

MONTHLY MARKET INSIGHT REPORT

JANUARY 2020

Detached Single-Family Homes

The 762 homes sold in January 2020 was the eighth-highest sales volume for the month and was a 7.5 percent increase from the 709 homes sold in January 2019. The median sales price reached a record high for the month of January at \$605,000, which was a 2.7 percent increase from the January 2019 median sales prices of \$589,000.

Condominiums

With 671 condos sold, it was the third most active January on record in Greater Boston, and a 21.1 percent increase in sales from the 554 units sold in January 2019. The median sales price of condos also reached a new record high for the month of January at \$577,500, which is a 2.2 percent increase from the January 2019 median sales price of \$565,000.

Multi-Family

This month, there were 174 multi-family units sold in Greater Boston, which reflects a 21.6 percent increase in sales volume from the 143 multi-family units sold in January 2019. Notably, all but the two-family unit home markets experienced increases in median sales price, as that fell a modest 1.5 percent.



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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 2/10/2020

GREATER BOSTON MARKET SUMMARY

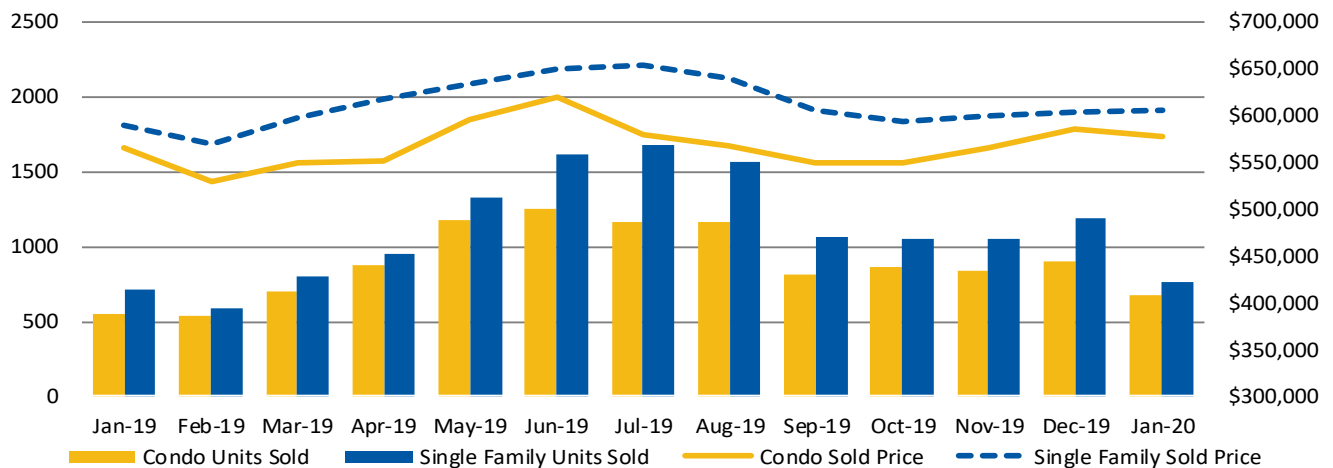
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$605,000	\$589,000	▲ 2.7%	\$603,250	▲ 0.3%	\$723,750	\$647,250	▲ 11.8%
Units Sold	762	709	▲ 7.5%	1,188	▼ -35.9%	190	197	▼ -3.6%
Active Listings	1,478	2,178	▼ -32.1%	1,509	▼ -2.1%	---	---	---
Months Supply of Inventory	1.9	3.1	▼ -38.7%	1.3	▲ 46.2%	---	---	---
New Listings	877	1,069	▼ -18.0%	390	▲ 124.9%	252	288	▼ -12.5%
Pending Sales	649	642	▲ 1.1%	728	▼ -10.9%	174	172	▲ 1.2%
Days to Off Market	68	66	▲ 3.0%	66	▲ 3.0%	57	66	▼ -13.6%
Sold to Original Price Ratio	96.1%	95.8%	▲ 0.3%	96.4%	▼ -0.3%	96.4%	95.6%	▲ 0.8%
Price per Square Foot	\$321	\$323	▼ -0.6%	\$330	▼ -2.7%	\$400	\$408	▼ -2.0%

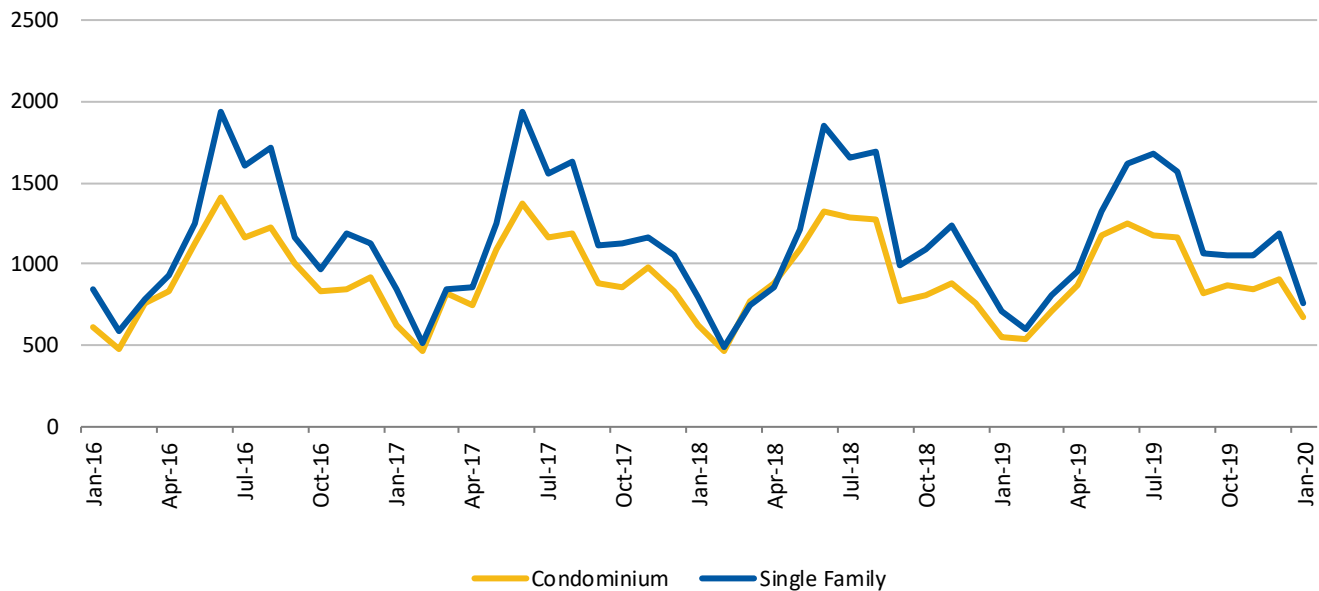
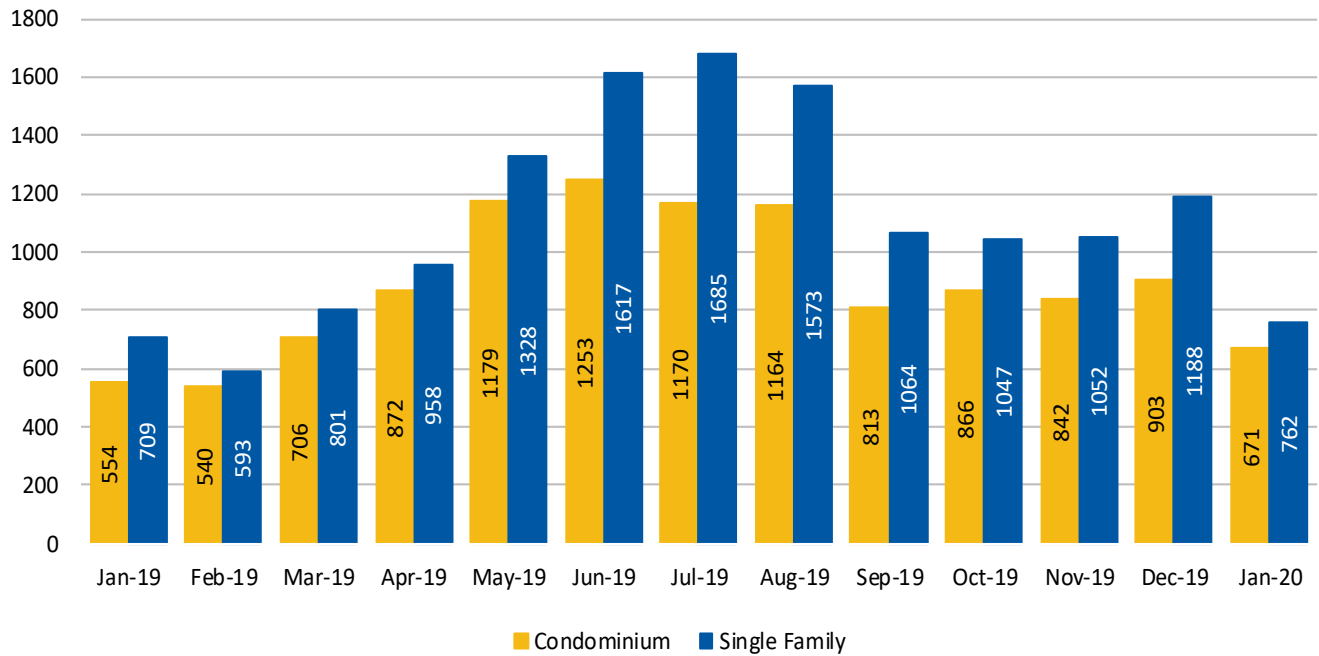
Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$577,500	\$565,000	▲ 2.2%	\$585,000	▼ -1.3%	\$260,000	\$245,100	▲ 6.1%
Units Sold	671	554	▲ 21.1%	903	▼ -25.7%	41	44	▼ -6.8%
Active Listings	1,598	1,975	▼ -19.1%	1,521	▲ 5.1%	---	---	---
Months Supply of Inventory	2.4	3.6	▼ -33.3%	1.7	▲ 41.2%	---	---	---
New Listings	993	1,089	▼ -8.8%	394	▲ 152.0%	67	61	▲ 9.8%
Pending Sales	637	576	▲ 10.6%	620	▲ 2.7%	38	45	▼ -15.6%
Days to Off Market	69	56	▲ 23.2%	71	▼ -2.8%	60	58	▲ 3.4%
Sold to Original Price Ratio	97.0%	97.2%	▼ -0.2%	97.4%	▼ -0.4%	98.2%	96.6%	▲ 1.7%
Price per Square Foot	\$570	\$517	▲ 10.3%	\$568	▲ 0.4%	\$223	\$196	▲ 13.8%



