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 MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

### Single Family Homes

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Selling Price</strong></td>
<td>$619,900</td>
<td>$572,500</td>
<td>$605,000</td>
</tr>
<tr>
<td><strong>Units Sold</strong></td>
<td>547</td>
<td>591</td>
<td>770</td>
</tr>
<tr>
<td><strong>Active Listings</strong></td>
<td>1,712</td>
<td>2,007</td>
<td>1,479</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>3.1</td>
<td>3.4</td>
<td>1.9</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>1,307</td>
<td>1,124</td>
<td>879</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>947</td>
<td>793</td>
<td>634</td>
</tr>
<tr>
<td><strong>Days to Off Market</strong></td>
<td>49</td>
<td>57</td>
<td>68</td>
</tr>
<tr>
<td><strong>Sold to Original Price Ratio</strong></td>
<td>96.7%</td>
<td>96.0%</td>
<td>96.1%</td>
</tr>
<tr>
<td><strong>Price per Square Foot</strong></td>
<td>$337</td>
<td>$317</td>
<td>$320</td>
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</table>

### Condominiums

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Selling Price</strong></td>
<td>$575,000</td>
<td>$530,000</td>
<td>$578,250</td>
</tr>
<tr>
<td><strong>Units Sold</strong></td>
<td>585</td>
<td>540</td>
<td>682</td>
</tr>
<tr>
<td><strong>Active Listings</strong></td>
<td>1,682</td>
<td>1,738</td>
<td>1,590</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>2.9</td>
<td>3.2</td>
<td>2.3</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>1,097</td>
<td>963</td>
<td>996</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>870</td>
<td>758</td>
<td>634</td>
</tr>
<tr>
<td><strong>Days to Off Market</strong></td>
<td>53</td>
<td>53</td>
<td>69</td>
</tr>
<tr>
<td><strong>Sold to Original Price Ratio</strong></td>
<td>97.7%</td>
<td>97.3%</td>
<td>97.0%</td>
</tr>
<tr>
<td><strong>Price per Square Foot</strong></td>
<td>$546</td>
<td>$527</td>
<td>$571</td>
</tr>
</tbody>
</table>

![Chart showing trends in condo and single family sales and prices from Feb-19 to Feb-20]
**UNITS SOLD**

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>SINGLE FAMILY HOMES</td>
<td>547</td>
<td>591</td>
<td>-7.4%</td>
</tr>
<tr>
<td>CONDOMINIUMS</td>
<td>585</td>
<td>540</td>
<td>8.3%</td>
</tr>
</tbody>
</table>

**Graphs:**
- **Top Graph:** Units sold by month for single family homes and condominiums.
- **Bottom Graph:** Trends over years for single family homes and condominiums.
## MEDIAN SELLING PRICE

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>SINGLE FAMILY HOMES</td>
<td>$619,900</td>
<td>$572,500</td>
<td>$605,000</td>
</tr>
<tr>
<td></td>
<td>Change 8.3%</td>
<td></td>
<td>Change 2.5%</td>
</tr>
<tr>
<td>CONDOMINIUMS</td>
<td>$575,000</td>
<td>$530,000</td>
<td>$578,250</td>
</tr>
<tr>
<td></td>
<td>Change 8.5%</td>
<td></td>
<td>Change -0.6%</td>
</tr>
</tbody>
</table>

### Graphs

- **Year over Year**
  - Single Family Homes: $619,900 to $615,000 (6.0% increase)
  - Condominiums: $575,000 to $576,500 (5.8% increase)

- **Month over Month**
  - Single Family Homes: $605,000 to $605,000 (0% change)
  - Condominiums: $578,250 to $575,000 (5.8% decrease)

- **Year to Date**
  - Single Family Homes: $580,000 to $580,000 (0% change)
  - Condominiums: $545,000 to $545,000 (0% change)
### Active Listings

#### Single Family Homes

<table>
<thead>
<tr>
<th></th>
<th>Feb 2020</th>
<th>Feb 2019</th>
<th>Change</th>
<th>Jan 2020</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Active Listings</td>
<td>1,712</td>
<td>2,007</td>
<td>-14.7%</td>
<td>1,479</td>
<td>15.8%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>3.1</td>
<td>3.4</td>
<td>-8.8%</td>
<td>1.9</td>
<td>63.2%</td>
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</tbody>
</table>

