

MONTHLY MARKET INSIGHT REPORT

APRIL 2019

Detached Single-Family Homes

The 947 homes sold in April 2019 was the fourth highest sales volume for the month and a 10.1 percent increase from the 860 homes sold in April 2018. The median sales price reached a record high for the month of April at \$618,000 which was a 1.2 percent increase from the April 2018 median sales prices of \$610,500.

Condominiums

With 848 condos sold, it was the ninth most active April on record in Greater Boston, and a 4.0 percent decrease in sales from the 883 units sold in April 2017. The median sales price of condos dropped 5.8 percent from the monthly record-high price of \$564,190 in April 2108 to \$559,500 this month.

Multi-Family Homes

This month, there were 172 multi-family units sold in Greater Boston, which reflects an 8.9 percent increase in sales volume from the 158 multi-family units sold in April 2018. Notably, the 5+ family home market saw a 124.7 percent increase in median sale price, while having 11 more homes sold this year (14) than last (3).



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 5/10/2019

GREATER BOSTON MARKET SUMMARY

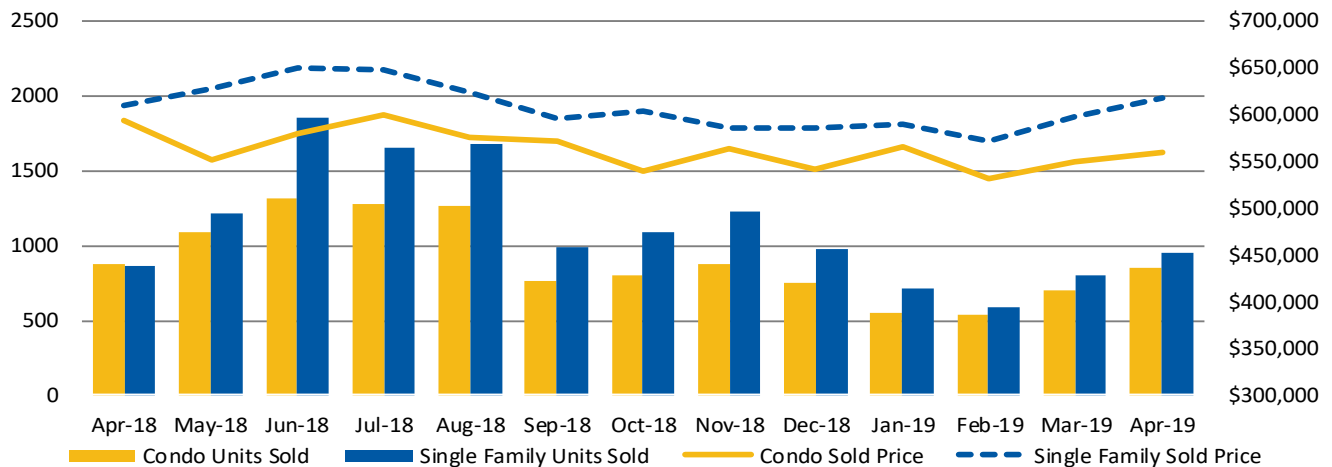
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change	
Median Selling Price	\$618,000	\$610,500	▲ 1.2%	\$598,900	▲ 3.2%	\$595,000	\$570,000	▲ 4.4%	
Units Sold	947	860	▲ 10.1%	799	▲ 18.5%	3,046	2,877	▲ 5.9%	
Active Listings	2,721	2,771	▼ -1.8%	2,478	▲ 9.8%	---	---	---	
Months Supply of Inventory	2.9	3.2	▼ -9.4%	3.1	▼ -6.5%	---	---	---	
New Listings	2,031	2,182	▼ -6.9%	1,691	▲ 20.1%	5,921	5,676	▲ 4.3%	
Pending Sales	1,541	1,435	▲ 7.4%	1,189	▲ 29.6%	4,193	3,863	▲ 8.5%	
Days to Off Market	36	35	▲ 2.9%	43	▼ -16.3%	47	42	▲ 11.9%	
Sold to Original Price Ratio	98.4%	100.5%	▼ -2.1%	97.7%	▲ 0.7%	97.1%	98.7%	▼ -1.6%	
Price per Square Foot	\$335	\$328	▲ 2.1%	\$326	▲ 2.8%	\$327	\$319	▲ 2.5%	

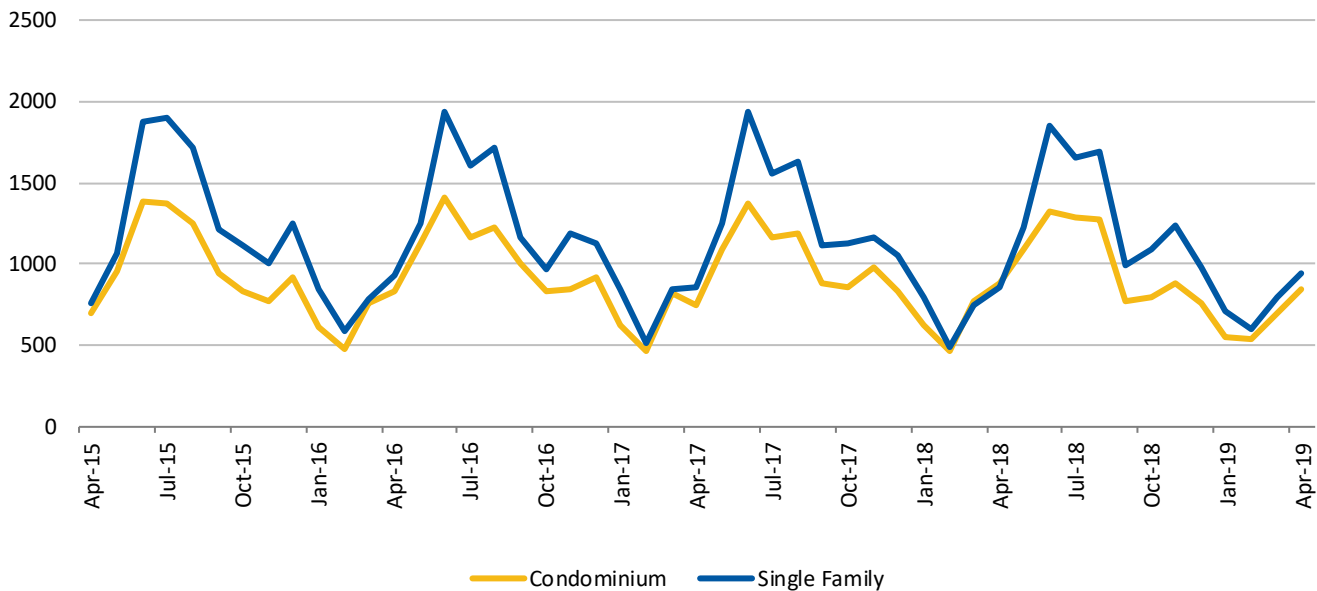
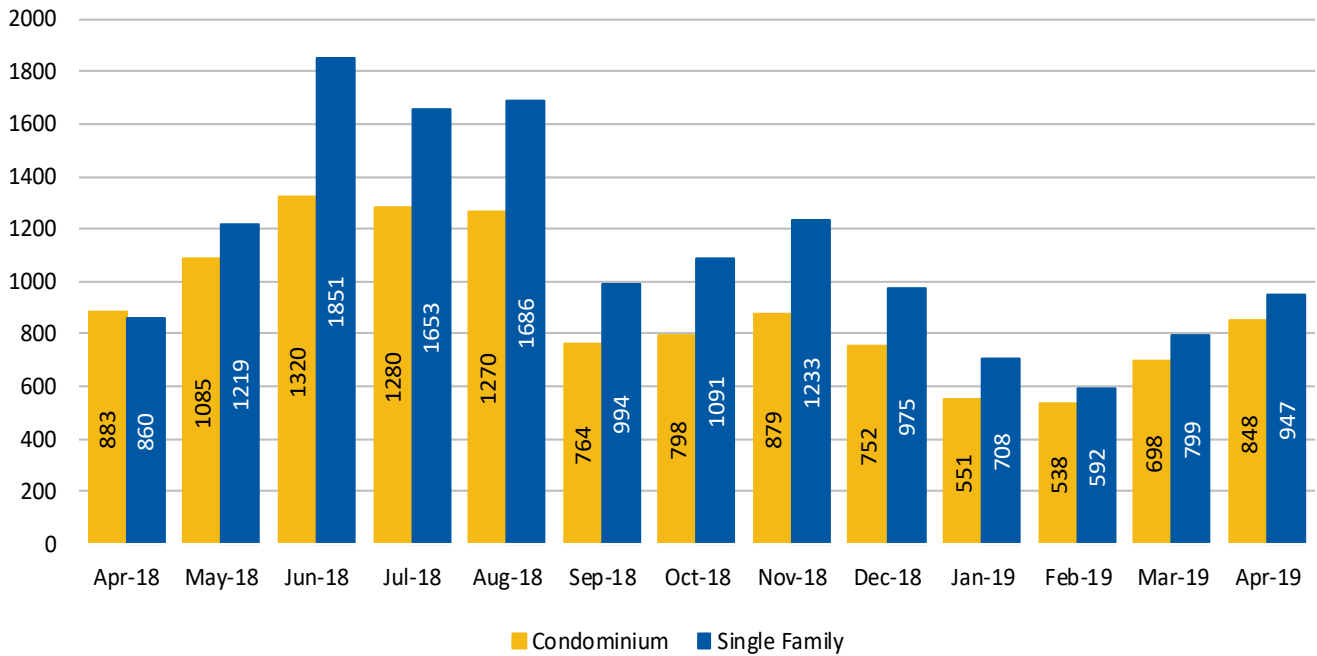
Condominiums

