

MONTHLY MARKET INSIGHT REPORT

December 2020

Detached Single-Family Homes

The 1,424 homes sold in December was a 19.7 percent increase in sales volume from the December 2019 sales total of 1,190 homes sold. This made for a record-high in sales volume for the month of December. Additionally, the median sales price reached a new record high for the month at \$683,700, which is a 13.9 percent increase from the December 2019 median sales price of \$600,500.

Condominiums

With 1,094 condos sold, it was a 20.2 percent increase in sales from the 910 units sold in December 2019, and made for the a record-high in sales volume on record for the month of December. The median sales price for condos dropped 3.4 percent from the month's historical record-high of \$585,000 in December 2019 to \$565,000 this month.

Multi-Family Homes

This month, 208 multi-family homes were sold in Greater Boston, which was a 20.9 percent increase on the 121 units sold in December 2019.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 1/10/2021

GREATER BOSTON MARKET SUMMARY

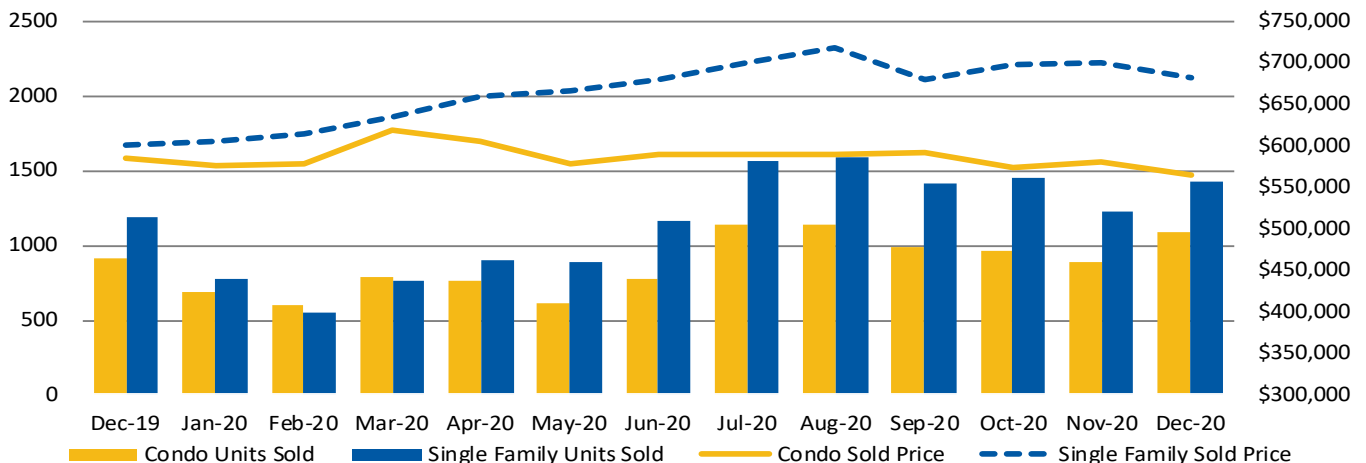
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$683,700	\$600,500	▲ 13.9%	\$700,000	▼ -2.3%	\$680,000	\$620,000	▲ 9.7%
Units Sold	1,424	1,190	▲ 19.7%	1,230	▲ 15.8%	13,805	13,604	▲ 1.5%
Active Listings	897	1,356	▼ -33.8%	1,502	▼ -40.3%	---	---	---
Months Supply of Inventory	0.6	1.1	▼ -45.5%	1.2	▼ -50.0%	---	---	---
New Listings	560	386	▲ 45.1%	958	▼ -41.5%	16,727	17,372	▼ -3.7%
Pending Sales	864	705	▲ 22.6%	1,232	▼ -29.9%	14,160	13,667	▲ 3.6%
Days to Off Market	45	64	▼ -29.7%	33	▲ 36.4%	36	43	▼ -16.3%
Sold to Original Price Ratio	99.9%	96.4%	▲ 3.6%	101.2%	▼ -1.3%	99.8%	98.2%	▲ 1.6%
Price per Square Foot	\$361	\$330	▲ 9.4%	\$369	▼ -2.2%	\$353	\$334	▲ 5.7%

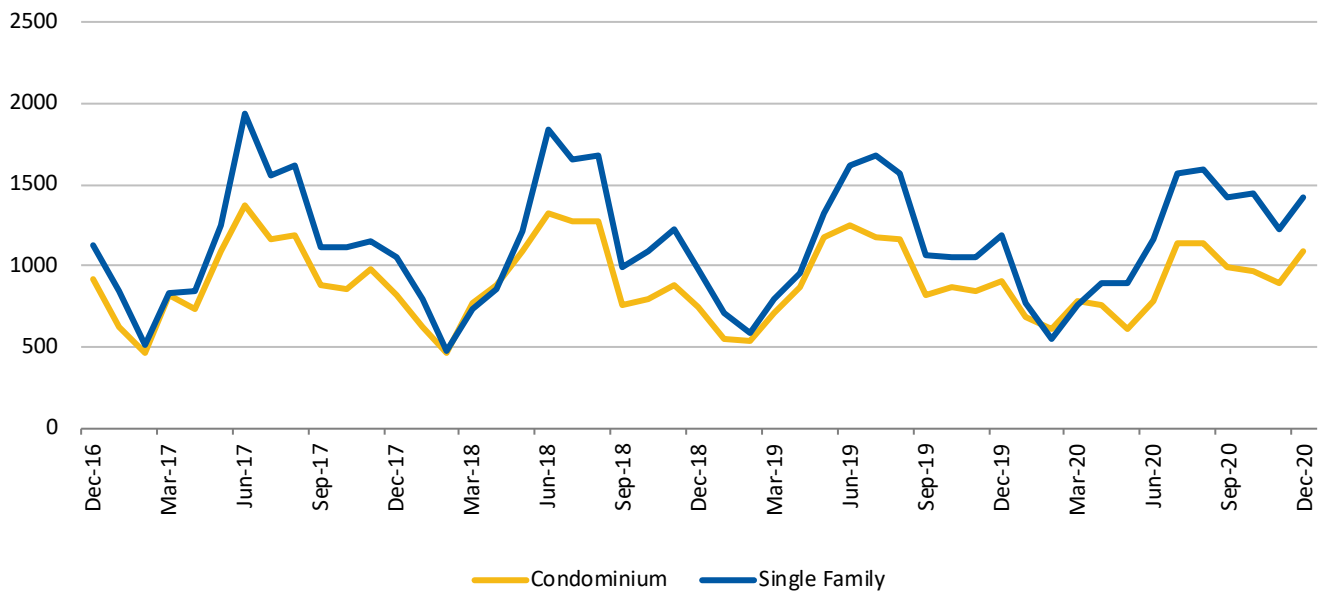
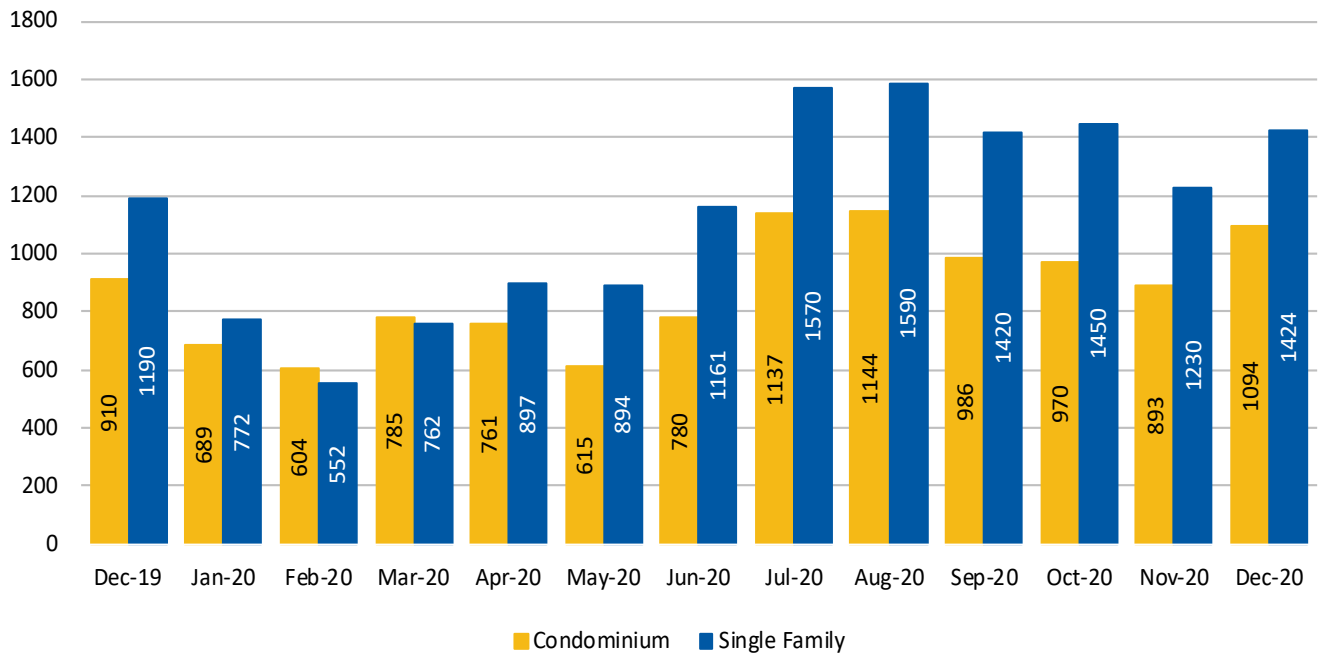
Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$565,000	\$585,000	▼ -3.4%	\$580,000	▼ -2.6%	\$586,000	\$570,000	▲ 2.8%
Units Sold	1,094	910	▲ 20.2%	893	▲ 22.5%	10,466	10,874	▼ -3.8%
Active Listings	1,946	1,413	▲ 37.7%	2,876	▼ -32.3%	---	---	---
Months Supply of Inventory	1.8	1.6	▲ 12.5%	3.2	▼ -43.8%	---	---	---
New Listings	575	400	▲ 43.8%	929	▼ -38.1%	15,746	14,881	▲ 5.8%
Pending Sales	820	605	▲ 35.5%	951	▼ -13.8%	10,776	11,267	▼ -4.4%
Days to Off Market	59	65	▼ -9.2%	46	▲ 28.3%	43	43	0.0%
Sold to Original Price Ratio	97.2%	97.4%	▼ -0.2%	98.2%	▼ -1.0%	98.6%	98.8%	▼ -0.2%
Price per Square Foot	\$541	\$568	▼ -4.8%	\$556	▼ -2.7%	\$560	\$568	▼ -1.4%



