

MONTHLY MARKET INSIGHT REPORT

April 2020

Detached Single-Family Homes

The 893 homes sold in April 2020 was the eighth highest sales volume for the month and a 6.4 percent decrease from the 954 homes sold in April 2019. The median sales price reached a record high for the month of April at \$665,000 which was a 7.3 percent increase from the April 2019 median sales prices of \$610,500.

Condominiums

With 738 condos sold, it was the thirteenth most active April on record in Greater Boston, and a 15.4 percent decrease in sales from the 872 units sold in April 2019. The median sales price of condos increased 8.6 percent from the April 2019 price of \$551,000 to \$598,224 this month.

Multi-Family Homes

This month, there were 104 multi-family units sold in Greater Boston, which reflects a 38.8 percent decrease in sales volume from the 170 multi-family units sold in April 2019.



CONTENTS

Greater Boston	2
Units Sold	3
Median Selling Price	4
Active Listings	5
New Listings	6
Pending Sales	7
Central Middlesex	8
Eastern Middlesex	9
Metro Boston	10
Metro West	11
Southern Norfolk	12
City of Boston	13
Multi-Family	14
Regional Map	16
Glossary	17

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 5/10/2020

GREATER BOSTON MARKET SUMMARY

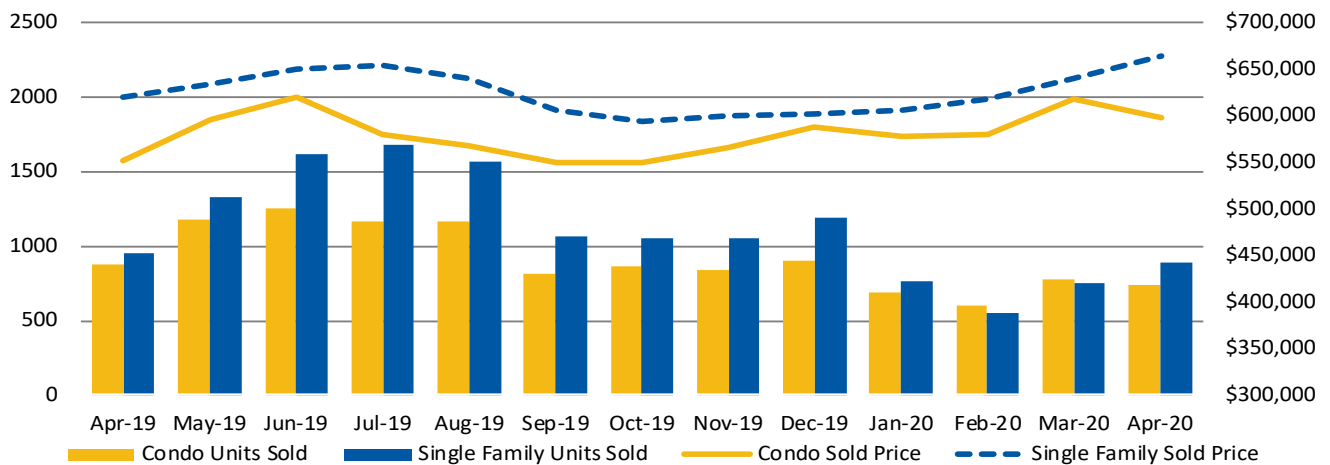
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$665,000	\$620,000	▲ 7.3%	\$640,000	▲ 3.9%	\$639,900	\$595,750	▲ 7.4%
Units Sold	893	954	▼ -6.4%	754	▲ 18.4%	3,001	3,052	▼ -1.7%
Active Listings	1,775	2,689	▼ -34.0%	1,731	▲ 2.5%	---	---	---
Months Supply of Inventory	2.0	2.8	▼ -28.6%	2.3	▼ -13.0%	---	---	---
New Listings	940	2,014	▼ -53.3%	1,583	▼ -40.6%	4,725	5,872	▼ -19.5%
Pending Sales	744	1,474	▼ -49.5%	1,151	▼ -35.4%	3,376	4,054	▼ -16.7%
Days to Off Market	38	35	▲ 8.6%	33	▲ 15.2%	44	46	▼ -4.3%
Sold to Original Price Ratio	99.8%	98.3%	▲ 1.5%	98.8%	▲ 1.0%	98.0%	97.1%	▲ 0.9%
Price per Square Foot	\$343	\$336	▲ 2.1%	\$342	▲ 0.3%	\$336	\$327	▲ 2.8%

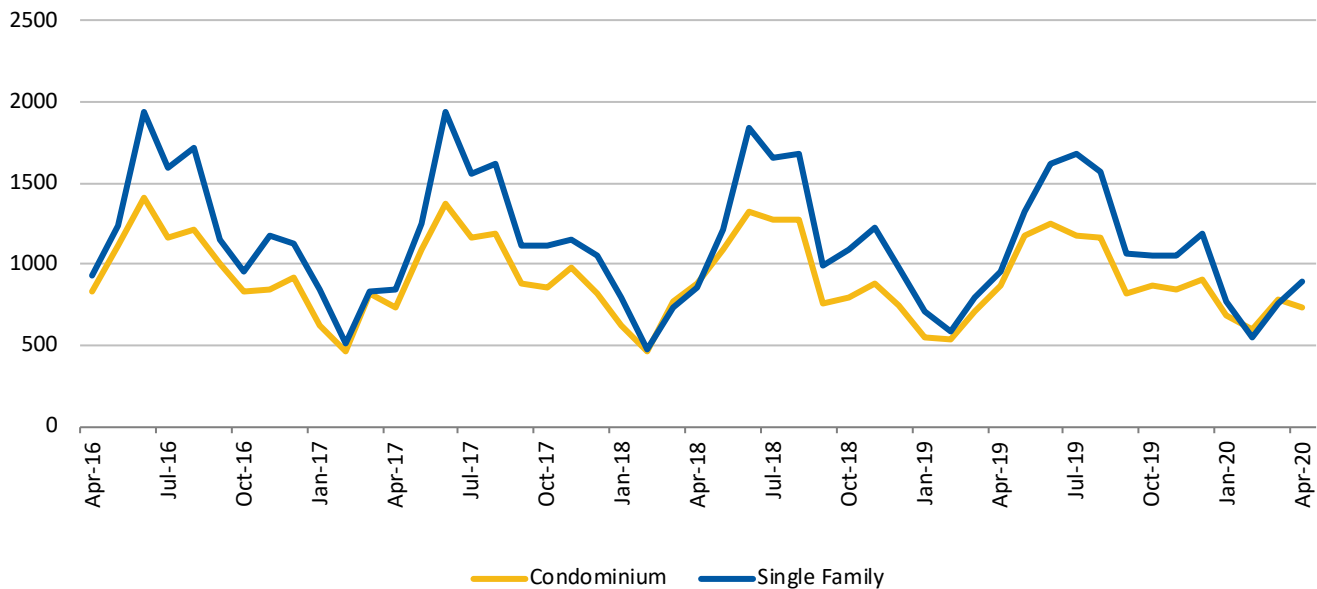
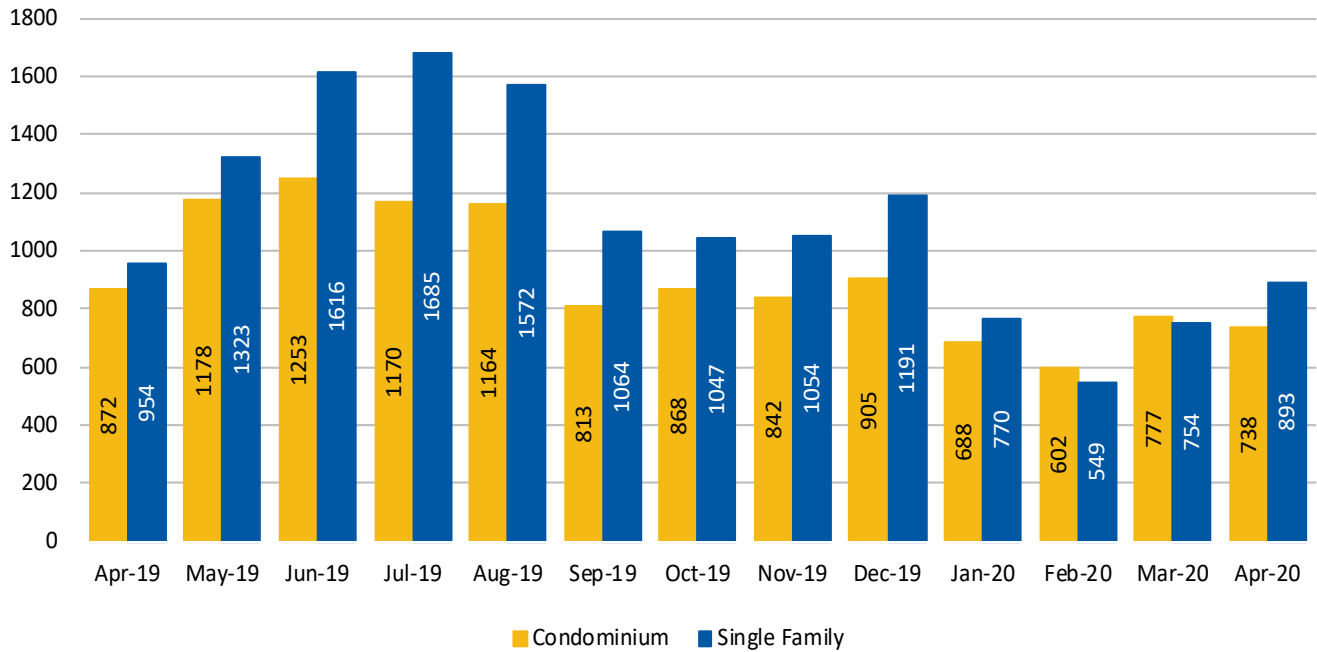
Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$598,224	\$551,000	▲ 8.6%	\$618,750	▼ -3.3%	\$591,718	\$550,000	▲ 7.6%
Units Sold	738	872	▼ -15.4%	777	▼ -5.0%	2,808	2,671	▲ 5.1%
Active Listings	1,697	2,234	▼ -24.0%	1,568	▲ 8.2%	---	---	---
Months Supply of Inventory	2.3	2.6	▼ -11.5%	2.0	▲ 15.0%	---	---	---
New Listings	797	1,726	▼ -53.8%	1,218	▼ -34.6%	4,127	5,250	▼ -21.4%
Pending Sales	515	1,274	▼ -59.6%	926	▼ -44.4%	2,902	3,632	▼ -20.1%
Days to Off Market	36	37	▼ -2.7%	42	▼ -14.3%	50	45	▲ 11.1%
Sold to Original Price Ratio	99.9%	99.6%	▲ 0.3%	99.4%	▲ 0.5%	98.6%	98.4%	▲ 0.2%
Price per Square Foot	\$589	\$562	▲ 4.8%	\$586	▲ 0.5%	\$575	\$542	▲ 6.1%