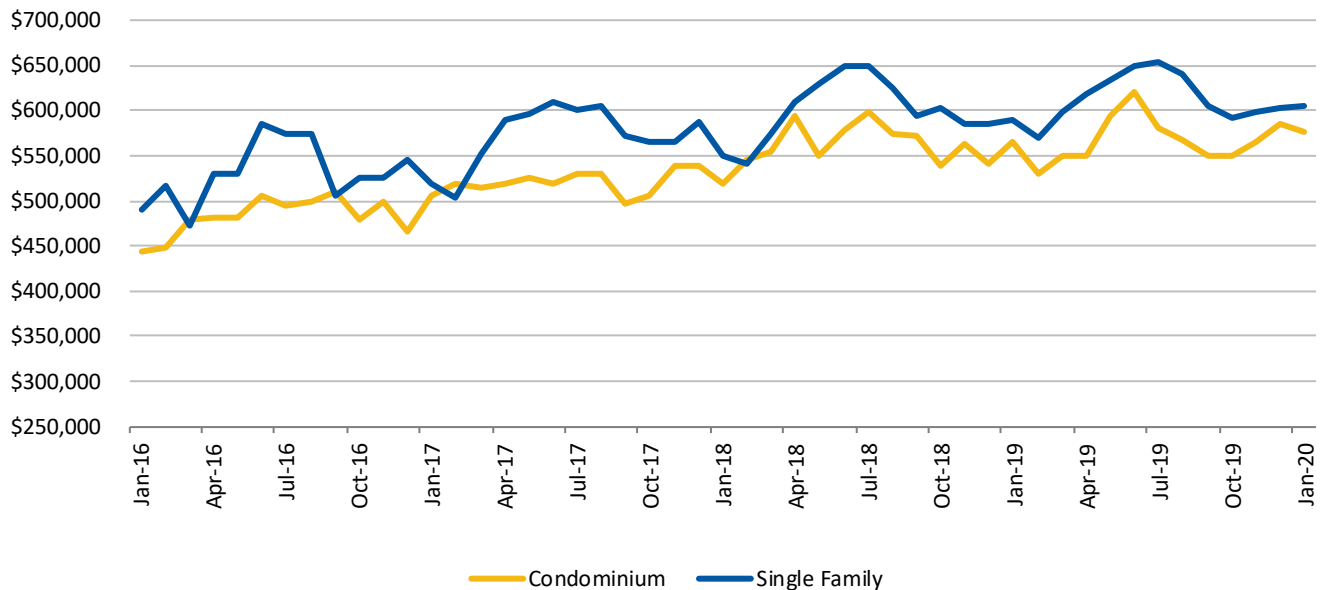
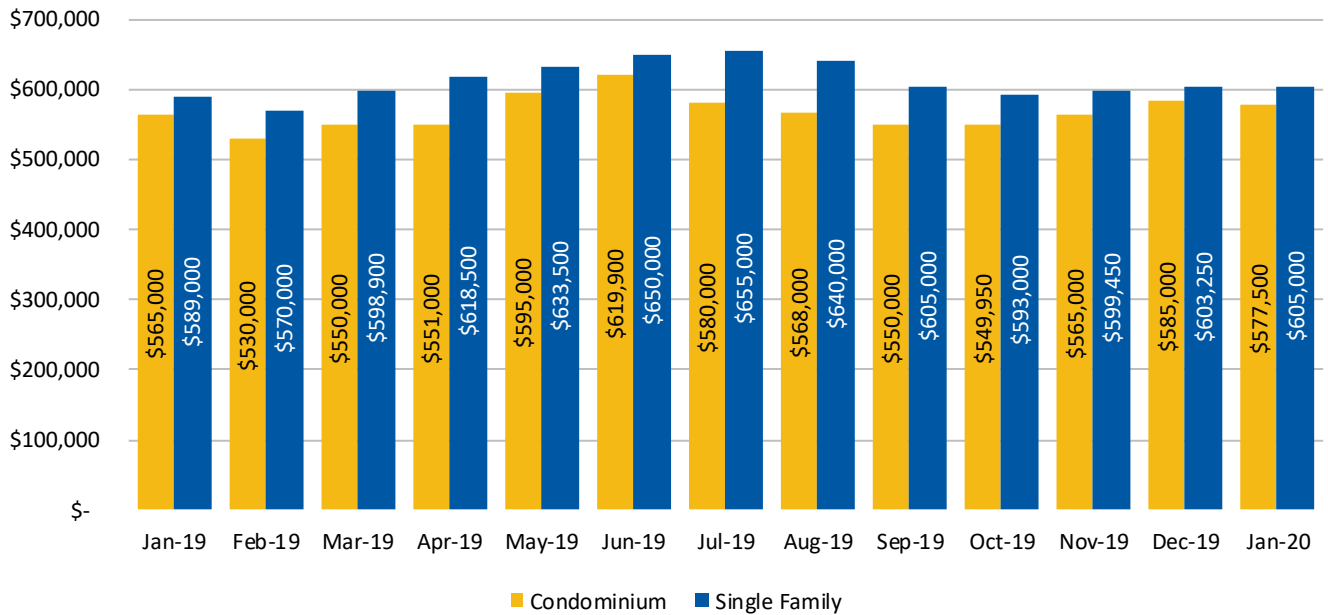
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
SINGLE FAMILY HOMES	762	709	▲ 7.5%	1,188	▼ -35.9%	190	197	▼ -3.6%
CONDOMINIUMS	671	554	▲ 21.1%	903	▼ -25.7%	41	44	▼ -6.8%



MEDIAN SELLING PRICE

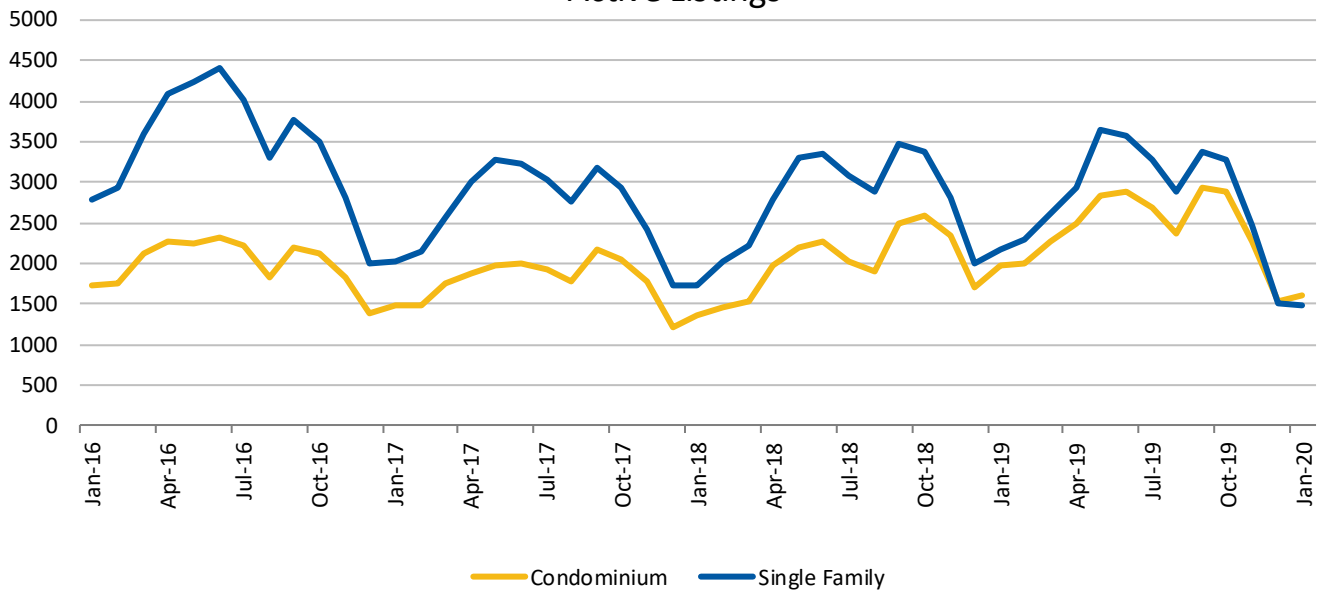
	Year over Year			Month over Month			Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change	
SINGLE FAMILY HOMES	\$605,000	\$589,000	▲ 2.7%	\$603,250	▲ 0.3%	\$723,750	\$647,250	▲ 11.8%	
CONDOMINIUMS	\$577,500	\$565,000	▲ 2.2%	\$585,000	▼ -1.3%	\$260,000	\$245,100	▲ 6.1%	



