

# MONTHLY MARKET INSIGHT REPORT

March 2021

## Detached Single-Family Homes

The 802 homes sold it was the sixth highest sales volume for the month and was a 5.2 percent increase from the 762 homes sold in March 2020. The median sales price reached a record high for the month of March at \$723,750, as it rose 13.8 percent from the March 2020 median sales price of \$635,875.

## Condominiums

With 1,070 condos sold, it was the most active March on record in Greater Boston, and a 36.3 percent increase in sales from the 785 units sold in March 2020. The median sales price of condos fell slightly from \$619,000 in March 2020 to \$617,500 this year, a new record-high for the month.

## Multi-Family Homes

This month, there were 165 multi-family units sold in Greater Boston, which reflects a 25 percent increase in sale activity from the 132 multi-family homes sold in March 2020



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**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](mailto:housingreports@gbreb.com)

68 Main Street  
Reading, MA 01867

Online: [www.gbar.org](http://www.gbar.org)



Data thru 4/10/2021

# GREATER BOSTON MARKET SUMMARY

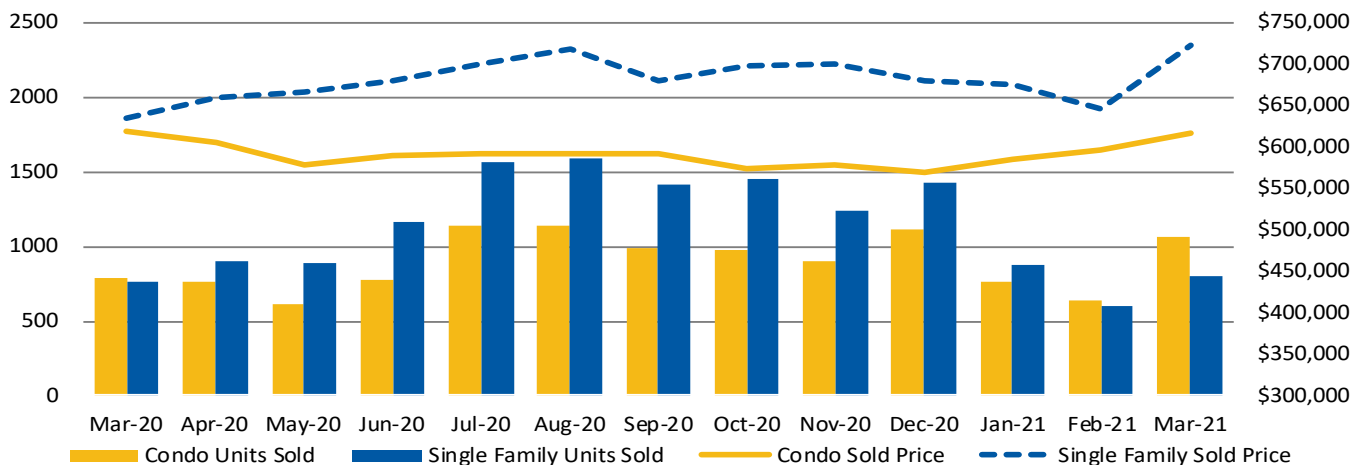
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

|                              | Year over Year |           |          | Month over Month |          | Year to Date |           |          |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
|                              | Mar 2021       | Mar 2020  | Change   | Feb 2021         | Change   | 2021         | 2020      | Change   |
| Median Selling Price         | \$723,750      | \$635,875 | ▲ 13.8%  | \$646,800        | ▲ 11.9%  | \$680,000    | \$622,250 | ▲ 9.3%   |
| Units Sold                   | 802            | 762       | ▲ 5.2%   | 604              | ▲ 32.8%  | 2,289        | 2,086     | ▲ 9.7%   |
| Active Listings              | 1,151          | 1,726     | ▼ -33.3% | 975              | ▲ 18.1%  | ---          | ---       | ---      |
| Months Supply of Inventory   | 1.4            | 2.3       | ▼ -39.1% | 1.6              | ▼ -12.5% | ---          | ---       | ---      |
| New Listings                 | 1,697          | 1,576     | ▲ 7.7%   | 977              | ▲ 73.7%  | 3,439        | 3,743     | ▼ -8.1%  |
| Pending Sales                | 1,448          | 1,116     | ▲ 29.7%  | 850              | ▲ 70.4%  | 2,919        | 2,572     | ▲ 13.5%  |
| Days to Off Market           | 24             | 31        | ▼ -22.6% | 33               | ▼ -27.3% | 31           | 44        | ▼ -29.5% |
| Sold to Original Price Ratio | 102.5%         | 98.8%     | ▲ 3.7%   | 99.8%            | ▲ 2.7%   | 100.6%       | 97.2%     | ▲ 3.5%   |
| Price per Square Foot        | \$382          | \$342     | ▲ 11.7%  | \$360            | ▲ 6.1%   | \$371        | \$333     | ▲ 11.4%  |

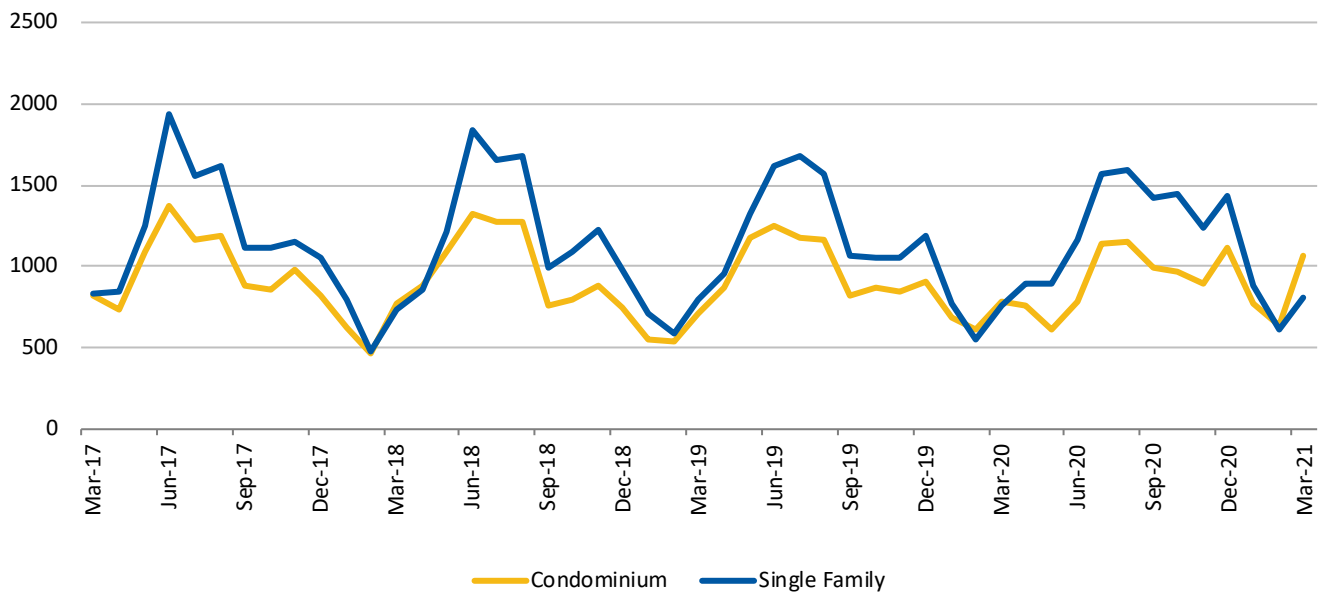
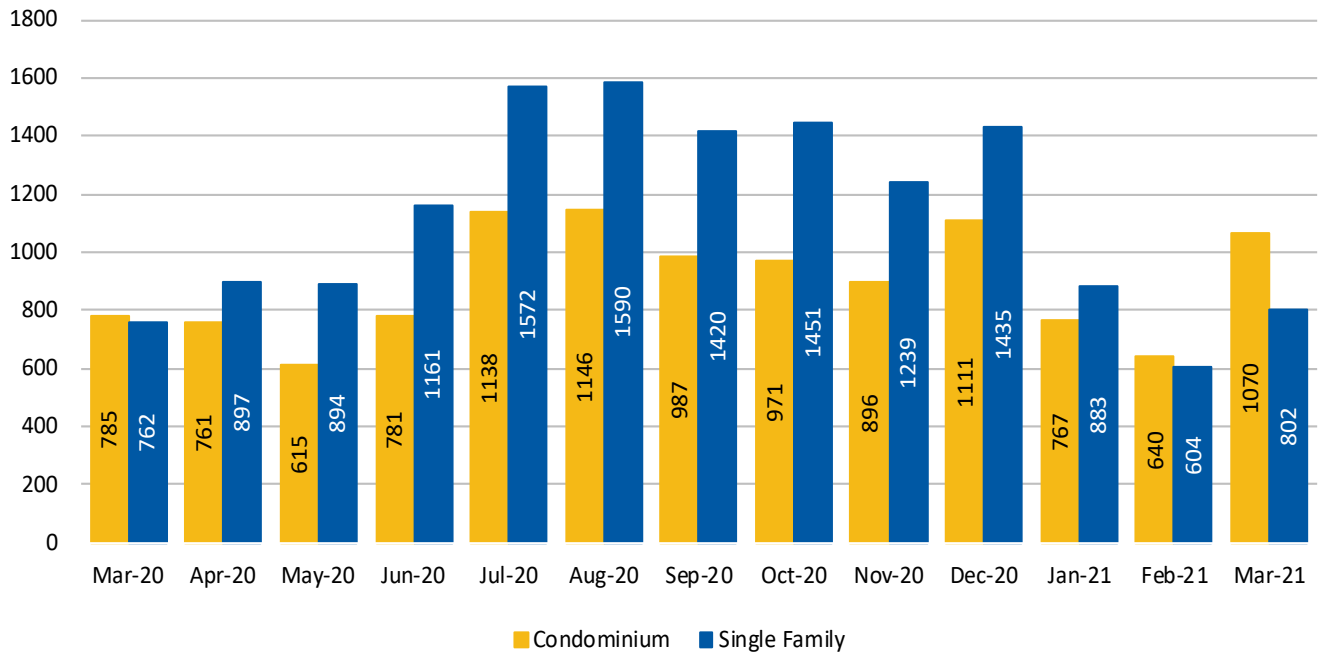
## Condominiums

|                              | Year over Year |           |         | Month over Month |          | Year to Date |           |         |
|------------------------------|----------------|-----------|---------|------------------|----------|--------------|-----------|---------|
|                              | Mar 2021       | Mar 2020  | Change  | Feb 2021         | Change   | 2021         | 2020      | Change  |
| Median Selling Price         | \$617,500      | \$619,000 | ▼ -0.2% | \$596,000        | ▲ 3.6%   | \$600,000    | \$591,263 | ▲ 1.5%  |
| Units Sold                   | 1,070          | 785       | ▲ 36.3% | 640              | ▲ 67.2%  | 2,477        | 2,078     | ▲ 19.2% |
| Active Listings              | 2,050          | 1,575     | ▲ 30.2% | 2,004            | ▲ 2.3%   | ---          | ---       | ---     |
| Months Supply of Inventory   | 1.9            | 2.0       | ▼ -5.0% | 3.1              | ▼ -38.7% | ---          | ---       | ---     |
| New Listings                 | 1,796          | 1,216     | ▲ 47.7% | 1,194            | ▲ 50.4%  | 4,147        | 3,324     | ▲ 24.8% |
| Pending Sales                | 1,541          | 892       | ▲ 72.8% | 1,027            | ▲ 50.0%  | 3,360        | 2,335     | ▲ 43.9% |
| Days to Off Market           | 40             | 41        | ▼ -2.4% | 48               | ▼ -16.7% | 49           | 51        | ▼ -3.9% |
| Sold to Original Price Ratio | 99.0%          | 99.3%     | ▼ -0.3% | 96.9%            | ▲ 2.2%   | 97.8%        | 98.0%     | ▼ -0.2% |
| Price per Square Foot        | \$591          | \$586     | ▲ 0.9%  | \$582            | ▲ 1.5%   | \$585        | \$570     | ▲ 2.6%  |



