

MONTHLY MARKET INSIGHT REPORT

February 2019

Detached Single-Family Homes

The 586 homes sold in February 2019 was the fifth highest sales volume for the month and was a 21.8 percent increase from the 481 homes sold in February 2018. The median sales price reached a record high for the month of February at \$577,500, which was a 6.7 percent increase from the February 2018 median sales prices of \$541,000.

Condominiums

With 528 condos sold, it was the fourth most active February on record in Greater Boston, and a 13.1 percent increase in sales from the 467 units sold in February 2018. The median sales price of condos decreased last month to \$530,000, reflecting a 2.9 percent drop from the record-high median sales price of \$546,000 set in February 2018.

Multi-Family Homes

This month, there were 106 multi-family units sold in Greater Boston, which reflects a 7.8 percent decrease in sales volume from the 115 multi-family units sold in February 2018. Notably, the four family home market experienced a 103.5 percent increase in median sale price, rising from \$860,000 in February 2018 to \$1,750,000 last month, despite the same amount of closed sales (5).



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 3/10/2019

GREATER BOSTON MARKET SUMMARY

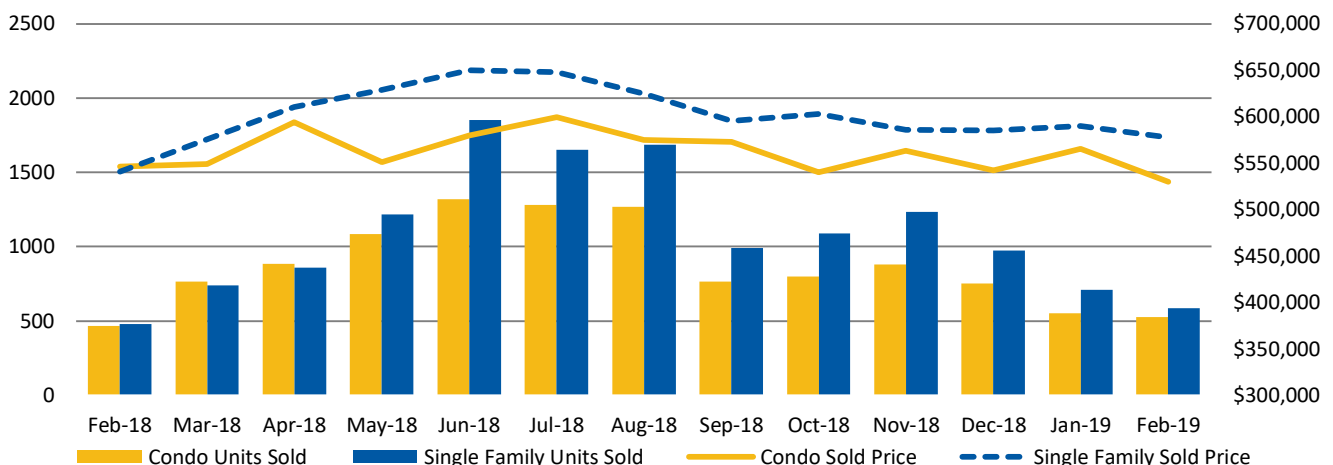
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$577,500	\$541,000	▲ 6.7%	\$590,000	▼ -2.1%	\$583,750	\$550,000	▲ 6.1%
Units Sold	586	481	▲ 21.8%	708	▼ -17.2%	1,294	1,275	▲ 1.5%
Active Listings	2,056	2,007	▲ 2.4%	1,995	▲ 3.1%	---	---	---
Months Supply of Inventory	3.5	4.2	▼ -16.7%	2.8	▲ 25.0%	---	---	---
New Listings	1,134	1,154	▼ -1.7%	1,074	▲ 5.6%	2,208	1,935	▲ 14.1%
Pending Sales	842	718	▲ 17.3%	659	▲ 27.8%	1,501	1,280	▲ 17.3%
Days to Off Market	57	50	▲ 14.0%	66	▼ -13.6%	61	57	▲ 7.0%
Sold to Original Price Ratio	96.0%	97.3%	▼ -1.3%	95.7%	▲ 0.3%	95.8%	97.4%	▼ -1.6%
Price per Square Foot	\$318	\$309	▲ 2.9%	\$323	▼ -1.5%	\$321	\$314	▲ 2.2%

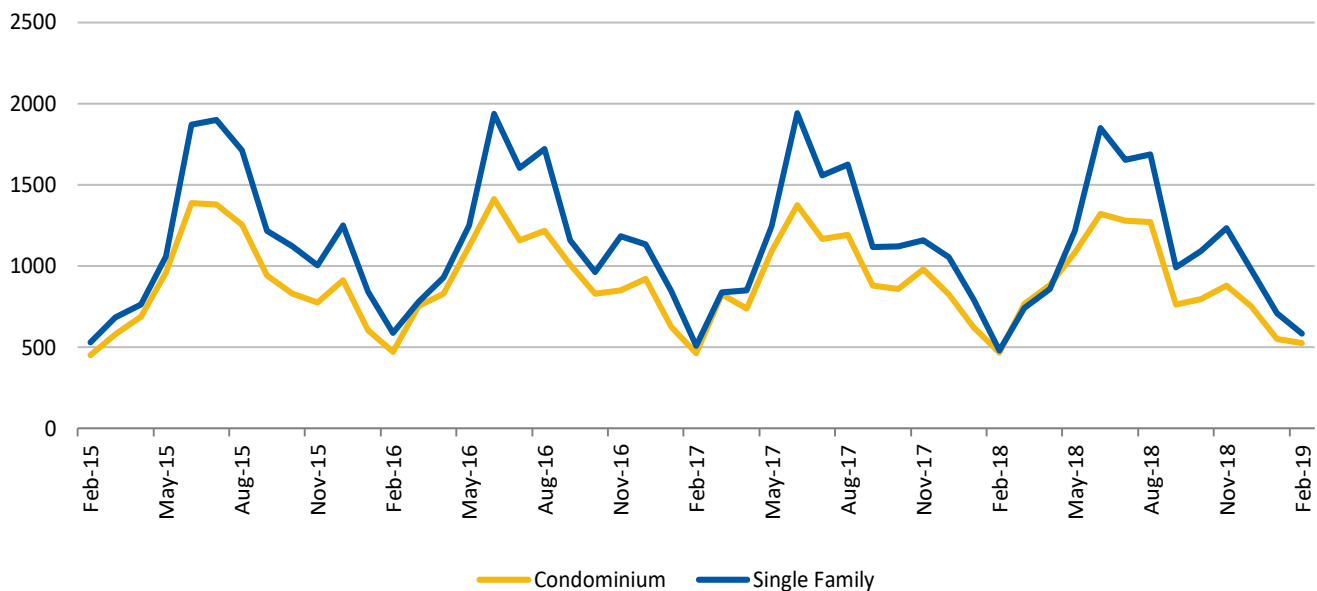
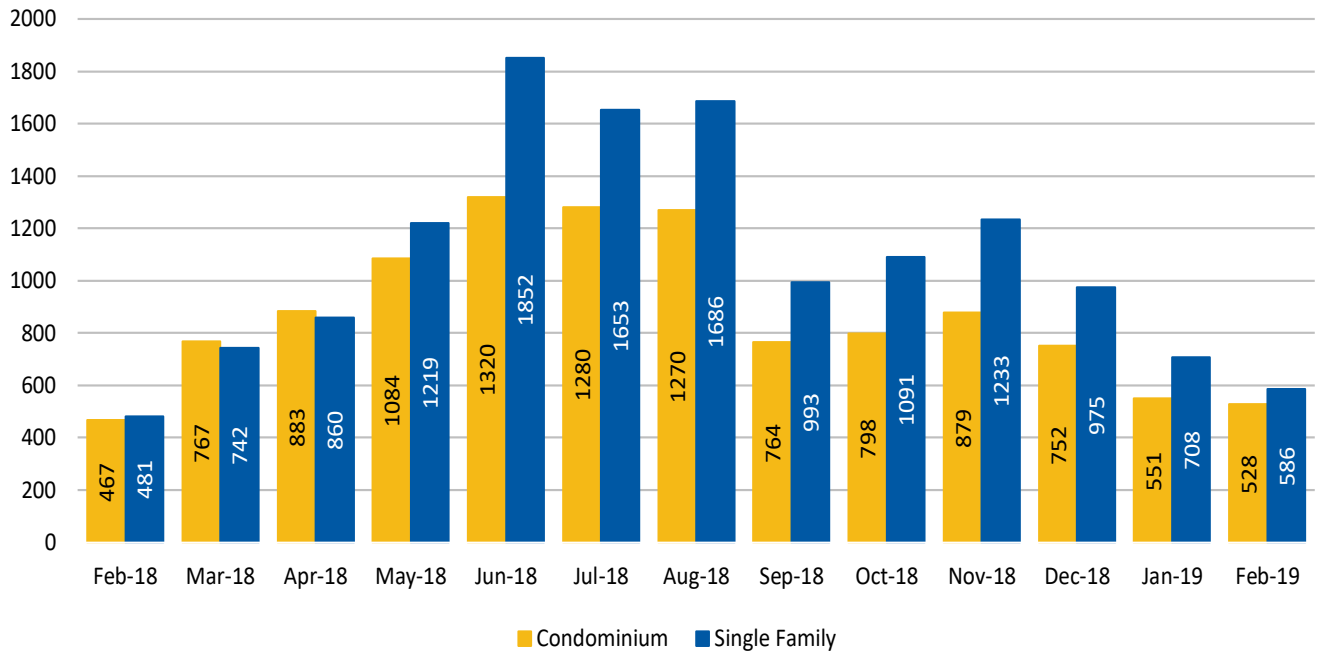
Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$530,000	\$546,000	▼ -2.9%	\$565,000	▼ -6.2%	\$545,000	\$531,000	▲ 2.6%
Units Sold	528	467	▲ 13.1%	551	▼ -4.2%	1,079	1,087	▼ -0.7%
Active Listings	1,780	1,448	▲ 22.9%	1,826	▼ -2.5%	---	---	---
Months Supply of Inventory	3.4	3.1	▲ 9.7%	3.3	▲ 3.0%	---	---	---
New Listings	966	981	▼ -1.5%	1,087	▼ -11.1%	2,053	1,719	▲ 19.4%
Pending Sales	788	764	▲ 3.1%	580	▲ 35.9%	1,368	1,213	▲ 12.8%
Days to Off Market	53	44	▲ 20.5%	56	▼ -5.4%	54	48	▲ 12.5%
Sold to Original Price Ratio	97.1%	99.1%	▼ -2.0%	97.1%	■ 0.0%	97.1%	98.5%	▼ -1.4%
Price per Square Foot	\$528	\$520	▲ 1.5%	\$517	▲ 2.1%	\$522	\$523	▼ -0.2%



