

# MONTHLY MARKET INSIGHT REPORT

July 2020



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### Detached Single-Family Homes

The 1,523 homes sold in July 2020 was the tenth highest sales total for the month and was a 9.6 percent decrease from the July 2019 sales total of 1,684 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 \$700,000, up from the \$655,000 price in July 2019.

### Condominiums

With 1,082 condos sold in July, it was the fourteenth most active July on record in Greater Boston, as the market experienced a 7.5 percent decrease in sales volume from the 1,170 sold in July 2019. The median sales price of condos increased 2.2 percent from \$580,000 in July 2019 to \$592,750 this month.

### Multi-Family Homes

This month, 163 multi-family homes were sold in Greater Boston, which is a 33.7 percent decrease from the 246 multi-family homes sold in July 2019. Notably, the three-family home market experienced the most significant decline, as it fell 65.3 percent from 75 homes sold in 2019 to 26 this month.

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**Greater Boston Association of REALTORS®**

A division of the Greater Boston Real Estate Board

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Data thru 8/10/2020

# GREATER BOSTON MARKET SUMMARY

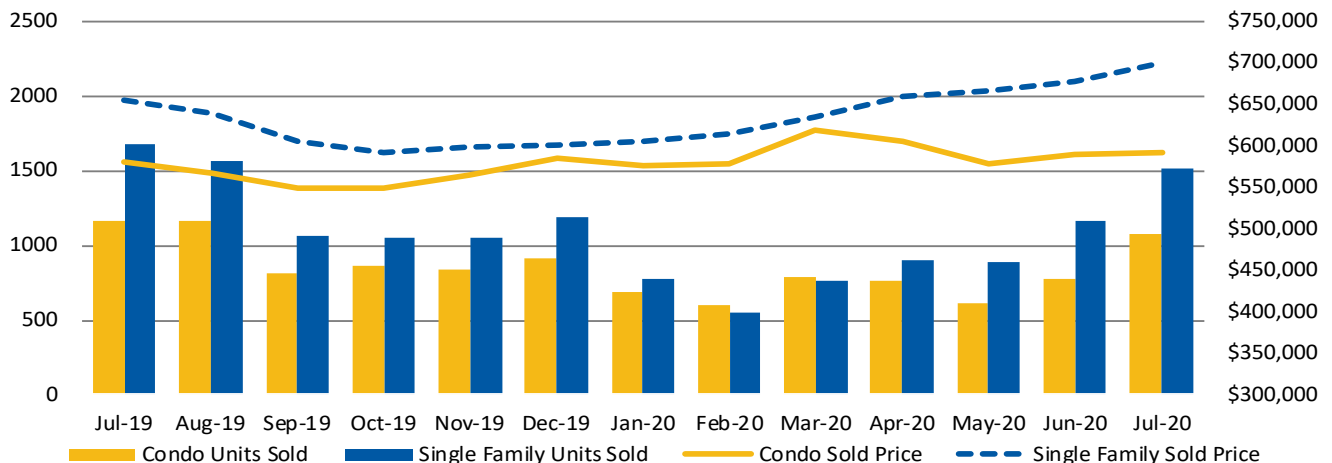
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$700,000	\$655,000	▲ 6.9%	\$679,075	▲ 3.1%	\$660,000	\$627,250	▲ 5.2%
Units Sold	1,523	1,684	▼ -9.6%	1,160	▲ 31.3%	6,587	7,674	▼ -14.2%
Active Listings	2,131	2,926	▼ -27.2%	2,203	▼ -3.3%	---	---	---
Months Supply of Inventory	1.4	1.7	▼ -17.6%	1.9	▼ -26.3%	---	---	---
New Listings	1,755	1,341	▲ 30.9%	1,914	▼ -8.3%	10,030	11,730	▼ -14.5%
Pending Sales	1,611	1,258	▲ 28.1%	1,682	▼ -4.2%	7,773	8,553	▼ -9.1%
Days to Off Market	34	41	▼ -17.1%	34	▬ 0.0%	38	40	▼ -5.0%
Sold to Original Price Ratio	100.2%	99.2%	▲ 1.0%	99.2%	▲ 1.0%	98.9%	98.7%	▲ 0.2%
Price per Square Foot	\$361	\$343	▲ 5.2%	\$345	▲ 4.6%	\$343	\$337	▲ 1.8%

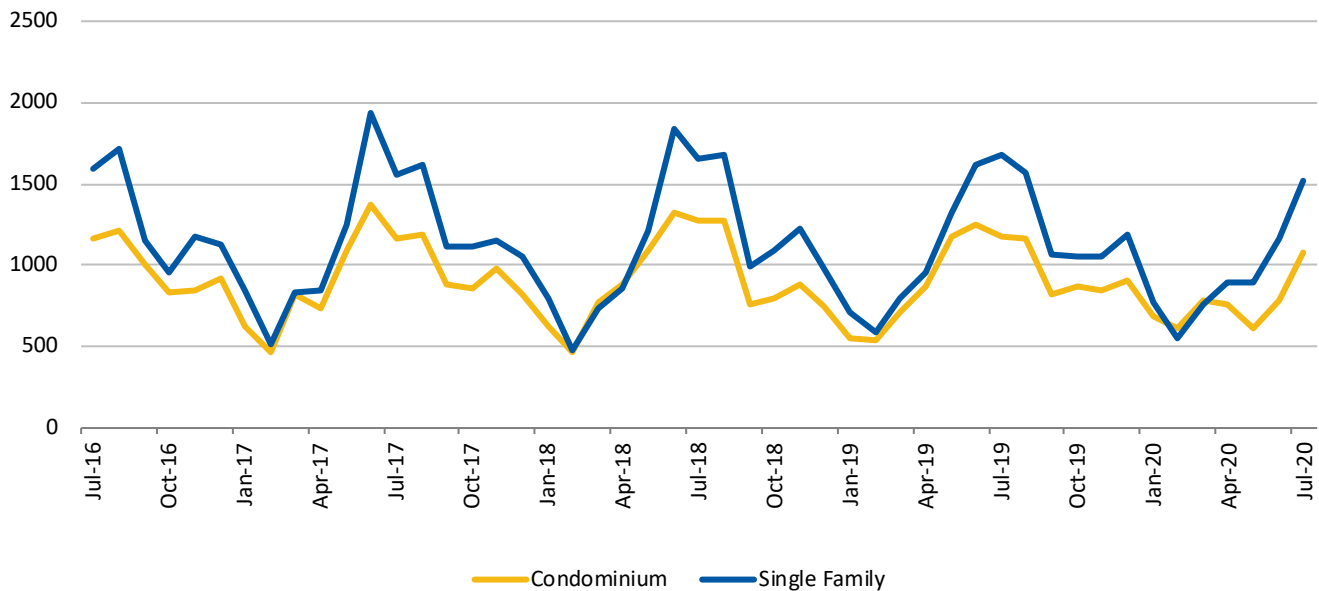
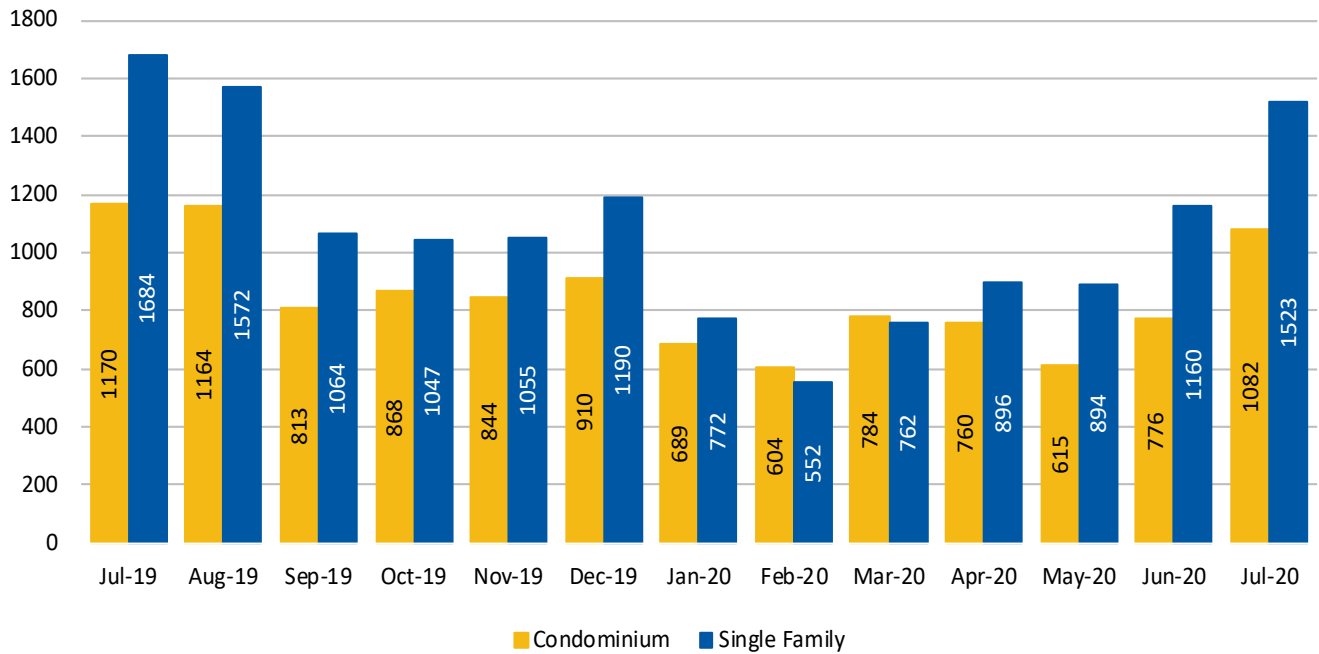
## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$592,750	\$580,000	▲ 2.2%	\$590,000	▲ 0.5%	\$591,263	\$575,000	▲ 2.8%
Units Sold	1,082	1,170	▼ -7.5%	776	▲ 39.4%	5,314	6,273	▼ -15.3%
Active Listings	2,742	2,318	▲ 18.3%	2,512	▲ 9.2%	---	---	---
Months Supply of Inventory	2.5	2.0	▲ 25.0%	3.2	▼ -21.9%	---	---	---
New Listings	1,751	1,101	▲ 59.0%	1,869	▼ -6.3%	9,065	9,749	▼ -7.0%
Pending Sales	1,199	994	▲ 20.6%	1,173	▲ 2.2%	6,005	7,103	▼ -15.5%
Days to Off Market	35	40	▼ -12.5%	38	▼ -7.9%	42	40	▲ 5.0%
Sold to Original Price Ratio	99.2%	99.5%	▼ -0.3%	99.1%	▲ 0.1%	98.8%	99.2%	▼ -0.4%
Price per Square Foot	\$561	\$573	▼ -2.1%	\$567	▼ -1.1%	\$567	\$576	▼ -1.6%



