

MONTHLY MARKET INSIGHT REPORT

November 2020

Detached Single-Family Homes

The 1,220 homes sold this month, which is the second most active November on record, and a 15.6 percent increase in sales volume from the November 2019 sales total of 1,055 homes sold. Additionally, the median sales price reached a new record high for the month at \$700,000, which is a 16.9 percent increase from the November 2019 median sales price of \$590,000.

Condominiums

With 887 condos sold, it was also the second most active condo market for November on record in Greater Boston and a 5.1 percent increase from the 844 units sold in November 2019. The median sales price for condos increased to a new record high for the month at \$579,000, which is a 2.5 percent change from the November 2019 median sales price of \$565,000

Multi-Family Homes

This month, 198 multi-family homes were sold in Greater Boston, which was a 3.1 percent increase on the 191 units sold in November 2019. On a month to month basis, it is a 52.4 percent increase from the 129 multi-family homes sold in November 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 12/10/2020

GREATER BOSTON MARKET SUMMARY

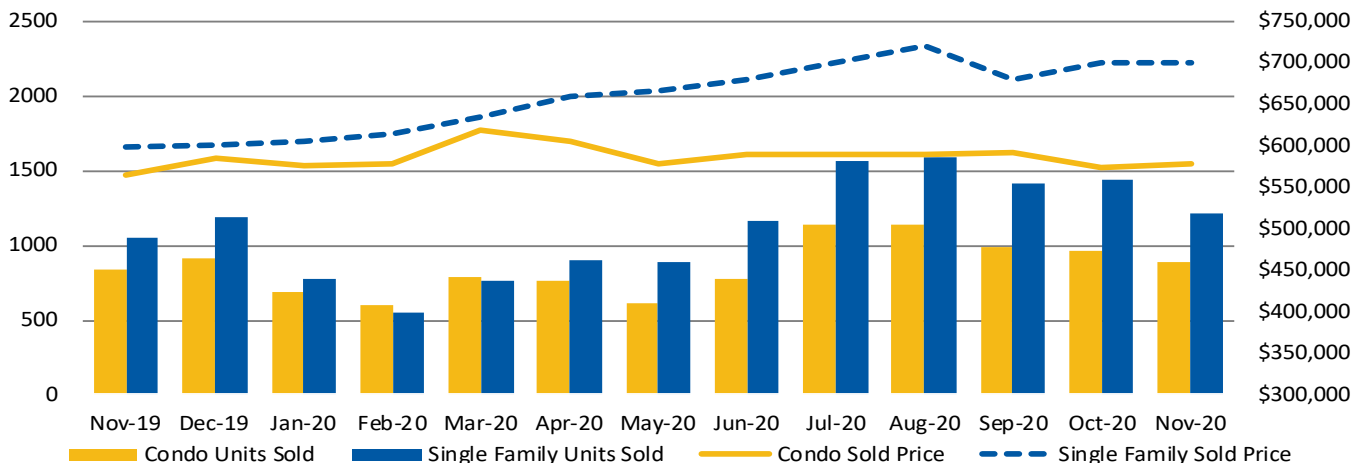
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$700,000	\$599,000	▲ 16.9%	\$700,000	■ 0.0%	\$679,000	\$620,000	▲ 9.5%
Units Sold	1,220	1,055	▲ 15.6%	1,446	▼ -15.6%	12,355	12,412	▼ -0.5%
Active Listings	1,506	2,179	▼ -30.9%	2,064	▼ -27.0%	---	---	---
Months Supply of Inventory	1.2	2.1	▼ -42.9%	1.4	▼ -14.3%	---	---	---
New Listings	959	711	▲ 34.9%	1,674	▼ -42.7%	16,168	16,986	▼ -4.8%
Pending Sales	1,263	1,043	▲ 21.1%	1,503	▼ -16.0%	13,347	12,965	▲ 2.9%
Days to Off Market	33	54	▼ -38.9%	29	▲ 13.8%	35	42	▼ -16.7%
Sold to Original Price Ratio	101.2%	97.4%	▲ 3.9%	100.8%	▲ 0.4%	99.7%	98.3%	▲ 1.4%
Price per Square Foot	\$369	\$332	▲ 11.1%	\$365	▲ 1.1%	\$352	\$334	▲ 5.4%

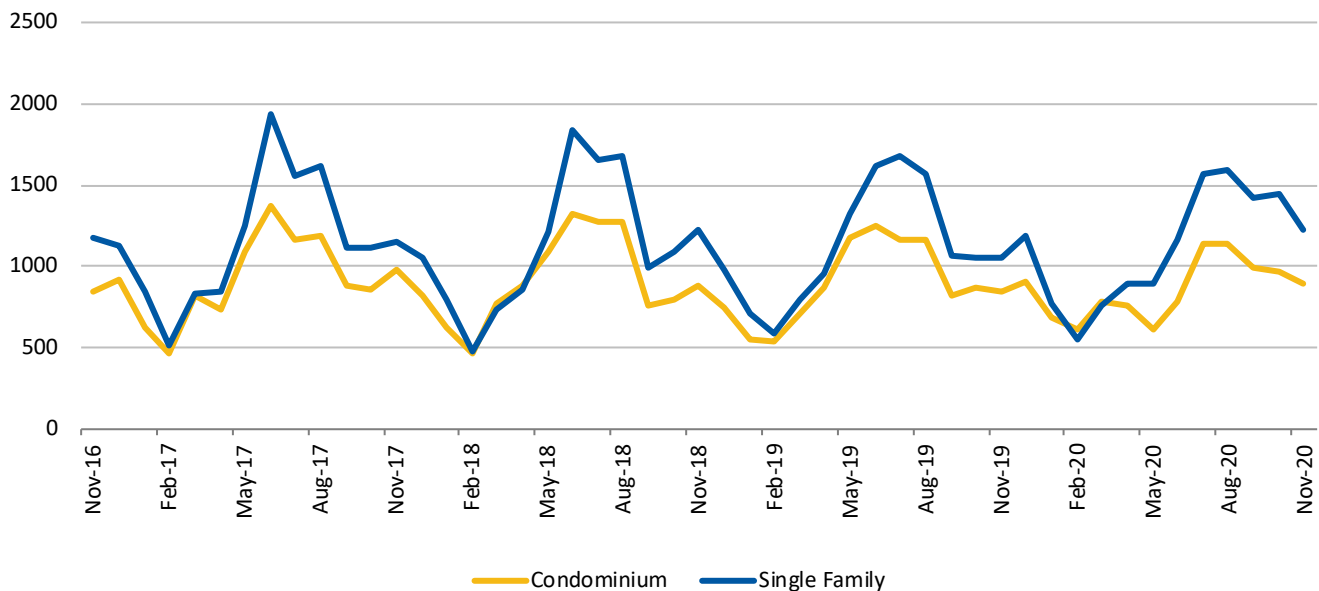
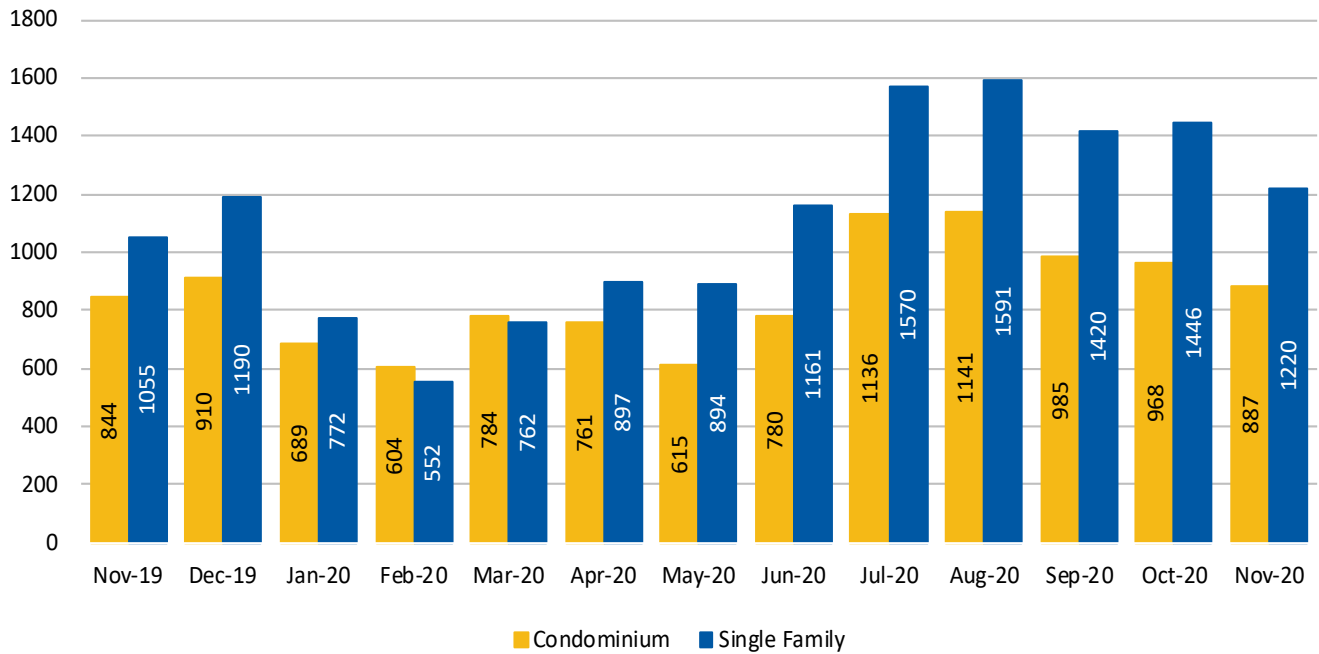
Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$579,000	\$565,000	▲ 2.5%	\$575,000	▲ 0.7%	\$590,000	\$570,000	▲ 3.5%
Units Sold	887	844	▲ 5.1%	968	▼ -8.4%	9,357	9,962	▼ -6.1%
Active Listings	2,877	2,020	▲ 42.4%	3,446	▼ -16.5%	---	---	---
Months Supply of Inventory	3.2	2.4	▲ 33.3%	3.6	▼ -11.1%	---	---	---
New Listings	930	663	▲ 40.3%	1,678	▼ -44.6%	15,166	14,481	▲ 4.7%
Pending Sales	962	828	▲ 16.2%	1,085	▼ -11.3%	9,980	10,664	▼ -6.4%
Days to Off Market	46	50	▼ -8.0%	41	▲ 12.2%	42	41	▲ 2.4%
Sold to Original Price Ratio	98.3%	98.1%	▲ 0.2%	98.7%	▼ -0.4%	98.8%	98.9%	▼ -0.1%
Price per Square Foot	\$556	\$535	▲ 3.9%	\$539	▲ 3.2%	\$563	\$568	▼ -0.9%