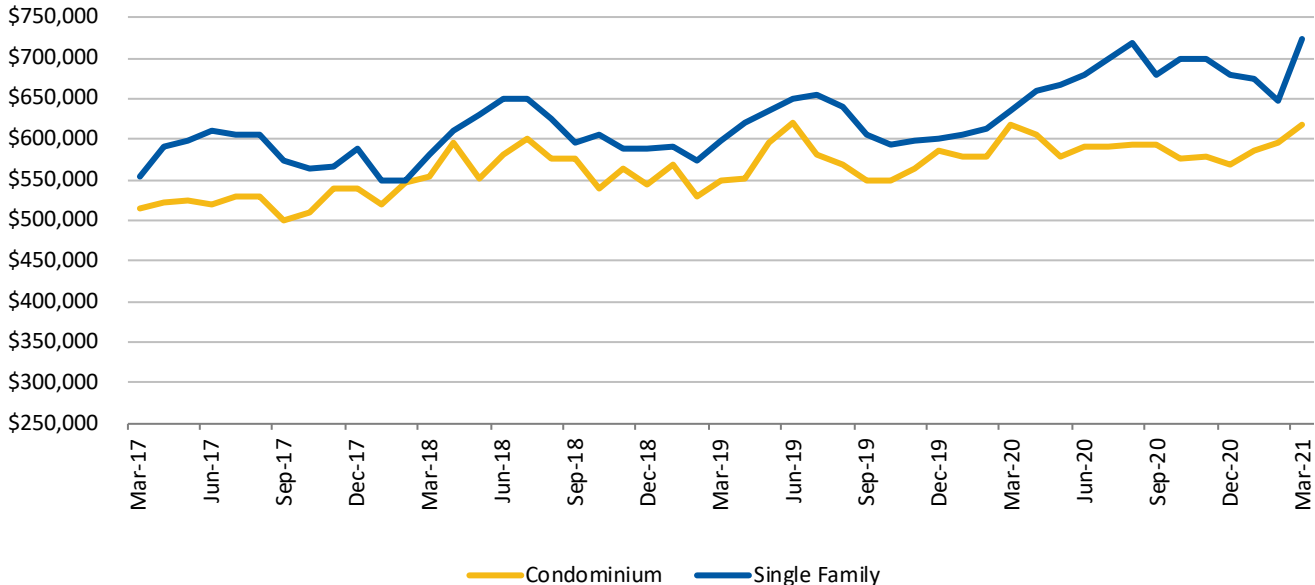
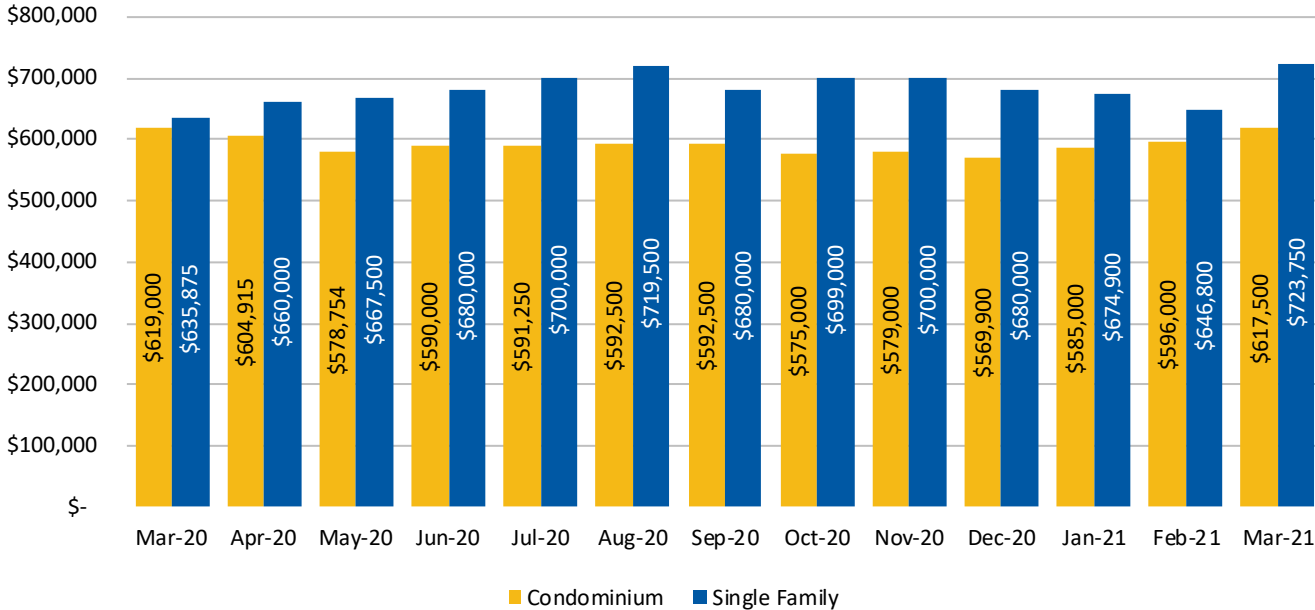
# UNITS SOLD

|                            | Year over Year |          |         | Month over Month |         | Year to Date |       |         |
|----------------------------|----------------|----------|---------|------------------|---------|--------------|-------|---------|
|                            | Mar 2021       | Mar 2020 | Change  | Feb 2021         | Change  | 2021         | 2020  | Change  |
| <b>SINGLE FAMILY HOMES</b> | <b>802</b>     | 762      | ▲ 5.2%  | 604              | ▲ 32.8% | <b>2,289</b> | 2,086 | ▲ 9.7%  |
| <b>CONDOMINIUMS</b>        | <b>1,070</b>   | 785      | ▲ 36.3% | 640              | ▲ 67.2% | <b>2,477</b> | 2,078 | ▲ 19.2% |



# MEDIAN SELLING PRICE

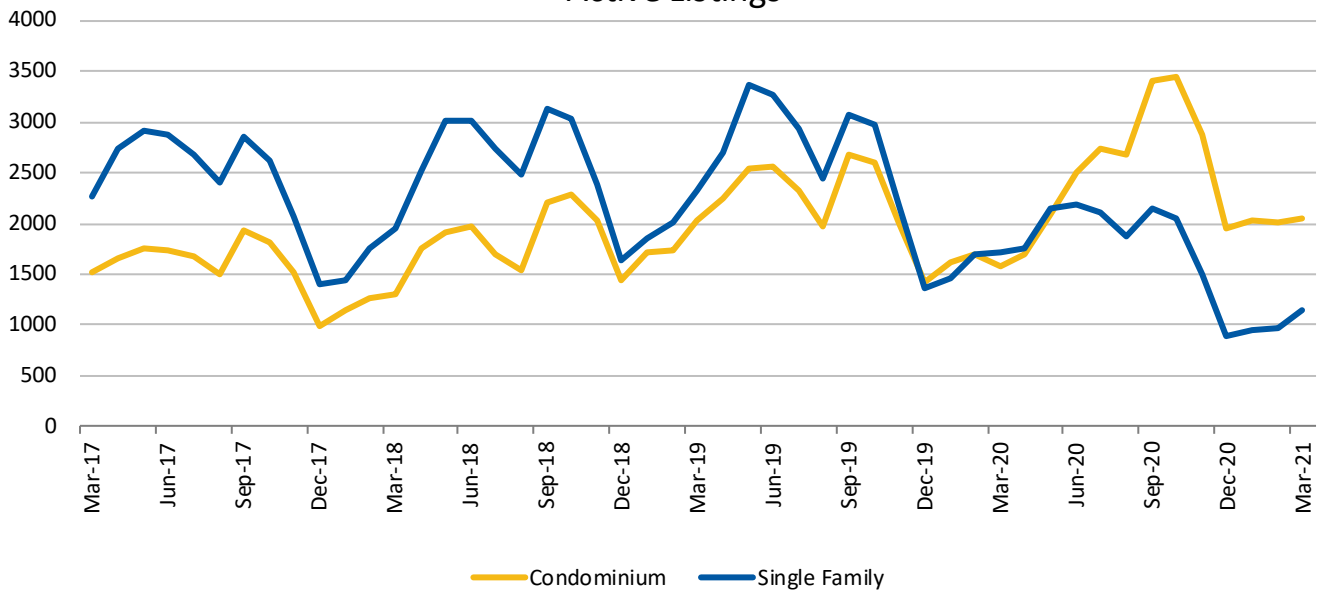
|                            | Year over Year   |           |         | Month over Month |         | Year to Date     |           |        |
|----------------------------|------------------|-----------|---------|------------------|---------|------------------|-----------|--------|
|                            | Mar 2021         | Mar 2020  | Change  | Feb 2021         | Change  | 2021             | 2020      | Change |
| <b>SINGLE FAMILY HOMES</b> | <b>\$723,750</b> | \$635,875 | ▲ 13.8% | \$646,800        | ▲ 11.9% | <b>\$680,000</b> | \$622,250 | ▲ 9.3% |
| <b>CONDOMINIUMS</b>        | <b>\$617,500</b> | \$619,000 | ▼ -0.2% | \$596,000        | ▲ 3.6%  | <b>\$600,000</b> | \$591,263 | ▲ 1.5% |



