Homes

The 1,295 homes sold in December was a 9.8 percent increase in sales volume from the December 2020 sales total of 1,435 homes sold. This made the second highest sales volume for the month of December. Additionally, the median sales price reached a new record high for the month at \$750,000, which is a 10.3 percent increase from the December 2020 median sales price of \$680,000.

Condominiums

With 1,089 condos sold, it was a 2.1 percent increase in sales from the 1,112 units sold in December 2020, and is the second most active December on record. The median sales price for condos rose 9.2 percent from \$569,960 in December 2020 to \$622,500 this month, making for a new record high median sales price.

Multi-Family Homes

This month, 260 multi-family homes were sold in Greater Boston, which was a 18.1 percent increase on the 220 units sold in December 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 1/10/2022

GREATER BOSTON MARKET SUMMARY

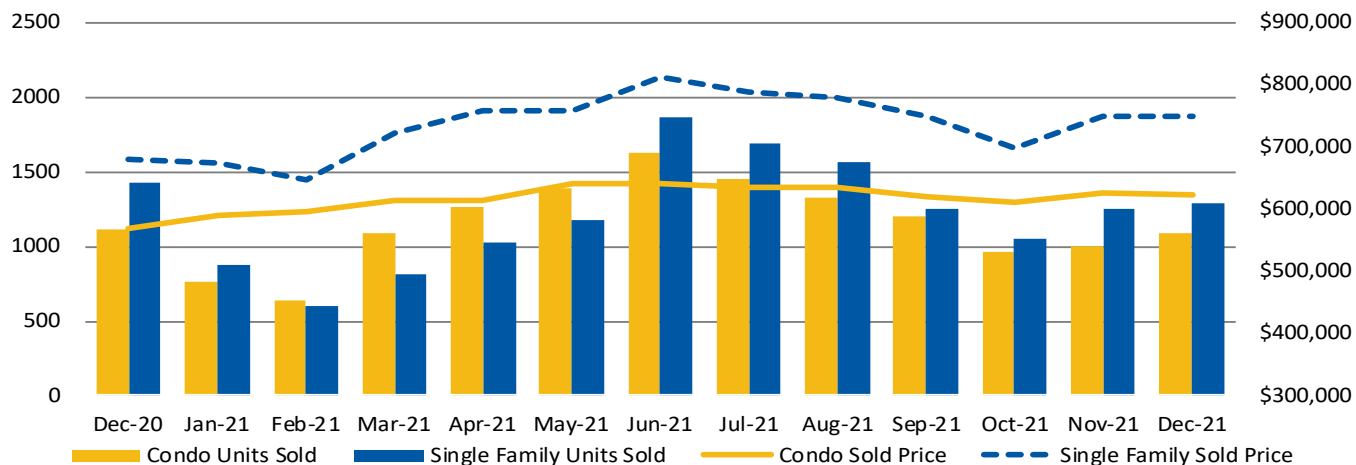
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$750,000	\$680,000	▲ 10.3%	\$750,000	▬ 0.0%	\$750,000	\$679,000	▲ 10.5%
Units Sold	1,295	1,435	▼ -9.8%	1,259	▲ 2.9%	14,494	13,746	▲ 5.4%
Active Listings	531	890	▼ -40.3%	993	▼ -46.5%	---	---	---
Months Supply of Inventory	0.4	0.6	▼ -33.3%	0.8	▼ -50.0%	---	---	---
New Listings	451	556	▼ -18.9%	881	▼ -48.8%	16,394	16,562	▼ -1.0%
Pending Sales	724	816	▼ -11.3%	1,168	▼ -38.0%	14,495	14,037	▲ 3.3%
Days to Off Market	35	44	▼ -20.5%	31	▲ 12.9%	25	36	▼ -30.6%
Sold to Original Price Ratio	101.9%	99.9%	▲ 2.0%	102.2%	▼ -0.3%	103.7%	99.8%	▲ 3.9%
Price per Square Foot	\$408	\$361	▲ 13.0%	\$406	▲ 0.5%	\$398	\$352	▲ 13.1%

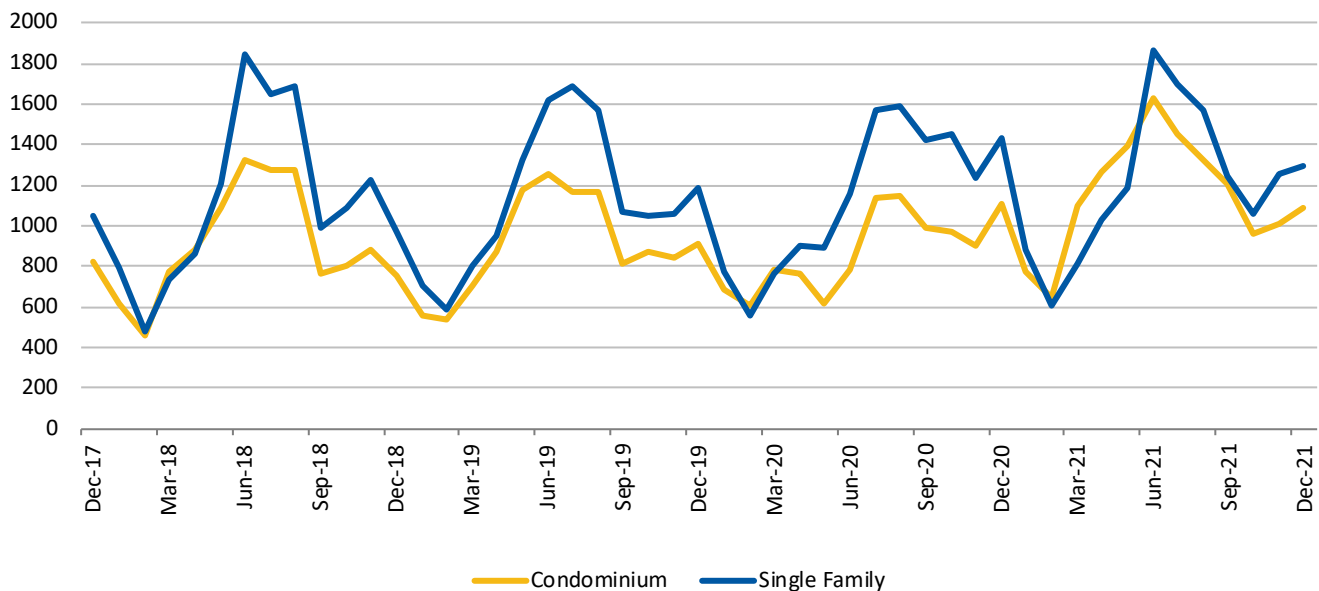
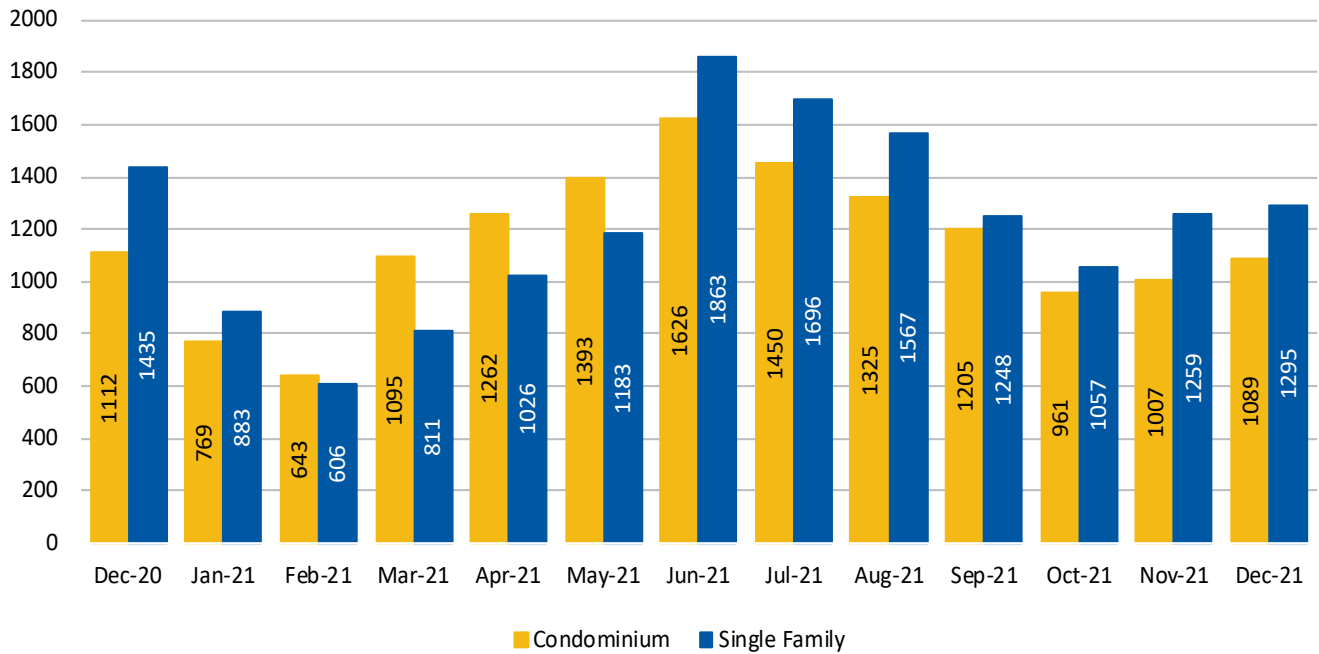
Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$622,500	\$569,950	▲ 9.2%	\$625,000	▼ -0.4%	\$625,000	\$586,163	▲ 6.6%
Units Sold	1,089	1,112	▼ -2.1%	1,007	▲ 8.1%	13,825	10,488	▲ 31.8%
Active Listings	1,077	1,965	▼ -45.2%	1,775	▼ -39.3%	---	---	---
Months Supply of Inventory	1.0	1.8	▼ -44.4%	1.8	▼ -44.4%	---	---	---
New Listings	464	586	▼ -20.8%	840	▼ -44.8%	16,849	15,772	▲ 6.8%
Pending Sales	802	800	▲ 0.2%	1,020	▼ -21.4%	13,833	10,750	▲ 28.7%
Days to Off Market	55	59	▼ -6.8%	42	▲ 31.0%	39	44	▼ -11.4%
Sold to Original Price Ratio	98.8%	97.3%	▲ 1.5%	99.6%	▼ -0.8%	99.8%	98.6%	▲ 1.2%
Price per Square Foot	\$624	\$543	▲ 14.9%	\$609	▲ 2.5%	\$620	\$561	▲ 10.5%



