

MONTHLY MARKET INSIGHT REPORT

JANUARY 2019

Detached Single-Family Homes

The 707 homes sold in January 2019 was the tenth highest sales volume for the month and was a 11 percent decrease from the 794 homes sold in January 2018. The median sales price reached a record high for the month of January at \$590,000, which was a 7.3 percent increase from the January 2018 median sales prices of \$550,000.

Condominiums

With 543 condos sold, it was the eighth most active January on record in Greater Boston, and a 12.4percent decrease in sales from the 620 units sold in January 2018. The median sales price of condos also reached a new record high for the month of January at \$570,000, which is a 4.6 percent increase from the January 2018 median sales price of \$520,000.

Multi-Family

This month, there were 139 multi-family units sold in Greater Boston, which reflects a 6.0 percent decrease in sales volume from the 148 multi-family units sold in January 2018. Notably, all but the three-family unit home markets experienced increases in median sales price, and the five-family unit market experienced a 69.7 percent increase in median sales price from \$1,525,000 in January 2018 to \$2,450,000 this month, with the same number of homes sold (7).



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 2/10/2019

GREATER BOSTON MARKET SUMMARY

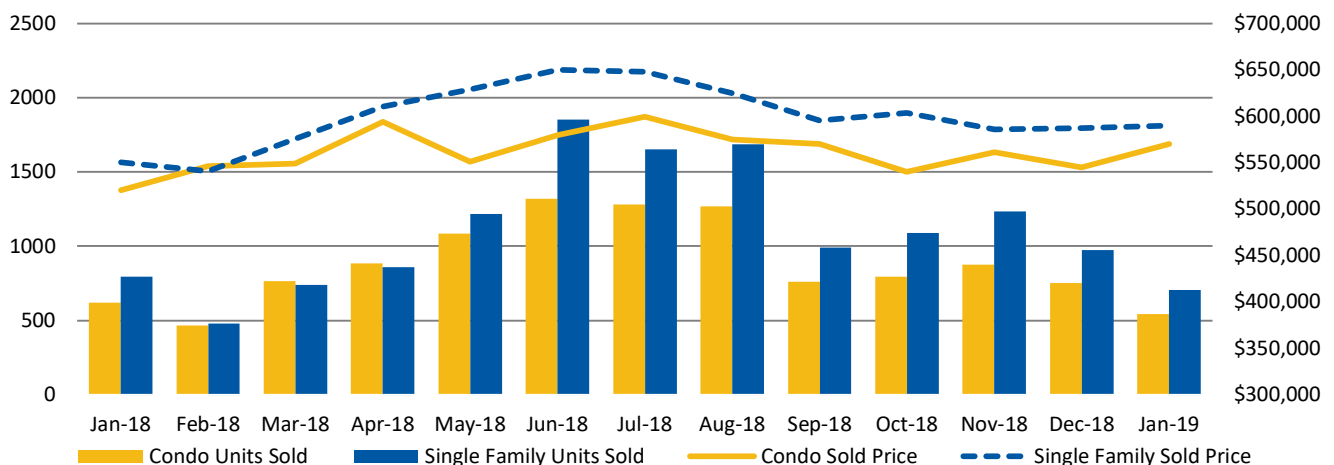
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$590,000	\$550,000	▲ 7.3%	\$587,000	▲ 0.5%	\$590,000	\$550,000	▲ 7.3%
Units Sold	707	794	▼ -11.0%	974	▼ -27.4%	707	794	▼ -11.0%
Active Listings	1,889	1,728	▲ 9.3%	1,793	▲ 5.4%	---	---	---
Months Supply of Inventory	2.7	2.2	▲ 22.7%	1.8	▲ 50.0%	---	---	---
New Listings	1,072	781	▲ 37.3%	424	▲ 152.8%	1,072	781	▲ 37.3%
Pending Sales	671	562	▲ 19.4%	691	▼ -2.9%	671	562	▲ 19.4%
Days to Off Market	67	67	▬ 0.0%	62	▲ 8.1%	67	67	▬ 0.0%
Sold to Original Price Ratio	95.7%	97.4%	▼ -1.7%	96.2%	▼ -0.5%	95.7%	97.4%	▼ -1.7%
Price per Square Foot	\$323	\$317	▲ 1.9%	\$319	▲ 1.3%	\$323	\$317	▲ 1.9%

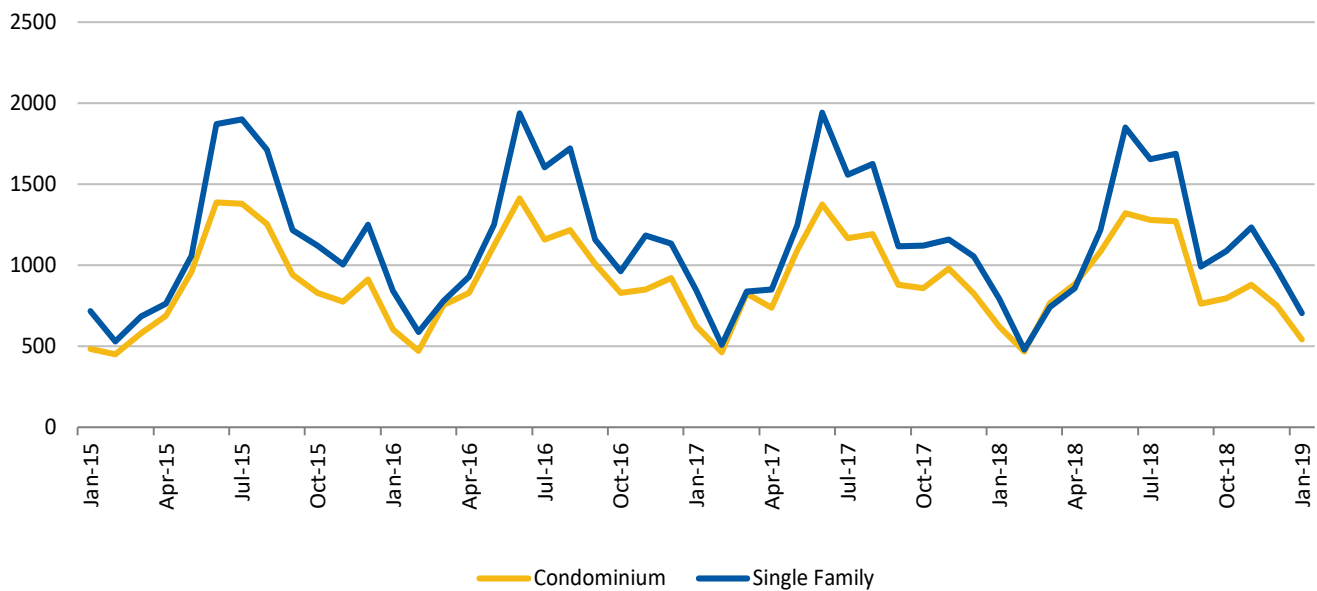
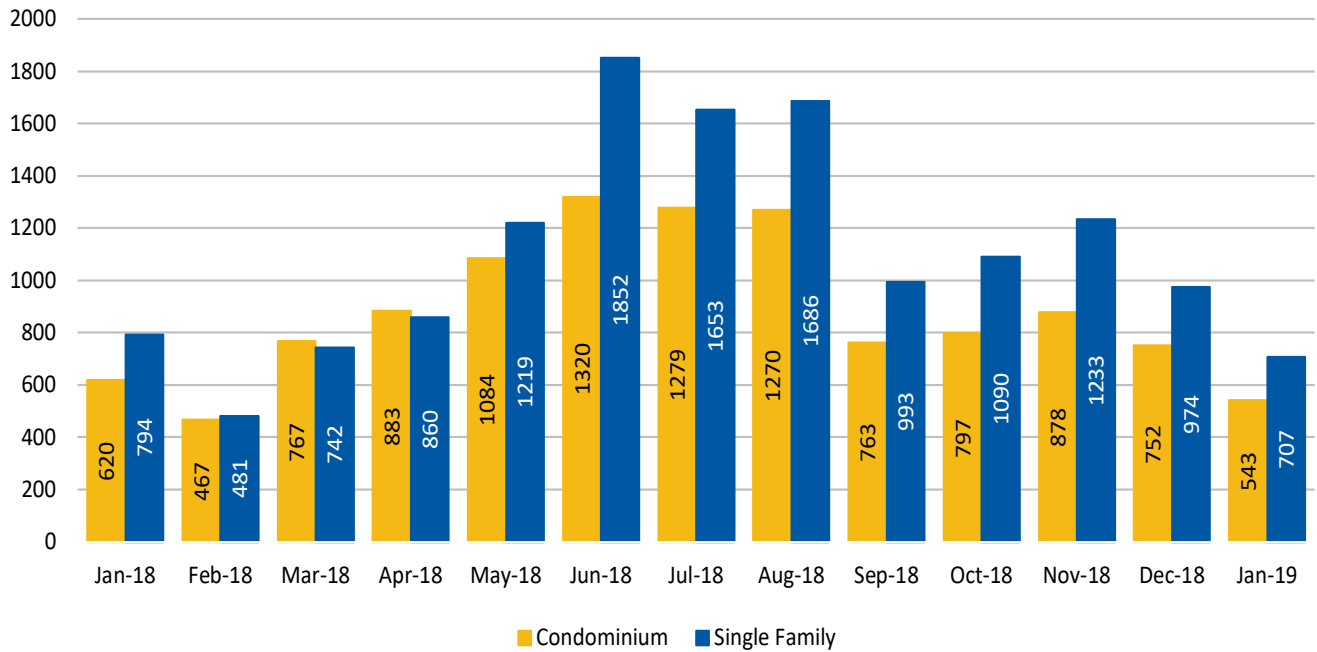
Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$570,000	\$520,000	▲ 9.6%	\$544,750	▲ 4.6%	\$570,000	\$520,000	▲ 9.6%
Units Sold	543	620	▼ -12.4%	752	▼ -27.8%	543	620	▼ -12.4%
Active Listings	1,753	1,348	▲ 30.0%	1,562	▲ 12.2%	---	---	---
Months Supply of Inventory	3.2	2.2	▲ 45.5%	2.1	▲ 52.4%	---	---	---
New Listings	1,087	738	▲ 47.3%	346	▲ 214.2%	1,087	738	▲ 47.3%
Pending Sales	593	449	▲ 32.1%	524	▲ 13.2%	593	449	▲ 32.1%
Days to Off Market	57	53	▲ 7.5%	57	▬ 0.0%	57	53	▲ 7.5%
Sold to Original Price Ratio	97.2%	98.1%	▼ -0.9%	98.2%	▼ -1.0%	97.2%	98.1%	▼ -0.9%
Price per Square Foot	\$517	\$525	▼ -1.5%	\$535	▼ -3.4%	\$517	\$525	▼ -1.5%



