

MONTHLY MARKET INSIGHT REPORT

June 2020

Detached Single-Family Home

The 1,150 homes sold in June 2020 was the eighteenth highest sales total for the month and was a 28.8 percent decrease from the 1,616 homes sold in June 2019. Additionally, the median sales price increased 4.5 percent to a new record price for June in Greater Boston of \$679,075 up from the \$650,000 price in June 2019.

Condominiums

With 706 condos sold in June, it was the eighteenth most active June on record in Greater Boston, as the market experienced an 39.3 percent decline in sales volume from the 1,253 sold in June 2019. The median sales price of condos decreased 4.4 percent from \$619,900 in June 2019 to \$592,500 this year.

Multi-Family Homes

This month, 119 multi-family homes were sold in Greater Boston, which is a 40.2 percent decrease from the 199 multi-family homes sold in June 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 7/10/2020

GREATER BOSTON MARKET SUMMARY

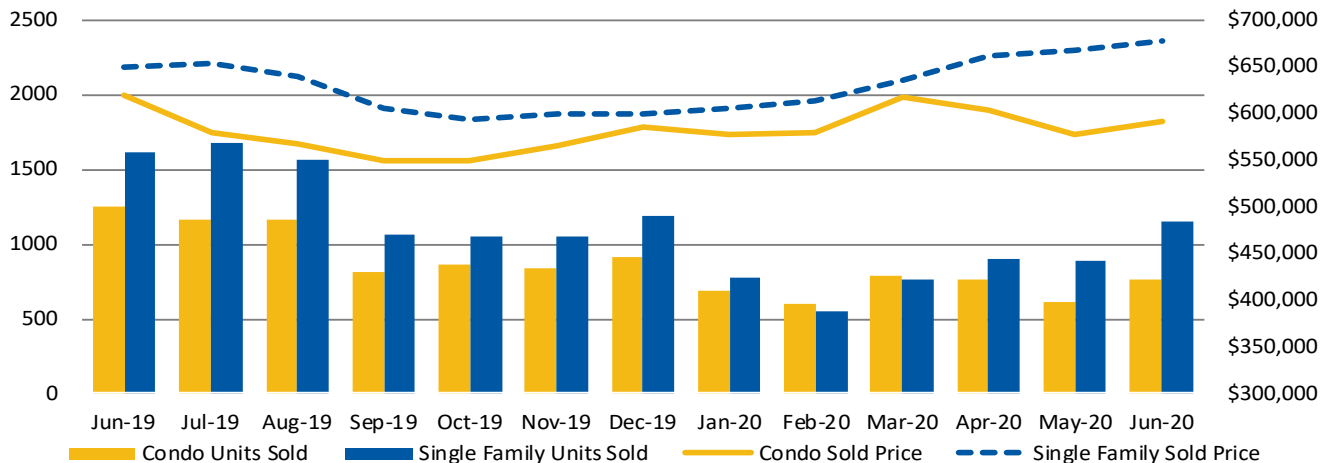
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$679,075	\$650,000	▲ 4.5%	\$667,500	▲ 1.7%	\$650,000	\$619,000	▲ 5.0%
Units Sold	1,150	1,616	▼ -28.8%	894	▲ 28.6%	5,042	5,990	▼ -15.8%
Active Listings	2,200	3,259	▼ -32.5%	2,171	▲ 1.3%	---	---	---
Months Supply of Inventory	1.9	2.0	▼ -5.0%	2.4	▼ -20.8%	---	---	---
New Listings	1,911	1,866	▲ 2.4%	1,646	▲ 16.1%	8,264	10,388	▼ -20.4%
Pending Sales	1,705	1,586	▲ 7.5%	1,187	▲ 43.6%	6,204	7,296	▼ -15.0%
Days to Off Market	35	35	■ 0.0%	36	▼ -2.8%	39	40	▼ -2.5%
Sold to Original Price Ratio	99.2%	99.9%	▼ -0.7%	99.1%	▲ 0.1%	98.5%	98.5%	■ 0.0%
Price per Square Foot	\$345	\$343	▲ 0.6%	\$337	▲ 2.4%	\$338	\$335	▲ 0.9%

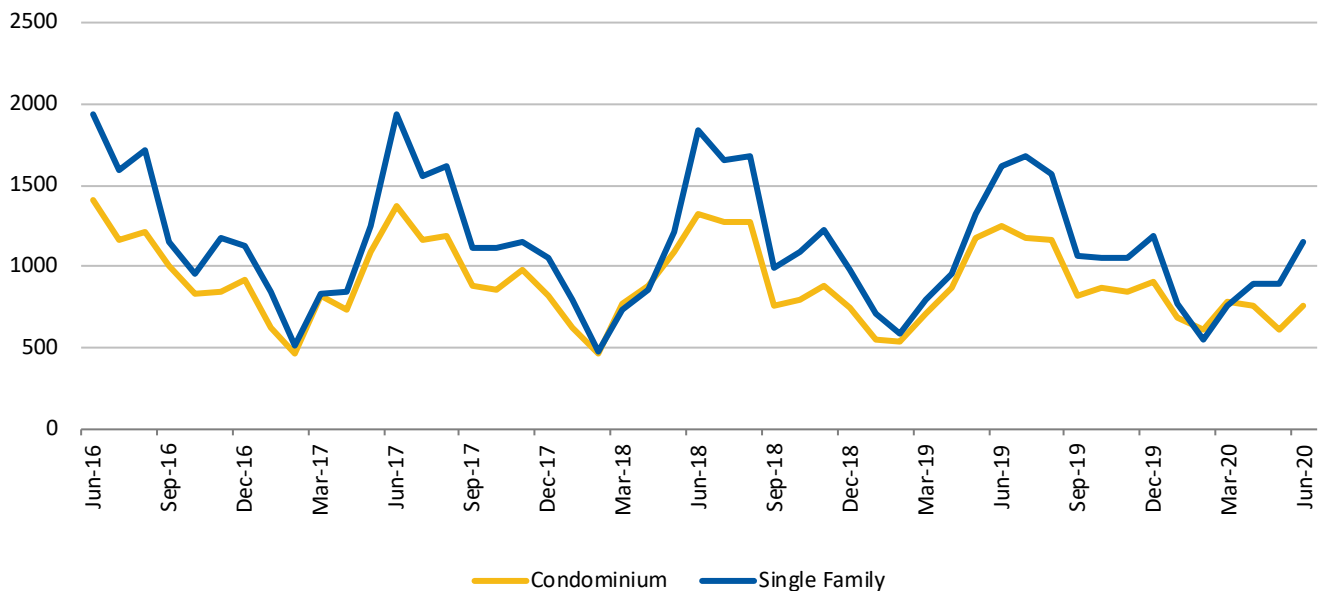
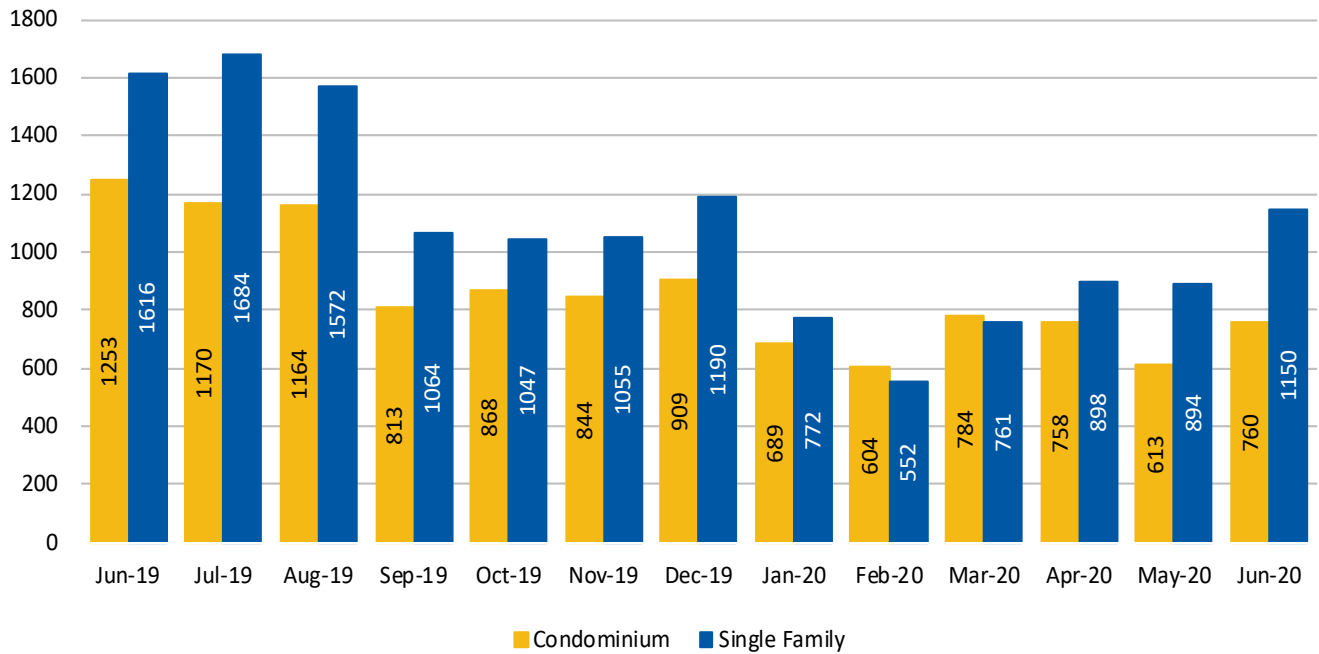
Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$592,500	\$619,900	▼ -4.4%	\$578,754	▲ 2.4%	\$591,435	\$575,000	▲ 2.9%
Units Sold	760	1,253	▼ -39.3%	613	▲ 24.0%	4,211	5,102	▼ -17.5%
Active Listings	2,511	2,564	▼ -2.1%	2,093	▲ 20.0%	---	---	---
Months Supply of Inventory	3.3	2.0	▲ 65.0%	3.4	▼ -2.9%	---	---	---
New Listings	1,868	1,556	▲ 20.1%	1,310	▲ 42.6%	7,307	8,647	▼ -15.5%
Pending Sales	1,186	1,183	▲ 0.3%	782	▲ 51.7%	4,828	6,108	▼ -21.0%
Days to Off Market	37	34	▲ 8.8%	36	▲ 2.8%	44	40	▲ 10.0%
Sold to Original Price Ratio	99.2%	99.8%	▼ -0.6%	99.0%	▲ 0.2%	98.7%	99.1%	▼ -0.4%
Price per Square Foot	\$568	\$633	▼ -10.3%	\$534	▲ 6.4%	\$568	\$577	▼ -1.6%