	Year over Year			Month over Month			Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change	
Median Selling Price	\$559,500	\$594,190	▼ -5.8%	\$550,000	▲ 1.7%	\$550,000	\$553,000	▼ -0.5%	
Units Sold	848	883	▼ -4.0%	698	▲ 21.5%	2,635	2,737	▼ -3.7%	
Active Listings	2,266	1,966	▲ 15.3%	2,123	▲ 6.7%	---	---	---	
Months Supply of Inventory	2.7	2.2	▲ 22.7%	3.0	▼ -10.0%	---	---	---	
New Listings	1,725	1,701	▲ 1.4%	1,466	▲ 17.7%	5,247	4,665	▲ 12.5%	
Pending Sales	1,312	1,151	▲ 14.0%	1,049	▲ 25.1%	3,701	3,398	▲ 8.9%	
Days to Off Market	38	29	▲ 31.0%	44	▼ -13.6%	45	37	▲ 21.6%	
Sold to Original Price Ratio	99.5%	101.8%	▼ -2.3%	98.9%	▲ 0.6%	98.4%	100.2%	▼ -1.8%	
Price per Square Foot	\$564	\$579	▼ -2.6%	\$545	▲ 3.5%	\$542	\$553	▼ -2.0%	



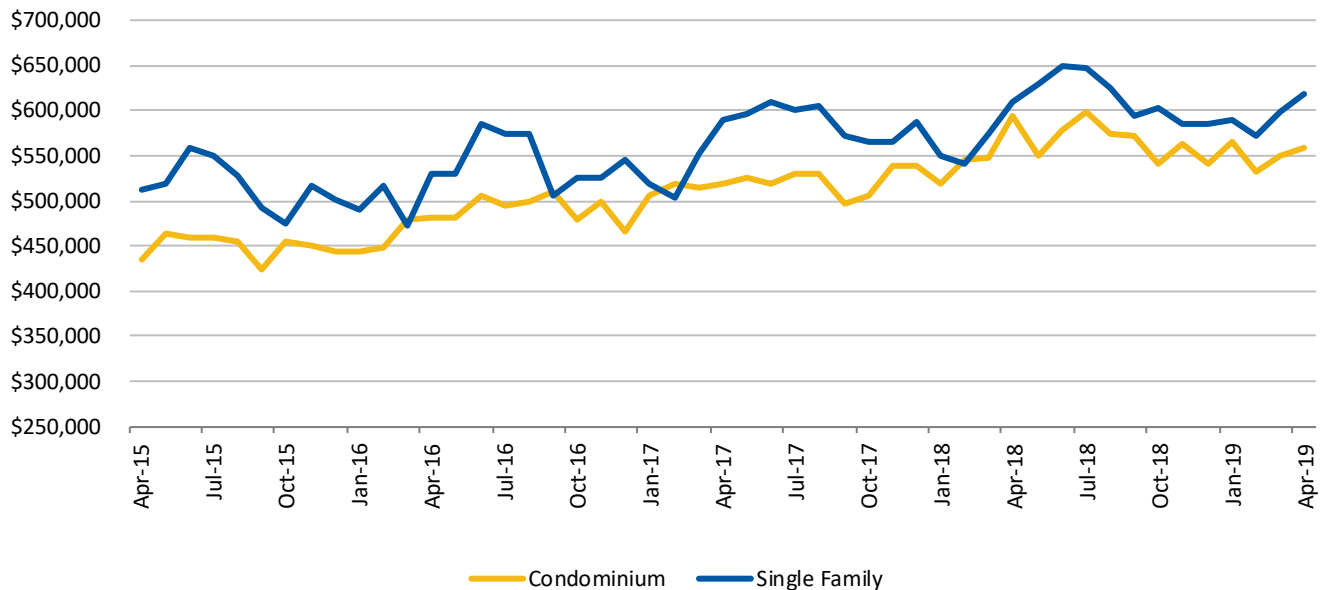
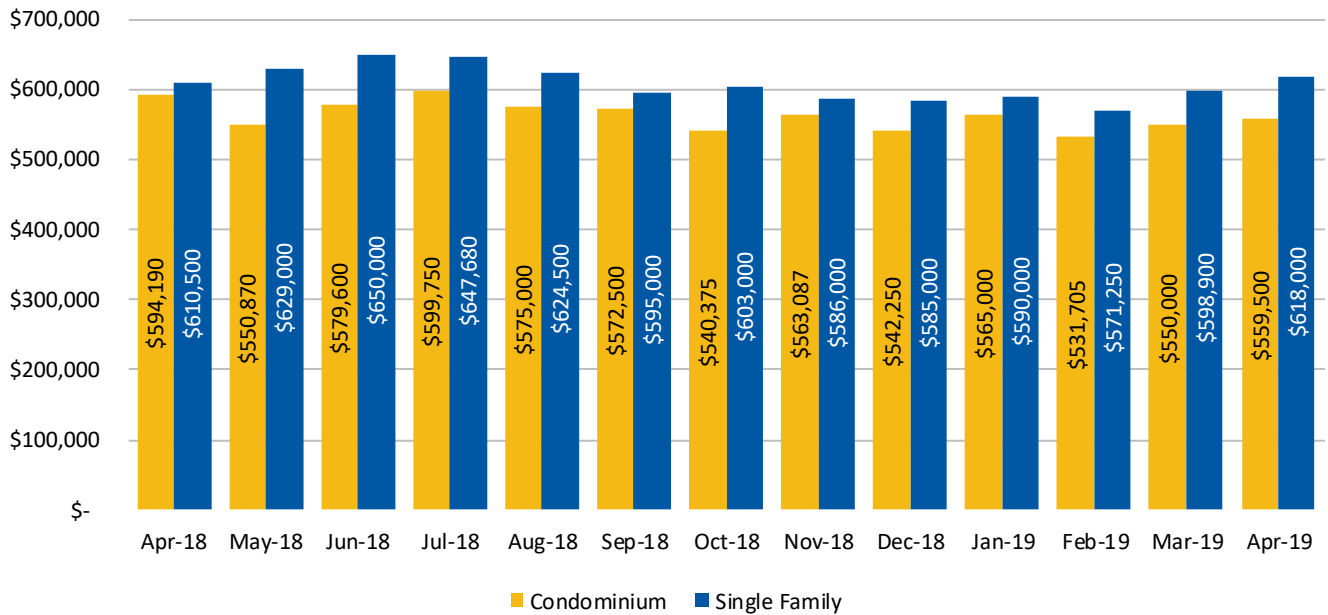
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	947	860	▲ 10.1%	799	▲ 18.5%	3,046	2,877	▲ 5.9%
CONDOMINIUMS	848	883	▼ -4.0%	698	▲ 21.5%	2,635	2,737	▼ -3.7%



MEDIAN SELLING PRICE

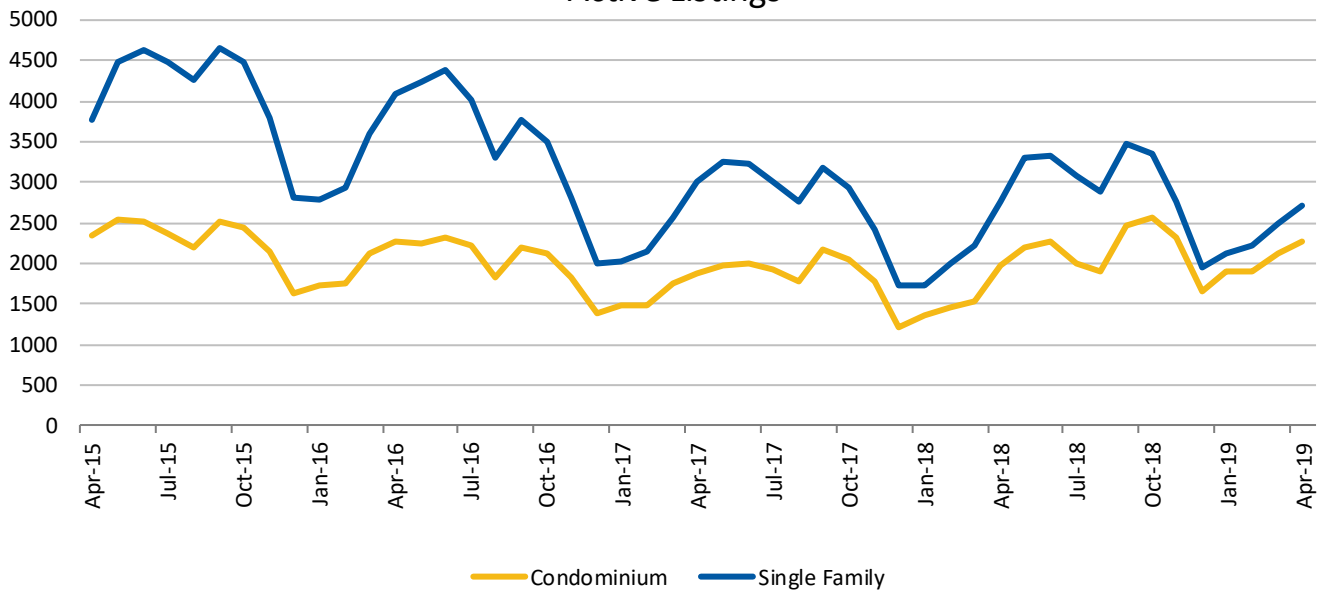
	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	\$618,000	\$610,500	▲ 1.2%	\$598,900	▲ 3.2%	\$595,000	\$570,000	▲ 4.4%
CONDOMINIUMS	\$559,500	\$594,190	▼ -5.8%	\$550,000	▲ 1.7%	\$550,000	\$553,000	▼ -0.5%



