

MONTHLY MARKET INSIGHTS REPORT

September 2021

Detached Single-Family Homes

The 1,234 homes sold this month was the second highest sales total for the month of September in Greater Boston, and was a 13.1 percent decrease in sales volume from the September 2020 sales total of 1,420. Additionally, the median sales price reached a new record high price for the month of September at \$750,000 which is a 10.3 percent increase on the September 2020 median sales price of \$680,000.

Condominiums

With 1,179 condos sold in September, it was the most active September on record in Greater Boston as the market experienced a 19.3 percent increase in sales volume from the 988 units sold in September 2020. The median sales price for condo rose 4.6 percent from \$593,000 in September 2020 to \$620,000 this year, a record-high for the month.

Multi-Family Homes

This month, 239 multi-family homes were sold in Greater Boston, which reflects a 21.3 percent increase in sales from the 197 units sold in September 2020.



CONTENTS

Greater Boston	2
Units Sold	3
Median Selling Price	4
Active Listings	5
New Listings	6
Pending Sales	7
Central Middlesex	8
Eastern Middlesex	9
Metro Boston	10
Metro West	11
Southern Norfolk	12
City of Boston	13
Multi-Family	14
Regional Map	16
Glossary	17

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 10/10/2021

GREATER BOSTON MARKET SUMMARY

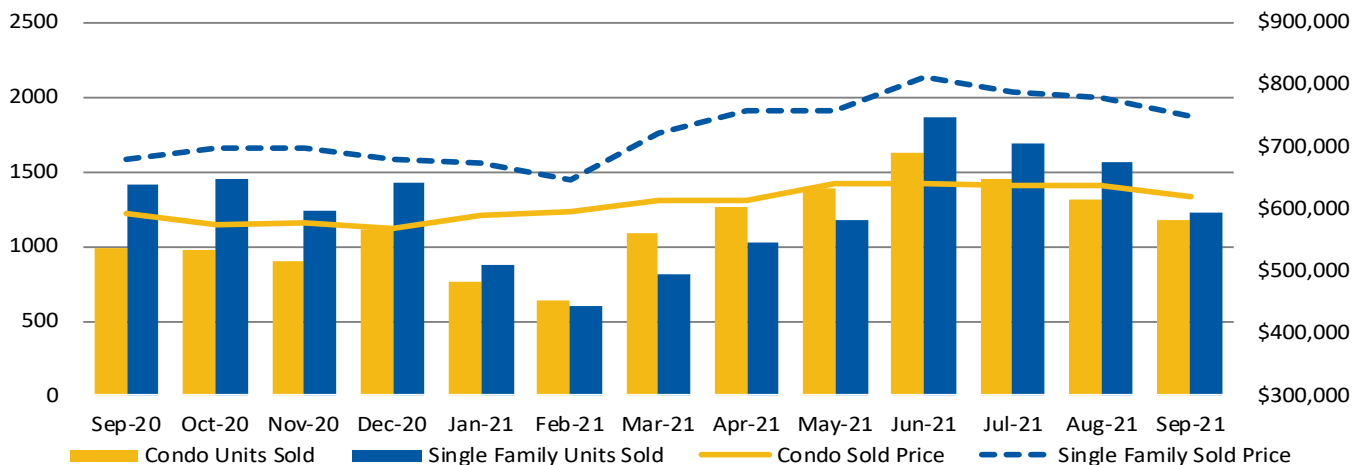
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$750,000	\$680,000	▲ 10.3%	\$780,000	▼ -3.8%	\$756,500	\$673,500	▲ 12.3%
Units Sold	1,234	1,420	▼ -13.1%	1,565	▼ -21.2%	10,867	9,621	▲ 13.0%
Active Listings	1,799	2,157	▼ -16.6%	1,441	▲ 24.8%	---	---	---
Months Supply of Inventory	1.5	1.5	▬ 0.0%	0.9	▲ 66.7%	---	---	---
New Listings	1,766	1,884	▼ -6.3%	1,258	▲ 40.4%	13,752	13,397	▲ 2.6%
Pending Sales	1,158	1,354	▼ -14.5%	1,234	▼ -6.2%	11,303	10,541	▲ 7.2%
Days to Off Market	26	32	▼ -18.8%	25	▲ 4.0%	24	36	▼ -33.3%
Sold to Original Price Ratio	103.4%	100.6%	▲ 2.8%	104.2%	▼ -0.8%	104.2%	99.4%	▲ 4.8%
Price per Square Foot	\$397	\$356	▲ 11.5%	\$399	▼ -0.5%	\$398	\$347	▲ 14.7%

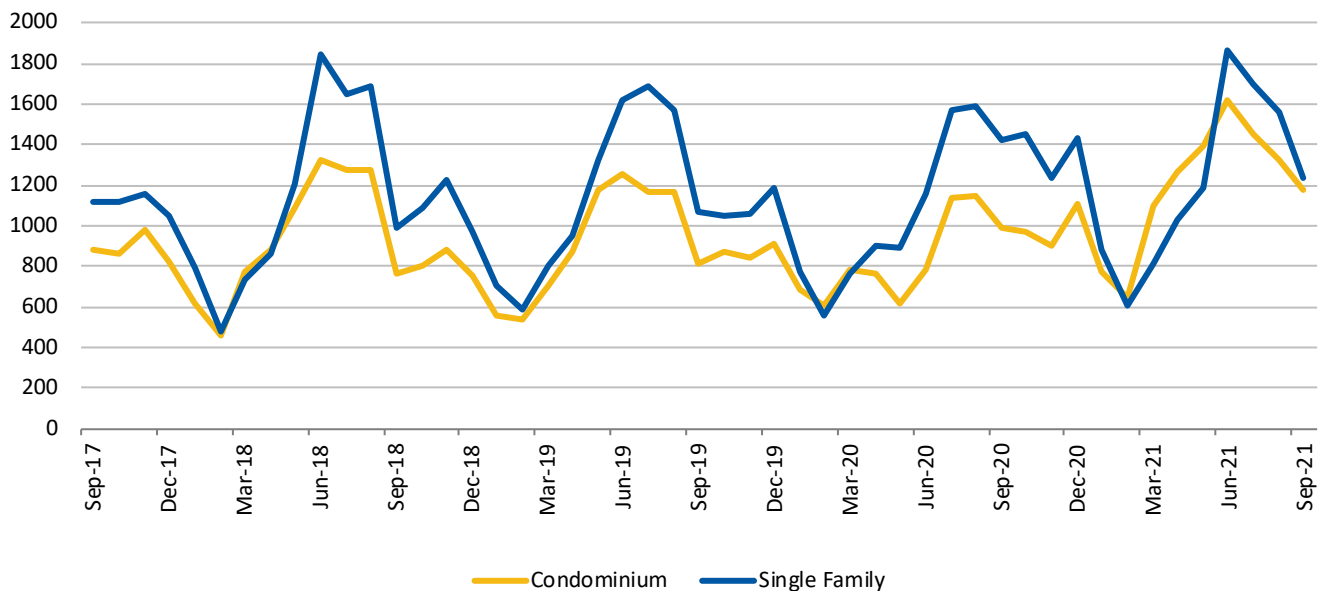
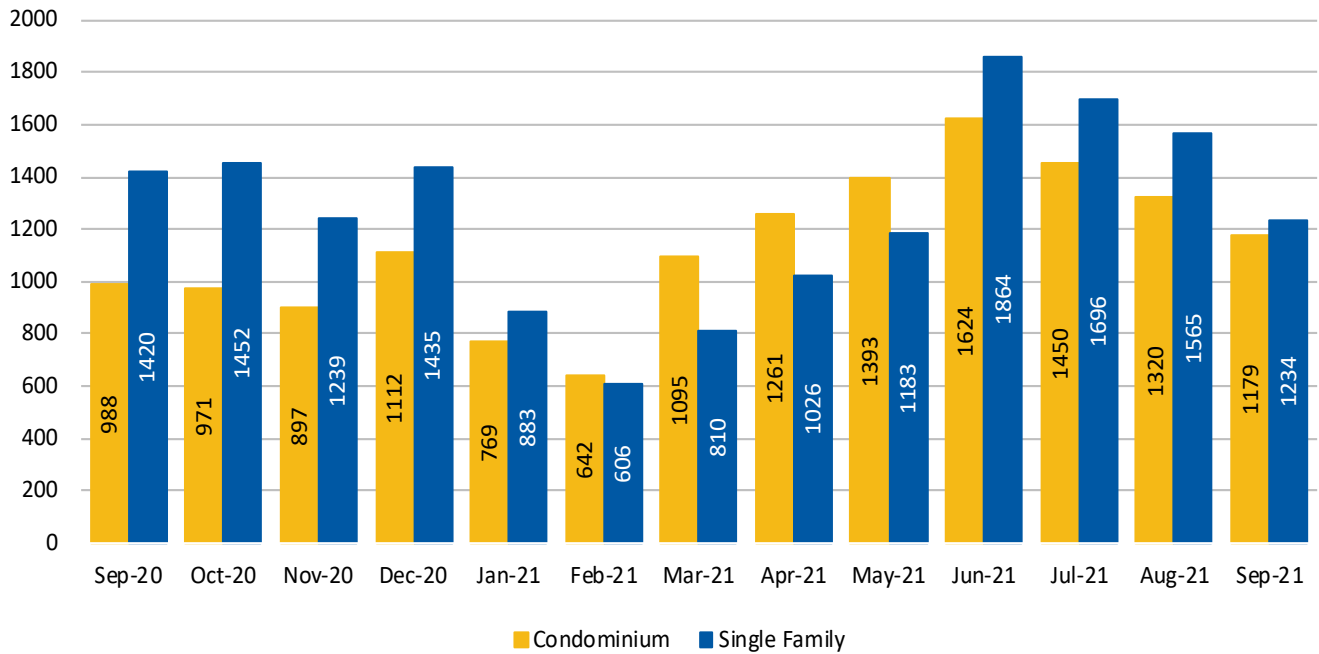
Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$620,000	\$593,000	▲ 4.6%	\$637,500	▼ -2.7%	\$625,000	\$592,000	▲ 5.6%
Units Sold	1,179	988	▲ 19.3%	1,320	▼ -10.7%	10,733	7,508	▲ 43.0%
Active Listings	2,587	3,421	▼ -24.4%	1,928	▲ 34.2%	---	---	---
Months Supply of Inventory	2.2	3.5	▼ -37.1%	1.5	▲ 46.7%	---	---	---
New Listings	2,009	2,087	▼ -3.7%	1,051	▲ 91.2%	14,301	12,562	▲ 13.8%
Pending Sales	1,010	958	▲ 5.4%	1,013	▼ -0.3%	10,923	7,931	▲ 37.7%
Days to Off Market	35	39	▼ -10.3%	37	▼ -5.4%	38	43	▼ -11.6%
Sold to Original Price Ratio	99.8%	98.6%	▲ 1.2%	99.9%	▼ -0.1%	100.0%	98.9%	▲ 1.1%
Price per Square Foot	\$630	\$561	▲ 12.3%	\$629	▲ 0.2%	\$621	\$567	▲ 9.5%



