

# MONTHLY MARKET INSIGHTS REPORT

## DECEMBER 2018

### Detached Single-Family Homes

The 965 homes sold in December was an 8.4. percent decrease in sales volume from the December 2017 sales total of 1,053 homes sold. Additionally, the median sales price reached a new record high for the month at \$590,000, which is a very modest .2 percent increase from the December 2017 median sales price of \$589,000

### Condominiums

With 731 condos sold, it was a 11.5 decrease in sales from the 826 units sold in December 2017. The median sales price for condos fell .02 percent from \$540,000 in December 2017 to \$539,000 last month.

### Multi-Family Homes

This month, 170 multi-family homes were sold in Greater Boston, which was a 11.9 percent decrease on the 193 units sold in December 2017.



## CONTENTS

Greater Boston	2
Units Sold	3
Median Selling Price	4
Active Listings	5
New Listings	6
Pending Sales	7
Central Middlesex	8
Eastern Middlesex	9
Metro Boston	10
Metro West	11
Southern Norfolk	12
City of Boston	13
Multi-Family	14
Regional Map	16
Glossary	17

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Data thru 1/10/2019

# GREATER BOSTON MARKET SUMMARY

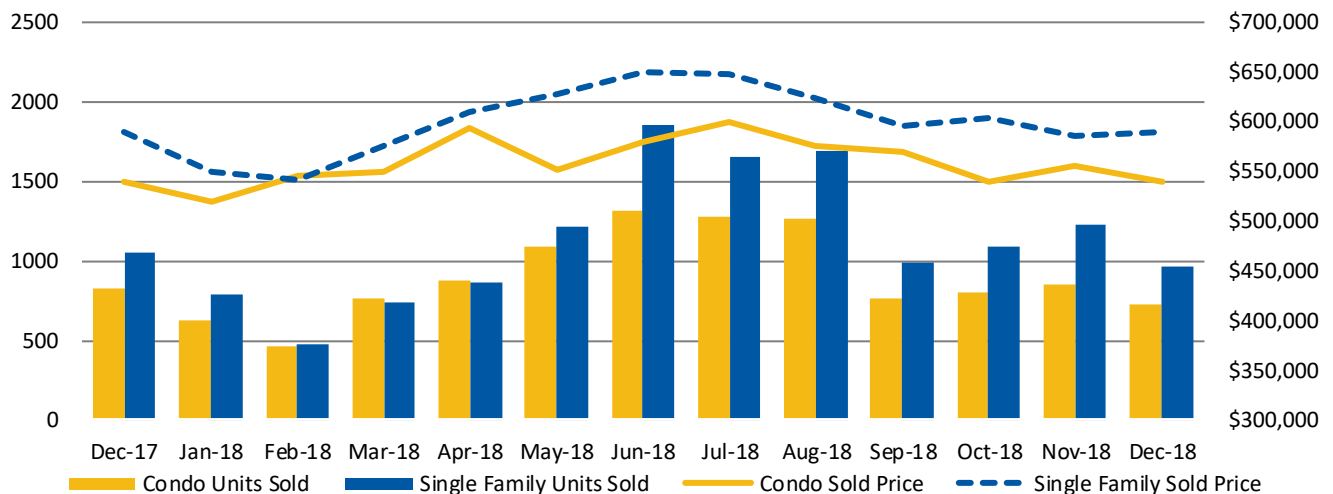
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$590,000	\$589,000	▲ 0.2%	\$586,000	▲ 0.7%	\$610,000	\$580,000	▲ 5.2%
Units Sold	965	1,053	▼ -8.4%	1,233	▼ -21.7%	13,568	13,867	▼ -2.2%
Active Listings	1,677	1,722	▼ -2.6%	2,610	▼ -35.7%	---	---	---
Months Supply of Inventory	1.7	1.6	▲ 6.3%	2.1	▼ -19.0%	---	---	---
New Listings	422	406	▲ 3.9%	884	▼ -52.3%	17,583	17,079	▲ 3.0%
Pending Sales	708	647	▲ 9.4%	991	▼ -28.6%	13,599	13,771	▼ -1.2%
Days to Off Market	63	57	▲ 10.5%	51	▲ 23.5%	41	44	▼ -6.8%
Sold to Original Price Ratio	96.2%	97.7%	▼ -1.5%	97.5%	▼ -1.3%	99.2%	99.0%	▲ 0.2%
Price per Square Foot	\$318	\$313	▲ 1.6%	\$331	▼ -3.9%	\$329	\$312	▲ 5.4%

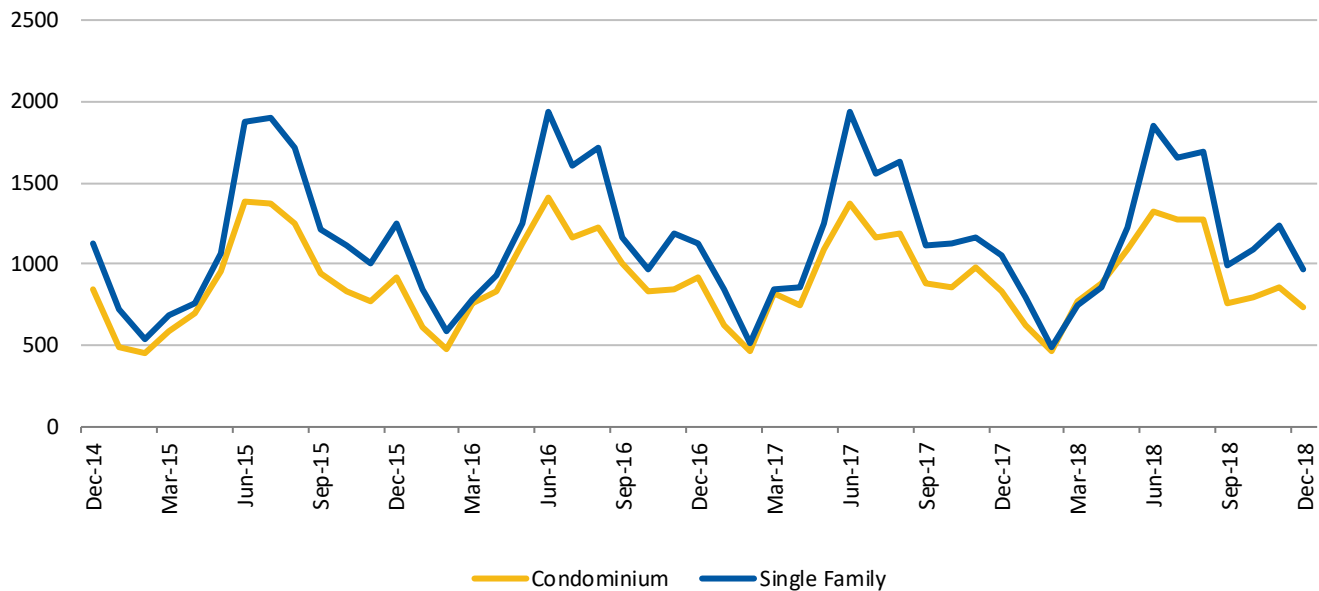
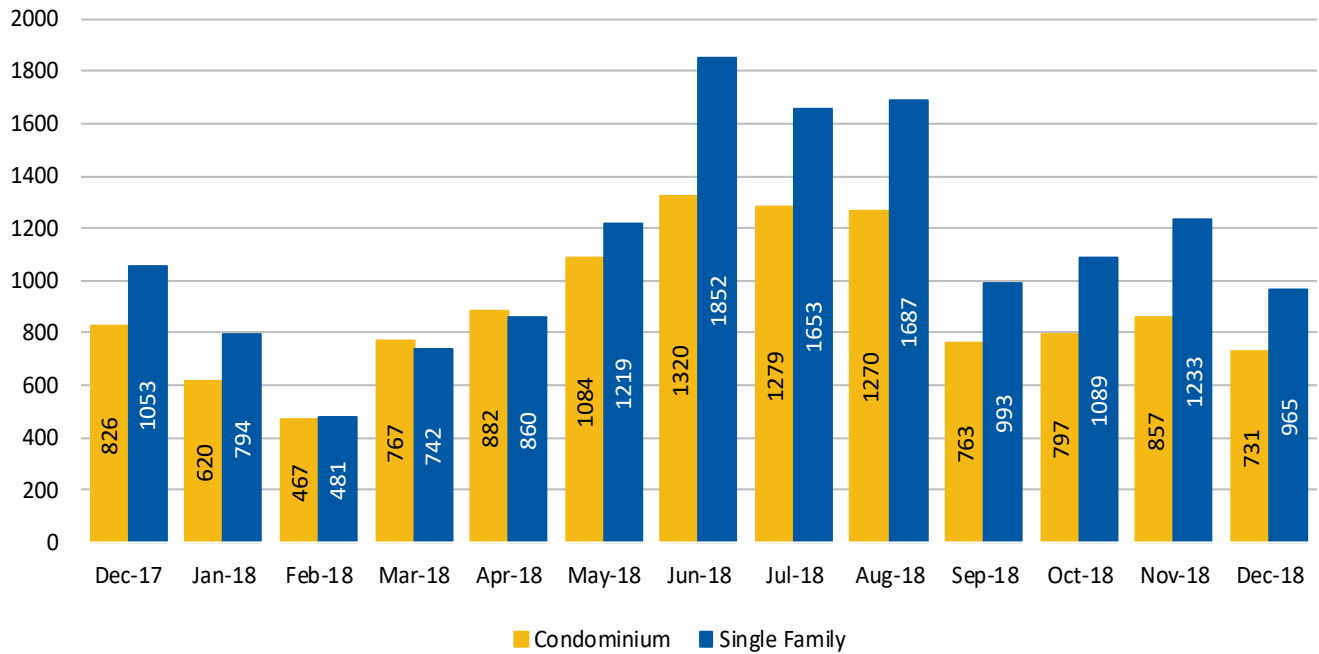
## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$539,900	\$540,000	▼ 0.0%	\$555,000	▼ -2.7%	\$565,000	\$523,000	▲ 8.0%
Units Sold	731	826	▼ -11.5%	857	▼ -14.7%	10,837	11,025	▼ -1.7%
Active Listings	1,476	1,210	▲ 22.0%	2,227	▼ -33.7%	---	---	---
Months Supply of Inventory	2.0	1.5	▲ 33.3%	2.6	▼ -23.1%	---	---	---
New Listings	345	357	▼ -3.4%	838	▼ -58.8%	13,988	13,457	▲ 3.9%
Pending Sales	536	597	▼ -10.2%	752	▼ -28.7%	10,721	11,144	▼ -3.8%
Days to Off Market	57	49	▲ 16.3%	43	▲ 32.6%	37	37	▲ 0.0%
Sold to Original Price Ratio	98.2%	99.0%	▼ -0.8%	99.0%	▼ -0.8%	100.4%	100.6%	▼ -0.2%
Price per Square Foot	\$532	\$511	▲ 4.1%	\$558	▼ -4.7%	\$560	\$521	▲ 7.5%