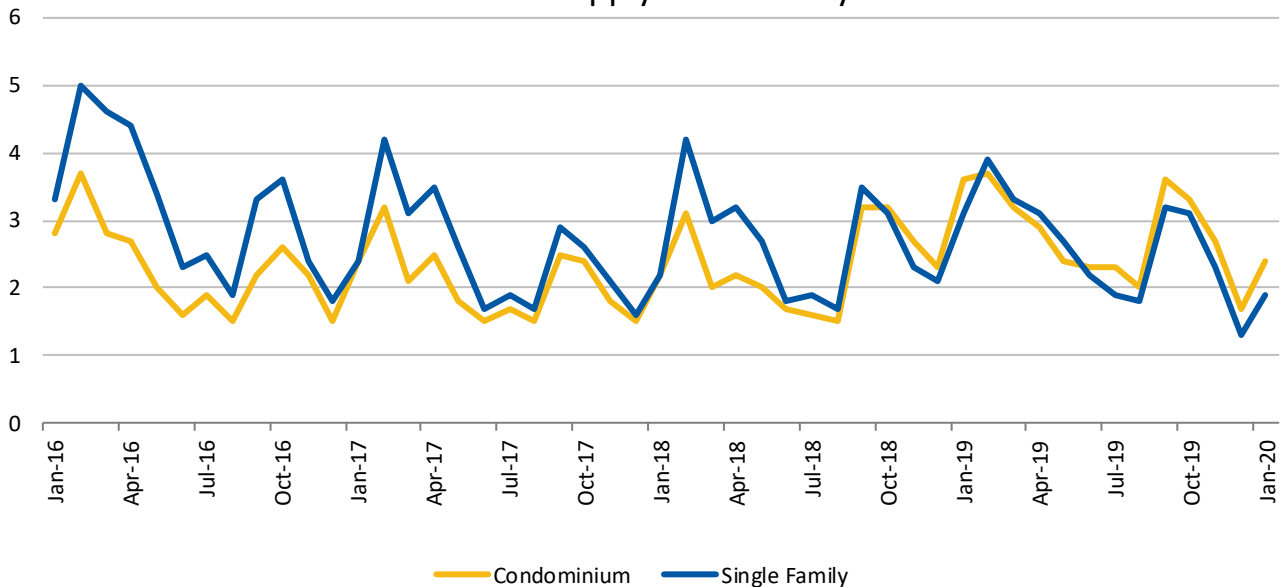
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jan 2020	Jan 2019	Change	Dec 2019	Change
SINGLE FAMILY HOMES	Active Listings	1,478	2,178	▼ -32.1%	1,509	▼ -2.1%
	Months Supply of Inventory	1.9	3.1	▼ -38.7%	1.3	▲ 46.2%
CONDOMINIUMS	Active Listings	1,598	1,975	▼ -19.1%	1,521	▲ 5.1%
	Months Supply of Inventory	2.4	3.6	▼ -33.3%	1.7	▲ 41.2%

Active Listings

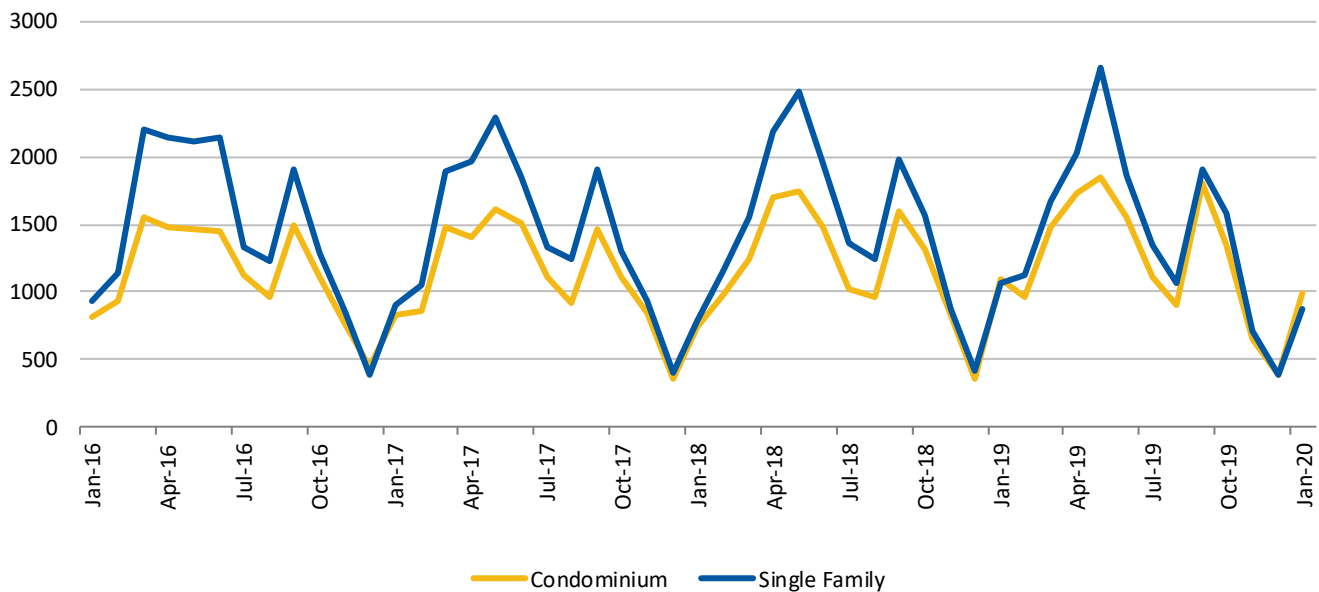
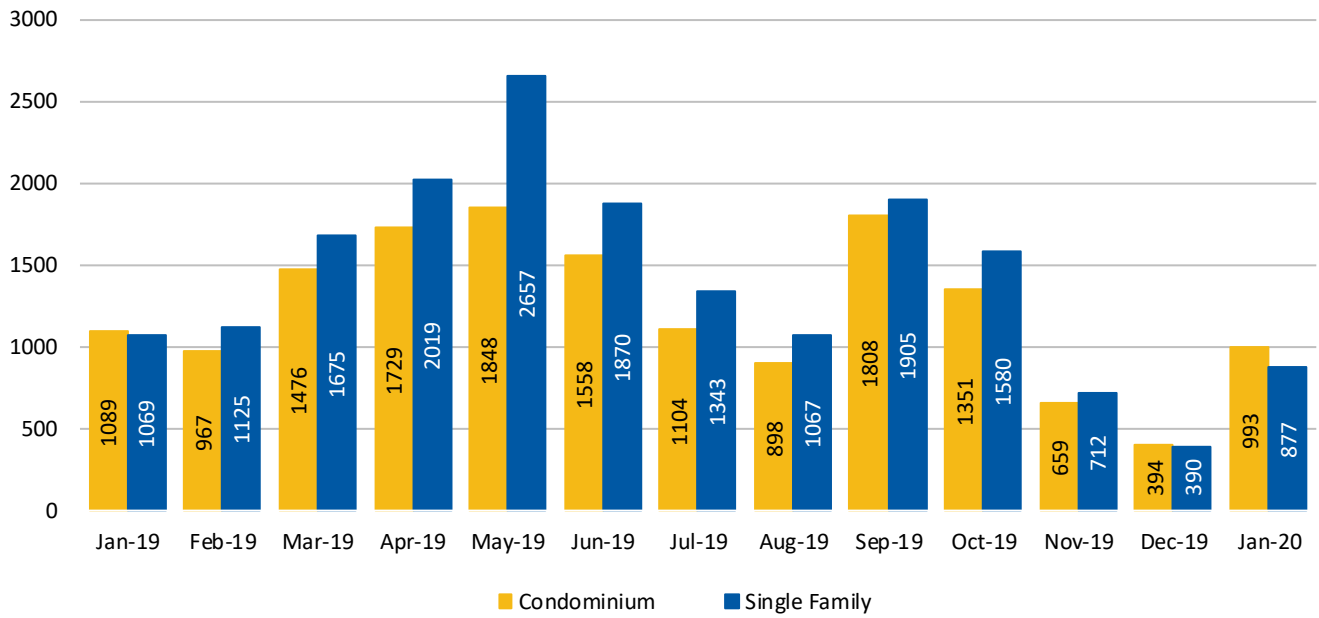