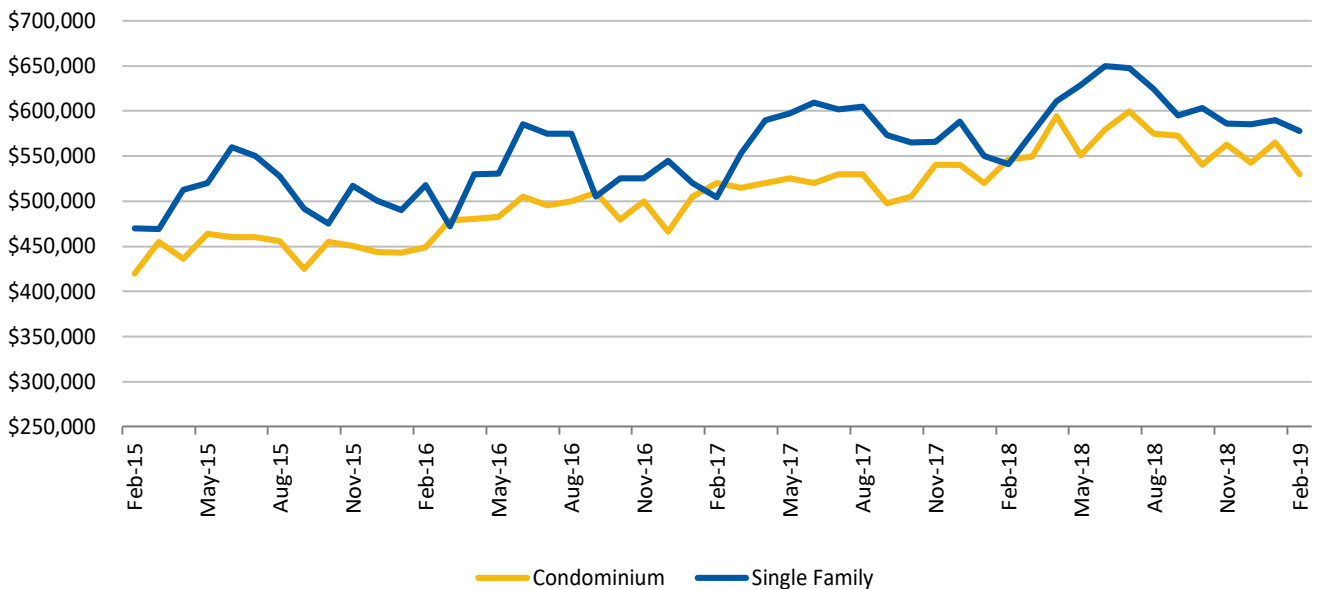
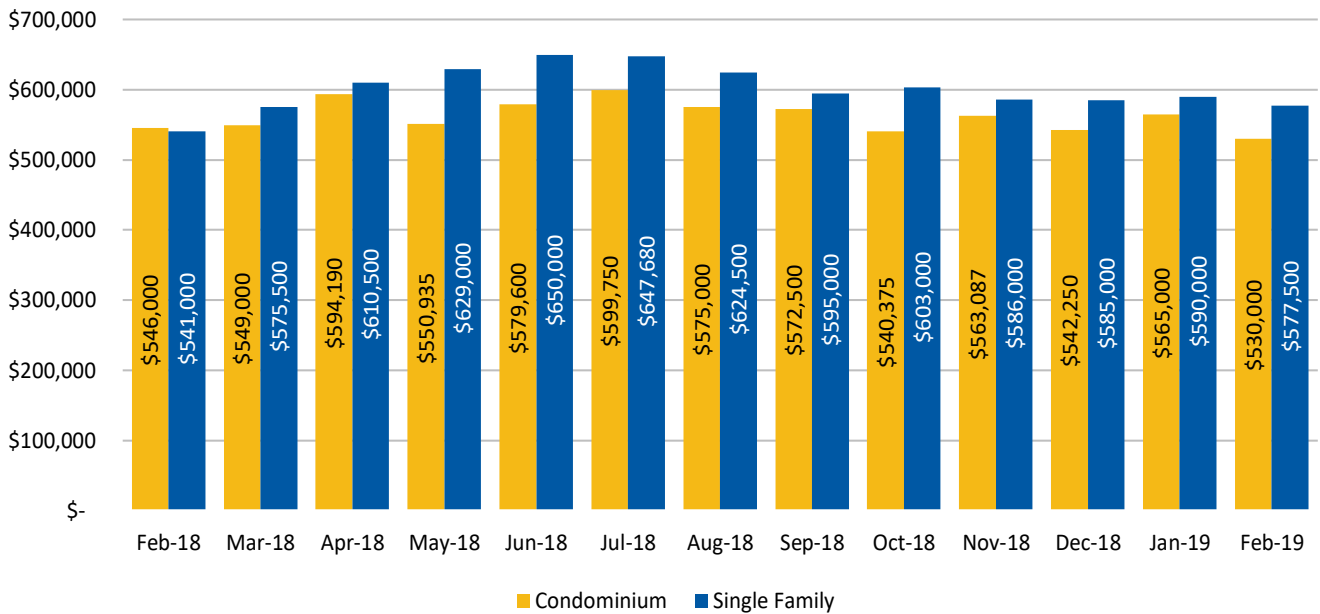
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	586	481	▲ 21.8%	708	▼ -17.2%	1,294	1,275	▲ 1.5%
CONDOMINIUMS	528	467	▲ 13.1%	551	▼ -4.2%	1,079	1,087	▼ -0.7%



