Condo Dashboard
YEAR-OVER-YEAR
+ 20.4% Prices Median Sales Price
- 50.9% Sales Closed Sales
+ 5.9% Inventory Total Inventory
+ 27 days Marketing Time Days on Market

Single Family Dashboard
YEAR-OVER-YEAR
+ 35.1% Prices Median Sales Price
- 3.2% Sales Closed Sales
- 25.9% Inventory Total Inventory
+ 65 days Marketing Time Days on Market

- Condo price trend indicators jumped as the largest average sales size in two years skewed them higher
- Single-family listing inventory fell by the largest rate in seven years of tracking
- The number of sales for both property types declined year over year
The decline in sales represented what a spring housing market looks like when it is shut down to fight a global pandemic. There were 52 condo sales, down 50.9%, and 30 single family sales, down 3.2% from the year-ago quarter. The number of condo listings edged 5.9% higher to 288, year over year. Single family listings declined 25.9% to 109 as would-be sellers either pulled their listing or delayed placing them on the market during the market shutdown. Marketing time surged for properties that closed in the quarter as limited inventory help sell off older listings—the pace of varied substantially by property type. Months of supply measures the number of months to sell all inventory at the current rate of sales. The condo market pace slowed significantly to 16.6 months, from 7.7 months in the prior-year quarter. The single family market pace accelerated by 23.2%, falling 10.9 months from 14.2 over the same period. Despite the market slowdown in transactions as the market paused for the pandemic, price trends showed mostly double-digit year over year gains with assistance by the pronounced shift towards larger sized property sales. Year-over-year average square footage of a condo sale rose 9.6% to 910 square feet; the average square footage of a single family sale rose 16.7% to 5,104 square feet; the average square footage of a luxury sales surged 25.4% to 7,532 square feet. The luxury market has become the location of some of the highest-priced U.S. home sales over the past year.

Luxury

- Listing inventory showed a substantial drop as price trend indicators surged year over year
- A significant year over year rise in average sales size skewed price trend indicators upward
- There have been at least two sales at or above $20 million in three of the last four quarters
- The price threshold more than doubled from the year ago quarter

<table>
<thead>
<tr>
<th>Luxury Mix</th>
<th>Sales Share</th>
<th>Volume Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>$20M (%)</td>
<td>22.2%</td>
<td>33.6%</td>
</tr>
<tr>
<td>$10M – $20M (%)</td>
<td>77.8%</td>
<td>66.4%</td>
</tr>
<tr>
<td>Min. – $10M (%)</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

North End & South End

- All price trend indicators across both regions surged from prior-year levels
- Days on market continued to expand as older listing inventory was cleared from the market
- Both North and South End sales showed a significant year over year decline in sales