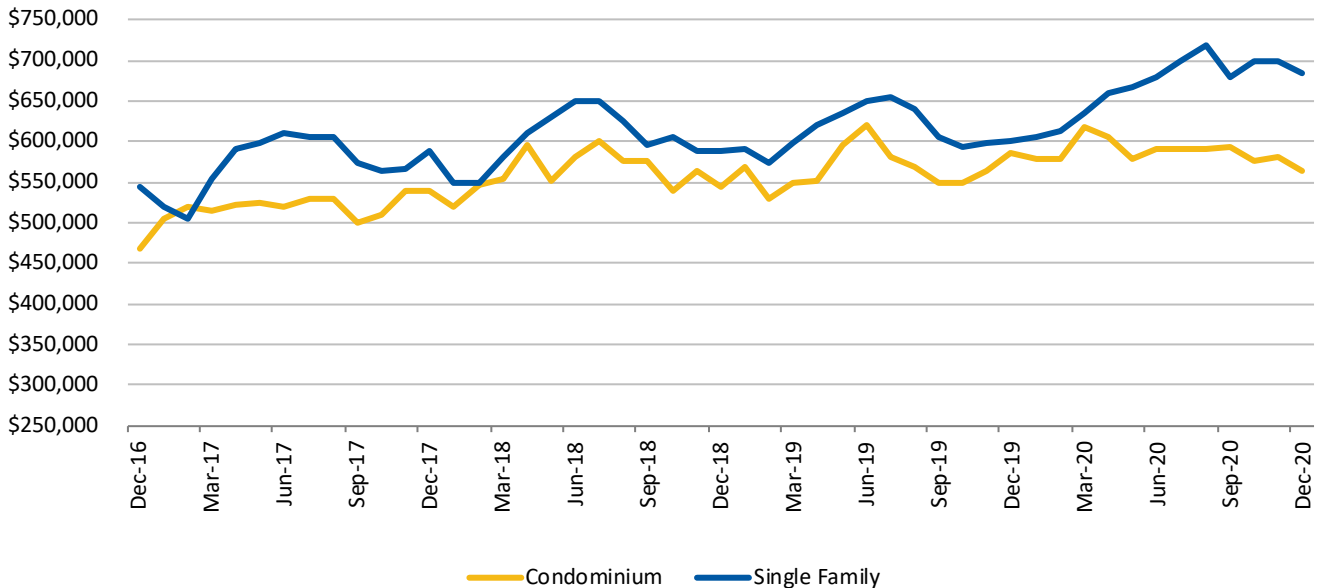
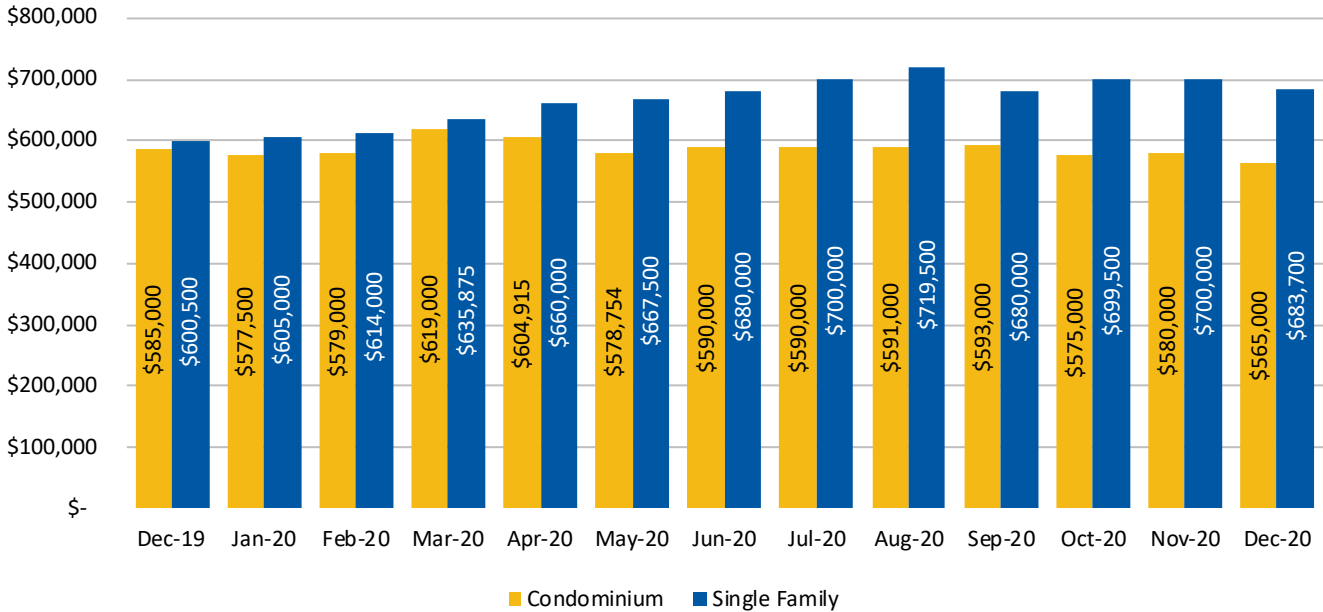
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,424	1,190	▲ 19.7%	1,230	▲ 15.8%	13,805	13,604	▲ 1.5%
CONDOMINIUMS	1,094	910	▲ 20.2%	893	▲ 22.5%	10,466	10,874	▼ -3.8%



MEDIAN SELLING PRICE

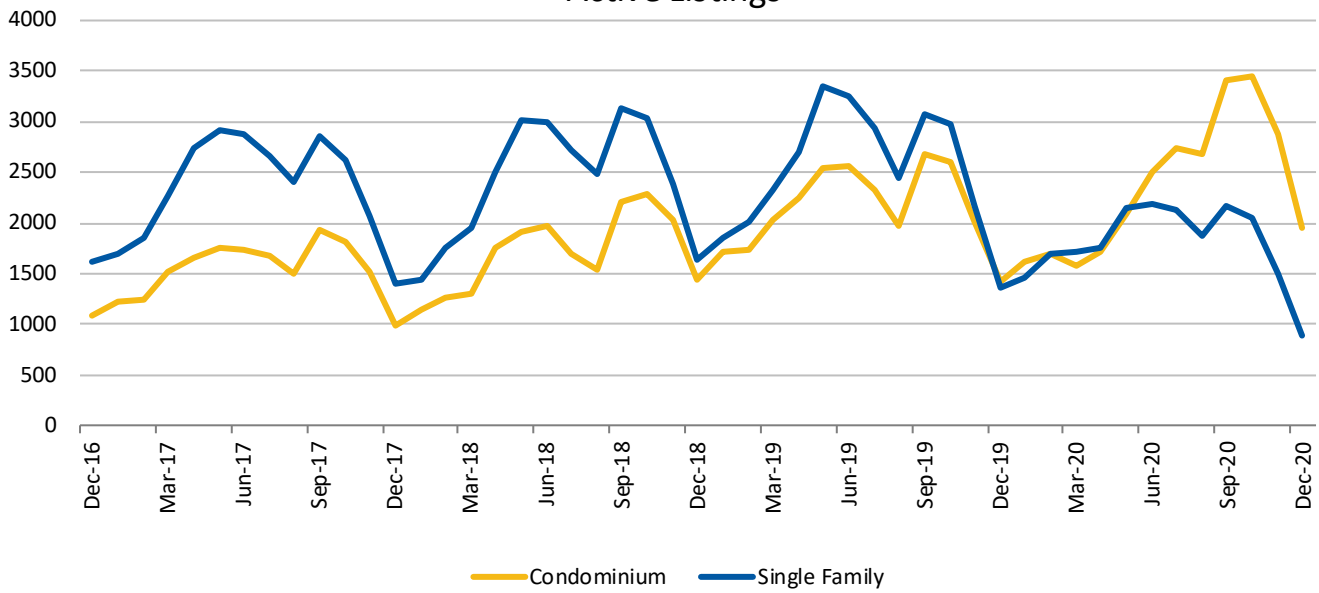
	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	\$683,700	\$600,500	▲ 13.9%	\$700,000	▼ -2.3%	\$680,000	\$620,000	▲ 9.7%
CONDOMINIUMS	\$565,000	\$585,000	▼ -3.4%	\$580,000	▼ -2.6%	\$586,000	\$570,000	▲ 2.8%



