

MONTHLY MARKET INSIGHTS REPORT

JULY 2019

Detached Single-Family Homes

The 1,676 homes sold in July 2019 was the fifth highest sales total for the month and was a 1.3 percent increase from the July 2018 sales total of 1,654 homes sold. Additionally, the median sales price increased 0.9 percent to a new record price for Greater Boston for the month of July of \$655,000, up from the \$648,890 price in July 2018.

Condominiums

With 1,146 condos sold in July, it was the ninth most active July on record in Greater Boston, as the market experienced a 10.5 percent decrease in sales volume from the 1,280 sold in July 2018. The median sales price of condos also decrease 3.2 percent from \$599,750 in July 2018 to \$580,445 this year

Multi-Family Homes

This month, 236 multi-family homes were sold in Greater Boston, which is a 3.6 percent decrease from the 245 multi-family homes sold in July 2018.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 8/10/2019

GREATER BOSTON MARKET SUMMARY

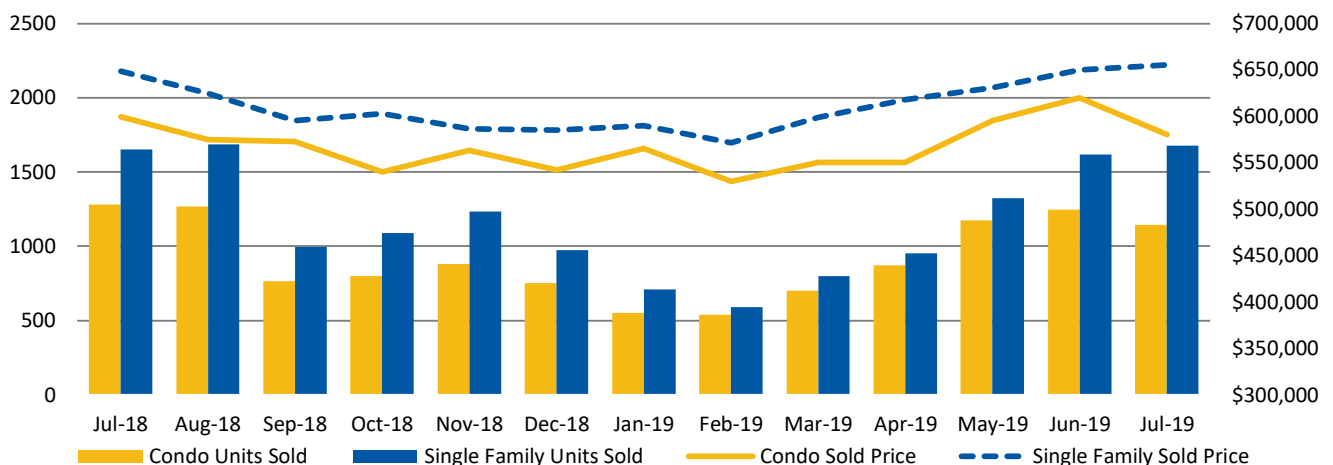
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year				Month over Month			Year to Date		
	Jul 2019	Jul 2018	Change		Jun 2019	Change		2019	2018	Change
Median Selling Price	\$655,000	\$648,840	▲ 0.9%		\$650,000	▲ 0.8%		\$625,150	\$619,900	▲ 0.8%
Units Sold	1,676	1,654	▲ 1.3%		1,616	▲ 3.7%		7,674	7,601	▲ 1.0%
Active Listings	2,964	3,085	▼ -3.9%		3,405	▼ -13.0%		---	---	---
Months Supply of Inventory	1.8	1.9	▼ -5.3%		2.1	▼ -14.3%		---	---	---
New Listings	1,356	1,364	▼ -0.6%		1,875	▼ -27.7%		11,791	11,475	▲ 2.8%
Pending Sales	1,321	1,281	▲ 3.1%		1,622	▼ -18.6%		8,703	8,467	▲ 2.8%
Days to Off Market	42	38	▲ 10.5%		36	▲ 16.7%		42	37	▲ 13.5%
Sold to Original Price Ratio	99.2%	100.7%	▼ -1.5%		99.9%	▼ -0.7%		98.7%	100.1%	▼ -1.4%
Price per Square Foot	\$344	\$339	▲ 1.5%		\$343	▲ 0.3%		\$337	\$332	▲ 1.5%

