

MONTHLY MARKET INSIGHTS REPORT

September 2020

Detached Single-Family Homes

The 1,408 homes sold this month was the highest sales total for the month of September in Greater Boston, and was a 32.3 percent increase in sales volume from the September 2019 sales total of 1,064.

Additionally, the median sales price reached a new record high price for the month of September at \$680,000 which is a 12.4 percent increase on the September 2019 median sales price of \$605,000.

Condominiums

With 968 condos sold in September, it was the third most active September on record in Greater Boston as the market experienced a 19.1 percent increase in sales volume from the 813 units sold in September 2019. The median sales price for condo rose 7.7 percent from \$550,000 in September 2019 to \$592,500 in 2020, a record-high for the month.

Multi-Family Homes

This month, 199 multi-family homes were sold in Greater Boston, which reflects a 17.0 percent increase in sales from the 170 units sold in September 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 10/10/2020

GREATER BOSTON MARKET SUMMARY

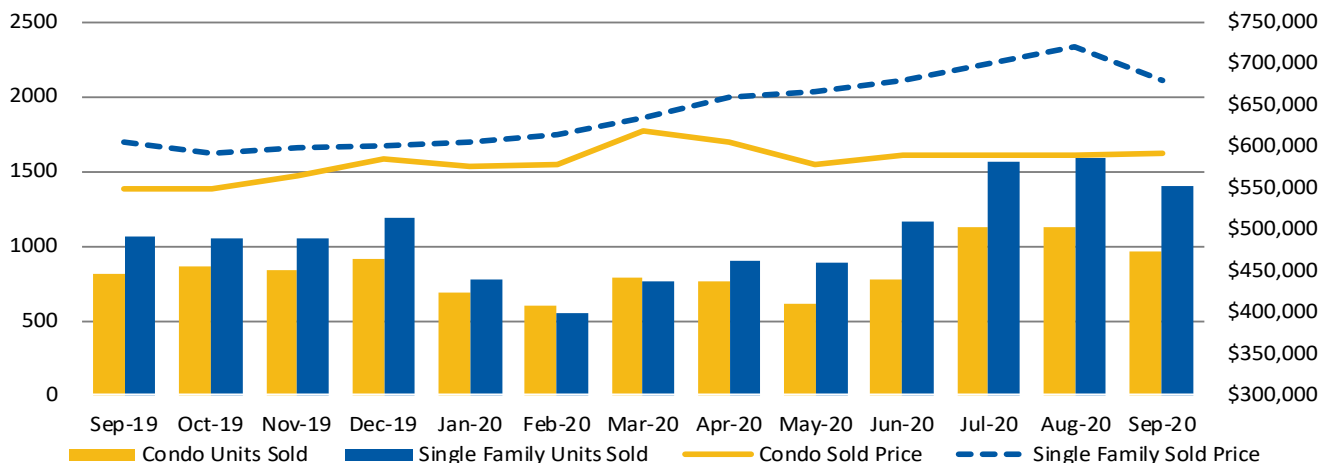
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$680,000	\$605,000	▲ 12.4%	\$720,000	▼ -5.6%	\$675,000	\$628,000	▲ 7.5%
Units Sold	1,408	1,064	▲ 32.3%	1,591	▼ -11.5%	9,660	10,310	▼ -6.3%
Active Listings	2,167	3,070	▼ -29.4%	1,881	▲ 15.2%	---	---	---
Months Supply of Inventory	1.5	2.9	▼ -48.3%	1.2	▲ 25.0%	---	---	---
New Listings	1,899	1,901	▼ -0.1%	1,575	▲ 20.6%	13,513	14,700	▼ -8.1%
Pending Sales	1,415	1,024	▲ 38.2%	1,570	▼ -9.9%	10,652	10,666	▼ -0.1%
Days to Off Market	32	43	▼ -25.6%	31	▲ 3.2%	36	41	▼ -12.2%
Sold to Original Price Ratio	100.6%	97.6%	▲ 3.1%	100.5%	▲ 0.1%	99.4%	98.5%	▲ 0.9%
Price per Square Foot	\$357	\$328	▲ 8.8%	\$356	▲ 0.3%	\$348	\$335	▲ 3.9%

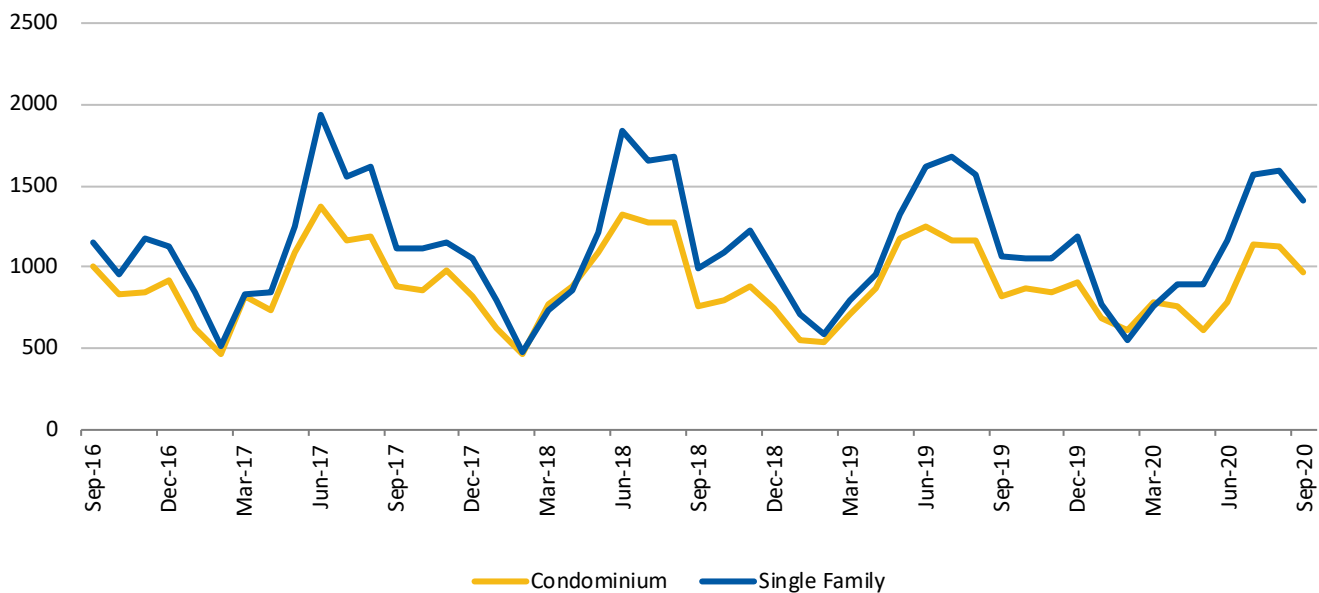
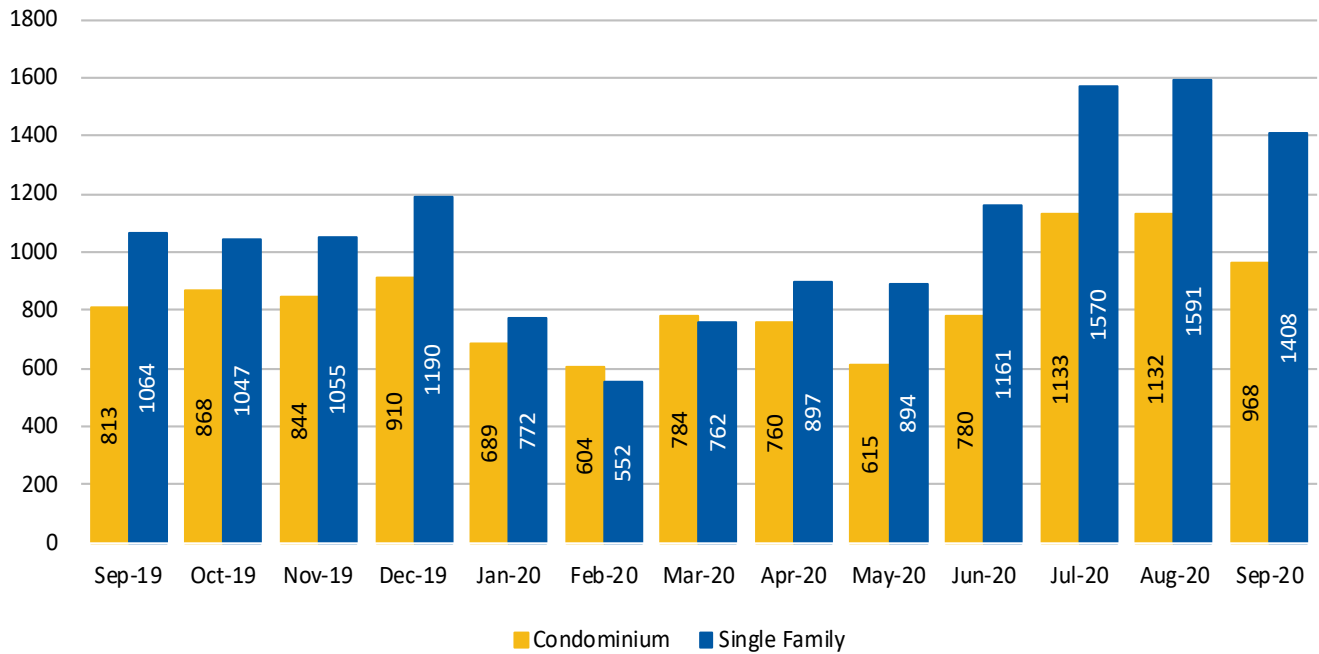
Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$592,500	\$550,000	▲ 7.7%	\$590,000	▲ 0.4%	\$591,005	\$574,250	▲ 2.9%
Units Sold	968	813	▲ 19.1%	1,132	▼ -14.5%	7,469	8,250	▼ -9.5%
Active Listings	3,405	2,675	▲ 27.3%	2,685	▲ 26.8%	---	---	---
Months Supply of Inventory	3.5	3.3	▲ 6.1%	2.4	▲ 45.8%	---	---	---
New Listings	2,067	1,812	▲ 14.1%	1,399	▲ 47.7%	12,540	12,463	▲ 0.6%
Pending Sales	975	861	▲ 13.2%	1,035	▼ -5.8%	7,970	8,820	▼ -9.6%
Days to Off Market	38	45	▼ -15.6%	41	▼ -7.3%	41	41	■ 0.0%
Sold to Original Price Ratio	98.5%	98.5%	■ 0.0%	99.2%	▼ -0.7%	98.9%	99.1%	▼ -0.2%
Price per Square Foot	\$562	\$556	▲ 1.1%	\$571	▼ -1.6%	\$567	\$574	▼ -1.2%



