

# MONTHLY MARKET INSIGHTS REPORT

## July 2021

### Detached Single-Family Homes

The 1,678 homes sold in July 2021 was the sixth highest sales total for the month and was a 6.7 percent increase from the July 2020 sales total of 1,572 homes sold. Additionally, the median sales price increased 6.9 percent to a new record price for Greater Boston for the month of July of \$785,000, up from the \$700,000 price in July 2020.

### Condominiums

With 1,423 condos sold in July, it was the most active July on record in Greater Boston, as the market experienced a 25 percent increase in sales volume from the 1,138 sold in July 2020. The median sales price of condos increased 8.2 percent from \$591,250 in July 2020 to \$640,000 this month.

### Multi-Family Homes

This month, 275 multi-family homes were sold in Greater Boston, which is a 62.7 percent increase from the 169 multi-family homes sold in July 2020.



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A division of the Greater Boston Real Estate Board

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Data thru 8/10/2021

# GREATER BOSTON MARKET SUMMARY

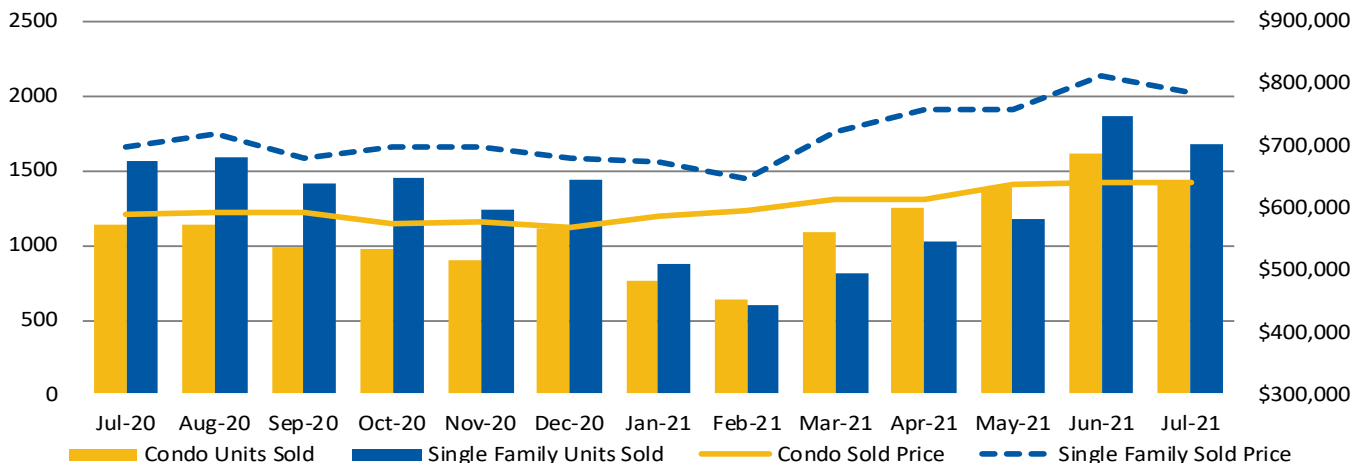
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$785,000	\$700,000	▲ 12.1%	\$812,000	▼ -3.3%	\$751,000	\$660,000	▲ 13.8%
Units Sold	1,678	1,572	▲ 6.7%	1,865	▼ -10.0%	8,049	6,610	▲ 21.8%
Active Listings	1,524	2,118	▼ -28.0%	1,495	▲ 1.9%	---	---	---
Months Supply of Inventory	0.9	1.3	▼ -30.8%	0.8	▲ 12.5%	---	---	---
New Listings	1,484	1,738	▼ -14.6%	2,149	▼ -30.9%	10,757	9,950	▲ 8.1%
Pending Sales	1,271	1,525	▼ -16.7%	1,674	▼ -24.1%	9,012	7,640	▲ 18.0%
Days to Off Market	23	34	▼ -32.4%	19	▲ 21.1%	23	38	▼ -39.5%
Sold to Original Price Ratio	105.6%	100.2%	▲ 5.4%	106.8%	▼ -1.1%	104.4%	98.9%	▲ 5.6%
Price per Square Foot	\$411	\$360	▲ 14.2%	\$410	▲ 0.2%	\$397	\$343	▲ 15.7%

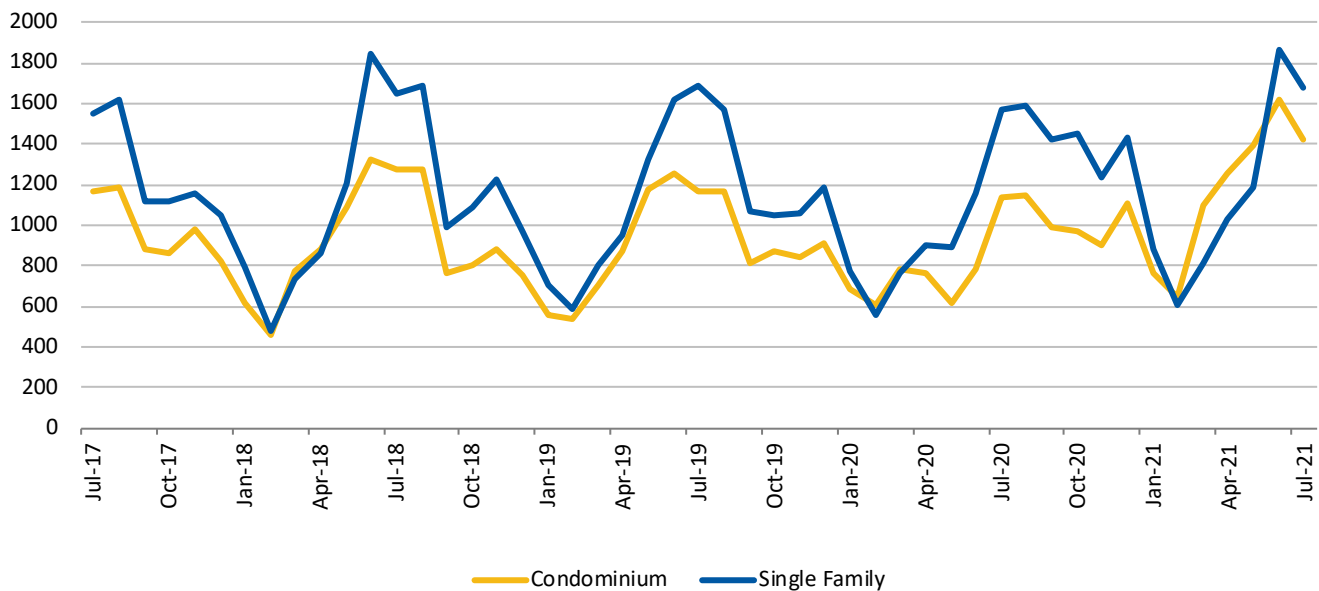
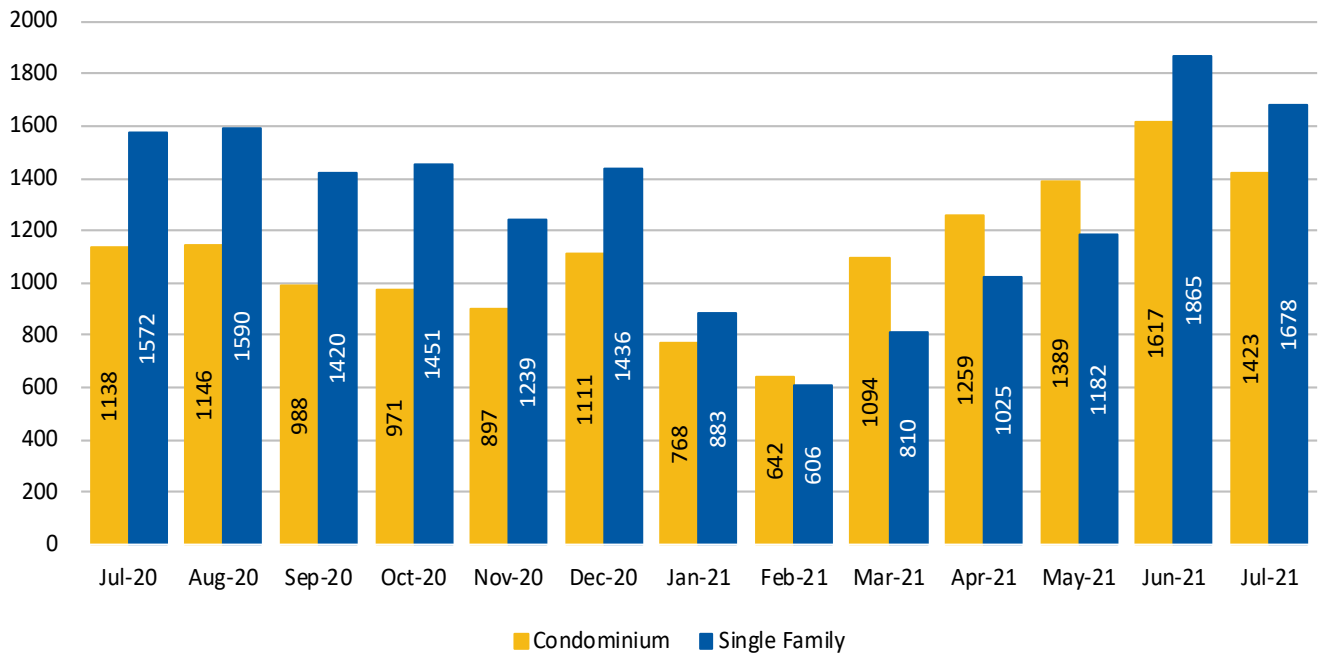
## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$640,000	\$591,250	▲ 8.2%	\$640,000	■ 0.0%	\$625,000	\$590,083	▲ 5.9%
Units Sold	1,423	1,138	▲ 25.0%	1,617	▼ -12.0%	8,192	5,373	▲ 52.5%
Active Listings	2,195	2,737	▼ -19.8%	2,326	▼ -5.6%	---	---	---
Months Supply of Inventory	1.5	2.4	▼ -37.5%	1.4	▲ 7.1%	---	---	---
New Listings	1,367	1,753	▼ -22.0%	1,965	▼ -30.4%	11,237	9,056	▲ 24.1%
Pending Sales	1,126	1,163	▼ -3.2%	1,435	▼ -21.5%	8,951	5,932	▲ 50.9%
Days to Off Market	37	35	▲ 5.7%	31	▲ 19.4%	39	42	▼ -7.1%
Sold to Original Price Ratio	101.1%	99.2%	▲ 1.9%	101.7%	▼ -0.6%	100.0%	98.8%	▲ 1.2%
Price per Square Foot	\$627	\$563	▲ 11.4%	\$626	▲ 0.2%	\$619	\$567	▲ 9.2%