#### Condominiums

<table>
<thead>
<tr>
<th></th>
<th>Feb 2020</th>
<th>Feb 2019</th>
<th>Change</th>
<th>Jan 2020</th>
<th>Change</th>
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<tbody>
<tr>
<td>Active Listings</td>
<td>1,682</td>
<td>1,738</td>
<td>-3.2%</td>
<td>1,590</td>
<td>5.8%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>2.9</td>
<td>3.2</td>
<td>-9.4%</td>
<td>2.3</td>
<td>26.1%</td>
</tr>
</tbody>
</table>

### Active Listings Graphs

**Active Listings**

![Active Listings Graph](image1)

**Months Supply of Inventory**

![Months Supply of Inventory Graph](image2)
## NEW LISTINGS

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>SINGLE FAMILY HOMES</td>
<td>1,307</td>
<td>1,124</td>
<td>16.3%</td>
<td>879</td>
<td>48.7%</td>
<td>2,190</td>
<td>2,180</td>
<td>0.5%</td>
</tr>
<tr>
<td>CONDOMINIUMS</td>
<td>1,097</td>
<td>963</td>
<td>13.9%</td>
<td>996</td>
<td>10.1%</td>
<td>2,093</td>
<td>2,048</td>
<td>2.2%</td>
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</table>

### Graphs

1. **Year over Year**
   - Single Family Homes: [Chart Image]
   - Condominiums: [Chart Image]

2. **Month over Month**
   - Single Family Homes: [Chart Image]
   - Condominiums: [Chart Image]

3. **Year to Date**
   - Single Family Homes: [Chart Image]
   - Condominiums: [Chart Image]
**Pending Sales**

<table>
<thead>
<tr>
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<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
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<td>793</td>
<td>19.4%</td>
</tr>
<tr>
<td><strong>Condominiums</strong></td>
<td>870</td>
<td>758</td>
<td>14.8%</td>
</tr>
</tbody>
</table>

**Graphs showing pending sales from Feb 2016 to Feb 2020 for Single Family and Condominium homes.**

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# CENTRAL MIDDLESEX REGION

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

## Single Family Homes

### Year over Year

<table>
<thead>
<tr>
<th></th>
<th>Feb 2020</th>
<th>Feb 2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$765,000</td>
<td>$617,500</td>
<td>23.9%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>77</td>
<td>66</td>
<td>16.7%</td>
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<tr>
<td>Active Listings</td>
<td>361</td>
<td>402</td>
<td>-10.2%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>4.7</td>
<td>6.1</td>
<td>-10.2%</td>
</tr>
<tr>
<td>New Listings</td>
<td>237</td>
<td>202</td>
<td>17.3%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>162</td>
<td>116</td>
<td>39.7%</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>64</td>
<td>68</td>
<td>-5.9%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>95.1%</td>
<td>95.3%</td>
<td>-0.2%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$305</td>
<td>$294</td>
<td>3.7%</td>
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</table>

### Month over Month

<table>
<thead>
<tr>
<th></th>
<th>Jan 2020</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$755,000</td>
<td>1.3%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>107</td>
<td>-28.0%</td>
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<tr>
<td>Active Listings</td>
<td>301</td>
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<tr>
<td>Months Supply of Inventory</td>
<td>2.8</td>
<td>67.9%</td>
</tr>
<tr>
<td>New Listings</td>
<td>135</td>
<td>75.6%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>79</td>
<td>105.1%</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>98</td>
<td>-34.7%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>93.9%</td>
<td>1.3%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$319</td>
<td>-4.4%</td>
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### Year to Date

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
<th>Change</th>
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</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$765,000</td>
<td>$691,500</td>
<td>10.6%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>185</td>
<td>142</td>
<td>30.3%</td>
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<tr>
<td>Active Listings</td>
<td>372</td>
<td>353</td>
<td>5.4%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>New Listings</td>
<td>241</td>
<td>194</td>
<td>24.2%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>75</td>
<td>75</td>
<td>0.0%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>94.4%</td>
<td>95.2%</td>
<td>-0.8%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$314</td>
<td>$313</td>
<td>0.3%</td>
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</tbody>
</table>

## Condominiums

### Year over Year

<table>
<thead>
<tr>
<th></th>
<th>Feb 2020</th>
<th>Feb 2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$367,500</td>
<td>$306,000</td>
<td>20.1%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>33</td>
<td>24</td>
<td>37.5%</td>
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<tr>
<td>Active Listings</td>
<td>99</td>
<td>114</td>
<td>-13.2%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>3.0</td>
<td>4.8</td>
<td>-37.5%</td>
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<tr>
<td>New Listings</td>
<td>55</td>
<td>57</td>
<td>-3.5%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>47</td>
<td>40</td>
<td>17.5%</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>77</td>
<td>54</td>
<td>42.6%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>97.9%</td>
<td>98.8%</td>
<td>-0.9%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$268</td>
<td>$261</td>
<td>2.7%</td>
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</table>

