

MONTHLY MARKET INSIGHT REPORT

NOVEMBER 2018

Detached Single-Family Homes

The 1,214 homes sold in November 2018 was a new record high in closed sales for the month and was a 4.9 percent increase in sales volume from the November 2017 sales total of 1,157 homes sold. Additionally, the median sales price reached a new record high for the month at \$588,540, which is a 4.0 percent increase from the November 2017 median sales price of \$566,000

Condominiums

With 846 condos sold, it was the fourth most active November on record in Greater Boston and a 13.6 percent decrease from the 979 units sold in November 2017. The median sales price for condos also reached a new record high for the month of November at \$555,000, which was a 2.4 percent increase from the November 2017 median sales price of \$542,000.

Multi-Family Homes

This month, 186 multi-family homes were sold in Greater Boston, which was a 11.8 percent increase on the 211 units sold in November 2017. On a month to month basis it is a 17.7 percent drop from the 226 multi-family homes sold in October 2018.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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GREATER BOSTON MARKET SUMMARY

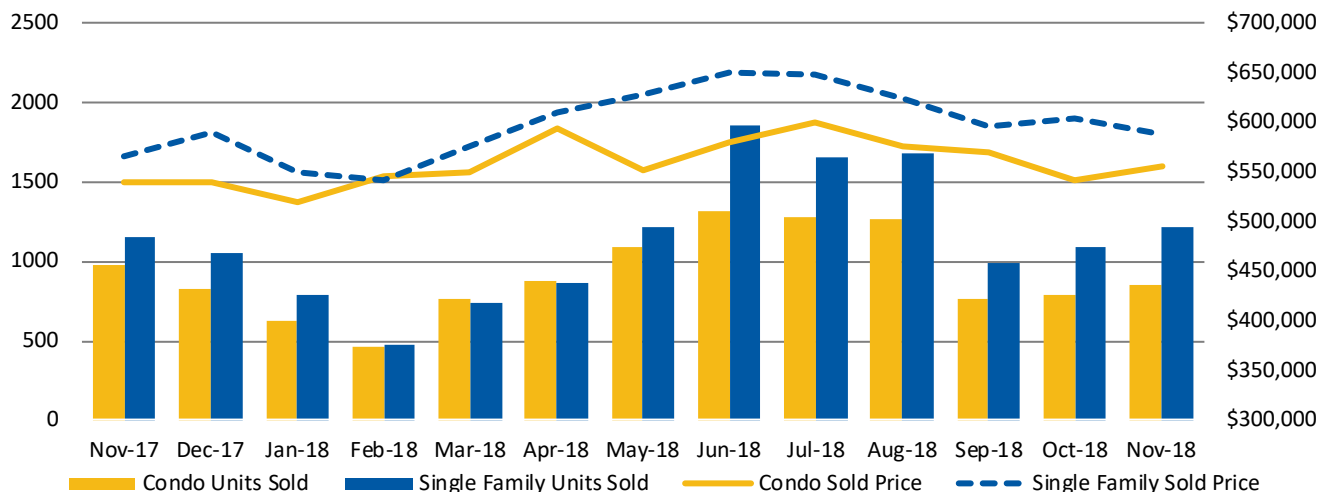
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$588,450	\$566,000	▲ 4.0%	\$604,000	▼ -2.6%	\$614,000	\$580,000	▲ 5.9%
Units Sold	1,214	1,157	▲ 4.9%	1,087	▲ 11.7%	12,577	12,814	▼ -1.8%
Active Listings	2,429	2,420	▲ 0.4%	3,171	▼ -23.4%	---	---	---
Months Supply of Inventory	2.0	2.1	▼ -4.8%	2.9	▼ -31.0%	---	---	---
New Listings	885	929	▼ -4.7%	1,575	▼ -43.8%	17,171	16,673	▲ 3.0%
Pending Sales	1,019	1,015	▲ 0.4%	1,306	▼ -22.0%	12,946	13,129	▼ -1.4%
Days to Off Market	51	49	▲ 4.1%	46	▲ 10.9%	40	44	▼ -9.1%
Sold to Original Price Ratio	97.5%	98.5%	▼ -1.0%	98.4%	▼ -0.9%	99.4%	99.1%	▲ 0.3%
Price per Square Foot	\$331	\$316	▲ 4.7%	\$326	▲ 1.5%	\$330	\$312	▲ 5.8%

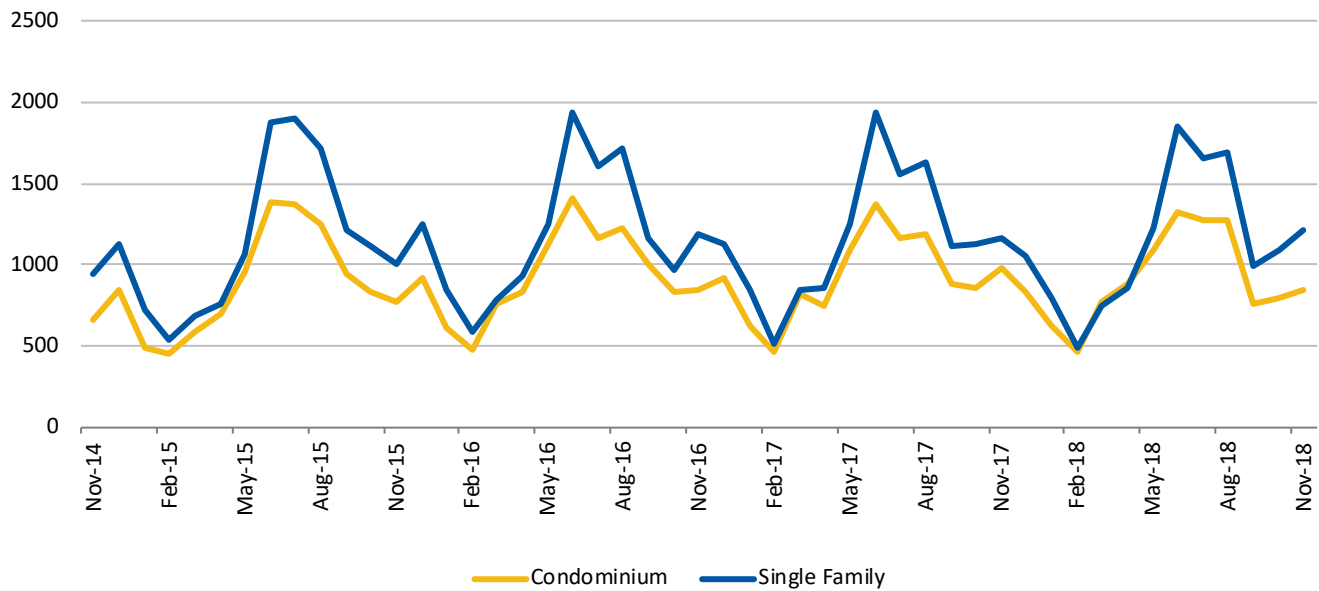
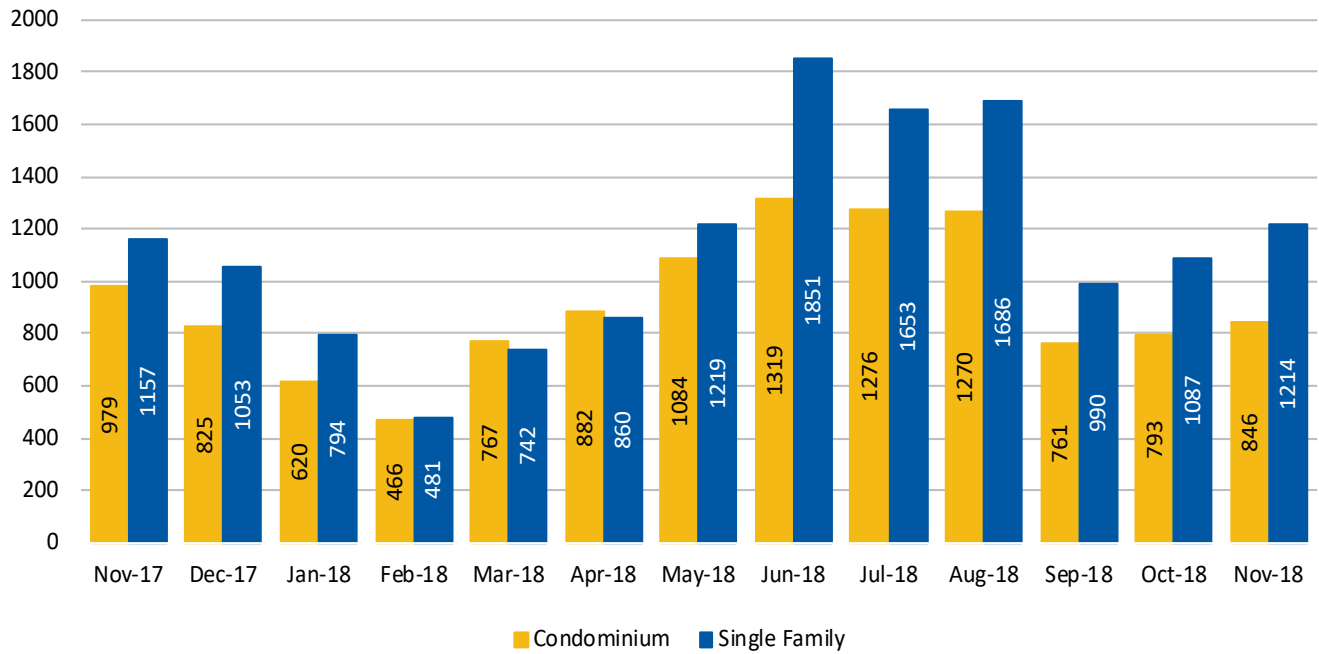
Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$555,000	\$540,000	▲ 2.8%	\$542,000	▲ 2.4%	\$566,000	\$520,000	▲ 8.8%
Units Sold	846	979	▼ -13.6%	793	▲ 6.7%	10,084	10,199	▼ -1.1%
Active Listings	2,070	1,769	▲ 17.0%	2,436	▼ -15.0%	---	---	---
Months Supply of Inventory	2.4	1.8	▲ 33.3%	3.1	▼ -22.6%	---	---	---
New Listings	834	839	▼ -0.6%	1,326	▼ -37.1%	13,639	13,100	▲ 4.1%
Pending Sales	767	845	▼ -9.2%	913	▼ -16.0%	10,215	10,547	▼ -3.1%
Days to Off Market	43	44	▼ -2.3%	38	▲ 13.2%	36	36	0.0%
Sold to Original Price Ratio	99.1%	99.7%	▼ -0.6%	99.2%	▼ -0.1%	100.5%	100.7%	▼ -0.2%
Price per Square Foot	\$556	\$540	▲ 3.0%	\$549	▲ 1.3%	\$562	\$522	▲ 7.7%