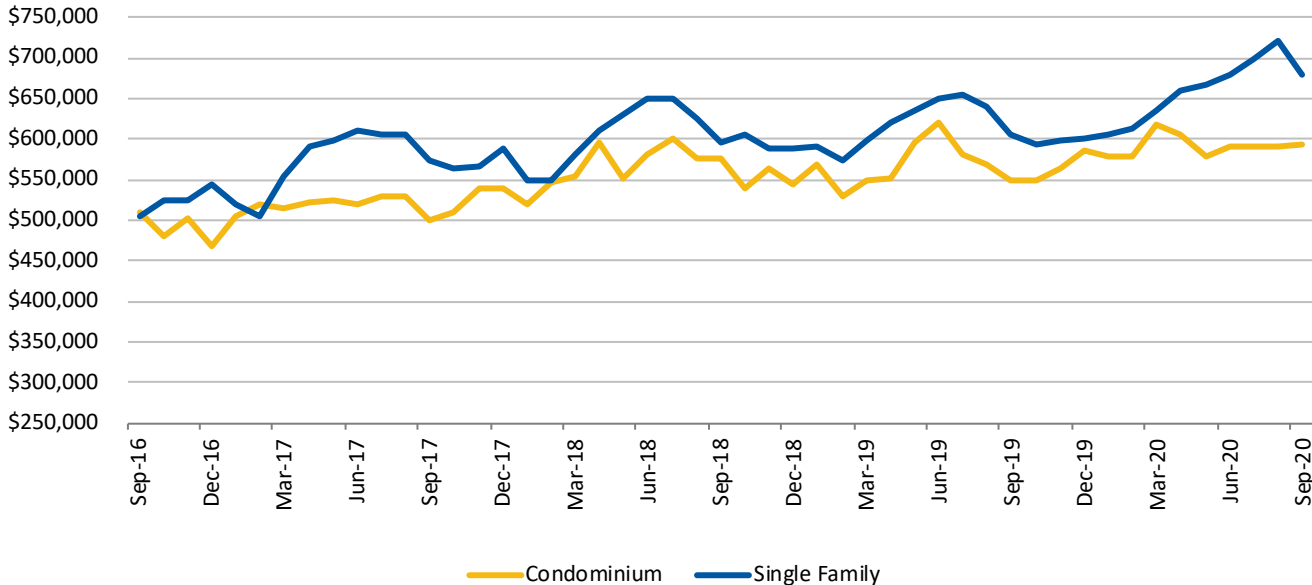
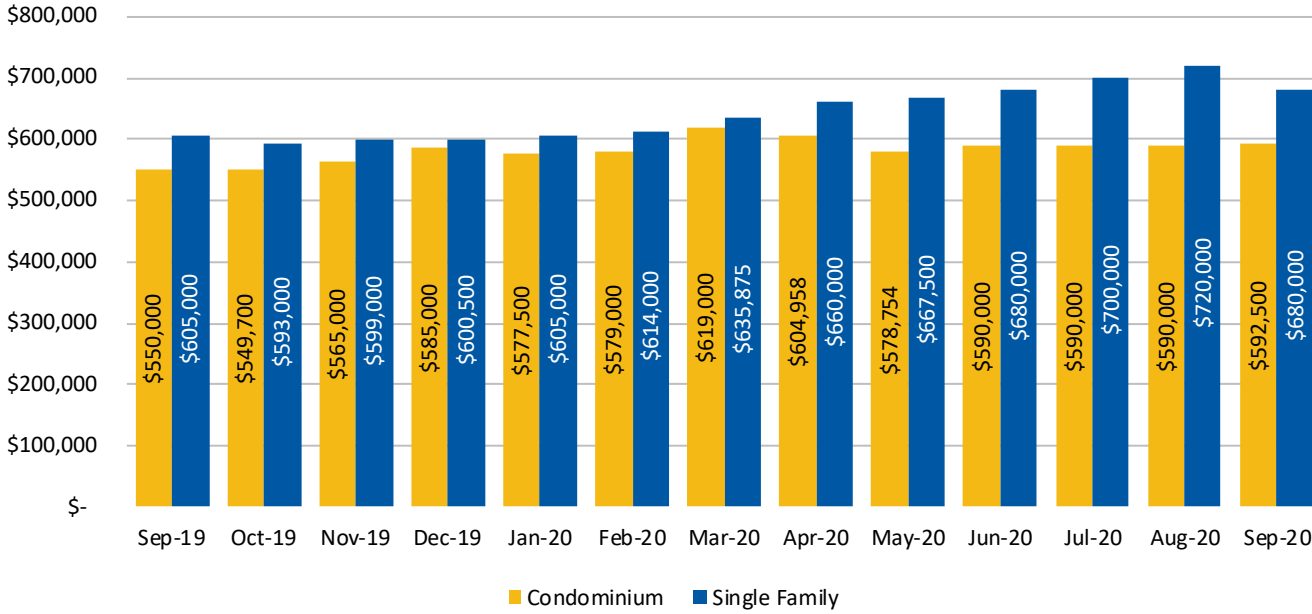
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,408	1,064	▲ 32.3%	1,591	▼ -11.5%	9,660	10,310	▼ -6.3%
CONDOMINIUMS	968	813	▲ 19.1%	1,132	▼ -14.5%	7,469	8,250	▼ -9.5%



MEDIAN SELLING PRICE

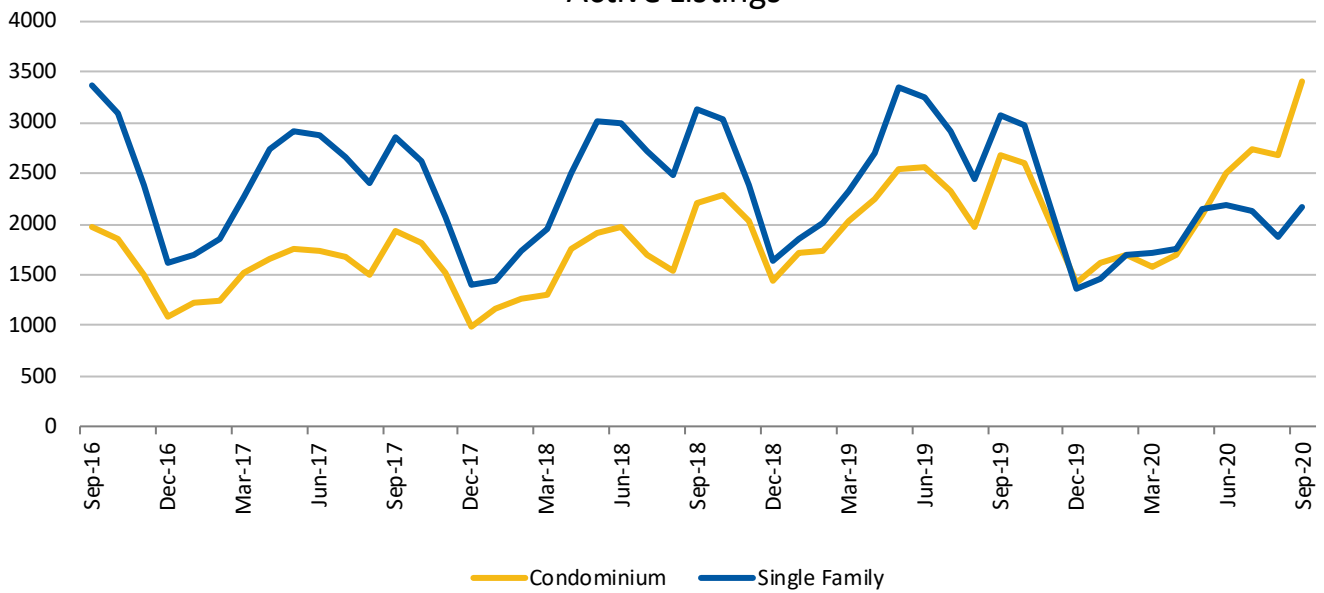
	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	\$680,000	\$605,000	▲ 12.4%	\$720,000	▼ -5.6%	\$675,000	\$628,000	▲ 7.5%
CONDOMINIUMS	\$592,500	\$550,000	▲ 7.7%	\$590,000	▲ 0.4%	\$591,005	\$574,250	▲ 2.9%



