

MONTHLY MARKET INSIGHT REPORT

May 2020

Detached Single-Family Homes

The 889 homes sold in May 2020 was the seventeenth-highest sales volume for the month and a 32.8 percent decrease from the record-high 1,323 homes sold in May 2019. The median sales price also reached a record high for the month of May at \$670,000 which was a 5.5 percent increase from the May 2019 median sales prices of \$670,000.

Condominiums

With 605 condos sold, it was the eighteenth most active May on record in Greater Boston, falling 48.6 percent from the 1,178 units sold in May 2019. The median sales price of condos fell 2.7 percent from a record-high price for May in 2019 at \$595,000 to \$578,754 this year.

Multi-Family Homes

This month, there were 91 multi-family units sold in Greater Boston, which reflects a 55.6 percent decrease in sales volume from the 204 multi-family units sold in May 2019.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 6/10/2020

GREATER BOSTON MARKET SUMMARY

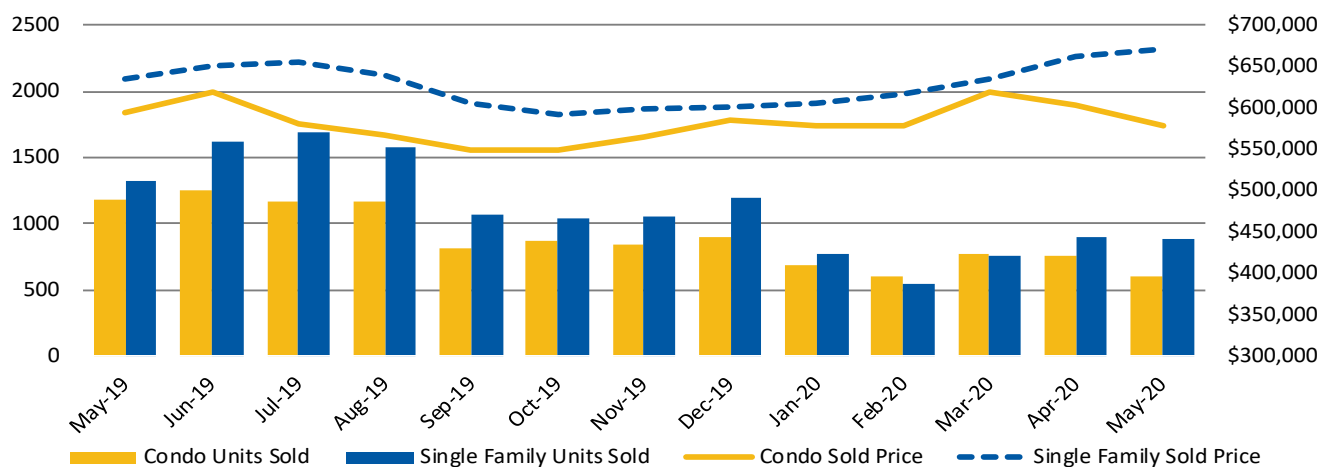
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change		2020	2019	Change
Median Selling Price	\$670,000	\$635,000	▲ 5.5%	\$662,500	▲ 1.1%		\$640,000	\$607,000	▲ 5.4%
Units Sold	889	1,323	▼ -32.8%	896	▼ -0.8%		3,866	4,374	▼ -11.6%
Active Listings	2,177	3,355	▼ -35.1%	1,777	▲ 22.5%		---	---	---
Months Supply of Inventory	2.4	2.5	▼ -4.0%	2.0	▲ 20.0%		---	---	---
New Listings	1,647	2,655	▼ -38.0%	941	▲ 75.0%		6,349	8,521	▼ -25.5%
Pending Sales	1,212	1,657	▼ -26.9%	727	▲ 66.7%		4,539	5,710	▼ -20.5%
Days to Off Market	39	34	▲ 14.7%	38	▲ 2.6%		43	43	■ 0.0%
Sold to Original Price Ratio	99.1%	100.1%	▼ -1.0%	99.8%	▼ -0.7%		98.3%	98.0%	▲ 0.3%
Price per Square Foot	\$337	\$345	▼ -2.3%	\$343	▼ -1.7%		\$336	\$332	▲ 1.2%

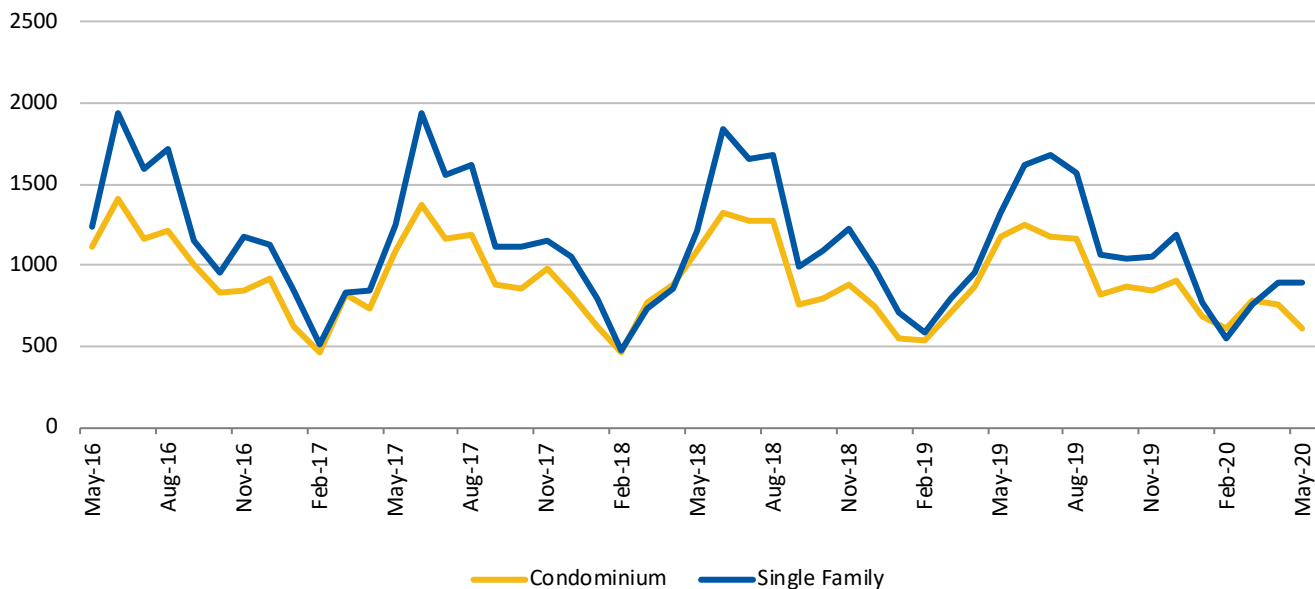
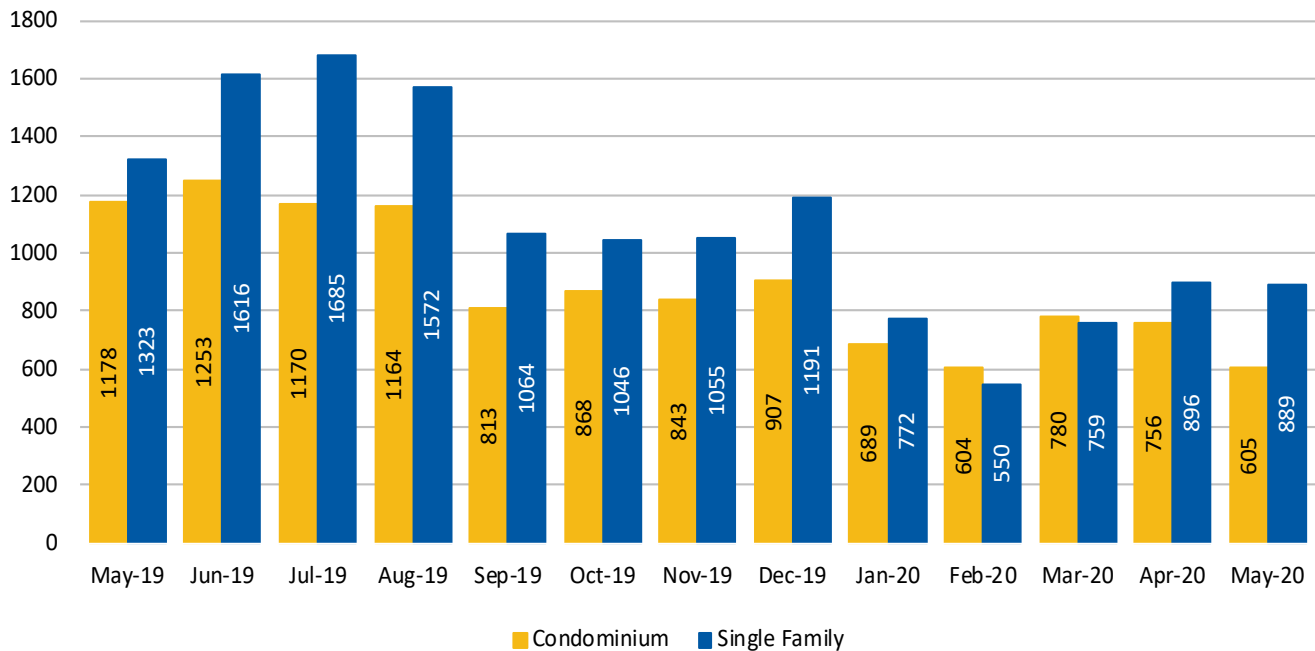
Condominiums