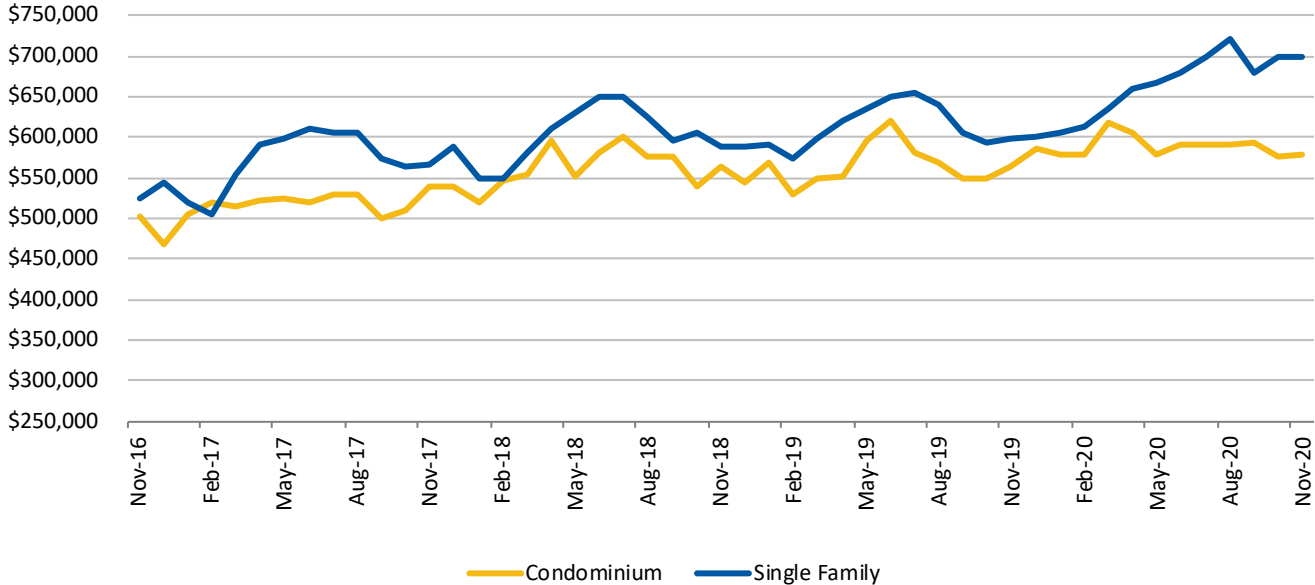
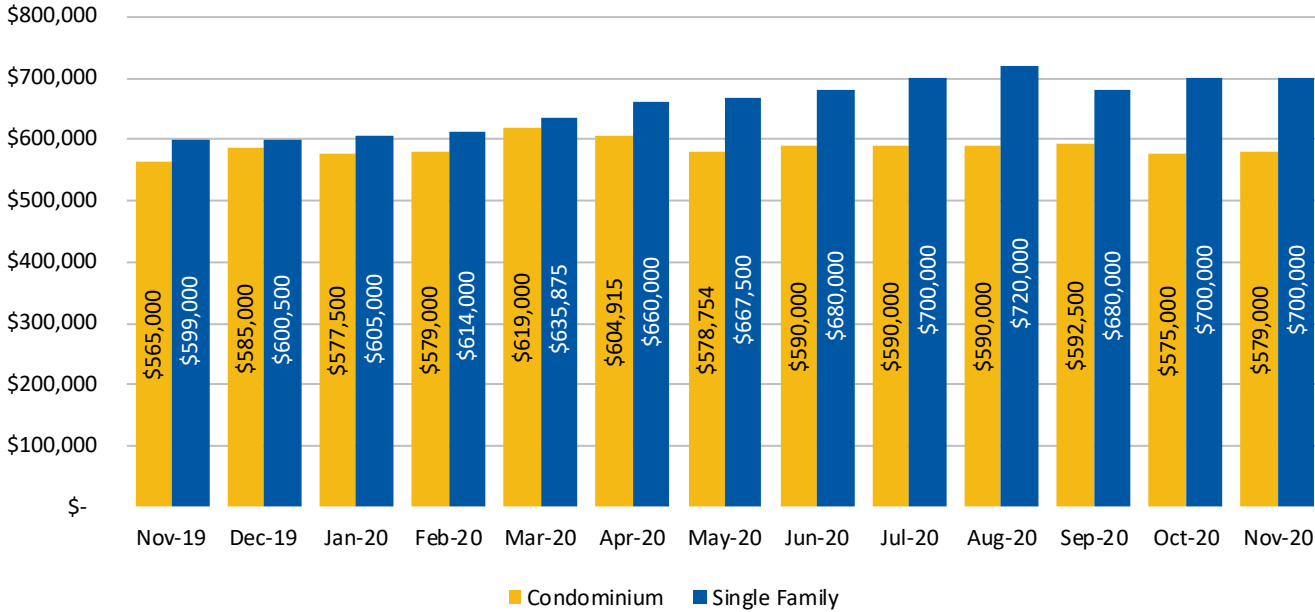
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,220	1,055	▲ 15.6%	1,446	▼ -15.6%	12,355	12,412	▼ -0.5%
CONDOMINIUMS	887	844	▲ 5.1%	968	▼ -8.4%	9,357	9,962	▼ -6.1%



MEDIAN SELLING PRICE

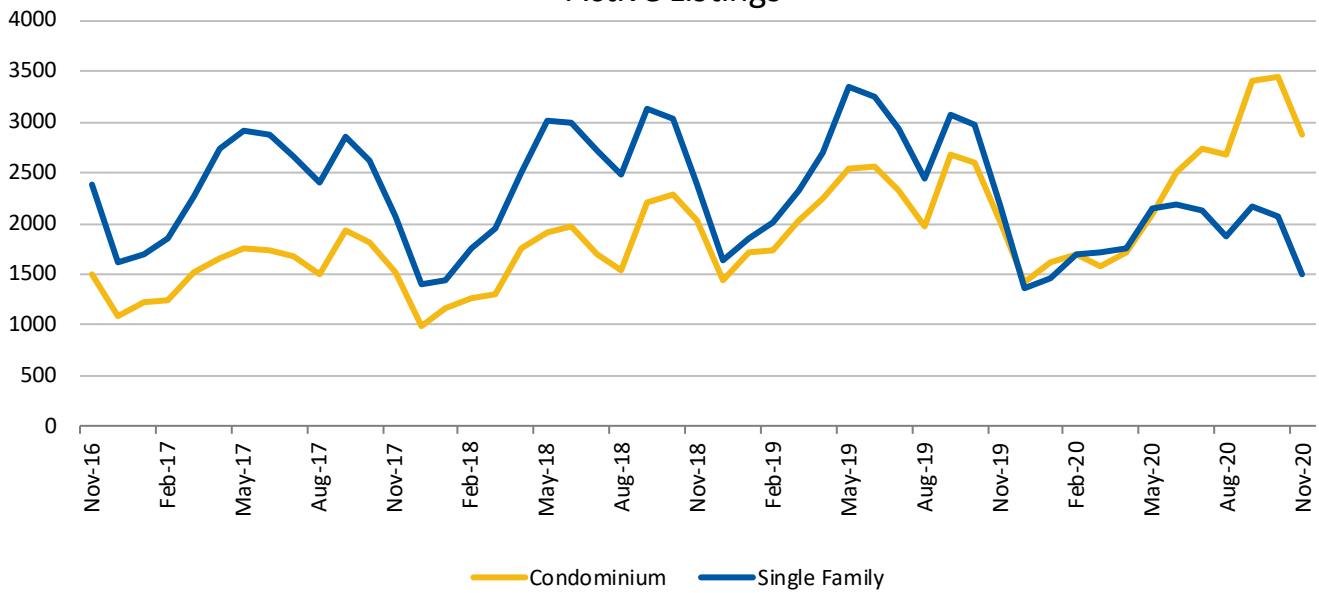
	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	\$700,000	\$599,000	▲ 16.9%	\$700,000	■ 0.0%	\$679,000	\$620,000	▲ 9.5%
CONDOMINIUMS	\$579,000	\$565,000	▲ 2.5%	\$575,000	▲ 0.7%	\$590,000	\$570,000	▲ 3.5%