Months Supply of Inventory



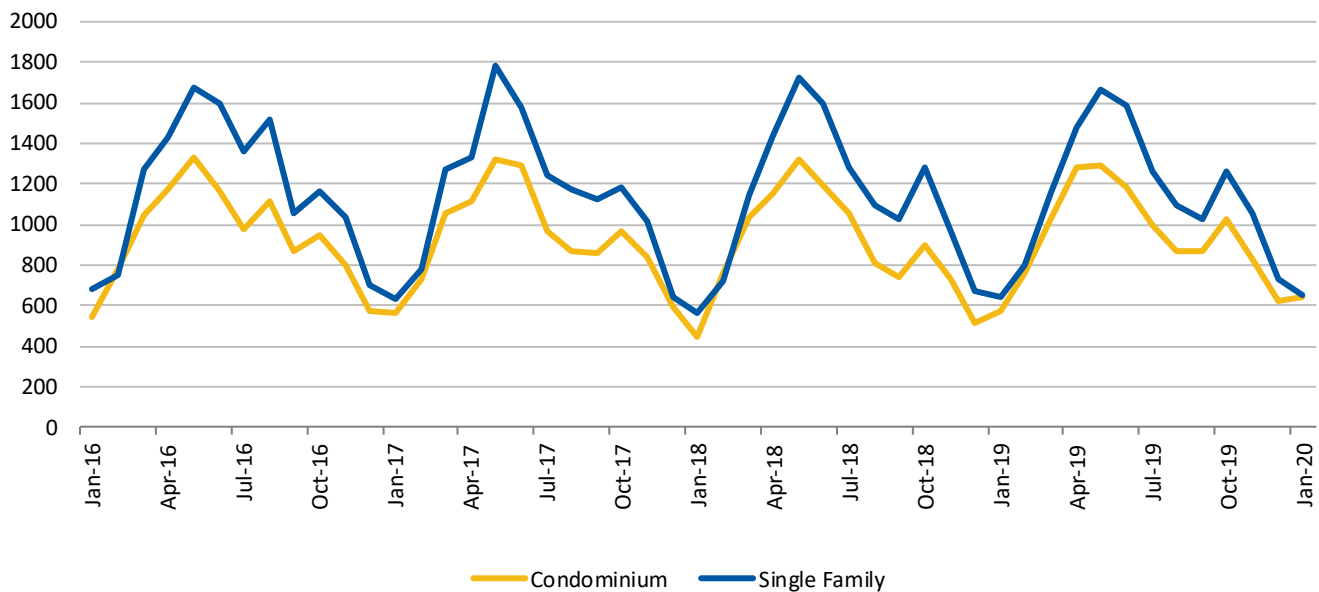
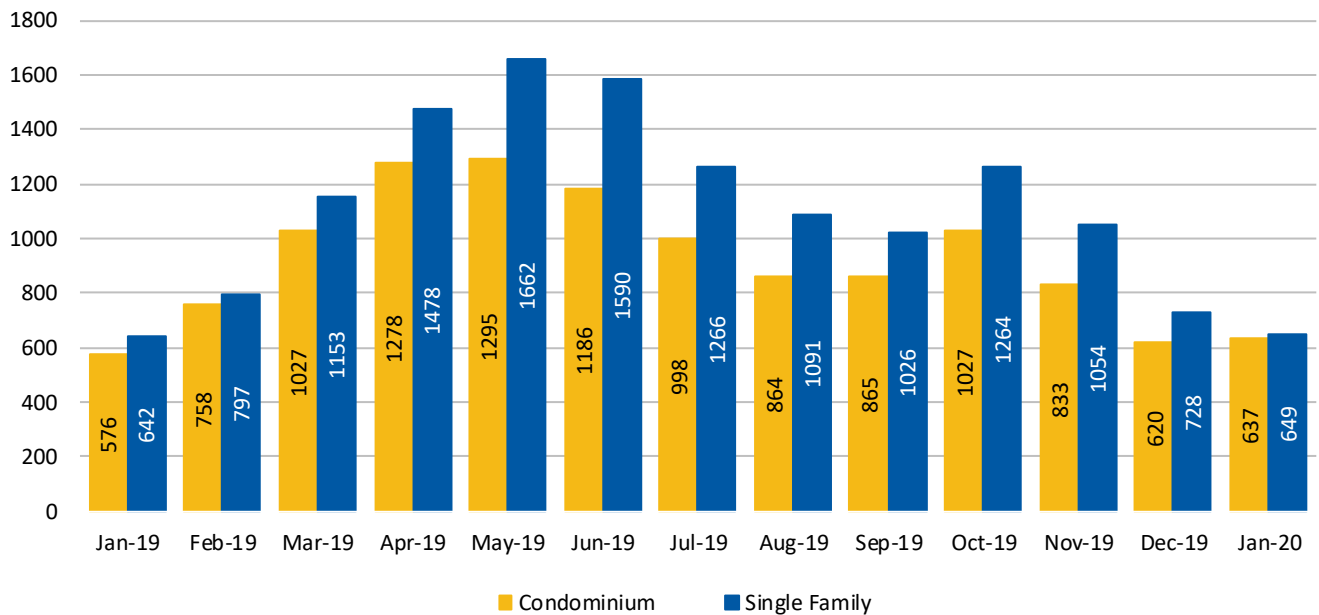
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
SINGLE FAMILY HOMES	877	1,069	▼ -18.0%	390	▲ 124.9%	252	288	▼ -12.5%
CONDOMINIUMS	993	1,089	▼ -8.8%	394	▲ 152.0%	67	61	▲ 9.8%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
SINGLE FAMILY HOMES	649	642	▲ 1.1%	728	▼ -10.9%	174	172	▲ 1.2%
CONDOMINIUMS	637	576	▲ 10.6%	620	▲ 2.7%	38	45	▼ -15.6%



CENTRAL MIDDLESEX REGION

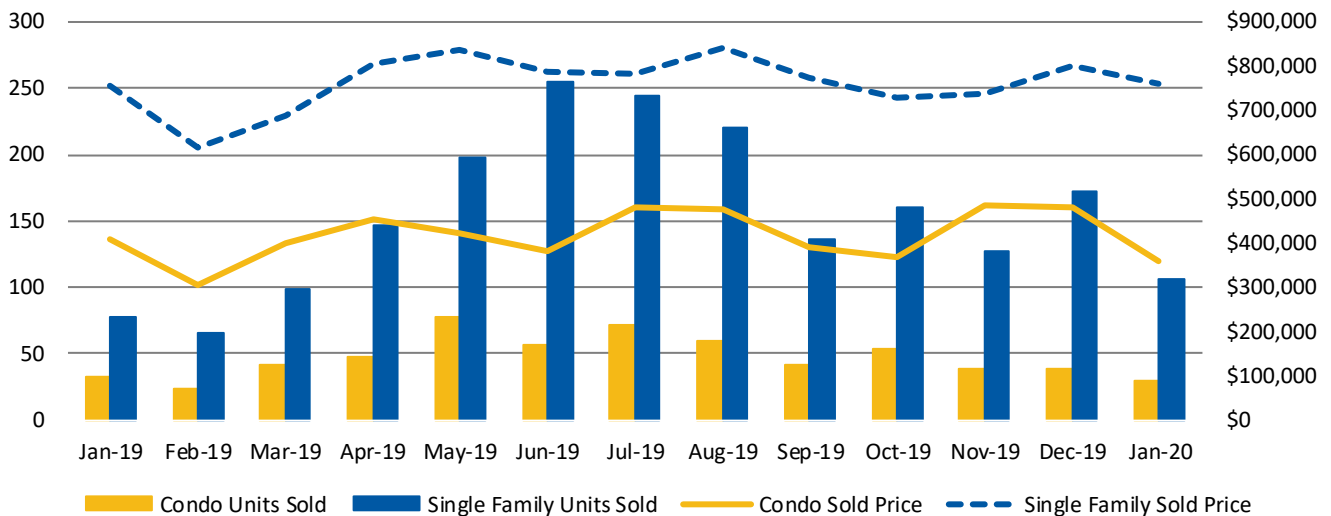
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$760,000	\$757,000	▲ 0.4%	\$800,000	▼ -5.0%	\$504,950	\$365,000	▲ 38.3%
Units Sold	106	77	▲ 37.7%	173	▼ -38.7%	628	73	▲ 760.3%
Active Listings	305	388	▼ -21.4%	292	▲ 4.5%	---	---	---
Months Supply of Inventory	2.9	5.1	▼ -43.1%	1.7	▲ 70.6%	---	---	---
New Listings	134	153	▼ -12.4%	46	▲ 191.3%	829	56	▲ #####
Pending Sales	79	78	▲ 1.3%	94	▼ -16.0%	562	66	▲ 751.5%
Days to Off Market	99	86	▲ 15.1%	89	▲ 11.2%	47	81	▼ -42.0%
Sold to Original Price Ratio	93.9%	95.1%	▼ -1.3%	94.5%	▼ -0.6%	97.7%	99.7%	▼ -2.0%
Price per Square Foot	\$320	\$327	▼ -2.1%	\$315	▲ 1.6%	\$483	\$274	▲ 76.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$358,000	\$408,750	▼ -12.4%	\$480,000	▼ -25.4%	\$408,750	\$320,000	▲ 27.7%
Units Sold	29	32	▼ -9.4%	39	▼ -25.6%	32	31	▲ 3.2%
Active Listings	90	112	▼ -19.6%	81	▲ 11.1%	---	---	---
Months Supply of Inventory	3.1	3.5	▼ -11.4%	2.1	▲ 47.6%	---	---	---
New Listings	57	49	▲ 16.3%	18	▲ 216.7%	49	35	▲ 40.0%
Pending Sales	41	26	▲ 57.7%	22	▲ 86.4%	26	16	▲ 62.5%
Days to Off Market	84	55	▲ 52.7%	107	▼ -21.5%	55	65	▼ -15.4%
Sold to Original Price Ratio	97.4%	96.5%	▲ 0.9%	97.4%	■ 0.0%	96.5%	95.0%	▲ 1.6%
Price per Square Foot	\$246	\$251	▼ -2.0%	\$289	▼ -14.9%	\$251	\$252	▼ -0.4%