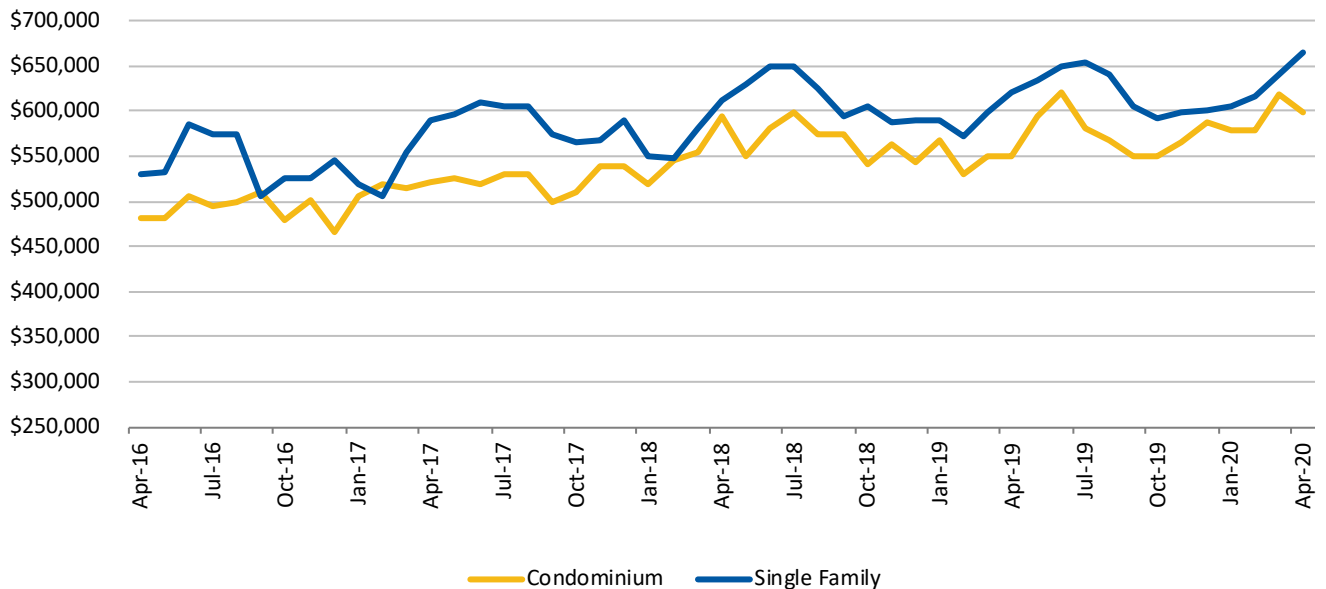
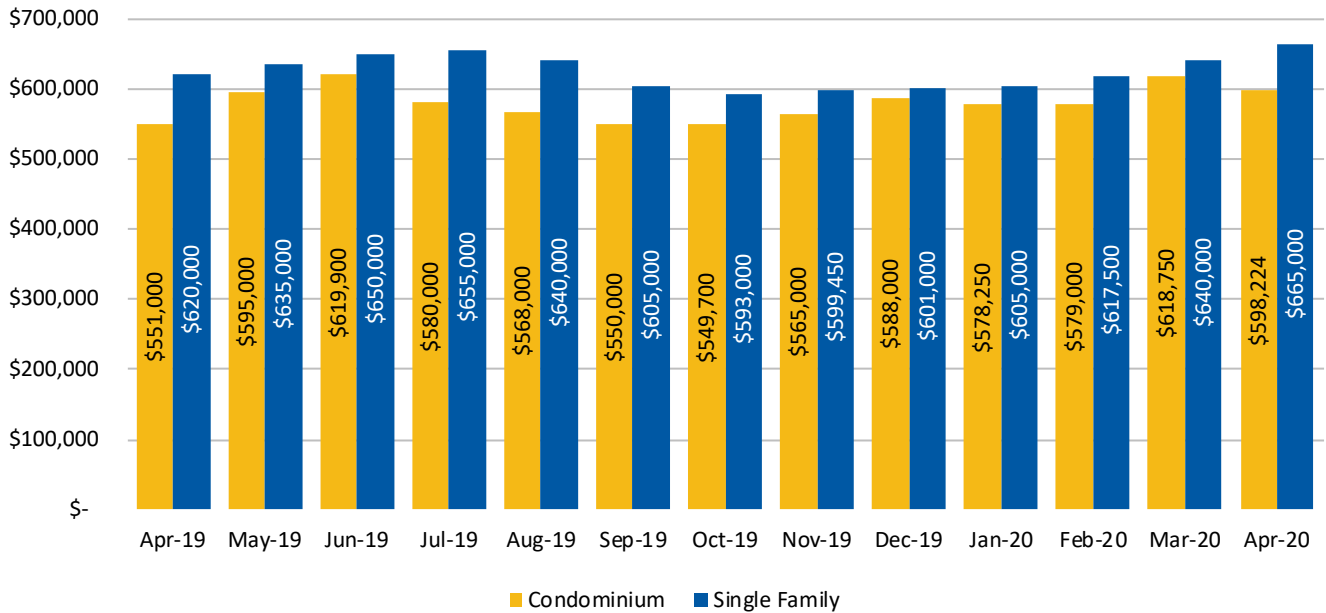
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	893	954	▼ -6.4%	754	▲ 18.4%	3,001	3,052	▼ -1.7%
CONDOMINIUMS	738	872	▼ -15.4%	777	▼ -5.0%	2,808	2,671	▲ 5.1%



MEDIAN SELLING PRICE

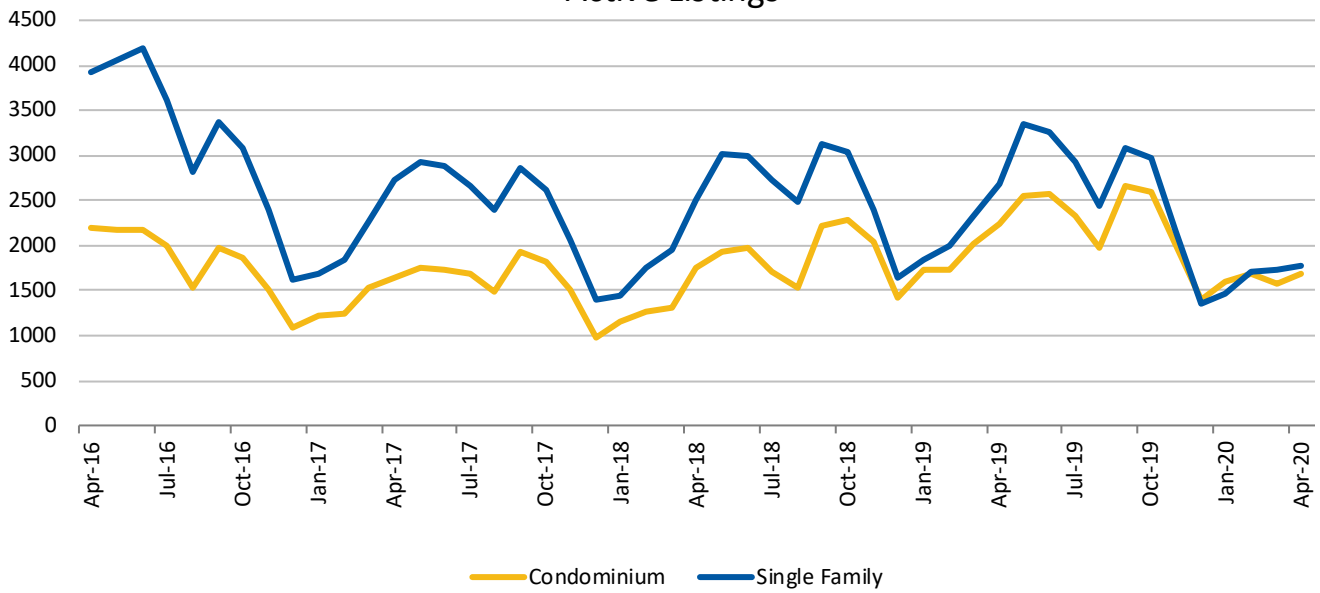
	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	\$665,000	\$620,000	▲ 7.3%	\$640,000	▲ 3.9%	\$639,900	\$595,750	▲ 7.4%
CONDOMINIUMS	\$598,224	\$551,000	▲ 8.6%	\$618,750	▼ -3.3%	\$591,718	\$550,000	▲ 7.6%