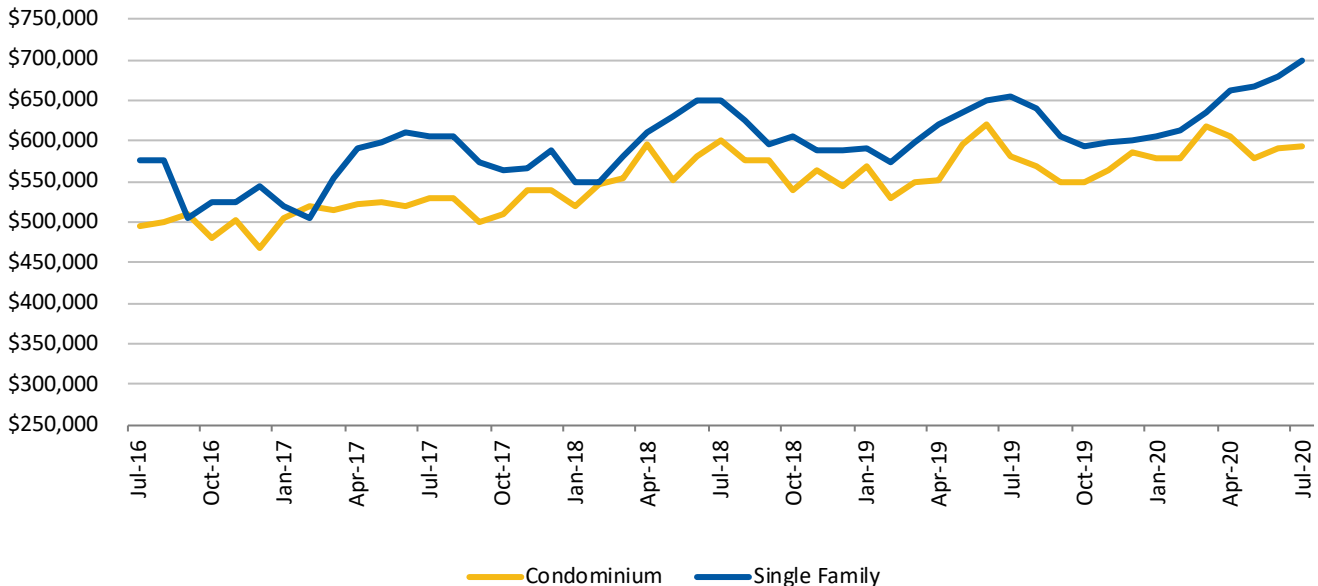
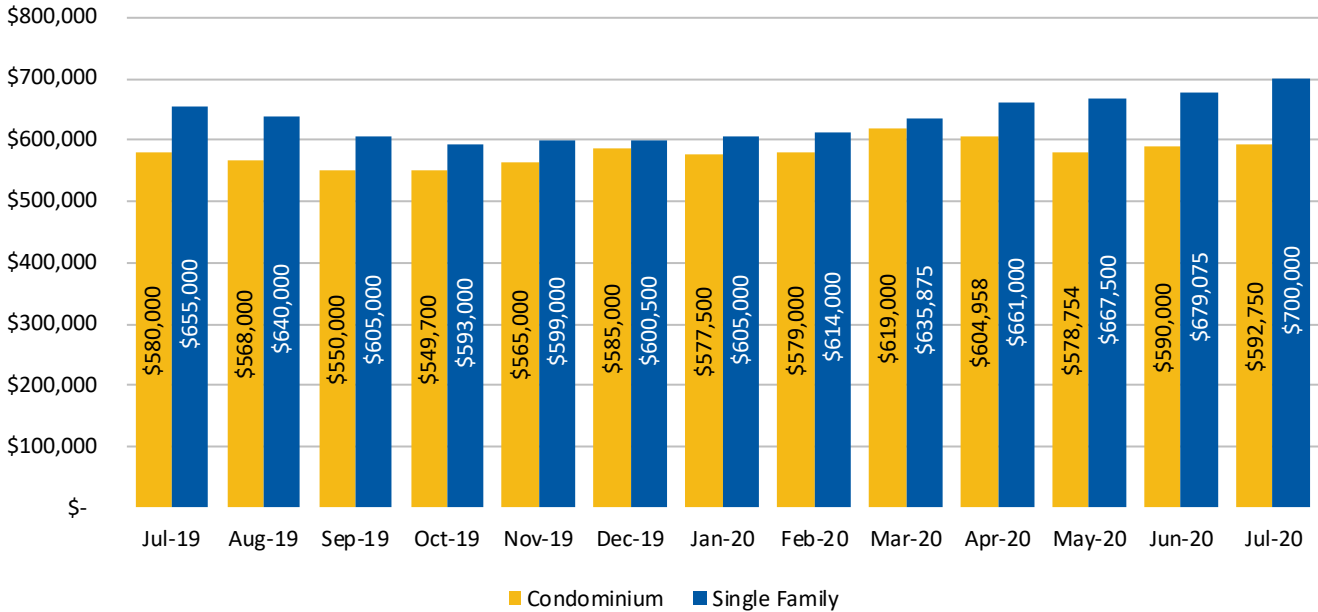
# UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,523</b>	1,684	▼ -9.6%	1,160	▲ 31.3%	<b>6,587</b>	7,674	▼ -14.2%
<b>CONDOMINIUMS</b>	<b>1,082</b>	1,170	▼ -7.5%	776	▲ 39.4%	<b>5,314</b>	6,273	▼ -15.3%



# MEDIAN SELLING PRICE

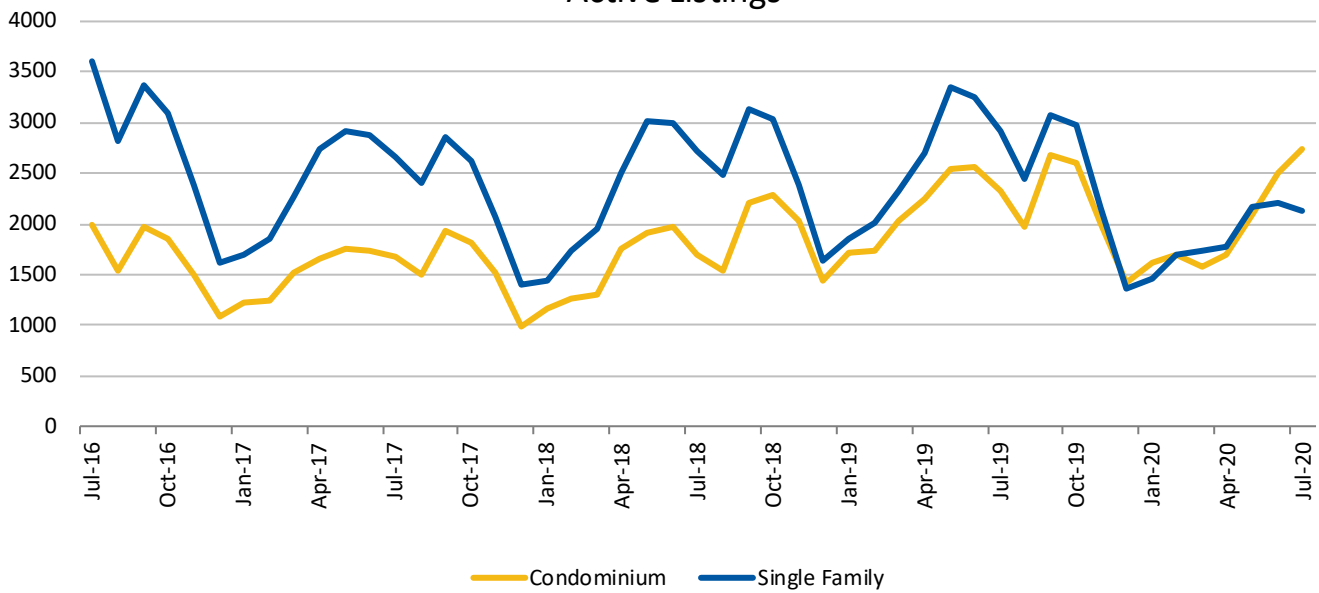
	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
<b>SINGLE FAMILY HOMES</b>	<b>\$700,000</b>	\$655,000	▲ 6.9%	\$679,075	▲ 3.1%	<b>\$660,000</b>	\$627,250	▲ 5.2%
<b>CONDOMINIUMS</b>	<b>\$592,750</b>	\$580,000	▲ 2.2%	\$590,000	▲ 0.5%	<b>\$591,263</b>	\$575,000	▲ 2.8%



