

MONTHLY MARKET INSIGHTS REPORT

October 2021



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Detached Single-Family Homes

The 1,051 homes sold in October 2021 was the eight highest sales total on record for the month and was a 27.6 percent decrease in sales volume from the October 2020 sales total of 1,452 homes sold. Additionally, the median sales price rose to a new record-high price for the month of October at \$700,000, which is a modest 0.1 percent increase from the October 2020 median sales price of \$699,000.

Condominiums

With 949 condos sold, it was a 2.3 percent decrease from the record-high for closed sales in the month of October in 2020 of 971. The median sales price for condos also reached a new record high for the month of October at \$609,000, which was a 6.0 percent increase from the October 2020 median sales price of \$575,000.

Multi-Family Homes

This month, 216 multi-family homes were sold in Greater Boston, which was a 1.8 percent increase on the 212 units sold in October 2020.

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 11/10/2021

GREATER BOSTON MARKET SUMMARY

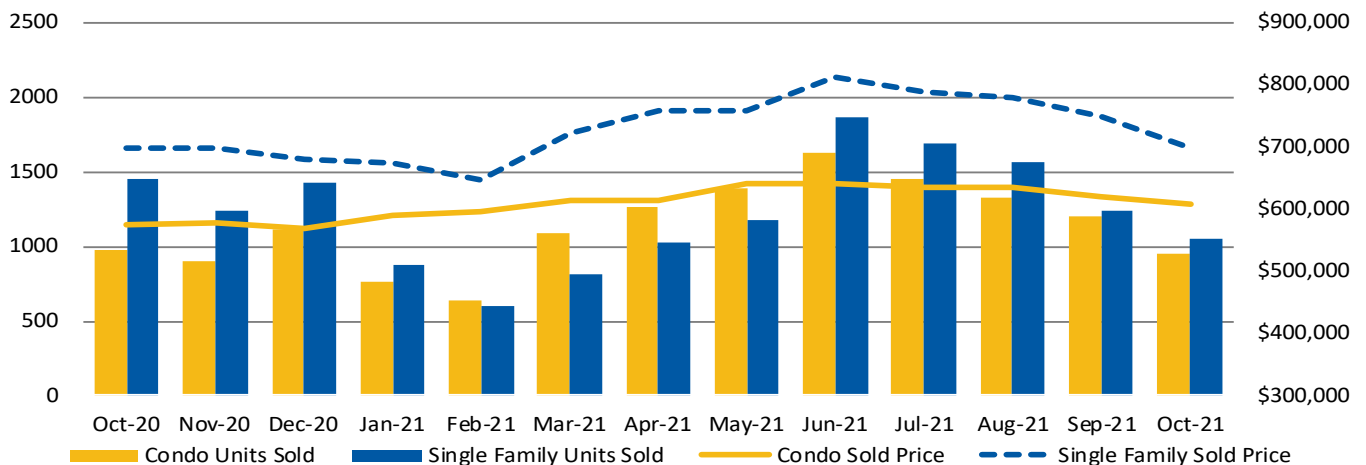
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$700,000	\$699,000	▲ 0.1%	\$750,000	▼ -6.7%	\$750,000	\$675,000	▲ 11.1%
Units Sold	1,051	1,452	▼ -27.6%	1,247	▼ -15.7%	11,933	11,073	▲ 7.8%
Active Listings	1,502	2,047	▼ -26.6%	1,802	▼ -16.6%	---	---	---
Months Supply of Inventory	1.4	1.4	▬ 0.0%	1.4	▬ 0.0%	---	---	---
New Listings	1,329	1,660	▼ -19.9%	1,763	▼ -24.6%	15,076	15,056	▲ 0.1%
Pending Sales	1,419	1,476	▼ -3.9%	1,128	▲ 25.8%	12,671	12,016	▲ 5.5%
Days to Off Market	26	29	▼ -10.3%	26	▬ 0.0%	24	35	▼ -31.4%
Sold to Original Price Ratio	101.9%	100.9%	▲ 1.0%	103.3%	▼ -1.4%	104.0%	99.6%	▲ 4.4%
Price per Square Foot	\$385	\$365	▲ 5.5%	\$397	▼ -3.0%	\$396	\$349	▲ 13.5%

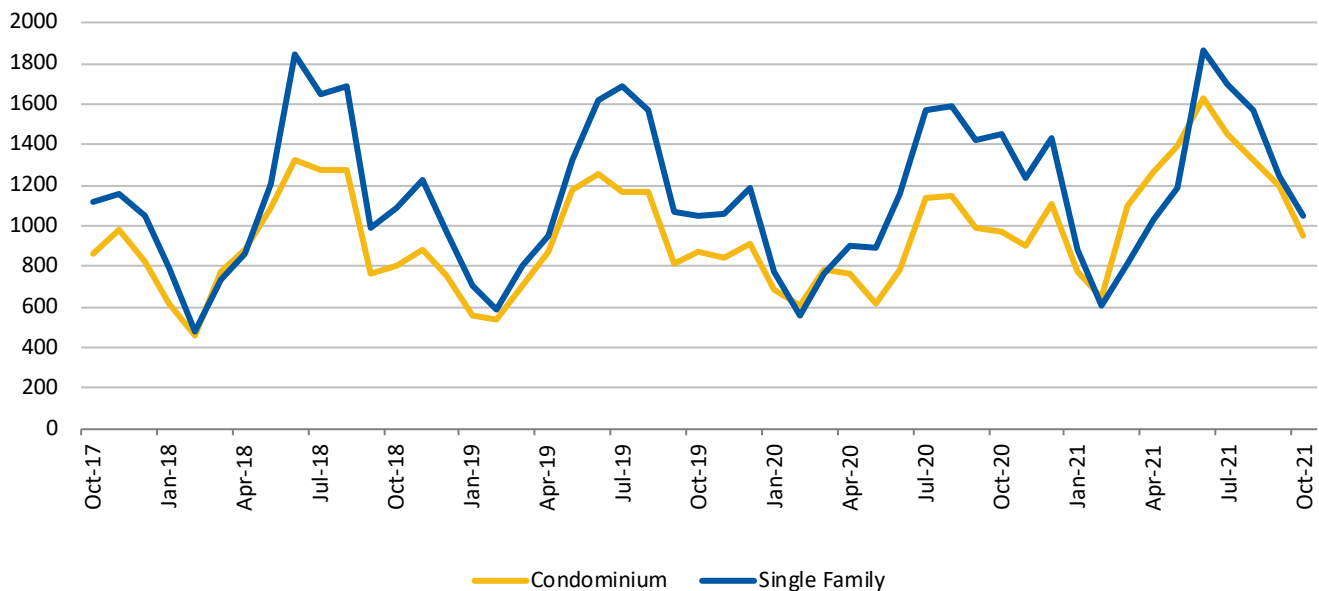
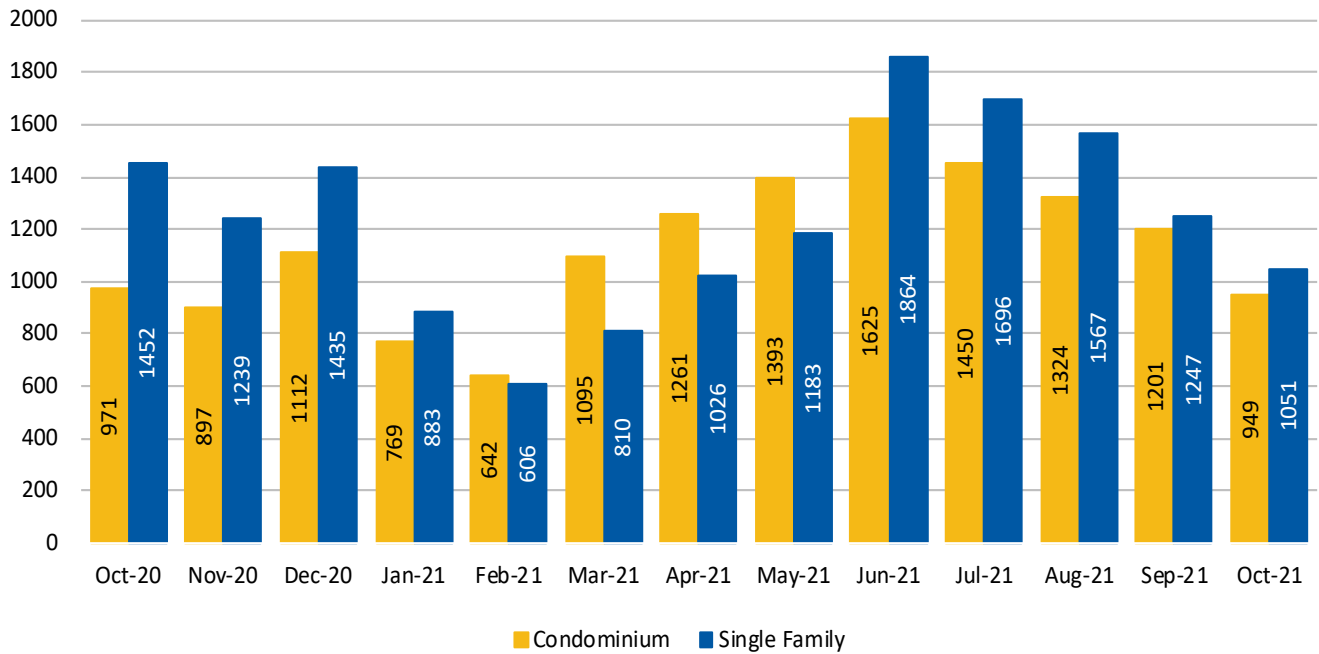
Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$609,500	\$575,000	▲ 6.0%	\$620,000	▼ -1.7%	\$624,900	\$590,000	▲ 5.9%
Units Sold	949	971	▼ -2.3%	1,201	▼ -21.0%	11,709	8,479	▲ 38.1%
Active Listings	2,336	3,465	▼ -32.6%	2,606	▼ -10.4%	---	---	---
Months Supply of Inventory	2.5	3.6	▼ -30.6%	2.2	▲ 13.6%	---	---	---
New Listings	1,229	1,691	▼ -27.3%	2,014	▼ -39.0%	15,538	14,254	▲ 9.0%
Pending Sales	1,146	1,085	▲ 5.6%	1,002	▲ 14.4%	12,051	9,013	▲ 33.7%
Days to Off Market	34	43	▼ -20.9%	35	▼ -2.9%	38	43	▼ -11.6%
Sold to Original Price Ratio	99.7%	98.7%	▲ 1.0%	99.9%	▼ -0.2%	99.9%	98.8%	▲ 1.1%
Price per Square Foot	\$617	\$540	▲ 14.3%	\$629	▼ -1.9%	\$621	\$564	▲ 10.1%