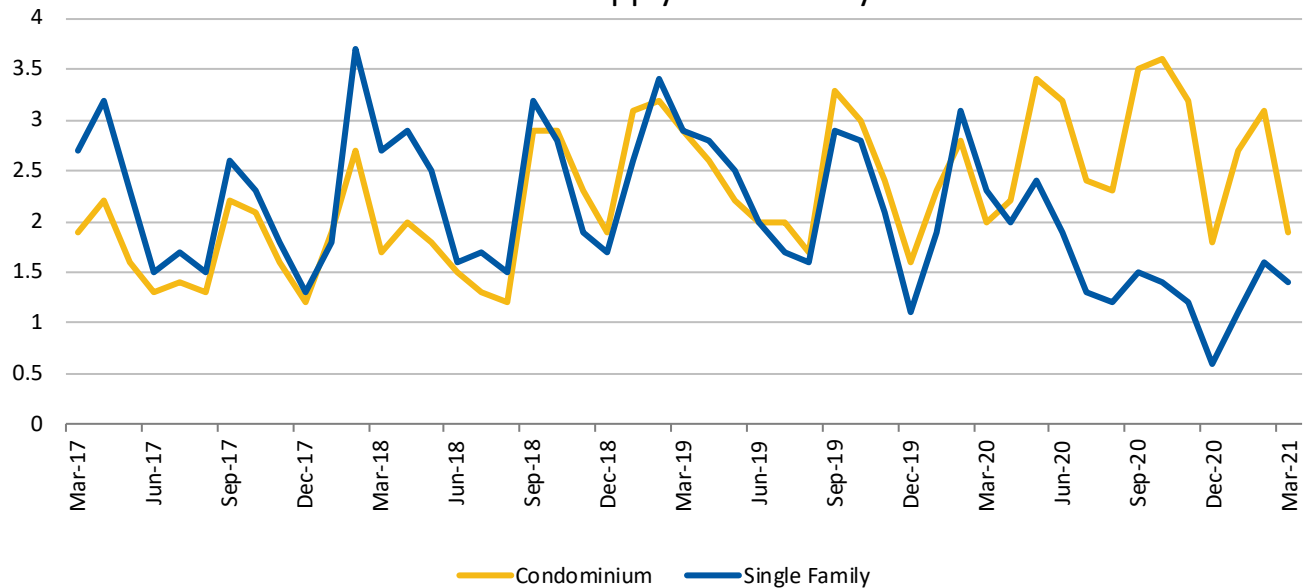
# ACTIVE LISTINGS

|                     |                            | Year over Year |          |          | Month over Month |          |
|---------------------|----------------------------|----------------|----------|----------|------------------|----------|
|                     |                            | Mar 2021       | Mar 2020 | Change   | Feb 2021         | Change   |
| SINGLE FAMILY HOMES | Active Listings            | 1,151          | 1,726    | ▼ -33.3% | 975              | ▲ 18.1%  |
|                     | Months Supply of Inventory | 1.4            | 2.3      | ▼ -39.1% | 1.6              | ▼ -12.5% |
| CONDOMINIUMS        | Active Listings            | 2,050          | 1,575    | ▲ 30.2%  | 2,004            | ▲ 2.3%   |
|                     | Months Supply of Inventory | 1.9            | 2.0      | ▼ -5.0%  | 3.1              | ▼ -38.7% |

Active Listings

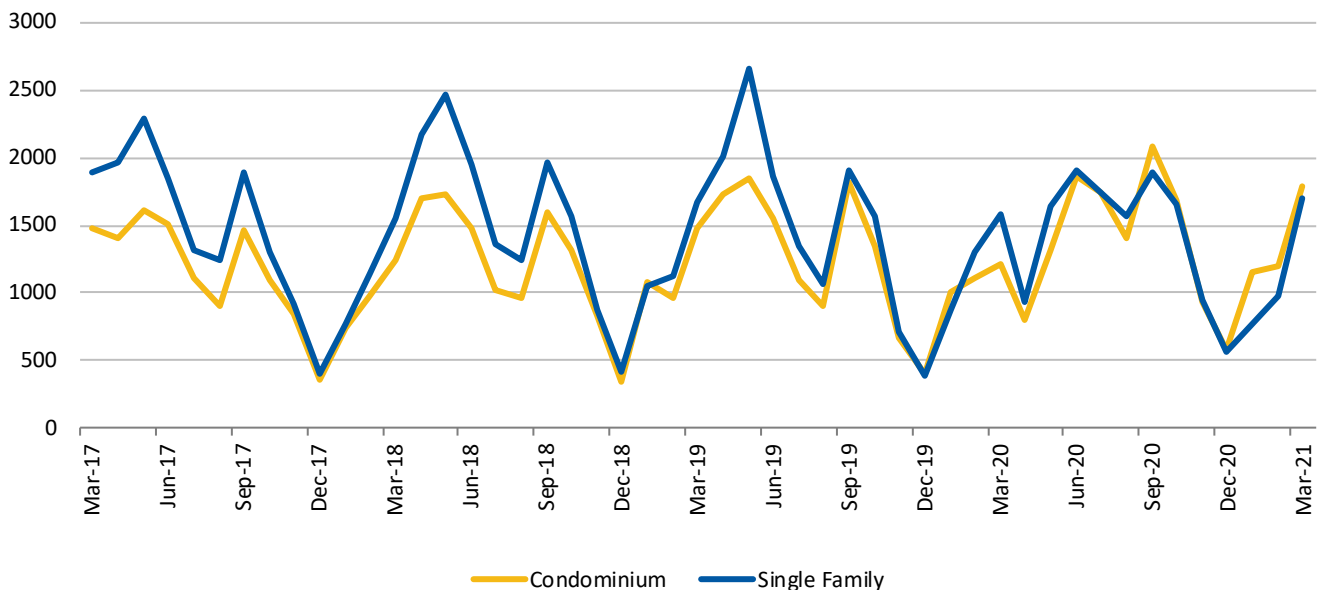
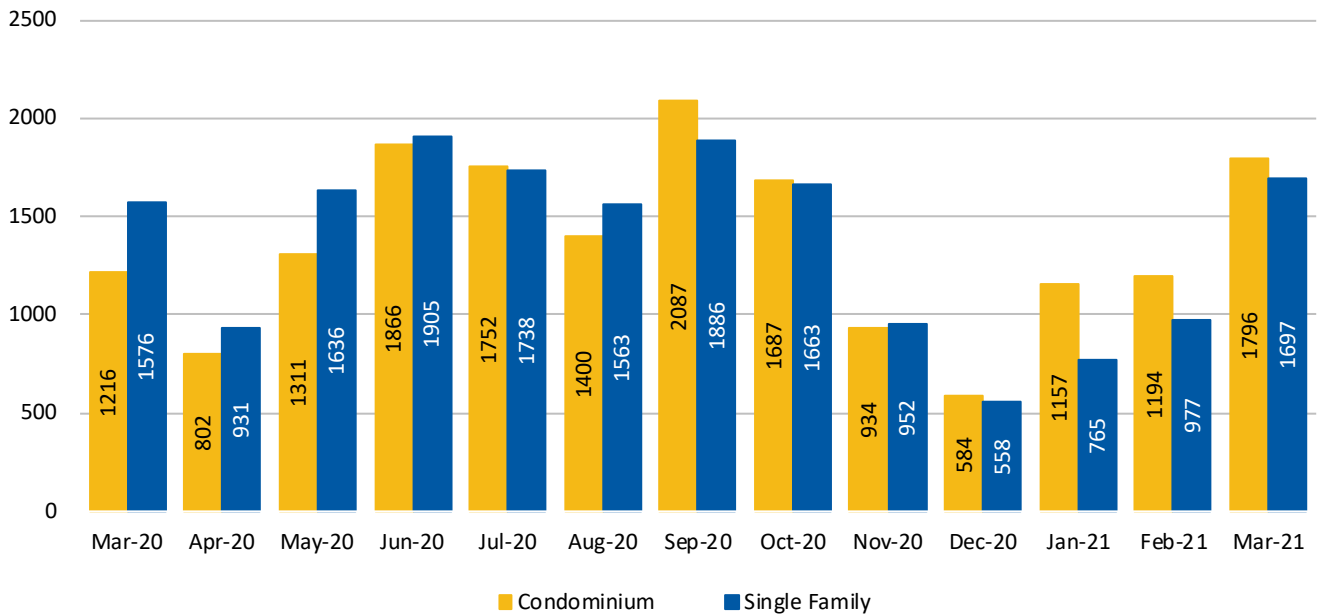