EASTERN MIDDLESEX REGION

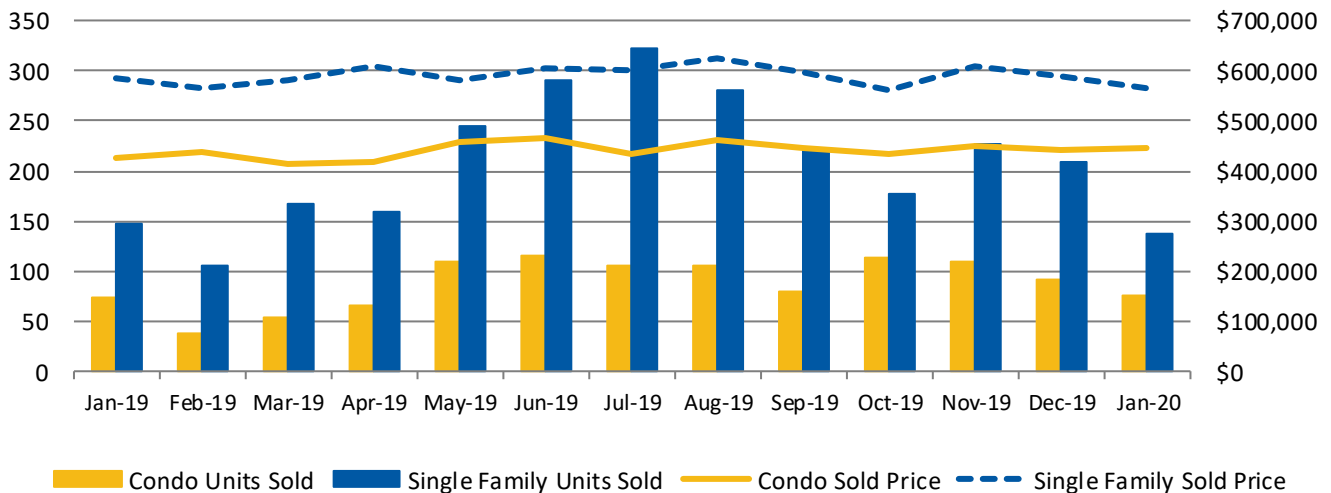
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$565,000	\$584,500	▼ -3.3%	\$589,900	▼ -4.2%	\$577,500	\$565,000	▲ 2.2%
Units Sold	137	148	▼ -7.4%	209	▼ -34.4%	671	554	▲ 21.1%
Active Listings	171	301	▼ -43.2%	172	▼ -0.6%	---	---	---
Months Supply of Inventory	1.2	2.0	▼ -40.0%	0.8	▲ 50.0%	---	---	---
New Listings	126	183	▼ -31.1%	60	▲ 110.0%	993	1,089	▼ -8.8%
Pending Sales	99	121	▼ -18.2%	138	▼ -28.3%	637	576	▲ 10.6%
Days to Off Market	63	52	▲ 21.2%	59	▲ 6.8%	69	56	▲ 23.2%
Sold to Original Price Ratio	97.0%	96.7%	▲ 0.3%	97.6%	▼ -0.6%	97.0%	97.2%	▼ -0.2%
Price per Square Foot	\$322	\$315	▲ 2.2%	\$323	▼ -0.3%	\$570	\$517	▲ 10.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$444,500	\$426,920	▲ 4.1%	\$441,250	▲ 0.7%	\$383,000	\$370,000	▲ 3.5%
Units Sold	76	74	▲ 2.7%	92	▼ -17.4%	69	79	▼ -12.7%
Active Listings	128	147	▼ -12.9%	128	■ 0.0%	---	---	---
Months Supply of Inventory	1.7	2.0	▼ -15.0%	1.4	▲ 21.4%	---	---	---
New Listings	97	93	▲ 4.3%	33	▲ 193.9%	59	103	▼ -42.7%
Pending Sales	76	58	▲ 31.0%	69	▲ 10.1%	38	73	▼ -47.9%
Days to Off Market	64	44	▲ 45.5%	54	▲ 18.5%	58	39	▲ 48.7%
Sold to Original Price Ratio	96.8%	97.3%	▼ -0.5%	97.8%	▼ -1.0%	99.6%	98.8%	▲ 0.8%
Price per Square Foot	\$369	\$359	▲ 2.8%	\$356	▲ 3.7%	\$342	\$307	▲ 11.4%



METRO BOSTON REGION

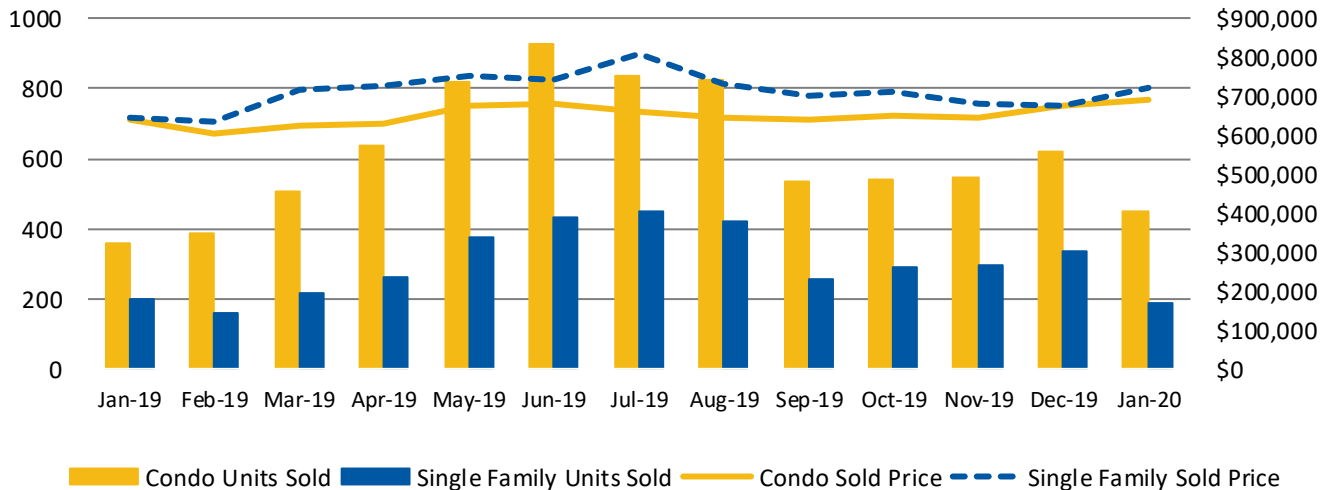
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$723,750	\$647,250	▲ 11.8%	\$675,000	▲ 7.2%	\$757,000	\$761,500	▼ -0.6%
Units Sold	190	197	▼ -3.6%	336	▼ -43.5%	77	92	▼ -16.3%
Active Listings	375	528	▼ -29.0%	369	▲ 1.6%	---	---	---
Months Supply of Inventory	2.0	2.7	▼ -25.9%	1.1	▲ 81.8%	---	---	---
New Listings	252	288	▼ -12.5%	113	▲ 123.0%	153	111	▲ 37.8%
Pending Sales	174	172	▲ 1.2%	192	▼ -9.4%	78	76	▲ 2.6%
Days to Off Market	57	66	▼ -13.6%	57	▬ 0.0%	86	100	▼ -14.0%
Sold to Original Price Ratio	96.4%	95.6%	▲ 0.8%	96.9%	▼ -0.5%	95.1%	94.8%	▲ 0.3%
Price per Square Foot	\$400	\$408	▼ -2.0%	\$415	▼ -3.6%	\$327	\$325	▲ 0.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$692,500	\$640,000	▲ 8.2%	\$675,000	▲ 2.6%	\$584,000	\$444,500	▲ 31.4%
Units Sold	450	360	▲ 25.0%	619	▼ -27.3%	430	76	▲ 465.8%
Active Listings	1,153	1,389	▼ -17.0%	1,062	▲ 8.6%	---	---	---
Months Supply of Inventory	2.6	3.9	▼ -33.3%	1.7	▲ 52.9%	---	---	---
New Listings	714	757	▼ -5.7%	266	▲ 168.4%	554	97	▲ 471.1%
Pending Sales	398	386	▲ 3.1%	409	▼ -2.7%	374	76	▲ 392.1%
Days to Off Market	66	57	▲ 15.8%	70	▼ -5.7%	47	64	▼ -26.6%
Sold to Original Price Ratio	96.6%	96.9%	▼ -0.3%	96.7%	▼ -0.1%	97.5%	96.8%	▲ 0.7%
Price per Square Foot	\$700	\$640	▲ 9.4%	\$685	▲ 2.2%	\$584	\$369	▲ 58.3%