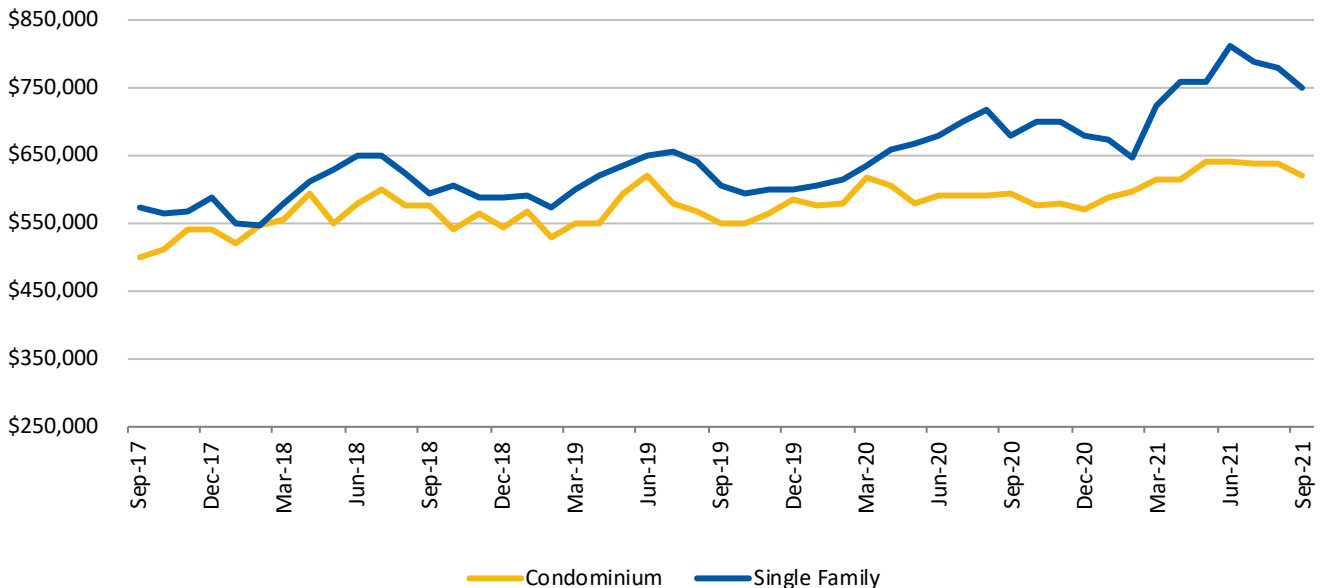
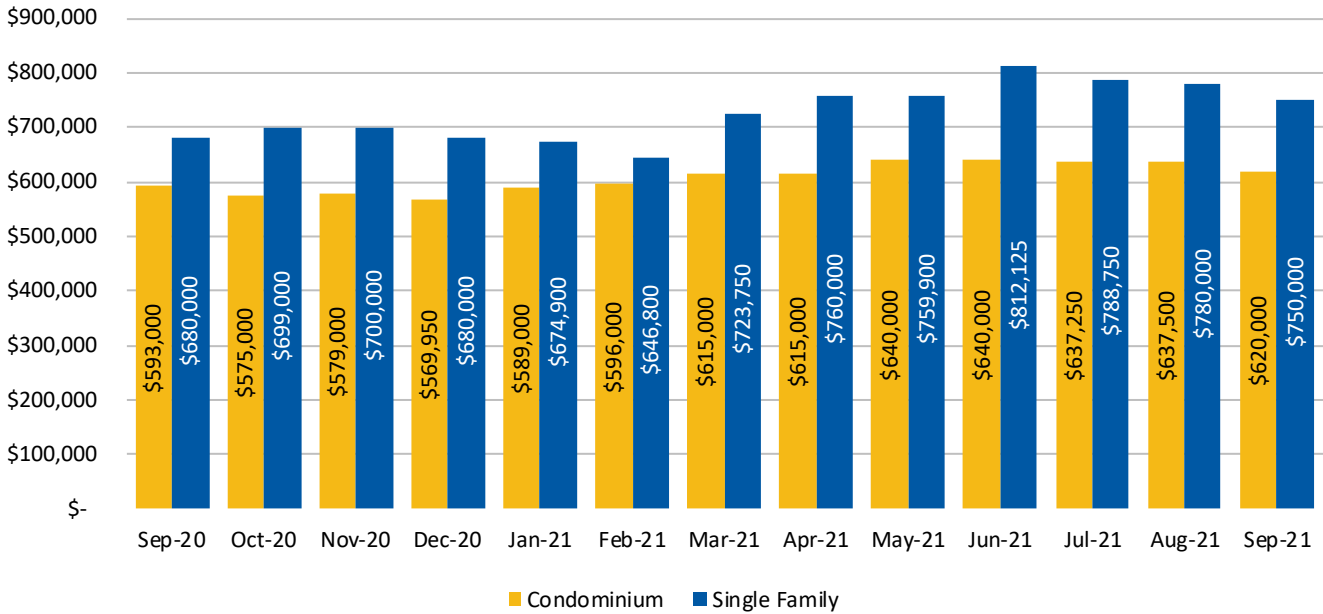
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,234	1,420	▼ -13.1%	1,565	▼ -21.2%	10,867	9,621	▲ 13.0%
CONDOMINIUMS	1,179	988	▲ 19.3%	1,320	▼ -10.7%	10,733	7,508	▲ 43.0%



MEDIAN SELLING PRICE

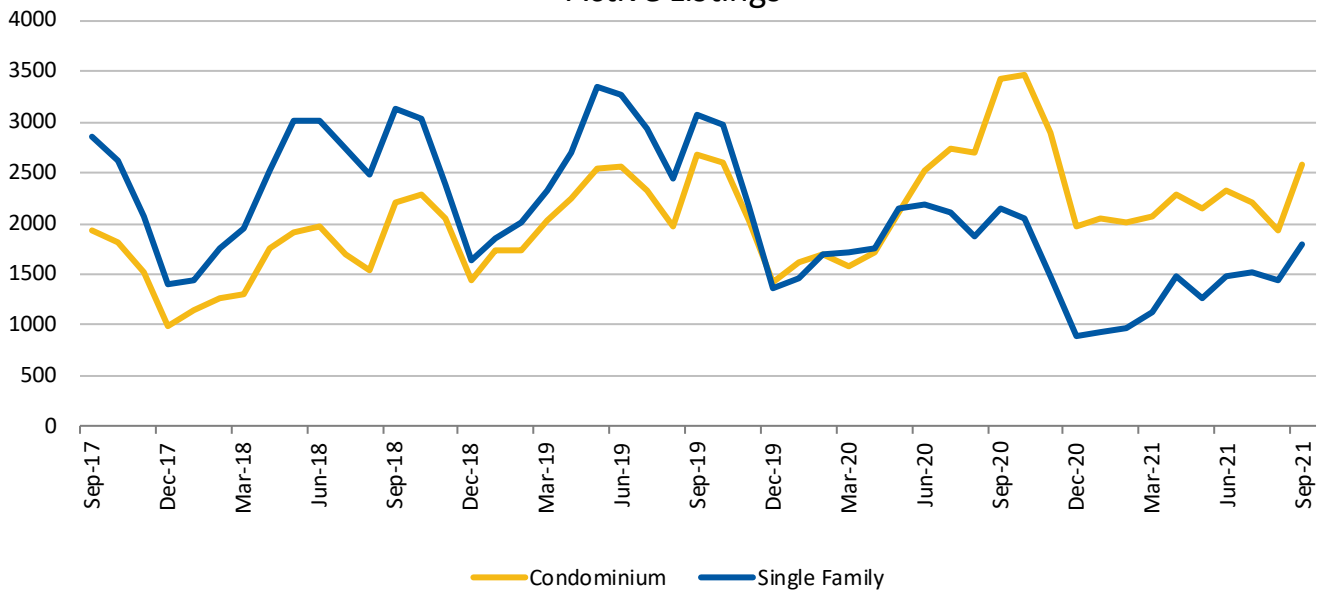
	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	\$750,000	\$680,000	▲ 10.3%	\$780,000	▼ -3.8%	\$756,500	\$673,500	▲ 12.3%
CONDOMINIUMS	\$620,000	\$593,000	▲ 4.6%	\$637,500	▼ -2.7%	\$625,000	\$592,000	▲ 5.6%



