

MONTHLY MARKET INSIGHT REPORT

DECEMBER 2019

Detached Single-Family Homes

The 1,180 homes sold in December was a 21 percent increase in sales volume from the December 2018 sales total of 975 homes sold. This is the third highest sales total on record for the month of December. Additionally, the median sales price reached a new record high for the month at \$605,000, which is a 3.4 percent increase from the December 2018 median sales price of \$585,000.

Condominiums

With 887 condos sold, it was a 18 percent increase in sales from the 752 units sold in December 2018, and making for the fourth highest sales volume on record for the month of December. The median sales price for condos rose 7.9 percent from \$542,250 in December 2018 to \$585,000.

Multi-Family Homes

This month, 178 multi-family homes were sold in Greater Boston, which was a 4 percent increase on the 171 units sold in December 2018.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

Three Center Plaza, Mezzanine Suite
Boston, MA 02108
Phone: 617-423-8700
Email: housingreports@gbreb.com

68 Main Street
Reading, MA 01867

Online: www.gbar.org



Data thru 1/12/2020

GREATER BOSTON MARKET SUMMARY

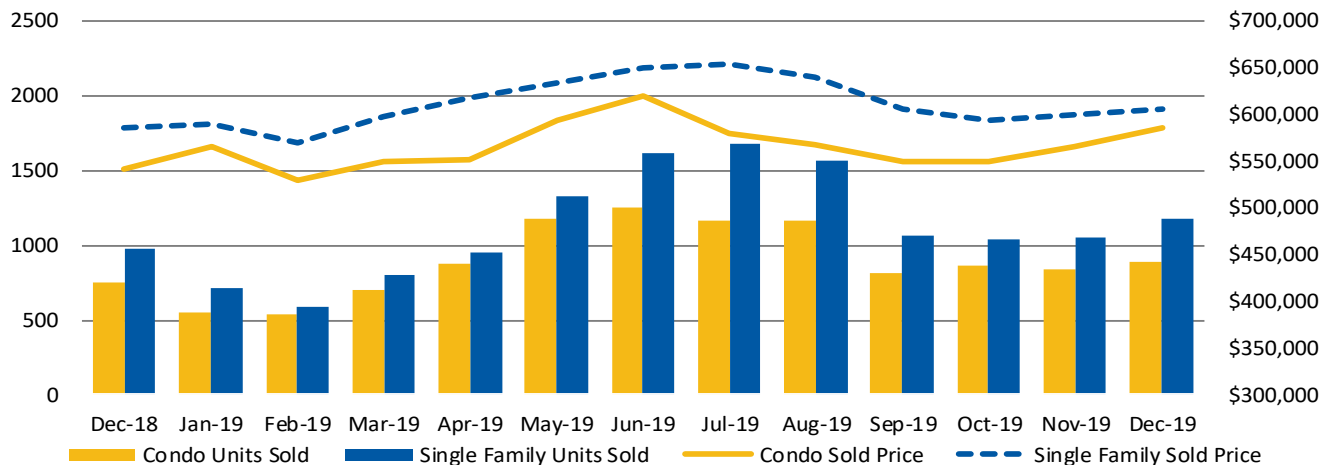
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$605,000	\$585,000	▲ 3.4%	\$599,900	▲ 0.9%	\$620,000	\$610,000	▲ 1.6%
Units Sold	1,180	975	▲ 21.0%	1,051	▲ 12.3%	13,605	13,582	▲ 0.2%
Active Listings	1,393	2,008	▼ -30.6%	2,416	▼ -42.3%	---	---	---
Months Supply of Inventory	1.2	2.1	▼ -42.9%	2.3	▼ -47.8%	---	---	---
New Listings	392	422	▼ -7.1%	714	▼ -45.1%	17,432	17,555	▼ -0.7%
Pending Sales	752	675	▲ 11.4%	1,071	▼ -29.8%	13,803	13,502	▲ 2.2%
Days to Off Market	66	62	▲ 6.5%	56	▲ 17.9%	45	41	▲ 9.8%
Sold to Original Price Ratio	96.4%	96.3%	▲ 0.1%	97.4%	▼ -1.0%	98.2%	99.2%	▼ -1.0%
Price per Square Foot	\$330	\$319	▲ 3.4%	\$332	▼ -0.6%	\$334	\$329	▲ 1.5%

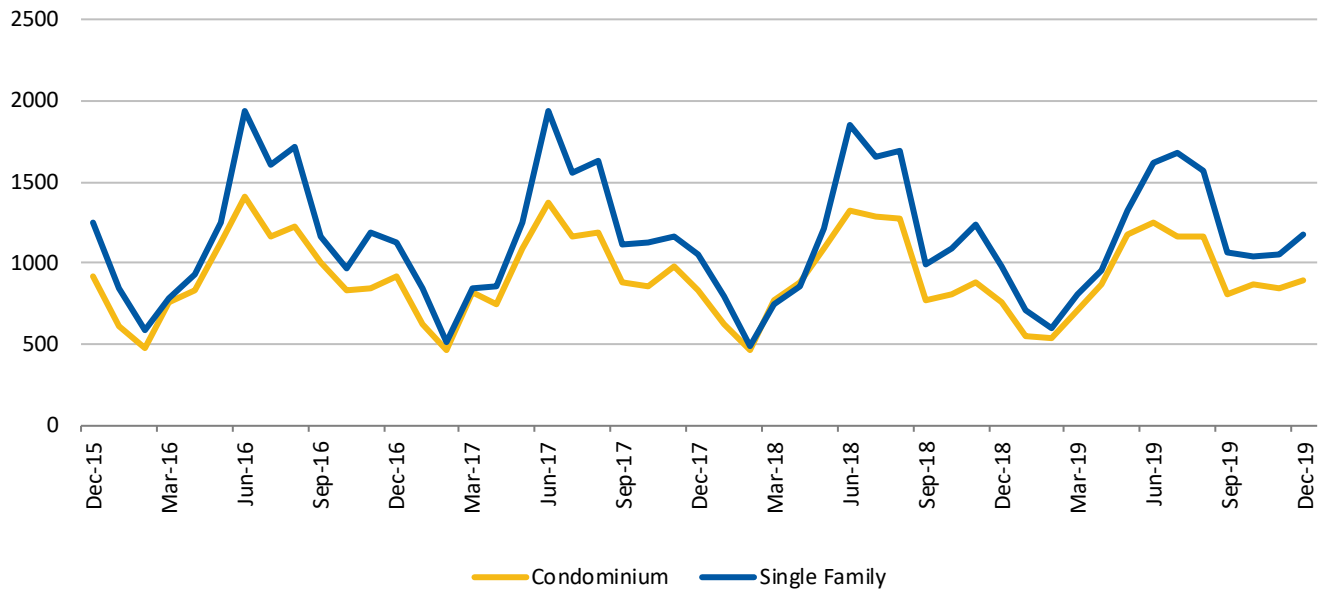
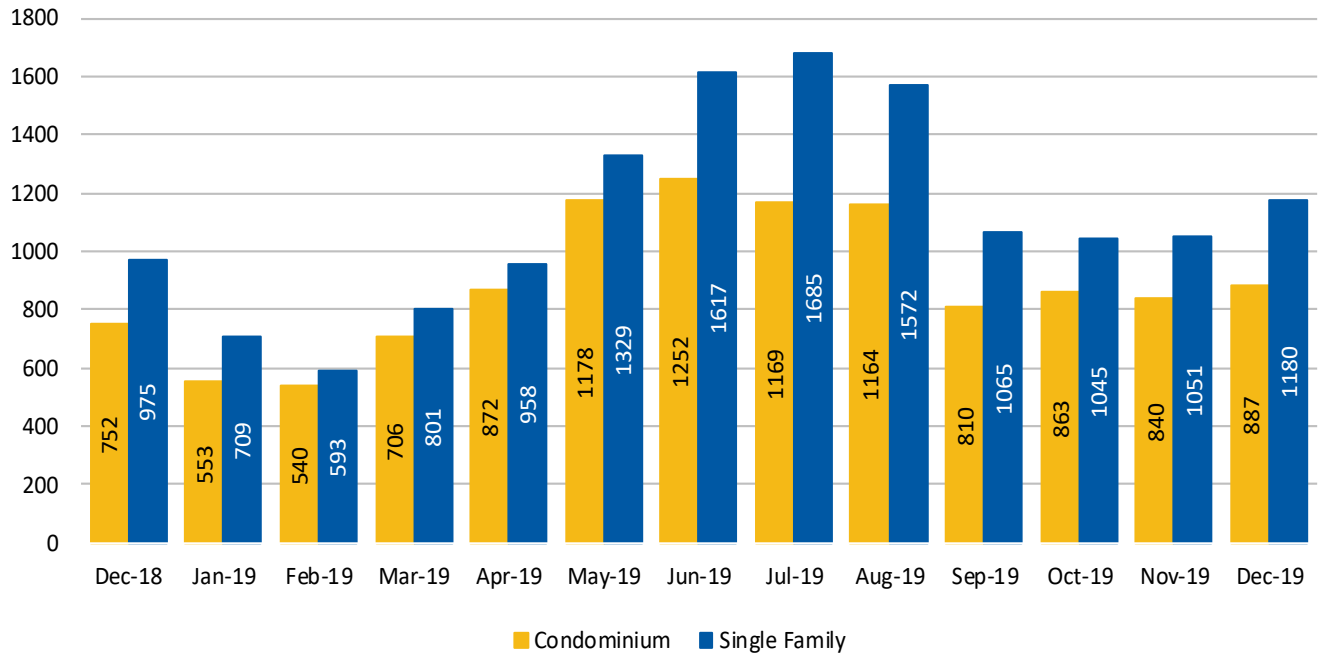
Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$585,000	\$542,250	▲ 7.9%	\$565,000	▲ 3.5%	\$570,000	\$565,000	▲ 0.9%
Units Sold	887	752	▲ 18.0%	840	▲ 5.6%	10,834	10,905	▼ -0.7%
Active Listings	1,424	1,712	▼ -16.8%	2,216	▼ -35.7%	---	---	---
Months Supply of Inventory	1.6	2.3	▼ -30.4%	2.6	▼ -38.5%	---	---	---
New Listings	394	354	▲ 11.3%	659	▼ -40.2%	14,882	13,984	▲ 6.4%
Pending Sales	625	515	▲ 21.4%	843	▼ -25.9%	11,344	10,650	▲ 6.5%
Days to Off Market	70	57	▲ 22.8%	52	▲ 34.6%	44	37	▲ 18.9%
Sold to Original Price Ratio	97.4%	98.2%	▼ -0.8%	98.1%	▼ -0.7%	98.8%	100.3%	▼ -1.5%
Price per Square Foot	\$568	\$535	▲ 6.2%	\$535	▲ 6.2%	\$568	\$562	▲ 1.1%