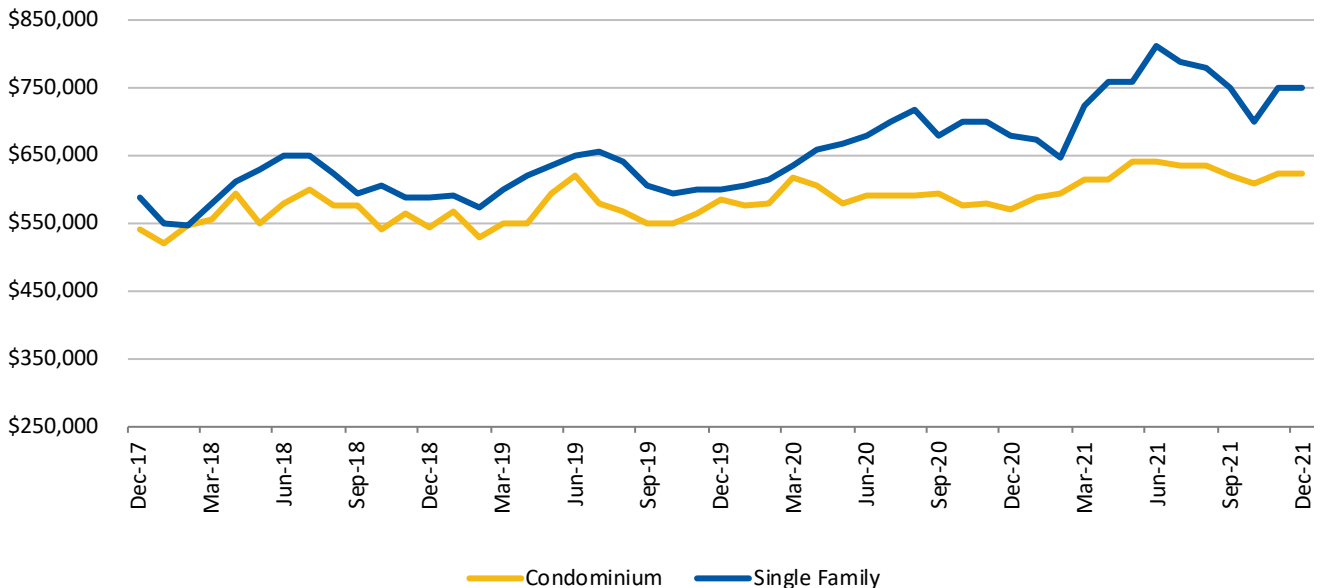
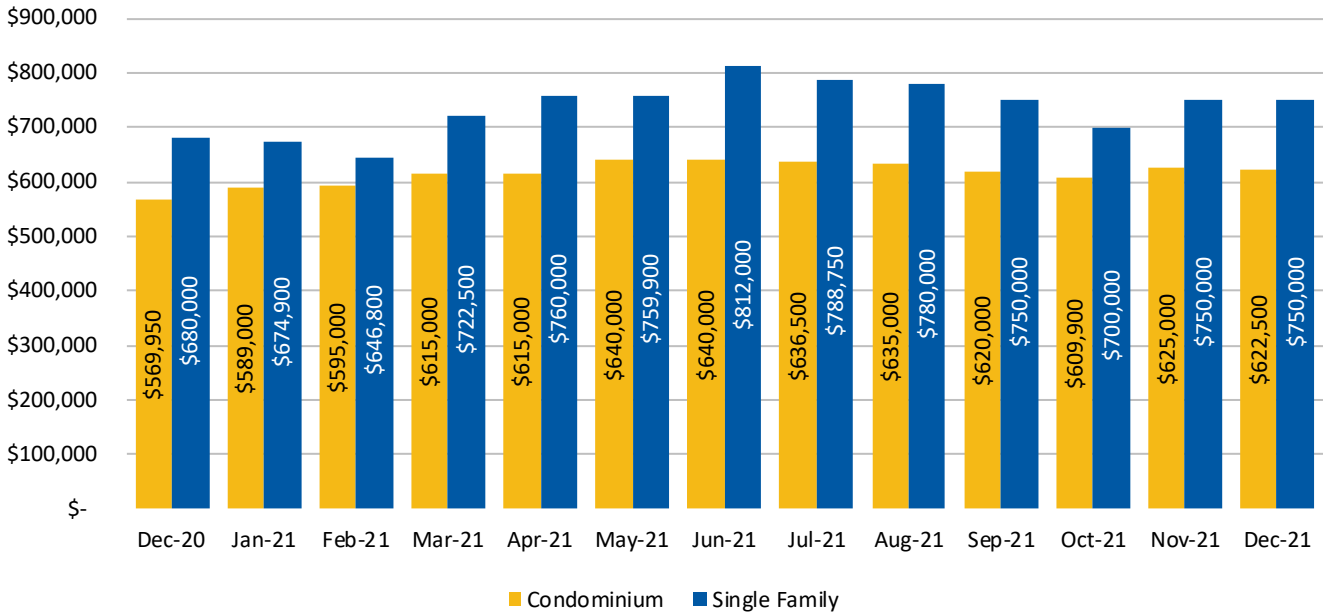
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,295	1,435	▼ -9.8%	1,259	▲ 2.9%	14,494	13,746	▲ 5.4%
CONDOMINIUMS	1,089	1,112	▼ -2.1%	1,007	▲ 8.1%	13,825	10,488	▲ 31.8%



MEDIAN SELLING PRICE

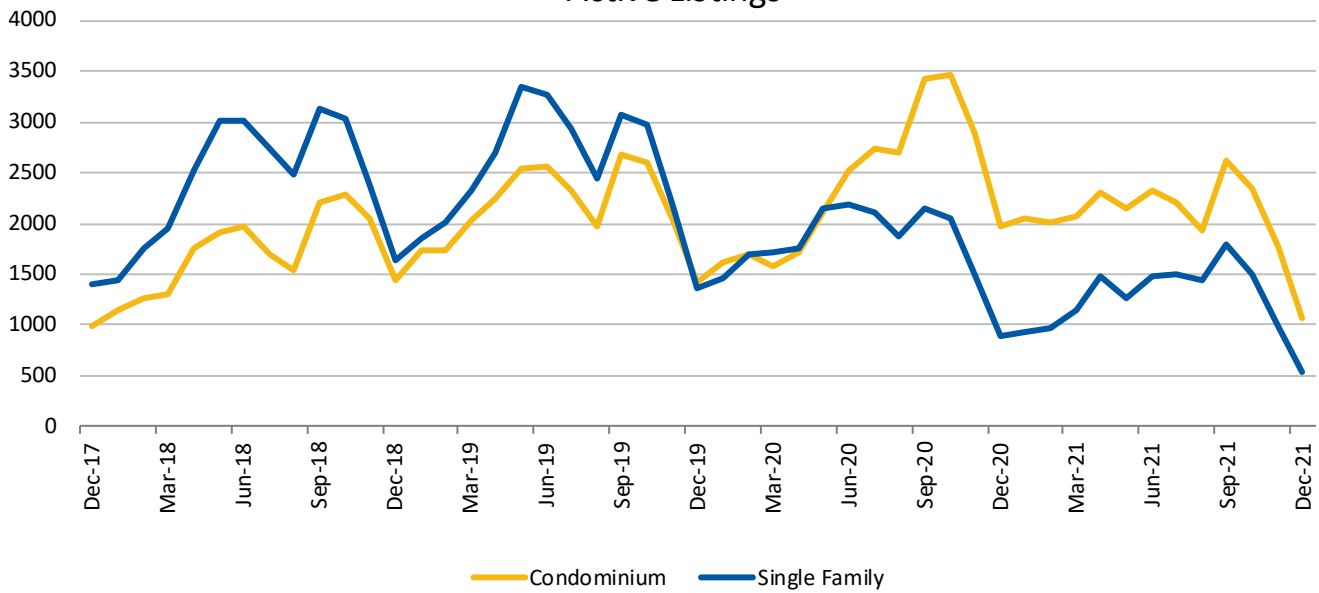
	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	\$750,000	\$680,000	▲ 10.3%	\$750,000	■ 0.0%	\$750,000	\$679,000	▲ 10.5%
CONDOMINIUMS	\$622,500	\$569,950	▲ 9.2%	\$625,000	▼ -0.4%	\$625,000	\$586,163	▲ 6.6%



