

MONTHLY MARKET INSIGHTS REPORT

November 2021

Single-Family Homes

The 1,256 homes sold this month, which is the most active November on record, and a 1.4 percent increase in sales volume from the November 2020 sales total of 1,239 homes sold. Additionally, the median sales price reached a new record high for the month at \$750,000, which is a 7.1 percent increase from the November 2020 median sales price of \$700,000.

Condominiums

With 989 condos sold, it was also the second most active condo market for November on record in Greater Boston and a 10.3 percent increase from the 897 units sold in November 2020. The median sales price for condos increased to a new record high for the month at \$626,000, which is a 8.1 percent change from the November 2020 median sales price of \$579,000

Multi-Family Homes

This month, 229 multi-family homes were sold in Greater Boston, which was a 20.5 percent increase on the 190 units sold in November 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

Three Center Plaza, Mezzanine Suite
Boston, MA 02108
Phone: 617-423-8700
Email: housingreports@gbreb.com

68 Main Street
Reading, MA 01867

Online: www.gbar.org



Data thru 12/10/2021

GREATER BOSTON MARKET SUMMARY

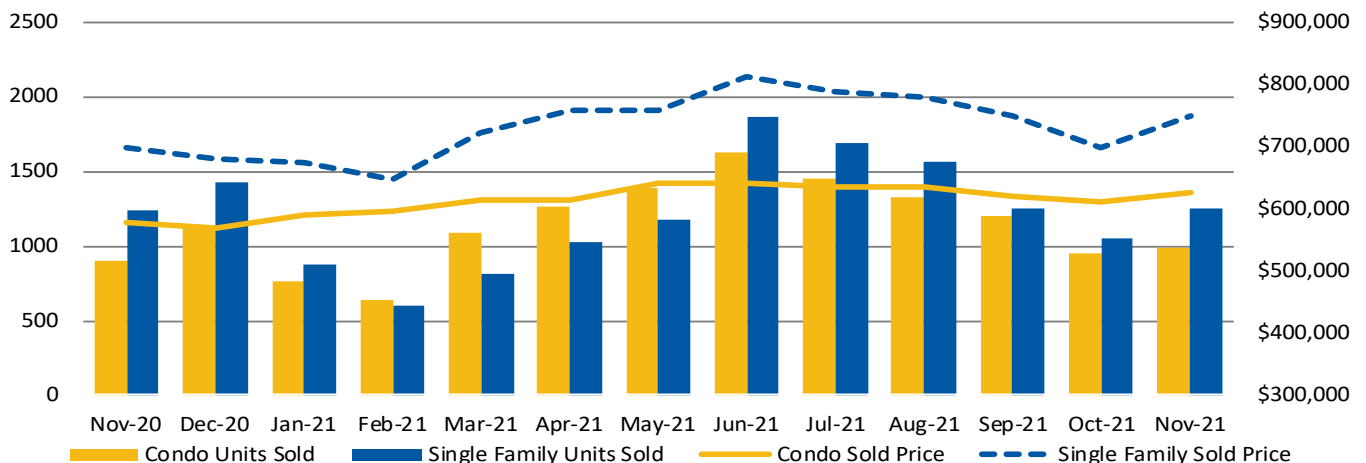
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$750,000	\$700,000	▲ 7.1%	\$700,000	▲ 7.1%	\$750,000	\$678,000	▲ 10.6%
Units Sold	1,256	1,239	▲ 1.4%	1,055	▲ 19.1%	13,194	12,312	▲ 7.2%
Active Listings	997	1,491	▼ -33.1%	1,500	▼ -33.5%	---	---	---
Months Supply of Inventory	0.8	1.2	▼ -33.3%	1.4	▼ -42.9%	---	---	---
New Listings	884	950	▼ -6.9%	1,327	▼ -33.4%	15,955	16,006	▼ -0.3%
Pending Sales	1,190	1,206	▼ -1.3%	1,396	▼ -14.8%	13,816	13,221	▲ 4.5%
Days to Off Market	31	33	▼ -6.1%	26	▲ 19.2%	24	35	▼ -31.4%
Sold to Original Price Ratio	102.2%	101.2%	▲ 1.0%	101.9%	▲ 0.3%	103.9%	99.8%	▲ 4.1%
Price per Square Foot	\$406	\$369	▲ 10.0%	\$385	▲ 5.5%	\$397	\$351	▲ 13.1%

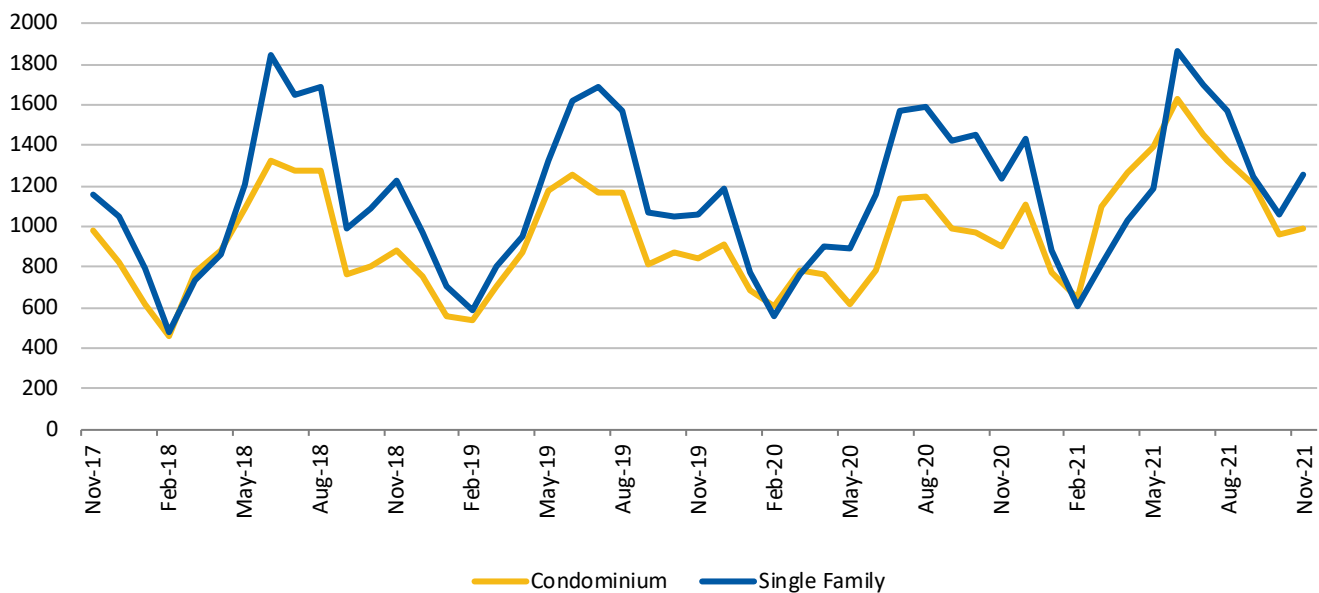
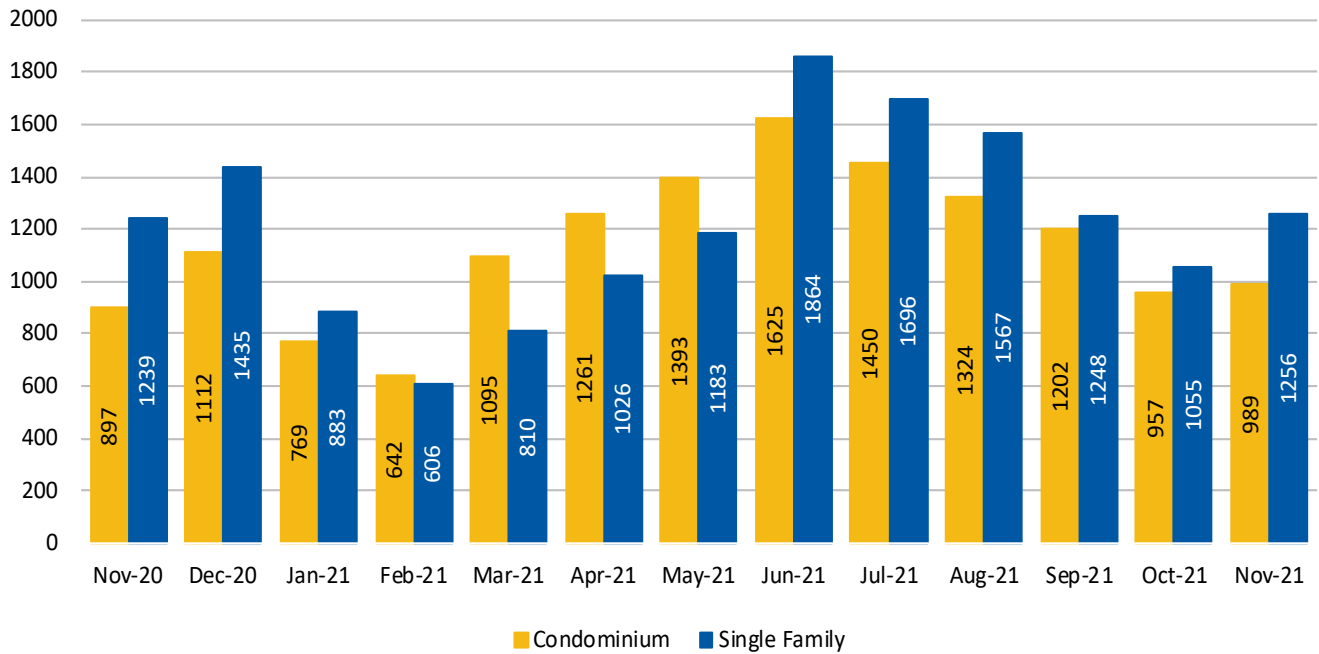
Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$626,000	\$579,000	▲ 8.1%	\$609,900	▲ 2.6%	\$625,000	\$590,000	▲ 5.9%
Units Sold	989	897	▲ 10.3%	957	▲ 3.3%	12,707	9,376	▲ 35.5%
Active Listings	1,772	2,890	▼ -38.7%	2,344	▼ -24.4%	---	---	---
Months Supply of Inventory	1.8	3.2	▼ -43.8%	2.4	▼ -25.0%	---	---	---
New Listings	838	933	▼ -10.2%	1,233	▼ -32.0%	16,380	15,187	▲ 7.9%
Pending Sales	1,035	941	▲ 10.0%	1,124	▼ -7.9%	13,055	9,953	▲ 31.2%
Days to Off Market	42	48	▼ -12.5%	34	▲ 23.5%	38	43	▼ -11.6%
Sold to Original Price Ratio	99.6%	98.2%	▲ 1.4%	99.7%	▼ -0.1%	99.9%	98.8%	▲ 1.1%
Price per Square Foot	\$611	\$556	▲ 9.9%	\$618	▼ -1.1%	\$620	\$563	▲ 10.1%



