

MONTHLY MARKET INSIGHT REPORT

FEBRUARY 2020

Detached Single-Family Homes

The 547 homes sold in February 2020 was the ninth highest sales volume for the month and was a 7.4 percent decrease from the 591 homes sold in February 2019. The median sales price reached a record high for the month of February at \$617,900, which was a 7.9 percent increase from the February 2019 median sales prices of \$572,500.

Condominiums

With 585 condos sold, it was the third most active February on record in Greater Boston, and an 8.3 percent increase in sales from the 540 units sold in February 2019. The median sales price of condos increased last month to \$575,000, reflecting a 8.5 percent rise from the February 2019 median price of \$530,000.

Multi-Family Homes

This month, there were 90 multi-family units sold in Greater Boston, which reflects a 21 percent decrease in sales volume from the 114 multi-family units sold in February 2019.

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 3/10/2020

GREATER BOSTON MARKET SUMMARY

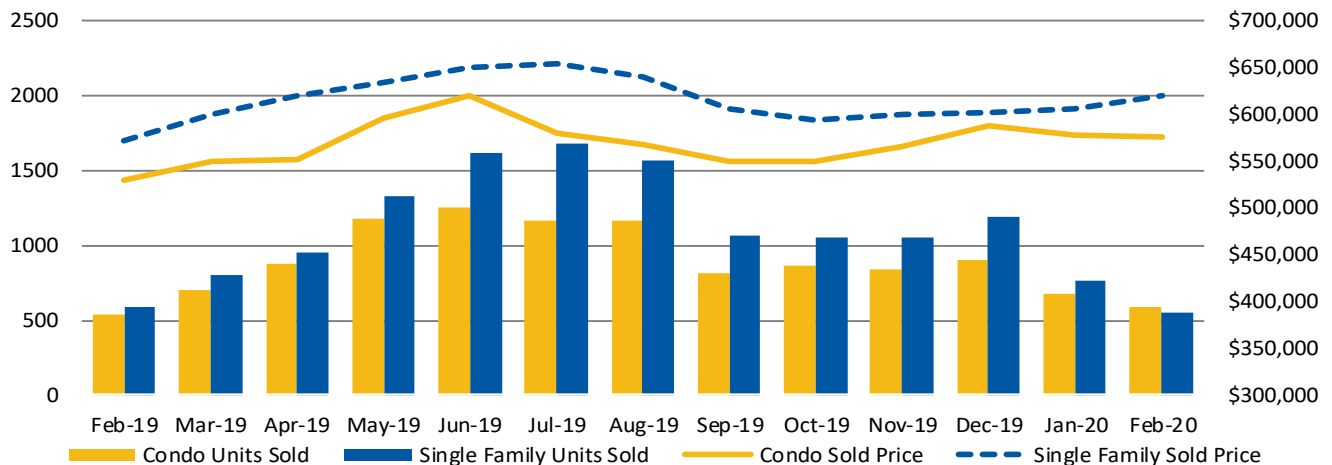
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$619,900	\$572,500	▲ 8.3%	\$605,000	▲ 2.5%	\$615,000	\$580,000	▲ 6.0%
Units Sold	547	591	▼ -7.4%	770	▼ -29.0%	1,333	1,298	▲ 2.7%
Active Listings	1,712	2,007	▼ -14.7%	1,479	▲ 15.8%	---	---	---
Months Supply of Inventory	3.1	3.4	▼ -8.8%	1.9	▲ 63.2%	---	---	---
New Listings	1,307	1,124	▲ 16.3%	879	▲ 48.7%	2,190	2,180	▲ 0.5%
Pending Sales	947	793	▲ 19.4%	634	▲ 49.4%	1,581	1,433	▲ 10.3%
Days to Off Market	49	57	▼ -14.0%	68	▼ -27.9%	57	61	▼ -6.6%
Sold to Original Price Ratio	96.7%	96.0%	▲ 0.7%	96.1%	▲ 0.6%	96.3%	95.9%	▲ 0.4%
Price per Square Foot	\$337	\$317	▲ 6.3%	\$320	▲ 5.3%	\$328	\$321	▲ 2.2%

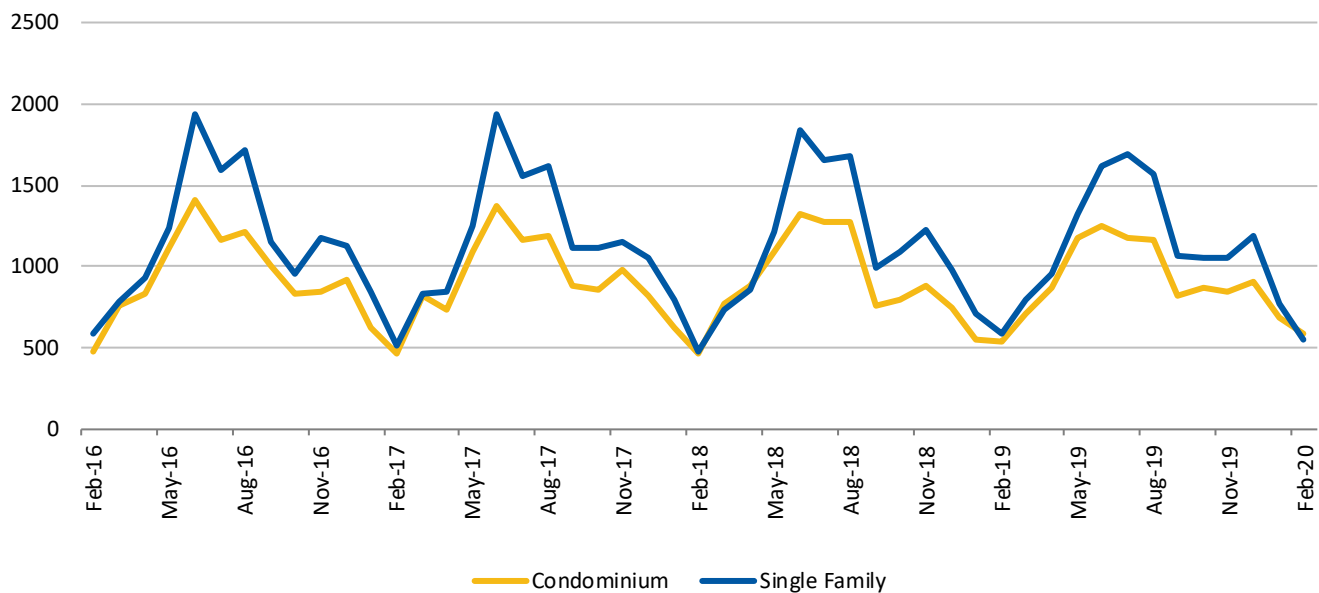
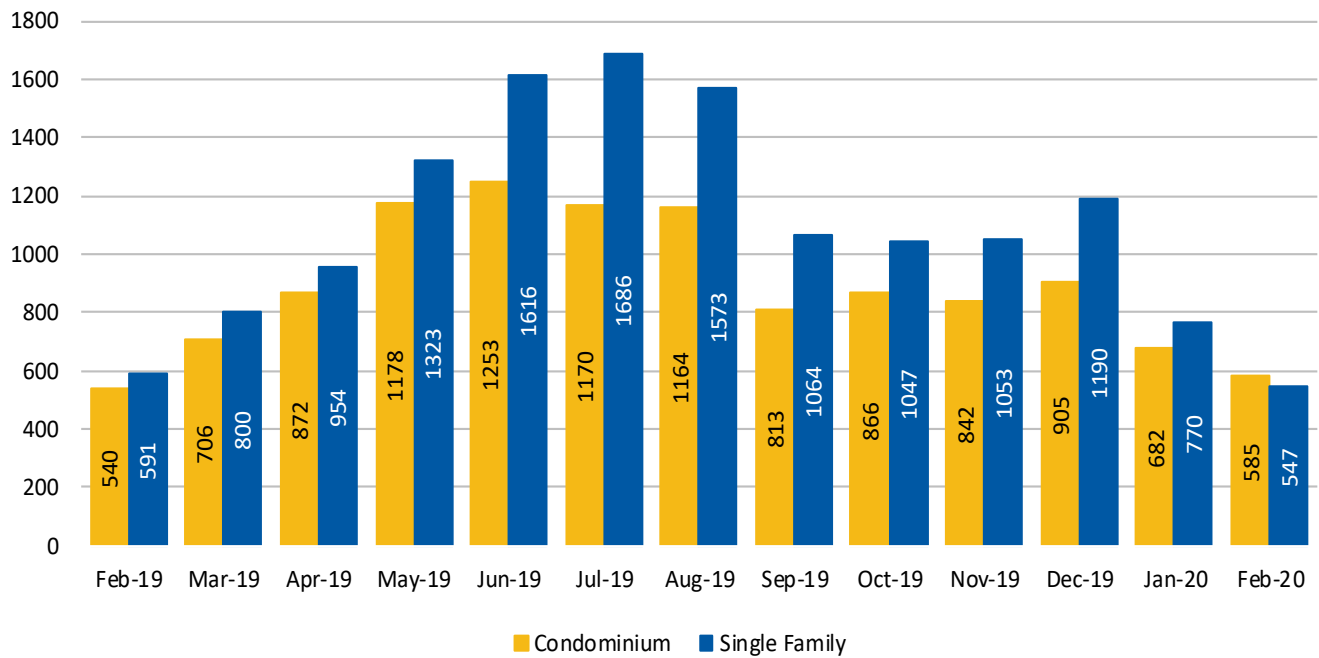
Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$575,000	\$530,000	▲ 8.5%	\$578,250	▼ -0.6%	\$576,500	\$545,000	▲ 5.8%
Units Sold	585	540	▲ 8.3%	682	▼ -14.2%	1,267	1,092	▲ 16.0%
Active Listings	1,682	1,738	▼ -3.2%	1,590	▲ 5.8%	---	---	---
Months Supply of Inventory	2.9	3.2	▼ -9.4%	2.3	▲ 26.1%	---	---	---
New Listings	1,097	963	▲ 13.9%	996	▲ 10.1%	2,093	2,048	▲ 2.2%
Pending Sales	870	758	▲ 14.8%	634	▲ 37.2%	1,504	1,333	▲ 12.8%
Days to Off Market	53	53	■ 0.0%	69	▼ -23.2%	60	54	▲ 11.1%
Sold to Original Price Ratio	97.7%	97.3%	▲ 0.4%	97.0%	▲ 0.7%	97.4%	97.2%	▲ 0.2%
Price per Square Foot	\$546	\$527	▲ 3.6%	\$571	▼ -4.4%	\$560	\$523	▲ 7.1%