MEDIAN SELLING PRICE

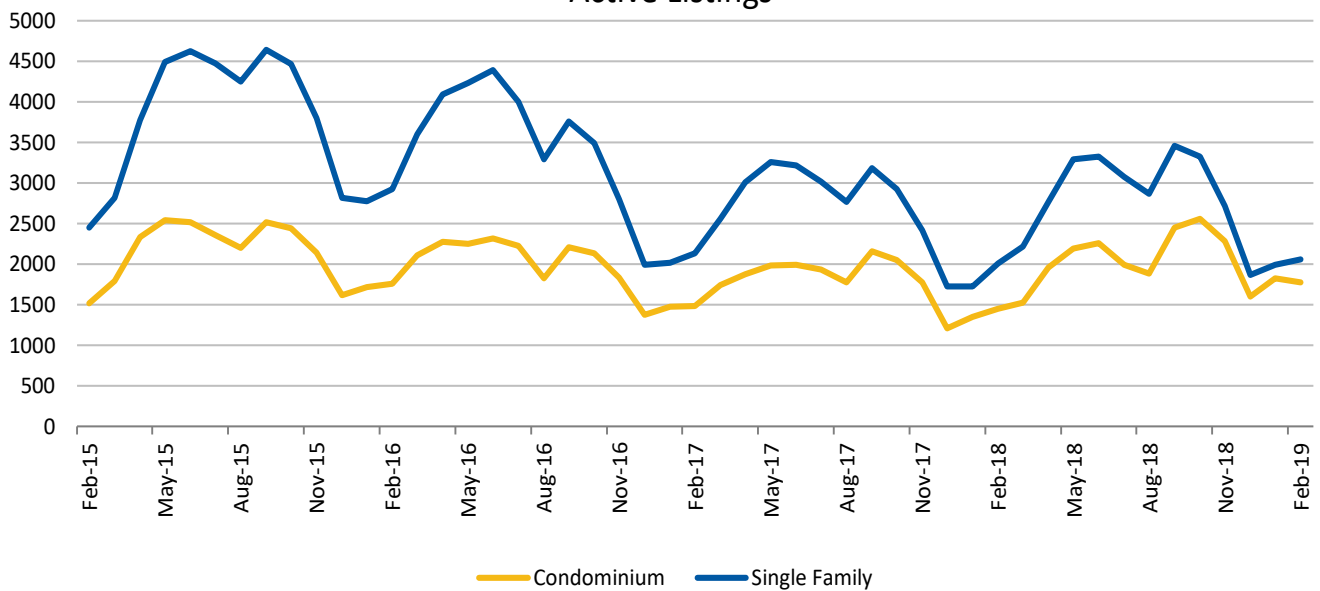
	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	\$577,500	\$541,000	▲ 6.7%	\$590,000	▼ -2.1%	\$583,750	\$550,000	▲ 6.1%
CONDOMINIUMS	\$530,000	\$546,000	▼ -2.9%	\$565,000	▼ -6.2%	\$545,000	\$531,000	▲ 2.6%



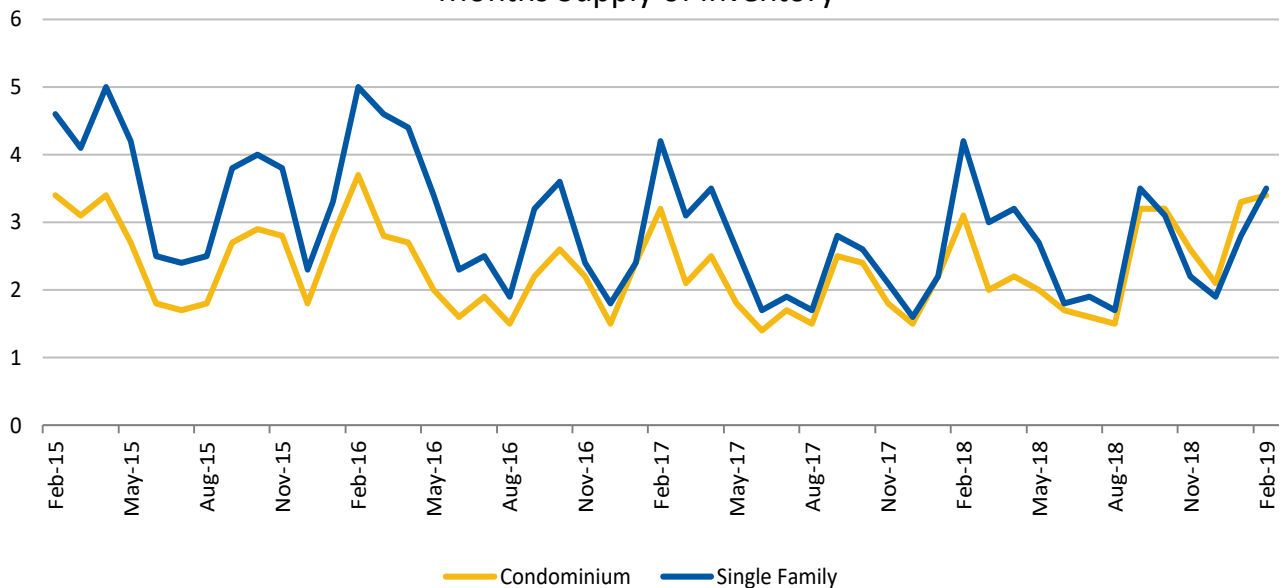
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Feb 2019	Feb 2018	Change	Jan 2019	Change
SINGLE FAMILY HOMES	Active Listings	2,056	2,007	▲ 2.4%	1,995	▲ 3.1%
	Months Supply of Inventory	3.5	4.2	▼ -16.7%	2.8	▲ 25.0%
CONDOMINIUMS	Active Listings	1,780	1,448	▲ 22.9%	1,826	▼ -2.5%
	Months Supply of Inventory	3.4	3.1	▲ 9.7%	3.3	▲ 3.0%

Active Listings

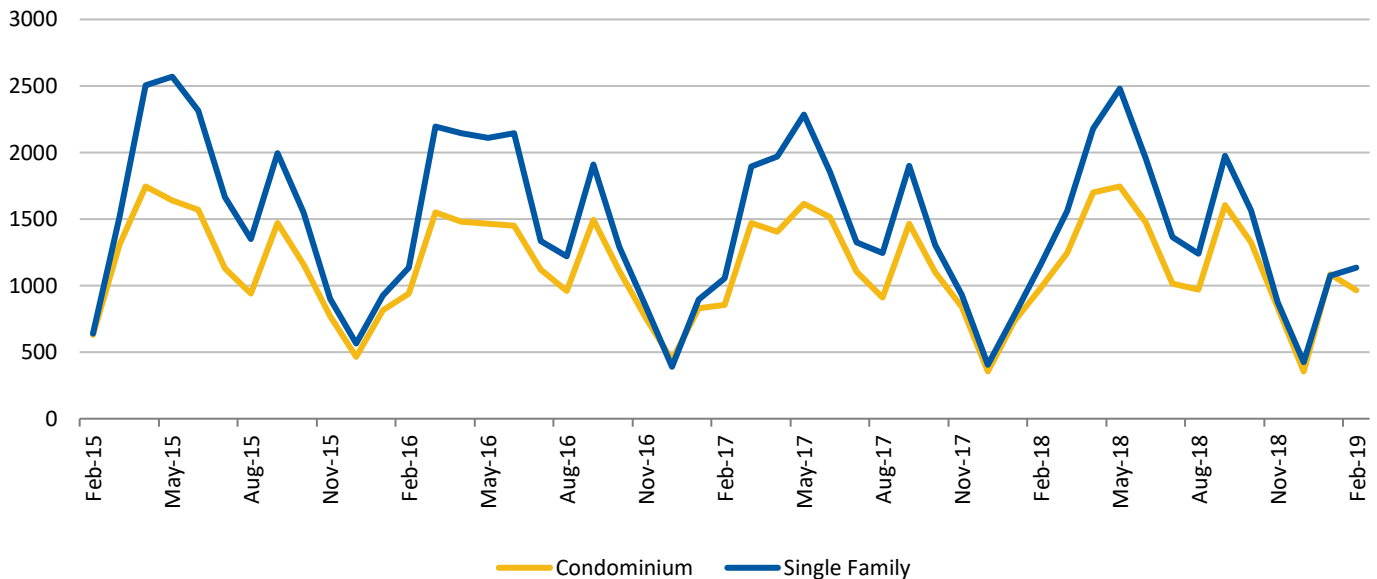
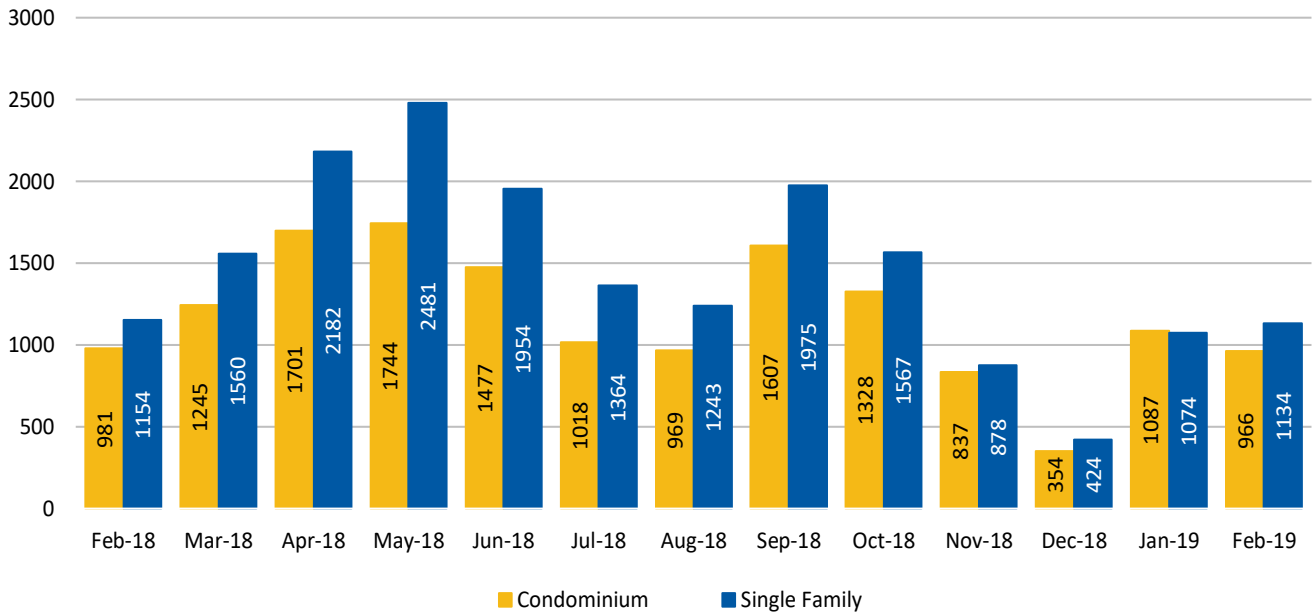