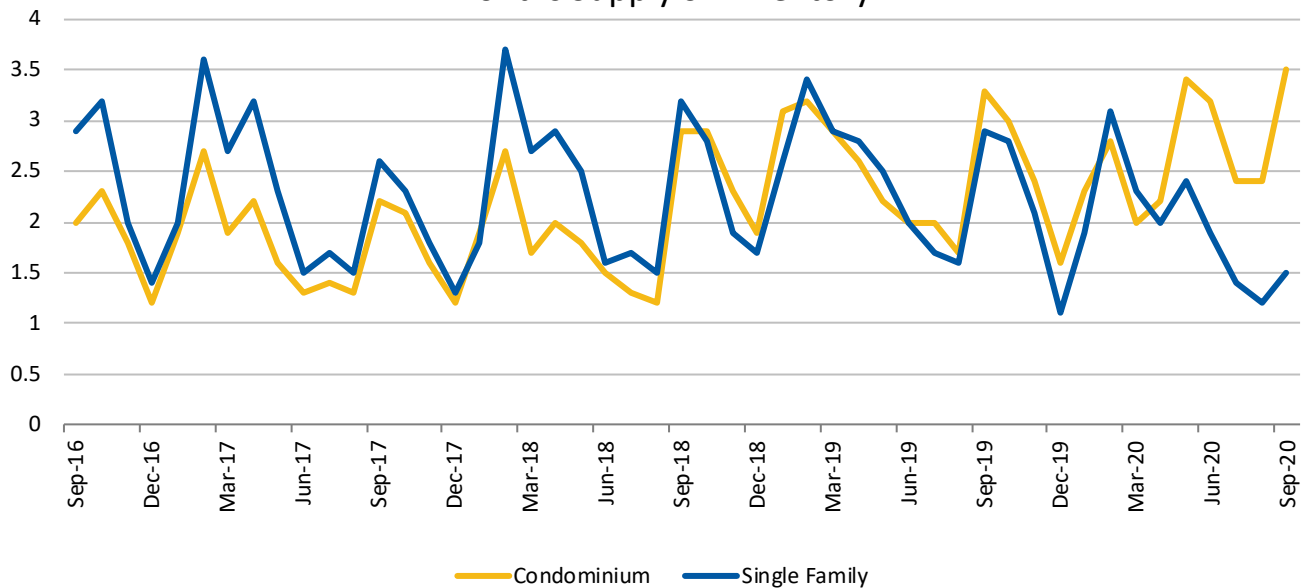
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Sep 2020	Sep 2019	Change	Aug 2020	Change
SINGLE FAMILY HOMES	Active Listings	2,167	3,070	▼ -29.4%	1,881	▲ 15.2%
	Months Supply of Inventory	1.5	2.9	▼ -48.3%	1.2	▲ 25.0%
CONDOMINIUMS	Active Listings	3,405	2,675	▲ 27.3%	2,685	▲ 26.8%
	Months Supply of Inventory	3.5	3.3	▲ 6.1%	2.4	▲ 45.8%

Active Listings

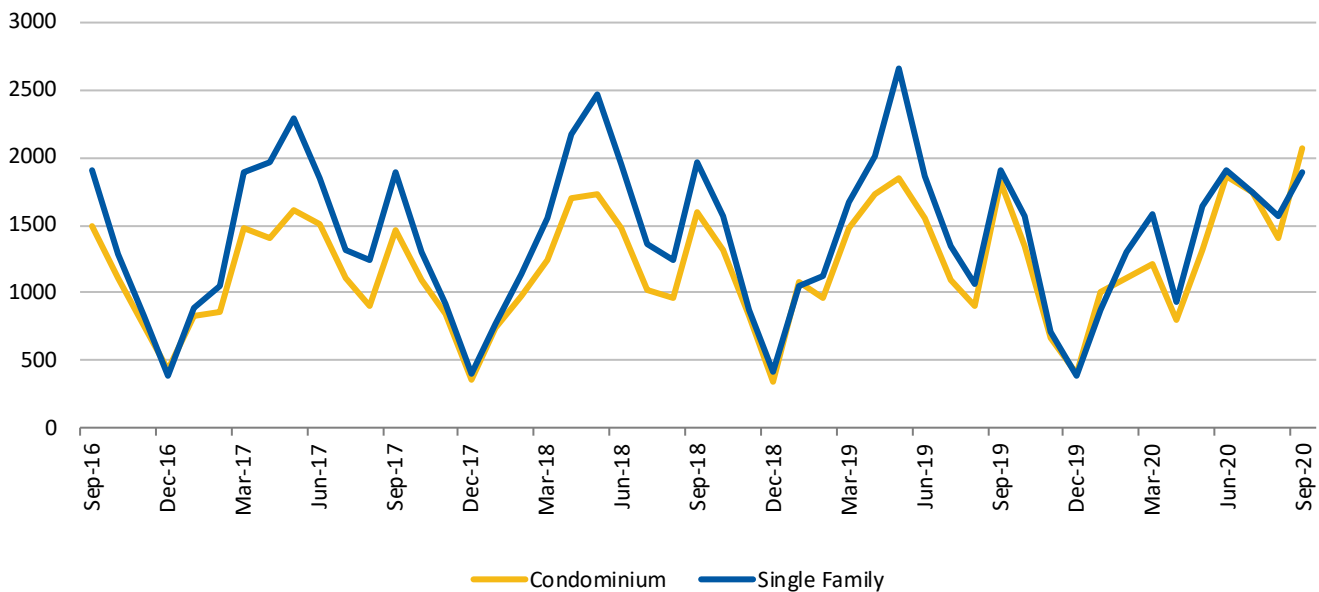
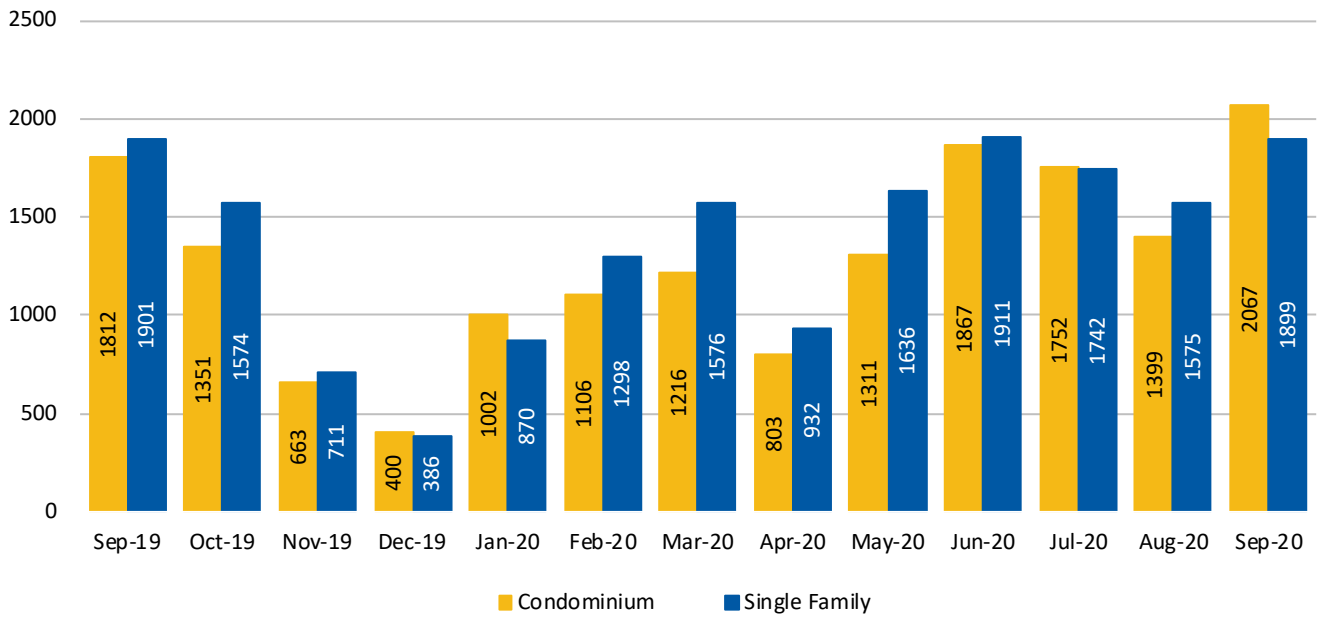