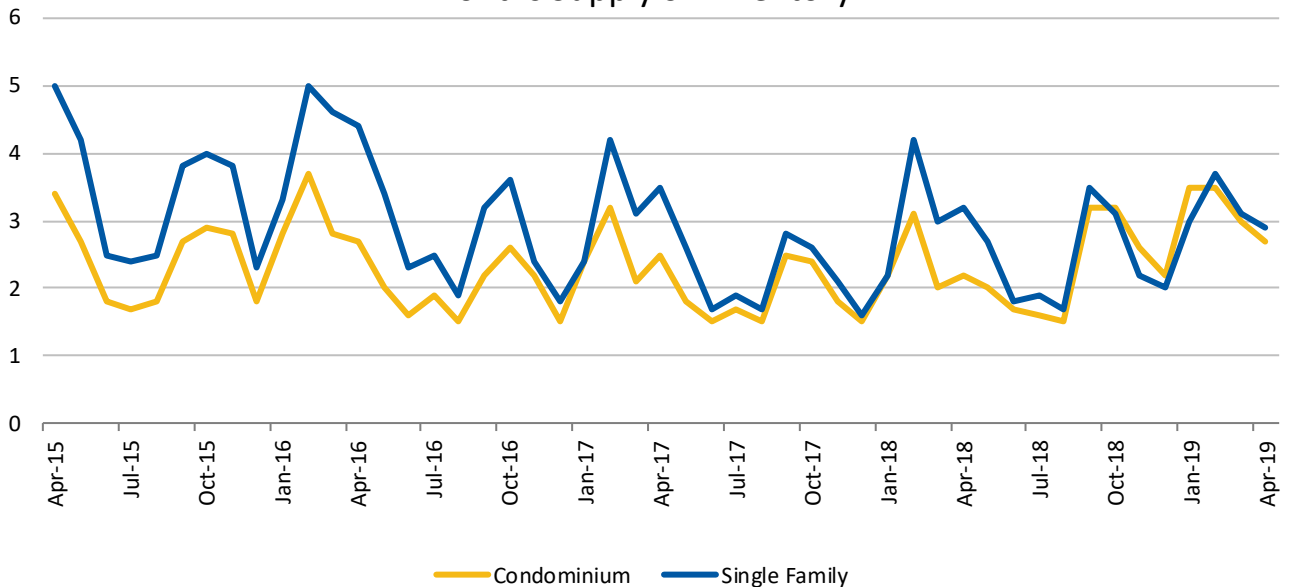
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Apr 2019	Apr 2018	Change	Mar 2019	Change
SINGLE FAMILY HOMES	Active Listings	2,721	2,771	▼ -1.8%	2,478	▲ 9.8%
	Months Supply of Inventory	2.9	3.2	▼ -9.4%	3.1	▼ -6.5%
CONDOMINIUMS	Active Listings	2,266	1,966	▲ 15.3%	2,123	▲ 6.7%
	Months Supply of Inventory	2.7	2.2	▲ 22.7%	3.0	▼ -10.0%

Active Listings

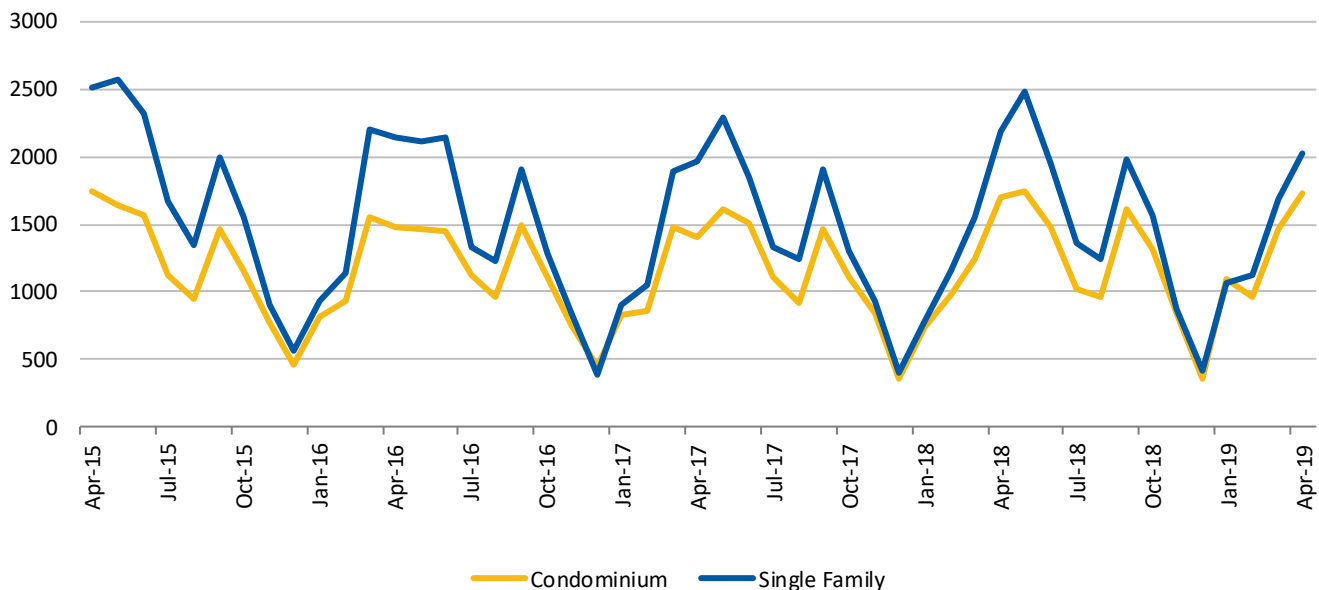
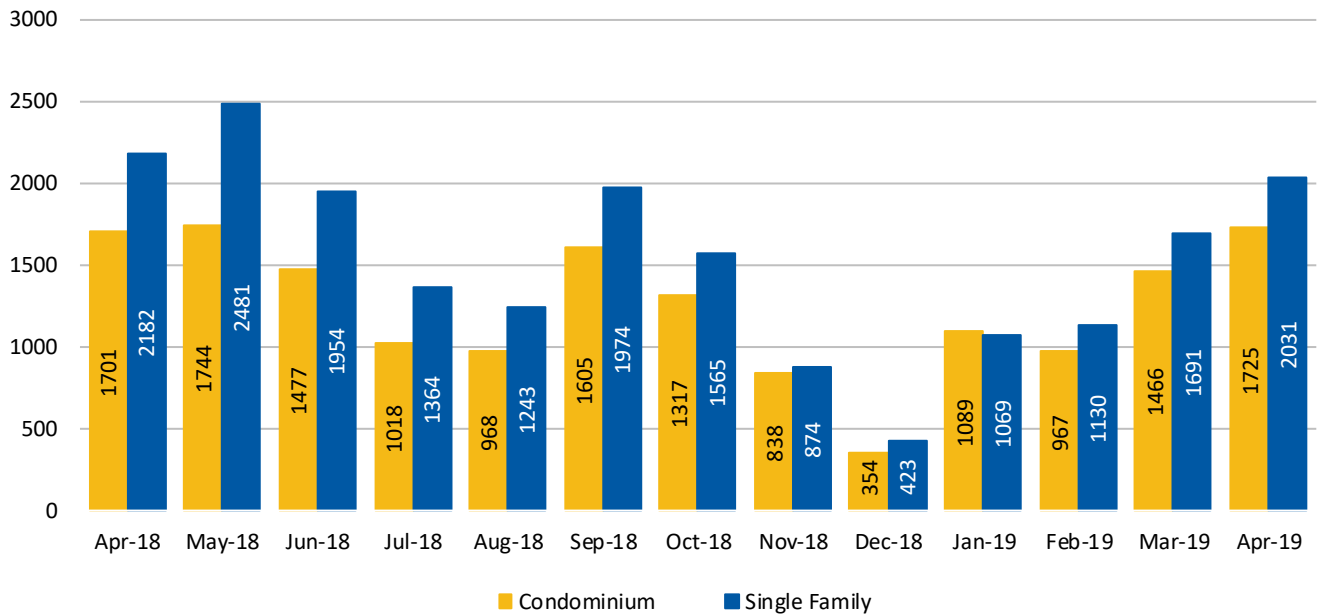