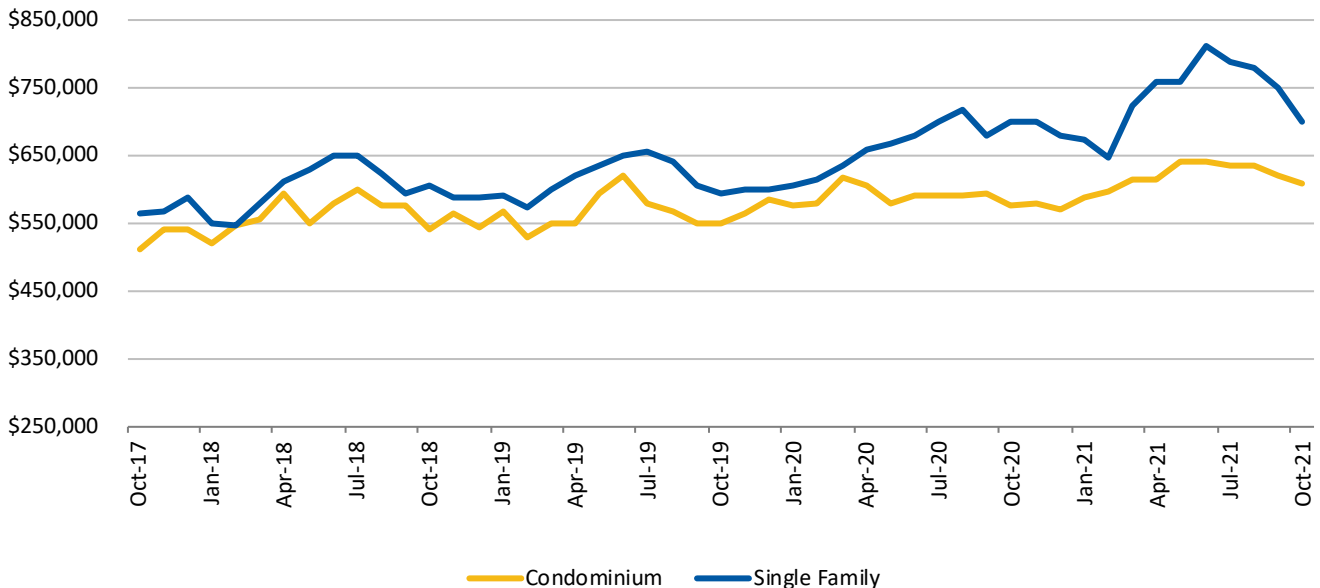
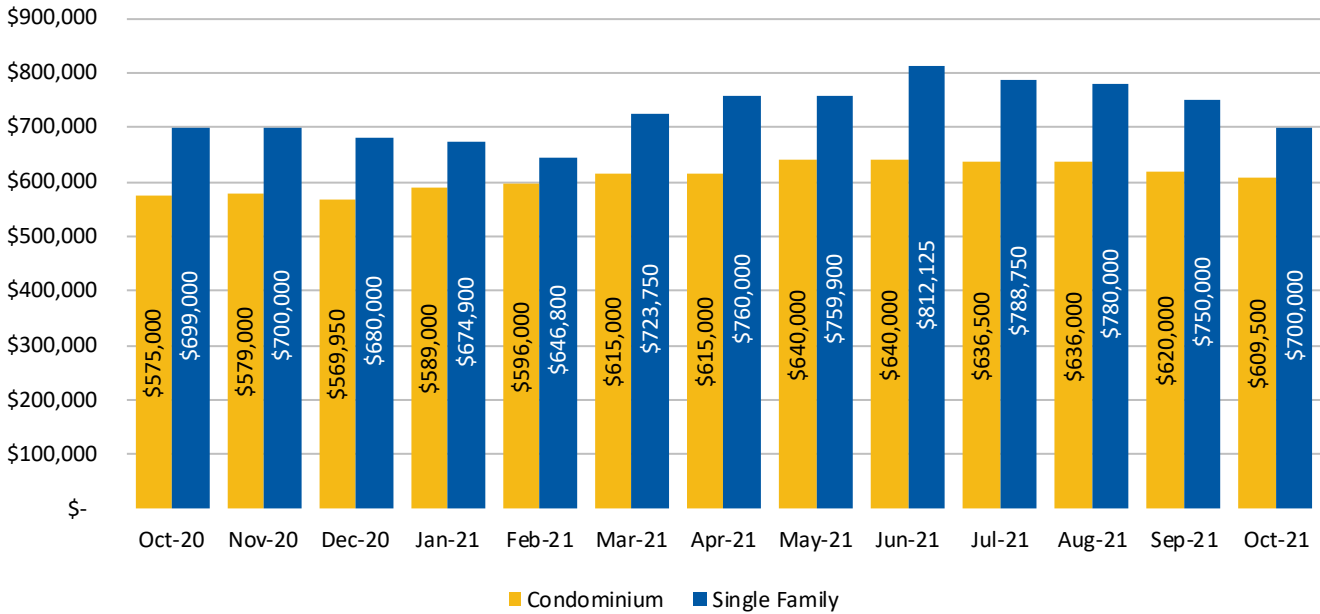
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,051	1,452	▼ -27.6%	1,247	▼ -15.7%	11,933	11,073	▲ 7.8%
CONDOMINIUMS	949	971	▼ -2.3%	1,201	▼ -21.0%	11,709	8,479	▲ 38.1%



MEDIAN SELLING PRICE

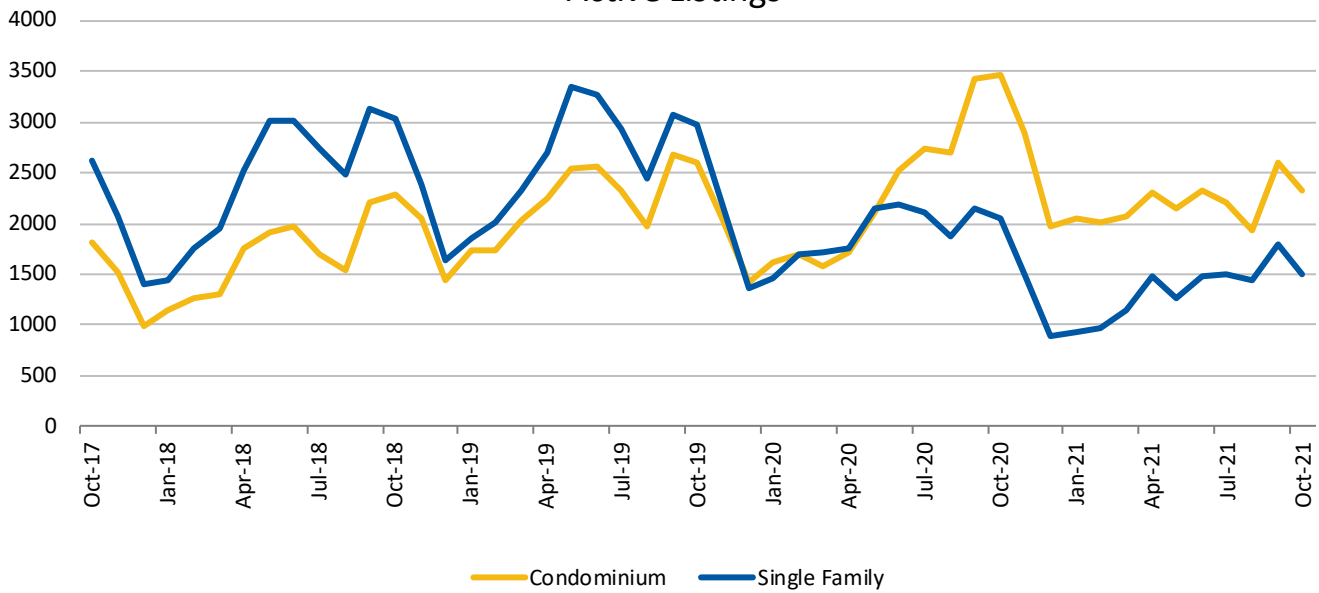
	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	\$700,000	\$699,000	▲ 0.1%	\$750,000	▼ -6.7%	\$750,000	\$675,000	▲ 11.1%
CONDOMINIUMS	\$609,500	\$575,000	▲ 6.0%	\$620,000	▼ -1.7%	\$624,900	\$590,000	▲ 5.9%