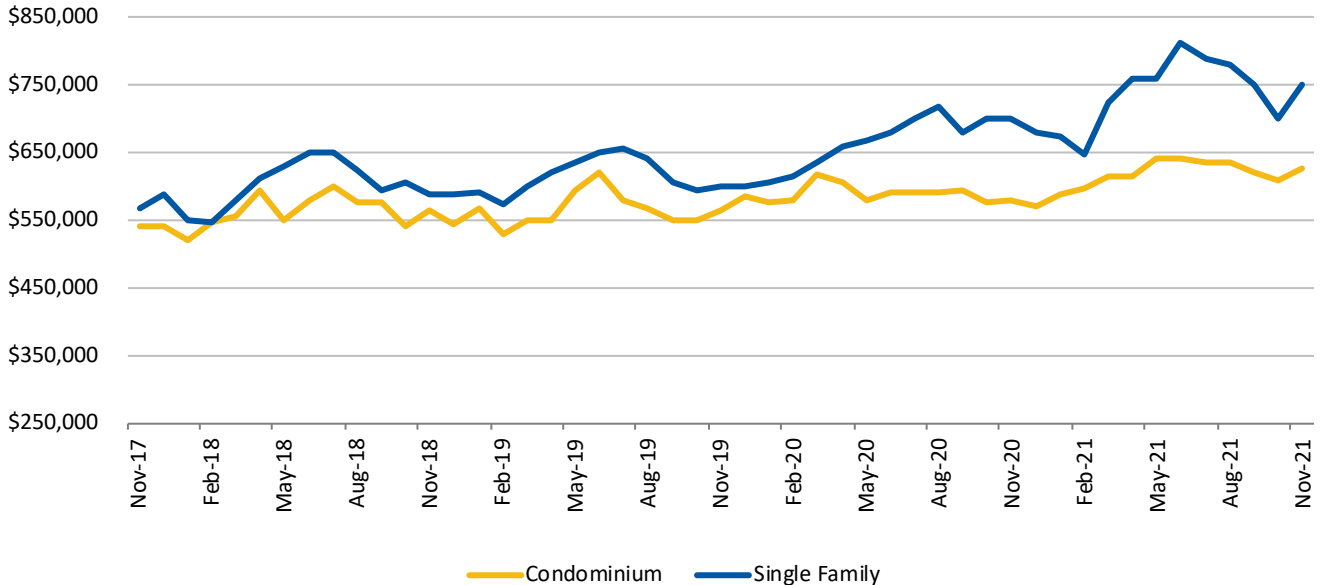
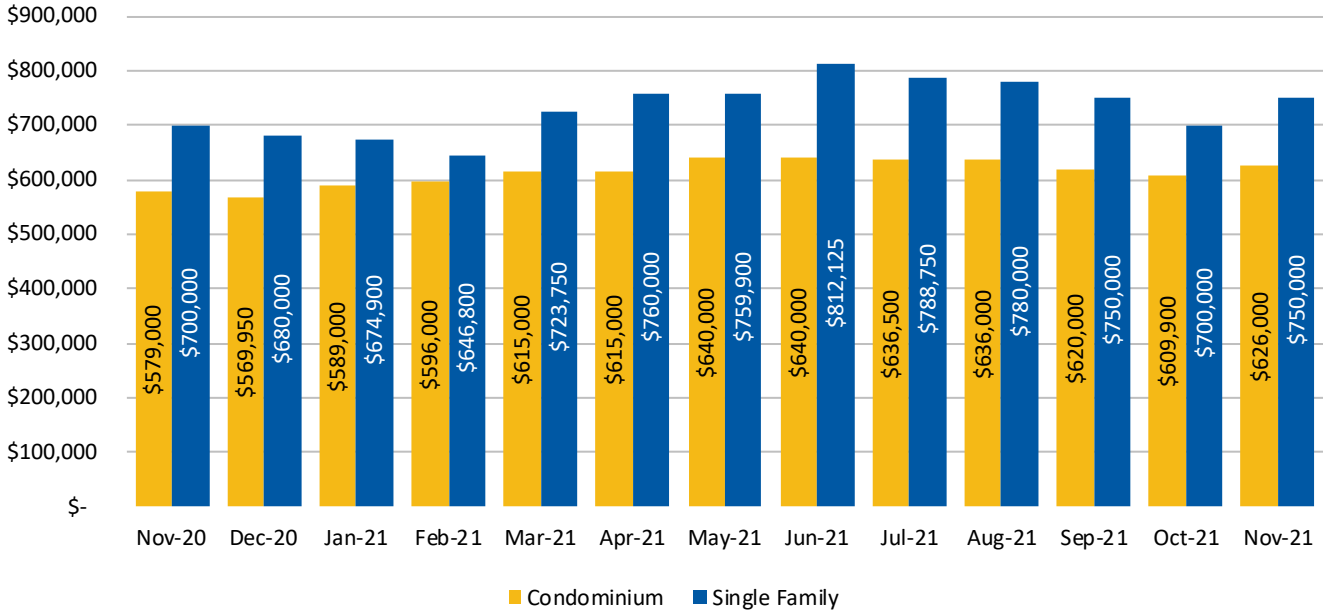
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,256	1,239	▲ 1.4%	1,055	▲ 19.1%	13,194	12,312	▲ 7.2%
CONDOMINIUMS	989	897	▲ 10.3%	957	▲ 3.3%	12,707	9,376	▲ 35.5%



MEDIAN SELLING PRICE

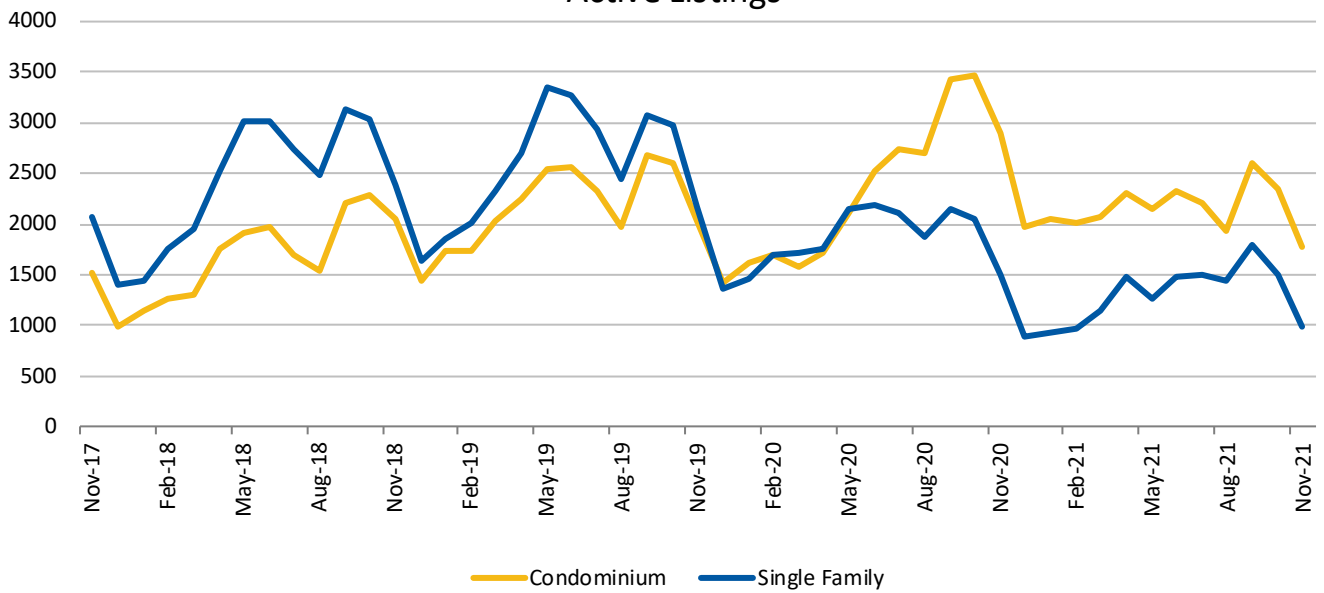
	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	\$750,000	\$700,000	▲ 7.1%	\$700,000	▲ 7.1%	\$750,000	\$678,000	▲ 10.6%
CONDOMINIUMS	\$626,000	\$579,000	▲ 8.1%	\$609,900	▲ 2.6%	\$625,000	\$590,000	▲ 5.9%