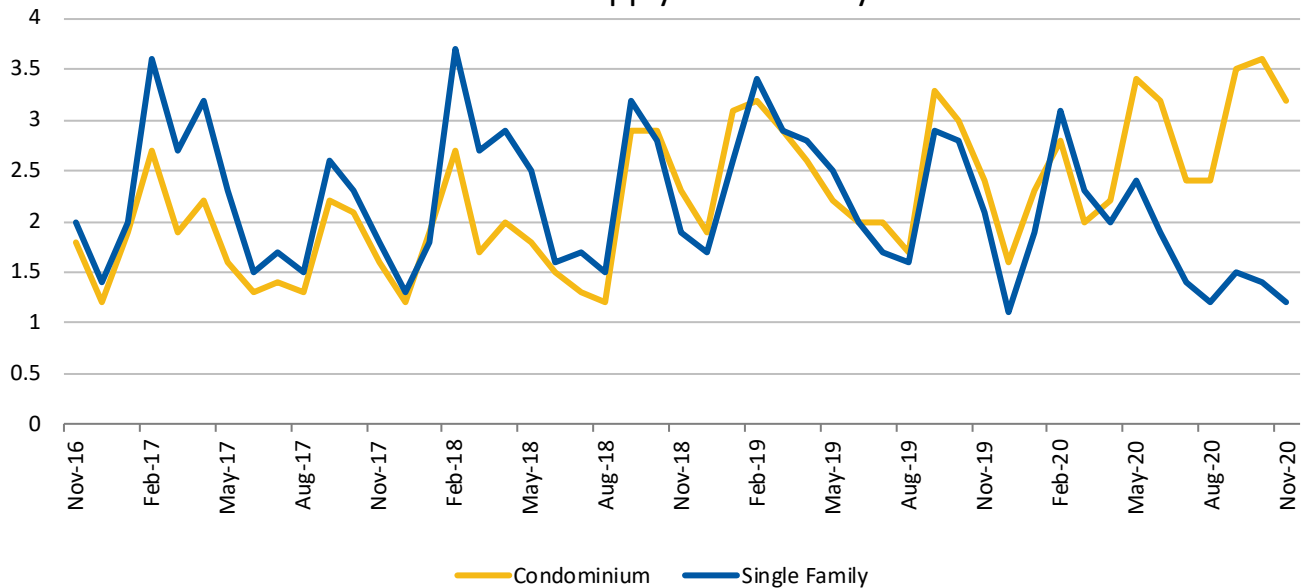
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Nov 2020	Nov 2019	Change	Oct 2020	Change
SINGLE FAMILY HOMES	Active Listings	1,506	2,179	▼ -30.9%	2,064	▼ -27.0%
	Months Supply of Inventory	1.2	2.1	▼ -42.9%	1.4	▼ -14.3%
CONDOMINIUMS	Active Listings	2,877	2,020	▲ 42.4%	3,446	▼ -16.5%
	Months Supply of Inventory	3.2	2.4	▲ 33.3%	3.6	▼ -11.1%

Active Listings

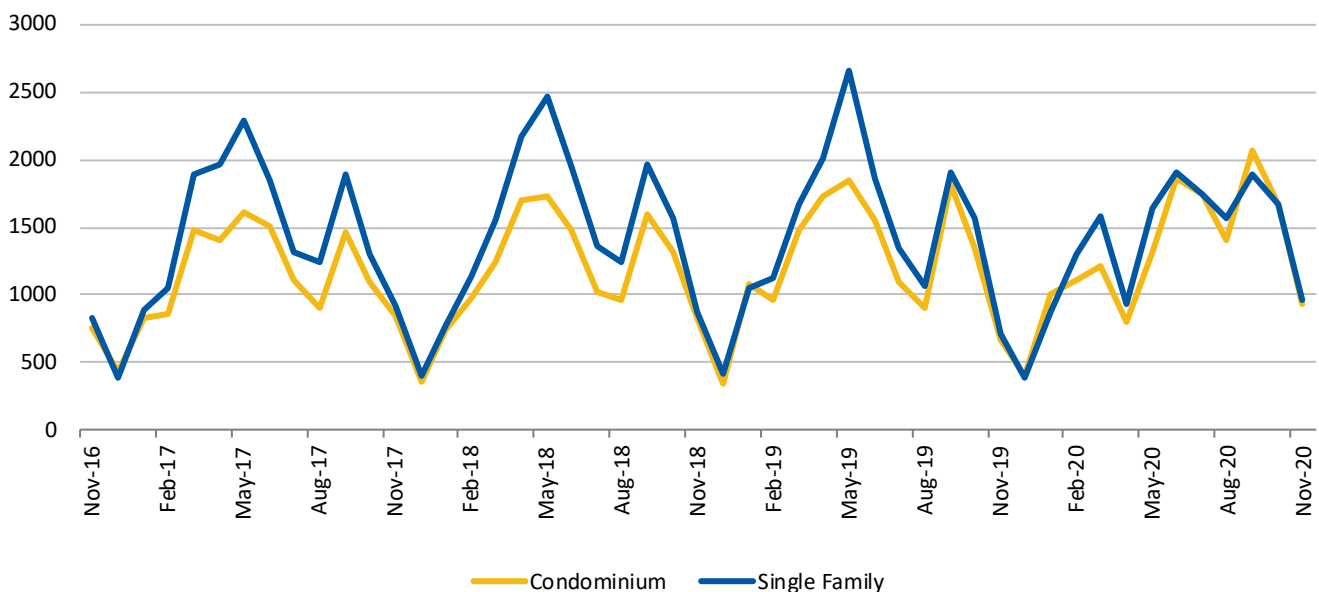
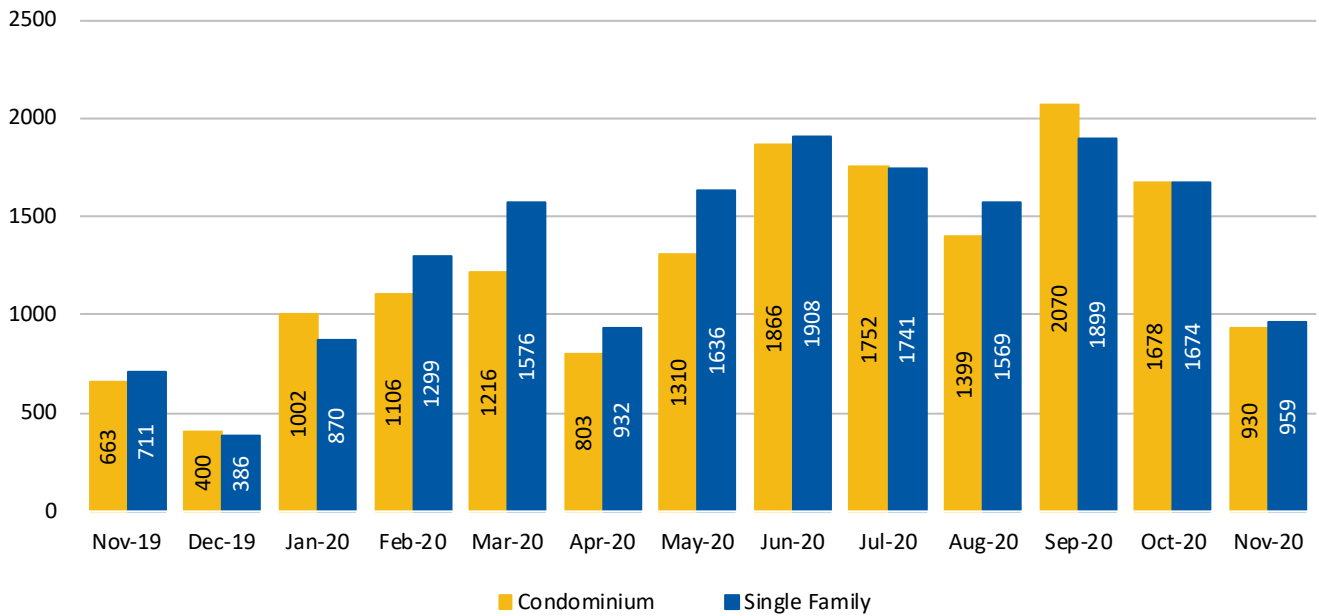