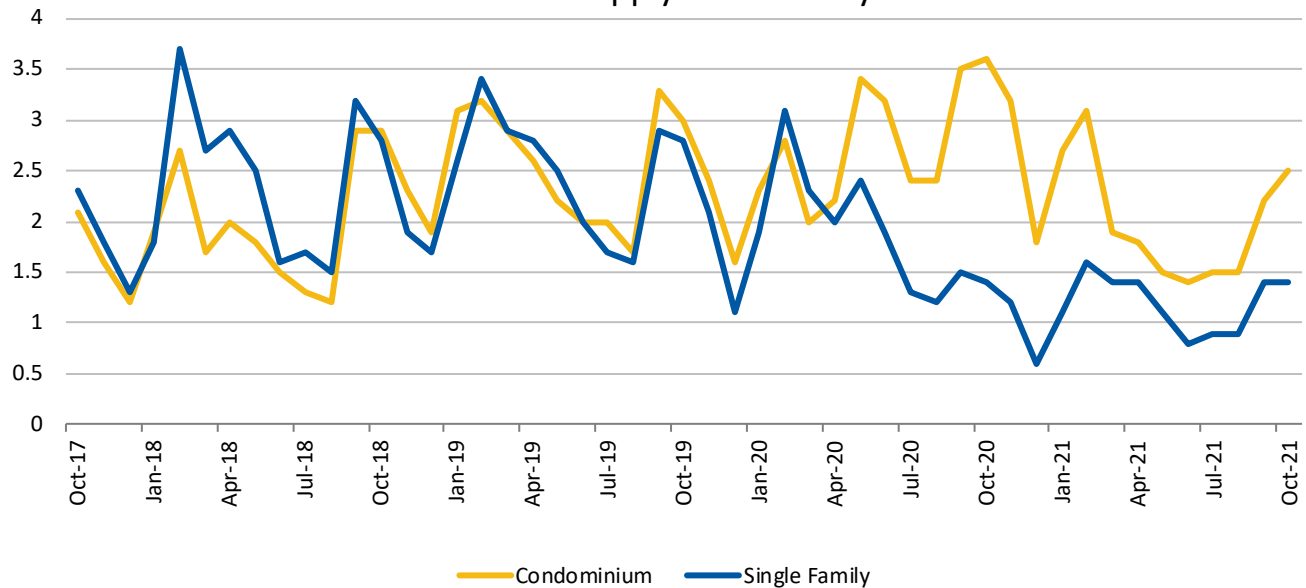
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Oct 2021	Oct 2020	Change	Sep 2021	Change
SINGLE FAMILY HOMES	Active Listings	1,502	2,047	▼ -26.6%	1,802	▼ -16.6%
	Months Supply of Inventory	1.4	1.4	▬ 0.0%	1.4	▬ 0.0%
CONDOMINIUMS	Active Listings	2,336	3,465	▼ -32.6%	2,606	▼ -10.4%
	Months Supply of Inventory	2.5	3.6	▼ -30.6%	2.2	▲ 13.6%

Active Listings

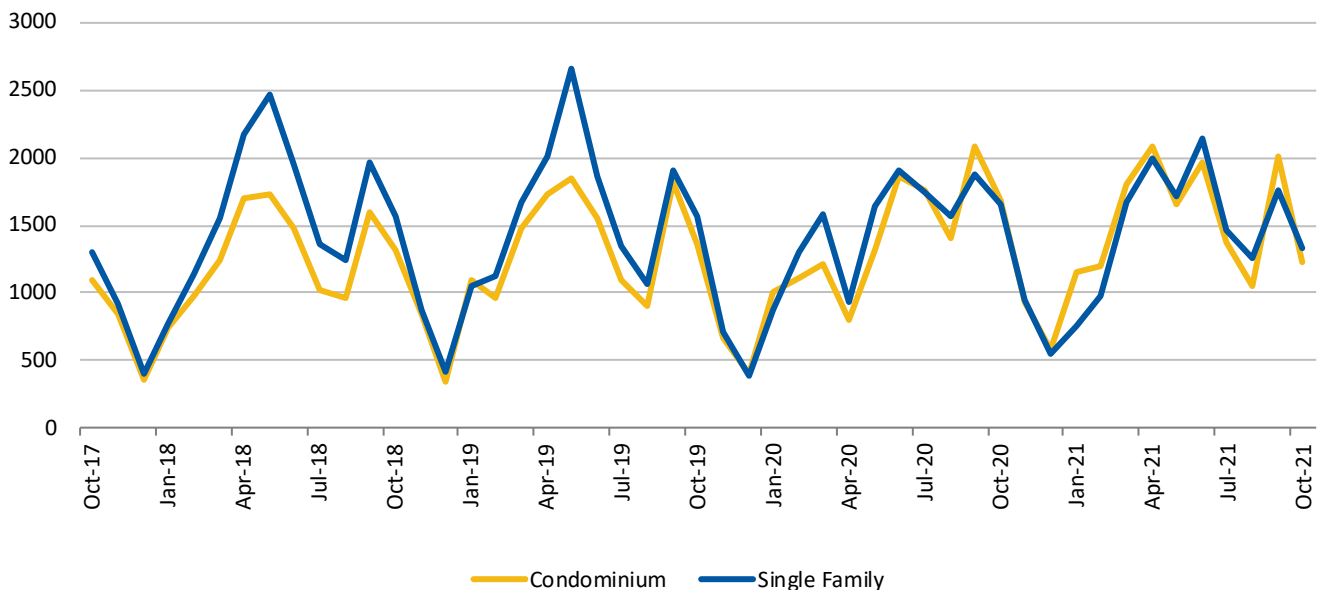
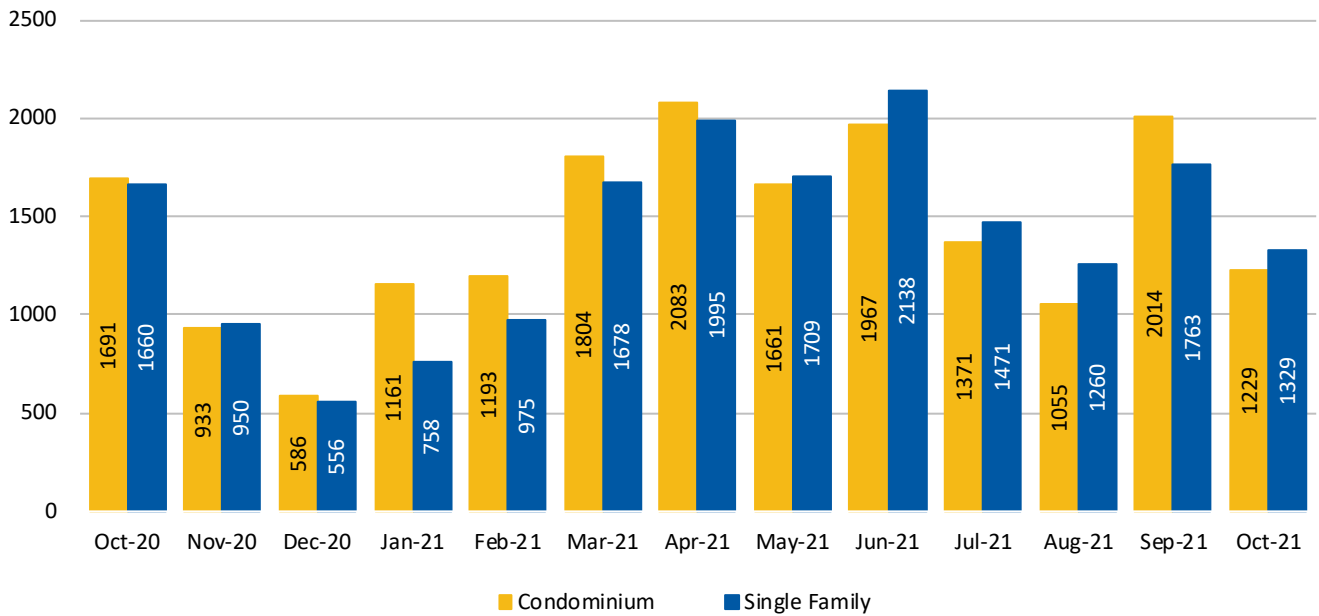