	Year over Year			Month over Month			Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change		2020	2019	Change
Median Selling Price	\$578,754	\$595,000	▼ -2.7%	\$603,958	▼ -4.2%		\$590,083	\$565,000	▲ 4.4%
Units Sold	605	1,178	▼ -48.6%	756	▼ -20.0%		3,435	3,849	▼ -10.8%
Active Listings	2,087	2,544	▼ -18.0%	1,700	▲ 22.8%		---	---	---
Months Supply of Inventory	3.4	2.2	▲ 54.5%	2.2	▲ 54.5%		---	---	---
New Listings	1,307	1,845	▼ -29.2%	800	▲ 63.4%		5,430	7,091	▼ -23.4%
Pending Sales	789	1,293	▼ -39.0%	508	▲ 55.3%		3,663	4,925	▼ -25.6%
Days to Off Market	39	37	▲ 5.4%	36	▲ 8.3%		48	43	▲ 11.6%
Sold to Original Price Ratio	99.0%	99.8%	▼ -0.8%	99.9%	▼ -0.9%		98.6%	98.9%	▼ -0.3%
Price per Square Foot	\$535	\$599	▼ -10.7%	\$591	▼ -9.5%		\$568	\$559	▲ 1.6%



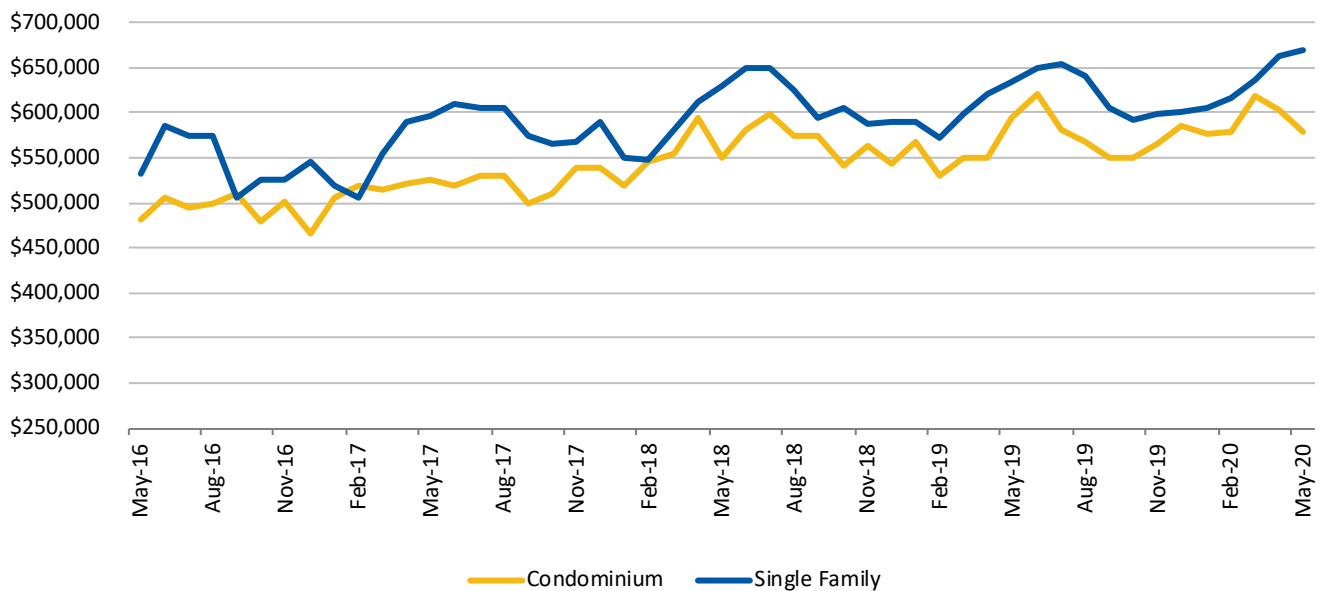
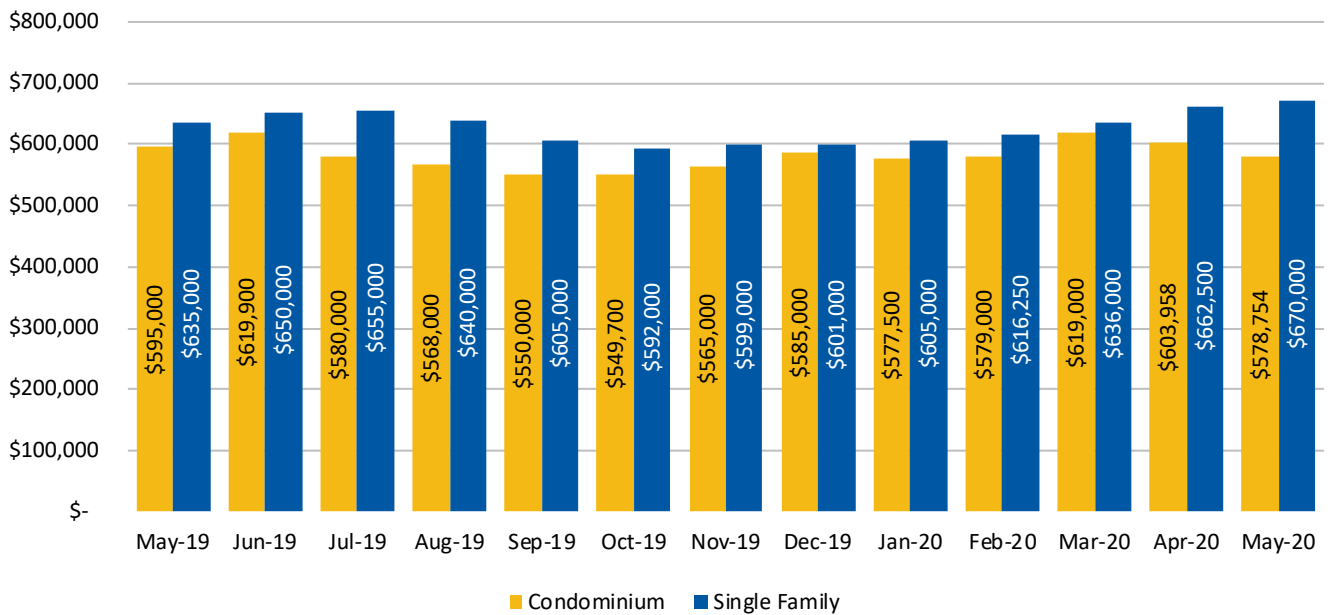
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	889	1,323	▼ -32.8%	896	▼ -0.8%	3,866	4,374	▼ -11.6%
CONDOMINIUMS	605	1,178	▼ -48.6%	756	▼ -20.0%	3,435	3,849	▼ -10.8%



MEDIAN SELLING PRICE

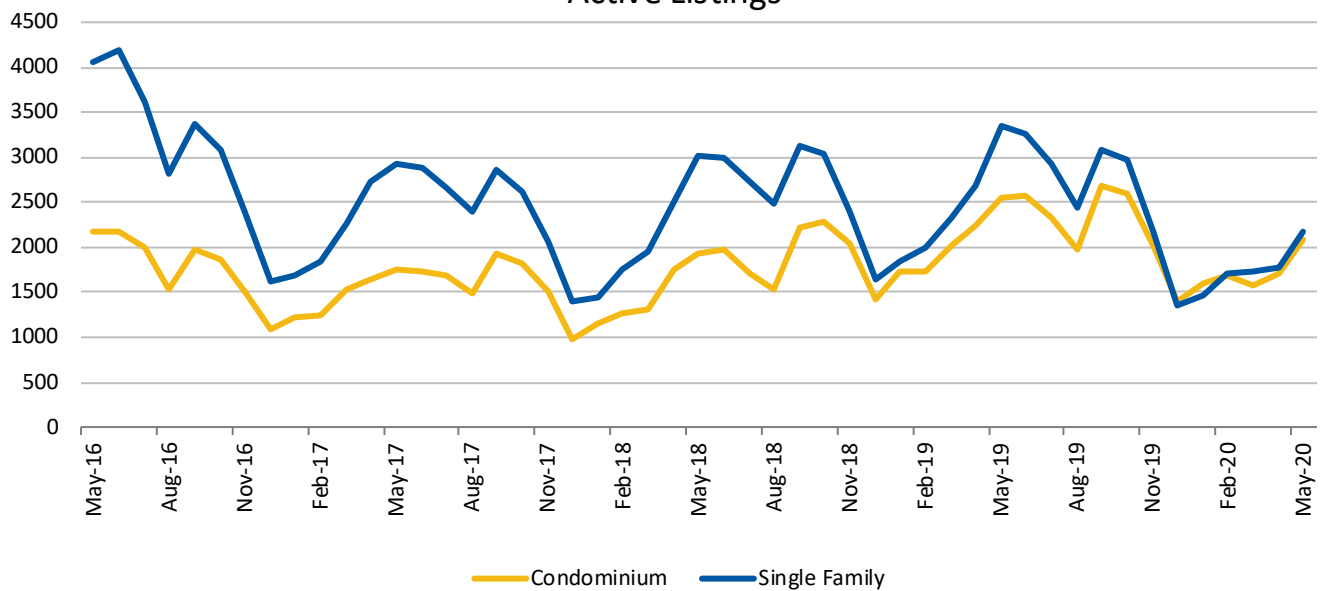
	Year over Year			Month over Month			Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change		2020	2019	Change
SINGLE FAMILY HOMES	\$670,000	\$635,000	▲ 5.5%	\$662,500	▲ 1.1%		\$640,000	\$607,000	▲ 5.4%
CONDOMINIUMS	\$578,754	\$595,000	▼ -2.7%	\$603,958	▼ -4.2%		\$590,083	\$565,000	▲ 4.4%