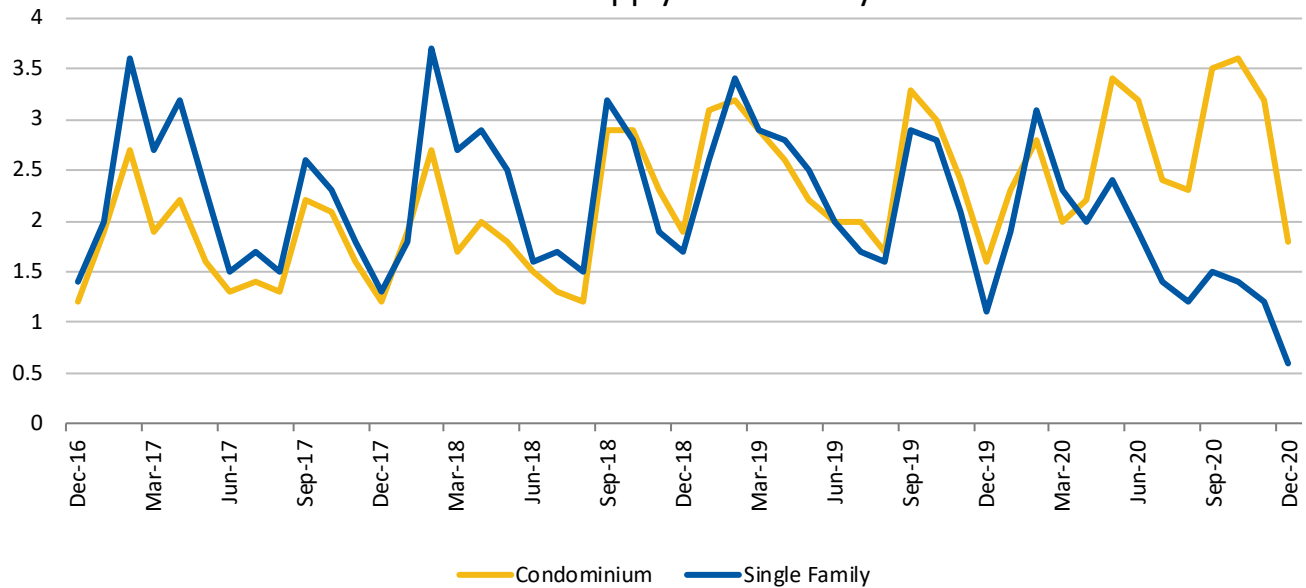
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Dec 2020	Dec 2019	Change	Nov 2020	Change
SINGLE FAMILY HOMES	Active Listings	897	1,356	▼ -33.8%	1,502	▼ -40.3%
	Months Supply of Inventory	0.6	1.1	▼ -45.5%	1.2	▼ -50.0%
CONDOMINIUMS	Active Listings	1,946	1,413	▲ 37.7%	2,876	▼ -32.3%
	Months Supply of Inventory	1.8	1.6	▲ 12.5%	3.2	▼ -43.8%

Active Listings

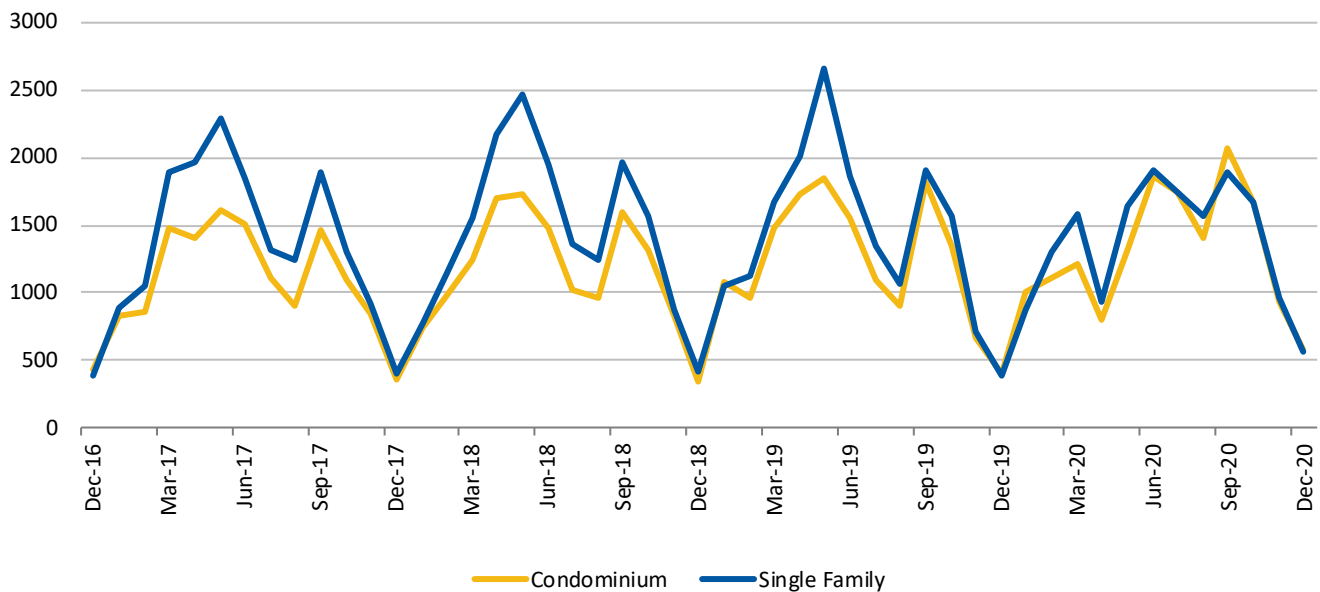
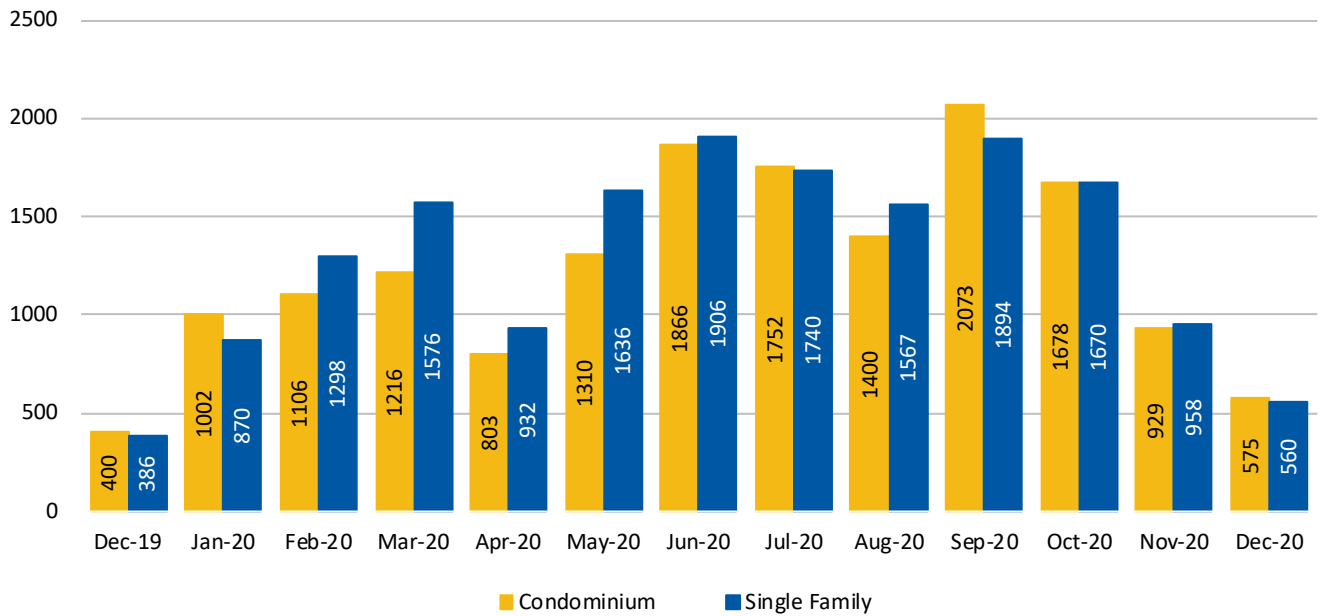