Months Supply of Inventory



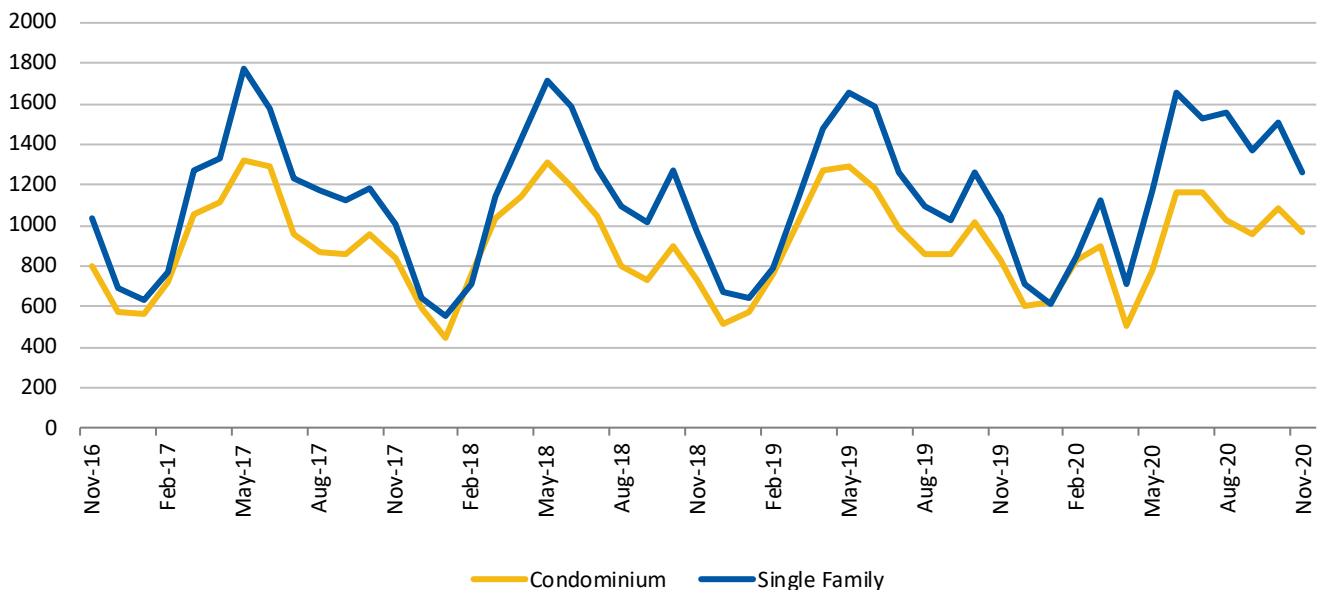
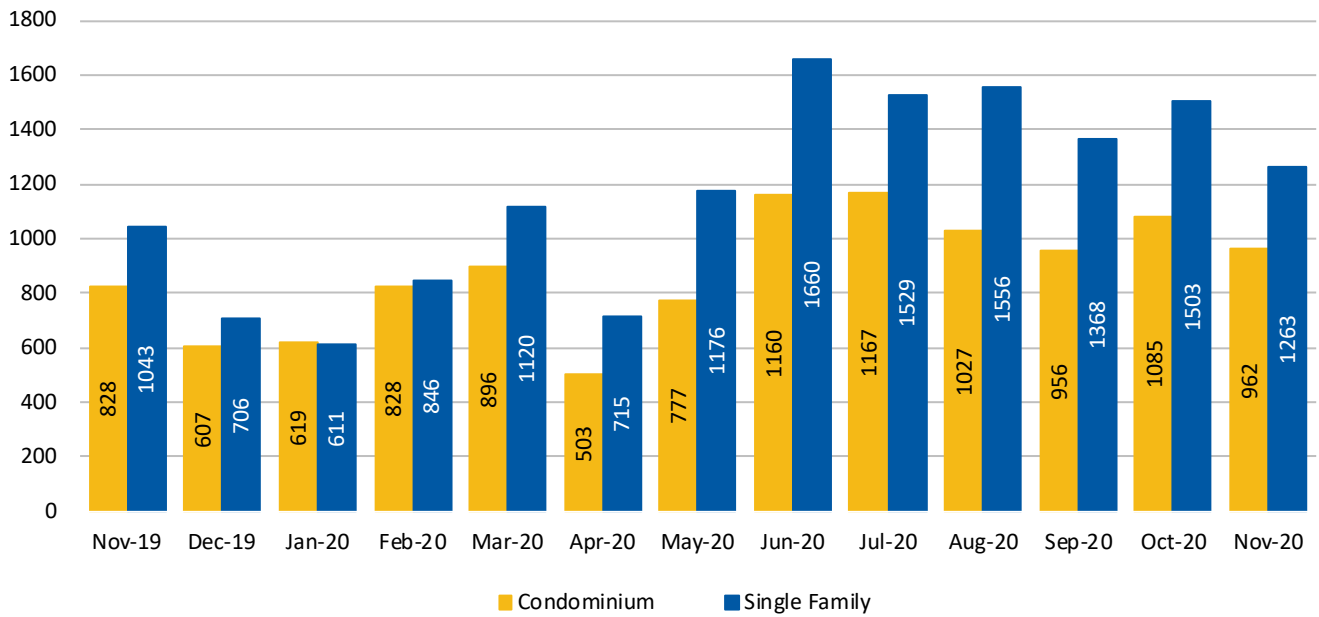
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	959	711	▲ 34.9%	1,674	▼ -42.7%	16,168	16,986	▼ -4.8%
CONDOMINIUMS	930	663	▲ 40.3%	1,678	▼ -44.6%	15,166	14,481	▲ 4.7%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,263	1,043	▲ 21.1%	1,503	▼ -16.0%	13,347	12,965	▲ 2.9%
CONDOMINIUMS	962	828	▲ 16.2%	1,085	▼ -11.3%	9,980	10,664	▼ -6.4%



CENTRAL MIDDLESEX REGION

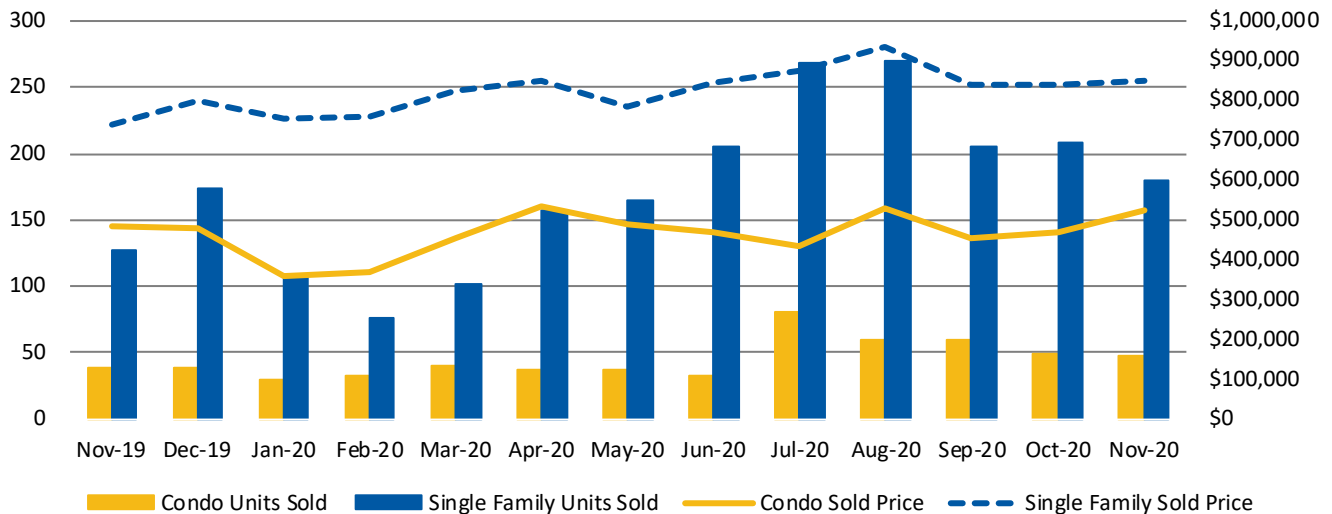
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$850,000	\$740,000	▲ 14.9%	\$839,250	▲ 1.3%	\$850,000	\$777,000	▲ 9.4%
Units Sold	180	127	▲ 41.7%	208	▼ -13.5%	1,955	1,727	▲ 13.2%
Active Listings	247	435	▼ -43.2%	337	▼ -26.7%	---	---	---
Months Supply of Inventory	1.4	3.4	▼ -58.8%	1.6	▼ -12.5%	---	---	---
New Listings	107	85	▲ 25.9%	221	▼ -51.6%	2,431	2,621	▼ -7.2%
Pending Sales	158	163	▼ -3.1%	218	▼ -27.5%	2,076	1,842	▲ 12.7%
Days to Off Market	43	75	▼ -42.7%	39	▲ 10.3%	44	54	▼ -18.5%
Sold to Original Price Ratio	100.6%	95.7%	▲ 5.1%	100.3%	▲ 0.3%	98.8%	97.4%	▲ 1.4%
Price per Square Foot	\$364	\$324	▲ 12.3%	\$345	▲ 5.5%	\$335	\$316	▲ 6.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$525,000	\$484,500	▲ 8.4%	\$467,500	▲ 12.3%	\$467,500	\$415,000	▲ 12.7%
Units Sold	47	38	▲ 23.7%	49	▼ -4.1%	503	543	▼ -7.4%
Active Listings	66	92	▼ -28.3%	85	▼ -22.4%	---	---	---
Months Supply of Inventory	1.4	2.4	▼ -41.7%	1.7	▼ -17.6%	---	---	---
New Listings	38	24	▲ 58.3%	64	▼ -40.6%	626	679	▼ -7.8%
Pending Sales	47	34	▲ 38.2%	57	▼ -17.5%	535	543	▼ -1.5%
Days to Off Market	39	66	▼ -40.9%	41	▼ -4.9%	46	49	▼ -6.1%
Sold to Original Price Ratio	99.6%	97.4%	▲ 2.3%	100.3%	▼ -0.7%	99.1%	98.9%	▲ 0.2%
Price per Square Foot	\$316	\$290	▲ 9.0%	\$307	▲ 2.9%	\$299	\$283	▲ 5.7%