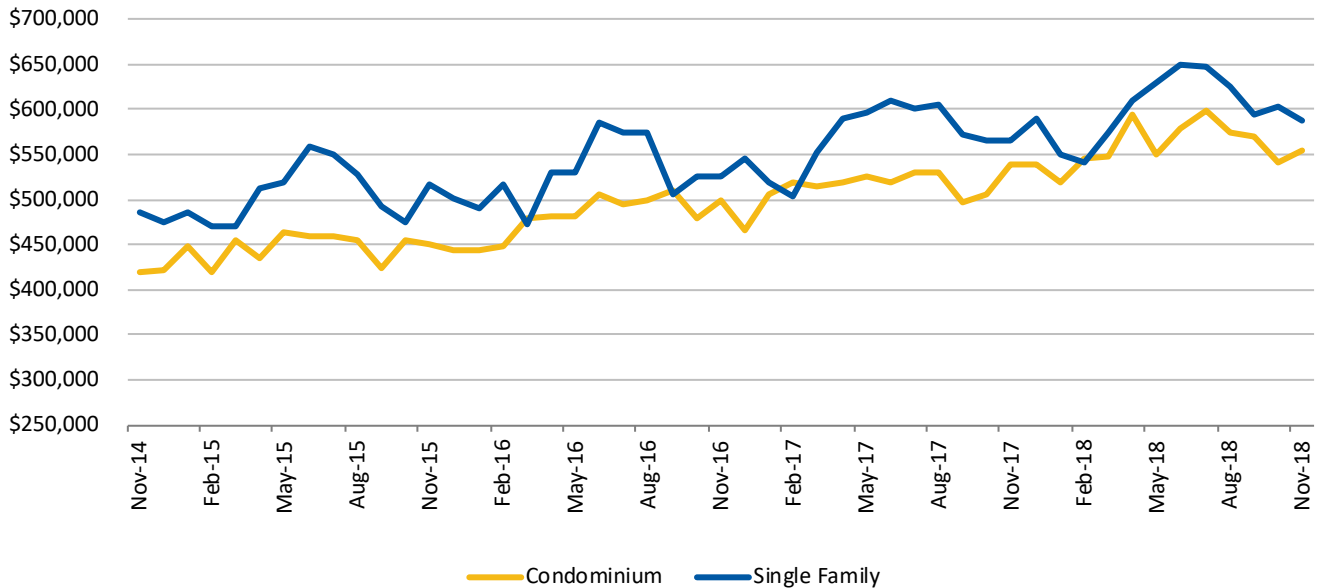
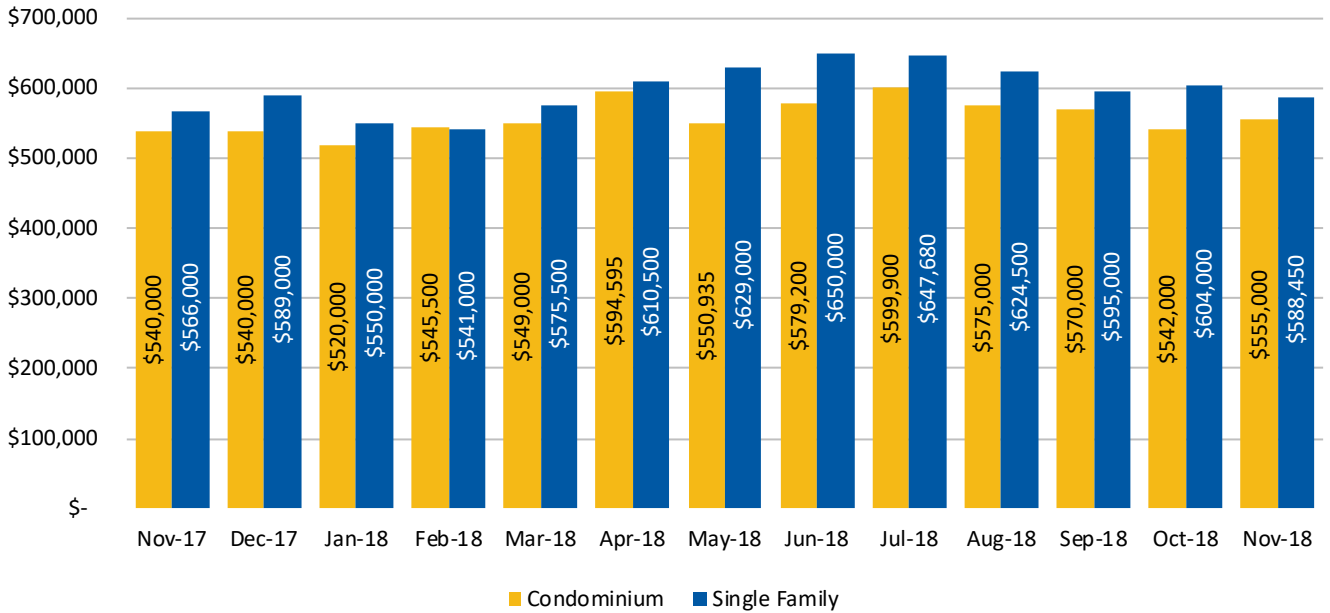
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,214	1,157	▲ 4.9%	1,087	▲ 11.7%	12,577	12,814	▼ -1.8%
CONDOMINIUMS	846	979	▼ -13.6%	793	▲ 6.7%	10,084	10,199	▼ -1.1%



MEDIAN SELLING PRICE

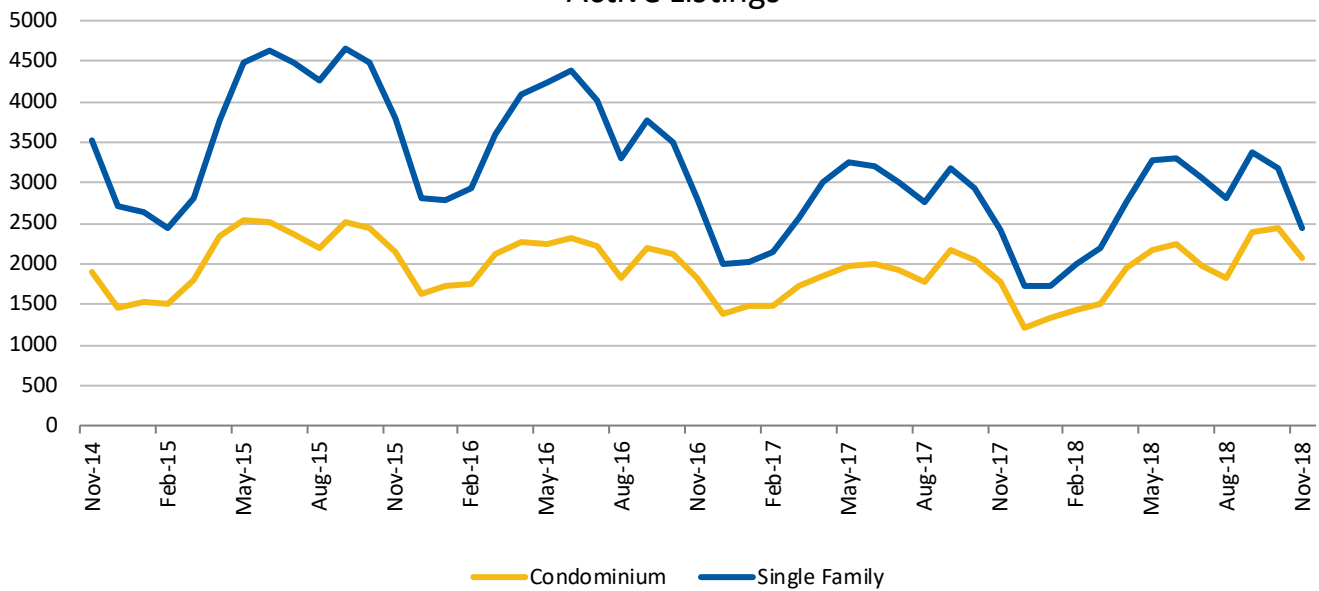
	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	\$588,450	\$566,000	▲ 4.0%	\$604,000	▼ -2.6%	\$614,000	\$580,000	▲ 5.9%
CONDOMINIUMS	\$555,000	\$540,000	▲ 2.8%	\$542,000	▲ 2.4%	\$566,000	\$520,000	▲ 8.8%