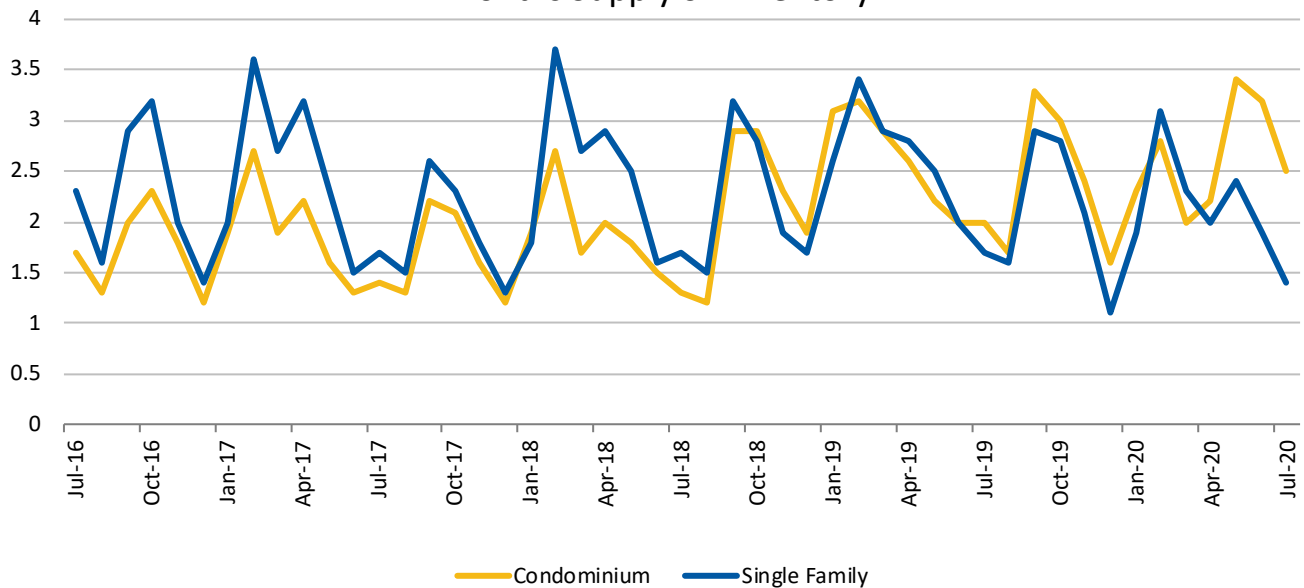
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jul 2020	Jul 2019	Change	Jun 2020	Change
SINGLE FAMILY HOMES	Active Listings	2,131	2,926	▼ -27.2%	2,203	▼ -3.3%
	Months Supply of Inventory	1.4	1.7	▼ -17.6%	1.9	▼ -26.3%
CONDOMINIUMS	Active Listings	2,742	2,318	▲ 18.3%	2,512	▲ 9.2%
	Months Supply of Inventory	2.5	2.0	▲ 25.0%	3.2	▼ -21.9%

Active Listings

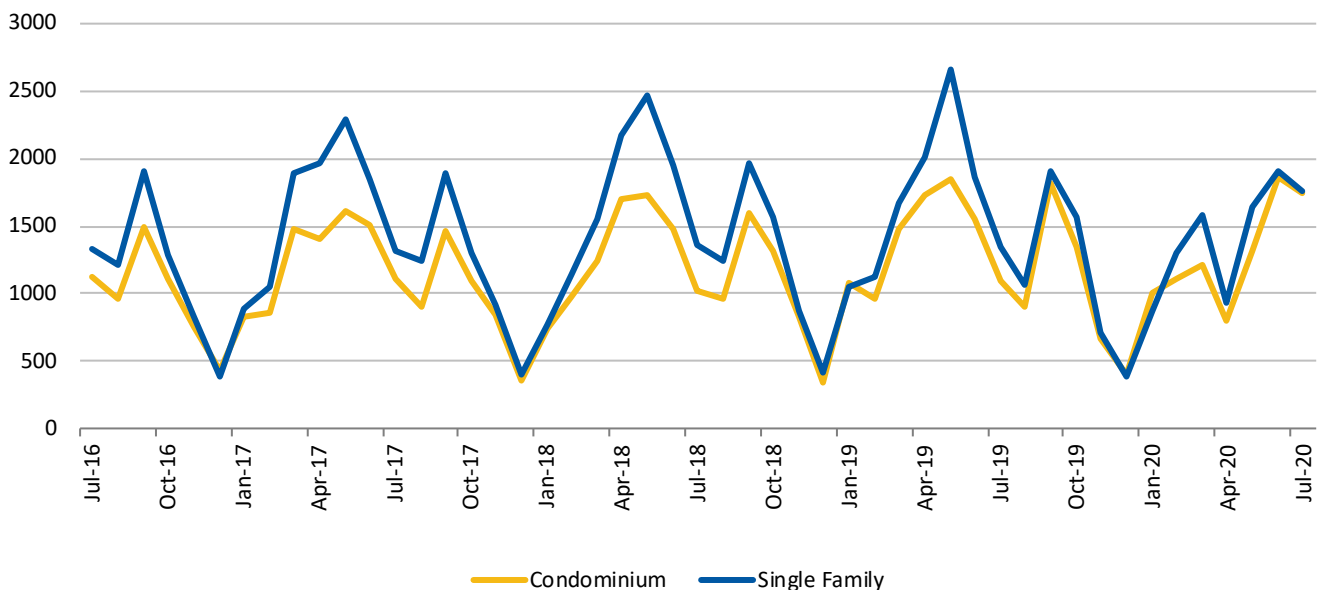
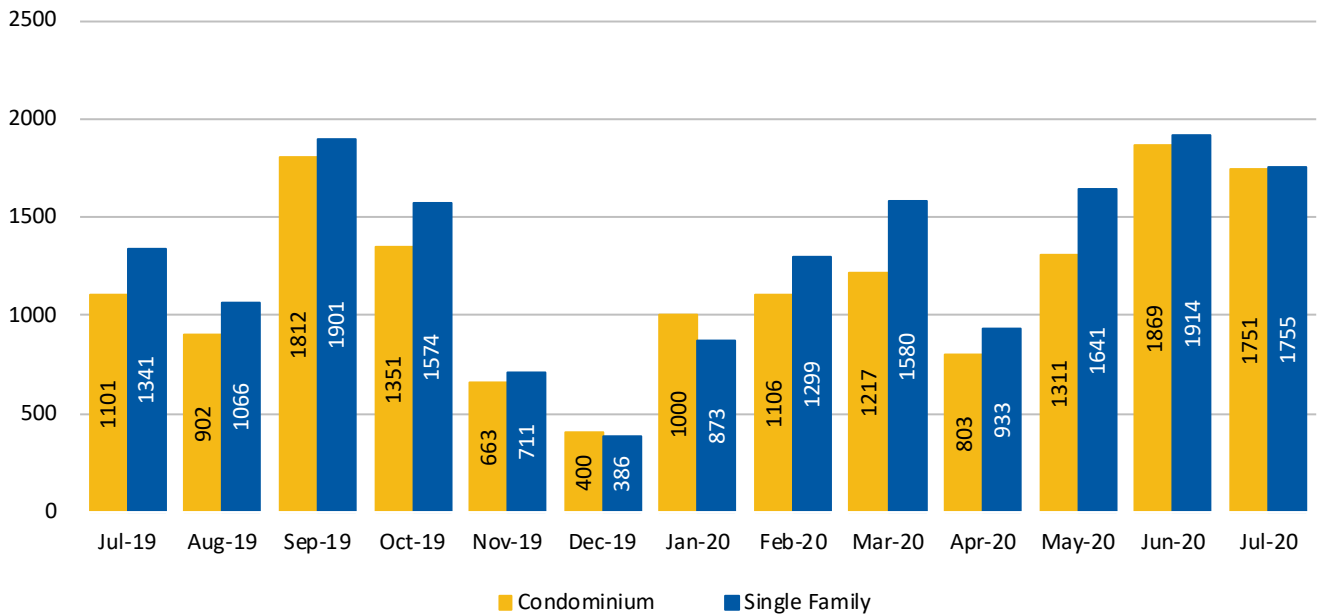