EASTERN MIDDLESEX REGION

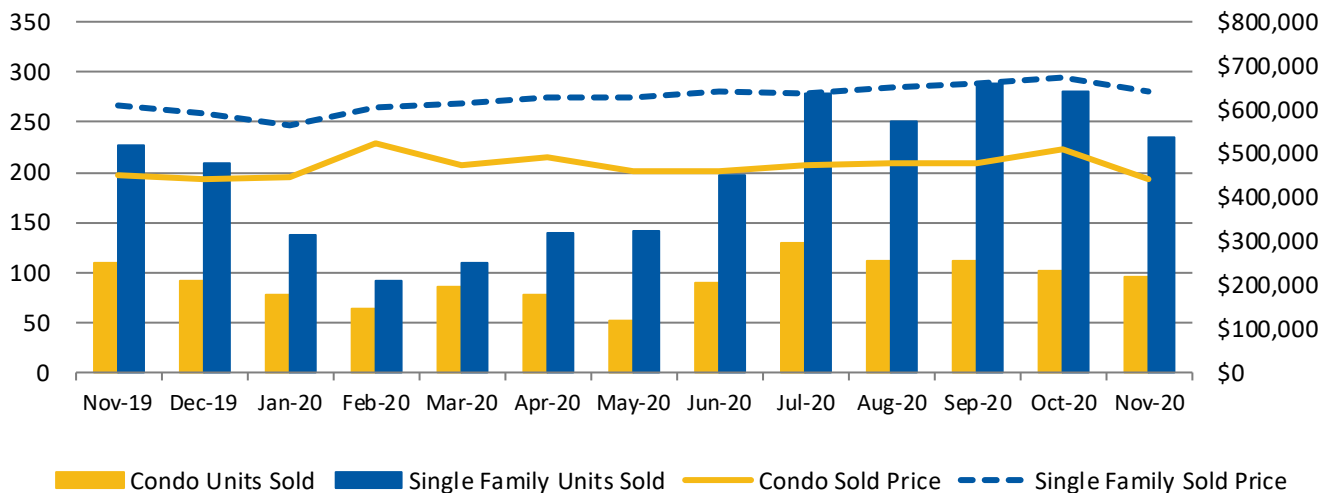
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$642,500	\$610,000	▲ 5.3%	\$675,000	▼ -4.8%	\$643,000	\$595,250	▲ 8.0%
Units Sold	234	227	▲ 3.1%	281	▼ -16.7%	2,155	2,344	▼ -8.1%
Active Listings	191	300	▼ -36.3%	294	▼ -35.0%	---	---	---
Months Supply of Inventory	0.8	1.3	▼ -38.5%	1.0	▼ -20.0%	---	---	---
New Listings	163	138	▲ 18.1%	292	▼ -44.2%	2,705	2,940	▼ -8.0%
Pending Sales	225	188	▲ 19.7%	262	▼ -14.1%	2,324	2,411	▼ -3.6%
Days to Off Market	27	43	▼ -37.2%	21	▲ 28.6%	27	34	▼ -20.6%
Sold to Original Price Ratio	103.1%	98.9%	▲ 4.2%	102.0%	▲ 1.1%	101.5%	99.9%	▲ 1.6%
Price per Square Foot	\$360	\$331	▲ 8.8%	\$356	▲ 1.1%	\$350	\$330	▲ 6.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$442,000	\$450,000	▼ -1.8%	\$508,500	▼ -13.1%	\$474,900	\$445,000	▲ 6.7%
Units Sold	96	109	▼ -11.9%	102	▼ -5.9%	995	969	▲ 2.7%
Active Listings	198	185	▲ 7.0%	222	▼ -10.8%	---	---	---
Months Supply of Inventory	2.1	1.7	▲ 23.5%	2.2	▼ -4.5%	---	---	---
New Listings	103	85	▲ 21.2%	171	▼ -39.8%	1,365	1,367	▼ -0.1%
Pending Sales	102	84	▲ 21.4%	109	▼ -6.4%	1,072	1,039	▲ 3.2%
Days to Off Market	34	36	▼ -5.6%	32	▲ 6.3%	36	34	▲ 5.9%
Sold to Original Price Ratio	100.1%	98.7%	▲ 1.4%	99.4%	▲ 0.7%	99.5%	99.5%	▲ 0.0%
Price per Square Foot	\$389	\$362	▲ 7.5%	\$386	▲ 0.8%	\$381	\$370	▲ 3.0%



METRO BOSTON REGION

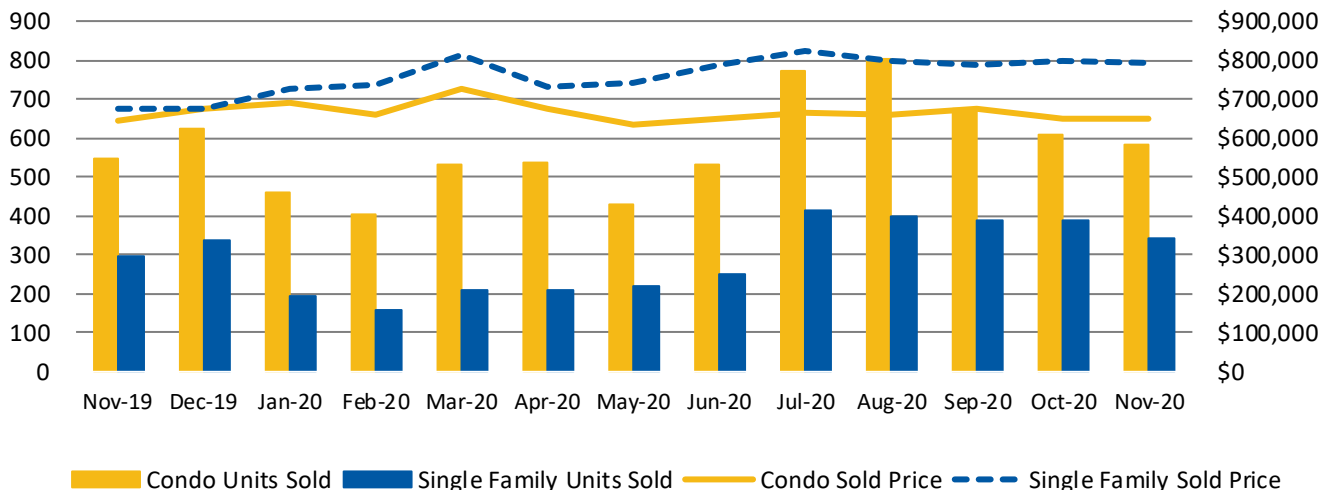
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$795,000	\$675,000	▲ 17.8%	\$800,000	▼ -0.6%	\$790,000	\$725,000	▲ 9.0%
Units Sold	343	299	▲ 14.7%	387	▼ -11.4%	3,204	3,353	▼ -4.4%
Active Listings	534	523	▲ 2.1%	710	▼ -24.8%	---	---	---
Months Supply of Inventory	1.6	1.7	▼ -5.9%	1.8	▼ -11.1%	---	---	---
New Listings	297	200	▲ 48.5%	520	▼ -42.9%	4,761	4,652	▲ 2.3%
Pending Sales	364	305	▲ 19.3%	455	▼ -20.0%	3,520	3,522	▼ -0.1%
Days to Off Market	37	44	▼ -15.9%	31	▲ 19.4%	33	37	▼ -10.8%
Sold to Original Price Ratio	100.2%	98.1%	▲ 2.1%	100.2%	■ 0.0%	99.6%	98.8%	▲ 0.8%
Price per Square Foot	\$458	\$409	▲ 12.0%	\$465	▼ -1.5%	\$450	\$426	▲ 5.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$648,688	\$645,001	▲ 0.6%	\$650,000	▼ -0.2%	\$665,000	\$650,000	▲ 2.3%
Units Sold	584	550	▲ 6.2%	610	▼ -4.3%	6,352	6,930	▼ -8.3%
Active Listings	2,373	1,422	▲ 66.9%	2,845	▼ -16.6%	---	---	---
Months Supply of Inventory	4.1	2.6	▲ 57.7%	4.7	▼ -12.8%	---	---	---
New Listings	652	447	▲ 45.9%	1,234	▼ -47.2%	11,232	10,299	▲ 9.1%
Pending Sales	642	588	▲ 9.2%	723	▼ -11.2%	6,742	7,415	▼ -9.1%
Days to Off Market	48	52	▼ -7.7%	42	▲ 14.3%	41	41	■ 0.0%
Sold to Original Price Ratio	97.4%	97.5%	▼ -0.1%	97.8%	▼ -0.4%	98.4%	98.7%	▼ -0.3%
Price per Square Foot	\$674	\$655	▲ 2.9%	\$663	▲ 1.7%	\$678	\$685	▼ -1.0%