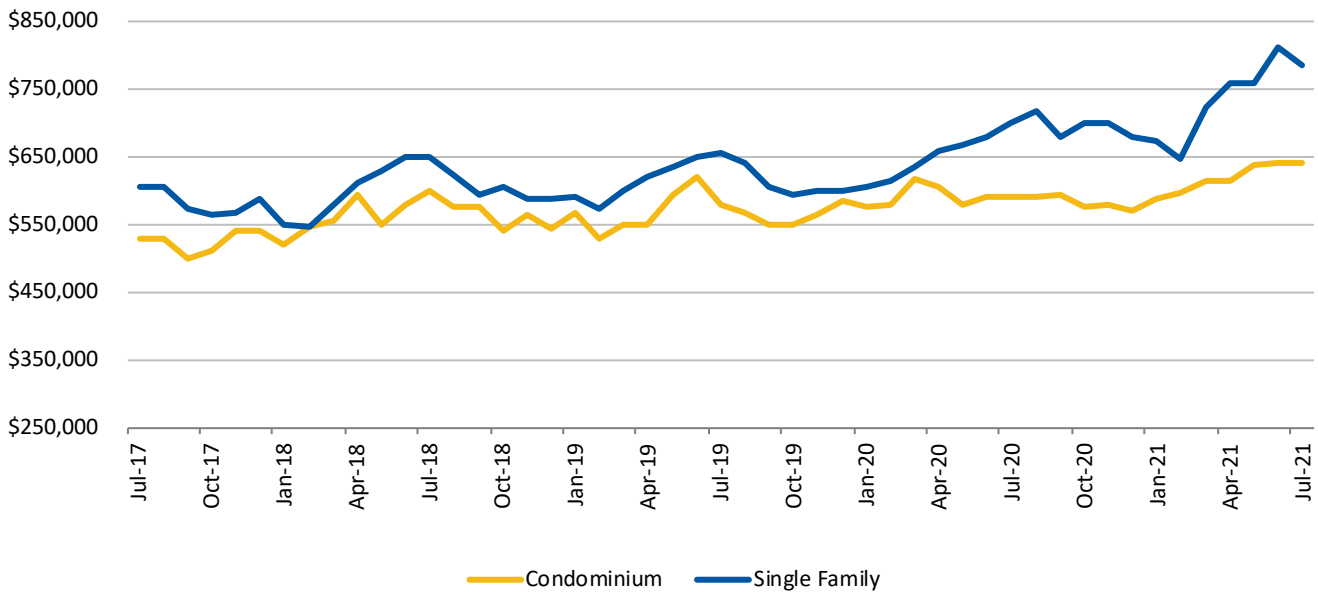
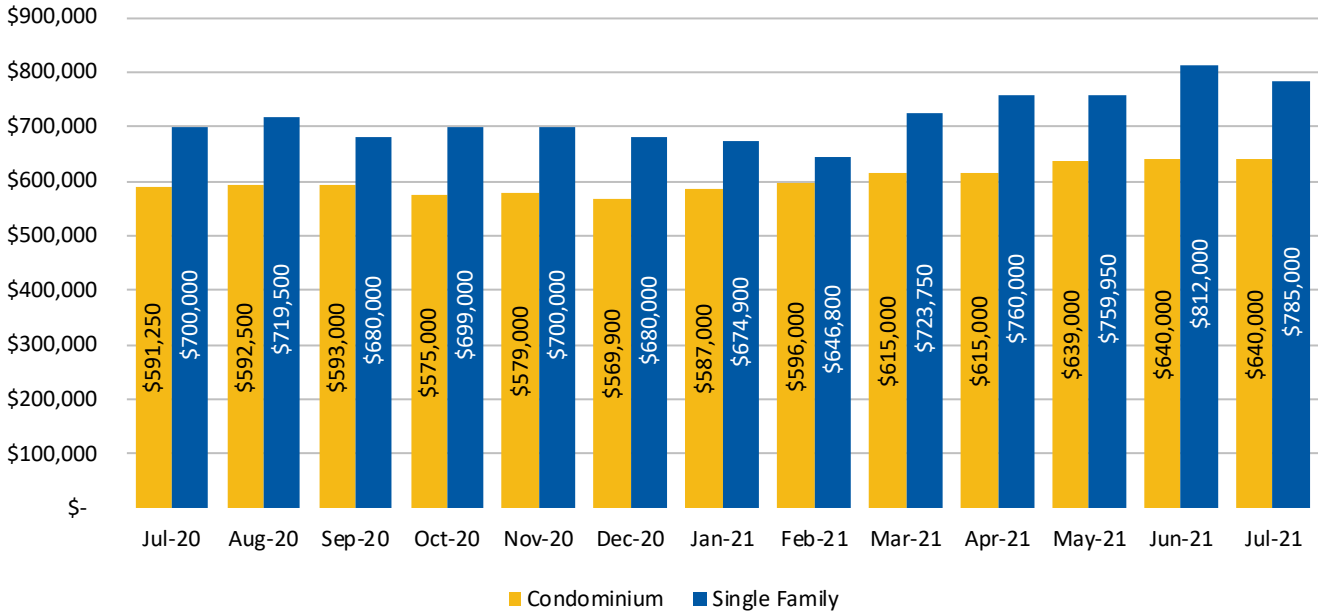
# UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,678</b>	1,572	▲ 6.7%	1,865	▼ -10.0%	<b>8,049</b>	6,610	▲ 21.8%
<b>CONDOMINIUMS</b>	<b>1,423</b>	1,138	▲ 25.0%	1,617	▼ -12.0%	<b>8,192</b>	5,373	▲ 52.5%



# MEDIAN SELLING PRICE

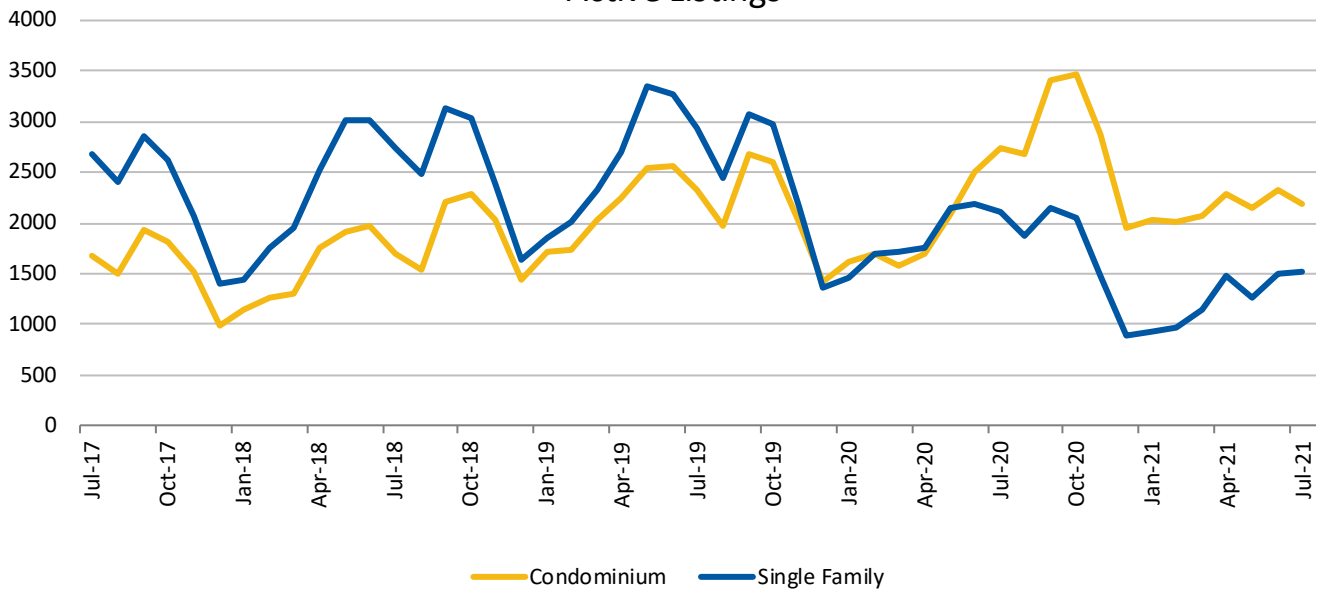
	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
<b>SINGLE FAMILY HOMES</b>	<b>\$785,000</b>	\$700,000	▲ 12.1%	\$812,000	▼ -3.3%	<b>\$751,000</b>	\$660,000	▲ 13.8%
<b>CONDOMINIUMS</b>	<b>\$640,000</b>	\$591,250	▲ 8.2%	\$640,000	▬ 0.0%	<b>\$625,000</b>	\$590,083	▲ 5.9%