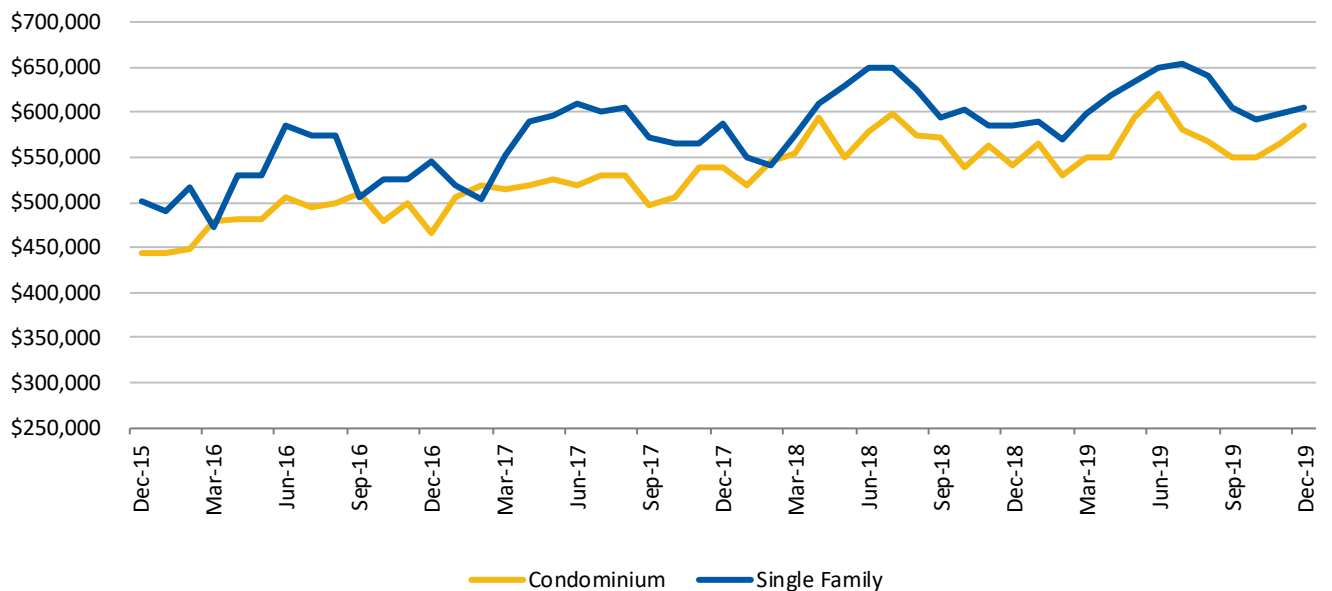
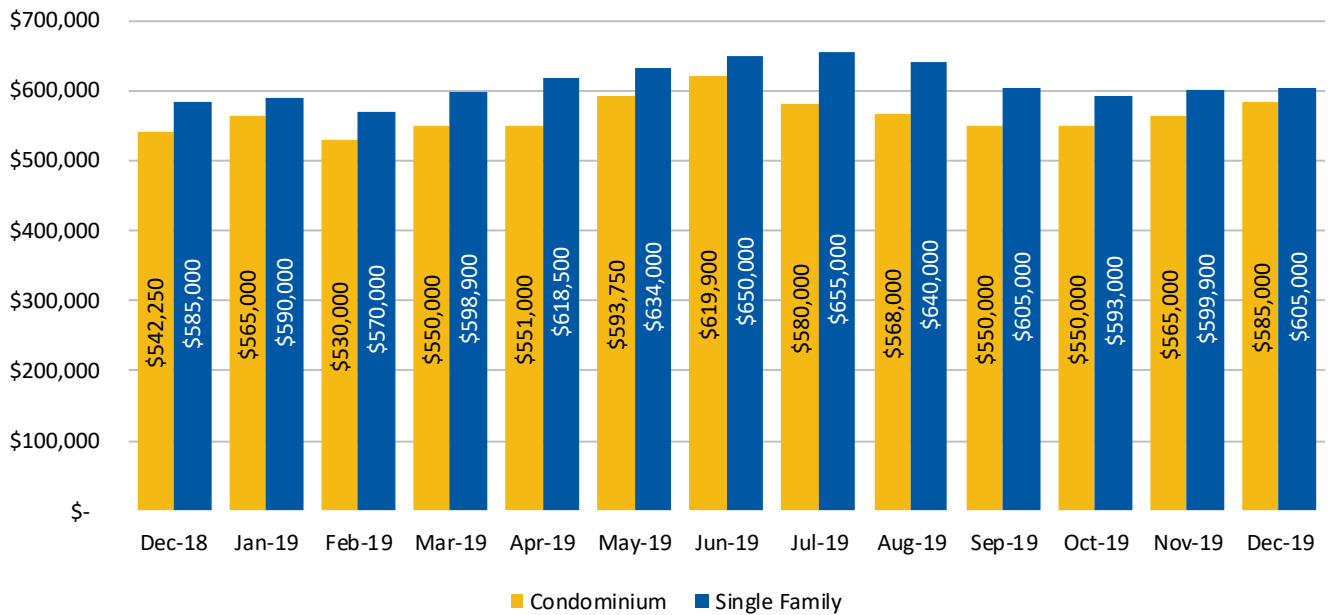
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,180	975	▲ 21.0%	1,051	▲ 12.3%	13,605	13,582	▲ 0.2%
CONDOMINIUMS	887	752	▲ 18.0%	840	▲ 5.6%	10,834	10,905	▼ -0.7%



MEDIAN SELLING PRICE

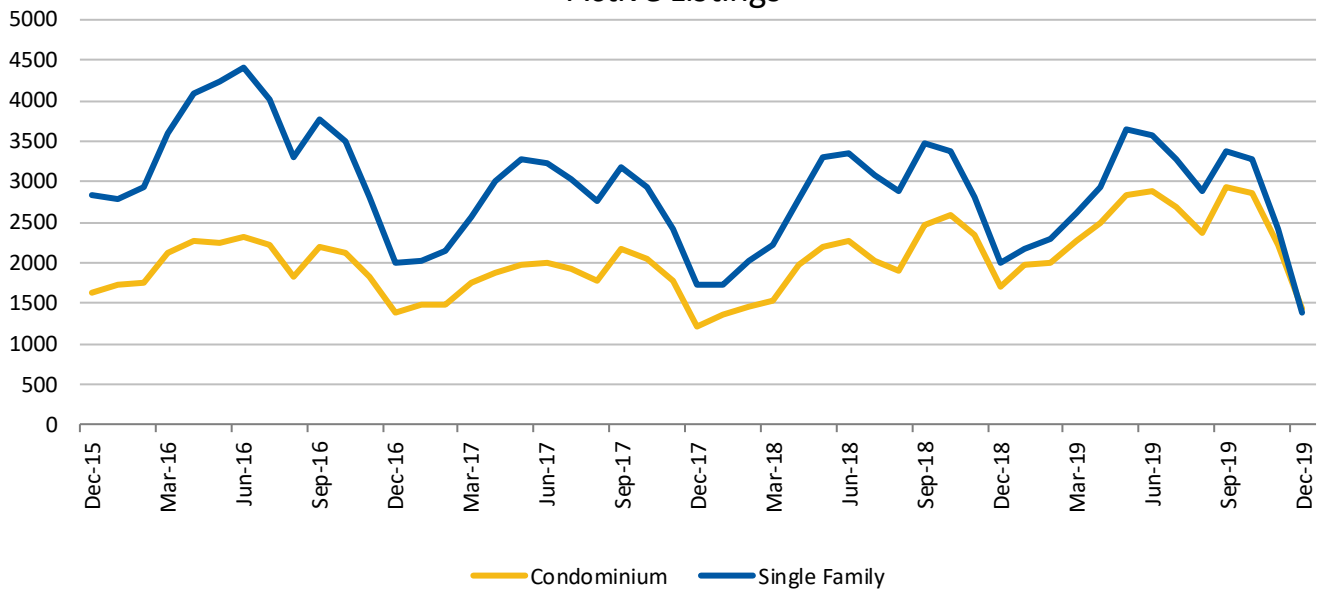
	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	\$605,000	\$585,000	▲ 3.4%	\$599,900	▲ 0.9%	\$620,000	\$610,000	▲ 1.6%
CONDOMINIUMS	\$585,000	\$542,250	▲ 7.9%	\$565,000	▲ 3.5%	\$570,000	\$565,000	▲ 0.9%