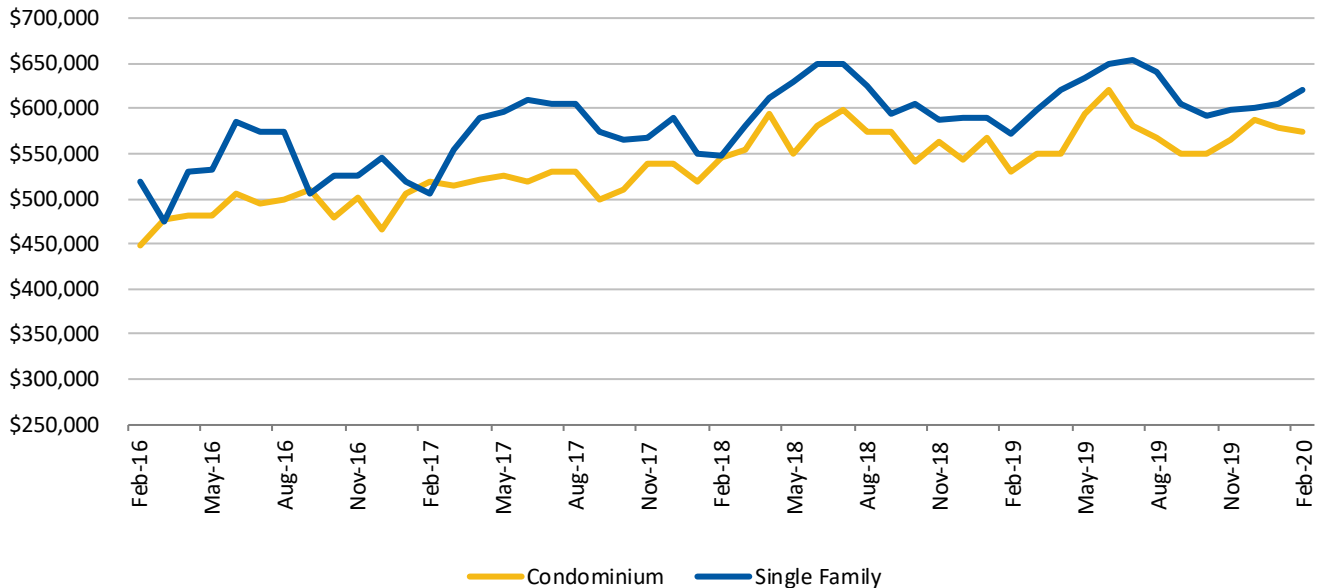
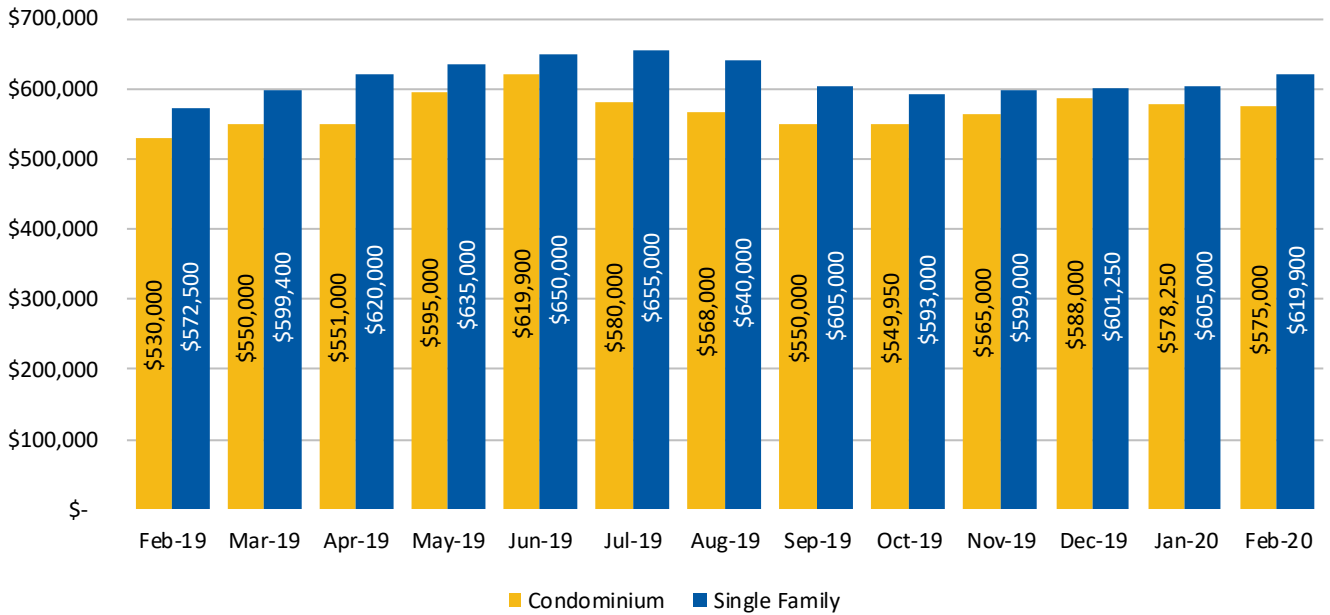
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	547	591	▼ -7.4%	770	▼ -29.0%	1,333	1,298	▲ 2.7%
CONDOMINIUMS	585	540	▲ 8.3%	682	▼ -14.2%	1,267	1,092	▲ 16.0%



MEDIAN SELLING PRICE

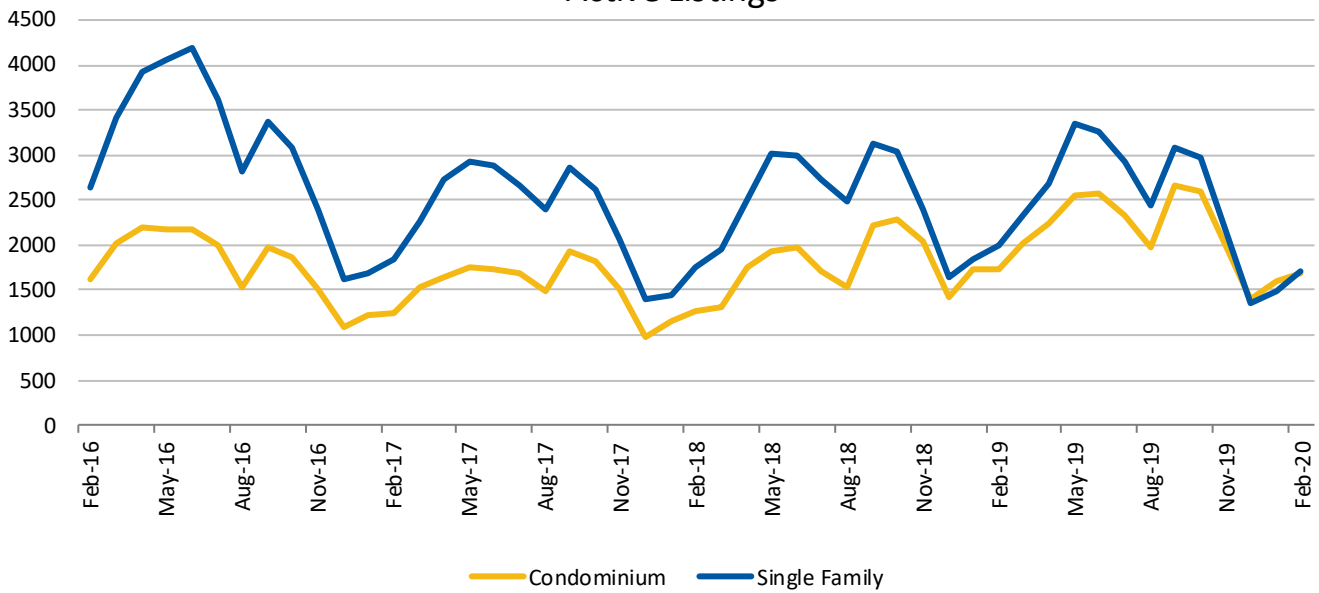
	Year over Year			Month over Month			Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change	
SINGLE FAMILY HOMES	\$619,900	\$572,500	▲ 8.3%	\$605,000	▲ 2.5%	\$615,000	\$580,000	▲ 6.0%	
CONDOMINIUMS	\$575,000	\$530,000	▲ 8.5%	\$578,250	▼ -0.6%	\$576,500	\$545,000	▲ 5.8%	