Months Supply of Inventory



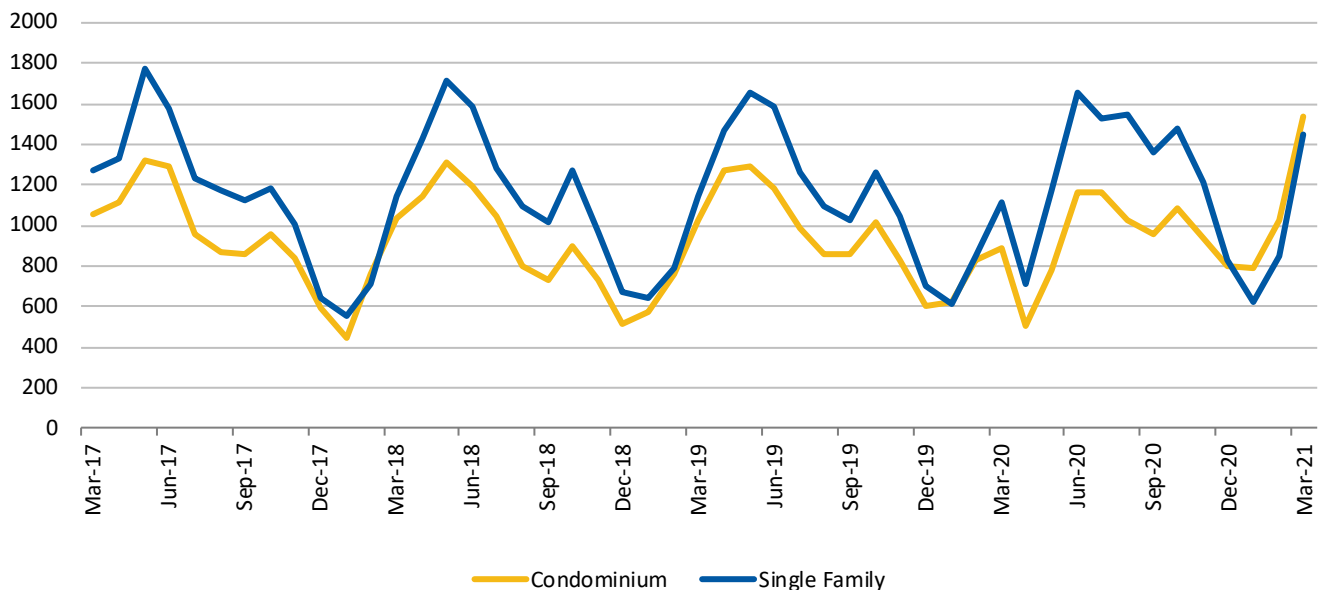
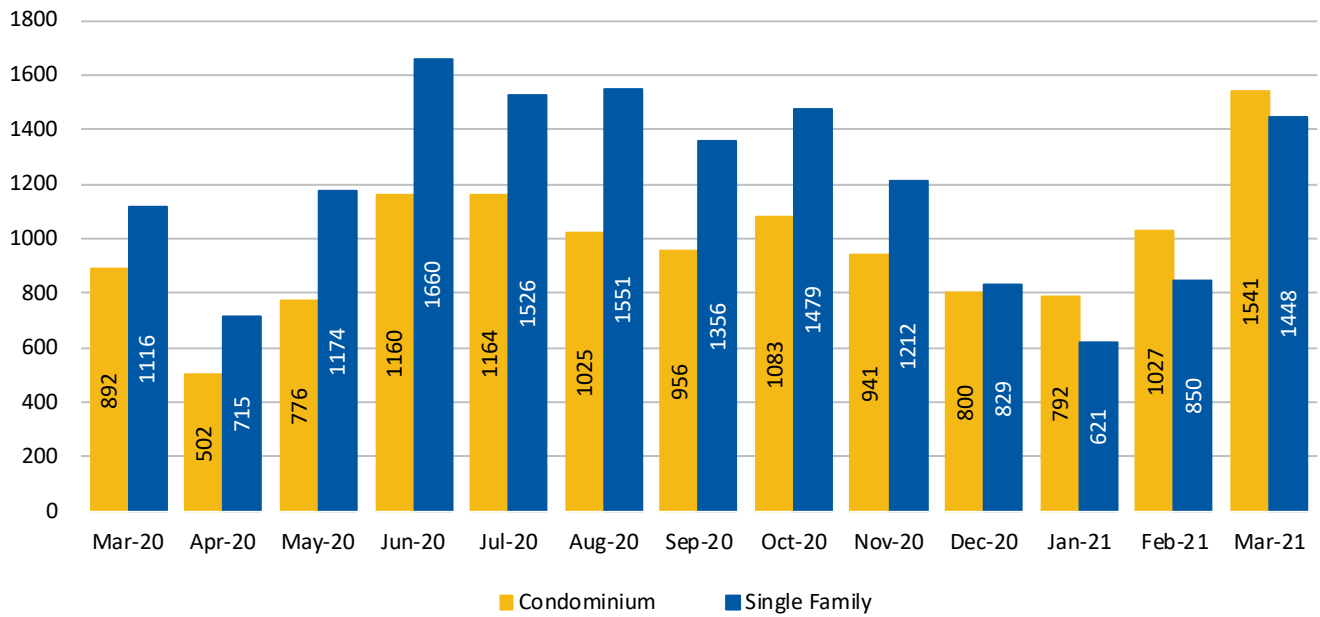
# NEW LISTINGS

|                            | Year over Year |          |         | Month over Month |         | Year to Date |       |         |
|----------------------------|----------------|----------|---------|------------------|---------|--------------|-------|---------|
|                            | Mar 2021       | Mar 2020 | Change  | Feb 2021         | Change  | 2021         | 2020  | Change  |
| <b>SINGLE FAMILY HOMES</b> | <b>1,697</b>   | 1,576    | ▲ 7.7%  | 977              | ▲ 73.7% | <b>3,439</b> | 3,743 | ▼ -8.1% |
| <b>CONDOMINIUMS</b>        | <b>1,796</b>   | 1,216    | ▲ 47.7% | 1,194            | ▲ 50.4% | <b>4,147</b> | 3,324 | ▲ 24.8% |



# PENDING SALES

|                            | Year over Year |          |         | Month over Month |         | Year to Date |       |         |
|----------------------------|----------------|----------|---------|------------------|---------|--------------|-------|---------|
|                            | Mar 2021       | Mar 2020 | Change  | Feb 2021         | Change  | 2021         | 2020  | Change  |
| <b>SINGLE FAMILY HOMES</b> | <b>1,448</b>   | 1,116    | ▲ 29.7% | 850              | ▲ 70.4% | <b>2,919</b> | 2,572 | ▲ 13.5% |
| <b>CONDOMINIUMS</b>        | <b>1,541</b>   | 892      | ▲ 72.8% | 1,027            | ▲ 50.0% | <b>3,360</b> | 2,335 | ▲ 43.9% |



# CENTRAL MIDDLESEX REGION

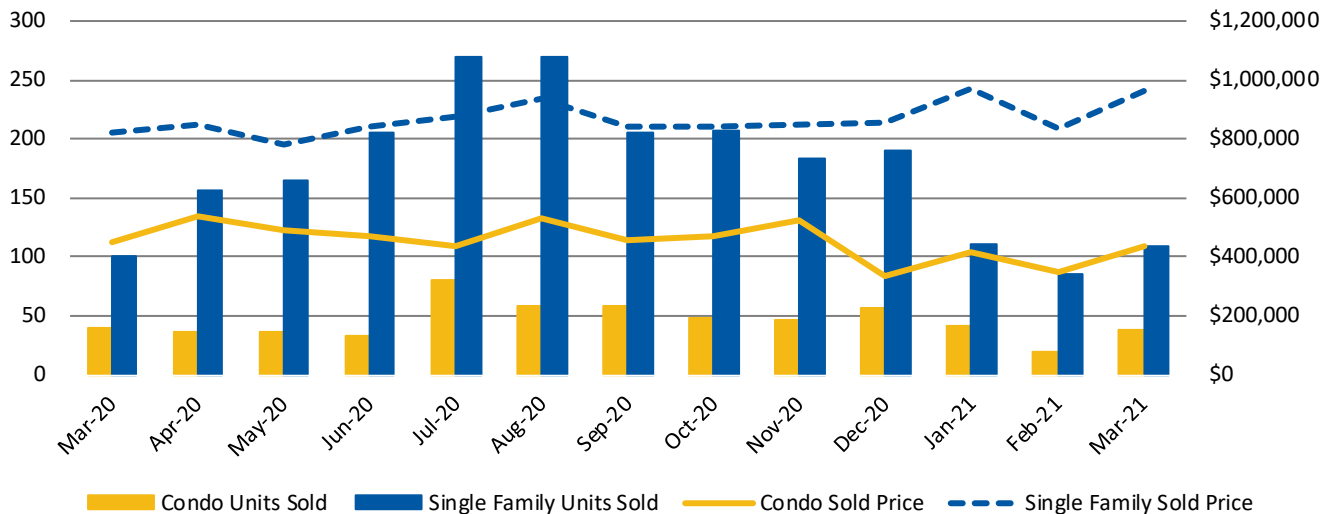
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

|                              | Year over Year |           |          | Month over Month |          | Year to Date |           |          |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
|                              | Mar 2021       | Mar 2020  | Change   | Feb 2021         | Change   | 2021         | 2020      | Change   |
| Median Selling Price         | \$965,000      | \$825,000 | ▲ 17.0%  | \$835,000        | ▲ 15.6%  | \$925,000    | \$780,000 | ▲ 18.6%  |
| Units Sold                   | 109            | 101       | ▲ 7.9%   | 86               | ▲ 26.7%  | 305          | 284       | ▲ 7.4%   |
| Active Listings              | 199            | 361       | ▼ -44.9% | 173              | ▲ 15.0%  | ---          | ---       | ---      |
| Months Supply of Inventory   | 1.8            | 3.6       | ▼ -50.0% | 2.0              | ▼ -10.0% | ---          | ---       | ---      |
| New Listings                 | 257            | 266       | ▼ -3.4%  | 143              | ▲ 79.7%  | 518          | 634       | ▼ -18.3% |
| Pending Sales                | 218            | 191       | ▲ 14.1%  | 133              | ▲ 63.9%  | 440          | 413       | ▲ 6.5%   |
| Days to Off Market           | 29             | 39        | ▼ -25.6% | 46               | ▼ -37.0% | 38           | 57        | ▼ -33.3% |
| Sold to Original Price Ratio | 101.8%         | 98.0%     | ▲ 3.9%   | 100.3%           | ▲ 1.5%   | 100.7%       | 95.7%     | ▲ 5.2%   |
| Price per Square Foot        | \$366          | \$318     | ▲ 15.1%  | \$373            | ▼ -1.9%  | \$362        | \$315     | ▲ 14.9%  |

## Condominiums

|                              | Year over Year |           |          | Month over Month |          | Year to Date |           |          |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
|                              | Mar 2021       | Mar 2020  | Change   | Feb 2021         | Change   | 2021         | 2020      | Change   |
| Median Selling Price         | \$437,500      | \$452,000 | ▼ -3.2%  | \$346,000        | ▲ 26.4%  | \$385,000    | \$407,450 | ▼ -5.5%  |
| Units Sold                   | 38             | 40        | ▼ -5.0%  | 20               | ▲ 90.0%  | 99           | 102       | ▼ -2.9%  |
| Active Listings              | 62             | 72        | ▼ -13.9% | 54               | ▲ 14.8%  | ---          | ---       | ---      |
| Months Supply of Inventory   | 1.6            | 1.8       | ▼ -11.1% | 2.7              | ▼ -40.7% | ---          | ---       | ---      |
| New Listings                 | 79             | 53        | ▲ 49.1%  | 41               | ▲ 92.7%  | 163          | 165       | ▼ -1.2%  |
| Pending Sales                | 70             | 51        | ▲ 37.3%  | 32               | ▲ 118.8% | 130          | 135       | ▼ -3.7%  |
| Days to Off Market           | 26             | 56        | ▼ -53.6% | 29               | ▼ -10.3% | 35           | 70        | ▼ -50.0% |
| Sold to Original Price Ratio | 102.4%         | 100.1%    | ▲ 2.3%   | 99.5%            | ▲ 2.9%   | 100.3%       | 98.6%     | ▲ 1.7%   |
| Price per Square Foot        | \$313          | \$287     | ▲ 9.1%   | \$269            | ▲ 16.4%  | \$295        | \$269     | ▲ 9.7%   |