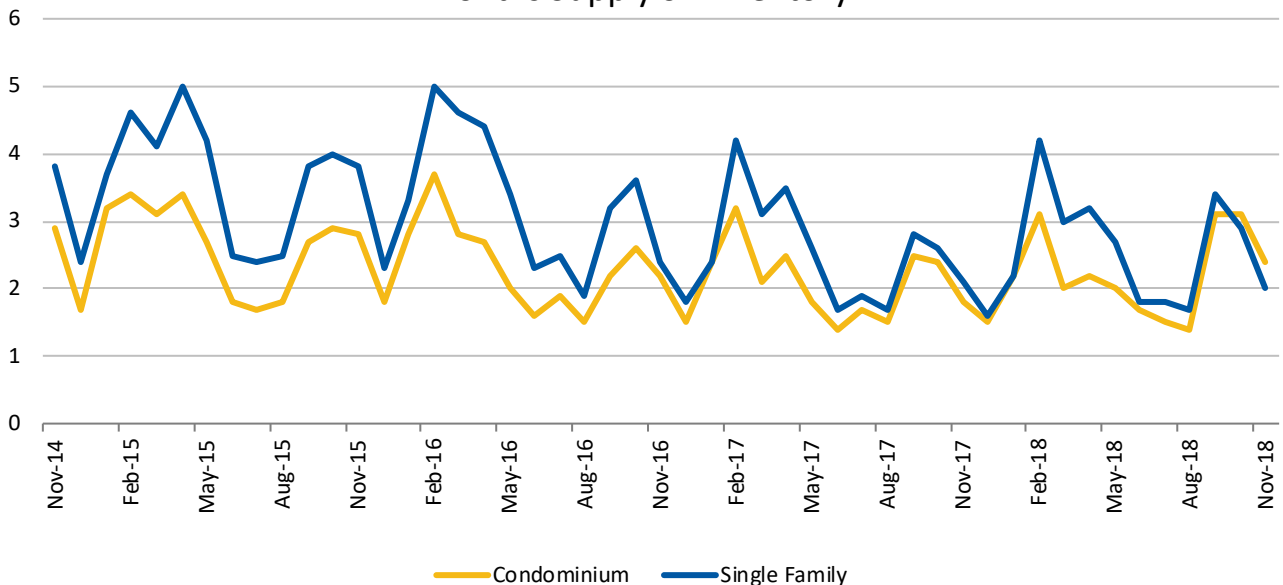
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Nov 2018	Nov 2017	Change	Oct 2018	Change
SINGLE FAMILY HOMES	Active Listings	2,429	2,420	▲ 0.4%	3,171	▼ -23.4%
	Months Supply of Inventory	2.0	2.1	▼ -4.8%	2.9	▼ -31.0%
CONDOMINIUMS	Active Listings	2,070	1,769	▲ 17.0%	2,436	▼ -15.0%
	Months Supply of Inventory	2.4	1.8	▲ 33.3%	3.1	▼ -22.6%

Active Listings

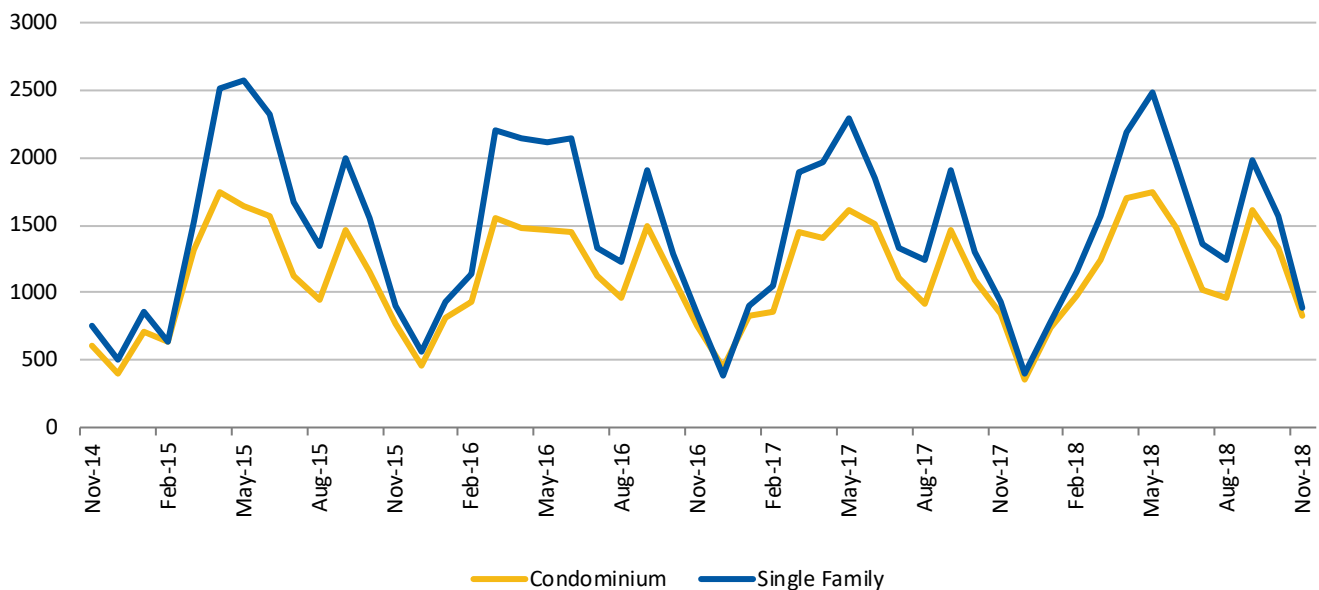
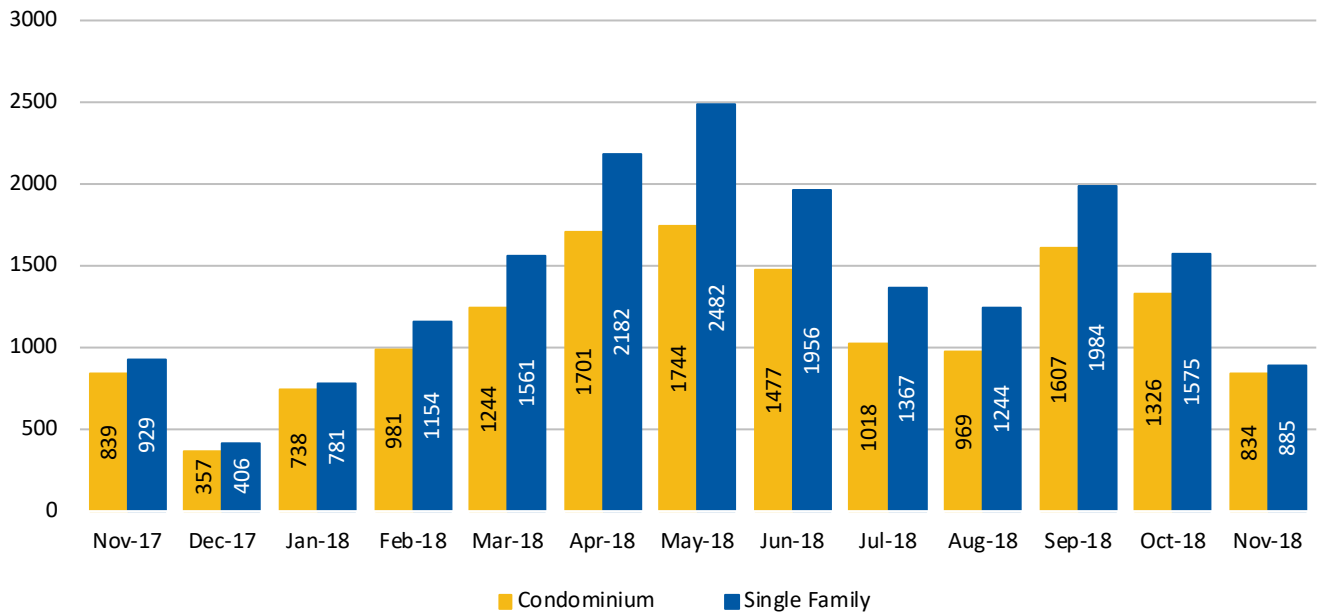


