

MONTHLY MARKET INSIGHT REPORT

NOVEMBER 2019

Detached Single-Family Homes

The 1,037 homes sold in November 2019 was the seventh most active November on record, and a 16.0 percent decrease in sales volume from the November 2018 sales total of 1,234 homes sold, which is a record high for the month. Additionally, the median sales price reached a new record high for the month at \$599,900, which is a 2.3 percent increase from the November 2018 median sales price of \$586,500.

Condominiums

With 821 condos sold, it was the sixth most active November on record in Greater Boston and a 6.8 percent decrease from the 881 units sold in November 2018. The median sales price for condos remained flat, changing 0.0 percent from \$563,087 in November 2018 to \$563,000 this month.

Multi-Family Homes

This month, 189 multi-family homes were sold in Greater Boston, which was a 1.5 percent decrease on the 192 units sold in November 2019. On a month to month basis, it is a 52.4 percent increase from the 129 multi-family homes sold in November 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 12/10/2019

GREATER BOSTON MARKET SUMMARY

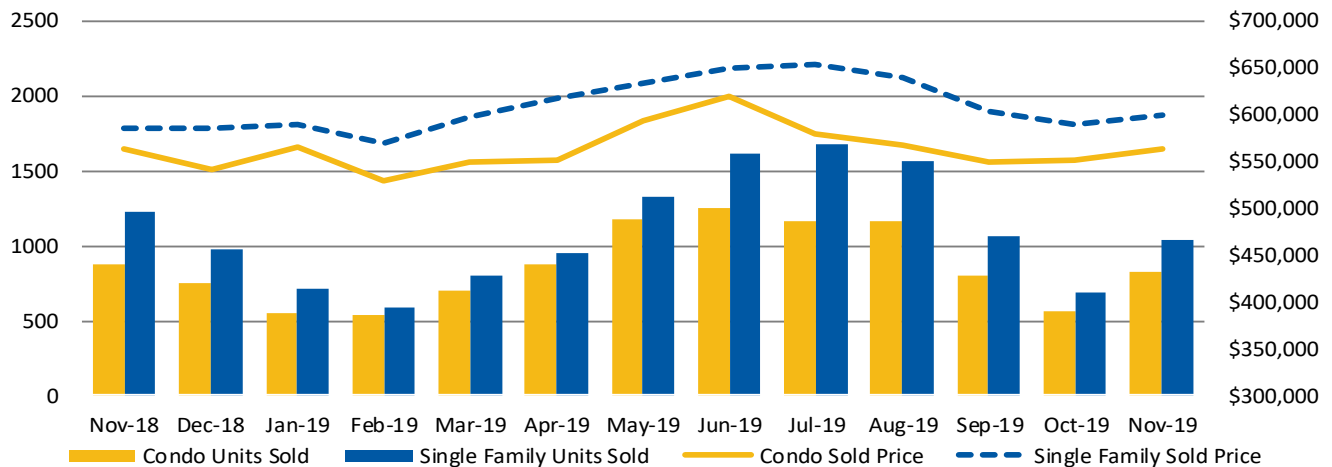
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$599,900 | \$586,500 | ▲ 2.3% | \$590,000 | ▲ 1.7% | \$621,750 | \$612,000 | ▲ 1.6% |
| Units Sold | 1,037 | 1,234 | ▼ -16.0% | 687 | ▲ 50.9% | 12,050 | 12,607 | ▼ -4.4% |
| Active Listings | 2,382 | 2,806 | ▼ -15.1% | 3,297 | ▼ -27.8% | --- | --- | --- |
| Months Supply of Inventory | 2.3 | 2.3 | ■ 0.0% | 4.8 | ▼ -52.1% | --- | --- | --- |
| New Listings | 714 | 875 | ▼ -18.4% | 1,561 | ▼ -54.3% | 17,021 | 17,133 | ▼ -0.7% |
| Pending Sales | 1,099 | 964 | ▲ 14.0% | 1,221 | ▼ -10.0% | 13,060 | 12,828 | ▲ 1.8% |
| Days to Off Market | 56 | 50 | ▲ 12.0% | 45 | ▲ 24.4% | 44 | 40 | ▲ 10.0% |
| Sold to Original Price Ratio | 97.5% | 97.5% | ■ 0.0% | 97.8% | ▼ -0.3% | 98.3% | 99.4% | ▼ -1.1% |
| Price per Square Foot | \$332 | \$331 | ▲ 0.3% | \$330 | ▲ 0.6% | \$335 | \$330 | ▲ 1.5% |

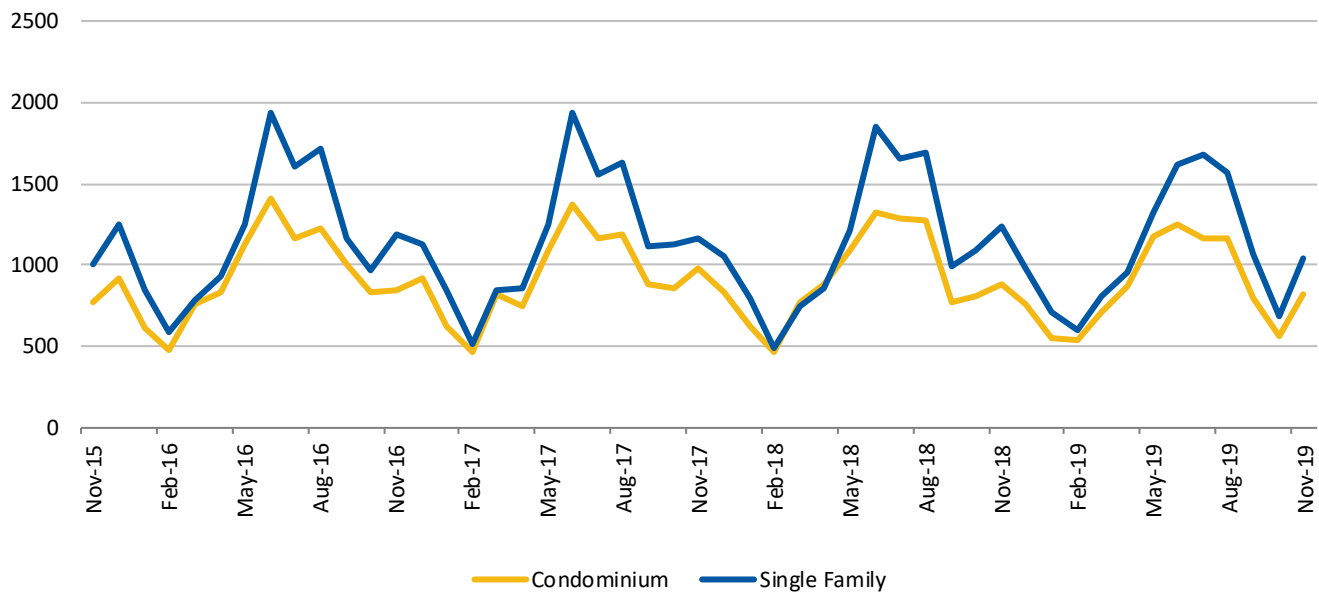
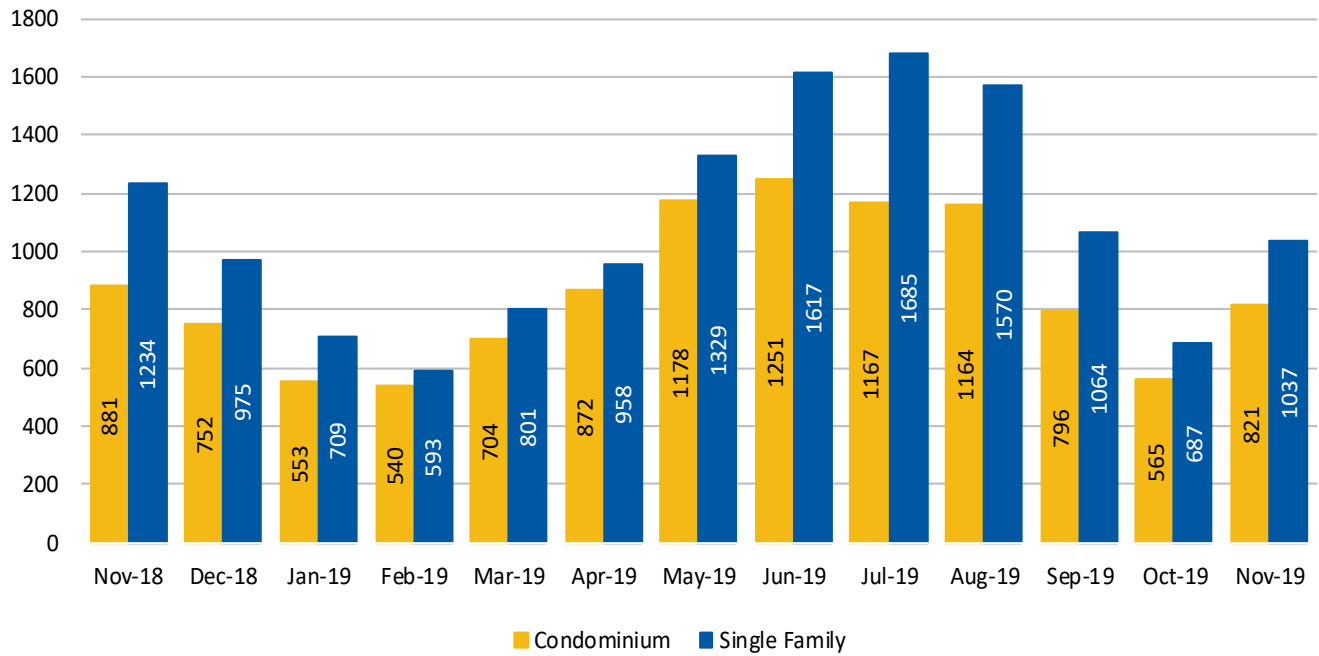
Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$563,000 | \$563,087 | ▼ 0.0% | \$551,000 | ▲ 2.2% | \$570,000 | \$568,500 | ▲ 0.3% |
| Units Sold | 821 | 881 | ▼ -6.8% | 565 | ▲ 45.3% | 9,611 | 10,153 | ▼ -5.3% |
| Active Listings | 2,200 | 2,343 | ▼ -6.1% | 2,902 | ▼ -24.2% | --- | --- | --- |
| Months Supply of Inventory | 2.7 | 2.7 | ■ 0.0% | 5.1 | ▼ -47.1% | --- | --- | --- |
| New Listings | 659 | 837 | ▼ -21.3% | 1,318 | ▼ -50.0% | 14,457 | 13,630 | ▲ 6.1% |
| Pending Sales | 870 | 735 | ▲ 18.4% | 971 | ▼ -10.4% | 10,703 | 10,138 | ▲ 5.6% |
| Days to Off Market | 52 | 44 | ▲ 18.2% | 43 | ▲ 20.9% | 43 | 36 | ▲ 19.4% |
| Sold to Original Price Ratio | 98.0% | 99.0% | ▼ -1.0% | 98.2% | ▼ -0.2% | 98.9% | 100.5% | ▼ -1.6% |
| Price per Square Foot | \$536 | \$564 | ▼ -5.0% | \$545 | ▼ -1.7% | \$569 | \$564 | ▲ 0.9% |