Months Supply of Inventory



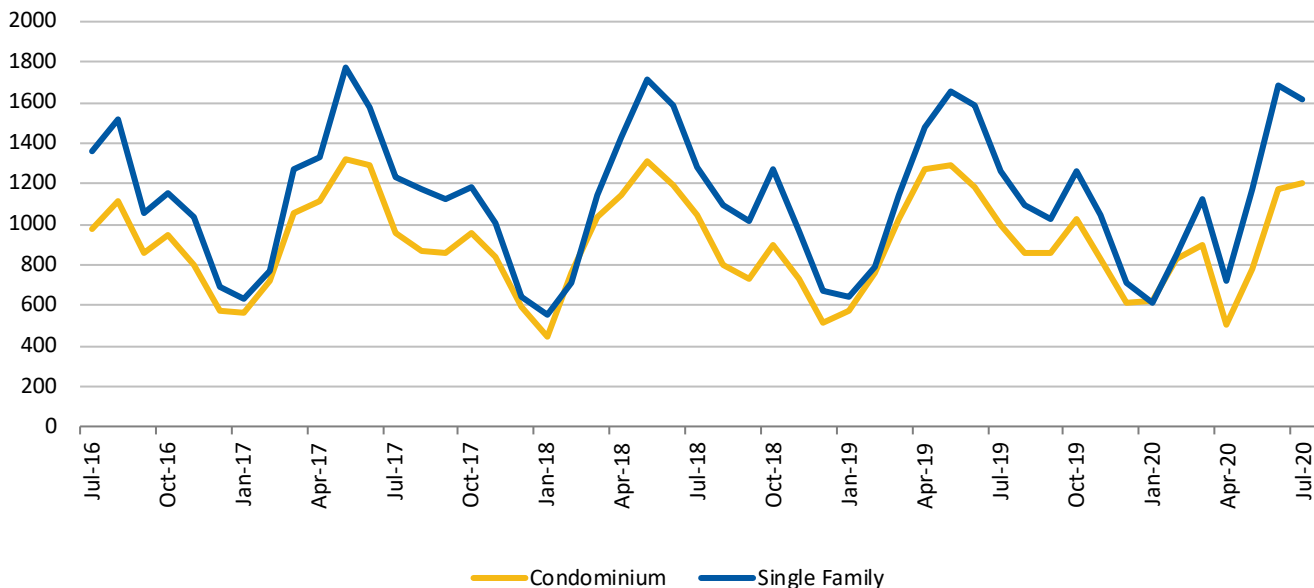
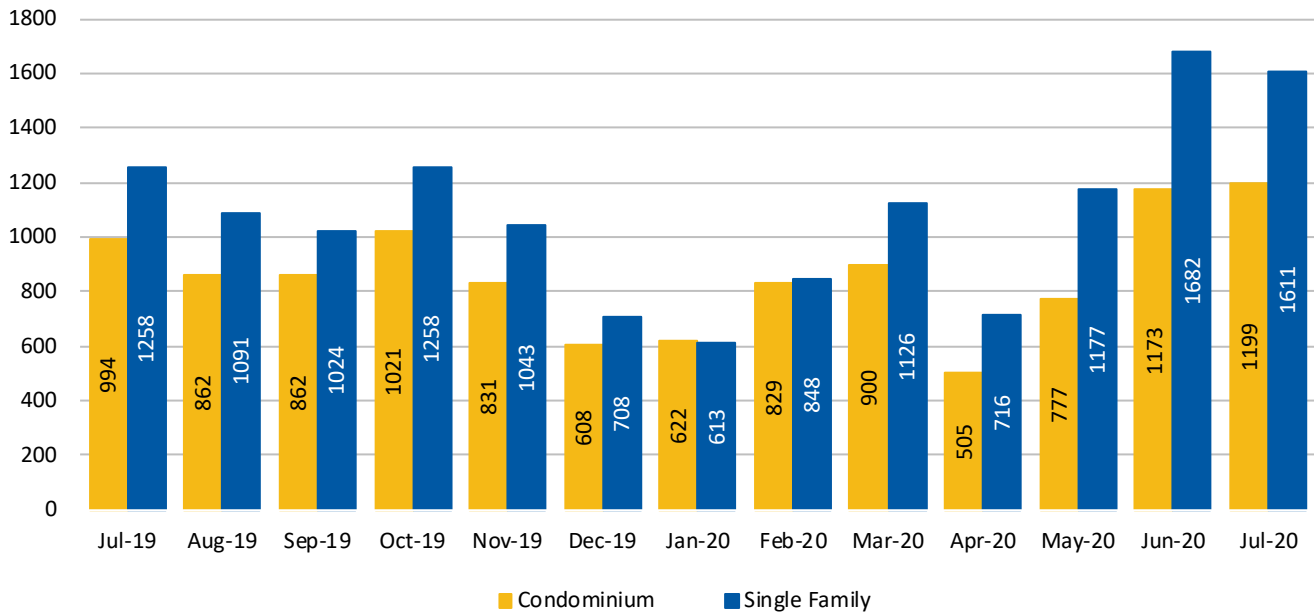
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,755</b>	1,341	▲ 30.9%	1,914	▼ -8.3%	<b>10,030</b>	11,730	▼ -14.5%
<b>CONDOMINIUMS</b>	<b>1,751</b>	1,101	▲ 59.0%	1,869	▼ -6.3%	<b>9,065</b>	9,749	▼ -7.0%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,611</b>	1,258	▲ 28.1%	1,682	▼ -4.2%	<b>7,773</b>	8,553	▼ -9.1%
<b>CONDOMINIUMS</b>	<b>1,199</b>	994	▲ 20.6%	1,173	▲ 2.2%	<b>6,005</b>	7,103	▼ -15.5%



# CENTRAL MIDDLESEX REGION

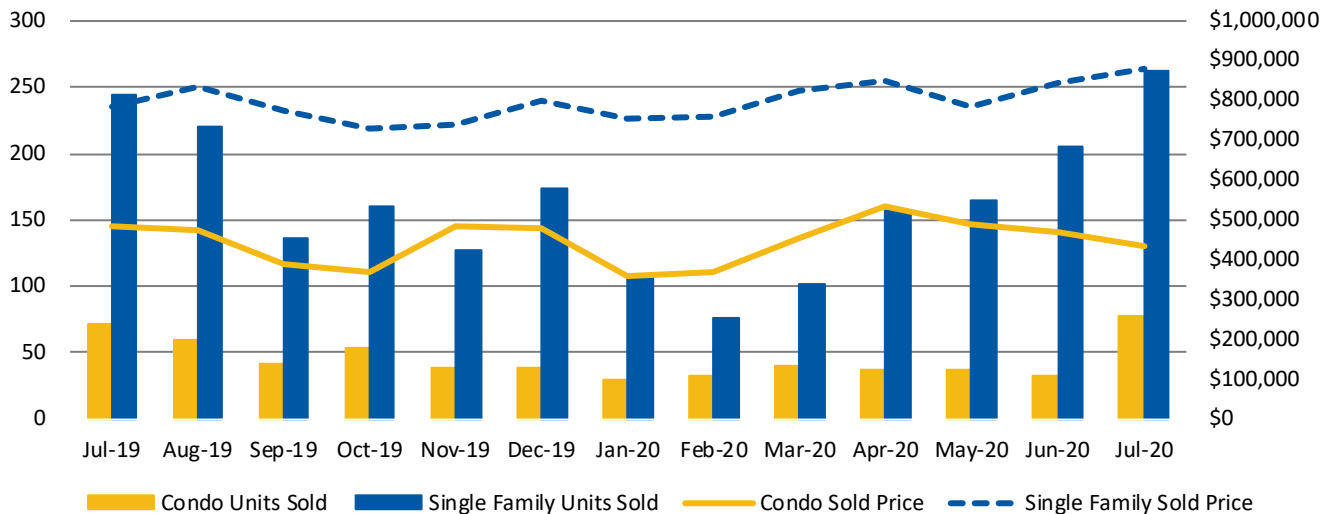
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$880,000	\$785,000	▲ 12.1%	\$845,000	▲ 4.1%	\$837,500	\$780,000	▲ 7.4%
Units Sold	262	244	▲ 7.4%	205	▲ 27.8%	1,077	1,083	▼ -0.6%
Active Listings	384	618	▼ -37.9%	434	▼ -11.5%	---	---	---
Months Supply of Inventory	1.5	2.5	▼ -40.0%	2.1	▼ -28.6%	---	---	---
New Listings	240	184	▲ 30.4%	297	▼ -19.2%	1,618	1,878	▼ -13.8%
Pending Sales	256	173	▲ 48.0%	271	▼ -5.5%	1,280	1,236	▲ 3.6%
Days to Off Market	40	53	▼ -24.5%	44	▼ -9.1%	47	49	▼ -4.1%
Sold to Original Price Ratio	99.3%	98.3%	▲ 1.0%	97.9%	▲ 1.4%	97.8%	98.0%	▼ -0.2%
Price per Square Foot	\$345	\$320	▲ 7.8%	\$325	▲ 6.2%	\$326	\$317	▲ 2.8%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$435,000	\$483,000	▼ -9.9%	\$468,000	▼ -7.1%	\$458,498	\$405,500	▲ 13.1%
Units Sold	77	72	▲ 6.9%	33	▲ 133.3%	286	351	▼ -18.5%
Active Listings	89	122	▼ -27.0%	81	▲ 9.9%	---	---	---
Months Supply of Inventory	1.2	1.7	▼ -29.4%	2.5	▼ -52.0%	---	---	---
New Listings	76	57	▲ 33.3%	65	▲ 16.9%	405	476	▼ -14.9%
Pending Sales	58	53	▲ 9.4%	66	▼ -12.1%	324	370	▼ -12.4%
Days to Off Market	43	33	▲ 30.3%	54	▼ -20.4%	53	43	▲ 23.3%
Sold to Original Price Ratio	99.2%	99.4%	▼ -0.2%	98.6%	▲ 0.6%	98.8%	99.4%	▼ -0.6%
Price per Square Foot	\$304	\$301	▲ 1.0%	\$304	▲ 0.0%	\$292	\$279	▲ 4.7%