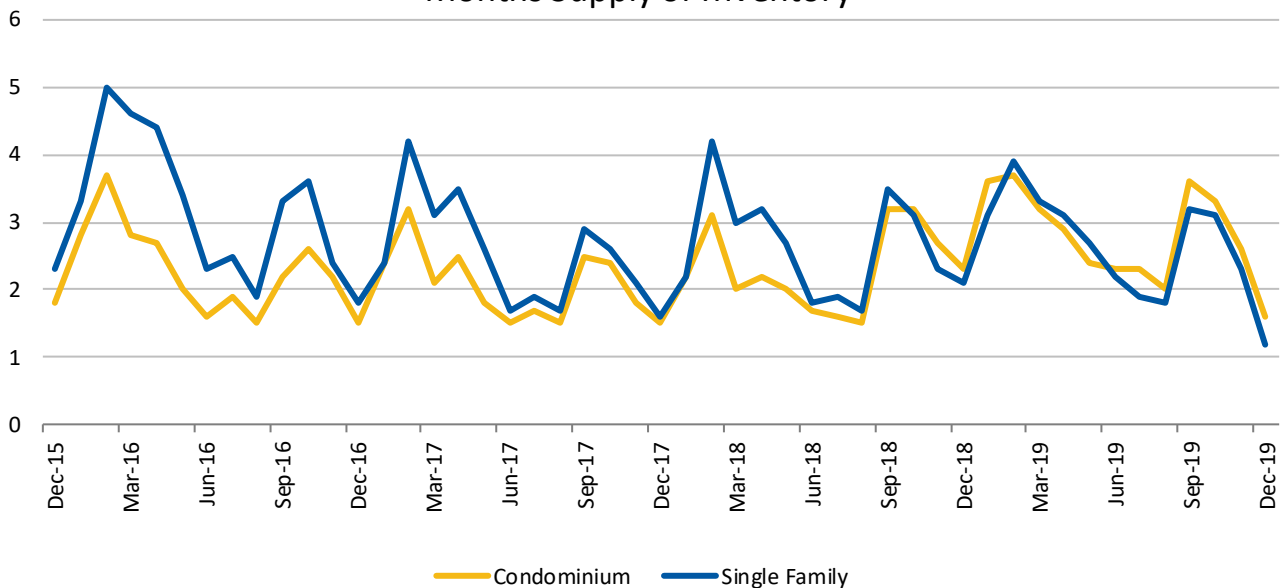
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Dec 2019	Dec 2018	Change	Nov 2019	Change
SINGLE FAMILY HOMES	Active Listings	1,393	2,008	▼ -30.6%	2,416	▼ -42.3%
	Months Supply of Inventory	1.2	2.1	▼ -42.9%	2.3	▼ -47.8%
CONDOMINIUMS	Active Listings	1,424	1,712	▼ -16.8%	2,216	▼ -35.7%
	Months Supply of Inventory	1.6	2.3	▼ -30.4%	2.6	▼ -38.5%

Active Listings

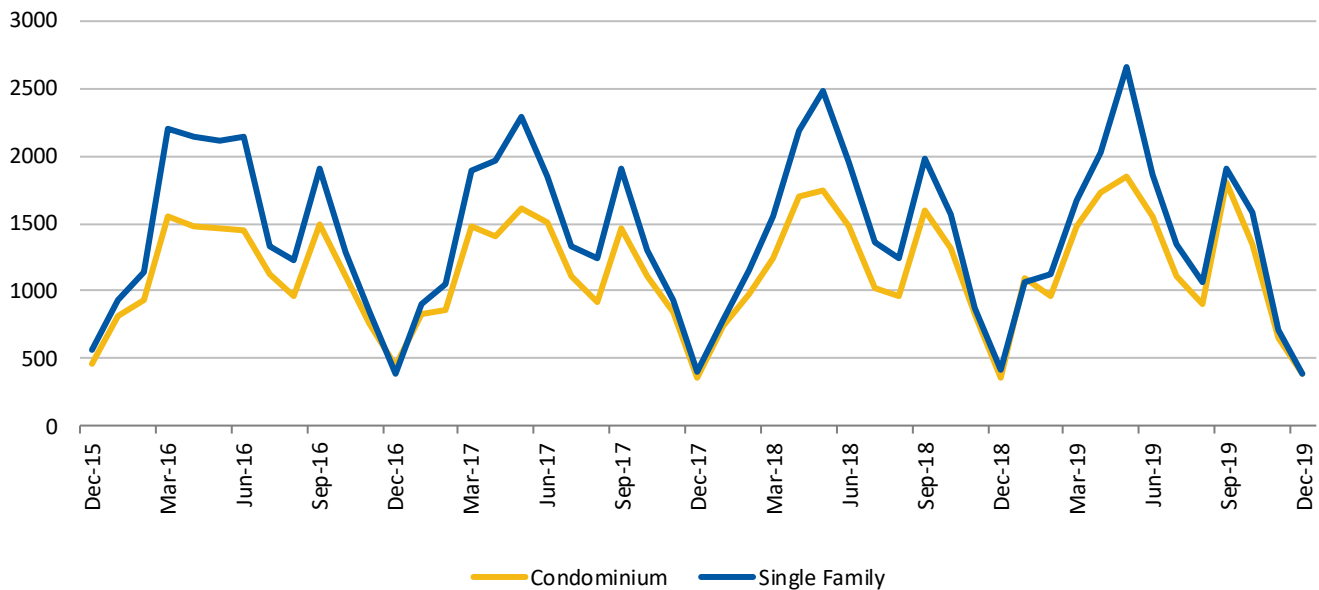
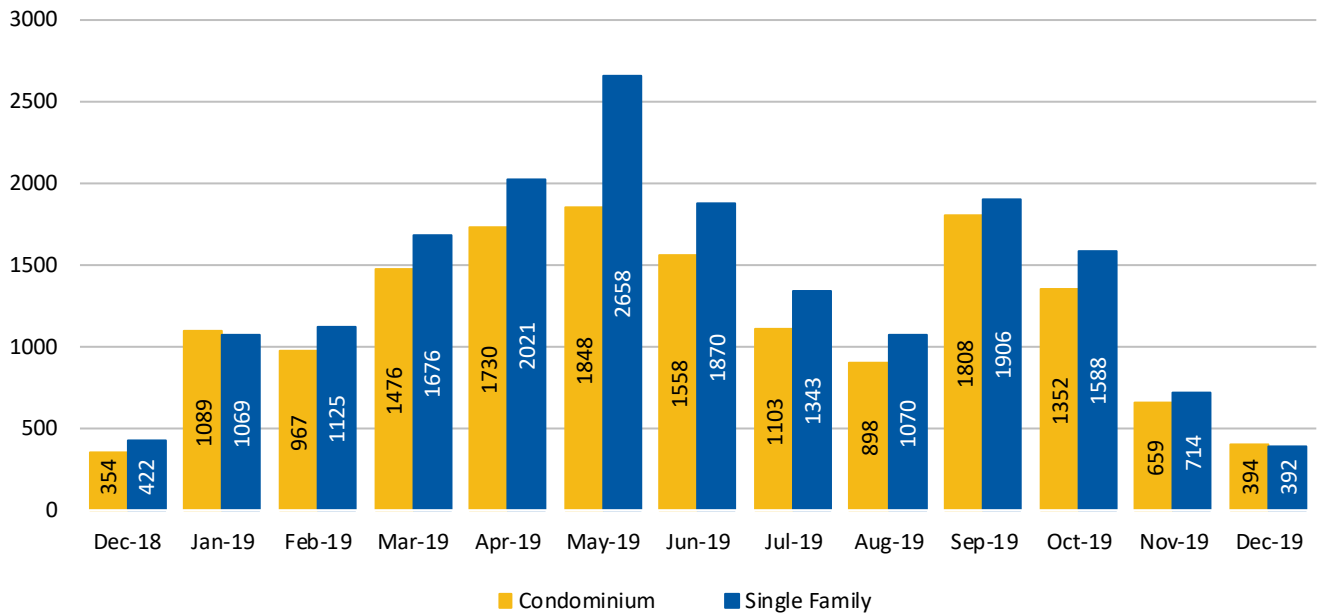