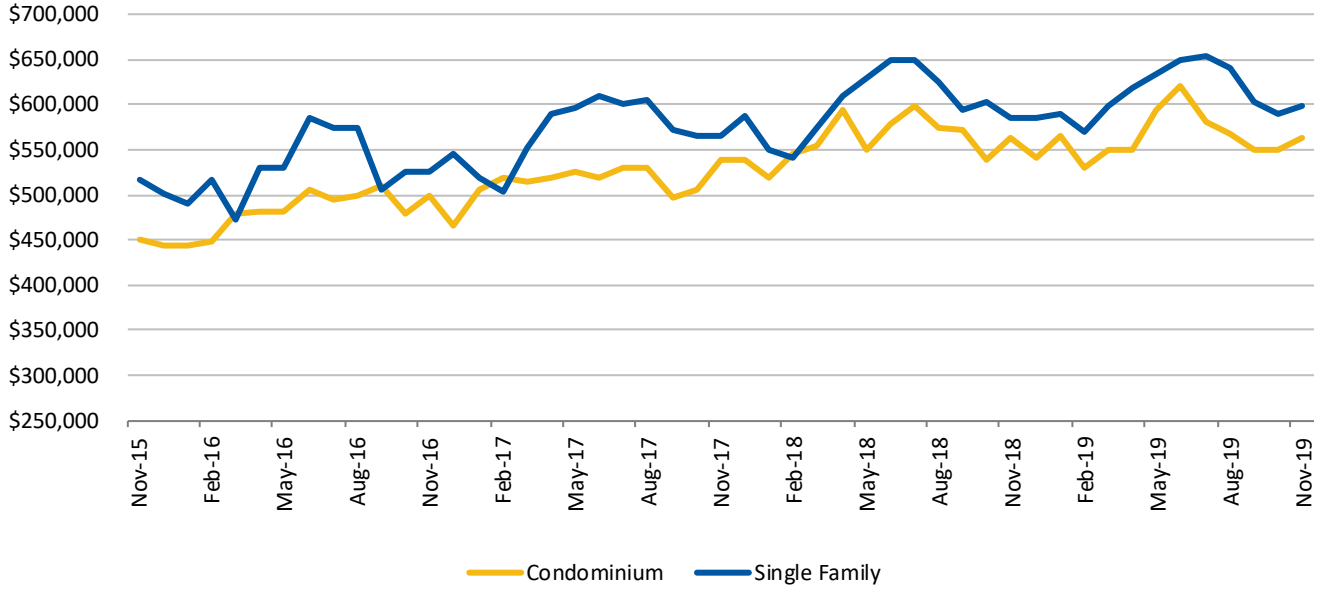
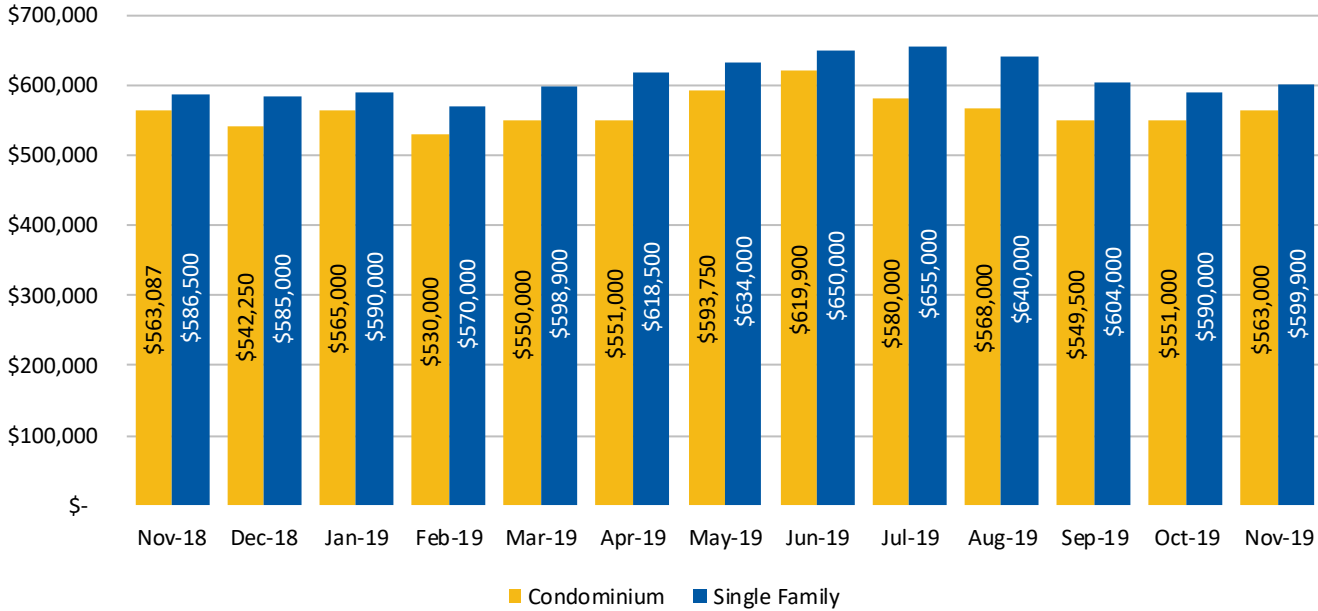
UNITS SOLD

| | Year over Year | | | Month over Month | | Year to Date | | |
|----------------------------|----------------|----------|----------|------------------|---------|---------------|--------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| SINGLE FAMILY HOMES | 1,037 | 1,234 | ▼ -16.0% | 687 | ▲ 50.9% | 12,050 | 12,607 | ▼ -4.4% |
| CONDOMINIUMS | 821 | 881 | ▼ -6.8% | 565 | ▲ 45.3% | 9,611 | 10,153 | ▼ -5.3% |



MEDIAN SELLING PRICE

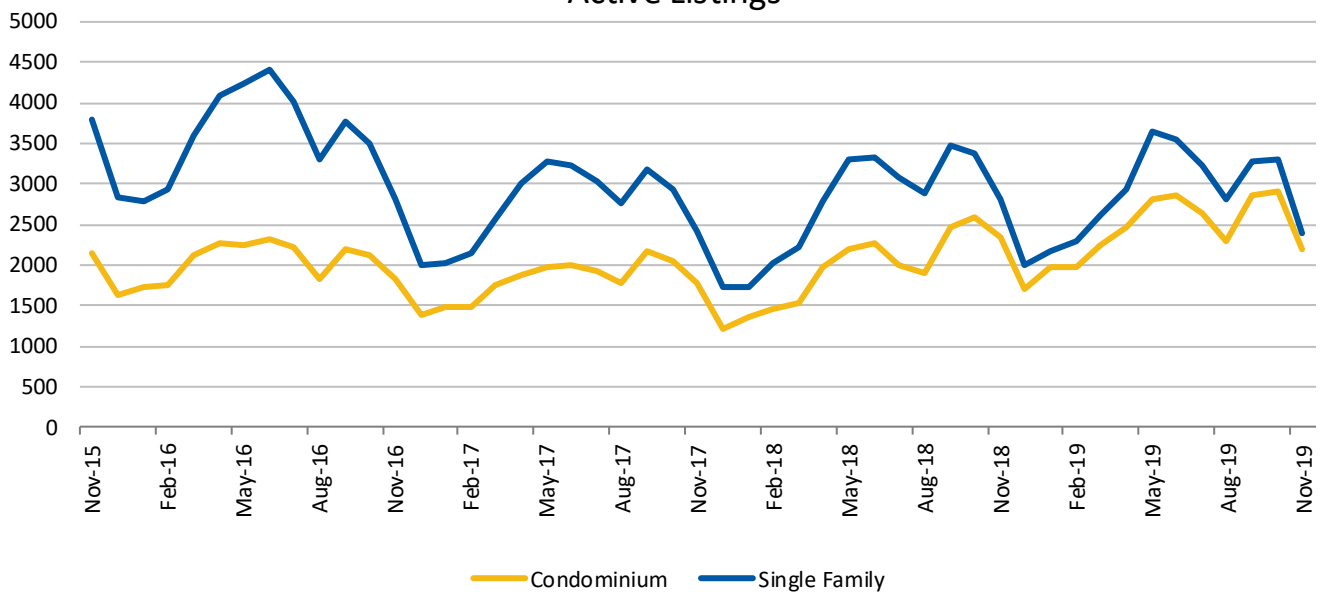
| | Year over Year | | | Month over Month | | Year to Date | | |
|----------------------------|------------------|-----------|--------|------------------|--------|------------------|-----------|--------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| SINGLE FAMILY HOMES | \$599,900 | \$586,500 | ▲ 2.3% | \$590,000 | ▲ 1.7% | \$621,750 | \$612,000 | ▲ 1.6% |
| CONDOMINIUMS | \$563,000 | \$563,087 | ▼ 0.0% | \$551,000 | ▲ 2.2% | \$570,000 | \$568,500 | ▲ 0.3% |