Months Supply of Inventory



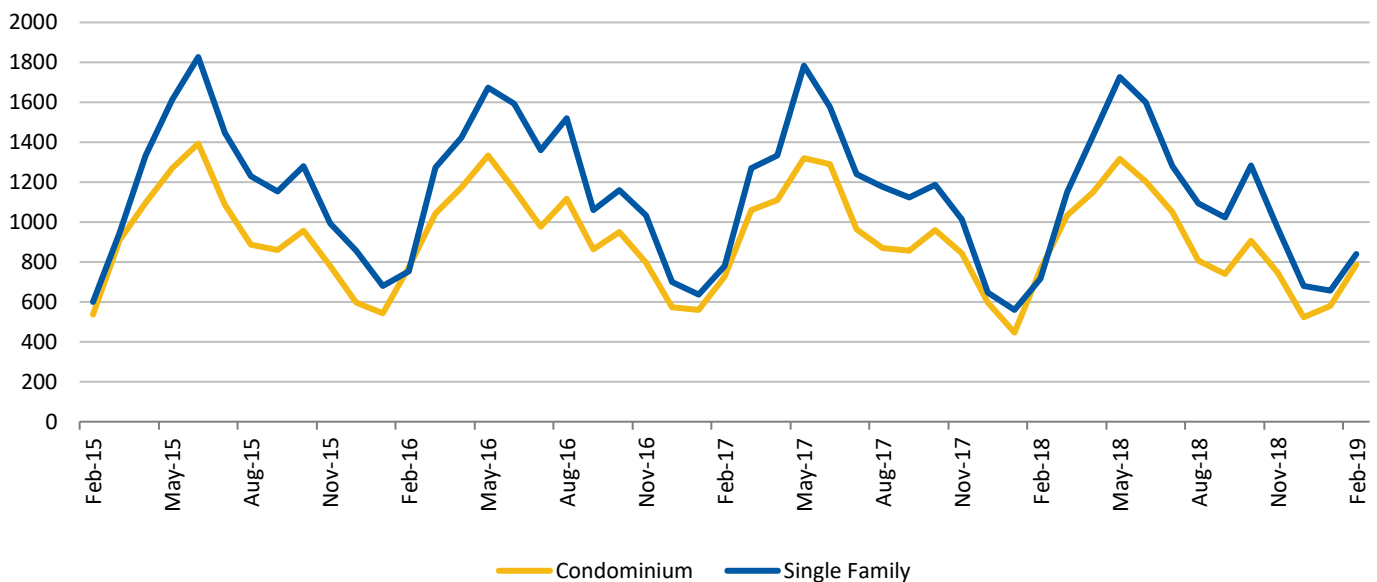
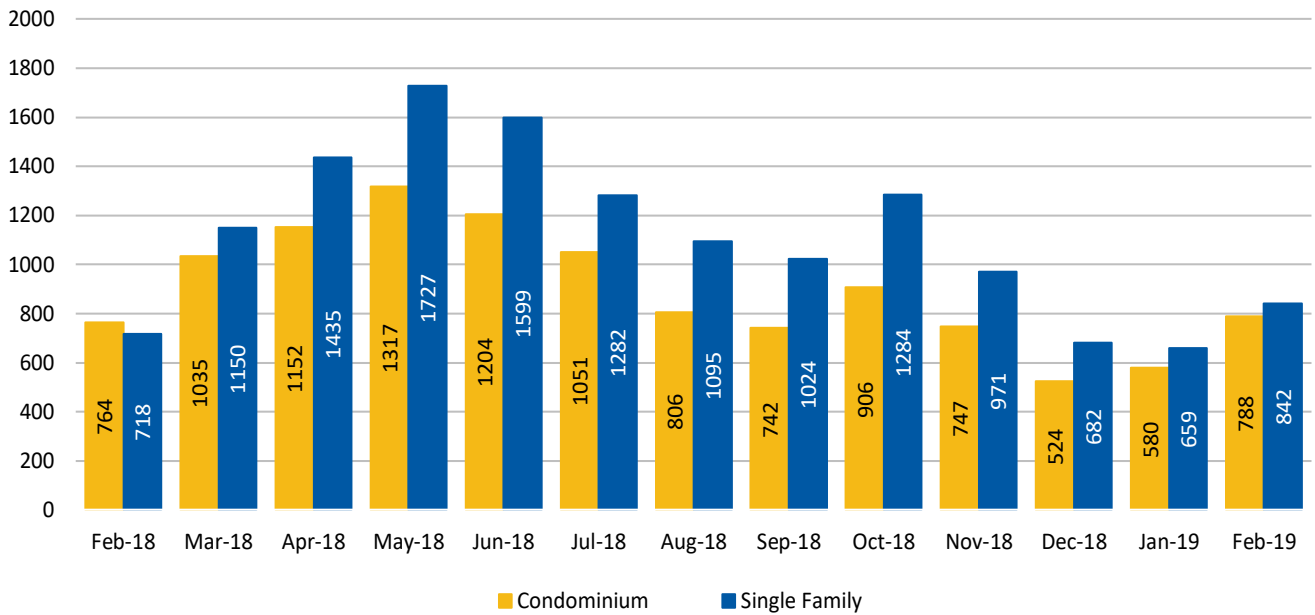
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,134	1,154	▼ -1.7%	1,074	▲ 5.6%	2,208	1,935	▲ 14.1%
CONDOMINIUMS	966	981	▼ -1.5%	1,087	▼ -11.1%	2,053	1,719	▲ 19.4%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	842	718	▲ 17.3%	659	▲ 27.8%	1,501	1,280	▲ 17.3%
CONDOMINIUMS	788	764	▲ 3.1%	580	▲ 35.9%	1,368	1,213	▲ 12.8%