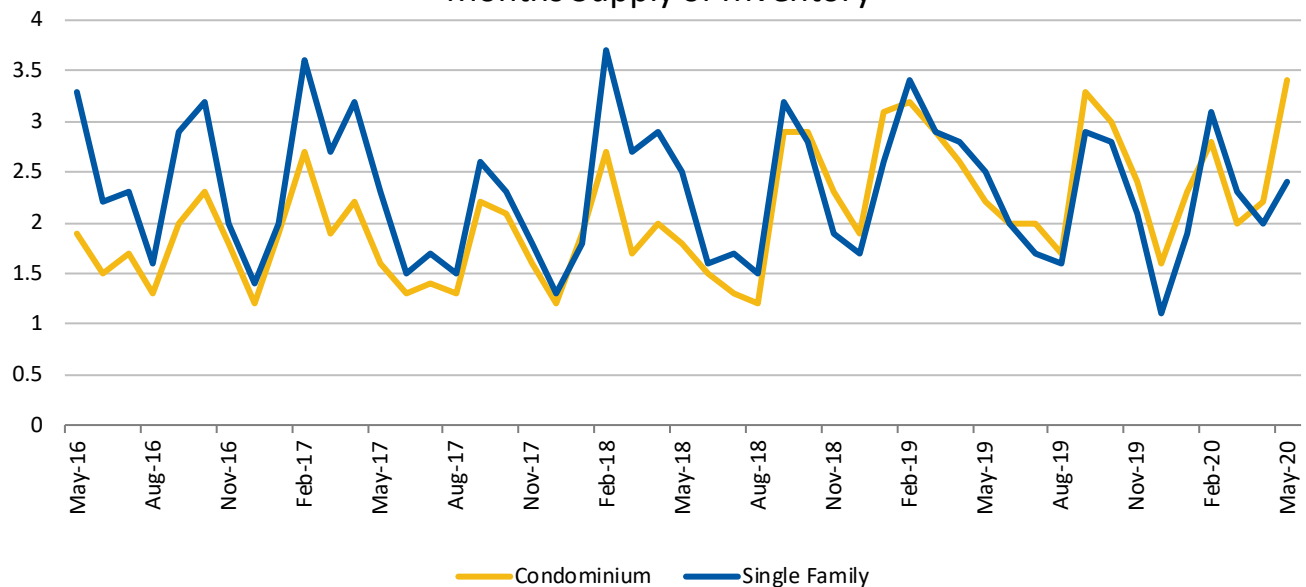
ACTIVE LISTINGS

		Year over Year			Month over Month		
		May 2020	May 2019	Change	Apr 2020	Change	
SINGLE FAMILY HOMES	Active Listings	2,177	3,355	▼ -35.1%	1,777	▲ 22.5%	
	Months Supply of Inventory	2.4	2.5	▼ -4.0%	2.0	▲ 20.0%	
CONDOMINIUMS	Active Listings	2,087	2,544	▼ -18.0%	1,700	▲ 22.8%	
	Months Supply of Inventory	3.4	2.2	▲ 54.5%	2.2	▲ 54.5%	

Active Listings

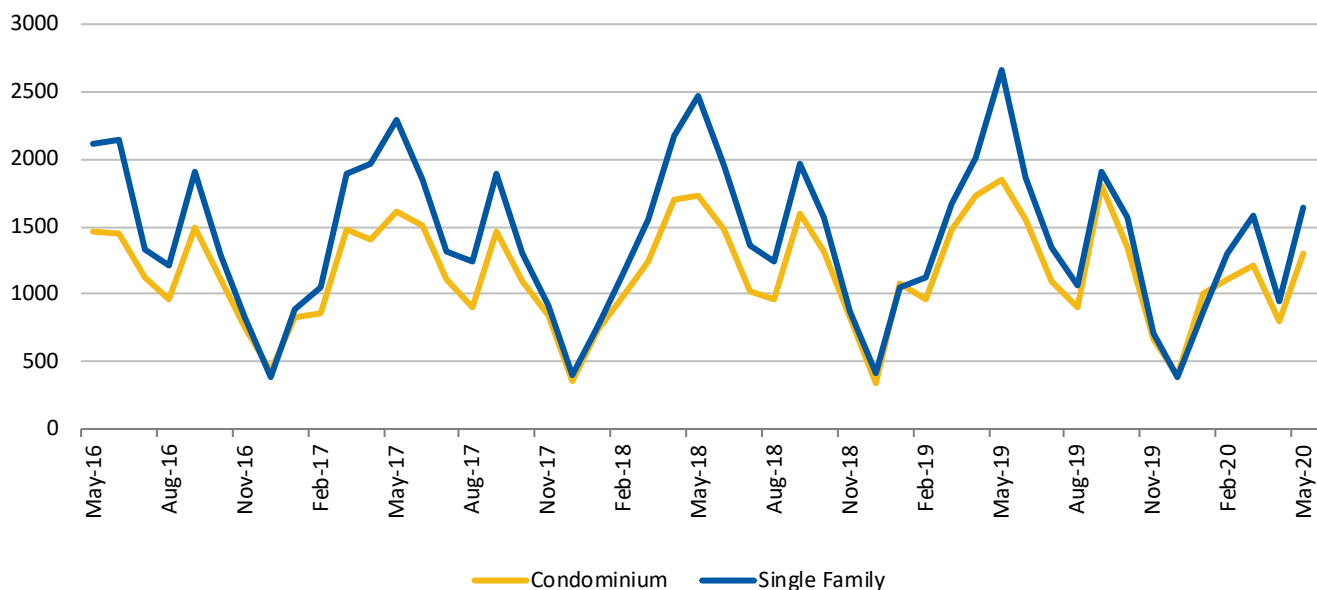
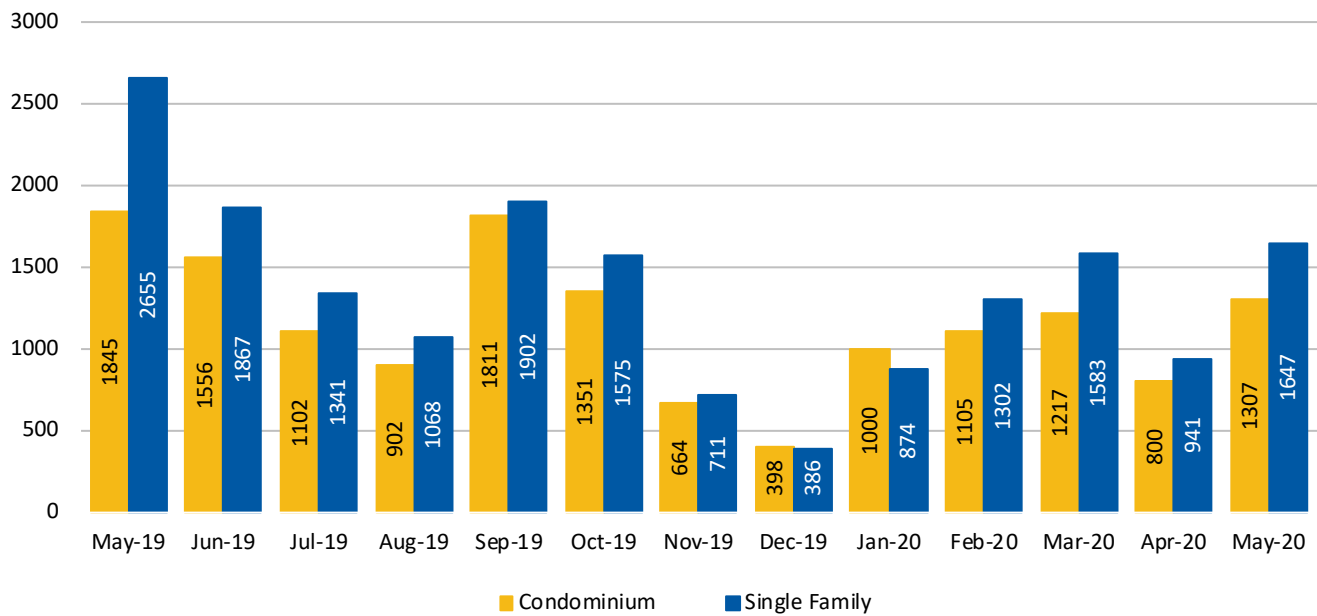