Months Supply of Inventory



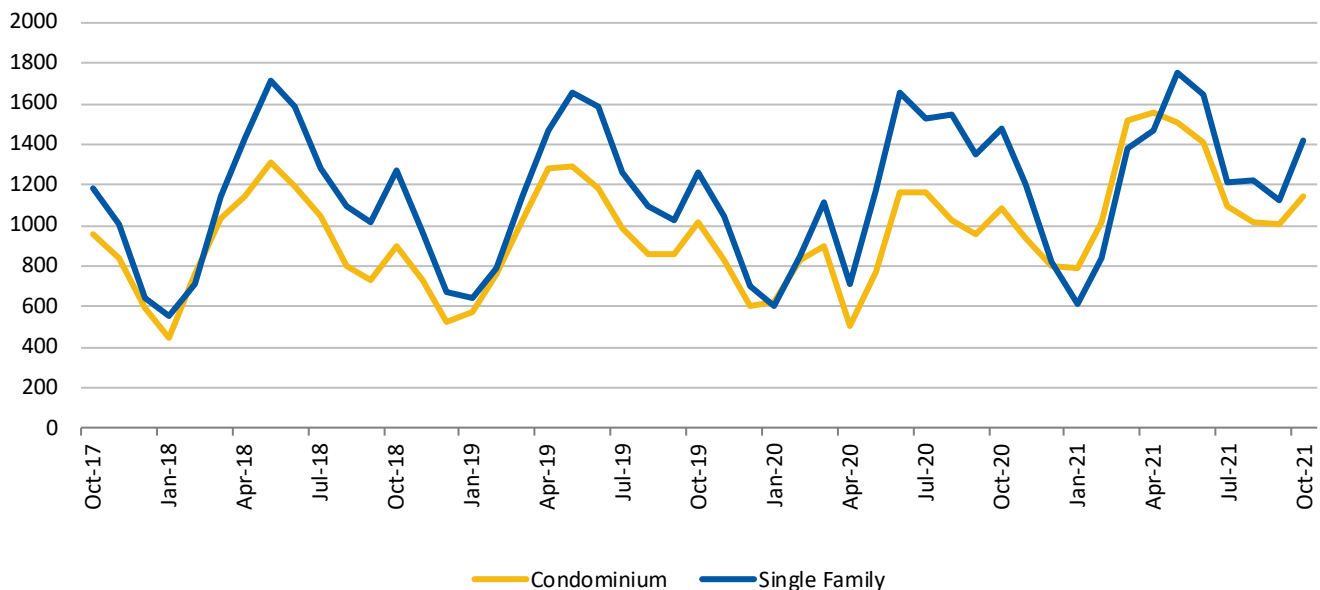
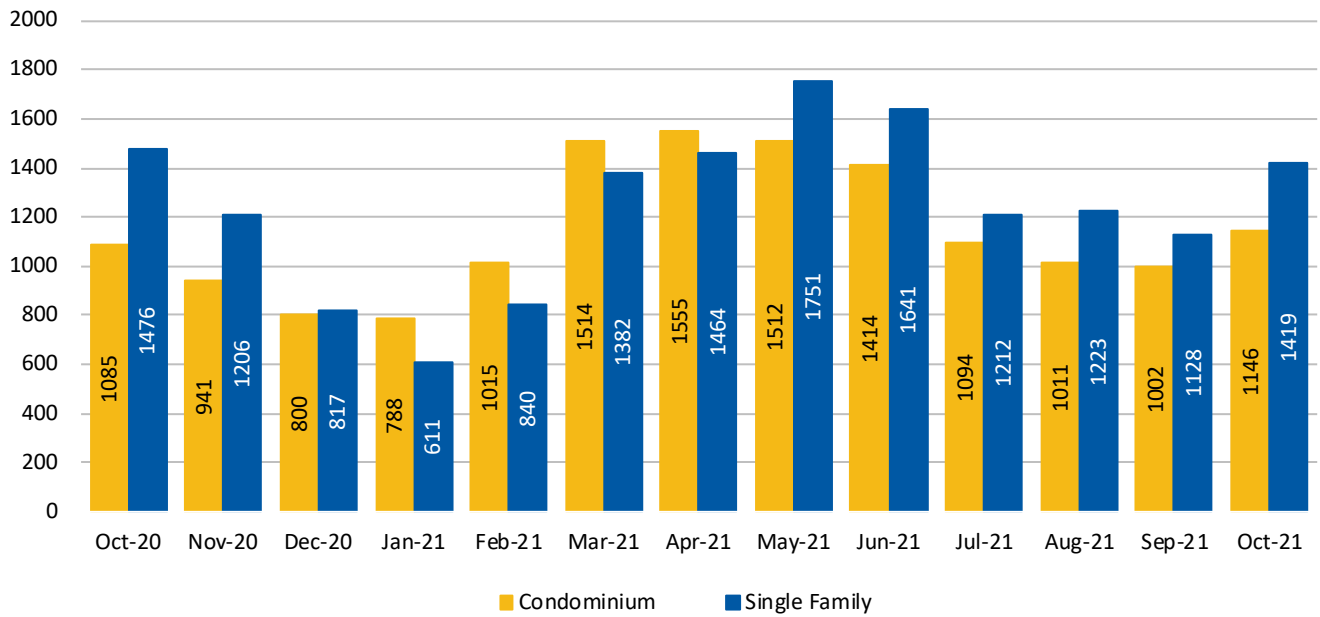
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,329	1,660	▼ -19.9%	1,763	▼ -24.6%	15,076	15,056	▲ 0.1%
CONDOMINIUMS	1,229	1,691	▼ -27.3%	2,014	▼ -39.0%	15,538	14,254	▲ 9.0%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,419	1,476	▼ -3.9%	1,128	▲ 25.8%	12,671	12,016	▲ 5.5%
CONDOMINIUMS	1,146	1,085	▲ 5.6%	1,002	▲ 14.4%	12,051	9,013	▲ 33.7%



CENTRAL MIDDLESEX REGION

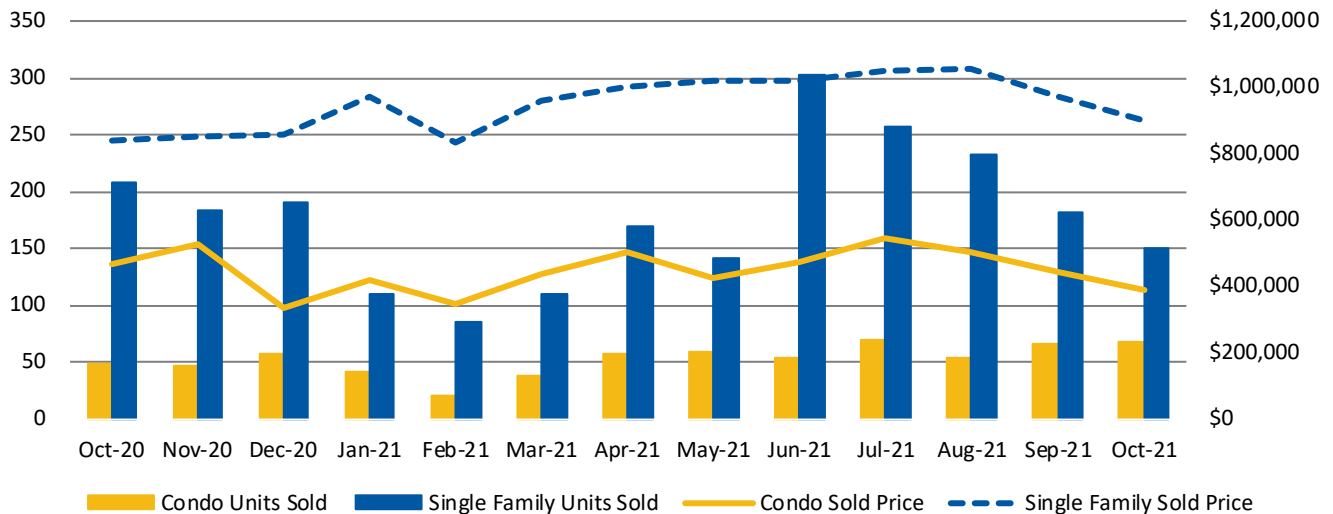
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$900,000	\$839,250	▲ 7.2%	\$975,000	▼ -7.7%	\$1,000,000	\$850,000	▲ 17.6%
Units Sold	151	208	▼ -27.4%	181	▼ -16.6%	1,741	1,763	▼ -1.2%
Active Listings	215	335	▼ -35.8%	284	▼ -24.3%	---	---	---
Months Supply of Inventory	1.4	1.6	▼ -12.5%	1.6	▼ -12.5%	---	---	---
New Listings	170	221	▼ -23.1%	258	▼ -34.1%	2,156	2,307	▼ -6.5%
Pending Sales	213	213	▬ 0.0%	161	▲ 32.3%	1,862	1,910	▼ -2.5%
Days to Off Market	28	38	▼ -26.3%	28	▬ 0.0%	27	44	▼ -38.6%
Sold to Original Price Ratio	102.2%	100.3%	▲ 1.9%	104.8%	▼ -2.5%	105.0%	98.6%	▲ 6.5%
Price per Square Foot	\$361	\$345	▲ 4.6%	\$387	▼ -6.7%	\$384	\$332	▲ 15.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$387,000	\$467,500	▼ -17.2%	\$440,000	▼ -12.0%	\$451,500	\$466,250	▼ -3.2%
Units Sold	67	49	▲ 36.7%	66	▲ 1.5%	526	456	▲ 15.4%
Active Listings	79	85	▼ -7.1%	85	▼ -7.1%	---	---	---
Months Supply of Inventory	1.2	1.7	▼ -29.4%	1.3	▼ -7.7%	---	---	---
New Listings	58	64	▼ -9.4%	85	▼ -31.8%	653	589	▲ 10.9%
Pending Sales	58	58	▬ 0.0%	71	▼ -18.3%	557	488	▲ 14.1%
Days to Off Market	34	41	▼ -17.1%	28	▲ 21.4%	27	47	▼ -42.6%
Sold to Original Price Ratio	101.4%	100.3%	▲ 1.1%	102.8%	▼ -1.4%	102.5%	99.0%	▲ 3.5%
Price per Square Foot	\$304	\$307	▼ -1.0%	\$312	▼ -2.6%	\$316	\$297	▲ 6.4%