CENTRAL MIDDLESEX REGION

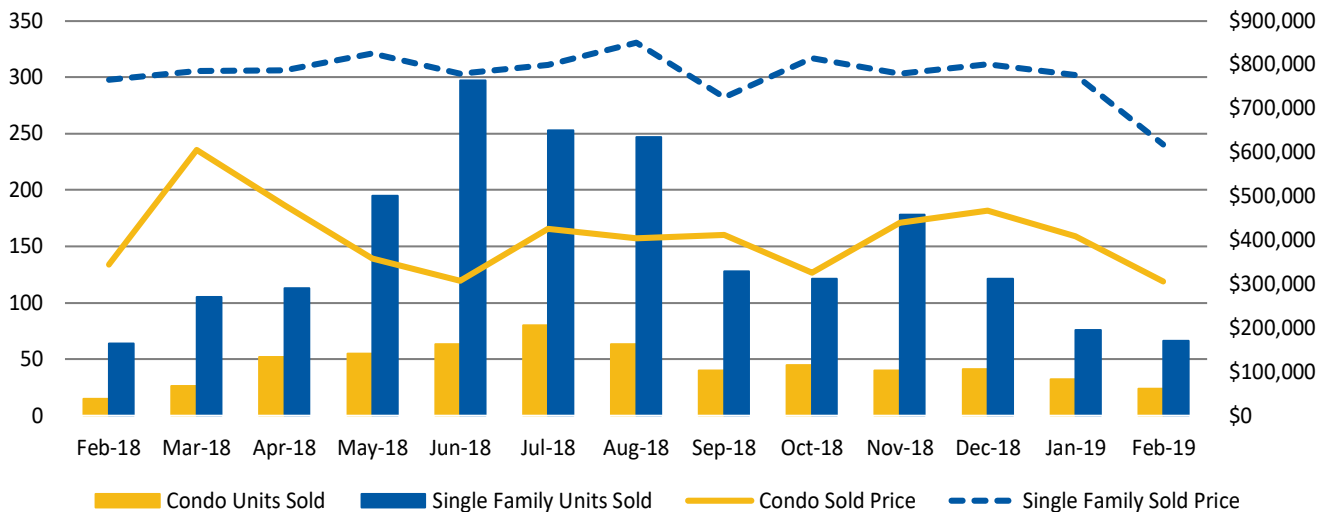
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$617,500	\$765,037	▼ -19.3%	\$776,000	▼ -20.4%	\$691,500	\$761,500	▼ -9.2%
Units Sold	66	64	▲ 3.1%	76	▼ -13.2%	142	156	▼ -9.0%
Active Listings	402	365	▲ 10.1%	364	▲ 10.4%	---	---	---
Months Supply of Inventory	6.1	5.7	▲ 7.0%	4.8	▲ 27.1%	---	---	---
New Listings	201	184	▲ 9.2%	155	▲ 29.7%	356	295	▲ 20.7%
Pending Sales	125	118	▲ 5.9%	80	▲ 56.3%	205	194	▲ 5.7%
Days to Off Market	68	63	▲ 7.9%	86	▼ -20.9%	75	78	▼ -3.8%
Sold to Original Price Ratio	95.3%	94.2%	▲ 1.2%	95.1%	▲ 0.2%	95.2%	94.6%	▲ 0.6%
Price per Square Foot	\$294	\$307	▼ -4.2%	\$328	▼ -10.4%	\$313	\$318	▼ -1.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$306,000	\$344,000	▼ -11.0%	\$408,750	▼ -25.1%	\$394,500	\$332,000	▲ 18.8%
Units Sold	24	15	▲ 60.0%	32	▼ -25.0%	56	46	▲ 21.7%
Active Listings	112	114	▼ -1.8%	109	▲ 2.8%	---	---	---
Months Supply of Inventory	4.7	7.6	▼ -38.2%	3.4	▲ 38.2%	---	---	---
New Listings	57	59	▼ -3.4%	49	▲ 16.3%	106	94	▲ 12.8%
Pending Sales	42	34	▲ 23.5%	25	▲ 68.0%	67	50	▲ 34.0%
Days to Off Market	53	54	▼ -1.9%	54	▼ -1.9%	53	58	▼ -8.6%
Sold to Original Price Ratio	98.8%	100.3%	▼ -1.5%	96.5%	▲ 2.4%	97.5%	96.7%	▲ 0.8%
Price per Square Foot	\$261	\$220	▲ 18.6%	\$251	▲ 4.0%	\$255	\$242	▲ 5.4%



EASTERN MIDDLESEX REGION

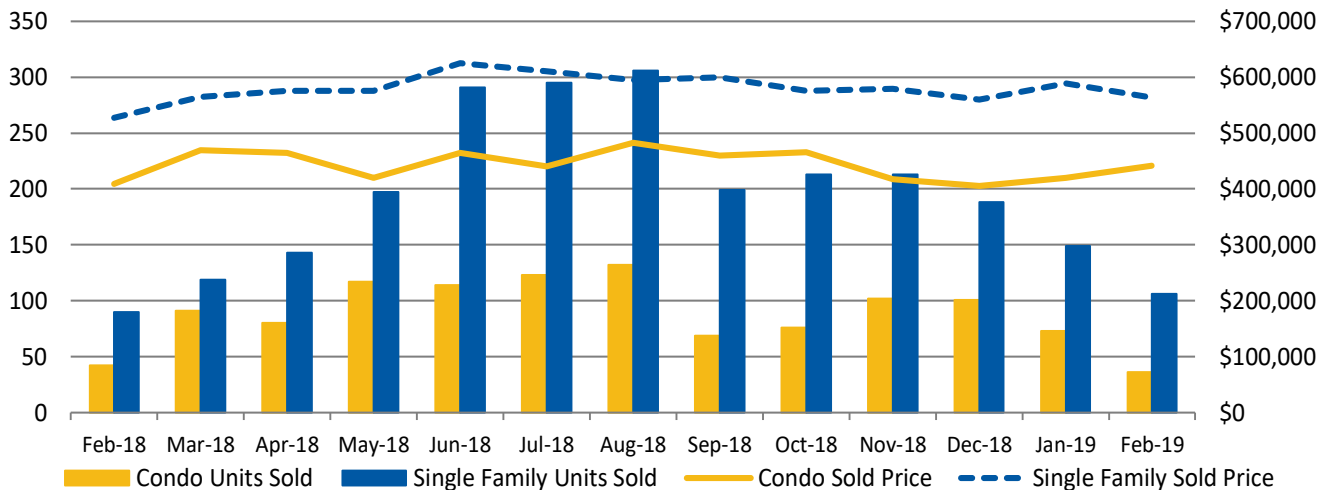
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$564,000	\$527,750	▲ 6.9%	\$589,000	▼ -4.2%	\$579,000	\$531,000	▲ 9.0%
Units Sold	106	90	▲ 17.8%	149	▼ -28.9%	255	231	▲ 10.4%
Active Listings	260	217	▲ 19.8%	283	▼ -8.1%	---	---	---
Months Supply of Inventory	2.5	2.4	▲ 4.2%	1.9	▲ 31.6%	---	---	---
New Listings	169	150	▲ 12.7%	184	▼ -8.2%	353	280	▲ 26.1%
Pending Sales	156	107	▲ 45.8%	123	▲ 26.8%	279	205	▲ 36.1%
Days to Off Market	53	37	▲ 43.2%	51	▲ 3.9%	52	43	▲ 20.9%
Sold to Original Price Ratio	97.6%	100.3%	▼ -2.7%	96.7%	▲ 0.9%	97.1%	100.1%	▼ -3.0%
Price per Square Foot	\$312	\$316	▼ -1.3%	\$316	▼ -1.3%	\$314	\$314	■ 0.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$441,500	\$409,000	▲ 7.9%	\$420,340	▲ 5.0%	\$435,000	\$385,000	▲ 13.0%
Units Sold	36	42	▼ -14.3%	73	▼ -50.7%	109	111	▼ -1.8%
Active Listings	106	90	▲ 17.8%	139	▼ -23.7%	---	---	---
Months Supply of Inventory	2.9	2.1	▲ 38.1%	1.9	▲ 52.6%	---	---	---
New Listings	65	75	▼ -13.3%	93	▼ -30.1%	158	134	▲ 17.9%
Pending Sales	74	59	▲ 25.4%	57	▲ 29.8%	131	97	▲ 35.1%
Days to Off Market	44	47	▼ -6.4%	44	■ 0.0%	44	51	▼ -13.7%
Sold to Original Price Ratio	96.9%	101.3%	▼ -4.3%	97.3%	▼ -0.4%	97.2%	100.3%	▼ -3.1%
Price per Square Foot	\$366	\$334	▲ 9.6%	\$357	▲ 2.5%	\$360	\$339	▲ 6.2%