Months Supply of Inventory



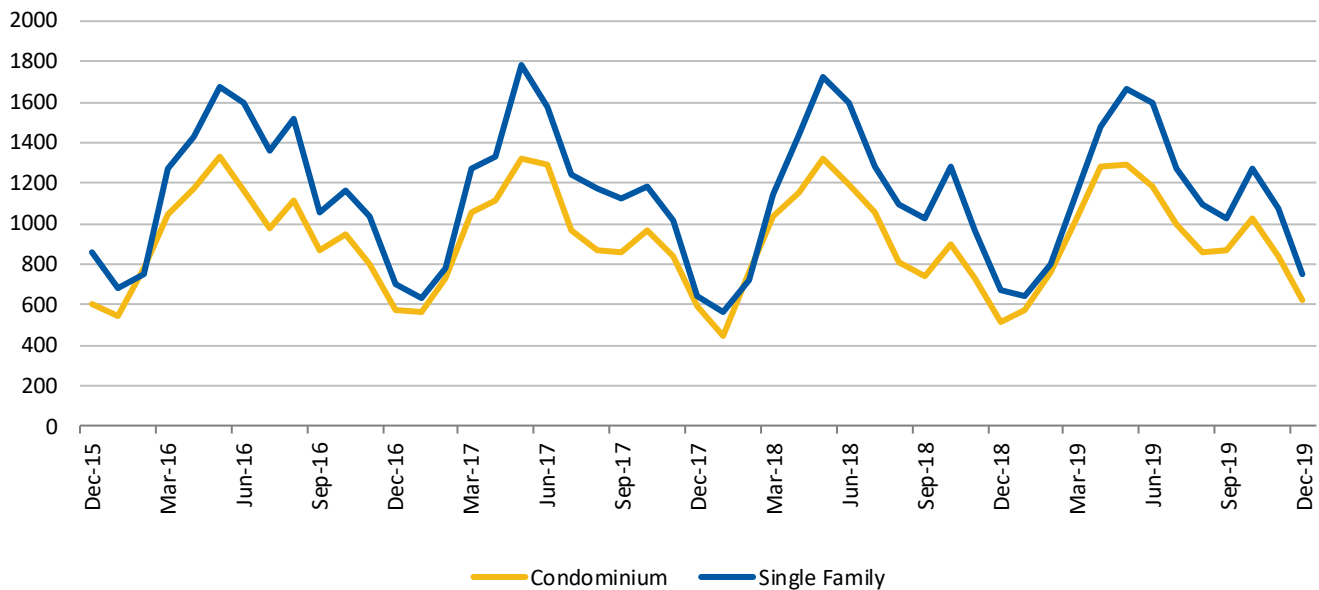
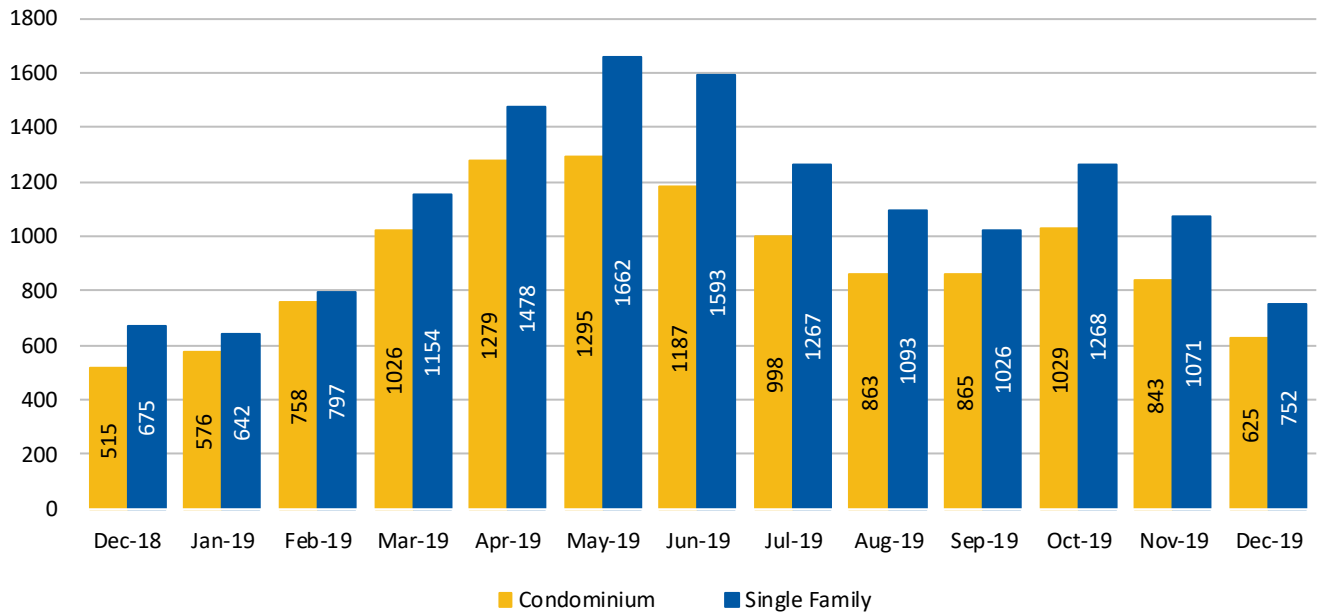
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	392	422	▼ -7.1%	714	▼ -45.1%	17,432	17,555	▼ -0.7%
CONDOMINIUMS	394	354	▲ 11.3%	659	▼ -40.2%	14,882	13,984	▲ 6.4%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	752	675	▲ 11.4%	1,071	▼ -29.8%	13,803	13,502	▲ 2.2%
CONDOMINIUMS	625	515	▲ 21.4%	843	▼ -25.9%	11,344	10,650	▲ 6.5%



CENTRAL MIDDLESEX REGION

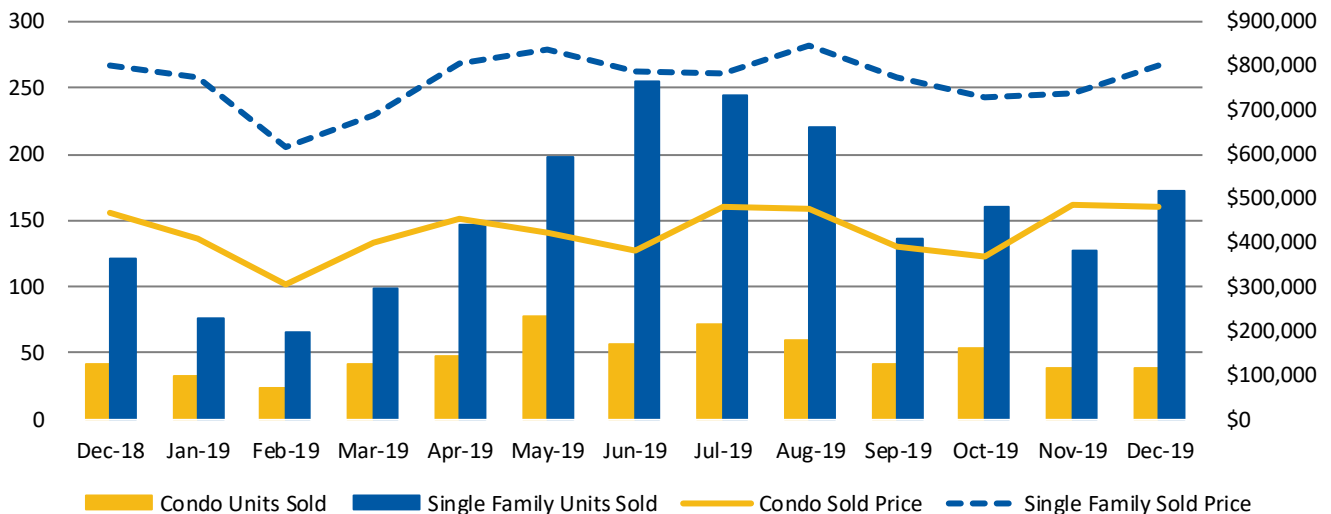
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$799,500	\$801,000	▼ -0.2%	\$740,000	▲ 8.0%	\$780,000	\$790,078	▼ -1.3%
Units Sold	172	121	▲ 42.1%	127	▲ 35.4%	1,901	1,916	▼ -0.8%
Active Listings	272	343	▼ -20.7%	471	▼ -42.3%	---	---	---
Months Supply of Inventory	1.6	2.8	▼ -42.9%	3.7	▼ -56.8%	---	---	---
New Listings	47	53	▼ -11.3%	87	▼ -46.0%	2,675	2,544	▲ 5.1%
Pending Sales	98	71	▲ 38.0%	166	▼ -41.0%	1,949	1,905	▲ 2.3%
Days to Off Market	86	77	▲ 11.7%	78	▲ 10.3%	57	52	▲ 9.6%
Sold to Original Price Ratio	94.5%	95.4%	▼ -0.9%	95.7%	▼ -1.3%	97.1%	98.0%	▼ -0.9%
Price per Square Foot	\$315	\$322	▼ -2.2%	\$324	▼ -2.8%	\$316	\$323	▼ -2.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$480,000	\$466,500	▲ 2.9%	\$484,500	▼ -0.9%	\$418,758	\$404,000	▲ 3.7%
Units Sold	39	41	▼ -4.9%	38	▲ 2.6%	582	552	▲ 5.4%
Active Listings	79	95	▼ -16.8%	106	▼ -25.5%	---	---	---
Months Supply of Inventory	2.0	2.3	▼ -13.0%	2.8	▼ -28.6%	---	---	---
New Listings	18	17	▲ 5.9%	24	▼ -25.0%	699	693	▲ 0.9%
Pending Sales	22	33	▼ -33.3%	34	▼ -35.3%	567	554	▲ 2.3%
Days to Off Market	107	75	▲ 42.7%	67	▲ 59.7%	52	49	▲ 6.1%
Sold to Original Price Ratio	97.4%	99.8%	▼ -2.4%	97.4%	■ 0.0%	98.8%	99.2%	▼ -0.4%
Price per Square Foot	\$289	\$292	▼ -1.0%	\$290	▼ -0.3%	\$283	\$269	▲ 5.2%