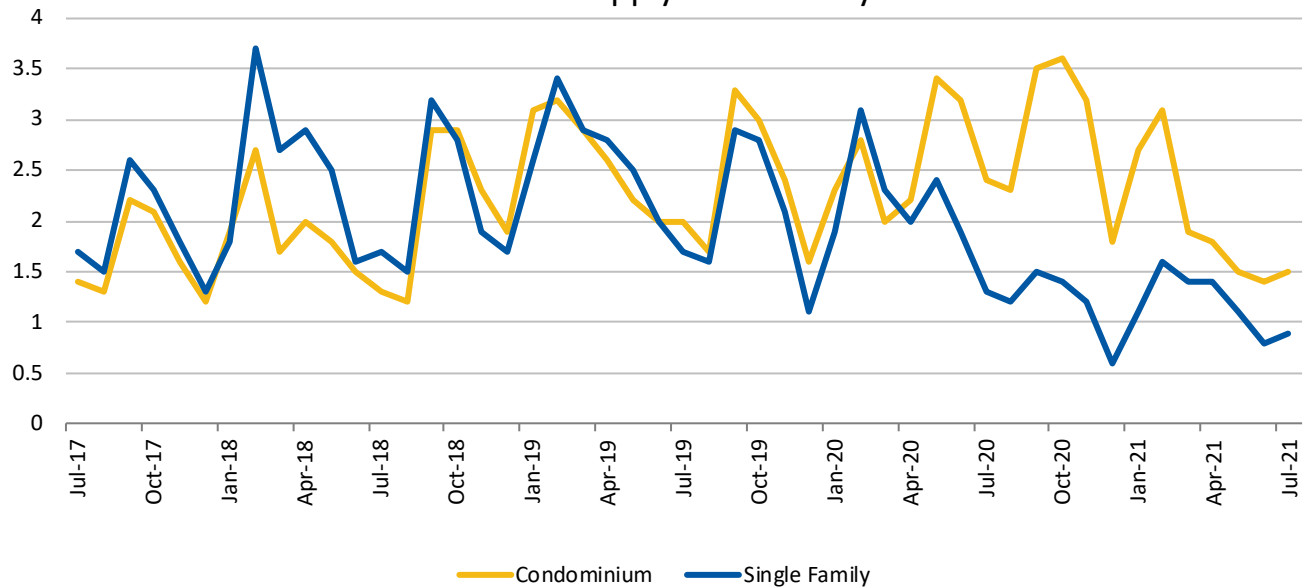
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jul 2021	Jul 2020	Change	Jun 2021	Change
SINGLE FAMILY HOMES	Active Listings	1,524	2,118	▼ -28.0%	1,495	▲ 1.9%
	Months Supply of Inventory	0.9	1.3	▼ -30.8%	0.8	▲ 12.5%
CONDOMINIUMS	Active Listings	2,195	2,737	▼ -19.8%	2,326	▼ -5.6%
	Months Supply of Inventory	1.5	2.4	▼ -37.5%	1.4	▲ 7.1%

Active Listings

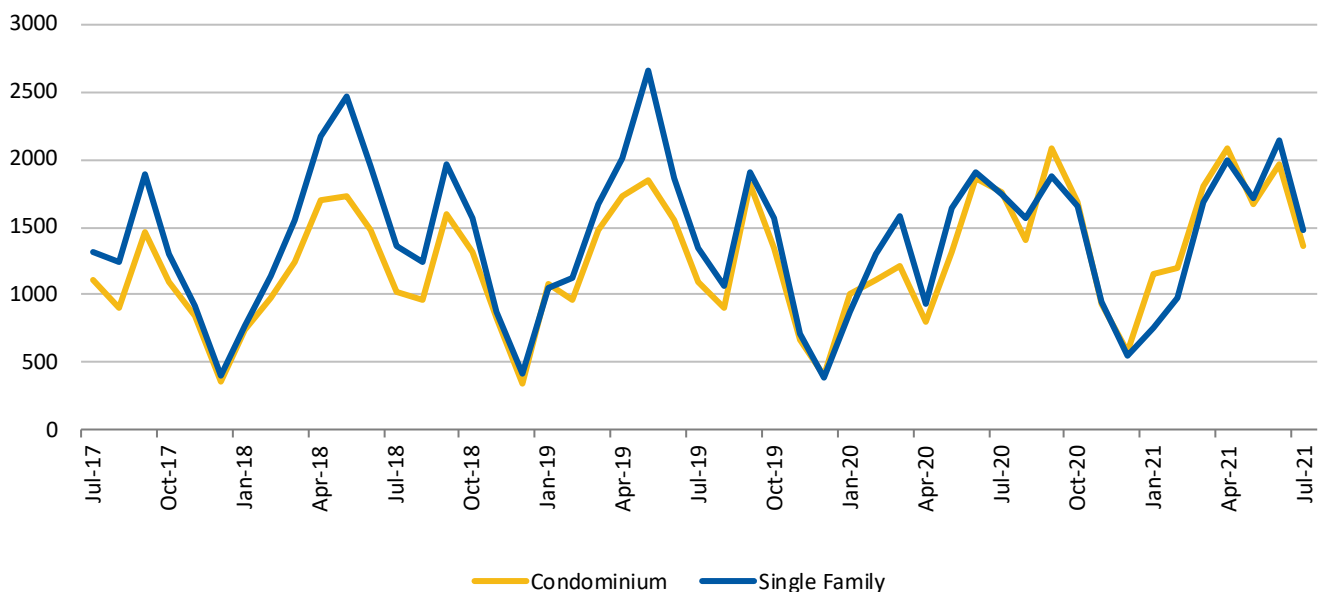
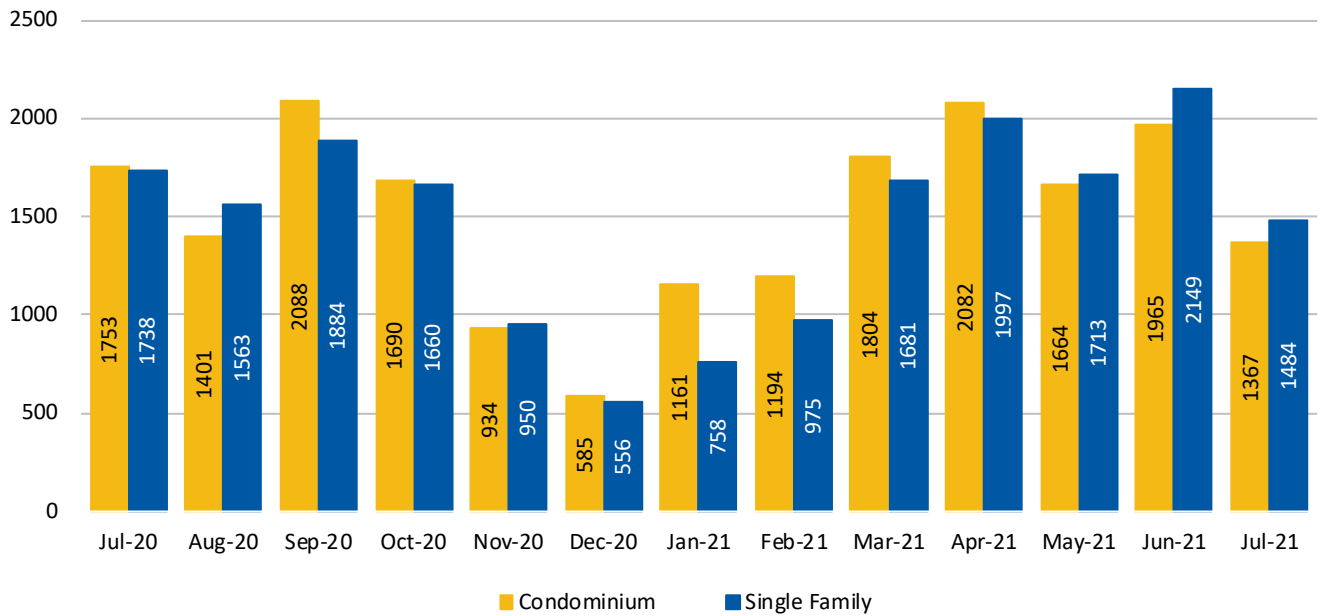