Months Supply of Inventory



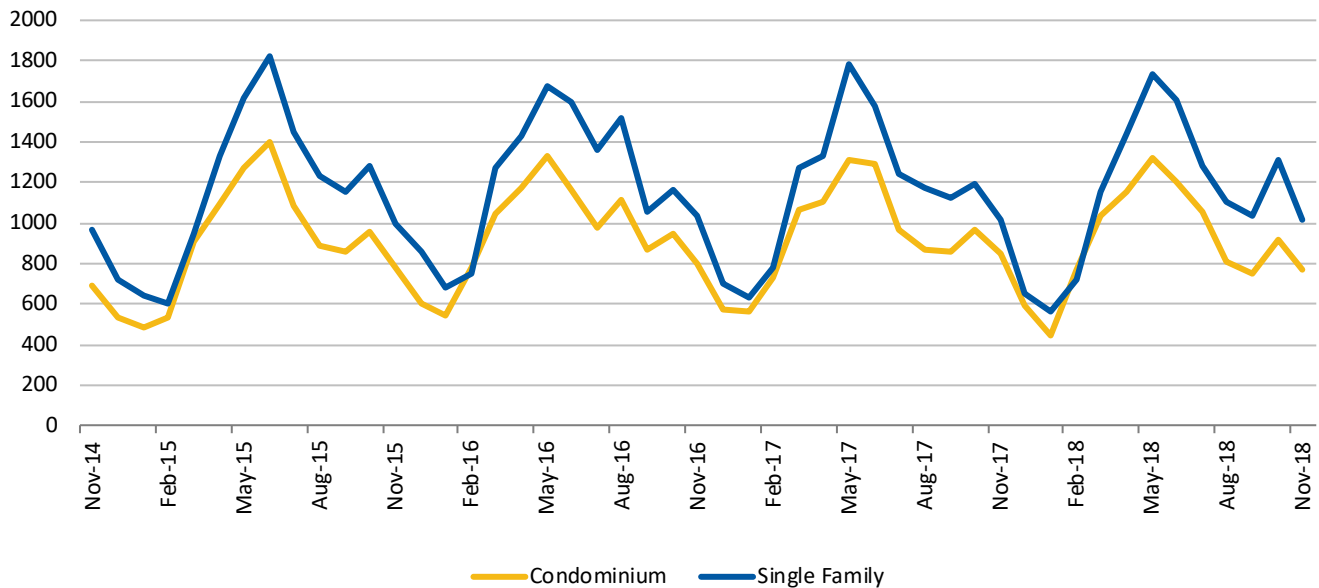
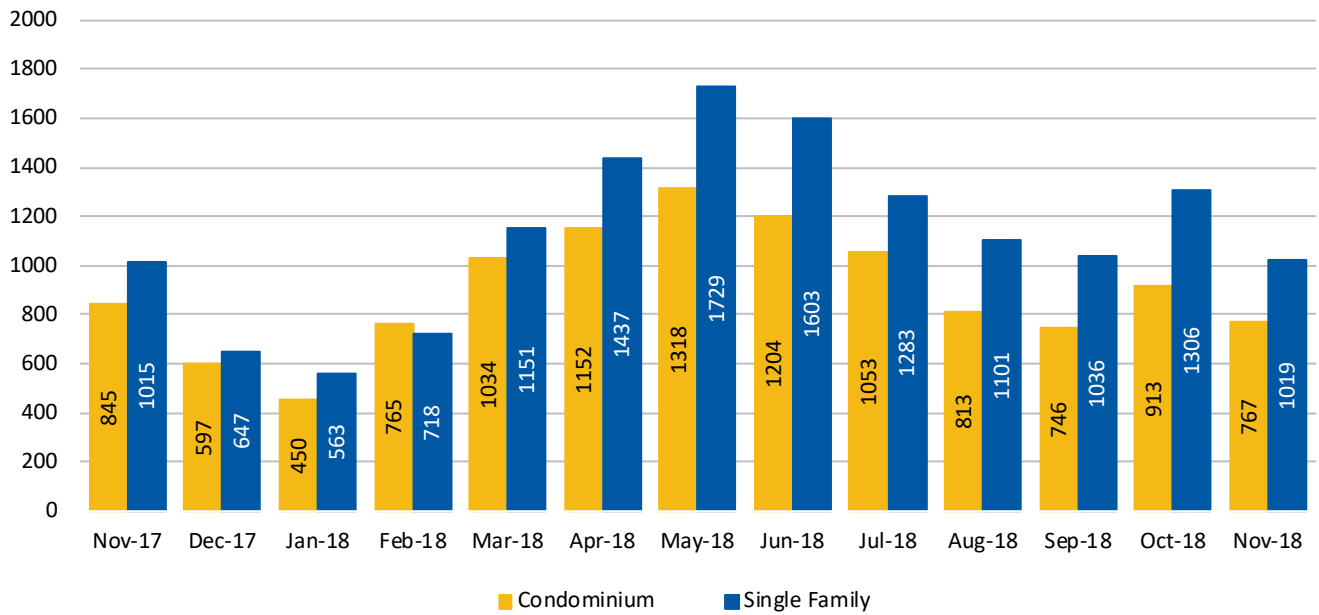
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	885	929	▼ -4.7%	1,575	▼ -43.8%	17,171	16,673	▲ 3.0%
CONDOMINIUMS	834	839	▼ -0.6%	1,326	▼ -37.1%	13,639	13,100	▲ 4.1%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,019	1,015	▲ 0.4%	1,306	▼ -22.0%	12,946	13,129	▼ -1.4%
CONDOMINIUMS	767	845	▼ -9.2%	913	▼ -16.0%	10,215	10,547	▼ -3.1%



CENTRAL MIDDLESEX REGION

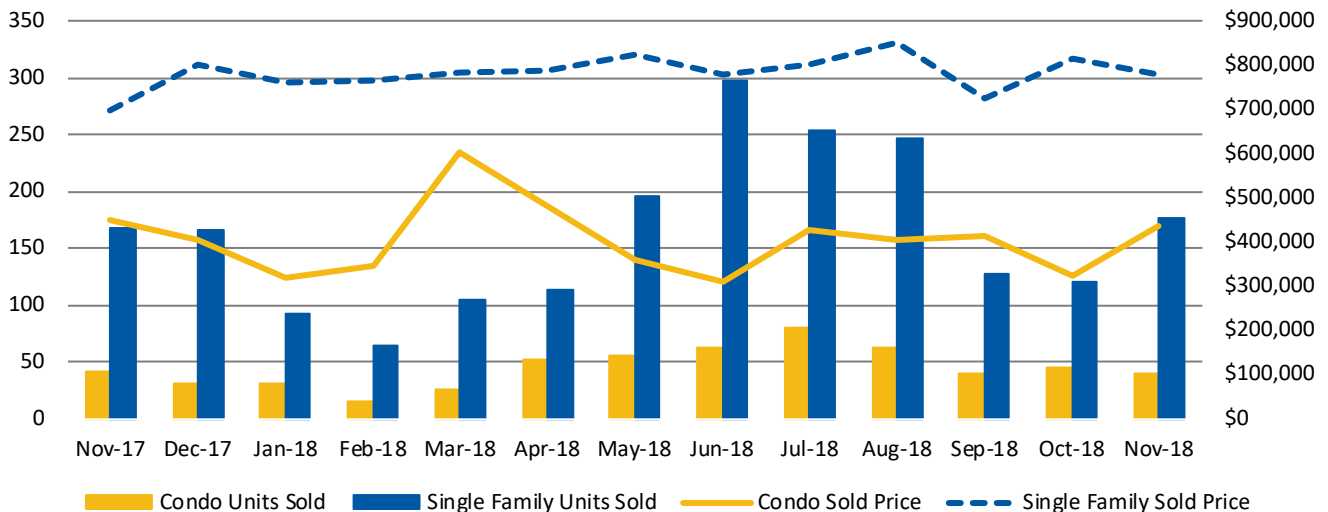
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$780,500	\$696,000	▲ 12.1%	\$815,000	▼ -4.2%	\$790,000	\$749,000	▲ 5.5%
Units Sold	176	168	▲ 4.8%	121	▲ 45.5%	1,791	1,807	▼ -0.9%
Active Listings	404	432	▼ -6.5%	533	▼ -24.2%	---	---	---
Months Supply of Inventory	2.3	2.6	▼ -11.5%	4.4	▼ -47.7%	---	---	---
New Listings	95	101	▼ -5.9%	188	▼ -49.5%	2,495	2,470	▲ 1.0%
Pending Sales	118	138	▼ -14.5%	194	▼ -39.2%	1,849	1,873	▼ -1.3%
Days to Off Market	58	76	▼ -23.7%	58	▬ 0.0%	51	56	▼ -8.9%
Sold to Original Price Ratio	96.8%	97.2%	▼ -0.4%	97.4%	▼ -0.6%	98.1%	97.4%	▲ 0.7%
Price per Square Foot	\$329	\$303	▲ 8.6%	\$325	▲ 1.2%	\$323	\$307	▲ 5.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$438,000	\$447,500	▼ -2.1%	\$325,000	▲ 34.8%	\$402,000	\$385,000	▲ 4.4%
Units Sold	39	41	▼ -4.9%	45	▼ -13.3%	509	571	▼ -10.9%
Active Listings	117	104	▲ 12.5%	137	▼ -14.6%	---	---	---
Months Supply of Inventory	3.0	2.5	▲ 20.0%	3.0	▬ 0.0%	---	---	---
New Listings	35	42	▼ -16.7%	54	▼ -35.2%	676	686	▼ -1.5%
Pending Sales	40	31	▲ 29.0%	44	▼ -9.1%	531	581	▼ -8.6%
Days to Off Market	46	62	▼ -25.8%	72	▼ -36.1%	47	54	▼ -13.0%
Sold to Original Price Ratio	98.5%	97.7%	▲ 0.8%	98.2%	▲ 0.3%	99.1%	98.2%	▲ 0.9%
Price per Square Foot	\$288	\$287	▲ 0.3%	\$267	▲ 7.9%	\$267	\$264	▲ 1.1%