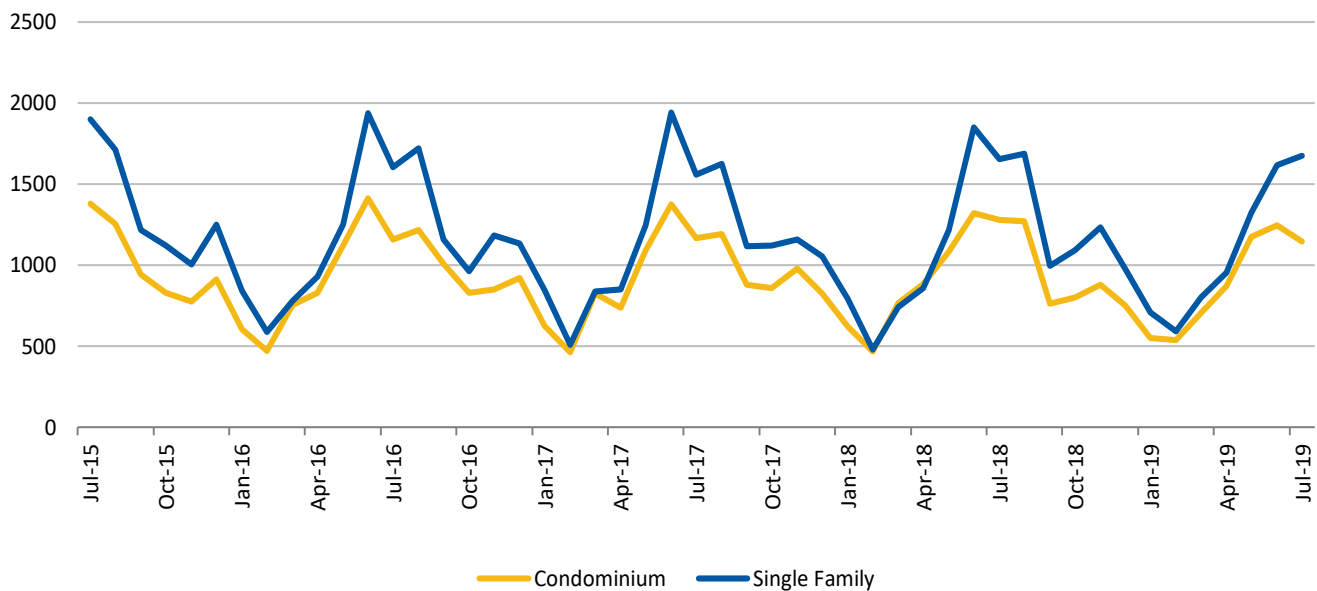
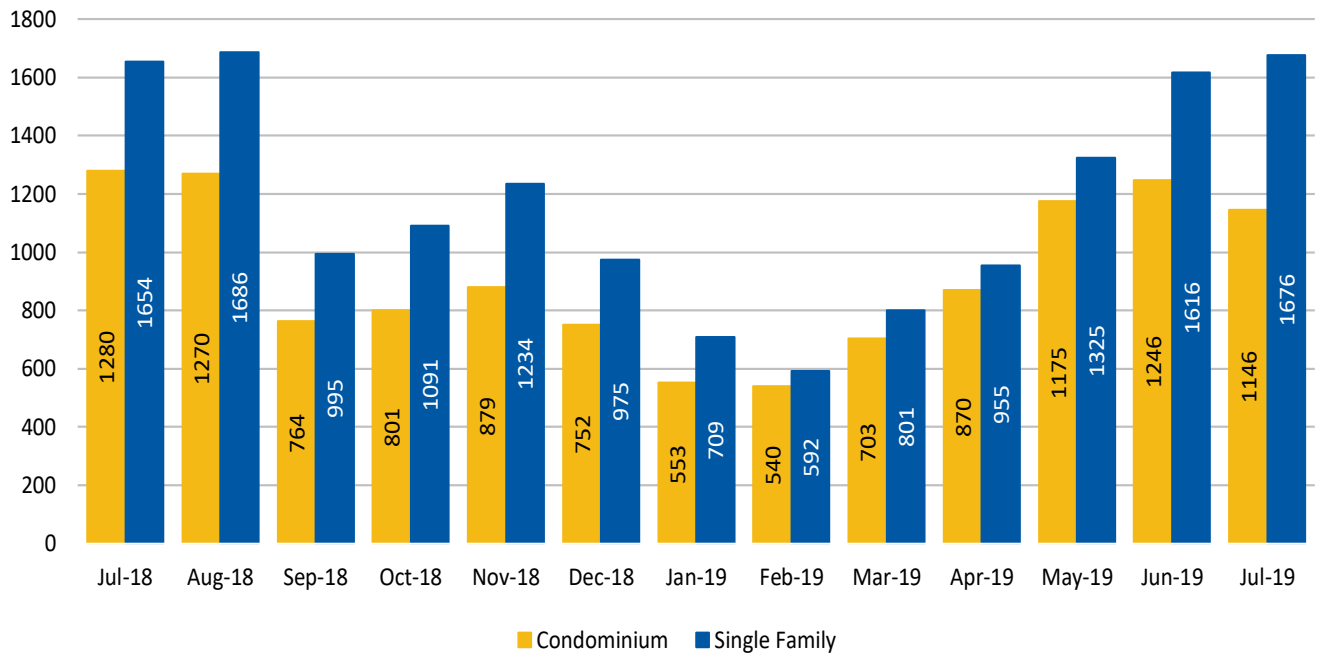
Condominiums

