

MONTHLY MARKET INSIGHT REPORT

October 2020

Detached Single-Family Homes

The 1,433 homes sold in October 2020 was the highest sales total on record for the month and was a 36.9 percent increase in sales volume from the October 2019 sales total of 1,047 homes sold. Additionally, the median sales price rose to a new record-high price for the month of October at \$700,000, which is an 18 percent increase from the October 2019 median sales price of \$593,000.

Condominiums

With 949 condos sold, it was a record-high for closed sales in the month of October in Greater Boston, and a 9.3 percent increase from the 868 units sold in October 2019. The median sales price for condos also reached a new record high for the month of October at \$575,000, which was a 4.6 percent increase from the October 2019 median sales price of \$549,700.

Multi-Family Homes

This month, 198 multi-family homes were sold in Greater Boston, which was a 6.4 percent increase on the 186 units sold in October 2019.



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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

68 Main Street
Reading, MA 01867

Online: www.gbar.org



Data thru 11/10/2020

GREATER BOSTON MARKET SUMMARY

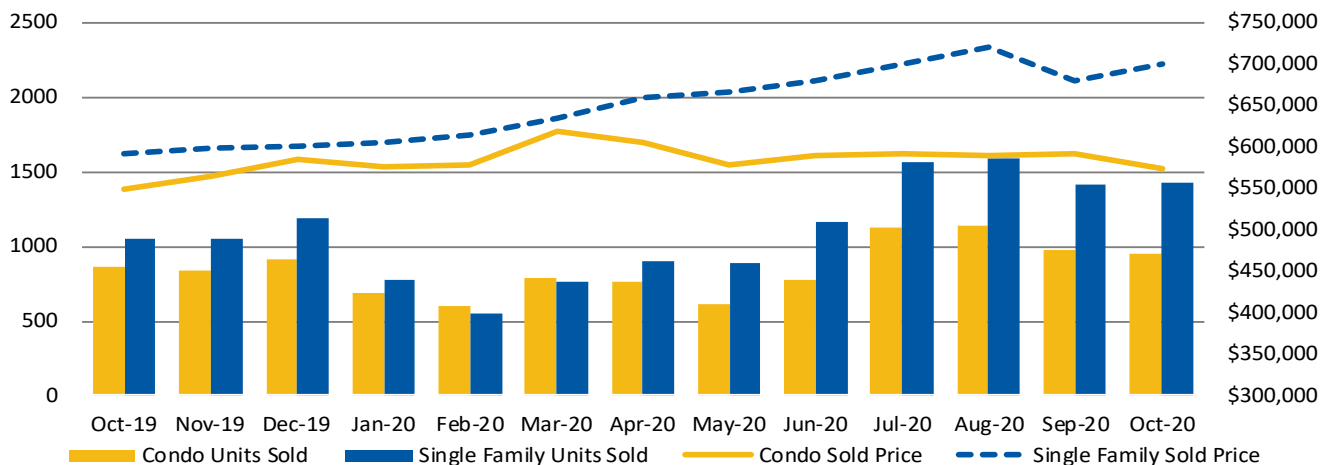
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$700,000	\$593,000	▲ 18.0%	\$680,000	▲ 2.9%	\$675,000	\$625,000	▲ 8.0%
Units Sold	1,433	1,047	▲ 36.9%	1,420	▲ 0.9%	11,115	11,357	▼ -2.1%
Active Listings	2,061	2,972	▼ -30.7%	2,170	▼ -5.0%	---	---	---
Months Supply of Inventory	1.4	2.8	▼ -50.0%	1.5	▼ -6.7%	---	---	---
New Listings	1,679	1,574	▲ 6.7%	1,900	▼ -11.6%	15,202	16,275	▼ -6.6%
Pending Sales	1,529	1,258	▲ 21.5%	1,382	▲ 10.6%	12,132	11,923	▲ 1.8%
Days to Off Market	29	44	▼ -34.1%	32	▼ -9.4%	35	41	▼ -14.6%
Sold to Original Price Ratio	100.8%	97.7%	▲ 3.2%	100.6%	▲ 0.2%	99.6%	98.4%	▲ 1.2%
Price per Square Foot	\$365	\$327	▲ 11.6%	\$356	▲ 2.5%	\$350	\$334	▲ 4.8%

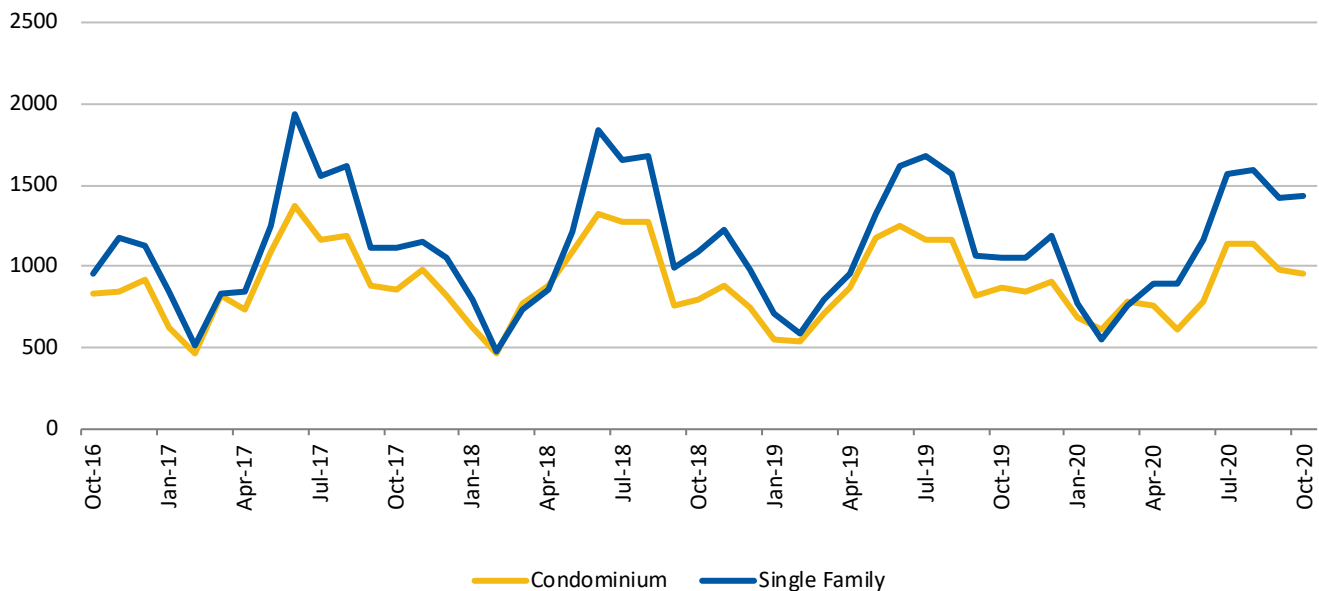
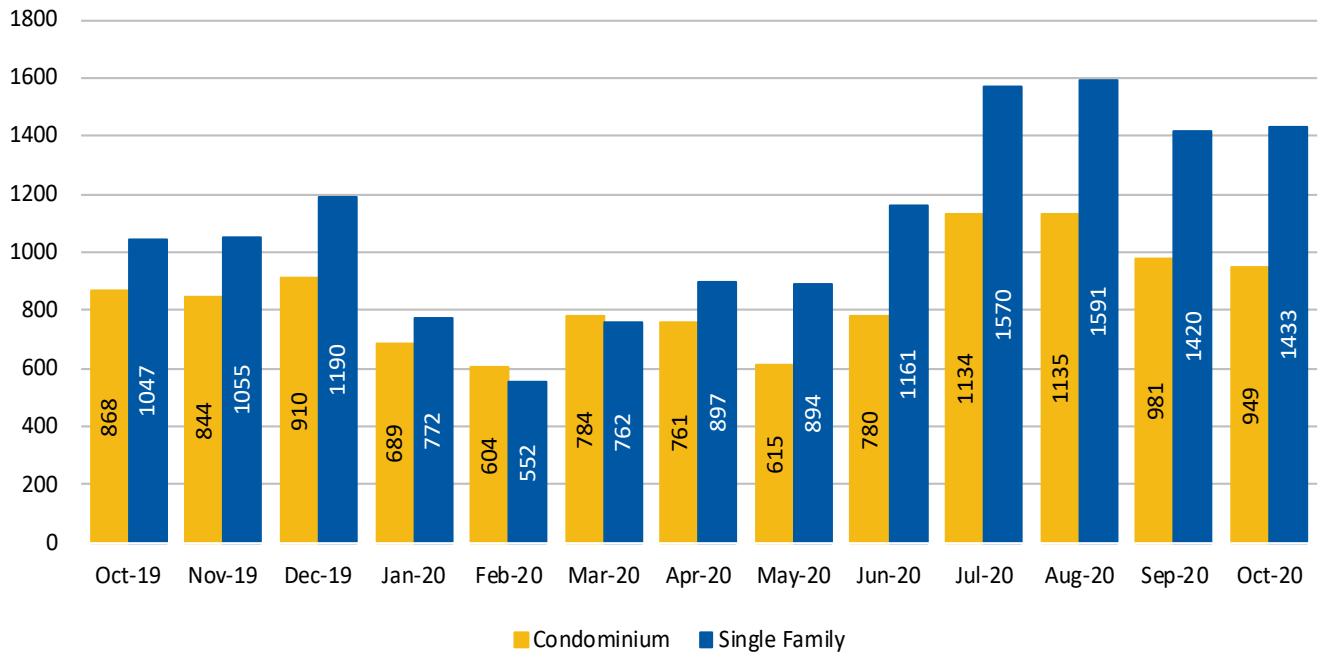
Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$575,000	\$549,700	▲ 4.6%	\$592,500	▼ -3.0%	\$590,000	\$570,000	▲ 3.5%
Units Sold	949	868	▲ 9.3%	981	▼ -3.3%	8,437	9,118	▼ -7.5%
Active Listings	3,448	2,602	▲ 32.5%	3,402	▲ 1.4%	---	---	---
Months Supply of Inventory	3.6	3.0	▲ 20.0%	3.5	▲ 2.9%	---	---	---
New Listings	1,681	1,351	▲ 24.4%	2,067	▼ -18.7%	14,223	13,816	▲ 2.9%
Pending Sales	1,107	1,019	▲ 8.6%	961	▲ 15.2%	9,052	9,839	▼ -8.0%
Days to Off Market	41	41	■ 0.0%	38	▲ 7.9%	41	41	■ 0.0%
Sold to Original Price Ratio	98.5%	98.2%	▲ 0.3%	98.6%	▼ -0.1%	98.8%	99.0%	▼ -0.2%
Price per Square Foot	\$537	\$543	▼ -1.1%	\$561	▼ -4.3%	\$563	\$571	▼ -1.4%