Months Supply of Inventory



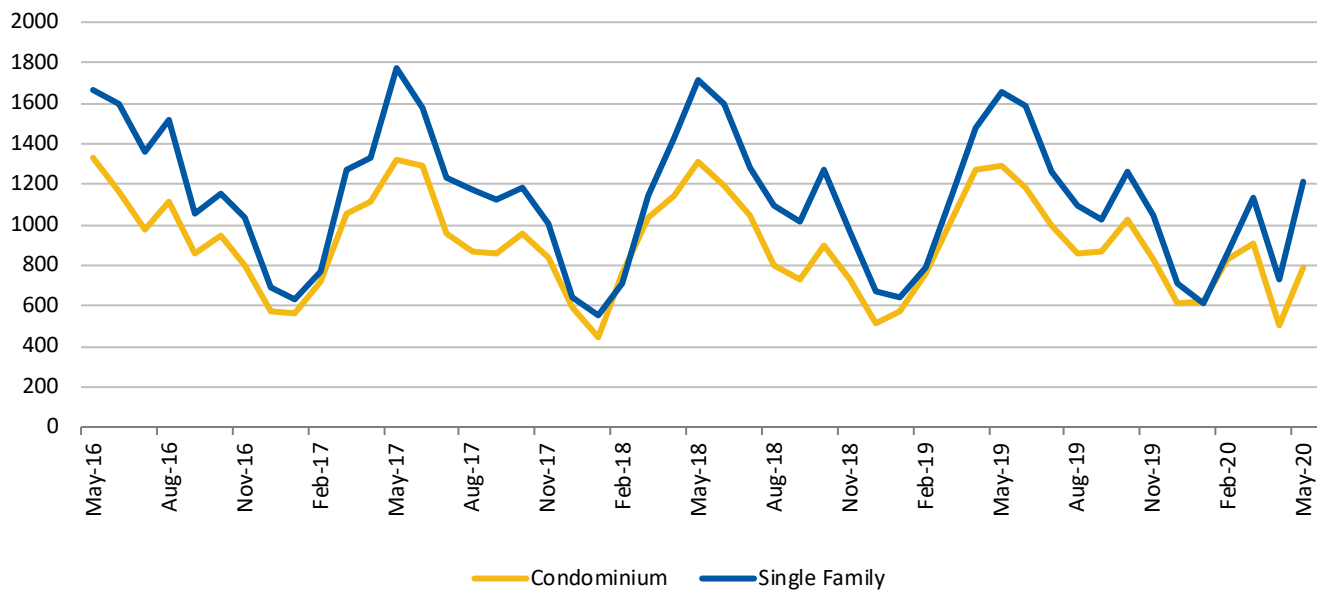
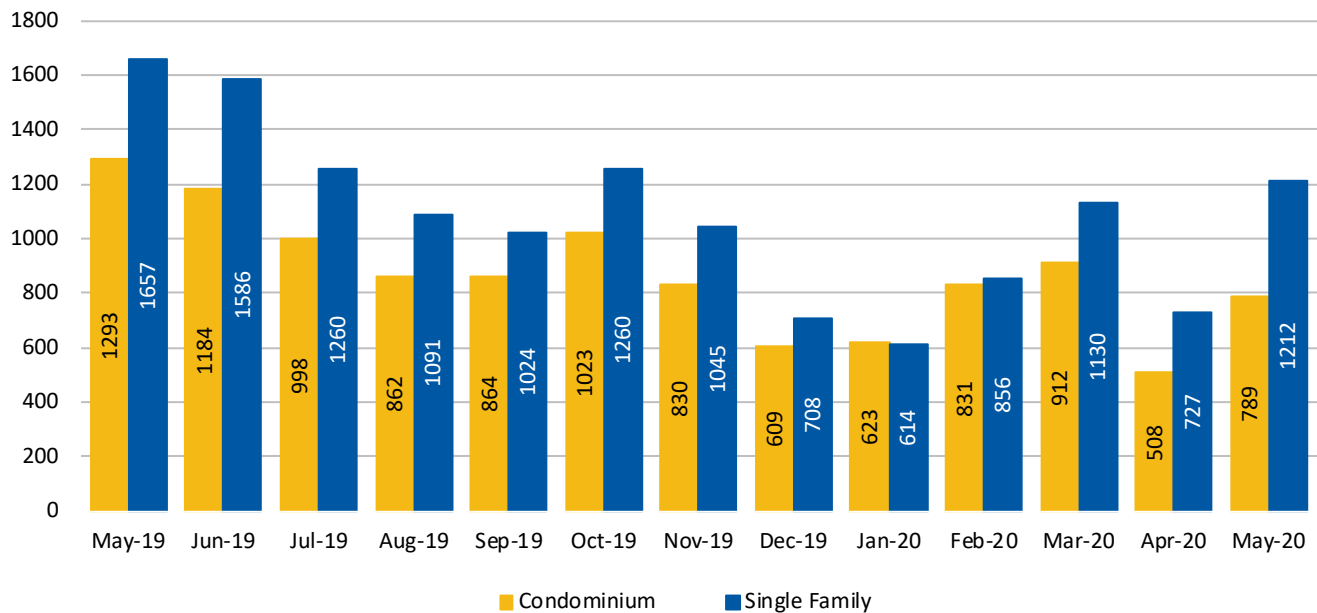
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,647	2,655	▼ -38.0%	941	▲ 75.0%	6,349	8,521	▼ -25.5%
CONDOMINIUMS	1,307	1,845	▼ -29.2%	800	▲ 63.4%	5,430	7,091	▼ -23.4%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,212	1,657	▼ -26.9%	727	▲ 66.7%	4,539	5,710	▼ -20.5%
CONDOMINIUMS	789	1,293	▼ -39.0%	508	▲ 55.3%	3,663	4,925	▼ -25.6%



CENTRAL MIDDLESEX REGION

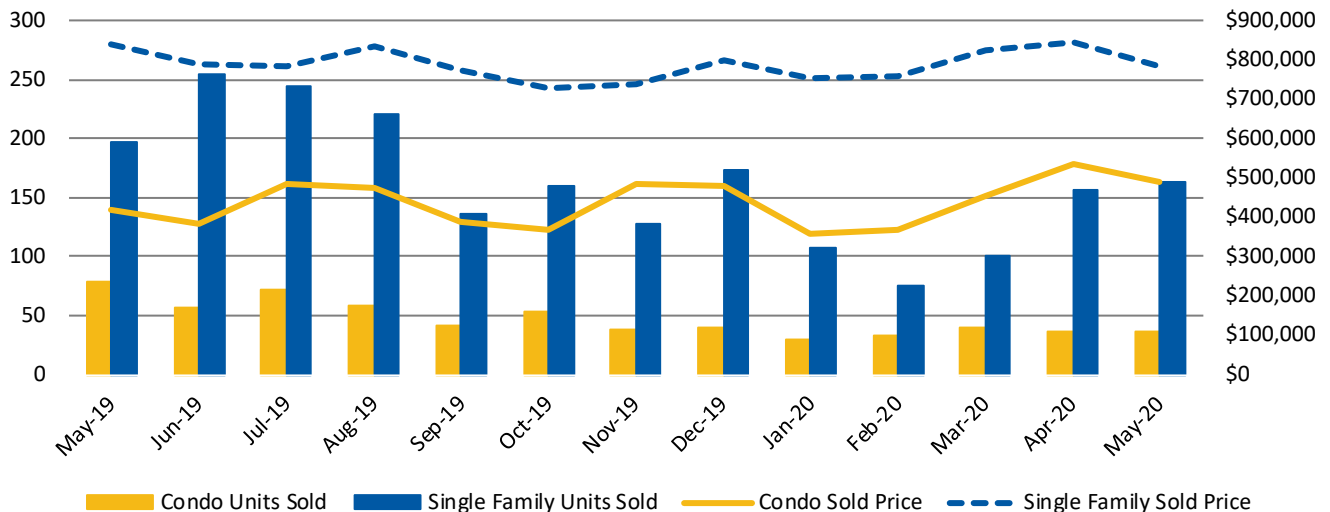
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change		2020	2019	Change
Median Selling Price	\$785,000	\$840,000	▼ -6.5%	\$843,750	▼ -7.0%		\$810,500	\$775,000	▲ 4.6%
Units Sold	164	197	▼ -16.8%	156	▲ 5.1%		604	585	▲ 3.2%
Active Listings	435	702	▼ -38.0%	335	▲ 29.9%		---	---	---
Months Supply of Inventory	2.7	3.6	▼ -25.0%	2.1	▲ 28.6%		---	---	---
New Listings	300	424	▼ -29.2%	141	▲ 112.8%		1,078	1,414	▼ -23.8%
Pending Sales	211	248	▼ -14.9%	135	▲ 56.3%		760	843	▼ -9.8%
Days to Off Market	44	40	▲ 10.0%	41	▲ 7.3%		51	50	▲ 2.0%
Sold to Original Price Ratio	98.3%	99.5%	▼ -1.2%	98.6%	▼ -0.3%		97.2%	97.4%	▼ -0.2%
Price per Square Foot	\$314	\$325	▼ -3.4%	\$324	▼ -3.1%		\$317	\$314	▲ 1.0%