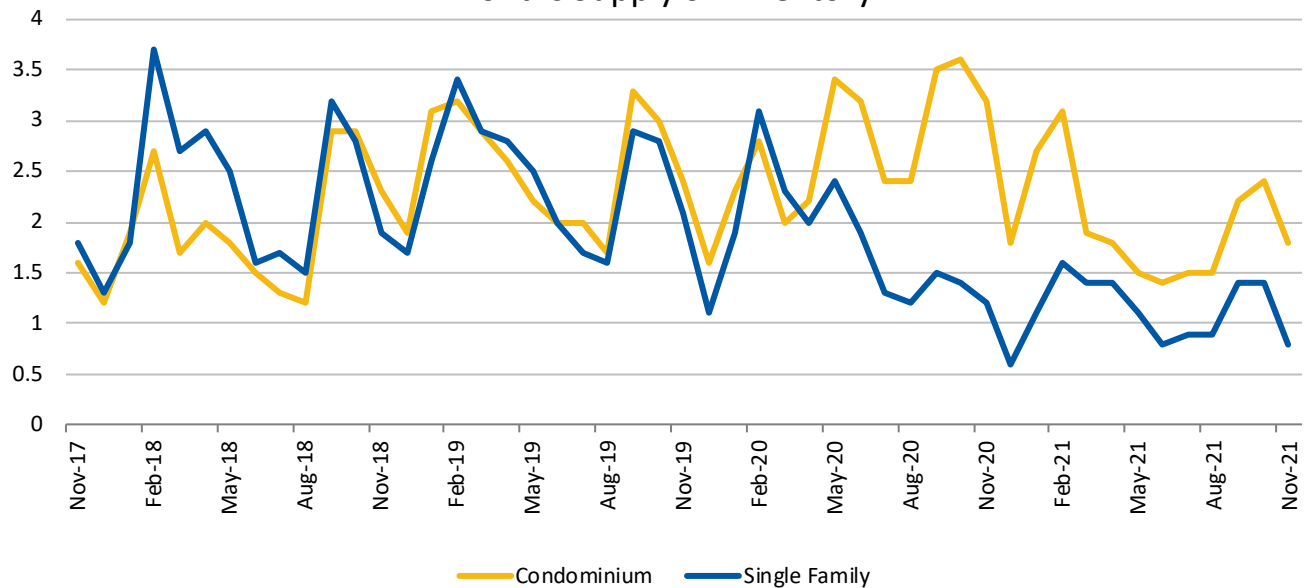
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Nov 2021	Nov 2020	Change	Oct 2021	Change
SINGLE FAMILY HOMES	Active Listings	997	1,491	▼ -33.1%	1,500	▼ -33.5%
	Months Supply of Inventory	0.8	1.2	▼ -33.3%	1.4	▼ -42.9%
CONDOMINIUMS	Active Listings	1,772	2,890	▼ -38.7%	2,344	▼ -24.4%
	Months Supply of Inventory	1.8	3.2	▼ -43.8%	2.4	▼ -25.0%

Active Listings

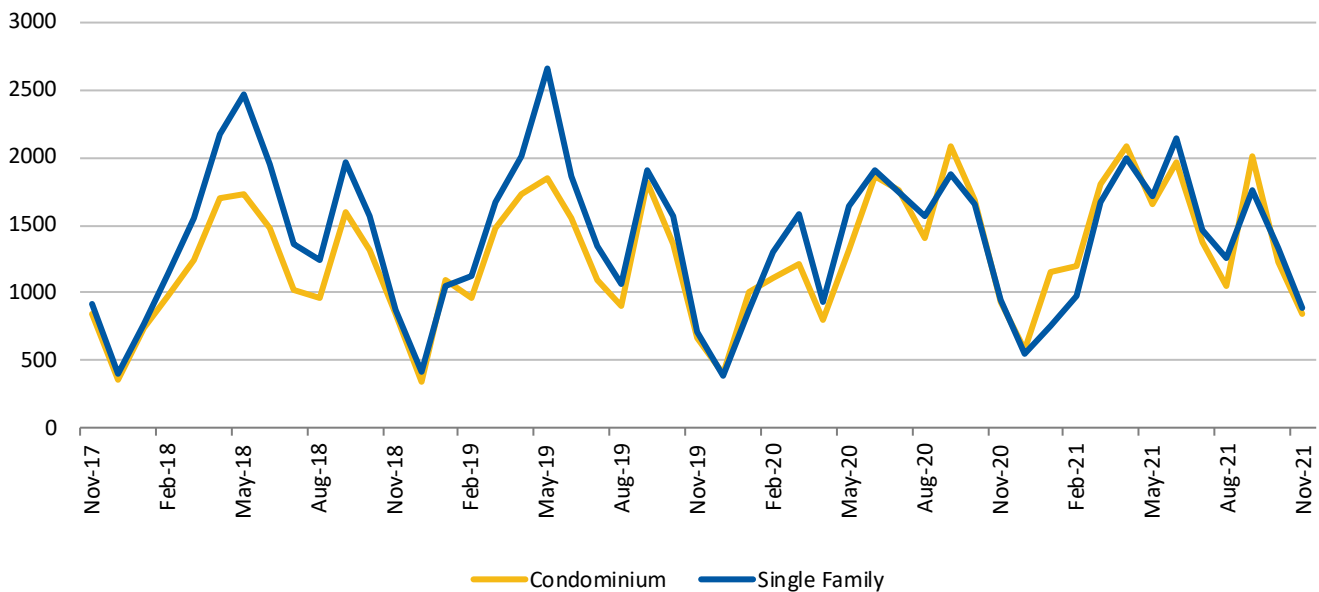
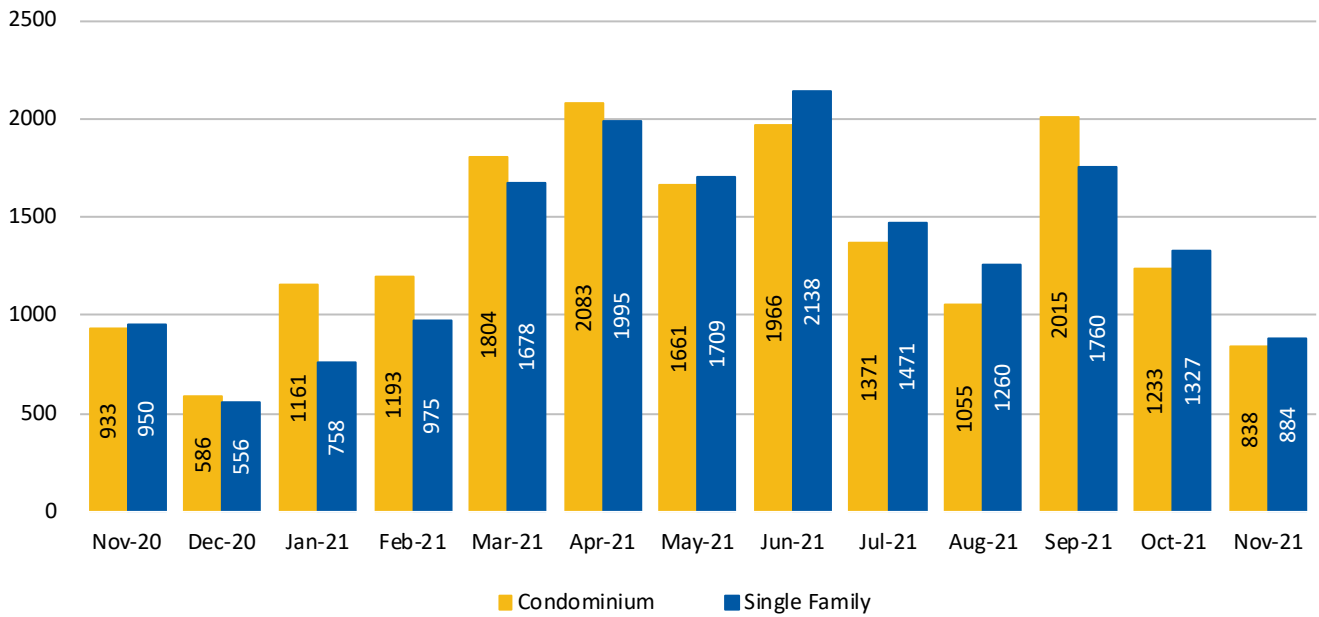