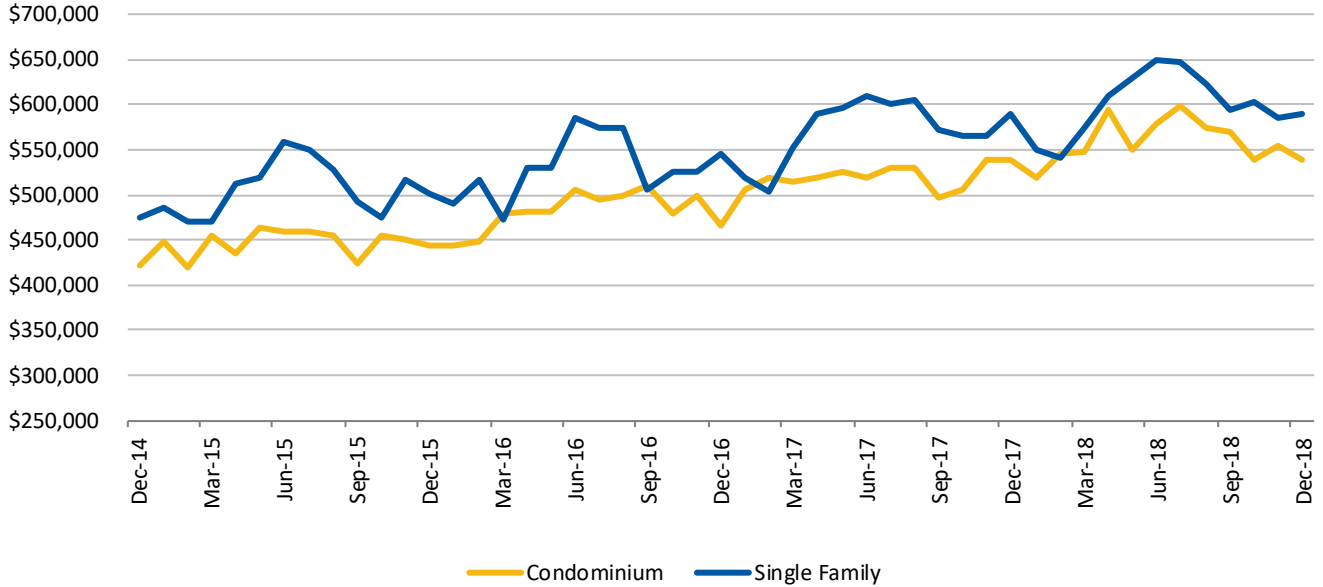
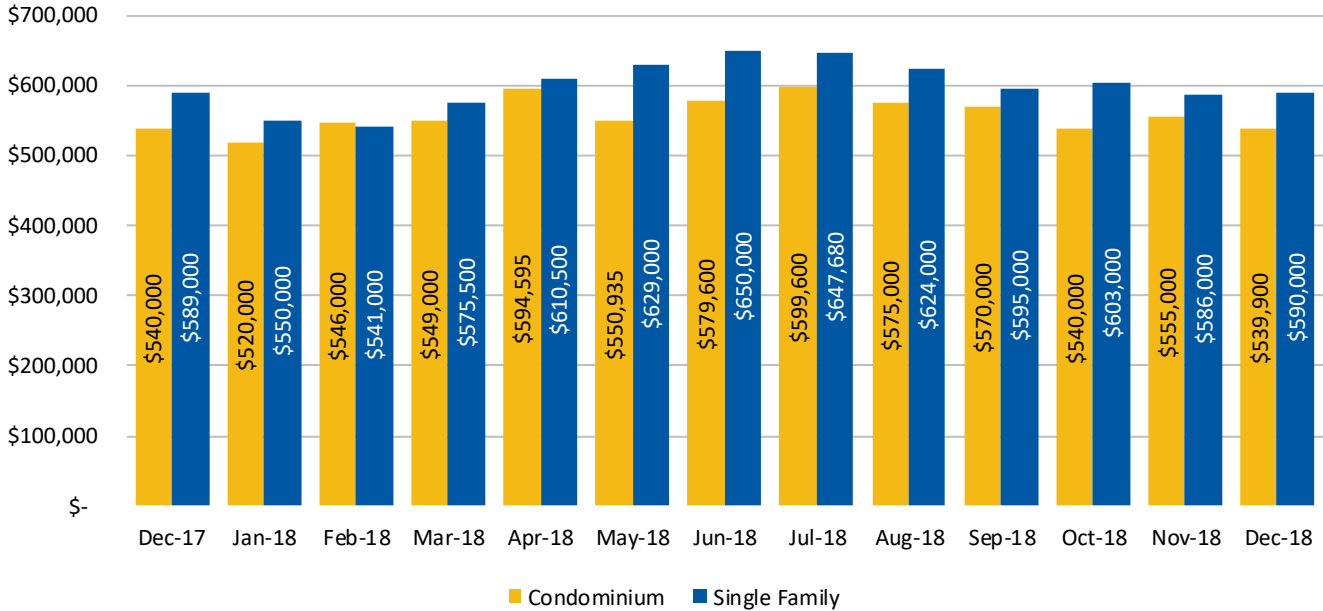
# UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
<b>SINGLE FAMILY HOMES</b>	965	1,053	▼ -8.4%	1,233	▼ -21.7%	13,568	13,867	▼ -2.2%
<b>CONDOMINIUMS</b>	731	826	▼ -11.5%	857	▼ -14.7%	10,837	11,025	▼ -1.7%



# MEDIAN SELLING PRICE

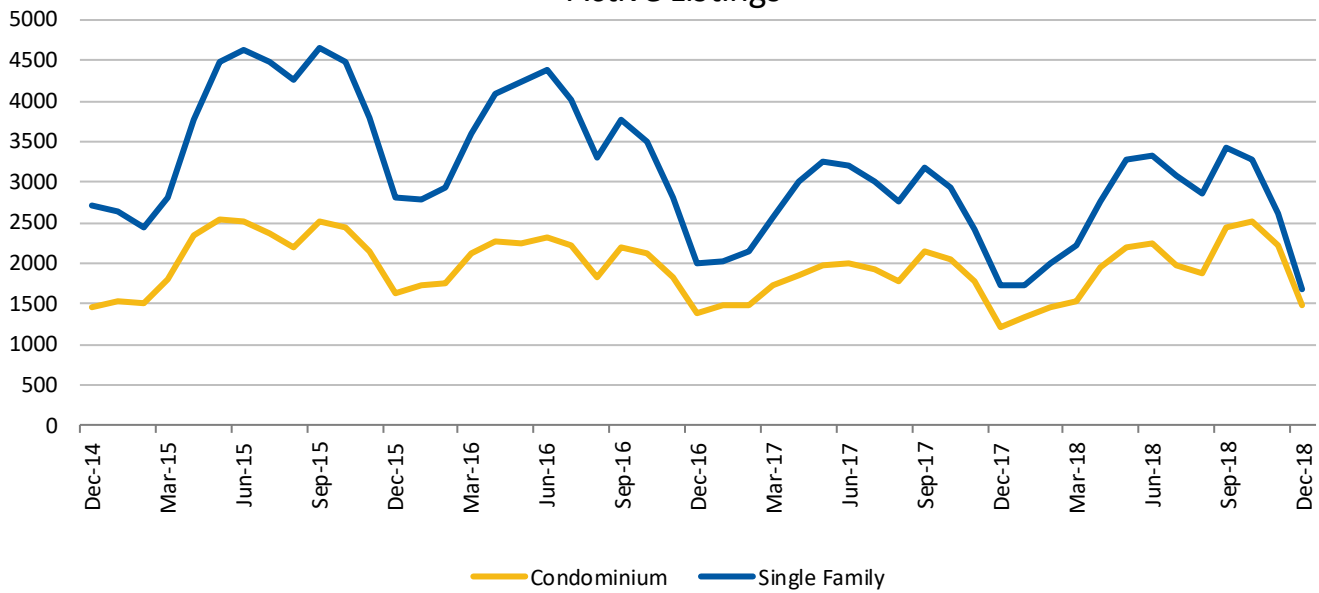
	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
<b>SINGLE FAMILY HOMES</b>	<b>\$590,000</b>	\$589,000	▲ 0.2%	\$586,000	▲ 0.7%	<b>\$610,000</b>	\$580,000	▲ 5.2%
<b>CONDOMINIUMS</b>	<b>\$539,900</b>	\$540,000	▼ 0.0%	\$555,000	▼ -2.7%	<b>\$565,000</b>	\$523,000	▲ 8.0%