METRO WEST REGION

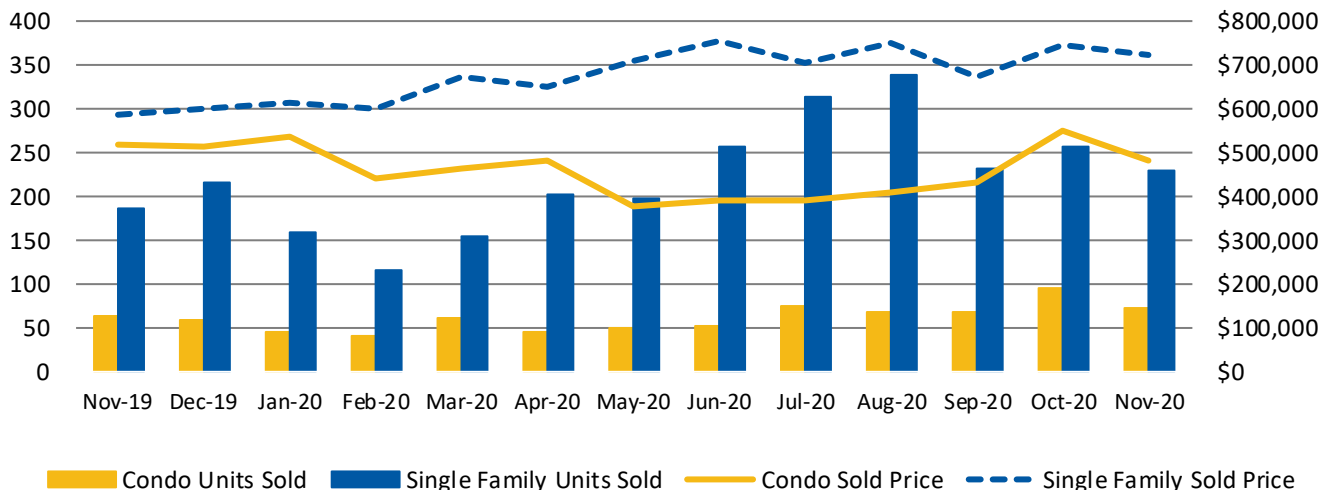
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$725,000	\$587,000	▲ 23.5%	\$748,500	▼ -3.1%	\$700,000	\$649,000	▲ 7.9%
Units Sold	229	186	▲ 23.1%	258	▼ -11.2%	2,478	2,399	▲ 3.3%
Active Listings	268	467	▼ -42.6%	364	▼ -26.4%	---	---	---
Months Supply of Inventory	1.2	2.5	▼ -52.0%	1.4	▼ -14.3%	---	---	---
New Listings	176	131	▲ 34.4%	312	▼ -43.6%	3,127	3,323	▼ -5.9%
Pending Sales	235	191	▲ 23.0%	289	▼ -18.7%	2,657	2,487	▲ 6.8%
Days to Off Market	32	62	▼ -48.4%	31	▲ 3.2%	39	47	▼ -17.0%
Sold to Original Price Ratio	100.9%	97.0%	▲ 4.0%	100.4%	▲ 0.5%	99.1%	97.4%	▲ 1.7%
Price per Square Foot	\$331	\$298	▲ 11.1%	\$333	▼ -0.6%	\$321	\$308	▲ 4.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$484,500	\$520,000	▼ -6.8%	\$552,500	▼ -12.3%	\$445,000	\$421,000	▲ 5.7%
Units Sold	72	64	▲ 12.5%	96	▼ -25.0%	674	695	▼ -3.0%
Active Listings	119	157	▼ -24.2%	145	▼ -17.9%	---	---	---
Months Supply of Inventory	1.7	2.5	▼ -32.0%	1.5	▲ 13.3%	---	---	---
New Listings	60	47	▲ 27.7%	104	▼ -42.3%	912	955	▼ -4.5%
Pending Sales	78	52	▲ 50.0%	92	▼ -15.2%	770	734	▲ 4.9%
Days to Off Market	58	46	▲ 26.1%	47	▲ 23.4%	53	45	▲ 17.8%
Sold to Original Price Ratio	100.3%	99.2%	▲ 1.1%	100.6%	▼ -0.3%	99.8%	99.4%	▲ 0.4%
Price per Square Foot	\$300	\$283	▲ 6.0%	\$308	▼ -2.6%	\$293	\$281	▲ 4.3%



SOUTHERN NORFOLK REGION

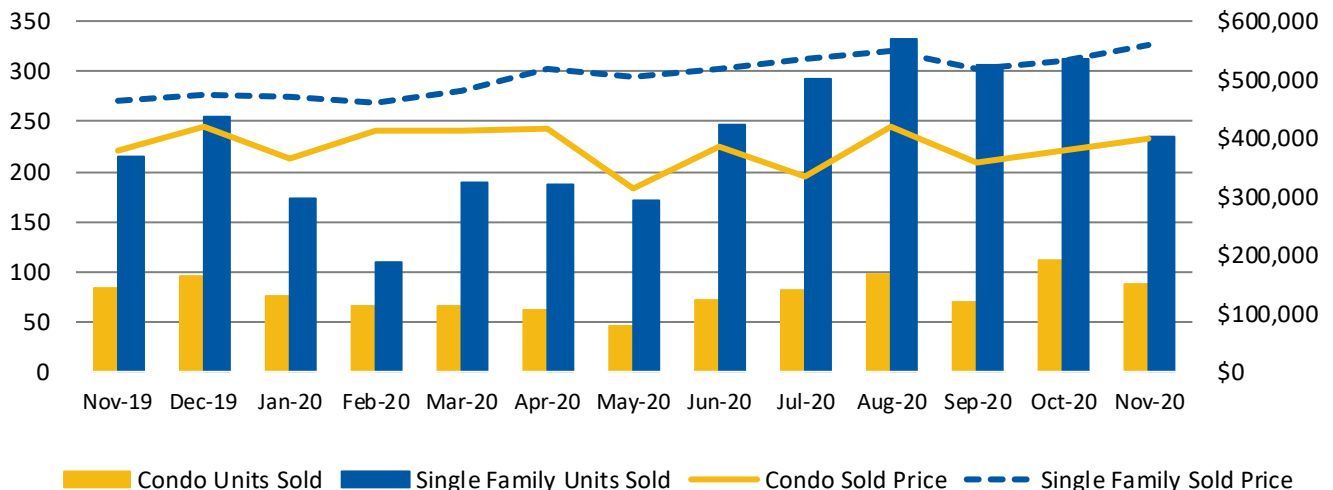
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$558,500	\$466,000	▲ 19.8%	\$531,500	▲ 5.1%	\$520,000	\$480,000	▲ 8.3%
Units Sold	234	216	▲ 8.3%	312	▼ -25.0%	2,563	2,589	▼ -1.0%
Active Listings	266	454	▼ -41.4%	359	▼ -25.9%	---	---	---
Months Supply of Inventory	1.1	2.1	▼ -47.6%	1.2	▼ -8.3%	---	---	---
New Listings	216	157	▲ 37.6%	329	▼ -34.3%	3,144	3,450	▼ -8.9%
Pending Sales	281	196	▲ 43.4%	279	▲ 0.7%	2,770	2,703	▲ 2.5%
Days to Off Market	29	53	▼ -45.3%	25	▲ 16.0%	34	44	▼ -22.7%
Sold to Original Price Ratio	101.7%	96.3%	▲ 5.6%	101.1%	▲ 0.6%	99.8%	97.8%	▲ 2.0%
Price per Square Foot	\$287	\$260	▲ 10.4%	\$288	▼ -0.3%	\$273	\$255	▲ 7.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$400,500	\$380,000	▲ 5.4%	\$380,000	▲ 5.4%	\$380,000	\$349,000	▲ 8.9%
Units Sold	88	83	▲ 6.0%	111	▼ -20.7%	833	825	▲ 1.0%
Active Listings	121	164	▼ -26.2%	149	▼ -18.8%	---	---	---
Months Supply of Inventory	1.4	2.0	▼ -30.0%	1.3	▲ 7.7%	---	---	---
New Listings	77	60	▲ 28.3%	105	▼ -26.7%	1,031	1,181	▼ -12.7%
Pending Sales	93	70	▲ 32.9%	104	▼ -10.6%	861	933	▼ -7.7%
Days to Off Market	41	47	▼ -12.8%	40	▲ 2.5%	46	45	▲ 2.2%
Sold to Original Price Ratio	100.1%	100.1%	■ 0.0%	100.7%	▼ -0.6%	100.2%	99.5%	▲ 0.7%
Price per Square Foot	\$294	\$268	▲ 9.7%	\$301	▼ -2.3%	\$279	\$249	▲ 12.0%