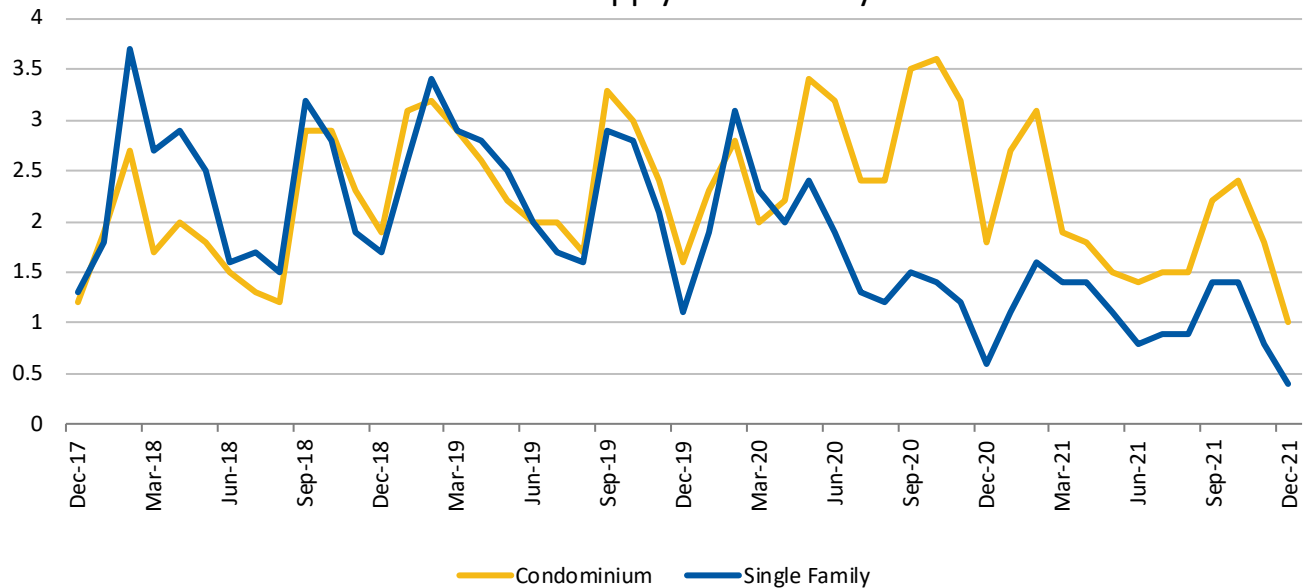
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Dec 2021	Dec 2020	Change	Nov 2021	Change
SINGLE FAMILY HOMES	Active Listings	531	890	▼ -40.3%	993	▼ -46.5%
	Months Supply of Inventory	0.4	0.6	▼ -33.3%	0.8	▼ -50.0%
CONDOMINIUMS	Active Listings	1,077	1,965	▼ -45.2%	1,775	▼ -39.3%
	Months Supply of Inventory	1.0	1.8	▼ -44.4%	1.8	▼ -44.4%

Active Listings

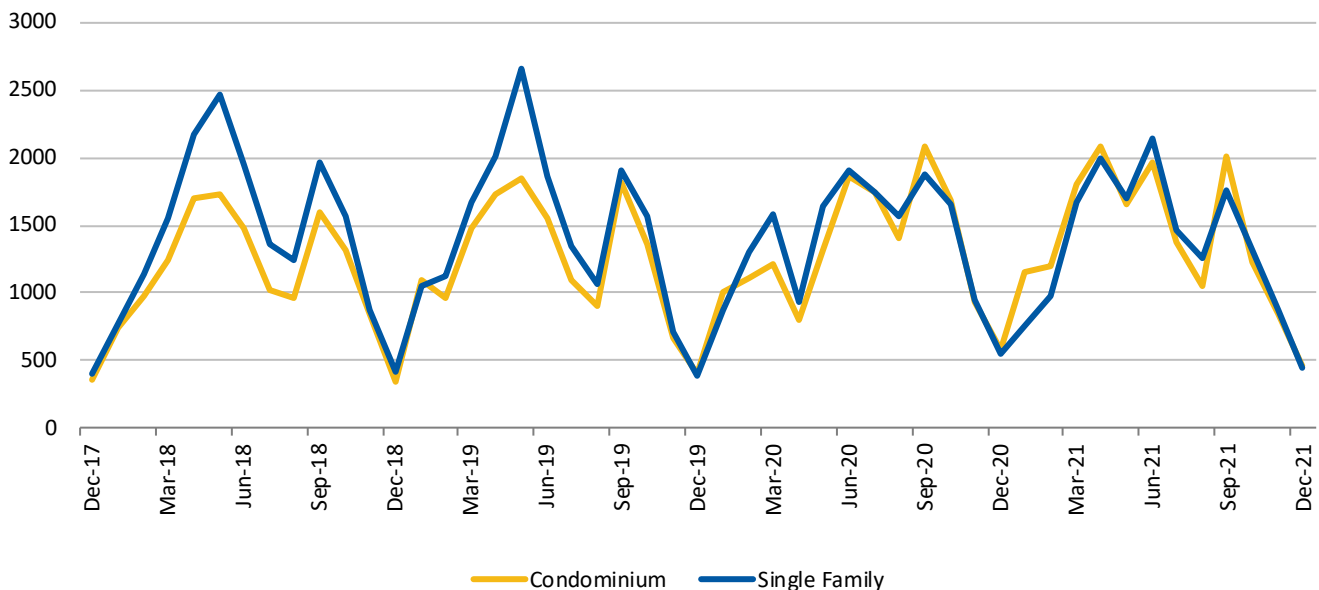
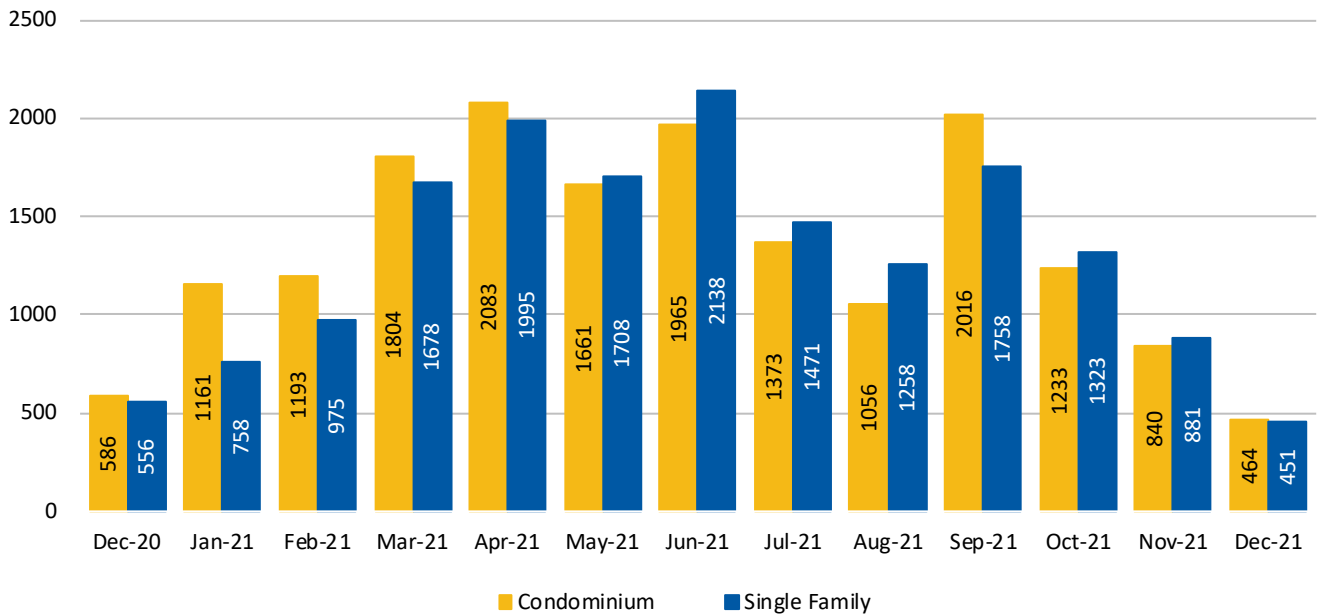