Months Supply of Inventory



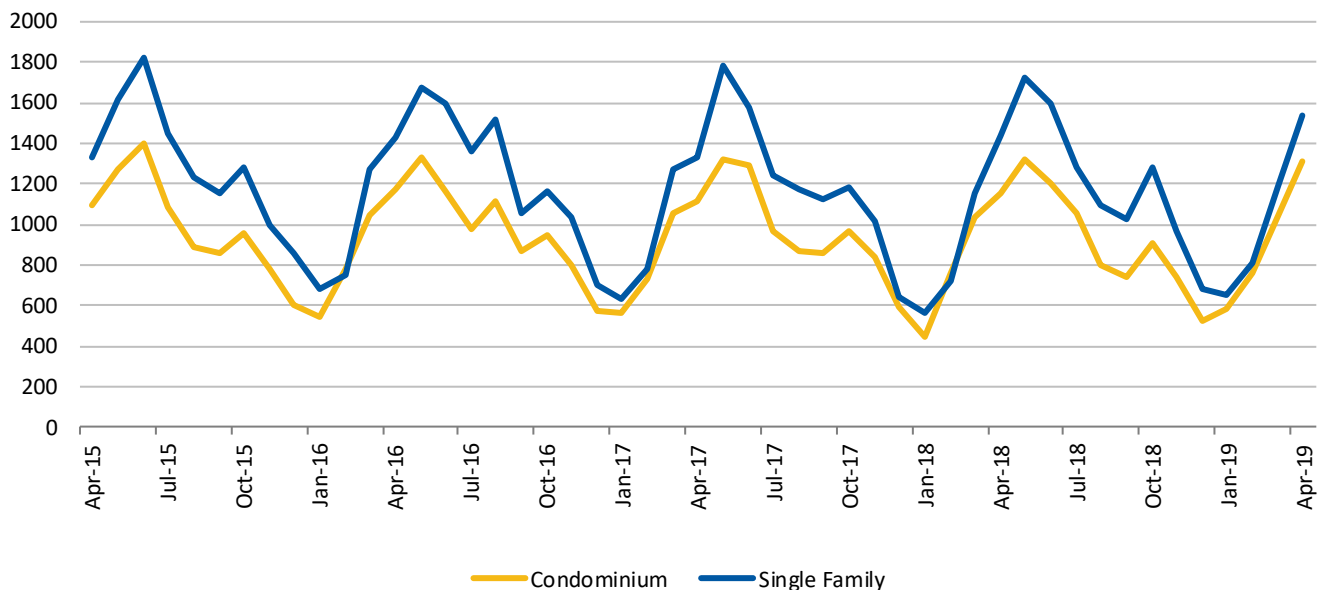
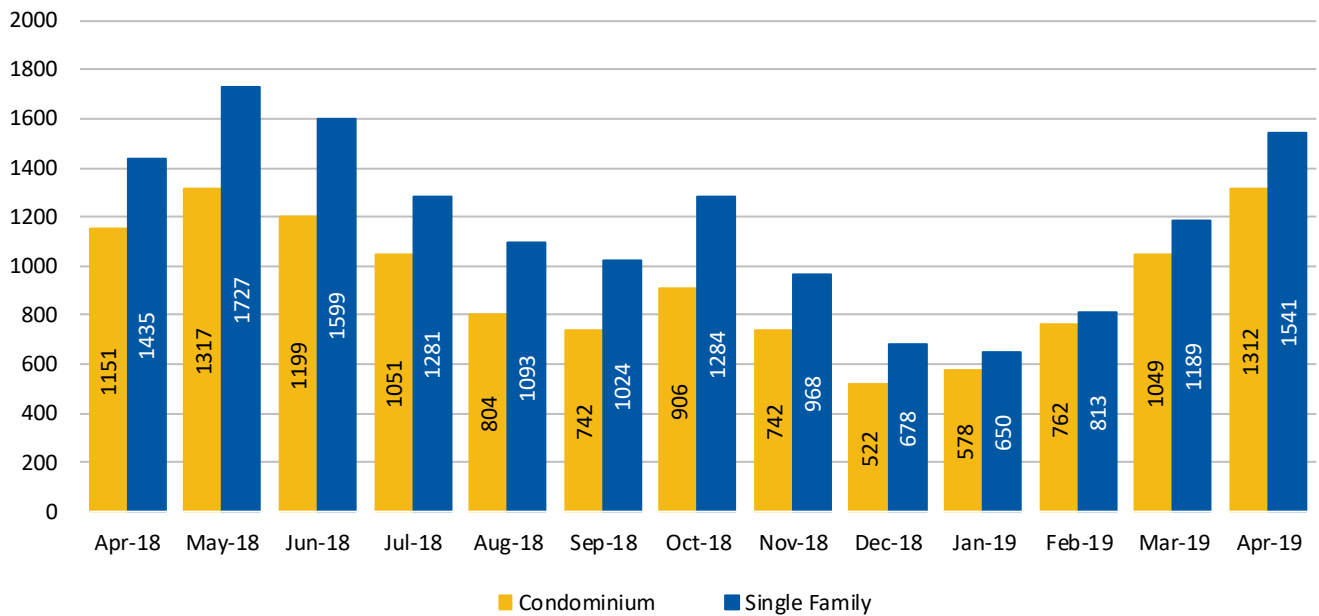
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	2,031	2,182	▼ -6.9%	1,691	▲ 20.1%	5,921	5,676	▲ 4.3%
CONDOMINIUMS	1,725	1,701	▲ 1.4%	1,466	▲ 17.7%	5,247	4,665	▲ 12.5%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,541	1,435	▲ 7.4%	1,189	▲ 29.6%	4,193	3,863	▲ 8.5%
CONDOMINIUMS	1,312	1,151	▲ 14.0%	1,049	▲ 25.1%	3,701	3,398	▲ 8.9%



CENTRAL MIDDLESEX REGION

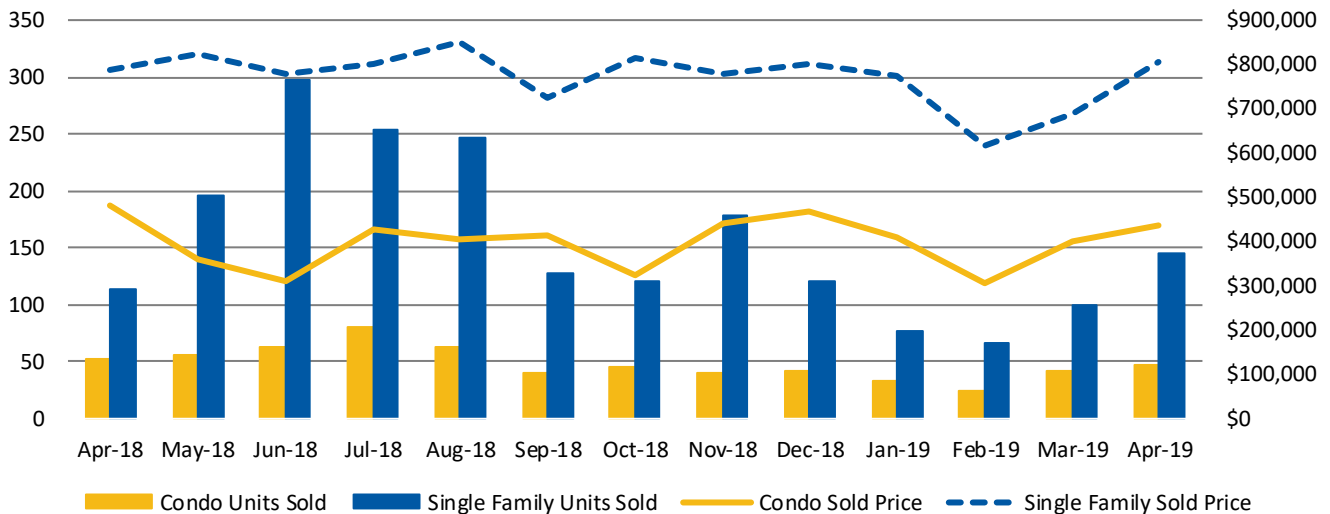
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$807,462	\$787,000	▲ 2.6%	\$690,000	▲ 17.0%	\$727,500	\$782,500	▼ -7.0%
Units Sold	145	113	▲ 28.3%	99	▲ 46.5%	386	374	▲ 3.2%
Active Listings	572	522	▲ 9.6%	506	▲ 13.0%	---	---	---
Months Supply of Inventory	3.9	4.6	▼ -15.2%	5.1	▼ -23.5%	---	---	---
New Listings	339	359	▼ -5.6%	304	▲ 11.5%	998	945	▲ 5.6%
Pending Sales	236	248	▼ -4.8%	182	▲ 29.7%	616	617	▼ -0.2%
Days to Off Market	46	47	▼ -2.1%	52	▼ -11.5%	57	55	▲ 3.6%
Sold to Original Price Ratio	97.2%	98.9%	▼ -1.7%	96.7%	▲ 0.5%	96.3%	96.5%	▼ -0.2%
Price per Square Foot	\$320	\$307	▲ 4.2%	\$283	▲ 13.1%	\$308	\$313	▼ -1.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$435,000	\$479,300	▼ -9.2%	\$397,725	▲ 9.4%	\$399,900	\$451,500	▼ -11.4%
Units Sold	47	52	▼ -9.6%	41	▲ 14.6%	144	124	▲ 16.1%
Active Listings	117	132	▼ -11.4%	118	▼ -0.8%	---	---	---
Months Supply of Inventory	2.5	2.5	■ 0.0%	2.9	▼ -13.8%	---	---	---
New Listings	74	78	▼ -5.1%	79	▼ -6.3%	259	243	▲ 6.6%
Pending Sales	66	58	▲ 13.8%	68	▼ -2.9%	199	168	▲ 18.5%
Days to Off Market	56	53	▲ 5.7%	57	▼ -1.8%	55	52	▲ 5.8%
Sold to Original Price Ratio	100.0%	99.4%	▲ 0.6%	99.2%	▲ 0.8%	98.8%	98.5%	▲ 0.3%
Price per Square Foot	\$271	\$290	▼ -6.6%	\$255	▲ 6.3%	\$260	\$274	▼ -5.1%