METRO WEST REGION

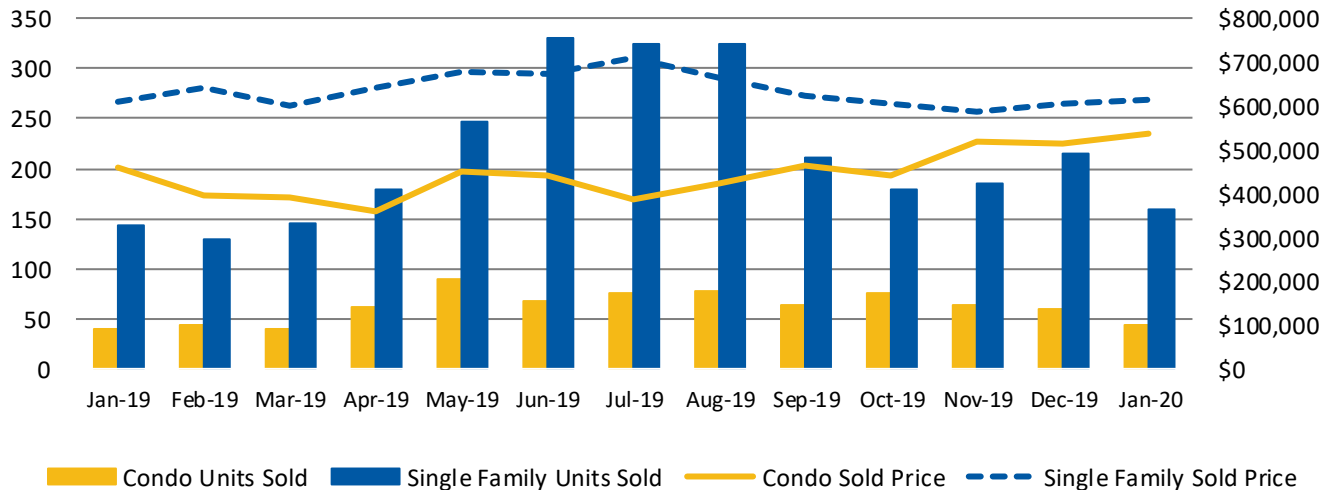
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$615,000	\$608,500	▲ 1.1%	\$605,000	▲ 1.7%	\$531,000	\$496,000	▲ 7.1%
Units Sold	159	144	▲ 10.4%	216	▼ -26.4%	141	142	▼ -0.7%
Active Listings	332	493	▼ -32.7%	340	▼ -2.4%	---	---	---
Months Supply of Inventory	2.1	3.4	▼ -38.2%	1.6	▲ 31.3%	---	---	---
New Listings	193	239	▼ -19.2%	82	▲ 135.4%	130	143	▼ -9.1%
Pending Sales	141	122	▲ 15.6%	140	▲ 0.7%	98	94	▲ 4.3%
Days to Off Market	66	57	▲ 15.8%	67	▼ -1.5%	50	54	▼ -7.4%
Sold to Original Price Ratio	96.1%	95.9%	▲ 0.2%	96.1%	■ 0.0%	99.9%	97.7%	▲ 2.3%
Price per Square Foot	\$299	\$291	▲ 2.7%	\$309	▼ -3.2%	\$313	\$280	▲ 11.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$535,000	\$461,500	▲ 15.9%	\$515,000	▲ 3.9%	\$692,500	\$640,000	▲ 8.2%
Units Sold	43	40	▲ 7.5%	59	▼ -27.1%	450	360	▲ 25.0%
Active Listings	117	138	▼ -15.2%	118	▼ -0.8%	---	---	---
Months Supply of Inventory	2.7	3.5	▼ -22.9%	2.0	▲ 35.0%	---	---	---
New Listings	69	58	▲ 19.0%	37	▲ 86.5%	714	757	▼ -5.7%
Pending Sales	56	46	▲ 21.7%	49	▲ 14.3%	398	386	▲ 3.1%
Days to Off Market	74	73	▲ 1.4%	89	▼ -16.9%	66	57	▲ 15.8%
Sold to Original Price Ratio	96.7%	97.2%	▼ -0.5%	99.0%	▼ -2.3%	96.6%	96.9%	▼ -0.3%
Price per Square Foot	\$287	\$258	▲ 11.2%	\$288	▼ -0.3%	\$700	\$640	▲ 9.4%



SOUTHERN NORFOLK REGION

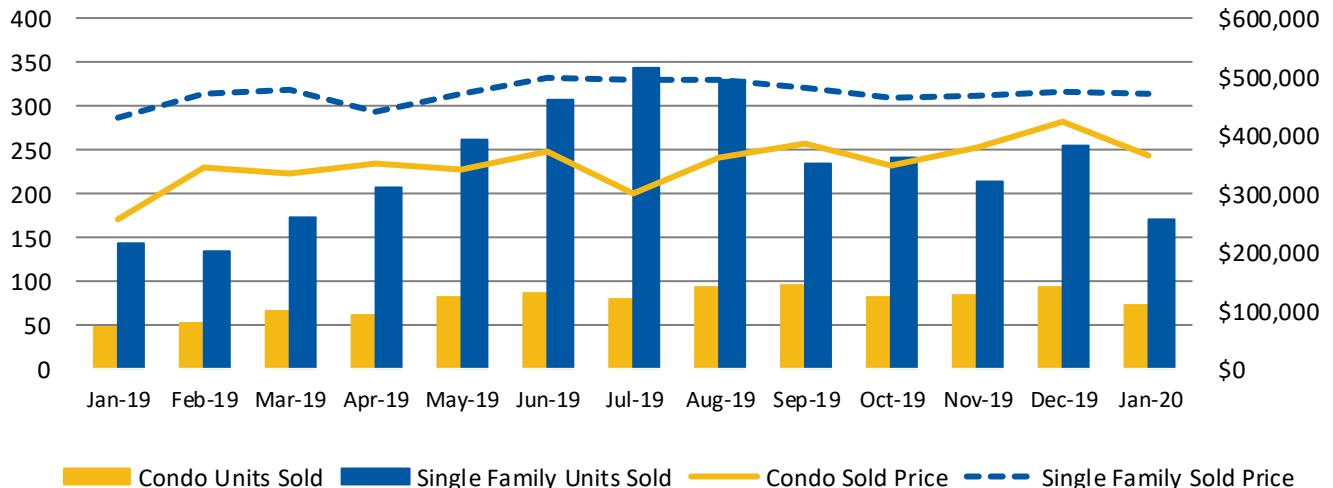
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$469,500	\$430,000	▲ 9.2%	\$475,000	▼ -1.2%	\$580,000	\$565,000	▲ 2.7%
Units Sold	170	143	▲ 18.9%	254	▼ -33.1%	233	137	▲ 70.1%
Active Listings	295	468	▼ -37.0%	336	▼ -12.2%	---	---	---
Months Supply of Inventory	1.7	3.3	▼ -48.5%	1.3	▲ 30.8%	---	---	---
New Listings	172	206	▼ -16.5%	89	▲ 93.3%	261	126	▲ 107.1%
Pending Sales	156	149	▲ 4.7%	164	▼ -4.9%	165	99	▲ 66.7%
Days to Off Market	71	75	▼ -5.3%	69	▲ 2.9%	61	63	▼ -3.2%
Sold to Original Price Ratio	96.4%	95.3%	▲ 1.2%	96.3%	▲ 0.1%	95.8%	97.0%	▼ -1.2%
Price per Square Foot	\$253	\$243	▲ 4.1%	\$253	■ 0.0%	\$343	\$322	▲ 6.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$365,000	\$257,450	▲ 41.8%	\$422,500	▼ -13.6%	\$461,500	\$400,000	▲ 15.4%
Units Sold	73	48	▲ 52.1%	94	▼ -22.3%	40	47	▼ -14.9%
Active Listings	110	189	▼ -41.8%	132	▼ -16.7%	---	---	---
Months Supply of Inventory	1.5	3.9	▼ -61.5%	1.4	▲ 7.1%	---	---	---
New Listings	56	132	▼ -57.6%	40	▲ 40.0%	58	62	▼ -6.5%
Pending Sales	66	60	▲ 10.0%	71	▼ -7.0%	46	47	▼ -2.1%
Days to Off Market	81	49	▲ 65.3%	76	▲ 6.6%	73	63	▲ 15.9%
Sold to Original Price Ratio	99.7%	98.9%	▲ 0.8%	100.1%	▼ -0.4%	97.2%	99.0%	▼ -1.8%
Price per Square Foot	\$274	\$229	▲ 19.7%	\$294	▼ -6.8%	\$258	\$269	▼ -4.1%