# EASTERN MIDDLESEX REGION

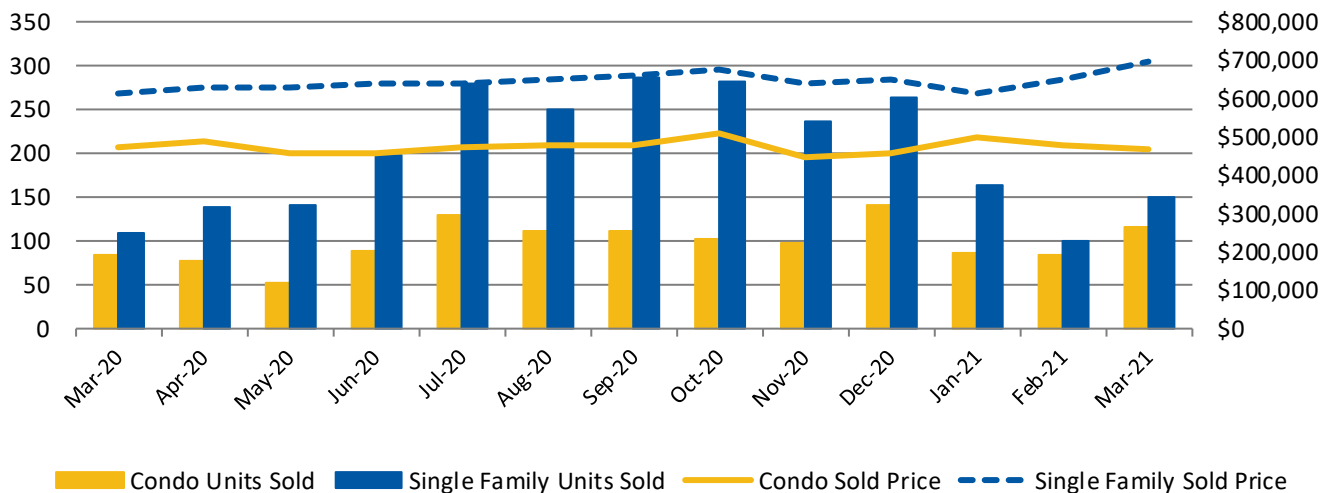
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

|                              | Year over Year |           |          | Month over Month |          | Year to Date |           |          |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
|                              | Mar 2021       | Mar 2020  | Change   | Feb 2021         | Change   | 2021         | 2020      | Change   |
| Median Selling Price         | \$697,250      | \$612,500 | ▲ 13.8%  | \$650,000        | ▲ 7.3%   | \$649,750    | \$597,250 | ▲ 8.8%   |
| Units Sold                   | 150            | 110       | ▲ 36.4%  | 101              | ▲ 48.5%  | 414          | 340       | ▲ 21.8%  |
| Active Listings              | 159            | 212       | ▼ -25.0% | 136              | ▲ 16.9%  | ---          | ---       | ---      |
| Months Supply of Inventory   | 1.1            | 1.9       | ▼ -42.1% | 1.3              | ▼ -15.4% | ---          | ---       | ---      |
| New Listings                 | 279            | 263       | ▲ 6.1%   | 166              | ▲ 68.1%  | 581          | 540       | ▲ 7.6%   |
| Pending Sales                | 243            | 169       | ▲ 43.8%  | 142              | ▲ 71.1%  | 497          | 382       | ▲ 30.1%  |
| Days to Off Market           | 20             | 25        | ▼ -20.0% | 26               | ▼ -23.1% | 26           | 37        | ▼ -29.7% |
| Sold to Original Price Ratio | 103.6%         | 100.6%    | ▲ 3.0%   | 100.4%           | ▲ 3.2%   | 101.5%       | 98.3%     | ▲ 3.3%   |
| Price per Square Foot        | \$379          | \$340     | ▲ 11.5%  | \$367            | ▲ 3.3%   | \$371        | \$328     | ▲ 13.1%  |

## Condominiums

|                              | Year over Year |           |          | Month over Month |          | Year to Date |           |          |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
|                              | Mar 2021       | Mar 2020  | Change   | Feb 2021         | Change   | 2021         | 2020      | Change   |
| Median Selling Price         | \$470,500      | \$475,000 | ▼ -0.9%  | \$480,000        | ▼ -2.0%  | \$487,000    | \$470,000 | ▲ 3.6%   |
| Units Sold                   | 116            | 85        | ▲ 36.5%  | 85               | ▲ 36.5%  | 288          | 226       | ▲ 27.4%  |
| Active Listings              | 117            | 118       | ▼ -0.8%  | 150              | ▼ -22.0% | ---          | ---       | ---      |
| Months Supply of Inventory   | 1.0            | 1.4       | ▼ -28.6% | 1.8              | ▼ -44.4% | ---          | ---       | ---      |
| New Listings                 | 124            | 133       | ▼ -6.8%  | 123              | ▲ 0.8%   | 352          | 318       | ▲ 10.7%  |
| Pending Sales                | 144            | 94        | ▲ 53.2%  | 114              | ▲ 26.3%  | 343          | 251       | ▲ 36.7%  |
| Days to Off Market           | 31             | 45        | ▼ -31.1% | 41               | ▼ -24.4% | 37           | 47        | ▼ -21.3% |
| Sold to Original Price Ratio | 100.7%         | 100.4%    | ▲ 0.3%   | 98.9%            | ▲ 1.8%   | 99.3%        | 98.5%     | ▲ 0.8%   |
| Price per Square Foot        | \$424          | \$389     | ▲ 9.0%   | \$389            | ▲ 9.0%   | \$410        | \$375     | ▲ 9.3%   |



# METRO BOSTON REGION

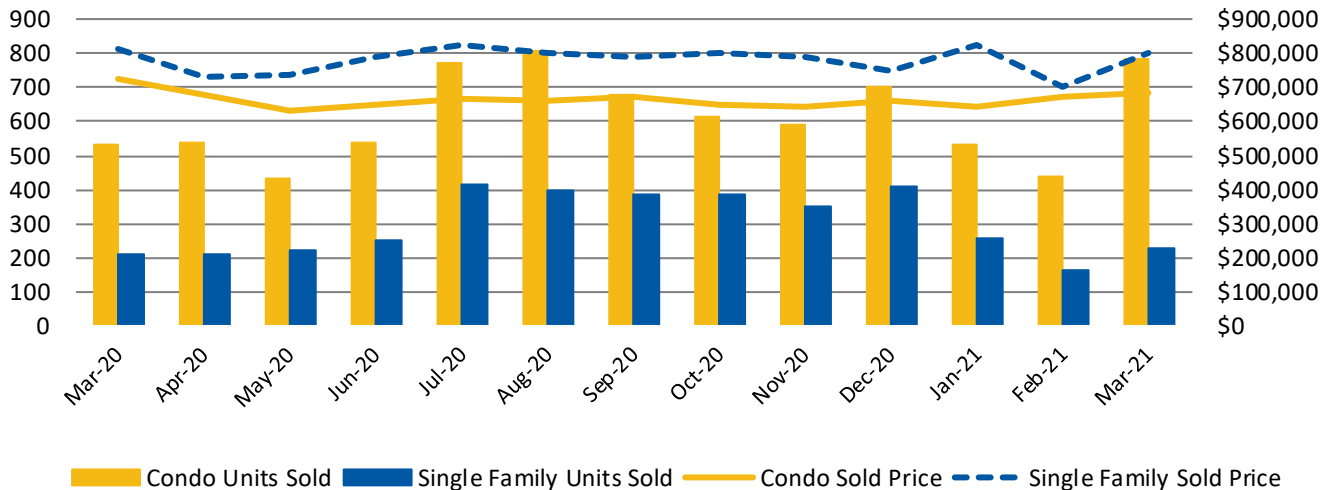
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

|                              | Year over Year |           |          | Month over Month |          | Year to Date |           |          |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
|                              | Mar 2021       | Mar 2020  | Change   | Feb 2021         | Change   | 2021         | 2020      | Change   |
| Median Selling Price         | \$799,950      | \$815,500 | ▼ -1.9%  | \$700,000        | ▲ 14.3%  | \$788,500    | \$750,000 | ▲ 5.1%   |
| Units Sold                   | 228            | 207       | ▲ 10.1%  | 165              | ▲ 38.2%  | 648          | 558       | ▲ 16.1%  |
| Active Listings              | 378            | 412       | ▼ -8.3%  | 349              | ▲ 8.3%   | ---          | ---       | ---      |
| Months Supply of Inventory   | 1.7            | 2.0       | ▼ -15.0% | 2.1              | ▼ -19.0% | ---          | ---       | ---      |
| New Listings                 | 493            | 420       | ▲ 17.4%  | 309              | ▲ 59.5%  | 1,013        | 1,011     | ▲ 0.2%   |
| Pending Sales                | 423            | 284       | ▲ 48.9%  | 230              | ▲ 83.9%  | 818          | 654       | ▲ 25.1%  |
| Days to Off Market           | 28             | 29        | ▼ -3.4%  | 37               | ▼ -24.3% | 34           | 38        | ▼ -10.5% |
| Sold to Original Price Ratio | 101.8%         | 99.3%     | ▲ 2.5%   | 98.9%            | ▲ 2.9%   | 99.5%        | 97.7%     | ▲ 1.8%   |
| Price per Square Foot        | \$474          | \$449     | ▲ 5.6%   | \$433            | ▲ 9.5%   | \$460        | \$428     | ▲ 7.5%   |

## Condominiums

|                              | Year over Year |           |         | Month over Month |          | Year to Date |           |         |
|------------------------------|----------------|-----------|---------|------------------|----------|--------------|-----------|---------|
|                              | Mar 2021       | Mar 2020  | Change  | Feb 2021         | Change   | 2021         | 2020      | Change  |
| Median Selling Price         | \$683,000      | \$728,000 | ▼ -6.2% | \$675,000        | ▲ 1.2%   | \$665,000    | \$699,000 | ▼ -4.9% |
| Units Sold                   | 783            | 533       | ▲ 46.9% | 436              | ▲ 79.6%  | 1,752        | 1,398     | ▲ 25.3% |
| Active Listings              | 1,635          | 1,114     | ▲ 46.8% | 1,574            | ▲ 3.9%   | ---          | ---       | ---     |
| Months Supply of Inventory   | 2.1            | 2.1       | ▬ 0.0%  | 3.6              | ▼ -41.7% | ---          | ---       | ---     |
| New Listings                 | 1,372          | 853       | ▲ 60.8% | 865              | ▲ 58.6%  | 3,084        | 2,356     | ▲ 30.9% |
| Pending Sales                | 1,136          | 618       | ▲ 83.8% | 754              | ▲ 50.7%  | 2,449        | 1,568     | ▲ 56.2% |
| Days to Off Market           | 44             | 36        | ▲ 22.2% | 51               | ▼ -13.7% | 53           | 47        | ▲ 12.8% |
| Sold to Original Price Ratio | 98.2%          | 98.7%     | ▼ -0.5% | 96.0%            | ▲ 2.3%   | 97.0%        | 97.5%     | ▼ -0.5% |
| Price per Square Foot        | \$679          | \$707     | ▼ -4.0% | \$699            | ▼ -2.9%  | \$685        | \$695     | ▼ -1.4% |