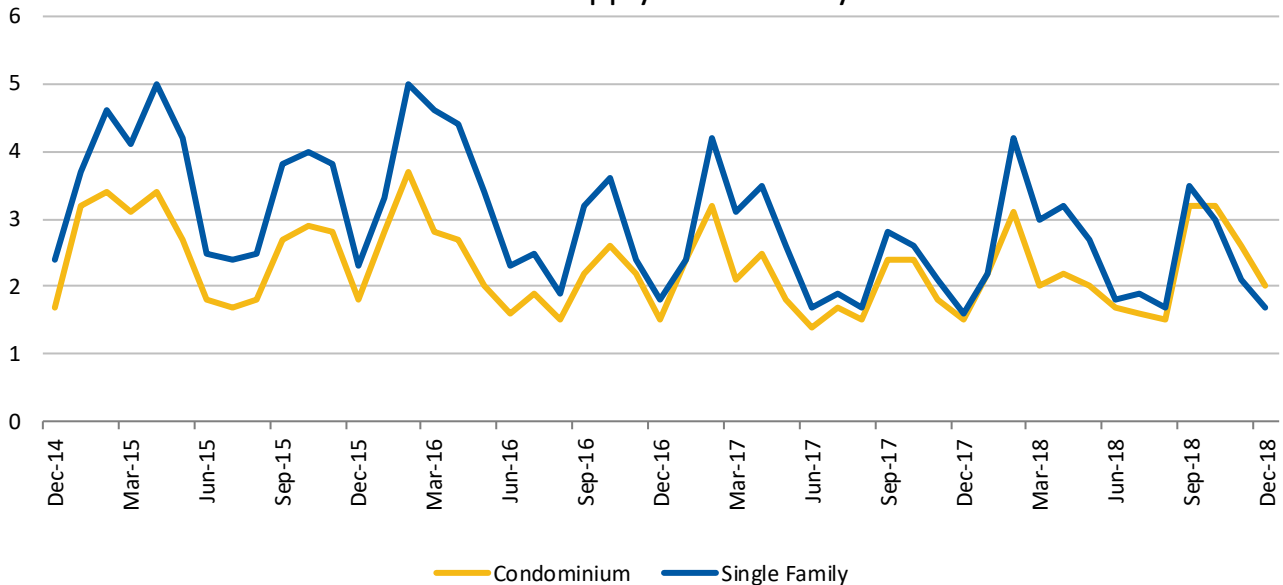
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		Dec 2018	Dec 2017	Change	Nov 2018	Change
SINGLE FAMILY HOMES	Active Listings	1,677	1,722	▼ -2.6%	2,610	▼ -35.7%
	Months Supply of Inventory	1.7	1.6	▲ 6.3%	2.1	▼ -19.0%
CONDOMINIUMS	Active Listings	1,476	1,210	▲ 22.0%	2,227	▼ -33.7%
	Months Supply of Inventory	2.0	1.5	▲ 33.3%	2.6	▼ -23.1%

Active Listings

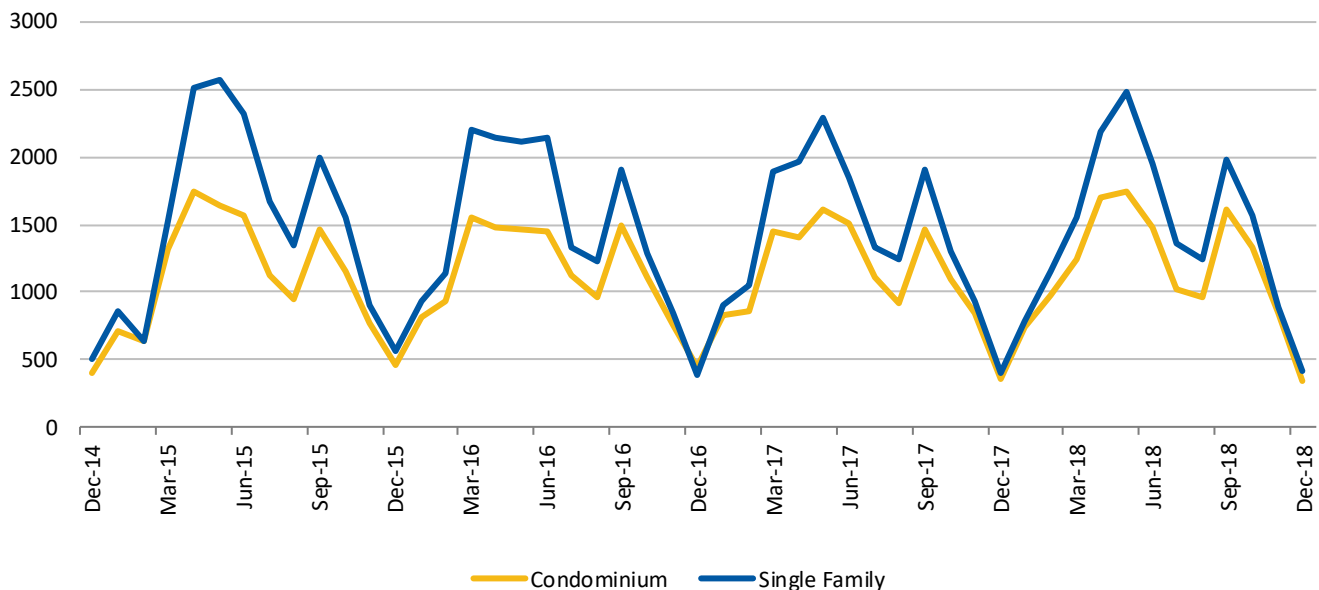
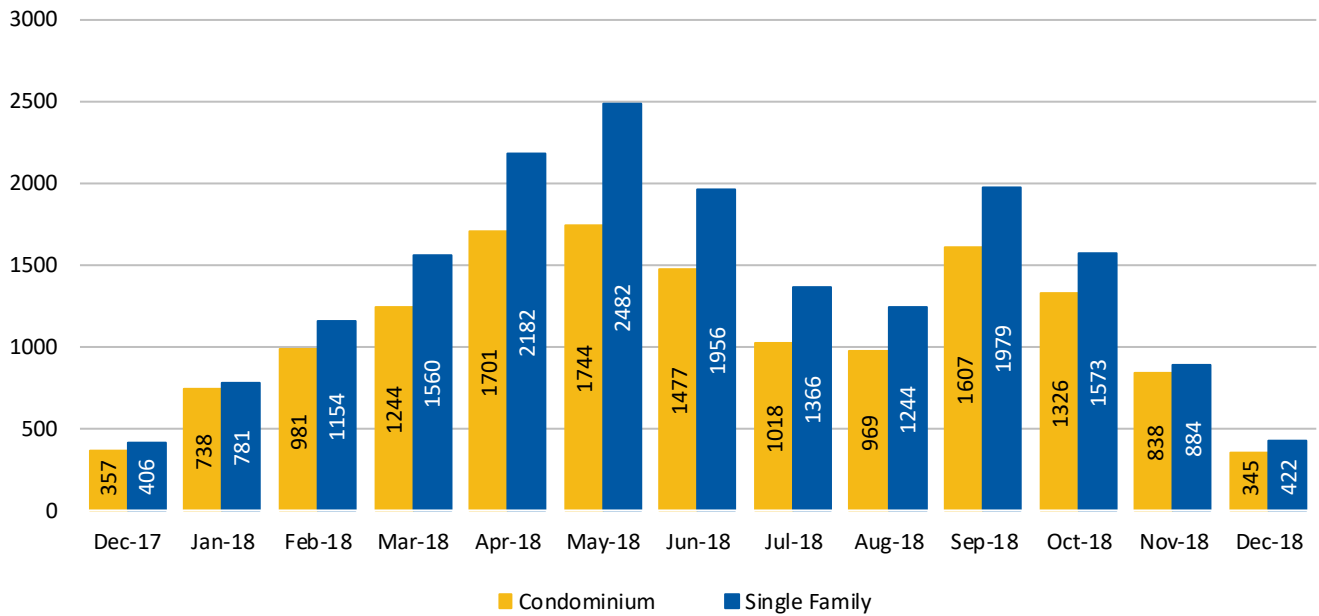