Months Supply of Inventory



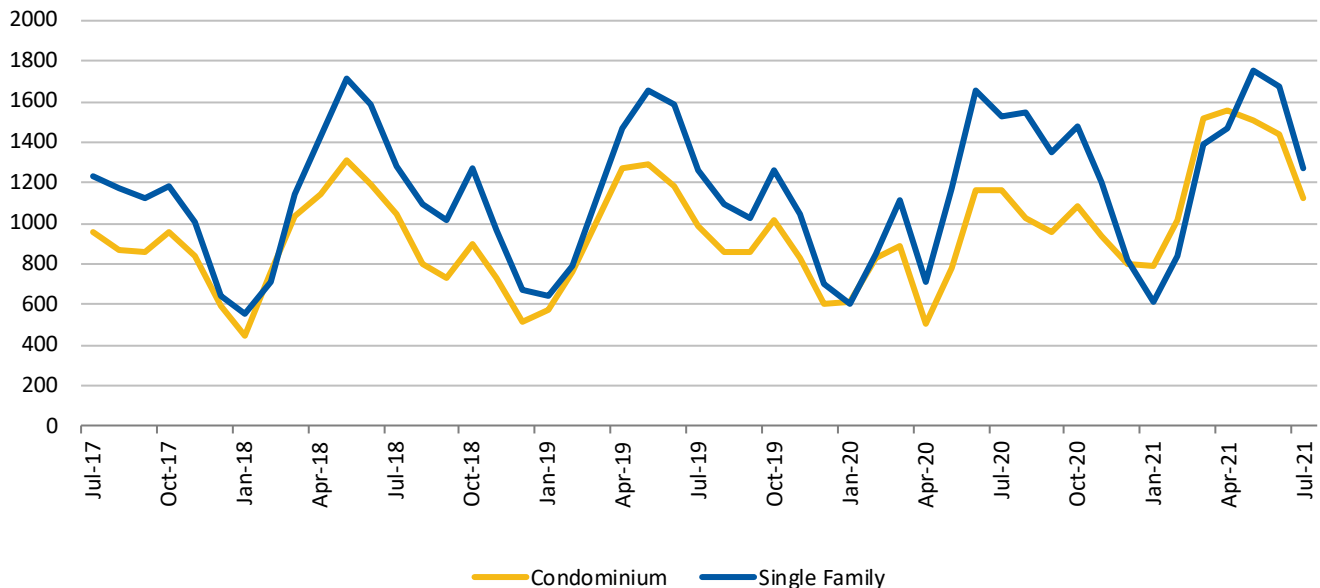
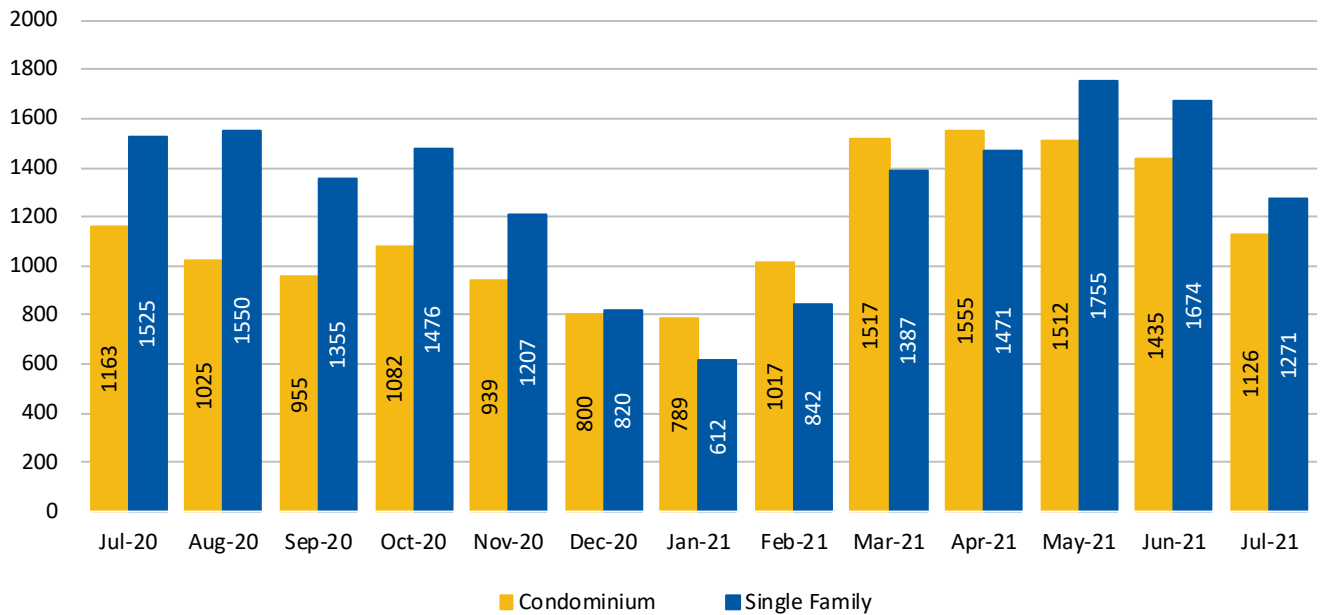
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,484</b>	1,738	▼ -14.6%	2,149	▼ -30.9%	<b>10,757</b>	9,950	▲ 8.1%
<b>CONDOMINIUMS</b>	<b>1,367</b>	1,753	▼ -22.0%	1,965	▼ -30.4%	<b>11,237</b>	9,056	▲ 24.1%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,271</b>	1,525	▼ -16.7%	1,674	▼ -24.1%	<b>9,012</b>	7,640	▲ 18.0%
<b>CONDOMINIUMS</b>	<b>1,126</b>	1,163	▼ -3.2%	1,435	▼ -21.5%	<b>8,951</b>	5,932	▲ 50.9%



# CENTRAL MIDDLESEX REGION

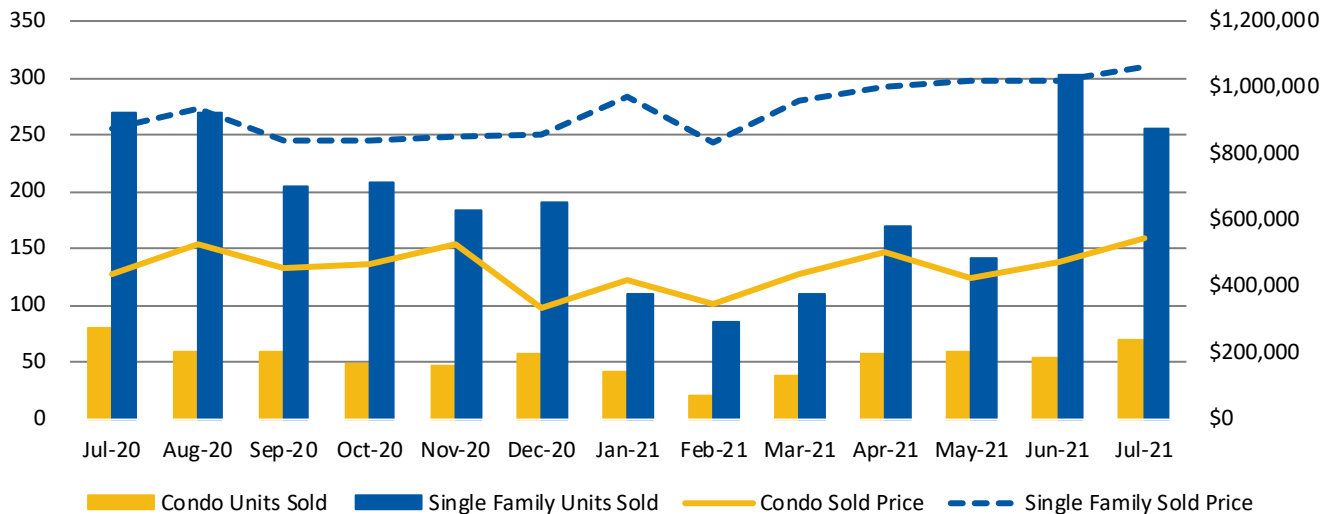
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$1,060,000	\$875,000	▲ 21.1%	\$1,018,000	▲ 4.1%	\$1,003,000	\$835,000	▲ 20.1%
Units Sold	256	269	▼ -4.8%	303	▼ -15.5%	1,176	1,080	▲ 8.9%
Active Listings	217	383	▼ -43.3%	234	▼ -7.3%	---	---	---
Months Supply of Inventory	0.8	1.4	▼ -42.9%	0.8	■ 0.0%	---	---	---
New Listings	195	240	▼ -18.8%	297	▼ -34.3%	1,547	1,608	▼ -3.8%
Pending Sales	183	248	▼ -26.2%	233	▼ -21.5%	1,342	1,271	▲ 5.6%
Days to Off Market	23	40	▼ -42.5%	23	■ 0.0%	27	47	▼ -42.6%
Sold to Original Price Ratio	105.9%	99.3%	▲ 6.6%	108.1%	▼ -2.0%	105.0%	97.8%	▲ 7.4%
Price per Square Foot	\$398	\$344	▲ 15.7%	\$396	▲ 0.5%	\$384	\$325	▲ 18.2%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$542,550	\$436,250	▲ 24.4%	\$472,000	▲ 14.9%	\$470,000	\$459,000	▲ 2.4%
Units Sold	70	80	▼ -12.5%	54	▲ 29.6%	339	289	▲ 17.3%
Active Listings	86	89	▼ -3.4%	66	▲ 30.3%	---	---	---
Months Supply of Inventory	1.2	1.1	▲ 9.1%	1.2	■ 0.0%	---	---	---
New Listings	73	76	▼ -3.9%	91	▼ -19.8%	455	405	▲ 12.3%
Pending Sales	48	59	▼ -18.6%	73	▼ -34.2%	368	325	▲ 13.2%
Days to Off Market	24	45	▼ -46.7%	25	▼ -4.0%	27	53	▼ -49.1%
Sold to Original Price Ratio	104.8%	98.8%	▲ 6.1%	104.6%	▲ 0.2%	102.7%	98.7%	▲ 4.1%
Price per Square Foot	\$343	\$302	▲ 13.6%	\$315	▲ 8.9%	\$317	\$291	▲ 8.9%