Months Supply of Inventory



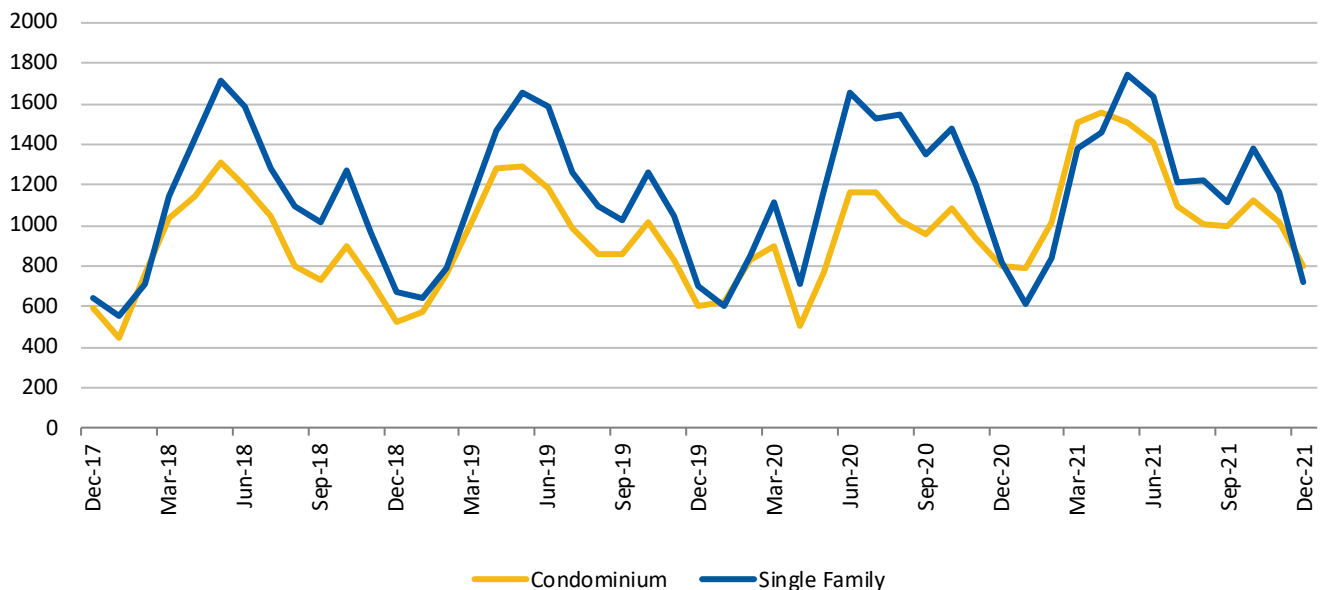
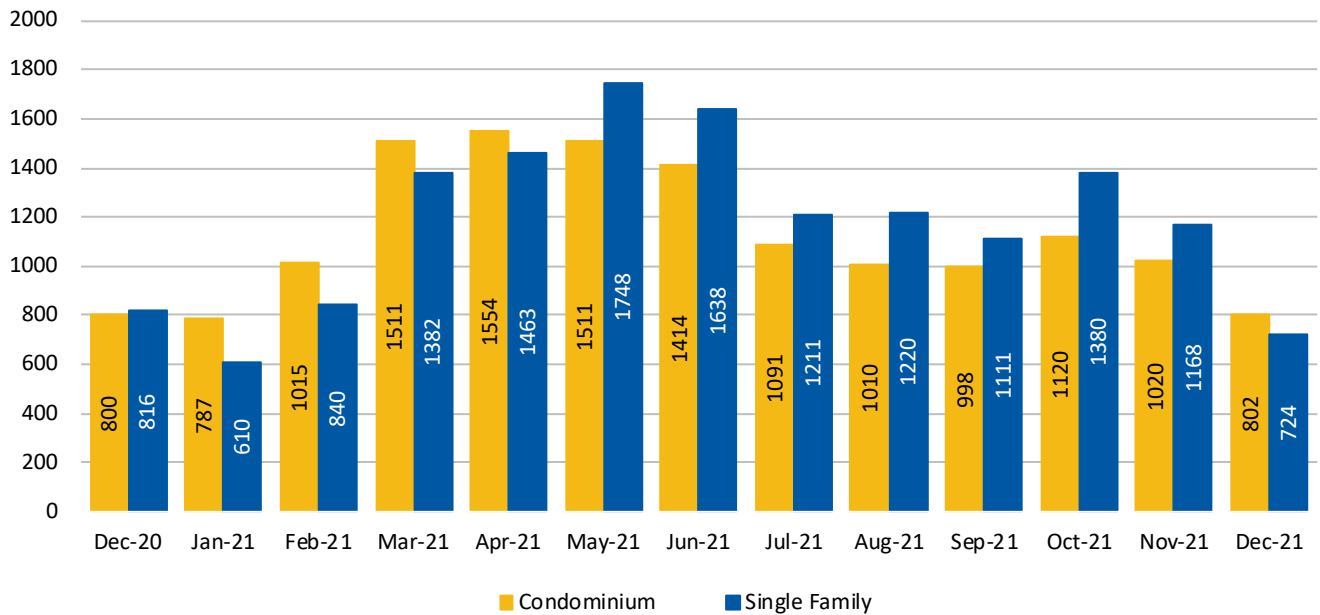
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	451	556	▼ -18.9%	881	▼ -48.8%	16,394	16,562	▼ -1.0%
CONDOMINIUMS	464	586	▼ -20.8%	840	▼ -44.8%	16,849	15,772	▲ 6.8%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	724	816	▼ -11.3%	1,168	▼ -38.0%	14,495	14,037	▲ 3.3%
CONDOMINIUMS	802	800	▲ 0.2%	1,020	▼ -21.4%	13,833	10,750	▲ 28.7%



CENTRAL MIDDLESEX REGION

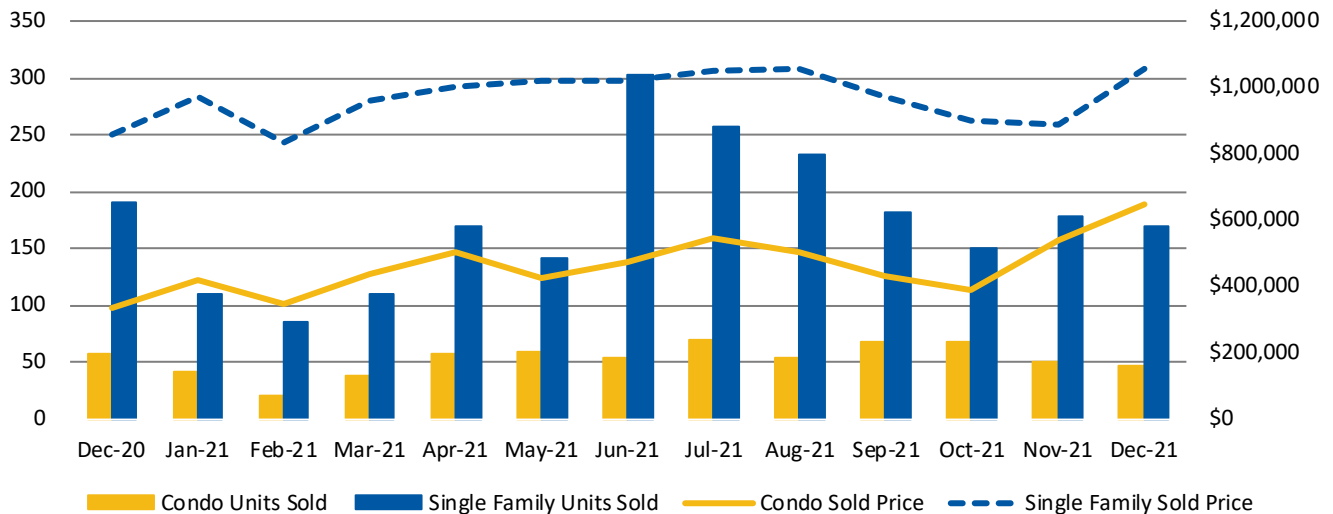
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$1,057,500	\$858,000	▲ 23.3%	\$889,000	▲ 19.0%	\$1,000,000	\$850,000	▲ 17.6%
Units Sold	170	190	▼ -10.5%	179	▼ -5.0%	2,090	2,136	▼ -2.2%
Active Listings	68	151	▼ -55.0%	136	▼ -50.0%	---	---	---
Months Supply of Inventory	0.4	0.8	▼ -50.0%	0.8	▼ -50.0%	---	---	---
New Listings	33	82	▼ -59.8%	102	▼ -67.6%	2,287	2,495	▼ -8.3%
Pending Sales	74	121	▼ -38.8%	149	▼ -50.3%	2,074	2,184	▼ -5.0%
Days to Off Market	42	52	▼ -19.2%	32	▲ 31.3%	28	45	▼ -37.8%
Sold to Original Price Ratio	103.2%	99.2%	▲ 4.0%	104.2%	▼ -1.0%	104.8%	98.8%	▲ 6.1%
Price per Square Foot	\$389	\$346	▲ 12.4%	\$398	▼ -2.3%	\$386	\$336	▲ 14.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$650,000	\$335,000	▲ 94.0%	\$540,000	▲ 20.4%	\$470,000	\$453,000	▲ 3.8%
Units Sold	47	57	▼ -17.5%	50	▼ -6.0%	625	560	▲ 11.6%
Active Listings	38	38	■ 0.0%	60	▼ -36.7%	---	---	---
Months Supply of Inventory	0.8	0.7	▲ 14.3%	1.2	▼ -33.3%	---	---	---
New Listings	20	26	▼ -23.1%	29	▼ -31.0%	702	653	▲ 7.5%
Pending Sales	37	42	▼ -11.9%	44	▼ -15.9%	635	574	▲ 10.6%
Days to Off Market	59	41	▲ 43.9%	37	▲ 59.5%	30	46	▼ -34.8%
Sold to Original Price Ratio	101.0%	98.7%	▲ 2.3%	102.5%	▼ -1.5%	102.4%	99.0%	▲ 3.4%
Price per Square Foot	\$381	\$294	▲ 29.6%	\$321	▲ 18.7%	\$321	\$298	▲ 7.7%