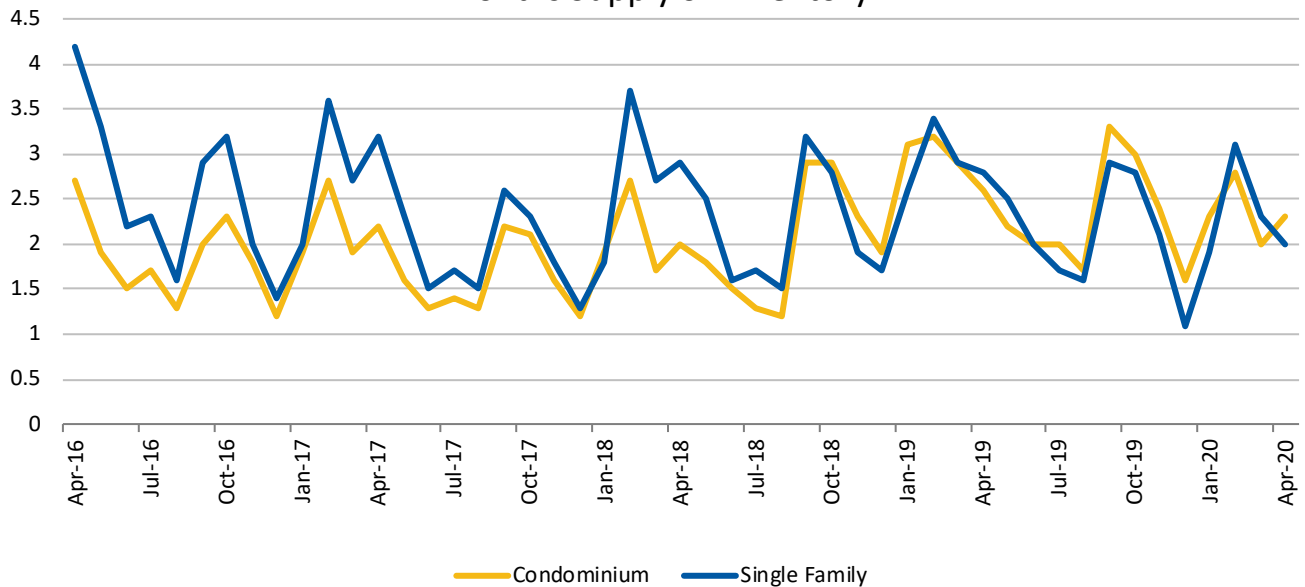
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Apr 2020	Apr 2019	Change	Mar 2020	Change
SINGLE FAMILY HOMES	Active Listings	1,775	2,689	▼ -34.0%	1,731	▲ 2.5%
	Months Supply of Inventory	2.0	2.8	▼ -28.6%	2.3	▼ -13.0%
CONDOMINIUMS	Active Listings	1,697	2,234	▼ -24.0%	1,568	▲ 8.2%
	Months Supply of Inventory	2.3	2.6	▼ -11.5%	2.0	▲ 15.0%

Active Listings

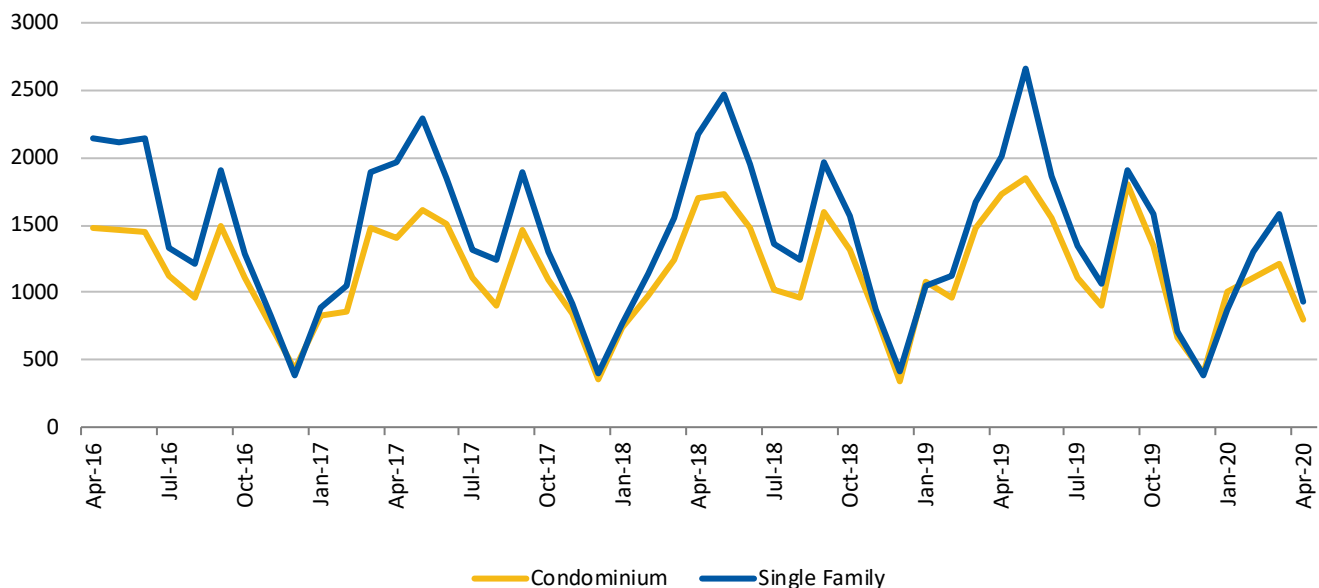
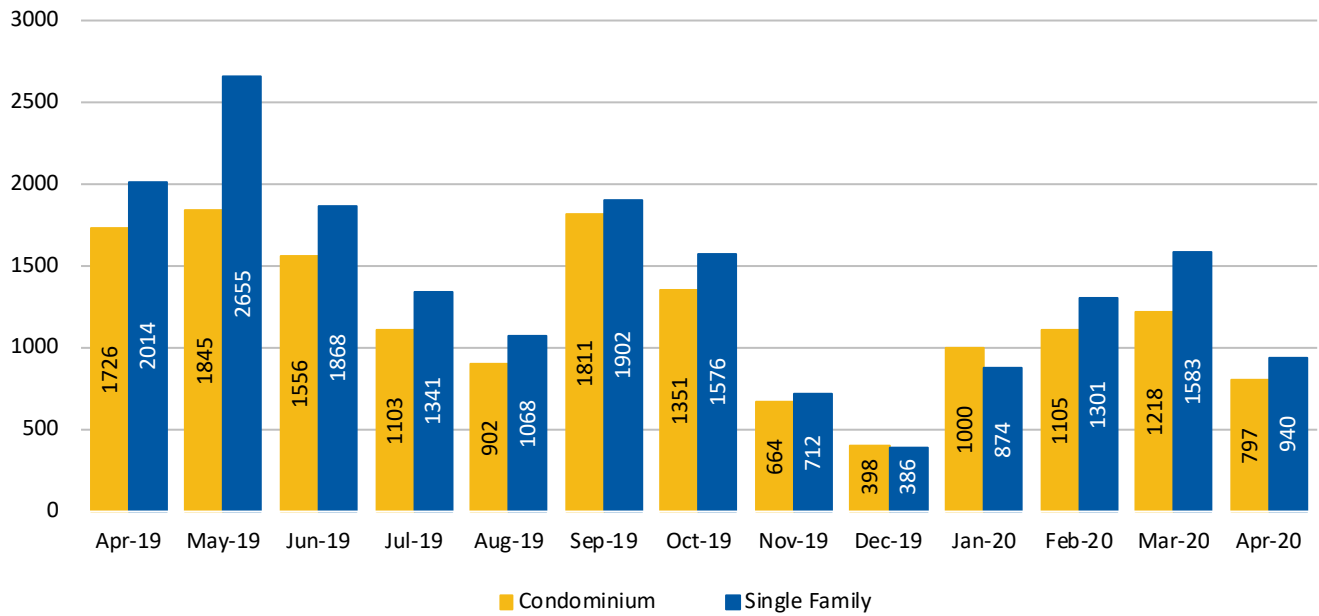