# EASTERN MIDDLESEX REGION

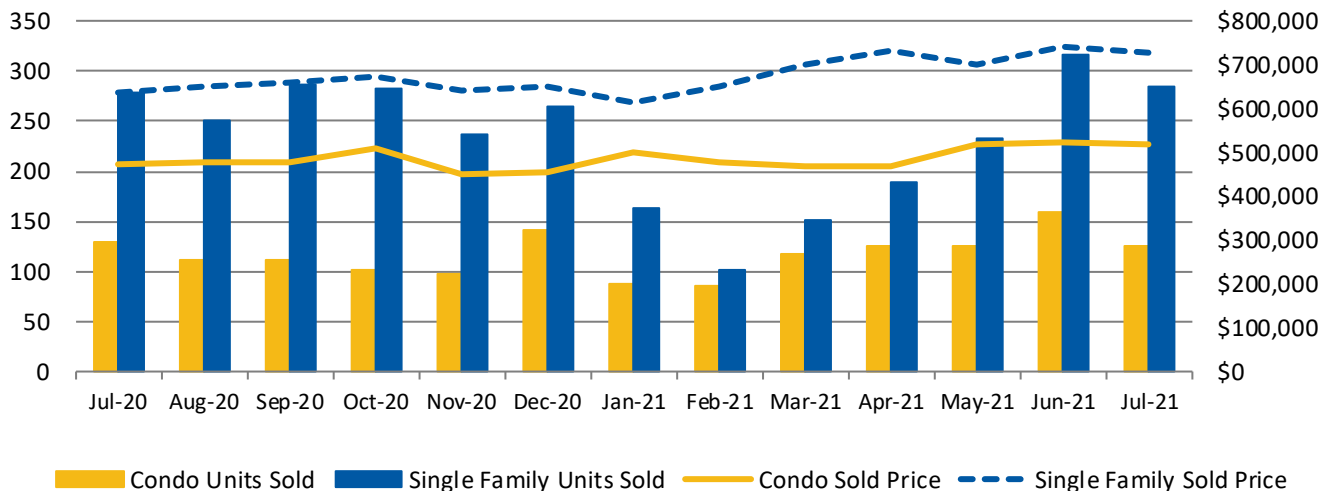
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$729,000	\$639,200	▲ 14.0%	\$742,500	▼ -1.8%	\$710,000	\$628,000	▲ 13.1%
Units Sold	284	279	▲ 1.8%	316	▼ -10.1%	1,438	1,097	▲ 31.1%
Active Listings	245	272	▼ -9.9%	207	▲ 18.4%	---	---	---
Months Supply of Inventory	0.9	1.0	▼ -10.0%	0.7	▲ 28.6%	---	---	---
New Listings	273	310	▼ -11.9%	366	▼ -25.4%	1,846	1,563	▲ 18.1%
Pending Sales	213	270	▼ -21.1%	296	▼ -28.0%	1,572	1,258	▲ 25.0%
Days to Off Market	21	26	▼ -19.2%	19	▲ 10.5%	20	30	▼ -33.3%
Sold to Original Price Ratio	107.0%	102.6%	▲ 4.3%	107.4%	▼ -0.4%	105.5%	100.6%	▲ 4.9%
Price per Square Foot	\$401	\$355	▲ 13.0%	\$402	▼ -0.2%	\$390	\$343	▲ 13.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$520,000	\$473,500	▲ 9.8%	\$525,000	▼ -1.0%	\$499,900	\$470,000	▲ 6.4%
Units Sold	126	129	▼ -2.3%	160	▼ -21.3%	827	573	▲ 44.3%
Active Listings	130	177	▼ -26.6%	136	▼ -4.4%	---	---	---
Months Supply of Inventory	1.0	1.4	▼ -28.6%	0.9	▲ 11.1%	---	---	---
New Listings	123	151	▼ -18.5%	178	▼ -30.9%	965	795	▲ 21.4%
Pending Sales	101	126	▼ -19.8%	140	▼ -27.9%	843	625	▲ 34.9%
Days to Off Market	23	31	▼ -25.8%	22	▲ 4.5%	30	38	▼ -21.1%
Sold to Original Price Ratio	102.4%	100.3%	▲ 2.1%	102.8%	▼ -0.4%	101.2%	99.3%	▲ 1.9%
Price per Square Foot	\$406	\$377	▲ 7.7%	\$439	▼ -7.5%	\$425	\$375	▲ 13.3%



# METRO BOSTON REGION

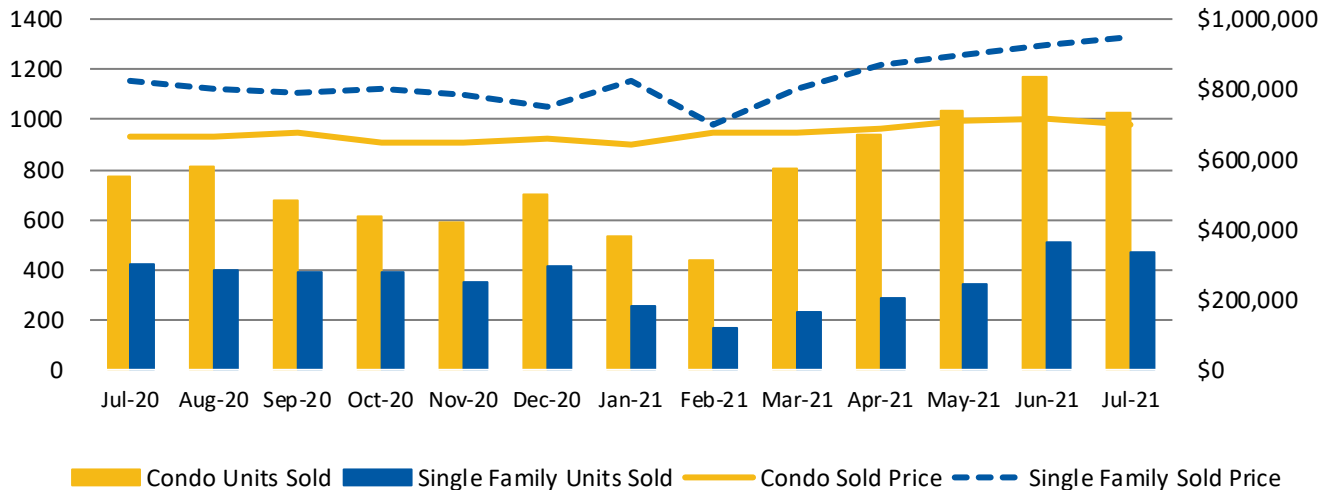
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$950,000	\$826,000	▲ 15.0%	\$927,500	▲ 2.4%	\$880,000	\$775,000	▲ 13.5%
Units Sold	473	418	▲ 13.2%	506	▼ -6.5%	2,258	1,660	▲ 36.0%
Active Listings	504	675	▼ -25.3%	510	▼ -1.2%	---	---	---
Months Supply of Inventory	1.1	1.6	▼ -31.3%	1.0	▲ 10.0%	---	---	---
New Listings	424	523	▼ -18.9%	605	▼ -29.9%	3,146	2,797	▲ 12.5%
Pending Sales	363	393	▼ -7.6%	459	▼ -20.9%	2,493	1,904	▲ 30.9%
Days to Off Market	25	29	▼ -13.8%	21	▲ 19.0%	25	33	▼ -24.2%
Sold to Original Price Ratio	103.9%	100.2%	▲ 3.7%	105.3%	▼ -1.3%	103.0%	99.2%	▲ 3.8%
Price per Square Foot	\$517	\$466	▲ 10.9%	\$521	▼ -0.8%	\$496	\$444	▲ 11.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$699,000	\$665,000	▲ 5.1%	\$715,000	▼ -2.2%	\$695,000	\$675,000	▲ 3.0%
Units Sold	1,027	774	▲ 32.7%	1,170	▼ -12.2%	5,952	3,678	▲ 61.8%
Active Listings	1,746	2,125	▼ -17.8%	1,902	▼ -8.2%	---	---	---
Months Supply of Inventory	1.7	2.7	▼ -37.0%	1.6	▲ 6.3%	---	---	---
New Listings	978	1,301	▼ -24.8%	1,477	▼ -33.8%	8,366	6,660	▲ 25.6%
Pending Sales	805	824	▼ -2.3%	1,039	▼ -22.5%	6,490	4,083	▲ 59.0%
Days to Off Market	40	34	▲ 17.6%	33	▲ 21.2%	41	39	▲ 5.1%
Sold to Original Price Ratio	100.5%	99.0%	▲ 1.5%	101.1%	▼ -0.6%	99.3%	98.5%	▲ 0.8%
Price per Square Foot	\$734	\$678	▲ 8.3%	\$729	▲ 0.7%	\$719	\$683	▲ 5.3%