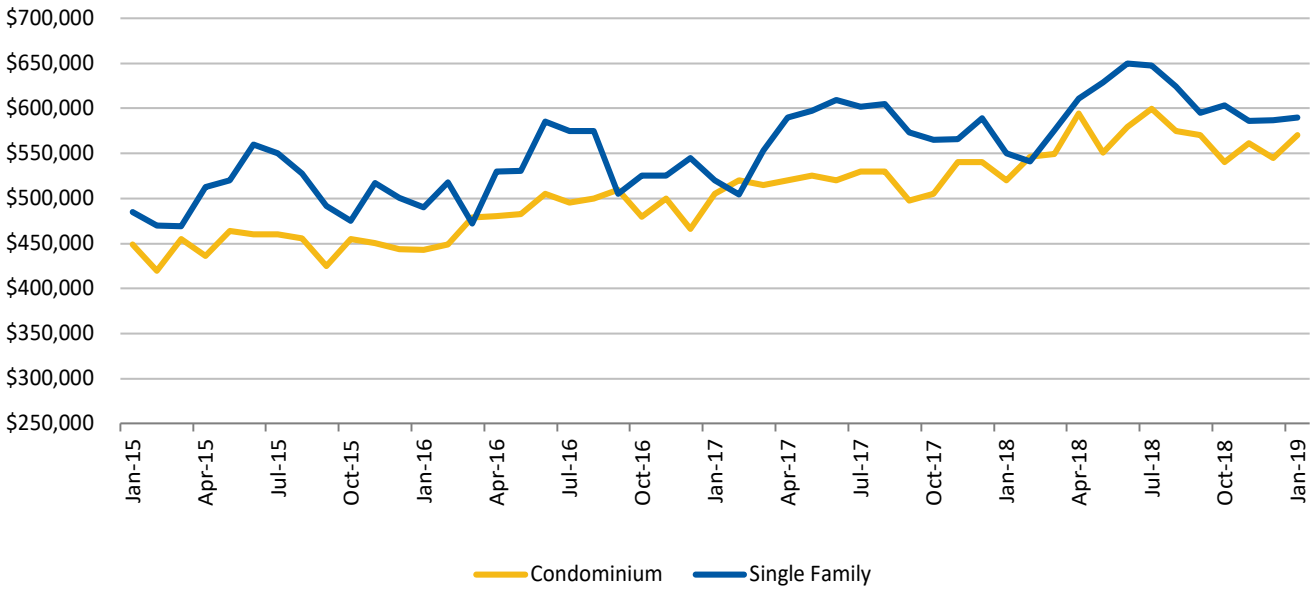
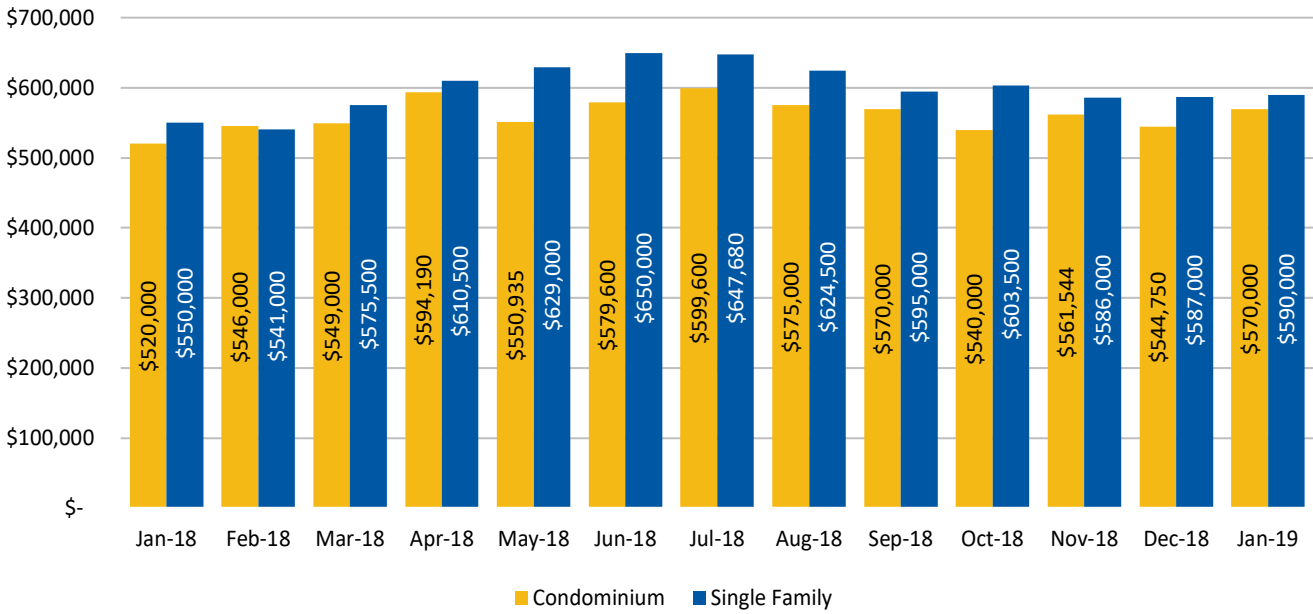
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
SINGLE FAMILY HOMES	707	794	▼ -11.0%	974	▼ -27.4%	707	794	▼ -11.0%
CONDOMINIUMS	543	620	▼ -12.4%	752	▼ -27.8%	543	620	▼ -12.4%



MEDIAN SELLING PRICE

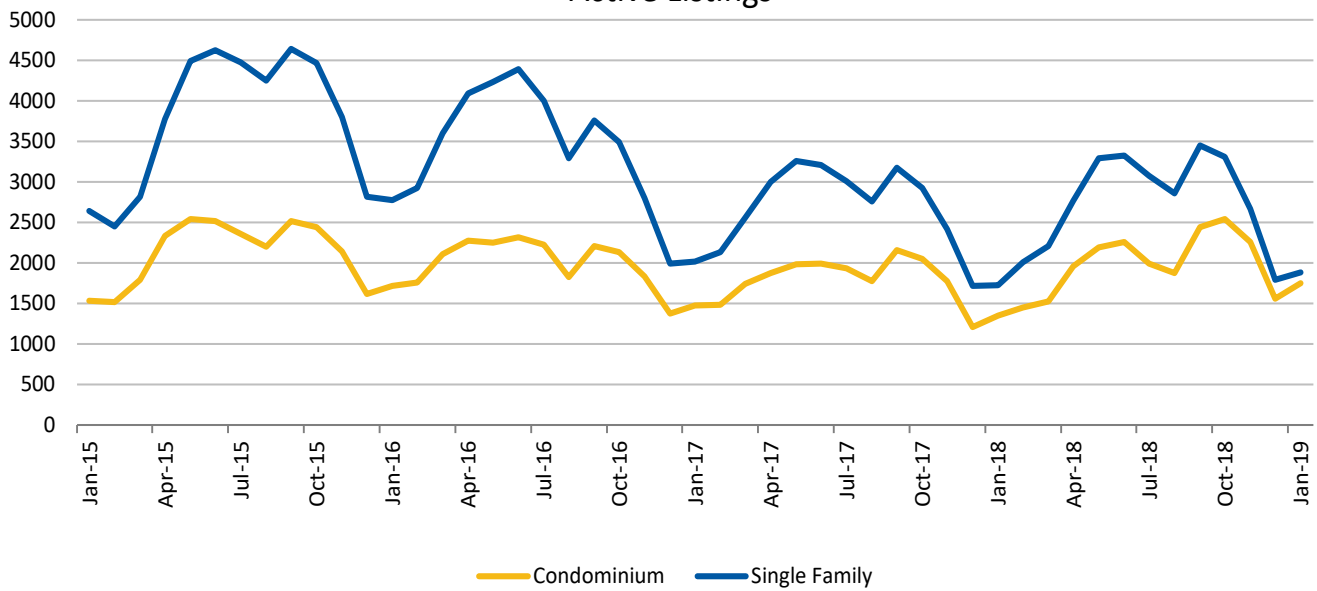
	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
SINGLE FAMILY HOMES	\$590,000	\$550,000	▲ 7.3%	\$587,000	▲ 0.5%	\$590,000	\$550,000	▲ 7.3%
CONDOMINIUMS	\$570,000	\$520,000	▲ 9.6%	\$544,750	▲ 4.6%	\$570,000	\$520,000	▲ 9.6%