Months Supply of Inventory



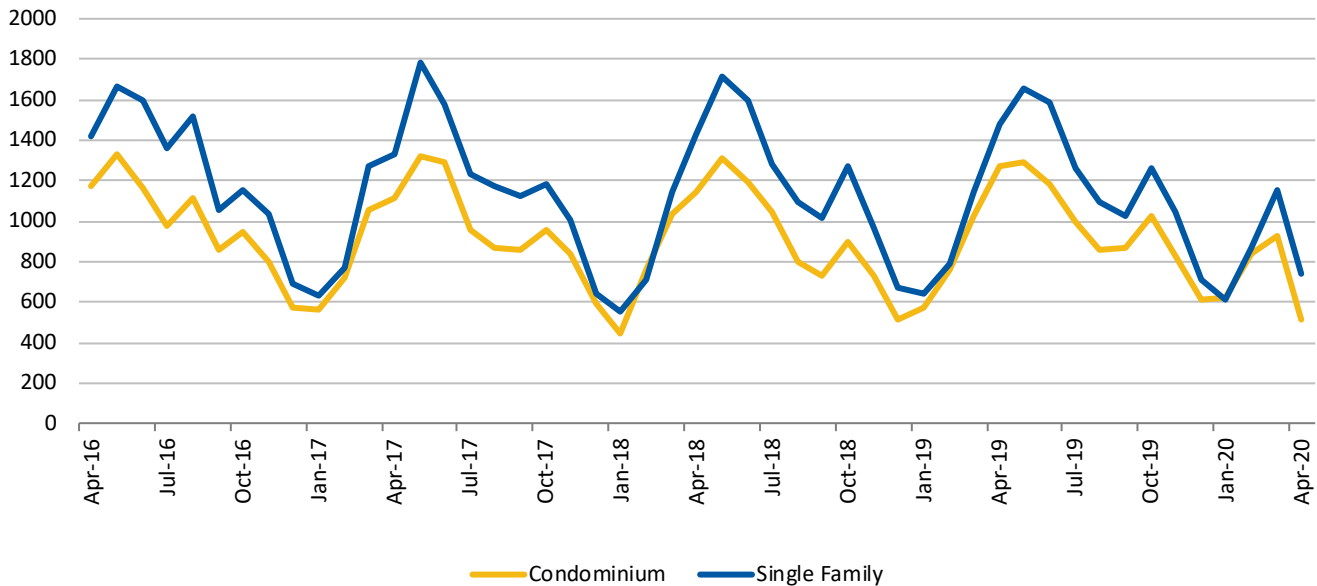
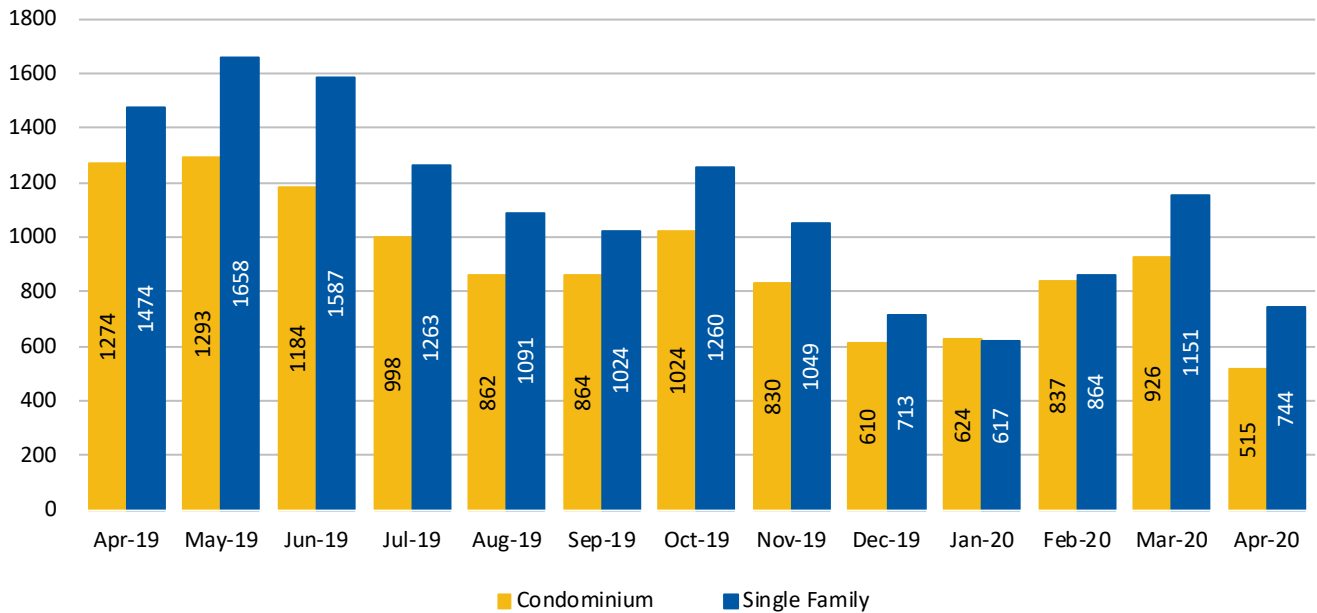
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	940	2,014	▼ -53.3%	1,583	▼ -40.6%	4,725	5,872	▼ -19.5%
CONDOMINIUMS	797	1,726	▼ -53.8%	1,218	▼ -34.6%	4,127	5,250	▼ -21.4%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	744	1,474	▼ -49.5%	1,151	▼ -35.4%	3,376	4,054	▼ -16.7%
CONDOMINIUMS	515	1,274	▼ -59.6%	926	▼ -44.4%	2,902	3,632	▼ -20.1%



CENTRAL MIDDLESEX REGION

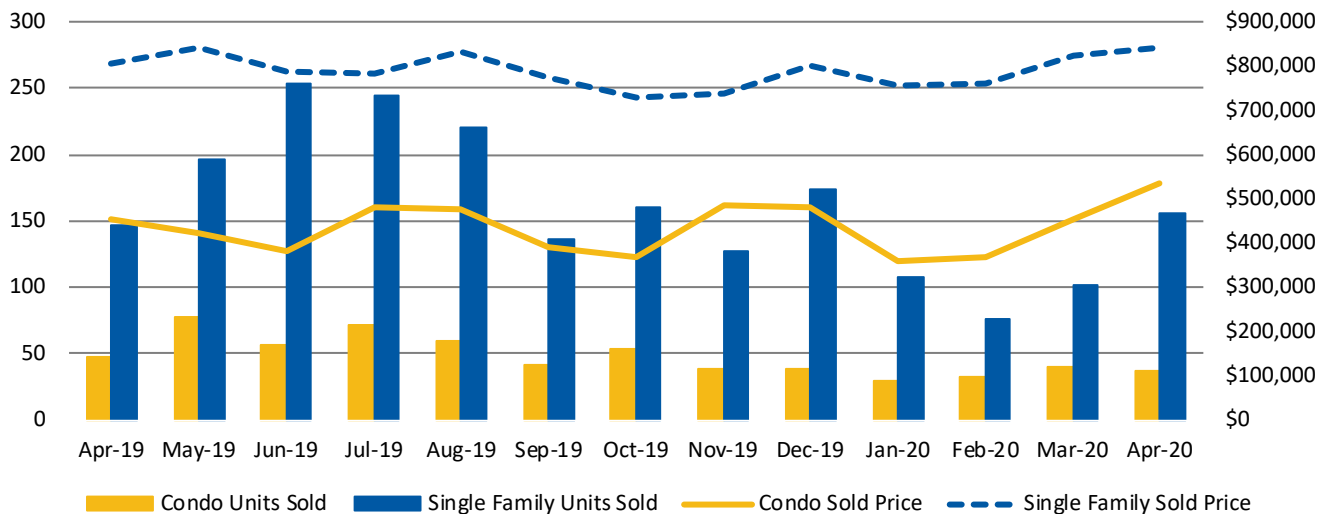
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$843,750	\$807,000	▲ 4.6%	\$825,000	▲ 2.3%	\$825,000	\$725,000	▲ 13.8%
Units Sold	156	147	▲ 6.1%	101	▲ 54.5%	444	388	▲ 14.4%
Active Listings	335	570	▼ -41.2%	364	▼ -8.0%	---	---	---
Months Supply of Inventory	2.1	3.9	▼ -46.2%	3.6	▼ -41.7%	---	---	---
New Listings	141	336	▼ -58.0%	267	▼ -47.2%	780	990	▼ -21.2%
Pending Sales	137	227	▼ -39.6%	193	▼ -29.0%	555	595	▼ -6.7%
Days to Off Market	41	43	▼ -4.7%	39	▲ 5.1%	54	55	▼ -1.8%
Sold to Original Price Ratio	98.6%	97.2%	▲ 1.4%	98.0%	▲ 0.6%	96.7%	96.3%	▲ 0.4%
Price per Square Foot	\$324	\$320	▲ 1.3%	\$318	▲ 1.9%	\$318	\$308	▲ 3.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$536,500	\$455,000	▲ 17.9%	\$452,000	▲ 18.7%	\$465,000	\$399,900	▲ 16.3%
Units Sold	37	48	▼ -22.9%	40	▼ -7.5%	139	145	▼ -4.1%
Active Listings	75	116	▼ -35.3%	73	▲ 2.7%	---	---	---
Months Supply of Inventory	2.0	2.4	▼ -16.7%	1.8	▲ 11.1%	---	---	---
New Listings	38	73	▼ -47.9%	53	▼ -28.3%	203	258	▼ -21.3%
Pending Sales	26	64	▼ -59.4%	55	▼ -52.7%	165	197	▼ -16.2%
Days to Off Market	28	54	▼ -48.1%	56	▼ -50.0%	65	53	▲ 22.6%
Sold to Original Price Ratio	99.4%	99.9%	▼ -0.5%	100.1%	▼ -0.7%	98.8%	98.8%	■ 0.0%
Price per Square Foot	\$325	\$270	▲ 20.4%	\$287	▲ 13.2%	\$284	\$260	▲ 9.2%