	Year over Year				Month over Month			Year to Date		
	Jul 2019	Jul 2018	Change		Jun 2019	Change		2019	2018	Change
Median Selling Price	\$580,445	\$599,750	▼ -3.2%		\$619,950	▼ -6.4%		\$575,000	\$569,900	▲ 0.9%
Units Sold	1,146	1,280	▼ -10.5%		1,246	▼ -8.0%		6,233	6,423	▼ -3.0%
Active Listings	2,366	2,009	▲ 17.8%		2,695	▼ -12.2%		---	---	---
Months Supply of Inventory	2.1	1.6	▲ 31.3%		2.2	▼ -4.5%		---	---	---
New Listings	1,104	1,018	▲ 8.4%		1,561	▼ -29.3%		9,775	8,905	▲ 9.8%
Pending Sales	1,021	1,051	▼ -2.9%		1,203	▼ -15.1%		7,195	6,959	▲ 3.4%
Days to Off Market	39	39	■ 0.0%		34	▲ 14.7%		41	34	▲ 20.6%
Sold to Original Price Ratio	99.5%	101.3%	▼ -1.8%		99.8%	▼ -0.3%		99.2%	101.1%	▼ -1.9%
Price per Square Foot	\$573	\$579	▼ -1.0%		\$633	▼ -9.5%		\$576	\$564	▲ 2.1%