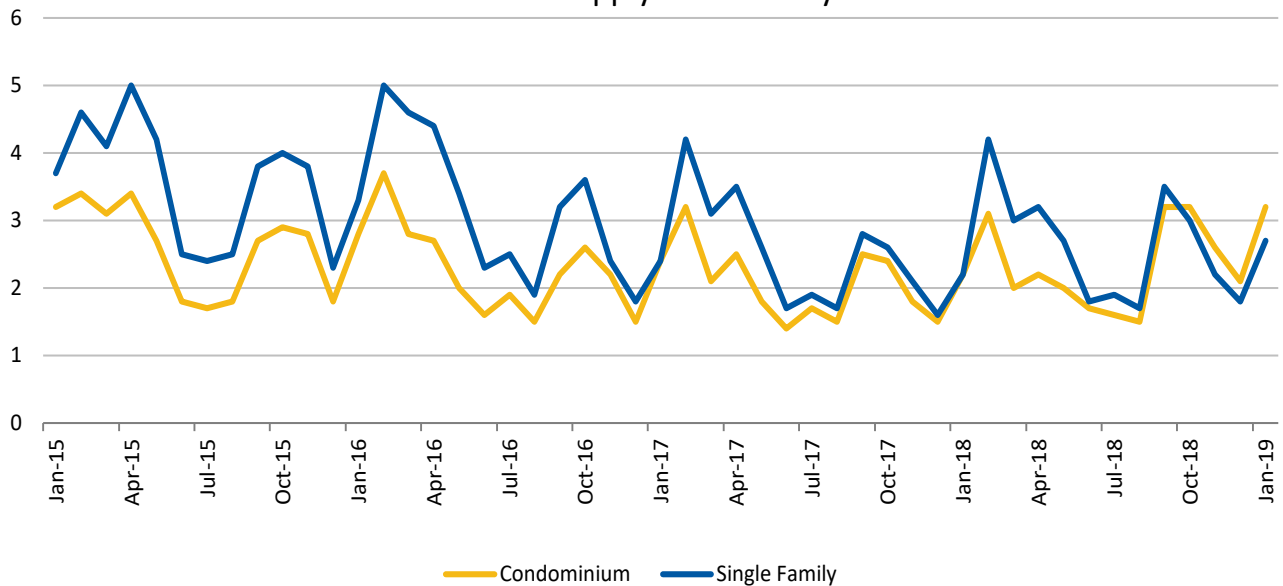
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jan 2019	Jan 2018	Change	Dec 2018	Change
SINGLE FAMILY HOMES	Active Listings	1,889	1,728	▲ 9.3%	1,793	▲ 5.4%
	Months Supply of Inventory	2.7	2.2	▲ 22.7%	1.8	▲ 50.0%
CONDOMINIUMS	Active Listings	1,753	1,348	▲ 30.0%	1,562	▲ 12.2%
	Months Supply of Inventory	3.2	2.2	▲ 45.5%	2.1	▲ 52.4%

Active Listings

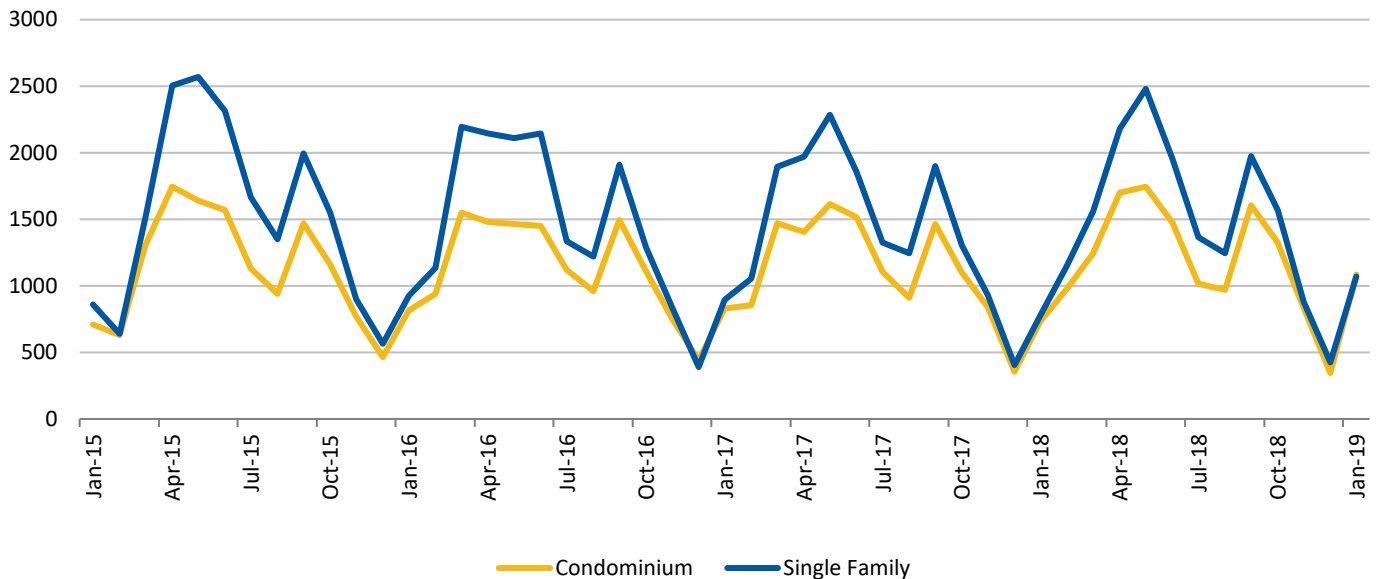
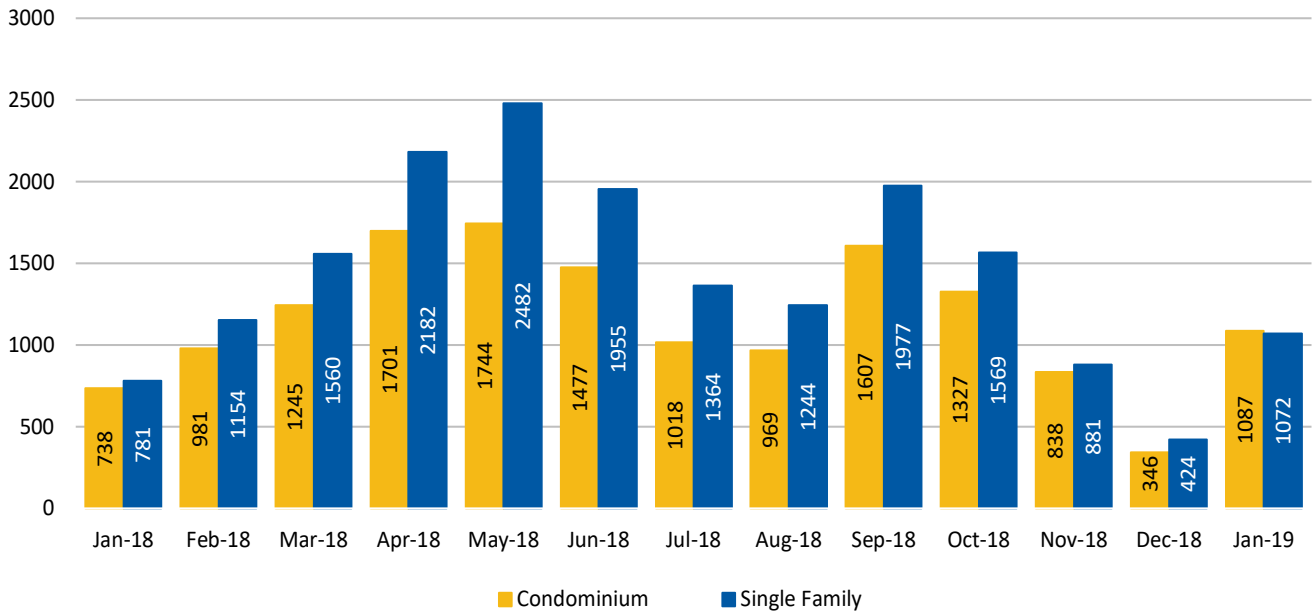