# EASTERN MIDDLESEX REGION

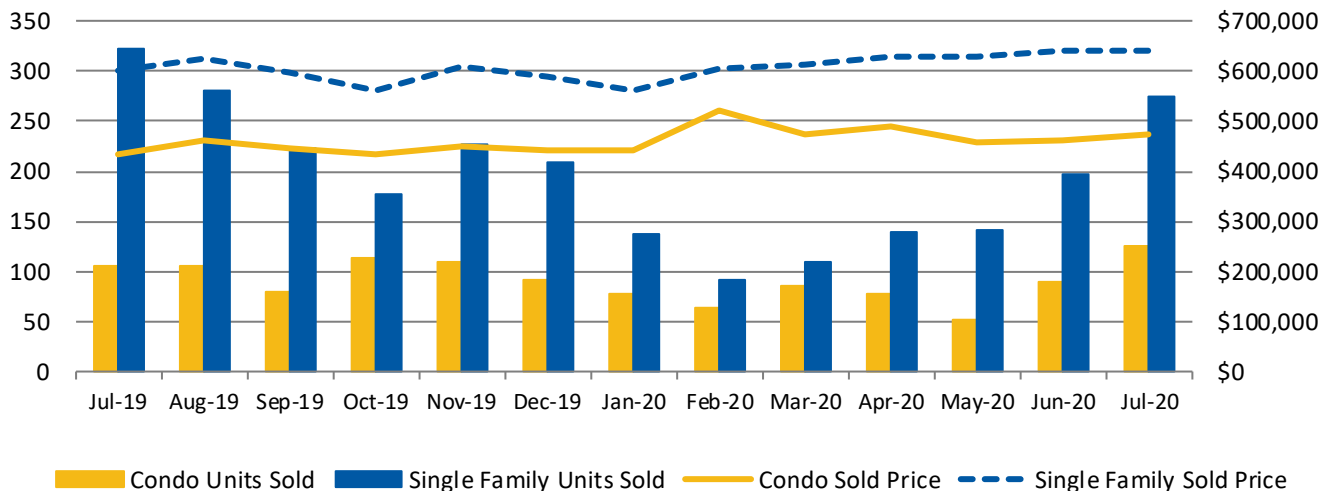
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$639,550	\$600,000	▲ 6.6%	\$641,000	▼ -0.2%	\$628,950	\$591,500	▲ 6.3%
Units Sold	274	323	▼ -15.2%	198	▲ 38.4%	1,094	1,436	▼ -23.8%
Active Listings	274	380	▼ -27.9%	268	▲ 2.2%	---	---	---
Months Supply of Inventory	1.0	1.2	▼ -16.7%	1.4	▼ -28.6%	---	---	---
New Listings	313	241	▲ 29.9%	325	▼ -3.7%	1,570	1,973	▼ -20.4%
Pending Sales	277	238	▲ 16.4%	289	▼ -4.2%	1,270	1,578	▼ -19.5%
Days to Off Market	27	29	▼ -6.9%	27	▬ 0.0%	30	32	▼ -6.3%
Sold to Original Price Ratio	102.7%	101.5%	▲ 1.2%	101.3%	▲ 1.4%	100.7%	100.1%	▲ 0.6%
Price per Square Foot	\$356	\$335	▲ 6.3%	\$349	▲ 2.0%	\$343	\$330	▲ 3.9%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$473,500	\$434,000	▲ 9.1%	\$460,000	▲ 2.9%	\$470,000	\$443,000	▲ 6.1%
Units Sold	125	105	▲ 19.0%	89	▲ 40.4%	569	561	▲ 1.4%
Active Listings	177	175	▲ 1.1%	168	▲ 5.4%	---	---	---
Months Supply of Inventory	1.4	1.7	▼ -17.6%	1.9	▼ -26.3%	---	---	---
New Listings	151	114	▲ 32.5%	156	▼ -3.2%	796	844	▼ -5.7%
Pending Sales	130	93	▲ 39.8%	138	▼ -5.8%	632	655	▼ -3.5%
Days to Off Market	33	36	▼ -8.3%	32	▲ 3.1%	38	34	▲ 11.8%
Sold to Original Price Ratio	100.5%	100.4%	▲ 0.1%	99.3%	▲ 1.2%	99.3%	99.7%	▼ -0.4%
Price per Square Foot	\$377	\$375	▲ 0.5%	\$369	▲ 2.2%	\$375	\$373	▲ 0.5%



# METRO BOSTON REGION

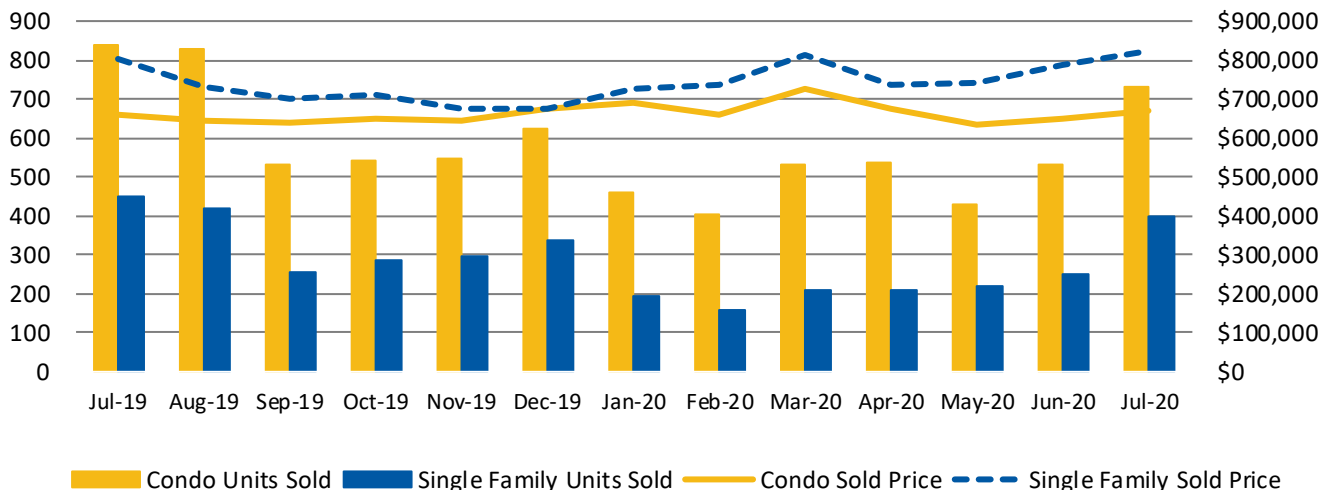
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$827,000	\$806,000	▲ 2.6%	\$790,000	▲ 4.7%	\$775,000	\$733,000	▲ 5.7%
Units Sold	401	448	▼ -10.5%	252	▲ 59.1%	1,653	2,092	▼ -21.0%
Active Listings	678	677	▲ 0.1%	666	▲ 1.8%	---	---	---
Months Supply of Inventory	1.7	1.5	▲ 13.3%	2.6	▼ -34.6%	---	---	---
New Listings	531	371	▲ 43.1%	583	▼ -8.9%	2,836	3,181	▼ -10.8%
Pending Sales	435	340	▲ 27.9%	433	▲ 0.5%	1,967	2,322	▼ -15.3%
Days to Off Market	29	40	▼ -27.5%	29	▬ 0.0%	33	36	▼ -8.3%
Sold to Original Price Ratio	100.3%	99.4%	▲ 0.9%	99.8%	▲ 0.5%	99.2%	99.3%	▼ -0.1%
Price per Square Foot	\$467	\$447	▲ 4.5%	\$455	▲ 2.6%	\$445	\$434	▲ 2.5%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$670,000	\$660,000	▲ 1.5%	\$650,000	▲ 3.1%	\$675,000	\$650,000	▲ 3.8%
Units Sold	731	838	▼ -12.8%	534	▲ 36.9%	3,635	4,474	▼ -18.8%
Active Listings	2,130	1,653	▲ 28.9%	1,942	▲ 9.7%	---	---	---
Months Supply of Inventory	2.9	2.0	▲ 45.0%	3.6	▼ -19.4%	---	---	---
New Listings	1,300	769	▲ 69.1%	1,434	▼ -9.3%	6,670	6,998	▼ -4.7%
Pending Sales	847	690	▲ 22.8%	780	▲ 8.6%	4,137	4,990	▼ -17.1%
Days to Off Market	33	40	▼ -17.5%	35	▼ -5.7%	39	39	▬ 0.0%
Sold to Original Price Ratio	98.9%	99.3%	▼ -0.4%	98.9%	▬ 0.0%	98.5%	99.1%	▼ -0.6%
Price per Square Foot	\$677	\$680	▼ -0.4%	\$680	▼ -0.4%	\$683	\$689	▼ -0.9%