Months Supply of Inventory



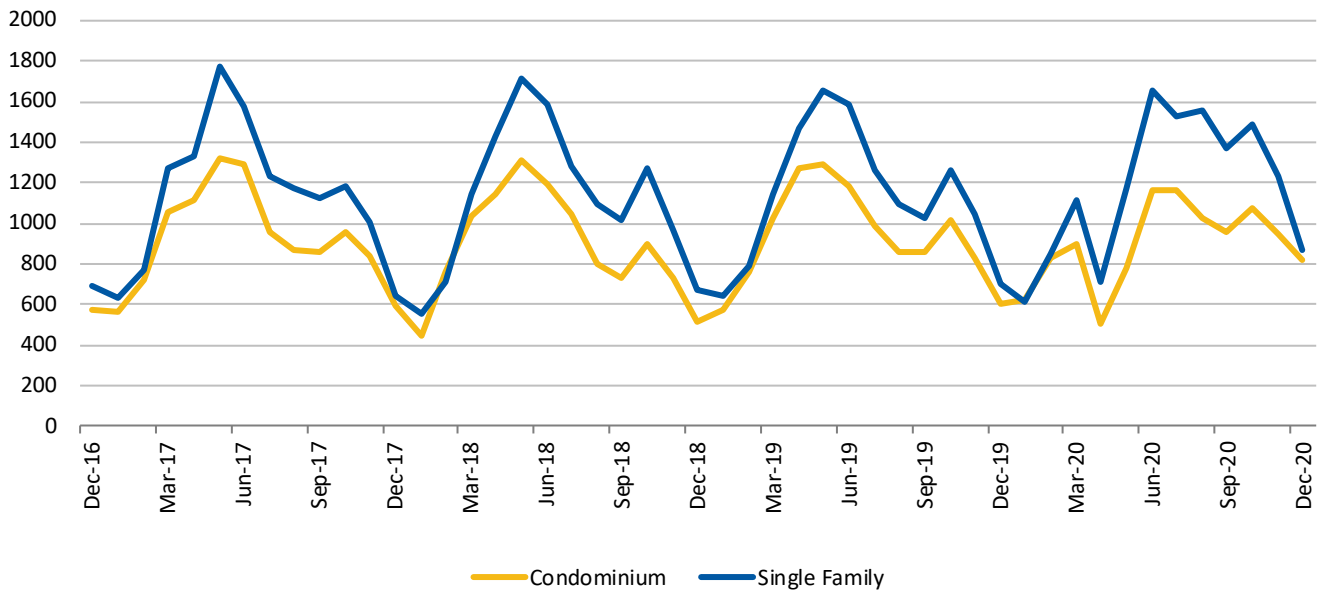
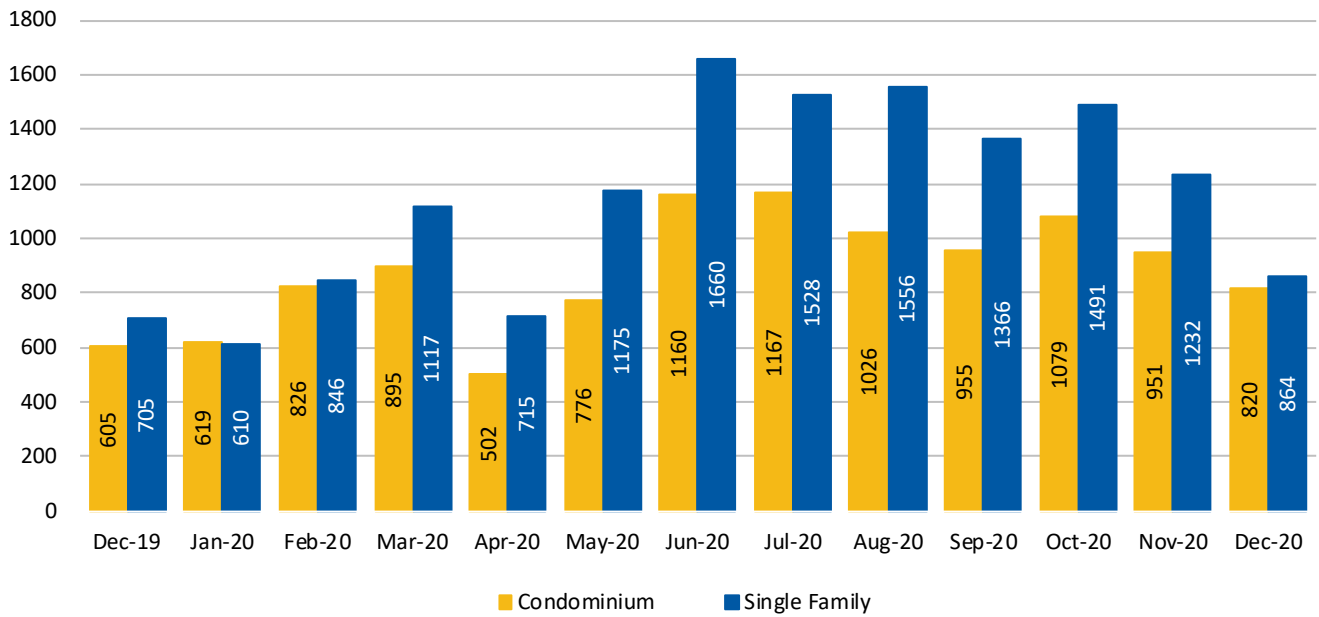
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	560	386	▲ 45.1%	958	▼ -41.5%	16,727	17,372	▼ -3.7%
CONDOMINIUMS	575	400	▲ 43.8%	929	▼ -38.1%	15,746	14,881	▲ 5.8%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	864	705	▲ 22.6%	1,232	▼ -29.9%	14,160	13,667	▲ 3.6%
CONDOMINIUMS	820	605	▲ 35.5%	951	▼ -13.8%	10,776	11,267	▼ -4.4%



CENTRAL MIDDLESEX REGION

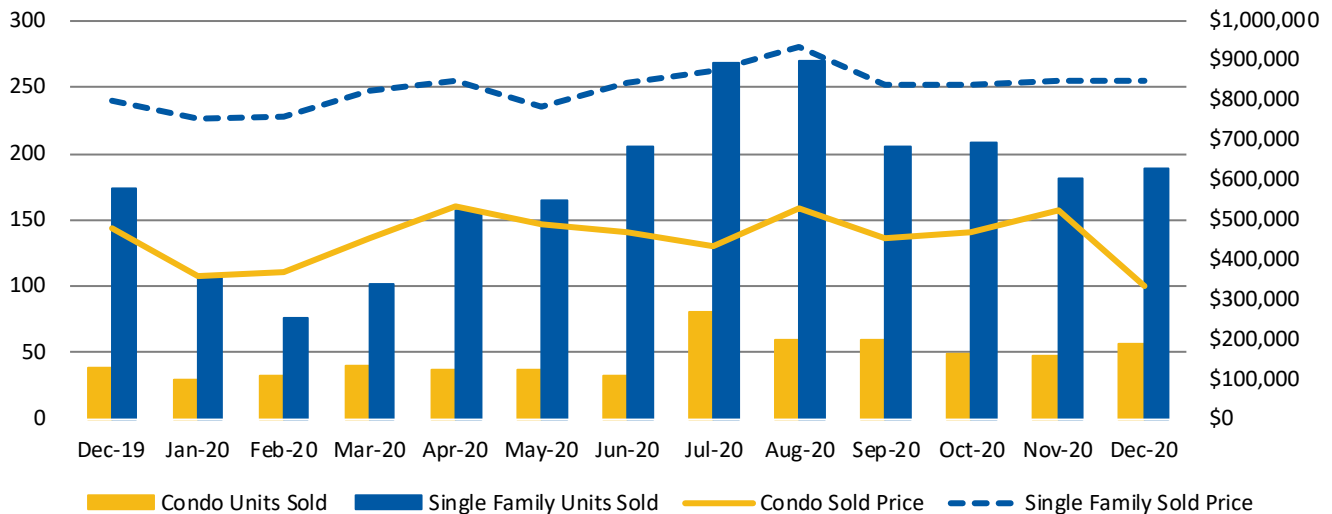
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$851,000	\$799,500	▲ 6.4%	\$850,000	▲ 0.1%	\$850,000	\$780,000	▲ 9.0%
Units Sold	189	174	▲ 8.6%	181	▲ 4.4%	2,146	1,901	▲ 12.9%
Active Listings	151	267	▼ -43.4%	247	▼ -38.9%	---	---	---
Months Supply of Inventory	0.8	1.5	▼ -46.7%	1.4	▼ -42.9%	---	---	---
New Listings	81	46	▲ 76.1%	107	▼ -24.3%	2,511	2,667	▼ -5.8%
Pending Sales	124	93	▲ 33.3%	153	▼ -19.0%	2,190	1,935	▲ 13.2%
Days to Off Market	53	88	▼ -39.8%	43	▲ 23.3%	45	55	▼ -18.2%
Sold to Original Price Ratio	99.4%	94.5%	▲ 5.2%	100.6%	▼ -1.2%	98.8%	97.1%	▲ 1.8%
Price per Square Foot	\$347	\$315	▲ 10.2%	\$364	▼ -4.7%	\$336	\$316	▲ 6.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$335,000	\$480,000	▼ -30.2%	\$525,000	▼ -36.2%	\$453,000	\$418,758	▲ 8.2%
Units Sold	57	39	▲ 46.2%	47	▲ 21.3%	560	582	▼ -3.8%
Active Listings	38	76	▼ -50.0%	66	▼ -42.4%	---	---	---
Months Supply of Inventory	0.7	1.9	▼ -63.2%	1.4	▼ -50.0%	---	---	---
New Listings	26	18	▲ 44.4%	38	▼ -31.6%	653	697	▼ -6.3%
Pending Sales	42	21	▲ 100.0%	45	▼ -6.7%	576	564	▲ 2.1%
Days to Off Market	41	75	▼ -45.3%	39	▲ 5.1%	46	50	▼ -8.0%
Sold to Original Price Ratio	98.7%	97.4%	▲ 1.3%	99.6%	▼ -0.9%	99.1%	98.8%	▲ 0.3%
Price per Square Foot	\$294	\$289	▲ 1.7%	\$316	▼ -7.0%	\$298	\$283	▲ 5.3%