Months Supply of Inventory



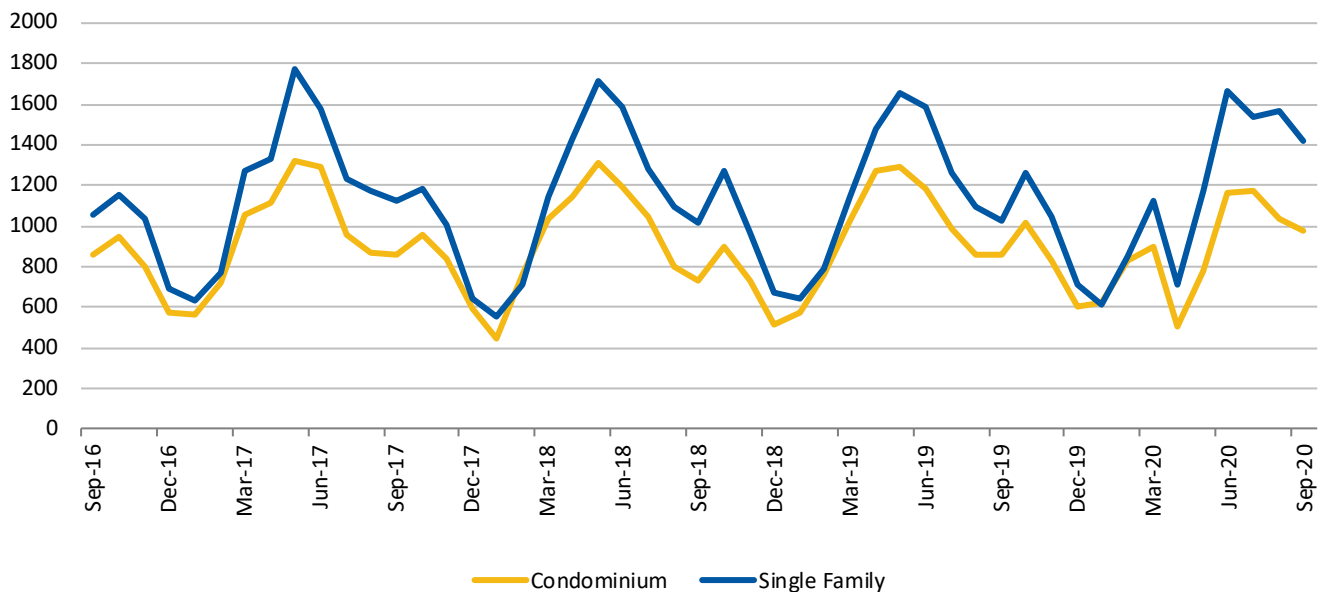
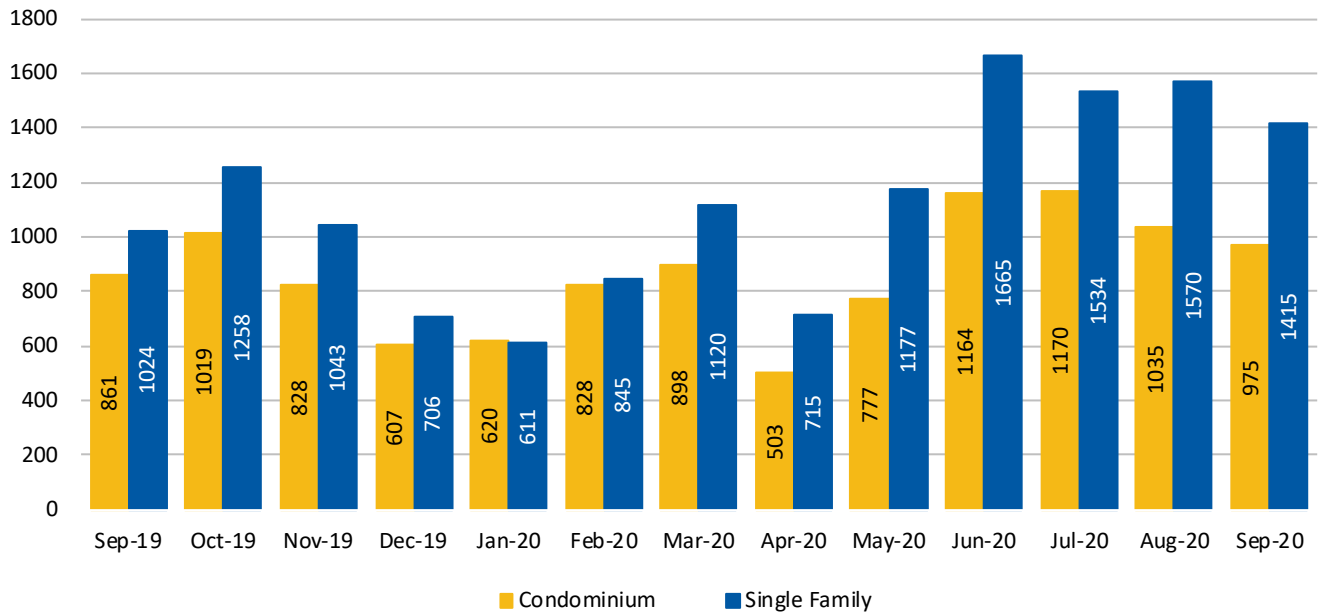
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,899	1,901	▼ -0.1%	1,575	▲ 20.6%	13,513	14,700	▼ -8.1%
CONDOMINIUMS	2,067	1,812	▲ 14.1%	1,399	▲ 47.7%	12,540	12,463	▲ 0.6%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,415	1,024	▲ 38.2%	1,570	▼ -9.9%	10,652	10,666	▼ -0.1%
CONDOMINIUMS	975	861	▲ 13.2%	1,035	▼ -5.8%	7,970	8,820	▼ -9.6%



CENTRAL MIDDLESEX REGION

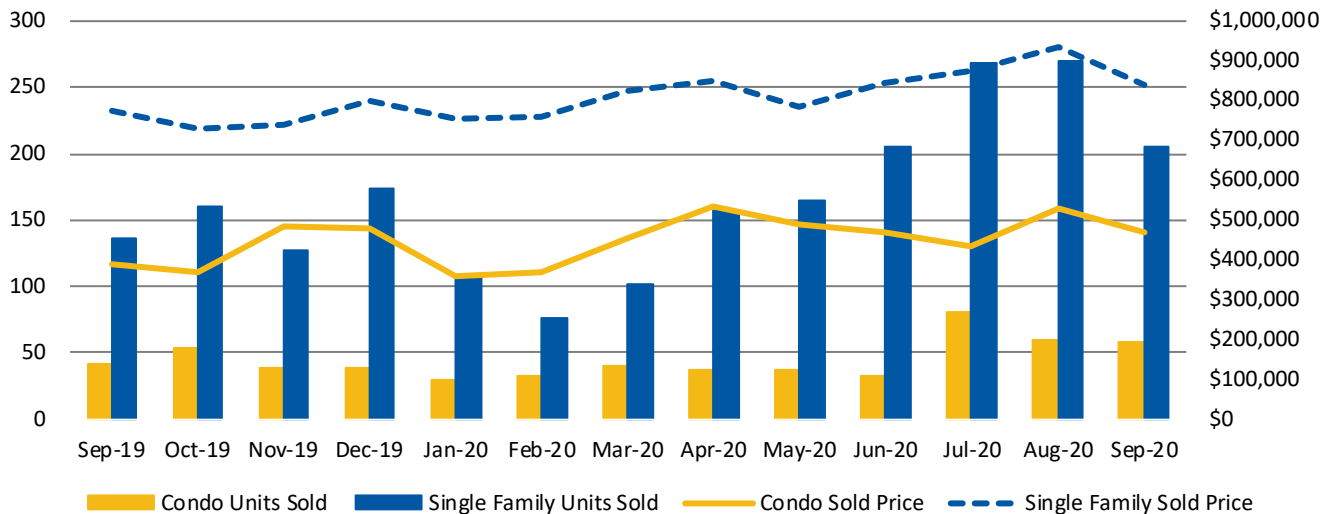
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$840,000	\$774,900	▲ 8.4%	\$936,250	▼ -10.3%	\$850,000	\$785,000	▲ 8.3%
Units Sold	206	137	▲ 50.4%	270	▼ -23.7%	1,564	1,440	▲ 8.6%
Active Listings	373	656	▼ -43.1%	328	▲ 13.7%	---	---	---
Months Supply of Inventory	1.8	4.8	▼ -62.5%	1.2	▲ 50.0%	---	---	---
New Listings	277	308	▼ -10.1%	203	▲ 36.5%	2,099	2,333	▼ -10.0%
Pending Sales	206	132	▲ 56.1%	231	▼ -10.8%	1,711	1,517	▲ 12.8%
Days to Off Market	40	58	▼ -31.0%	41	▼ -2.4%	45	51	▼ -11.8%
Sold to Original Price Ratio	99.5%	96.0%	▲ 3.6%	99.7%	▼ -0.2%	98.4%	97.6%	▲ 0.8%
Price per Square Foot	\$336	\$309	▲ 8.7%	\$347	▼ -3.2%	\$331	\$317	▲ 4.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$467,000	\$390,000	▲ 19.7%	\$530,000	▼ -11.9%	\$466,500	\$415,500	▲ 12.3%
Units Sold	58	42	▲ 38.1%	59	▼ -1.7%	406	452	▼ -10.2%
Active Listings	90	144	▼ -37.5%	86	▲ 4.7%	---	---	---
Months Supply of Inventory	1.6	3.4	▼ -52.9%	1.5	▲ 6.7%	---	---	---
New Listings	55	79	▼ -30.4%	64	▼ -14.1%	524	604	▼ -13.2%
Pending Sales	47	46	▲ 2.2%	59	▼ -20.3%	431	453	▼ -4.9%
Days to Off Market	31	53	▼ -41.5%	32	▼ -3.1%	48	46	▲ 4.3%
Sold to Original Price Ratio	99.1%	97.9%	▲ 1.2%	99.2%	▼ -0.1%	98.9%	99.2%	▼ -0.3%
Price per Square Foot	\$309	\$296	▲ 4.4%	\$301	▲ 2.7%	\$296	\$281	▲ 5.3%