# METRO WEST REGION

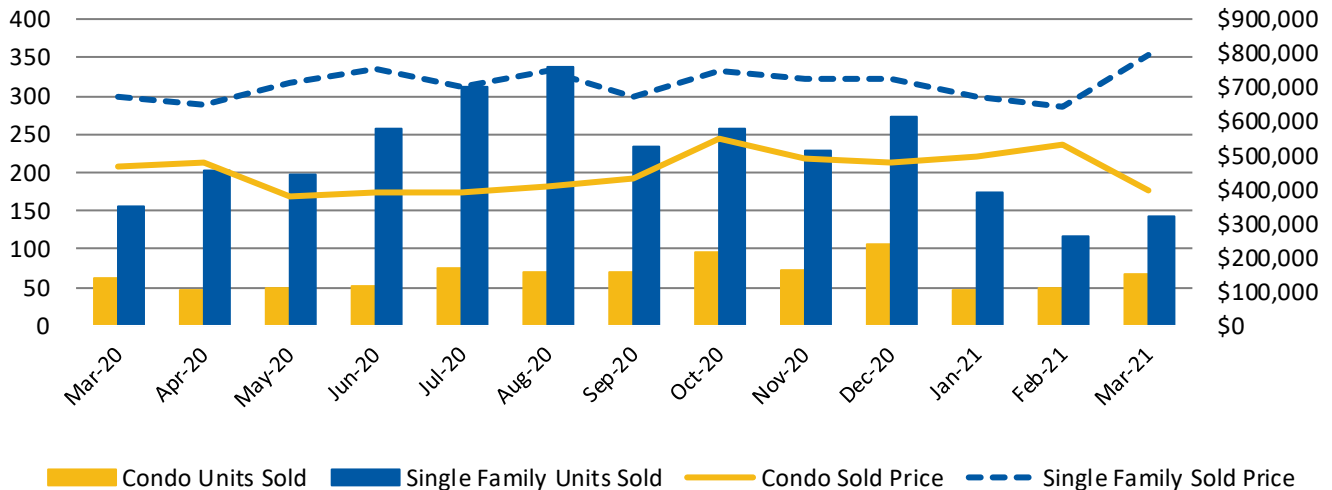
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

|                              | Year over Year |           |          | Month over Month |          | Year to Date |           |          |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
|                              | Mar 2021       | Mar 2020  | Change   | Feb 2021         | Change   | 2021         | 2020      | Change   |
| Median Selling Price         | \$798,250      | \$672,500 | ▲ 18.7%  | \$643,500        | ▲ 24.0%  | \$707,500    | \$640,000 | ▲ 10.5%  |
| Units Sold                   | 142            | 155       | ▼ -8.4%  | 116              | ▲ 22.4%  | 432          | 431       | ▲ 0.2%   |
| Active Listings              | 191            | 421       | ▼ -54.6% | 171              | ▲ 11.7%  | ---          | ---       | ---      |
| Months Supply of Inventory   | 1.3            | 2.7       | ▼ -51.9% | 1.5              | ▼ -13.3% | ---          | ---       | ---      |
| New Listings                 | 330            | 324       | ▲ 1.9%   | 181              | ▲ 82.3%  | 653          | 830       | ▼ -21.3% |
| Pending Sales                | 298            | 244       | ▲ 22.1%  | 152              | ▲ 96.1%  | 576          | 566       | ▲ 1.8%   |
| Days to Off Market           | 19             | 31        | ▼ -38.7% | 35               | ▼ -45.7% | 29           | 44        | ▼ -34.1% |
| Sold to Original Price Ratio | 101.8%         | 97.8%     | ▲ 4.1%   | 98.9%            | ▲ 2.9%   | 100.3%       | 96.8%     | ▲ 3.6%   |
| Price per Square Foot        | \$351          | \$316     | ▲ 11.1%  | \$339            | ▲ 3.5%   | \$341        | \$309     | ▲ 10.4%  |

## Condominiums

|                              | Year over Year |           |          | Month over Month |          | Year to Date |           |          |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
|                              | Mar 2021       | Mar 2020  | Change   | Feb 2021         | Change   | 2021         | 2020      | Change   |
| Median Selling Price         | \$397,000      | \$465,000 | ▼ -14.6% | \$532,800        | ▼ -25.5% | \$450,000    | \$468,500 | ▼ -3.9%  |
| Units Sold                   | 68             | 61        | ▲ 11.5%  | 48               | ▲ 41.7%  | 163          | 146       | ▲ 11.6%  |
| Active Listings              | 110            | 133       | ▼ -17.3% | 117              | ▼ -6.0%  | ---          | ---       | ---      |
| Months Supply of Inventory   | 1.6            | 2.2       | ▼ -27.3% | 2.4              | ▼ -33.3% | ---          | ---       | ---      |
| New Listings                 | 91             | 84        | ▲ 8.3%   | 80               | ▲ 13.8%  | 235          | 235       | ▲ 0.0%   |
| Pending Sales                | 80             | 63        | ▲ 27.0%  | 60               | ▲ 33.3%  | 188          | 190       | ▼ -1.1%  |
| Days to Off Market           | 39             | 48        | ▼ -18.8% | 43               | ▼ -9.3%  | 43           | 63        | ▼ -31.7% |
| Sold to Original Price Ratio | 99.8%          | 99.6%     | ▲ 0.2%   | 99.4%            | ▲ 0.4%   | 99.4%        | 98.7%     | ▲ 0.7%   |
| Price per Square Foot        | \$320          | \$298     | ▲ 7.4%   | \$310            | ▲ 3.2%   | \$320        | \$287     | ▲ 11.5%  |



# SOUTHERN NORFOLK REGION

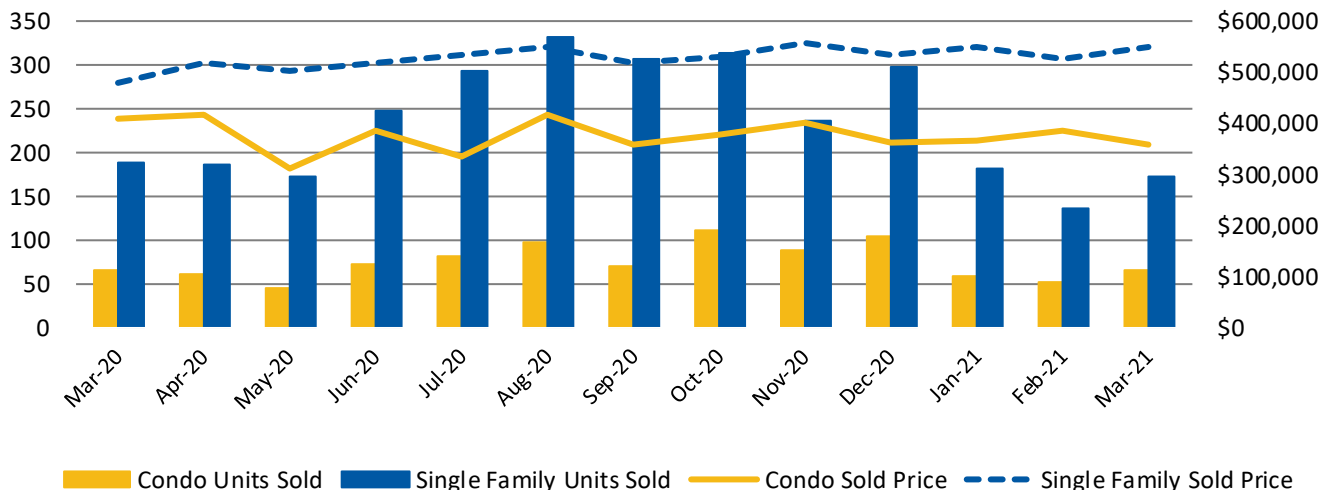
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

|                              | Year over Year |           |          | Month over Month |         | Year to Date |           |          |
|------------------------------|----------------|-----------|----------|------------------|---------|--------------|-----------|----------|
|                              | Mar 2021       | Mar 2020  | Change   | Feb 2021         | Change  | 2021         | 2020      | Change   |
| Median Selling Price         | \$550,000      | \$480,000 | ▲ 14.6%  | \$526,500        | ▲ 4.5%  | \$541,850    | \$472,500 | ▲ 14.7%  |
| Units Sold                   | 173            | 189       | ▼ -8.5%  | 136              | ▲ 27.2% | 490          | 473       | ▲ 3.6%   |
| Active Listings              | 224            | 320       | ▼ -30.0% | 146              | ▲ 53.4% | ---          | ---       | ---      |
| Months Supply of Inventory   | 1.3            | 1.7       | ▼ -23.5% | 1.1              | ▲ 18.2% | ---          | ---       | ---      |
| New Listings                 | 338            | 303       | ▲ 11.6%  | 178              | ▲ 89.9% | 674          | 728       | ▼ -7.4%  |
| Pending Sales                | 266            | 228       | ▲ 16.7%  | 193              | ▲ 37.8% | 588          | 557       | ▲ 5.6%   |
| Days to Off Market           | 24             | 33        | ▼ -27.3% | 25               | ▼ -4.0% | 27           | 45        | ▼ -40.0% |
| Sold to Original Price Ratio | 103.3%         | 98.3%     | ▲ 5.1%   | 101.1%           | ▲ 2.2%  | 101.7%       | 97.2%     | ▲ 4.6%   |
| Price per Square Foot        | \$300          | \$260     | ▲ 15.4%  | \$273            | ▲ 9.9%  | \$286        | \$255     | ▲ 12.2%  |

## Condominiums

|                              | Year over Year |           |          | Month over Month |          | Year to Date |           |          |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
|                              | Mar 2021       | Mar 2020  | Change   | Feb 2021         | Change   | 2021         | 2020      | Change   |
| Median Selling Price         | \$360,000      | \$411,500 | ▼ -12.5% | \$385,000        | ▼ -6.5%  | \$370,000    | \$402,450 | ▼ -8.1%  |
| Units Sold                   | 65             | 66        | ▼ -1.5%  | 51               | ▲ 27.5%  | 175          | 206       | ▼ -15.0% |
| Active Listings              | 126            | 138       | ▼ -8.7%  | 109              | ▲ 15.6%  | ---          | ---       | ---      |
| Months Supply of Inventory   | 1.9            | 2.1       | ▼ -9.5%  | 2.1              | ▼ -9.5%  | ---          | ---       | ---      |
| New Listings                 | 130            | 93        | ▲ 39.8%  | 85               | ▲ 52.9%  | 313          | 250       | ▲ 25.2%  |
| Pending Sales                | 111            | 66        | ▲ 68.2%  | 67               | ▲ 65.7%  | 250          | 191       | ▲ 30.9%  |
| Days to Off Market           | 32             | 63        | ▼ -49.2% | 43               | ▼ -25.6% | 37           | 68        | ▼ -45.6% |
| Sold to Original Price Ratio | 101.7%         | 101.9%    | ▼ -0.2%  | 98.6%            | ▲ 3.1%   | 99.9%        | 100.4%    | ▼ -0.5%  |
| Price per Square Foot        | \$277          | \$310     | ▼ -10.6% | \$285            | ▼ -2.8%  | \$281        | \$284     | ▼ -1.1%  |