# METRO WEST REGION

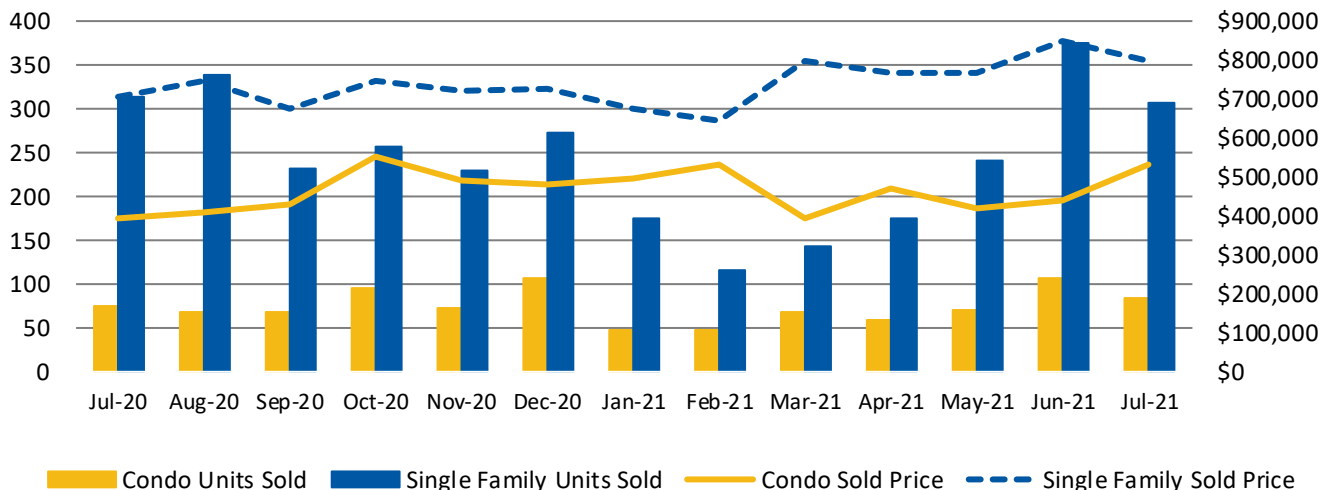
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$800,000	\$705,000	▲ 13.5%	\$850,000	▼ -5.9%	\$775,000	\$680,000	▲ 14.0%
Units Sold	307	313	▼ -1.9%	375	▼ -18.1%	1,530	1,401	▲ 9.2%
Active Listings	265	391	▼ -32.2%	270	▼ -1.9%	---	---	---
Months Supply of Inventory	0.9	1.2	▼ -25.0%	0.7	▲ 28.6%	---	---	---
New Listings	280	304	▼ -7.9%	448	▼ -37.5%	2,075	2,013	▲ 3.1%
Pending Sales	248	296	▼ -16.2%	360	▼ -31.1%	1,774	1,609	▲ 10.3%
Days to Off Market	25	43	▼ -41.9%	16	▲ 56.3%	21	43	▼ -51.2%
Sold to Original Price Ratio	107.0%	98.8%	▲ 8.3%	107.4%	▼ -0.4%	104.8%	98.2%	▲ 6.7%
Price per Square Foot	\$383	\$324	▲ 18.2%	\$375	▲ 2.1%	\$368	\$315	▲ 16.8%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$532,500	\$393,500	▲ 35.3%	\$440,000	▲ 21.0%	\$455,000	\$439,900	▲ 3.4%
Units Sold	84	74	▲ 13.5%	107	▼ -21.5%	486	367	▲ 32.4%
Active Listings	127	157	▼ -19.1%	115	▲ 10.4%	---	---	---
Months Supply of Inventory	1.5	2.1	▼ -28.6%	1.1	▲ 36.4%	---	---	---
New Listings	101	91	▲ 11.0%	117	▼ -13.7%	691	551	▲ 25.4%
Pending Sales	84	63	▲ 33.3%	86	▼ -2.3%	577	427	▲ 35.1%
Days to Off Market	32	44	▼ -27.3%	27	▲ 18.5%	33	56	▼ -41.1%
Sold to Original Price Ratio	102.8%	99.6%	▲ 3.2%	102.9%	▼ -0.1%	101.7%	99.5%	▲ 2.2%
Price per Square Foot	\$327	\$290	▲ 12.8%	\$328	▼ -0.3%	\$320	\$289	▲ 10.7%



# SOUTHERN NORFOLK REGION

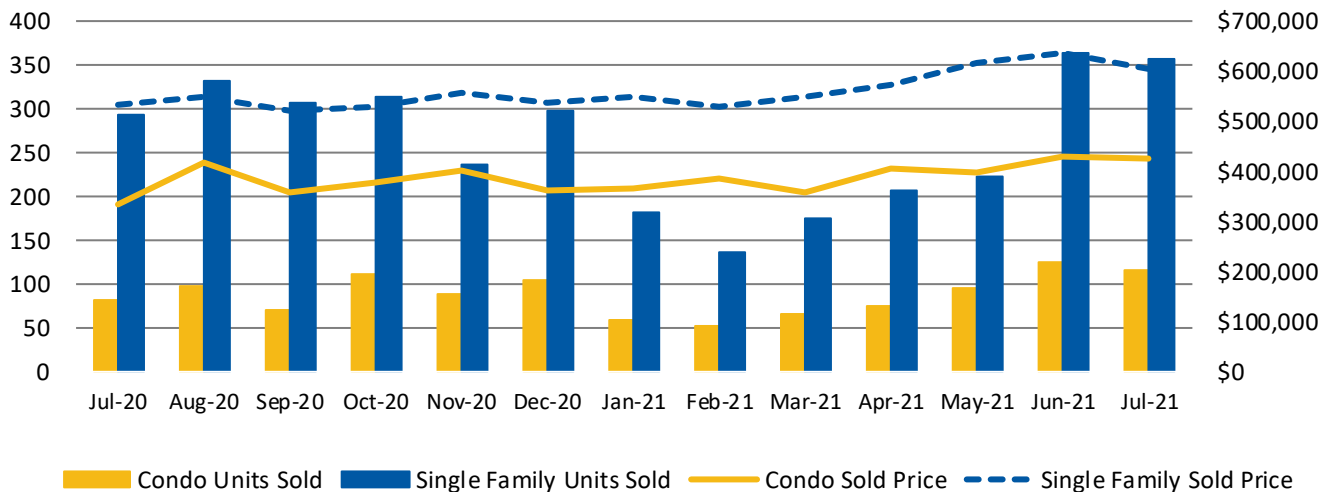
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$607,390	\$535,000	▲ 13.5%	\$636,900	▼ -4.6%	\$592,000	\$505,000	▲ 17.2%
Units Sold	358	293	▲ 22.2%	365	▼ -1.9%	1,647	1,372	▲ 20.0%
Active Listings	293	397	▼ -26.2%	274	▲ 6.9%	---	---	---
Months Supply of Inventory	0.8	1.4	▼ -42.9%	0.8	■ 0.0%	---	---	---
New Listings	312	361	▼ -13.6%	433	▼ -27.9%	2,143	1,969	▲ 8.8%
Pending Sales	264	318	▼ -17.0%	326	▼ -19.0%	1,831	1,598	▲ 14.6%
Days to Off Market	22	34	▼ -35.3%	18	▲ 22.2%	21	37	▼ -43.2%
Sold to Original Price Ratio	105.5%	100.3%	▲ 5.2%	106.5%	▼ -0.9%	104.6%	98.7%	▲ 6.0%
Price per Square Foot	\$312	\$269	▲ 16.0%	\$312	■ 0.0%	\$304	\$264	▲ 15.2%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$425,930	\$335,000	▲ 27.1%	\$430,000	▼ -0.9%	\$400,000	\$376,000	▲ 6.4%
Units Sold	116	81	▲ 43.2%	126	▼ -7.9%	588	466	▲ 26.2%
Active Listings	106	189	▼ -43.9%	107	▼ -0.9%	---	---	---
Months Supply of Inventory	0.9	2.3	▼ -60.9%	0.8	▲ 12.5%	---	---	---
New Listings	92	134	▼ -31.3%	102	▼ -9.8%	760	645	▲ 17.8%
Pending Sales	88	91	▼ -3.3%	97	▼ -9.3%	673	472	▲ 42.6%
Days to Off Market	31	36	▼ -13.9%	32	▼ -3.1%	34	50	▼ -32.0%
Sold to Original Price Ratio	101.9%	99.4%	▲ 2.5%	102.7%	▼ -0.8%	101.7%	100.2%	▲ 1.5%
Price per Square Foot	\$310	\$269	▲ 15.2%	\$306	▲ 1.3%	\$295	\$275	▲ 7.3%