Months Supply of Inventory



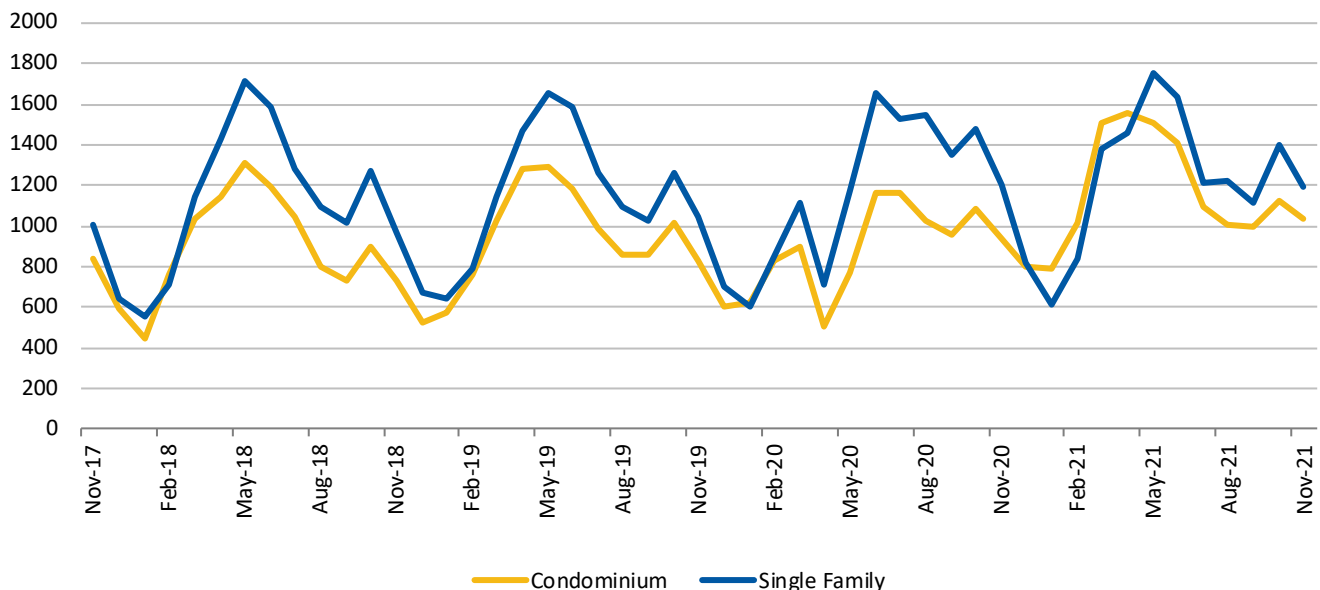
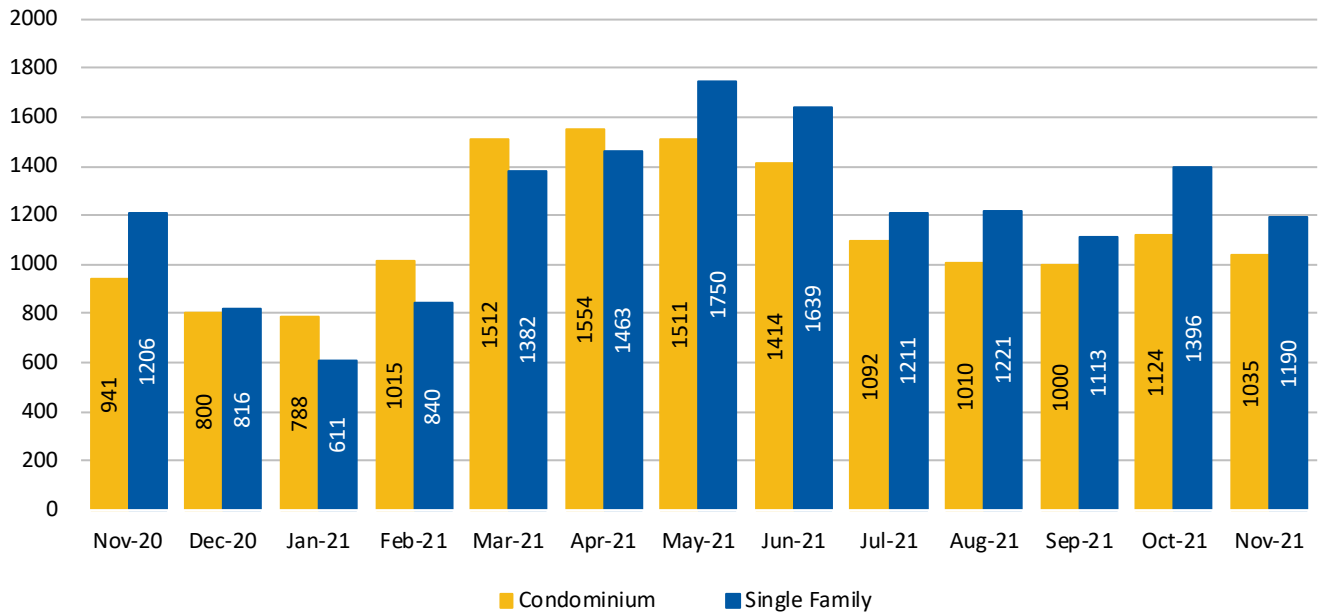
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	884	950	▼ -6.9%	1,327	▼ -33.4%	15,955	16,006	▼ -0.3%
CONDOMINIUMS	838	933	▼ -10.2%	1,233	▼ -32.0%	16,380	15,187	▲ 7.9%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
SINGLE FAMILY HOMES	1,190	1,206	▼ -1.3%	1,396	▼ -14.8%	13,816	13,221	▲ 4.5%
CONDOMINIUMS	1,035	941	▲ 10.0%	1,124	▼ -7.9%	13,055	9,953	▲ 31.2%



CENTRAL MIDDLESEX REGION

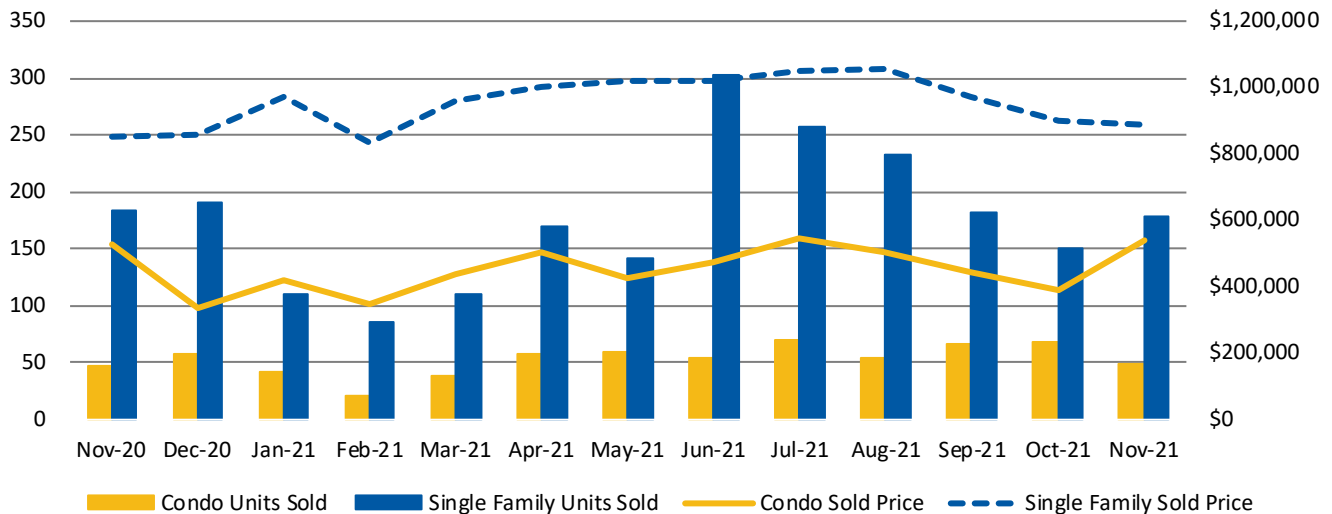
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$888,500	\$850,000	▲ 4.5%	\$900,000	▼ -1.3%	\$1,000,000	\$850,000	▲ 17.6%
Units Sold	178	183	▼ -2.7%	151	▲ 17.9%	1,919	1,946	▼ -1.4%
Active Listings	138	245	▼ -43.7%	216	▼ -36.1%	---	---	---
Months Supply of Inventory	0.8	1.3	▼ -38.5%	1.4	▼ -42.9%	---	---	---
New Listings	104	106	▼ -1.9%	170	▼ -38.8%	2,258	2,413	▼ -6.4%
Pending Sales	153	153	▬ 0.0%	207	▼ -26.1%	2,007	2,063	▼ -2.7%
Days to Off Market	32	42	▼ -23.8%	28	▲ 14.3%	28	44	▼ -36.4%
Sold to Original Price Ratio	104.2%	100.6%	▲ 3.6%	102.2%	▲ 2.0%	104.9%	98.8%	▲ 6.2%
Price per Square Foot	\$398	\$364	▲ 9.3%	\$361	▲ 10.2%	\$385	\$335	▲ 14.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$540,000	\$525,000	▲ 2.9%	\$387,000	▲ 39.5%	\$457,500	\$467,500	▼ -2.1%
Units Sold	49	47	▲ 4.3%	67	▼ -26.9%	575	503	▲ 14.3%
Active Listings	60	66	▼ -9.1%	79	▼ -24.1%	---	---	---
Months Supply of Inventory	1.2	1.4	▼ -14.3%	1.2	▬ 0.0%	---	---	---
New Listings	29	38	▼ -23.7%	58	▼ -50.0%	682	627	▲ 8.8%
Pending Sales	45	44	▲ 2.3%	56	▼ -19.6%	599	532	▲ 12.6%
Days to Off Market	36	40	▼ -10.0%	35	▲ 2.9%	28	46	▼ -39.1%
Sold to Original Price Ratio	102.6%	99.6%	▲ 3.0%	101.4%	▲ 1.2%	102.5%	99.0%	▲ 3.5%
Price per Square Foot	\$323	\$316	▲ 2.2%	\$304	▲ 6.3%	\$317	\$298	▲ 6.4%