EASTERN MIDDLESEX REGION

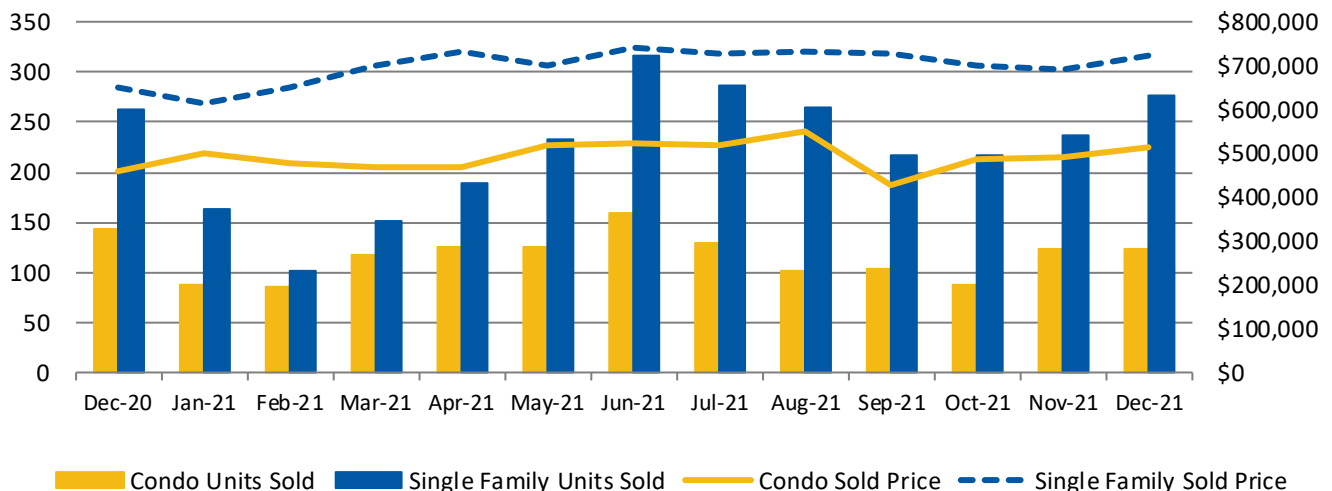
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$725,000	\$650,000	▲ 11.5%	\$690,000	▲ 5.1%	\$711,750	\$645,000	▲ 10.3%
Units Sold	277	263	▲ 5.3%	237	▲ 16.9%	2,656	2,417	▲ 9.9%
Active Listings	64	102	▼ -37.3%	144	▼ -55.6%	---	---	---
Months Supply of Inventory	0.2	0.4	▼ -50.0%	0.6	▼ -66.7%	---	---	---
New Listings	91	102	▼ -10.8%	167	▼ -45.5%	2,914	2,792	▲ 4.4%
Pending Sales	146	153	▼ -4.6%	249	▼ -41.4%	2,651	2,462	▲ 7.7%
Days to Off Market	33	37	▼ -10.8%	26	▲ 26.9%	23	28	▼ -17.9%
Sold to Original Price Ratio	102.5%	101.1%	▲ 1.4%	102.7%	▼ -0.2%	104.5%	101.5%	▲ 3.0%
Price per Square Foot	\$381	\$362	▲ 5.2%	\$378	▲ 0.8%	\$387	\$351	▲ 10.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$515,000	\$459,000	▲ 12.2%	\$490,000	▲ 5.1%	\$499,900	\$474,200	▲ 5.4%
Units Sold	123	143	▼ -14.0%	124	▼ -0.8%	1,371	1,138	▲ 20.5%
Active Listings	68	137	▼ -50.4%	99	▼ -31.3%	---	---	---
Months Supply of Inventory	0.6	1.0	▼ -40.0%	0.8	▼ -25.0%	---	---	---
New Listings	63	69	▼ -8.7%	86	▼ -26.7%	1,519	1,427	▲ 6.4%
Pending Sales	81	93	▼ -12.9%	118	▼ -31.4%	1,363	1,161	▲ 17.4%
Days to Off Market	33	41	▼ -19.5%	33	■ 0.0%	30	36	▼ -16.7%
Sold to Original Price Ratio	100.7%	98.9%	▲ 1.8%	100.8%	▼ -0.1%	101.1%	99.4%	▲ 1.7%
Price per Square Foot	\$404	\$388	▲ 4.1%	\$416	▼ -2.9%	\$424	\$382	▲ 11.0%



METRO BOSTON REGION

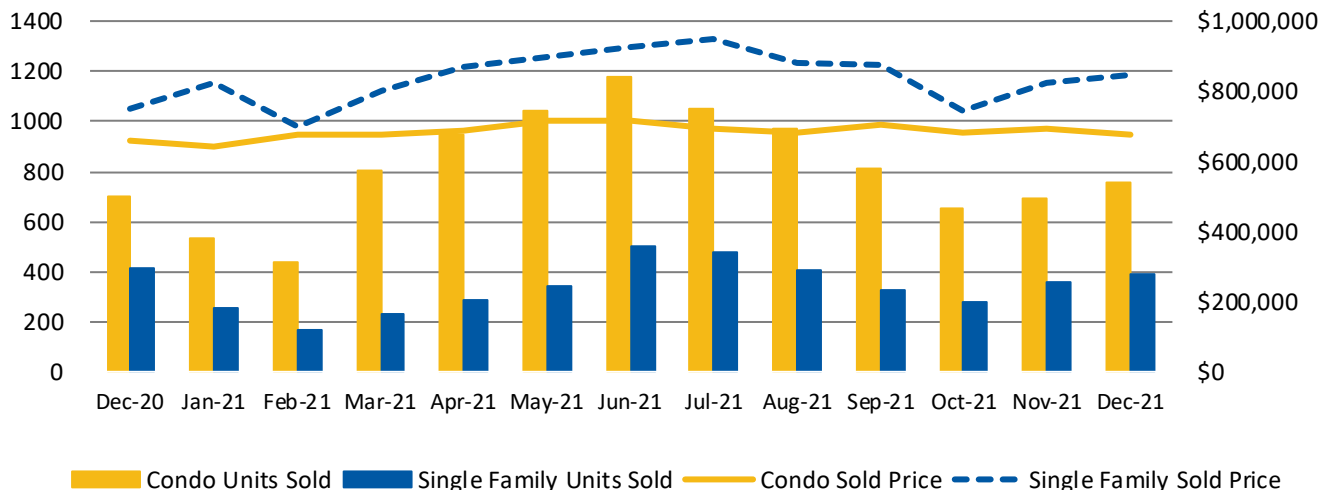
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$849,000	\$749,900	▲ 13.2%	\$825,000	▲ 2.9%	\$870,000	\$779,000	▲ 11.7%
Units Sold	389	411	▼ -5.4%	359	▲ 8.4%	4,023	3,598	▲ 11.8%
Active Listings	205	319	▼ -35.7%	376	▼ -45.5%	---	---	---
Months Supply of Inventory	0.5	0.8	▼ -37.5%	1.0	▼ -50.0%	---	---	---
New Listings	144	147	▼ -2.0%	271	▼ -46.9%	4,855	4,830	▲ 0.5%
Pending Sales	221	215	▲ 2.8%	342	▼ -35.4%	4,042	3,696	▲ 9.4%
Days to Off Market	35	49	▼ -28.6%	36	▼ -2.8%	27	34	▼ -20.6%
Sold to Original Price Ratio	101.1%	98.8%	▲ 2.3%	101.2%	▼ -0.1%	102.3%	99.6%	▲ 2.7%
Price per Square Foot	\$509	\$444	▲ 14.6%	\$510	▼ -0.2%	\$500	\$448	▲ 11.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$675,950	\$660,000	▲ 2.4%	\$695,000	▼ -2.7%	\$690,500	\$665,000	▲ 3.8%
Units Sold	760	701	▲ 8.4%	689	▲ 10.3%	9,882	7,072	▲ 39.7%
Active Listings	877	1,606	▼ -45.4%	1,470	▼ -40.3%	---	---	---
Months Supply of Inventory	1.2	2.3	▼ -47.8%	2.1	▼ -42.9%	---	---	---
New Listings	300	400	▼ -25.0%	609	▼ -50.7%	12,456	11,632	▲ 7.1%
Pending Sales	574	550	▲ 4.4%	702	▼ -18.2%	9,850	7,258	▲ 35.7%
Days to Off Market	61	64	▼ -4.7%	45	▲ 35.6%	42	44	▼ -4.5%
Sold to Original Price Ratio	97.9%	96.1%	▲ 1.9%	98.8%	▼ -0.9%	99.1%	98.1%	▲ 1.0%
Price per Square Foot	\$740	\$671	▲ 10.3%	\$728	▲ 1.6%	\$727	\$677	▲ 7.4%