EASTERN MIDDLESEX REGION

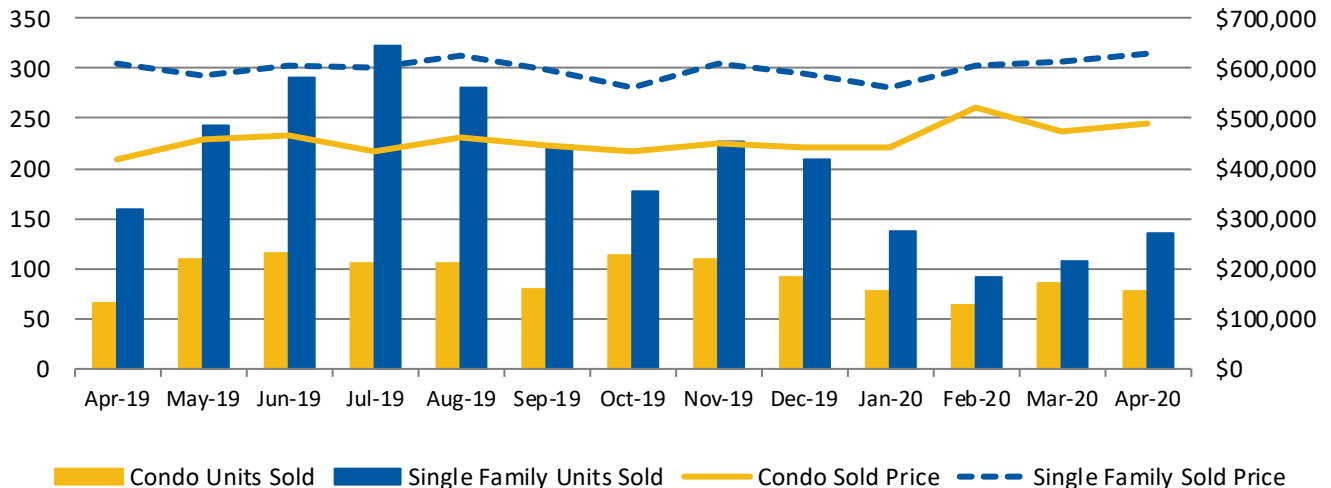
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$629,000	\$610,000	▲ 3.1%	\$612,500	▲ 2.7%	\$605,500	\$585,000	▲ 3.5%
Units Sold	136	159	▼ -14.5%	108	▲ 25.9%	482	580	▼ -16.9%
Active Listings	196	337	▼ -41.8%	212	▼ -7.5%	---	---	---
Months Supply of Inventory	1.4	2.1	▼ -33.3%	2.0	▼ -30.0%	---	---	---
New Listings	137	309	▼ -55.7%	262	▼ -47.7%	683	933	▼ -26.8%
Pending Sales	131	250	▼ -47.6%	173	▼ -24.3%	521	714	▼ -27.0%
Days to Off Market	29	29	▬ 0.0%	28	▲ 3.6%	36	39	▼ -7.7%
Sold to Original Price Ratio	101.9%	99.9%	▲ 2.0%	100.6%	▲ 1.3%	99.3%	98.3%	▲ 1.0%
Price per Square Foot	\$353	\$323	▲ 9.3%	\$339	▲ 4.1%	\$335	\$321	▲ 4.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$490,000	\$419,500	▲ 16.8%	\$475,000	▲ 3.2%	\$479,000	\$420,500	▲ 13.9%
Units Sold	77	66	▲ 16.7%	85	▼ -9.4%	303	231	▲ 31.2%
Active Listings	117	173	▼ -32.4%	118	▼ -0.8%	---	---	---
Months Supply of Inventory	1.5	2.6	▼ -42.3%	1.4	▲ 7.1%	---	---	---
New Listings	62	158	▼ -60.8%	133	▼ -53.4%	381	449	▼ -15.1%
Pending Sales	52	108	▼ -51.9%	97	▼ -46.4%	308	328	▼ -6.1%
Days to Off Market	32	26	▲ 23.1%	48	▼ -33.3%	45	38	▲ 18.4%
Sold to Original Price Ratio	99.6%	100.7%	▼ -1.1%	100.4%	▼ -0.8%	98.8%	98.9%	▼ -0.1%
Price per Square Foot	\$389	\$381	▲ 2.1%	\$389	▬ 0.0%	\$379	\$368	▲ 3.0%



METRO BOSTON REGION

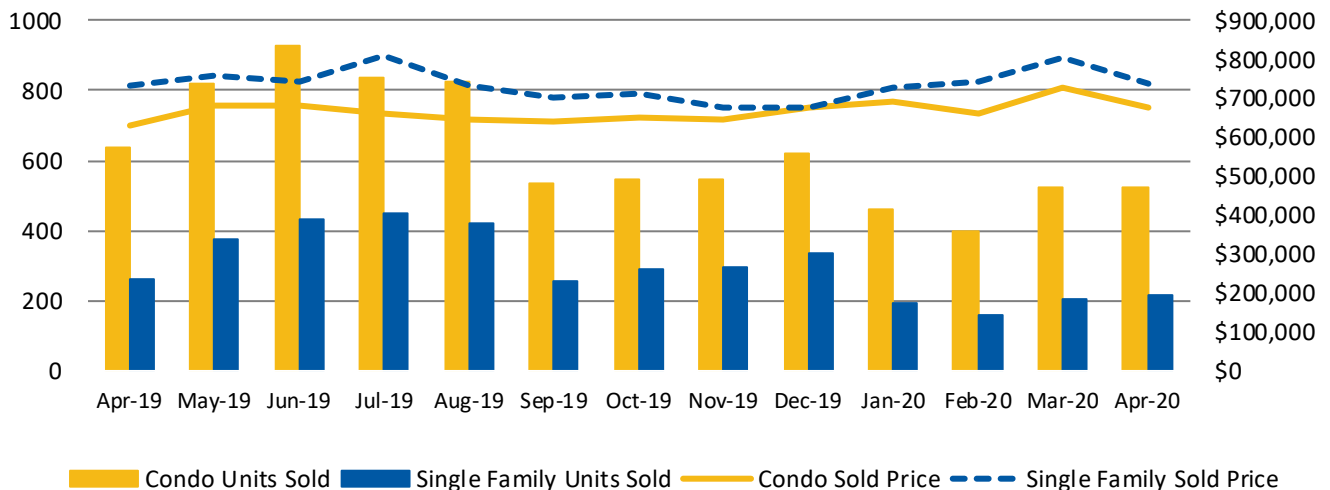
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$738,000	\$730,000	▲ 1.1%	\$805,350	▼ -8.4%	\$757,000	\$699,000	▲ 8.3%
Units Sold	213	263	▼ -19.0%	206	▲ 3.4%	782	835	▼ -6.3%
Active Listings	440	642	▼ -31.5%	412	▲ 6.8%	---	---	---
Months Supply of Inventory	2.1	2.4	▼ -12.5%	2.0	▲ 5.0%	---	---	---
New Listings	244	569	▼ -57.1%	422	▼ -42.2%	1,271	1,603	▼ -20.7%
Pending Sales	168	424	▼ -60.4%	301	▼ -44.2%	843	1,103	▼ -23.6%
Days to Off Market	31	31	■ 0.0%	32	▼ -3.1%	39	41	▼ -4.9%
Sold to Original Price Ratio	100.5%	99.1%	▲ 1.4%	99.4%	▲ 1.1%	98.5%	97.7%	▲ 0.8%
Price per Square Foot	\$437	\$429	▲ 1.9%	\$449	▼ -2.7%	\$431	\$417	▲ 3.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$675,000	\$630,000	▲ 7.1%	\$725,000	▼ -6.9%	\$689,000	\$625,000	▲ 10.2%
Units Sold	521	636	▼ -18.1%	525	▼ -0.8%	1,910	1,886	▲ 1.3%
Active Listings	1,223	1,614	▼ -24.2%	1,114	▲ 9.8%	---	---	---
Months Supply of Inventory	2.3	2.5	▼ -8.0%	2.1	▲ 9.5%	---	---	---
New Listings	580	1,263	▼ -54.1%	856	▼ -32.2%	2,944	3,746	▼ -21.4%
Pending Sales	355	930	▼ -61.8%	642	▼ -44.7%	1,960	2,520	▼ -22.2%
Days to Off Market	37	36	▲ 2.8%	37	■ 0.0%	47	44	▲ 6.8%
Sold to Original Price Ratio	99.9%	99.4%	▲ 0.5%	98.8%	▲ 1.1%	98.2%	98.4%	▼ -0.2%
Price per Square Foot	\$700	\$661	▲ 5.9%	\$709	▼ -1.3%	\$697	\$648	▲ 7.6%