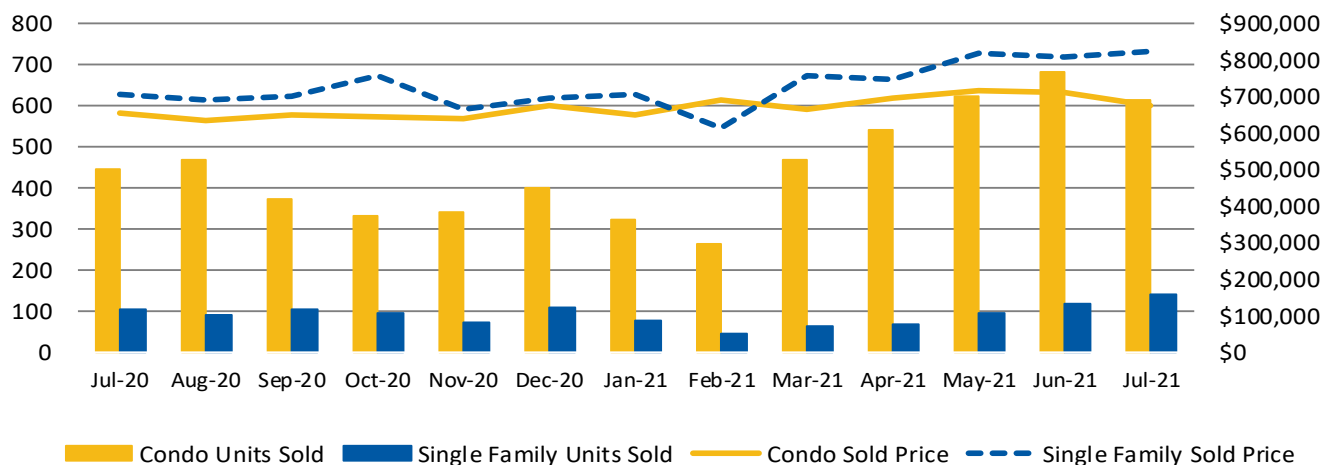
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$825,000	\$707,500	▲ 16.6%	\$807,250	▲ 2.2%	\$777,500	\$675,000	▲ 15.2%
Units Sold	139	102	▲ 36.3%	116	▲ 19.8%	604	406	▲ 48.8%
Active Listings	174	204	▼ -14.7%	167	▲ 4.2%	---	---	---
Months Supply of Inventory	1.3	2.0	▼ -35.0%	1.4	▼ -7.1%	---	---	---
New Listings	129	146	▼ -11.6%	174	▼ -25.9%	886	722	▲ 22.7%
Pending Sales	97	93	▲ 4.3%	142	▼ -31.7%	667	463	▲ 44.1%
Days to Off Market	26	34	▼ -23.5%	25	▲ 4.0%	29	33	▼ -12.1%
Sold to Original Price Ratio	102.5%	101.0%	▲ 1.5%	103.9%	▼ -1.3%	101.9%	99.7%	▲ 2.2%
Price per Square Foot	\$528	\$459	▲ 15.0%	\$515	▲ 2.5%	\$511	\$456	▲ 12.1%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$675,000	\$656,500	▲ 2.8%	\$710,000	▼ -4.9%	\$690,000	\$670,000	▲ 3.0%
Units Sold	614	448	▲ 37.1%	681	▼ -9.8%	3,519	2,239	▲ 57.2%
Active Listings	1,185	1,426	▼ -16.9%	1,361	▼ -12.9%	---	---	---
Months Supply of Inventory	1.9	3.2	▼ -40.6%	2.0	▼ -5.0%	---	---	---
New Listings	564	799	▼ -29.4%	909	▼ -38.0%	5,161	4,179	▲ 23.5%
Pending Sales	504	501	▲ 0.6%	604	▼ -16.6%	3,874	2,467	▲ 57.0%
Days to Off Market	45	36	▲ 25.0%	38	▲ 18.4%	46	43	▲ 7.0%
Sold to Original Price Ratio	99.7%	98.4%	▲ 1.3%	100.1%	▼ -0.4%	98.5%	98.0%	▲ 0.5%
Price per Square Foot	\$806	\$764	▲ 5.5%	\$817	▼ -1.3%	\$802	\$761	▲ 5.4%



# 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		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$860,000	\$760,000	▲ 13.2%	\$899,000	▼ -4.3%	\$825,000	\$740,000	▲ 11.5%
Units Sold	196	125	▲ 56.8%	157	▲ 24.8%	927	608	▲ 52.5%
Active Listings	244	258	▼ -5.4%	261	▼ -6.5%	---	---	---
Months Supply of Inventory	1.2	2.1	▼ -42.9%	1.7	▼ -29.4%	---	---	---
New Listings	200	221	▼ -9.5%	291	▼ -31.3%	1,373	1,042	▲ 31.8%
Pending Sales	174	135	▲ 28.9%	195	▼ -10.8%	1,024	647	▲ 58.3%
Days to Off Market	29	31	▼ -6.5%	23	▲ 26.1%	29	32	▼ -9.4%
Sold to Original Price Ratio	102.7%	98.7%	▲ 4.1%	102.5%	▲ 0.2%	100.6%	98.7%	▲ 1.9%
Price per Square Foot	\$365	\$327	▲ 11.6%	\$383	▼ -4.7%	\$351	\$320	▲ 9.7%

## 3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$1,102,500	\$930,000	▲ 18.5%	\$1,187,000	▼ -7.1%	\$1,070,250	\$965,000	▲ 10.9%
Units Sold	60	27	▲ 122.2%	77	▼ -22.1%	334	186	▲ 79.6%
Active Listings	134	109	▲ 22.9%	117	▲ 14.5%	---	---	---
Months Supply of Inventory	2.2	4.0	▼ -45.0%	1.5	▲ 46.7%	---	---	---
New Listings	92	82	▲ 12.2%	110	▼ -16.4%	542	375	▲ 44.5%
Pending Sales	49	38	▲ 28.9%	79	▼ -38.0%	372	171	▲ 117.5%
Days to Off Market	31	42	▼ -26.2%	28	▲ 10.7%	34	32	▲ 6.3%
Sold to Original Price Ratio	98.7%	98.0%	▲ 0.7%	100.2%	▼ -1.5%	97.3%	96.3%	▲ 1.0%
Price per Square Foot	\$362	\$319	▲ 13.5%	\$369	▼ -1.9%	\$347	\$353	▼ -1.7%