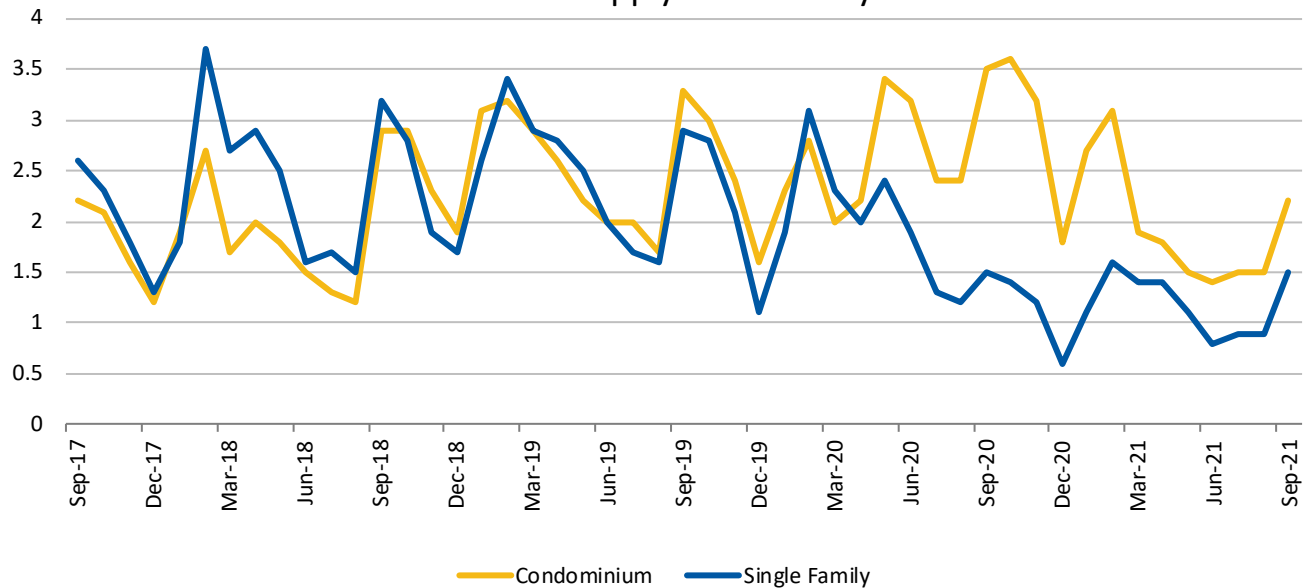
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Sep 2021	Sep 2020	Change	Aug 2021	Change
SINGLE FAMILY HOMES	Active Listings	1,799	2,157	▼ -16.6%	1,441	▲ 24.8%
	Months Supply of Inventory	1.5	1.5	▬ 0.0%	0.9	▲ 66.7%
CONDOMINIUMS	Active Listings	2,587	3,421	▼ -24.4%	1,928	▲ 34.2%
	Months Supply of Inventory	2.2	3.5	▼ -37.1%	1.5	▲ 46.7%

Active Listings

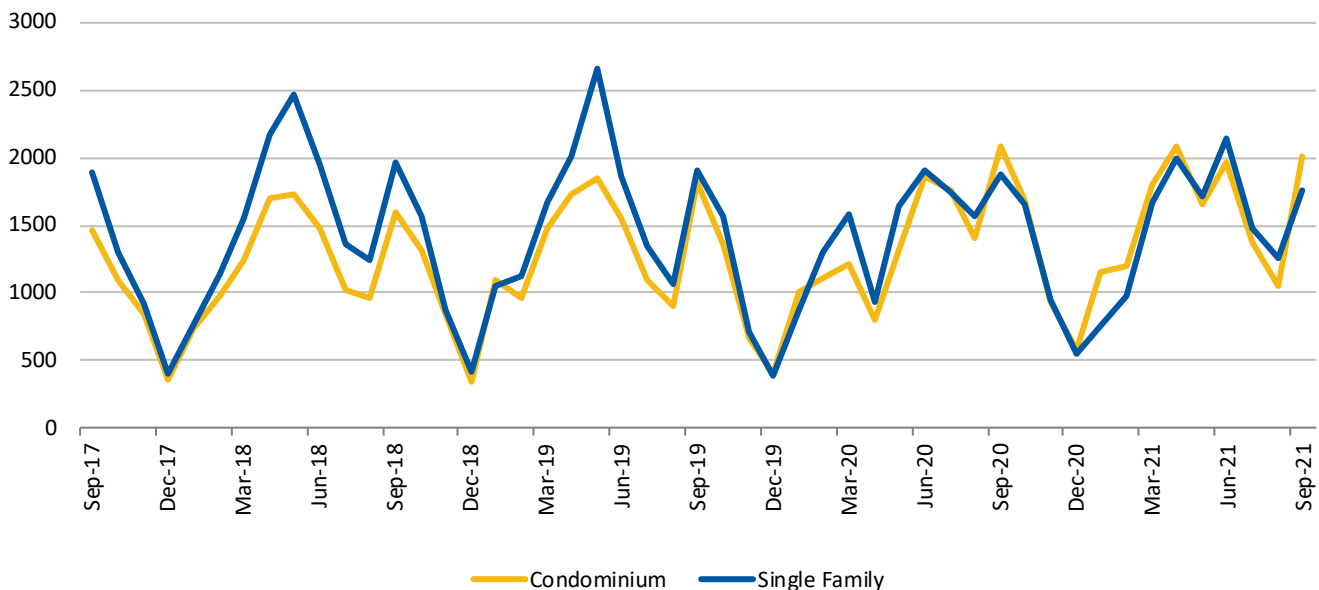
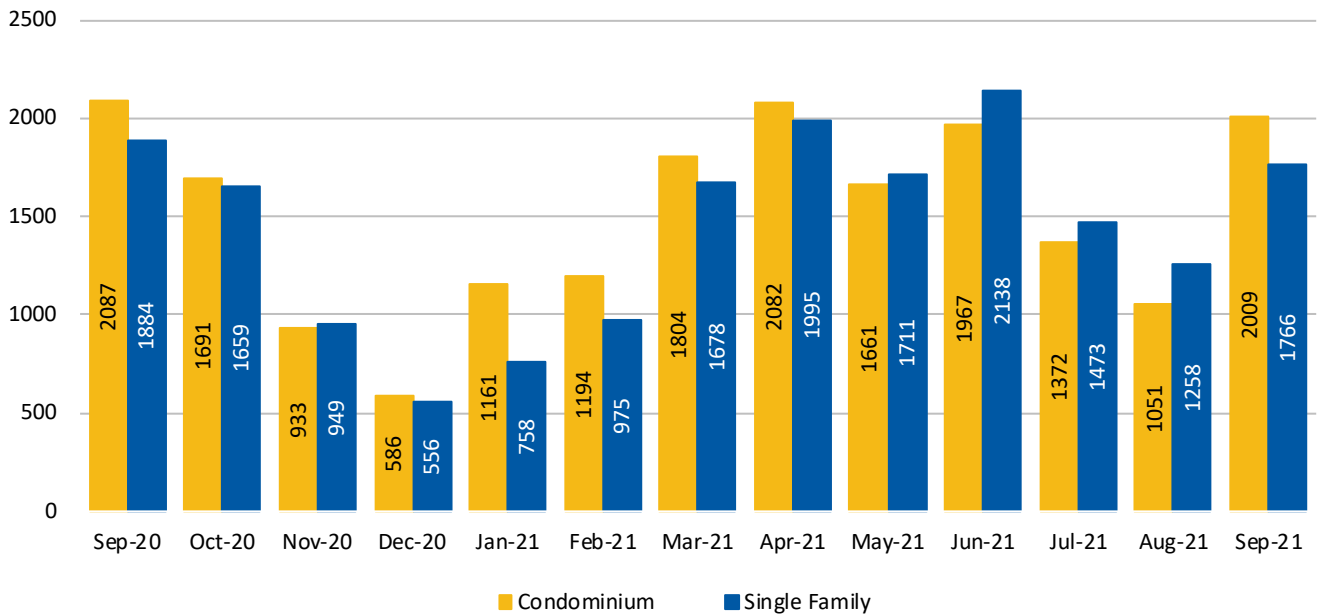