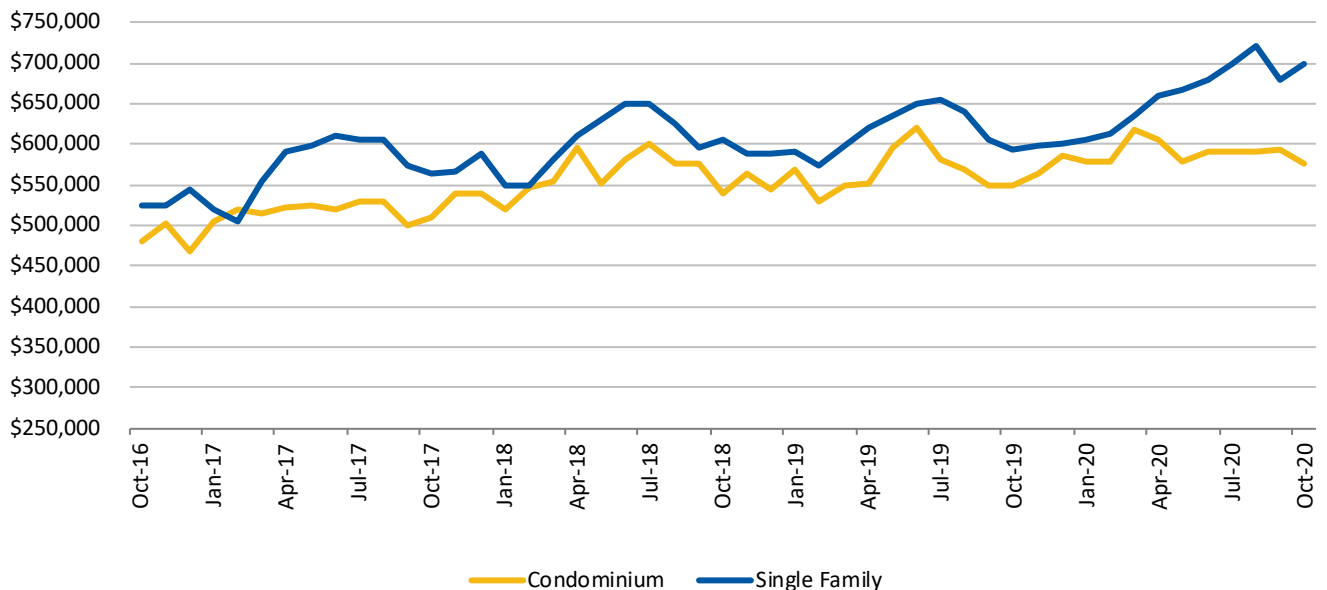
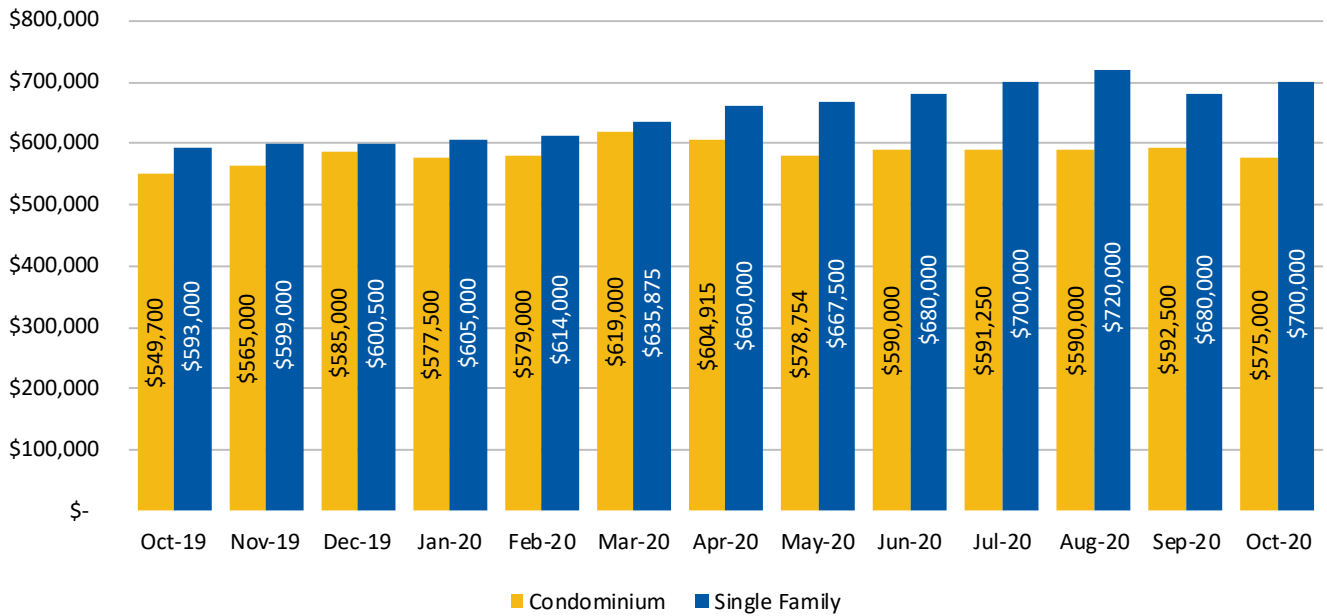
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,433	1,047	▲ 36.9%	1,420	▲ 0.9%	11,115	11,357	▼ -2.1%
CONDOMINIUMS	949	868	▲ 9.3%	981	▼ -3.3%	8,437	9,118	▼ -7.5%



MEDIAN SELLING PRICE

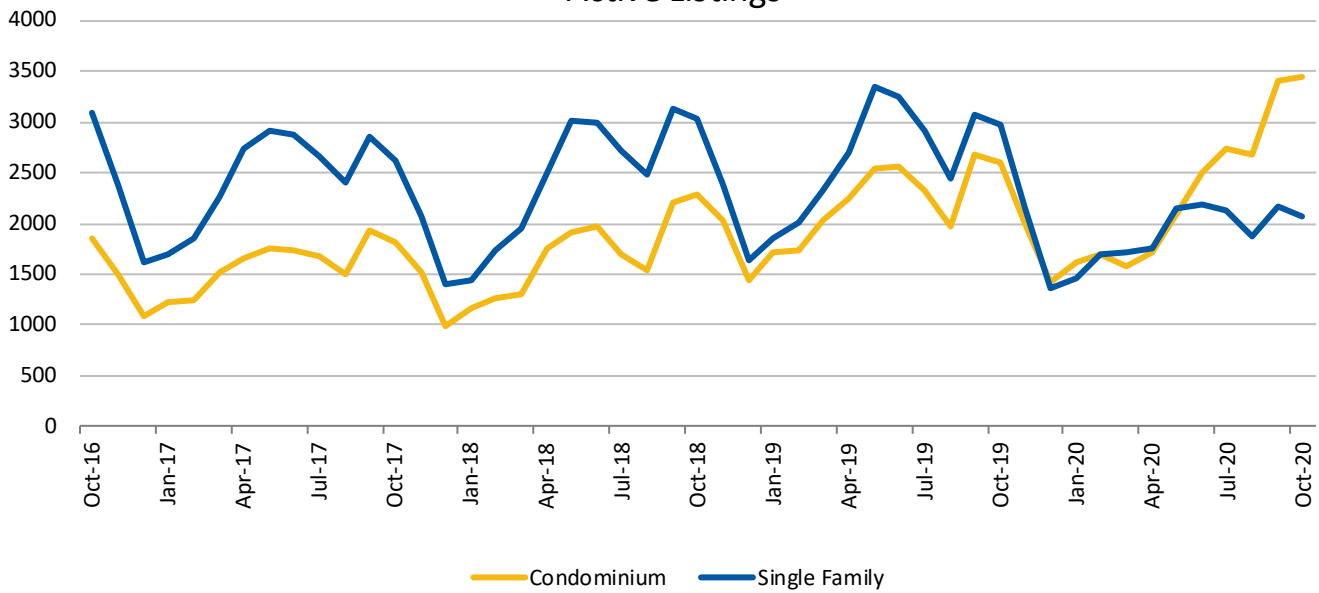
	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	\$700,000	\$593,000	▲ 18.0%	\$680,000	▲ 2.9%	\$675,000	\$625,000	▲ 8.0%
CONDOMINIUMS	\$575,000	\$549,700	▲ 4.6%	\$592,500	▼ -3.0%	\$590,000	\$570,000	▲ 3.5%