EASTERN MIDDLESEX REGION

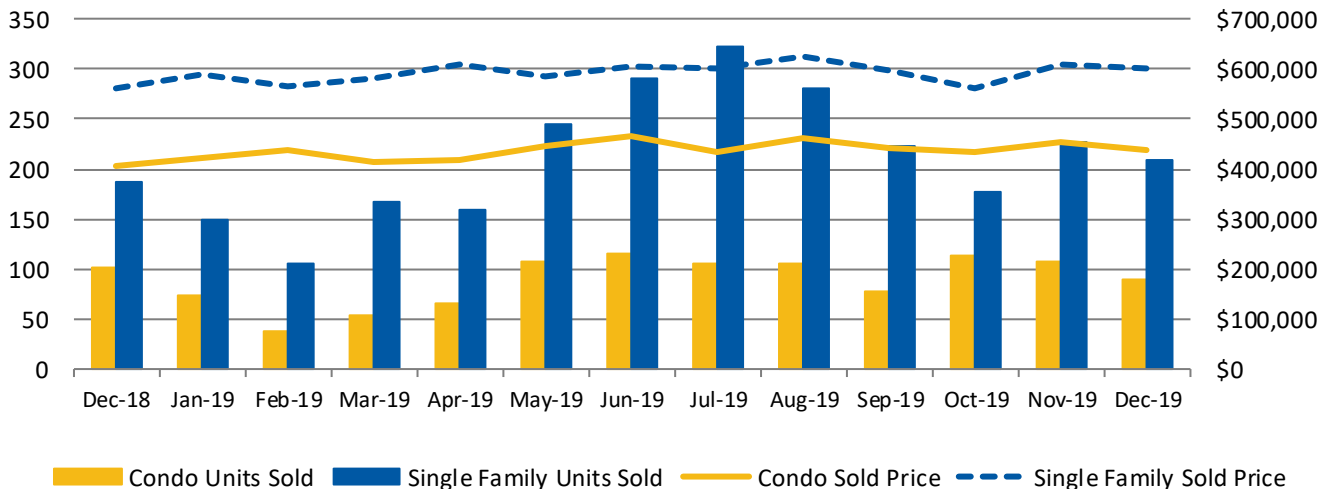
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$600,000	\$560,000	▲ 7.1%	\$610,000	▼ -1.6%	\$595,000	\$585,000	▲ 1.7%
Units Sold	209	188	▲ 11.2%	227	▼ -7.9%	2,557	2,395	▲ 6.8%
Active Listings	160	279	▼ -42.7%	337	▼ -52.5%	---	---	---
Months Supply of Inventory	0.8	1.5	▼ -46.7%	1.5	▼ -46.7%	---	---	---
New Listings	61	70	▼ -12.9%	138	▼ -55.8%	3,013	2,994	▲ 0.6%
Pending Sales	143	135	▲ 5.9%	194	▼ -26.3%	2,570	2,408	▲ 6.7%
Days to Off Market	60	55	▲ 9.1%	44	▲ 36.4%	36	33	▲ 9.1%
Sold to Original Price Ratio	97.6%	97.6%	■ 0.0%	98.9%	▼ -1.3%	99.7%	101.0%	▼ -1.3%
Price per Square Foot	\$323	\$308	▲ 4.9%	\$331	▼ -2.4%	\$330	\$325	▲ 1.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$440,000	\$405,000	▲ 8.6%	\$455,000	▼ -3.3%	\$443,500	\$445,000	▼ -0.3%
Units Sold	89	101	▼ -11.9%	108	▼ -17.6%	1,053	1,117	▼ -5.7%
Active Listings	119	122	▼ -2.5%	201	▼ -40.8%	---	---	---
Months Supply of Inventory	1.3	1.2	▲ 8.3%	1.9	▼ -31.6%	---	---	---
New Listings	33	26	▲ 26.9%	85	▼ -61.2%	1,400	1,290	▲ 8.5%
Pending Sales	71	64	▲ 10.9%	84	▼ -15.5%	1,110	1,076	▲ 3.2%
Days to Off Market	53	42	▲ 26.2%	36	▲ 47.2%	37	31	▲ 19.4%
Sold to Original Price Ratio	97.8%	99.2%	▼ -1.4%	98.7%	▼ -0.9%	99.4%	101.7%	▼ -2.3%
Price per Square Foot	\$355	\$366	▼ -3.0%	\$362	▼ -1.9%	\$369	\$362	▲ 1.9%



METRO BOSTON REGION

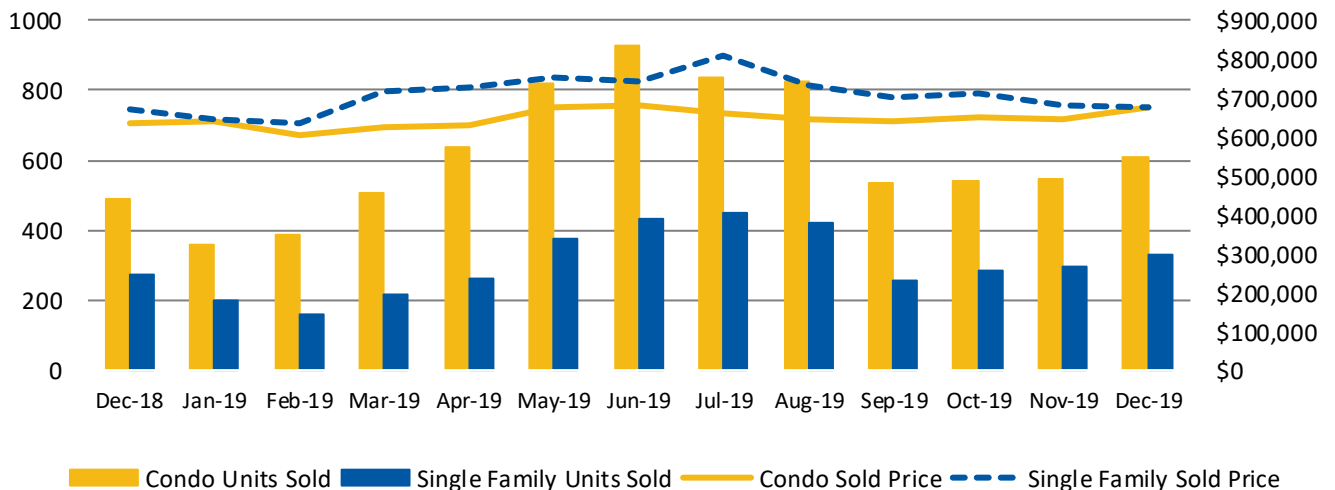
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$675,000	\$670,000	▲ 0.7%	\$679,500	▼ -0.7%	\$720,000	\$693,750	▲ 3.8%
Units Sold	332	274	▲ 21.2%	296	▲ 12.2%	3,686	3,706	▼ -0.5%
Active Listings	339	484	▼ -30.0%	592	▼ -42.7%	---	---	---
Months Supply of Inventory	1.0	1.8	▼ -44.4%	2.0	▼ -50.0%	---	---	---
New Listings	113	108	▲ 4.6%	202	▼ -44.1%	4,783	4,796	▼ -0.3%
Pending Sales	203	177	▲ 14.7%	312	▼ -34.9%	3,749	3,652	▲ 2.7%
Days to Off Market	58	53	▲ 9.4%	46	▲ 26.1%	40	35	▲ 14.3%
Sold to Original Price Ratio	96.9%	96.1%	▲ 0.8%	98.1%	▼ -1.2%	98.6%	99.9%	▼ -1.3%
Price per Square Foot	\$415	\$397	▲ 4.5%	\$409	▲ 1.5%	\$425	\$413	▲ 2.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$675,000	\$635,000	▲ 6.3%	\$646,000	▲ 4.5%	\$650,000	\$656,888	▼ -1.0%
Units Sold	607	491	▲ 23.6%	547	▲ 11.0%	7,527	7,578	▼ -0.7%
Active Listings	988	1,205	▼ -18.0%	1,572	▼ -37.2%	---	---	---
Months Supply of Inventory	1.6	2.5	▼ -36.0%	2.9	▼ -44.8%	---	---	---
New Listings	266	254	▲ 4.7%	450	▼ -40.9%	10,585	9,984	▲ 6.0%
Pending Sales	411	343	▲ 19.8%	598	▼ -31.3%	7,864	7,368	▲ 6.7%
Days to Off Market	68	56	▲ 21.4%	53	▲ 28.3%	44	36	▲ 22.2%
Sold to Original Price Ratio	96.7%	97.7%	▼ -1.0%	97.5%	▼ -0.8%	98.5%	100.4%	▼ -1.9%
Price per Square Foot	\$686	\$658	▲ 4.3%	\$657	▲ 4.4%	\$685	\$681	▲ 0.6%