EASTERN MIDDLESEX REGION

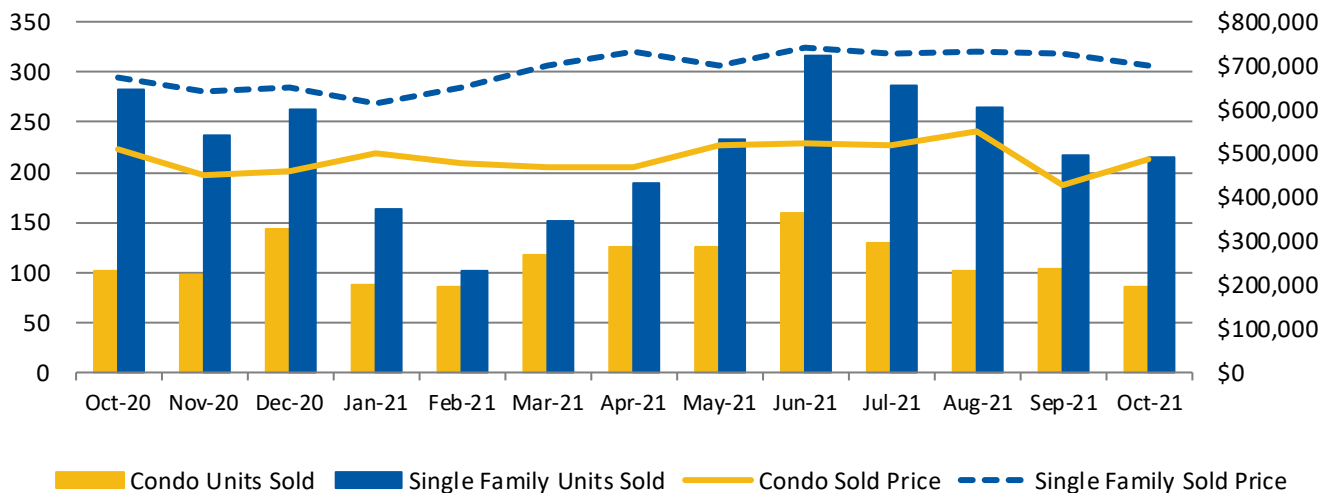
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$700,000	\$675,000	▲ 3.7%	\$730,000	▼ -4.1%	\$715,000	\$642,000	▲ 11.4%
Units Sold	216	283	▼ -23.7%	218	▼ -0.9%	2,141	1,918	▲ 11.6%
Active Listings	261	292	▼ -10.6%	285	▼ -8.4%	---	---	---
Months Supply of Inventory	1.2	1.0	▲ 20.0%	1.3	▼ -7.7%	---	---	---
New Listings	262	291	▼ -10.0%	304	▼ -13.8%	2,658	2,528	▲ 5.1%
Pending Sales	251	256	▼ -2.0%	213	▲ 17.8%	2,263	2,091	▲ 8.2%
Days to Off Market	26	21	▲ 23.8%	24	▲ 8.3%	22	27	▼ -18.5%
Sold to Original Price Ratio	103.0%	102.0%	▲ 1.0%	103.6%	▼ -0.6%	105.0%	101.3%	▲ 3.7%
Price per Square Foot	\$376	\$356	▲ 5.6%	\$389	▼ -3.3%	\$389	\$349	▲ 11.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$485,000	\$508,500	▼ -4.6%	\$430,000	▲ 12.8%	\$495,000	\$475,000	▲ 4.2%
Units Sold	86	102	▼ -15.7%	103	▼ -16.5%	1,122	898	▲ 24.9%
Active Listings	162	221	▼ -26.7%	186	▼ -12.9%	---	---	---
Months Supply of Inventory	1.9	2.2	▼ -13.6%	1.8	▲ 5.6%	---	---	---
New Listings	129	172	▼ -25.0%	169	▼ -23.7%	1,372	1,257	▲ 9.1%
Pending Sales	142	111	▲ 27.9%	95	▲ 49.5%	1,168	970	▲ 20.4%
Days to Off Market	28	31	▼ -9.7%	27	▲ 3.7%	30	36	▼ -16.7%
Sold to Original Price Ratio	100.8%	99.4%	▲ 1.4%	101.4%	▼ -0.6%	101.2%	99.5%	▲ 1.7%
Price per Square Foot	\$432	\$386	▲ 11.9%	\$426	▲ 1.4%	\$428	\$380	▲ 12.6%



METRO BOSTON REGION

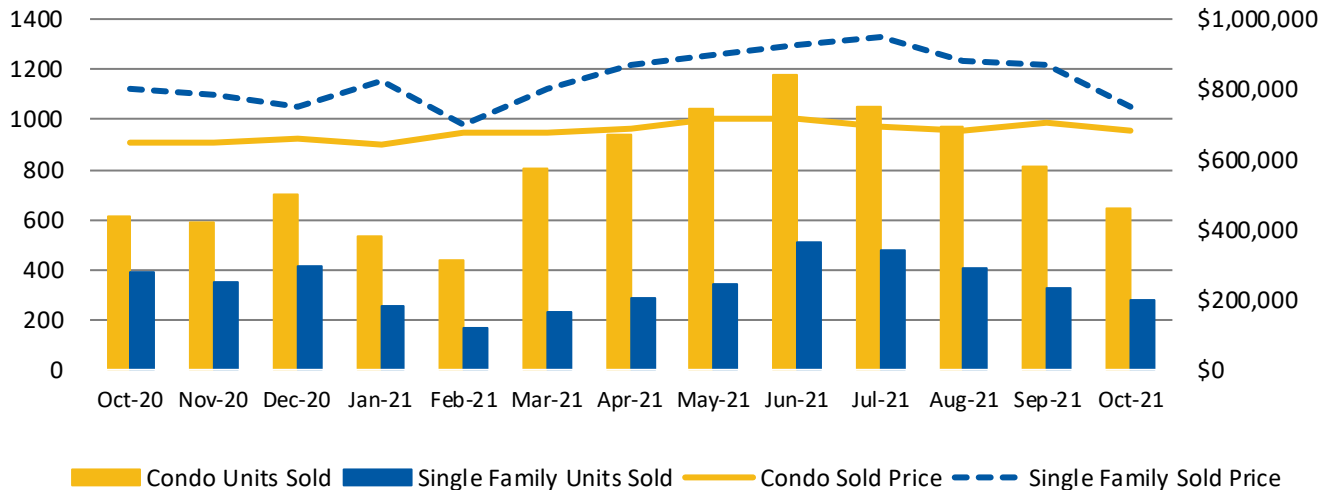
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$750,250	\$800,000	▼ -6.2%	\$873,500	▼ -14.1%	\$875,000	\$785,000	▲ 11.5%
Units Sold	276	389	▼ -29.0%	328	▼ -15.9%	3,272	2,835	▲ 15.4%
Active Listings	527	700	▼ -24.7%	604	▼ -12.7%	---	---	---
Months Supply of Inventory	1.9	1.8	▲ 5.6%	1.8	▲ 5.6%	---	---	---
New Listings	421	512	▼ -17.8%	570	▼ -26.1%	4,446	4,393	▲ 1.2%
Pending Sales	411	452	▼ -9.1%	318	▲ 29.2%	3,500	3,136	▲ 11.6%
Days to Off Market	27	31	▼ -12.9%	26	▲ 3.8%	26	32	▼ -18.8%
Sold to Original Price Ratio	101.2%	100.3%	▲ 0.9%	101.9%	▼ -0.7%	102.6%	99.6%	▲ 3.0%
Price per Square Foot	\$483	\$464	▲ 4.1%	\$498	▼ -3.0%	\$498	\$448	▲ 11.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$680,000	\$650,000	▲ 4.6%	\$705,000	▼ -3.5%	\$692,000	\$670,000	▲ 3.3%
Units Sold	642	613	▲ 4.7%	812	▼ -20.9%	8,417	5,779	▲ 45.6%
Active Listings	1,904	2,860	▼ -33.4%	2,117	▼ -10.1%	---	---	---
Months Supply of Inventory	3.0	4.7	▼ -36.2%	2.6	▲ 15.4%	---	---	---
New Listings	892	1,240	▼ -28.1%	1,552	▼ -42.5%	11,543	10,581	▲ 9.1%
Pending Sales	790	709	▲ 11.4%	684	▲ 15.5%	8,600	6,080	▲ 41.4%
Days to Off Market	36	42	▼ -14.3%	38	▼ -5.3%	41	41	■ 0.0%
Sold to Original Price Ratio	99.0%	97.8%	▲ 1.2%	99.0%	■ 0.0%	99.3%	98.5%	▲ 0.8%
Price per Square Foot	\$747	\$664	▲ 12.5%	\$766	▼ -2.5%	\$726	\$678	▲ 7.1%