## 4 Family Homes

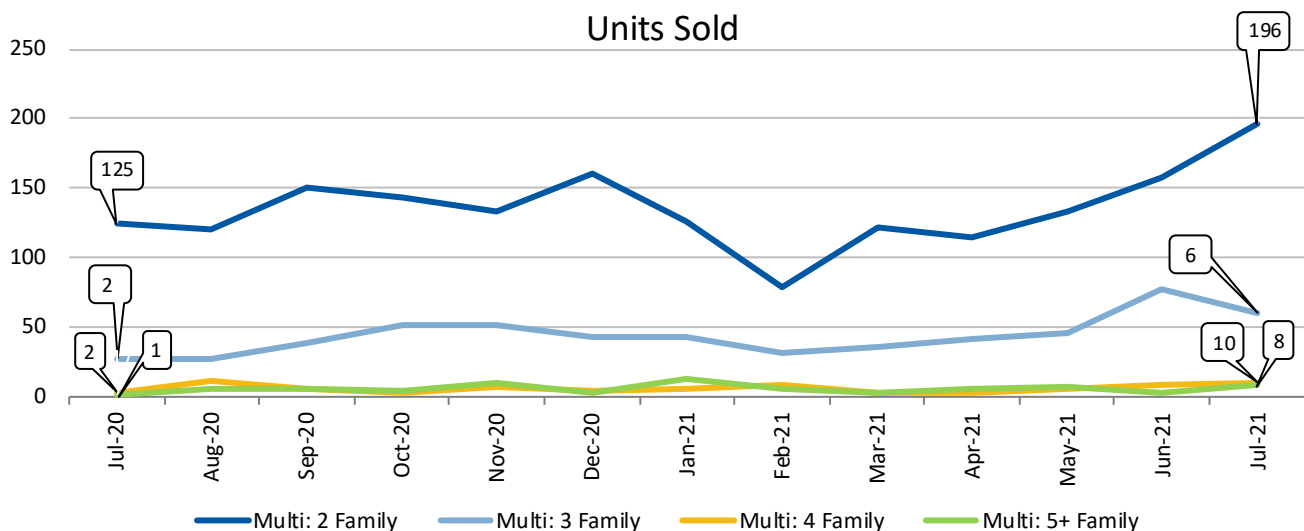
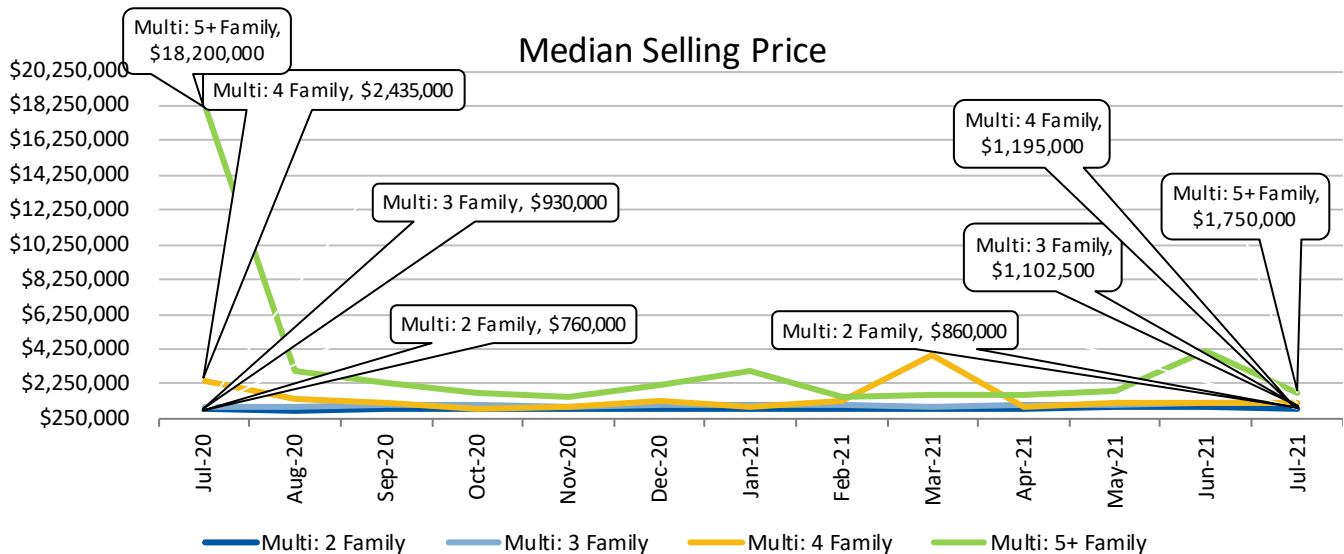
	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
Median Selling Price	\$999,900	\$1,343,000	▼ -25.5%	\$1,195,000	▼ -16.3%	\$1,140,000	\$1,346,500	▼ -15.3%
Units Sold	7	11	▼ -36.4%	10	▼ -30.0%	44	38	▲ 15.8%
Active Listings	28	19	▲ 47.4%	23	▲ 21.7%	---	---	---
Months Supply of Inventory	4.0	1.7	▲ 135.3%	2.3	▲ 73.9%	---	---	---
New Listings	16	11	▲ 45.5%	20	▼ -20.0%	100	63	▲ 58.7%
Pending Sales	9	4	▲ 125.0%	16	▼ -43.8%	62	40	▲ 55.0%
Days to Off Market	25	60	▼ -58.3%	30	▼ -16.7%	31	45	▼ -31.1%
Sold to Original Price Ratio	96.9%	91.2%	▲ 6.3%	98.0%	▼ -1.1%	97.6%	94.8%	▲ 3.0%
Price per Square Foot	\$280	\$414	▼ -32.4%	\$389	▼ -28.0%	\$349	\$398	▼ -12.3%

# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

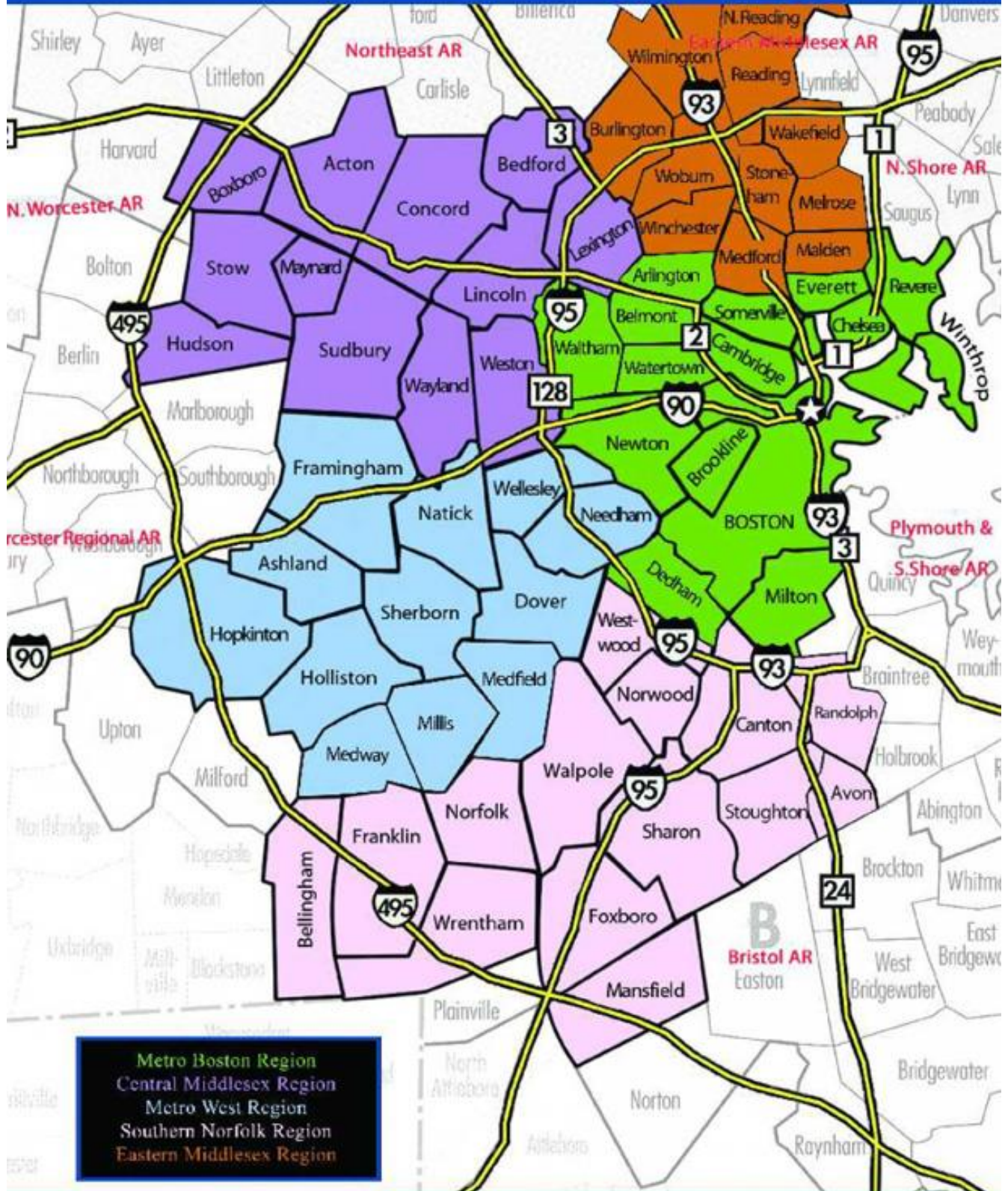
## 5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2021	Jul 2020	Change	Jun 2021	Change	2021	2020	Change
<b>Median Selling Price</b>	<b>\$2,957,500</b>	<b>\$3,025,000</b>	<b>▼ -2.2%</b>	<b>\$1,750,000</b>	<b>▲ 69.0%</b>	<b>\$1,837,500</b>	<b>\$2,700,000</b>	<b>▼ -31.9%</b>
<b>Units Sold</b>	<b>12</b>	<b>6</b>	<b>▲ 100.0%</b>	<b>8</b>	<b>▲ 50.0%</b>	<b>44</b>	<b>35</b>	<b>▲ 25.7%</b>
<b>Active Listings</b>	<b>52</b>	<b>49</b>	<b>▲ 6.1%</b>	<b>52</b>	<b>▬ 0.0%</b>	<b>---</b>	<b>---</b>	<b>---</b>
<b>Months Supply of Inventory</b>	<b>4.3</b>	<b>8.2</b>	<b>▼ -47.6%</b>	<b>6.5</b>	<b>▼ -33.8%</b>	<b>---</b>	<b>---</b>	<b>---</b>
<b>New Listings</b>	<b>23</b>	<b>21</b>	<b>▲ 9.5%</b>	<b>40</b>	<b>▼ -42.5%</b>	<b>149</b>	<b>82</b>	<b>▲ 81.7%</b>
<b>Pending Sales</b>	<b>12</b>	<b>7</b>	<b>▲ 71.4%</b>	<b>23</b>	<b>▼ -47.8%</b>	<b>69</b>	<b>31</b>	<b>▲ 122.6%</b>
<b>Days to Off Market</b>	<b>34</b>	<b>28</b>	<b>▲ 21.4%</b>	<b>42</b>	<b>▼ -19.0%</b>	<b>45</b>	<b>68</b>	<b>▼ -33.8%</b>
<b>Sold to Original Price Ratio</b>	<b>93.7%</b>	<b>95.2%</b>	<b>▼ -1.6%</b>	<b>97.4%</b>	<b>▼ -3.8%</b>	<b>93.6%</b>	<b>92.3%</b>	<b>▲ 1.4%</b>
<b>Price per Square Foot</b>	<b>\$437</b>	<b>\$440</b>	<b>▼ -0.7%</b>	<b>\$482</b>	<b>▼ -9.3%</b>	<b>\$460</b>	<b>\$443</b>	<b>▲ 3.8%</b>



# 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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*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.*