EASTERN MIDDLESEX REGION

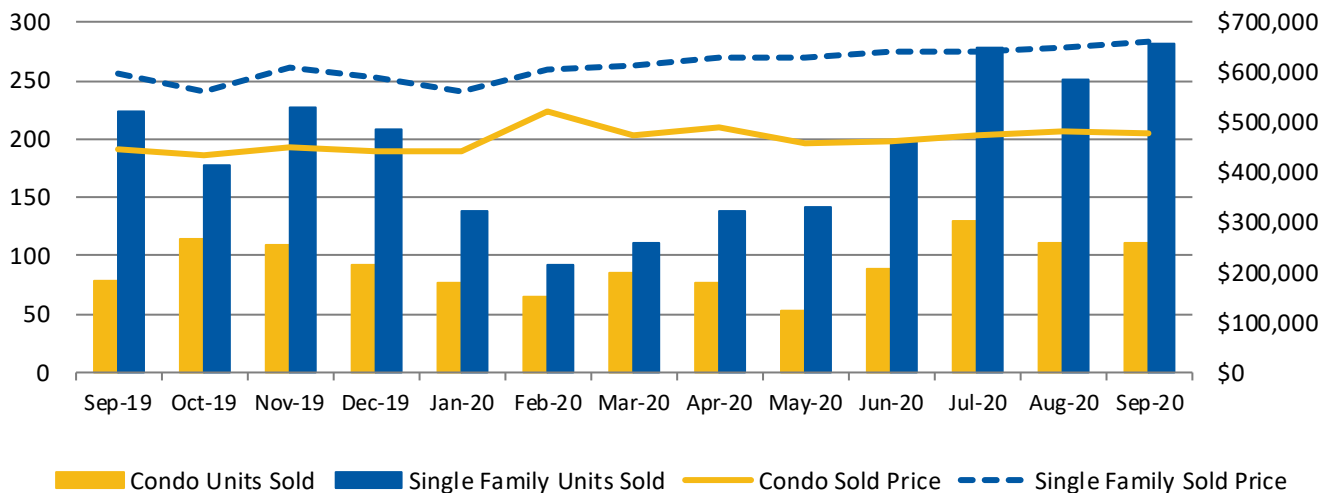
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$660,000	\$599,000	▲ 10.2%	\$650,100	▲ 1.5%	\$640,000	\$599,000	▲ 6.8%
Units Sold	282	223	▲ 26.5%	251	▲ 12.4%	1,631	1,939	▼ -15.9%
Active Listings	304	407	▼ -25.3%	266	▲ 14.3%	---	---	---
Months Supply of Inventory	1.1	1.8	▼ -38.9%	1.1	▬ 0.0%	---	---	---
New Listings	366	311	▲ 17.7%	311	▲ 17.7%	2,248	2,494	▼ -9.9%
Pending Sales	295	199	▲ 48.2%	288	▲ 2.4%	1,844	1,979	▼ -6.8%
Days to Off Market	25	35	▼ -28.6%	23	▲ 8.7%	28	33	▼ -15.2%
Sold to Original Price Ratio	102.2%	99.4%	▲ 2.8%	102.6%	▼ -0.4%	101.2%	100.0%	▲ 1.2%
Price per Square Foot	\$356	\$328	▲ 8.5%	\$358	▼ -0.6%	\$348	\$330	▲ 5.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$479,900	\$445,000	▲ 7.8%	\$480,000	▼ 0.0%	\$475,000	\$445,000	▲ 6.7%
Units Sold	111	79	▲ 40.5%	110	▲ 0.9%	794	746	▲ 6.4%
Active Listings	189	194	▼ -2.6%	173	▲ 9.2%	---	---	---
Months Supply of Inventory	1.7	2.5	▼ -32.0%	1.6	▲ 6.3%	---	---	---
New Listings	164	154	▲ 6.5%	128	▲ 28.1%	1,089	1,108	▼ -1.7%
Pending Sales	122	102	▲ 19.6%	120	▲ 1.7%	868	847	▲ 2.5%
Days to Off Market	30	38	▼ -21.1%	39	▼ -23.1%	37	34	▲ 8.8%
Sold to Original Price Ratio	99.8%	99.4%	▲ 0.4%	100.0%	▼ -0.2%	99.4%	99.7%	▼ -0.3%
Price per Square Foot	\$393	\$365	▲ 7.7%	\$388	▲ 1.3%	\$379	\$370	▲ 2.4%



METRO BOSTON REGION

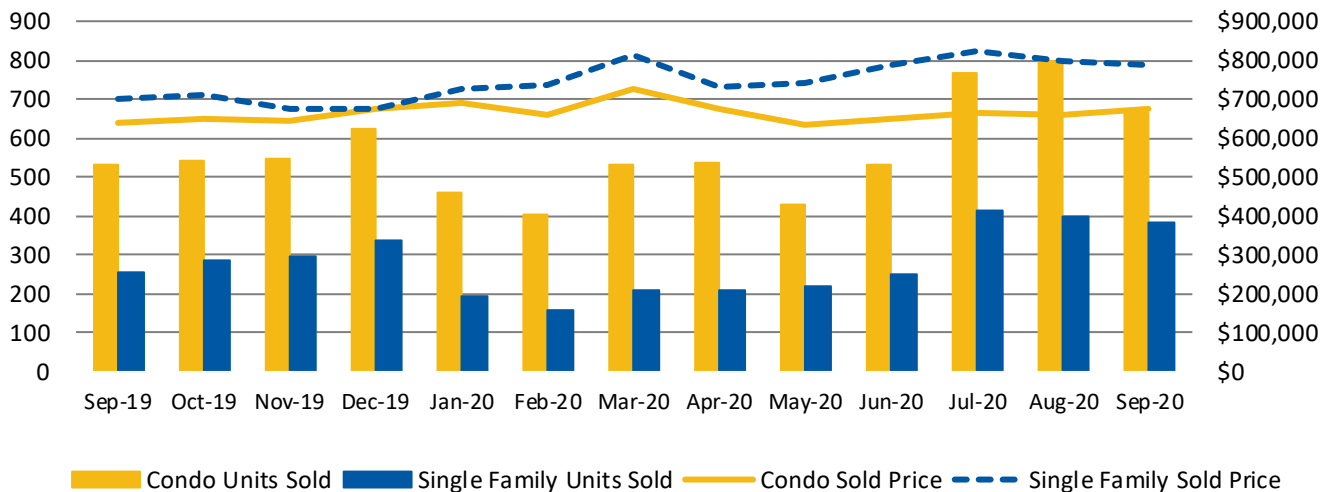
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$790,000	\$700,000	▲ 12.9%	\$800,000	▼ -1.3%	\$788,000	\$730,000	▲ 7.9%
Units Sold	383	258	▲ 48.4%	398	▼ -3.8%	2,466	2,768	▼ -10.9%
Active Listings	770	757	▲ 1.7%	617	▲ 24.8%	---	---	---
Months Supply of Inventory	2.0	2.9	▼ -31.0%	1.6	▲ 25.0%	---	---	---
New Listings	626	577	▲ 8.5%	471	▲ 32.9%	3,936	3,996	▼ -1.5%
Pending Sales	394	276	▲ 42.8%	417	▼ -5.5%	2,724	2,864	▼ -4.9%
Days to Off Market	30	40	▼ -25.0%	33	▼ -9.1%	32	37	▼ -13.5%
Sold to Original Price Ratio	99.7%	97.6%	▲ 2.2%	100.5%	▼ -0.8%	99.5%	99.0%	▲ 0.5%
Price per Square Foot	\$452	\$423	▲ 6.9%	\$446	▲ 1.3%	\$447	\$429	▲ 4.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$675,000	\$640,000	▲ 5.5%	\$660,000	▲ 2.3%	\$673,500	\$650,000	▲ 3.6%
Units Sold	665	534	▲ 24.5%	800	▼ -16.9%	5,139	5,836	▼ -11.9%
Active Listings	2,812	1,923	▲ 46.2%	2,131	▲ 32.0%	---	---	---
Months Supply of Inventory	4.2	3.6	▲ 16.7%	2.7	▲ 55.6%	---	---	---
New Listings	1,628	1,343	▲ 21.2%	1,035	▲ 57.3%	9,338	8,911	▲ 4.8%
Pending Sales	625	562	▲ 11.2%	673	▼ -7.1%	5,405	6,126	▼ -11.8%
Days to Off Market	39	45	▼ -13.3%	40	▼ -2.5%	39	40	▼ -2.5%
Sold to Original Price Ratio	98.1%	98.0%	▲ 0.1%	99.1%	▼ -1.0%	98.6%	98.9%	▼ -0.3%
Price per Square Foot	\$668	\$684	▼ -2.3%	\$676	▼ -1.2%	\$680	\$688	▼ -1.2%