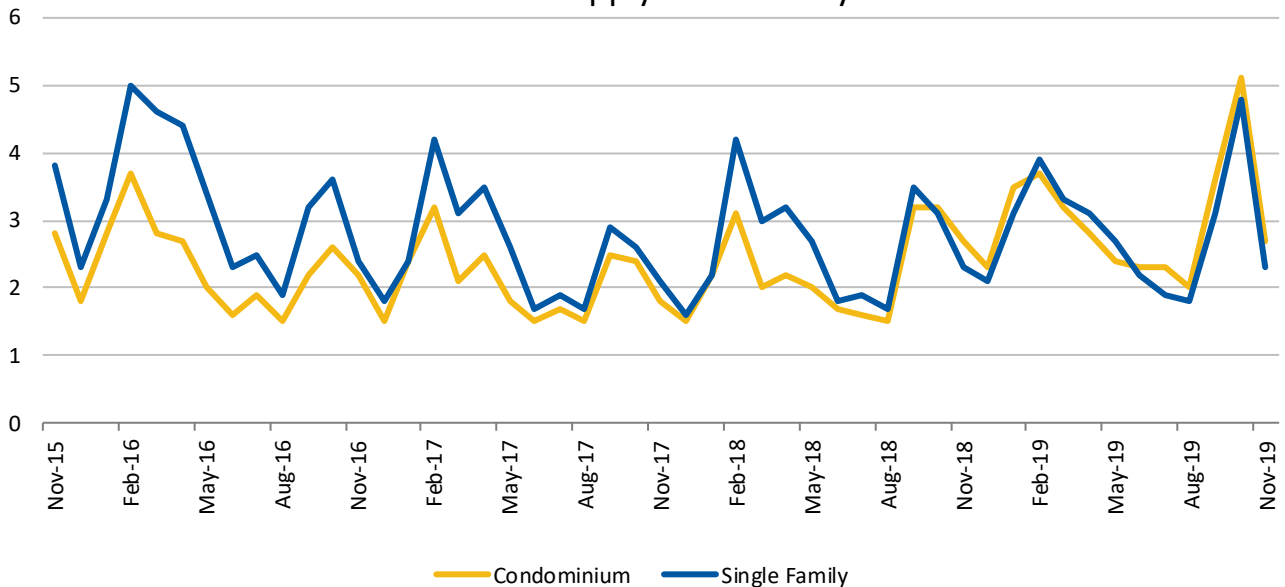
ACTIVE LISTINGS

| | | Year over Year | | | Month over Month | |
|---------------------|----------------------------|----------------|----------|----------|------------------|----------|
| | | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change |
| SINGLE FAMILY HOMES | Active Listings | 2,382 | 2,806 | ▼ -15.1% | 3,297 | ▼ -27.8% |
| | Months Supply of Inventory | 2.3 | 2.3 | ■ 0.0% | 4.8 | ▼ -52.1% |
| CONDOMINIUMS | Active Listings | 2,200 | 2,343 | ▼ -6.1% | 2,902 | ▼ -24.2% |
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Active Listings

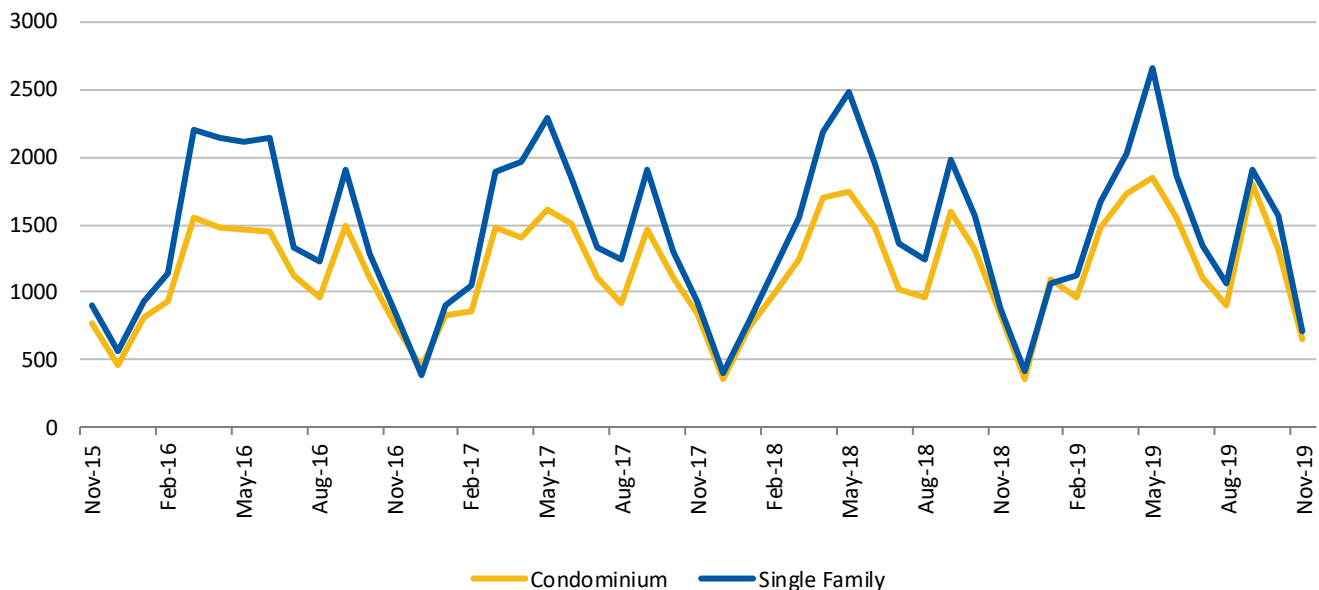
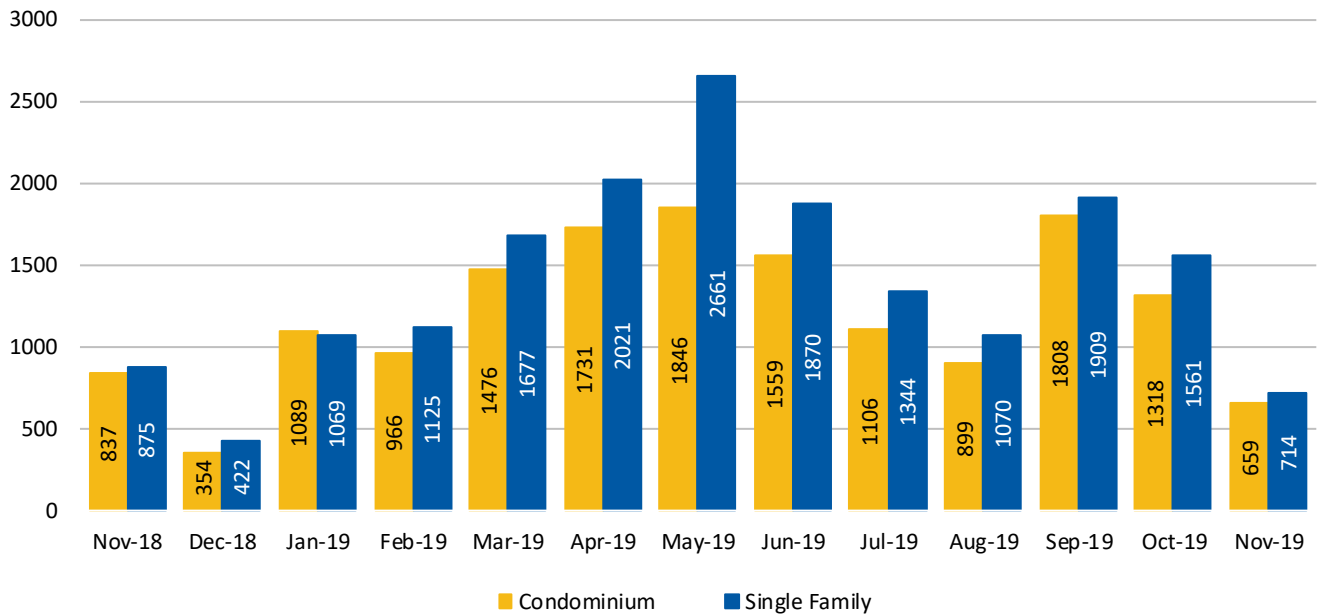