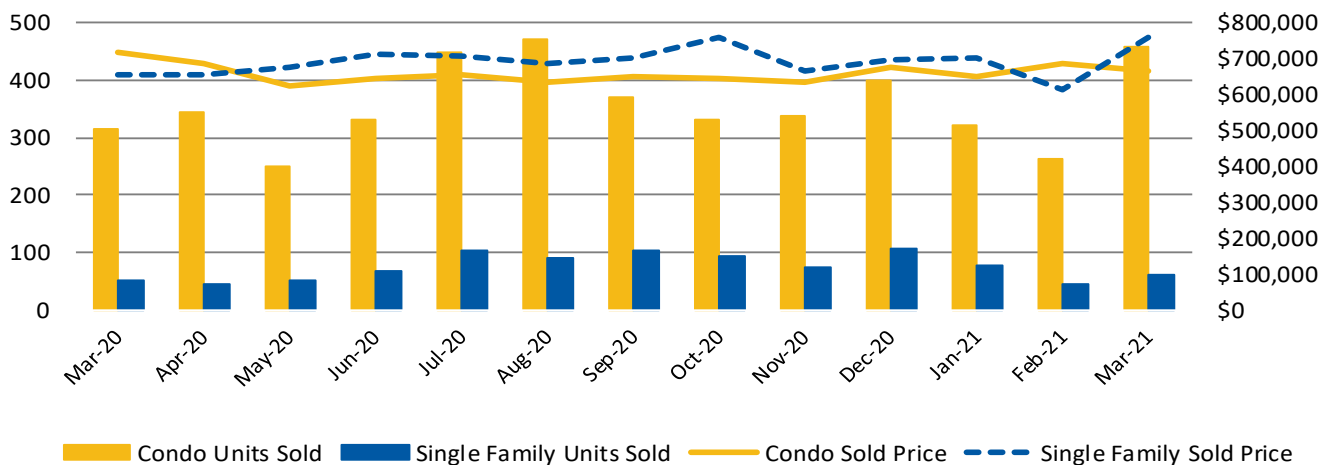
# CITY OF BOSTON

## Single Family Homes

|                              | Year over Year |           |         | Month over Month |          | Year to Date |           |         |
|------------------------------|----------------|-----------|---------|------------------|----------|--------------|-----------|---------|
|                              | Mar 2021       | Mar 2020  | Change  | Feb 2021         | Change   | 2021         | 2020      | Change  |
| Median Selling Price         | \$758,000      | \$655,000 | ▲ 15.7% | \$612,925        | ▲ 23.7%  | \$710,000    | \$650,000 | ▲ 9.2%  |
| Units Sold                   | 61             | 51        | ▲ 19.6% | 45               | ▲ 35.6%  | 183          | 139       | ▲ 31.7% |
| Active Listings              | 123            | 104       | ▲ 18.3% | 109              | ▲ 12.8%  | ---          | ---       | ---     |
| Months Supply of Inventory   | 2.0            | 2.0       | ▬ 0.0%  | 2.4              | ▼ -16.7% | ---          | ---       | ---     |
| New Listings                 | 135            | 102       | ▲ 32.4% | 73               | ▲ 84.9%  | 257          | 238       | ▲ 8.0%  |
| Pending Sales                | 105            | 57        | ▲ 84.2% | 59               | ▲ 78.0%  | 209          | 149       | ▲ 40.3% |
| Days to Off Market           | 33             | 28        | ▲ 17.9% | 40               | ▼ -17.5% | 38           | 42        | ▼ -9.5% |
| Sold to Original Price Ratio | 103.0%         | 99.3%     | ▲ 3.7%  | 97.8%            | ▲ 5.3%   | 99.4%        | 97.8%     | ▲ 1.6%  |
| Price per Square Foot        | \$490          | \$442     | ▲ 10.9% | \$407            | ▲ 20.4%  | \$481        | \$445     | ▲ 8.1%  |

## Condominiums

|                              | Year over Year |           |         | Month over Month |          | Year to Date |           |         |
|------------------------------|----------------|-----------|---------|------------------|----------|--------------|-----------|---------|
|                              | Mar 2021       | Mar 2020  | Change  | Feb 2021         | Change   | 2021         | 2020      | Change  |
| Median Selling Price         | \$665,000      | \$717,500 | ▼ -7.3% | \$689,500        | ▼ -3.6%  | \$665,000    | \$697,000 | ▼ -4.6% |
| Units Sold                   | 459            | 314       | ▲ 46.2% | 264              | ▲ 73.9%  | 1,045        | 864       | ▲ 20.9% |
| Active Listings              | 1,173          | 777       | ▲ 51.0% | 1,101            | ▲ 6.5%   | ---          | ---       | ---     |
| Months Supply of Inventory   | 2.6            | 2.5       | ▲ 4.0%  | 4.2              | ▼ -38.1% | ---          | ---       | ---     |
| New Listings                 | 881            | 524       | ▲ 68.1% | 531              | ▲ 65.9%  | 1,948        | 1,473     | ▲ 32.2% |
| Pending Sales                | 679            | 371       | ▲ 83.0% | 432              | ▲ 57.2%  | 1,453        | 953       | ▲ 52.5% |
| Days to Off Market           | 48             | 41        | ▲ 17.1% | 58               | ▼ -17.2% | 58           | 51        | ▲ 13.7% |
| Sold to Original Price Ratio | 97.6%          | 97.9%     | ▼ -0.3% | 95.1%            | ▲ 2.6%   | 96.3%        | 97.0%     | ▼ -0.7% |
| Price per Square Foot        | \$754          | \$789     | ▼ -4.4% | \$778            | ▼ -3.1%  | \$765        | \$785     | ▼ -2.5% |



# 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 |         |  |
|------------------------------|----------------|-----------|----------|------------------|----------|-----------|--------------|---------|--|
|                              | Mar 2021       | Mar 2020  | Change   | Feb 2021         | Change   | 2021      | 2020         | Change  |  |
| Median Selling Price         | \$810,000      | \$747,500 | ▲ 8.4%   | \$795,500        | ▲ 1.8%   | \$780,000 | \$720,000    | ▲ 8.3%  |  |
| Units Sold                   | 121            | 84        | ▲ 44.0%  | 78               | ▲ 55.1%  | 323       | 249          | ▲ 29.7% |  |
| Active Listings              | 175            | 143       | ▲ 22.4%  | 155              | ▲ 12.9%  | ---       | ---          | ---     |  |
| Months Supply of Inventory   | 1.4            | 1.7       | ▼ -17.6% | 2.0              | ▼ -30.0% | ---       | ---          | ---     |  |
| New Listings                 | 208            | 160       | ▲ 30.0%  | 113              | ▲ 84.1%  | 445       | 378          | ▲ 17.7% |  |
| Pending Sales                | 152            | 96        | ▲ 58.3%  | 109              | ▲ 39.4%  | 345       | 230          | ▲ 50.0% |  |
| Days to Off Market           | 35             | 28        | ▲ 25.0%  | 44               | ▼ -20.5% | 39        | 33           | ▲ 18.2% |  |
| Sold to Original Price Ratio | 99.3%          | 100.6%    | ▼ -1.3%  | 97.4%            | ▲ 2.0%   | 97.9%     | 98.2%        | ▼ -0.3% |  |
| Price per Square Foot        | \$344          | \$329     | ▲ 4.6%   | \$321            | ▲ 7.2%   | \$331     | \$313        | ▲ 5.8%  |  |

## 3 Family Homes

|                              | Year over Year |           |          | Month over Month |          | Year to Date |           |         |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
|                              | Mar 2021       | Mar 2020  | Change   | Feb 2021         | Change   | 2021         | 2020      | Change  |
| Median Selling Price         | \$902,500      | \$915,000 | ▼ -1.4%  | \$1,050,000      | ▼ -14.0% | \$1,030,000  | \$935,000 | ▲ 10.2% |
| Units Sold                   | 34             | 33        | ▲ 3.0%   | 31               | ▲ 9.7%   | 108          | 105       | ▲ 2.9%  |
| Active Listings              | 84             | 63        | ▲ 33.3%  | 77               | ▲ 9.1%   | ---          | ---       | ---     |
| Months Supply of Inventory   | 2.5            | 1.9       | ▲ 31.6%  | 2.5              | ▬ 0.0%   | ---          | ---       | ---     |
| New Listings                 | 74             | 53        | ▲ 39.6%  | 46               | ▲ 60.9%  | 158          | 148       | ▲ 6.8%  |
| Pending Sales                | 62             | 21        | ▲ 195.2% | 37               | ▲ 67.6%  | 129          | 71        | ▲ 81.7% |
| Days to Off Market           | 32             | 12        | ▲ 166.7% | 55               | ▼ -41.8% | 44           | 33        | ▲ 33.3% |
| Sold to Original Price Ratio | 95.0%          | 96.4%     | ▼ -1.5%  | 94.5%            | ▲ 0.5%   | 93.7%        | 96.0%     | ▼ -2.4% |
| Price per Square Foot        | \$305          | \$295     | ▲ 3.4%   | \$353            | ▼ -13.6% | \$327        | \$339     | ▼ -3.5% |