EASTERN MIDDLESEX REGION

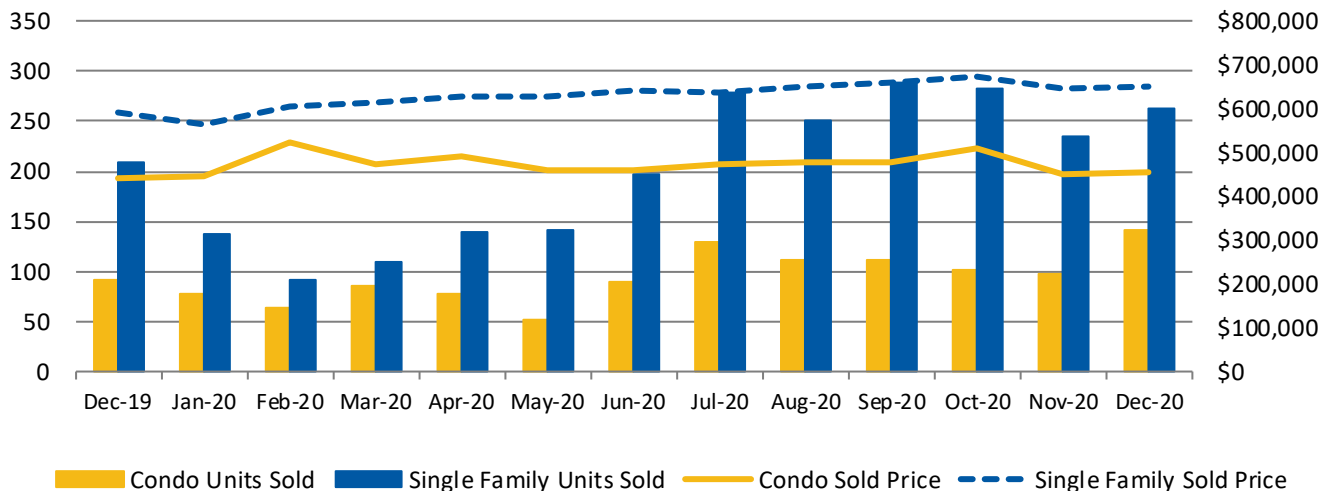
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$652,500	\$589,900	▲ 10.6%	\$645,000	▲ 1.2%	\$645,000	\$595,250	▲ 8.4%
Units Sold	262	209	▲ 25.4%	235	▲ 11.5%	2,420	2,554	▼ -5.2%
Active Listings	102	160	▼ -36.3%	190	▼ -46.3%	---	---	---
Months Supply of Inventory	0.4	0.8	▼ -50.0%	0.8	▼ -50.0%	---	---	---
New Listings	102	60	▲ 70.0%	163	▼ -37.4%	2,807	3,000	▼ -6.4%
Pending Sales	157	133	▲ 18.0%	223	▼ -29.6%	2,475	2,544	▼ -2.7%
Days to Off Market	37	56	▼ -33.9%	26	▲ 42.3%	28	35	▼ -20.0%
Sold to Original Price Ratio	101.1%	97.6%	▲ 3.6%	103.1%	▼ -1.9%	101.5%	99.7%	▲ 1.8%
Price per Square Foot	\$362	\$323	▲ 12.1%	\$361	▲ 0.3%	\$351	\$330	▲ 6.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$453,750	\$441,250	▲ 2.8%	\$449,000	▲ 1.1%	\$470,076	\$444,250	▲ 5.8%
Units Sold	141	92	▲ 53.3%	97	▲ 45.4%	1,138	1,062	▲ 7.2%
Active Listings	137	119	▲ 15.1%	197	▼ -30.5%	---	---	---
Months Supply of Inventory	1.0	1.3	▼ -23.1%	2.0	▼ -50.0%	---	---	---
New Listings	68	33	▲ 106.1%	102	▼ -33.3%	1,433	1,400	▲ 2.4%
Pending Sales	96	69	▲ 39.1%	99	▼ -3.0%	1,164	1,108	▲ 5.1%
Days to Off Market	43	53	▼ -18.9%	34	▲ 26.5%	37	36	▲ 2.8%
Sold to Original Price Ratio	98.7%	97.8%	▲ 0.9%	99.9%	▼ -1.2%	99.4%	99.4%	0.0%
Price per Square Foot	\$388	\$356	▲ 9.0%	\$390	▼ -0.5%	\$382	\$369	▲ 3.5%



METRO BOSTON REGION

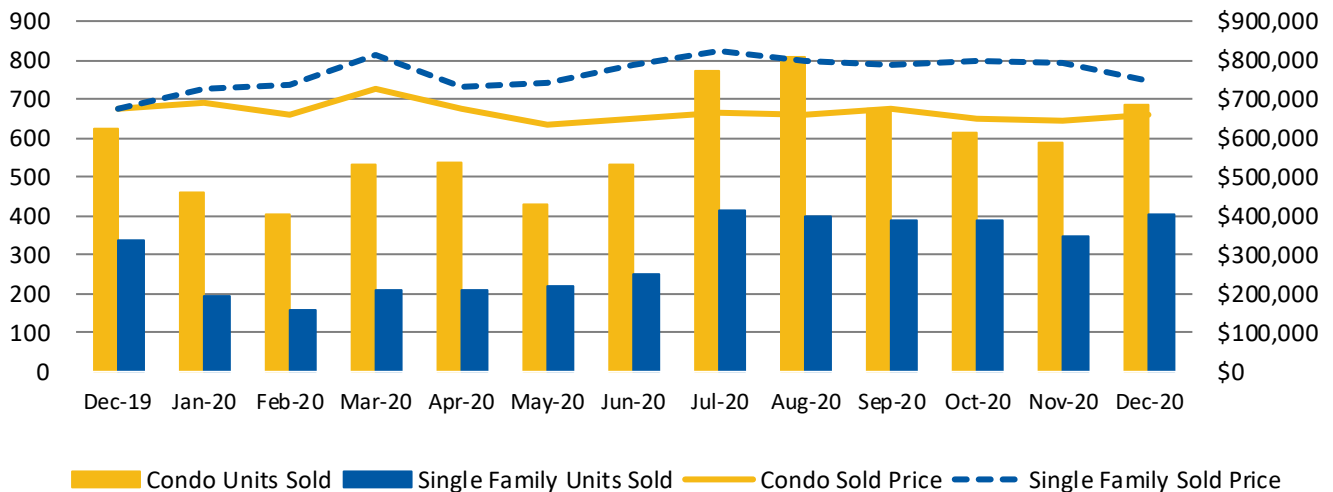
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$749,950	\$675,000	▲ 11.1%	\$795,000	▼ -5.7%	\$781,000	\$720,000	▲ 8.5%
Units Sold	406	336	▲ 20.8%	349	▲ 16.3%	3,623	3,689	▼ -1.8%
Active Listings	323	325	▼ -0.6%	530	▼ -39.1%	---	---	---
Months Supply of Inventory	0.8	1.0	▼ -20.0%	1.5	▼ -46.7%	---	---	---
New Listings	149	111	▲ 34.2%	296	▼ -49.7%	4,909	4,763	▲ 3.1%
Pending Sales	234	180	▲ 30.0%	353	▼ -33.7%	3,739	3,700	▲ 1.1%
Days to Off Market	49	55	▼ -10.9%	37	▲ 32.4%	34	38	▼ -10.5%
Sold to Original Price Ratio	98.8%	96.9%	▲ 2.0%	100.1%	▼ -1.3%	99.5%	98.6%	▲ 0.9%
Price per Square Foot	\$444	\$414	▲ 7.2%	\$458	▼ -3.1%	\$450	\$425	▲ 5.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$662,000	\$675,000	▼ -1.9%	\$647,688	▲ 2.2%	\$665,000	\$650,000	▲ 2.3%
Units Sold	688	625	▲ 10.1%	588	▲ 17.0%	7,052	7,555	▼ -6.7%
Active Listings	1,594	970	▲ 64.3%	2,373	▼ -32.8%	---	---	---
Months Supply of Inventory	2.3	1.6	▲ 43.8%	4.0	▼ -42.5%	---	---	---
New Listings	396	266	▲ 48.9%	652	▼ -39.3%	11,632	10,565	▲ 10.1%
Pending Sales	569	400	▲ 42.3%	641	▼ -11.2%	7,299	7,813	▼ -6.6%
Days to Off Market	64	64	■ 0.0%	48	▲ 33.3%	42	42	■ 0.0%
Sold to Original Price Ratio	96.1%	96.7%	▼ -0.6%	97.3%	▼ -1.2%	98.1%	98.5%	▼ -0.4%
Price per Square Foot	\$668	\$685	▼ -2.5%	\$673	▼ -0.7%	\$677	\$685	▼ -1.2%