EASTERN MIDDLESEX REGION

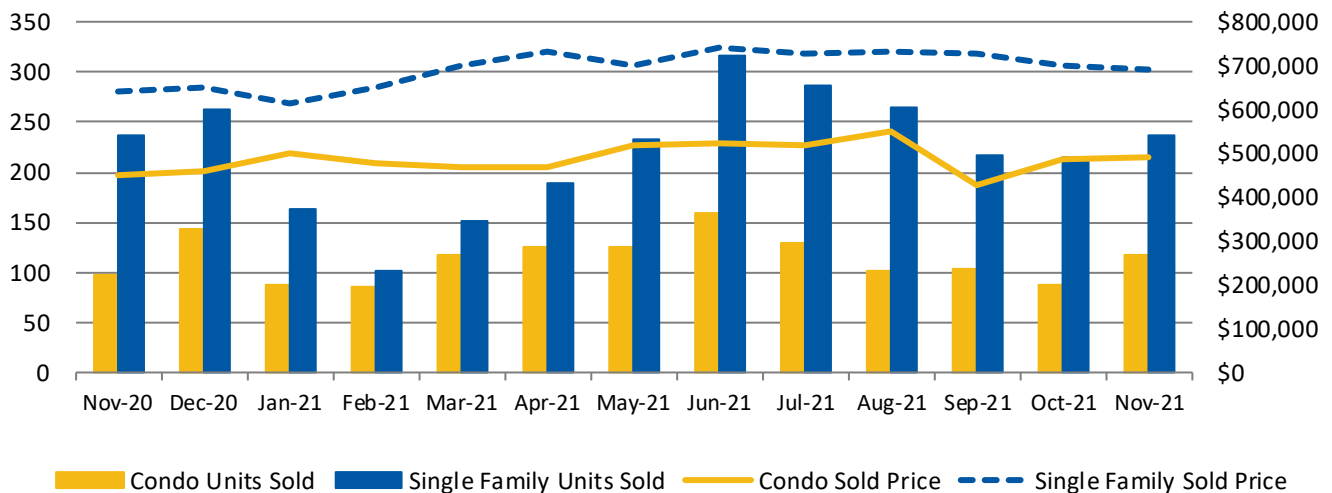
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$690,000	\$642,500	▲ 7.4%	\$700,000	▼ -1.4%	\$710,000	\$642,000	▲ 10.6%
Units Sold	237	236	▲ 0.4%	216	▲ 9.7%	2,378	2,154	▲ 10.4%
Active Listings	145	189	▼ -23.3%	259	▼ -44.0%	---	---	---
Months Supply of Inventory	0.6	0.8	▼ -25.0%	1.2	▼ -50.0%	---	---	---
New Listings	168	162	▲ 3.7%	260	▼ -35.4%	2,824	2,690	▲ 5.0%
Pending Sales	251	219	▲ 14.6%	249	▲ 0.8%	2,508	2,309	▲ 8.6%
Days to Off Market	26	26	▬ 0.0%	26	▬ 0.0%	22	27	▼ -18.5%
Sold to Original Price Ratio	102.7%	103.1%	▼ -0.4%	103.0%	▼ -0.3%	104.8%	101.5%	▲ 3.3%
Price per Square Foot	\$378	\$361	▲ 4.7%	\$376	▲ 0.5%	\$388	\$350	▲ 10.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$490,000	\$449,000	▲ 9.1%	\$486,500	▲ 0.7%	\$495,000	\$475,000	▲ 4.2%
Units Sold	117	97	▲ 20.6%	88	▲ 33.0%	1,241	995	▲ 24.7%
Active Listings	97	196	▼ -50.5%	160	▼ -39.4%	---	---	---
Months Supply of Inventory	0.8	2.0	▼ -60.0%	1.8	▼ -55.6%	---	---	---
New Listings	85	102	▼ -16.7%	128	▼ -33.6%	1,454	1,359	▲ 7.0%
Pending Sales	121	99	▲ 22.2%	141	▼ -14.2%	1,287	1,069	▲ 20.4%
Days to Off Market	33	34	▼ -2.9%	28	▲ 17.9%	30	36	▼ -16.7%
Sold to Original Price Ratio	100.9%	99.9%	▲ 1.0%	100.7%	▲ 0.2%	101.2%	99.5%	▲ 1.7%
Price per Square Foot	\$414	\$390	▲ 6.2%	\$430	▼ -3.7%	\$426	\$381	▲ 11.8%



METRO BOSTON REGION

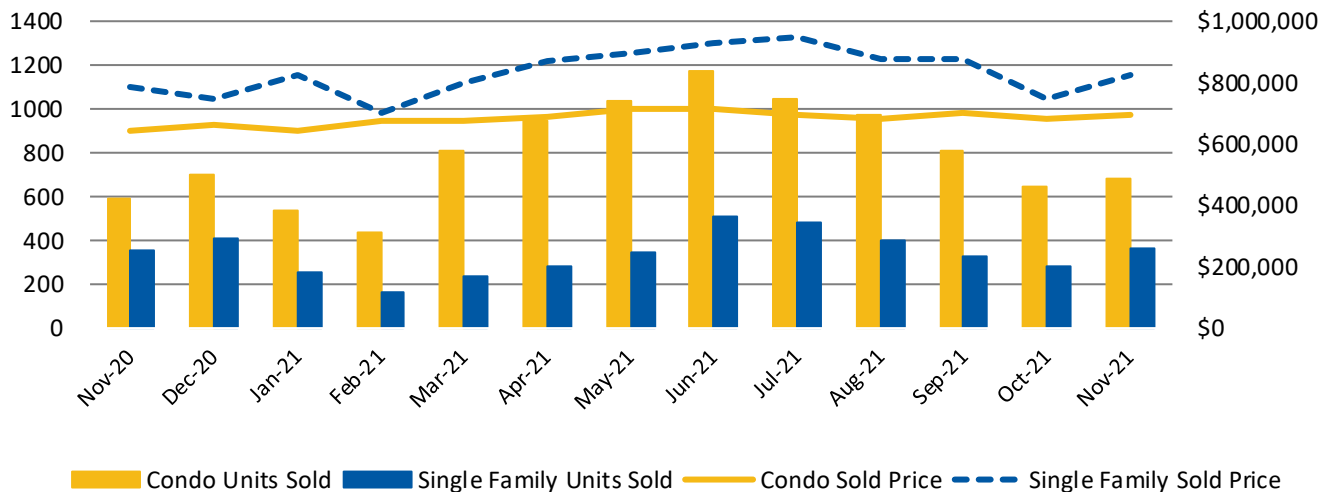
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$825,000	\$788,000	▲ 4.7%	\$747,000	▲ 10.4%	\$871,039	\$785,000	▲ 11.0%
Units Sold	359	353	▲ 1.7%	278	▲ 29.1%	3,634	3,188	▲ 14.0%
Active Listings	376	521	▼ -27.8%	526	▼ -28.5%	---	---	---
Months Supply of Inventory	1.0	1.5	▼ -33.3%	1.9	▼ -47.4%	---	---	---
New Listings	271	290	▼ -6.6%	420	▼ -35.5%	4,715	4,683	▲ 0.7%
Pending Sales	351	345	▲ 1.7%	405	▼ -13.3%	3,837	3,481	▲ 10.2%
Days to Off Market	36	37	▼ -2.7%	27	▲ 33.3%	27	33	▼ -18.2%
Sold to Original Price Ratio	101.2%	100.1%	▲ 1.1%	101.2%	■ 0.0%	102.5%	99.7%	▲ 2.8%
Price per Square Foot	\$510	\$457	▲ 11.6%	\$482	▲ 5.8%	\$499	\$449	▲ 11.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$696,000	\$646,000	▲ 7.7%	\$680,000	▲ 2.4%	\$692,375	\$665,000	▲ 4.1%
Units Sold	682	592	▲ 15.2%	648	▲ 5.2%	9,106	6,371	▲ 42.9%
Active Listings	1,470	2,384	▼ -38.3%	1,909	▼ -23.0%	---	---	---
Months Supply of Inventory	2.2	4.0	▼ -45.0%	2.9	▼ -24.1%	---	---	---
New Listings	609	651	▼ -6.5%	893	▼ -31.8%	12,154	11,232	▲ 8.2%
Pending Sales	709	631	▲ 12.4%	776	▼ -8.6%	9,289	6,710	▲ 38.4%
Days to Off Market	45	49	▼ -8.2%	36	▲ 25.0%	41	42	▼ -2.4%
Sold to Original Price Ratio	98.8%	97.3%	▲ 1.5%	99.0%	▼ -0.2%	99.2%	98.4%	▲ 0.8%
Price per Square Foot	\$729	\$672	▲ 8.5%	\$748	▼ -2.5%	\$726	\$678	▲ 7.1%