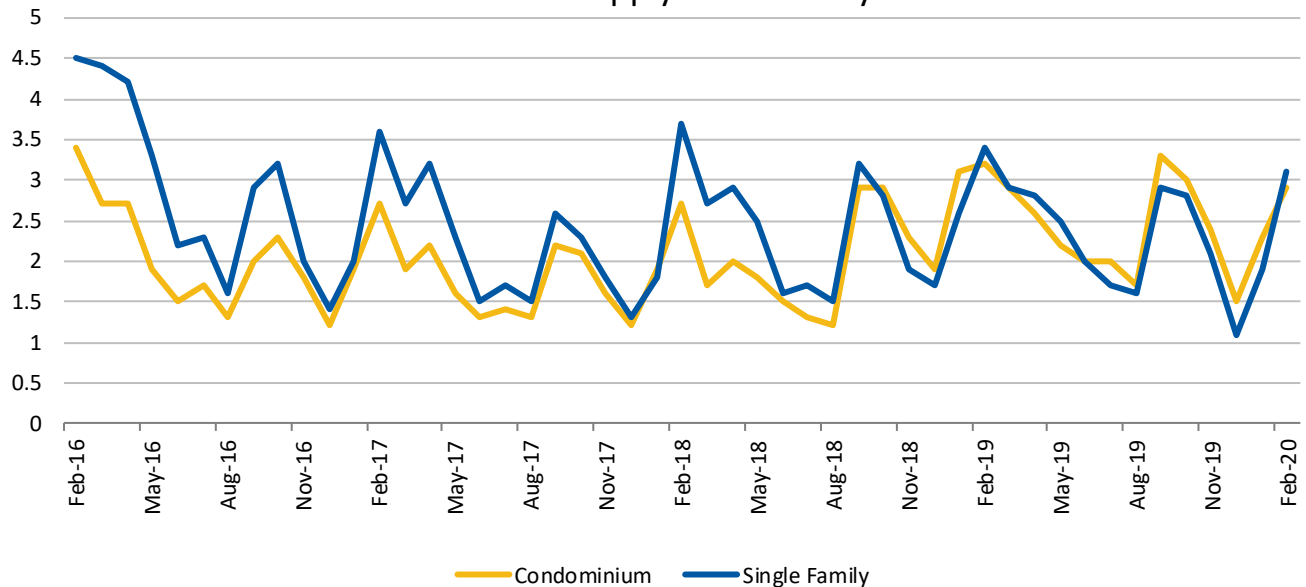
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Feb 2020	Feb 2019	Change	Jan 2020	Change
SINGLE FAMILY HOMES	Active Listings	1,712	2,007	▼ -14.7%	1,479	▲ 15.8%
	Months Supply of Inventory	3.1	3.4	▼ -8.8%	1.9	▲ 63.2%
CONDOMINIUMS	Active Listings	1,682	1,738	▼ -3.2%	1,590	▲ 5.8%
	Months Supply of Inventory	2.9	3.2	▼ -9.4%	2.3	▲ 26.1%

Active Listings

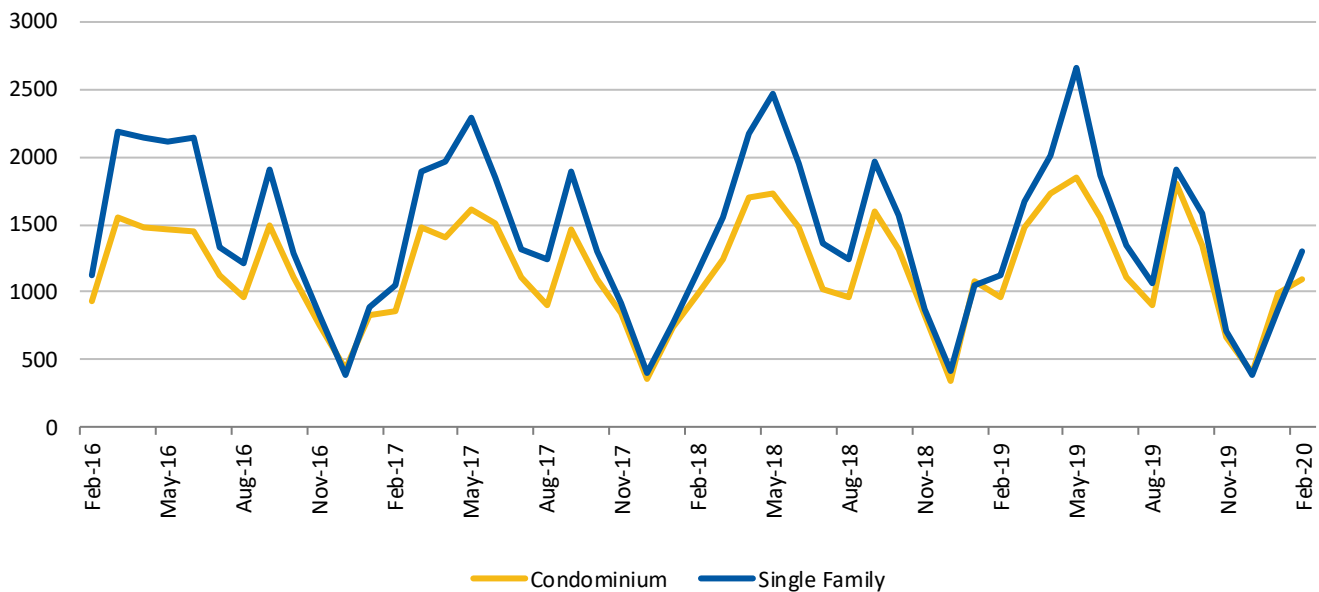
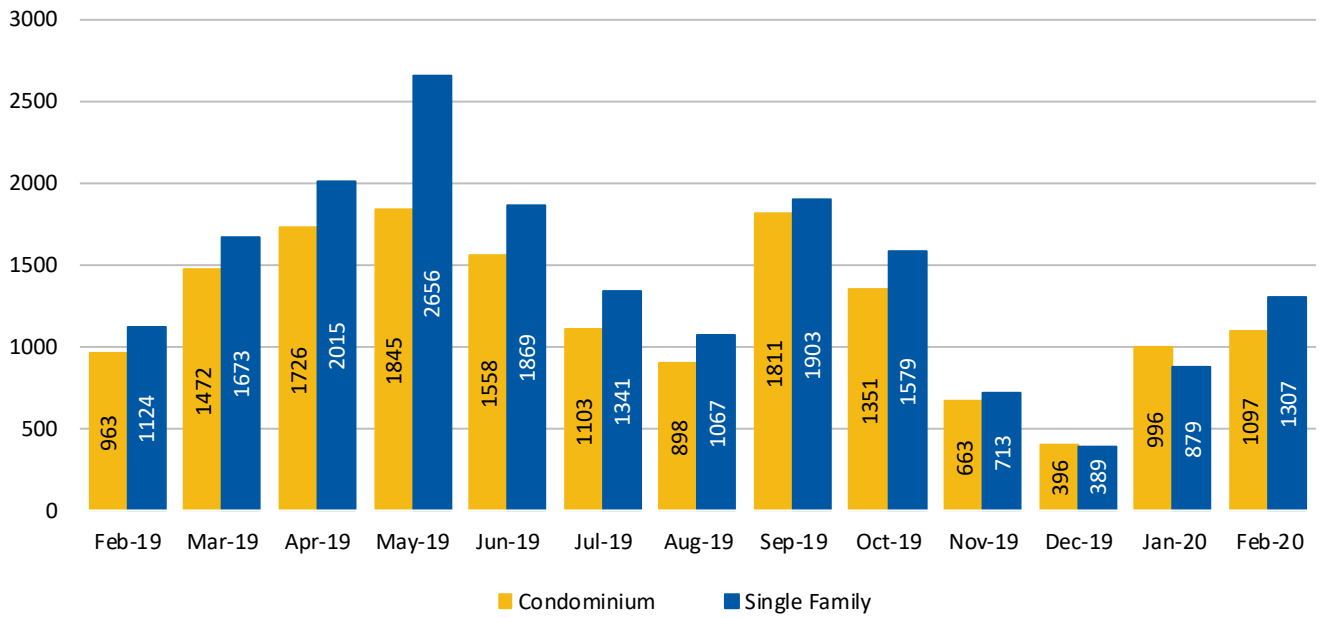