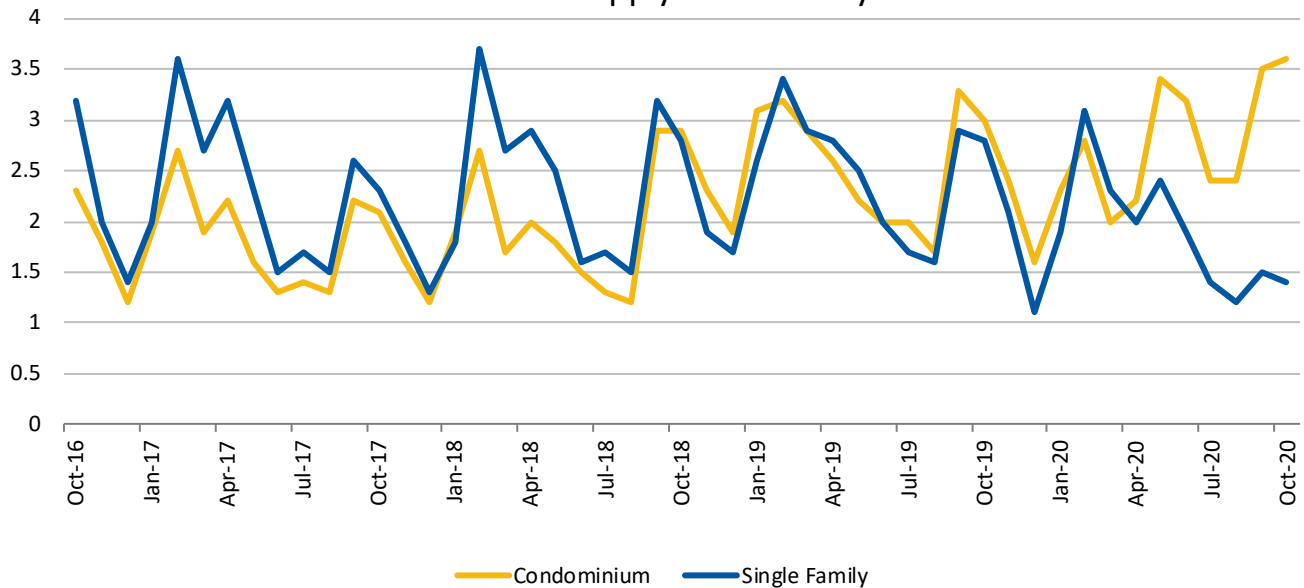
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Oct 2020	Oct 2019	Change	Sep 2020	Change
SINGLE FAMILY HOMES	Active Listings	2,061	2,972	▼ -30.7%	2,170	▼ -5.0%
	Months Supply of Inventory	1.4	2.8	▼ -50.0%	1.5	▼ -6.7%
CONDOMINIUMS	Active Listings	3,448	2,602	▲ 32.5%	3,402	▲ 1.4%
	Months Supply of Inventory	3.6	3.0	▲ 20.0%	3.5	▲ 2.9%

Active Listings

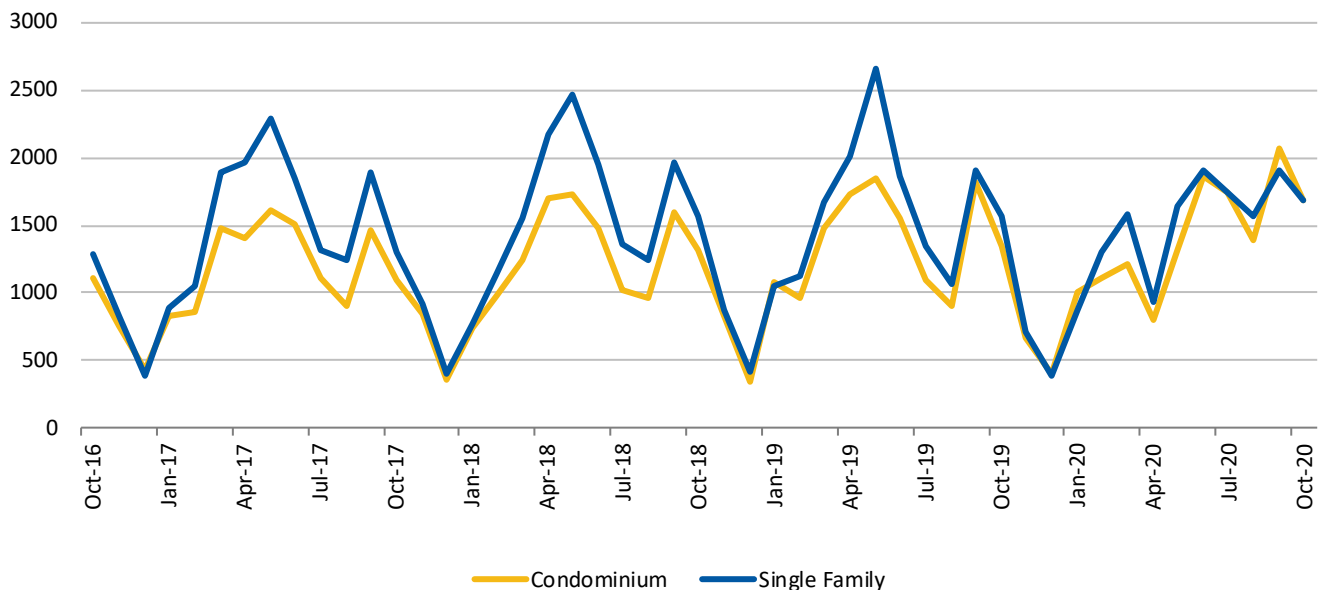
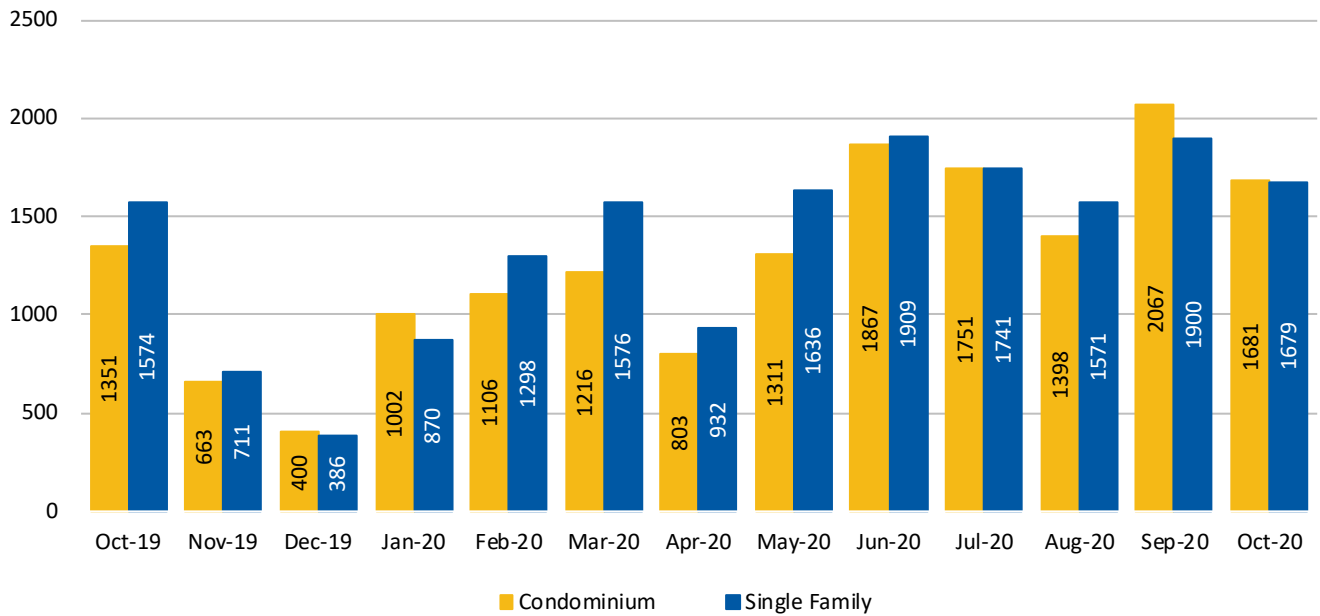