METRO WEST REGION

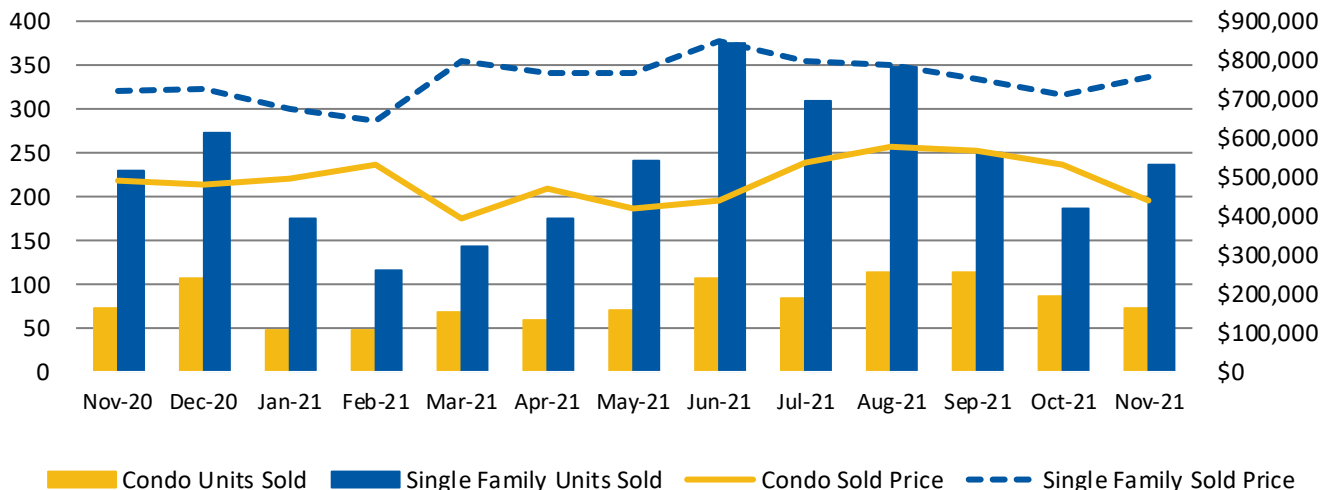
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$759,500	\$723,750	▲ 4.9%	\$710,000	▲ 7.0%	\$765,888	\$700,000	▲ 9.4%
Units Sold	236	230	▲ 2.6%	187	▲ 26.2%	2,553	2,461	▲ 3.7%
Active Listings	147	267	▼ -44.9%	244	▼ -39.8%	---	---	---
Months Supply of Inventory	0.6	1.2	▼ -50.0%	1.3	▼ -53.8%	---	---	---
New Listings	148	176	▼ -15.9%	234	▼ -36.8%	2,993	3,097	▼ -3.4%
Pending Sales	206	221	▼ -6.8%	252	▼ -18.3%	2,641	2,630	▲ 0.4%
Days to Off Market	30	31	▼ -3.2%	25	▲ 20.0%	23	39	▼ -41.0%
Sold to Original Price Ratio	101.5%	100.8%	▲ 0.7%	101.5%	■ 0.0%	104.2%	99.1%	▲ 5.1%
Price per Square Foot	\$367	\$331	▲ 10.9%	\$354	▲ 3.7%	\$365	\$321	▲ 13.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$440,000	\$489,000	▼ -10.0%	\$535,000	▼ -17.8%	\$490,000	\$445,000	▲ 10.1%
Units Sold	73	73	■ 0.0%	87	▼ -16.1%	873	674	▲ 29.5%
Active Listings	65	119	▼ -45.4%	92	▼ -29.3%	---	---	---
Months Supply of Inventory	0.9	1.6	▼ -43.8%	1.1	▼ -18.2%	---	---	---
New Listings	52	62	▼ -16.1%	62	▼ -16.1%	978	920	▲ 6.3%
Pending Sales	77	74	▲ 4.1%	75	▲ 2.7%	885	773	▲ 14.5%
Days to Off Market	43	63	▼ -31.7%	32	▲ 34.4%	33	59	▼ -44.1%
Sold to Original Price Ratio	100.6%	100.2%	▲ 0.4%	101.4%	▼ -0.8%	101.5%	99.8%	▲ 1.7%
Price per Square Foot	\$318	\$299	▲ 6.4%	\$320	▼ -0.6%	\$323	\$293	▲ 10.2%



SOUTHERN NORFOLK REGION

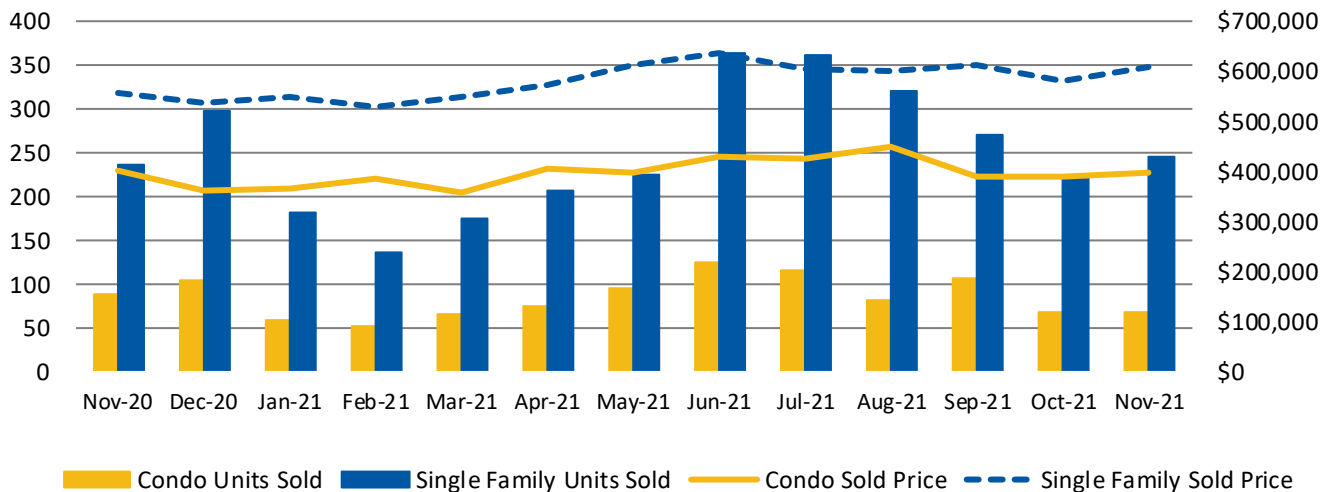
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$610,500	\$557,000	▲ 9.6%	\$580,000	▲ 5.3%	\$599,900	\$520,000	▲ 15.4%
Units Sold	246	237	▲ 3.8%	223	▲ 10.3%	2,710	2,563	▲ 5.7%
Active Listings	191	269	▼ -29.0%	255	▼ -25.1%	---	---	---
Months Supply of Inventory	0.8	1.1	▼ -27.3%	1.1	▼ -27.3%	---	---	---
New Listings	193	216	▼ -10.6%	243	▼ -20.6%	3,165	3,123	▲ 1.3%
Pending Sales	229	268	▼ -14.6%	283	▼ -19.1%	2,823	2,738	▲ 3.1%
Days to Off Market	29	29	▬ 0.0%	26	▲ 11.5%	23	34	▼ -32.4%
Sold to Original Price Ratio	102.3%	101.7%	▲ 0.6%	102.0%	▲ 0.3%	103.9%	99.8%	▲ 4.1%
Price per Square Foot	\$324	\$286	▲ 13.3%	\$315	▲ 2.9%	\$309	\$273	▲ 13.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$396,500	\$400,500	▼ -1.0%	\$389,000	▲ 1.9%	\$400,000	\$380,000	▲ 5.3%
Units Sold	68	88	▼ -22.7%	67	▲ 1.5%	912	833	▲ 9.5%
Active Listings	80	125	▼ -36.0%	104	▼ -23.1%	---	---	---
Months Supply of Inventory	1.2	1.4	▼ -14.3%	1.6	▼ -25.0%	---	---	---
New Listings	63	80	▼ -21.3%	92	▼ -31.5%	1,112	1,049	▲ 6.0%
Pending Sales	83	93	▼ -10.8%	76	▲ 9.2%	995	869	▲ 14.5%
Days to Off Market	29	43	▼ -32.6%	26	▲ 11.5%	32	46	▼ -30.4%
Sold to Original Price Ratio	101.8%	100.1%	▲ 1.7%	101.2%	▲ 0.6%	101.8%	100.2%	▲ 1.6%
Price per Square Foot	\$286	\$294	▼ -2.7%	\$309	▼ -7.4%	\$298	\$279	▲ 6.8%