METRO WEST REGION

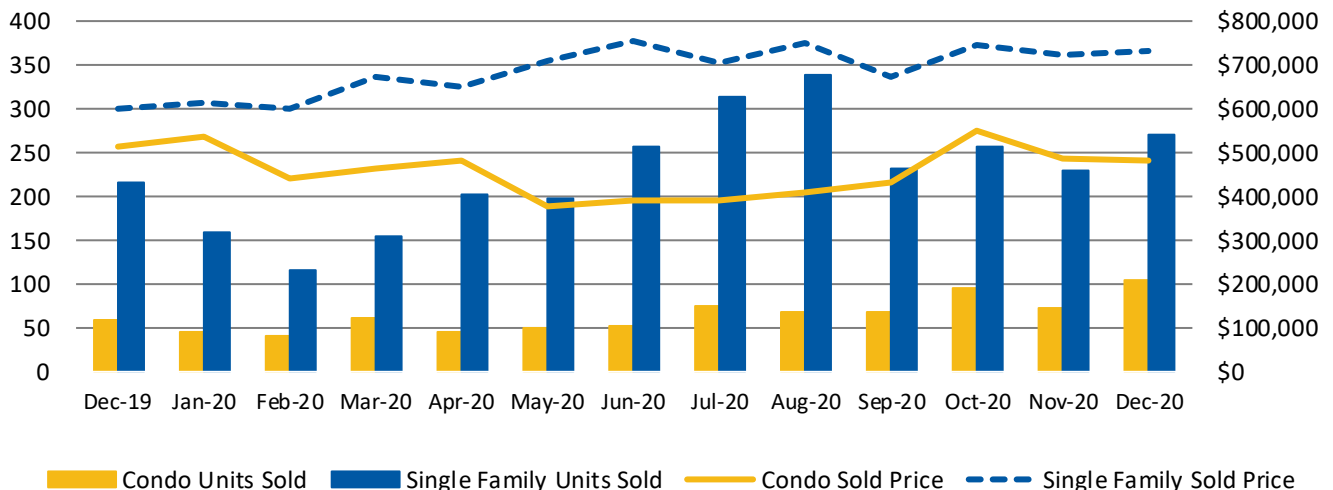
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$732,000	\$603,000	▲ 21.4%	\$723,750	▲ 1.1%	\$705,000	\$645,000	▲ 9.3%
Units Sold	270	216	▲ 25.0%	230	▲ 17.4%	2,752	2,616	▲ 5.2%
Active Listings	157	298	▼ -47.3%	269	▼ -41.6%	---	---	---
Months Supply of Inventory	0.6	1.4	▼ -57.1%	1.2	▼ -50.0%	---	---	---
New Listings	97	82	▲ 18.3%	176	▼ -44.9%	3,225	3,405	▼ -5.3%
Pending Sales	159	138	▲ 15.2%	229	▼ -30.6%	2,804	2,624	▲ 6.9%
Days to Off Market	50	64	▼ -21.9%	31	▲ 61.3%	39	48	▼ -18.8%
Sold to Original Price Ratio	100.1%	96.1%	▲ 4.2%	100.8%	▼ -0.7%	99.2%	97.3%	▲ 2.0%
Price per Square Foot	\$337	\$308	▲ 9.4%	\$331	▲ 1.8%	\$323	\$308	▲ 4.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$483,001	\$515,000	▼ -6.2%	\$489,000	▼ -1.2%	\$454,950	\$422,200	▲ 7.8%
Units Sold	105	59	▲ 78.0%	73	▲ 43.8%	780	754	▲ 3.4%
Active Listings	93	125	▼ -25.6%	119	▼ -21.8%	---	---	---
Months Supply of Inventory	0.9	2.1	▼ -57.1%	1.6	▼ -43.8%	---	---	---
New Listings	42	41	▲ 2.4%	60	▼ -30.0%	954	996	▼ -4.2%
Pending Sales	52	48	▲ 8.3%	74	▼ -29.7%	816	782	▲ 4.3%
Days to Off Market	50	82	▼ -39.0%	58	▼ -13.8%	53	48	▲ 10.4%
Sold to Original Price Ratio	99.6%	99.0%	▲ 0.6%	100.2%	▼ -0.6%	99.7%	99.3%	▲ 0.4%
Price per Square Foot	\$314	\$288	▲ 9.0%	\$299	▲ 5.0%	\$296	\$281	▲ 5.3%



SOUTHERN NORFOLK REGION

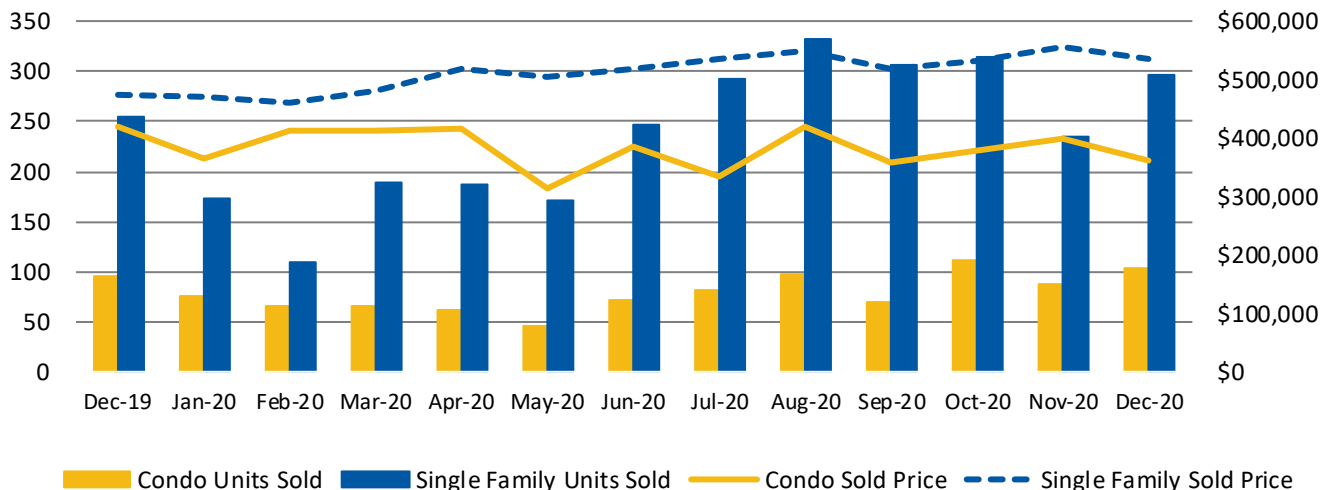
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$537,000	\$475,000	▲ 13.1%	\$557,000	▼ -3.6%	\$520,000	\$480,000	▲ 8.3%
Units Sold	297	255	▲ 16.5%	235	▲ 26.4%	2,864	2,844	▲ 0.7%
Active Listings	164	306	▼ -46.4%	266	▼ -38.3%	---	---	---
Months Supply of Inventory	0.6	1.2	▼ -50.0%	1.1	▼ -45.5%	---	---	---
New Listings	131	87	▲ 50.6%	216	▼ -39.4%	3,275	3,537	▼ -7.4%
Pending Sales	190	161	▲ 18.0%	274	▼ -30.7%	2,952	2,864	▲ 3.1%
Days to Off Market	36	66	▼ -45.5%	29	▲ 24.1%	34	46	▼ -26.1%
Sold to Original Price Ratio	100.5%	96.3%	▲ 4.4%	101.8%	▼ -1.3%	99.8%	97.6%	▲ 2.3%
Price per Square Foot	\$278	\$253	▲ 9.9%	\$287	▼ -3.1%	\$273	\$255	▲ 7.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$363,000	\$420,000	▼ -13.6%	\$400,500	▼ -9.4%	\$375,000	\$352,000	▲ 6.5%
Units Sold	103	95	▲ 8.4%	88	▲ 17.0%	936	921	▲ 1.6%
Active Listings	84	123	▼ -31.7%	121	▼ -30.6%	---	---	---
Months Supply of Inventory	0.8	1.3	▼ -38.5%	1.4	▼ -42.9%	---	---	---
New Listings	43	42	▲ 2.4%	77	▼ -44.2%	1,074	1,223	▼ -12.2%
Pending Sales	61	67	▼ -9.0%	92	▼ -33.7%	921	1,000	▼ -7.9%
Days to Off Market	55	68	▼ -19.1%	40	▲ 37.5%	47	47	■ 0.0%
Sold to Original Price Ratio	99.6%	100.3%	▼ -0.7%	100.1%	▼ -0.5%	100.1%	99.6%	▲ 0.5%
Price per Square Foot	\$270	\$293	▼ -7.8%	\$294	▼ -8.2%	\$278	\$253	▲ 9.9%