Months Supply of Inventory



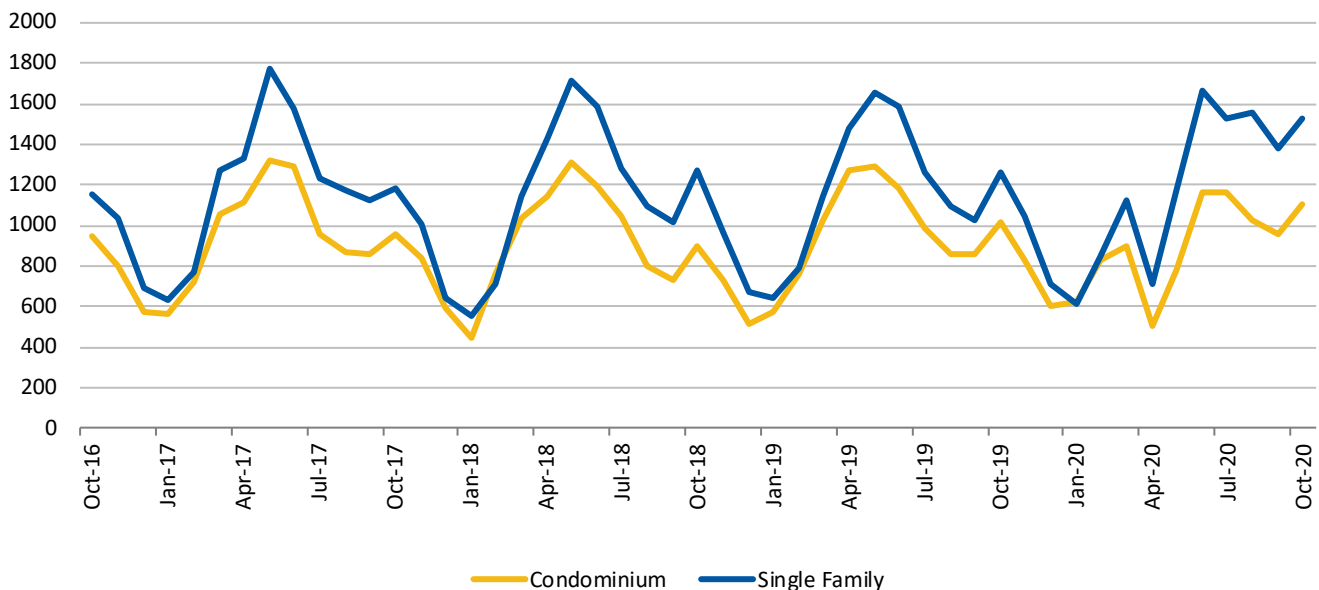
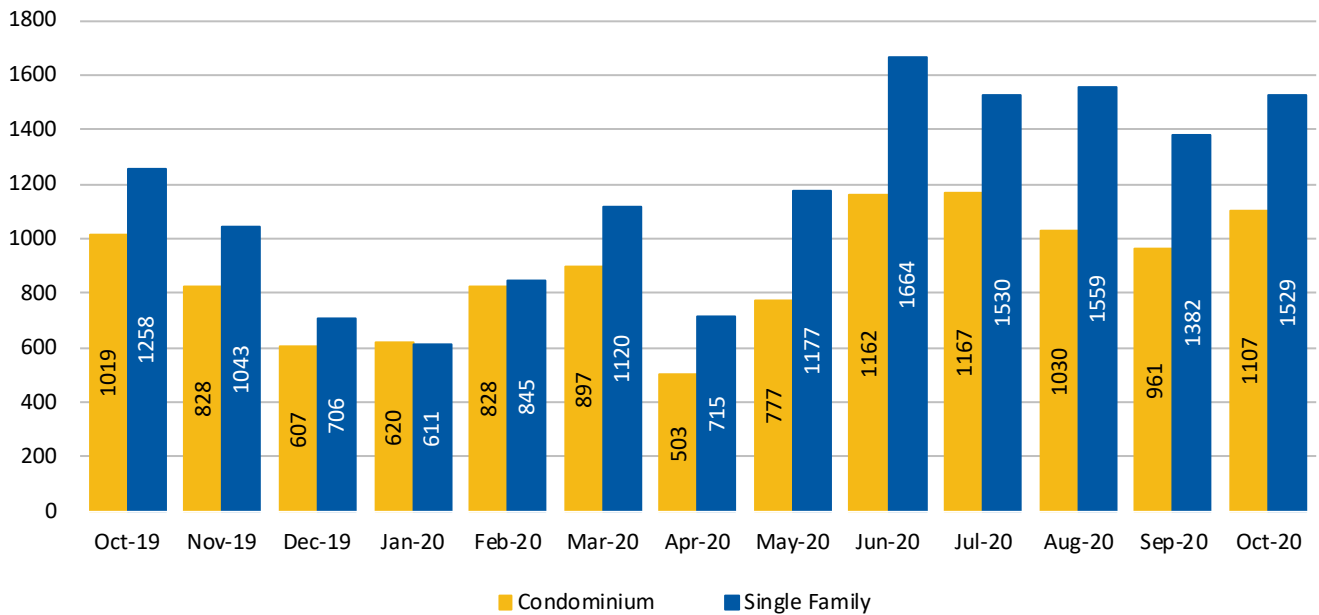
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,679	1,574	▲ 6.7%	1,900	▼ -11.6%	15,202	16,275	▼ -6.6%
CONDOMINIUMS	1,681	1,351	▲ 24.4%	2,067	▼ -18.7%	14,223	13,816	▲ 2.9%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,529	1,258	▲ 21.5%	1,382	▲ 10.6%	12,132	11,923	▲ 1.8%
CONDOMINIUMS	1,107	1,019	▲ 8.6%	961	▲ 15.2%	9,052	9,839	▼ -8.0%



CENTRAL MIDDLESEX REGION

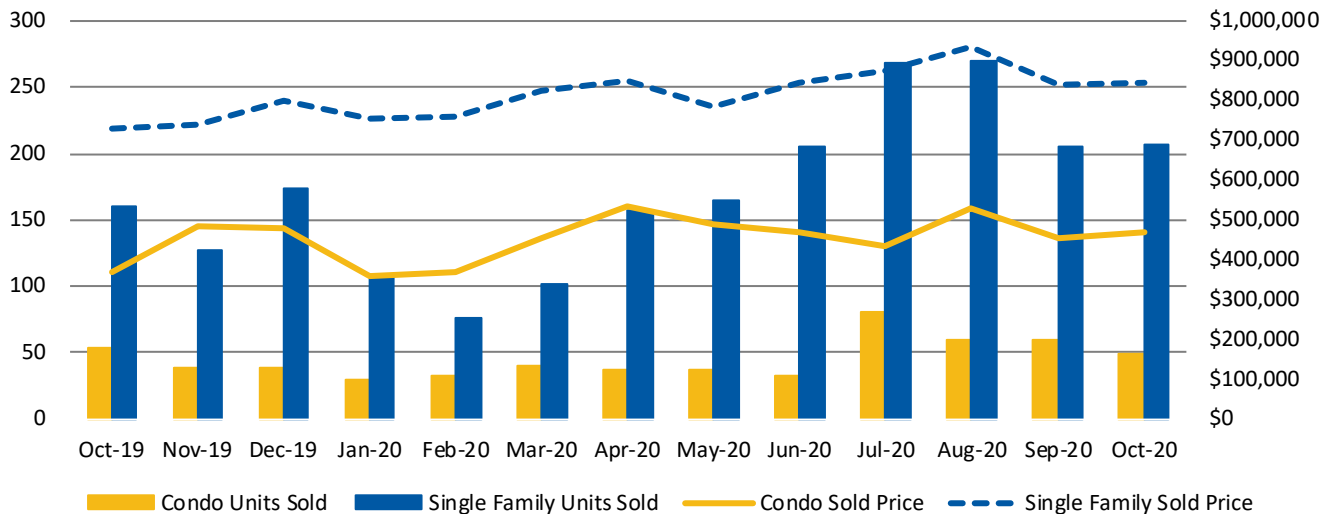
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$843,500	\$730,000	▲ 15.5%	\$840,000	▲ 0.4%	\$850,000	\$780,000	▲ 9.0%
Units Sold	207	160	▲ 29.4%	206	▲ 0.5%	1,774	1,600	▲ 10.9%
Active Listings	337	616	▼ -45.3%	374	▼ -9.9%	---	---	---
Months Supply of Inventory	1.6	3.9	▼ -59.0%	1.8	▼ -11.1%	---	---	---
New Listings	222	203	▲ 9.4%	277	▼ -19.9%	2,323	2,536	▼ -8.4%
Pending Sales	223	163	▲ 36.8%	199	▲ 12.1%	1,926	1,680	▲ 14.6%
Days to Off Market	39	60	▼ -35.0%	39	▬ 0.0%	44	51	▼ -13.7%
Sold to Original Price Ratio	100.3%	96.5%	▲ 3.9%	99.5%	▲ 0.8%	98.6%	97.5%	▲ 1.1%
Price per Square Foot	\$346	\$299	▲ 15.7%	\$336	▲ 3.0%	\$332	\$315	▲ 5.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$467,500	\$370,000	▲ 26.4%	\$455,000	▲ 2.7%	\$466,250	\$410,000	▲ 13.7%
Units Sold	49	53	▼ -7.5%	59	▼ -16.9%	456	505	▼ -9.7%
Active Listings	85	121	▼ -29.8%	90	▼ -5.6%	---	---	---
Months Supply of Inventory	1.7	2.3	▼ -26.1%	1.5	▲ 13.3%	---	---	---
New Listings	64	51	▲ 25.5%	55	▲ 16.4%	588	655	▼ -10.2%
Pending Sales	57	56	▲ 1.8%	47	▲ 21.3%	488	509	▼ -4.1%
Days to Off Market	41	62	▼ -33.9%	31	▲ 32.3%	47	48	▼ -2.1%
Sold to Original Price Ratio	98.2%	97.2%	▲ 1.0%	99.2%	▼ -1.0%	98.8%	99.0%	▼ -0.2%
Price per Square Foot	\$302	\$293	▲ 3.1%	\$308	▼ -1.9%	\$296	\$282	▲ 5.0%