Months Supply of Inventory



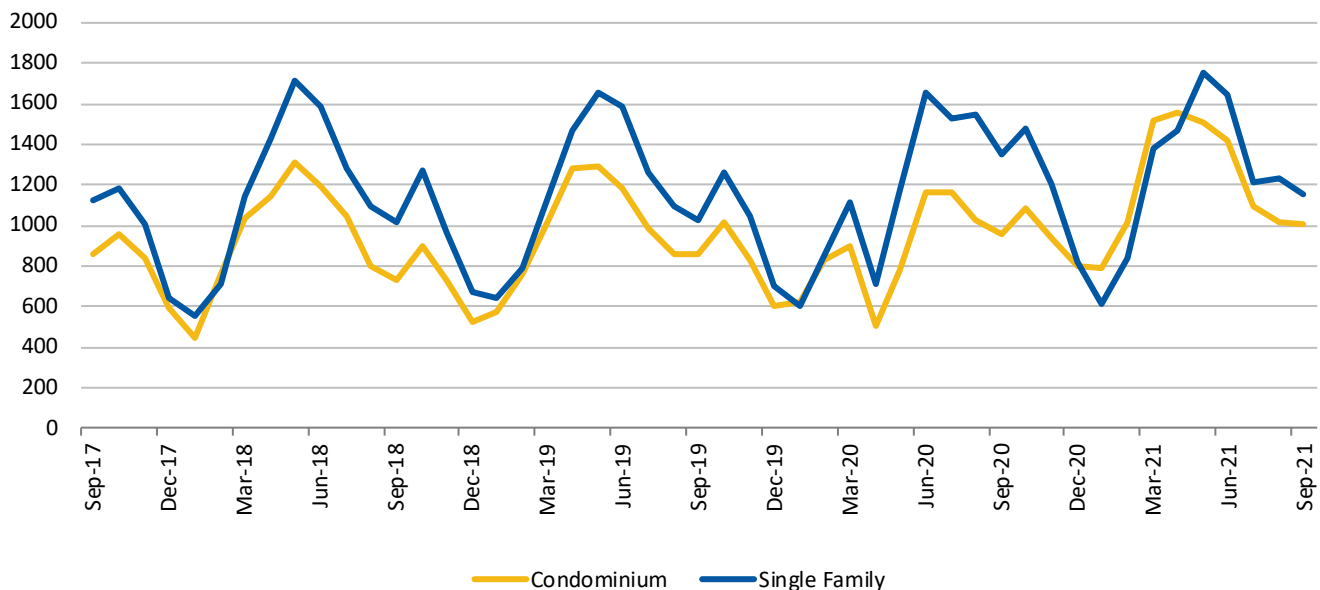
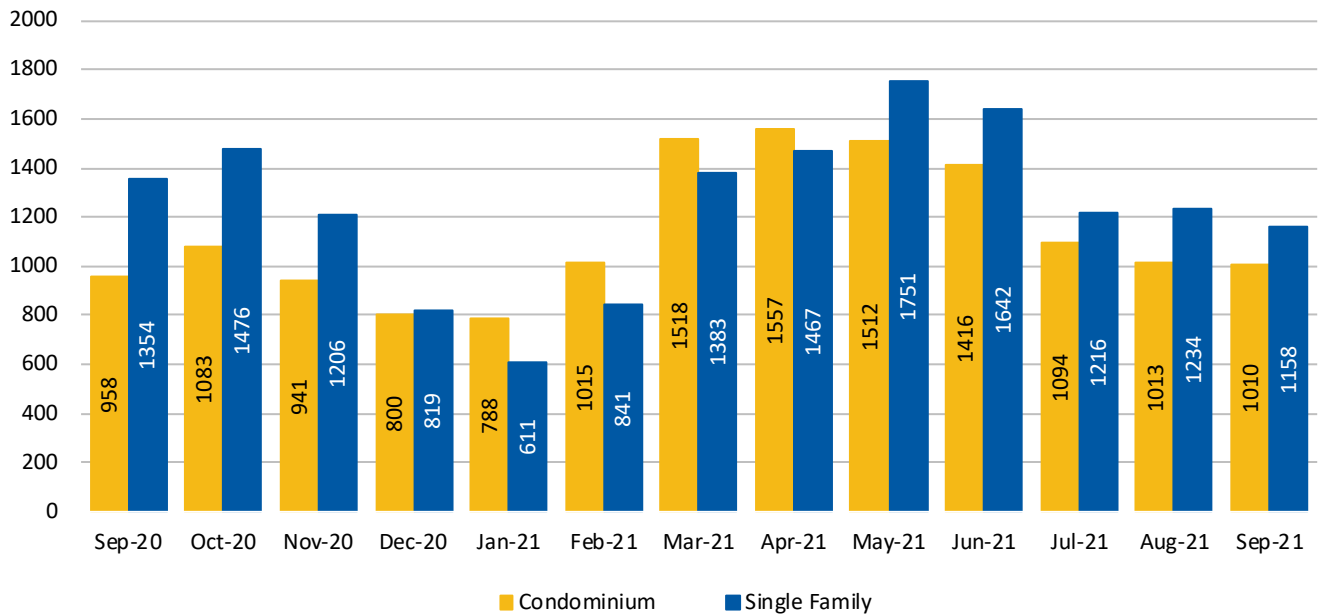
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,766	1,884	▼ -6.3%	1,258	▲ 40.4%	13,752	13,397	▲ 2.6%
CONDOMINIUMS	2,009	2,087	▼ -3.7%	1,051	▲ 91.2%	14,301	12,562	▲ 13.8%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,158	1,354	▼ -14.5%	1,234	▼ -6.2%	11,303	10,541	▲ 7.2%
CONDOMINIUMS	1,010	958	▲ 5.4%	1,013	▼ -0.3%	10,923	7,931	▲ 37.7%



CENTRAL MIDDLESEX REGION

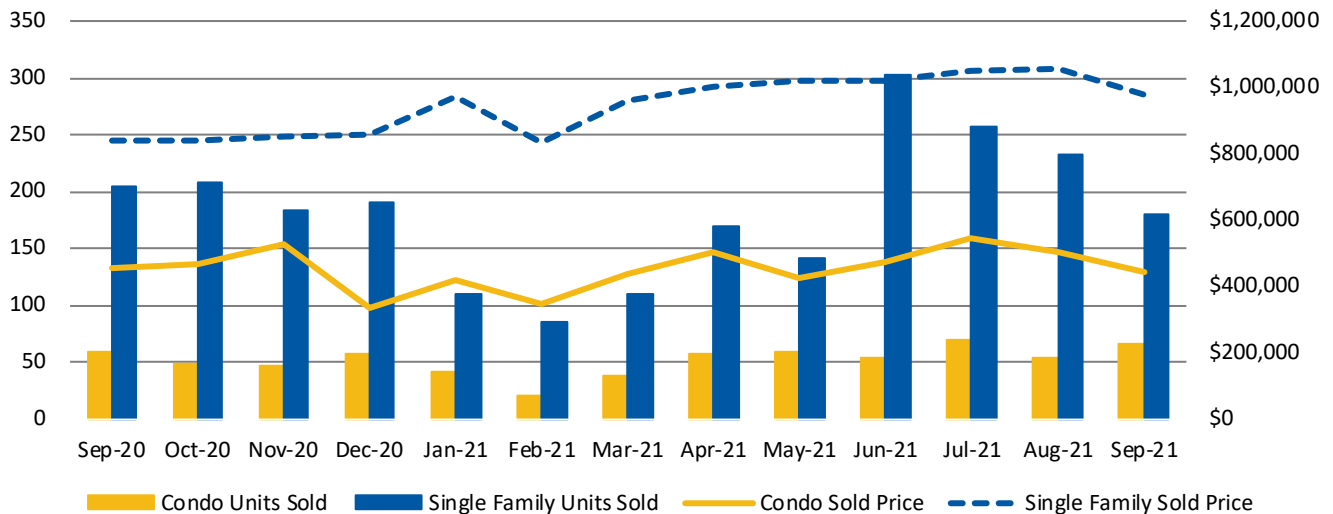
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$980,500	\$840,000	▲ 16.7%	\$1,057,500	▼ -7.3%	\$1,008,000	\$850,000	▲ 18.6%
Units Sold	180	205	▼ -12.2%	232	▼ -22.4%	1,589	1,555	▲ 2.2%
Active Listings	285	372	▼ -23.4%	223	▲ 27.8%	---	---	---
Months Supply of Inventory	1.6	1.8	▼ -11.1%	1.0	▲ 60.0%	---	---	---
New Listings	261	275	▼ -5.1%	184	▲ 41.8%	1,989	2,086	▼ -4.7%
Pending Sales	166	198	▼ -16.2%	165	▲ 0.6%	1,656	1,697	▼ -2.4%
Days to Off Market	28	39	▼ -28.2%	26	▲ 7.7%	27	45	▼ -40.0%
Sold to Original Price Ratio	104.8%	99.5%	▲ 5.3%	106.8%	▼ -1.9%	105.2%	98.4%	▲ 6.9%
Price per Square Foot	\$388	\$335	▲ 15.8%	\$399	▼ -2.8%	\$386	\$330	▲ 17.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$440,000	\$455,000	▼ -3.3%	\$501,900	▼ -12.3%	\$470,000	\$465,000	▲ 1.1%
Units Sold	66	59	▲ 11.9%	54	▲ 22.2%	459	407	▲ 12.8%
Active Listings	85	91	▼ -6.6%	80	▲ 6.3%	---	---	---
Months Supply of Inventory	1.3	1.5	▼ -13.3%	1.5	▼ -13.3%	---	---	---
New Listings	85	56	▲ 51.8%	55	▲ 54.5%	595	525	▲ 13.3%
Pending Sales	71	46	▲ 54.3%	64	▲ 10.9%	501	430	▲ 16.5%
Days to Off Market	28	31	▼ -9.7%	27	▲ 3.7%	27	48	▼ -43.8%
Sold to Original Price Ratio	102.8%	99.2%	▲ 3.6%	102.5%	▲ 0.3%	102.7%	98.8%	▲ 3.9%
Price per Square Foot	\$312	\$308	▲ 1.3%	\$330	▼ -5.5%	\$318	\$295	▲ 7.8%