EASTERN MIDDLESEX REGION

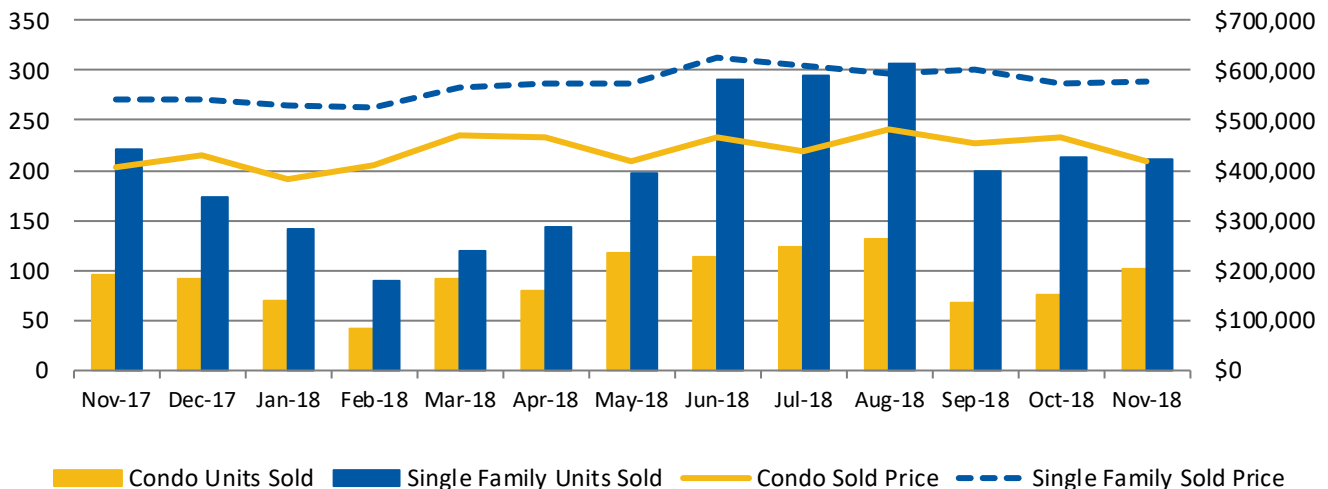
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$579,000	\$540,000	▲ 7.2%	\$575,000	▲ 0.7%	\$585,000	\$555,000	▲ 5.4%
Units Sold	211	221	▼ -4.5%	213	▼ -0.9%	2,205	2,279	▼ -3.2%
Active Listings	367	265	▲ 38.5%	482	▼ -23.9%	---	---	---
Months Supply of Inventory	1.7	1.2	▲ 41.7%	2.3	▼ -26.1%	---	---	---
New Listings	168	158	▲ 6.3%	302	▼ -44.4%	2,933	2,782	▲ 5.4%
Pending Sales	204	189	▲ 7.9%	239	▼ -14.6%	2,292	2,350	▼ -2.5%
Days to Off Market	41	31	▲ 32.3%	36	▲ 13.9%	32	34	▼ -5.9%
Sold to Original Price Ratio	98.7%	100.3%	▼ -1.6%	99.6%	▼ -0.9%	101.3%	101.0%	▲ 0.3%
Price per Square Foot	\$316	\$310	▲ 1.9%	\$319	▼ -0.9%	\$326	\$308	▲ 5.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$419,000	\$405,000	▲ 3.5%	\$465,950	▼ -10.1%	\$449,900	\$395,000	▲ 13.9%
Units Sold	101	95	▲ 6.3%	76	▲ 32.9%	1,013	1,037	▼ -2.3%
Active Listings	172	122	▲ 41.0%	200	▼ -14.0%	---	---	---
Months Supply of Inventory	1.7	1.3	▲ 30.8%	2.6	▼ -34.6%	---	---	---
New Listings	103	91	▲ 13.2%	133	▼ -22.6%	1,264	1,256	▲ 0.6%
Pending Sales	102	79	▲ 29.1%	101	▲ 1.0%	1,016	1,094	▼ -7.1%
Days to Off Market	31	32	▼ -3.1%	31	■ 0.0%	30	29	▲ 3.4%
Sold to Original Price Ratio	99.5%	102.7%	▼ -3.1%	100.7%	▼ -1.2%	101.8%	101.9%	▼ -0.1%
Price per Square Foot	\$353	\$355	▼ -0.6%	\$356	▼ -0.8%	\$362	\$333	▲ 8.7%



METRO BOSTON REGION

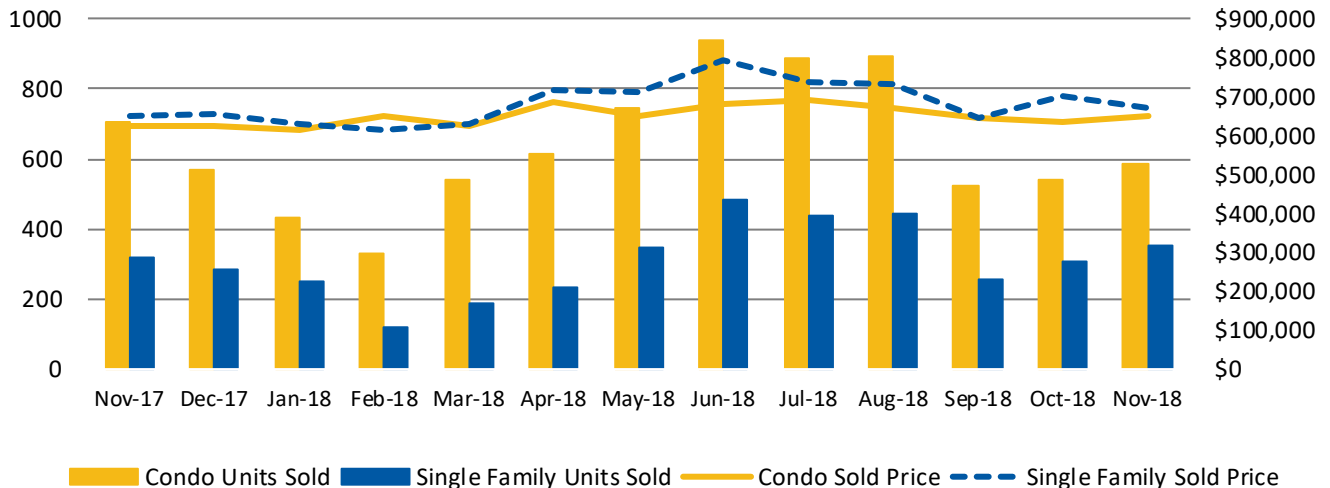
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$670,000	\$650,000	▲ 3.1%	\$700,000	▼ -4.3%	\$699,450	\$650,000	▲ 7.6%
Units Sold	354	318	▲ 11.3%	306	▲ 15.7%	3,416	3,463	▼ -1.4%
Active Listings	582	624	▼ -6.7%	806	▼ -27.8%	---	---	---
Months Supply of Inventory	1.6	2.0	▼ -20.0%	2.6	▼ -38.5%	---	---	---
New Listings	247	277	▼ -10.8%	473	▼ -47.8%	4,702	4,629	▲ 1.6%
Pending Sales	294	276	▲ 6.5%	385	▼ -23.6%	3,512	3,572	▼ -1.7%
Days to Off Market	52	44	▲ 18.2%	41	▲ 26.8%	35	37	▼ -5.4%
Sold to Original Price Ratio	97.8%	98.8%	▼ -1.0%	99.5%	▼ -1.7%	100.2%	100.1%	▲ 0.1%
Price per Square Foot	\$418	\$400	▲ 4.5%	\$410	▲ 2.0%	\$414	\$388	▲ 6.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$650,000	\$625,000	▲ 4.0%	\$635,000	▲ 2.4%	\$659,000	\$604,500	▲ 9.0%
Units Sold	585	703	▼ -16.8%	540	▲ 8.3%	7,028	7,098	▼ -1.0%
Active Listings	1,450	1,254	▲ 15.6%	1,735	▼ -16.4%	---	---	---
Months Supply of Inventory	2.5	1.8	▲ 38.9%	3.2	▼ -21.9%	---	---	---
New Listings	577	588	▼ -1.9%	967	▼ -40.3%	9,732	9,382	▲ 3.7%
Pending Sales	514	616	▼ -16.6%	641	▼ -19.8%	7,082	7,361	▼ -3.8%
Days to Off Market	44	42	▲ 4.8%	35	▲ 25.7%	35	34	▲ 2.9%
Sold to Original Price Ratio	99.1%	99.7%	▼ -0.6%	99.2%	▼ -0.1%	100.6%	101.0%	▼ -0.4%
Price per Square Foot	\$671	\$638	▲ 5.2%	\$672	▼ -0.1%	\$681	\$631	▲ 7.9%