METRO WEST REGION

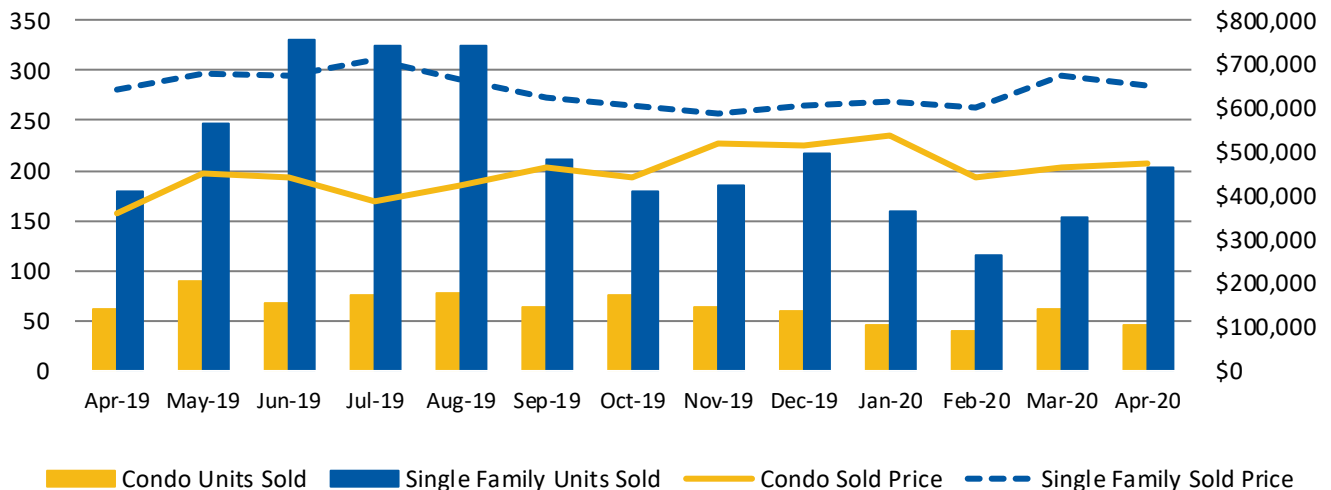
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$650,000	\$640,000	▲ 1.6%	\$674,000	▼ -3.6%	\$650,000	\$629,000	▲ 3.3%
Units Sold	204	179	▲ 14.0%	154	▲ 32.5%	641	595	▲ 7.7%
Active Listings	433	608	▼ -28.8%	423	▲ 2.4%	---	---	---
Months Supply of Inventory	2.1	3.4	▼ -38.2%	2.7	▼ -22.2%	---	---	---
New Listings	197	390	▼ -49.5%	328	▼ -39.9%	1,037	1,203	▼ -13.8%
Pending Sales	154	278	▼ -44.6%	250	▼ -38.4%	730	801	▼ -8.9%
Days to Off Market	47	38	▲ 23.7%	33	▲ 42.4%	47	47	▬ 0.0%
Sold to Original Price Ratio	99.0%	97.3%	▲ 1.7%	97.8%	▲ 1.2%	97.5%	96.5%	▲ 1.0%
Price per Square Foot	\$320	\$317	▲ 0.9%	\$316	▲ 1.3%	\$312	\$306	▲ 2.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$475,500	\$360,000	▲ 32.1%	\$465,000	▲ 2.3%	\$473,600	\$385,000	▲ 23.0%
Units Sold	45	61	▼ -26.2%	61	▼ -26.2%	192	184	▲ 4.3%
Active Listings	134	136	▼ -1.5%	126	▲ 6.3%	---	---	---
Months Supply of Inventory	3.0	2.2	▲ 36.4%	2.1	▲ 42.9%	---	---	---
New Listings	49	97	▼ -49.5%	83	▼ -41.0%	281	337	▼ -16.6%
Pending Sales	33	82	▼ -59.8%	63	▼ -47.6%	225	264	▼ -14.8%
Days to Off Market	31	41	▼ -24.4%	54	▼ -42.6%	58	52	▲ 11.5%
Sold to Original Price Ratio	99.6%	100.0%	▼ -0.4%	99.6%	▬ 0.0%	99.0%	97.8%	▲ 1.2%
Price per Square Foot	\$275	\$282	▼ -2.5%	\$298	▼ -7.7%	\$284	\$272	▲ 4.4%



SOUTHERN NORFOLK REGION

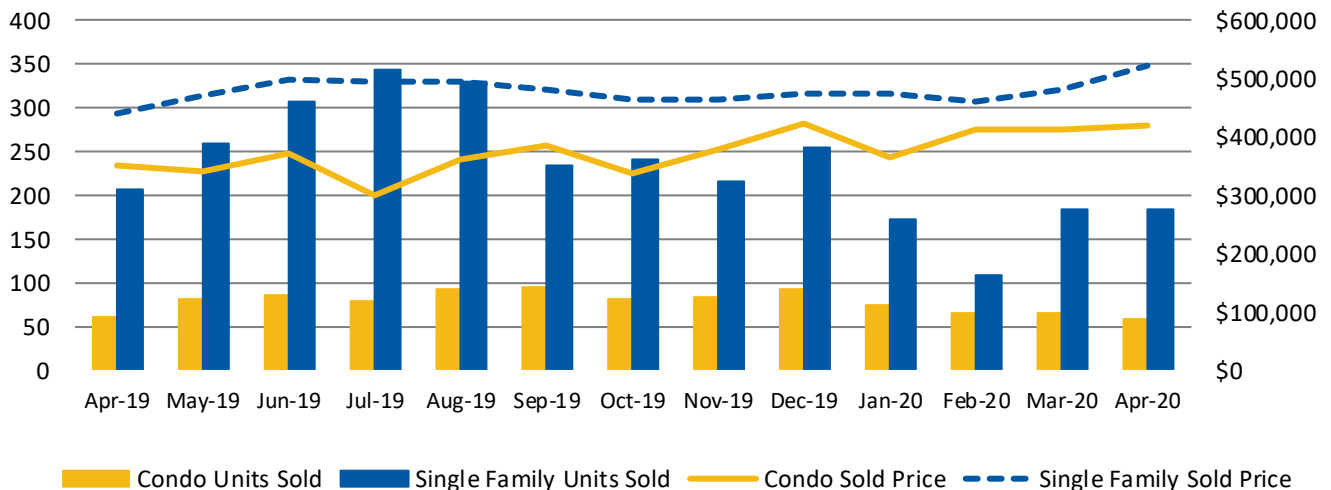
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$522,500	\$441,500	▲ 18.3%	\$480,000	▲ 8.9%	\$483,750	\$456,551	▲ 6.0%
Units Sold	184	206	▼ -10.7%	185	▼ -0.5%	652	654	▼ -0.3%
Active Listings	371	532	▼ -30.3%	320	▲ 15.9%	---	---	---
Months Supply of Inventory	2.0	2.6	▼ -23.1%	1.7	▲ 17.6%	---	---	---
New Listings	221	410	▼ -46.1%	304	▼ -27.3%	954	1,143	▼ -16.5%
Pending Sales	154	295	▼ -47.8%	234	▼ -34.2%	727	841	▼ -13.6%
Days to Off Market	39	37	▲ 5.4%	33	▲ 18.2%	45	51	▼ -11.8%
Sold to Original Price Ratio	99.1%	98.0%	▲ 1.1%	98.4%	▲ 0.7%	97.8%	96.4%	▲ 1.5%
Price per Square Foot	\$267	\$256	▲ 4.3%	\$261	▲ 2.3%	\$259	\$247	▲ 4.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$421,250	\$353,000	▲ 19.3%	\$411,500	▲ 2.4%	\$410,500	\$335,000	▲ 22.5%
Units Sold	58	61	▼ -4.9%	66	▼ -12.1%	264	225	▲ 17.3%
Active Listings	148	195	▼ -24.1%	137	▲ 8.0%	---	---	---
Months Supply of Inventory	2.6	3.2	▼ -18.8%	2.1	▲ 23.8%	---	---	---
New Listings	68	135	▼ -49.6%	93	▼ -26.9%	318	460	▼ -30.9%
Pending Sales	49	90	▼ -45.6%	69	▼ -29.0%	244	323	▼ -24.5%
Days to Off Market	39	36	▲ 8.3%	65	▼ -40.0%	64	45	▲ 42.2%
Sold to Original Price Ratio	101.0%	99.7%	▲ 1.3%	101.9%	▼ -0.9%	100.5%	99.0%	▲ 1.5%
Price per Square Foot	\$269	\$239	▲ 12.6%	\$310	▼ -13.2%	\$281	\$233	▲ 20.6%