EASTERN MIDDLESEX REGION

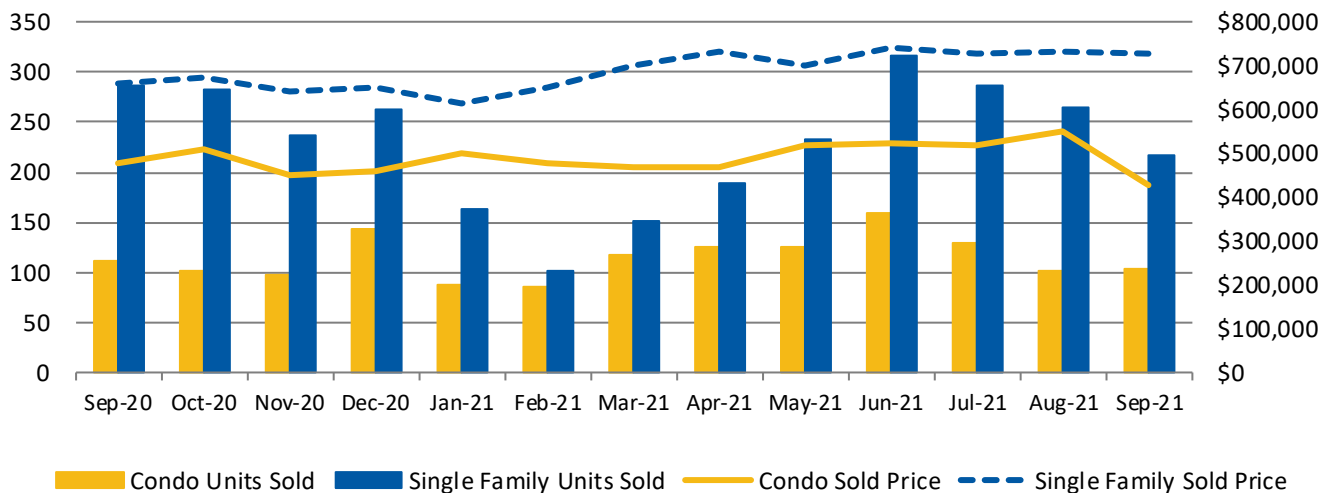
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$730,000	\$660,000	▲ 10.6%	\$732,000	▼ -0.3%	\$715,000	\$639,999	▲ 11.7%
Units Sold	217	287	▼ -24.4%	265	▼ -18.1%	1,924	1,635	▲ 17.7%
Active Listings	285	303	▼ -5.9%	231	▲ 23.4%	---	---	---
Months Supply of Inventory	1.3	1.1	▲ 18.2%	0.9	▲ 44.4%	---	---	---
New Listings	304	365	▼ -16.7%	250	▲ 21.6%	2,396	2,237	▲ 7.1%
Pending Sales	222	290	▼ -23.4%	241	▼ -7.9%	2,024	1,835	▲ 10.3%
Days to Off Market	23	25	▼ -8.0%	24	▼ -4.2%	21	28	▼ -25.0%
Sold to Original Price Ratio	103.6%	102.2%	▲ 1.4%	104.9%	▼ -1.2%	105.2%	101.2%	▲ 4.0%
Price per Square Foot	\$388	\$355	▲ 9.3%	\$393	▼ -1.3%	\$390	\$347	▲ 12.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$430,000	\$477,450	▼ -9.9%	\$549,000	▼ -21.7%	\$499,400	\$475,000	▲ 5.1%
Units Sold	103	112	▼ -8.0%	102	▲ 1.0%	1,036	796	▲ 30.2%
Active Listings	186	188	▼ -1.1%	125	▲ 48.8%	---	---	---
Months Supply of Inventory	1.8	1.7	▲ 5.9%	1.2	▲ 50.0%	---	---	---
New Listings	169	163	▲ 3.7%	110	▲ 53.6%	1,243	1,085	▲ 14.6%
Pending Sales	96	114	▼ -15.8%	93	▲ 3.2%	1,027	859	▲ 19.6%
Days to Off Market	27	28	▼ -3.6%	32	▼ -15.6%	30	37	▼ -18.9%
Sold to Original Price Ratio	101.4%	99.9%	▲ 1.5%	101.1%	▲ 0.3%	101.2%	99.5%	▲ 1.7%
Price per Square Foot	\$426	\$392	▲ 8.7%	\$445	▼ -4.3%	\$427	\$379	▲ 12.7%



METRO BOSTON REGION

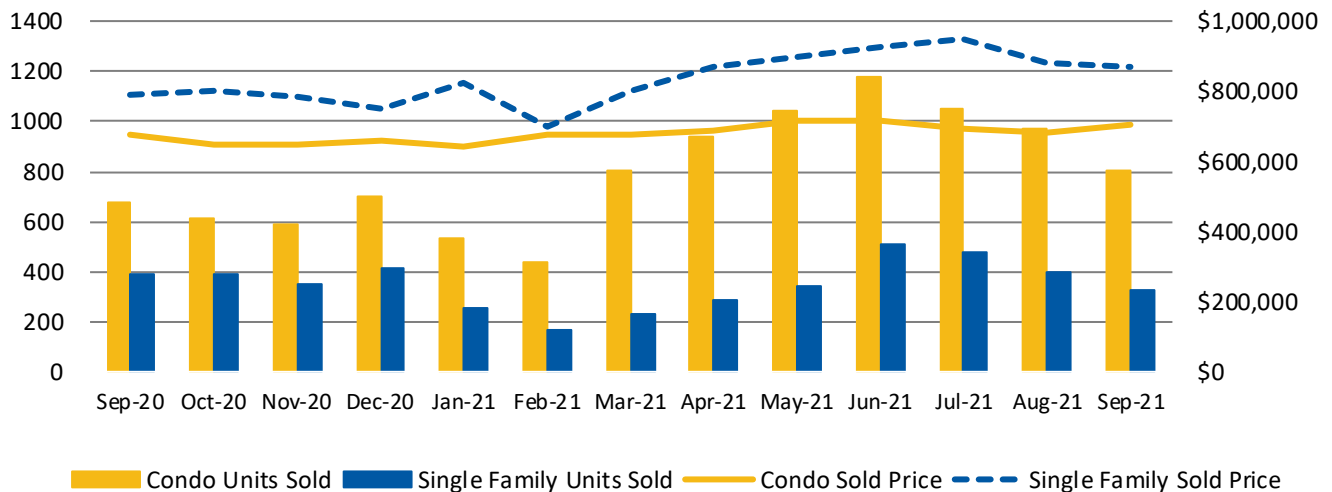
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$873,500	\$789,000	▲ 10.7%	\$880,000	▼ -0.7%	\$880,000	\$780,000	▲ 12.8%
Units Sold	322	388	▼ -17.0%	401	▼ -19.7%	2,989	2,446	▲ 22.2%
Active Listings	604	764	▼ -20.9%	477	▲ 26.6%	---	---	---
Months Supply of Inventory	1.9	2.0	▼ -5.0%	1.2	▲ 58.3%	---	---	---
New Listings	571	620	▼ -7.9%	322	▲ 77.3%	4,027	3,881	▲ 3.8%
Pending Sales	326	374	▼ -12.8%	314	▲ 3.8%	3,099	2,684	▲ 15.5%
Days to Off Market	26	29	▼ -10.3%	30	▼ -13.3%	26	33	▼ -21.2%
Sold to Original Price Ratio	101.9%	99.8%	▲ 2.1%	102.3%	▼ -0.4%	102.8%	99.5%	▲ 3.3%
Price per Square Foot	\$500	\$449	▲ 11.4%	\$512	▼ -2.3%	\$499	\$445	▲ 12.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$705,000	\$675,000	▲ 4.4%	\$680,000	▲ 3.7%	\$694,000	\$672,750	▲ 3.2%
Units Sold	801	678	▲ 18.1%	970	▼ -17.4%	7,759	5,166	▲ 50.2%
Active Listings	2,104	2,816	▼ -25.3%	1,530	▲ 37.5%	---	---	---
Months Supply of Inventory	2.6	4.2	▼ -38.1%	1.6	▲ 62.5%	---	---	---
New Listings	1,550	1,631	▼ -5.0%	727	▲ 113.2%	10,648	9,342	▲ 14.0%
Pending Sales	686	615	▲ 11.5%	680	▲ 0.9%	7,820	5,373	▲ 45.5%
Days to Off Market	37	40	▼ -7.5%	40	▼ -7.5%	41	41	■ 0.0%
Sold to Original Price Ratio	99.0%	98.1%	▲ 0.9%	99.3%	▼ -0.3%	99.3%	98.5%	▲ 0.8%
Price per Square Foot	\$765	\$668	▲ 14.5%	\$724	▲ 5.7%	\$724	\$680	▲ 6.5%