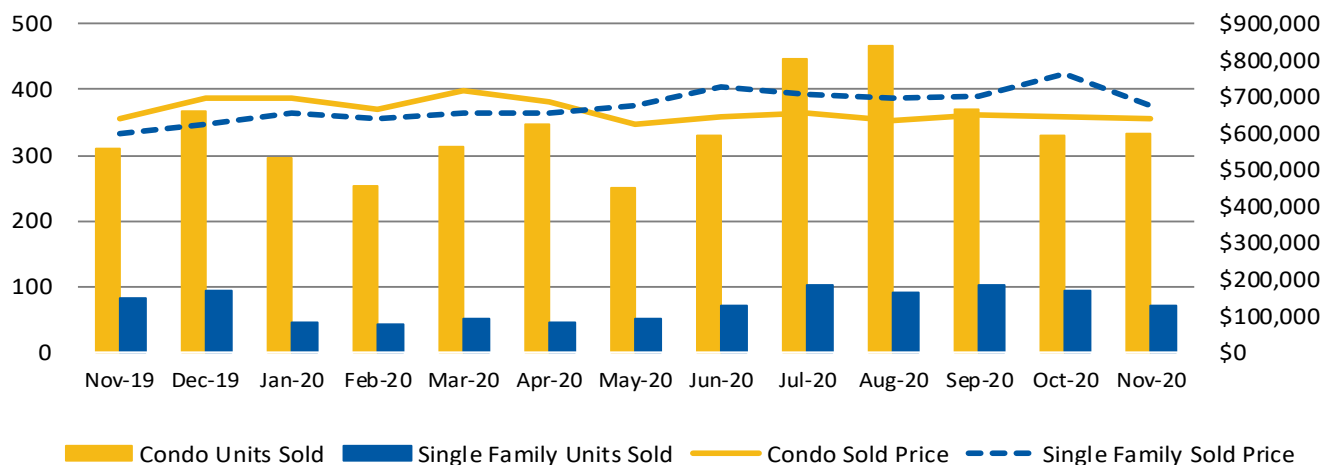
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$675,000	\$600,000	▲ 12.5%	\$765,000	▼ -11.8%	\$693,000	\$650,000	▲ 6.6%
Units Sold	71	81	▼ -12.3%	93	▼ -23.7%	767	883	▼ -13.1%
Active Listings	183	130	▲ 40.8%	227	▼ -19.4%	---	---	---
Months Supply of Inventory	2.6	1.6	▲ 62.5%	2.4	▲ 8.3%	---	---	---
New Listings	99	55	▲ 80.0%	136	▼ -27.2%	1,249	1,212	▲ 3.1%
Pending Sales	108	77	▲ 40.3%	110	▼ -1.8%	869	920	▼ -5.5%
Days to Off Market	39	39	▬ 0.0%	38	▲ 2.6%	34	39	▼ -12.8%
Sold to Original Price Ratio	99.5%	98.7%	▲ 0.8%	99.6%	▼ -0.1%	99.8%	99.0%	▲ 0.8%
Price per Square Foot	\$478	\$441	▲ 8.4%	\$497	▼ -3.8%	\$466	\$446	▲ 4.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$638,500	\$640,000	▼ -0.2%	\$645,000	▼ -1.0%	\$656,000	\$650,000	▲ 0.9%
Units Sold	334	309	▲ 8.1%	329	▲ 1.5%	3,741	4,008	▼ -6.7%
Active Listings	1,615	992	▲ 62.8%	1,926	▼ -16.1%	---	---	---
Months Supply of Inventory	4.8	3.2	▲ 50.0%	5.9	▼ -18.6%	---	---	---
New Listings	387	292	▲ 32.5%	722	▼ -46.4%	7,007	6,261	▲ 11.9%
Pending Sales	366	373	▼ -1.9%	410	▼ -10.7%	3,928	4,355	▼ -9.8%
Days to Off Market	55	53	▲ 3.8%	43	▲ 27.9%	44	45	▼ -2.2%
Sold to Original Price Ratio	96.9%	97.1%	▼ -0.2%	97.3%	▼ -0.4%	97.9%	98.0%	▼ -0.1%
Price per Square Foot	\$765	\$748	▲ 2.3%	\$739	▲ 3.5%	\$756	\$773	▼ -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		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$767,500	\$691,750	▲ 11.0%	\$752,500	▲ 2.0%	\$751,000	\$720,000	▲ 4.3%
Units Sold	130	138	▼ -5.8%	142	▼ -8.5%	1,152	1,347	▼ -14.5%
Active Listings	287	193	▲ 48.7%	336	▼ -14.6%	---	---	---
Months Supply of Inventory	2.2	1.4	▲ 57.1%	2.4	▼ -8.3%	---	---	---
New Listings	136	110	▲ 23.6%	252	▼ -46.0%	1,876	1,941	▼ -3.3%
Pending Sales	153	125	▲ 22.4%	160	▼ -4.4%	1,261	1,385	▼ -9.0%
Days to Off Market	34	40	▼ -15.0%	29	▲ 17.2%	32	34	▼ -5.9%
Sold to Original Price Ratio	99.5%	97.3%	▲ 2.3%	98.6%	▲ 0.9%	98.8%	98.5%	▲ 0.3%
Price per Square Foot	\$318	\$318	▬ 0.0%	\$338	▼ -5.9%	\$326	\$307	▲ 6.2%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$960,000	\$947,500	▲ 1.3%	\$1,050,000	▼ -8.6%	\$981,000	\$875,000	▲ 12.1%
Units Sold	51	42	▲ 21.4%	51	▬ 0.0%	353	497	▼ -29.0%
Active Listings	159	78	▲ 103.8%	180	▼ -11.7%	---	---	---
Months Supply of Inventory	3.1	1.9	▲ 63.2%	3.5	▼ -11.4%	---	---	---
New Listings	58	45	▲ 28.9%	89	▼ -34.8%	732	784	▼ -6.6%
Pending Sales	50	49	▲ 2.0%	60	▼ -16.7%	371	527	▼ -29.6%
Days to Off Market	41	44	▼ -6.8%	36	▲ 13.9%	36	39	▼ -7.7%
Sold to Original Price Ratio	95.4%	96.3%	▼ -0.9%	94.8%	▲ 0.6%	96.6%	96.8%	▼ -0.2%
Price per Square Foot	\$307	\$296	▲ 3.7%	\$351	▼ -12.5%	\$341	\$305	▲ 11.8%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$975,000	\$999,999	▼ -2.5%	\$805,000	▲ 21.1%	\$1,262,100	\$1,100,000	▲ 14.7%
Units Sold	7	7	▬ 0.0%	3	▲ 133.3%	58	78	▼ -25.6%
Active Listings	22	26	▼ -15.4%	32	▼ -31.3%	---	---	---
Months Supply of Inventory	3.1	3.7	▼ -16.2%	10.7	▼ -71.0%	---	---	---
New Listings	14	17	▼ -17.6%	16	▼ -12.5%	113	126	▼ -10.3%
Pending Sales	8	6	▲ 33.3%	2	▲ 300.0%	66	72	▼ -8.3%
Days to Off Market	38	20	▲ 90.0%	22	▲ 72.7%	44	40	▲ 10.0%
Sold to Original Price Ratio	96.9%	96.3%	▲ 0.6%	100.7%	▼ -3.8%	95.1%	94.9%	▲ 0.2%
Price per Square Foot	\$270	\$302	▼ -10.6%	\$201	▲ 34.3%	\$371	\$372	▼ -0.3%