METRO WEST REGION

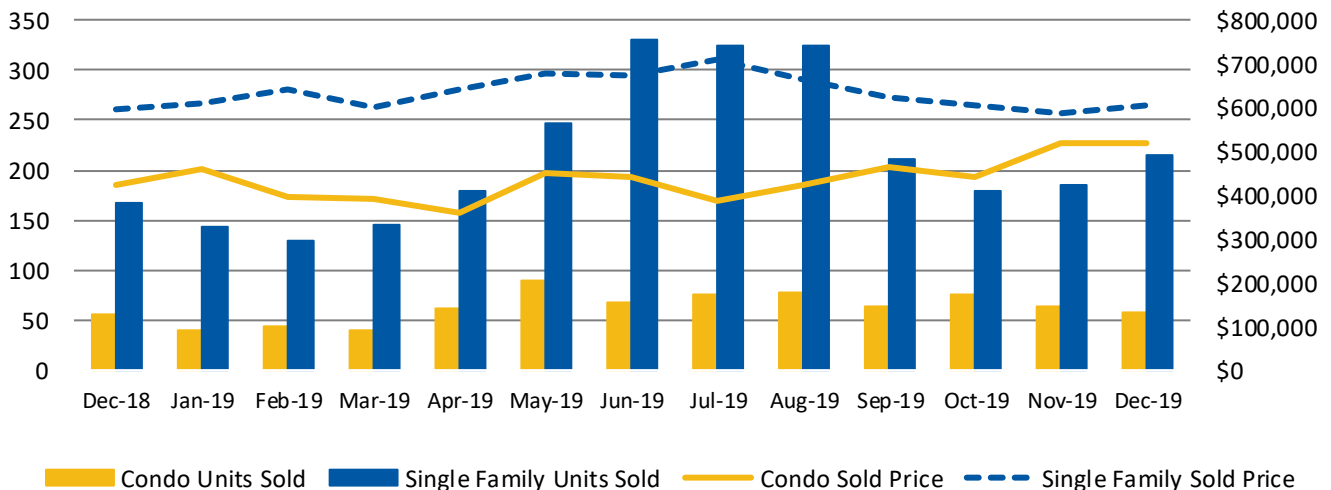
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$605,000	\$595,000	▲ 1.7%	\$587,000	▲ 3.1%	\$645,000	\$640,000	▲ 0.8%
Units Sold	215	168	▲ 28.0%	186	▲ 15.6%	2,617	2,652	▼ -1.3%
Active Listings	311	423	▼ -26.5%	511	▼ -39.1%	---	---	---
Months Supply of Inventory	1.4	2.5	▼ -44.0%	2.7	▼ -48.1%	---	---	---
New Listings	82	91	▼ -9.9%	130	▼ -36.9%	3,415	3,492	▼ -2.2%
Pending Sales	141	143	▼ -1.4%	198	▼ -28.8%	2,645	2,663	▼ -0.7%
Days to Off Market	67	66	▲ 1.5%	64	▲ 4.7%	49	45	▲ 8.9%
Sold to Original Price Ratio	96.1%	95.9%	▲ 0.2%	97.0%	▼ -0.9%	97.3%	98.5%	▼ -1.2%
Price per Square Foot	\$309	\$298	▲ 3.7%	\$298	▲ 3.7%	\$308	\$309	▼ -0.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$518,171	\$425,000	▲ 21.9%	\$520,000	▼ -0.4%	\$422,500	\$386,000	▲ 9.5%
Units Sold	58	55	▲ 5.5%	64	▼ -9.4%	753	807	▼ -6.7%
Active Listings	113	146	▼ -22.6%	149	▼ -24.2%	---	---	---
Months Supply of Inventory	1.9	2.7	▼ -29.6%	2.3	▼ -17.4%	---	---	---
New Listings	37	28	▲ 32.1%	40	▼ -7.5%	973	946	▲ 2.9%
Pending Sales	50	33	▲ 51.5%	56	▼ -10.7%	790	796	▼ -0.8%
Days to Off Market	88	90	▼ -2.2%	60	▲ 46.7%	50	43	▲ 16.3%
Sold to Original Price Ratio	99.0%	99.6%	▼ -0.6%	99.2%	▼ -0.2%	99.3%	100.2%	▼ -0.9%
Price per Square Foot	\$286	\$291	▼ -1.7%	\$283	▲ 1.1%	\$281	\$274	▲ 2.6%



SOUTHERN NORFOLK REGION

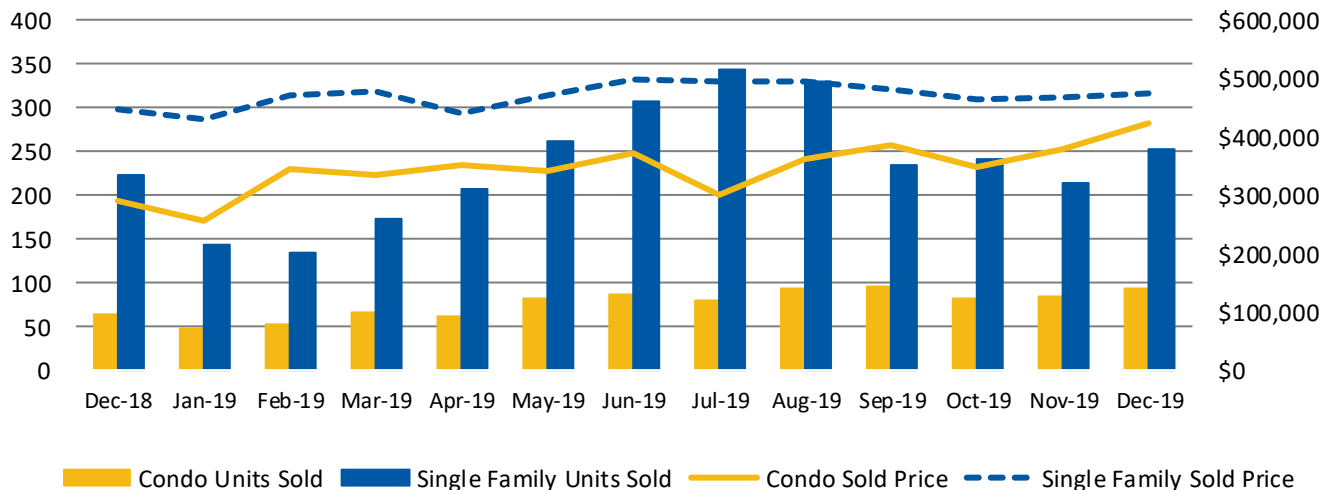
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$475,000	\$448,444	▲ 5.9%	\$467,000	▲ 1.7%	\$480,000	\$460,000	▲ 4.3%
Units Sold	252	224	▲ 12.5%	215	▲ 17.2%	2,844	2,913	▼ -2.4%
Active Listings	311	479	▼ -35.1%	505	▼ -38.4%	---	---	---
Months Supply of Inventory	1.2	2.1	▼ -42.9%	2.3	▼ -47.8%	---	---	---
New Listings	89	100	▼ -11.0%	157	▼ -43.3%	3,546	3,729	▼ -4.9%
Pending Sales	167	149	▲ 12.1%	201	▼ -16.9%	2,890	2,874	▲ 0.6%
Days to Off Market	68	68	▬ 0.0%	55	▲ 23.6%	48	43	▲ 11.6%
Sold to Original Price Ratio	96.3%	96.3%	▬ 0.0%	96.3%	▬ 0.0%	97.6%	98.3%	▼ -0.7%
Price per Square Foot	\$253	\$248	▲ 2.0%	\$260	▼ -2.7%	\$255	\$250	▲ 2.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$422,500	\$288,750	▲ 46.3%	\$380,000	▲ 11.2%	\$352,000	\$300,000	▲ 17.3%
Units Sold	94	64	▲ 46.9%	83	▲ 13.3%	919	851	▲ 8.0%
Active Listings	125	144	▼ -13.2%	188	▼ -33.5%	---	---	---
Months Supply of Inventory	1.3	2.3	▼ -43.5%	2.3	▼ -43.5%	---	---	---
New Listings	40	29	▲ 37.9%	60	▼ -33.3%	1,225	1,071	▲ 14.4%
Pending Sales	71	42	▲ 69.0%	71	▬ 0.0%	1,013	856	▲ 18.3%
Days to Off Market	76	43	▲ 76.7%	50	▲ 52.0%	47	40	▲ 17.5%
Sold to Original Price Ratio	100.1%	98.0%	▲ 2.1%	100.1%	▬ 0.0%	99.6%	99.4%	▲ 0.2%
Price per Square Foot	\$294	\$227	▲ 29.5%	\$268	▲ 9.7%	\$253	\$226	▲ 11.9%