METRO WEST REGION

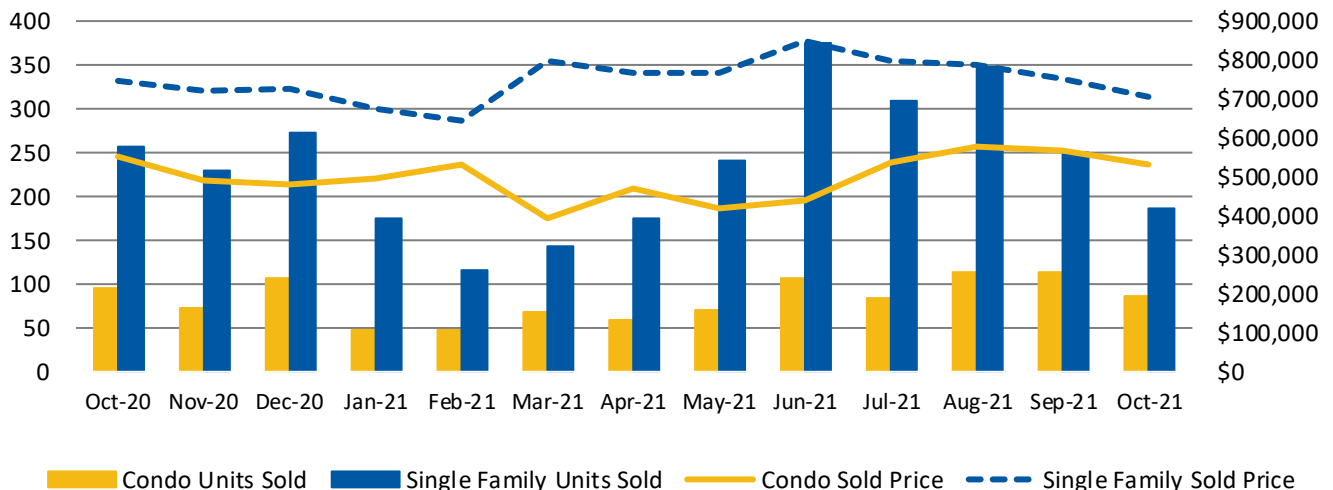
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$707,500	\$748,500	▼ -5.5%	\$753,000	▼ -6.0%	\$770,000	\$695,000	▲ 10.8%
Units Sold	186	258	▼ -27.9%	250	▼ -25.6%	2,316	2,231	▲ 3.8%
Active Listings	245	360	▼ -31.9%	304	▼ -19.4%	---	---	---
Months Supply of Inventory	1.3	1.4	▼ -7.1%	1.2	▲ 8.3%	---	---	---
New Listings	234	309	▼ -24.3%	310	▼ -24.5%	2,845	2,921	▼ -2.6%
Pending Sales	256	286	▼ -10.5%	206	▲ 24.3%	2,441	2,409	▲ 1.3%
Days to Off Market	25	31	▼ -19.4%	28	▼ -10.7%	22	40	▼ -45.0%
Sold to Original Price Ratio	101.5%	100.4%	▲ 1.1%	104.3%	▼ -2.7%	104.4%	98.9%	▲ 5.6%
Price per Square Foot	\$354	\$333	▲ 6.3%	\$364	▼ -2.7%	\$364	\$320	▲ 13.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$535,000	\$552,500	▼ -3.2%	\$570,000	▼ -6.1%	\$496,590	\$444,000	▲ 11.8%
Units Sold	87	96	▼ -9.4%	113	▼ -23.0%	800	601	▲ 33.1%
Active Listings	92	144	▼ -36.1%	115	▼ -20.0%	---	---	---
Months Supply of Inventory	1.1	1.5	▼ -26.7%	1.0	▲ 10.0%	---	---	---
New Listings	62	104	▼ -40.4%	104	▼ -40.4%	926	858	▲ 7.9%
Pending Sales	77	95	▼ -18.9%	66	▲ 16.7%	811	699	▲ 16.0%
Days to Off Market	33	63	▼ -47.6%	23	▲ 43.5%	32	59	▼ -45.8%
Sold to Original Price Ratio	101.4%	100.6%	▲ 0.8%	101.2%	▲ 0.2%	101.5%	99.7%	▲ 1.8%
Price per Square Foot	\$320	\$308	▲ 3.9%	\$321	▼ -0.3%	\$323	\$292	▲ 10.6%



SOUTHERN NORFOLK REGION

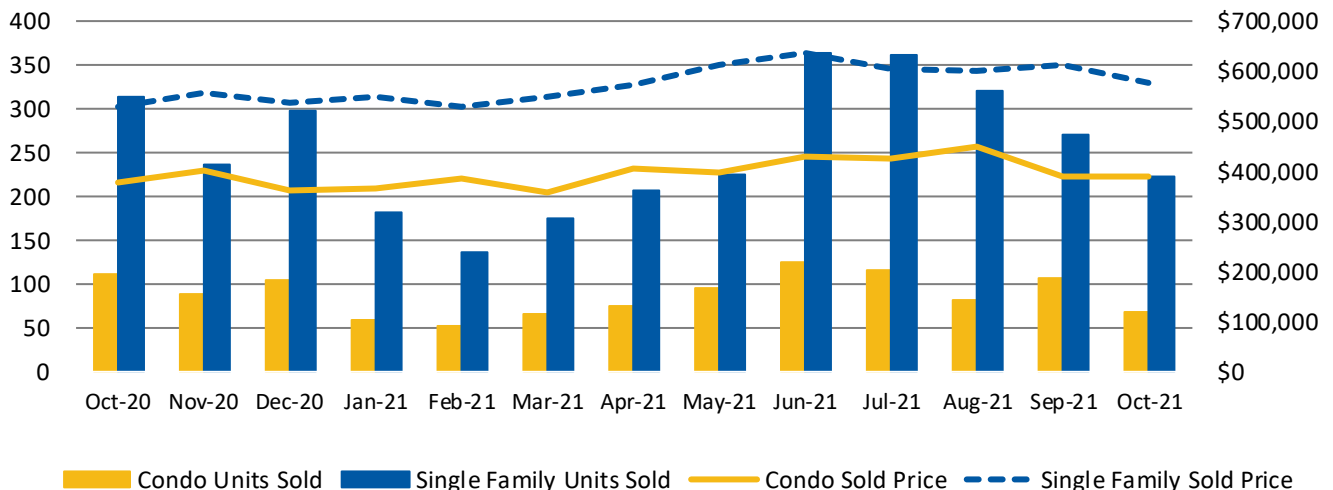
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$577,500	\$531,500	▲ 8.7%	\$612,625	▼ -5.7%	\$597,900	\$515,000	▲ 16.1%
Units Sold	222	314	▼ -29.3%	270	▼ -17.8%	2,463	2,326	▲ 5.9%
Active Listings	254	360	▼ -29.4%	325	▼ -21.8%	---	---	---
Months Supply of Inventory	1.1	1.1	▬ 0.0%	1.2	▼ -8.3%	---	---	---
New Listings	242	327	▼ -26.0%	321	▼ -24.6%	2,971	2,907	▲ 2.2%
Pending Sales	288	269	▲ 7.1%	230	▲ 25.2%	2,605	2,470	▲ 5.5%
Days to Off Market	26	26	▬ 0.0%	26	▬ 0.0%	22	34	▼ -35.3%
Sold to Original Price Ratio	102.0%	101.4%	▲ 0.6%	103.0%	▼ -1.0%	104.0%	99.6%	▲ 4.4%
Price per Square Foot	\$315	\$288	▲ 9.4%	\$317	▼ -0.6%	\$307	\$271	▲ 13.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$389,000	\$380,000	▲ 2.4%	\$391,470	▼ -0.6%	\$400,000	\$375,000	▲ 6.7%
Units Sold	67	111	▼ -39.6%	107	▼ -37.4%	844	745	▲ 13.3%
Active Listings	99	155	▼ -36.1%	103	▼ -3.9%	---	---	---
Months Supply of Inventory	1.5	1.4	▲ 7.1%	1.0	▲ 50.0%	---	---	---
New Listings	88	111	▼ -20.7%	104	▼ -15.4%	1,044	969	▲ 7.7%
Pending Sales	79	112	▼ -29.5%	86	▼ -8.1%	915	776	▲ 17.9%
Days to Off Market	27	39	▼ -30.8%	36	▼ -25.0%	32	46	▼ -30.4%
Sold to Original Price Ratio	101.2%	100.7%	▲ 0.5%	102.1%	▼ -0.9%	101.8%	100.2%	▲ 1.6%
Price per Square Foot	\$309	\$301	▲ 2.7%	\$305	▲ 1.3%	\$299	\$277	▲ 7.9%