METRO WEST REGION

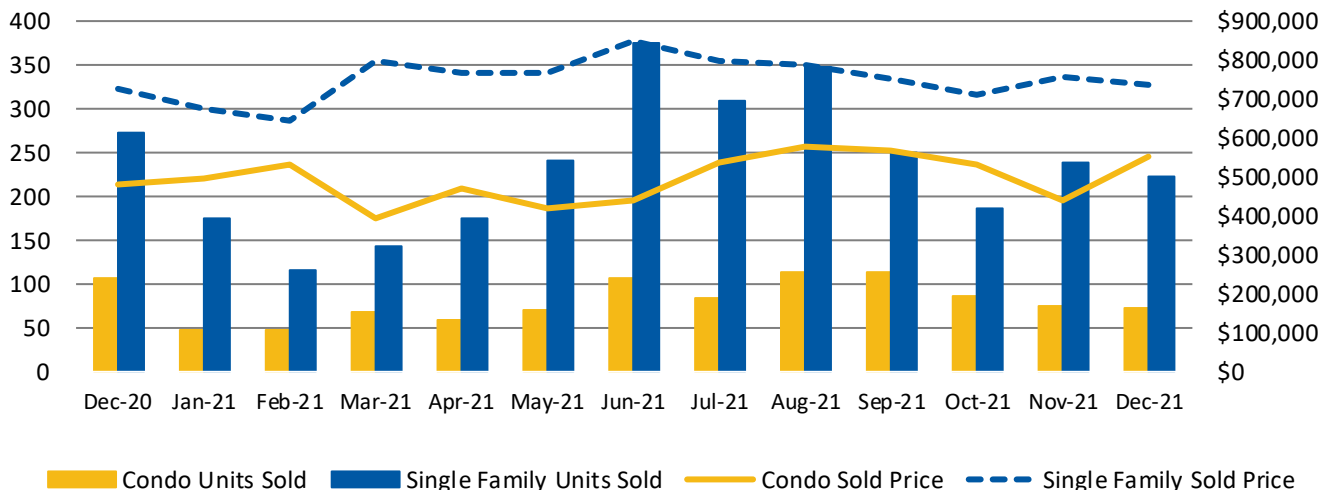
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$740,000	\$725,000	▲ 2.1%	\$759,500	▼ -2.6%	\$765,000	\$705,000	▲ 8.5%
Units Sold	223	273	▼ -18.3%	238	▼ -6.3%	2,778	2,734	▲ 1.6%
Active Listings	79	153	▼ -48.4%	147	▼ -46.3%	---	---	---
Months Supply of Inventory	0.4	0.6	▼ -33.3%	0.6	▼ -33.3%	---	---	---
New Listings	80	96	▼ -16.7%	148	▼ -45.9%	3,072	3,193	▼ -3.8%
Pending Sales	126	147	▼ -14.3%	204	▼ -38.2%	2,758	2,777	▼ -0.7%
Days to Off Market	38	51	▼ -25.5%	30	▲ 26.7%	23	40	▼ -42.5%
Sold to Original Price Ratio	101.6%	100.2%	▲ 1.4%	101.5%	▲ 0.1%	104.0%	99.2%	▲ 4.8%
Price per Square Foot	\$372	\$337	▲ 10.4%	\$366	▲ 1.6%	\$365	\$323	▲ 13.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$554,000	\$480,000	▲ 15.4%	\$440,426	▲ 25.8%	\$495,000	\$453,900	▲ 9.1%
Units Sold	73	107	▼ -31.8%	74	▼ -1.4%	947	781	▲ 21.3%
Active Listings	48	95	▼ -49.5%	65	▼ -26.2%	---	---	---
Months Supply of Inventory	0.7	0.9	▼ -22.2%	0.9	▼ -22.2%	---	---	---
New Listings	35	45	▼ -22.2%	52	▼ -32.7%	1,013	965	▲ 5.0%
Pending Sales	40	52	▼ -23.1%	74	▼ -45.9%	922	825	▲ 11.8%
Days to Off Market	44	52	▼ -15.4%	44	■ 0.0%	34	59	▼ -42.4%
Sold to Original Price Ratio	99.9%	99.5%	▲ 0.4%	100.6%	▼ -0.7%	101.3%	99.7%	▲ 1.6%
Price per Square Foot	\$329	\$314	▲ 4.8%	\$318	▲ 3.5%	\$323	\$296	▲ 9.1%



SOUTHERN NORFOLK REGION

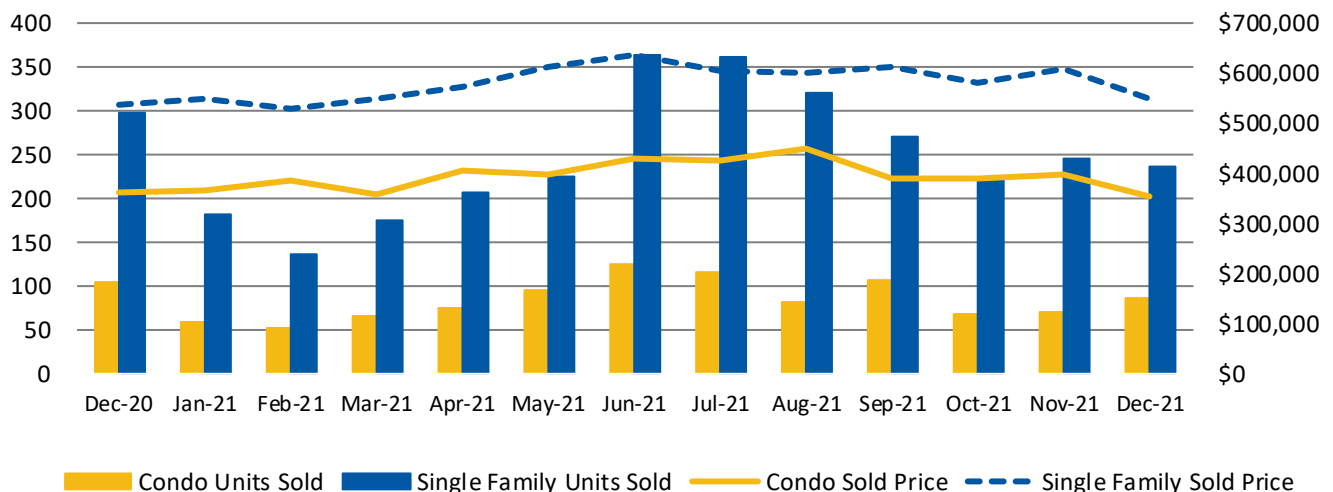
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$551,000	\$536,000	▲ 2.8%	\$610,500	▼ -9.7%	\$592,000	\$520,000	▲ 13.8%
Units Sold	236	298	▼ -20.8%	246	▼ -4.1%	2,947	2,861	▲ 3.0%
Active Listings	115	165	▼ -30.3%	190	▼ -39.5%	---	---	---
Months Supply of Inventory	0.5	0.6	▼ -16.7%	0.8	▼ -37.5%	---	---	---
New Listings	103	129	▼ -20.2%	193	▼ -46.6%	3,266	3,252	▲ 0.4%
Pending Sales	157	180	▼ -12.8%	224	▼ -29.9%	2,970	2,918	▲ 1.8%
Days to Off Market	33	35	▼ -5.7%	29	▲ 13.8%	23	34	▼ -32.4%
Sold to Original Price Ratio	101.9%	100.5%	▲ 1.4%	102.3%	▼ -0.4%	103.7%	99.9%	▲ 3.8%
Price per Square Foot	\$321	\$278	▲ 15.5%	\$324	▼ -0.9%	\$310	\$273	▲ 13.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$352,500	\$364,000	▼ -3.2%	\$396,500	▼ -11.1%	\$395,000	\$375,000	▲ 5.3%
Units Sold	86	104	▼ -17.3%	70	▲ 22.9%	1,000	937	▲ 6.7%
Active Listings	46	89	▼ -48.3%	81	▼ -43.2%	---	---	---
Months Supply of Inventory	0.5	0.9	▼ -44.4%	1.2	▼ -58.3%	---	---	---
New Listings	46	46	■ 0.0%	64	▼ -28.1%	1,159	1,095	▲ 5.8%
Pending Sales	70	63	▲ 11.1%	82	▼ -14.6%	1,063	932	▲ 14.1%
Days to Off Market	33	57	▼ -42.1%	27	▲ 22.2%	32	47	▼ -31.9%
Sold to Original Price Ratio	101.6%	99.7%	▲ 1.9%	101.6%	■ 0.0%	101.7%	100.1%	▲ 1.6%
Price per Square Foot	\$292	\$272	▲ 7.4%	\$286	▲ 2.1%	\$298	\$278	▲ 7.2%