Months Supply of Inventory



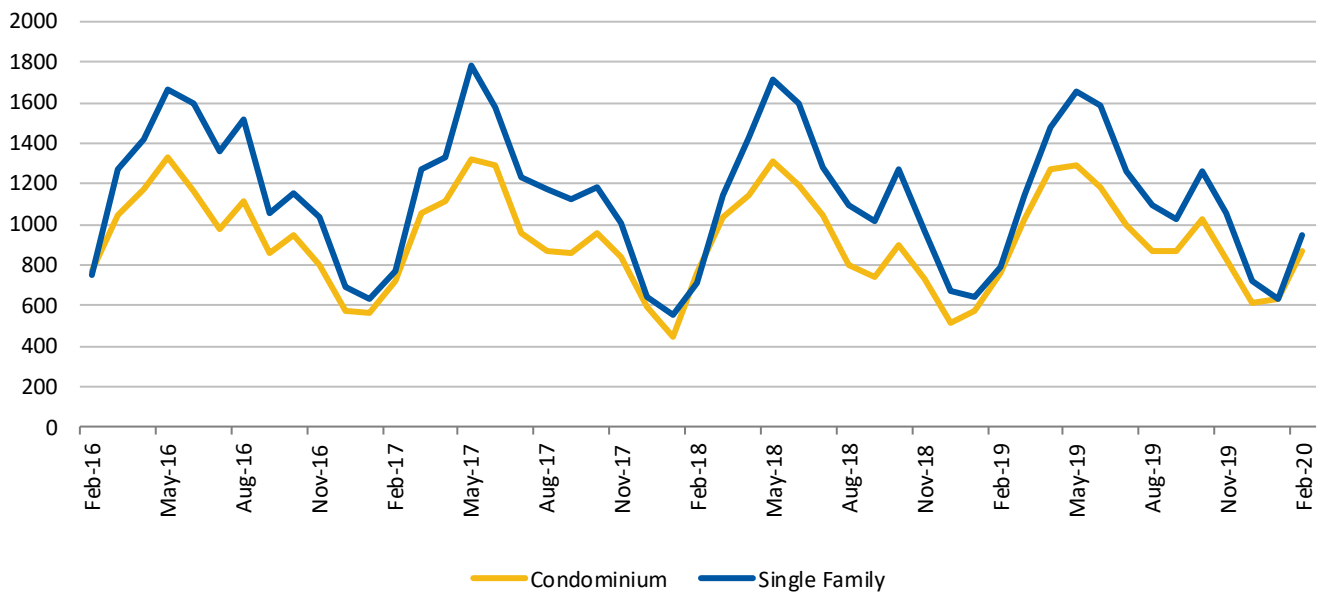
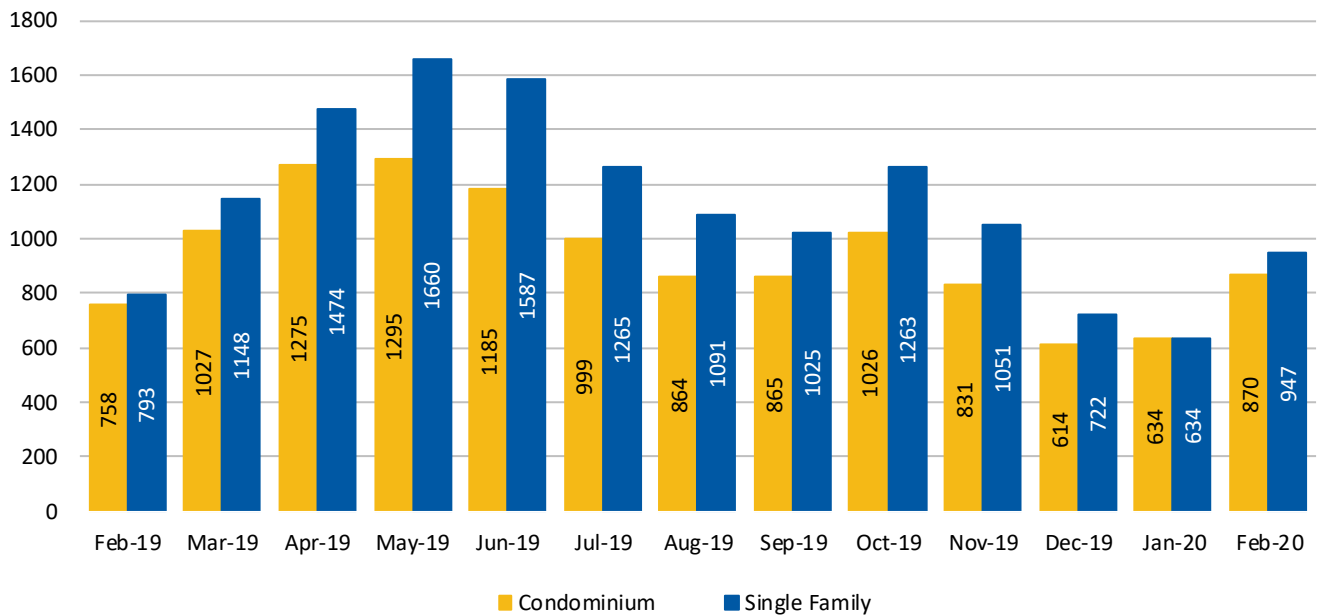
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,307	1,124	▲ 16.3%	879	▲ 48.7%	2,190	2,180	▲ 0.5%
CONDOMINIUMS	1,097	963	▲ 13.9%	996	▲ 10.1%	2,093	2,048	▲ 2.2%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	947	793	▲ 19.4%	634	▲ 49.4%	1,581	1,433	▲ 10.3%
CONDOMINIUMS	870	758	▲ 14.8%	634	▲ 37.2%	1,504	1,333	▲ 12.8%



CENTRAL MIDDLESEX REGION

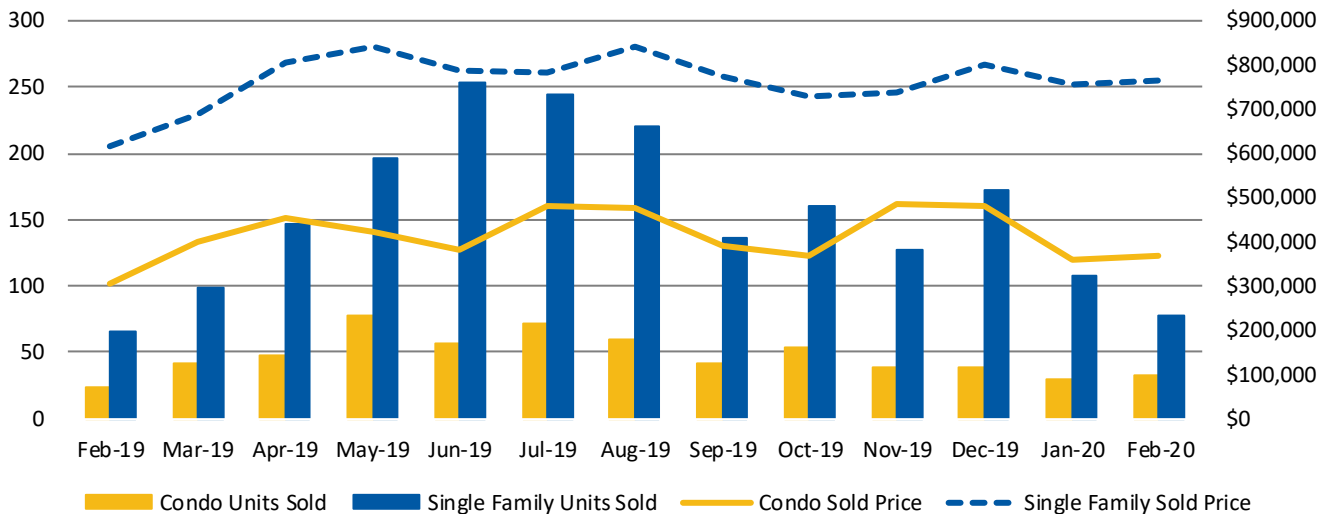
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$765,000	\$617,500	▲ 23.9%	\$755,000	▲ 1.3%	\$765,000	\$691,500	▲ 10.6%
Units Sold	77	66	▲ 16.7%	107	▼ -28.0%	185	142	▲ 30.3%
Active Listings	361	402	▼ -10.2%	301	▲ 19.9%	---	---	---
Months Supply of Inventory	4.7	6.1	▼ -23.0%	2.8	▲ 67.9%	---	---	---
New Listings	237	202	▲ 17.3%	135	▲ 75.6%	372	353	▲ 5.4%
Pending Sales	162	116	▲ 39.7%	79	▲ 105.1%	241	194	▲ 24.2%
Days to Off Market	64	68	▼ -5.9%	98	▼ -34.7%	75	75	▬ 0.0%
Sold to Original Price Ratio	95.1%	95.3%	▼ -0.2%	93.9%	▲ 1.3%	94.4%	95.2%	▼ -0.8%
Price per Square Foot	\$305	\$294	▲ 3.7%	\$319	▼ -4.4%	\$314	\$313	▲ 0.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$367,500	\$306,000	▲ 20.1%	\$358,000	▲ 2.7%	\$362,750	\$394,500	▼ -8.0%
Units Sold	33	24	▲ 37.5%	29	▲ 13.8%	62	56	▲ 10.7%
Active Listings	99	114	▼ -13.2%	92	▲ 7.6%	---	---	---
Months Supply of Inventory	3.0	4.8	▼ -37.5%	3.2	▼ -6.3%	---	---	---
New Listings	55	57	▼ -3.5%	57	▼ -3.5%	112	106	▲ 5.7%
Pending Sales	47	40	▲ 17.5%	41	▲ 14.6%	88	66	▲ 33.3%
Days to Off Market	77	54	▲ 42.6%	84	▼ -8.3%	80	54	▲ 48.1%
Sold to Original Price Ratio	97.9%	98.8%	▼ -0.9%	97.4%	▲ 0.5%	97.7%	97.5%	▲ 0.2%
Price per Square Foot	\$268	\$261	▲ 2.7%	\$246	▲ 8.9%	\$258	\$255	▲ 1.2%