METRO BOSTON REGION

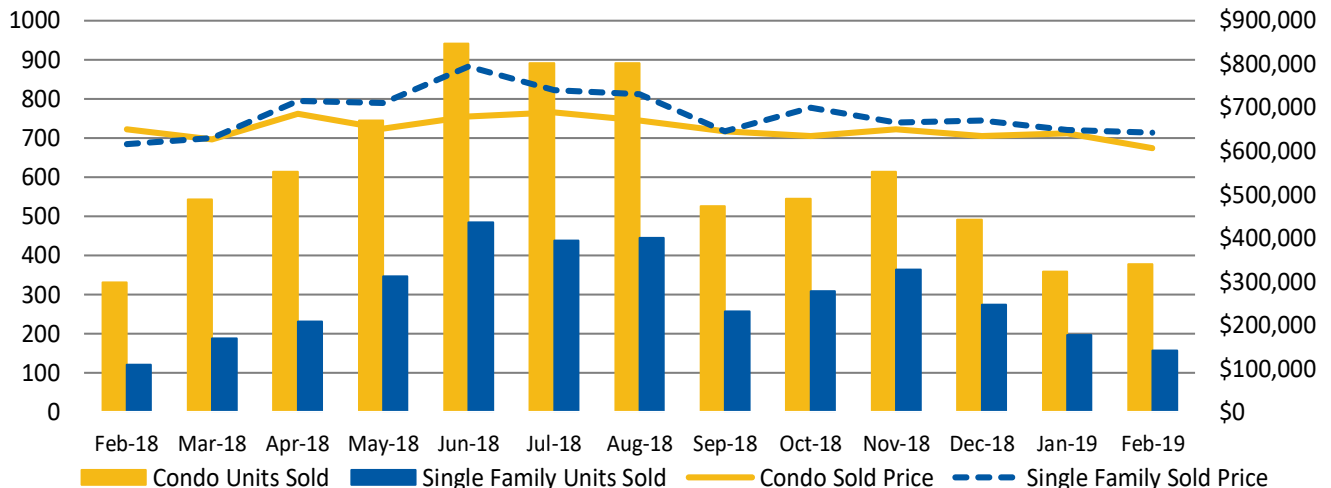
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$643,000	\$615,450	▲ 4.5%	\$648,625	▼ -0.9%	\$647,250	\$625,000	▲ 3.6%
Units Sold	157	120	▲ 30.8%	196	▼ -19.9%	353	371	▼ -4.9%
Active Listings	475	471	▲ 0.8%	459	▲ 3.5%	---	---	---
Months Supply of Inventory	3.0	3.9	▼ -23.1%	2.3	▲ 30.4%	---	---	---
New Listings	304	316	▼ -3.8%	290	▲ 4.8%	594	502	▲ 18.3%
Pending Sales	215	193	▲ 11.4%	180	▲ 19.4%	395	320	▲ 23.4%
Days to Off Market	46	41	▲ 12.2%	67	▼ -31.3%	56	45	▲ 24.4%
Sold to Original Price Ratio	96.7%	97.6%	▼ -0.9%	95.5%	▲ 1.3%	96.0%	97.5%	▼ -1.5%
Price per Square Foot	\$404	\$375	▲ 7.7%	\$409	▼ -1.2%	\$407	\$383	▲ 6.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$607,000	\$650,000	▼ -6.6%	\$640,000	▼ -5.2%	\$620,000	\$635,000	▼ -2.4%
Units Sold	377	331	▲ 13.9%	359	▲ 5.0%	736	763	▼ -3.5%
Active Listings	1,264	975	▲ 29.6%	1,265	▼ -0.1%	---	---	---
Months Supply of Inventory	3.4	2.9	▲ 17.2%	3.5	▼ -2.9%	---	---	---
New Listings	704	694	▲ 1.4%	756	▼ -6.9%	1,460	1,209	▲ 20.8%
Pending Sales	536	549	▼ -2.4%	390	▲ 37.4%	926	859	▲ 7.8%
Days to Off Market	51	41	▲ 24.4%	58	▼ -12.1%	54	44	▲ 22.7%
Sold to Original Price Ratio	97.2%	99.0%	▼ -1.8%	96.9%	▲ 0.3%	97.1%	98.4%	▼ -1.3%
Price per Square Foot	\$629	\$624	▲ 0.8%	\$640	▼ -1.7%	\$635	\$627	▲ 1.3%



METRO WEST REGION

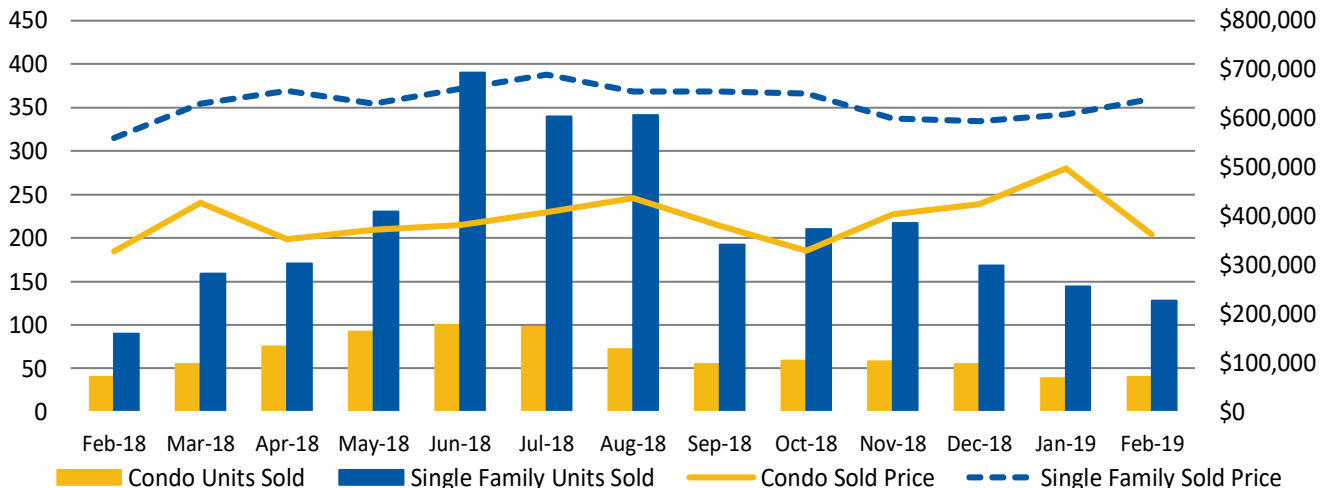
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$639,900	\$560,000	▲ 14.3%	\$608,500	▲ 5.2%	\$627,500	\$543,125	▲ 15.5%
Units Sold	128	90	▲ 42.2%	144	▼ -11.1%	272	234	▲ 16.2%
Active Listings	477	463	▲ 3.0%	461	▲ 3.5%	---	---	---
Months Supply of Inventory	3.7	5.1	▼ -27.5%	3.2	▲ 15.6%	---	---	---
New Listings	228	232	▼ -1.7%	239	▼ -4.6%	467	409	▲ 14.2%
Pending Sales	179	140	▲ 27.9%	124	▲ 44.4%	303	273	▲ 11.0%
Days to Off Market	58	49	▲ 18.4%	57	▲ 1.8%	57	65	▼ -12.3%
Sold to Original Price Ratio	95.4%	96.3%	▼ -0.9%	95.9%	▼ -0.5%	95.6%	96.0%	▼ -0.4%
Price per Square Foot	\$308	\$300	▲ 2.7%	\$291	▲ 5.8%	\$299	\$286	▲ 4.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$362,000	\$328,750	▲ 10.1%	\$498,000	▼ -27.3%	\$418,000	\$385,000	▲ 8.6%
Units Sold	40	40	■ 0.0%	39	▲ 2.6%	79	87	▼ -9.2%
Active Listings	144	127	▲ 13.4%	134	▲ 7.5%	---	---	---
Months Supply of Inventory	3.6	3.2	▲ 12.5%	3.4	▲ 5.9%	---	---	---
New Listings	76	80	▼ -5.0%	58	▲ 31.0%	134	142	▼ -5.6%
Pending Sales	56	68	▼ -17.6%	47	▲ 19.1%	103	115	▼ -10.4%
Days to Off Market	74	47	▲ 57.4%	72	▲ 2.8%	73	54	▲ 35.2%
Sold to Original Price Ratio	94.8%	98.4%	▼ -3.7%	97.3%	▼ -2.6%	96.0%	98.7%	▼ -2.7%
Price per Square Foot	\$270	\$262	▲ 3.1%	\$254	▲ 6.3%	\$262	\$266	▼ -1.5%