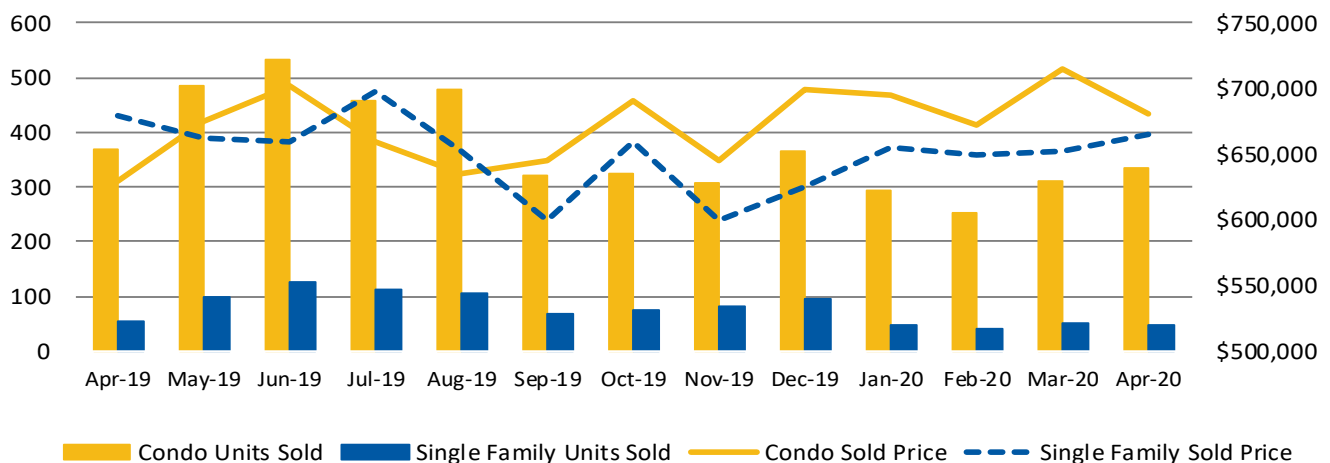
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change	
Median Selling Price	\$665,000	\$679,500	▼ -2.1%	\$652,500	▲ 1.9%	\$653,500	\$630,000	▲ 3.7%	
Units Sold	47	54	▼ -13.0%	50	▼ -6.0%	186	219	▼ -15.1%	
Active Listings	111	165	▼ -32.7%	104	▲ 6.7%	---	---	---	
Months Supply of Inventory	2.4	3.1	▼ -22.6%	2.1	▲ 14.3%	---	---	---	
New Listings	64	141	▼ -54.6%	103	▼ -37.9%	306	414	▼ -26.1%	
Pending Sales	45	118	▼ -61.9%	64	▼ -29.7%	203	284	▼ -28.5%	
Days to Off Market	18	30	▼ -40.0%	36	▼ -50.0%	39	44	▼ -11.4%	
Sold to Original Price Ratio	100.2%	98.8%	▲ 1.4%	99.5%	▲ 0.7%	98.4%	98.1%	▲ 0.3%	
Price per Square Foot	\$442	\$429	▲ 3.0%	\$443	▼ -0.2%	\$445	\$415	▲ 7.2%	

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$680,000	\$630,000	▲ 7.9%	\$715,000	▼ -4.9%	\$690,000	\$613,500	▲ 12.5%
Units Sold	333	367	▼ -9.3%	311	▲ 7.1%	1,191	1,102	▲ 8.1%
Active Listings	837	1,038	▼ -19.4%	778	▲ 7.6%	---	---	---
Months Supply of Inventory	2.5	2.8	▼ -10.7%	2.5	■ 0.0%	---	---	---
New Listings	346	750	▼ -53.9%	527	▼ -34.3%	1,824	2,245	▼ -18.8%
Pending Sales	208	545	▼ -61.8%	388	▼ -46.4%	1,186	1,472	▼ -19.4%
Days to Off Market	45	41	▲ 9.8%	41	▲ 9.8%	51	49	▲ 4.1%
Sold to Original Price Ratio	99.3%	98.9%	▲ 0.4%	98.1%	▲ 1.2%	97.7%	97.7%	■ 0.0%
Price per Square Foot	\$769	\$733	▲ 4.9%	\$789	▼ -2.5%	\$782	\$712	▲ 9.8%



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		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change	
Median Selling Price	\$757,000	\$680,000	▲ 11.3%	\$747,500	▲ 1.3%	\$729,000	\$687,500	▲ 6.0%	
Units Sold	71	103	▼ -31.1%	84	▼ -15.5%	323	374	▼ -13.6%	
Active Listings	146	240	▼ -39.2%	141	▲ 3.5%	---	---	---	
Months Supply of Inventory	2.1	2.3	▼ -8.7%	1.7	▲ 23.5%	---	---	---	
New Listings	77	213	▼ -63.8%	161	▼ -52.2%	457	654	▼ -30.1%	
Pending Sales	58	146	▼ -60.3%	101	▼ -42.6%	300	428	▼ -29.9%	
Days to Off Market	46	29	▲ 58.6%	31	▲ 48.4%	39	40	▼ -2.5%	
Sold to Original Price Ratio	101.6%	98.0%	▲ 3.7%	100.5%	▲ 1.1%	98.9%	97.3%	▲ 1.6%	
Price per Square Foot	\$333	\$292	▲ 14.0%	\$329	▲ 1.2%	\$316	\$298	▲ 6.0%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$1,030,000	\$800,000	▲ 28.8%	\$915,000	▲ 12.6%	\$937,500	\$825,000	▲ 13.6%
Units Sold	18	50	▼ -64.0%	33	▼ -45.5%	122	143	▼ -14.7%
Active Listings	51	132	▼ -61.4%	61	▼ -16.4%	---	---	---
Months Supply of Inventory	2.8	2.6	▲ 7.7%	1.8	▲ 55.6%	---	---	---
New Listings	28	102	▼ -72.5%	52	▼ -46.2%	174	301	▼ -42.2%
Pending Sales	24	55	▼ -56.4%	21	▲ 14.3%	96	167	▼ -42.5%
Days to Off Market	38	41	▼ -7.3%	16	▲ 137.5%	40	48	▼ -16.7%
Sold to Original Price Ratio	94.2%	100.0%	▼ -5.8%	96.4%	▼ -2.3%	95.6%	96.0%	▼ -0.4%
Price per Square Foot	\$512	\$304	▲ 68.4%	\$295	▲ 73.6%	\$363	\$287	▲ 26.5%