EASTERN MIDDLESEX REGION

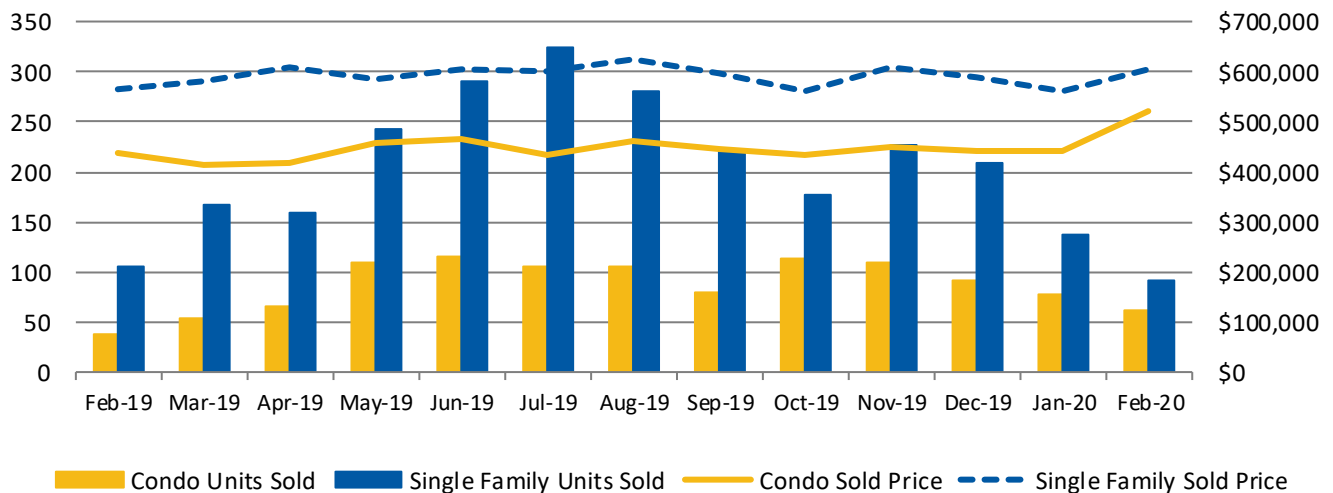
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$606,500	\$565,000	▲ 7.3%	\$562,500	▲ 7.8%	\$578,700	\$579,500	▼ -0.1%
Units Sold	92	105	▼ -12.4%	138	▼ -33.3%	234	254	▼ -7.9%
Active Listings	170	249	▼ -31.7%	175	▼ -2.9%	---	---	---
Months Supply of Inventory	1.8	2.4	▼ -25.0%	1.3	▲ 38.5%	---	---	---
New Listings	154	167	▼ -7.8%	126	▲ 22.2%	280	347	▼ -19.3%
Pending Sales	137	146	▼ -6.2%	96	▲ 42.7%	233	266	▼ -12.4%
Days to Off Market	39	54	▼ -27.8%	62	▼ -37.1%	48	52	▼ -7.7%
Sold to Original Price Ratio	97.3%	97.7%	▼ -0.4%	97.0%	▲ 0.3%	97.1%	97.1%	■ 0.0%
Price per Square Foot	\$326	\$314	▲ 3.8%	\$320	▲ 1.9%	\$322	\$315	▲ 2.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$523,750	\$440,000	▲ 19.0%	\$444,000	▲ 18.0%	\$468,000	\$435,000	▲ 7.6%
Units Sold	62	37	▲ 67.6%	77	▼ -19.5%	139	111	▲ 25.2%
Active Listings	119	105	▲ 13.3%	130	▼ -8.5%	---	---	---
Months Supply of Inventory	1.9	2.8	▼ -32.1%	1.7	▲ 11.8%	---	---	---
New Listings	88	65	▲ 35.4%	97	▼ -9.3%	185	158	▲ 17.1%
Pending Sales	91	70	▲ 30.0%	75	▲ 21.3%	166	128	▲ 29.7%
Days to Off Market	34	41	▼ -17.1%	64	▼ -46.9%	47	43	▲ 9.3%
Sold to Original Price Ratio	97.8%	97.0%	▲ 0.8%	96.9%	▲ 0.9%	97.3%	97.2%	▲ 0.1%
Price per Square Foot	\$364	\$360	▲ 1.1%	\$369	▼ -1.4%	\$367	\$359	▲ 2.2%



METRO BOSTON REGION

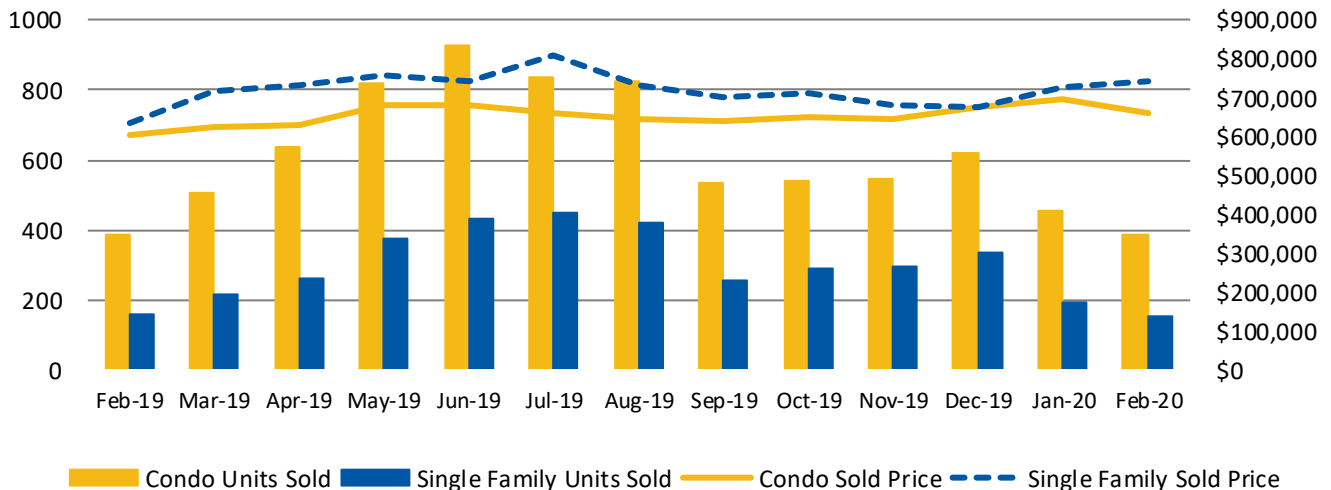
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$745,000	\$634,000	▲ 17.5%	\$725,000	▲ 2.8%	\$738,500	\$646,125	▲ 14.3%
Units Sold	154	158	▼ -2.5%	193	▼ -20.2%	354	354	■ 0.0%
Active Listings	431	450	▼ -4.2%	375	▲ 14.9%	---	---	---
Months Supply of Inventory	2.8	2.8	■ 0.0%	1.9	▲ 47.4%	---	---	---
New Listings	348	296	▲ 17.6%	251	▲ 38.6%	601	583	▲ 3.1%
Pending Sales	247	205	▲ 20.5%	165	▲ 49.7%	412	377	▲ 9.3%
Days to Off Market	44	53	▼ -17.0%	57	▼ -22.8%	49	59	▼ -16.9%
Sold to Original Price Ratio	97.2%	96.7%	▲ 0.5%	96.3%	▲ 0.9%	96.7%	96.1%	▲ 0.6%
Price per Square Foot	\$437	\$401	▲ 9.0%	\$400	▲ 9.3%	\$416	\$406	▲ 2.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$660,000	\$606,000	▲ 8.9%	\$695,000	▼ -5.0%	\$679,000	\$620,000	▲ 9.5%
Units Sold	387	384	▲ 0.8%	456	▼ -15.1%	843	743	▲ 13.5%
Active Listings	1,202	1,232	▼ -2.4%	1,140	▲ 5.4%	---	---	---
Months Supply of Inventory	3.1	3.2	▼ -3.1%	2.5	▲ 24.0%	---	---	---
New Listings	786	699	▲ 12.4%	716	▲ 9.8%	1,502	1,454	▲ 3.3%
Pending Sales	612	517	▲ 18.4%	394	▲ 55.3%	1,006	902	▲ 11.5%
Days to Off Market	52	51	▲ 2.0%	65	▼ -20.0%	57	54	▲ 5.6%
Sold to Original Price Ratio	97.2%	97.4%	▼ -0.2%	96.6%	▲ 0.6%	96.9%	97.2%	▼ -0.3%
Price per Square Foot	\$673	\$629	▲ 7.0%	\$703	▼ -4.3%	\$689	\$635	▲ 8.5%