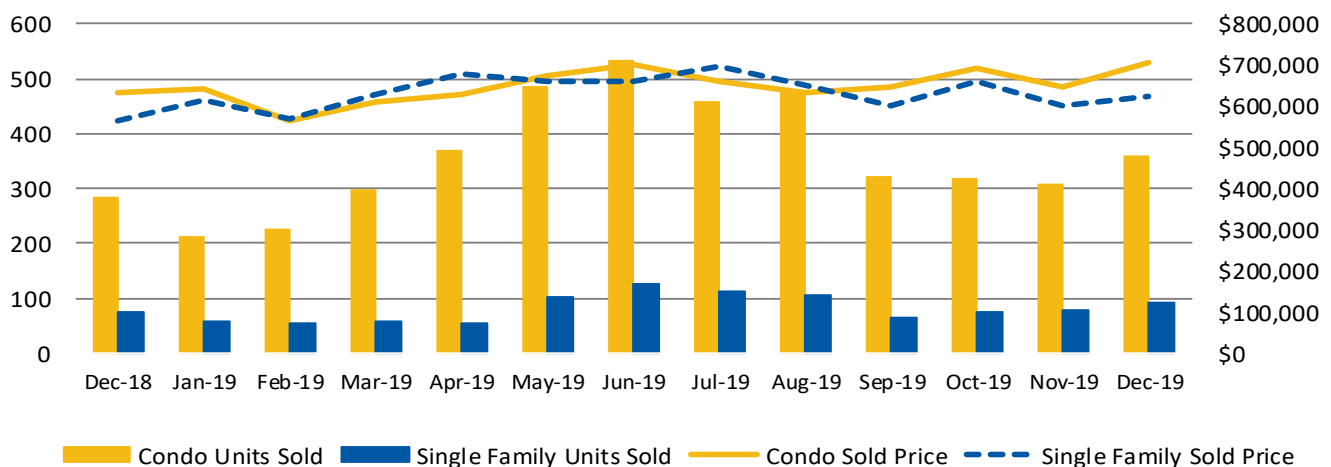
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change	
Median Selling Price	\$625,000	\$565,000	▲ 10.6%	\$600,000	▲ 4.2%	\$650,000	\$615,000	▲ 5.7%	
Units Sold	92	75	▲ 22.7%	78	▲ 17.9%	975	1,032	▼ -5.5%	
Active Listings	95	149	▼ -36.2%	151	▼ -37.1%	---	---	---	
Months Supply of Inventory	1.0	2.0	▼ -50.0%	1.9	▼ -47.4%	---	---	---	
New Listings	37	34	▲ 8.8%	56	▼ -33.9%	1,255	1,353	▼ -7.2%	
Pending Sales	50	53	▼ -5.7%	76	▼ -34.2%	978	1,014	▼ -3.6%	
Days to Off Market	46	49	▼ -6.1%	40	▲ 15.0%	41	35	▲ 17.1%	
Sold to Original Price Ratio	96.4%	96.8%	▼ -0.4%	98.7%	▼ -2.3%	98.8%	100.1%	▼ -1.3%	
Price per Square Foot	\$434	\$410	▲ 5.9%	\$443	▼ -2.0%	\$445	\$421	▲ 5.7%	

Condominiums

	Year over Year			Month over Month			Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change	
Median Selling Price	\$705,000	\$635,000	▲ 11.0%	\$645,000	▲ 9.3%	\$650,000	\$660,000	▼ -1.5%	
Units Sold	357	283	▲ 26.1%	306	▲ 16.7%	4,360	4,578	▼ -4.8%	
Active Listings	710	832	▼ -14.7%	1,094	▼ -35.1%	---	---	---	
Months Supply of Inventory	2.0	2.9	▼ -31.0%	3.6	▼ -44.4%	---	---	---	
New Listings	176	149	▲ 18.1%	292	▼ -39.7%	6,448	6,169	▲ 4.5%	
Pending Sales	254	214	▲ 18.7%	379	▼ -33.0%	4,631	4,437	▲ 4.4%	
Days to Off Market	70	57	▲ 22.8%	53	▲ 32.1%	47	39	▲ 20.5%	
Sold to Original Price Ratio	96.5%	97.0%	▼ -0.5%	97.1%	▼ -0.6%	97.9%	99.6%	▼ -1.7%	
Price per Square Foot	\$793	\$736	▲ 7.7%	\$752	▲ 5.5%	\$774	\$761	▲ 1.7%	



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		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$685,000	\$652,500	▲ 5.0%	\$693,500	▼ -1.2%	\$719,000	\$698,750	▲ 2.9%
Units Sold	117	121	▼ -3.3%	137	▼ -14.6%	1,463	1,575	▼ -7.1%
Active Listings	130	274	▼ -52.6%	250	▼ -48.0%	---	---	---
Months Supply of Inventory	1.1	2.3	▼ -52.2%	1.8	▼ -38.9%	---	---	---
New Listings	66	69	▼ -4.3%	109	▼ -39.4%	2,012	2,200	▼ -8.5%
Pending Sales	112	89	▲ 25.8%	131	▼ -14.5%	1,516	1,570	▼ -3.4%
Days to Off Market	55	50	▲ 10.0%	43	▲ 27.9%	39	36	▲ 8.3%
Sold to Original Price Ratio	97.1%	96.3%	▲ 0.8%	97.2%	▼ -0.1%	98.4%	100.3%	▼ -1.9%
Price per Square Foot	\$301	\$290	▲ 3.8%	\$318	▼ -5.3%	\$306	\$304	▲ 0.7%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$934,000	\$860,000	▲ 8.6%	\$947,500	▼ -1.4%	\$890,000	\$835,000	▲ 6.6%
Units Sold	39	39	▬ 0.0%	42	▼ -7.1%	534	571	▼ -6.5%
Active Listings	59	116	▼ -49.1%	93	▼ -36.6%	---	---	---
Months Supply of Inventory	1.5	3.0	▼ -50.0%	2.2	▼ -31.8%	---	---	---
New Listings	21	28	▼ -25.0%	46	▼ -54.3%	807	868	▼ -7.0%
Pending Sales	28	35	▼ -20.0%	52	▼ -46.2%	566	564	▲ 0.4%
Days to Off Market	55	68	▼ -19.1%	45	▲ 22.2%	47	40	▲ 17.5%
Sold to Original Price Ratio	97.5%	96.5%	▲ 1.0%	96.3%	▲ 1.2%	96.8%	98.8%	▼ -2.0%
Price per Square Foot	\$314	\$298	▲ 5.4%	\$296	▲ 6.1%	\$305	\$300	▲ 1.7%