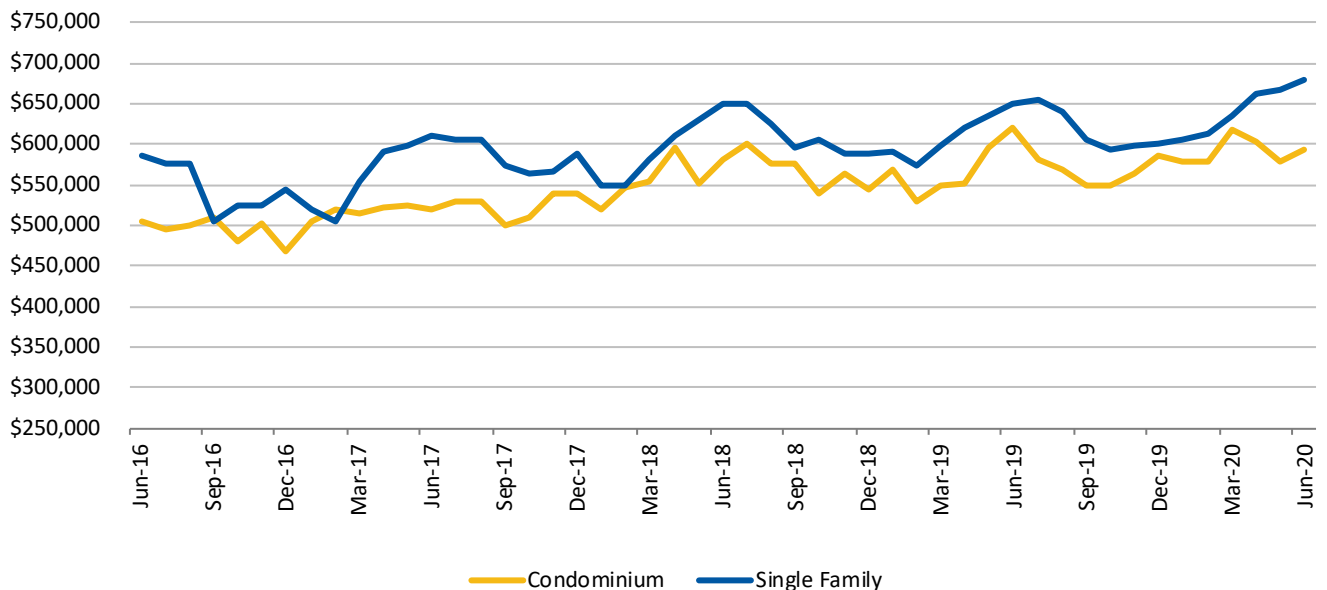
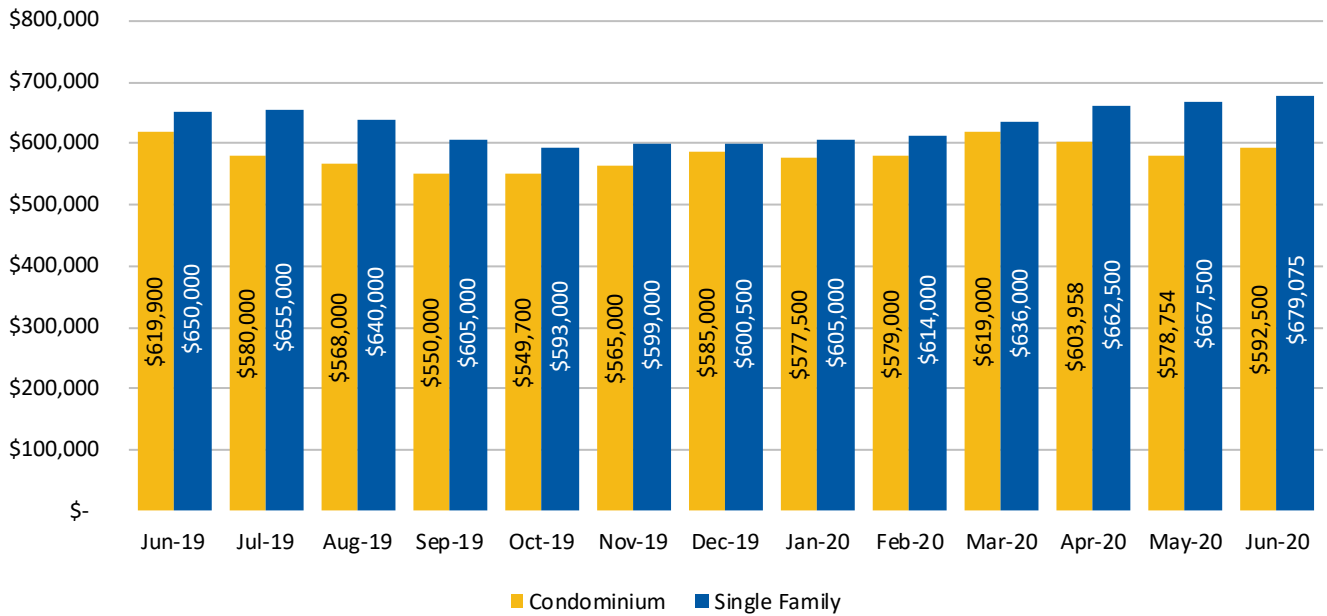
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,150	1,616	▼ -28.8%	894	▲ 28.6%	5,042	5,990	▼ -15.8%
CONDOMINIUMS	760	1,253	▼ -39.3%	613	▲ 24.0%	4,211	5,102	▼ -17.5%



MEDIAN SELLING PRICE

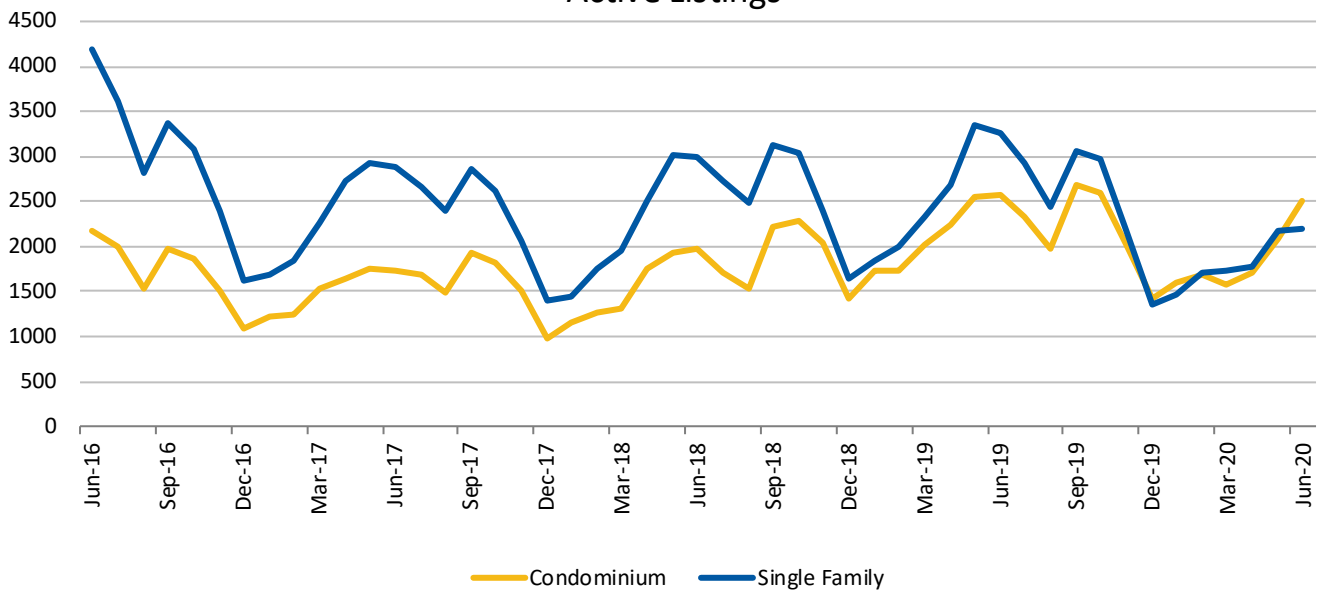
	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	\$679,075	\$650,000	▲ 4.5%	\$667,500	▲ 1.7%	\$650,000	\$619,000	▲ 5.0%
CONDOMINIUMS	\$592,500	\$619,900	▼ -4.4%	\$578,754	▲ 2.4%	\$591,435	\$575,000	▲ 2.9%