Months Supply of Inventory



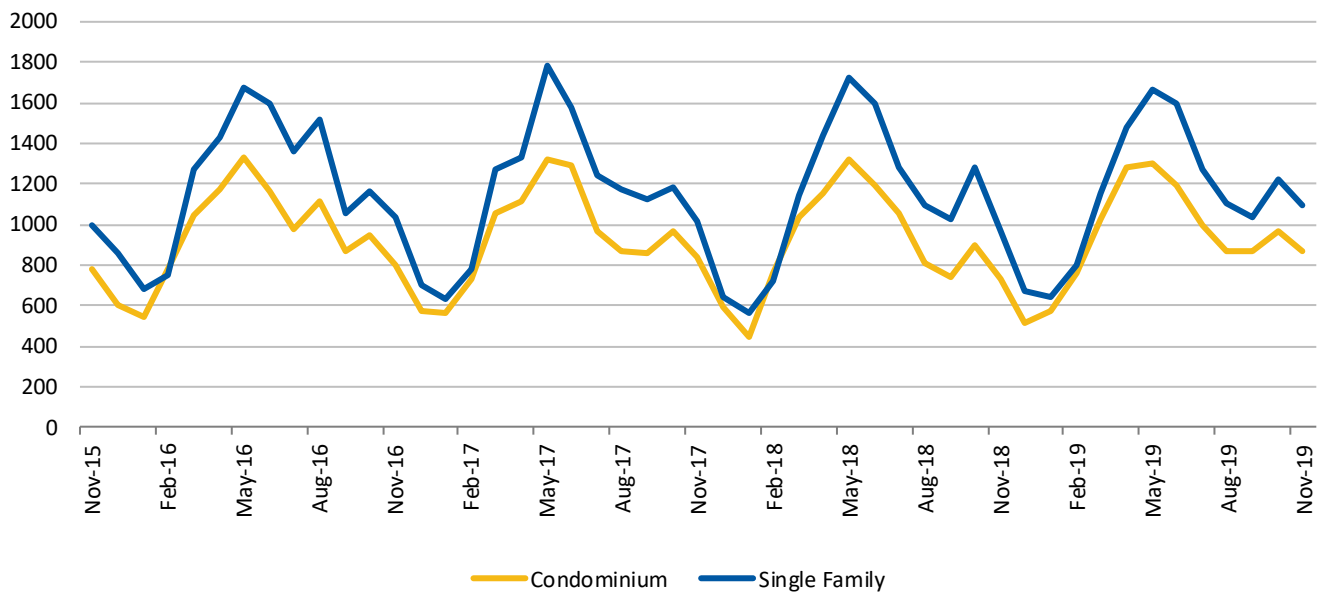
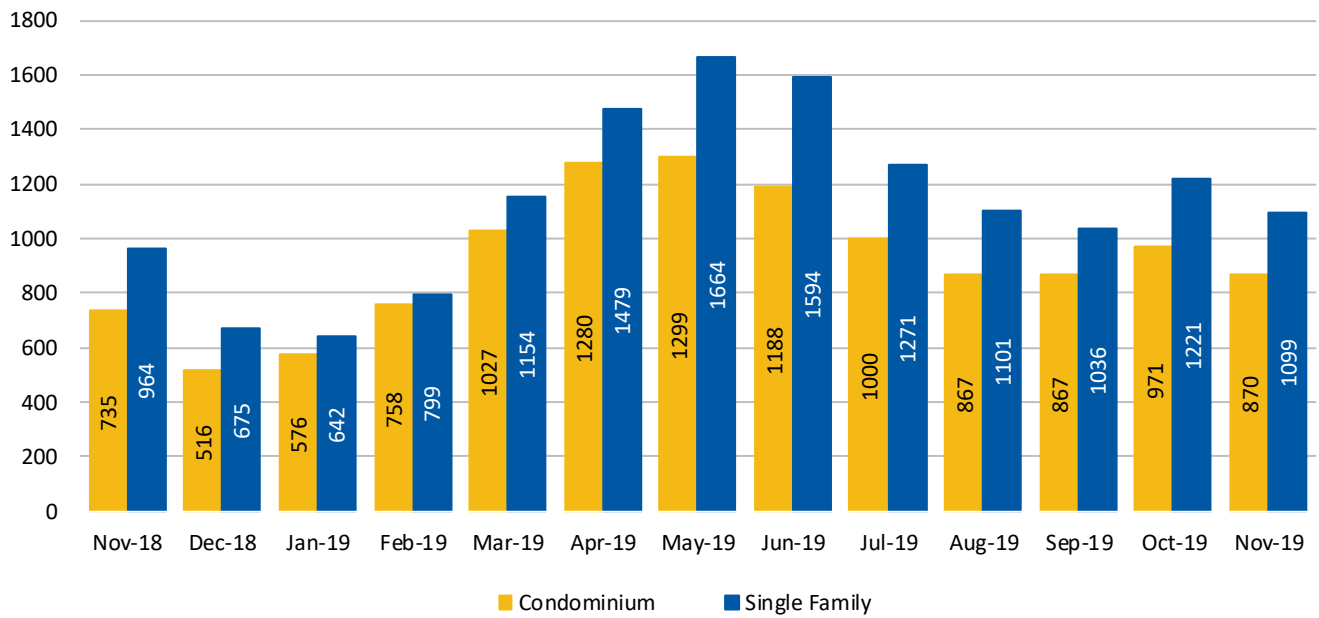
NEW LISTINGS

| | Year over Year | | | Month over Month | | Year to Date | | |
|----------------------------|----------------|----------|----------|------------------|----------|---------------|--------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| SINGLE FAMILY HOMES | 714 | 875 | ▼ -18.4% | 1,561 | ▼ -54.3% | 17,021 | 17,133 | ▼ -0.7% |
| CONDOMINIUMS | 659 | 837 | ▼ -21.3% | 1,318 | ▼ -50.0% | 14,457 | 13,630 | ▲ 6.1% |



PENDING SALES

| | Year over Year | | | Month over Month | | Year to Date | | |
|----------------------------|----------------|----------|---------|------------------|----------|--------------|--------|--------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| SINGLE FAMILY HOMES | 1,099 | 964 | ▲ 14.0% | 1,221 | ▼ -10.0% | 13,060 | 12,828 | ▲ 1.8% |
| CONDOMINIUMS | 870 | 735 | ▲ 18.4% | 971 | ▼ -10.4% | 10,703 | 10,138 | ▲ 5.6% |



CENTRAL MIDDLESEX REGION

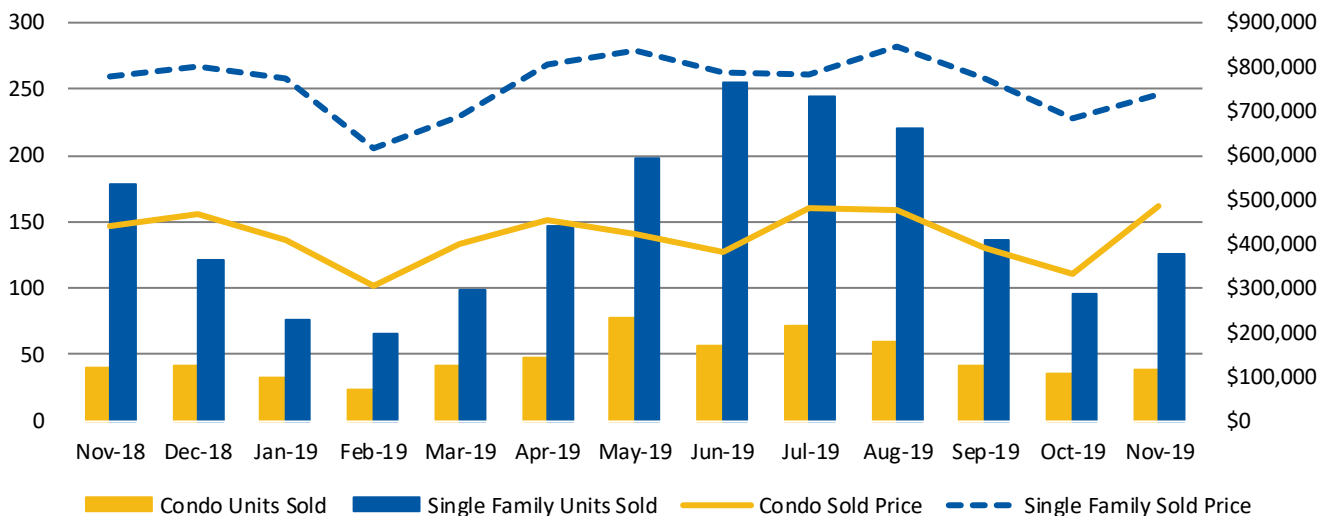
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$740,000 | \$778,863 | ▼ -5.0% | \$685,000 | ▲ 8.0% | \$777,500 | \$790,000 | ▼ -1.6% |
| Units Sold | 126 | 178 | ▼ -29.2% | 96 | ▲ 31.3% | 1,664 | 1,795 | ▼ -7.3% |
| Active Listings | 464 | 451 | ▲ 2.9% | 664 | ▼ -30.1% | --- | --- | --- |
| Months Supply of Inventory | 3.7 | 2.5 | ▲ 48.0% | 6.9 | ▼ -46.4% | --- | --- | --- |
| New Listings | 87 | 93 | ▼ -6.5% | 200 | ▼ -56.5% | 2,624 | 2,491 | ▲ 5.3% |
| Pending Sales | 171 | 112 | ▲ 52.7% | 162 | ▲ 5.6% | 1,858 | 1,834 | ▲ 1.3% |
| Days to Off Market | 79 | 57 | ▲ 38.6% | 61 | ▲ 29.5% | 55 | 51 | ▲ 7.8% |
| Sold to Original Price Ratio | 95.7% | 96.8% | ▼ -1.1% | 96.0% | ▼ -0.3% | 97.4% | 98.1% | ▼ -0.7% |
| Price per Square Foot | \$325 | \$328 | ▼ -0.9% | \$300 | ▲ 8.3% | \$317 | \$324 | ▼ -2.2% |

Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$484,500 | \$438,950 | ▲ 10.4% | \$332,500 | ▲ 45.7% | \$408,498 | \$402,000 | ▲ 1.6% |
| Units Sold | 38 | 40 | ▼ -5.0% | 36 | ▲ 5.6% | 526 | 511 | ▲ 2.9% |
| Active Listings | 99 | 129 | ▼ -23.3% | 128 | ▼ -22.7% | --- | --- | --- |
| Months Supply of Inventory | 2.6 | 3.2 | ▼ -18.8% | 3.6 | ▼ -27.8% | --- | --- | --- |
| New Listings | 24 | 35 | ▼ -31.4% | 52 | ▼ -53.8% | 681 | 676 | ▲ 0.7% |
| Pending Sales | 36 | 35 | ▲ 2.9% | 58 | ▼ -37.9% | 549 | 521 | ▲ 5.4% |
| Days to Off Market | 69 | 49 | ▲ 40.8% | 74 | ▼ -6.8% | 51 | 48 | ▲ 6.3% |
| Sold to Original Price Ratio | 97.4% | 98.6% | ▼ -1.2% | 97.1% | ▲ 0.3% | 99.0% | 99.1% | ▼ -0.1% |
| Price per Square Foot | \$290 | \$288 | ▲ 0.7% | \$278 | ▲ 4.3% | \$281 | \$267 | ▲ 5.2% |