Months Supply of Inventory



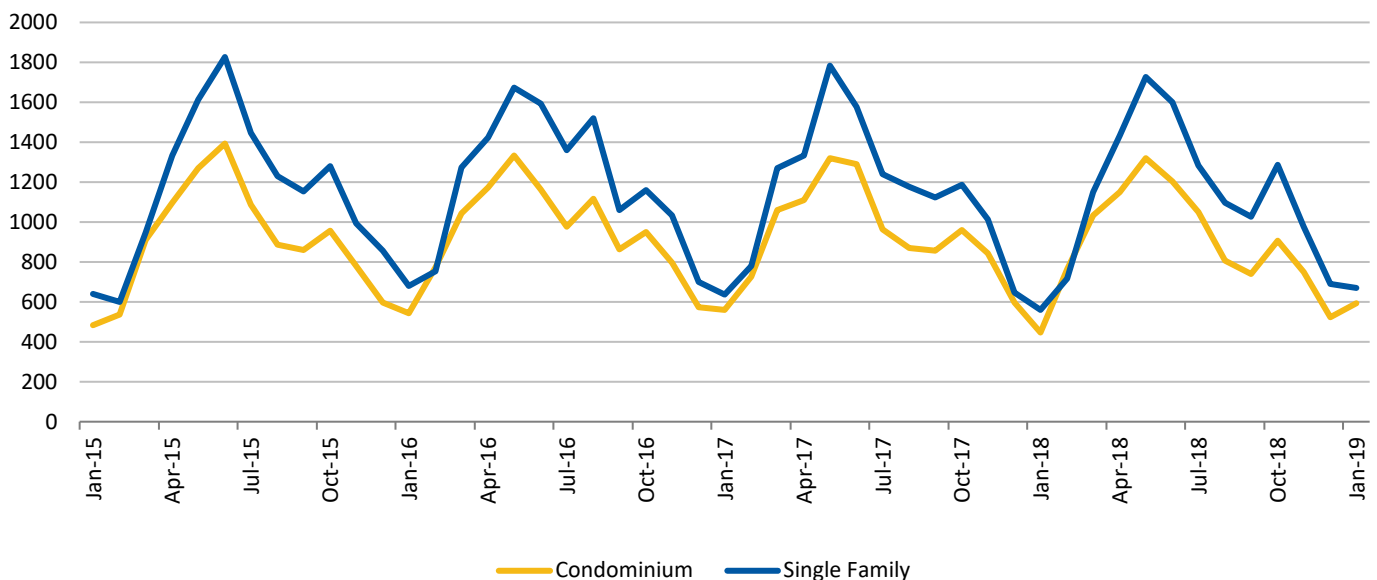
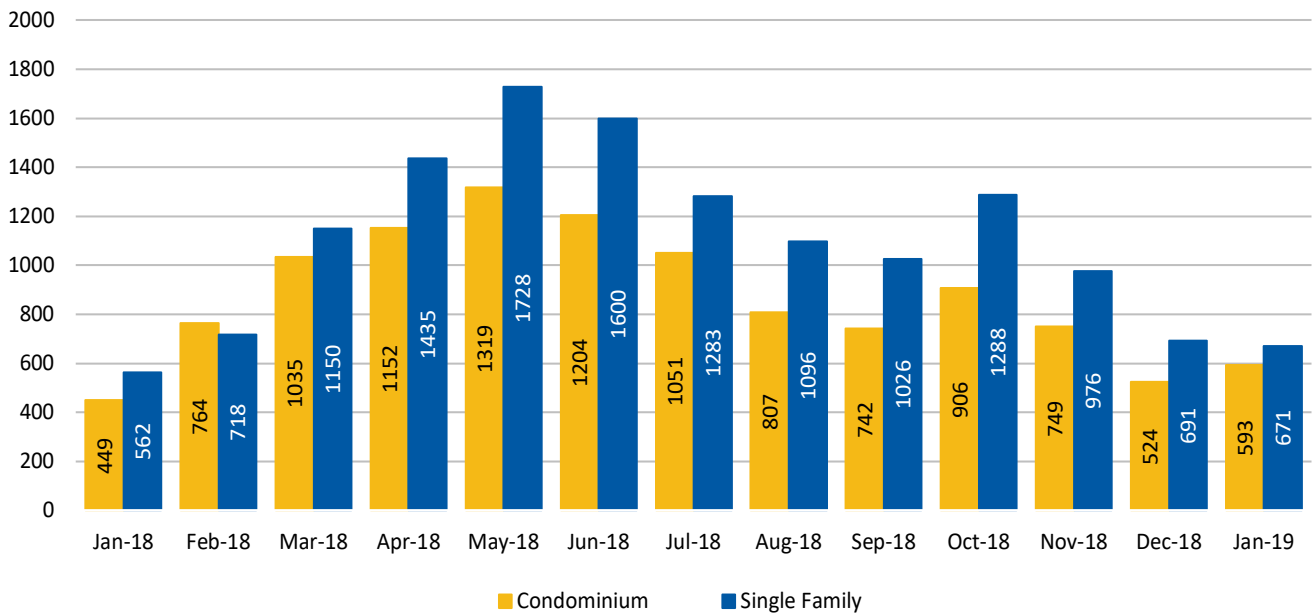
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,072	781	▲ 37.3%	424	▲ 152.8%	1,072	781	▲ 37.3%
CONDOMINIUMS	1,087	738	▲ 47.3%	346	▲ 214.2%	1,087	738	▲ 47.3%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
SINGLE FAMILY HOMES	671	562	▲ 19.4%	691	▼ -2.9%	671	562	▲ 19.4%
CONDOMINIUMS	593	449	▲ 32.1%	524	▲ 13.2%	593	449	▲ 32.1%



CENTRAL MIDDLESEX REGION

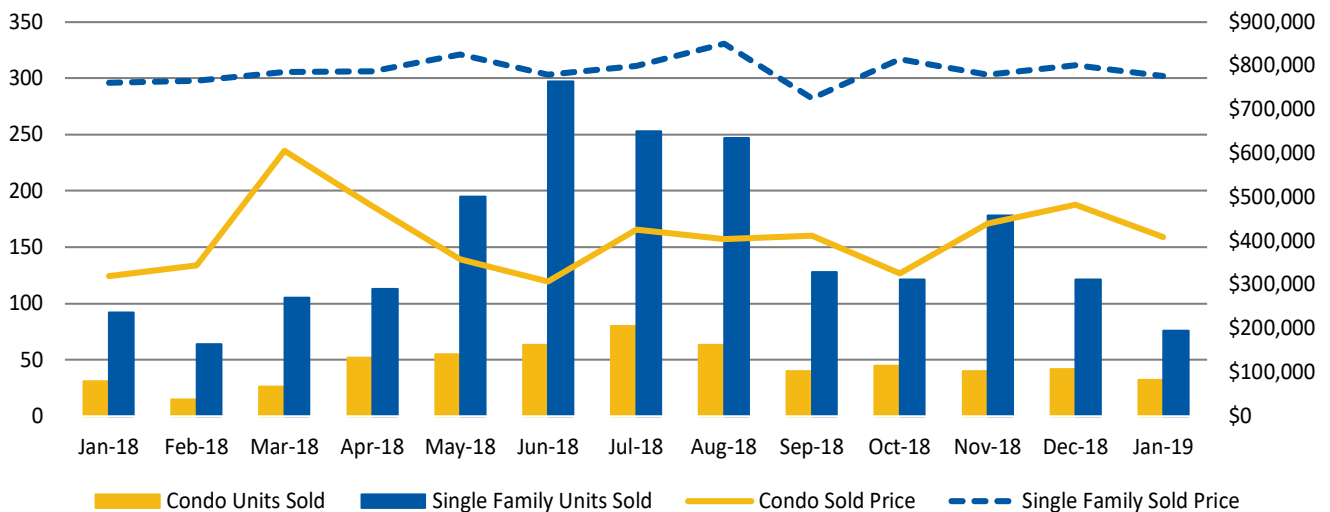
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$776,000	\$761,500	▲ 1.9%	\$801,000	▼ -3.1%	\$776,000	\$761,500	▲ 1.9%
Units Sold	76	92	▼ -17.4%	121	▼ -37.2%	76	92	▼ -17.4%
Active Listings	348	321	▲ 8.4%	309	▲ 12.6%	---	---	---
Months Supply of Inventory	4.6	3.5	▲ 31.4%	2.6	▲ 76.9%	---	---	---
New Listings	155	111	▲ 39.6%	53	▲ 192.5%	155	111	▲ 39.6%
Pending Sales	82	76	▲ 7.9%	73	▲ 12.3%	82	76	▲ 7.9%
Days to Off Market	85	100	▼ -15.0%	76	▲ 11.8%	85	100	▼ -15.0%
Sold to Original Price Ratio	95.1%	94.8%	▲ 0.3%	95.4%	▼ -0.3%	95.1%	94.8%	▲ 0.3%
Price per Square Foot	\$328	\$325	▲ 0.9%	\$322	▲ 1.9%	\$328	\$325	▲ 0.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$408,750	\$320,000	▲ 27.7%	\$483,250	▼ -15.4%	\$408,750	\$320,000	▲ 27.7%
Units Sold	32	31	▲ 3.2%	42	▼ -23.8%	32	31	▲ 3.2%
Active Listings	101	94	▲ 7.4%	86	▲ 17.4%	---	---	---
Months Supply of Inventory	3.2	3.0	▲ 6.7%	2.0	▲ 60.0%	---	---	---
New Listings	49	35	▲ 40.0%	17	▲ 188.2%	49	35	▲ 40.0%
Pending Sales	25	16	▲ 56.3%	33	▼ -24.2%	25	16	▲ 56.3%
Days to Off Market	54	65	▼ -16.9%	75	▼ -28.0%	54	65	▼ -16.9%
Sold to Original Price Ratio	96.5%	95.0%	▲ 1.6%	99.8%	▼ -3.3%	96.5%	95.0%	▲ 1.6%
Price per Square Foot	\$251	\$252	▼ -0.4%	\$293	▼ -14.3%	\$251	\$252	▼ -0.4%