EASTERN MIDDLESEX REGION

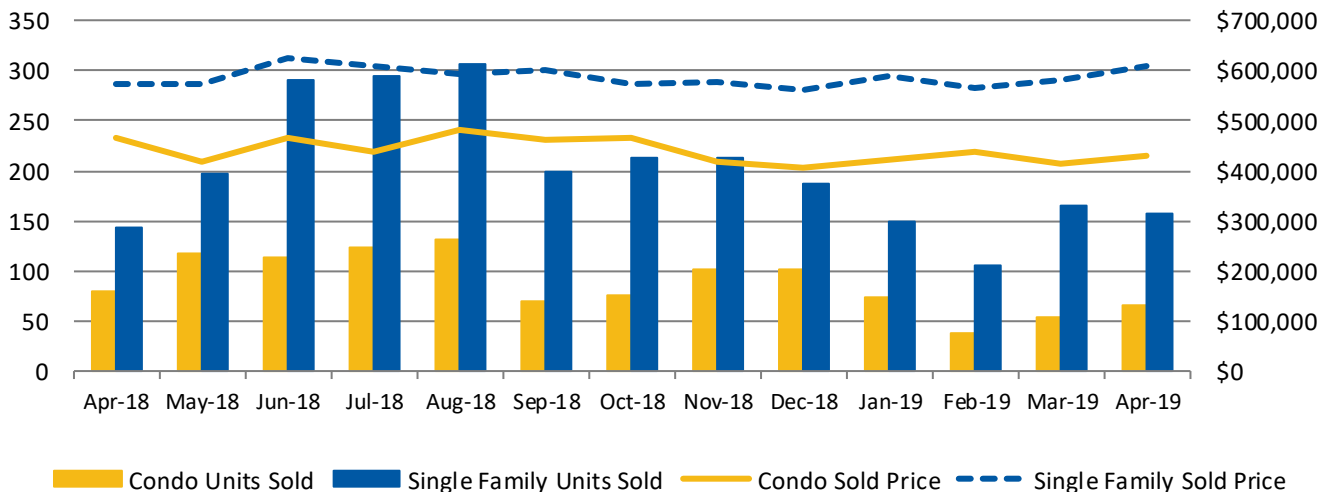
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$610,000	\$575,000	▲ 6.1%	\$583,000	▲ 4.6%	\$585,000	\$550,000	▲ 6.4%
Units Sold	157	143	▲ 9.8%	166	▼ -5.4%	578	493	▲ 17.2%
Active Listings	338	311	▲ 8.7%	319	▲ 6.0%	---	---	---
Months Supply of Inventory	2.2	2.2	▬ 0.0%	1.9	▲ 15.8%	---	---	---
New Listings	310	326	▼ -4.9%	281	▲ 10.3%	942	809	▲ 16.4%
Pending Sales	259	219	▲ 18.3%	208	▲ 24.5%	739	606	▲ 21.9%
Days to Off Market	29	31	▼ -6.5%	35	▼ -17.1%	40	35	▲ 14.3%
Sold to Original Price Ratio	99.8%	103.2%	▼ -3.3%	98.5%	▲ 1.3%	98.3%	101.1%	▼ -2.8%
Price per Square Foot	\$323	\$323	▬ 0.0%	\$327	▼ -1.2%	\$321	\$316	▲ 1.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$429,000	\$464,900	▼ -7.7%	\$415,000	▲ 3.4%	\$424,750	\$439,950	▼ -3.5%
Units Sold	65	80	▼ -18.8%	53	▲ 22.6%	228	282	▼ -19.1%
Active Listings	172	116	▲ 48.3%	143	▲ 20.3%	---	---	---
Months Supply of Inventory	2.6	1.5	▲ 73.3%	2.7	▼ -3.7%	---	---	---
New Listings	158	140	▲ 12.9%	133	▲ 18.8%	449	379	▲ 18.5%
Pending Sales	108	112	▼ -3.6%	95	▲ 13.7%	331	305	▲ 8.5%
Days to Off Market	26	25	▲ 4.0%	41	▼ -36.6%	37	35	▲ 5.7%
Sold to Original Price Ratio	100.7%	102.9%	▼ -2.1%	100.0%	▲ 0.7%	98.8%	101.4%	▼ -2.6%
Price per Square Foot	\$382	\$361	▲ 5.8%	\$368	▲ 3.8%	\$367	\$352	▲ 4.3%



METRO BOSTON REGION

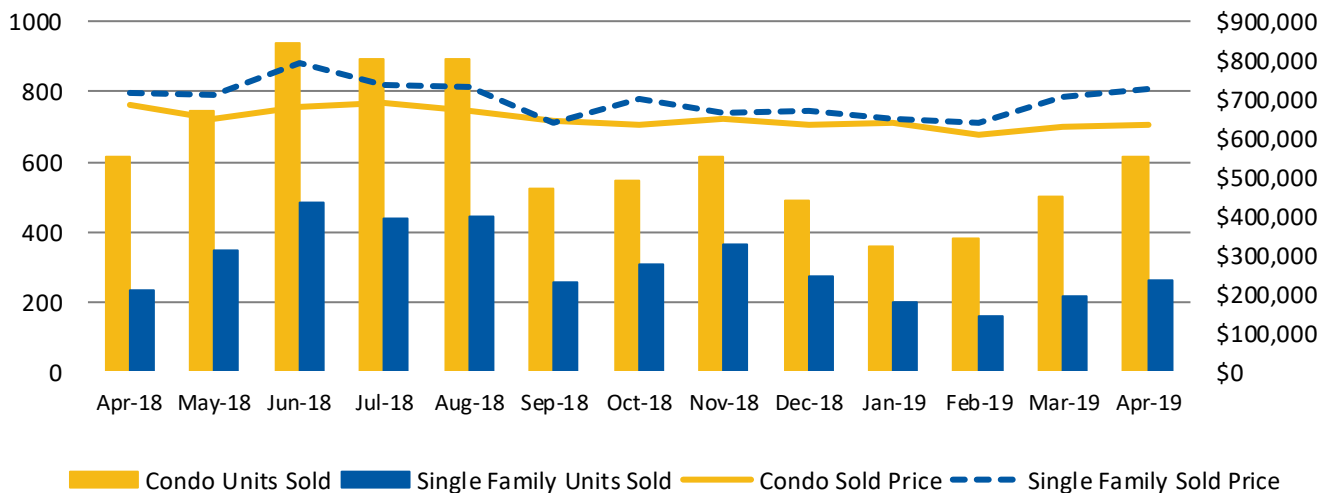
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$725,000	\$715,000	▲ 1.4%	\$707,275	▲ 2.5%	\$697,311	\$647,017	▲ 7.8%
Units Sold	261	231	▲ 13.0%	218	▲ 19.7%	832	790	▲ 5.3%
Active Listings	660	681	▼ -3.1%	613	▲ 7.7%	---	---	---
Months Supply of Inventory	2.5	2.9	▼ -13.8%	2.8	▼ -10.7%	---	---	---
New Listings	575	599	▼ -4.0%	457	▲ 25.8%	1,620	1,505	▲ 7.6%
Pending Sales	454	369	▲ 23.0%	311	▲ 46.0%	1,148	1,002	▲ 14.6%
Days to Off Market	34	28	▲ 21.4%	34	▬ 0.0%	42	34	▲ 23.5%
Sold to Original Price Ratio	99.1%	101.5%	▼ -2.4%	98.7%	▲ 0.4%	97.7%	99.5%	▼ -1.8%
Price per Square Foot	\$428	\$414	▲ 3.4%	\$422	▲ 1.4%	\$417	\$395	▲ 5.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$634,500	\$685,000	▼ -7.4%	\$630,000	▲ 0.7%	\$629,000	\$650,000	▼ -3.2%
Units Sold	616	613	▲ 0.5%	499	▲ 23.4%	1,857	1,919	▼ -3.2%
Active Listings	1,641	1,416	▲ 15.9%	1,542	▲ 6.4%	---	---	---
Months Supply of Inventory	2.7	2.3	▲ 17.4%	3.1	▼ -12.9%	---	---	---
New Listings	1,267	1,227	▲ 3.3%	1,031	▲ 22.9%	3,760	3,325	▲ 13.1%
Pending Sales	962	776	▲ 24.0%	702	▲ 37.0%	2,569	2,353	▲ 9.2%
Days to Off Market	37	27	▲ 37.0%	43	▼ -14.0%	44	35	▲ 25.7%
Sold to Original Price Ratio	99.3%	102.2%	▼ -2.8%	98.7%	▲ 0.6%	98.3%	100.3%	▼ -2.0%
Price per Square Foot	\$665	\$707	▼ -5.9%	\$650	▲ 2.3%	\$649	\$665	▼ -2.4%