Months Supply of Inventory



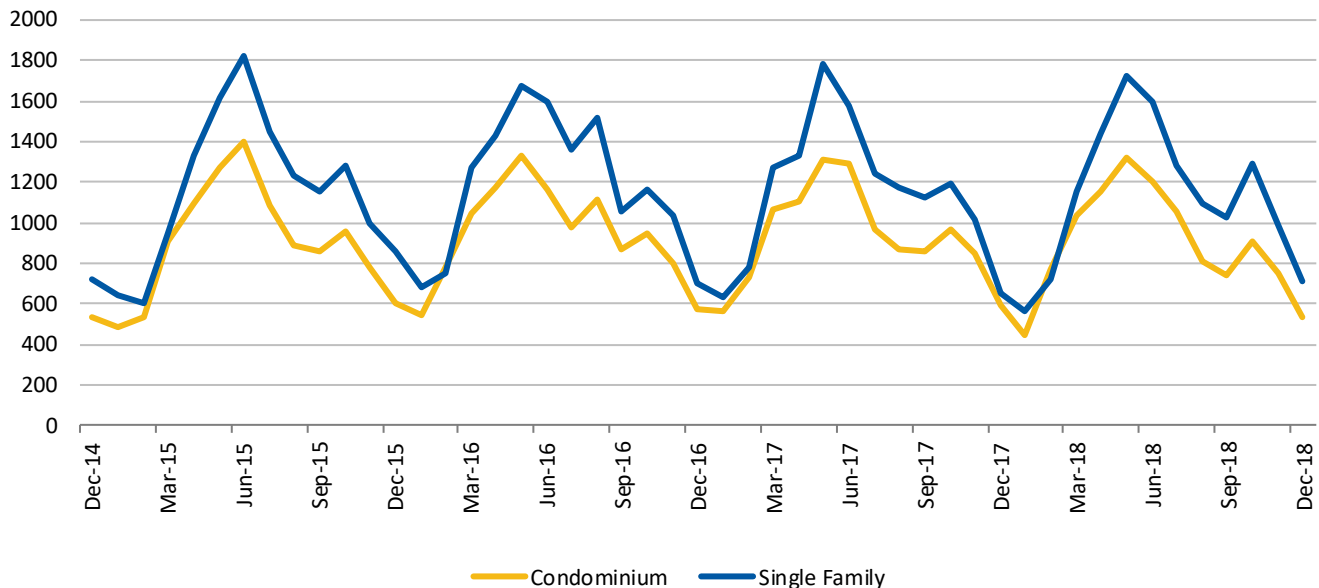
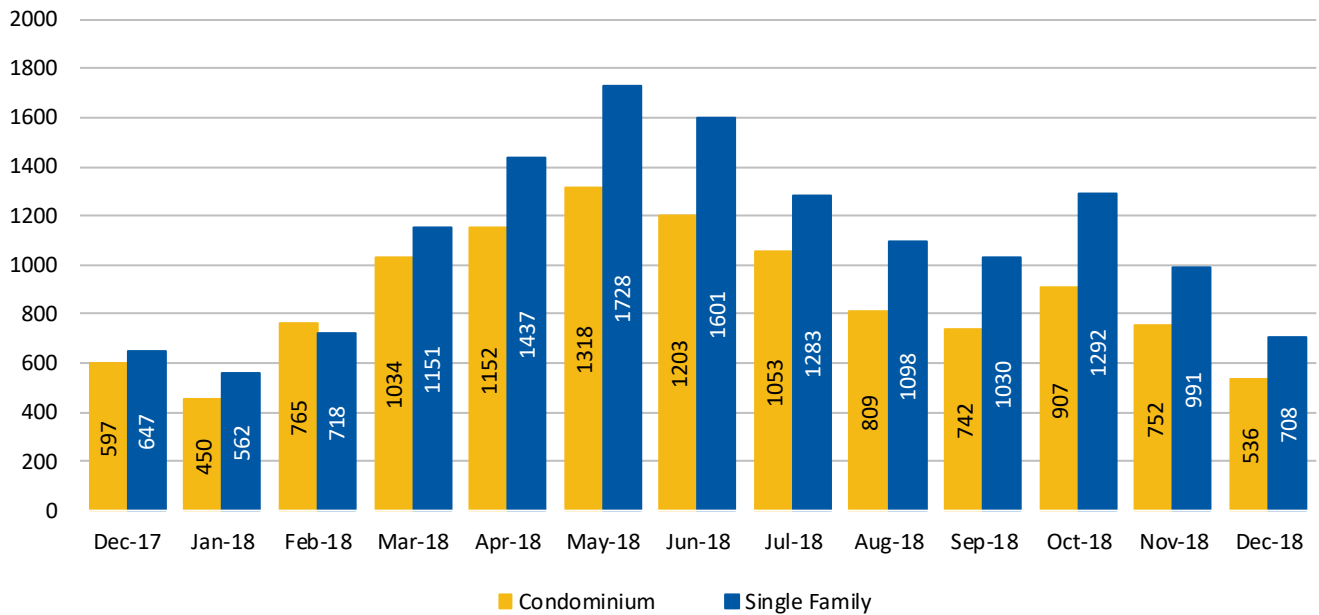
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
<b>SINGLE FAMILY HOMES</b>	<b>422</b>	406	▲ 3.9%	884	▼ -52.3%	<b>17,583</b>	17,079	▲ 3.0%
<b>CONDOMINIUMS</b>	<b>345</b>	357	▼ -3.4%	838	▼ -58.8%	<b>13,988</b>	13,457	▲ 3.9%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
<b>SINGLE FAMILY HOMES</b>	<b>708</b>	647	▲ 9.4%	991	▼ -28.6%	<b>13,599</b>	13,771	▼ -1.2%
<b>CONDOMINIUMS</b>	<b>536</b>	597	▼ -10.2%	752	▼ -28.7%	<b>10,721</b>	11,144	▼ -3.8%



# CENTRAL MIDDLESEX REGION

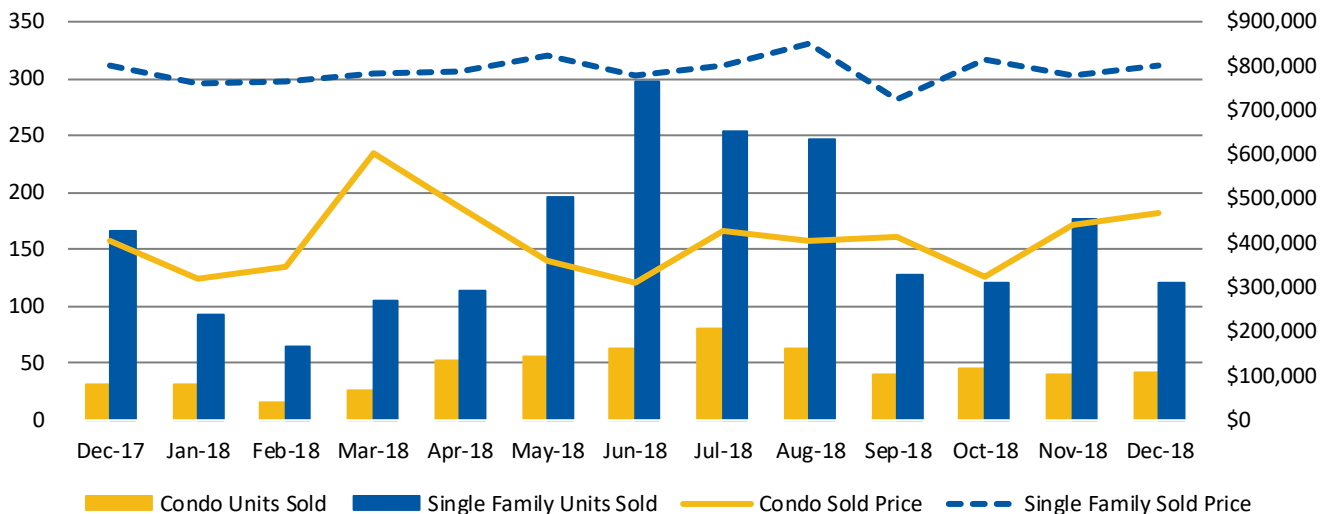
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$801,000	\$799,950	▲ 0.1%	\$780,000	▲ 2.7%	\$790,155	\$750,000	▲ 5.4%
Units Sold	121	166	▼ -27.1%	177	▼ -31.6%	1,913	1,973	▼ -3.0%
Active Listings	290	318	▼ -8.8%	421	▼ -31.1%	---	---	---
Months Supply of Inventory	2.4	1.9	▲ 26.3%	2.4	■ 0.0%	---	---	---
New Listings	53	49	▲ 8.2%	94	▼ -43.6%	2,546	2,519	▲ 1.1%
Pending Sales	78	82	▼ -4.9%	116	▼ -32.8%	1,922	1,953	▼ -1.6%
Days to Off Market	77	86	▼ -10.5%	59	▲ 30.5%	52	57	▼ -8.8%
Sold to Original Price Ratio	95.4%	96.2%	▼ -0.8%	96.8%	▼ -1.4%	98.0%	97.3%	▲ 0.7%
Price per Square Foot	\$322	\$315	▲ 2.2%	\$328	▼ -1.8%	\$323	\$307	▲ 5.2%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$466,500	\$405,000	▲ 15.2%	\$438,950	▲ 6.3%	\$404,500	\$385,000	▲ 5.1%
Units Sold	41	31	▲ 32.3%	40	▲ 2.5%	551	602	▼ -8.5%
Active Listings	83	81	▲ 2.5%	123	▼ -32.5%	---	---	---
Months Supply of Inventory	2.0	2.6	▼ -23.1%	3.1	▼ -35.5%	---	---	---
New Listings	17	14	▲ 21.4%	36	▼ -52.8%	694	700	▼ -0.9%
Pending Sales	33	29	▲ 13.8%	38	▼ -13.2%	560	610	▼ -8.2%
Days to Off Market	75	46	▲ 63.0%	47	▲ 59.6%	49	54	▼ -9.3%
Sold to Original Price Ratio	99.8%	97.5%	▲ 2.4%	98.6%	▲ 1.2%	99.2%	98.2%	▲ 1.0%
Price per Square Foot	\$293	\$257	▲ 14.0%	\$288	▲ 1.7%	\$269	\$263	▲ 2.3%