EASTERN MIDDLESEX REGION

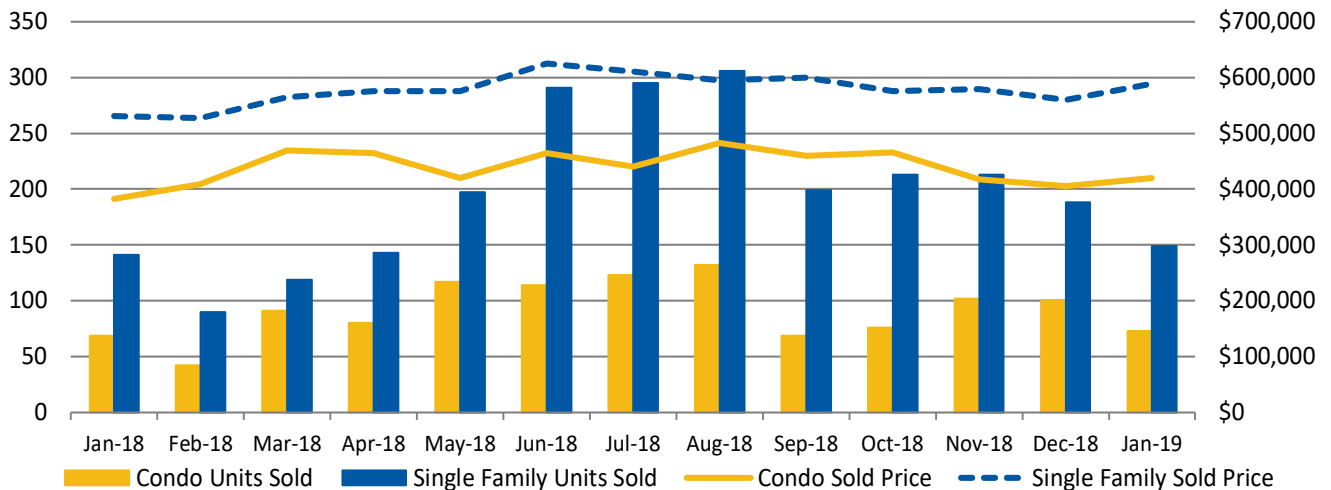
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$589,000	\$531,000	▲ 10.9%	\$560,000	▲ 5.2%	\$589,000	\$531,000	▲ 10.9%
Units Sold	149	141	▲ 5.7%	188	▼ -20.7%	149	141	▲ 5.7%
Active Listings	265	193	▲ 37.3%	251	▲ 5.6%	---	---	---
Months Supply of Inventory	1.8	1.4	▲ 28.6%	1.3	▲ 38.5%	---	---	---
New Listings	184	130	▲ 41.5%	71	▲ 159.2%	184	130	▲ 41.5%
Pending Sales	126	98	▲ 28.6%	138	▼ -8.7%	126	98	▲ 28.6%
Days to Off Market	52	50	▲ 4.0%	56	▼ -7.1%	52	50	▲ 4.0%
Sold to Original Price Ratio	96.7%	99.9%	▼ -3.2%	97.6%	▼ -0.9%	96.7%	99.9%	▼ -3.2%
Price per Square Foot	\$316	\$313	▲ 1.0%	\$308	▲ 2.6%	\$316	\$313	▲ 1.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$420,340	\$383,000	▲ 9.7%	\$405,000	▲ 3.8%	\$420,340	\$383,000	▲ 9.7%
Units Sold	73	69	▲ 5.8%	101	▼ -27.7%	73	69	▲ 5.8%
Active Listings	131	79	▲ 65.8%	109	▲ 20.2%	---	---	---
Months Supply of Inventory	1.8	1.1	▲ 63.6%	1.1	▲ 63.6%	---	---	---
New Listings	93	59	▲ 57.6%	26	▲ 257.7%	93	59	▲ 57.6%
Pending Sales	57	38	▲ 50.0%	64	▼ -10.9%	57	38	▲ 50.0%
Days to Off Market	44	58	▼ -24.1%	42	▲ 4.8%	44	58	▼ -24.1%
Sold to Original Price Ratio	97.3%	99.6%	▼ -2.3%	99.2%	▼ -1.9%	97.3%	99.6%	▼ -2.3%
Price per Square Foot	\$357	\$342	▲ 4.4%	\$366	▼ -2.5%	\$357	\$342	▲ 4.4%



METRO BOSTON REGION

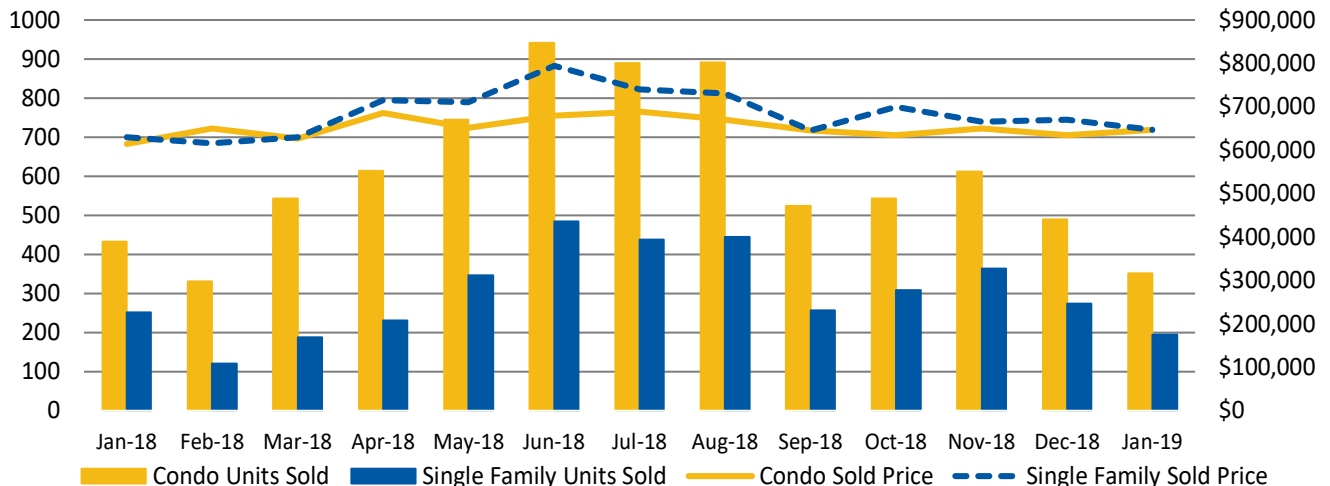
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$647,250	\$630,000	▲ 2.7%	\$670,000	▼ -3.4%	\$647,250	\$630,000	▲ 2.7%
Units Sold	195	251	▼ -22.3%	274	▼ -28.8%	195	251	▼ -22.3%
Active Listings	426	391	▲ 9.0%	404	▲ 5.4%	---	---	---
Months Supply of Inventory	2.2	1.6	▲ 37.5%	1.5	▲ 46.7%	---	---	---
New Listings	290	186	▲ 55.9%	109	▲ 166.1%	290	186	▲ 55.9%
Pending Sales	184	127	▲ 44.9%	182	▲ 1.1%	184	127	▲ 44.9%
Days to Off Market	67	53	▲ 26.4%	54	▲ 24.1%	67	53	▲ 26.4%
Sold to Original Price Ratio	95.6%	97.5%	▼ -1.9%	96.1%	▼ -0.5%	95.6%	97.5%	▼ -1.9%
Price per Square Foot	\$409	\$386	▲ 6.0%	\$397	▲ 3.0%	\$409	\$386	▲ 6.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$646,500	\$615,000	▲ 5.1%	\$635,000	▲ 1.8%	\$646,500	\$615,000	▲ 5.1%
Units Sold	352	432	▼ -18.5%	490	▼ -28.2%	352	432	▼ -18.5%
Active Listings	1,218	923	▲ 32.0%	1,093	▲ 11.4%	---	---	---
Months Supply of Inventory	3.5	2.1	▲ 66.7%	2.2	▲ 59.1%	---	---	---
New Listings	756	515	▲ 46.8%	246	▲ 207.3%	756	515	▲ 46.8%
Pending Sales	400	310	▲ 29.0%	350	▲ 14.3%	400	310	▲ 29.0%
Days to Off Market	59	50	▲ 18.0%	56	▲ 5.4%	59	50	▲ 18.0%
Sold to Original Price Ratio	97.0%	97.9%	▼ -0.9%	97.7%	▼ -0.7%	97.0%	97.9%	▼ -0.9%
Price per Square Foot	\$642	\$630	▲ 1.9%	\$658	▼ -2.4%	\$642	\$630	▲ 1.9%