EASTERN MIDDLESEX REGION

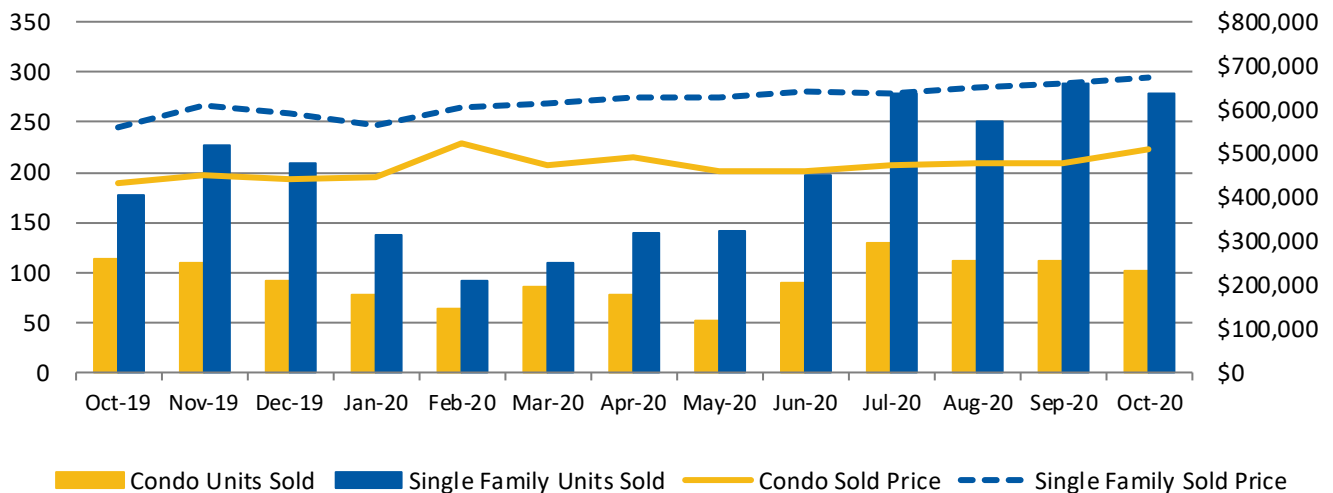
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$675,000	\$561,806	▲ 20.1%	\$660,000	▲ 2.3%	\$643,250	\$595,000	▲ 8.1%
Units Sold	279	178	▲ 56.7%	288	▼ -3.1%	1,918	2,117	▼ -9.4%
Active Listings	295	411	▼ -28.2%	305	▼ -3.3%	---	---	---
Months Supply of Inventory	1.1	2.3	▼ -52.2%	1.1	▬ 0.0%	---	---	---
New Listings	293	308	▼ -4.9%	366	▼ -19.9%	2,542	2,802	▼ -9.3%
Pending Sales	262	244	▲ 7.4%	291	▼ -10.0%	2,100	2,223	▼ -5.5%
Days to Off Market	21	35	▼ -40.0%	25	▼ -16.0%	27	33	▼ -18.2%
Sold to Original Price Ratio	102.0%	99.7%	▲ 2.3%	102.2%	▼ -0.2%	101.3%	100.0%	▲ 1.3%
Price per Square Foot	\$357	\$335	▲ 6.6%	\$356	▲ 0.3%	\$349	\$330	▲ 5.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$508,500	\$434,500	▲ 17.0%	\$477,450	▲ 6.5%	\$475,000	\$442,500	▲ 7.3%
Units Sold	102	114	▼ -10.5%	112	▼ -8.9%	898	860	▲ 4.4%
Active Listings	221	225	▼ -1.8%	187	▲ 18.2%	---	---	---
Months Supply of Inventory	2.2	2.0	▲ 10.0%	1.7	▲ 29.4%	---	---	---
New Listings	171	173	▼ -1.2%	163	▲ 4.9%	1,260	1,282	▼ -1.7%
Pending Sales	111	108	▲ 2.8%	118	▼ -5.9%	975	955	▲ 2.1%
Days to Off Market	31	34	▼ -8.8%	30	▲ 3.3%	36	34	▲ 5.9%
Sold to Original Price Ratio	99.4%	99.3%	▲ 0.1%	99.9%	▼ -0.5%	99.5%	99.6%	▼ -0.1%
Price per Square Foot	\$386	\$380	▲ 1.6%	\$392	▼ -1.5%	\$380	\$371	▲ 2.4%



METRO BOSTON REGION

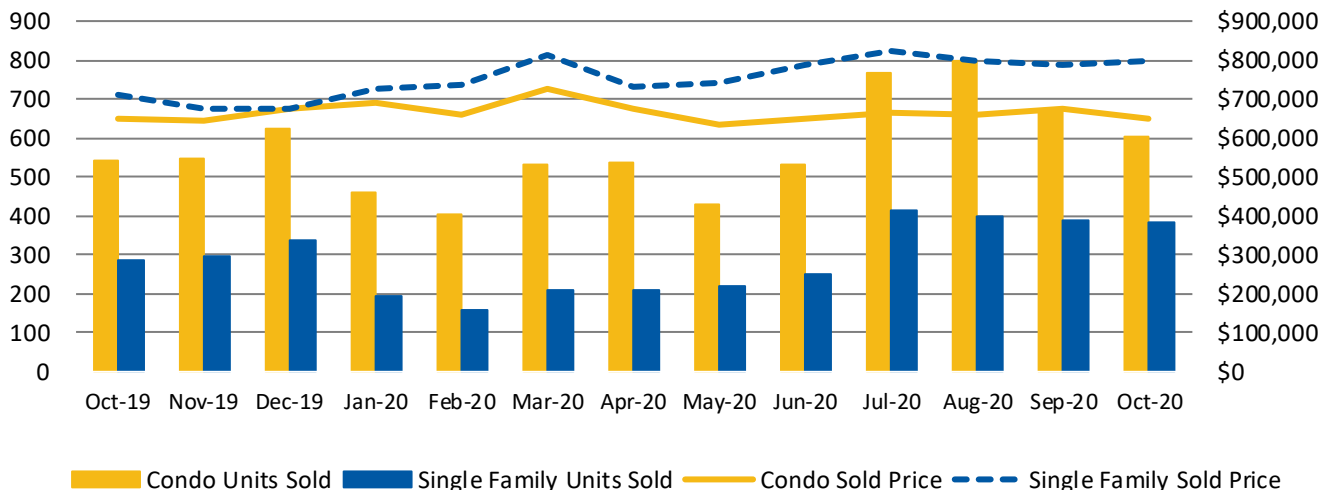
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$800,500	\$710,500	▲ 12.7%	\$790,000	▲ 1.3%	\$790,000	\$730,000	▲ 8.2%
Units Sold	382	286	▲ 33.6%	387	▼ -1.3%	2,853	3,054	▼ -6.6%
Active Listings	708	747	▼ -5.2%	770	▼ -8.1%	---	---	---
Months Supply of Inventory	1.9	2.6	▼ -26.9%	2.0	▼ -5.0%	---	---	---
New Listings	522	456	▲ 14.5%	626	▼ -16.6%	4,462	4,452	▲ 0.2%
Pending Sales	467	353	▲ 32.3%	384	▲ 21.6%	3,176	3,217	▼ -1.3%
Days to Off Market	31	37	▼ -16.2%	30	▲ 3.3%	32	37	▼ -13.5%
Sold to Original Price Ratio	100.2%	97.7%	▲ 2.6%	99.7%	▲ 0.5%	99.6%	98.8%	▲ 0.8%
Price per Square Foot	\$465	\$410	▲ 13.4%	\$451	▲ 3.1%	\$449	\$428	▲ 4.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$650,000	\$650,500	▼ -0.1%	\$675,000	▼ -3.7%	\$670,000	\$650,000	▲ 3.1%
Units Sold	602	544	▲ 10.7%	673	▼ -10.5%	5,752	6,380	▼ -9.8%
Active Listings	2,851	1,860	▲ 53.3%	2,810	▲ 1.5%	---	---	---
Months Supply of Inventory	4.7	3.4	▲ 38.2%	4.2	▲ 11.9%	---	---	---
New Listings	1,237	939	▲ 31.7%	1,627	▼ -24.0%	10,574	9,850	▲ 7.4%
Pending Sales	741	704	▲ 5.3%	618	▲ 19.9%	6,127	6,830	▼ -10.3%
Days to Off Market	42	40	▲ 5.0%	39	▲ 7.7%	40	40	0.0%
Sold to Original Price Ratio	97.8%	97.5%	▲ 0.3%	98.1%	▼ -0.3%	98.5%	98.8%	▼ -0.3%
Price per Square Foot	\$659	\$684	▼ -3.7%	\$668	▼ -1.3%	\$678	\$688	▼ -1.5%