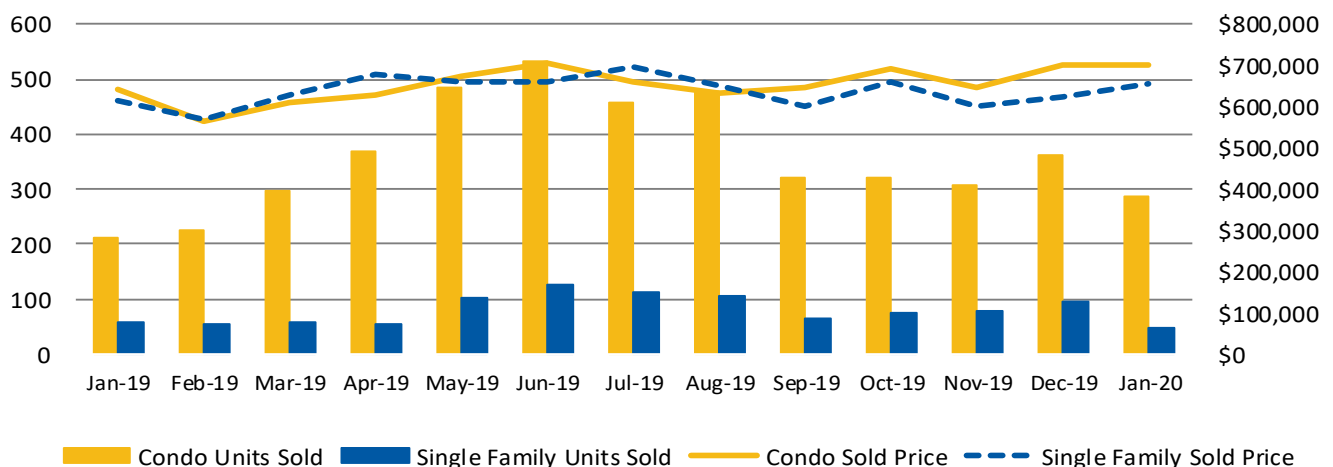
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change	
Median Selling Price	\$655,000	\$615,500	▲ 6.4%	\$625,000	▲ 4.8%	\$655,000	\$615,500	▲ 6.4%	
Units Sold	46	56	▼ -17.9%	94	▼ -51.1%	46	56	▼ -17.9%	
Active Listings	104	168	▼ -38.1%	101	▲ 3.0%	---	---	---	
Months Supply of Inventory	2.3	3.0	▼ -23.3%	1.1	▲ 109.1%	---	---	---	
New Listings	63	88	▼ -28.4%	37	▲ 70.3%	63	88	▼ -28.4%	
Pending Sales	43	49	▼ -12.2%	45	▼ -4.4%	43	49	▼ -12.2%	
Days to Off Market	62	52	▲ 19.2%	45	▲ 37.8%	62	52	▲ 19.2%	
Sold to Original Price Ratio	96.2%	97.3%	▼ -1.1%	96.5%	▼ -0.3%	96.2%	97.3%	▼ -1.1%	
Price per Square Foot	\$413	\$419	▼ -1.4%	\$433	▼ -4.6%	\$413	\$419	▼ -1.4%	

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$700,000	\$640,000	▲ 9.4%	\$699,000	▲ 0.1%	\$700,000	\$640,000	▲ 9.4%
Units Sold	286	213	▲ 34.3%	363	▼ -21.2%	286	213	▲ 34.3%
Active Listings	801	943	▼ -15.1%	761	▲ 5.3%	---	---	---
Months Supply of Inventory	2.8	4.4	▼ -36.4%	2.1	▲ 33.3%	---	---	---
New Listings	447	464	▼ -3.7%	176	▲ 154.0%	447	464	▼ -3.7%
Pending Sales	249	232	▲ 7.3%	255	▼ -2.4%	249	232	▲ 7.3%
Days to Off Market	71	65	▲ 9.2%	71	■ 0.0%	71	65	▲ 9.2%
Sold to Original Price Ratio	96.3%	96.8%	▼ -0.5%	96.4%	▼ -0.1%	96.3%	96.8%	▼ -0.5%
Price per Square Foot	\$812	\$718	▲ 13.1%	\$788	▲ 3.0%	\$812	\$718	▲ 13.1%



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		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change	
Median Selling Price	\$701,500	\$712,500	▼ -1.5%	\$687,500	▲ 2.0%	\$712,500	\$625,000	▲ 14.0%	
Units Sold	114	90	▲ 26.7%	118	▼ -3.4%	90	96	▼ -6.3%	
Active Listings	136	270	▼ -49.6%	148	▼ -8.1%	---	---	---	
Months Supply of Inventory	1.2	3.0	▼ -60.0%	1.3	▼ -7.7%	---	---	---	
New Listings	91	128	▼ -28.9%	67	▲ 35.8%	128	94	▲ 36.2%	
Pending Sales	67	72	▼ -6.9%	107	▼ -37.4%	72	65	▲ 10.8%	
Days to Off Market	51	53	▼ -3.8%	55	▼ -7.3%	53	41	▲ 29.3%	
Sold to Original Price Ratio	96.7%	96.9%	▼ -0.2%	97.2%	▼ -0.5%	96.9%	99.9%	▼ -3.0%	
Price per Square Foot	\$300	\$295	▲ 1.7%	\$300	■ 0.0%	\$295	\$273	▲ 8.1%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$929,900	\$799,950	▲ 16.2%	\$932,000	▼ -0.2%	\$845,000	\$732,500	▲ 15.4%
Units Sold	45	38	▲ 18.4%	40	▲ 12.5%	41	46	▼ -10.9%
Active Listings	52	123	▼ -57.7%	68	▼ -23.5%	---	---	---
Months Supply of Inventory	1.2	3.2	▼ -62.5%	1.7	▼ -29.4%	---	---	---
New Listings	38	59	▼ -35.6%	21	▲ 81.0%	52	45	▲ 15.6%
Pending Sales	26	26	■ 0.0%	27	▼ -3.7%	30	32	▼ -6.3%
Days to Off Market	52	81	▼ -35.8%	52	■ 0.0%	48	29	▲ 65.5%
Sold to Original Price Ratio	95.5%	93.9%	▲ 1.7%	97.6%	▼ -2.2%	97.3%	101.0%	▼ -3.7%
Price per Square Foot	\$310	\$285	▲ 8.8%	\$313	▼ -1.0%	\$277	\$257	▲ 7.8%