METRO WEST REGION

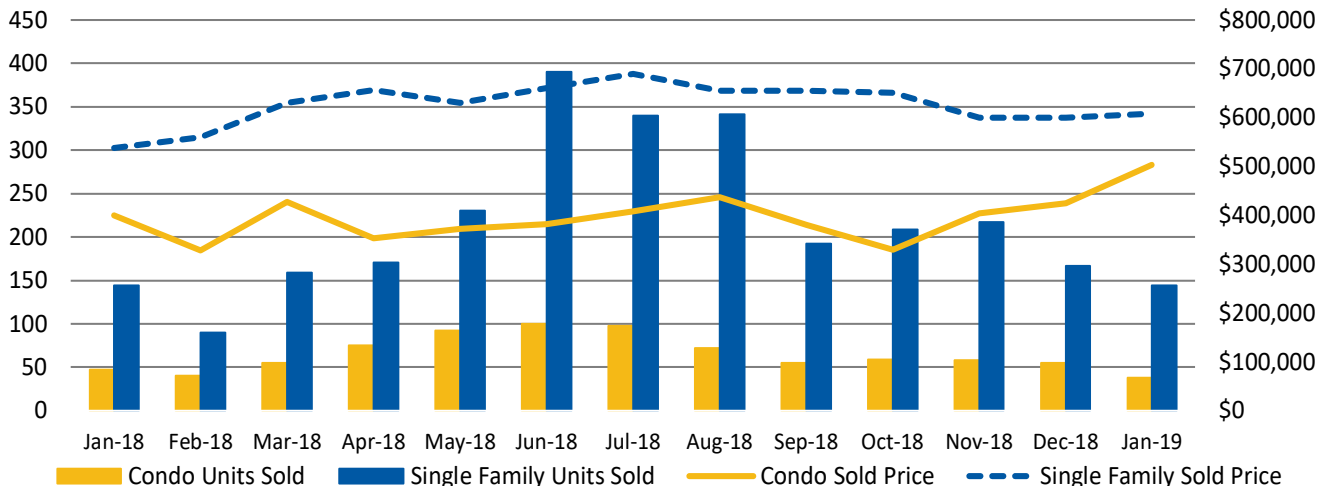
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$608,500	\$537,500	▲ 13.2%	\$600,000	▲ 1.4%	\$608,500	\$537,500	▲ 13.2%
Units Sold	144	144	■ 0.0%	167	▼ -13.8%	144	144	■ 0.0%
Active Listings	452	407	▲ 11.1%	396	▲ 14.1%	---	---	---
Months Supply of Inventory	3.1	2.8	▲ 10.7%	2.4	▲ 29.2%	---	---	---
New Listings	239	177	▲ 35.0%	91	▲ 162.6%	239	177	▲ 35.0%
Pending Sales	124	133	▼ -6.8%	144	▼ -13.9%	124	133	▼ -6.8%
Days to Off Market	56	81	▼ -30.9%	66	▼ -15.2%	56	81	▼ -30.9%
Sold to Original Price Ratio	95.9%	95.8%	▲ 0.1%	95.9%	■ 0.0%	95.9%	95.8%	▲ 0.1%
Price per Square Foot	\$291	\$278	▲ 4.7%	\$298	▼ -2.3%	\$291	\$278	▲ 4.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$504,000	\$400,000	▲ 26.0%	\$425,000	▲ 18.6%	\$504,000	\$400,000	▲ 26.0%
Units Sold	38	47	▼ -19.1%	55	▼ -30.9%	38	47	▼ -19.1%
Active Listings	130	122	▲ 6.6%	139	▼ -6.5%	---	---	---
Months Supply of Inventory	3.4	2.6	▲ 30.8%	2.5	▲ 36.0%	---	---	---
New Listings	58	62	▼ -6.5%	28	▲ 107.1%	58	62	▼ -6.5%
Pending Sales	49	47	▲ 4.3%	34	▲ 44.1%	49	47	▲ 4.3%
Days to Off Market	71	63	▲ 12.7%	91	▼ -22.0%	71	63	▲ 12.7%
Sold to Original Price Ratio	97.2%	99.0%	▼ -1.8%	99.6%	▼ -2.4%	97.2%	99.0%	▼ -1.8%
Price per Square Foot	\$254	\$269	▼ -5.6%	\$291	▼ -12.7%	\$254	\$269	▼ -5.6%



SOUTHERN NORFOLK REGION

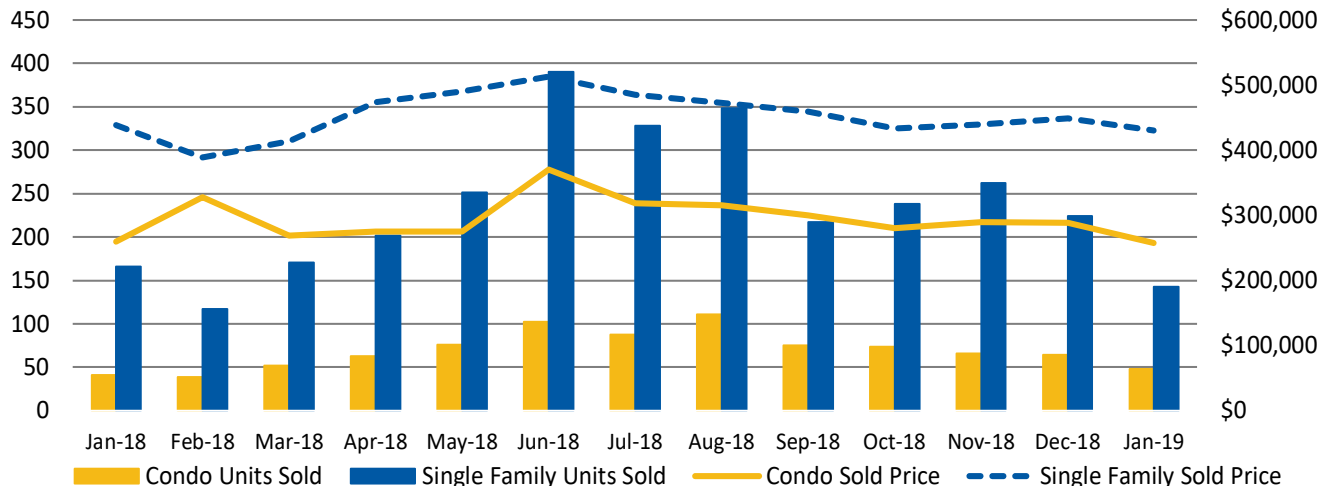
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$430,000	\$438,250	▼ -1.9%	\$448,444	▼ -4.1%	\$430,000	\$438,250	▼ -1.9%
Units Sold	143	166	▼ -13.9%	224	▼ -36.2%	143	166	▼ -13.9%
Active Listings	398	416	▼ -4.3%	433	▼ -8.1%	---	---	---
Months Supply of Inventory	2.8	2.5	▲ 12.0%	1.9	▲ 47.4%	---	---	---
New Listings	204	177	▲ 15.3%	100	▲ 104.0%	204	177	▲ 15.3%
Pending Sales	155	128	▲ 21.1%	154	▲ 0.6%	155	128	▲ 21.1%
Days to Off Market	80	61	▲ 31.1%	67	▲ 19.4%	80	61	▲ 31.1%
Sold to Original Price Ratio	95.3%	98.0%	▼ -2.8%	95.9%	▼ -0.6%	95.3%	98.0%	▼ -2.8%
Price per Square Foot	\$243	\$245	▼ -0.8%	\$247	▼ -1.6%	\$243	\$245	▼ -0.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$257,450	\$260,000	▼ -1.0%	\$288,750	▼ -10.8%	\$257,450	\$260,000	▼ -1.0%
Units Sold	48	41	▲ 17.1%	64	▼ -25.0%	48	41	▲ 17.1%
Active Listings	173	130	▲ 33.1%	135	▲ 28.1%	---	---	---
Months Supply of Inventory	3.6	3.2	▲ 12.5%	2.1	▲ 71.4%	---	---	---
New Listings	131	67	▲ 95.5%	29	▲ 351.7%	131	67	▲ 95.5%
Pending Sales	62	38	▲ 63.2%	43	▲ 44.2%	62	38	▲ 63.2%
Days to Off Market	48	60	▼ -20.0%	44	▲ 9.1%	48	60	▼ -20.0%
Sold to Original Price Ratio	98.9%	98.2%	▲ 0.7%	98.0%	▲ 0.9%	98.9%	98.2%	▲ 0.7%
Price per Square Foot	\$229	\$223	▲ 2.7%	\$227	▲ 0.9%	\$229	\$223	▲ 2.7%