# EASTERN MIDDLESEX REGION

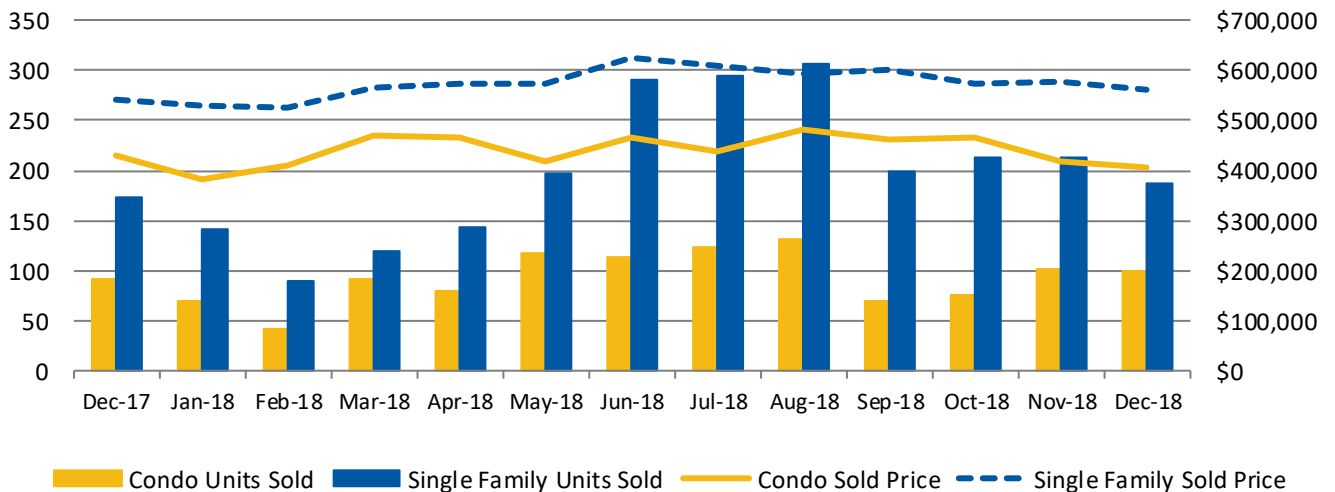
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$560,000	\$540,000	▲ 3.7%	\$579,000	▼ -3.3%	\$585,000	\$555,000	▲ 5.4%
Units Sold	187	174	▲ 7.5%	213	▼ -12.2%	2,394	2,453	▼ -2.4%
Active Listings	233	193	▲ 20.7%	398	▼ -41.5%	---	---	---
Months Supply of Inventory	1.2	1.1	▲ 9.1%	1.9	▼ -36.8%	---	---	---
New Listings	70	72	▼ -2.8%	168	▼ -58.3%	3,001	2,854	▲ 5.2%
Pending Sales	139	103	▲ 35.0%	195	▼ -28.7%	2,420	2,453	▼ -1.3%
Days to Off Market	55	46	▲ 19.6%	40	▲ 37.5%	33	34	▼ -2.9%
Sold to Original Price Ratio	97.7%	100.3%	▼ -2.6%	98.7%	▼ -1.0%	101.0%	101.0%	■ 0.0%
Price per Square Foot	\$308	\$309	▼ -0.3%	\$315	▼ -2.2%	\$325	\$308	▲ 5.5%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$407,500	\$429,900	▼ -5.2%	\$417,000	▼ -2.3%	\$445,000	\$397,715	▲ 11.9%
Units Sold	100	91	▲ 9.9%	102	▼ -2.0%	1,115	1,128	▼ -1.2%
Active Listings	105	65	▲ 61.5%	187	▼ -43.9%	---	---	---
Months Supply of Inventory	1.1	0.7	▲ 57.1%	1.8	▼ -38.9%	---	---	---
New Listings	26	30	▼ -13.3%	103	▼ -74.8%	1,290	1,286	▲ 0.3%
Pending Sales	65	67	▼ -3.0%	101	▼ -35.6%	1,077	1,161	▼ -7.2%
Days to Off Market	42	39	▲ 7.7%	32	▲ 31.3%	31	29	▲ 6.9%
Sold to Original Price Ratio	99.2%	101.1%	▼ -1.9%	99.4%	▼ -0.2%	101.6%	101.8%	▼ -0.2%
Price per Square Foot	\$366	\$353	▲ 3.7%	\$354	▲ 3.4%	\$362	\$335	▲ 8.1%



# METRO BOSTON REGION

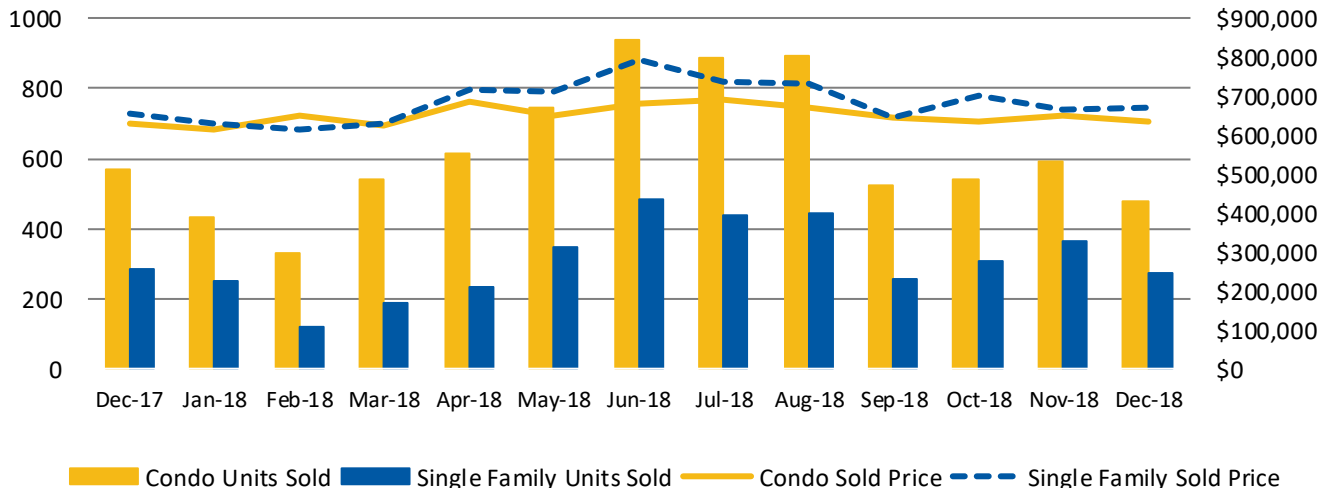
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$670,000	\$657,500	▲ 1.9%	\$665,000	▲ 0.8%	\$692,250	\$650,000	▲ 6.5%
Units Sold	271	286	▼ -5.2%	364	▼ -25.5%	3,701	3,749	▼ -1.3%
Active Listings	375	398	▼ -5.8%	645	▼ -41.9%	---	---	---
Months Supply of Inventory	1.4	1.4	■ 0.0%	1.8	▼ -22.2%	---	---	---
New Listings	109	104	▲ 4.8%	247	▼ -55.9%	4,807	4,733	▲ 1.6%
Pending Sales	188	186	▲ 1.1%	285	▼ -34.0%	3,684	3,756	▼ -1.9%
Days to Off Market	56	50	▲ 12.0%	52	▲ 7.7%	36	38	▼ -5.3%
Sold to Original Price Ratio	96.1%	98.1%	▼ -2.0%	97.8%	▼ -1.7%	99.9%	99.9%	■ 0.0%
Price per Square Foot	\$395	\$383	▲ 3.1%	\$417	▼ -5.3%	\$413	\$387	▲ 6.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$635,000	\$628,000	▲ 1.1%	\$650,000	▼ -2.3%	\$655,000	\$605,000	▲ 8.3%
Units Sold	475	570	▼ -16.7%	593	▼ -19.9%	7,520	7,668	▼ -1.9%
Active Listings	1,024	844	▲ 21.3%	1,577	▼ -35.1%	---	---	---
Months Supply of Inventory	2.2	1.5	▲ 46.7%	2.7	▼ -18.5%	---	---	---
New Listings	246	244	▲ 0.8%	580	▼ -57.6%	9,981	9,626	▲ 3.7%
Pending Sales	361	404	▼ -10.6%	504	▼ -28.4%	7,424	7,765	▼ -4.4%
Days to Off Market	57	50	▲ 14.0%	44	▲ 29.5%	36	35	▲ 2.9%
Sold to Original Price Ratio	97.8%	98.8%	▼ -1.0%	99.0%	▼ -1.2%	100.4%	100.8%	▼ -0.4%
Price per Square Foot	\$654	\$618	▲ 5.8%	\$673	▼ -2.8%	\$680	\$630	▲ 7.9%