METRO WEST REGION

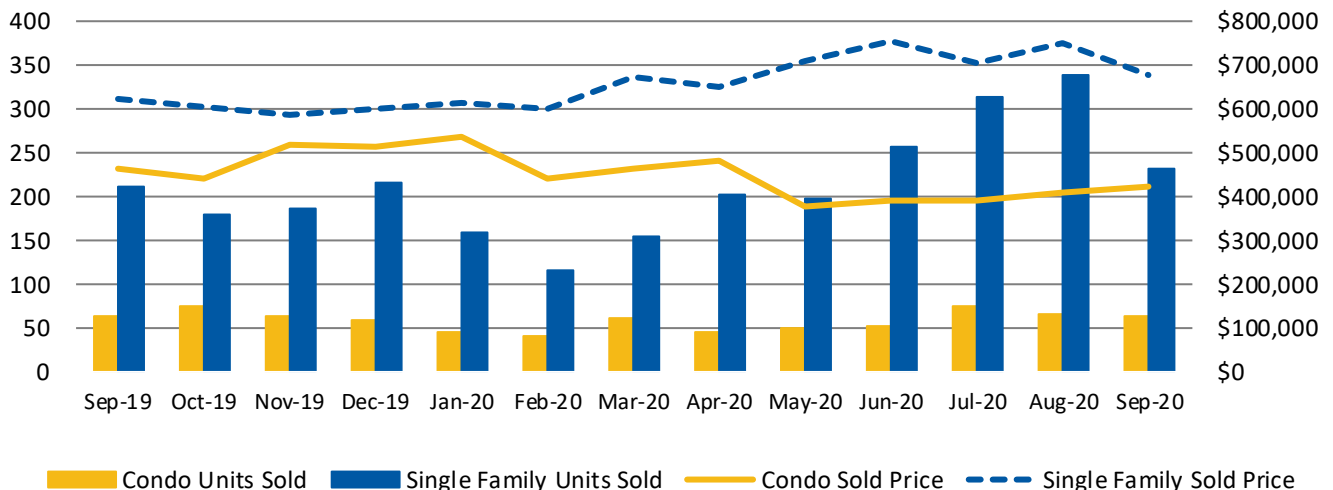
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$678,000	\$622,000	▲ 9.0%	\$750,000	▼ -9.6%	\$689,900	\$652,500	▲ 5.7%
Units Sold	232	211	▲ 10.0%	339	▼ -31.6%	1,985	2,033	▼ -2.4%
Active Listings	369	649	▼ -43.1%	327	▲ 12.8%	---	---	---
Months Supply of Inventory	1.6	3.1	▼ -48.4%	1.0	▲ 60.0%	---	---	---
New Listings	328	359	▼ -8.6%	276	▲ 18.8%	2,637	2,906	▼ -9.3%
Pending Sales	241	189	▲ 27.5%	289	▼ -16.6%	2,147	2,065	▲ 4.0%
Days to Off Market	33	43	▼ -23.3%	32	▲ 3.1%	40	45	▼ -11.1%
Sold to Original Price Ratio	100.6%	96.6%	▲ 4.1%	99.6%	▲ 1.0%	98.7%	97.5%	▲ 1.2%
Price per Square Foot	\$326	\$300	▲ 8.7%	\$329	▼ -0.9%	\$319	\$310	▲ 2.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$422,000	\$463,000	▼ -8.9%	\$409,000	▲ 3.2%	\$434,000	\$413,000	▲ 5.1%
Units Sold	64	63	▲ 1.6%	66	▼ -3.0%	498	556	▼ -10.4%
Active Listings	155	211	▼ -26.5%	150	▲ 3.3%	---	---	---
Months Supply of Inventory	2.4	3.3	▼ -27.3%	2.3	▲ 4.3%	---	---	---
New Listings	112	129	▼ -13.2%	84	▲ 33.3%	747	823	▼ -9.2%
Pending Sales	92	62	▲ 48.4%	79	▲ 16.5%	600	608	▼ -1.3%
Days to Off Market	45	40	▲ 12.5%	51	▼ -11.8%	53	46	▲ 15.2%
Sold to Original Price Ratio	98.5%	101.7%	▼ -3.1%	99.4%	▼ -0.9%	99.4%	99.1%	▲ 0.3%
Price per Square Foot	\$298	\$288	▲ 3.5%	\$284	▲ 4.9%	\$289	\$281	▲ 2.8%



SOUTHERN NORFOLK REGION

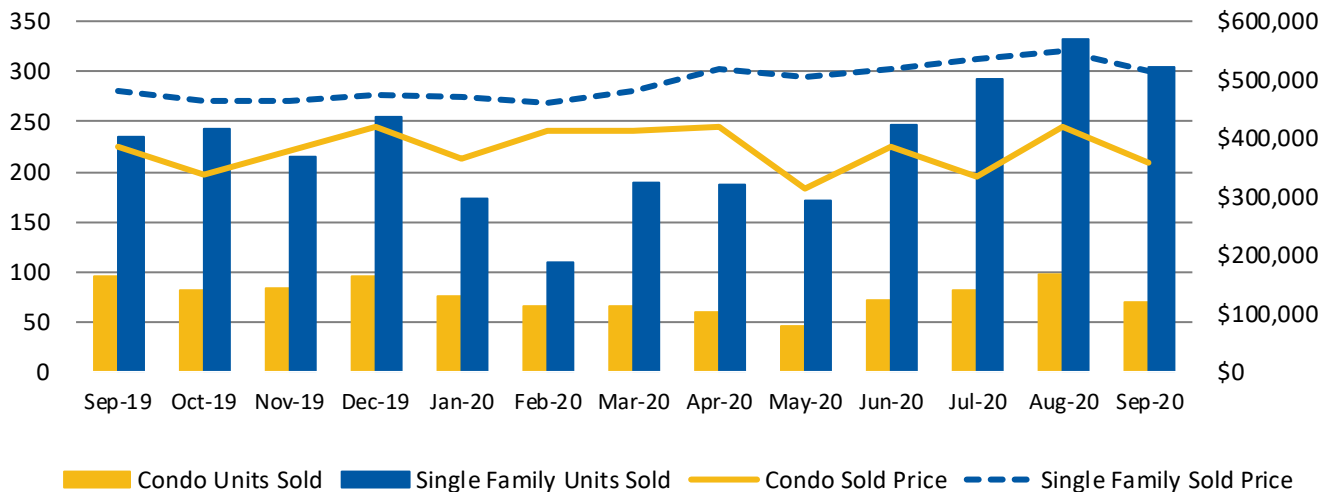
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$515,000	\$480,000	▲ 7.3%	\$550,000	▼ -6.4%	\$515,000	\$480,500	▲ 7.2%
Units Sold	305	235	▲ 29.8%	333	▼ -8.4%	2,014	2,130	▼ -5.4%
Active Listings	351	601	▼ -41.6%	343	▲ 2.3%	---	---	---
Months Supply of Inventory	1.2	2.6	▼ -53.8%	1.0	▲ 20.0%	---	---	---
New Listings	302	346	▼ -12.7%	314	▼ -3.8%	2,593	2,971	▼ -12.7%
Pending Sales	279	228	▲ 22.4%	345	▼ -19.1%	2,226	2,241	▼ -0.7%
Days to Off Market	36	46	▼ -21.7%	30	▲ 20.0%	36	43	▼ -16.3%
Sold to Original Price Ratio	101.0%	97.9%	▲ 3.2%	100.4%	▲ 0.6%	99.3%	97.9%	▲ 1.4%
Price per Square Foot	\$274	\$259	▲ 5.8%	\$283	▼ -3.2%	\$269	\$254	▲ 5.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$360,000	\$386,410	▼ -6.8%	\$420,000	▼ -14.3%	\$375,000	\$345,000	▲ 8.7%
Units Sold	70	95	▼ -26.3%	97	▼ -27.8%	632	660	▼ -4.2%
Active Listings	159	203	▼ -21.7%	145	▲ 9.7%	---	---	---
Months Supply of Inventory	2.3	2.1	▲ 9.5%	1.5	▲ 53.3%	---	---	---
New Listings	108	107	▲ 0.9%	88	▲ 22.7%	842	1,017	▼ -17.2%
Pending Sales	89	89	■ 0.0%	104	▼ -14.4%	666	786	▼ -15.3%
Days to Off Market	40	51	▼ -21.6%	44	▼ -9.1%	48	45	▲ 6.7%
Sold to Original Price Ratio	100.0%	99.0%	▲ 1.0%	99.6%	▲ 0.4%	100.1%	99.5%	▲ 0.6%
Price per Square Foot	\$266	\$288	▼ -7.6%	\$267	▼ -0.4%	\$273	\$248	▲ 10.1%