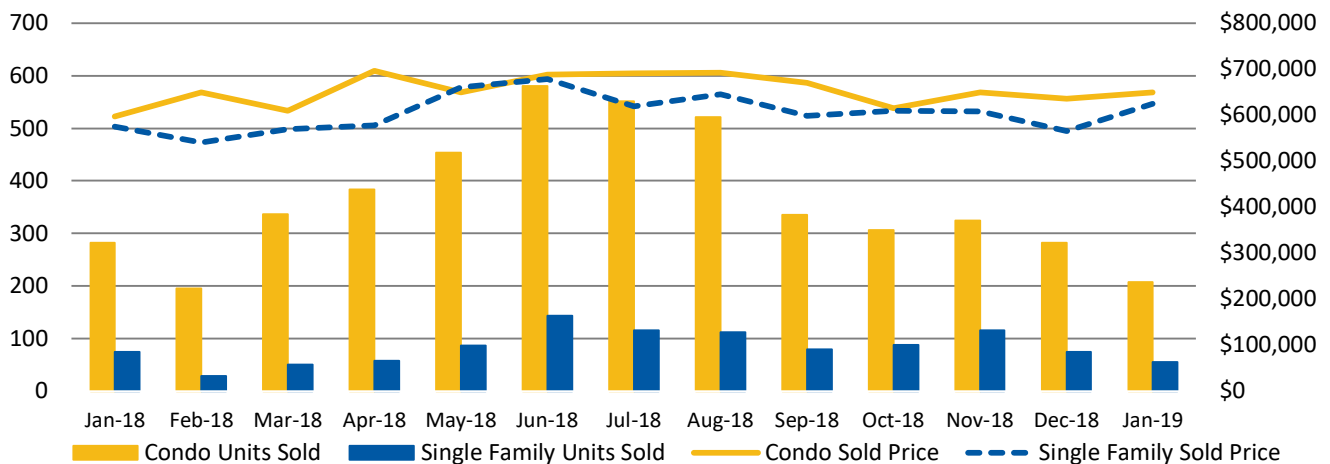
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$625,000	\$575,000	▲ 8.7%	\$565,000	▲ 10.6%	\$625,000	\$575,000	▲ 8.7%
Units Sold	55	75	▼ -26.7%	75	▼ -26.7%	55	75	▼ -26.7%
Active Listings	130	110	▲ 18.2%	123	▲ 5.7%	---	---	---
Months Supply of Inventory	2.4	1.5	▲ 60.0%	1.6	▲ 50.0%	---	---	---
New Listings	90	51	▲ 76.5%	33	▲ 172.7%	90	51	▲ 76.5%
Pending Sales	56	35	▲ 60.0%	53	▲ 5.7%	56	35	▲ 60.0%
Days to Off Market	60	73	▼ -17.8%	50	▲ 20.0%	60	73	▼ -17.8%
Sold to Original Price Ratio	97.0%	95.9%	▲ 1.1%	96.8%	▲ 0.2%	97.0%	95.9%	▲ 1.1%
Price per Square Foot	\$422	\$422	▬ 0.0%	\$410	▲ 2.9%	\$422	\$422	▬ 0.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$649,000	\$597,000	▲ 8.7%	\$636,250	▲ 2.0%	\$649,000	\$597,000	▲ 8.7%
Units Sold	207	282	▼ -26.6%	282	▼ -26.6%	207	282	▼ -26.6%
Active Listings	833	677	▲ 23.0%	759	▲ 9.7%	---	---	---
Months Supply of Inventory	4.0	2.4	▲ 66.7%	2.7	▲ 48.1%	---	---	---
New Listings	465	334	▲ 39.2%	148	▲ 214.2%	465	334	▲ 39.2%
Pending Sales	241	185	▲ 30.3%	219	▲ 10.0%	241	185	▲ 30.3%
Days to Off Market	68	56	▲ 21.4%	58	▲ 17.2%	68	56	▲ 21.4%
Sold to Original Price Ratio	96.8%	97.5%	▼ -0.7%	97.0%	▼ -0.2%	96.8%	97.5%	▼ -0.7%
Price per Square Foot	\$723	\$687	▲ 5.2%	\$737	▼ -1.9%	\$723	\$687	▲ 5.2%



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 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$715,500	\$625,000	▲ 14.5%	\$640,000	▲ 11.8%	\$715,500	\$625,000	▲ 14.5%
Units Sold	88	96	▼ -8.3%	121	▼ -27.3%	88	96	▼ -8.3%
Active Listings	207	190	▲ 8.9%	233	▼ -11.2%	---	---	---
Months Supply of Inventory	2.4	2.0	▲ 20.0%	1.9	▲ 26.3%	---	---	---
New Listings	127	94	▲ 35.1%	70	▲ 81.4%	127	94	▲ 35.1%
Pending Sales	80	65	▲ 23.1%	94	▼ -14.9%	80	65	▲ 23.1%
Days to Off Market	55	41	▲ 34.1%	49	▲ 12.2%	55	41	▲ 34.1%
Sold to Original Price Ratio	97.1%	99.9%	▼ -2.8%	96.2%	▲ 0.9%	97.1%	99.9%	▼ -2.8%
Price per Square Foot	\$298	\$273	▲ 9.2%	\$291	▲ 2.4%	\$298	\$273	▲ 9.2%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$799,950	\$845,000	▼ -5.3%	\$854,500	▼ -6.4%	\$799,950	\$845,000	▼ -5.3%
Units Sold	36	41	▼ -12.2%	38	▼ -5.3%	36	41	▼ -12.2%
Active Listings	91	108	▼ -15.7%	87	▲ 4.6%	---	---	---
Months Supply of Inventory	2.5	2.6	▼ -3.8%	2.3	▲ 8.7%	---	---	---
New Listings	62	52	▲ 19.2%	28	▲ 121.4%	62	52	▲ 19.2%
Pending Sales	28	31	▼ -9.7%	37	▼ -24.3%	28	31	▼ -9.7%
Days to Off Market	80	52	▲ 53.8%	65	▲ 23.1%	80	52	▲ 53.8%
Sold to Original Price Ratio	93.5%	97.3%	▼ -3.9%	96.5%	▼ -3.1%	93.5%	97.3%	▼ -3.9%
Price per Square Foot	\$288	\$277	▲ 4.0%	\$298	▼ -3.4%	\$288	\$277	▲ 4.0%