4 Family Homes

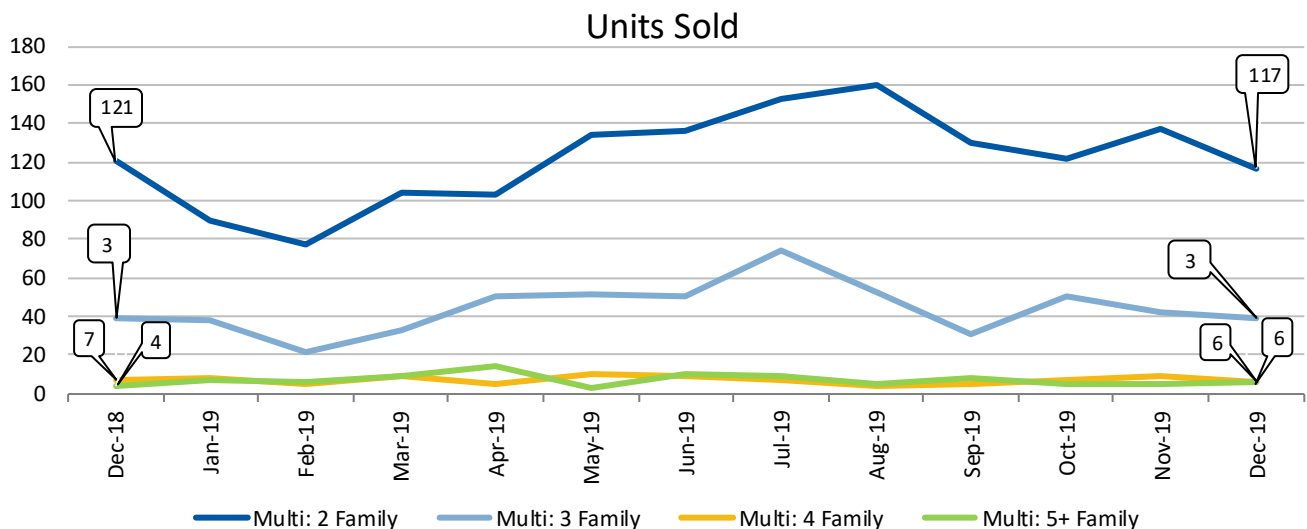
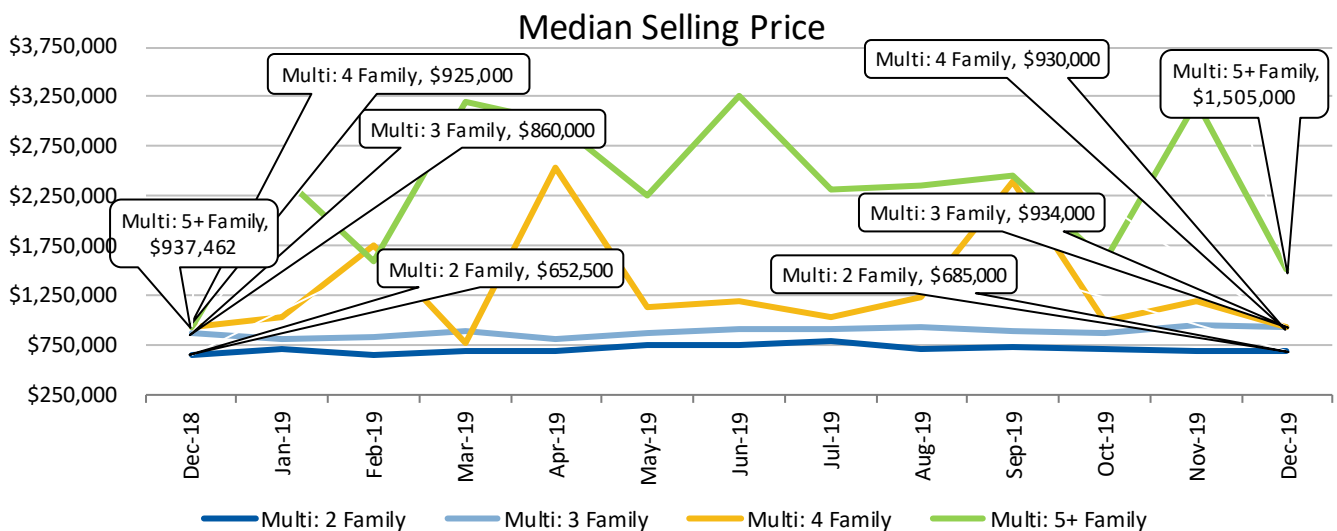
	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$930,000	\$925,000	▲ 0.5%	\$1,195,000	▼ -22.2%	\$1,050,000	\$925,000	▲ 13.5%
Units Sold	6	7	▼ -14.3%	9	▼ -33.3%	84	77	▲ 9.1%
Active Listings	19	24	▼ -20.8%	25	▼ -24.0%	---	---	---
Months Supply of Inventory	3.2	3.4	▼ -5.9%	2.8	▲ 14.3%	---	---	---
New Listings	6	6	▬ 0.0%	3	▲ 100.0%	132	147	▼ -10.2%
Pending Sales	4	5	▼ -20.0%	5	▼ -20.0%	80	82	▼ -2.4%
Days to Off Market	39	63	▼ -38.1%	56	▼ -30.4%	43	46	▼ -6.5%
Sold to Original Price Ratio	96.2%	90.9%	▲ 5.8%	98.7%	▼ -2.5%	95.1%	95.6%	▼ -0.5%
Price per Square Foot	\$257	\$357	▼ -28.0%	\$351	▼ -26.8%	\$364	\$330	▲ 10.3%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

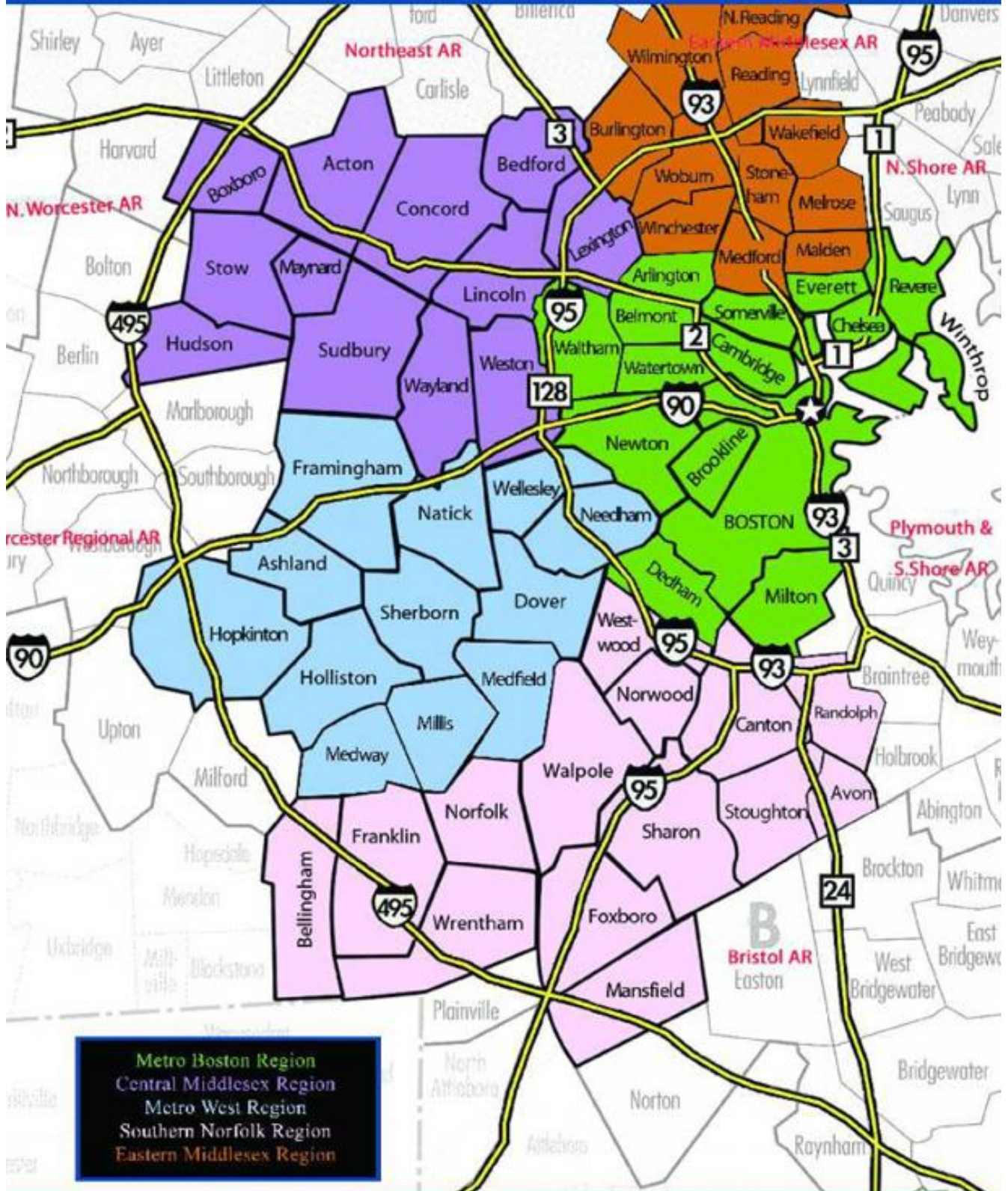
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2019	Dec 2018	Change	Nov 2019	Change	2019	2018	Change
Median Selling Price	\$1,505,000	\$937,462	▲ 60.5%	\$3,200,000	▼ -53.0%	\$2,350,000	\$1,831,250	▲ 28.3%
Units Sold	6	4	▲ 50.0%	5	▲ 20.0%	87	82	▲ 6.1%
Active Listings	31	52	▼ -40.4%	45	▼ -31.1%	---	---	---
Months Supply of Inventory	5.2	13.0	▼ -60.0%	9.0	▼ -42.2%	---	---	---
New Listings	6	6	■ 0.0%	10	▼ -40.0%	164	172	▼ -4.7%
Pending Sales	8	3	▲ 166.7%	6	▲ 33.3%	95	78	▲ 21.8%
Days to Off Market	90	45	▲ 100.0%	36	▲ 150.0%	59	46	▲ 28.3%
Sold to Original Price Ratio	98.2%	89.8%	▲ 9.4%	88.6%	▲ 10.8%	93.1%	98.8%	▼ -5.8%
Price per Square Foot	\$358	\$138	▲ 159.4%	\$412	▼ -13.1%	\$464	\$443	▲ 4.7%



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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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.