METRO WEST REGION

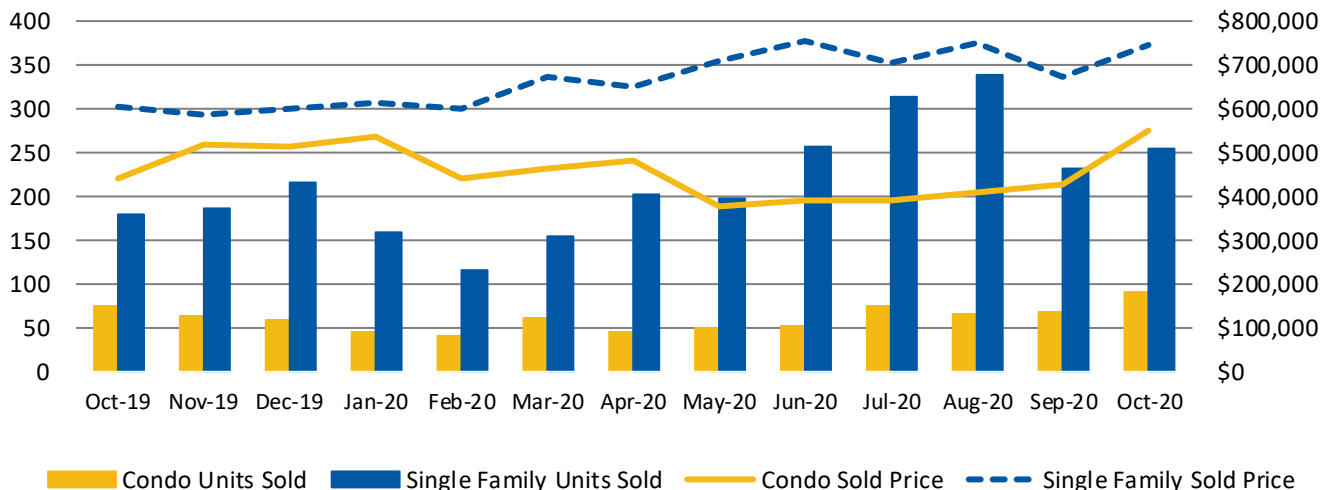
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$747,000	\$605,000	▲ 23.5%	\$676,000	▲ 10.5%	\$695,000	\$650,000	▲ 6.9%
Units Sold	255	180	▲ 41.7%	233	▲ 9.4%	2,245	2,213	▲ 1.4%
Active Listings	364	616	▼ -40.9%	368	▼ -1.1%	---	---	---
Months Supply of Inventory	1.4	3.4	▼ -58.8%	1.6	▼ -12.5%	---	---	---
New Listings	312	285	▲ 9.5%	327	▼ -4.6%	2,949	3,192	▼ -7.6%
Pending Sales	293	232	▲ 26.3%	233	▲ 25.8%	2,428	2,296	▲ 5.7%
Days to Off Market	31	48	▼ -35.4%	33	▼ -6.1%	39	45	▼ -13.3%
Sold to Original Price Ratio	100.4%	96.9%	▲ 3.6%	100.6%	▼ -0.2%	98.9%	97.5%	▲ 1.4%
Price per Square Foot	\$334	\$303	▲ 10.2%	\$326	▲ 2.5%	\$320	\$309	▲ 3.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$549,450	\$440,000	▲ 24.9%	\$430,000	▲ 27.8%	\$440,000	\$420,000	▲ 4.8%
Units Sold	90	75	▲ 20.0%	67	▲ 34.3%	591	631	▼ -6.3%
Active Listings	145	199	▼ -27.1%	155	▼ -6.5%	---	---	---
Months Supply of Inventory	1.6	2.7	▼ -40.7%	2.3	▼ -30.4%	---	---	---
New Listings	104	84	▲ 23.8%	113	▼ -8.0%	852	908	▼ -6.2%
Pending Sales	94	74	▲ 27.0%	91	▲ 3.3%	693	682	▲ 1.6%
Days to Off Market	47	42	▲ 11.9%	45	▲ 4.4%	53	45	▲ 17.8%
Sold to Original Price Ratio	99.7%	101.6%	▼ -1.9%	98.9%	▲ 0.8%	99.5%	99.4%	▲ 0.1%
Price per Square Foot	\$306	\$276	▲ 10.9%	\$298	▲ 2.7%	\$292	\$280	▲ 4.3%



SOUTHERN NORFOLK REGION

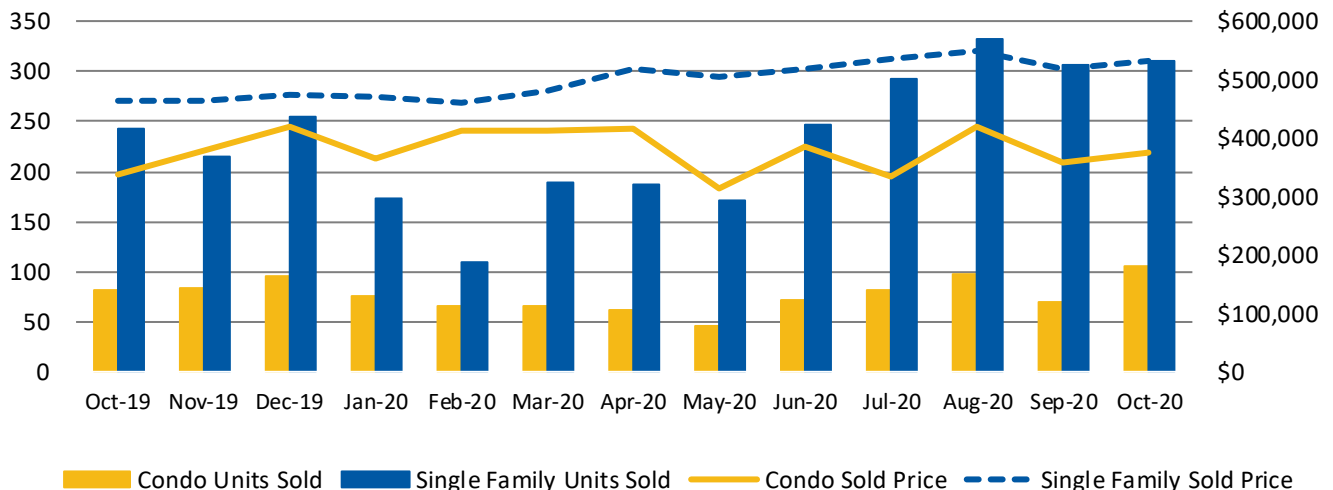
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$531,500	\$465,000	▲ 14.3%	\$517,500	▲ 2.7%	\$515,000	\$480,000	▲ 7.3%
Units Sold	310	243	▲ 27.6%	306	▲ 1.3%	2,325	2,373	▼ -2.0%
Active Listings	357	582	▼ -38.7%	353	▲ 1.1%	---	---	---
Months Supply of Inventory	1.2	2.4	▼ -50.0%	1.2	▬ 0.0%	---	---	---
New Listings	330	322	▲ 2.5%	304	▲ 8.6%	2,926	3,293	▼ -11.1%
Pending Sales	284	266	▲ 6.8%	275	▲ 3.3%	2,502	2,507	▼ -0.2%
Days to Off Market	26	46	▼ -43.5%	36	▼ -27.8%	34	44	▼ -22.7%
Sold to Original Price Ratio	101.1%	97.6%	▲ 3.6%	101.0%	▲ 0.1%	99.6%	97.9%	▲ 1.7%
Price per Square Foot	\$288	\$258	▲ 11.6%	\$275	▲ 4.7%	\$271	\$254	▲ 6.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$375,000	\$336,950	▲ 11.3%	\$360,000	▲ 4.2%	\$375,000	\$345,000	▲ 8.7%
Units Sold	106	82	▲ 29.3%	70	▲ 51.4%	740	742	▼ -0.3%
Active Listings	146	197	▼ -25.9%	160	▼ -8.8%	---	---	---
Months Supply of Inventory	1.4	2.4	▼ -41.7%	2.3	▼ -39.1%	---	---	---
New Listings	105	104	▲ 1.0%	109	▼ -3.7%	949	1,121	▼ -15.3%
Pending Sales	104	77	▲ 35.1%	87	▲ 19.5%	769	863	▼ -10.9%
Days to Off Market	40	43	▼ -7.0%	40	▬ 0.0%	47	45	▲ 4.4%
Sold to Original Price Ratio	100.6%	98.8%	▲ 1.8%	100.0%	▲ 0.6%	100.2%	99.4%	▲ 0.8%
Price per Square Foot	\$294	\$237	▲ 24.1%	\$266	▲ 10.5%	\$276	\$247	▲ 11.7%