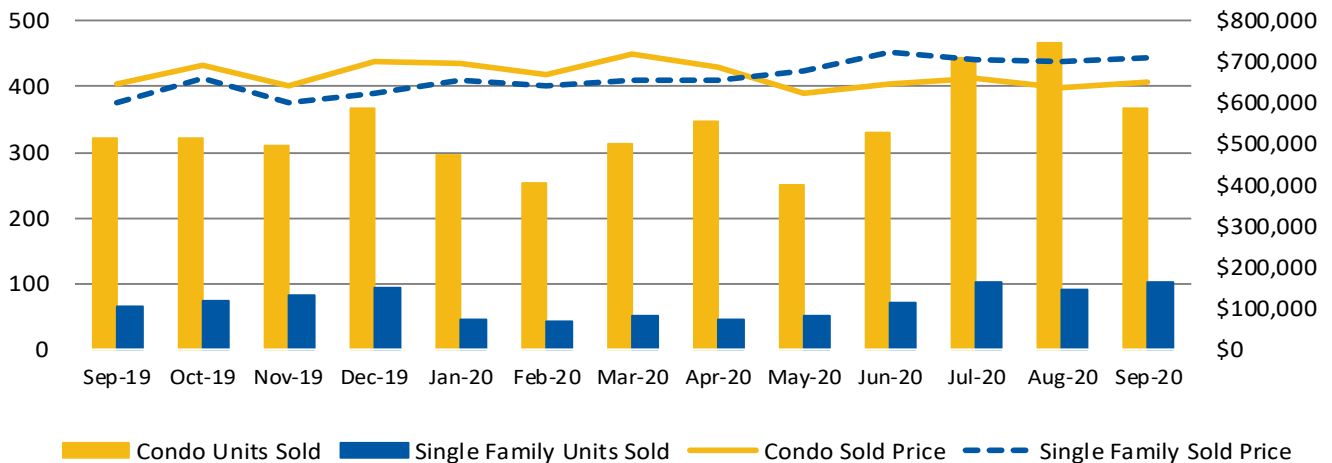
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$709,250	\$599,000	▲ 18.4%	\$699,000	▲ 1.5%	\$680,000	\$650,000	▲ 4.6%
Units Sold	102	65	▲ 56.9%	91	▲ 12.1%	602	727	▼ -17.2%
Active Listings	245	187	▲ 31.0%	183	▲ 33.9%	---	---	---
Months Supply of Inventory	2.4	2.9	▼ -17.2%	2.0	▲ 20.0%	---	---	---
New Listings	166	149	▲ 11.4%	112	▲ 48.2%	1,013	1,039	▼ -2.5%
Pending Sales	86	70	▲ 22.9%	106	▼ -18.9%	659	744	▼ -11.4%
Days to Off Market	31	45	▼ -31.1%	34	▼ -8.8%	32	39	▼ -17.9%
Sold to Original Price Ratio	100.2%	97.4%	▲ 2.9%	100.7%	▼ -0.5%	99.9%	99.1%	▲ 0.8%
Price per Square Foot	\$462	\$451	▲ 2.4%	\$476	▼ -2.9%	\$461	\$448	▲ 2.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$652,500	\$645,000	▲ 1.2%	\$637,000	▲ 2.4%	\$664,700	\$649,000	▲ 2.4%
Units Sold	366	322	▲ 13.7%	467	▼ -21.6%	3,069	3,378	▼ -9.1%
Active Listings	1,947	1,267	▲ 53.7%	1,487	▲ 30.9%	---	---	---
Months Supply of Inventory	5.3	3.9	▲ 35.9%	3.2	▲ 65.6%	---	---	---
New Listings	1,045	830	▲ 25.9%	664	▲ 57.4%	5,895	5,369	▲ 9.8%
Pending Sales	335	328	▲ 2.1%	346	▼ -3.2%	3,167	3,571	▼ -11.3%
Days to Off Market	41	50	▼ -18.0%	43	▼ -4.7%	43	44	▼ -2.3%
Sold to Original Price Ratio	97.7%	97.2%	▲ 0.5%	98.7%	▼ -1.0%	98.1%	98.2%	▼ -0.1%
Price per Square Foot	\$743	\$761	▼ -2.4%	\$748	▼ -0.7%	\$757	\$774	▼ -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		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change	
Median Selling Price	\$765,000	\$735,000	▲ 4.1%	\$730,444	▲ 4.7%	\$750,000	\$725,000	▲ 3.4%	
Units Sold	149	130	▲ 14.6%	120	▲ 24.2%	878	1,087	▼ -19.2%	
Active Listings	308	288	▲ 6.9%	257	▲ 19.8%	---	---	---	
Months Supply of Inventory	2.1	2.2	▼ -4.5%	2.2	▼ -4.5%	---	---	---	
New Listings	227	222	▲ 2.3%	215	▲ 5.6%	1,489	1,649	▼ -9.7%	
Pending Sales	140	109	▲ 28.4%	173	▼ -19.1%	968	1,111	▼ -12.9%	
Days to Off Market	35	32	▲ 9.4%	29	▲ 20.7%	32	33	▼ -3.0%	
Sold to Original Price Ratio	98.9%	98.9%	▬ 0.0%	98.7%	▲ 0.2%	98.7%	98.6%	▲ 0.1%	
Price per Square Foot	\$334	\$299	▲ 11.7%	\$337	▼ -0.9%	\$325	\$305	▲ 6.6%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$980,000	\$895,000	▲ 9.5%	\$920,000	▲ 6.5%	\$969,445	\$870,000	▲ 11.4%
Units Sold	39	31	▲ 25.8%	27	▲ 44.4%	251	404	▼ -37.9%
Active Listings	176	128	▲ 37.5%	132	▲ 33.3%	---	---	---
Months Supply of Inventory	4.5	4.1	▲ 9.8%	4.9	▼ -8.2%	---	---	---
New Listings	108	76	▲ 42.1%	98	▲ 10.2%	585	685	▼ -14.6%
Pending Sales	46	52	▼ -11.5%	44	▲ 4.5%	264	426	▼ -38.0%
Days to Off Market	39	38	▲ 2.6%	39	▬ 0.0%	34	38	▼ -10.5%
Sold to Original Price Ratio	99.9%	95.6%	▲ 4.5%	100.5%	▼ -0.6%	97.3%	96.9%	▲ 0.4%
Price per Square Foot	\$340	\$295	▲ 15.3%	\$304	▲ 11.8%	\$346	\$309	▲ 12.0%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$1,200,000	\$1,235,000	▼ -2.8%	\$1,343,000	▼ -10.6%	\$1,300,000	\$1,147,500	▲ 13.3%
Units Sold	6	4	▲ 50.0%	11	▼ -45.5%	47	62	▼ -24.2%
Active Listings	19	18	▲ 5.6%	19	▬ 0.0%	---	---	---
Months Supply of Inventory	3.2	4.5	▼ -28.9%	1.7	▲ 88.2%	---	---	---
New Listings	9	5	▲ 80.0%	11	▼ -18.2%	88	106	▼ -17.0%
Pending Sales	7	7	▬ 0.0%	4	▲ 75.0%	49	63	▼ -22.2%
Days to Off Market	29	52	▼ -44.2%	60	▼ -51.7%	42	42	▬ 0.0%
Sold to Original Price Ratio	90.3%	87.8%	▲ 2.8%	91.2%	▼ -1.0%	94.6%	94.2%	▲ 0.4%
Price per Square Foot	\$408	\$283	▲ 44.2%	\$414	▼ -1.4%	\$387	\$383	▲ 1.0%