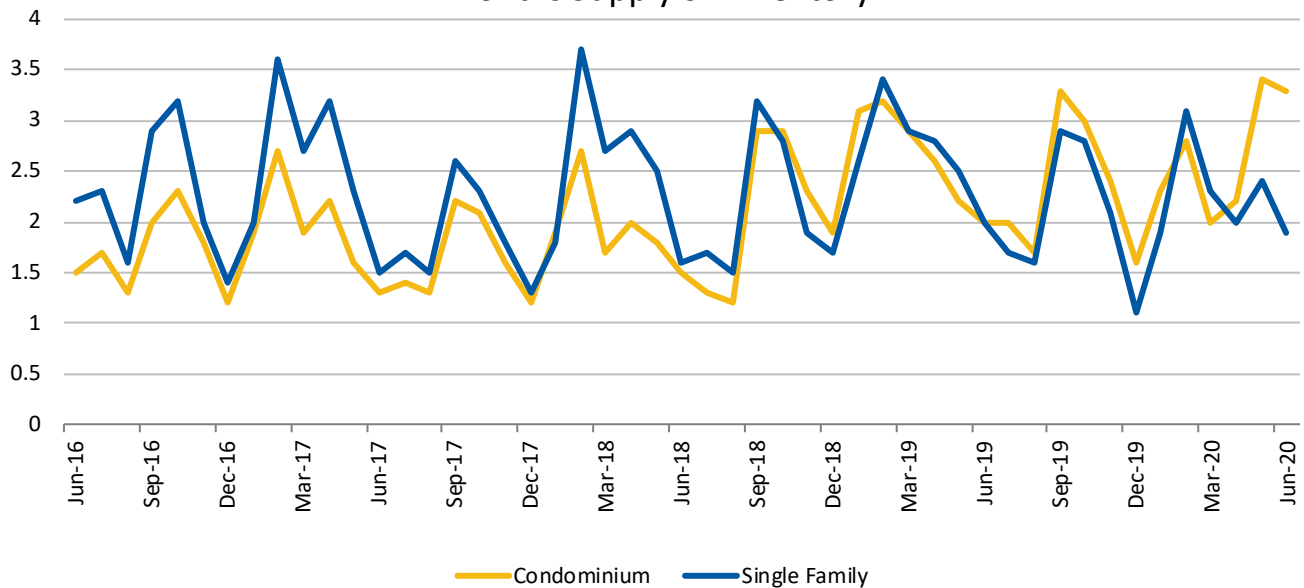
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jun 2020	Jun 2019	Change	May 2020	Change
SINGLE FAMILY HOMES	Active Listings	2,200	3,259	▼ -32.5%	2,171	▲ 1.3%
	Months Supply of Inventory	1.9	2.0	▼ -5.0%	2.4	▼ -20.8%
CONDOMINIUMS	Active Listings	2,511	2,564	▼ -2.1%	2,093	▲ 20.0%
	Months Supply of Inventory	3.3	2.0	▲ 65.0%	3.4	▼ -2.9%

Active Listings

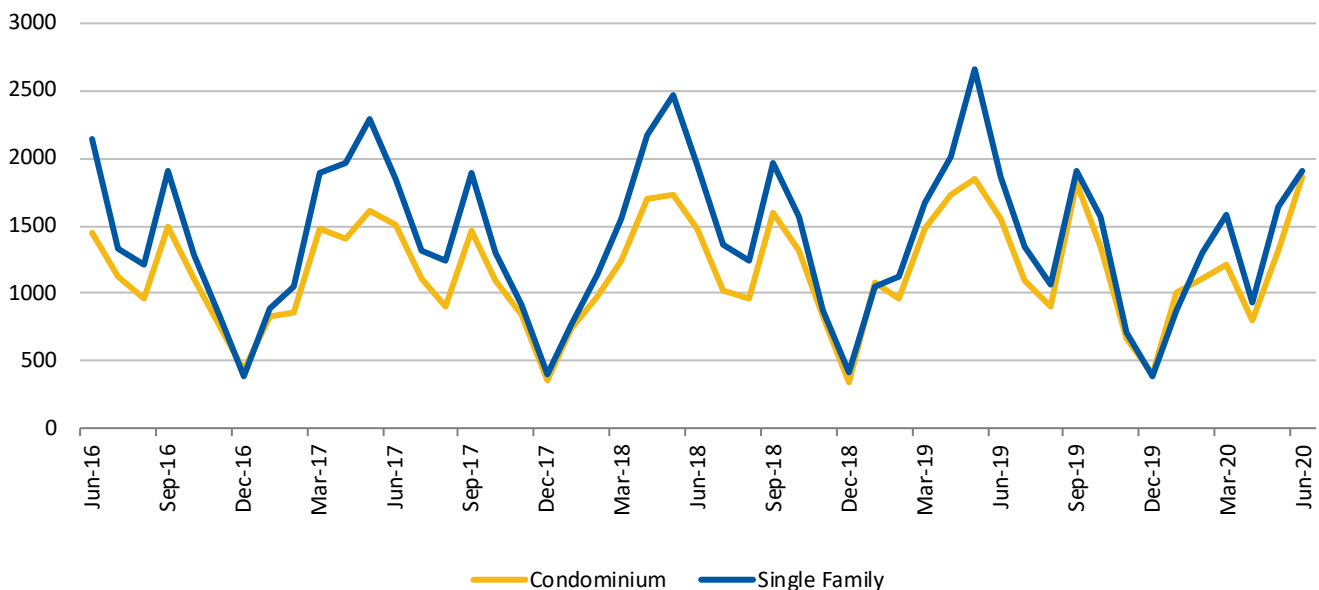
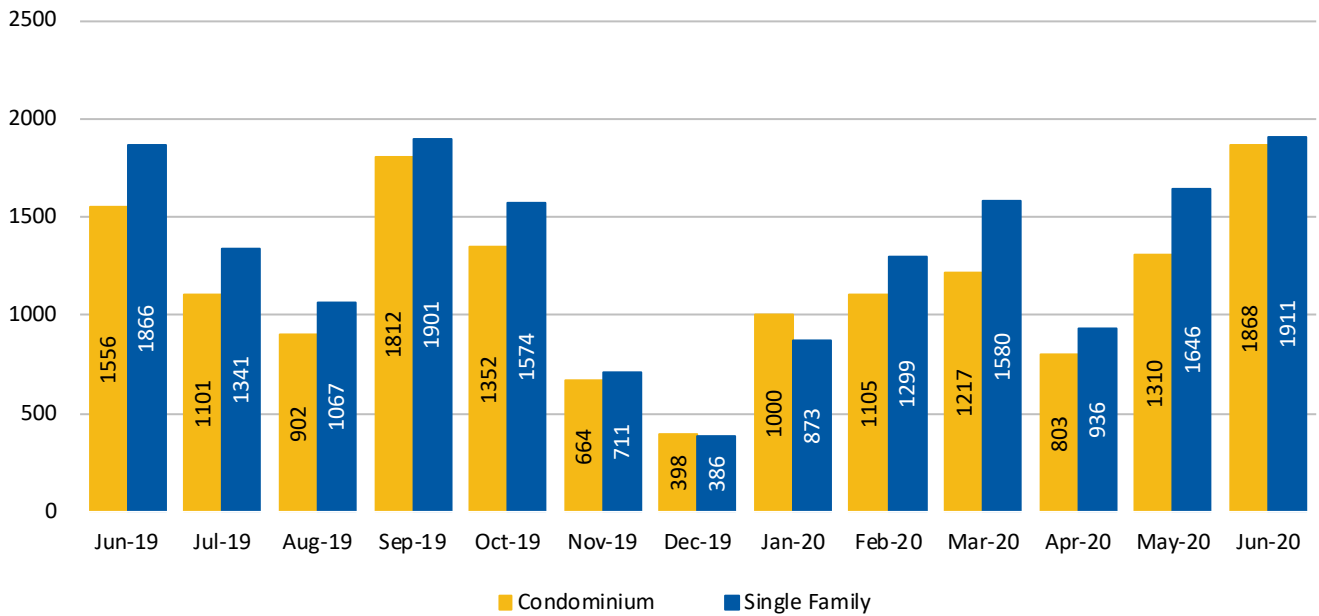