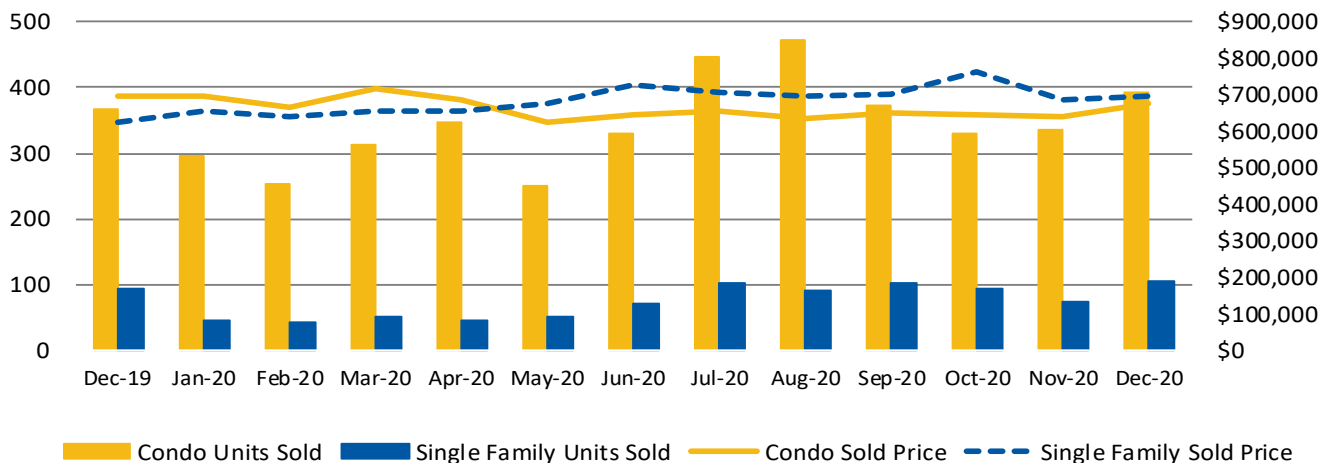
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$695,500	\$625,000	▲ 11.3%	\$686,500	▲ 1.3%	\$695,000	\$650,000	▲ 6.9%
Units Sold	105	94	▲ 11.7%	74	▲ 41.9%	875	977	▼ -10.4%
Active Listings	132	91	▲ 45.1%	182	▼ -27.5%	---	---	---
Months Supply of Inventory	1.3	1.0	▲ 30.0%	2.5	▼ -48.0%	---	---	---
New Listings	55	37	▲ 48.6%	99	▼ -44.4%	1,303	1,249	▲ 4.3%
Pending Sales	71	42	▲ 69.0%	102	▼ -30.4%	933	961	▼ -2.9%
Days to Off Market	55	39	▲ 41.0%	38	▲ 44.7%	35	39	▼ -10.3%
Sold to Original Price Ratio	97.2%	96.5%	▲ 0.7%	99.4%	▼ -2.2%	99.5%	98.8%	▲ 0.7%
Price per Square Foot	\$438	\$433	▲ 1.2%	\$479	▼ -8.6%	\$463	\$445	▲ 4.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$675,131	\$699,000	▼ -3.4%	\$640,000	▲ 5.5%	\$659,950	\$650,000	▲ 1.5%
Units Sold	392	368	▲ 6.5%	337	▲ 16.3%	4,142	4,376	▼ -5.3%
Active Listings	1,123	692	▲ 62.3%	1,615	▼ -30.5%	---	---	---
Months Supply of Inventory	2.9	1.9	▲ 52.6%	4.8	▼ -39.6%	---	---	---
New Listings	258	176	▲ 46.6%	387	▼ -33.3%	7,266	6,437	▲ 12.9%
Pending Sales	326	247	▲ 32.0%	366	▼ -10.9%	4,248	4,601	▼ -7.7%
Days to Off Market	69	64	▲ 7.8%	55	▲ 25.5%	46	46	▬ 0.0%
Sold to Original Price Ratio	95.5%	96.4%	▼ -0.9%	96.9%	▼ -1.4%	97.7%	97.9%	▼ -0.2%
Price per Square Foot	\$748	\$787	▼ -5.0%	\$763	▼ -2.0%	\$755	\$774	▼ -2.5%



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 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$811,250	\$687,500	▲ 18.0%	\$770,000	▲ 5.4%	\$760,000	\$719,000	▲ 5.7%
Units Sold	160	118	▲ 35.6%	133	▲ 20.3%	1,316	1,465	▼ -10.2%
Active Listings	165	130	▲ 26.9%	288	▼ -42.7%	---	---	---
Months Supply of Inventory	1.0	1.1	▼ -9.1%	2.2	▼ -54.5%	---	---	---
New Listings	74	67	▲ 10.4%	136	▼ -45.6%	1,950	2,008	▼ -2.9%
Pending Sales	124	96	▲ 29.2%	151	▼ -17.9%	1,379	1,480	▼ -6.8%
Days to Off Market	49	49	▬ 0.0%	34	▲ 44.1%	33	35	▼ -5.7%
Sold to Original Price Ratio	98.7%	97.2%	▲ 1.5%	99.5%	▼ -0.8%	98.8%	98.4%	▲ 0.4%
Price per Square Foot	\$349	\$300	▲ 16.3%	\$318	▲ 9.7%	\$329	\$306	▲ 7.5%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$1,052,500	\$932,000	▲ 12.9%	\$960,000	▲ 9.6%	\$989,500	\$890,000	▲ 11.2%
Units Sold	42	40	▲ 5.0%	51	▼ -17.6%	396	537	▼ -26.3%
Active Listings	103	60	▲ 71.7%	159	▼ -35.2%	---	---	---
Months Supply of Inventory	2.5	1.5	▲ 66.7%	3.1	▼ -19.4%	---	---	---
New Listings	35	22	▲ 59.1%	58	▼ -39.7%	767	806	▼ -4.8%
Pending Sales	46	25	▲ 84.0%	48	▼ -4.2%	413	552	▼ -25.2%
Days to Off Market	47	48	▼ -2.1%	39	▲ 20.5%	37	40	▼ -7.5%
Sold to Original Price Ratio	94.8%	97.6%	▼ -2.9%	95.4%	▼ -0.6%	96.5%	96.8%	▼ -0.3%
Price per Square Foot	\$318	\$313	▲ 1.6%	\$307	▲ 3.6%	\$339	\$306	▲ 10.8%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$1,215,000	\$1,195,000	▲ 1.7%	\$975,000	▲ 24.6%	\$1,246,950	\$1,050,000	▲ 18.8%
Units Sold	4	9	▼ -55.6%	7	▼ -42.9%	63	85	▼ -25.9%
Active Listings	22	21	▲ 4.8%	22	▬ 0.0%	---	---	---
Months Supply of Inventory	5.5	2.3	▲ 139.1%	3.1	▲ 77.4%	---	---	---
New Listings	11	3	▲ 266.7%	14	▼ -21.4%	123	132	▼ -6.8%
Pending Sales	8	4	▲ 100.0%	8	▬ 0.0%	70	75	▼ -6.7%
Days to Off Market	47	35	▲ 34.3%	38	▲ 23.7%	42	41	▲ 2.4%
Sold to Original Price Ratio	98.5%	98.7%	▼ -0.2%	96.9%	▲ 1.7%	95.5%	94.9%	▲ 0.6%
Price per Square Foot	\$361	\$351	▲ 2.8%	\$270	▲ 33.7%	\$368	\$365	▲ 0.8%