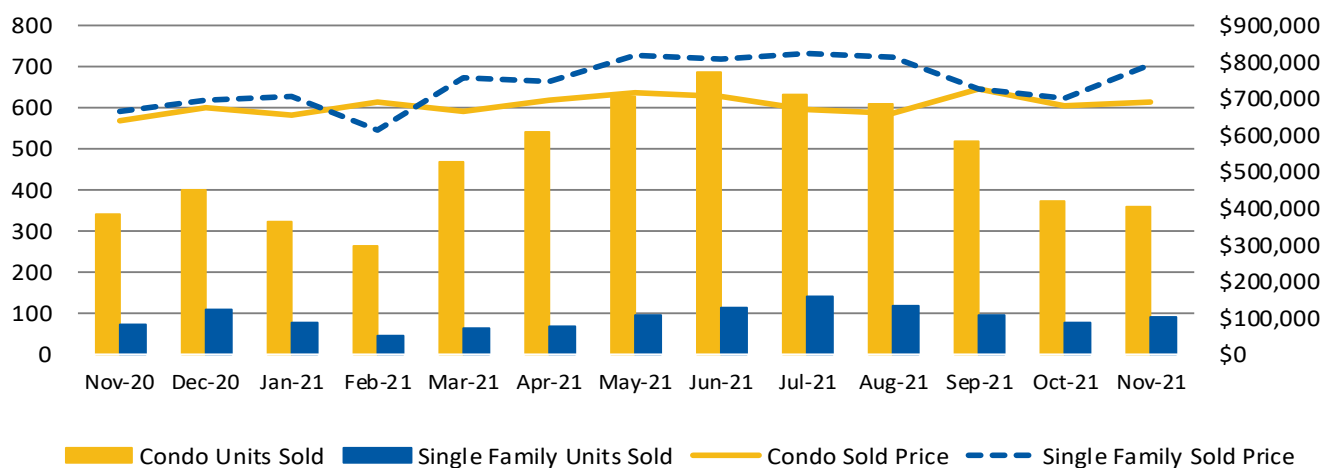
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$795,000	\$667,000	▲ 19.2%	\$700,000	▲ 13.6%	\$774,500	\$690,000	▲ 12.2%
Units Sold	89	74	▲ 20.3%	79	▲ 12.7%	986	768	▲ 28.4%
Active Listings	148	178	▼ -16.9%	201	▼ -26.4%	---	---	---
Months Supply of Inventory	1.7	2.4	▼ -29.2%	2.5	▼ -32.0%	---	---	---
New Listings	88	97	▼ -9.3%	137	▼ -35.8%	1,372	1,225	▲ 12.0%
Pending Sales	110	99	▲ 11.1%	111	▼ -0.9%	1,058	856	▲ 23.6%
Days to Off Market	39	37	▲ 5.4%	34	▲ 14.7%	31	34	▼ -8.8%
Sold to Original Price Ratio	100.1%	99.7%	▲ 0.4%	98.3%	▲ 1.8%	101.4%	99.9%	▲ 1.5%
Price per Square Foot	\$534	\$481	▲ 11.0%	\$498	▲ 7.2%	\$513	\$465	▲ 10.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$692,250	\$638,500	▲ 8.4%	\$680,000	▲ 1.8%	\$690,000	\$655,000	▲ 5.3%
Units Sold	358	340	▲ 5.3%	375	▼ -4.5%	5,414	3,753	▲ 44.3%
Active Listings	1,061	1,623	▼ -34.6%	1,318	▼ -19.5%	---	---	---
Months Supply of Inventory	3.0	4.8	▼ -37.5%	3.5	▼ -14.3%	---	---	---
New Listings	370	384	▼ -3.6%	539	▼ -31.4%	7,500	7,013	▲ 6.9%
Pending Sales	391	359	▲ 8.9%	443	▼ -11.7%	5,463	3,913	▲ 39.6%
Days to Off Market	49	57	▼ -14.0%	39	▲ 25.6%	46	46	▬ 0.0%
Sold to Original Price Ratio	98.4%	96.9%	▲ 1.5%	97.9%	▲ 0.5%	98.5%	97.9%	▲ 0.6%
Price per Square Foot	\$827	\$762	▲ 8.5%	\$854	▼ -3.2%	\$811	\$756	▲ 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		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$859,000	\$770,000	▲ 11.6%	\$851,000	▲ 0.9%	\$830,000	\$750,000	▲ 10.7%
Units Sold	159	133	▲ 19.5%	161	▼ -1.2%	1,566	1,154	▲ 35.7%
Active Listings	205	288	▼ -28.8%	261	▼ -21.5%	---	---	---
Months Supply of Inventory	1.3	2.2	▼ -40.9%	1.6	▼ -18.8%	---	---	---
New Listings	137	137	▬ 0.0%	215	▼ -36.3%	2,185	1,865	▲ 17.2%
Pending Sales	159	147	▲ 8.2%	206	▼ -22.8%	1,678	1,243	▲ 35.0%
Days to Off Market	30	34	▼ -11.8%	30	▬ 0.0%	29	32	▼ -9.4%
Sold to Original Price Ratio	100.4%	99.5%	▲ 0.9%	99.7%	▲ 0.7%	100.3%	98.8%	▲ 1.5%
Price per Square Foot	\$362	\$318	▲ 13.8%	\$361	▲ 0.3%	\$355	\$326	▲ 8.9%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$1,100,000	\$960,000	▲ 14.6%	\$1,145,000	▼ -3.9%	\$1,095,000	\$981,000	▲ 11.6%
Units Sold	54	51	▲ 5.9%	44	▲ 22.7%	548	355	▲ 54.4%
Active Listings	113	160	▼ -29.4%	136	▼ -16.9%	---	---	---
Months Supply of Inventory	2.1	3.1	▼ -32.3%	3.1	▼ -32.3%	---	---	---
New Listings	56	59	▼ -5.1%	65	▼ -13.8%	847	727	▲ 16.5%
Pending Sales	53	44	▲ 20.5%	57	▼ -7.0%	581	360	▲ 61.4%
Days to Off Market	46	40	▲ 15.0%	37	▲ 24.3%	36	36	▬ 0.0%
Sold to Original Price Ratio	97.4%	95.4%	▲ 2.1%	96.4%	▲ 1.0%	97.6%	96.7%	▲ 0.9%
Price per Square Foot	\$366	\$307	▲ 19.2%	\$367	▼ -0.3%	\$352	\$341	▲ 3.2%