4 Family Homes

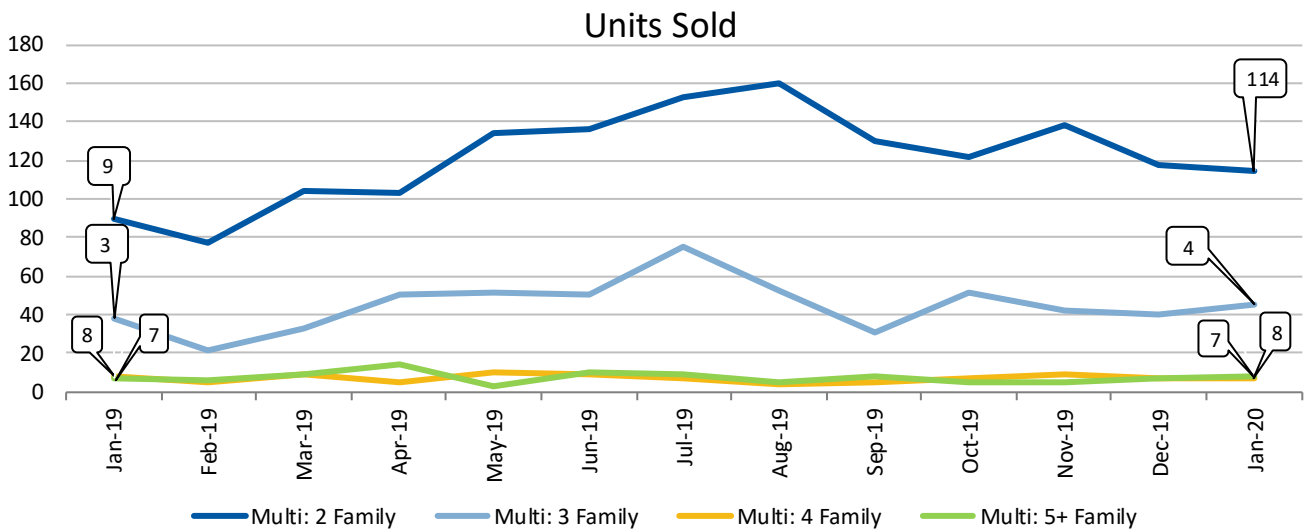
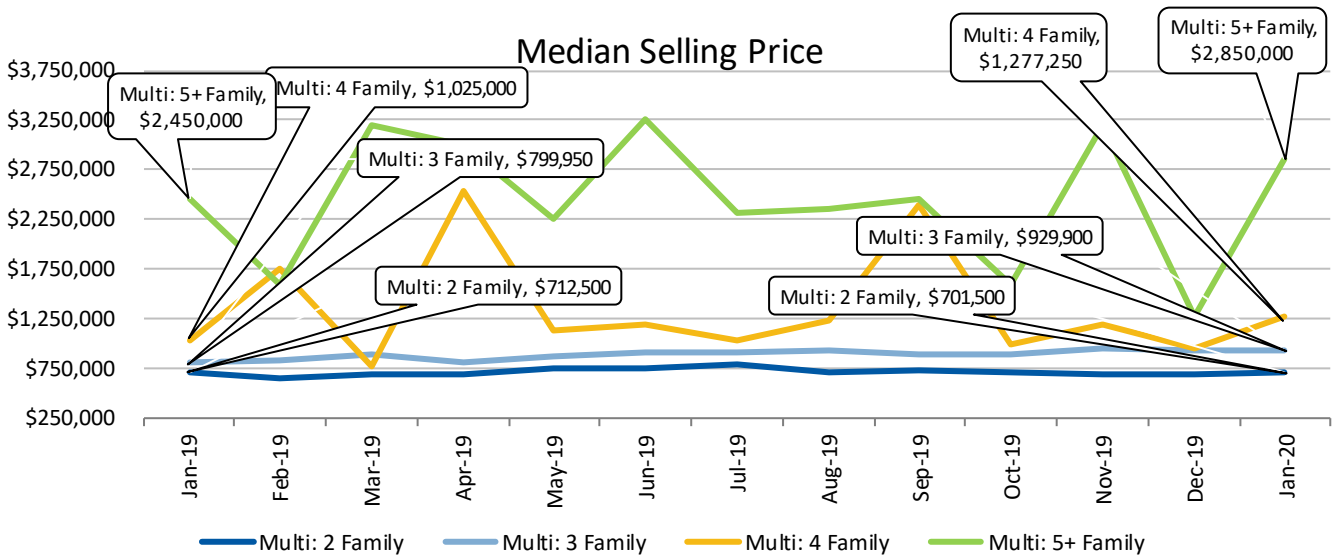
	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$1,277,250	\$1,025,000	▲ 24.6%	\$950,000	▲ 34.4%	\$777,500	\$929,900	▼ -16.4%
Units Sold	7	8	▼ -12.5%	7	■ 0.0%	6	45	▼ -86.7%
Active Listings	16	26	▼ -38.5%	22	▼ -27.3%	---	---	---
Months Supply of Inventory	2.3	3.3	▼ -30.3%	3.1	▼ -25.8%	---	---	---
New Listings	10	14	▼ -28.6%	6	▲ 66.7%	8	38	▼ -78.9%
Pending Sales	9	5	▲ 80.0%	4	▲ 125.0%	4	26	▼ -84.6%
Days to Off Market	58	49	▲ 18.4%	39	▲ 48.7%	43	52	▼ -17.3%
Sold to Original Price Ratio	89.6%	93.0%	▼ -3.7%	94.9%	▼ -5.6%	100.5%	95.5%	▲ 5.2%
Price per Square Foot	\$301	\$364	▼ -17.3%	\$284	▲ 6.0%	\$190	\$310	▼ -38.7%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

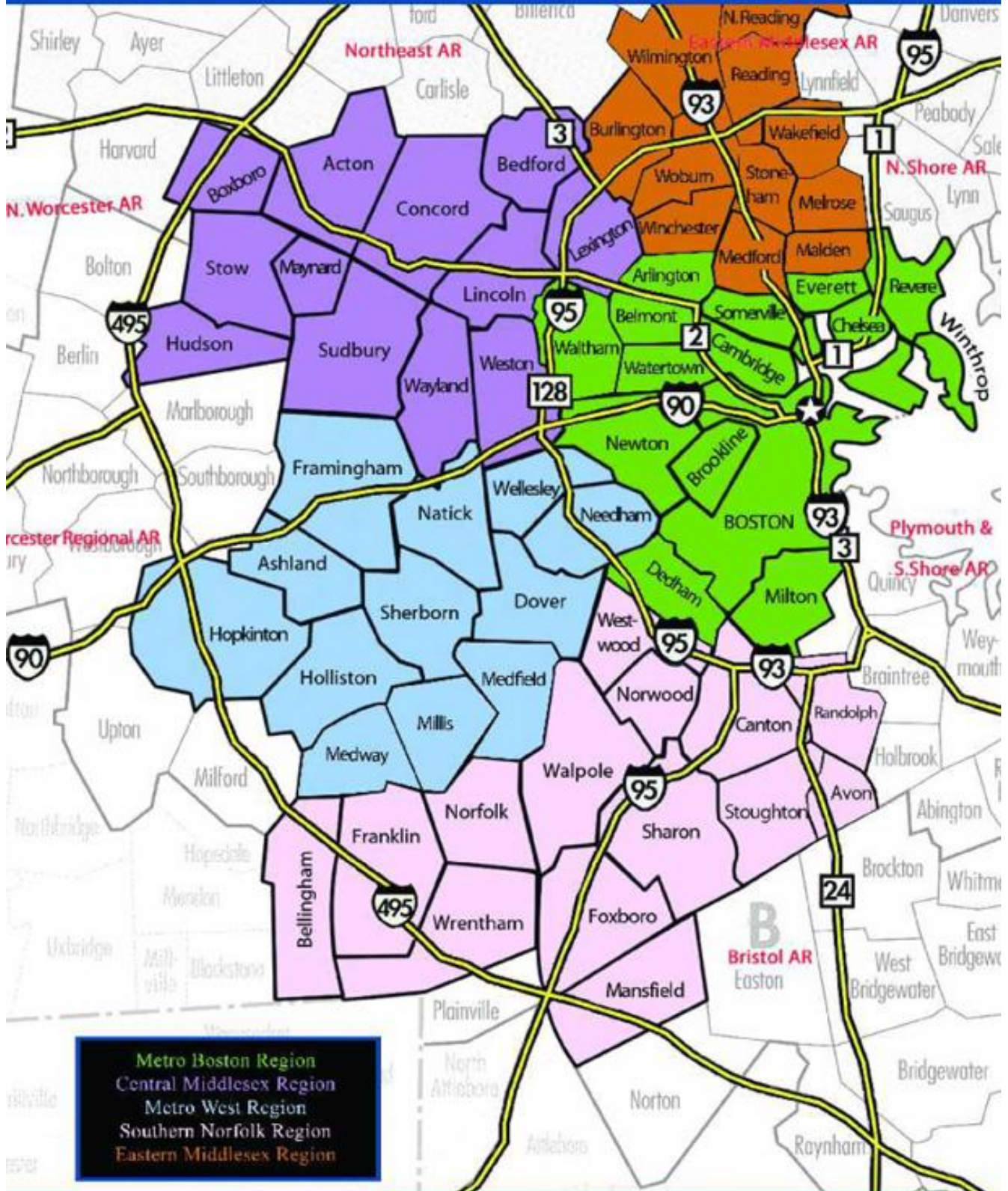
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2020	Jan 2019	Change	Dec 2019	Change	2020	2019	Change
Median Selling Price	\$2,850,000	\$2,450,000	▲ 16.3%	\$1,275,000	▲ 123.5%	\$1,277,250	\$1,025,000	▲ 24.6%
Units Sold	8	7	▲ 14.3%	7	▲ 14.3%	7	8	▼ -12.5%
Active Listings	24	49	▼ -51.0%	36	▼ -33.3%	---	---	---
Months Supply of Inventory	3.0	7.0	▼ -57.1%	5.1	▼ -41.2%	---	---	---
New Listings	7	21	▼ -66.7%	6	▲ 16.7%	10	14	▼ -28.6%
Pending Sales	5	8	▼ -37.5%	8	▼ -37.5%	9	5	▲ 80.0%
Days to Off Market	89	44	▲ 102.3%	90	▼ -1.1%	58	49	▲ 18.4%
Sold to Original Price Ratio	89.9%	99.7%	▼ -9.8%	97.3%	▼ -7.6%	89.6%	93.0%	▼ -3.7%
Price per Square Foot	\$567	\$459	▲ 23.5%	\$333	▲ 70.3%	\$301	\$364	▼ -17.3%



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.