METRO WEST REGION

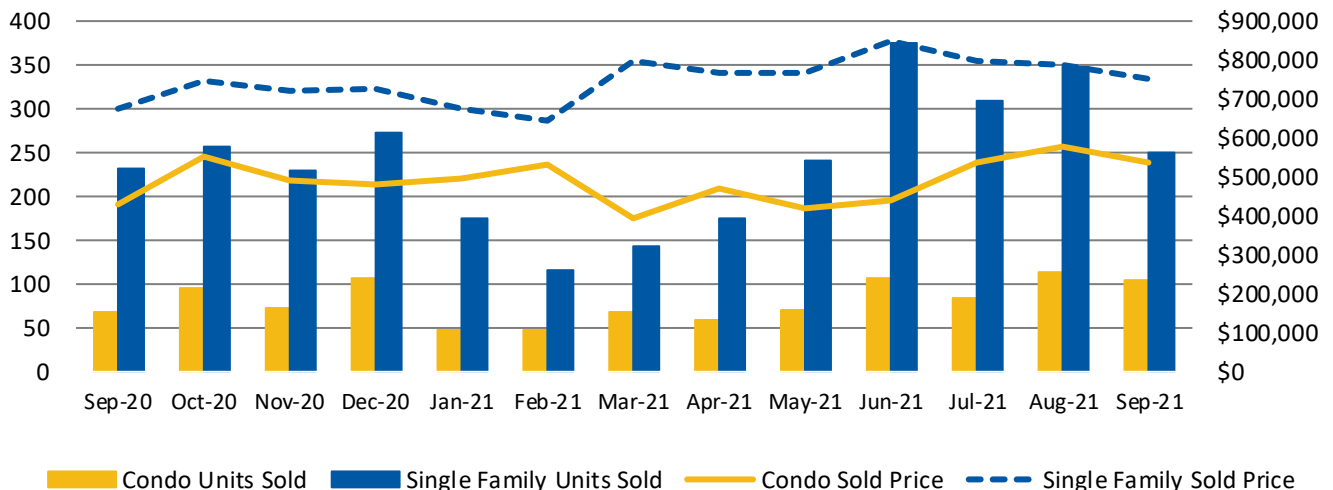
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$753,000	\$676,000	▲ 11.4%	\$790,000	▼ -4.7%	\$775,000	\$690,000	▲ 12.3%
Units Sold	250	233	▲ 7.3%	348	▼ -28.2%	2,130	1,973	▲ 8.0%
Active Listings	303	367	▼ -17.4%	243	▲ 24.7%	---	---	---
Months Supply of Inventory	1.2	1.6	▼ -25.0%	0.7	▲ 71.4%	---	---	---
New Listings	309	325	▼ -4.9%	236	▲ 30.9%	2,612	2,613	▼ 0.0%
Pending Sales	208	228	▼ -8.8%	232	▼ -10.3%	2,197	2,124	▲ 3.4%
Days to Off Market	28	34	▼ -17.6%	21	▲ 33.3%	22	41	▼ -46.3%
Sold to Original Price Ratio	104.3%	100.6%	▲ 3.7%	104.5%	▼ -0.2%	104.7%	98.7%	▲ 6.1%
Price per Square Foot	\$364	\$326	▲ 11.7%	\$355	▲ 2.5%	\$365	\$319	▲ 14.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$537,750	\$432,000	▲ 24.5%	\$580,000	▼ -7.3%	\$490,000	\$436,900	▲ 12.2%
Units Sold	104	69	▲ 50.7%	113	▼ -8.0%	704	505	▲ 39.4%
Active Listings	113	154	▼ -26.6%	96	▲ 17.7%	---	---	---
Months Supply of Inventory	1.1	2.2	▼ -50.0%	0.8	▲ 37.5%	---	---	---
New Listings	104	115	▼ -9.6%	69	▲ 50.7%	864	752	▲ 14.9%
Pending Sales	70	94	▼ -25.5%	89	▼ -21.3%	738	605	▲ 22.0%
Days to Off Market	23	46	▼ -50.0%	34	▼ -32.4%	32	58	▼ -44.8%
Sold to Original Price Ratio	101.0%	99.4%	▲ 1.6%	101.3%	▼ -0.3%	101.5%	99.5%	▲ 2.0%
Price per Square Foot	\$320	\$300	▲ 6.7%	\$343	▼ -6.7%	\$323	\$290	▲ 11.4%



SOUTHERN NORFOLK REGION

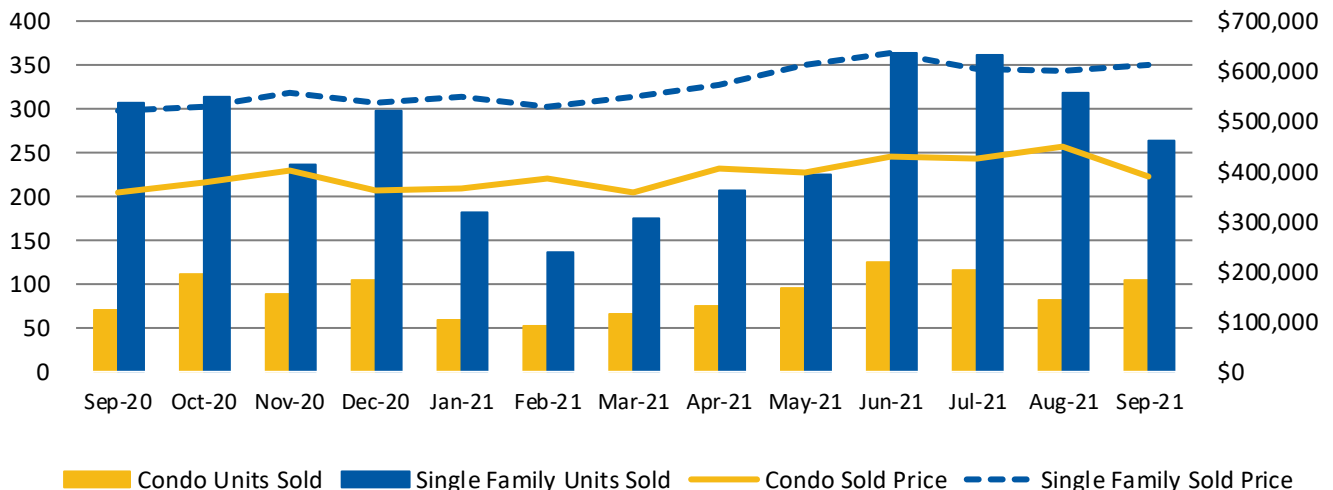
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$615,000	\$520,000	▲ 18.3%	\$602,000	▲ 2.2%	\$600,000	\$515,000	▲ 16.5%
Units Sold	265	307	▼ -13.7%	319	▼ -16.9%	2,235	2,012	▲ 11.1%
Active Listings	322	351	▼ -8.3%	267	▲ 20.6%	---	---	---
Months Supply of Inventory	1.2	1.1	▲ 9.1%	0.8	▲ 50.0%	---	---	---
New Listings	321	299	▲ 7.4%	266	▲ 20.7%	2,728	2,580	▲ 5.7%
Pending Sales	236	264	▼ -10.6%	282	▼ -16.3%	2,327	2,201	▲ 5.7%
Days to Off Market	26	35	▼ -25.7%	23	▲ 13.0%	22	35	▼ -37.1%
Sold to Original Price Ratio	103.0%	101.0%	▲ 2.0%	103.6%	▼ -0.6%	104.2%	99.3%	▲ 4.9%
Price per Square Foot	\$317	\$274	▲ 15.7%	\$310	▲ 2.3%	\$307	\$269	▲ 14.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$391,470	\$360,000	▲ 8.7%	\$450,000	▼ -13.0%	\$400,000	\$375,000	▲ 6.7%
Units Sold	105	70	▲ 50.0%	81	▲ 29.6%	775	634	▲ 22.2%
Active Listings	99	172	▼ -42.4%	97	▲ 2.1%	---	---	---
Months Supply of Inventory	0.9	2.5	▼ -64.0%	1.2	▼ -25.0%	---	---	---
New Listings	101	122	▼ -17.2%	90	▲ 12.2%	951	858	▲ 10.8%
Pending Sales	87	89	▼ -2.2%	87	■ 0.0%	837	664	▲ 26.1%
Days to Off Market	36	39	▼ -7.7%	28	▲ 28.6%	33	47	▼ -29.8%
Sold to Original Price Ratio	101.5%	100.0%	▲ 1.5%	102.4%	▼ -0.9%	101.8%	100.1%	▲ 1.7%
Price per Square Foot	\$302	\$266	▲ 13.5%	\$317	▼ -4.7%	\$298	\$273	▲ 9.2%