4 Family Homes

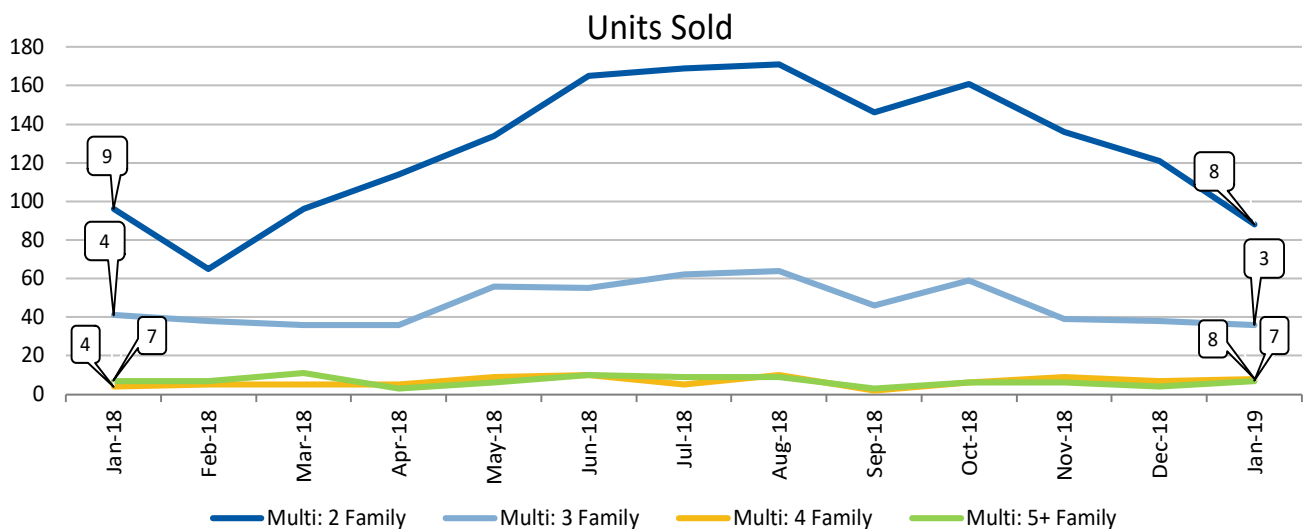
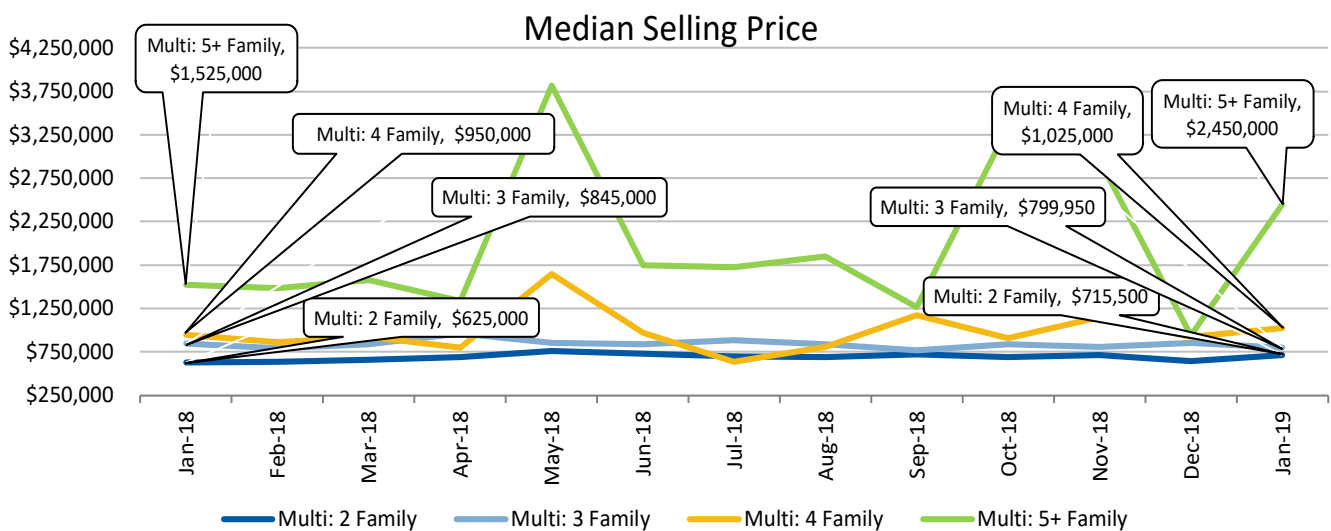
	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$1,025,000	\$950,000	▲ 7.9%	\$925,000	▲ 10.8%	\$1,025,000	\$950,000	▲ 7.9%
Units Sold	8	4	▲ 100.0%	7	▲ 14.3%	8	4	▲ 100.0%
Active Listings	23	19	▲ 21.1%	22	▲ 4.5%	---	---	---
Months Supply of Inventory	2.9	4.8	▼ -39.6%	3.1	▼ -6.5%	---	---	---
New Listings	14	10	▲ 40.0%	6	▲ 133.3%	14	10	▲ 40.0%
Pending Sales	6	6	▬ 0.0%	5	▲ 20.0%	6	6	▬ 0.0%
Days to Off Market	42	59	▼ -28.8%	63	▼ -33.3%	42	59	▼ -28.8%
Sold to Original Price Ratio	93.0%	81.3%	▲ 14.4%	90.9%	▲ 2.3%	93.0%	81.3%	▲ 14.4%
Price per Square Foot	\$364	\$246	▲ 48.0%	\$357	▲ 2.0%	\$364	\$246	▲ 48.0%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

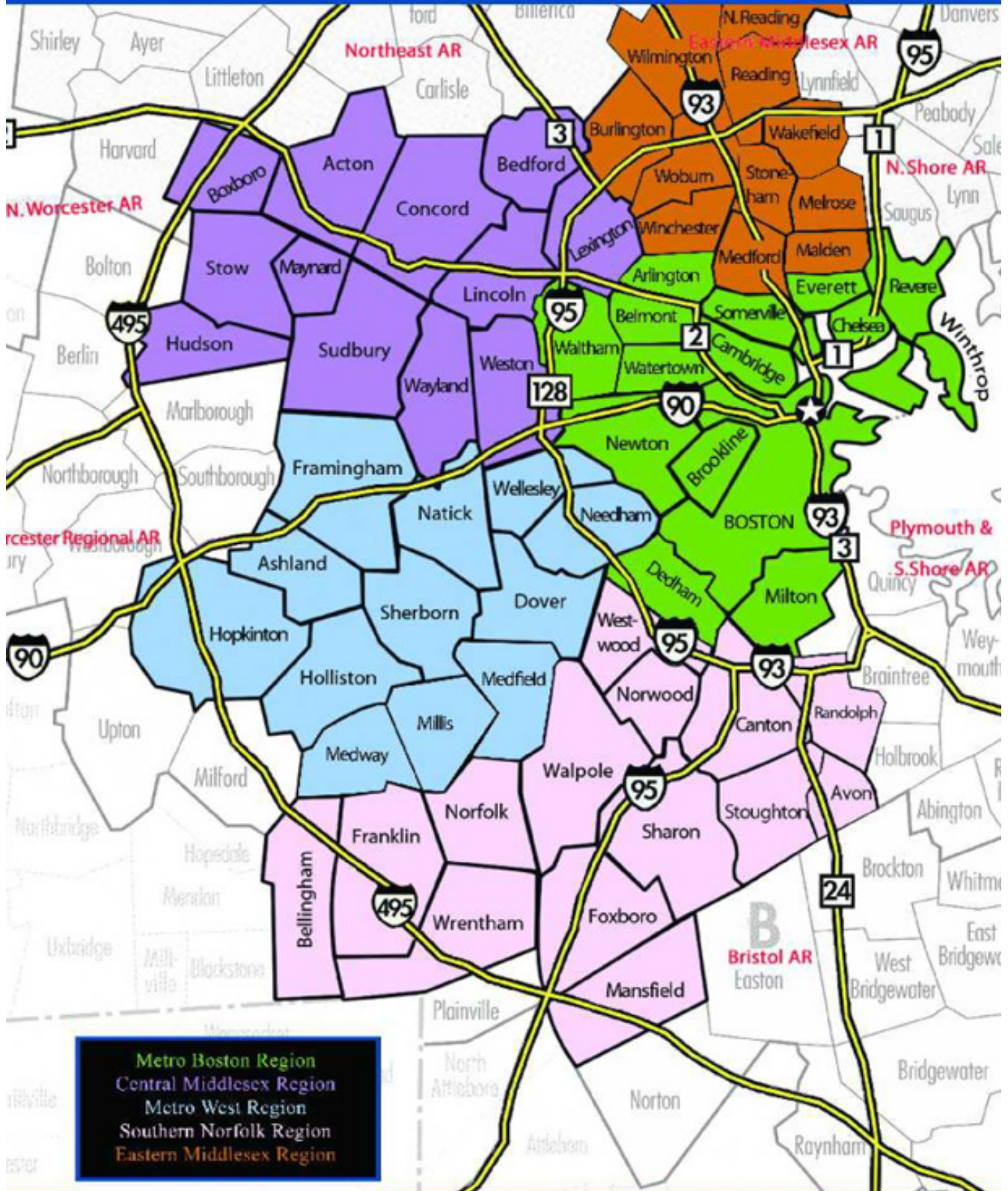
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jan 2019	Jan 2018	Change	Dec 2018	Change	2019	2018	Change
Median Selling Price	\$2,450,000	\$1,525,000	▲ 60.7%	\$937,462	▲ 161.3%	\$2,450,000	\$1,525,000	▲ 60.7%
Units Sold	7	7	▬ 0.0%	4	▲ 75.0%	7	7	▬ 0.0%
Active Listings	36	22	▲ 63.6%	44	▼ -18.2%	---	---	---
Months Supply of Inventory	5.1	3.1	▲ 64.5%	11.0	▼ -53.6%	---	---	---
New Listings	21	9	▲ 133.3%	7	▲ 200.0%	21	9	▲ 133.3%
Pending Sales	9	9	▬ 0.0%	5	▲ 80.0%	9	9	▬ 0.0%
Days to Off Market	42	61	▼ -31.1%	37	▲ 13.5%	42	61	▼ -31.1%
Sold to Original Price Ratio	99.7%	95.9%	▲ 4.0%	89.8%	▲ 11.0%	99.7%	95.9%	▲ 4.0%
Price per Square Foot	\$459	\$275	▲ 66.9%	\$138	▲ 232.6%	\$459	\$275	▲ 66.9%



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.