METRO WEST REGION

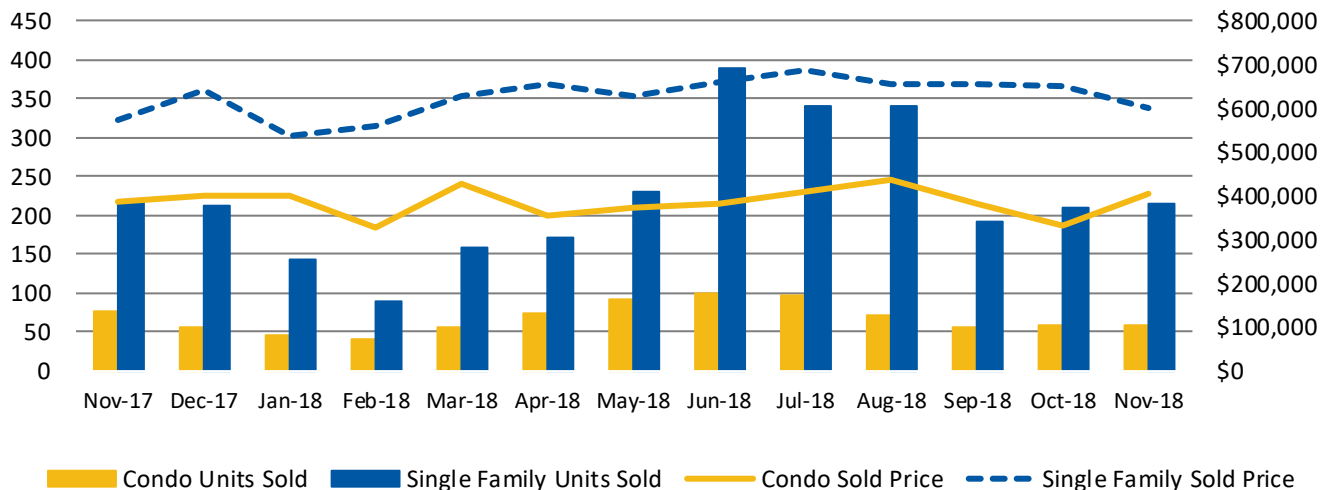
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$601,000	\$574,000	▲ 4.7%	\$651,000	▼ -7.7%	\$649,900	\$610,000	▲ 6.5%
Units Sold	216	218	▼ -0.9%	209	▲ 3.3%	2,481	2,603	▼ -4.7%
Active Listings	524	535	▼ -2.1%	666	▼ -21.3%	---	---	---
Months Supply of Inventory	2.4	2.5	▼ -4.0%	3.2	▼ -25.0%	---	---	---
New Listings	186	178	▲ 4.5%	288	▼ -35.4%	3,406	3,382	▲ 0.7%
Pending Sales	191	186	▲ 2.7%	215	▼ -11.2%	2,540	2,634	▼ -3.6%
Days to Off Market	57	55	▲ 3.6%	55	▲ 3.6%	44	49	▼ -10.2%
Sold to Original Price Ratio	96.9%	98.1%	▼ -1.2%	97.9%	▼ -1.0%	98.7%	98.3%	▲ 0.4%
Price per Square Foot	\$300	\$291	▲ 3.1%	\$309	▼ -2.9%	\$309	\$293	▲ 5.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$403,700	\$387,075	▲ 4.3%	\$330,000	▲ 22.3%	\$385,000	\$369,000	▲ 4.3%
Units Sold	58	76	▼ -23.7%	59	▼ -1.7%	751	742	▲ 1.2%
Active Listings	161	139	▲ 15.8%	169	▼ -4.7%	---	---	---
Months Supply of Inventory	2.8	1.8	▲ 55.6%	2.9	▼ -3.4%	---	---	---
New Listings	61	63	▼ -3.2%	87	▼ -29.9%	927	859	▲ 7.9%
Pending Sales	52	57	▼ -8.8%	59	▼ -11.9%	765	716	▲ 6.8%
Days to Off Market	42	65	▼ -35.4%	41	▲ 2.4%	41	42	▼ -2.4%
Sold to Original Price Ratio	99.9%	98.9%	▲ 1.0%	98.7%	▲ 1.2%	100.2%	100.2%	■ 0.0%
Price per Square Foot	\$298	\$270	▲ 10.4%	\$267	▲ 11.6%	\$273	\$261	▲ 4.6%



SOUTHERN NORFOLK REGION

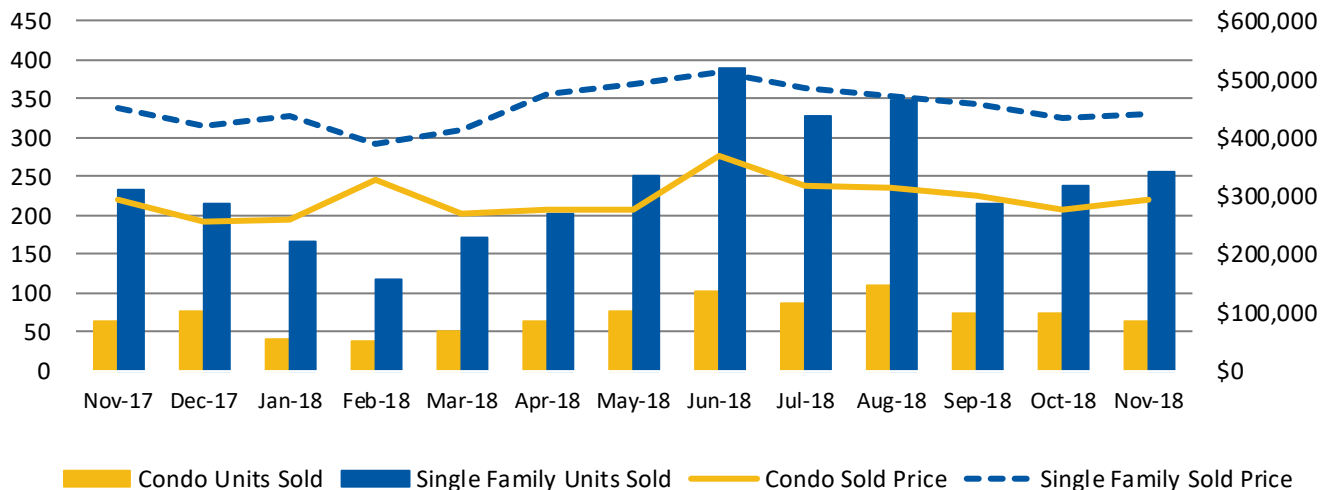
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$440,000	\$449,950	▼ -2.2%	\$433,000	▲ 1.6%	\$460,000	\$442,000	▲ 4.1%
Units Sold	257	232	▲ 10.8%	238	▲ 8.0%	2,684	2,662	▲ 0.8%
Active Listings	552	564	▼ -2.1%	684	▼ -19.3%	---	---	---
Months Supply of Inventory	2.1	2.4	▼ -12.5%	2.9	▼ -27.6%	---	---	---
New Listings	189	215	▼ -12.1%	324	▼ -41.7%	3,635	3,410	▲ 6.6%
Pending Sales	212	226	▼ -6.2%	273	▼ -22.3%	2,753	2,700	▲ 2.0%
Days to Off Market	51	50	▲ 2.0%	46	▲ 10.9%	42	47	▼ -10.6%
Sold to Original Price Ratio	97.3%	97.6%	▼ -0.3%	96.8%	▲ 0.5%	98.5%	98.1%	▲ 0.4%
Price per Square Foot	\$249	\$238	▲ 4.6%	\$238	▲ 4.6%	\$250	\$241	▲ 3.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$295,000	\$293,000	▲ 0.7%	\$276,000	▲ 6.9%	\$307,000	\$276,000	▲ 11.2%
Units Sold	63	64	▼ -1.6%	73	▼ -13.7%	783	751	▲ 4.3%
Active Listings	170	150	▲ 13.3%	195	▼ -12.8%	---	---	---
Months Supply of Inventory	2.7	2.3	▲ 17.4%	2.7	■ 0.0%	---	---	---
New Listings	58	55	▲ 5.5%	85	▼ -31.8%	1,040	917	▲ 13.4%
Pending Sales	59	62	▼ -4.8%	68	▼ -13.2%	821	795	▲ 3.3%
Days to Off Market	49	59	▼ -16.9%	49	■ 0.0%	41	46	▼ -10.9%
Sold to Original Price Ratio	97.7%	97.5%	▲ 0.2%	98.7%	▼ -1.0%	99.5%	98.9%	▲ 0.6%
Price per Square Foot	\$220	\$217	▲ 1.4%	\$236	▼ -6.8%	\$226	\$213	▲ 6.1%