# METRO WEST REGION

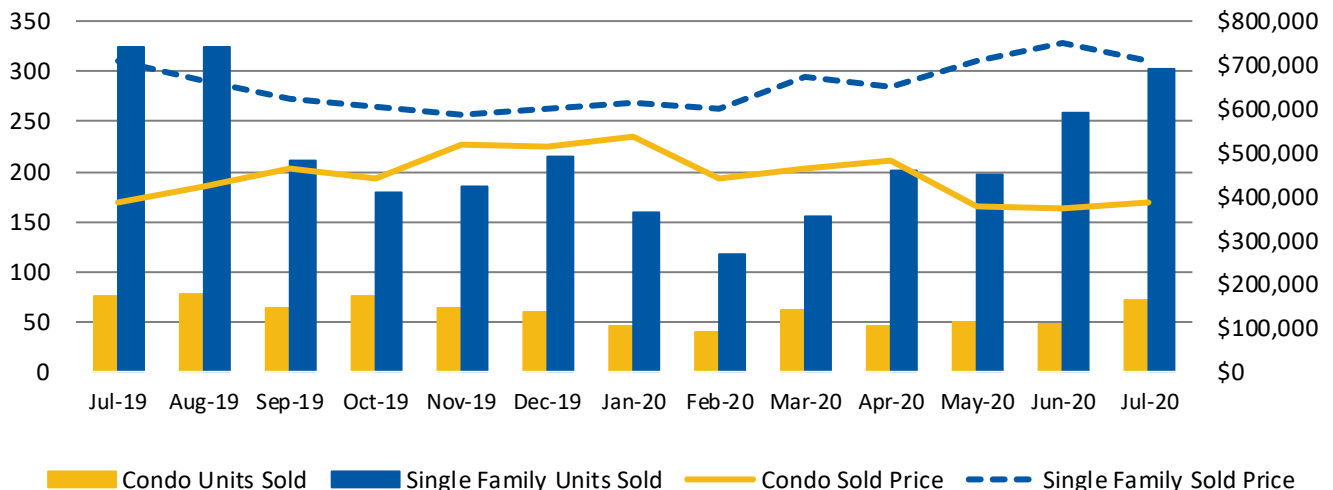
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$711,000	\$712,000	▼ -0.1%	\$753,000	▼ -5.6%	\$679,950	\$656,750	▲ 3.5%
Units Sold	303	325	▼ -6.8%	259	▲ 17.0%	1,398	1,498	▼ -6.7%
Active Listings	397	630	▼ -37.0%	437	▼ -9.2%	---	---	---
Months Supply of Inventory	1.3	1.9	▼ -31.6%	1.7	▼ -23.5%	---	---	---
New Listings	308	224	▲ 37.5%	353	▼ -12.7%	2,030	2,345	▼ -13.4%
Pending Sales	306	232	▲ 31.9%	354	▼ -13.6%	1,630	1,665	▼ -2.1%
Days to Off Market	44	45	▼ -2.2%	43	▲ 2.3%	43	44	▼ -2.3%
Sold to Original Price Ratio	98.7%	97.7%	▲ 1.0%	98.1%	▲ 0.6%	98.1%	97.7%	▲ 0.4%
Price per Square Foot	\$324	\$316	▲ 2.5%	\$312	▲ 3.8%	\$315	\$312	▲ 1.0%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$387,000	\$387,450	▼ -0.1%	\$375,000	▲ 3.2%	\$438,400	\$406,750	▲ 7.8%
Units Sold	71	76	▼ -6.6%	48	▲ 47.9%	362	416	▼ -13.0%
Active Listings	157	155	▲ 1.3%	152	▲ 3.3%	---	---	---
Months Supply of Inventory	2.2	2.0	▲ 10.0%	3.2	▼ -31.3%	---	---	---
New Listings	90	67	▲ 34.3%	97	▼ -7.2%	549	614	▼ -10.6%
Pending Sales	64	70	▼ -8.6%	92	▼ -30.4%	428	479	▼ -10.6%
Days to Off Market	46	42	▲ 9.5%	56	▼ -17.9%	55	47	▲ 17.0%
Sold to Original Price Ratio	99.3%	99.3%	■ 0.0%	100.6%	▼ -1.3%	99.5%	98.8%	▲ 0.7%
Price per Square Foot	\$291	\$274	▲ 6.2%	\$302	▼ -3.6%	\$289	\$279	▲ 3.6%



# SOUTHERN NORFOLK REGION

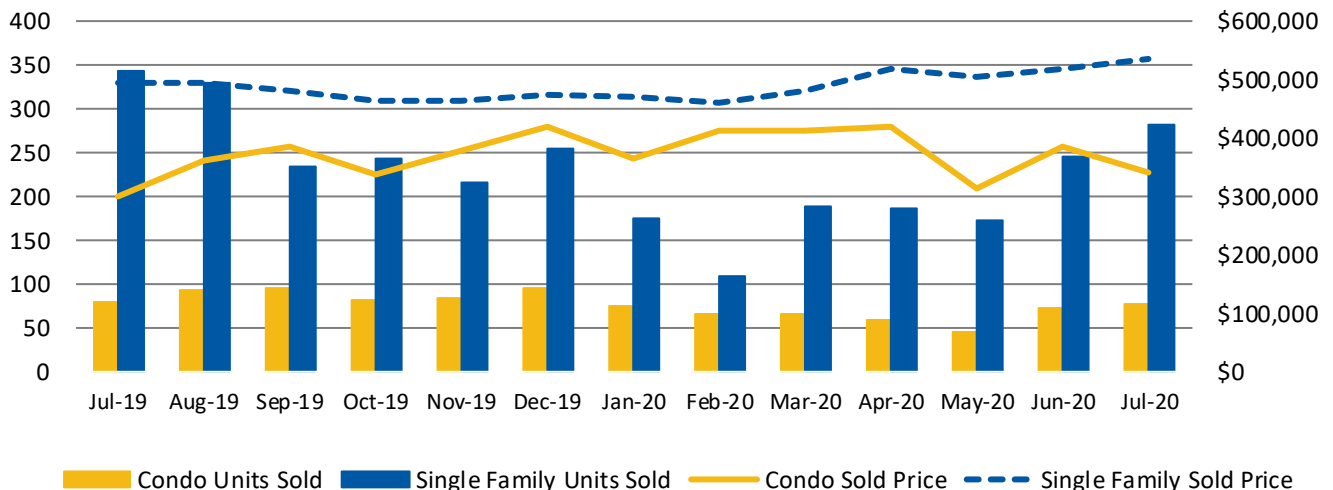
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$535,000	\$495,000	▲ 8.1%	\$519,500	▲ 3.0%	\$503,000	\$480,000	▲ 4.8%
Units Sold	283	344	▼ -17.7%	246	▲ 15.0%	1,365	1,565	▼ -12.8%
Active Listings	398	621	▼ -35.9%	398	▬ 0.0%	---	---	---
Months Supply of Inventory	1.4	1.8	▼ -22.2%	1.6	▼ -12.5%	---	---	---
New Listings	363	321	▲ 13.1%	356	▲ 2.0%	1,976	2,353	▼ -16.0%
Pending Sales	337	275	▲ 22.5%	335	▲ 0.6%	1,626	1,752	▼ -7.2%
Days to Off Market	34	40	▼ -15.0%	30	▲ 13.3%	37	42	▼ -11.9%
Sold to Original Price Ratio	100.4%	98.8%	▲ 1.6%	99.2%	▲ 1.2%	98.7%	97.9%	▲ 0.8%
Price per Square Foot	\$269	\$259	▲ 3.9%	\$277	▼ -2.9%	\$264	\$252	▲ 4.8%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$342,500	\$299,000	▲ 14.5%	\$384,950	▼ -11.0%	\$378,000	\$335,000	▲ 12.8%
Units Sold	78	79	▼ -1.3%	72	▲ 8.3%	462	471	▼ -1.9%
Active Listings	189	213	▼ -11.3%	169	▲ 11.8%	---	---	---
Months Supply of Inventory	2.4	2.7	▼ -11.1%	2.3	▲ 4.3%	---	---	---
New Listings	134	94	▲ 42.6%	117	▲ 14.5%	645	817	▼ -21.1%
Pending Sales	100	88	▲ 13.6%	97	▲ 3.1%	484	609	▼ -20.5%
Days to Off Market	38	46	▼ -17.4%	39	▼ -2.6%	50	44	▲ 13.6%
Sold to Original Price Ratio	99.3%	99.9%	▼ -0.6%	99.9%	▼ -0.6%	100.2%	99.5%	▲ 0.7%
Price per Square Foot	\$271	\$232	▲ 16.8%	\$274	▼ -1.1%	\$276	\$235	▲ 17.4%