Months Supply of Inventory



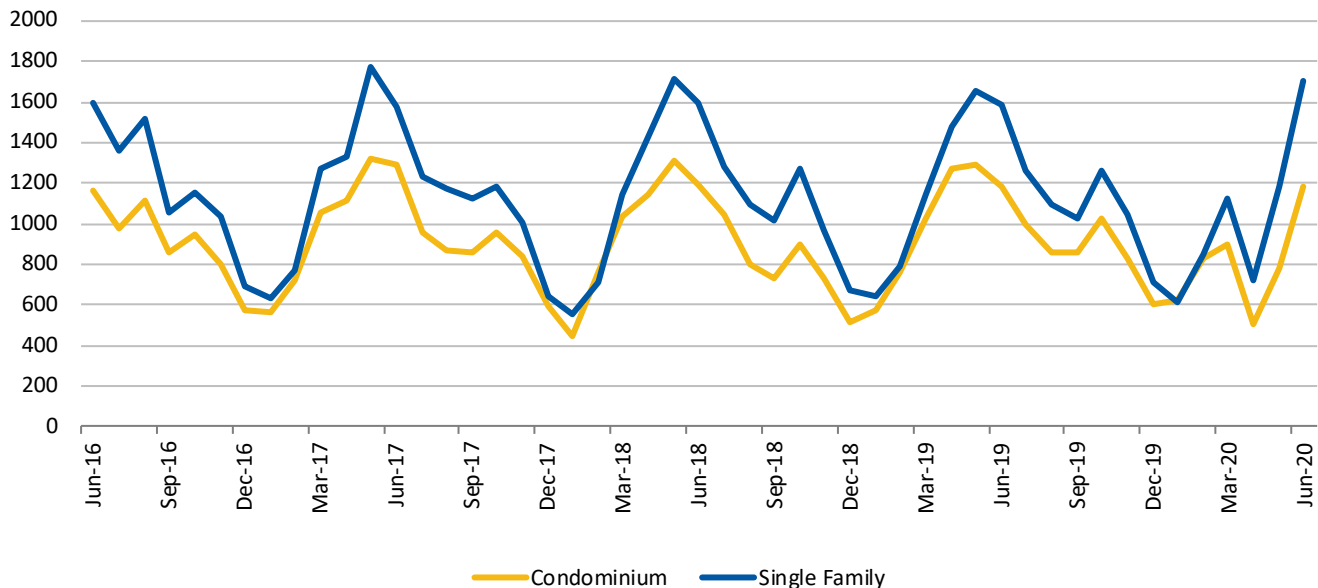
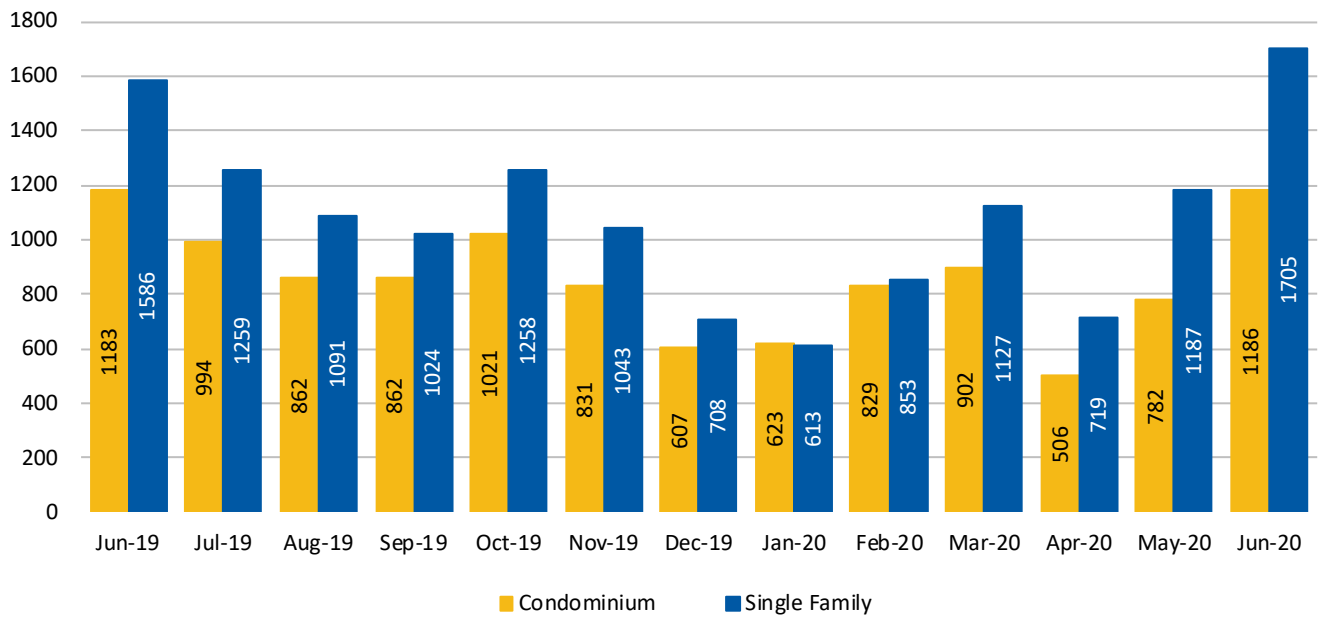
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,911	1,866	▲ 2.4%	1,646	▲ 16.1%	8,264	10,388	▼ -20.4%
CONDOMINIUMS	1,868	1,556	▲ 20.1%	1,310	▲ 42.6%	7,307	8,647	▼ -15.5%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,705	1,586	▲ 7.5%	1,187	▲ 43.6%	6,204	7,296	▼ -15.0%
CONDOMINIUMS	1,186	1,183	▲ 0.3%	782	▲ 51.7%	4,828	6,108	▼ -21.0%



CENTRAL MIDDLESEX REGION

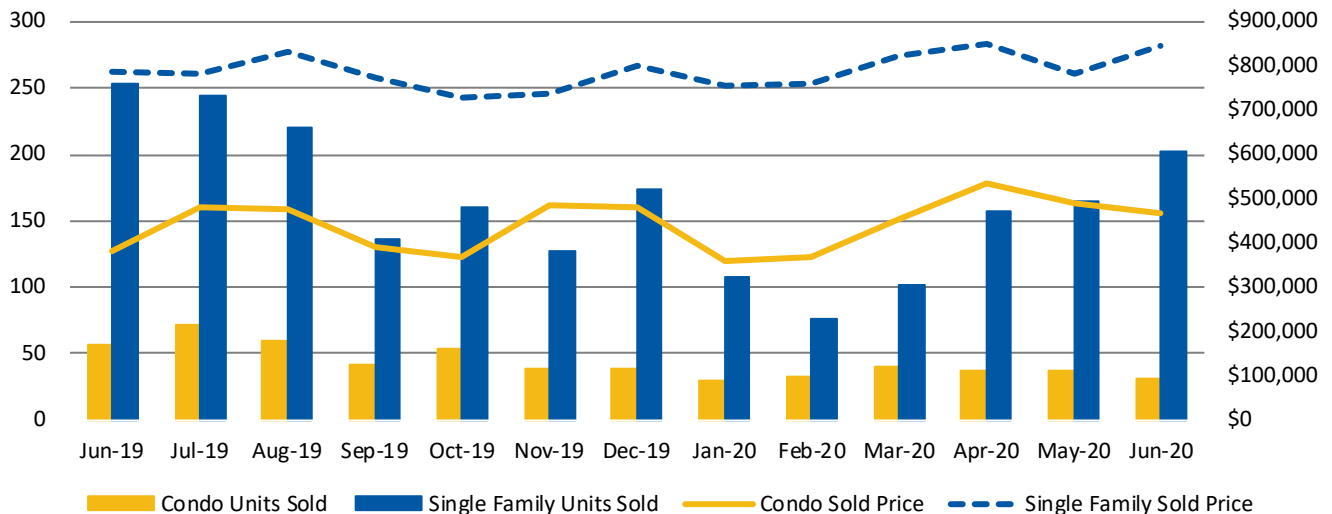
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$845,000	\$789,500	▲ 7.0%	\$785,000	▲ 7.6%	\$825,000	\$779,000	▲ 5.9%
Units Sold	203	254	▼ -20.1%	165	▲ 23.0%	810	839	▼ -3.5%
Active Listings	433	695	▼ -37.7%	433	▬ 0.0%	---	---	---
Months Supply of Inventory	2.1	2.7	▼ -22.2%	2.6	▼ -19.2%	---	---	---
New Listings	296	279	▲ 6.1%	300	▼ -1.3%	1,374	1,693	▼ -18.8%
Pending Sales	272	220	▲ 23.6%	209	▲ 30.1%	1,029	1,063	▼ -3.2%
Days to Off Market	44	42	▲ 4.8%	41	▲ 7.3%	48	48	▬ 0.0%
Sold to Original Price Ratio	98.0%	99.2%	▼ -1.2%	98.4%	▼ -0.4%	97.4%	97.9%	▼ -0.5%
Price per Square Foot	\$326	\$320	▲ 1.9%	\$314	▲ 3.8%	\$319	\$316	▲ 0.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$468,000	\$381,500	▲ 22.7%	\$490,000	▼ -4.5%	\$469,995	\$399,900	▲ 17.5%
Units Sold	31	56	▼ -44.6%	37	▼ -16.2%	207	279	▼ -25.8%
Active Listings	81	136	▼ -40.4%	93	▼ -12.9%	---	---	---
Months Supply of Inventory	2.6	2.4	▲ 8.3%	2.5	▲ 4.0%	---	---	---
New Listings	65	64	▲ 1.6%	61	▲ 6.6%	329	420	▼ -21.7%
Pending Sales	67	62	▲ 8.1%	40	▲ 67.5%	268	317	▼ -15.5%
Days to Off Market	53	43	▲ 23.3%	37	▲ 43.2%	56	45	▲ 24.4%
Sold to Original Price Ratio	98.7%	100.5%	▼ -1.8%	98.0%	▲ 0.7%	98.7%	99.4%	▼ -0.7%
Price per Square Foot	\$296	\$284	▲ 4.2%	\$287	▲ 3.1%	\$286	\$274	▲ 4.4%