4 Family Homes

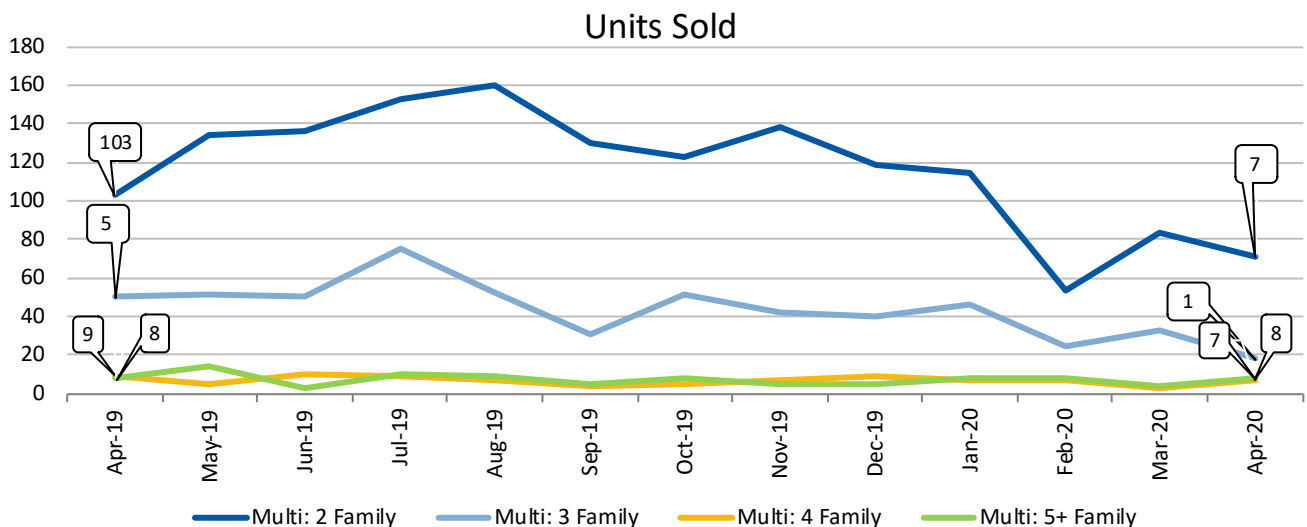
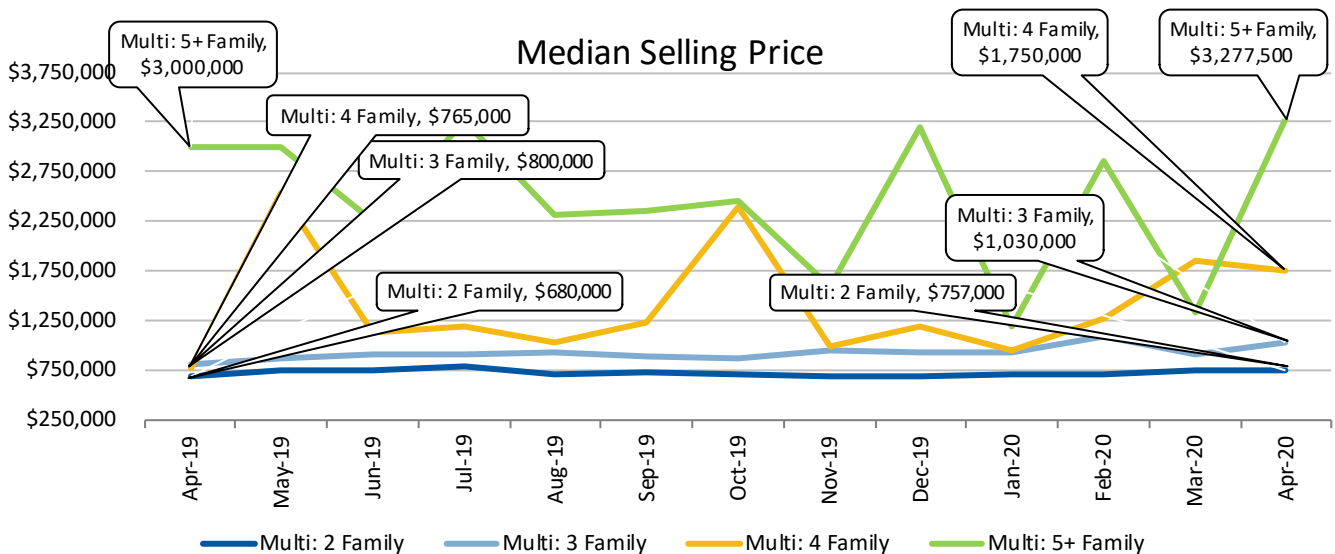
	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$1,750,000	\$765,000	▲ 128.8%	\$1,860,000	▼ -5.9%	\$1,320,000	\$1,100,000	▲ 20.0%
Units Sold	7	9	▼ -22.2%	3	▲ 133.3%	21	27	▼ -22.2%
Active Listings	13	22	▼ -40.9%	13	■ 0.0%	---	---	---
Months Supply of Inventory	1.9	2.4	▼ -20.8%	4.3	▼ -55.8%	---	---	---
New Listings	10	13	▼ -23.1%	8	▲ 25.0%	37	48	▼ -22.9%
Pending Sales	5	5	■ 0.0%	7	▼ -28.6%	24	28	▼ -14.3%
Days to Off Market	83	88	▼ -5.7%	49	▲ 69.4%	59	43	▲ 37.2%
Sold to Original Price Ratio	100.1%	91.7%	▲ 9.2%	105.7%	▼ -5.3%	96.6%	94.3%	▲ 2.4%
Price per Square Foot	\$387	\$286	▲ 35.3%	\$494	▼ -21.7%	\$355	\$397	▼ -10.6%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

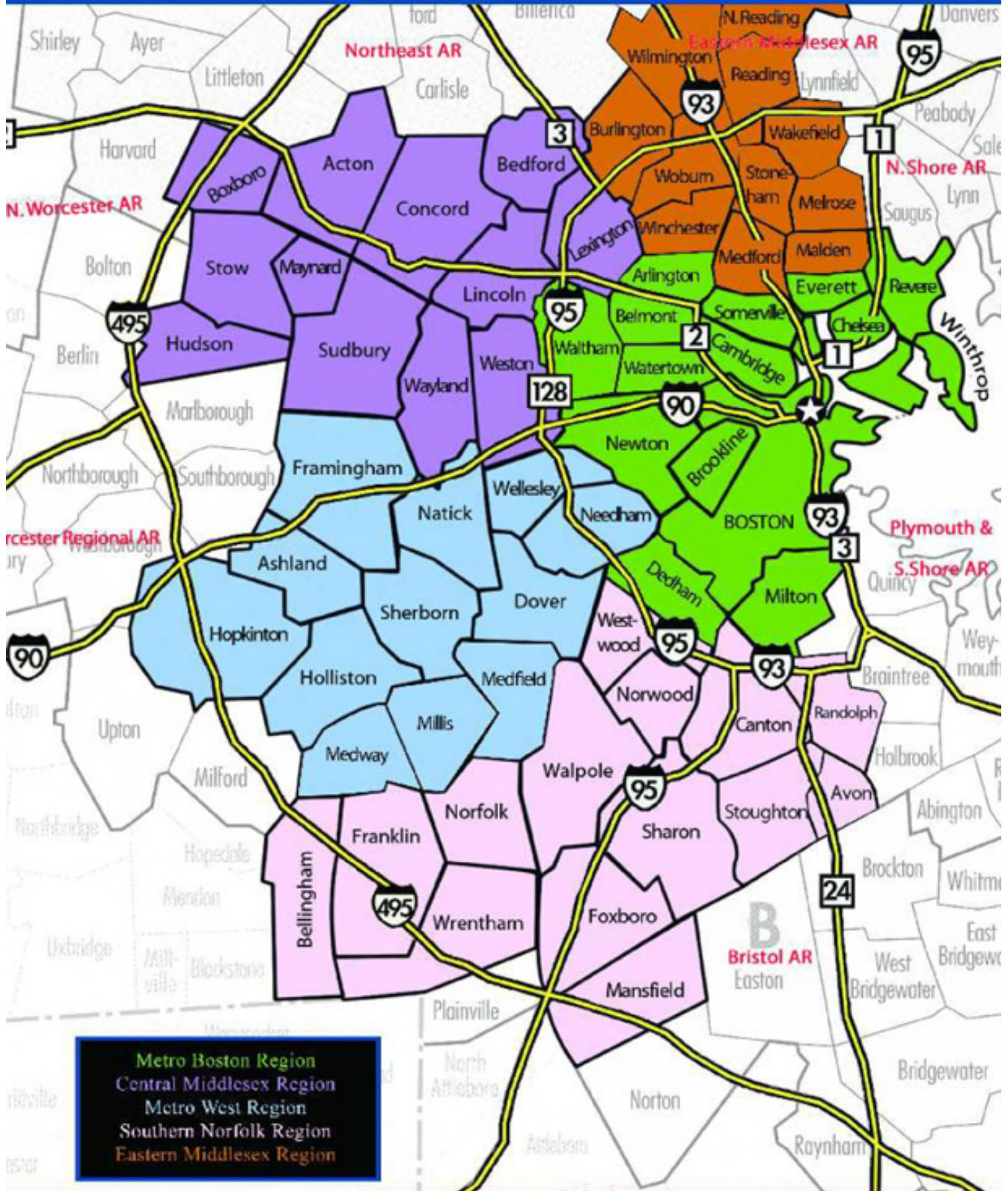
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2020	Apr 2019	Change	Mar 2020	Change	2020	2019	Change
Median Selling Price	\$3,277,500	\$3,000,000	▲ 9.3%	\$1,335,000	▲ 145.5%	\$2,350,000	\$2,800,000	▼ -16.1%
Units Sold	8	8	■ 0.0%	4	▲ 100.0%	24	35	▼ -31.4%
Active Listings	18	34	▼ -47.1%	26	▼ -30.8%	---	---	---
Months Supply of Inventory	2.3	4.3	▼ -46.5%	6.5	▼ -64.6%	---	---	---
New Listings	6	17	▼ -64.7%	16	▼ -62.5%	37	61	▼ -39.3%
Pending Sales	8	12	▼ -33.3%	7	▲ 14.3%	23	36	▼ -36.1%
Days to Off Market	75	61	▲ 23.0%	89	▼ -15.7%	79	61	▲ 29.5%
Sold to Original Price Ratio	94.8%	93.4%	▲ 1.5%	89.5%	▲ 5.9%	90.6%	93.5%	▼ -3.1%
Price per Square Foot	\$439	\$519	▼ -15.4%	\$257	▲ 70.8%	\$418	\$483	▼ -13.5%



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.