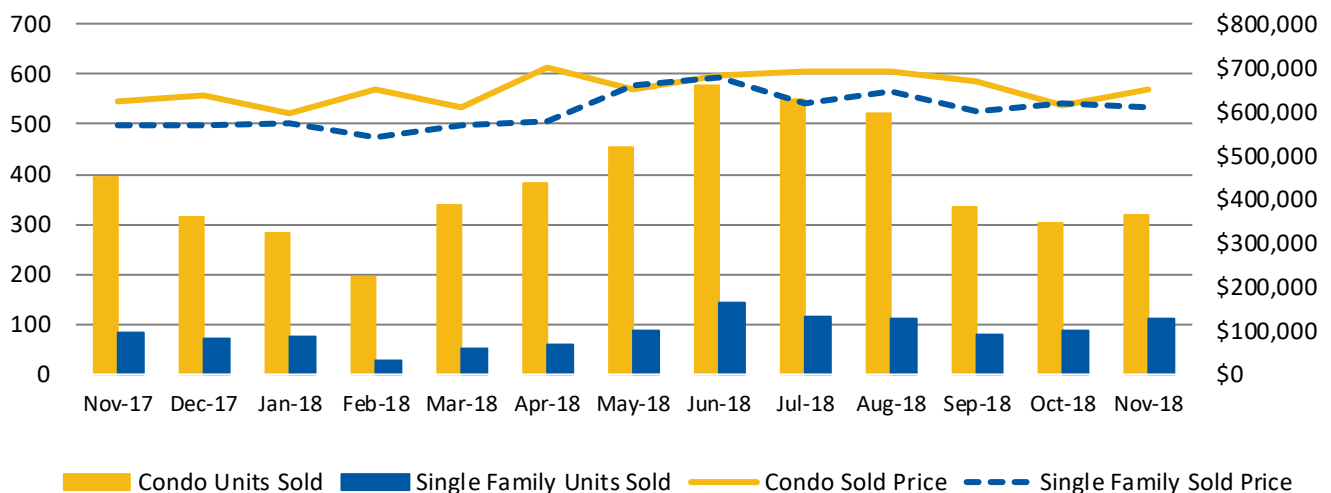
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$609,000	\$570,000	▲ 6.8%	\$617,500	▼ -1.4%	\$620,000	\$575,925	▲ 7.7%
Units Sold	111	85	▲ 30.6%	86	▲ 29.1%	948	930	▲ 1.9%
Active Listings	178	199	▼ -10.6%	249	▼ -28.5%	---	---	---
Months Supply of Inventory	1.6	2.3	▼ -30.4%	2.9	▼ -44.8%	---	---	---
New Listings	76	79	▼ -3.8%	163	▼ -53.4%	1,323	1,282	▲ 3.2%
Pending Sales	94	72	▲ 30.6%	113	▼ -16.8%	974	947	▲ 2.9%
Days to Off Market	50	44	▲ 13.6%	32	▲ 56.3%	35	41	▼ -14.6%
Sold to Original Price Ratio	99.0%	96.8%	▲ 2.3%	99.7%	▼ -0.7%	100.2%	99.3%	▲ 0.9%
Price per Square Foot	\$449	\$382	▲ 17.5%	\$393	▲ 14.2%	\$422	\$393	▲ 7.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$649,500	\$625,000	▲ 3.9%	\$615,000	▲ 5.6%	\$660,000	\$600,000	▲ 10.0%
Units Sold	320	395	▼ -19.0%	304	▲ 5.3%	4,262	4,097	▲ 4.0%
Active Listings	1,014	895	▲ 13.3%	1,205	▼ -15.9%	---	---	---
Months Supply of Inventory	3.2	2.3	▲ 39.1%	4.0	▼ -20.0%	---	---	---
New Listings	362	394	▼ -8.1%	621	▼ -41.7%	6,026	5,724	▲ 5.3%
Pending Sales	325	370	▼ -12.2%	356	▼ -8.7%	4,261	4,299	▼ -0.9%
Days to Off Market	47	44	▲ 6.8%	39	▲ 20.5%	39	38	▲ 2.6%
Sold to Original Price Ratio	98.1%	98.7%	▼ -0.6%	98.4%	▼ -0.3%	99.8%	100.2%	▼ -0.4%
Price per Square Foot	\$768	\$730	▲ 5.2%	\$768	■ 0.0%	\$762	\$712	▲ 7.0%



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 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$715,000	\$640,000	▲ 11.7%	\$693,000	▲ 3.2%	\$700,000	\$630,000	▲ 11.1%
Units Sold	133	149	▼ -10.7%	160	▼ -16.9%	1,449	1,368	▲ 5.9%
Active Listings	286	271	▲ 5.5%	363	▼ -21.2%	---	---	---
Months Supply of Inventory	2.2	1.8	▲ 22.2%	2.3	▼ -4.3%	---	---	---
New Listings	146	127	▲ 15.0%	232	▼ -37.1%	2,138	1,943	▲ 10.0%
Pending Sales	128	116	▲ 10.3%	165	▼ -22.4%	1,510	1,399	▲ 7.9%
Days to Off Market	47	38	▲ 23.7%	31	▲ 51.6%	36	31	▲ 16.1%
Sold to Original Price Ratio	97.8%	100.9%	▼ -3.1%	98.9%	▼ -1.1%	100.6%	101.6%	▼ -1.0%
Price per Square Foot	\$298	\$283	▲ 5.3%	\$308	▼ -3.2%	\$305	\$281	▲ 8.5%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$810,000	\$760,000	▲ 6.6%	\$835,000	▼ -3.0%	\$835,000	\$750,000	▲ 11.3%
Units Sold	38	49	▼ -22.4%	59	▼ -35.6%	531	513	▲ 3.5%
Active Listings	125	128	▼ -2.3%	153	▼ -18.3%	---	---	---
Months Supply of Inventory	3.3	2.6	▲ 26.9%	2.6	▲ 26.9%	---	---	---
New Listings	56	61	▼ -8.2%	72	▼ -22.2%	839	730	▲ 14.9%
Pending Sales	38	45	▼ -15.6%	54	▼ -29.6%	542	525	▲ 3.2%
Days to Off Market	34	44	▼ -22.7%	35	▼ -2.9%	39	36	▲ 8.3%
Sold to Original Price Ratio	97.1%	101.2%	▼ -4.1%	97.0%	▲ 0.1%	99.0%	100.2%	▼ -1.2%
Price per Square Foot	\$284	\$279	▲ 1.8%	\$320	▼ -11.3%	\$300	\$264	▲ 13.6%