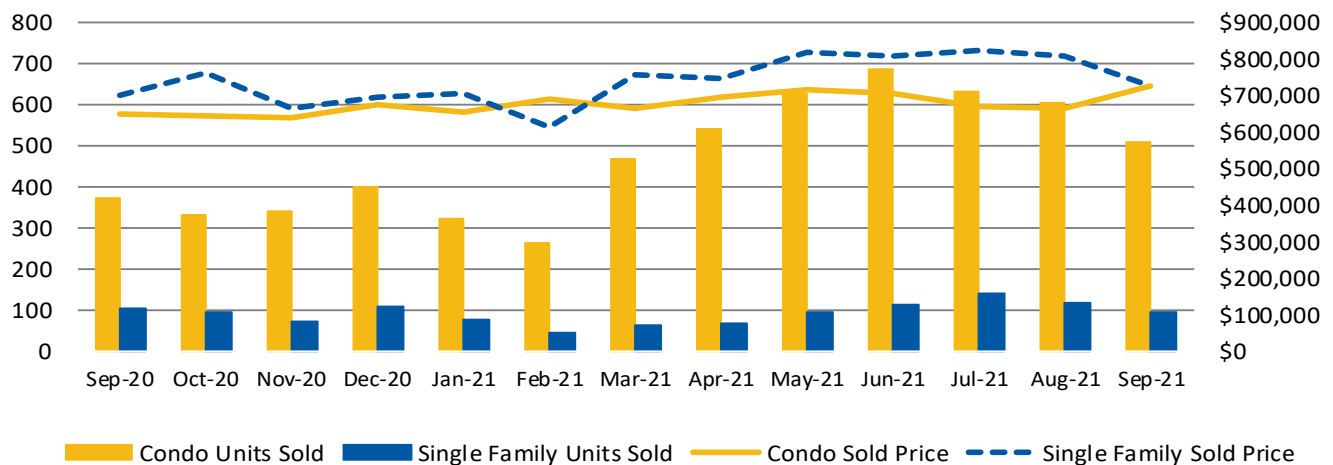
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$727,500	\$702,000	▲ 3.6%	\$811,500	▼ -10.4%	\$779,000	\$679,000	▲ 14.7%
Units Sold	94	102	▼ -7.8%	116	▼ -19.0%	815	599	▲ 36.1%
Active Listings	204	241	▼ -15.4%	164	▲ 24.4%	---	---	---
Months Supply of Inventory	2.2	2.4	▼ -8.3%	1.4	▲ 57.1%	---	---	---
New Listings	169	163	▲ 3.7%	98	▲ 72.4%	1,149	994	▲ 15.6%
Pending Sales	87	81	▲ 7.4%	95	▼ -8.4%	842	647	▲ 30.1%
Days to Off Market	25	30	▼ -16.7%	35	▼ -28.6%	30	33	▼ -9.1%
Sold to Original Price Ratio	101.1%	100.2%	▲ 0.9%	101.7%	▼ -0.6%	101.8%	100.0%	▲ 1.8%
Price per Square Foot	\$526	\$458	▲ 14.8%	\$504	▲ 4.4%	\$512	\$459	▲ 11.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$725,000	\$651,500	▲ 11.3%	\$665,000	▲ 9.0%	\$690,000	\$662,000	▲ 4.2%
Units Sold	512	372	▲ 37.6%	605	▼ -15.4%	4,667	3,083	▲ 51.4%
Active Listings	1,411	1,951	▼ -27.7%	1,037	▲ 36.1%	---	---	---
Months Supply of Inventory	2.8	5.2	▼ -46.2%	1.7	▲ 64.7%	---	---	---
New Listings	975	1,043	▼ -6.5%	443	▲ 120.1%	6,585	5,904	▲ 11.5%
Pending Sales	387	336	▲ 15.2%	392	▼ -1.3%	4,641	3,153	▲ 47.2%
Days to Off Market	42	42	▬ 0.0%	46	▼ -8.7%	46	45	▲ 2.2%
Sold to Original Price Ratio	98.7%	97.7%	▲ 1.0%	98.7%	▬ 0.0%	98.6%	98.1%	▲ 0.5%
Price per Square Foot	\$858	\$741	▲ 15.8%	\$797	▲ 7.7%	\$806	\$756	▲ 6.6%



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 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$850,000	\$770,000	▲ 10.4%	\$827,500	▲ 2.7%	\$830,000	\$747,450	▲ 11.0%
Units Sold	153	151	▲ 1.3%	162	▼ -5.6%	1,245	878	▲ 41.8%
Active Listings	301	307	▼ -2.0%	262	▲ 14.9%	---	---	---
Months Supply of Inventory	2.0	2.0	▬ 0.0%	1.6	▲ 25.0%	---	---	---
New Listings	264	226	▲ 16.8%	194	▲ 36.1%	1,833	1,477	▲ 24.1%
Pending Sales	173	130	▲ 33.1%	150	▲ 15.3%	1,328	939	▲ 41.4%
Days to Off Market	26	35	▼ -25.7%	31	▼ -16.1%	28	32	▼ -12.5%
Sold to Original Price Ratio	99.1%	98.7%	▲ 0.4%	100.5%	▼ -1.4%	100.4%	98.7%	▲ 1.7%
Price per Square Foot	\$368	\$337	▲ 9.2%	\$355	▲ 3.7%	\$353	\$325	▲ 8.6%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$1,150,000	\$980,000	▲ 17.3%	\$1,093,750	▲ 5.1%	\$1,080,000	\$969,723	▲ 11.4%
Units Sold	57	39	▲ 46.2%	58	▼ -1.7%	449	252	▲ 78.2%
Active Listings	161	176	▼ -8.5%	138	▲ 16.7%	---	---	---
Months Supply of Inventory	2.8	4.5	▼ -37.8%	2.4	▲ 16.7%	---	---	---
New Listings	95	108	▼ -12.0%	92	▲ 3.3%	727	581	▲ 25.1%
Pending Sales	49	45	▲ 8.9%	62	▼ -21.0%	476	258	▲ 84.5%
Days to Off Market	34	39	▼ -12.8%	34	▬ 0.0%	34	34	▬ 0.0%
Sold to Original Price Ratio	98.2%	99.9%	▼ -1.7%	99.8%	▼ -1.6%	97.8%	97.3%	▲ 0.5%
Price per Square Foot	\$360	\$340	▲ 5.9%	\$341	▲ 5.6%	\$348	\$346	▲ 0.6%