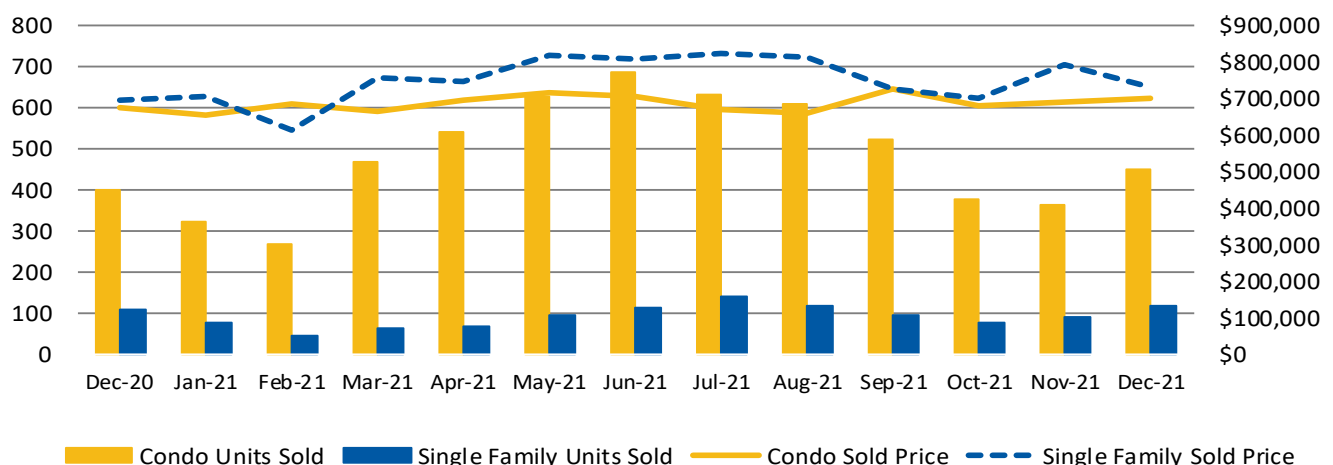
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$730,000	\$695,500	▲ 5.0%	\$795,000	▼ -8.2%	\$765,000	\$690,000	▲ 10.9%
Units Sold	117	107	▲ 9.3%	89	▲ 31.5%	1,104	874	▲ 26.3%
Active Listings	89	129	▼ -31.0%	148	▼ -39.9%	---	---	---
Months Supply of Inventory	0.8	1.2	▼ -33.3%	1.7	▼ -52.9%	---	---	---
New Listings	53	52	▲ 1.9%	88	▼ -39.8%	1,422	1,277	▲ 11.4%
Pending Sales	75	66	▲ 13.6%	105	▼ -28.6%	1,125	922	▲ 22.0%
Days to Off Market	42	55	▼ -23.6%	38	▲ 10.5%	32	36	▼ -11.1%
Sold to Original Price Ratio	98.7%	97.5%	▲ 1.2%	100.1%	▼ -1.4%	101.1%	99.6%	▲ 1.5%
Price per Square Foot	\$557	\$439	▲ 26.9%	\$534	▲ 4.3%	\$517	\$462	▲ 11.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$700,000	\$677,631	▲ 3.3%	\$690,000	▲ 1.4%	\$690,000	\$659,900	▲ 4.6%
Units Sold	449	400	▲ 12.3%	364	▲ 23.4%	5,875	4,153	▲ 41.5%
Active Listings	678	1,132	▼ -40.1%	1,061	▼ -36.1%	---	---	---
Months Supply of Inventory	1.5	2.8	▼ -46.4%	2.9	▼ -48.3%	---	---	---
New Listings	196	261	▼ -24.9%	371	▼ -47.2%	7,699	7,274	▲ 5.8%
Pending Sales	354	319	▲ 11.0%	390	▼ -9.2%	5,810	4,231	▲ 37.3%
Days to Off Market	66	69	▼ -4.3%	49	▲ 34.7%	47	48	▼ -2.1%
Sold to Original Price Ratio	97.3%	95.5%	▲ 1.9%	98.4%	▼ -1.1%	98.4%	97.7%	▲ 0.7%
Price per Square Foot	\$832	\$752	▲ 10.6%	\$825	▲ 0.8%	\$812	\$755	▲ 7.5%



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		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$875,000	\$811,250	▲ 7.9%	\$859,000	▲ 1.9%	\$835,000	\$757,750	▲ 10.2%
Units Sold	182	160	▲ 13.8%	161	▲ 13.0%	1,751	1,314	▲ 33.3%
Active Listings	118	165	▼ -28.5%	205	▼ -42.4%	---	---	---
Months Supply of Inventory	0.6	1.0	▼ -40.0%	1.3	▼ -53.8%	---	---	---
New Listings	76	73	▲ 4.1%	137	▼ -44.5%	2,260	1,938	▲ 16.6%
Pending Sales	123	118	▲ 4.2%	150	▼ -18.0%	1,781	1,361	▲ 30.9%
Days to Off Market	36	47	▼ -23.4%	30	▲ 20.0%	29	33	▼ -12.1%
Sold to Original Price Ratio	100.4%	98.7%	▲ 1.7%	100.4%	▬ 0.0%	100.3%	98.8%	▲ 1.5%
Price per Square Foot	\$366	\$347	▲ 5.5%	\$363	▲ 0.8%	\$356	\$328	▲ 8.5%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$1,005,004	\$1,030,000	▼ -2.4%	\$1,100,000	▼ -8.6%	\$1,080,000	\$989,500	▲ 9.1%
Units Sold	54	43	▲ 25.6%	54	▬ 0.0%	602	398	▲ 51.3%
Active Listings	75	103	▼ -27.2%	113	▼ -33.6%	---	---	---
Months Supply of Inventory	1.4	2.4	▼ -41.7%	2.1	▼ -33.3%	---	---	---
New Listings	29	34	▼ -14.7%	56	▼ -48.2%	875	761	▲ 15.0%
Pending Sales	43	43	▬ 0.0%	52	▼ -17.3%	617	403	▲ 53.1%
Days to Off Market	49	47	▲ 4.3%	44	▲ 11.4%	36	37	▼ -2.7%
Sold to Original Price Ratio	97.6%	94.7%	▲ 3.1%	97.4%	▲ 0.2%	97.6%	96.5%	▲ 1.1%
Price per Square Foot	\$322	\$322	▬ 0.0%	\$366	▼ -12.0%	\$349	\$339	▲ 2.9%