# METRO WEST REGION

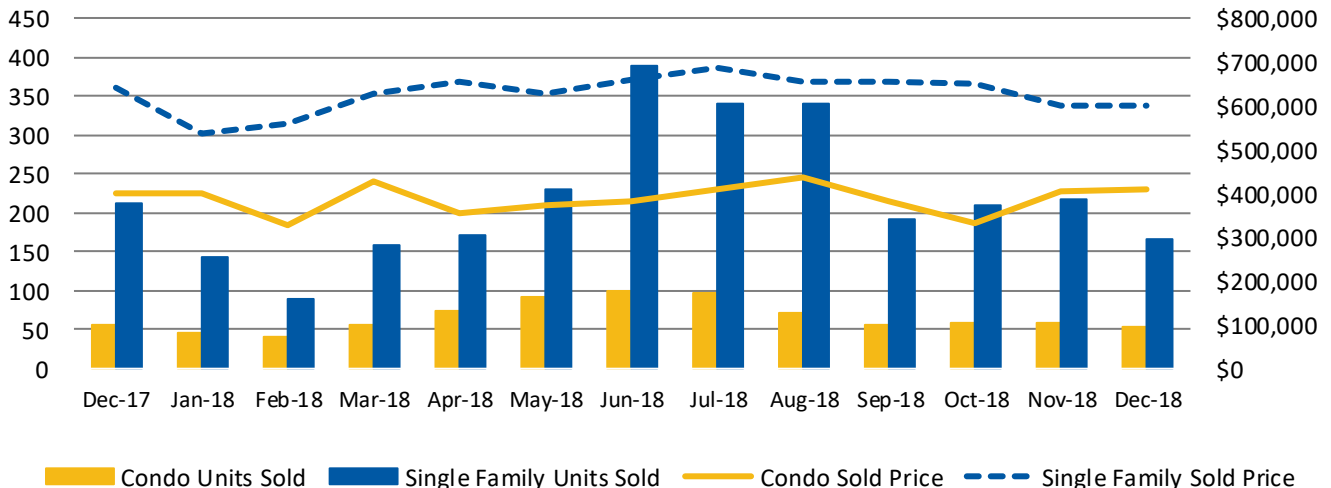
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$600,000	\$644,000	▼ -6.8%	\$600,000	■ 0.0%	\$640,500	\$612,500	▲ 4.6%
Units Sold	165	212	▼ -22.2%	217	▼ -24.0%	2,648	2,815	▼ -5.9%
Active Listings	377	399	▼ -5.5%	557	▼ -32.3%	---	---	---
Months Supply of Inventory	2.3	1.9	▲ 21.1%	2.6	▼ -11.5%	---	---	---
New Listings	90	82	▲ 9.8%	186	▼ -51.6%	3,497	3,464	▲ 1.0%
Pending Sales	146	120	▲ 21.7%	188	▼ -22.3%	2,677	2,754	▼ -2.8%
Days to Off Market	64	66	▼ -3.0%	55	▲ 16.4%	45	50	▼ -10.0%
Sold to Original Price Ratio	95.9%	97.2%	▼ -1.3%	96.9%	▼ -1.0%	98.5%	98.3%	▲ 0.2%
Price per Square Foot	\$298	\$300	▼ -0.7%	\$301	▼ -1.0%	\$309	\$293	▲ 5.5%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$408,000	\$400,000	▲ 2.0%	\$403,700	▲ 1.1%	\$385,000	\$372,500	▲ 3.4%
Units Sold	53	57	▼ -7.0%	58	▼ -8.6%	804	799	▲ 0.6%
Active Listings	132	111	▲ 18.9%	166	▼ -20.5%	---	---	---
Months Supply of Inventory	2.5	1.9	▲ 31.6%	2.9	▼ -13.8%	---	---	---
New Listings	27	33	▼ -18.2%	61	▼ -55.7%	954	892	▲ 7.0%
Pending Sales	34	44	▼ -22.7%	52	▼ -34.6%	798	760	▲ 5.0%
Days to Off Market	91	62	▲ 46.8%	42	▲ 116.7%	43	43	■ 0.0%
Sold to Original Price Ratio	99.3%	100.0%	▼ -0.7%	99.9%	▼ -0.6%	100.2%	100.2%	■ 0.0%
Price per Square Foot	\$292	\$240	▲ 21.7%	\$298	▼ -2.0%	\$274	\$260	▲ 5.4%



# SOUTHERN NORFOLK REGION

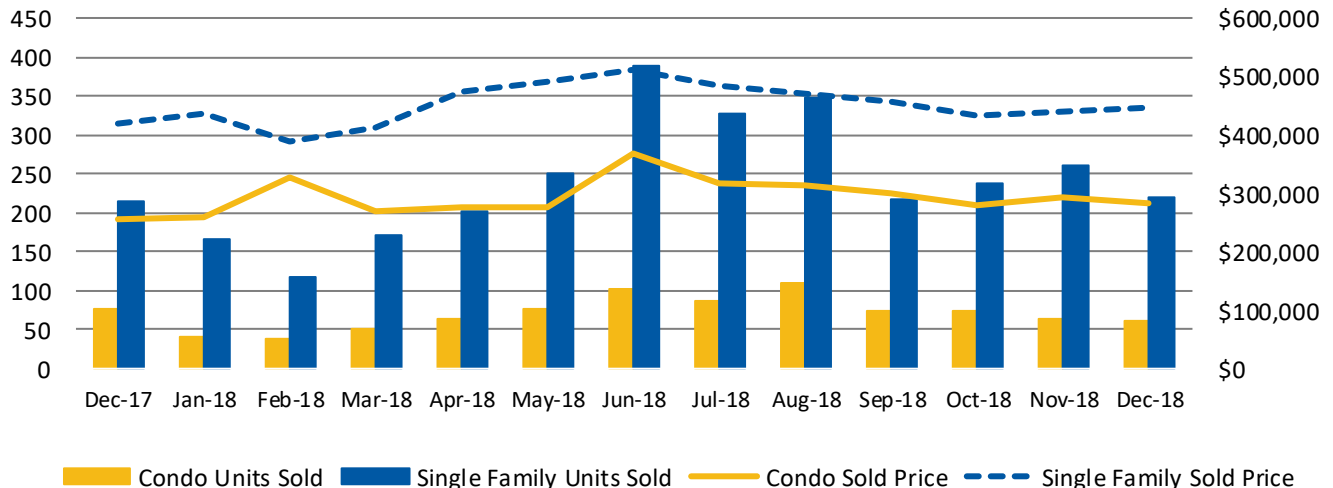
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$448,888	\$419,000	▲ 7.1%	\$440,000	▲ 2.0%	\$460,000	\$440,000	▲ 4.5%
Units Sold	221	215	▲ 2.8%	262	▼ -15.6%	2,912	2,877	▲ 1.2%
Active Listings	402	414	▼ -2.9%	589	▼ -31.7%	---	---	---
Months Supply of Inventory	1.8	1.9	▼ -5.3%	2.2	▼ -18.2%	---	---	---
New Listings	100	99	▲ 1.0%	189	▼ -47.1%	3,732	3,509	▲ 6.4%
Pending Sales	157	156	▲ 0.6%	207	▼ -24.2%	2,896	2,855	▲ 1.4%
Days to Off Market	69	52	▲ 32.7%	51	▲ 35.3%	43	47	▼ -8.5%
Sold to Original Price Ratio	95.8%	97.0%	▼ -1.2%	97.2%	▼ -1.4%	98.3%	98.0%	▲ 0.3%
Price per Square Foot	\$247	\$236	▲ 4.7%	\$250	▼ -1.2%	\$250	\$240	▲ 4.2%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$283,750	\$255,000	▲ 11.3%	\$292,450	▼ -3.0%	\$300,000	\$275,000	▲ 9.1%
Units Sold	62	77	▼ -19.5%	64	▼ -3.1%	847	828	▲ 2.3%
Active Listings	132	109	▲ 21.1%	174	▼ -24.1%	---	---	---
Months Supply of Inventory	2.1	1.4	▲ 50.0%	2.7	▼ -22.2%	---	---	---
New Listings	29	36	▼ -19.4%	58	▼ -50.0%	1,069	953	▲ 12.2%
Pending Sales	43	53	▼ -18.9%	57	▼ -24.6%	862	848	▲ 1.7%
Days to Off Market	43	46	▼ -6.5%	49	▼ -12.2%	41	46	▼ -10.9%
Sold to Original Price Ratio	97.9%	97.7%	▲ 0.2%	97.9%	▲ 0.0%	99.4%	98.8%	▲ 0.6%
Price per Square Foot	\$225	\$211	▲ 6.6%	\$220	▲ 2.3%	\$226	\$212	▲ 6.6%