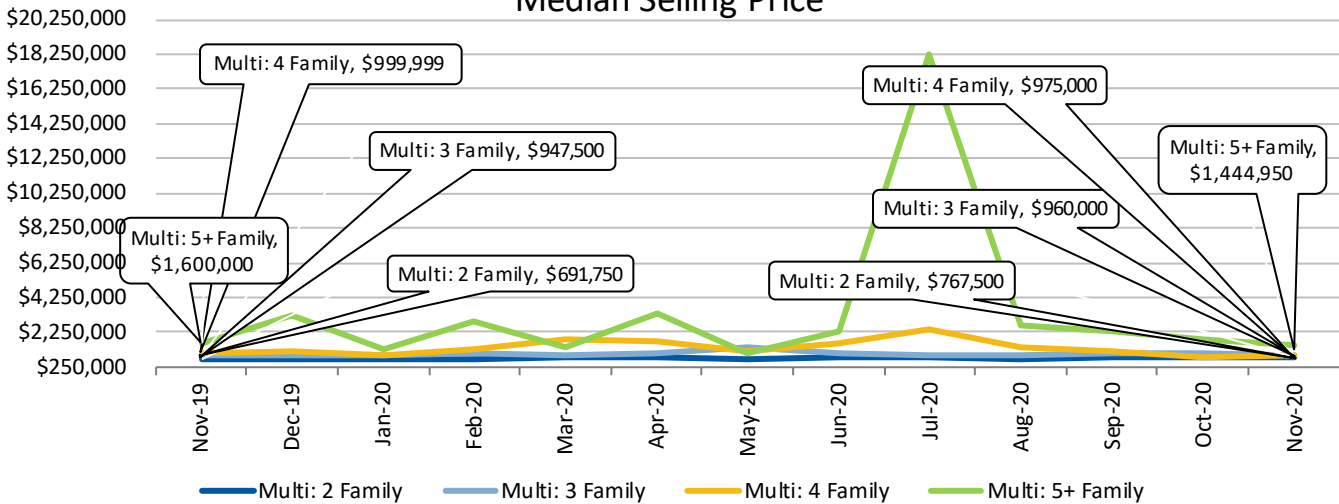
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

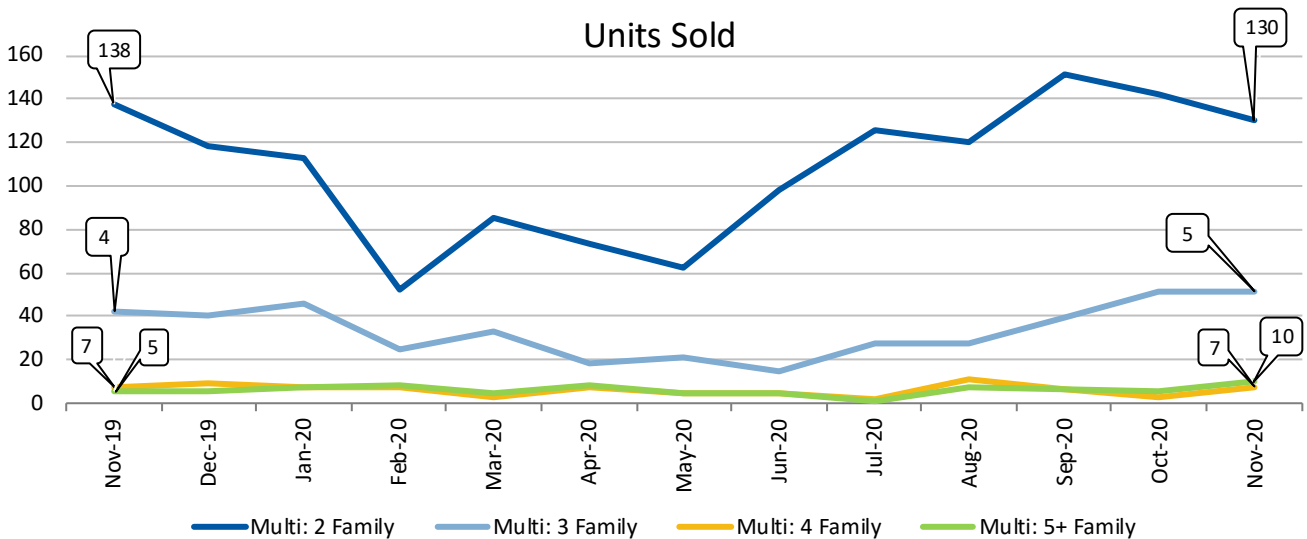
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2020	Nov 2019	Change	Oct 2020	Change	2020	2019	Change
Median Selling Price	\$1,444,950	\$1,600,000	▼ -9.7%	\$1,800,000	▼ -19.7%	\$2,200,000	\$2,373,000	▼ -7.3%
Units Sold	10	5	▲ 100.0%	5	▲ 100.0%	59	80	▼ -26.3%
Active Listings	48	45	▲ 6.7%	50	▼ -4.0%	---	---	---
Months Supply of Inventory	4.8	9.0	▼ -46.7%	12.5	▼ -61.6%	---	---	---
New Listings	18	19	▼ -5.3%	17	▲ 5.9%	149	158	▼ -5.7%
Pending Sales	12	6	▲ 100.0%	5	▲ 140.0%	66	84	▼ -21.4%
Days to Off Market	53	58	▼ -8.6%	66	▼ -19.7%	58	54	▲ 7.4%
Sold to Original Price Ratio	96.3%	92.6%	▲ 4.0%	87.4%	▲ 10.2%	92.9%	92.7%	▲ 0.2%
Price per Square Foot	\$388	\$458	▼ -15.3%	\$442	▼ -12.2%	\$426	\$473	▼ -9.9%

Median Selling Price

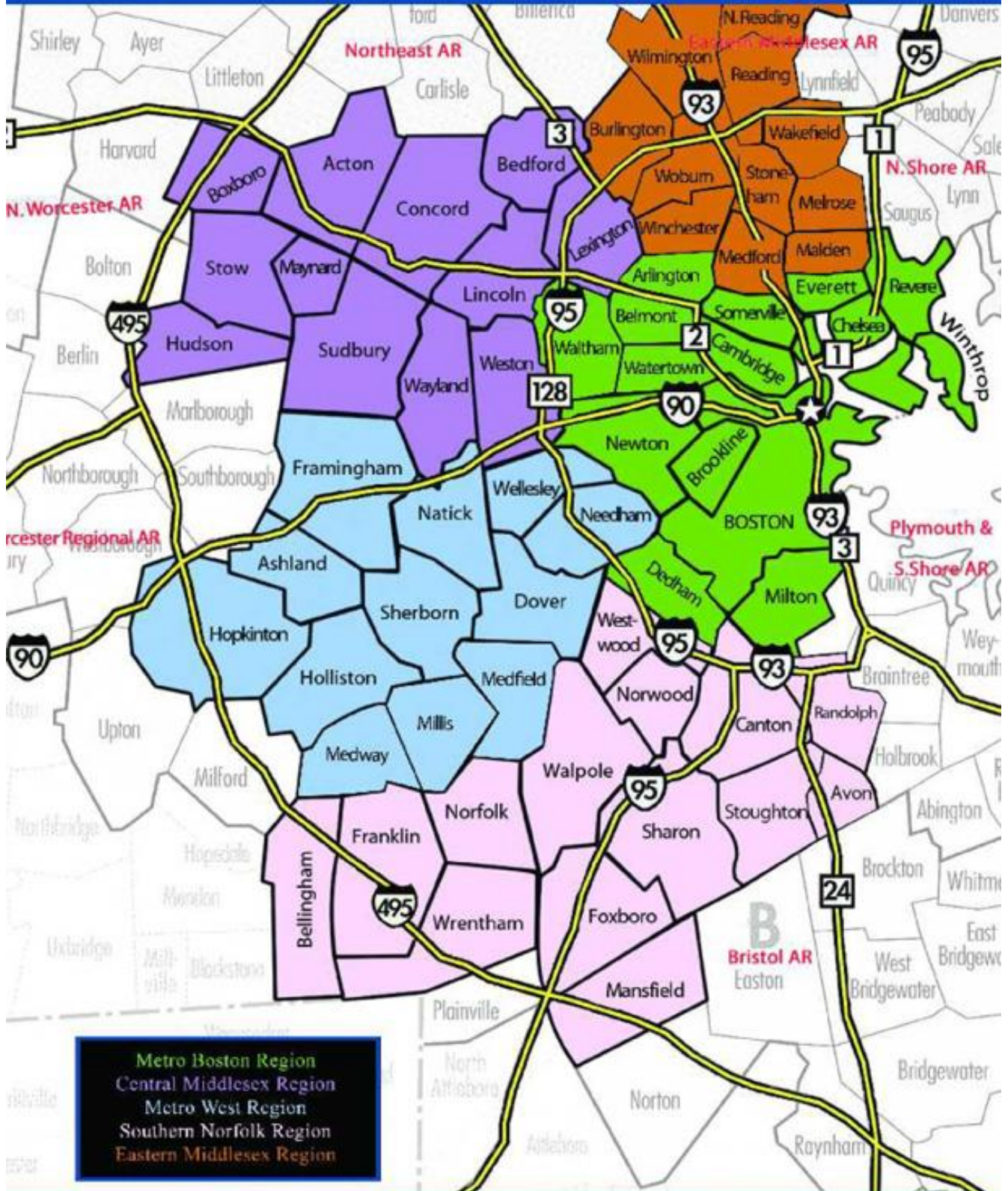


Units Sold



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.