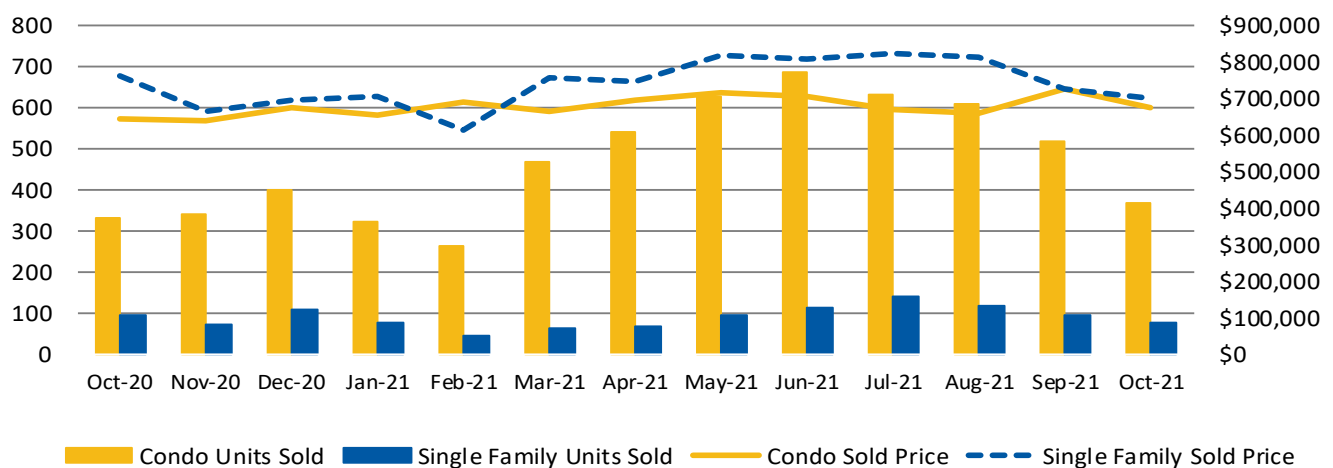
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$700,000	\$765,000	▼ -8.5%	\$725,000	▼ -3.4%	\$770,000	\$690,000	▲ 11.6%
Units Sold	78	95	▼ -17.9%	97	▼ -19.6%	896	694	▲ 29.1%
Active Listings	201	222	▼ -9.5%	203	▼ -1.0%	---	---	---
Months Supply of Inventory	2.6	2.3	▲ 13.0%	2.1	▲ 23.8%	---	---	---
New Listings	137	134	▲ 2.2%	168	▼ -18.5%	1,285	1,128	▲ 13.9%
Pending Sales	111	110	▲ 0.9%	89	▲ 24.7%	953	757	▲ 25.9%
Days to Off Market	33	38	▼ -13.2%	25	▲ 32.0%	30	34	▼ -11.8%
Sold to Original Price Ratio	98.4%	99.7%	▼ -1.3%	101.1%	▼ -2.7%	101.5%	99.9%	▲ 1.6%
Price per Square Foot	\$499	\$496	▲ 0.6%	\$521	▼ -4.2%	\$511	\$464	▲ 10.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$677,250	\$647,000	▲ 4.7%	\$729,000	▼ -7.1%	\$690,000	\$660,000	▲ 4.5%
Units Sold	370	330	▲ 12.1%	521	▼ -29.0%	5,051	3,413	▲ 48.0%
Active Listings	1,316	1,938	▼ -32.1%	1,420	▼ -7.3%	---	---	---
Months Supply of Inventory	3.6	5.9	▼ -39.0%	2.7	▲ 33.3%	---	---	---
New Listings	538	726	▼ -25.9%	977	▼ -44.9%	7,128	6,629	▲ 7.5%
Pending Sales	447	404	▲ 10.6%	390	▲ 14.6%	5,083	3,555	▲ 43.0%
Days to Off Market	39	44	▼ -11.4%	43	▼ -9.3%	45	45	▬ 0.0%
Sold to Original Price Ratio	98.0%	97.3%	▲ 0.7%	98.7%	▼ -0.7%	98.5%	98.0%	▲ 0.5%
Price per Square Foot	\$854	\$741	▲ 15.2%	\$859	▼ -0.6%	\$810	\$755	▲ 7.3%



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		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$851,000	\$755,000	▲ 12.7%	\$850,000	▲ 0.1%	\$830,000	\$750,000	▲ 10.7%
Units Sold	161	143	▲ 12.6%	153	▲ 5.2%	1,407	1,021	▲ 37.8%
Active Listings	261	335	▼ -22.1%	303	▼ -13.9%	---	---	---
Months Supply of Inventory	1.6	2.3	▼ -30.4%	2.0	▼ -20.0%	---	---	---
New Listings	217	250	▼ -13.2%	265	▼ -18.1%	2,050	1,727	▲ 18.7%
Pending Sales	209	157	▲ 33.1%	168	▲ 24.4%	1,529	1,096	▲ 39.5%
Days to Off Market	30	29	▲ 3.4%	26	▲ 15.4%	29	31	▼ -6.5%
Sold to Original Price Ratio	99.7%	98.6%	▲ 1.1%	99.1%	▲ 0.6%	100.3%	98.7%	▲ 1.6%
Price per Square Foot	\$361	\$338	▲ 6.8%	\$368	▼ -1.9%	\$354	\$326	▲ 8.6%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$1,150,000	\$1,025,000	▲ 12.2%	\$1,162,500	▼ -1.1%	\$1,085,000	\$985,000	▲ 10.2%
Units Sold	43	52	▼ -17.3%	58	▼ -25.9%	493	304	▲ 62.2%
Active Listings	136	178	▼ -23.6%	161	▼ -15.5%	---	---	---
Months Supply of Inventory	3.2	3.4	▼ -5.9%	2.8	▲ 14.3%	---	---	---
New Listings	65	87	▼ -25.3%	95	▼ -31.6%	792	668	▲ 18.6%
Pending Sales	65	58	▲ 12.1%	46	▲ 41.3%	536	316	▲ 69.6%
Days to Off Market	38	37	▲ 2.7%	34	▲ 11.8%	35	35	▬ 0.0%
Sold to Original Price Ratio	97.1%	95.0%	▲ 2.2%	97.9%	▼ -0.8%	97.7%	96.9%	▲ 0.8%
Price per Square Foot	\$368	\$350	▲ 5.1%	\$361	▲ 1.9%	\$350	\$347	▲ 0.9%