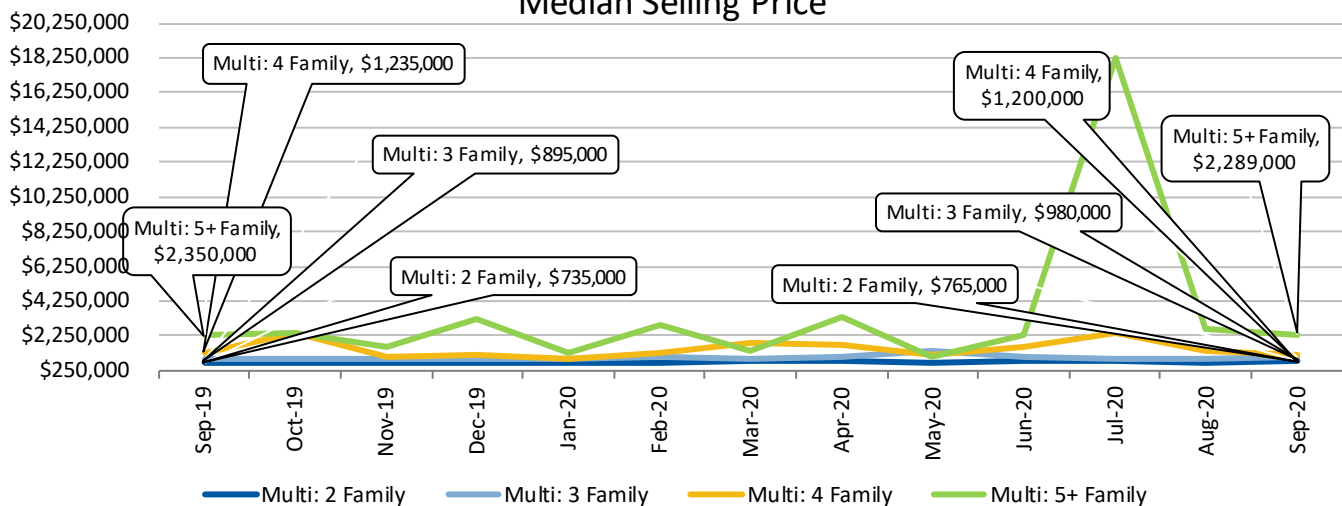
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

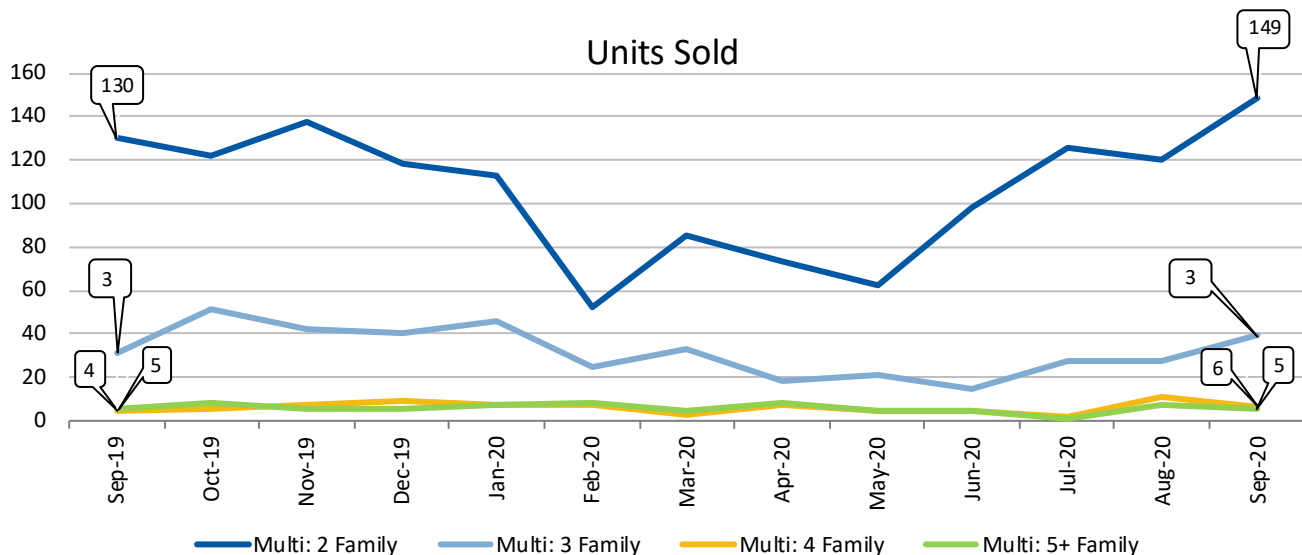
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2020	Sep 2019	Change	Aug 2020	Change	2020	2019	Change
Median Selling Price	\$2,289,000	\$2,350,000	▼ -2.6%	\$2,700,000	▼ -15.2%	\$2,344,500	\$2,423,000	▼ -3.2%
Units Sold	5	5	▬ 0.0%	7	▼ -28.6%	46	70	▼ -34.3%
Active Listings	47	37	▲ 27.0%	49	▼ -4.1%	---	---	---
Months Supply of Inventory	9.4	7.4	▲ 27.0%	8.2	▲ 14.6%	---	---	---
New Listings	15	16	▼ -6.3%	22	▼ -31.8%	117	129	▼ -9.3%
Pending Sales	9	9	▬ 0.0%	7	▲ 28.6%	47	72	▼ -34.7%
Days to Off Market	19	83	▼ -77.1%	28	▼ -32.1%	58	55	▲ 5.5%
Sold to Original Price Ratio	96.0%	91.4%	▲ 5.0%	95.6%	▲ 0.4%	92.2%	93.0%	▼ -0.9%
Price per Square Foot	\$371	\$439	▼ -15.5%	\$409	▼ -9.3%	\$430	\$479	▼ -10.2%

Median Selling Price

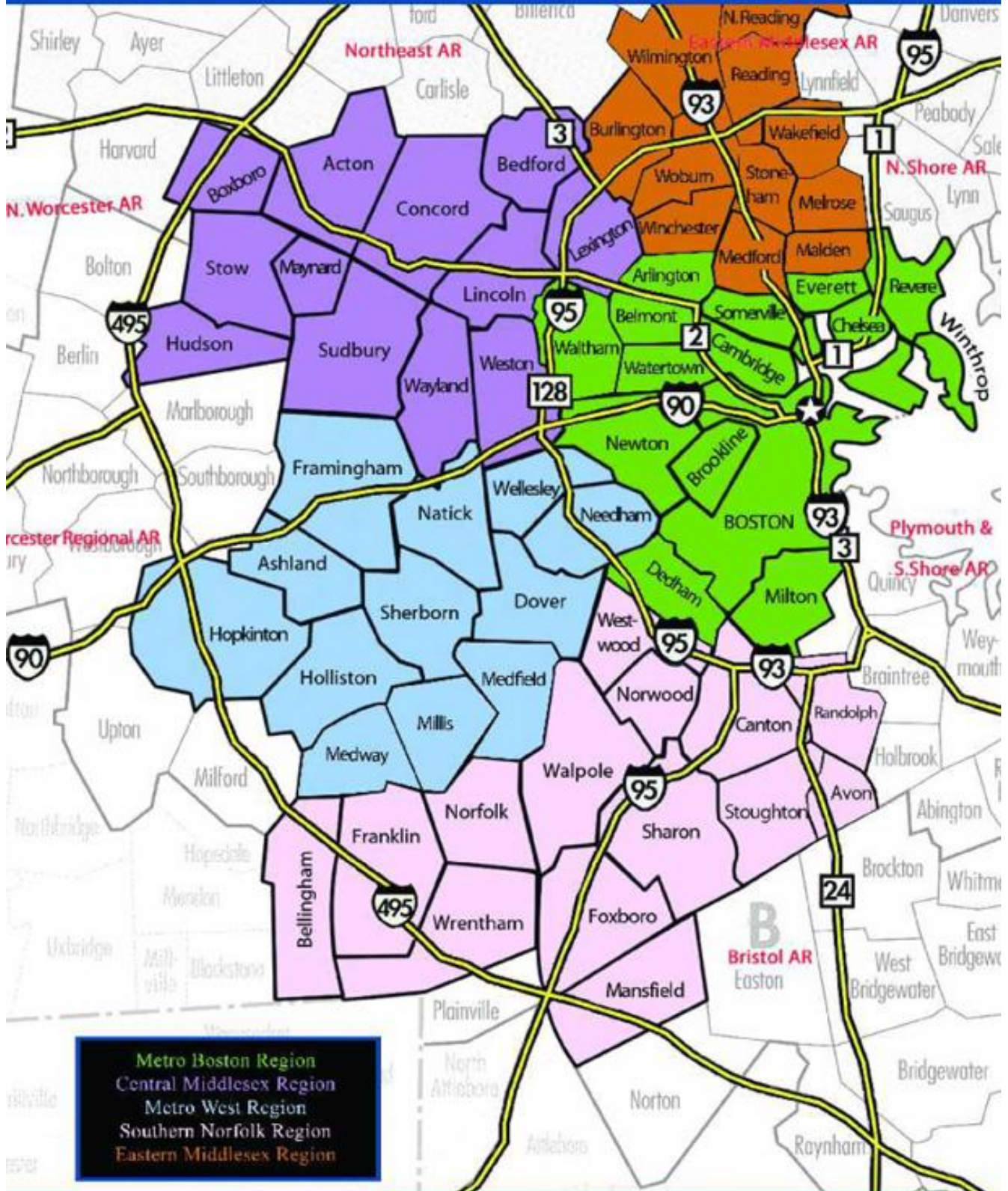


Units Sold



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.