Condominiums

	Year over Year			Month over Month			Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change		2020	2019	Change
Median Selling Price	\$490,000	\$420,575	▲ 16.5%	\$536,500	▼ -8.7%		\$474,500	\$400,000	▲ 18.6%
Units Sold	37	78	▼ -52.6%	37	■ 0.0%		176	223	▼ -21.1%
Active Listings	93	146	▼ -36.3%	75	▲ 24.0%		---	---	---
Months Supply of Inventory	2.5	1.9	▲ 31.6%	2.0	▲ 25.0%		---	---	---
New Listings	61	98	▼ -37.8%	38	▲ 60.5%		264	356	▼ -25.8%
Pending Sales	41	58	▼ -29.3%	26	▲ 57.7%		205	255	▼ -19.6%
Days to Off Market	39	28	▲ 39.3%	28	▲ 39.3%		60	48	▲ 25.0%
Sold to Original Price Ratio	98.0%	99.7%	▼ -1.7%	99.4%	▼ -1.4%		98.7%	99.1%	▼ -0.4%
Price per Square Foot	\$287	\$291	▼ -1.4%	\$325	▼ -11.7%		\$284	\$271	▲ 4.8%



EASTERN MIDDLESEX REGION

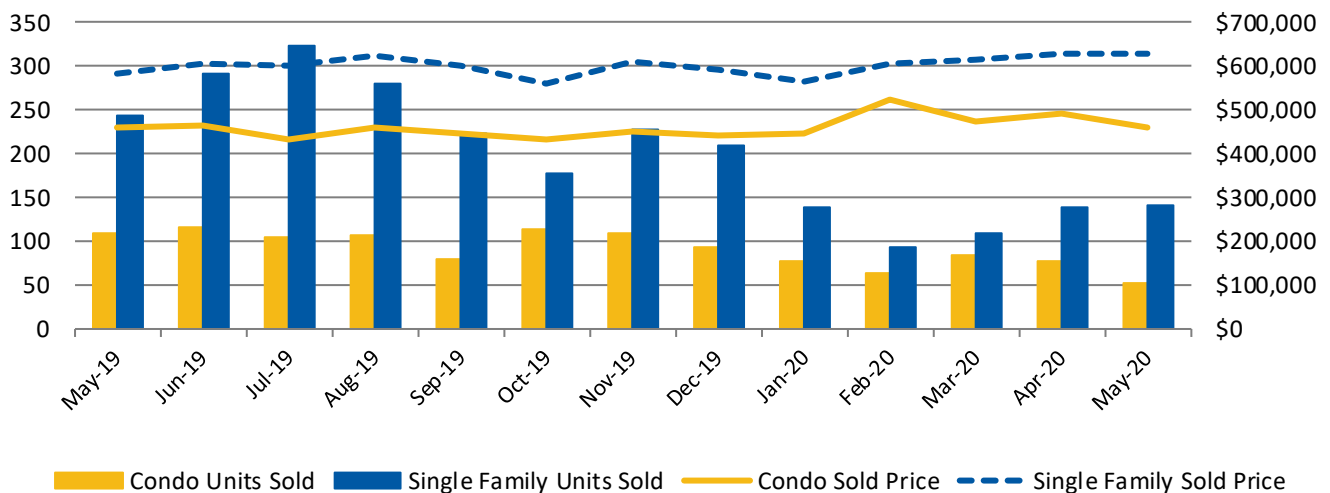
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
Median Selling Price	\$630,000	\$585,000	▲ 7.7%	\$630,000	■ 0.0%	\$615,000	\$585,000	▲ 5.1%
Units Sold	141	243	▼ -42.0%	139	▲ 1.4%	619	822	▼ -24.7%
Active Listings	245	436	▼ -43.8%	197	▲ 24.4%	---	---	---
Months Supply of Inventory	1.7	1.8	▼ -5.6%	1.4	▲ 21.4%	---	---	---
New Listings	250	450	▼ -44.4%	138	▲ 81.2%	928	1,383	▼ -32.9%
Pending Sales	198	309	▼ -35.9%	130	▲ 52.3%	715	1,023	▼ -30.1%
Days to Off Market	32	27	▲ 18.5%	29	▲ 10.3%	35	36	▼ -2.8%
Sold to Original Price Ratio	100.3%	101.3%	▼ -1.0%	101.8%	▼ -1.5%	99.5%	99.2%	▲ 0.3%
Price per Square Foot	\$337	\$336	▲ 0.3%	\$353	▼ -4.5%	\$336	\$325	▲ 3.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
Median Selling Price	\$459,748	\$457,500	▲ 0.5%	\$490,000	▼ -6.2%	\$474,900	\$429,950	▲ 10.5%
Units Sold	52	109	▼ -52.3%	77	▼ -32.5%	355	340	▲ 4.4%
Active Listings	164	177	▼ -7.3%	117	▲ 40.2%	---	---	---
Months Supply of Inventory	3.2	1.6	▲ 100.0%	1.5	▲ 113.3%	---	---	---
New Listings	108	146	▼ -26.0%	62	▲ 74.2%	488	595	▼ -18.0%
Pending Sales	63	124	▼ -49.2%	50	▲ 26.0%	367	452	▼ -18.8%
Days to Off Market	36	36	■ 0.0%	31	▲ 16.1%	44	37	▲ 18.9%
Sold to Original Price Ratio	99.4%	100.1%	▼ -0.7%	99.6%	▼ -0.2%	98.9%	99.3%	▼ -0.4%
Price per Square Foot	\$354	\$379	▼ -6.6%	\$389	▼ -9.0%	\$375	\$371	▲ 1.1%



METRO BOSTON REGION

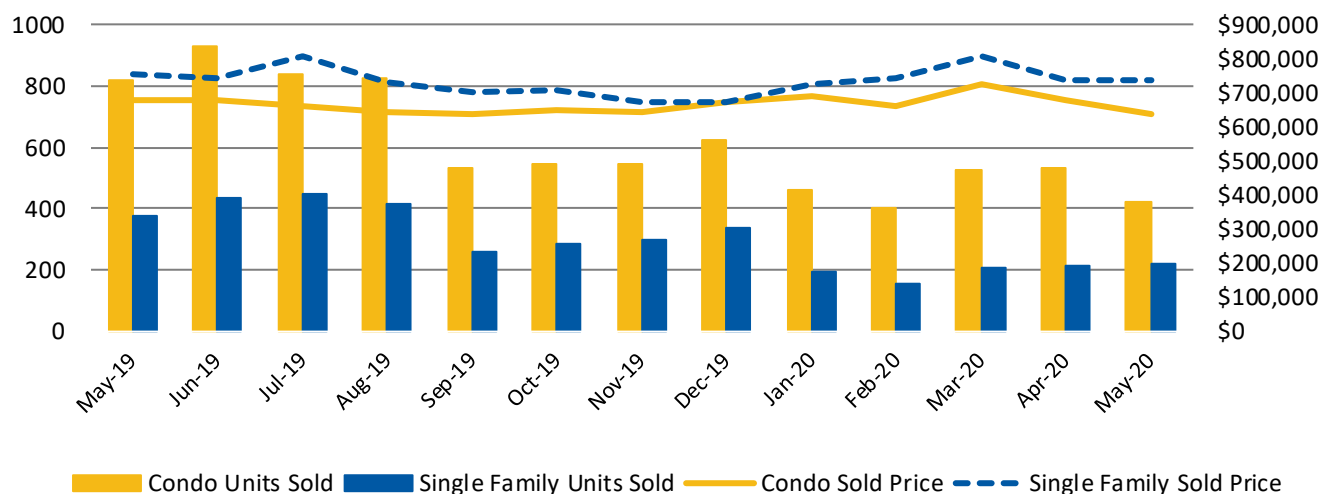
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change		2020	2019	Change
Median Selling Price	\$740,289	\$757,500	▼ -2.3%	\$736,000	▲ 0.6%		\$750,000	\$710,000	▲ 5.6%
Units Sold	219	376	▼ -41.8%	213	▲ 2.8%		988	1,211	▼ -18.4%
Active Listings	596	792	▼ -24.7%	440	▲ 35.5%		---	---	---
Months Supply of Inventory	2.7	2.1	▲ 28.6%	2.1	▲ 28.6%		---	---	---
New Listings	457	691	▼ -33.9%	244	▲ 87.3%		1,719	2,292	▼ -25.0%
Pending Sales	295	458	▼ -35.6%	161	▲ 83.2%		1,121	1,561	▼ -28.2%
Days to Off Market	37	29	▲ 27.6%	32	▲ 15.6%		38	38	■ 0.0%
Sold to Original Price Ratio	99.0%	101.1%	▼ -2.1%	100.5%	▼ -1.5%		98.6%	98.8%	▼ -0.2%
Price per Square Foot	\$439	\$442	▼ -0.7%	\$437	▲ 0.5%		\$433	\$425	▲ 1.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
Median Selling Price	\$640,000	\$679,000	▼ -5.7%	\$676,500	▼ -5.4%	\$680,000	\$640,000	▲ 6.3%
Units Sold	423	821	▼ -48.5%	536	▼ -21.1%	2,353	2,707	▼ -13.1%
Active Listings	1,523	1,846	▼ -17.5%	1,225	▲ 24.3%	---	---	---
Months Supply of Inventory	3.6	2.2	▲ 63.6%	2.3	▲ 56.5%	---	---	---
New Listings	990	1,362	▼ -27.3%	582	▲ 70.1%	3,930	5,107	▼ -23.0%
Pending Sales	589	931	▼ -36.7%	352	▲ 67.3%	2,530	3,451	▼ -26.7%
Days to Off Market	39	35	▲ 11.4%	38	▲ 2.6%	45	42	▲ 7.1%
Sold to Original Price Ratio	98.8%	99.8%	▼ -1.0%	99.9%	▼ -1.1%	98.3%	98.8%	▼ -0.5%
Price per Square Foot	\$636	\$726	▼ -12.4%	\$701	▼ -9.3%	\$686	\$672	▲ 2.1%