METRO WEST REGION

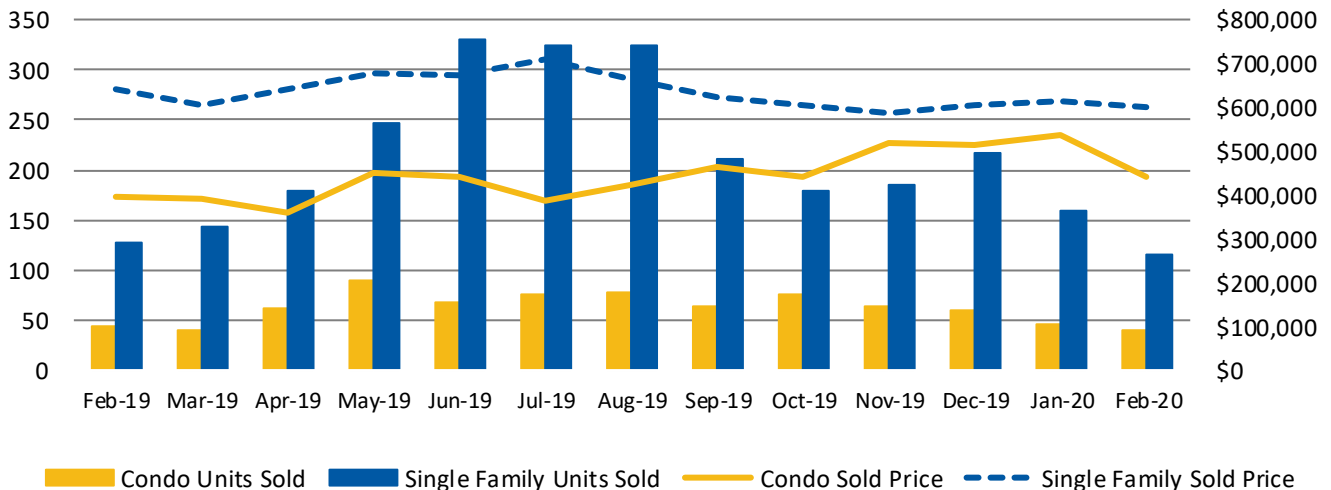
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$602,000	\$639,900	▼ -5.9%	\$615,000	▼ -2.1%	\$615,000	\$627,500	▼ -2.0%
Units Sold	116	128	▼ -9.4%	159	▼ -27.0%	279	272	▲ 2.6%
Active Listings	425	472	▼ -10.0%	335	▲ 26.9%	---	---	---
Months Supply of Inventory	3.7	3.7	■ 0.0%	2.1	▲ 76.2%	---	---	---
New Listings	315	229	▲ 37.6%	194	▲ 62.4%	509	466	▲ 9.2%
Pending Sales	205	172	▲ 19.2%	141	▲ 45.4%	346	293	▲ 18.1%
Days to Off Market	53	55	▼ -3.6%	66	▼ -19.7%	58	56	▲ 3.6%
Sold to Original Price Ratio	96.3%	95.4%	▲ 0.9%	96.1%	▲ 0.2%	96.2%	95.6%	▲ 0.6%
Price per Square Foot	\$314	\$309	▲ 1.6%	\$299	▲ 5.0%	\$304	\$299	▲ 1.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$439,900	\$396,900	▲ 10.8%	\$535,000	▼ -17.8%	\$472,000	\$420,000	▲ 12.4%
Units Sold	40	43	▼ -7.0%	45	▼ -11.1%	85	83	▲ 2.4%
Active Listings	130	133	▼ -2.3%	120	▲ 8.3%	---	---	---
Months Supply of Inventory	3.3	3.1	▲ 6.5%	2.7	▲ 22.2%	---	---	---
New Listings	71	76	▼ -6.6%	70	▲ 1.4%	141	134	▲ 5.2%
Pending Sales	55	54	▲ 1.9%	61	▼ -9.8%	116	100	▲ 16.0%
Days to Off Market	59	77	▼ -23.4%	75	▼ -21.3%	67	75	▼ -10.7%
Sold to Original Price Ratio	99.4%	95.0%	▲ 4.6%	97.1%	▲ 2.4%	98.2%	96.1%	▲ 2.2%
Price per Square Foot	\$272	\$275	▼ -1.1%	\$285	▼ -4.6%	\$279	\$267	▲ 4.5%



SOUTHERN NORFOLK REGION

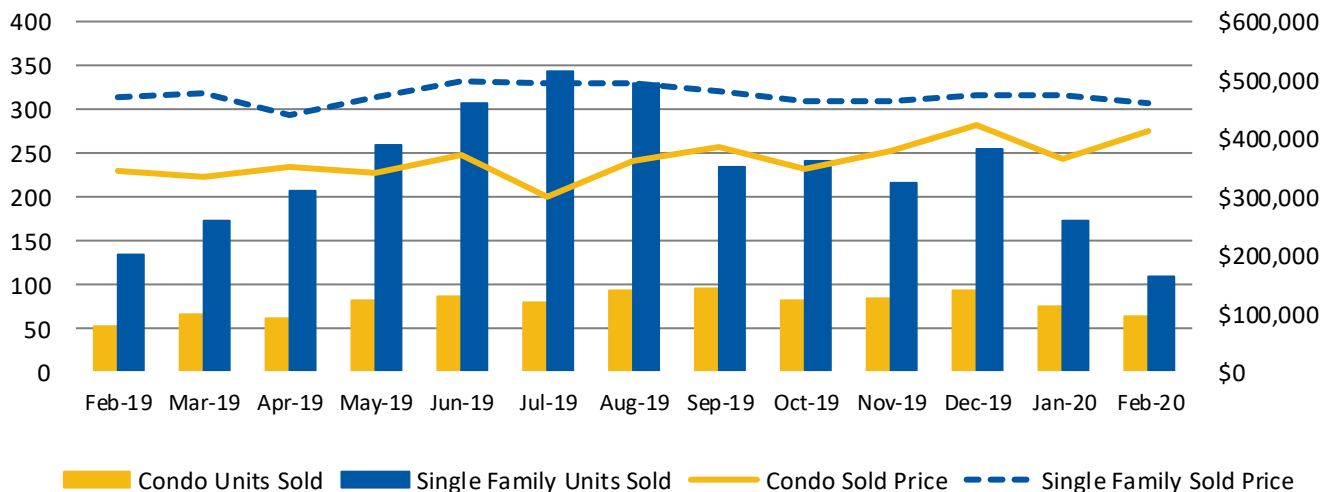
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$461,800	\$470,000	▼ -1.7%	\$473,000	▼ -2.4%	\$465,000	\$450,000	▲ 3.3%
Units Sold	108	134	▼ -19.4%	173	▼ -37.6%	281	276	▲ 1.8%
Active Listings	325	434	▼ -25.1%	293	▲ 10.9%	---	---	---
Months Supply of Inventory	3.0	3.2	▼ -6.3%	1.7	▲ 76.5%	---	---	---
New Listings	253	230	▲ 10.0%	173	▲ 46.2%	428	431	▼ -0.7%
Pending Sales	196	154	▲ 27.3%	153	▲ 28.1%	349	303	▲ 15.2%
Days to Off Market	47	59	▼ -20.3%	69	▼ -31.9%	56	67	▼ -16.4%
Sold to Original Price Ratio	96.8%	94.7%	▲ 2.2%	96.3%	▲ 0.5%	96.5%	95.0%	▲ 1.6%
Price per Square Foot	\$252	\$240	▲ 5.0%	\$252	■ 0.0%	\$252	\$242	▲ 4.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$412,000	\$344,500	▲ 19.6%	\$365,000	▲ 12.9%	\$392,450	\$307,500	▲ 27.6%
Units Sold	63	52	▲ 21.2%	75	▼ -16.0%	138	99	▲ 39.4%
Active Listings	132	154	▼ -14.3%	108	▲ 22.2%	---	---	---
Months Supply of Inventory	2.1	3.0	▼ -30.0%	1.4	▲ 50.0%	---	---	---
New Listings	97	66	▲ 47.0%	56	▲ 73.2%	153	196	▼ -21.9%
Pending Sales	65	77	▼ -15.6%	63	▲ 3.2%	128	137	▼ -6.6%
Days to Off Market	67	58	▲ 15.5%	81	▼ -17.3%	74	54	▲ 37.0%
Sold to Original Price Ratio	100.0%	97.1%	▲ 3.0%	99.7%	▲ 0.3%	99.8%	98.0%	▲ 1.8%
Price per Square Foot	\$269	\$223	▲ 20.6%	\$273	▼ -1.5%	\$271	\$227	▲ 19.4%