### Month over Month

<table>
<thead>
<tr>
<th></th>
<th>Jan 2020</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$358,000</td>
<td>2.7%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>29</td>
<td>13.8%</td>
</tr>
<tr>
<td>Active Listings</td>
<td>92</td>
<td>7.6%</td>
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<tr>
<td>Months Supply of Inventory</td>
<td>3.2</td>
<td>-6.3%</td>
</tr>
<tr>
<td>New Listings</td>
<td>57</td>
<td>-3.5%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>41</td>
<td>14.6%</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>84</td>
<td>-8.3%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>97.4%</td>
<td>0.5%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$246</td>
<td>8.9%</td>
</tr>
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</table>

### Year to Date

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$362,750</td>
<td>$394,500</td>
<td>-8.0%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>62</td>
<td>56</td>
<td>10.7%</td>
</tr>
<tr>
<td>Active Listings</td>
<td>112</td>
<td>106</td>
<td>5.7%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>New Listings</td>
<td>88</td>
<td>66</td>
<td>33.3%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>80</td>
<td>54</td>
<td>48.1%</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>97.7%</td>
<td>97.5%</td>
<td>0.2%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>97.4%</td>
<td>97.5%</td>
<td>0.1%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$258</td>
<td>$255</td>
<td>1.2%</td>
</tr>
</tbody>
</table>
EASTERN MIDDLESEX REGION
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

<table>
<thead>
<tr>
<th></th>
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<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$606,500</td>
<td>$565,000</td>
<td>7.3%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>92</td>
<td>105</td>
<td>-12.4%</td>
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<tr>
<td>Active Listings</td>
<td>170</td>
<td>249</td>
<td>-31.7%</td>
</tr>
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<td>Months Supply of Inventory</td>
<td>1.8</td>
<td>2.4</td>
<td>-25.0%</td>
</tr>
<tr>
<td>New Listings</td>
<td>154</td>
<td>167</td>
<td>-7.8%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>137</td>
<td>146</td>
<td>-6.2%</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>39</td>
<td>54</td>
<td>-27.8%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>97.3%</td>
<td>97.7%</td>
<td>-0.4%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$326</td>
<td>$314</td>
<td>3.8%</td>
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Condominiums

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$523,750</td>
<td>$440,000</td>
<td>19.0%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>62</td>
<td>37</td>
<td>67.6%</td>
</tr>
<tr>
<td>Active Listings</td>
<td>119</td>
<td>105</td>
<td>13.3%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.9</td>
<td>2.8</td>
<td>-32.1%</td>
</tr>
<tr>
<td>New Listings</td>
<td>88</td>
<td>65</td>
<td>35.4%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>91</td>
<td>70</td>
<td>30.0%</td>
</tr>
<tr>
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<td>41</td>
<td>-17.1%</td>
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<tr>
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<td>97.8%</td>
<td>97.0%</td>
<td>0.8%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$364</td>
<td>$360</td>
<td>1.1%</td>
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### Single Family Homes

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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Selling Price</strong></td>
<td>$745,000</td>
<td>$634,000</td>
<td>17.5%</td>
<td>$725,000</td>
<td>2.8%</td>
<td></td>
<td>$738,500</td>
<td>$646,125</td>
<td>14.3%</td>
</tr>
<tr>
<td><strong>Units Sold</strong></td>
<td>154</td>
<td>158</td>
<td>-2.5%</td>
<td>193</td>
<td>-20.2%</td>
<td></td>
<td>354</td>
<td>354</td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>Active Listings</strong></td>
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### Condominiums

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**METRO WEST REGION**
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield, Medway, Millis, Natick, Needham, Sherborn, Wellesley

### Single Family Homes

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<tr>
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<th>Year to Date</th>
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### Condominiums

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<th>Month over Month</th>
<th>Year to Date</th>
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<td>Change</td>
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<tr>
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<td>$267</td>
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© 2020 North Leaf Solutions LLC as Domus Analytics, under license for Greater Boston Association of REALTORS®
## SOUTHERN NORFOLK REGION