4 Family Homes

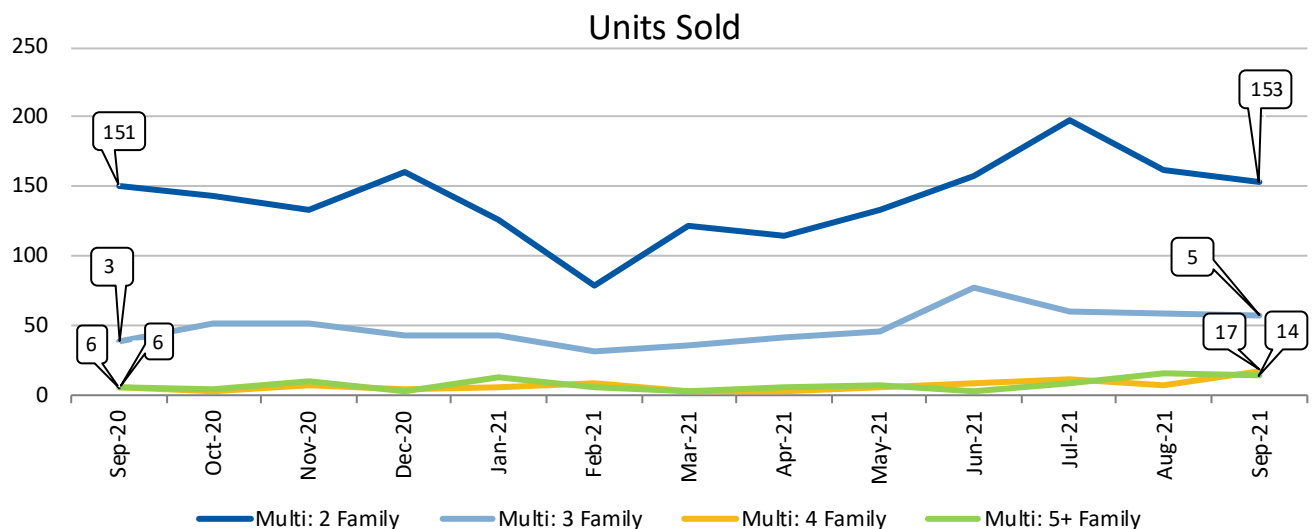
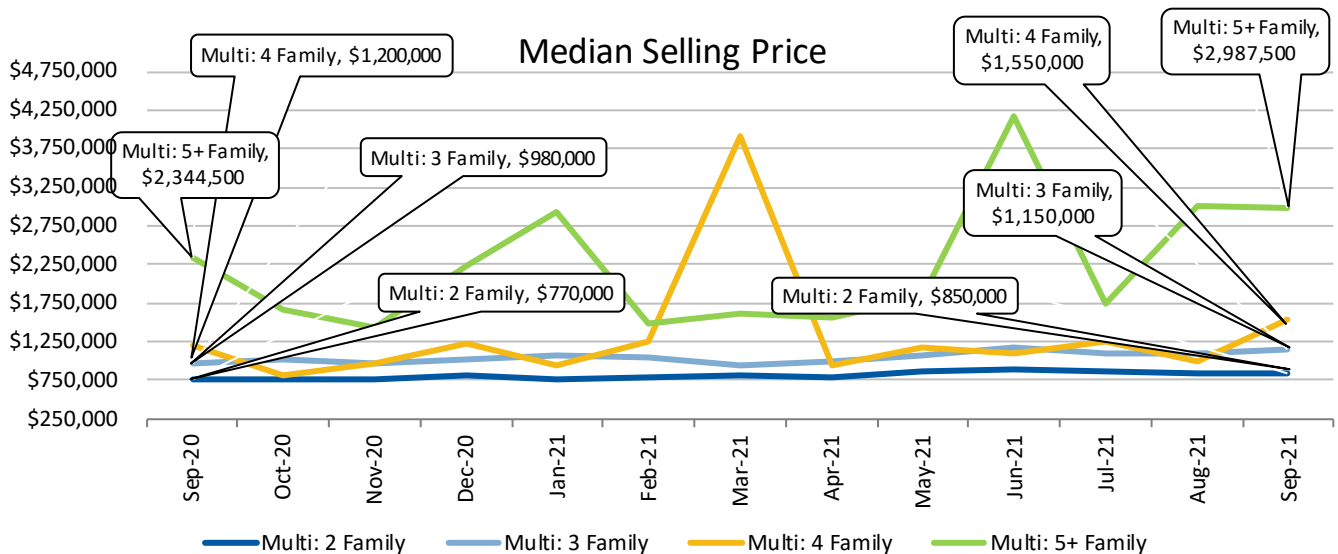
	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$1,900,000	\$805,000	▲ 136.0%	\$1,550,000	▲ 22.6%	\$1,190,000	\$1,300,000	▼ -8.5%
Units Sold	10	3	▲ 233.3%	17	▼ -41.2%	72	47	▲ 53.2%
Active Listings	33	32	▲ 3.1%	28	▲ 17.9%	---	---	---
Months Supply of Inventory	3.3	10.7	▼ -69.2%	1.6	▲ 106.3%	---	---	---
New Listings	22	16	▲ 37.5%	15	▲ 46.7%	137	88	▲ 55.7%
Pending Sales	16	2	▲ 700.0%	12	▲ 33.3%	88	50	▲ 76.0%
Days to Off Market	31	22	▲ 40.9%	38	▼ -18.4%	32	44	▼ -27.3%
Sold to Original Price Ratio	96.4%	100.7%	▼ -4.3%	96.2%	▲ 0.2%	96.1%	94.6%	▲ 1.6%
Price per Square Foot	\$525	\$201	▲ 161.2%	\$423	▲ 24.1%	\$398	\$387	▲ 2.8%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

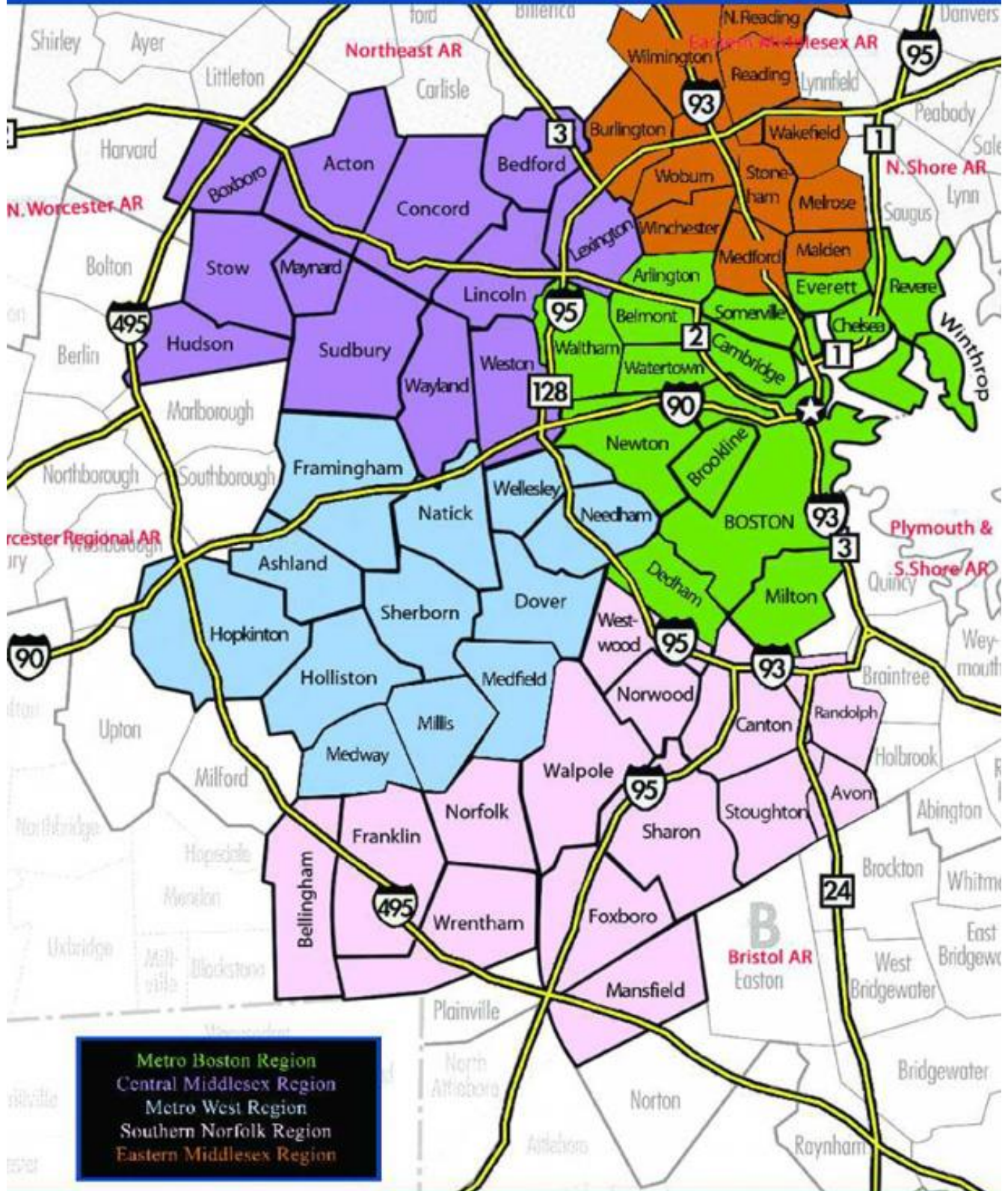
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2021	Sep 2020	Change	Aug 2021	Change	2021	2020	Change
Median Selling Price	\$2,125,000	\$1,675,000	▲ 26.9%	\$2,987,500	▼ -28.9%	\$2,098,500	\$2,400,000	▼ -12.6%
Units Sold	19	4	▲ 375.0%	14	▲ 35.7%	80	45	▲ 77.8%
Active Listings	57	50	▲ 14.0%	54	▲ 5.6%	---	---	---
Months Supply of Inventory	3.0	12.5	▼ -76.0%	3.9	▼ -23.1%	---	---	---
New Listings	22	17	▲ 29.4%	25	▼ -12.0%	196	114	▲ 71.9%
Pending Sales	10	5	▲ 100.0%	8	▲ 25.0%	85	45	▲ 88.9%
Days to Off Market	37	66	▼ -43.9%	29	▲ 27.6%	43	58	▼ -25.9%
Sold to Original Price Ratio	93.1%	86.8%	▲ 7.3%	92.6%	▲ 0.5%	93.4%	92.3%	▲ 1.2%
Price per Square Foot	\$463	\$291	▲ 59.1%	\$607	▼ -23.7%	\$496	\$422	▲ 17.5%



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.