EASTERN MIDDLESEX REGION

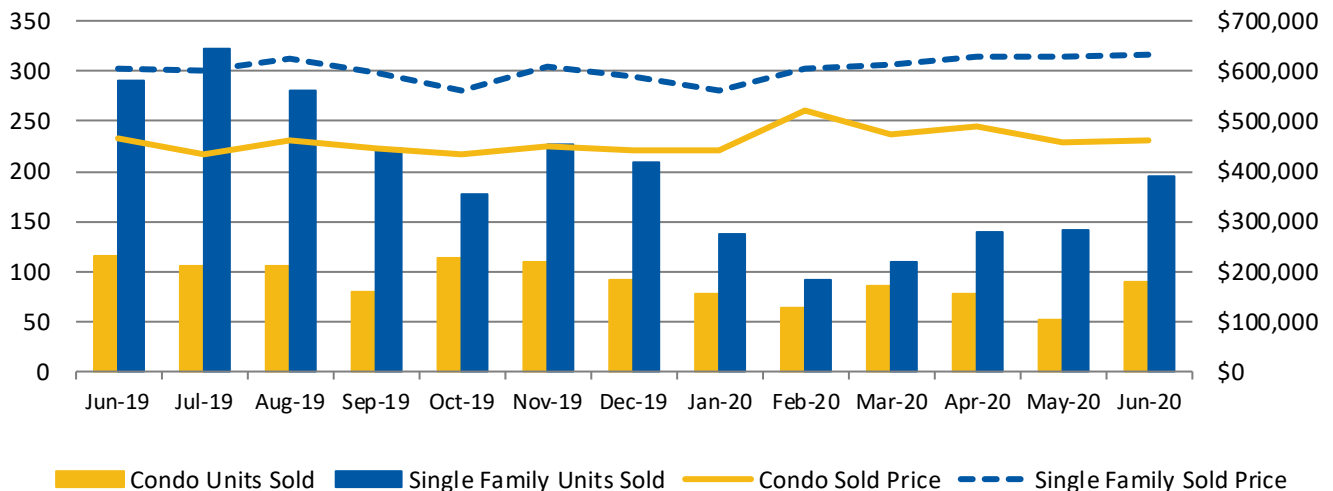
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$634,450	\$605,000	▲ 4.9%	\$630,000	▲ 0.7%	\$620,000	\$588,000	▲ 5.4%
Units Sold	196	291	▼ -32.6%	141	▲ 39.0%	817	1,113	▼ -26.6%
Active Listings	268	418	▼ -35.9%	244	▲ 9.8%	---	---	---
Months Supply of Inventory	1.4	1.4	▬ 0.0%	1.7	▼ -17.6%	---	---	---
New Listings	326	349	▼ -6.6%	250	▲ 30.4%	1,255	1,732	▼ -27.5%
Pending Sales	291	317	▼ -8.2%	193	▲ 50.8%	999	1,340	▼ -25.4%
Days to Off Market	27	26	▲ 3.8%	27	▬ 0.0%	31	33	▼ -6.1%
Sold to Original Price Ratio	101.2%	101.0%	▲ 0.2%	100.3%	▲ 0.9%	99.9%	99.7%	▲ 0.2%
Price per Square Foot	\$349	\$337	▲ 3.6%	\$337	▲ 3.6%	\$339	\$328	▲ 3.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$460,000	\$466,450	▼ -1.4%	\$459,748	▲ 0.1%	\$470,000	\$444,250	▲ 5.8%
Units Sold	89	116	▼ -23.3%	52	▲ 71.2%	444	456	▼ -2.6%
Active Listings	167	176	▼ -5.1%	164	▲ 1.8%	---	---	---
Months Supply of Inventory	1.9	1.5	▲ 26.7%	3.2	▼ -40.6%	---	---	---
New Listings	156	135	▲ 15.6%	108	▲ 44.4%	644	730	▼ -11.8%
Pending Sales	145	110	▲ 31.8%	63	▲ 130.2%	509	562	▼ -9.4%
Days to Off Market	31	27	▲ 14.8%	34	▼ -8.8%	39	33	▲ 18.2%
Sold to Original Price Ratio	99.3%	100.4%	▼ -1.1%	99.4%	▼ -0.1%	99.0%	99.5%	▼ -0.5%
Price per Square Foot	\$369	\$377	▼ -2.1%	\$354	▲ 4.2%	\$374	\$373	▲ 0.3%



METRO BOSTON REGION

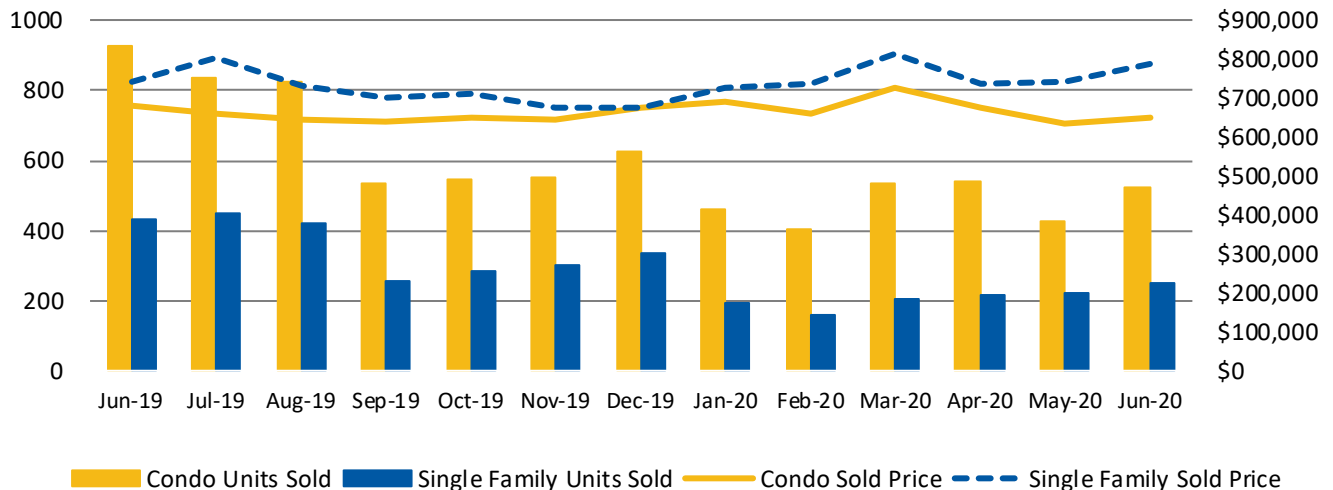
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$790,000	\$741,000	▲ 6.6%	\$740,289	▲ 6.7%	\$762,000	\$721,750	▲ 5.6%
Units Sold	251	433	▼ -42.0%	219	▲ 14.6%	1,249	1,644	▼ -24.0%
Active Listings	665	773	▼ -14.0%	594	▲ 12.0%	---	---	---
Months Supply of Inventory	2.6	1.8	▲ 44.4%	2.7	▼ -3.7%	---	---	---
New Listings	581	517	▲ 12.4%	456	▲ 27.4%	2,302	2,810	▼ -18.1%
Pending Sales	439	422	▲ 4.0%	283	▲ 55.1%	1,545	1,983	▼ -22.1%
Days to Off Market	28	34	▼ -17.6%	33	▼ -15.2%	34	35	▼ -2.9%
Sold to Original Price Ratio	99.8%	100.5%	▼ -0.7%	99.0%	▲ 0.8%	98.8%	99.2%	▼ -0.4%
Price per Square Foot	\$456	\$444	▲ 2.7%	\$439	▲ 3.9%	\$438	\$430	▲ 1.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$652,500	\$680,500	▼ -4.1%	\$635,000	▲ 2.8%	\$675,000	\$650,000	▲ 3.8%
Units Sold	522	928	▼ -43.8%	428	▲ 22.0%	2,887	3,635	▼ -20.6%
Active Listings	1,945	1,849	▲ 5.2%	1,524	▲ 27.6%	---	---	---
Months Supply of Inventory	3.7	2.0	▲ 85.0%	3.6	▲ 2.8%	---	---	---
New Listings	1,435	1,121	▲ 28.0%	991	▲ 44.8%	5,367	6,228	▼ -13.8%
Pending Sales	784	848	▼ -7.5%	582	▲ 34.7%	3,300	4,299	▼ -23.2%
Days to Off Market	34	34	■ 0.0%	35	▼ -2.9%	41	39	▲ 5.1%
Sold to Original Price Ratio	99.0%	99.7%	▼ -0.7%	98.8%	▲ 0.2%	98.4%	99.0%	▼ -0.6%
Price per Square Foot	\$682	\$747	▼ -8.7%	\$635	▲ 7.4%	\$685	\$691	▼ -0.9%