METRO WEST REGION

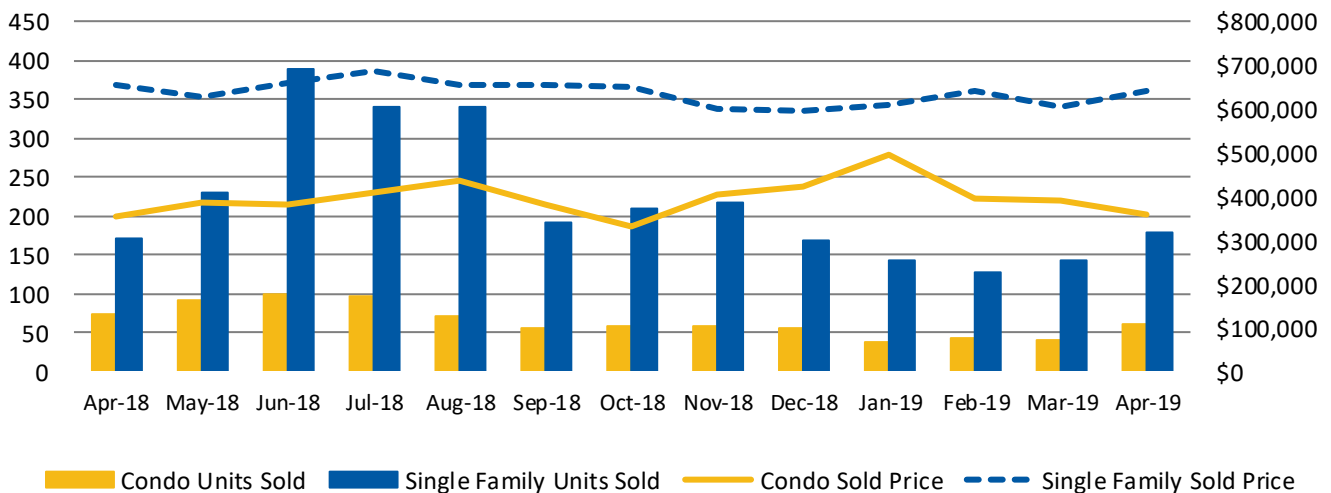
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$640,000	\$657,000	▼ -2.6%	\$606,250	▲ 5.6%	\$627,000	\$598,950	▲ 4.7%
Units Sold	179	171	▲ 4.7%	144	▲ 24.3%	596	564	▲ 5.7%
Active Listings	618	619	▼ -0.2%	561	▲ 10.2%	---	---	---
Months Supply of Inventory	3.5	3.6	▼ -2.8%	3.9	▼ -10.3%	---	---	---
New Listings	393	452	▼ -13.1%	346	▲ 13.6%	1,206	1,200	▲ 0.5%
Pending Sales	288	304	▼ -5.3%	236	▲ 22.0%	823	816	▲ 0.9%
Days to Off Market	37	38	▼ -2.6%	47	▼ -21.3%	48	48	▬ 0.0%
Sold to Original Price Ratio	97.3%	100.0%	▼ -2.7%	97.1%	▲ 0.2%	96.5%	97.9%	▼ -1.4%
Price per Square Foot	\$317	\$318	▼ -0.3%	\$306	▲ 3.6%	\$306	\$302	▲ 1.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$360,000	\$353,000	▲ 2.0%	\$392,500	▼ -8.3%	\$390,950	\$389,900	▲ 0.3%
Units Sold	60	75	▼ -20.0%	40	▲ 50.0%	182	217	▼ -16.1%
Active Listings	142	144	▼ -1.4%	150	▼ -5.3%	---	---	---
Months Supply of Inventory	2.4	1.9	▲ 26.3%	3.8	▼ -36.8%	---	---	---
New Listings	97	124	▼ -21.8%	97	▬ 0.0%	328	360	▼ -8.9%
Pending Sales	85	98	▼ -13.3%	85	▬ 0.0%	271	305	▼ -11.1%
Days to Off Market	52	23	▲ 126.1%	46	▲ 13.0%	59	42	▲ 40.5%
Sold to Original Price Ratio	100.0%	100.9%	▼ -0.9%	98.1%	▲ 1.9%	97.8%	99.6%	▼ -1.8%
Price per Square Foot	\$282	\$272	▲ 3.7%	\$268	▲ 5.2%	\$271	\$270	▲ 0.4%



SOUTHERN NORFOLK REGION

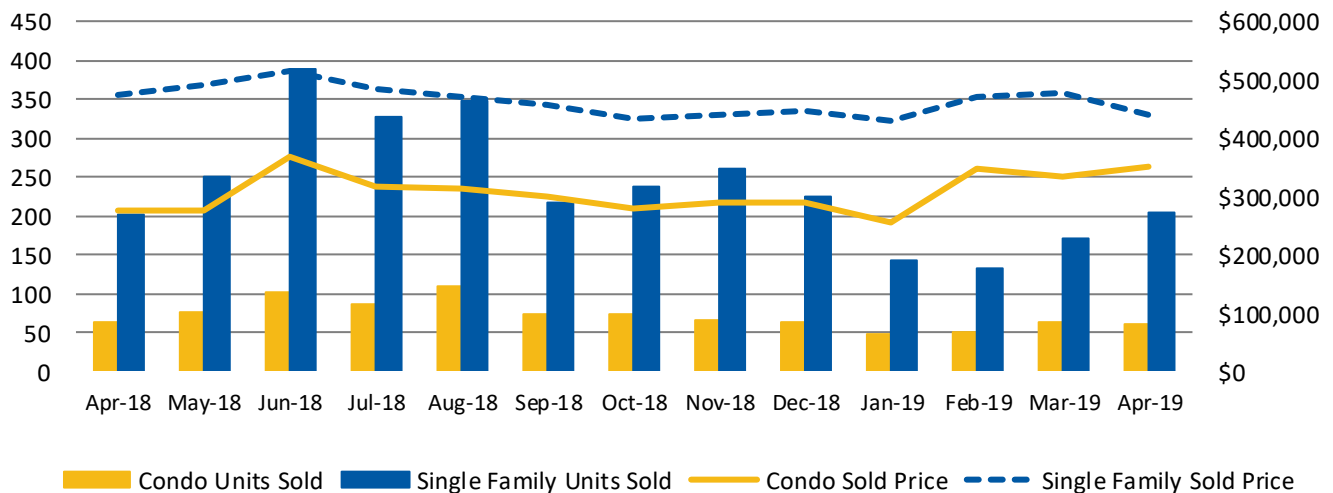
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$440,000	\$473,659	▼ -7.1%	\$478,000	▼ -7.9%	\$455,000	\$435,000	▲ 4.6%
Units Sold	205	202	▲ 1.5%	172	▲ 19.2%	654	656	▼ -0.3%
Active Listings	533	638	▼ -16.5%	479	▲ 11.3%	---	---	---
Months Supply of Inventory	2.6	3.2	▼ -18.8%	2.8	▼ -7.1%	---	---	---
New Listings	414	446	▼ -7.2%	303	▲ 36.6%	1,155	1,217	▼ -5.1%
Pending Sales	304	295	▲ 3.1%	252	▲ 20.6%	867	822	▲ 5.5%
Days to Off Market	37	31	▲ 19.4%	50	▼ -26.0%	52	42	▲ 23.8%
Sold to Original Price Ratio	98.0%	98.7%	▼ -0.7%	96.5%	▲ 1.6%	96.3%	98.1%	▼ -1.8%
Price per Square Foot	\$255	\$251	▲ 1.6%	\$245	▲ 4.1%	\$247	\$247	■ 0.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$351,000	\$275,000	▲ 27.6%	\$335,000	▲ 4.8%	\$335,000	\$280,000	▲ 19.6%
Units Sold	60	63	▼ -4.8%	65	▼ -7.7%	224	195	▲ 14.9%
Active Listings	194	158	▲ 22.8%	170	▲ 14.1%	---	---	---
Months Supply of Inventory	3.2	2.5	▲ 28.0%	2.6	▲ 23.1%	---	---	---
New Listings	129	132	▼ -2.3%	126	▲ 2.4%	451	358	▲ 26.0%
Pending Sales	91	107	▼ -15.0%	99	▼ -8.1%	331	267	▲ 24.0%
Days to Off Market	34	36	▼ -5.6%	45	▼ -24.4%	46	45	▲ 2.2%
Sold to Original Price Ratio	99.7%	99.8%	▼ -0.1%	100.0%	▼ -0.3%	99.1%	99.1%	■ 0.0%
Price per Square Foot	\$239	\$221	▲ 8.1%	\$236	▲ 1.3%	\$233	\$222	▲ 5.0%