METRO WEST REGION

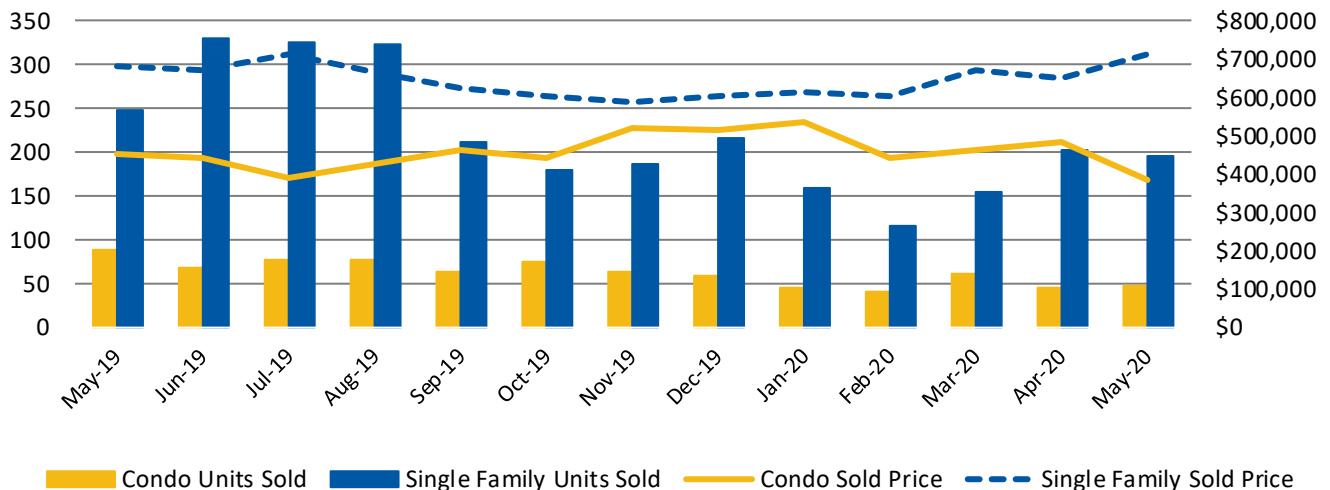
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
Median Selling Price	\$715,000	\$680,000	▲ 5.1%	\$650,000	▲ 10.0%	\$657,500	\$640,000	▲ 2.7%
Units Sold	195	247	▼ -21.1%	202	▼ -3.5%	827	842	▼ -1.8%
Active Listings	499	759	▼ -34.3%	434	▲ 15.0%	---	---	---
Months Supply of Inventory	2.6	3.1	▼ -16.1%	2.1	▲ 23.8%	---	---	---
New Listings	336	566	▼ -40.6%	197	▲ 70.6%	1,368	1,765	▼ -22.5%
Pending Sales	254	333	▼ -23.7%	152	▲ 67.1%	978	1,133	▼ -13.7%
Days to Off Market	48	42	▲ 14.3%	48	▬ 0.0%	47	46	▲ 2.2%
Sold to Original Price Ratio	99.5%	99.3%	▲ 0.2%	99.0%	▲ 0.5%	98.0%	97.3%	▲ 0.7%
Price per Square Foot	\$314	\$320	▼ -1.9%	\$321	▼ -2.2%	\$313	\$310	▲ 1.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
Median Selling Price	\$385,000	\$450,000	▼ -14.4%	\$481,250	▼ -20.0%	\$449,900	\$405,000	▲ 11.1%
Units Sold	47	89	▼ -47.2%	46	▲ 2.2%	239	273	▼ -12.5%
Active Listings	149	165	▼ -9.7%	134	▲ 11.2%	---	---	---
Months Supply of Inventory	3.2	1.9	▲ 68.4%	2.9	▲ 10.3%	---	---	---
New Listings	76	112	▼ -32.1%	49	▲ 55.1%	357	449	▼ -20.5%
Pending Sales	48	82	▼ -41.5%	31	▲ 54.8%	270	346	▼ -22.0%
Days to Off Market	46	52	▼ -11.5%	31	▲ 48.4%	56	52	▲ 7.7%
Sold to Original Price Ratio	100.4%	99.7%	▲ 0.7%	99.9%	▲ 0.5%	99.3%	98.4%	▲ 0.9%
Price per Square Foot	\$289	\$293	▼ -1.4%	\$276	▲ 4.7%	\$285	\$279	▲ 2.2%



SOUTHERN NORFOLK REGION

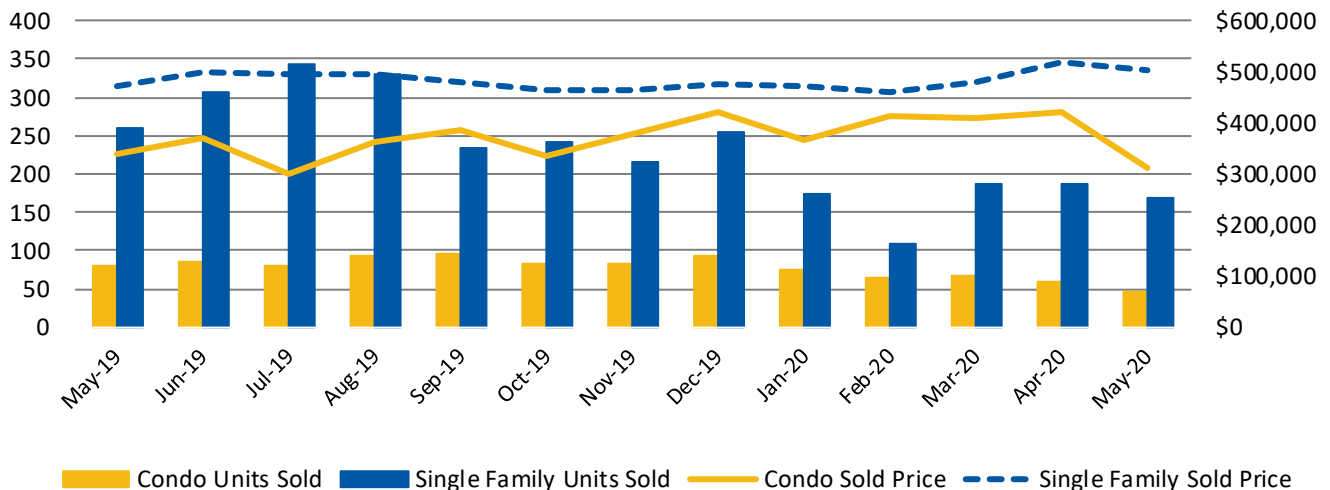
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
Median Selling Price	\$505,000	\$472,250	▲ 6.9%	\$517,500	▼ -2.4%	\$489,500	\$463,063	▲ 5.7%
Units Sold	170	260	▼ -34.6%	186	▼ -8.6%	828	914	▼ -9.4%
Active Listings	402	666	▼ -39.6%	371	▲ 8.4%	---	---	---
Months Supply of Inventory	2.4	2.6	▼ -7.7%	2.0	▲ 20.0%	---	---	---
New Listings	304	524	▼ -42.0%	221	▲ 37.6%	1,256	1,667	▼ -24.7%
Pending Sales	254	309	▼ -17.8%	149	▲ 70.5%	965	1,150	▼ -16.1%
Days to Off Market	35	39	▼ -10.3%	38	▼ -7.9%	43	47	▼ -8.5%
Sold to Original Price Ratio	98.6%	98.5%	▲ 0.1%	99.2%	▼ -0.6%	97.9%	97.0%	▲ 0.9%
Price per Square Foot	\$257	\$249	▲ 3.2%	\$267	▼ -3.7%	\$258	\$248	▲ 4.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
Median Selling Price	\$312,500	\$340,000	▼ -8.1%	\$421,250	▼ -25.8%	\$394,950	\$339,900	▲ 16.2%
Units Sold	46	81	▼ -43.2%	60	▼ -23.3%	312	306	▲ 2.0%
Active Listings	158	210	▼ -24.8%	149	▲ 6.0%	---	---	---
Months Supply of Inventory	3.4	2.6	▲ 30.8%	2.5	▲ 36.0%	---	---	---
New Listings	72	127	▼ -43.3%	69	▲ 4.3%	391	584	▼ -33.0%
Pending Sales	48	98	▼ -51.0%	49	▼ -2.0%	291	421	▼ -30.9%
Days to Off Market	42	47	▼ -10.6%	39	▲ 7.7%	61	45	▲ 35.6%
Sold to Original Price Ratio	100.2%	99.5%	▲ 0.7%	101.1%	▼ -0.9%	100.5%	99.2%	▲ 1.3%
Price per Square Foot	\$257	\$239	▲ 7.5%	\$271	▼ -5.2%	\$278	\$235	▲ 18.3%