METRO WEST REGION

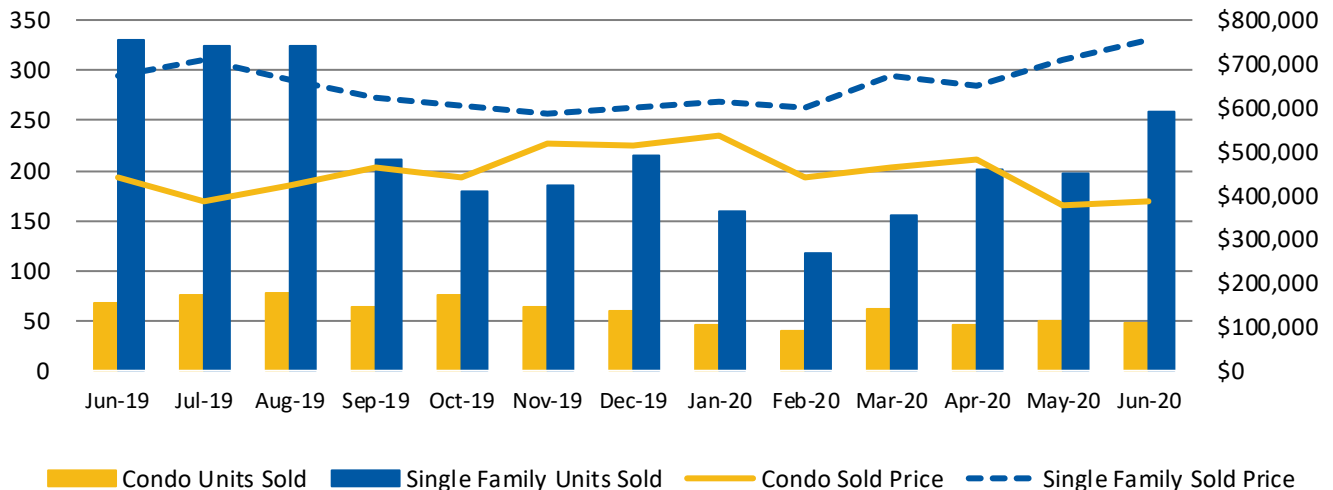
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$754,000	\$673,000	▲ 12.0%	\$711,500	▲ 6.0%	\$670,000	\$648,000	▲ 3.4%
Units Sold	258	331	▼ -22.1%	197	▲ 31.0%	1,092	1,173	▼ -6.9%
Active Listings	437	728	▼ -40.0%	498	▼ -12.2%	---	---	---
Months Supply of Inventory	1.7	2.2	▼ -22.7%	2.5	▼ -32.0%	---	---	---
New Listings	353	356	▼ -0.8%	336	▲ 5.1%	1,722	2,121	▼ -18.8%
Pending Sales	363	300	▲ 21.0%	250	▲ 45.2%	1,334	1,433	▼ -6.9%
Days to Off Market	44	41	▲ 7.3%	44	▬ 0.0%	44	44	▬ 0.0%
Sold to Original Price Ratio	98.1%	98.7%	▼ -0.6%	99.5%	▼ -1.4%	98.0%	97.7%	▲ 0.3%
Price per Square Foot	\$312	\$311	▲ 0.3%	\$313	▼ -0.3%	\$312	\$310	▲ 0.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$385,000	\$440,100	▼ -12.5%	\$377,500	▲ 2.0%	\$440,750	\$410,000	▲ 7.5%
Units Sold	47	67	▼ -29.9%	50	▼ -6.0%	290	340	▼ -14.7%
Active Listings	150	178	▼ -15.7%	151	▼ -0.7%	---	---	---
Months Supply of Inventory	3.2	2.7	▲ 18.5%	3.0	▲ 6.7%	---	---	---
New Listings	95	98	▼ -3.1%	75	▲ 26.7%	456	547	▼ -16.6%
Pending Sales	91	63	▲ 44.4%	49	▲ 85.7%	363	409	▼ -11.2%
Days to Off Market	55	32	▲ 71.9%	47	▲ 17.0%	57	48	▲ 18.8%
Sold to Original Price Ratio	100.6%	99.9%	▲ 0.7%	100.3%	▲ 0.3%	99.5%	98.7%	▲ 0.8%
Price per Square Foot	\$303	\$284	▲ 6.7%	\$289	▲ 4.8%	\$288	\$280	▲ 2.9%



SOUTHERN NORFOLK REGION

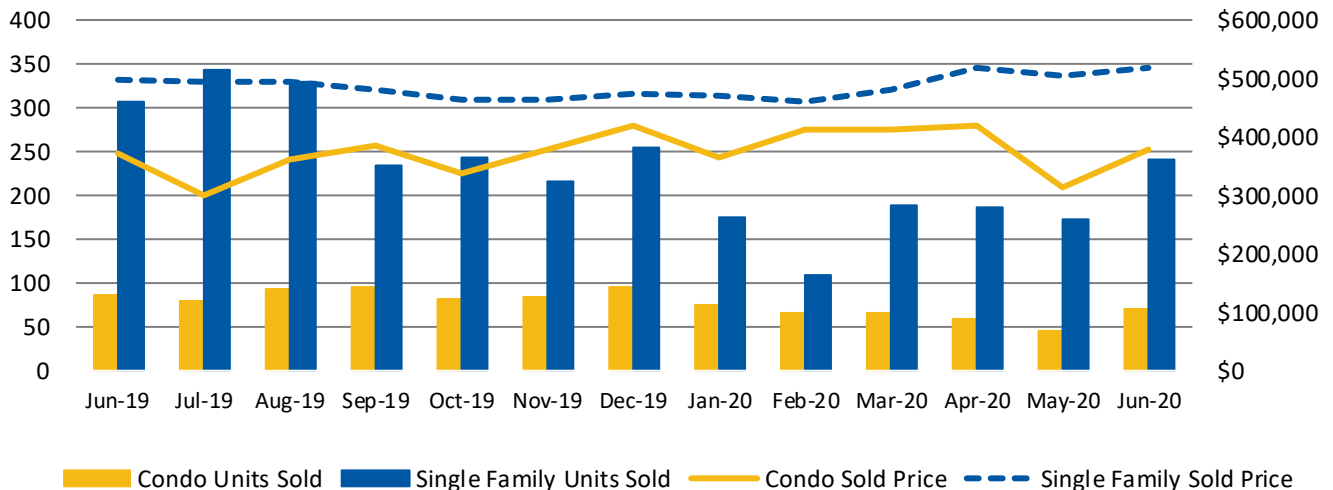
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$520,000	\$498,000	▲ 4.4%	\$505,000	▲ 3.0%	\$499,000	\$475,000	▲ 5.1%
Units Sold	242	307	▼ -21.2%	172	▲ 40.7%	1,074	1,221	▼ -12.0%
Active Listings	397	645	▼ -38.4%	402	▼ -1.2%	---	---	---
Months Supply of Inventory	1.6	2.1	▼ -23.8%	2.3	▼ -30.4%	---	---	---
New Listings	355	365	▼ -2.7%	304	▲ 16.8%	1,611	2,032	▼ -20.7%
Pending Sales	340	327	▲ 4.0%	252	▲ 34.9%	1,297	1,477	▼ -12.2%
Days to Off Market	31	33	▼ -6.1%	32	▼ -3.1%	37	43	▼ -14.0%
Sold to Original Price Ratio	99.2%	99.9%	▼ -0.7%	98.7%	▲ 0.5%	98.2%	97.7%	▲ 0.5%
Price per Square Foot	\$277	\$258	▲ 7.4%	\$256	▲ 8.2%	\$262	\$250	▲ 4.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$380,000	\$371,500	▲ 2.3%	\$312,500	▲ 21.6%	\$390,000	\$341,500	▲ 14.2%
Units Sold	71	86	▼ -17.4%	46	▲ 54.3%	383	392	▼ -2.3%
Active Listings	168	225	▼ -25.3%	161	▲ 4.3%	---	---	---
Months Supply of Inventory	2.4	2.6	▼ -7.7%	3.5	▼ -31.4%	---	---	---
New Listings	117	138	▼ -15.2%	75	▲ 56.0%	511	722	▼ -29.2%
Pending Sales	99	100	▼ -1.0%	48	▲ 106.3%	388	521	▼ -25.5%
Days to Off Market	39	35	▲ 11.4%	38	▲ 2.6%	53	44	▲ 20.5%
Sold to Original Price Ratio	99.9%	100.4%	▼ -0.5%	100.2%	▼ -0.3%	100.4%	99.4%	▲ 1.0%
Price per Square Foot	\$274	\$242	▲ 13.2%	\$257	▲ 6.6%	\$277	\$236	▲ 17.4%