EASTERN MIDDLESEX REGION

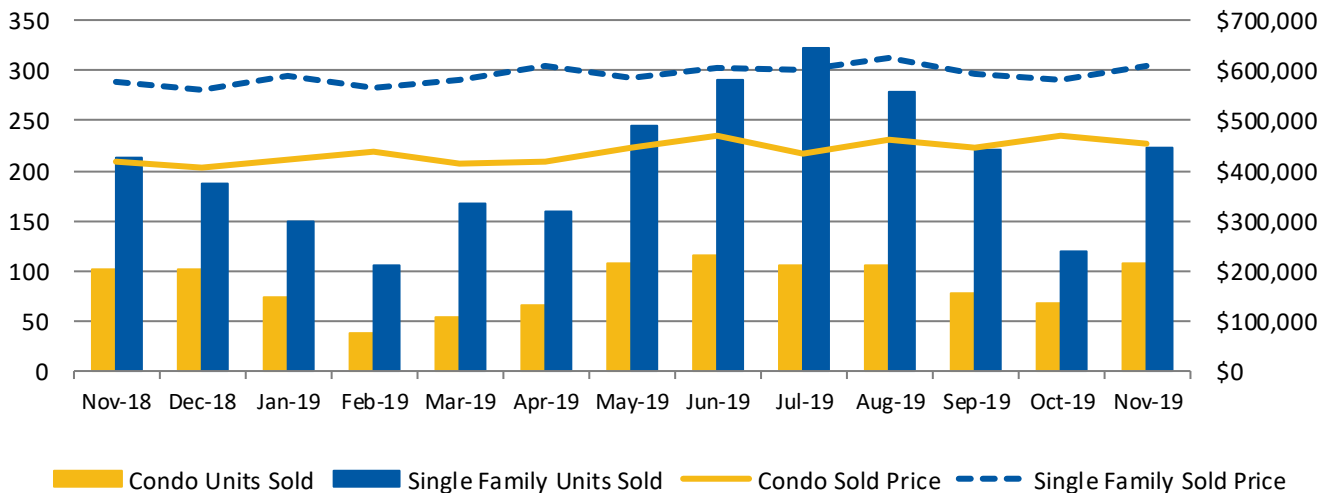
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$608,000 | \$579,000 | ▲ 5.0% | \$580,000 | ▲ 4.8% | \$597,250 | \$585,000 | ▲ 2.1% |
| Units Sold | 223 | 213 | ▲ 4.7% | 119 | ▲ 87.4% | 2,282 | 2,207 | ▲ 3.4% |
| Active Listings | 335 | 423 | ▼ -20.8% | 455 | ▼ -26.4% | --- | --- | --- |
| Months Supply of Inventory | 1.5 | 2.0 | ▼ -25.0% | 3.8 | ▼ -60.5% | --- | --- | --- |
| New Listings | 138 | 165 | ▼ -16.4% | 308 | ▼ -55.2% | 2,949 | 2,924 | ▲ 0.9% |
| Pending Sales | 202 | 191 | ▲ 5.8% | 236 | ▼ -14.4% | 2,429 | 2,273 | ▲ 6.9% |
| Days to Off Market | 44 | 39 | ▲ 12.8% | 35 | ▲ 25.7% | 35 | 32 | ▲ 9.4% |
| Sold to Original Price Ratio | 98.9% | 98.7% | ▲ 0.2% | 99.9% | ▼ -1.0% | 99.9% | 101.3% | ▼ -1.4% |
| Price per Square Foot | \$330 | \$315 | ▲ 4.8% | \$338 | ▼ -2.4% | \$330 | \$326 | ▲ 1.2% |

Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$455,000 | \$417,000 | ▲ 9.1% | \$471,250 | ▼ -3.4% | \$448,000 | \$449,450 | ▼ -0.3% |
| Units Sold | 108 | 102 | ▲ 5.9% | 68 | ▲ 58.8% | 916 | 1,016 | ▼ -9.8% |
| Active Listings | 196 | 195 | ▲ 0.5% | 249 | ▼ -21.3% | --- | --- | --- |
| Months Supply of Inventory | 1.8 | 1.9 | ▼ -5.3% | 3.7 | ▼ -51.4% | --- | --- | --- |
| New Listings | 85 | 103 | ▼ -17.5% | 173 | ▼ -50.9% | 1,366 | 1,264 | ▲ 8.1% |
| Pending Sales | 88 | 100 | ▼ -12.0% | 104 | ▼ -15.4% | 1,040 | 1,012 | ▲ 2.8% |
| Days to Off Market | 36 | 32 | ▲ 12.5% | 34 | ▲ 5.9% | 35 | 30 | ▲ 16.7% |
| Sold to Original Price Ratio | 98.7% | 99.4% | ▼ -0.7% | 99.4% | ▼ -0.7% | 99.5% | 101.9% | ▼ -2.4% |
| Price per Square Foot | \$362 | \$354 | ▲ 2.3% | \$368 | ▼ -1.6% | \$369 | \$362 | ▲ 1.9% |



METRO BOSTON REGION

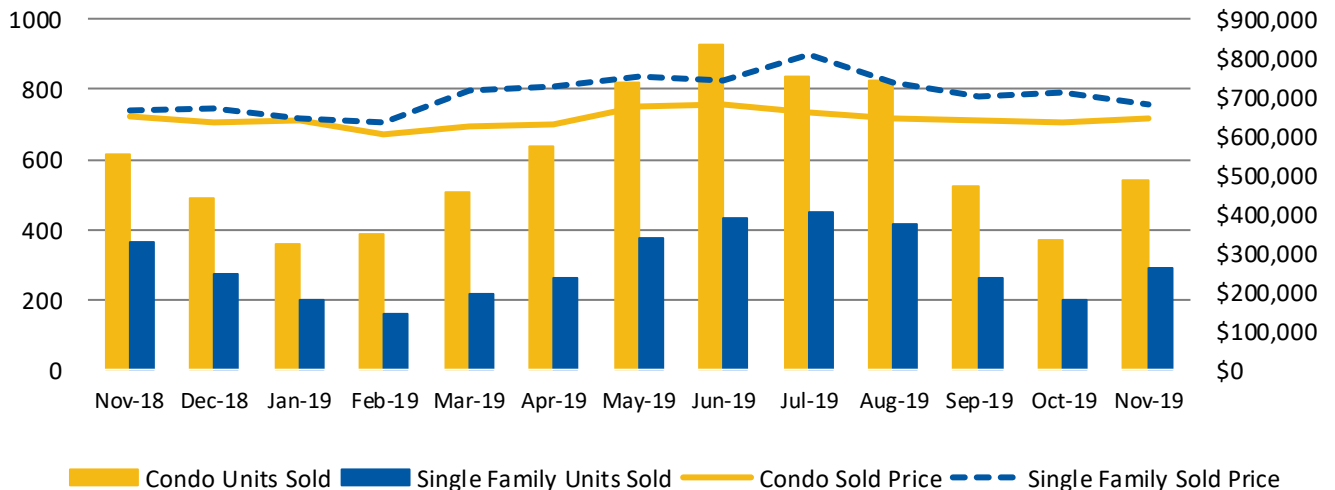
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$680,000 | \$667,500 | ▲ 1.9% | \$713,600 | ▼ -4.7% | \$725,000 | \$698,000 | ▲ 3.9% |
| Units Sold | 289 | 364 | ▼ -20.6% | 198 | ▲ 46.0% | 3,260 | 3,432 | ▼ -5.0% |
| Active Listings | 583 | 712 | ▼ -18.1% | 843 | ▼ -30.8% | --- | --- | --- |
| Months Supply of Inventory | 2.0 | 2.0 | ■ 0.0% | 4.3 | ▼ -53.5% | --- | --- | --- |
| New Listings | 202 | 244 | ▼ -17.2% | 456 | ▼ -55.7% | 4,669 | 4,688 | ▼ -0.4% |
| Pending Sales | 319 | 277 | ▲ 15.2% | 341 | ▼ -6.5% | 3,546 | 3,476 | ▲ 2.0% |
| Days to Off Market | 48 | 50 | ▼ -4.0% | 38 | ▲ 26.3% | 39 | 35 | ▲ 11.4% |
| Sold to Original Price Ratio | 98.2% | 97.8% | ▲ 0.4% | 98.0% | ▲ 0.2% | 98.8% | 100.2% | ▼ -1.4% |
| Price per Square Foot | \$411 | \$418 | ▼ -1.7% | \$413 | ▼ -0.5% | \$427 | \$414 | ▲ 3.1% |

Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$646,000 | \$650,000 | ▼ -0.6% | \$633,000 | ▲ 2.1% | \$649,900 | \$659,900 | ▼ -1.5% |
| Units Sold | 539 | 615 | ▼ -12.4% | 370 | ▲ 45.7% | 6,727 | 7,087 | ▼ -5.1% |
| Active Listings | 1,575 | 1,671 | ▼ -5.7% | 2,095 | ▼ -24.8% | --- | --- | --- |
| Months Supply of Inventory | 2.9 | 2.7 | ▲ 7.4% | 5.7 | ▼ -49.1% | --- | --- | --- |
| New Listings | 450 | 580 | ▼ -22.4% | 915 | ▼ -50.8% | 10,297 | 9,730 | ▲ 5.8% |
| Pending Sales | 616 | 490 | ▲ 25.7% | 665 | ▼ -7.4% | 7,436 | 7,028 | ▲ 5.8% |
| Days to Off Market | 53 | 45 | ▲ 17.8% | 41 | ▲ 29.3% | 42 | 35 | ▲ 20.0% |
| Sold to Original Price Ratio | 97.5% | 99.0% | ▼ -1.5% | 97.6% | ▼ -0.1% | 98.7% | 100.5% | ▼ -1.8% |
| Price per Square Foot | \$658 | \$679 | ▼ -3.1% | \$674 | ▼ -2.4% | \$684 | \$683 | ▲ 0.1% |