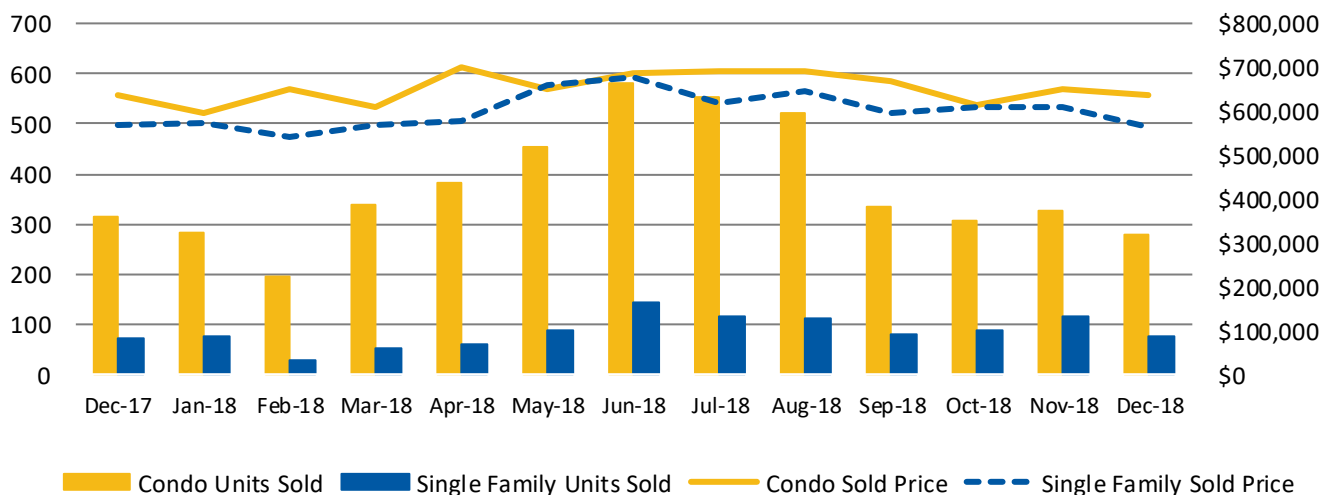
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$565,000	\$568,500	▼ -0.6%	\$608,250	▼ -7.1%	\$615,000	\$575,000	▲ 7.0%
Units Sold	75	72	▲ 4.2%	116	▼ -35.3%	1,031	1,002	▲ 2.9%
Active Listings	115	116	▼ -0.9%	201	▼ -42.8%	---	---	---
Months Supply of Inventory	1.5	1.6	▼ -6.3%	1.7	▼ -11.8%	---	---	---
New Listings	33	26	▲ 26.9%	76	▼ -56.6%	1,353	1,308	▲ 3.4%
Pending Sales	55	61	▼ -9.8%	88	▼ -37.5%	1,022	1,007	▲ 1.5%
Days to Off Market	58	51	▲ 13.7%	48	▲ 20.8%	36	41	▼ -12.2%
Sold to Original Price Ratio	96.8%	97.5%	▼ -0.7%	99.0%	▼ -2.2%	100.0%	99.2%	▲ 0.8%
Price per Square Foot	\$410	\$404	▲ 1.5%	\$447	▼ -8.3%	\$421	\$394	▲ 6.9%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$637,500	\$637,000	▲ 0.1%	\$650,000	▼ -1.9%	\$660,000	\$600,000	▲ 10.0%
Units Sold	279	313	▼ -10.9%	325	▼ -14.2%	4,551	4,410	▲ 3.2%
Active Listings	723	622	▲ 16.2%	1,100	▼ -34.3%	---	---	---
Months Supply of Inventory	2.6	2.0	▲ 30.0%	3.4	▼ -23.5%	---	---	---
New Listings	148	159	▼ -6.9%	362	▼ -59.1%	6,174	5,883	▲ 4.9%
Pending Sales	227	258	▼ -12.0%	318	▼ -28.6%	4,477	4,557	▼ -1.8%
Days to Off Market	59	50	▲ 18.0%	47	▲ 25.5%	40	39	▲ 2.6%
Sold to Original Price Ratio	97.1%	97.9%	▼ -0.8%	98.1%	▼ -1.0%	99.7%	100.0%	▼ -0.3%
Price per Square Foot	\$739	\$692	▲ 6.8%	\$771	▼ -4.2%	\$760	\$711	▲ 6.9%



# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

## 2 Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$646,250	\$645,000	▲ 0.2%	\$715,000	▼ -9.6%	\$698,625	\$630,000	▲ 10.9%
Units Sold	120	134	▼ -10.4%	135	▼ -11.1%	1,572	1,502	▲ 4.7%
Active Listings	201	192	▲ 4.7%	325	▼ -38.2%	---	---	---
Months Supply of Inventory	1.7	1.4	▲ 21.4%	2.4	▼ -29.2%	---	---	---
New Listings	68	62	▲ 9.7%	145	▼ -53.1%	2,204	2,005	▲ 9.9%
Pending Sales	94	87	▲ 8.0%	124	▼ -24.2%	1,590	1,486	▲ 7.0%
Days to Off Market	50	41	▲ 22.0%	46	▲ 8.7%	36	32	▲ 12.5%
Sold to Original Price Ratio	96.3%	99.5%	▼ -3.2%	97.7%	▼ -1.4%	100.2%	101.4%	▼ -1.2%
Price per Square Foot	\$291	\$280	▲ 3.9%	\$297	▼ -2.0%	\$304	\$281	▲ 8.2%

## 3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$849,000	\$765,000	▲ 11.0%	\$810,000	▲ 4.8%	\$835,000	\$750,000	▲ 11.3%
Units Sold	39	47	▼ -17.0%	39	▬ 0.0%	571	560	▲ 2.0%
Active Listings	77	99	▼ -22.2%	148	▼ -48.0%	---	---	---
Months Supply of Inventory	2.0	2.1	▼ -4.8%	3.8	▼ -47.4%	---	---	---
New Listings	30	33	▼ -9.1%	56	▼ -46.4%	869	763	▲ 13.9%
Pending Sales	39	34	▲ 14.7%	37	▲ 5.4%	576	559	▲ 3.0%
Days to Off Market	63	46	▲ 37.0%	34	▲ 85.3%	40	36	▲ 11.1%
Sold to Original Price Ratio	96.9%	97.6%	▼ -0.7%	97.2%	▼ -0.3%	98.8%	100.0%	▼ -1.2%
Price per Square Foot	\$295	\$258	▲ 14.3%	\$283	▲ 4.2%	\$300	\$264	▲ 13.6%