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

### Single Family Homes

#### Year over Year

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#### Month over Month

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#### Year to Date

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### Condominiums

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#### Month over Month

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#### Year to Date

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<td>---</td>
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<td>---</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>New Listings</td>
<td>153</td>
<td>196</td>
<td>-21.9%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>128</td>
<td>137</td>
<td>-6.6%</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>74</td>
<td>54</td>
<td>37.0%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>99.8%</td>
<td>98.0%</td>
<td>1.8%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$271</td>
<td>$227</td>
<td>19.4%</td>
</tr>
</tbody>
</table>

### Graphs

- Condo Units Sold
- Single Family Units Sold
- Condo Sold Price
- Single Family Sold Price

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## Single Family Homes

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$650,000</td>
<td>$569,900</td>
<td>$655,000</td>
</tr>
<tr>
<td>Units Sold</td>
<td>41</td>
<td>53</td>
<td>48</td>
</tr>
<tr>
<td>Active Listings</td>
<td>108</td>
<td>141</td>
<td>103</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>2.6</td>
<td>2.7</td>
<td>2.2</td>
</tr>
<tr>
<td>New Listings</td>
<td>76</td>
<td>75</td>
<td>63</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>61</td>
<td>46</td>
<td>41</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>44</td>
<td>86</td>
<td>61</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>98.1%</td>
<td>98.0%</td>
<td>95.8%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$490</td>
<td>$390</td>
<td>$413</td>
</tr>
</tbody>
</table>

## Condominiums

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$664,000</td>
<td>$565,900</td>
<td>$700,000</td>
</tr>
<tr>
<td>Units Sold</td>
<td>240</td>
<td>226</td>
<td>291</td>
</tr>
<tr>
<td>Active Listings</td>
<td>849</td>
<td>848</td>
<td>798</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>3.5</td>
<td>3.8</td>
<td>2.7</td>
</tr>
<tr>
<td>New Listings</td>
<td>501</td>
<td>437</td>
<td>449</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>374</td>
<td>294</td>
<td>247</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>55</td>
<td>55</td>
<td>69</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>96.8%</td>
<td>96.6%</td>
<td>96.4%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$754</td>
<td>$670</td>
<td>$816</td>
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---

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# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

## 2 Family Homes

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$707,000</td>
<td>$656,000</td>
<td>$701,500</td>
</tr>
<tr>
<td>Units Sold</td>
<td>50</td>
<td>77</td>
<td>114</td>
</tr>
<tr>
<td>Active Listings</td>
<td>142</td>
<td>199</td>
<td>133</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>3.0</td>
<td>2.6</td>
<td>1.2</td>
</tr>
<tr>
<td>New Listings</td>
<td>128</td>
<td>129</td>
<td>91</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>98</td>
<td>95</td>
<td>67</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>42</td>
<td>46</td>
<td>51</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>97.7%</td>
<td>96.9%</td>
<td>96.7%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$311</td>
<td>$291</td>
<td>$300</td>
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</table>

## 3 Family Homes

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$1,090,000</td>
<td>$824,000</td>
<td>$932,450</td>
</tr>
<tr>
<td>Units Sold</td>
<td>25</td>
<td>22</td>
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<tr>
<td>Active Listings</td>
<td>61</td>
<td>85</td>
<td>54</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>2.4</td>
<td>3.9</td>
<td>1.2</td>
</tr>
<tr>
<td>New Listings</td>
<td>55</td>
<td>57</td>
<td>39</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>30</td>
<td>35</td>
<td>26</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>49</td>
<td>45</td>
<td>53</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>96.0%</td>
<td>91.5%</td>
<td>95.5%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$441</td>
<td>$265</td>
<td>$312</td>
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</table>

## 4 Family Homes

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$1,277,250</td>
<td>$1,025,000</td>
<td>$950,000</td>
</tr>
<tr>
<td>Units Sold</td>
<td>7</td>
<td>8</td>
<td>7</td>
</tr>
<tr>
<td>Active Listings</td>
<td>15</td>
<td>23</td>
<td>18</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>2.1</td>
<td>2.9</td>
<td>2.6</td>
</tr>
<tr>
<td>New Listings</td>
<td>10</td>
<td>14</td>
<td>6</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>9</td>
<td>5</td>
<td>4</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>58</td>
<td>49</td>
<td>39</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>89.6%</td>
<td>93.0%</td>
<td>94.9%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$301</td>
<td>$364</td>
<td>$284</td>
</tr>
</tbody>
</table>
MULTI-FAMILY MARKET SUMMARY
Includes all 64 towns within the GBAR jurisdictional area

5+ Family Homes

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

Year over Year
Month over Month
Year to Date

Month: February 2020

Note: Data is based on the Greater Boston Association of REALTORS®.
**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.