METRO WEST REGION

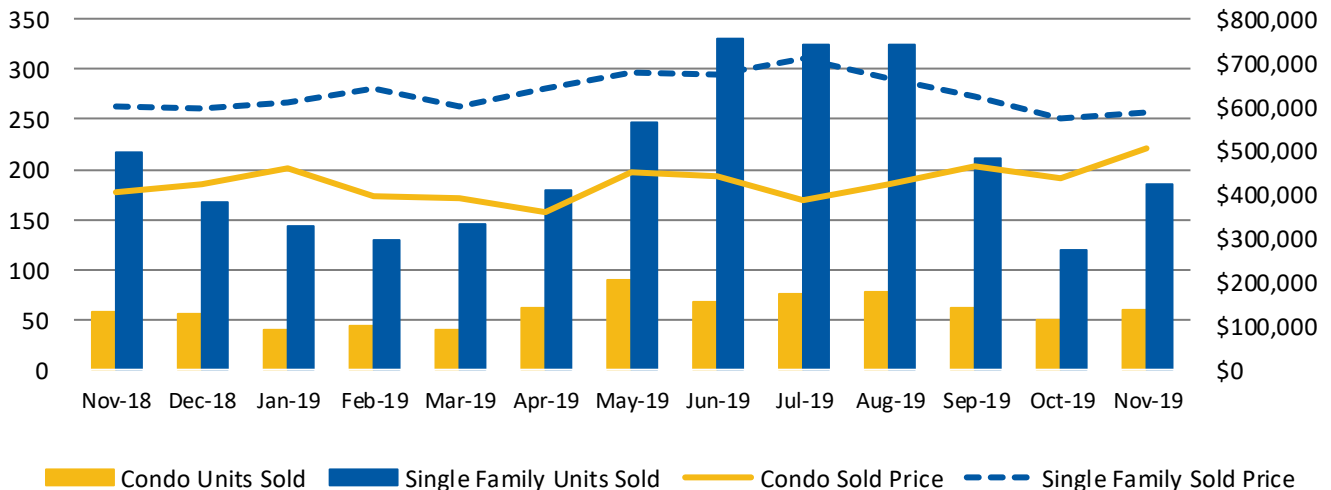
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$589,000 | \$600,000 | ▼ -1.8% | \$575,000 | ▲ 2.4% | \$648,000 | \$649,450 | ▼ -0.2% |
| Units Sold | 185 | 217 | ▼ -14.7% | 119 | ▲ 55.5% | 2,340 | 2,484 | ▼ -5.8% |
| Active Listings | 508 | 582 | ▼ -12.7% | 687 | ▼ -26.1% | --- | --- | --- |
| Months Supply of Inventory | 2.7 | 2.7 | ▬ 0.0% | 5.8 | ▼ -53.4% | --- | --- | --- |
| New Listings | 130 | 183 | ▼ -29.0% | 279 | ▼ -53.4% | 3,326 | 3,401 | ▼ -2.2% |
| Pending Sales | 202 | 183 | ▲ 10.4% | 225 | ▼ -10.2% | 2,507 | 2,520 | ▼ -0.5% |
| Days to Off Market | 64 | 55 | ▲ 16.4% | 51 | ▲ 25.5% | 48 | 44 | ▲ 9.1% |
| Sold to Original Price Ratio | 97.0% | 96.9% | ▲ 0.1% | 97.0% | ▬ 0.0% | 97.5% | 98.7% | ▼ -1.2% |
| Price per Square Foot | \$300 | \$301 | ▼ -0.3% | \$301 | ▼ -0.3% | \$308 | \$309 | ▼ -0.3% |

Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$505,000 | \$403,700 | ▲ 25.1% | \$438,250 | ▲ 15.2% | \$420,000 | \$385,000 | ▲ 9.1% |
| Units Sold | 60 | 58 | ▲ 3.4% | 50 | ▲ 20.0% | 664 | 752 | ▼ -11.7% |
| Active Listings | 155 | 166 | ▼ -6.6% | 213 | ▼ -27.2% | --- | --- | --- |
| Months Supply of Inventory | 2.6 | 2.9 | ▼ -10.3% | 4.3 | ▼ -39.5% | --- | --- | --- |
| New Listings | 40 | 61 | ▼ -34.4% | 78 | ▼ -48.7% | 932 | 918 | ▲ 1.5% |
| Pending Sales | 58 | 53 | ▲ 9.4% | 67 | ▼ -13.4% | 733 | 763 | ▼ -3.9% |
| Days to Off Market | 60 | 43 | ▲ 39.5% | 44 | ▲ 36.4% | 48 | 41 | ▲ 17.1% |
| Sold to Original Price Ratio | 99.1% | 99.9% | ▼ -0.8% | 101.6% | ▼ -2.5% | 99.3% | 100.2% | ▼ -0.9% |
| Price per Square Foot | \$283 | \$298 | ▼ -5.0% | \$281 | ▲ 0.7% | \$281 | \$273 | ▲ 2.9% |



SOUTHERN NORFOLK REGION

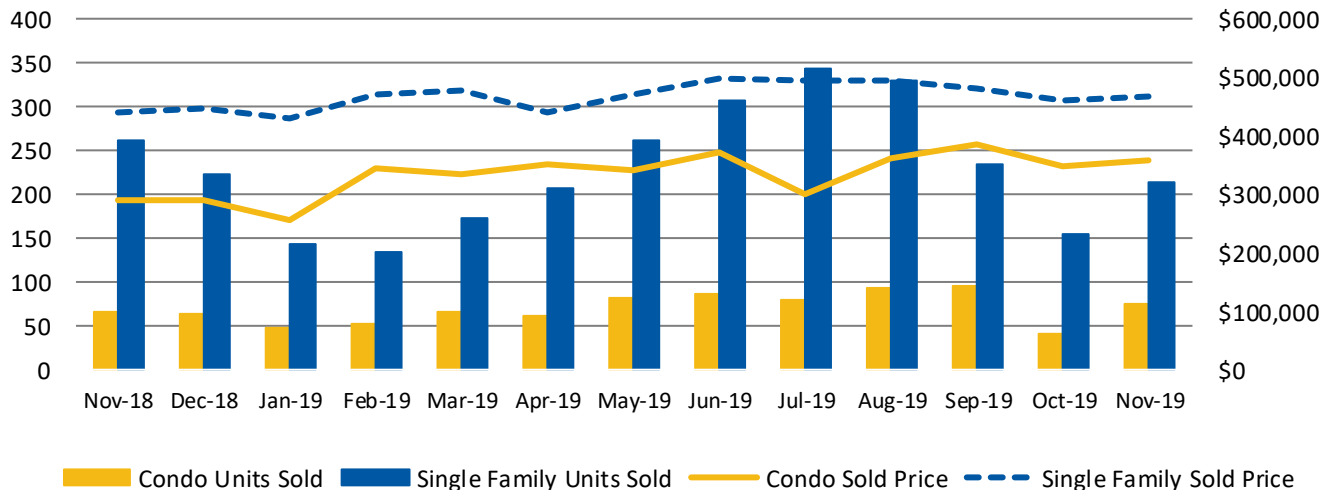
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$468,500 | \$440,000 | ▲ 6.5% | \$460,000 | ▲ 1.8% | \$480,000 | \$460,000 | ▲ 4.3% |
| Units Sold | 214 | 262 | ▼ -18.3% | 155 | ▲ 38.1% | 2,504 | 2,689 | ▼ -6.9% |
| Active Listings | 492 | 638 | ▼ -22.9% | 648 | ▼ -24.1% | --- | --- | --- |
| Months Supply of Inventory | 2.3 | 2.4 | ▼ -4.2% | 4.2 | ▼ -45.2% | --- | --- | --- |
| New Listings | 157 | 190 | ▼ -17.4% | 318 | ▼ -50.6% | 3,453 | 3,629 | ▼ -4.8% |
| Pending Sales | 205 | 201 | ▲ 2.0% | 257 | ▼ -20.2% | 2,720 | 2,725 | ▼ -0.2% |
| Days to Off Market | 54 | 50 | ▲ 8.0% | 48 | ▲ 12.5% | 46 | 41 | ▲ 12.2% |
| Sold to Original Price Ratio | 96.3% | 97.2% | ▼ -0.9% | 97.7% | ▼ -1.4% | 97.8% | 98.5% | ▼ -0.7% |
| Price per Square Foot | \$259 | \$250 | ▲ 3.6% | \$259 | ■ 0.0% | \$255 | \$251 | ▲ 1.6% |

Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$359,500 | \$289,900 | ▲ 24.0% | \$348,000 | ▲ 3.3% | \$345,000 | \$305,000 | ▲ 13.1% |
| Units Sold | 76 | 66 | ▲ 15.2% | 41 | ▲ 85.4% | 778 | 787 | ▼ -1.1% |
| Active Listings | 175 | 182 | ▼ -3.8% | 217 | ▼ -19.4% | --- | --- | --- |
| Months Supply of Inventory | 2.3 | 2.8 | ▼ -17.9% | 5.3 | ▼ -56.6% | --- | --- | --- |
| New Listings | 60 | 58 | ▲ 3.4% | 100 | ▼ -40.0% | 1,181 | 1,042 | ▲ 13.3% |
| Pending Sales | 72 | 57 | ▲ 26.3% | 77 | ▼ -6.5% | 945 | 814 | ▲ 16.1% |
| Days to Off Market | 50 | 49 | ▲ 2.0% | 45 | ▲ 11.1% | 45 | 40 | ▲ 12.5% |
| Sold to Original Price Ratio | 99.7% | 98.0% | ▲ 1.7% | 98.2% | ▲ 1.5% | 99.5% | 99.5% | ■ 0.0% |
| Price per Square Foot | \$247 | \$220 | ▲ 12.3% | \$238 | ▲ 3.8% | \$247 | \$226 | ▲ 9.3% |