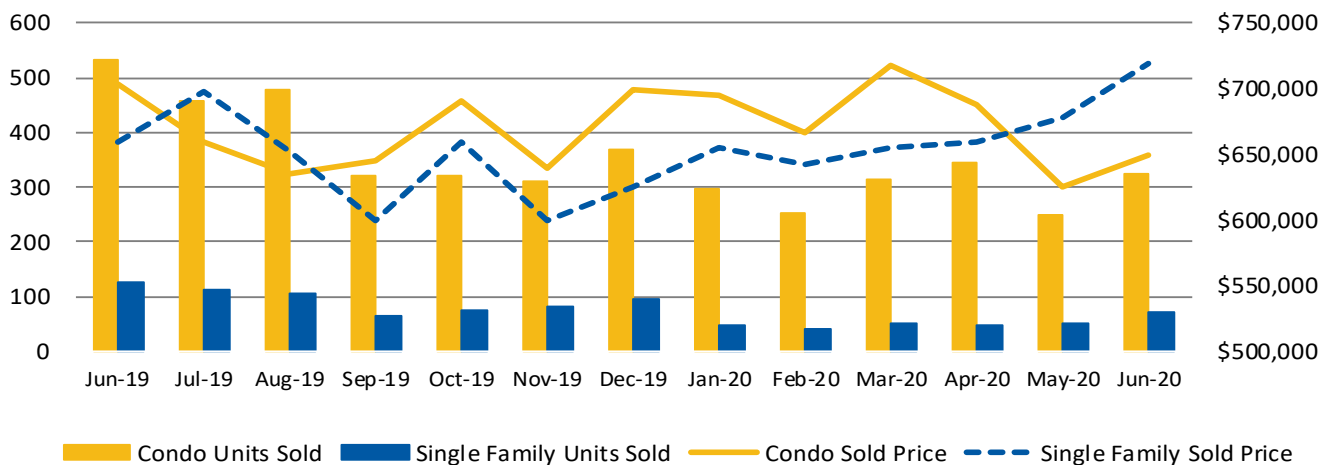
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$718,500	\$660,000	▲ 8.9%	\$677,500	▲ 6.1%	\$662,500	\$645,000	▲ 2.7%
Units Sold	70	126	▼ -44.4%	51	▲ 37.3%	306	445	▼ -31.2%
Active Listings	174	195	▼ -10.8%	155	▲ 12.3%	---	---	---
Months Supply of Inventory	2.6	1.5	▲ 73.3%	3.0	▼ -13.3%	---	---	---
New Listings	149	136	▲ 9.6%	129	▲ 15.5%	583	746	▼ -21.8%
Pending Sales	105	120	▼ -12.5%	79	▲ 32.9%	382	525	▼ -27.2%
Days to Off Market	25	37	▼ -32.4%	31	▼ -19.4%	32	37	▼ -13.5%
Sold to Original Price Ratio	101.2%	100.3%	▲ 0.9%	99.4%	▲ 1.8%	99.2%	99.6%	▼ -0.4%
Price per Square Foot	\$476	\$492	▼ -3.3%	\$471	▲ 1.1%	\$456	\$450	▲ 1.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$649,500	\$704,016	▼ -7.7%	\$625,000	▲ 3.9%	\$675,000	\$649,000	▲ 4.0%
Units Sold	324	532	▼ -39.1%	250	▲ 29.6%	1,782	2,119	▼ -15.9%
Active Listings	1,321	1,219	▲ 8.4%	1,025	▲ 28.9%	---	---	---
Months Supply of Inventory	4.1	2.3	▲ 78.3%	4.1	■ 0.0%	---	---	---
New Listings	912	681	▲ 33.9%	650	▲ 40.3%	3,383	3,748	▼ -9.7%
Pending Sales	461	486	▼ -5.1%	363	▲ 27.0%	1,994	2,502	▼ -20.3%
Days to Off Market	38	35	▲ 8.6%	36	▲ 5.6%	44	43	▲ 2.3%
Sold to Original Price Ratio	98.6%	98.9%	▼ -0.3%	98.4%	▲ 0.2%	97.9%	98.2%	▼ -0.3%
Price per Square Foot	\$734	\$871	▼ -15.7%	\$697	▲ 5.3%	\$761	\$778	▼ -2.2%



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		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change	
Median Selling Price	\$770,000	\$752,500	▲ 2.3%	\$735,000	▲ 4.8%	\$737,500	\$710,000	▲ 3.9%	
Units Sold	96	136	▼ -29.4%	62	▲ 54.8%	481	644	▼ -25.3%	
Active Listings	230	286	▼ -19.6%	200	▲ 15.0%	---	---	---	
Months Supply of Inventory	2.4	2.1	▲ 14.3%	3.2	▼ -25.0%	---	---	---	
New Listings	215	216	▼ -0.5%	152	▲ 41.4%	824	1,104	▼ -25.4%	
Pending Sales	160	145	▲ 10.3%	84	▲ 90.5%	536	730	▼ -26.6%	
Days to Off Market	34	32	▲ 6.3%	33	▲ 3.0%	34	33	▲ 3.0%	
Sold to Original Price Ratio	99.0%	99.3%	▼ -0.3%	97.2%	▲ 1.9%	98.7%	98.1%	▲ 0.6%	
Price per Square Foot	\$316	\$309	▲ 2.3%	\$323	▼ -2.2%	\$318	\$301	▲ 5.6%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$990,000	\$907,500	▲ 9.1%	#####	▼ -26.7%	\$980,000	\$850,000	▲ 15.3%
Units Sold	15	50	▼ -70.0%	21	▼ -28.6%	158	245	▼ -35.5%
Active Listings	90	122	▼ -26.2%	61	▲ 47.5%	---	---	---
Months Supply of Inventory	6.0	2.4	▲ 150.0%	2.9	▲ 106.9%	---	---	---
New Listings	79	87	▼ -9.2%	39	▲ 102.6%	293	474	▼ -38.2%
Pending Sales	34	72	▼ -52.8%	17	▲ 100.0%	141	294	▼ -52.0%
Days to Off Market	27	32	▼ -15.6%	34	▼ -20.6%	31	36	▼ -13.9%
Sold to Original Price Ratio	97.1%	98.8%	▼ -1.7%	96.8%	▲ 0.3%	95.9%	96.6%	▼ -0.7%
Price per Square Foot	\$277	\$350	▼ -20.9%	\$388	▼ -28.6%	\$358	\$302	▲ 18.5%