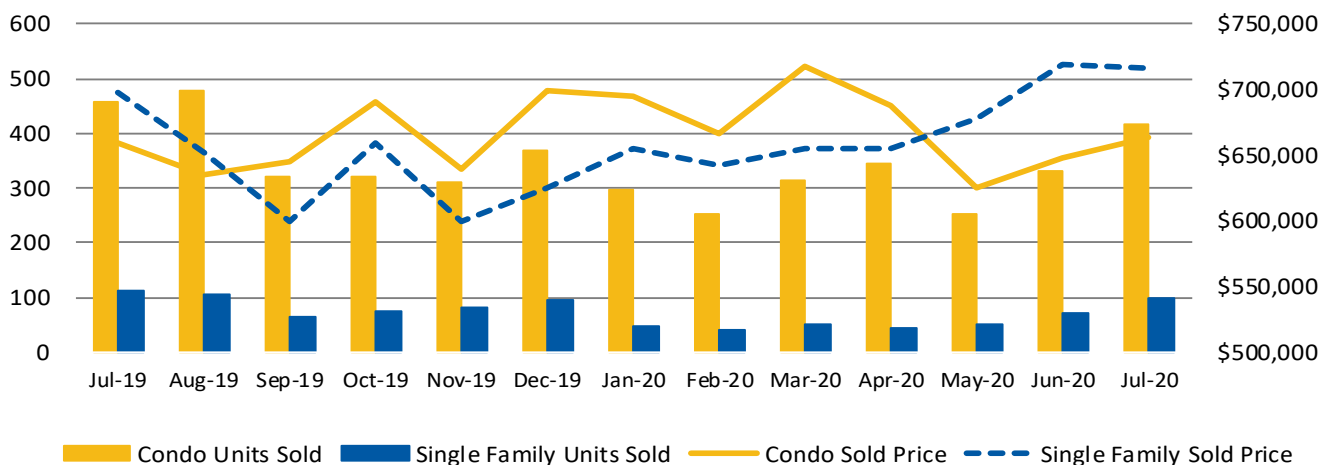
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$716,250	\$697,500	▲ 2.7%	\$718,500	▼ -0.3%	\$675,000	\$654,059	▲ 3.2%
Units Sold	100	114	▼ -12.3%	70	▲ 42.9%	405	558	▼ -27.4%
Active Listings	203	172	▲ 18.0%	176	▲ 15.3%	---	---	---
Months Supply of Inventory	2.1	1.5	▲ 40.0%	2.6	▼ -19.2%	---	---	---
New Listings	148	89	▲ 66.3%	151	▼ -2.0%	733	835	▼ -12.2%
Pending Sales	100	81	▲ 23.5%	105	▼ -4.8%	478	605	▼ -21.0%
Days to Off Market	34	44	▼ -22.7%	25	▲ 36.0%	32	38	▼ -15.8%
Sold to Original Price Ratio	100.9%	99.1%	▲ 1.8%	101.2%	▼ -0.3%	99.7%	99.5%	▲ 0.2%
Price per Square Foot	\$462	\$463	▼ -0.2%	\$476	▼ -2.9%	\$457	\$453	▲ 0.9%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$663,750	\$660,000	▲ 0.6%	\$648,000	▲ 2.4%	\$670,000	\$650,000	▲ 3.1%
Units Sold	418	457	▼ -8.5%	330	▲ 26.7%	2,209	2,577	▼ -14.3%
Active Listings	1,428	1,107	▲ 29.0%	1,319	▲ 8.3%	---	---	---
Months Supply of Inventory	3.4	2.4	▲ 41.7%	4.0	▼ -15.0%	---	---	---
New Listings	799	440	▲ 81.6%	912	▼ -12.4%	4,183	4,189	▼ -0.1%
Pending Sales	514	386	▲ 33.2%	459	▲ 12.0%	2,502	2,889	▼ -13.4%
Days to Off Market	36	42	▼ -14.3%	39	▼ -7.7%	43	43	■ 0.0%
Sold to Original Price Ratio	98.4%	98.8%	▼ -0.4%	98.5%	▼ -0.1%	98.0%	98.3%	▼ -0.3%
Price per Square Foot	\$763	\$768	▼ -0.7%	\$734	▲ 4.0%	\$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		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$767,500	\$779,950	▼ -1.6%	\$770,000	▼ -0.3%	\$740,000	\$725,000	▲ 2.1%
Units Sold	120	154	▼ -22.1%	96	▲ 25.0%	601	798	▼ -24.7%
Active Listings	260	264	▼ -1.5%	230	▲ 13.0%	---	---	---
Months Supply of Inventory	2.2	1.7	▲ 29.4%	2.4	▼ -8.3%	---	---	---
New Listings	223	167	▲ 33.5%	215	▲ 3.7%	1,047	1,271	▼ -17.6%
Pending Sales	149	134	▲ 11.2%	154	▼ -3.2%	676	864	▼ -21.8%
Days to Off Market	32	31	▲ 3.2%	32	▬ 0.0%	32	33	▼ -3.0%
Sold to Original Price Ratio	98.5%	100.8%	▼ -2.3%	99.0%	▼ -0.5%	98.7%	98.6%	▲ 0.1%
Price per Square Foot	\$334	\$335	▼ -0.3%	\$316	▲ 5.7%	\$321	\$308	▲ 4.2%

## 3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$912,000	\$900,000	▲ 1.3%	\$990,000	▼ -7.9%	\$954,000	\$855,000	▲ 11.6%
Units Sold	26	75	▼ -65.3%	15	▲ 73.3%	184	320	▼ -42.5%
Active Listings	110	115	▼ -4.3%	90	▲ 22.2%	---	---	---
Months Supply of Inventory	4.2	1.5	▲ 180.0%	6.0	▼ -30.0%	---	---	---
New Listings	83	61	▲ 36.1%	79	▲ 5.1%	376	535	▼ -29.7%
Pending Sales	44	41	▲ 7.3%	33	▲ 33.3%	181	334	▼ -45.8%
Days to Off Market	42	39	▲ 7.7%	28	▲ 50.0%	33	37	▼ -10.8%
Sold to Original Price Ratio	98.2%	97.3%	▲ 0.9%	97.1%	▲ 1.1%	96.3%	96.8%	▼ -0.5%
Price per Square Foot	\$313	\$334	▼ -6.3%	\$277	▲ 13.0%	\$352	\$310	▲ 13.5%