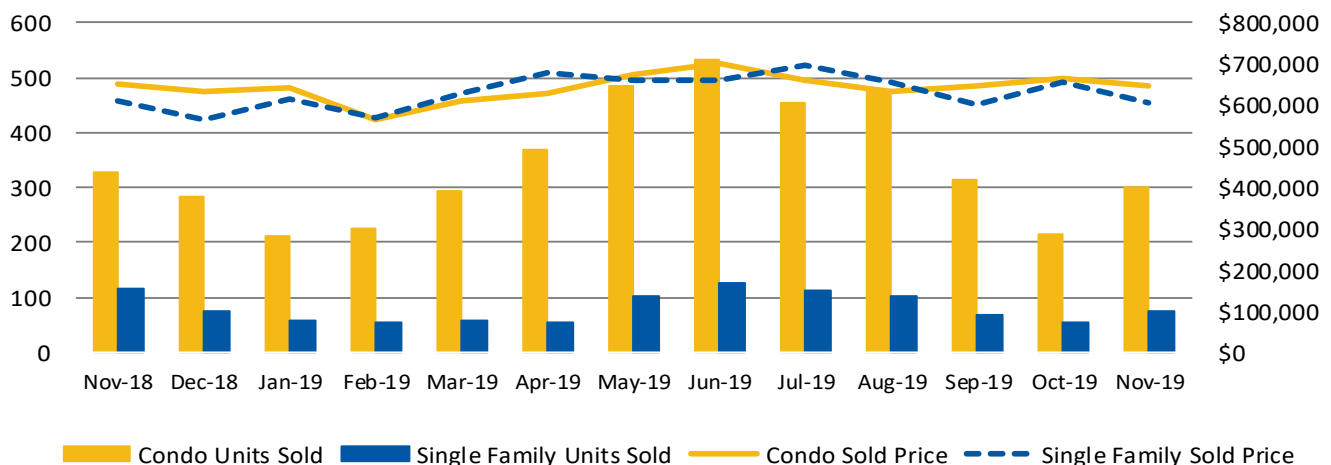
CITY OF BOSTON

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$604,500 | \$609,000 | ▼ -0.7% | \$657,000 | ▼ -8.0% | \$650,000 | \$620,000 | ▲ 4.8% |
| Units Sold | 76 | 117 | ▼ -35.0% | 54 | ▲ 40.7% | 861 | 957 | ▼ -10.0% |
| Active Listings | 148 | 223 | ▼ -33.6% | 208 | ▼ -28.8% | --- | --- | --- |
| Months Supply of Inventory | 1.9 | 1.9 | ▬ 0.0% | 3.9 | ▼ -51.3% | --- | --- | --- |
| New Listings | 56 | 75 | ▼ -25.3% | 118 | ▼ -52.5% | 1,219 | 1,319 | ▼ -7.6% |
| Pending Sales | 77 | 85 | ▼ -9.4% | 95 | ▼ -18.9% | 928 | 961 | ▼ -3.4% |
| Days to Off Market | 40 | 41 | ▼ -2.4% | 39 | ▲ 2.6% | 41 | 35 | ▲ 17.1% |
| Sold to Original Price Ratio | 98.8% | 99.0% | ▼ -0.2% | 98.8% | ▬ 0.0% | 99.1% | 100.3% | ▼ -1.2% |
| Price per Square Foot | \$448 | \$447 | ▲ 0.2% | \$427 | ▲ 4.9% | \$447 | \$421 | ▲ 6.2% |

Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$645,000 | \$650,000 | ▼ -0.8% | \$663,000 | ▼ -2.7% | \$649,000 | \$661,600 | ▼ -1.9% |
| Units Sold | 299 | 328 | ▼ -8.8% | 214 | ▲ 39.7% | 3,878 | 4,295 | ▼ -9.7% |
| Active Listings | 1,086 | 1,155 | ▼ -6.0% | 1,416 | ▼ -23.3% | --- | --- | --- |
| Months Supply of Inventory | 3.6 | 3.5 | ▲ 2.9% | 6.6 | ▼ -45.5% | --- | --- | --- |
| New Listings | 292 | 361 | ▼ -19.1% | 579 | ▼ -49.6% | 6,254 | 6,020 | ▲ 3.9% |
| Pending Sales | 391 | 309 | ▲ 26.5% | 384 | ▲ 1.8% | 4,364 | 4,226 | ▲ 3.3% |
| Days to Off Market | 54 | 47 | ▲ 14.9% | 44 | ▲ 22.7% | 46 | 39 | ▲ 17.9% |
| Sold to Original Price Ratio | 97.1% | 97.9% | ▼ -0.8% | 96.8% | ▲ 0.3% | 98.0% | 99.8% | ▼ -1.8% |
| Price per Square Foot | \$755 | \$770 | ▼ -1.9% | \$770 | ▼ -1.9% | \$772 | \$763 | ▲ 1.2% |



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 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$690,000 | \$715,000 | ▼ -3.5% | \$721,000 | ▼ -4.3% | \$720,000 | \$700,000 | ▲ 2.9% |
| Units Sold | 133 | 137 | ▼ -2.9% | 80 | ▲ 66.3% | 1,297 | 1,454 | ▼ -10.8% |
| Active Listings | 225 | 370 | ▼ -39.2% | 309 | ▼ -27.2% | --- | --- | --- |
| Months Supply of Inventory | 1.7 | 2.7 | ▼ -37.0% | 3.9 | ▼ -56.4% | --- | --- | --- |
| New Listings | 110 | 144 | ▼ -23.6% | 180 | ▼ -38.9% | 1,948 | 2,131 | ▼ -8.6% |
| Pending Sales | 135 | 122 | ▲ 10.7% | 150 | ▼ -10.0% | 1,412 | 1,482 | ▼ -4.7% |
| Days to Off Market | 45 | 47 | ▼ -4.3% | 38 | ▲ 18.4% | 38 | 35 | ▲ 8.6% |
| Sold to Original Price Ratio | 97.1% | 98.3% | ▼ -1.2% | 98.1% | ▼ -1.0% | 98.5% | 100.6% | ▼ -2.1% |
| Price per Square Foot | \$318 | \$300 | ▲ 6.0% | \$309 | ▲ 2.9% | \$307 | \$305 | ▲ 0.7% |

3 Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$947,500 | \$810,000 | ▲ 17.0% | \$880,000 | ▲ 7.7% | \$875,000 | \$835,000 | ▲ 4.8% |
| Units Sold | 42 | 39 | ▲ 7.7% | 37 | ▲ 13.5% | 481 | 532 | ▼ -9.6% |
| Active Listings | 87 | 172 | ▼ -49.4% | 133 | ▼ -34.6% | --- | --- | --- |
| Months Supply of Inventory | 2.1 | 4.4 | ▼ -52.3% | 3.6 | ▼ -41.7% | --- | --- | --- |
| New Listings | 46 | 56 | ▼ -17.9% | 51 | ▼ -9.8% | 783 | 840 | ▼ -6.8% |
| Pending Sales | 57 | 36 | ▲ 58.3% | 47 | ▲ 21.3% | 537 | 529 | ▲ 1.5% |
| Days to Off Market | 47 | 34 | ▲ 38.2% | 49 | ▼ -4.1% | 46 | 38 | ▲ 21.1% |
| Sold to Original Price Ratio | 96.3% | 97.2% | ▼ -0.9% | 96.3% | ■ 0.0% | 96.8% | 99.0% | ▼ -2.2% |
| Price per Square Foot | \$296 | \$283 | ▲ 4.6% | \$280 | ▲ 5.7% | \$305 | \$300 | ▲ 1.7% |