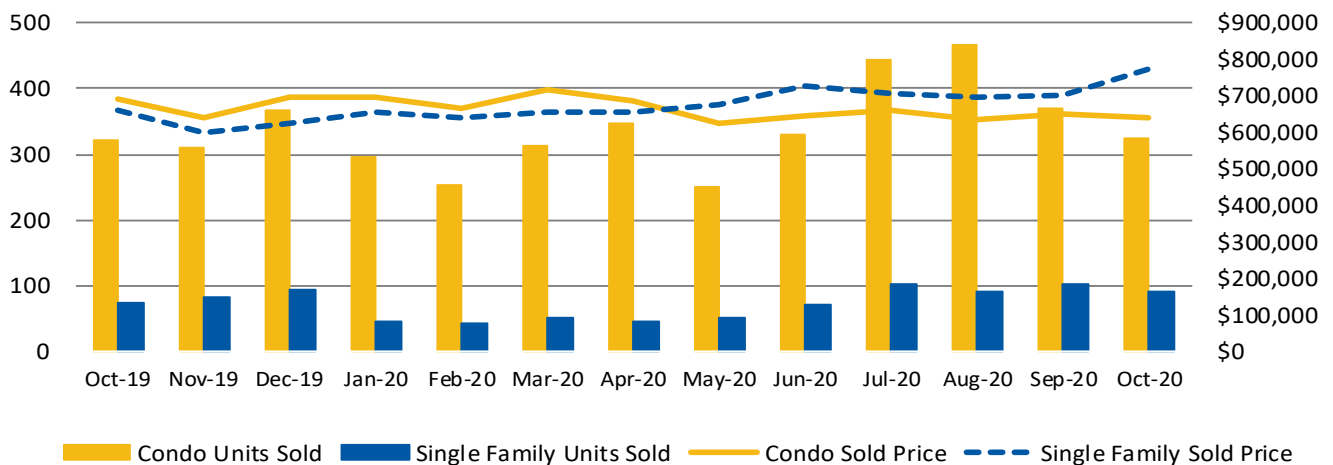
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$775,000	\$659,000	▲ 17.6%	\$703,500	▲ 10.2%	\$694,000	\$650,000	▲ 6.8%
Units Sold	91	75	▲ 21.3%	103	▼ -11.7%	694	802	▼ -13.5%
Active Listings	226	177	▲ 27.7%	244	▼ -7.4%	---	---	---
Months Supply of Inventory	2.5	2.4	▲ 4.2%	2.4	▲ 4.2%	---	---	---
New Listings	136	118	▲ 15.3%	166	▼ -18.1%	1,149	1,157	▼ -0.7%
Pending Sales	112	99	▲ 13.1%	82	▲ 36.6%	766	843	▼ -9.1%
Days to Off Market	37	38	▼ -2.6%	30	▲ 23.3%	33	39	▼ -15.4%
Sold to Original Price Ratio	99.5%	99.0%	▲ 0.5%	100.2%	▼ -0.7%	99.9%	99.1%	▲ 0.8%
Price per Square Foot	\$501	\$437	▲ 14.6%	\$459	▲ 9.2%	\$466	\$447	▲ 4.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$642,500	\$690,000	▼ -6.9%	\$651,500	▼ -1.4%	\$660,000	\$650,000	▲ 1.5%
Units Sold	324	321	▲ 0.9%	370	▼ -12.4%	3,398	3,699	▼ -8.1%
Active Listings	1,928	1,276	▲ 51.1%	1,946	▼ -0.9%	---	---	---
Months Supply of Inventory	6.0	4.0	▲ 50.0%	5.3	▲ 13.2%	---	---	---
New Listings	722	600	▲ 20.3%	1,045	▼ -30.9%	6,617	5,969	▲ 10.9%
Pending Sales	421	413	▲ 1.9%	335	▲ 25.7%	3,579	3,984	▼ -10.2%
Days to Off Market	43	42	▲ 2.4%	40	▲ 7.5%	43	44	▼ -2.3%
Sold to Original Price Ratio	97.3%	96.9%	▲ 0.4%	97.7%	▼ -0.4%	98.0%	98.1%	▼ -0.1%
Price per Square Foot	\$733	\$778	▼ -5.8%	\$743	▼ -1.3%	\$754	\$775	▼ -2.7%



MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

2 Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$755,000	\$713,450	▲ 5.8%	\$770,000	▼ -1.9%	\$750,000	\$725,000	▲ 3.4%
Units Sold	141	122	▲ 15.6%	151	▼ -6.6%	1,021	1,209	▼ -15.6%
Active Listings	336	245	▲ 37.1%	308	▲ 9.1%	---	---	---
Months Supply of Inventory	2.4	2.0	▲ 20.0%	2.0	▲ 20.0%	---	---	---
New Listings	251	182	▲ 37.9%	227	▲ 10.6%	1,740	1,831	▼ -5.0%
Pending Sales	168	149	▲ 12.8%	134	▲ 25.4%	1,119	1,260	▼ -11.2%
Days to Off Market	29	35	▼ -17.1%	35	▼ -17.1%	31	33	▼ -6.1%
Sold to Original Price Ratio	98.6%	98.6%	▬ 0.0%	98.7%	▼ -0.1%	98.7%	98.6%	▲ 0.1%
Price per Square Foot	\$338	\$306	▲ 10.5%	\$337	▲ 0.3%	\$327	\$305	▲ 7.2%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$1,050,000	\$880,000	▲ 19.3%	\$980,000	▲ 7.1%	\$985,000	\$870,000	▲ 13.2%
Units Sold	49	51	▼ -3.9%	39	▲ 25.6%	300	455	▼ -34.1%
Active Listings	181	116	▲ 56.0%	176	▲ 2.8%	---	---	---
Months Supply of Inventory	3.7	2.3	▲ 60.9%	4.5	▼ -17.8%	---	---	---
New Listings	90	54	▲ 66.7%	108	▼ -16.7%	675	739	▼ -8.7%
Pending Sales	63	52	▲ 21.2%	45	▲ 40.0%	326	478	▼ -31.8%
Days to Off Market	37	49	▼ -24.5%	40	▼ -7.5%	35	39	▼ -10.3%
Sold to Original Price Ratio	95.1%	96.3%	▼ -1.2%	99.9%	▼ -4.8%	96.9%	96.8%	▲ 0.1%
Price per Square Foot	\$345	\$284	▲ 21.5%	\$340	▲ 1.5%	\$346	\$306	▲ 13.1%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$805,000	\$2,398,000	▼ -66.4%	\$1,200,000	▼ -32.9%	\$1,262,100	\$1,100,000	▲ 14.7%
Units Sold	3	5	▼ -40.0%	6	▼ -50.0%	54	69	▼ -21.7%
Active Listings	32	20	▲ 60.0%	19	▲ 68.4%	---	---	---
Months Supply of Inventory	10.7	4.0	▲ 167.5%	3.2	▲ 234.4%	---	---	---
New Listings	16	12	▲ 33.3%	9	▲ 77.8%	102	123	▼ -17.1%
Pending Sales	2	7	▼ -71.4%	8	▼ -75.0%	58	69	▼ -15.9%
Days to Off Market	22	29	▼ -24.1%	46	▼ -52.2%	43	40	▲ 7.5%
Sold to Original Price Ratio	100.7%	86.4%	▲ 16.6%	90.3%	▲ 11.5%	94.9%	94.4%	▲ 0.5%
Price per Square Foot	\$201	\$495	▼ -59.4%	\$408	▼ -50.7%	\$372	\$375	▼ -0.8%