## 4 Family Homes

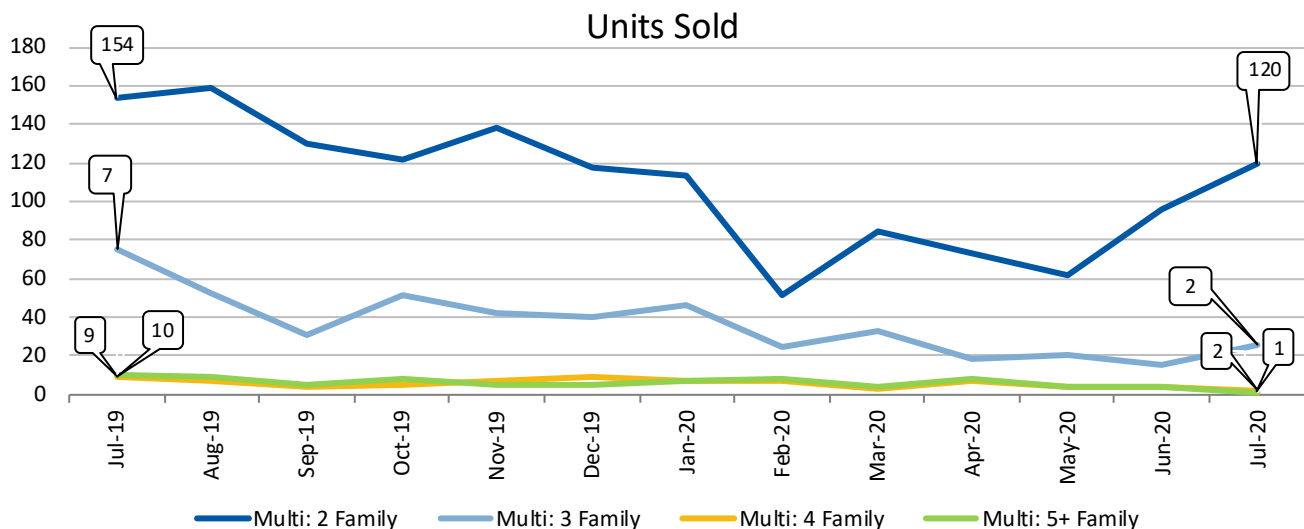
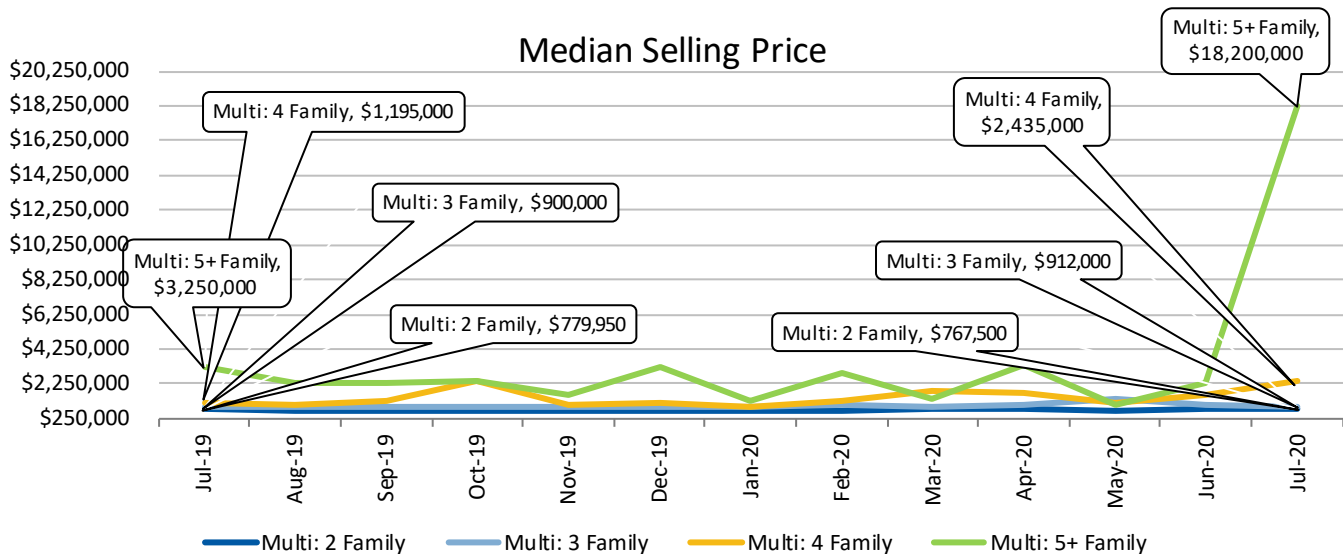
	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	\$2,435,000	\$1,195,000	▲ 103.8%	\$1,650,000	▲ 47.6%	\$1,346,500	\$1,100,000	▲ 22.4%
Units Sold	2	9	▼ -77.8%	4	▼ -50.0%	38	53	▼ -28.3%
Active Listings	16	21	▼ -23.8%	13	▲ 23.1%	---	---	---
Months Supply of Inventory	8.0	2.3	▲ 247.8%	3.3	▲ 142.4%	---	---	---
New Listings	10	13	▼ -23.1%	5	▲ 100.0%	63	89	▼ -29.2%
Pending Sales	7	7	▬ 0.0%	7	▬ 0.0%	40	49	▼ -18.4%
Days to Off Market	28	54	▼ -48.1%	66	▼ -57.6%	45	42	▲ 7.1%
Sold to Original Price Ratio	90.0%	96.6%	▼ -6.8%	97.3%	▼ -7.5%	94.8%	95.4%	▼ -0.6%
Price per Square Foot	\$564	\$340	▲ 65.9%	\$501	▲ 12.6%	\$398	\$380	▲ 4.7%

# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

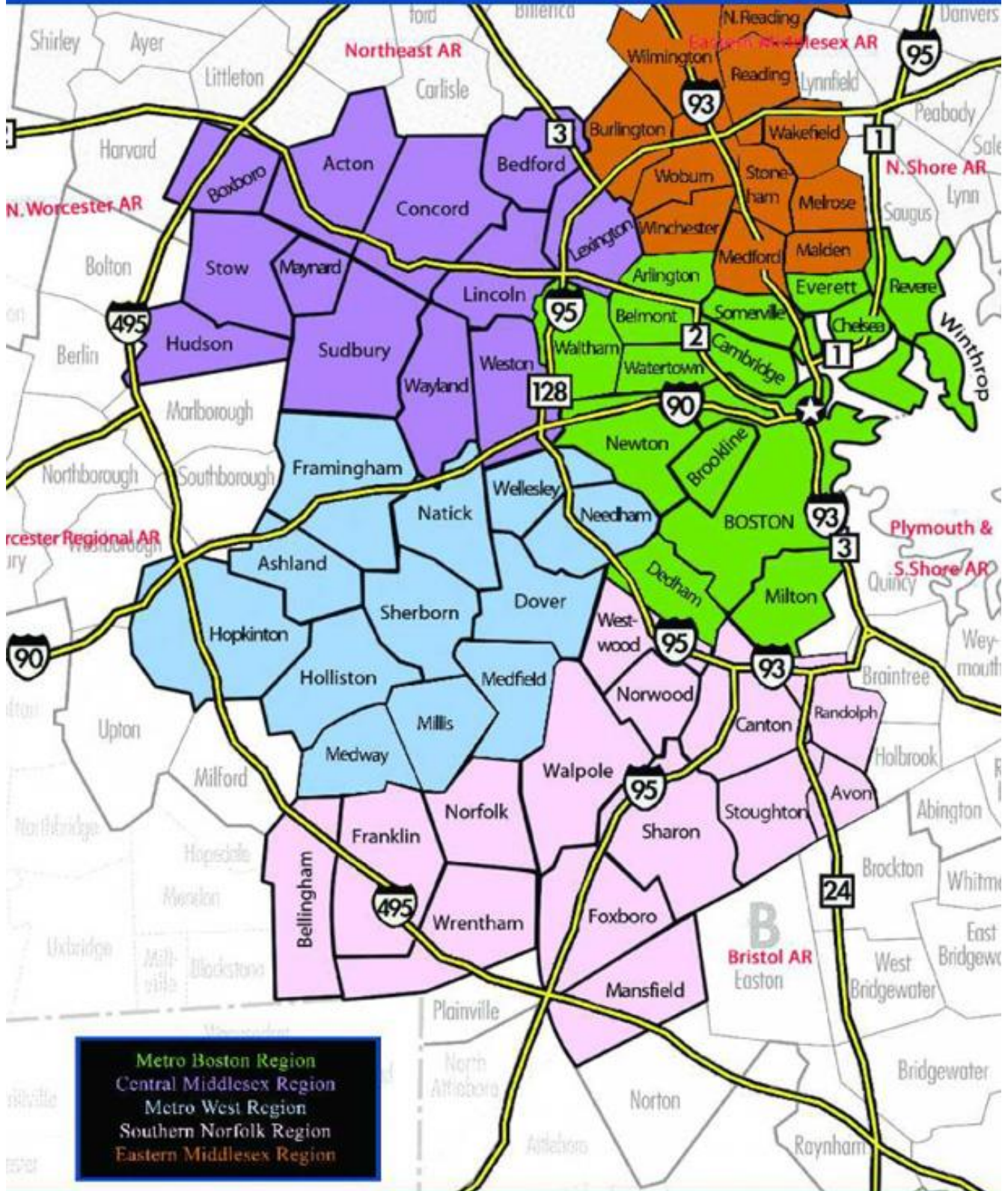
## 5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2020	Jul 2019	Change	Jun 2020	Change	2020	2019	Change
Median Selling Price	#####	\$3,250,000	▲ 460.0%	\$2,250,000	▲ 708.9%	\$2,600,000	\$2,450,000	▲ 6.1%
Units Sold	1	10	▼ -90.0%	4	▼ -75.0%	36	57	▼ -36.8%
Active Listings	37	33	▲ 12.1%	28	▲ 32.1%	---	---	---
Months Supply of Inventory	37.0	3.3	▲ 1021.2%	7.0	▲ 428.6%	---	---	---
New Listings	19	10	▲ 90.0%	6	▲ 216.7%	84	102	▼ -17.6%
Pending Sales	5	8	▼ -37.5%	2	▲ 150.0%	35	58	▼ -39.7%
Days to Off Market	65	34	▲ 91.2%	64	▲ 1.6%	65	48	▲ 35.4%
Sold to Original Price Ratio	91.0%	97.1%	▼ -6.3%	98.8%	▼ -7.9%	92.5%	94.6%	▼ -2.2%
Price per Square Foot	\$858	\$584	▲ 46.9%	\$474	▲ 81.0%	\$437	\$497	▼ -12.1%



# 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.*