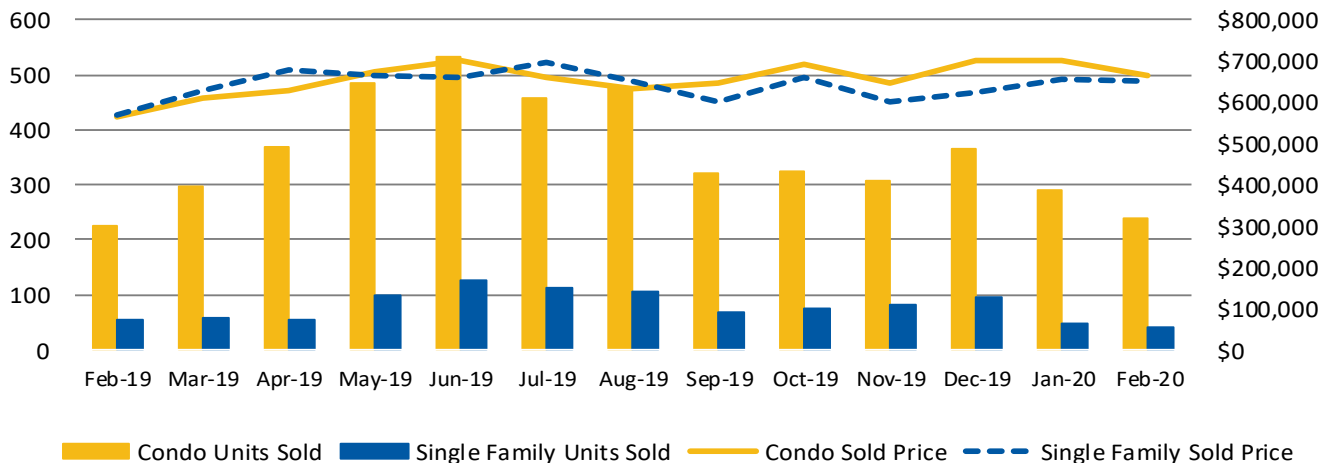
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$650,000	\$569,900	▲ 14.1%	\$655,000	▼ -0.8%	\$650,000	\$597,000	▲ 8.9%
Units Sold	41	53	▼ -22.6%	48	▼ -14.6%	89	108	▼ -17.6%
Active Listings	108	141	▼ -23.4%	103	▲ 4.9%	---	---	---
Months Supply of Inventory	2.6	2.7	▼ -3.7%	2.2	▲ 18.2%	---	---	---
New Listings	76	75	▲ 1.3%	63	▲ 20.6%	139	163	▼ -14.7%
Pending Sales	61	46	▲ 32.6%	41	▲ 48.8%	102	95	▲ 7.4%
Days to Off Market	44	86	▼ -48.8%	61	▼ -27.9%	51	68	▼ -25.0%
Sold to Original Price Ratio	98.1%	98.0%	▲ 0.1%	95.8%	▲ 2.4%	96.9%	97.6%	▼ -0.7%
Price per Square Foot	\$490	\$390	▲ 25.6%	\$413	▲ 18.6%	\$449	\$406	▲ 10.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$664,000	\$565,000	▲ 17.5%	\$700,000	▼ -5.1%	\$685,000	\$600,000	▲ 14.2%
Units Sold	240	226	▲ 6.2%	291	▼ -17.5%	531	438	▲ 21.2%
Active Listings	849	848	▲ 0.1%	798	▲ 6.4%	---	---	---
Months Supply of Inventory	3.5	3.8	▼ -7.9%	2.7	▲ 29.6%	---	---	---
New Listings	501	437	▲ 14.6%	449	▲ 11.6%	950	900	▲ 5.6%
Pending Sales	374	294	▲ 27.2%	247	▲ 51.4%	621	525	▲ 18.3%
Days to Off Market	55	55	■ 0.0%	69	▼ -20.3%	60	59	▲ 1.7%
Sold to Original Price Ratio	96.8%	96.6%	▲ 0.2%	96.4%	▲ 0.4%	96.6%	96.7%	▼ -0.1%
Price per Square Foot	\$754	\$670	▲ 12.5%	\$816	▼ -7.6%	\$788	\$694	▲ 13.5%



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		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change	
Median Selling Price	\$707,000	\$656,000	▲ 7.8%	\$701,500	▲ 0.8%	\$701,500	\$682,500	▲ 2.8%	
Units Sold	50	77	▼ -35.1%	114	▼ -56.1%	164	167	▼ -1.8%	
Active Listings	142	199	▼ -28.6%	133	▲ 6.8%	---	---	---	
Months Supply of Inventory	3.0	2.6	▲ 15.4%	1.2	▲ 150.0%	---	---	---	
New Listings	128	129	▼ -0.8%	91	▲ 40.7%	219	257	▼ -14.8%	
Pending Sales	98	95	▲ 3.2%	67	▲ 46.3%	165	167	▼ -1.2%	
Days to Off Market	42	46	▼ -8.7%	51	▼ -17.6%	45	49	▼ -8.2%	
Sold to Original Price Ratio	97.7%	96.9%	▲ 0.8%	96.7%	▲ 1.0%	97.1%	96.9%	▲ 0.2%	
Price per Square Foot	\$311	\$291	▲ 6.9%	\$300	▲ 3.7%	\$303	\$293	▲ 3.4%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$1,090,000	\$824,000	▲ 32.3%	\$932,450	▲ 16.9%	\$948,000	\$800,000	▲ 18.5%
Units Sold	25	22	▲ 13.6%	46	▼ -45.7%	71	60	▲ 18.3%
Active Listings	61	85	▼ -28.2%	54	▲ 13.0%	---	---	---
Months Supply of Inventory	2.4	3.9	▼ -38.5%	1.2	▲ 100.0%	---	---	---
New Listings	55	57	▼ -3.5%	39	▲ 41.0%	94	116	▼ -19.0%
Pending Sales	30	35	▼ -14.3%	26	▲ 15.4%	56	61	▼ -8.2%
Days to Off Market	49	45	▲ 8.9%	53	▼ -7.5%	51	60	▼ -15.0%
Sold to Original Price Ratio	96.0%	91.5%	▲ 4.9%	95.5%	▲ 0.5%	95.7%	93.0%	▲ 2.9%
Price per Square Foot	\$441	\$265	▲ 66.4%	\$312	▲ 41.3%	\$357	\$278	▲ 28.4%