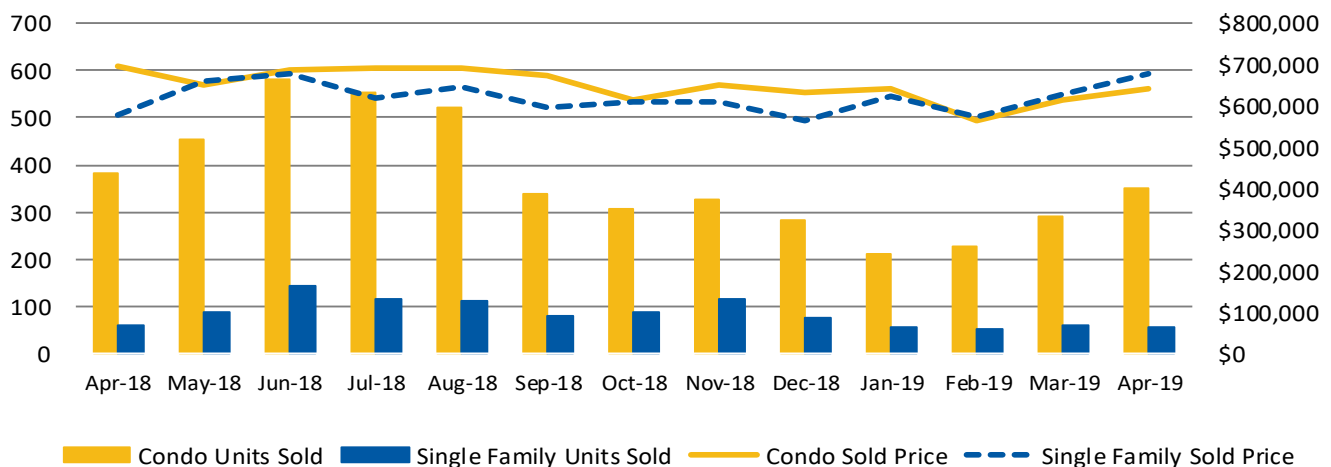
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change	
Median Selling Price	\$679,000	\$577,500	▲ 17.6%	\$627,500	▲ 8.2%	\$627,500	\$570,000	▲ 10.1%	
Units Sold	55	58	▼ -5.2%	58	▼ -5.2%	220	213	▲ 3.3%	
Active Listings	174	206	▼ -15.5%	181	▼ -3.9%	---	---	---	
Months Supply of Inventory	3.2	3.6	▼ -11.1%	3.1	▲ 3.2%	---	---	---	
New Listings	145	167	▼ -13.2%	112	▲ 29.5%	421	398	▲ 5.8%	
Pending Sales	124	95	▲ 30.5%	75	▲ 65.3%	299	253	▲ 18.2%	
Days to Off Market	35	29	▲ 20.7%	34	▲ 2.9%	43	39	▲ 10.3%	
Sold to Original Price Ratio	98.6%	102.6%	▼ -3.9%	98.5%	▲ 0.1%	98.0%	99.2%	▼ -1.2%	
Price per Square Foot	\$425	\$427	▼ -0.5%	\$417	▲ 1.9%	\$414	\$411	▲ 0.7%	

Condominiums

	Year over Year			Month over Month			Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change	
Median Selling Price	\$640,000	\$697,000	▼ -8.2%	\$613,000	▲ 4.4%	\$619,500	\$640,000	▼ -3.2%	
Units Sold	349	384	▼ -9.1%	292	▲ 19.5%	1,078	1,199	▼ -10.1%	
Active Listings	1,060	1,017	▲ 4.2%	1,022	▲ 3.7%	---	---	---	
Months Supply of Inventory	3.0	2.6	▲ 15.4%	3.5	▼ -14.3%	---	---	---	
New Listings	750	786	▼ -4.6%	599	▲ 25.2%	2,255	2,129	▲ 5.9%	
Pending Sales	571	471	▲ 21.2%	413	▲ 38.3%	1,510	1,465	▲ 3.1%	
Days to Off Market	41	30	▲ 36.7%	49	▼ -16.3%	49	38	▲ 28.9%	
Sold to Original Price Ratio	98.6%	101.6%	▼ -3.0%	97.7%	▲ 0.9%	97.6%	99.6%	▼ -2.0%	
Price per Square Foot	\$746	\$783	▼ -4.7%	\$712	▲ 4.8%	\$715	\$734	▼ -2.6%	



MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

2 Family Homes

	Year over Year			Month over Month			Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change	
Median Selling Price	\$680,000	\$693,500	▼ -1.9%	\$695,000	▼ -2.2%	\$687,500	\$650,000	▲ 5.8%	
Units Sold	103	114	▼ -9.6%	102	▲ 1.0%	372	371	▲ 0.3%	
Active Listings	248	290	▼ -14.5%	250	▼ -0.8%	---	---	---	
Months Supply of Inventory	2.4	2.5	▼ -4.0%	2.5	▼ -4.0%	---	---	---	
New Listings	214	219	▼ -2.3%	185	▲ 15.7%	656	641	▲ 2.3%	
Pending Sales	159	143	▲ 11.2%	121	▲ 31.4%	447	426	▲ 4.9%	
Days to Off Market	31	31	▬ 0.0%	42	▼ -26.2%	41	37	▲ 10.8%	
Sold to Original Price Ratio	98.0%	103.4%	▼ -5.2%	97.3%	▲ 0.7%	97.3%	101.7%	▼ -4.3%	
Price per Square Foot	\$292	\$302	▼ -3.3%	\$310	▼ -5.8%	\$298	\$292	▲ 2.1%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$800,000	\$962,500	▼ -16.9%	\$890,000	▼ -10.1%	\$825,000	\$835,000	▼ -1.2%
Units Sold	50	36	▲ 38.9%	33	▲ 51.5%	143	151	▼ -5.3%
Active Listings	137	133	▲ 3.0%	121	▲ 13.2%	---	---	---
Months Supply of Inventory	2.7	3.7	▼ -27.0%	3.7	▼ -27.0%	---	---	---
New Listings	104	86	▲ 20.9%	83	▲ 25.3%	303	261	▲ 16.1%
Pending Sales	62	60	▲ 3.3%	53	▲ 17.0%	178	170	▲ 4.7%
Days to Off Market	41	40	▲ 2.5%	40	▲ 2.5%	47	41	▲ 14.6%
Sold to Original Price Ratio	100.0%	100.6%	▼ -0.6%	95.4%	▲ 4.8%	96.0%	98.7%	▼ -2.7%
Price per Square Foot	\$304	\$336	▼ -9.5%	\$279	▲ 9.0%	\$287	\$294	▼ -2.4%