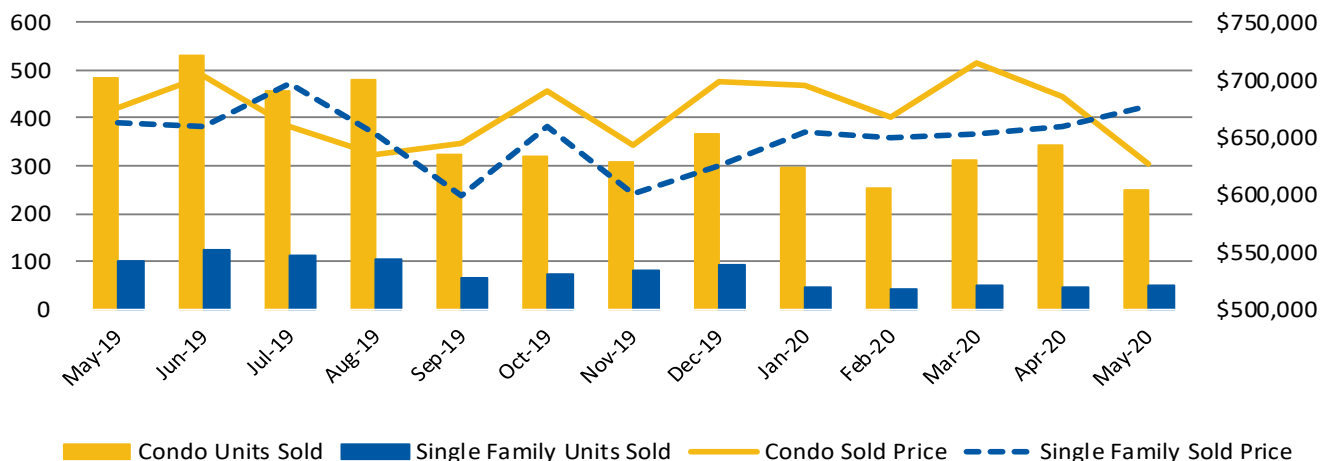
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change		2020	2019	Change
Median Selling Price	\$677,500	\$662,500	▲ 2.3%	\$660,000	▲ 2.7%		\$655,000	\$638,000	▲ 2.7%
Units Sold	51	100	▼ -49.0%	46	▲ 10.9%		234	319	▼ -26.6%
Active Listings	156	212	▼ -26.4%	110	▲ 41.8%		---	---	---
Months Supply of Inventory	3.1	2.1	▲ 47.6%	2.4	▲ 29.2%		---	---	---
New Listings	129	196	▼ -34.2%	64	▲ 101.6%		434	610	▼ -28.9%
Pending Sales	86	121	▼ -28.9%	44	▲ 95.5%		287	405	▼ -29.1%
Days to Off Market	34	29	▲ 17.2%	18	▲ 88.9%		37	39	▼ -5.1%
Sold to Original Price Ratio	99.4%	101.8%	▼ -2.4%	100.3%	▼ -0.9%		98.7%	99.3%	▼ -0.6%
Price per Square Foot	\$471	\$476	▼ -1.1%	\$445	▲ 5.8%		\$452	\$434	▲ 4.1%

Condominiums

	Year over Year			Month over Month			Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change		2020	2019	Change
Median Selling Price	\$627,500	\$675,000	▼ -7.0%	\$686,000	▼ -8.5%		\$680,000	\$630,000	▲ 7.9%
Units Sold	248	485	▼ -48.9%	343	▼ -27.7%		1,452	1,587	▼ -8.5%
Active Listings	1,025	1,195	▼ -14.2%	838	▲ 22.3%		---	---	---
Months Supply of Inventory	4.1	2.5	▲ 64.0%	2.4	▲ 70.8%		---	---	---
New Listings	650	823	▼ -21.0%	348	▲ 86.8%		2,473	3,067	▼ -19.4%
Pending Sales	369	544	▼ -32.2%	207	▲ 78.3%		1,542	2,016	▼ -23.5%
Days to Off Market	41	40	▲ 2.5%	45	▼ -8.9%		49	47	▲ 4.3%
Sold to Original Price Ratio	98.4%	98.7%	▼ -0.3%	99.3%	▼ -0.9%		97.8%	98.0%	▼ -0.2%
Price per Square Foot	\$699	\$825	▼ -15.3%	\$772	▼ -9.5%		\$767	\$747	▲ 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		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
Median Selling Price	\$735,000	\$742,500	▼ -1.0%	\$775,000	▼ -5.2%	\$730,000	\$700,000	▲ 4.3%
Units Sold	62	134	▼ -53.7%	73	▼ -15.1%	385	508	▼ -24.2%
Active Listings	200	267	▼ -25.1%	148	▲ 35.1%	---	---	---
Months Supply of Inventory	3.2	2.0	▲ 60.0%	2.0	▲ 60.0%	---	---	---
New Listings	153	237	▼ -35.4%	78	▲ 96.2%	609	888	▼ -31.4%
Pending Sales	87	157	▼ -44.6%	58	▲ 50.0%	382	585	▼ -34.7%
Days to Off Market	35	31	▲ 12.9%	47	▼ -25.5%	39	38	▲ 2.6%
Sold to Original Price Ratio	97.2%	98.8%	▼ -1.6%	101.3%	▼ -4.0%	98.6%	97.7%	▲ 0.9%
Price per Square Foot	\$323	\$305	▲ 5.9%	\$330	▼ -2.1%	\$318	\$299	▲ 6.4%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
Median Selling Price	\$1,350,000	\$862,500	▲ 56.5%	#####	▲ 31.1%	\$970,000	\$830,000	▲ 16.9%
Units Sold	21	52	▼ -59.6%	18	▲ 16.7%	143	195	▼ -26.7%
Active Listings	60	132	▼ -54.5%	51	▲ 17.6%	---	---	---
Months Supply of Inventory	2.9	2.5	▲ 16.0%	2.8	▲ 3.6%	---	---	---
New Listings	38	86	▼ -55.8%	28	▲ 35.7%	212	387	▼ -45.2%
Pending Sales	17	55	▼ -69.1%	19	▼ -10.5%	107	222	▼ -51.8%
Days to Off Market	42	39	▲ 7.7%	38	▲ 10.5%	40	46	▼ -13.0%
Sold to Original Price Ratio	97.0%	96.2%	▲ 0.8%	94.2%	▲ 3.0%	95.9%	96.0%	▼ -0.1%
Price per Square Foot	\$388	\$299	▲ 29.8%	\$512	▼ -24.2%	\$367	\$290	▲ 26.6%