4 Family Homes

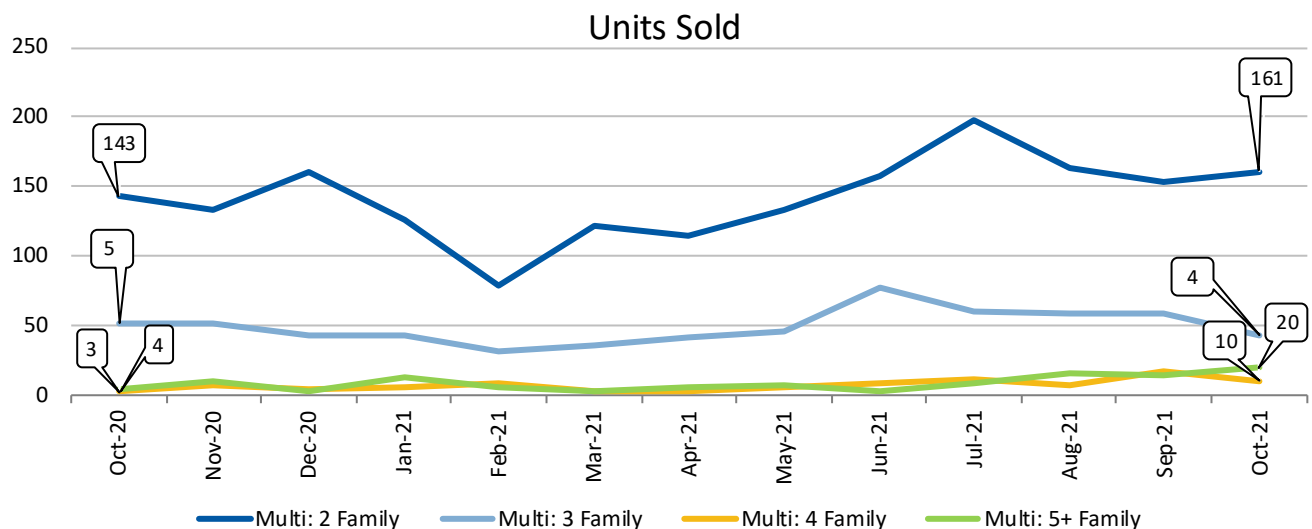
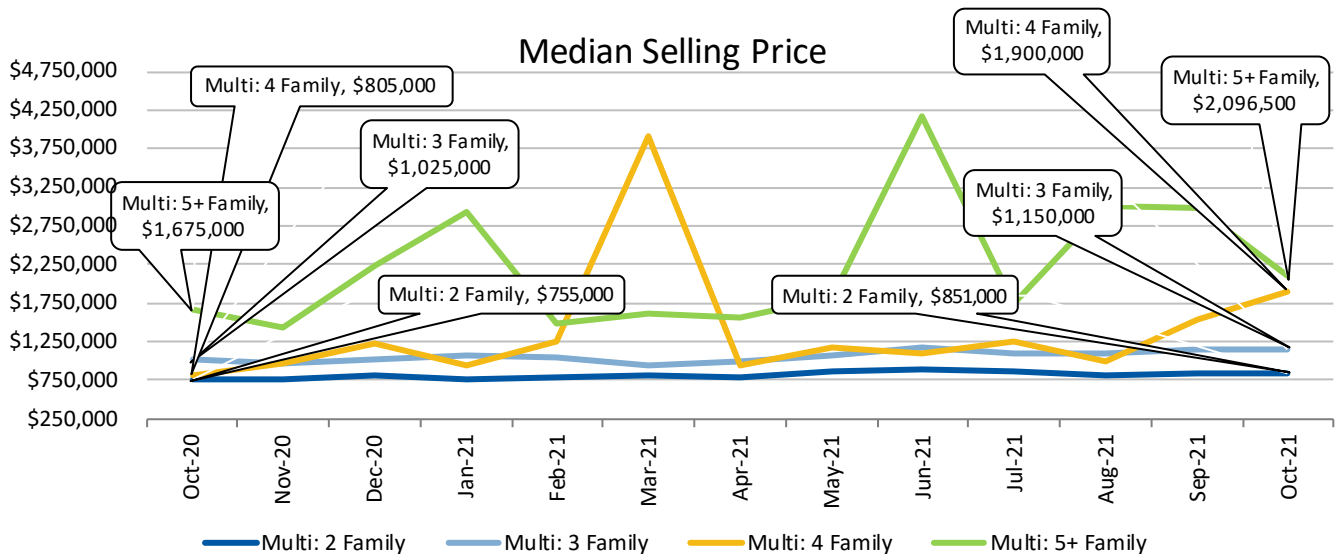
	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$1,345,000	\$975,000	▲ 37.9%	\$1,900,000	▼ -29.2%	\$1,202,063	\$1,262,100	▼ -4.8%
Units Sold	10	7	▲ 42.9%	10	▬ 0.0%	82	54	▲ 51.9%
Active Listings	29	21	▲ 38.1%	32	▼ -9.4%	---	---	---
Months Supply of Inventory	2.9	3.0	▼ -3.3%	3.2	▼ -9.4%	---	---	---
New Listings	15	13	▲ 15.4%	21	▼ -28.6%	150	101	▲ 48.5%
Pending Sales	8	8	▬ 0.0%	14	▼ -42.9%	92	58	▲ 58.6%
Days to Off Market	19	38	▼ -50.0%	31	▼ -38.7%	30	43	▼ -30.2%
Sold to Original Price Ratio	96.1%	96.9%	▼ -0.8%	96.4%	▼ -0.3%	96.1%	94.9%	▲ 1.3%
Price per Square Foot	\$380	\$270	▲ 40.7%	\$525	▼ -27.6%	\$396	\$372	▲ 6.5%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

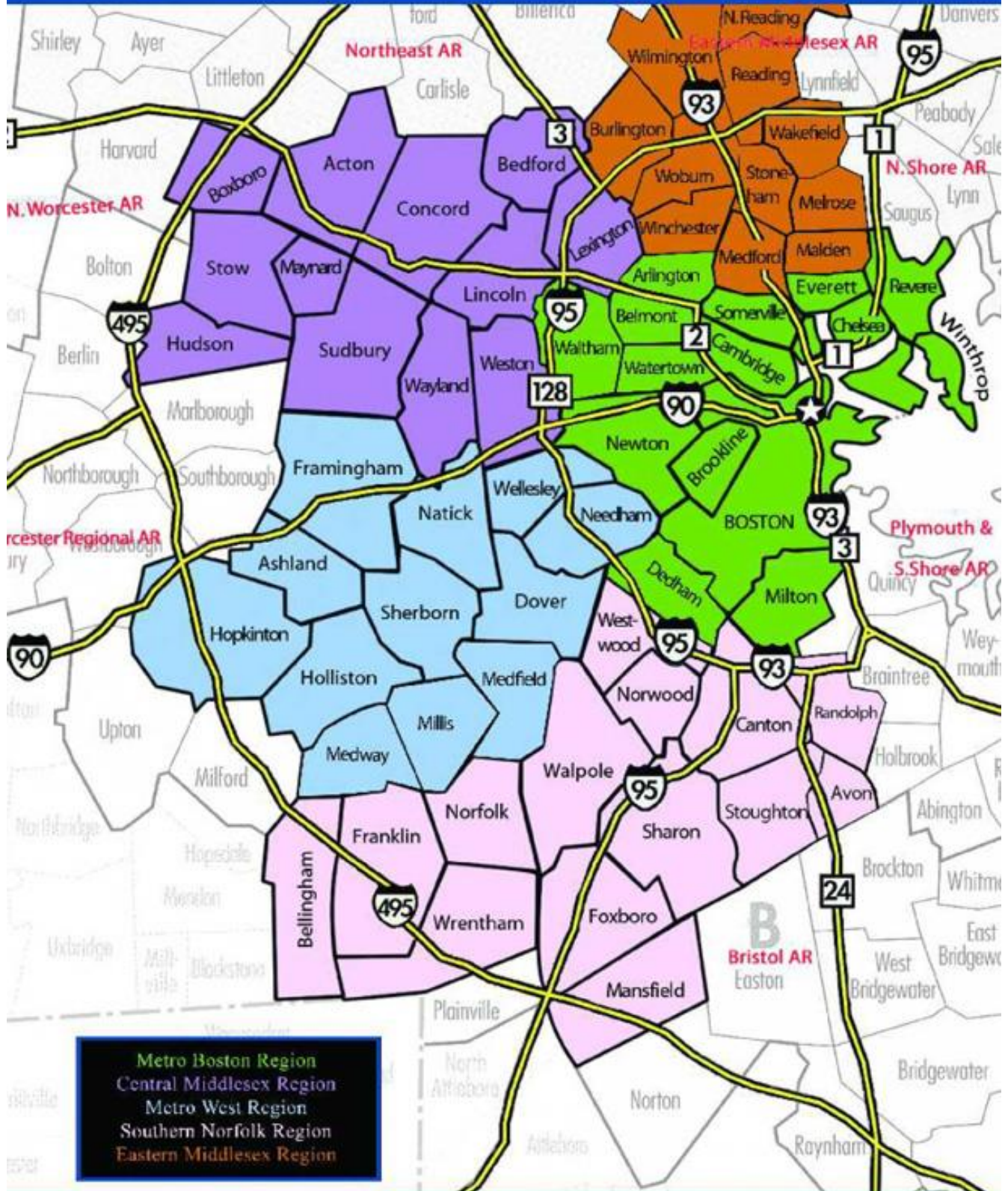
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2021	Oct 2020	Change	Sep 2021	Change	2021	2020	Change
Median Selling Price	\$1,780,000	\$1,444,950	▲ 23.2%	\$2,096,500	▼ -15.1%	\$2,072,000	\$2,200,000	▼ -5.8%
Units Sold	2	10	▼ -80.0%	20	▼ -90.0%	83	55	▲ 50.9%
Active Listings	57	48	▲ 18.8%	57	■ 0.0%	---	---	---
Months Supply of Inventory	28.5	4.8	▲ 493.8%	2.9	▲ 882.8%	---	---	---
New Listings	23	18	▲ 27.8%	22	▲ 4.5%	219	132	▲ 65.9%
Pending Sales	10	11	▼ -9.1%	10	■ 0.0%	95	56	▲ 69.6%
Days to Off Market	30	57	▼ -47.4%	37	▼ -18.9%	42	58	▼ -27.6%
Sold to Original Price Ratio	100.5%	96.3%	▲ 4.4%	93.4%	▲ 7.6%	93.6%	93.1%	▲ 0.5%
Price per Square Foot	\$347	\$388	▼ -10.6%	\$454	▼ -23.6%	\$490	\$415	▲ 18.1%



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.