4 Family Homes

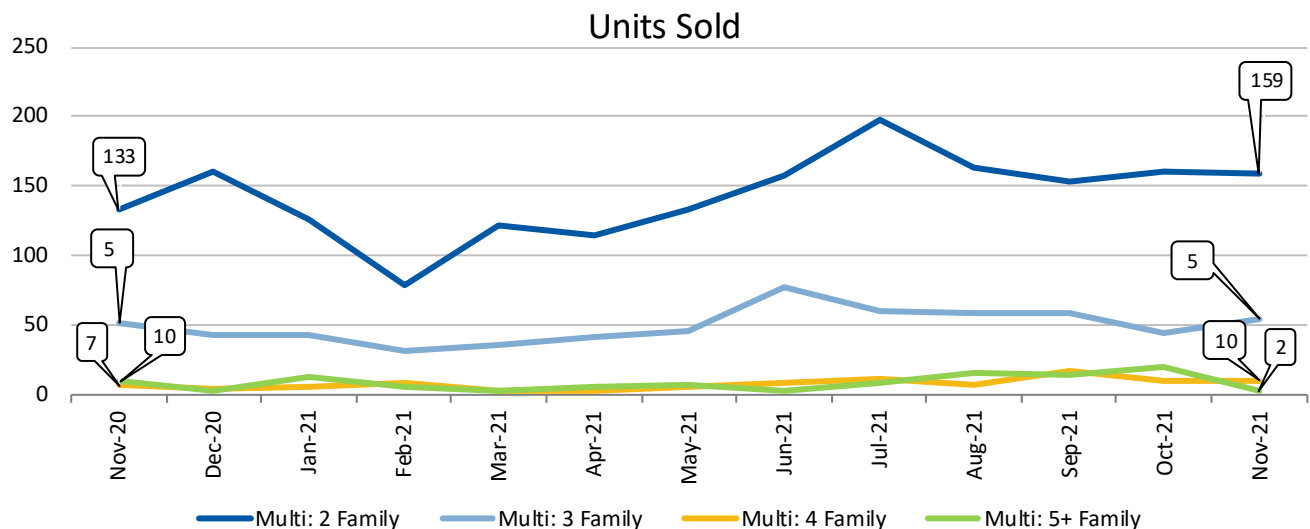
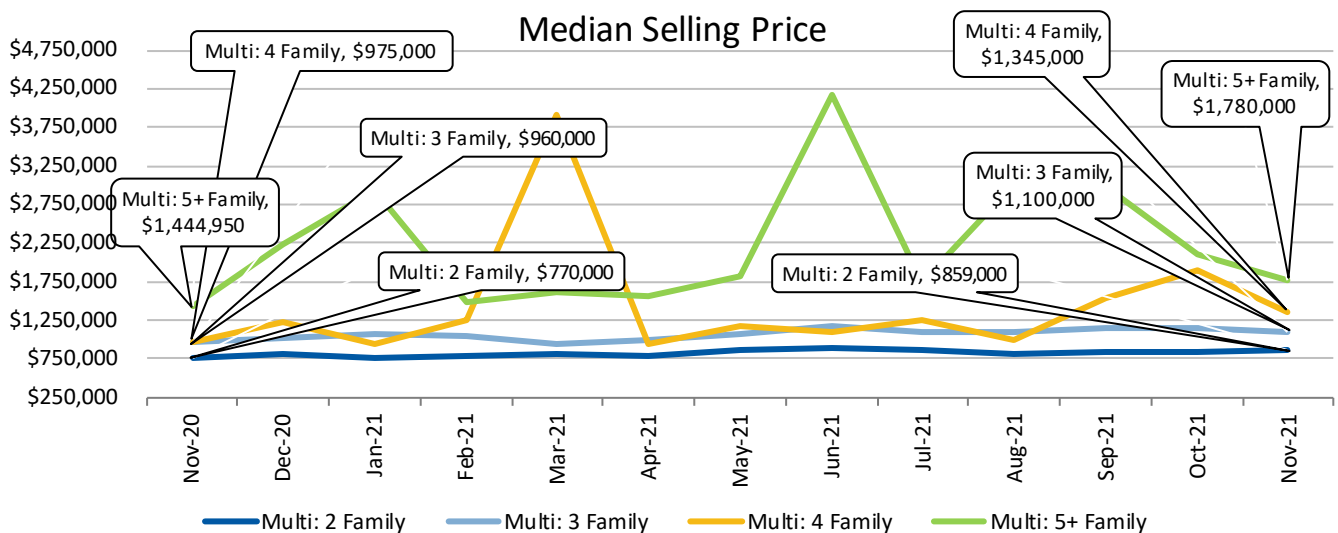
	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$1,340,000	\$1,215,000	▲ 10.3%	\$1,345,000	▼ -0.4%	\$1,204,125	\$1,262,100	▼ -4.6%
Units Sold	9	4	▲ 125.0%	10	▼ -10.0%	91	58	▲ 56.9%
Active Listings	29	20	▲ 45.0%	29	▬ 0.0%	---	---	---
Months Supply of Inventory	3.2	5.0	▼ -36.0%	2.9	▲ 10.3%	---	---	---
New Listings	15	10	▲ 50.0%	14	▲ 7.1%	164	111	▲ 47.7%
Pending Sales	9	7	▲ 28.6%	8	▲ 12.5%	100	65	▲ 53.8%
Days to Off Market	44	40	▲ 10.0%	19	▲ 131.6%	31	43	▼ -27.9%
Sold to Original Price Ratio	100.1%	98.5%	▲ 1.6%	96.1%	▲ 4.2%	96.5%	95.1%	▲ 1.5%
Price per Square Foot	\$338	\$361	▼ -6.4%	\$380	▼ -11.1%	\$390	\$371	▲ 5.1%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

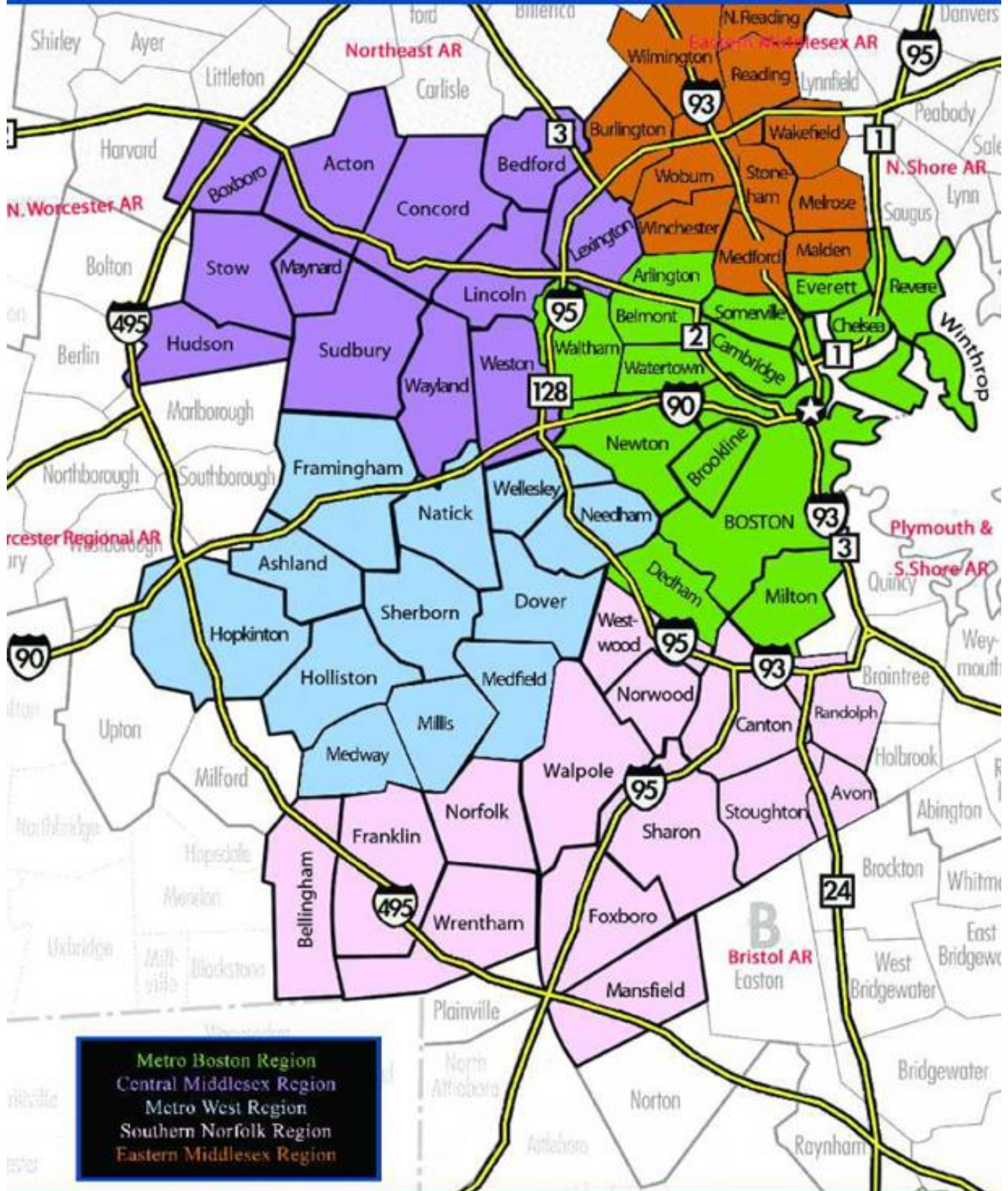
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2021	Nov 2020	Change	Oct 2021	Change	2021	2020	Change
Median Selling Price	\$1,650,000	\$2,237,500	▼ -26.3%	\$1,780,000	▼ -7.3%	\$2,070,000	\$2,200,000	▼ -5.9%
Units Sold	7	2	▲ 250.0%	2	▲ 250.0%	90	57	▲ 57.9%
Active Listings	70	48	▲ 45.8%	57	▲ 22.8%	---	---	---
Months Supply of Inventory	10.0	24.0	▼ -58.3%	28.5	▼ -64.9%	---	---	---
New Listings	33	15	▲ 120.0%	23	▲ 43.5%	252	147	▲ 71.4%
Pending Sales	11	7	▲ 57.1%	10	▲ 10.0%	105	63	▲ 66.7%
Days to Off Market	30	65	▼ -53.8%	30	▬ 0.0%	40	58	▼ -31.0%
Sold to Original Price Ratio	93.3%	88.5%	▲ 5.4%	100.5%	▼ -7.2%	93.6%	92.9%	▲ 0.8%
Price per Square Foot	\$301	\$472	▼ -36.2%	\$347	▼ -13.3%	\$475	\$417	▲ 13.9%



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.

USAGE & DISCLAIMERS

Members of the Greater Boston Association of REALTORS® are authorized to reproduce and redistribute this copyrighted report or sections within in any format, including electronic or hard copy distribution. No other reprint or distribution of this report is granted unless specifically approved in writing by the GBAR, and all logos, graphics, or copyright information must not be removed or edited in any way.

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.