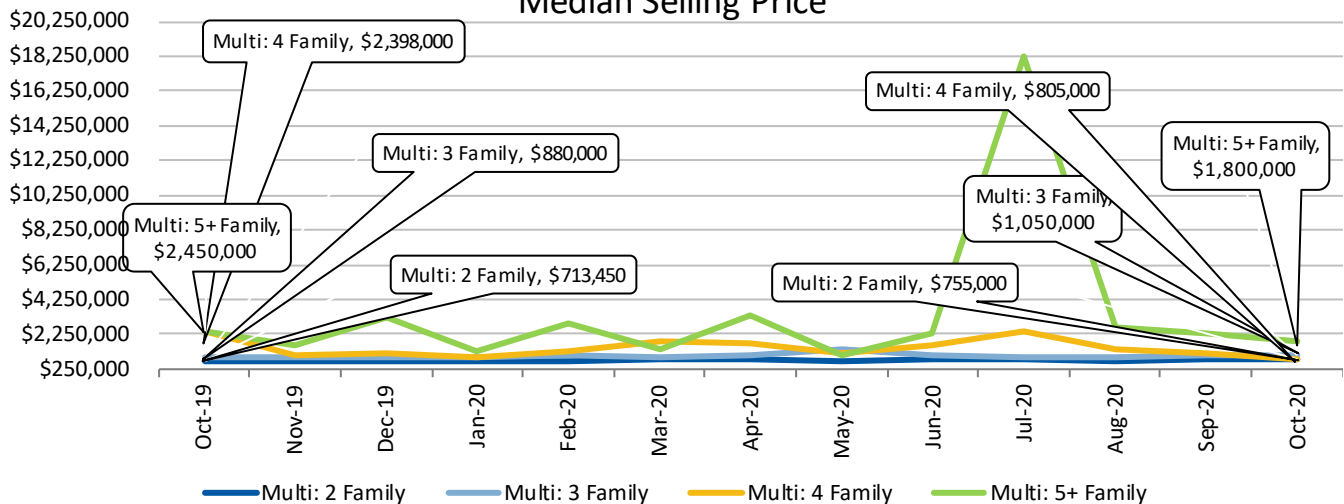
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

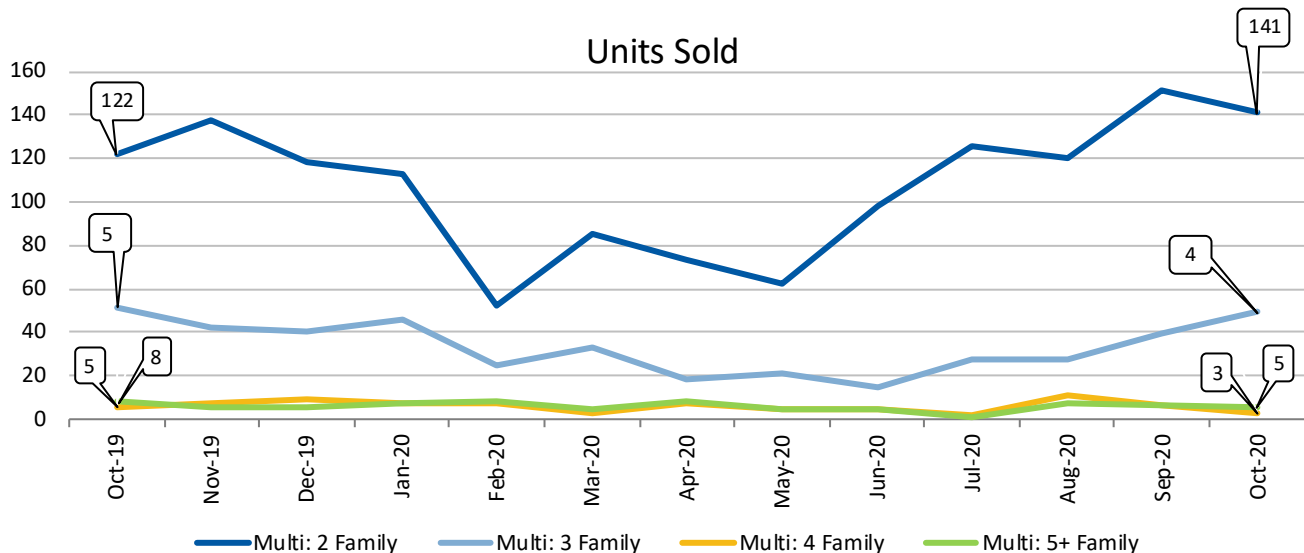
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2020	Oct 2019	Change	Sep 2020	Change	2020	2019	Change
Median Selling Price	\$1,800,000	\$2,450,000	▼ -26.5%	\$2,344,500	▼ -23.2%	\$2,200,000	\$2,350,000	▼ -6.4%
Units Sold	5	8	▼ -37.5%	6	▼ -16.7%	57	75	▼ -24.0%
Active Listings	50	37	▲ 35.1%	47	▲ 6.4%	---	---	---
Months Supply of Inventory	12.5	4.6	▲ 171.7%	7.8	▲ 60.3%	---	---	---
New Listings	17	11	▲ 54.5%	15	▲ 13.3%	135	148	▼ -8.8%
Pending Sales	5	5	▬ 0.0%	9	▼ -44.4%	59	78	▼ -24.4%
Days to Off Market	66	79	▼ -16.5%	19	▲ 247.4%	57	55	▲ 3.6%
Sold to Original Price Ratio	87.4%	82.6%	▲ 5.8%	96.2%	▼ -9.1%	93.1%	93.0%	▲ 0.1%
Price per Square Foot	\$442	\$376	▲ 17.6%	\$399	▲ 10.8%	\$424	\$478	▼ -11.3%

Median Selling Price

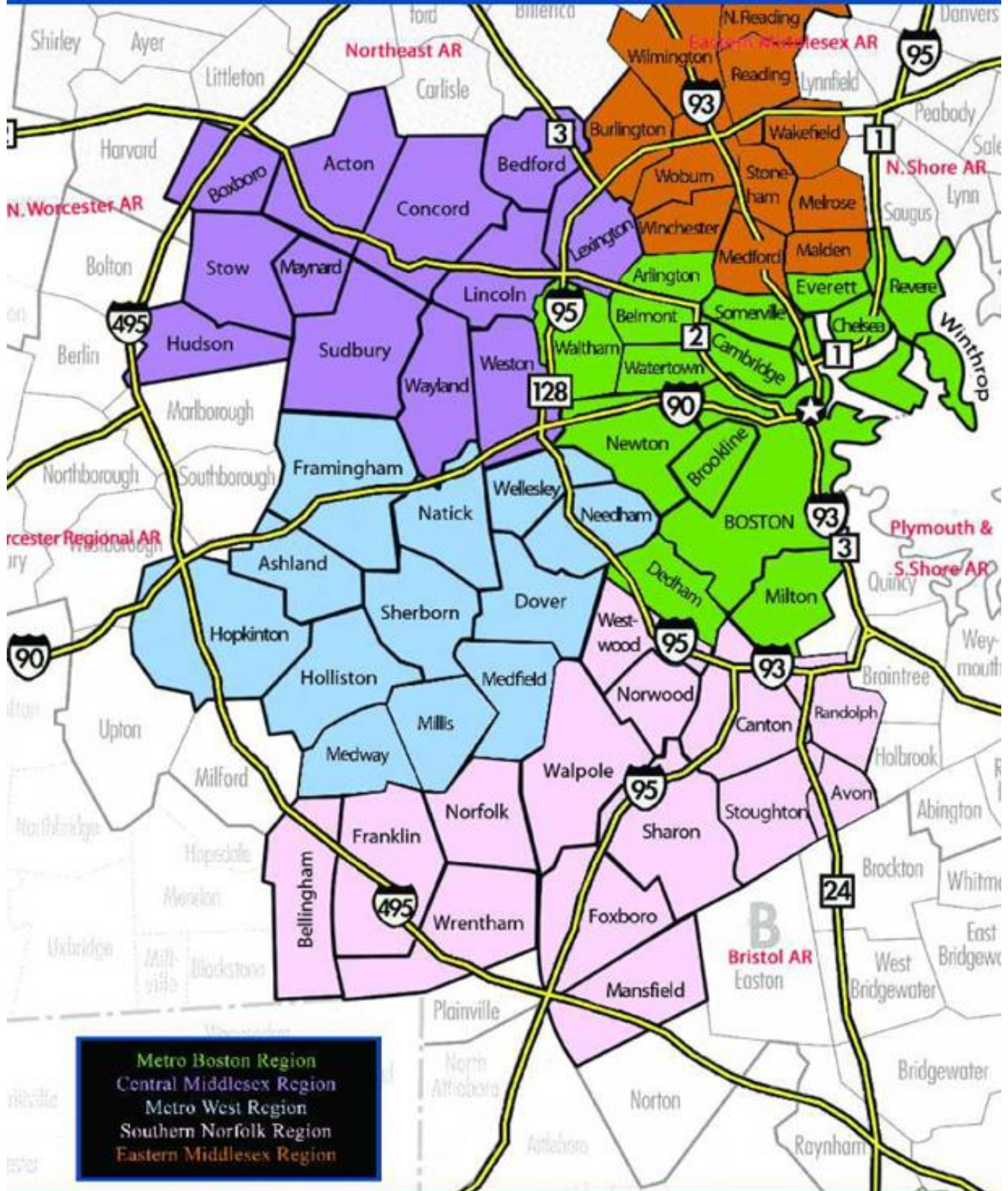


Units Sold



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.