4 Family Homes

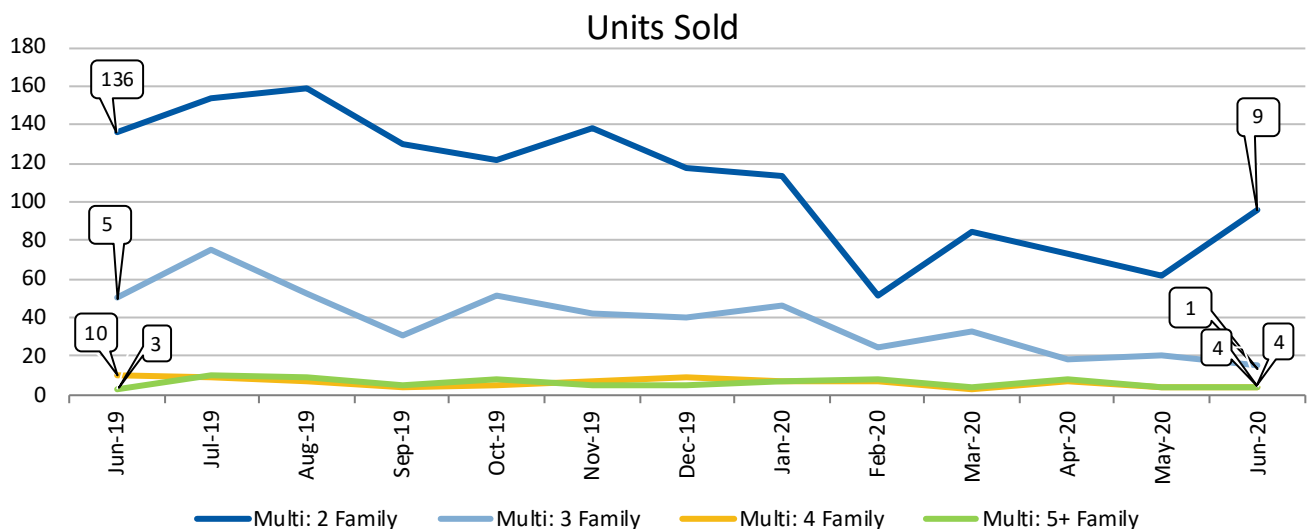
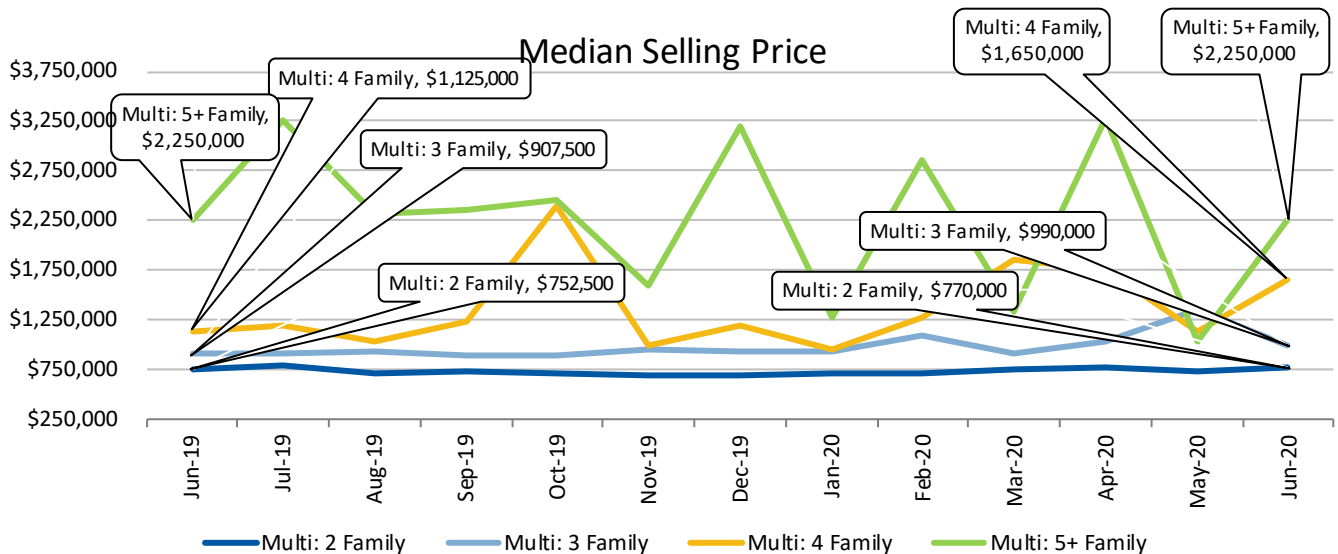
	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$1,650,000	\$1,125,000	▲ 46.7%	\$1,120,975	▲ 47.2%	\$1,350,000	\$1,147,500	▲ 17.6%
Units Sold	4	10	▼ -60.0%	4	▬ 0.0%	27	46	▼ -41.3%
Active Listings	13	21	▼ -38.1%	16	▼ -18.8%	---	---	---
Months Supply of Inventory	3.3	2.1	▲ 57.1%	4.0	▼ -17.5%	---	---	---
New Listings	5	11	▼ -54.5%	9	▼ -44.4%	52	72	▼ -27.8%
Pending Sales	8	8	▬ 0.0%	4	▲ 100.0%	36	43	▼ -16.3%
Days to Off Market	63	51	▲ 23.5%	39	▲ 61.5%	42	45	▼ -6.7%
Sold to Original Price Ratio	97.3%	98.3%	▼ -1.0%	96.0%	▲ 1.4%	96.2%	95.6%	▲ 0.6%
Price per Square Foot	\$501	\$378	▲ 32.5%	\$290	▲ 72.8%	\$392	\$382	▲ 2.6%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

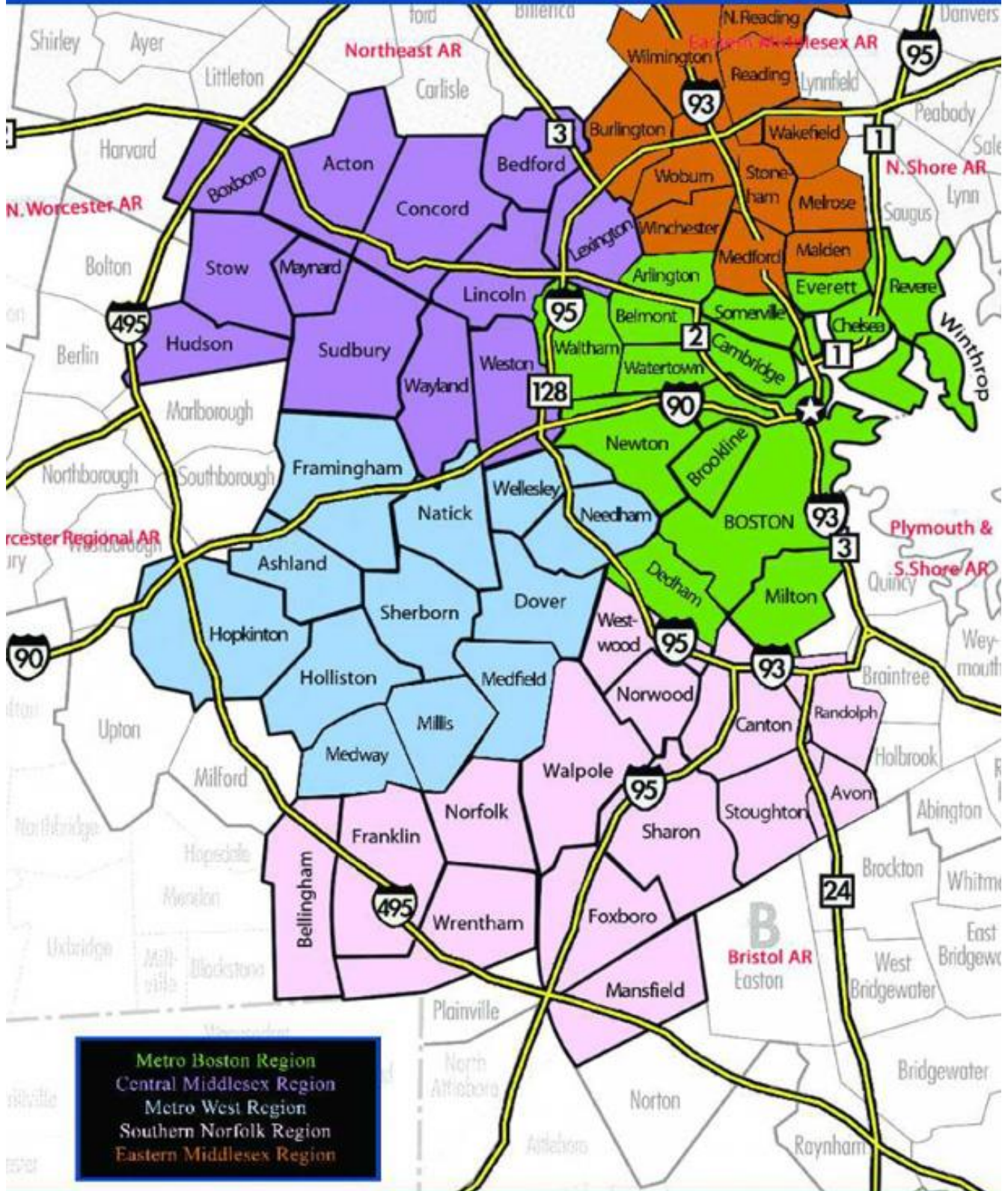
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2020	Jun 2019	Change	May 2020	Change	2020	2019	Change
Median Selling Price	\$2,250,000	\$2,250,000	0.0%	\$1,025,000	119.5%	\$2,500,000	\$2,850,000	-12.3%
Units Sold	4	3	33.3%	4	0.0%	29	48	-39.6%
Active Listings	28	38	-26.3%	25	12.0%	---	---	---
Months Supply of Inventory	7.0	12.7	-44.9%	6.3	11.1%	---	---	---
New Listings	6	20	-70.0%	8	-25.0%	62	91	-31.9%
Pending Sales	2	8	-75.0%	3	-33.3%	27	52	-48.1%
Days to Off Market	64	36	77.8%	45	42.2%	75	48	56.3%
Sold to Original Price Ratio	98.8%	95.3%	3.7%	84.8%	16.5%	91.7%	94.4%	-2.9%
Price per Square Foot	\$474	\$306	54.9%	\$208	127.9%	\$443	\$493	-10.1%



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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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.