4 Family Homes

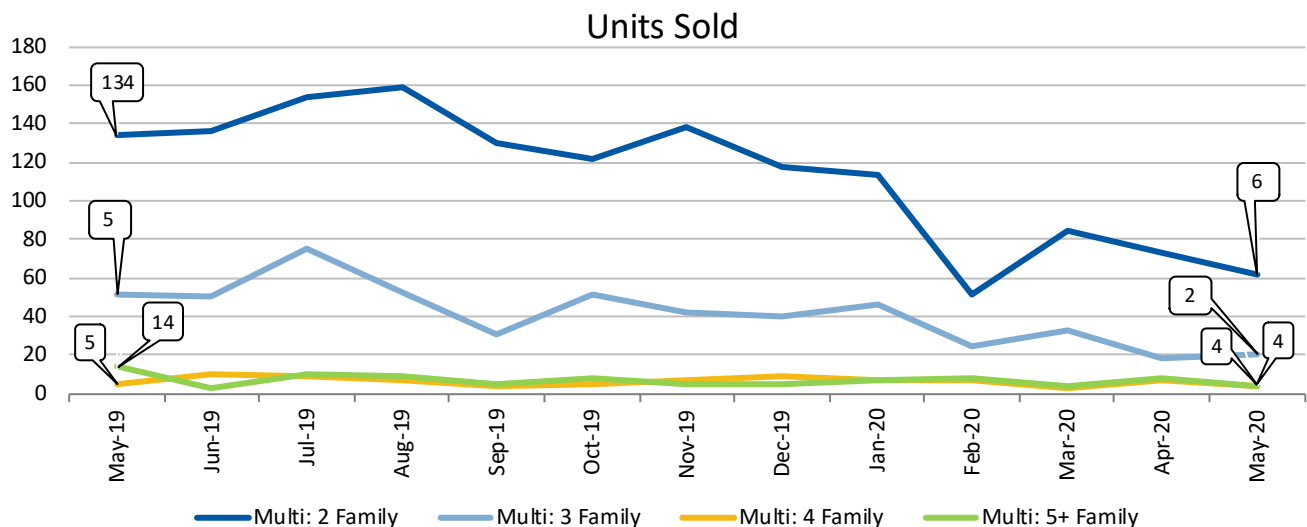
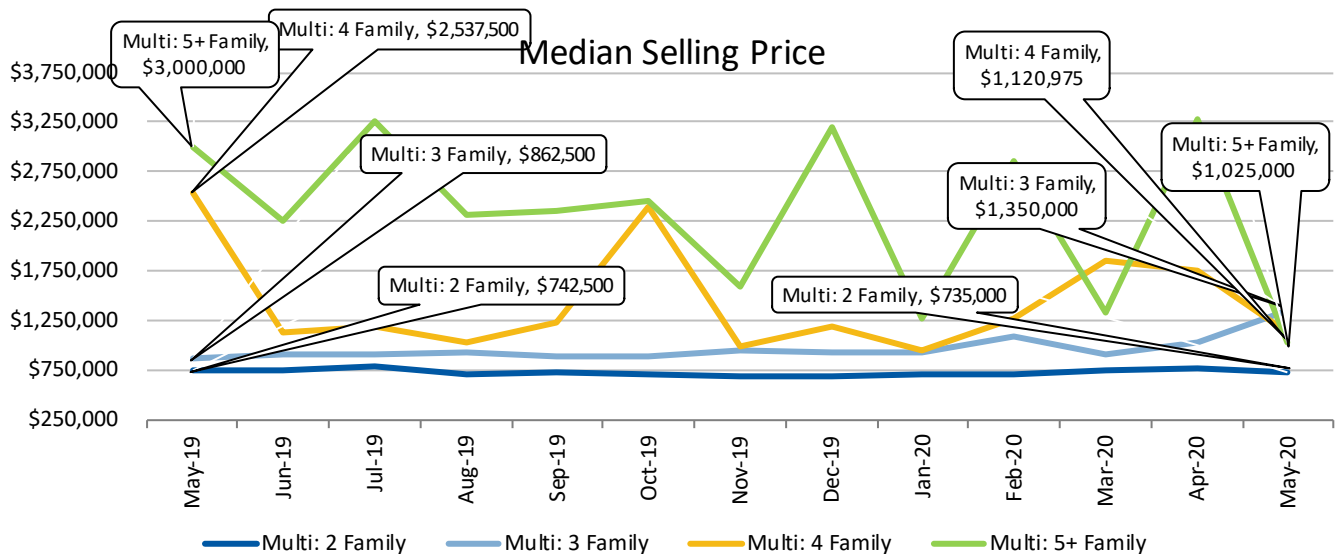
	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
Median Selling Price	\$1,120,975	\$2,537,500	▼ -55.8%	\$1,750,000	▼ -35.9%	\$1,320,000	\$1,100,000	▲ 20.0%
Units Sold	4	5	▼ -20.0%	7	▼ -42.9%	25	37	▼ -32.4%
Active Listings	16	21	▼ -23.8%	13	▲ 23.1%	---	---	---
Months Supply of Inventory	4.0	4.2	▼ -4.8%	1.9	▲ 110.5%	---	---	---
New Listings	9	12	▼ -25.0%	10	▼ -10.0%	42	59	▼ -28.8%
Pending Sales	4	10	▼ -60.0%	5	▼ -20.0%	33	36	▼ -8.3%
Days to Off Market	47	36	▲ 30.6%	83	▼ -43.4%	62	45	▲ 37.8%
Sold to Original Price Ratio	96.0%	102.2%	▼ -6.1%	100.1%	▼ -4.1%	96.7%	95.4%	▲ 1.4%
Price per Square Foot	\$290	\$627	▼ -53.7%	\$387	▼ -25.1%	\$378	\$392	▼ -3.6%

MULTI-FAMILY MARKET SUMMARY

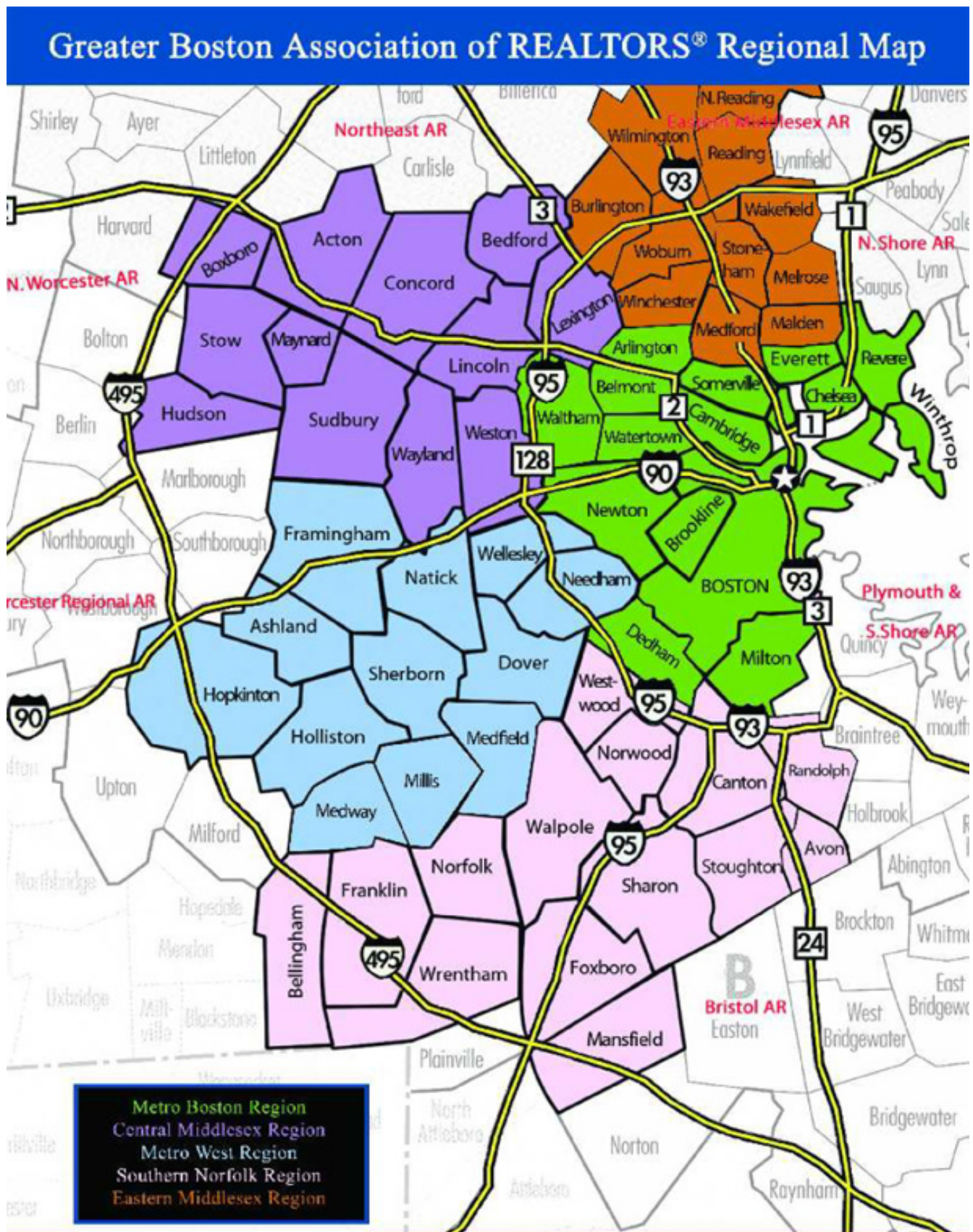
Includes all 64 towns within the GBAR jurisdictional area

5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2020	May 2019	Change	Apr 2020	Change	2020	2019	Change
Median Selling Price	\$1,025,000	\$3,000,000	▼ -65.8%	\$3,277,500	▼ -68.7%	\$2,500,000	\$2,625,000	▼ -4.8%
Units Sold	4	14	▼ -71.4%	8	▼ -50.0%	27	38	▼ -28.9%
Active Listings	25	30	▼ -16.7%	18	▲ 38.9%	---	---	---
Months Supply of Inventory	6.3	2.1	▲ 200.0%	2.3	▲ 173.9%	---	---	---
New Listings	8	13	▼ -38.5%	6	▲ 33.3%	43	81	▼ -46.9%
Pending Sales	3	7	▼ -57.1%	7	▼ -57.1%	22	44	▼ -50.0%
Days to Off Market	45	73	▼ -38.4%	83	▼ -45.8%	83	57	▲ 45.6%
Sold to Original Price Ratio	84.8%	90.9%	▼ -6.7%	94.8%	▼ -10.5%	91.4%	93.7%	▼ -2.5%
Price per Square Foot	\$208	\$524	▼ -60.3%	\$439	▼ -52.6%	\$421	\$468	▼ -10.0%



GBAR JURISDICTIONAL AREA



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.