## 4 Family Homes

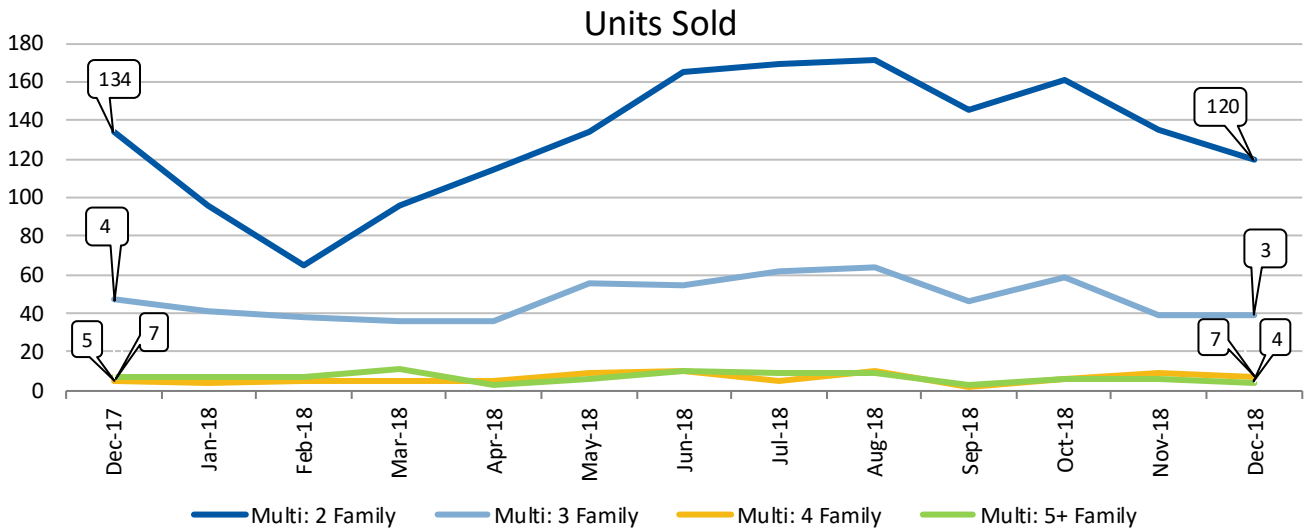
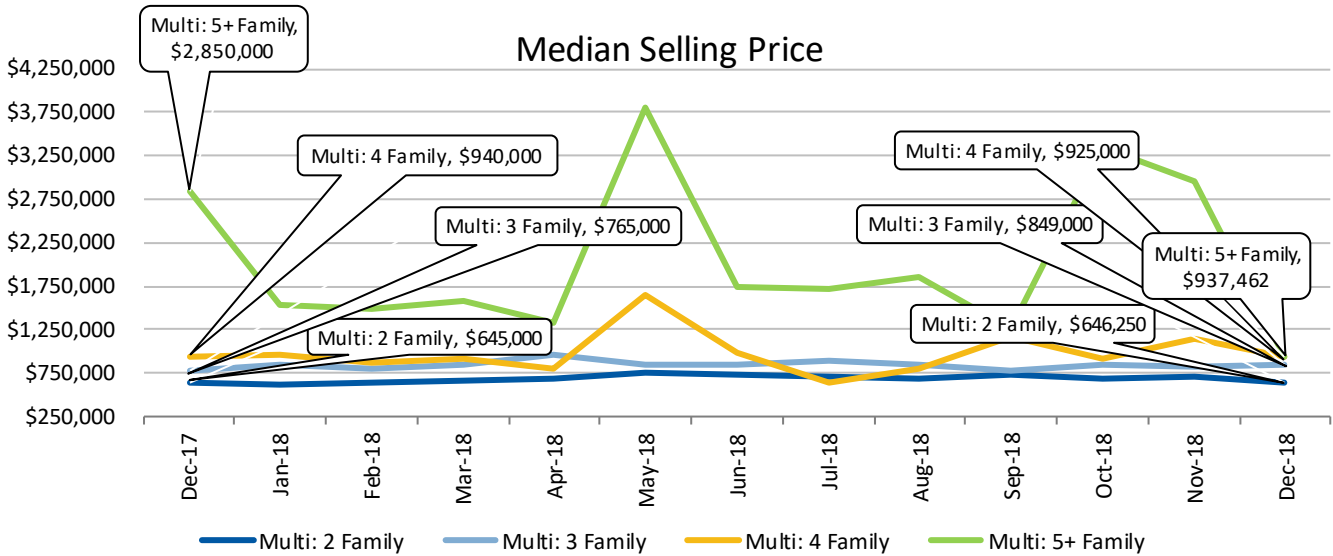
	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$925,000	\$940,000	▼ -1.6%	\$1,145,000	▼ -19.2%	\$925,000	\$810,000	▲ 14.2%
Units Sold	7	5	▲ 40.0%	9	▼ -22.2%	77	54	▲ 42.6%
Active Listings	20	19	▲ 5.3%	29	▼ -31.0%	---	---	---
Months Supply of Inventory	2.9	3.8	▼ -23.7%	3.2	▼ -9.4%	---	---	---
New Listings	6	7	▼ -14.3%	10	▼ -40.0%	149	104	▲ 43.3%
Pending Sales	5	6	▼ -16.7%	12	▼ -58.3%	83	54	▲ 53.7%
Days to Off Market	63	60	▲ 5.0%	56	▲ 12.5%	46	49	▼ -6.1%
Sold to Original Price Ratio	90.9%	94.6%	▼ -3.9%	95.6%	▼ -4.9%	95.6%	99.0%	▼ -3.4%
Price per Square Foot	\$357	\$332	▲ 7.5%	\$383	▼ -6.8%	\$330	\$261	▲ 26.4%

# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

## 5+ Family Homes

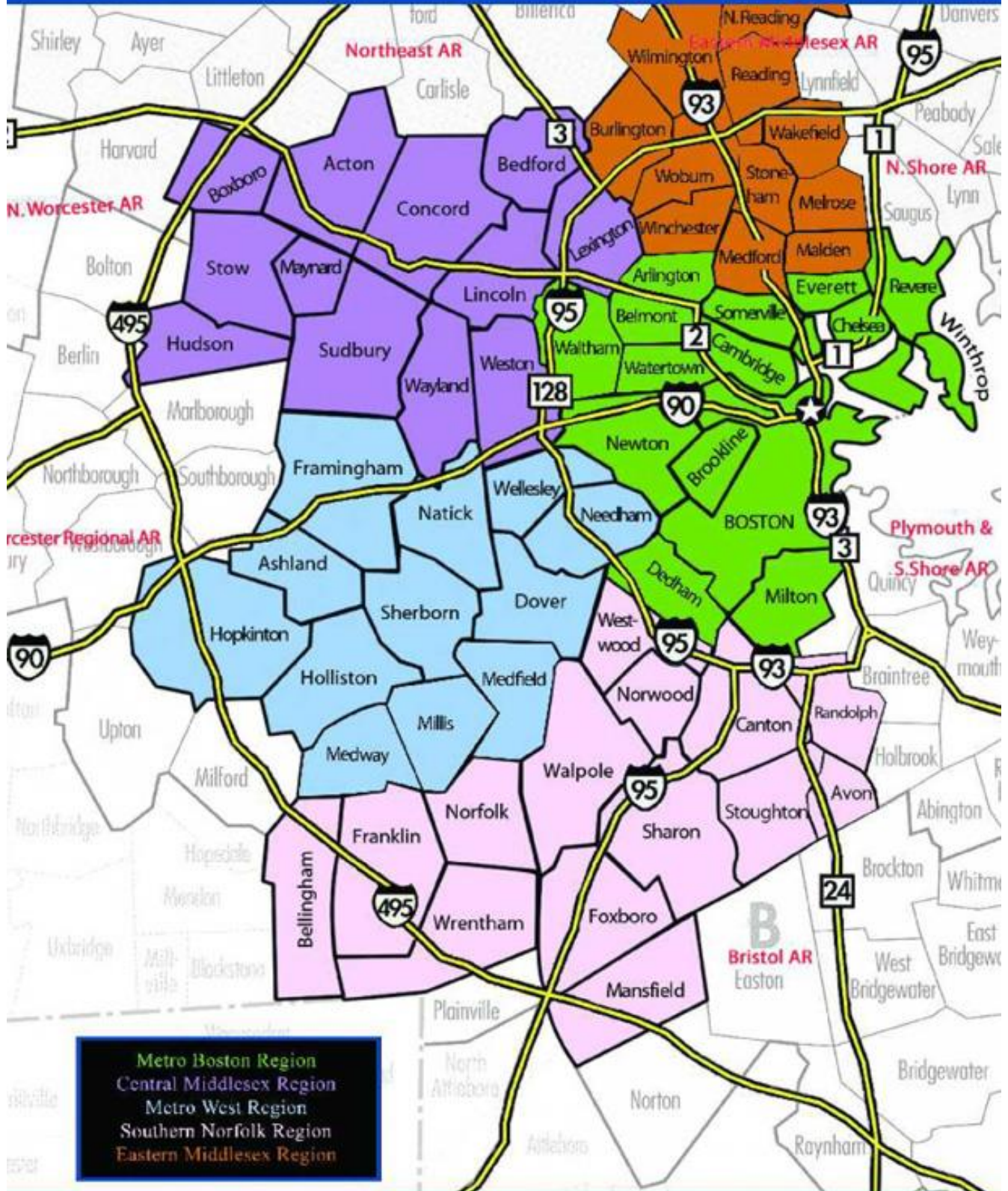
	Year over Year			Month over Month		Year to Date		
	Dec 2018	Dec 2017	Change	Nov 2018	Change	2018	2017	Change
Median Selling Price	\$937,462	\$2,850,000	▼ -67.1%	\$2,957,500	▼ -68.3%	\$1,812,500	\$2,400,000	▼ -24.5%
Units Sold	4	7	▼ -42.9%	6	▼ -33.3%	81	83	▼ -2.4%
Active Listings	42	24	▲ 75.0%	52	▼ -19.2%	---	---	---
Months Supply of Inventory	10.5	3.4	▲ 208.8%	8.7	▲ 20.7%	---	---	---
New Listings	7	11	▼ -36.4%	16	▼ -56.3%	173	139	▲ 24.5%
Pending Sales	5	7	▼ -28.6%	4	▲ 25.0%	85	84	▲ 1.2%
Days to Off Market	37	49	▼ -24.5%	44	▼ -15.9%	47	53	▼ -11.3%
Sold to Original Price Ratio	89.8%	101.3%	▼ -11.4%	95.2%	▼ -5.7%	99.0%	97.8%	▲ 1.2%
Price per Square Foot	\$138	\$483	▼ -71.4%	\$579	▼ -76.2%	\$445	\$450	▼ -1.1%





# 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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*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.*