## 4 Family Homes

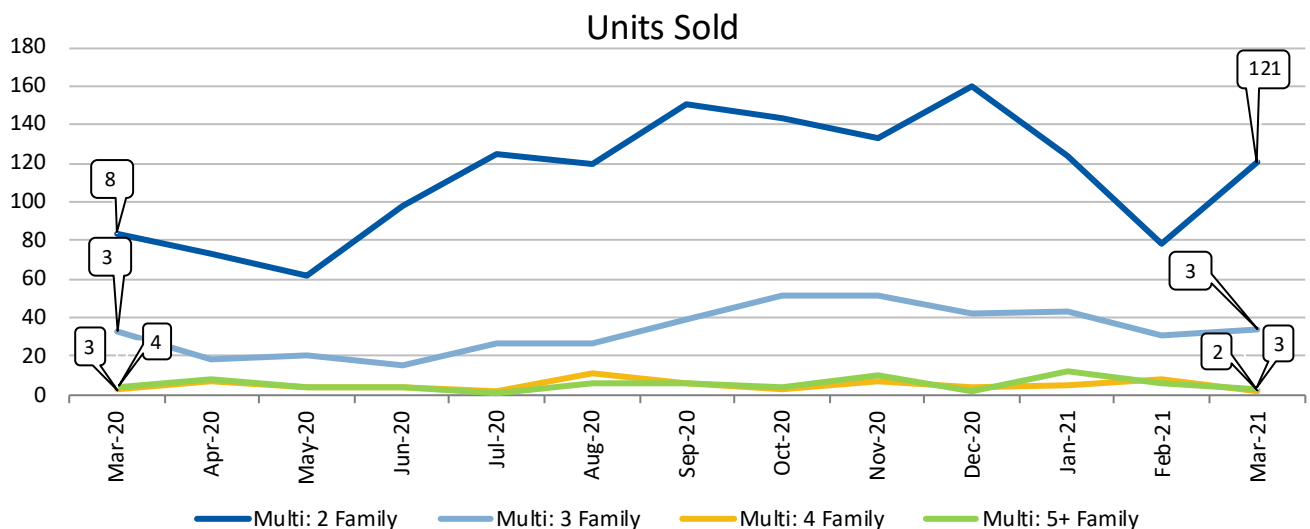
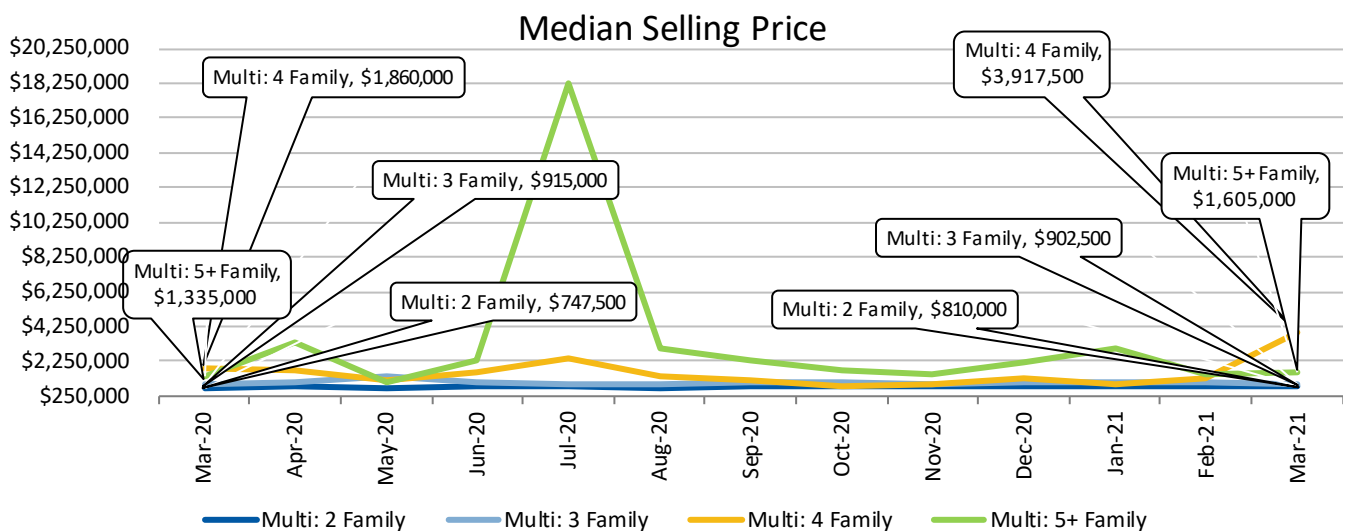
|                              | Year over Year |             |          | Month over Month |          | Year to Date |             |          |
|------------------------------|----------------|-------------|----------|------------------|----------|--------------|-------------|----------|
|                              | Mar 2021       | Mar 2020    | Change   | Feb 2021         | Change   | 2021         | 2020        | Change   |
| Median Selling Price         | \$912,500      | \$1,750,000 | ▼ -47.9% | \$3,917,500      | ▼ -76.7% | \$1,152,063  | \$1,500,000 | ▼ -23.2% |
| Units Sold                   | 4              | 7           | ▼ -42.9% | 2                | ▲ 100.0% | 14           | 17          | ▼ -17.6% |
| Active Listings              | 18             | 13          | ▲ 38.5%  | 14               | ▲ 28.6%  | ---          | ---         | ---      |
| Months Supply of Inventory   | 4.5            | 1.9         | ▲ 136.8% | 7.0              | ▼ -35.7% | ---          | ---         | ---      |
| New Listings                 | 20             | 10          | ▲ 100.0% | 7                | ▲ 185.7% | 32           | 28          | ▲ 14.3%  |
| Pending Sales                | 10             | 4           | ▲ 150.0% | 6                | ▲ 66.7%  | 19           | 18          | ▲ 5.6%   |
| Days to Off Market           | 23             | 59          | ▼ -61.0% | 58               | ▼ -60.3% | 40           | 41          | ▼ -2.4%  |
| Sold to Original Price Ratio | 96.3%          | 100.1%      | ▼ -3.8%  | 97.0%            | ▼ -0.7%  | 97.9%        | 96.8%       | ▲ 1.1%   |
| Price per Square Foot        | \$300          | \$387       | ▼ -22.5% | \$690            | ▼ -56.5% | \$405        | \$370       | ▲ 9.5%   |

# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

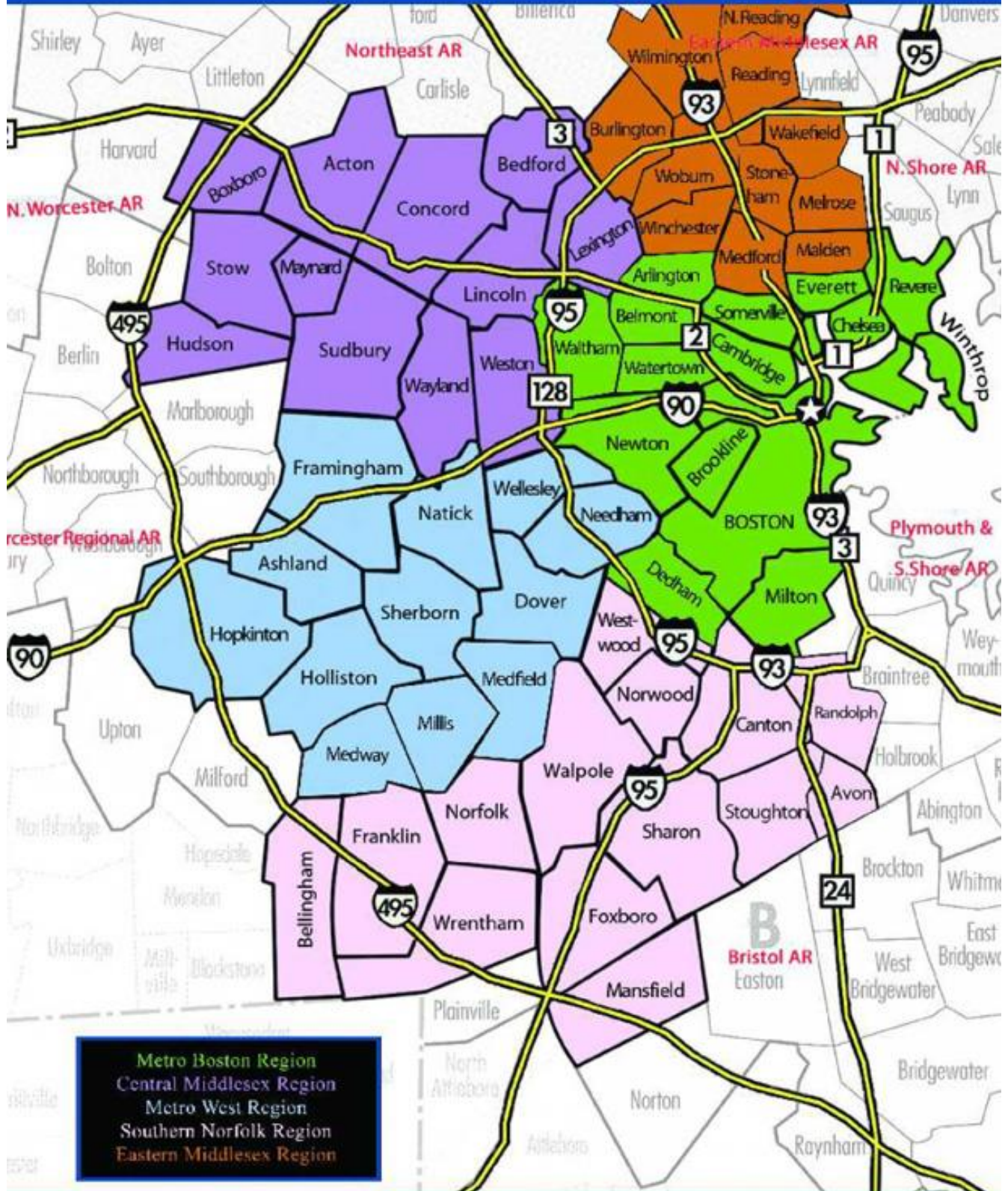
## 5+ Family Homes

|                              | Year over Year |             |          | Month over Month |          | Year to Date |             |          |
|------------------------------|----------------|-------------|----------|------------------|----------|--------------|-------------|----------|
|                              | Mar 2021       | Mar 2020    | Change   | Feb 2021         | Change   | 2021         | 2020        | Change   |
| Median Selling Price         | \$1,197,000    | \$3,277,500 | ▼ -63.5% | \$1,605,000      | ▼ -25.4% | \$1,495,000  | \$2,990,000 | ▼ -50.0% |
| Units Sold                   | 4              | 8           | ▼ -50.0% | 3                | ▲ 33.3%  | 13           | 20          | ▼ -35.0% |
| Active Listings              | 38             | 18          | ▲ 111.1% | 37               | ▲ 2.7%   | ---          | ---         | ---      |
| Months Supply of Inventory   | 9.5            | 2.3         | ▲ 313.0% | 12.3             | ▼ -22.8% | ---          | ---         | ---      |
| New Listings                 | 22             | 6           | ▲ 266.7% | 11               | ▲ 100.0% | 49           | 29          | ▲ 69.0%  |
| Pending Sales                | 10             | 6           | ▲ 66.7%  | 6                | ▲ 66.7%  | 18           | 15          | ▲ 20.0%  |
| Days to Off Market           | 69             | 87          | ▼ -20.7% | 47               | ▲ 46.8%  | 57           | 90          | ▼ -36.7% |
| Sold to Original Price Ratio | 96.0%          | 94.8%       | ▲ 1.3%   | 95.0%            | ▲ 1.1%   | 92.7%        | 91.8%       | ▲ 1.0%   |
| Price per Square Foot        | \$447          | \$439       | ▲ 1.8%   | \$372            | ▲ 20.2%  | \$386        | \$465       | ▼ -17.0% |



# 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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*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.*