4 Family Homes

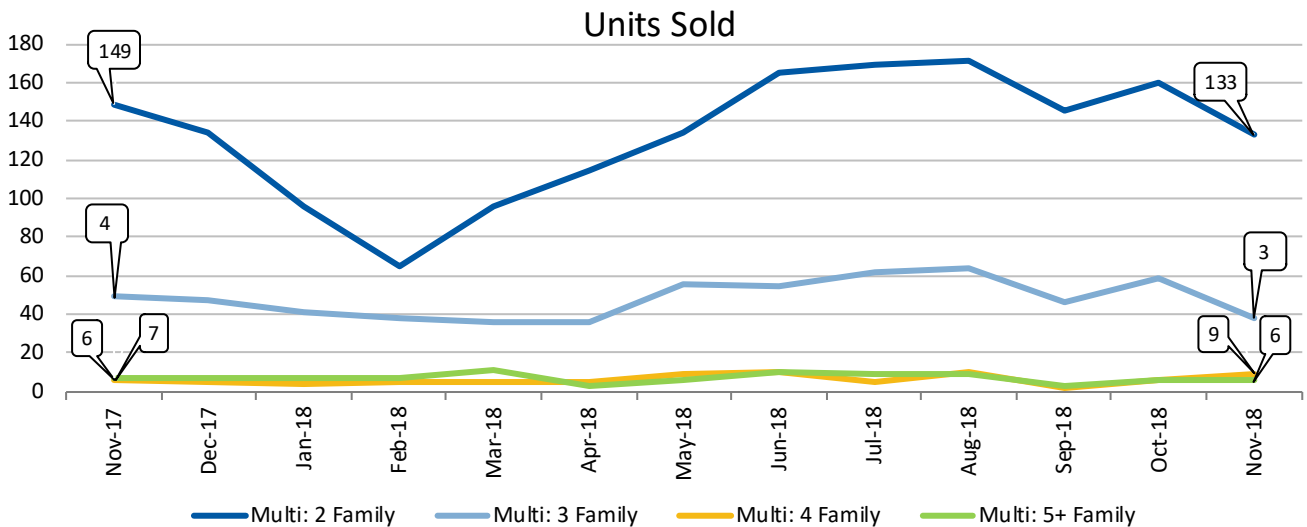
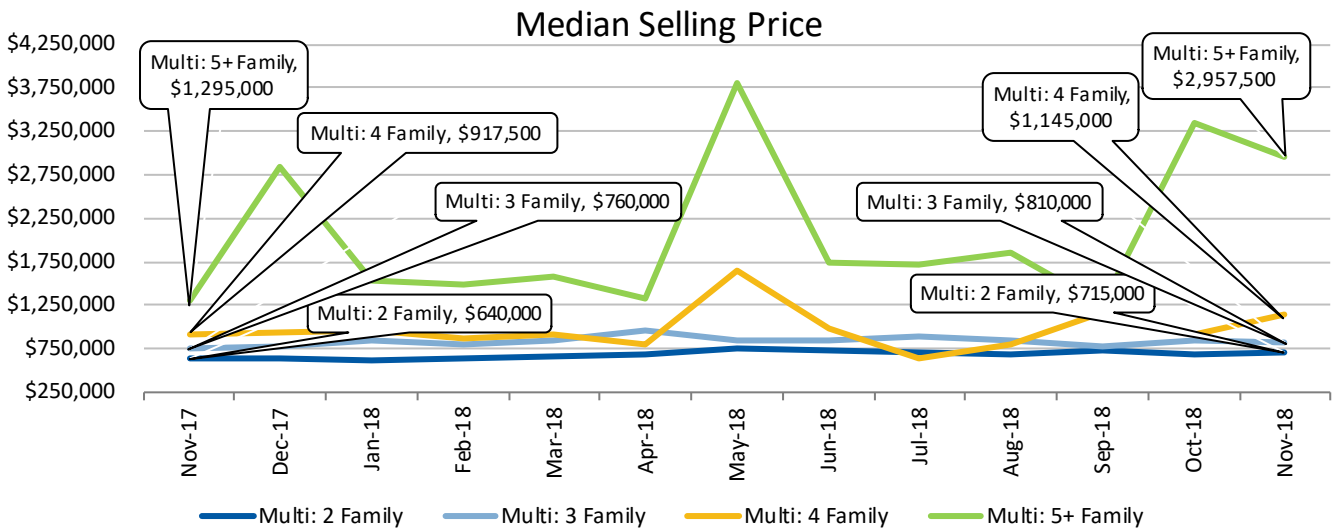
	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$1,145,000	\$917,500	▲ 24.8%	\$903,850	▲ 26.7%	\$937,500	\$800,000	▲ 17.2%
Units Sold	9	6	▲ 50.0%	6	▲ 50.0%	70	49	▲ 42.9%
Active Listings	26	21	▲ 23.8%	41	▼ -36.6%	---	---	---
Months Supply of Inventory	2.9	3.5	▼ -17.1%	6.8	▼ -57.4%	---	---	---
New Listings	10	8	▲ 25.0%	13	▼ -23.1%	143	97	▲ 47.4%
Pending Sales	12	3	▲ 300.0%	8	▲ 50.0%	78	48	▲ 62.5%
Days to Off Market	56	73	▼ -23.3%	48	▲ 16.7%	45	48	▼ -6.3%
Sold to Original Price Ratio	95.6%	102.0%	▼ -6.3%	93.7%	▲ 2.0%	96.1%	99.4%	▼ -3.3%
Price per Square Foot	\$383	\$233	▲ 64.4%	\$278	▲ 37.8%	\$327	\$254	▲ 28.7%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

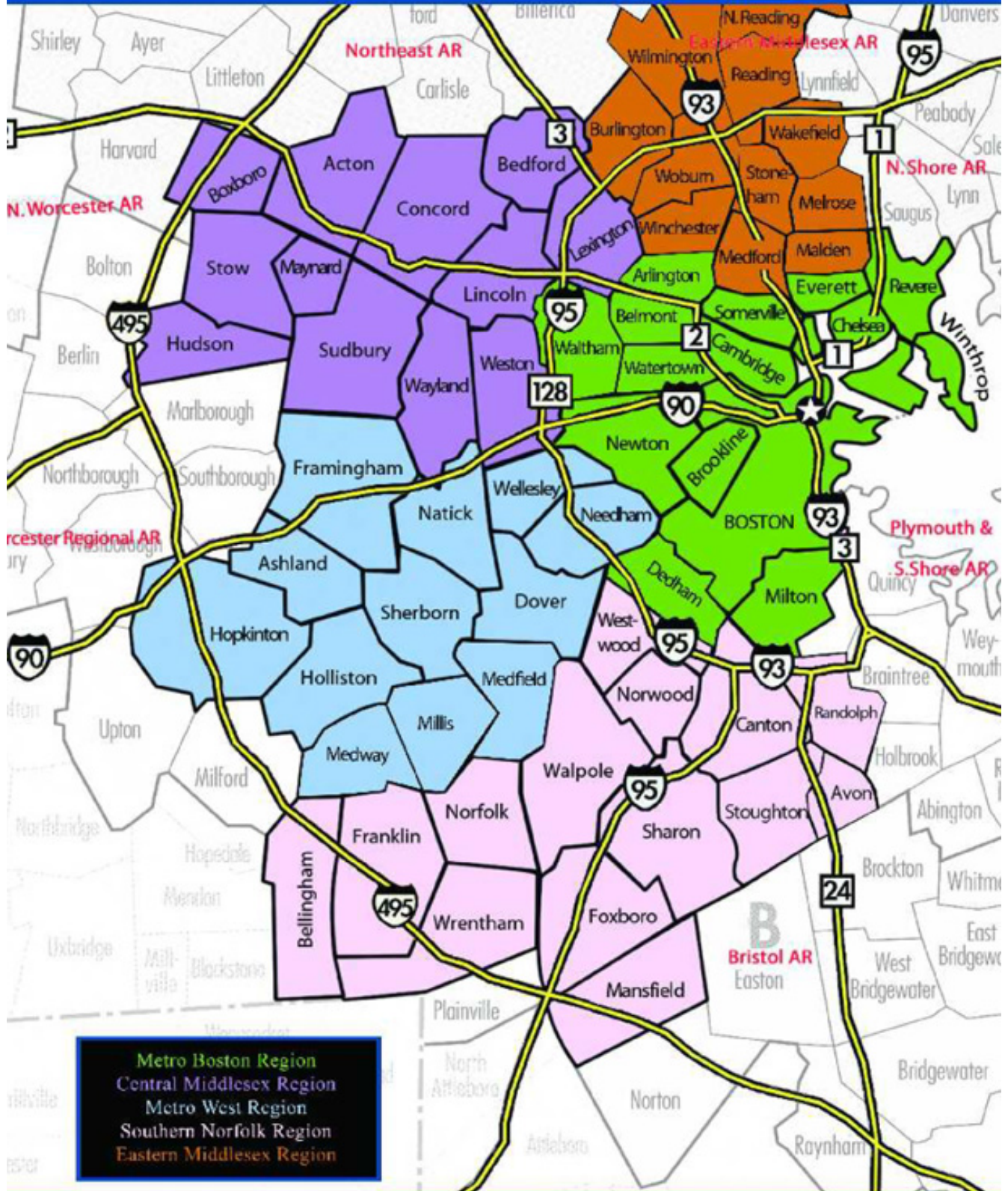
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Nov 2018	Nov 2017	Change	Oct 2018	Change	2018	2017	Change
Median Selling Price	\$2,957,500	\$1,295,000	▲ 128.4%	\$3,337,500	▼ -11.4%	\$1,950,000	\$2,310,000	▼ -15.6%
Units Sold	6	7	▼ -14.3%	6	■ 0.0%	77	76	▲ 1.3%
Active Listings	49	29	▲ 69.0%	44	▲ 11.4%	---	---	---
Months Supply of Inventory	8.2	4.1	▲ 100.0%	7.3	▲ 12.3%	---	---	---
New Listings	16	7	▲ 128.6%	26	▼ -38.5%	166	128	▲ 29.7%
Pending Sales	4	6	▼ -33.3%	10	▼ -60.0%	81	77	▲ 5.2%
Days to Off Market	44	33	▲ 33.3%	35	▲ 25.7%	47	53	▼ -11.3%
Sold to Original Price Ratio	95.2%	101.4%	▼ -6.1%	89.0%	▲ 7.0%	99.5%	97.5%	▲ 2.1%
Price per Square Foot	\$579	\$411	▲ 40.9%	\$502	▲ 15.3%	\$461	\$447	▲ 3.1%



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.