4 Family Homes

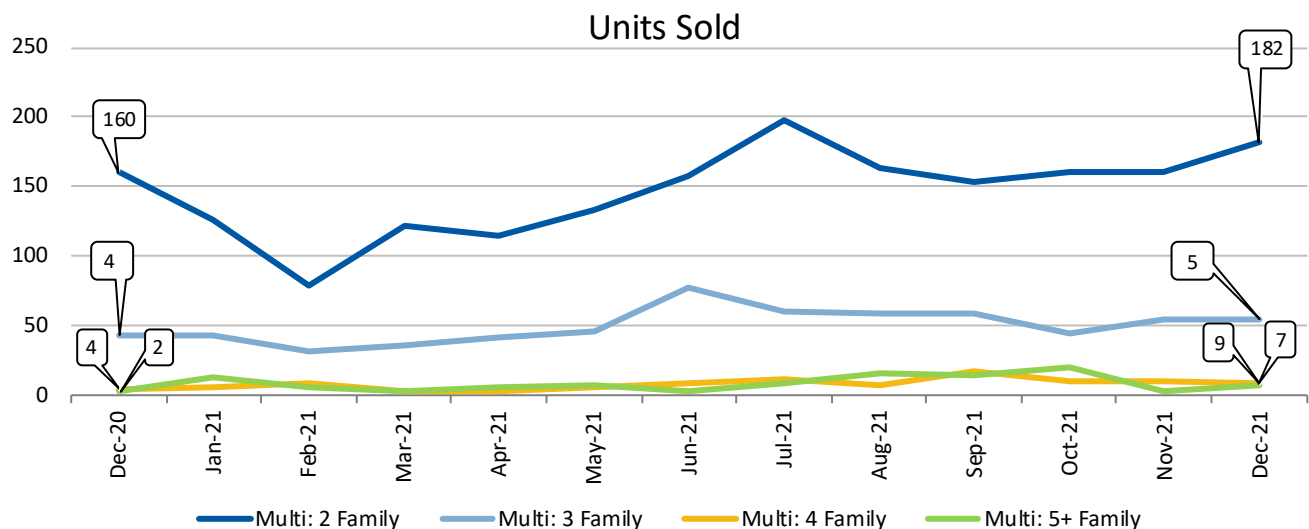
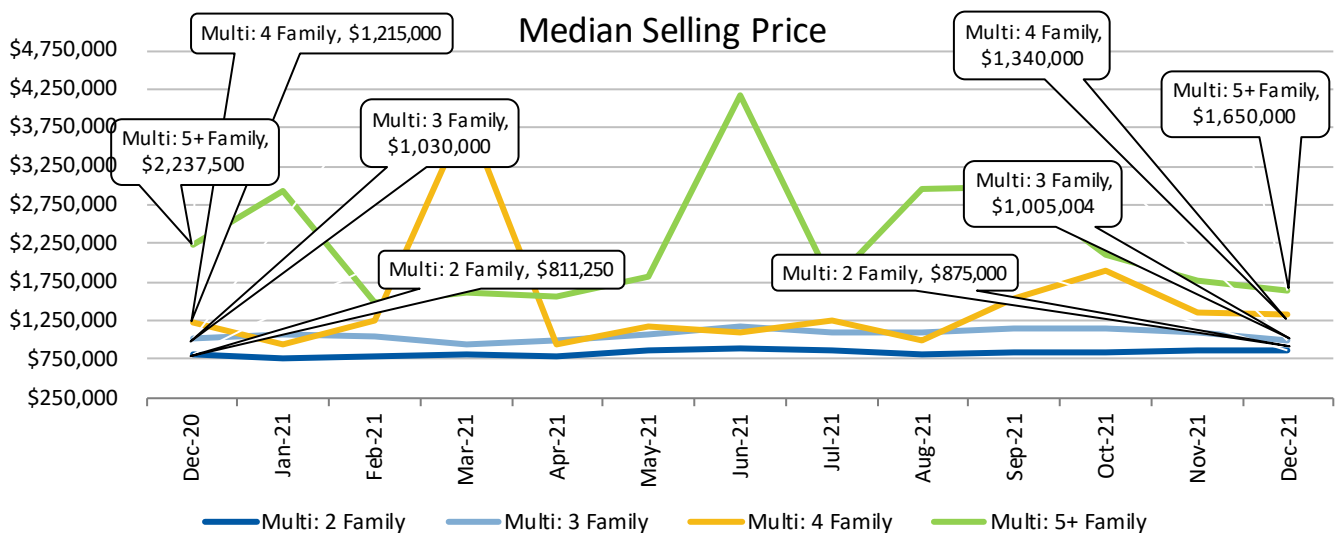
	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$959,100	\$950,000	▲ 1.0%	\$1,340,000	▼ -28.4%	\$1,200,000	\$1,246,950	▼ -3.8%
Units Sold	11	5	▲ 120.0%	9	▲ 22.2%	102	63	▲ 61.9%
Active Listings	23	15	▲ 53.3%	29	▼ -20.7%	---	---	---
Months Supply of Inventory	2.1	3.0	▼ -30.0%	3.2	▼ -34.4%	---	---	---
New Listings	6	10	▼ -40.0%	15	▼ -60.0%	169	121	▲ 39.7%
Pending Sales	10	4	▲ 150.0%	8	▲ 25.0%	108	69	▲ 56.5%
Days to Off Market	45	16	▲ 181.3%	47	▼ -4.3%	33	41	▼ -19.5%
Sold to Original Price Ratio	97.3%	99.6%	▼ -2.3%	100.1%	▼ -2.8%	96.6%	95.5%	▲ 1.2%
Price per Square Foot	\$347	\$336	▲ 3.3%	\$338	▲ 2.7%	\$386	\$368	▲ 4.9%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

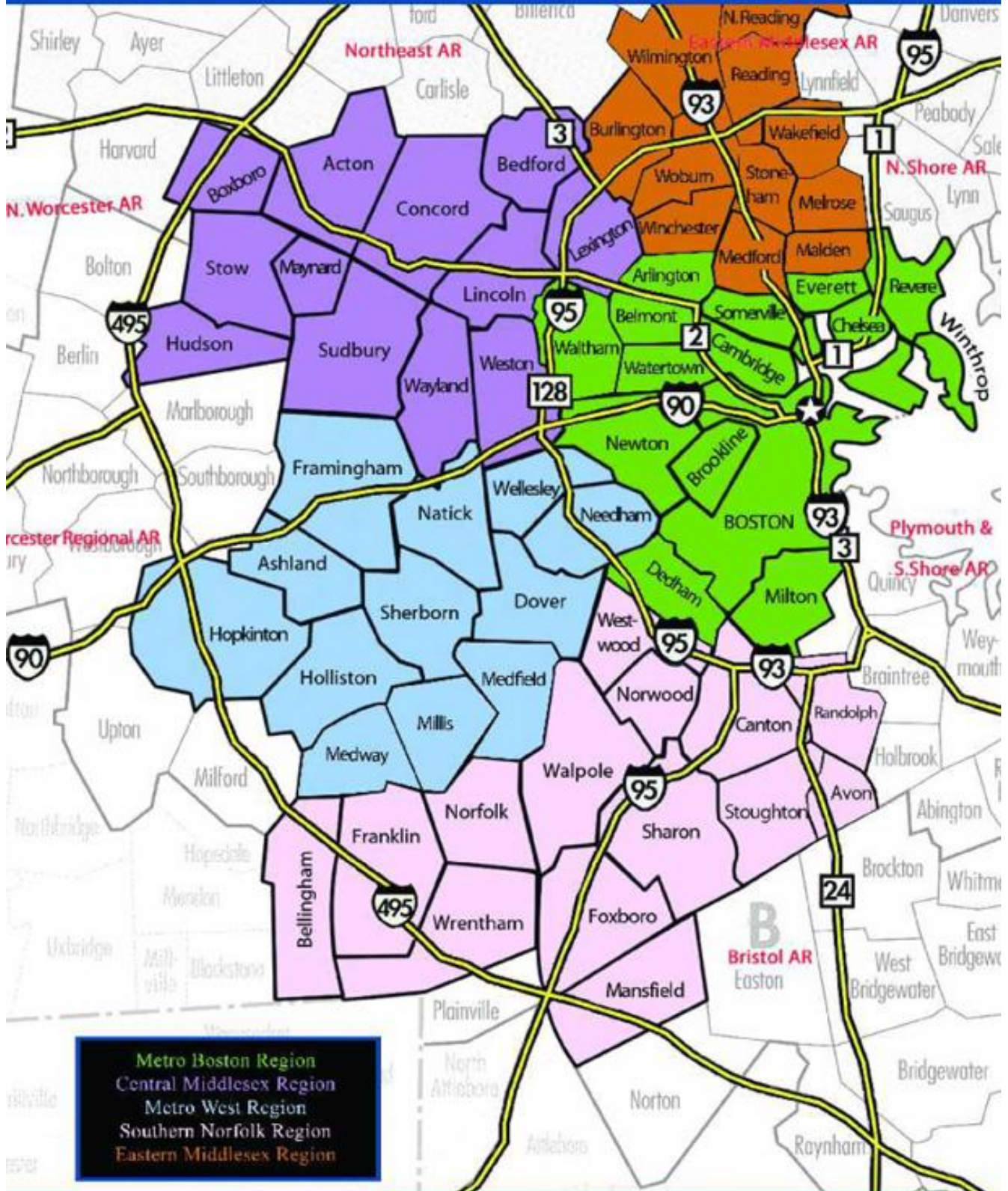
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2021	Dec 2020	Change	Nov 2021	Change	2021	2020	Change
Median Selling Price	\$2,950,000	\$2,936,875	▲ 0.4%	\$1,650,000	▲ 78.8%	\$2,262,500	\$2,289,000	▼ -1.2%
Units Sold	13	12	▲ 8.3%	7	▲ 85.7%	104	69	▲ 50.7%
Active Listings	55	36	▲ 52.8%	70	▼ -21.4%	---	---	---
Months Supply of Inventory	4.2	3.0	▲ 40.0%	10.0	▼ -58.0%	---	---	---
New Listings	9	10	▼ -10.0%	33	▼ -72.7%	260	157	▲ 65.6%
Pending Sales	12	4	▲ 200.0%	11	▲ 9.1%	116	67	▲ 73.1%
Days to Off Market	58	35	▲ 65.7%	30	▲ 93.3%	43	57	▼ -24.6%
Sold to Original Price Ratio	92.8%	96.8%	▼ -4.1%	93.3%	▼ -0.5%	93.6%	93.6%	■ 0.0%
Price per Square Foot	\$495	\$375	▲ 32.0%	\$301	▲ 64.5%	\$478	\$410	▲ 16.6%



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.