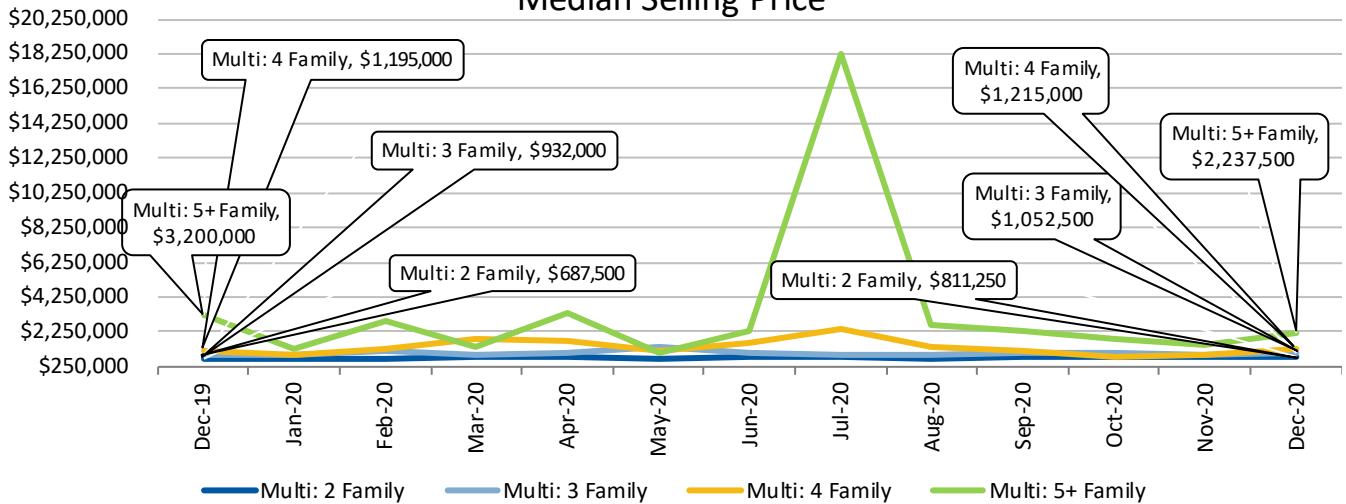
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

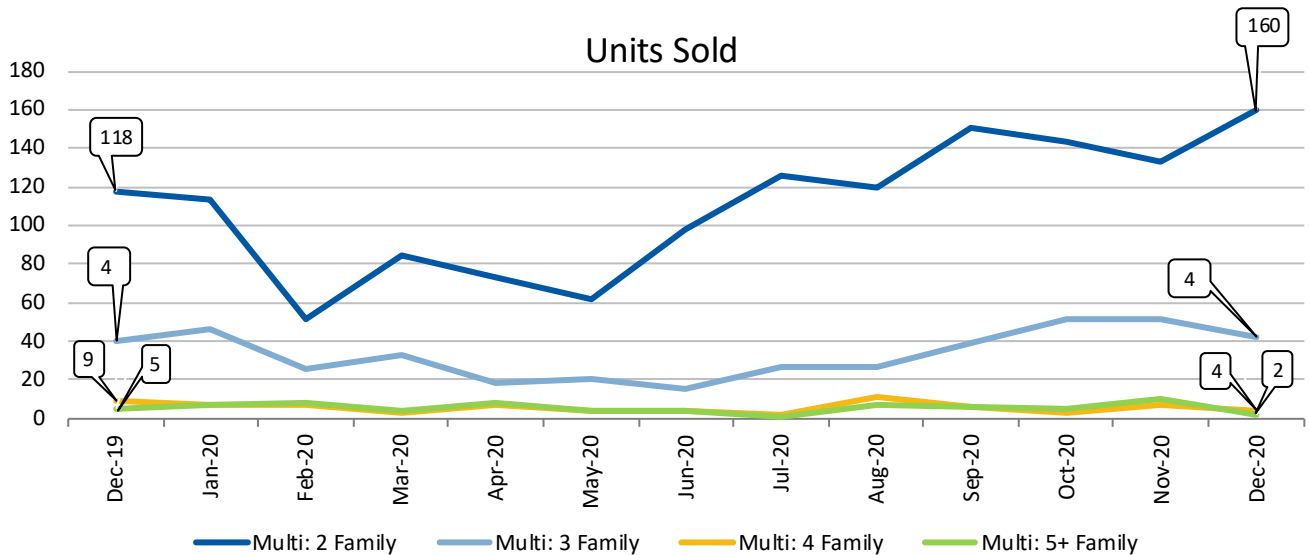
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2020	Dec 2019	Change	Nov 2020	Change	2020	2019	Change
Median Selling Price	\$2,237,500	\$3,200,000	▼ -30.1%	\$1,444,950	▲ 54.8%	\$2,289,000	\$2,350,000	▼ -2.6%
Units Sold	2	5	▼ -60.0%	10	▼ -80.0%	71	87	▼ -18.4%
Active Listings	47	44	▲ 6.8%	48	▼ -2.1%	---	---	---
Months Supply of Inventory	23.5	8.8	▲ 167.0%	4.8	▲ 389.6%	---	---	---
New Listings	14	10	▲ 40.0%	18	▼ -22.2%	159	162	▼ -1.9%
Pending Sales	7	6	▲ 16.7%	12	▼ -41.7%	69	91	▼ -24.2%
Days to Off Market	65	35	▲ 85.7%	53	▲ 22.6%	57	55	▲ 3.6%
Sold to Original Price Ratio	88.5%	88.6%	▼ -0.1%	96.3%	▼ -8.1%	93.6%	93.1%	▲ 0.5%
Price per Square Foot	\$472	\$412	▲ 14.6%	\$388	▲ 21.6%	\$417	\$462	▼ -9.7%

Median Selling Price

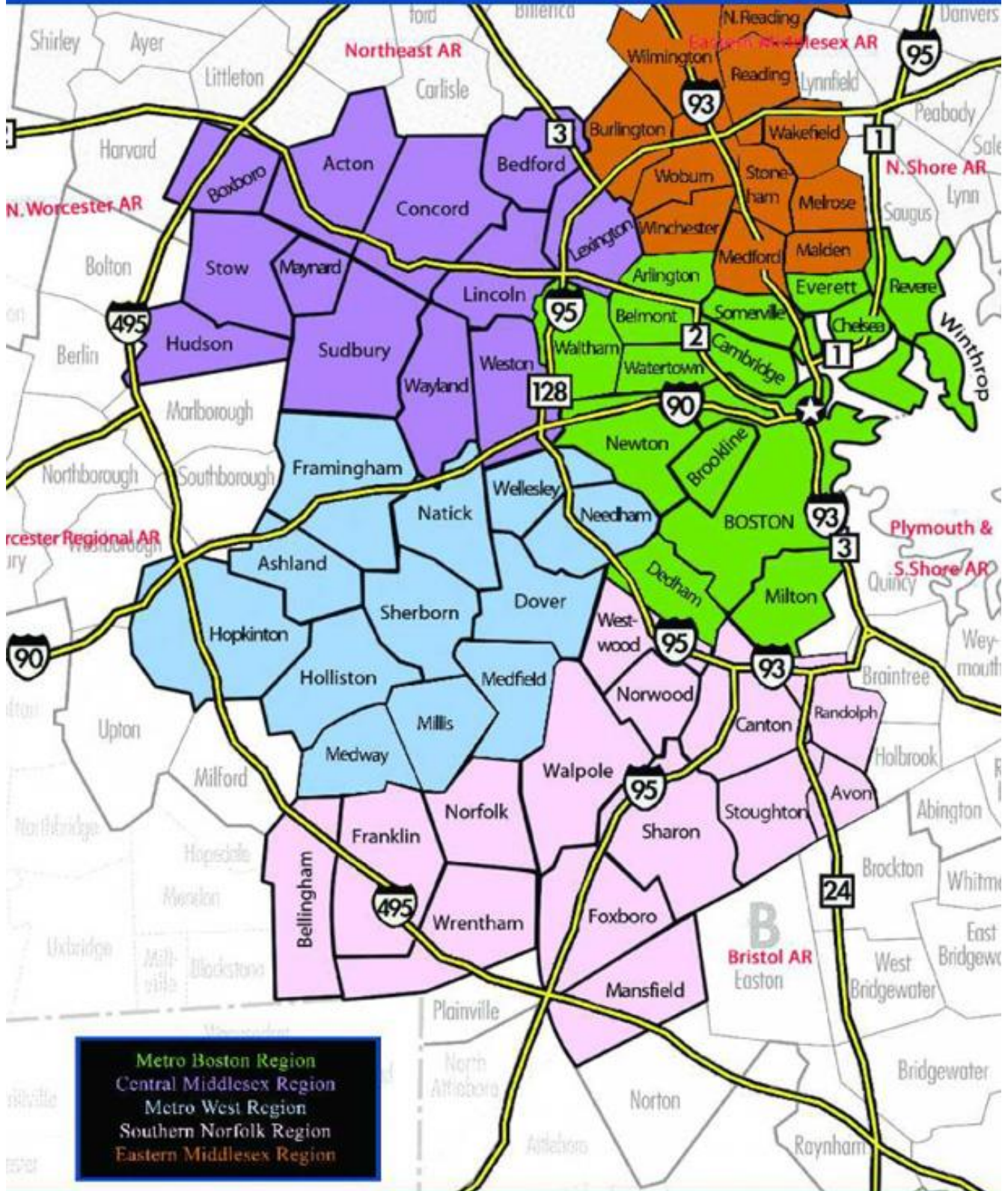


Units Sold



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.