SOUTHERN NORFOLK REGION

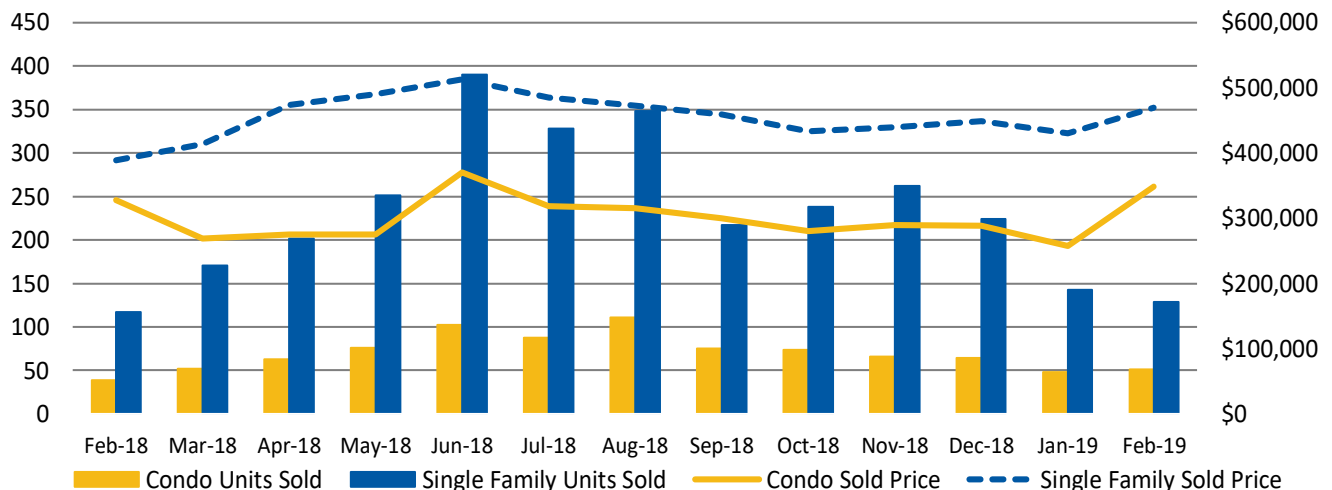
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$470,000	\$389,000	▲ 20.8%	\$430,000	▲ 9.3%	\$445,500	\$430,000	▲ 3.6%
Units Sold	129	117	▲ 10.3%	143	▼ -9.8%	272	283	▼ -3.9%
Active Listings	442	491	▼ -10.0%	428	▲ 3.3%	---	---	---
Months Supply of Inventory	3.4	4.2	▼ -19.0%	3.0	▲ 13.3%	---	---	---
New Listings	232	272	▼ -14.7%	206	▲ 12.6%	438	449	▼ -2.4%
Pending Sales	167	160	▲ 4.4%	152	▲ 9.9%	319	288	▲ 10.8%
Days to Off Market	62	60	▲ 3.3%	76	▼ -18.4%	69	60	▲ 15.0%
Sold to Original Price Ratio	94.7%	97.1%	▼ -2.5%	95.3%	▼ -0.6%	95.0%	97.6%	▼ -2.7%
Price per Square Foot	\$240	\$245	▼ -2.0%	\$243	▼ -1.2%	\$241	\$245	▼ -1.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$349,000	\$327,999	▲ 6.4%	\$257,450	▲ 35.6%	\$307,500	\$292,075	▲ 5.3%
Units Sold	51	39	▲ 30.8%	48	▲ 6.3%	99	80	▲ 23.8%
Active Listings	154	142	▲ 8.5%	179	▼ -14.0%	---	---	---
Months Supply of Inventory	3.0	3.6	▼ -16.7%	3.7	▼ -18.9%	---	---	---
New Listings	64	73	▼ -12.3%	131	▼ -51.1%	195	140	▲ 39.3%
Pending Sales	80	54	▲ 48.1%	61	▲ 31.1%	141	92	▲ 53.3%
Days to Off Market	58	63	▼ -7.9%	48	▲ 20.8%	54	62	▼ -12.9%
Sold to Original Price Ratio	97.3%	98.0%	▼ -0.7%	98.9%	▼ -1.6%	98.1%	98.1%	0.0%
Price per Square Foot	\$224	\$219	▲ 2.3%	\$229	▼ -2.2%	\$227	\$221	▲ 2.7%



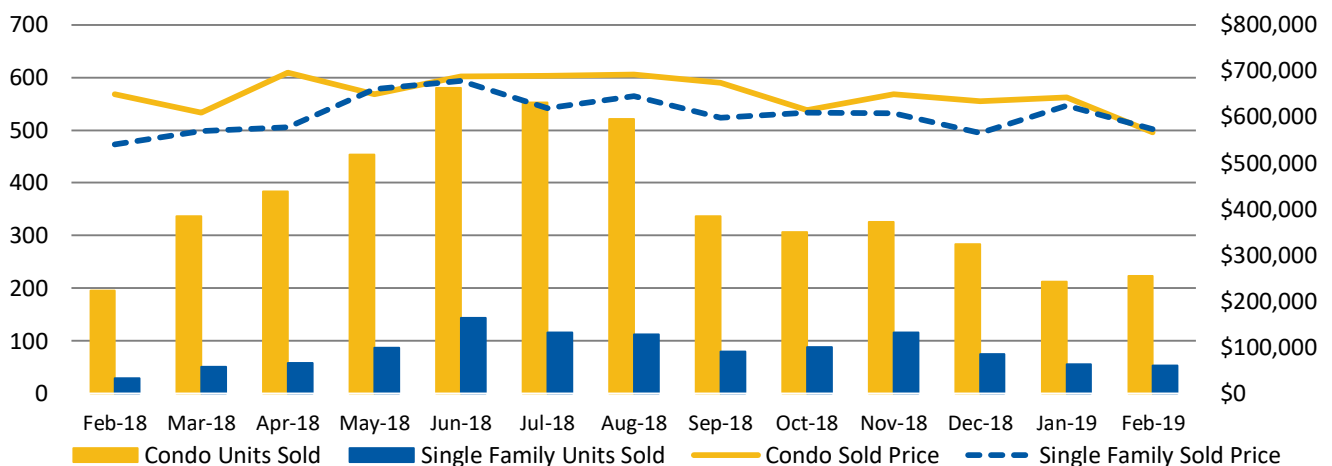
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$573,000	\$540,000	▲ 6.1%	\$625,000	▼ -8.3%	\$602,500	\$558,500	▲ 7.9%
Units Sold	53	29	▲ 82.8%	55	▼ -3.6%	108	104	▲ 3.8%
Active Listings	145	135	▲ 7.4%	140	▲ 3.6%	---	---	---
Months Supply of Inventory	2.7	4.7	▼ -42.6%	2.5	▲ 8.0%	---	---	---
New Listings	77	76	▲ 1.3%	90	▼ -14.4%	167	127	▲ 31.5%
Pending Sales	49	47	▲ 4.3%	53	▼ -7.5%	102	82	▲ 24.4%
Days to Off Market	57	34	▲ 67.6%	59	▼ -3.4%	58	51	▲ 13.7%
Sold to Original Price Ratio	97.7%	94.0%	▲ 3.9%	97.0%	▲ 0.7%	97.4%	95.4%	▲ 2.1%
Price per Square Foot	\$399	\$353	▲ 13.0%	\$422	▼ -5.5%	\$411	\$403	▲ 2.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$567,000	\$650,000	▼ -12.8%	\$642,500	▼ -11.8%	\$602,000	\$622,000	▼ -3.2%
Units Sold	223	196	▲ 13.8%	212	▲ 5.2%	435	478	▼ -9.0%
Active Listings	869	696	▲ 24.9%	860	▲ 1.0%	---	---	---
Months Supply of Inventory	3.9	3.6	▲ 8.3%	4.1	▼ -4.9%	---	---	---
New Listings	442	442	■ 0.0%	464	▼ -4.7%	906	776	▲ 16.8%
Pending Sales	309	362	▼ -14.6%	234	▲ 32.1%	543	547	▼ -0.7%
Days to Off Market	55	45	▲ 22.2%	66	▼ -16.7%	59	48	▲ 22.9%
Sold to Original Price Ratio	96.3%	98.1%	▼ -1.8%	96.7%	▼ -0.4%	96.5%	97.8%	▼ -1.3%
Price per Square Foot	\$667	\$692	▼ -3.6%	\$718	▼ -7.1%	\$692	\$689	▲ 0.4%



MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

2 Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$665,000	\$637,500	▲ 4.3%	\$712,500	▼ -6.7%	\$691,000	\$631,000	▲ 9.5%
Units Sold	74	65	▲ 13.8%	90	▼ -17.8%	164	161	▲ 1.9%
Active Listings	205	210	▼ -2.4%	228	▼ -10.1%	---	---	---
Months Supply of Inventory	2.8	3.2	▼ -12.5%	2.5	▲ 12.0%	---	---	---
New Listings	130	143	▼ -9.1%	127	▲ 2.4%	257	237	▲ 8.4%
Pending Sales	99	97	▲ 2.1%	76	▲ 30.3%	175	162	▲ 8.0%
Days to Off Market	47	52	▼ -9.6%	55	▼ -14.5%	51	48	▲ 6.3%
Sold to Original Price Ratio	97.1%	102.8%	▼ -5.5%	96.9%	▲ 0.2%	97.0%	101.1%	▼ -4.1%
Price per Square Foot	\$293	\$290	▲ 1.0%	\$295	▼ -0.7%	\$294	\$280	▲ 5.0%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$824,000	\$793,750	▲ 3.8%	\$800,000	▲ 3.0%	\$800,000	\$800,000	■ 0.0%
Units Sold	22	38	▼ -42.1%	37	▼ -40.5%	59	79	▼ -25.3%
Active Listings	89	116	▼ -23.3%	100	▼ -11.0%	---	---	---
Months Supply of Inventory	4.0	3.1	▲ 29.0%	2.7	▲ 48.1%	---	---	---
New Listings	56	68	▼ -17.6%	62	▼ -9.7%	118	120	▼ -1.7%
Pending Sales	41	44	▼ -6.8%	28	▲ 46.4%	69	75	▼ -8.0%
Days to Off Market	41	39	▲ 5.1%	80	▼ -48.8%	57	45	▲ 26.7%
Sold to Original Price Ratio	91.5%	100.3%	▼ -8.8%	93.8%	▼ -2.5%	92.9%	98.7%	▼ -5.9%
Price per Square Foot	\$265	\$288	▼ -8.0%	\$288	▼ -8.0%	\$279	\$282	▼ -1.1%

4 Family Homes

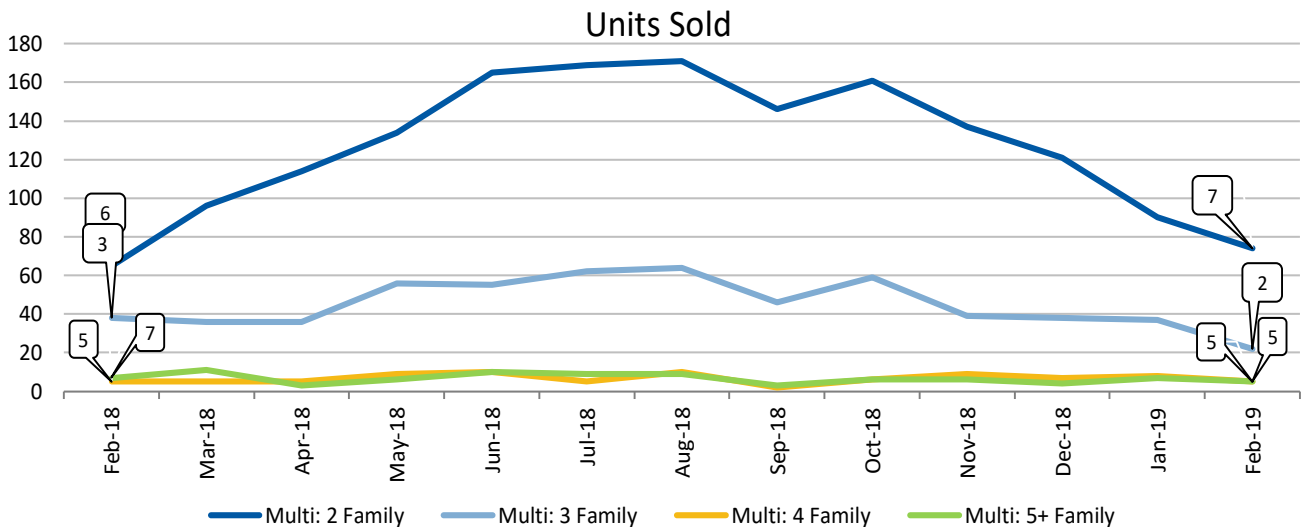
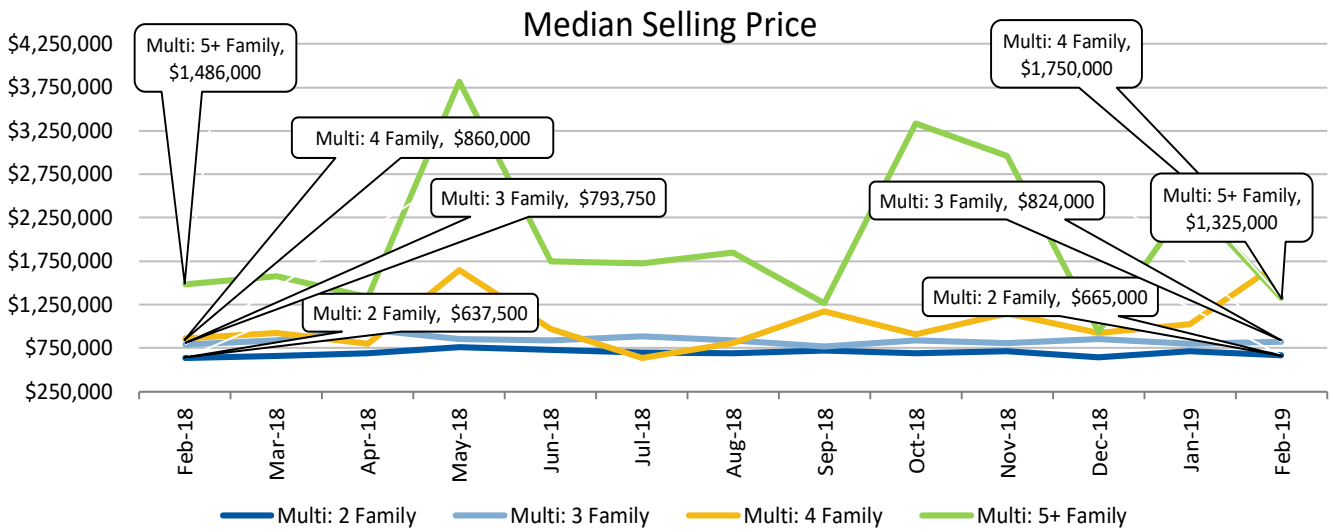
	Year over Year			Month over Month		Year to Date		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$1,750,000	\$860,000	▲ 103.5%	\$1,025,000	▲ 70.7%	\$1,100,000	\$860,000	▲ 27.9%
Units Sold	5	5	■ 0.0%	8	▼ -37.5%	13	9	▲ 44.4%
Active Listings	20	18	▲ 11.1%	24	▼ -16.7%	---	---	---
Months Supply of Inventory	4.0	3.6	▲ 11.1%	3.0	▲ 33.3%	---	---	---
New Listings	9	7	▲ 28.6%	14	▼ -35.7%	23	17	▲ 35.3%
Pending Sales	8	3	▲ 166.7%	6	▲ 33.3%	14	9	▲ 55.6%
Days to Off Market	20	31	▼ -35.5%	42	▼ -52.4%	29	49	▼ -40.8%
Sold to Original Price Ratio	93.4%	88.8%	▲ 5.2%	93.0%	▲ 0.4%	93.2%	85.4%	▲ 9.1%
Price per Square Foot	\$418	\$352	▲ 18.8%	\$364	▲ 14.8%	\$385	\$312	▲ 23.4%

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		
	Feb 2019	Feb 2018	Change	Jan 2019	Change	2019	2018	Change
Median Selling Price	\$1,325,000	\$1,486,000	▼ -10.8%	\$2,450,000	▼ -45.9%	\$1,887,500	\$1,505,500	▲ 25.4%
Units Sold	5	7	▼ -28.6%	7	▼ -28.6%	12	14	▼ -14.3%
Active Listings	31	26	▲ 19.2%	38	▼ -18.4%	---	---	---
Months Supply of Inventory	6.2	3.7	▲ 67.6%	5.4	▲ 14.8%	---	---	---
New Listings	11	13	▼ -15.4%	21	▼ -47.6%	32	22	▲ 45.5%
Pending Sales	11	6	▲ 83.3%	8	▲ 37.5%	19	15	▲ 26.7%
Days to Off Market	59	38	▲ 55.3%	44	▲ 34.1%	53	52	▲ 1.9%
Sold to Original Price Ratio	92.8%	106.3%	▼ -12.7%	99.7%	▼ -6.9%	96.8%	101.1%	▼ -4.3%
Price per Square Foot	\$388	\$426	▼ -8.9%	\$459	▼ -15.5%	\$430	\$351	▲ 22.5%



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.