4 Family Homes

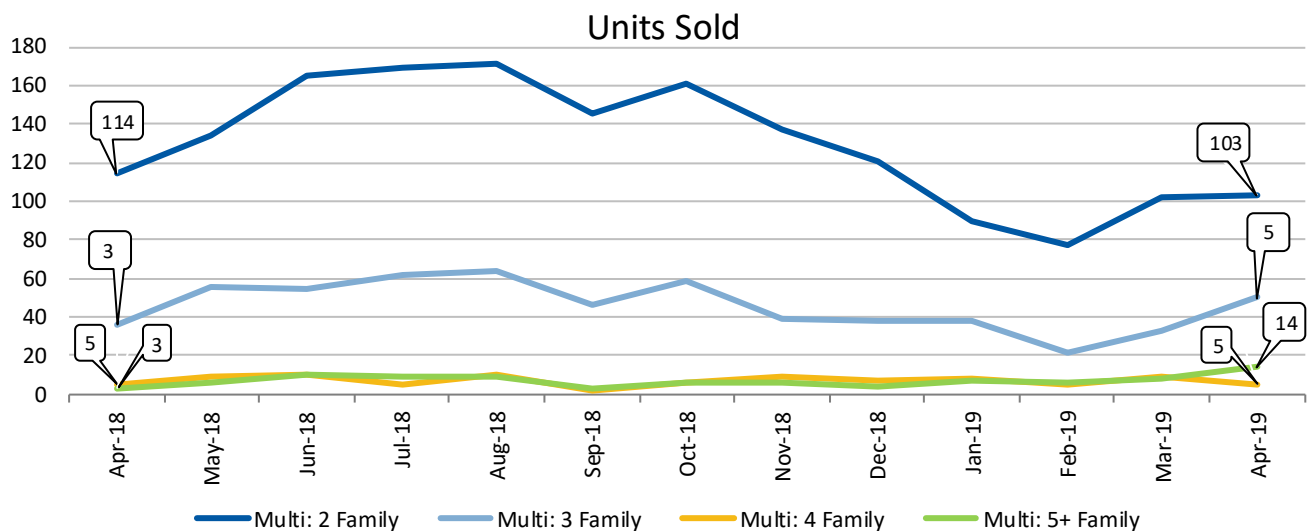
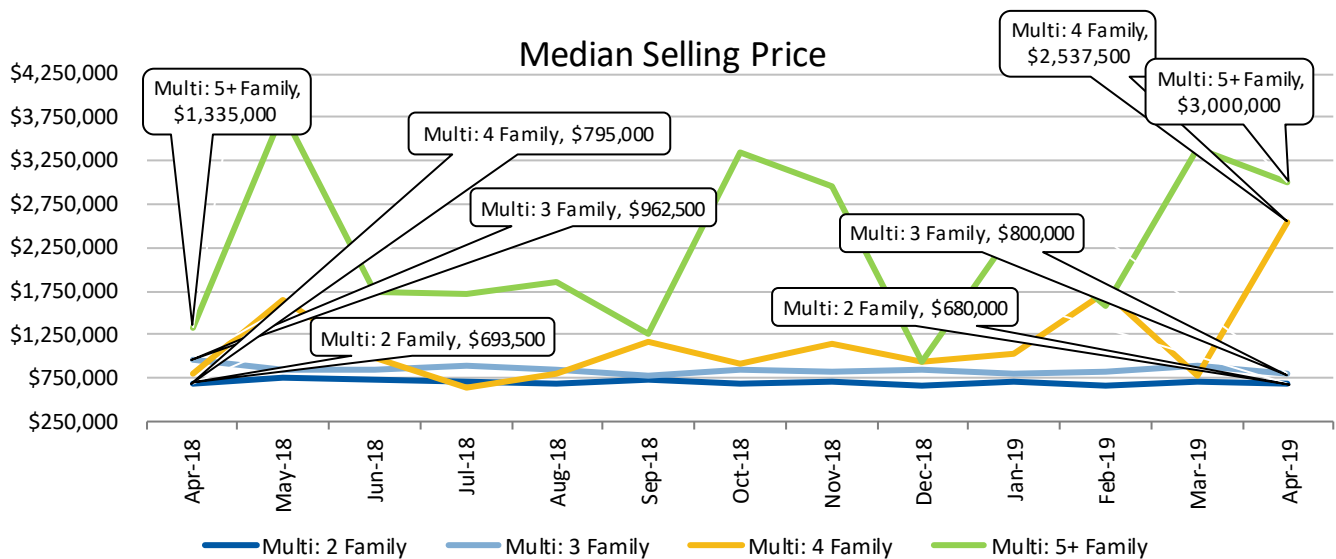
	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$2,537,500	\$795,000	▲ 219.2%	\$765,000	▲ 231.7%	\$1,100,000	\$860,000	▲ 27.9%
Units Sold	5	5	▬ 0.0%	9	▼ -44.4%	27	19	▲ 42.1%
Active Listings	22	21	▲ 4.8%	28	▼ -21.4%	---	---	---
Months Supply of Inventory	4.4	4.2	▲ 4.8%	3.1	▲ 41.9%	---	---	---
New Listings	12	17	▼ -29.4%	14	▼ -14.3%	49	45	▲ 8.9%
Pending Sales	10	8	▲ 25.0%	5	▲ 100.0%	28	24	▲ 16.7%
Days to Off Market	36	38	▼ -5.3%	88	▼ -59.1%	43	36	▲ 19.4%
Sold to Original Price Ratio	102.2%	100.8%	▲ 1.4%	91.7%	▲ 11.5%	94.3%	92.8%	▲ 1.6%
Price per Square Foot	\$627	\$294	▲ 113.3%	\$286	▲ 119.2%	\$397	\$305	▲ 30.2%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

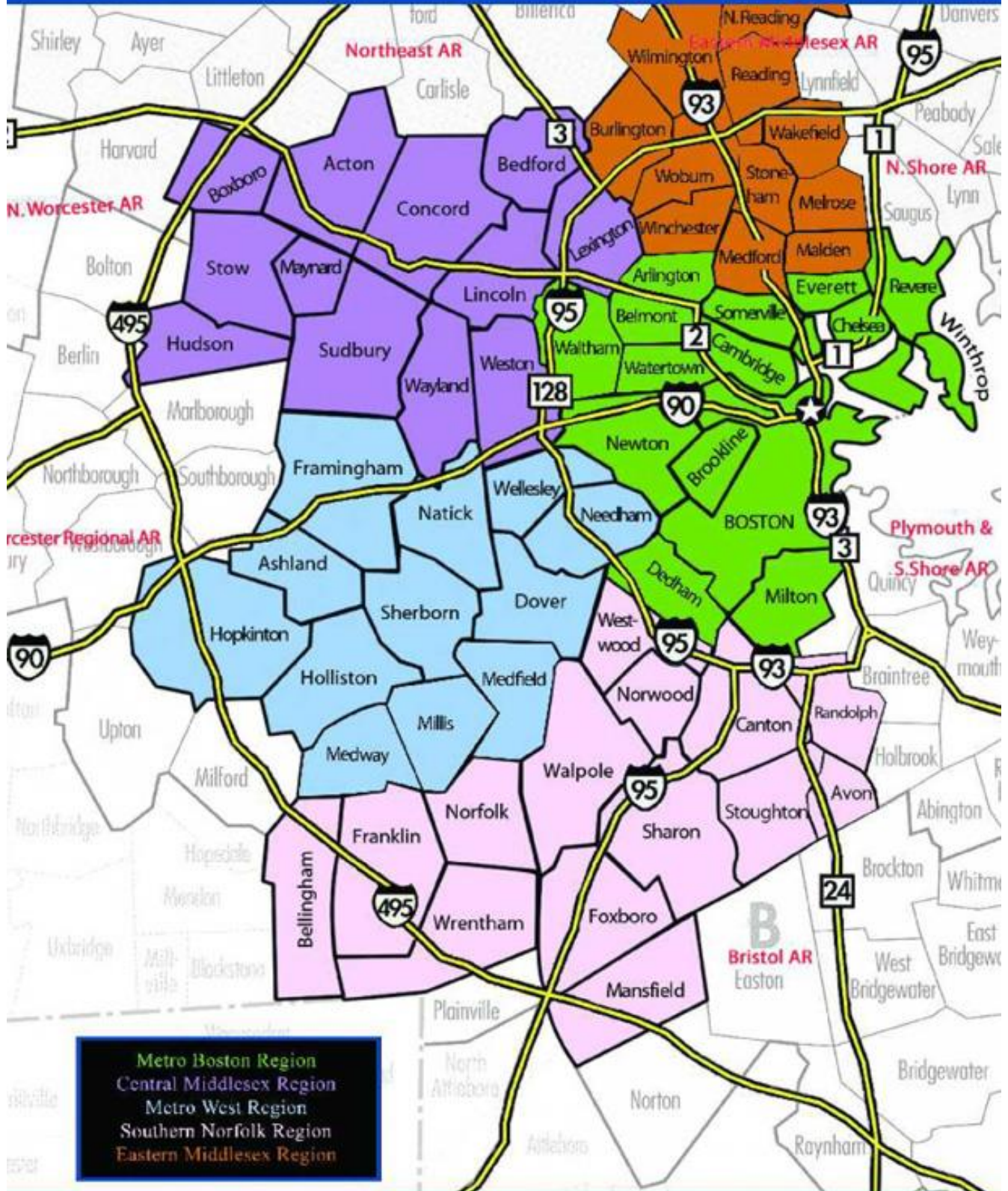
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2019	Apr 2018	Change	Mar 2019	Change	2019	2018	Change
Median Selling Price	\$3,000,000	\$1,335,000	▲ 124.7%	\$3,400,000	▼ -11.8%	\$2,900,000	\$1,505,500	▲ 92.6%
Units Sold	14	3	▲ 366.7%	8	▲ 75.0%	35	28	▲ 25.0%
Active Listings	30	38	▼ -21.1%	37	▼ -18.9%	---	---	---
Months Supply of Inventory	2.1	12.7	▼ -83.5%	4.6	▼ -54.3%	---	---	---
New Listings	13	17	▼ -23.5%	16	▼ -18.8%	61	53	▲ 15.1%
Pending Sales	10	9	▲ 11.1%	13	▼ -23.1%	42	30	▲ 40.0%
Days to Off Market	102	43	▲ 137.2%	61	▲ 67.2%	68	43	▲ 58.1%
Sold to Original Price Ratio	90.9%	104.0%	▼ -12.6%	92.9%	▼ -2.2%	93.4%	102.4%	▼ -8.8%
Price per Square Foot	\$524	\$290	▲ 80.7%	\$475	▲ 10.3%	\$472	\$523	▼ -9.8%



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.