4 Family Homes

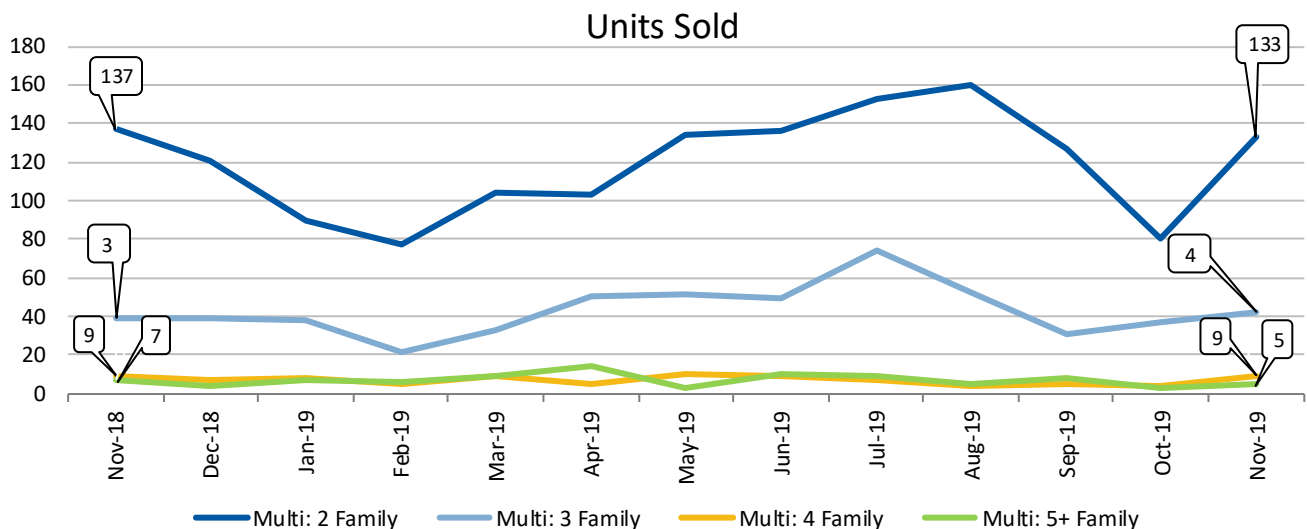
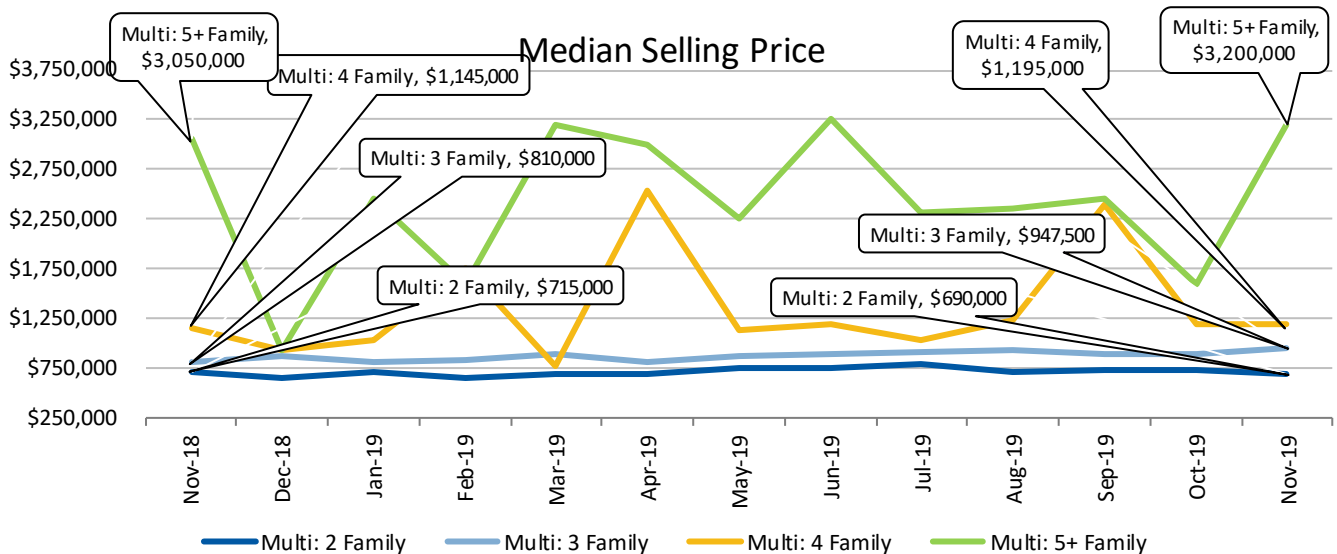
| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-------------|----------|------------------|----------|--------------|-----------|----------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$1,195,000 | \$1,145,000 | ▲ 4.4% | \$1,187,500 | ▲ 0.6% | \$1,195,000 | \$937,500 | ▲ 27.5% |
| Units Sold | 9 | 9 | ■ 0.0% | 4 | ▲ 125.0% | 75 | 70 | ▲ 7.1% |
| Active Listings | 22 | 30 | ▼ -26.7% | 31 | ▼ -29.0% | --- | --- | --- |
| Months Supply of Inventory | 2.4 | 3.3 | ▼ -27.3% | 7.8 | ▼ -69.2% | --- | --- | --- |
| New Listings | 3 | 10 | ▼ -70.0% | 16 | ▼ -81.3% | 125 | 141 | ▼ -11.3% |
| Pending Sales | 5 | 11 | ▼ -54.5% | 6 | ▼ -16.7% | 77 | 77 | ■ 0.0% |
| Days to Off Market | 56 | 56 | ■ 0.0% | 28 | ▲ 100.0% | 42 | 45 | ▼ -6.7% |
| Sold to Original Price Ratio | 98.7% | 95.6% | ▲ 3.2% | 92.0% | ▲ 7.3% | 94.6% | 96.1% | ▼ -1.6% |
| Price per Square Foot | \$351 | \$383 | ▼ -8.4% | \$359 | ▼ -2.2% | \$378 | \$327 | ▲ 15.6% |

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

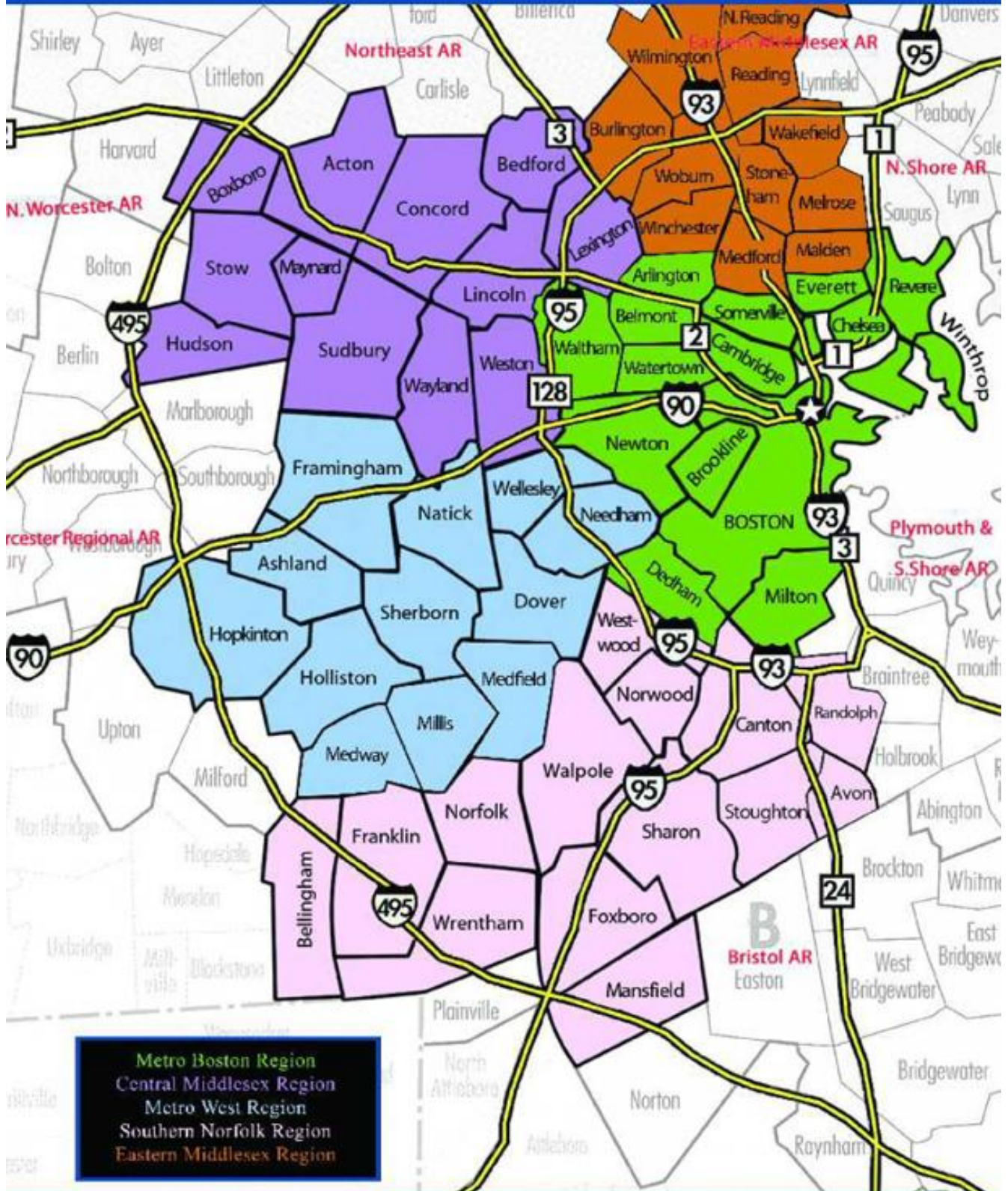
5+ Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-------------|----------|------------------|----------|--------------|-------------|---------|
| | Nov 2019 | Nov 2018 | Change | Oct 2019 | Change | 2019 | 2018 | Change |
| Median Selling Price | \$3,200,000 | \$3,050,000 | ▲ 4.9% | \$1,600,000 | ▲ 100.0% | \$2,396,000 | \$1,968,750 | ▲ 21.7% |
| Units Sold | 5 | 7 | ▼ -28.6% | 3 | ▲ 66.7% | 79 | 78 | ▲ 1.3% |
| Active Listings | 44 | 57 | ▼ -22.8% | 48 | ▼ -8.3% | --- | --- | --- |
| Months Supply of Inventory | 8.8 | 8.1 | ▲ 8.6% | 16.0 | ▼ -45.0% | --- | --- | --- |
| New Listings | 10 | 17 | ▼ -41.2% | 18 | ▼ -44.4% | 158 | 166 | ▼ -4.8% |
| Pending Sales | 6 | 4 | ▲ 50.0% | 6 | ■ 0.0% | 89 | 75 | ▲ 18.7% |
| Days to Off Market | 36 | 44 | ▼ -18.2% | 58 | ▼ -37.9% | 56 | 46 | ▲ 21.7% |
| Sold to Original Price Ratio | 88.6% | 94.0% | ▼ -5.7% | 90.7% | ▼ -2.3% | 92.7% | 99.3% | ▼ -6.6% |
| Price per Square Foot | \$412 | \$529 | ▼ -22.1% | \$329 | ▲ 25.2% | \$467 | \$459 | ▲ 1.7% |



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.