4 Family Homes

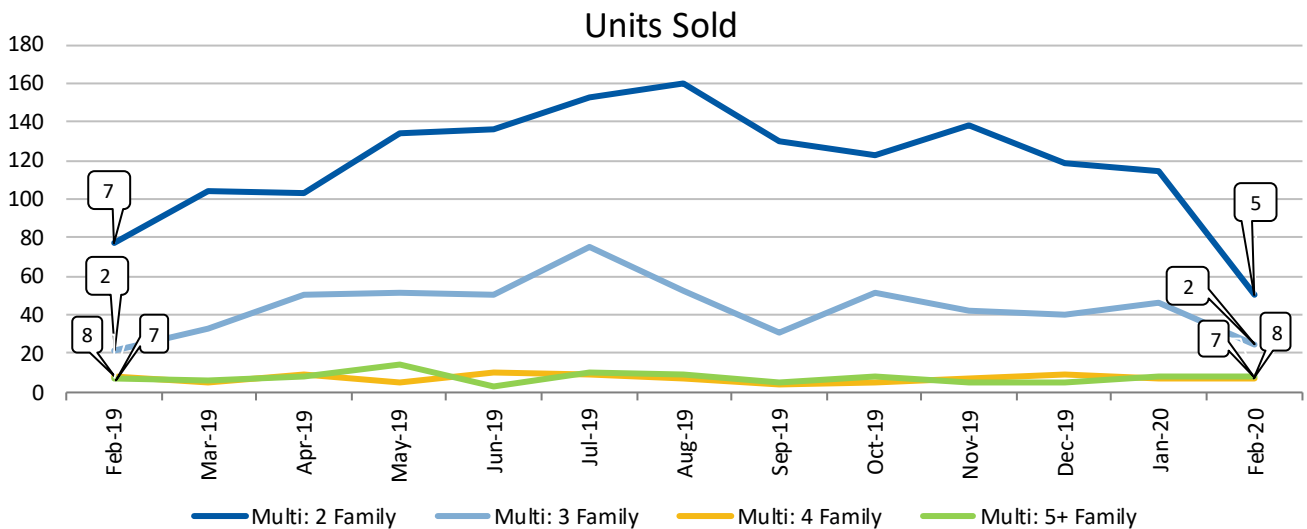
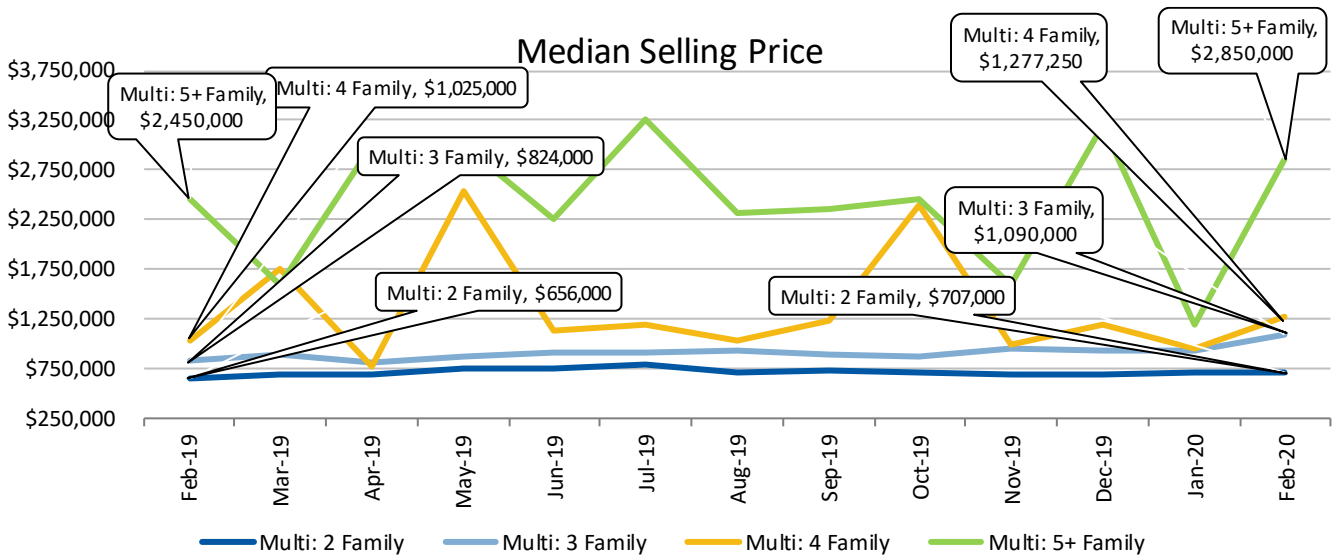
	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$1,277,250	\$1,025,000	▲ 24.6%	\$950,000	▲ 34.4%	\$1,288,625	\$1,100,000	▲ 17.1%
Units Sold	7	8	▼ -12.5%	7	▬ 0.0%	10	13	▼ -23.1%
Active Listings	15	23	▼ -34.8%	18	▼ -16.7%	---	---	---
Months Supply of Inventory	2.1	2.9	▼ -27.6%	2.6	▼ -19.2%	---	---	---
New Listings	10	14	▼ -28.6%	6	▲ 66.7%	18	23	▼ -21.7%
Pending Sales	9	5	▲ 80.0%	4	▲ 125.0%	17	13	▲ 30.8%
Days to Off Market	58	49	▲ 18.4%	39	▲ 48.7%	52	31	▲ 67.7%
Sold to Original Price Ratio	89.6%	93.0%	▼ -3.7%	94.9%	▼ -5.6%	94.4%	93.2%	▲ 1.3%
Price per Square Foot	\$301	\$364	▼ -17.3%	\$284	▲ 6.0%	\$359	\$385	▼ -6.8%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

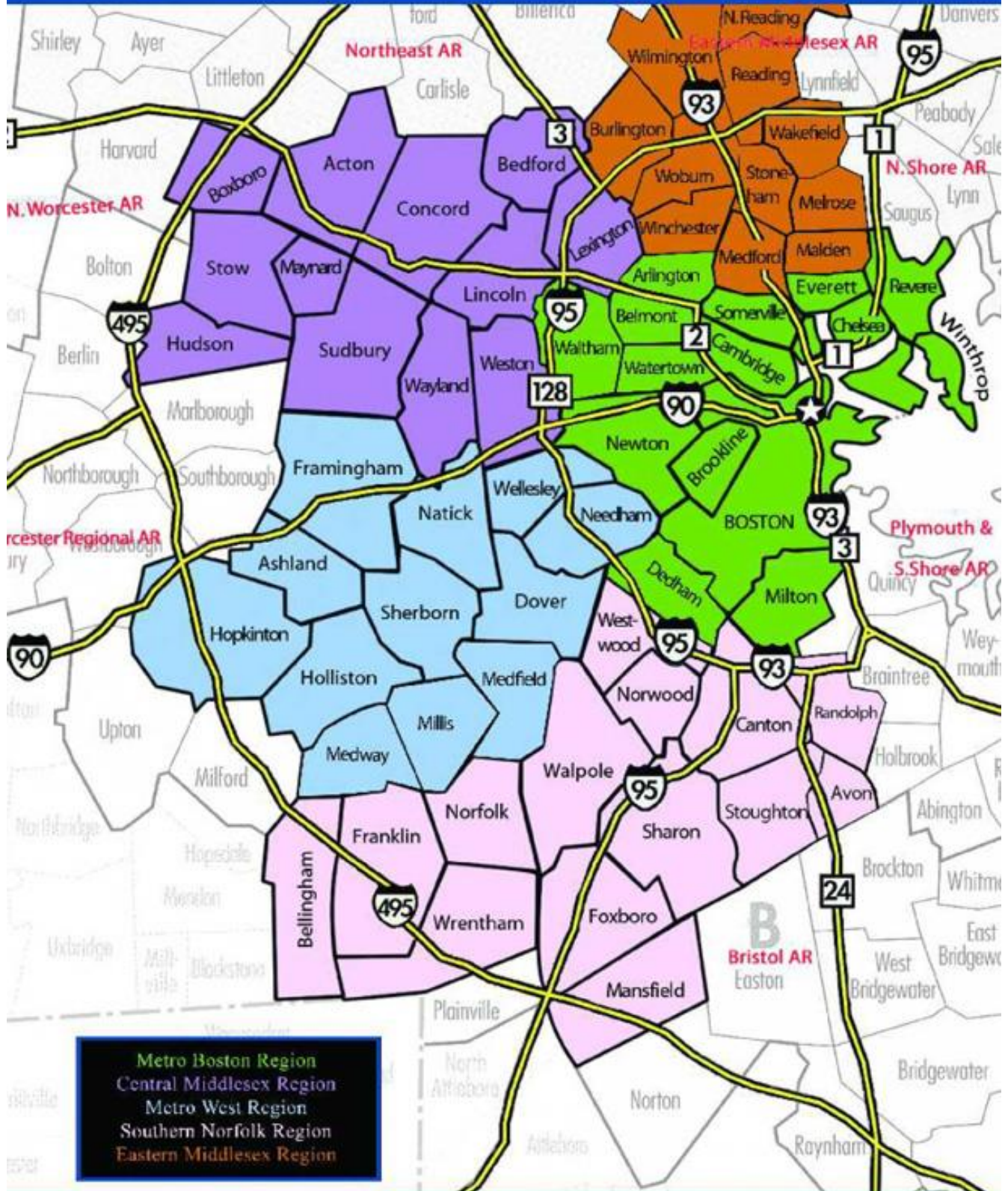
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2020	Feb 2019	Change	Jan 2020	Change	2020	2019	Change
Median Selling Price	\$2,850,000	\$2,450,000	▲ 16.3%	\$1,187,500	▲ 140.0%	\$2,160,000	\$1,850,000	▲ 16.8%
Units Sold	8	7	▲ 14.3%	8	■ 0.0%	12	13	▼ -7.7%
Active Listings	25	37	▼ -32.4%	32	▼ -21.9%	---	---	---
Months Supply of Inventory	3.1	5.3	▼ -41.5%	4.6	▼ -32.6%	---	---	---
New Listings	7	21	▼ -66.7%	5	▲ 40.0%	23	31	▼ -25.8%
Pending Sales	5	7	▼ -28.6%	8	▼ -37.5%	15	17	▼ -11.8%
Days to Off Market	89	42	▲ 111.9%	90	▼ -1.1%	87	57	▲ 52.6%
Sold to Original Price Ratio	89.9%	99.7%	▼ -9.8%	97.3%	▼ -7.6%	89.8%	96.5%	▼ -6.9%
Price per Square Foot	\$567	\$459	▲ 23.5%	\$305	▲ 85.9%	\$482	\$419	▲ 15.0%



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.