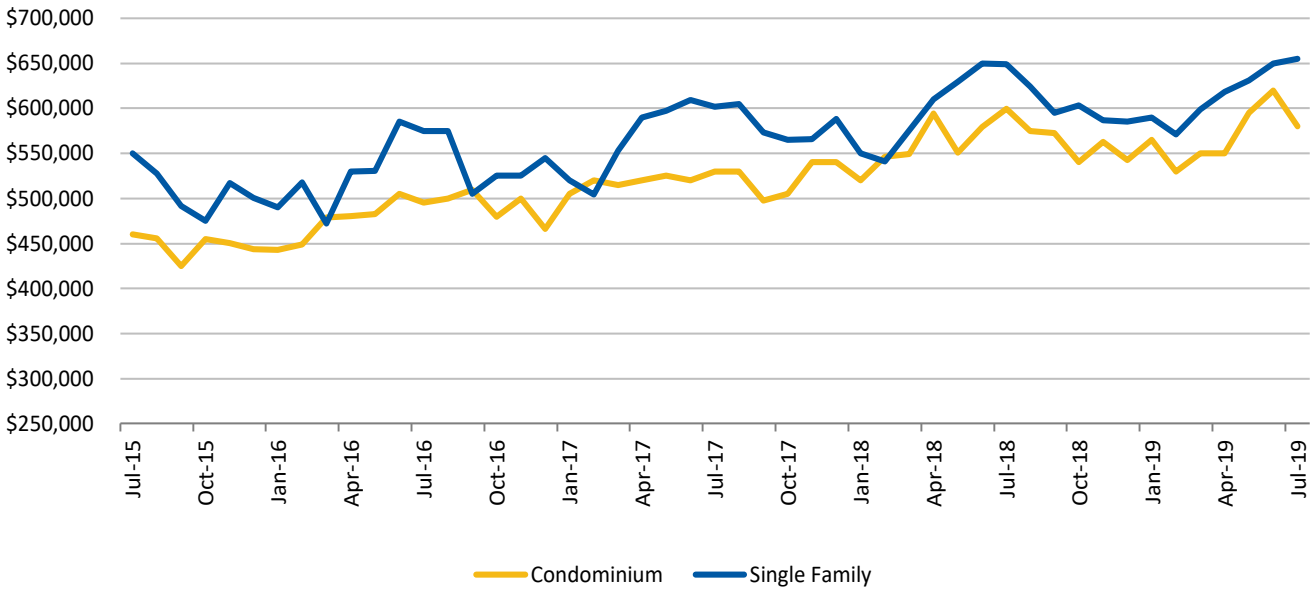
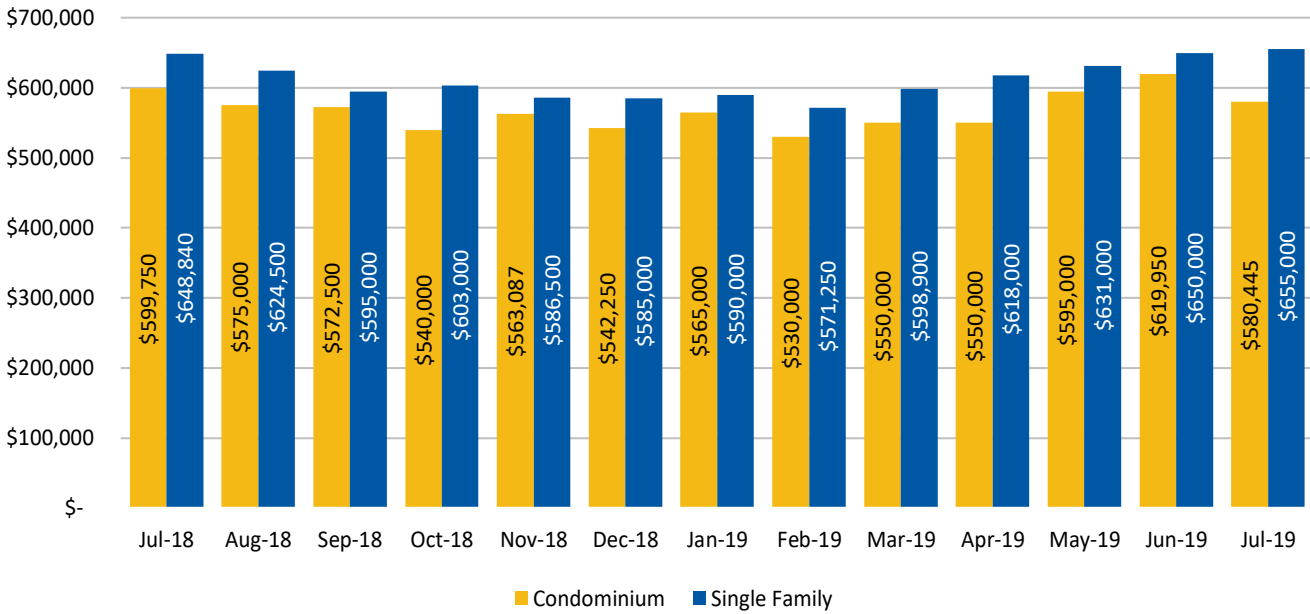
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,676	1,654	▲ 1.3%	1,616	▲ 3.7%	7,674	7,601	▲ 1.0%
CONDOMINIUMS	1,146	1,280	▼ -10.5%	1,246	▼ -8.0%	6,233	6,423	▼ -3.0%



MEDIAN SELLING PRICE

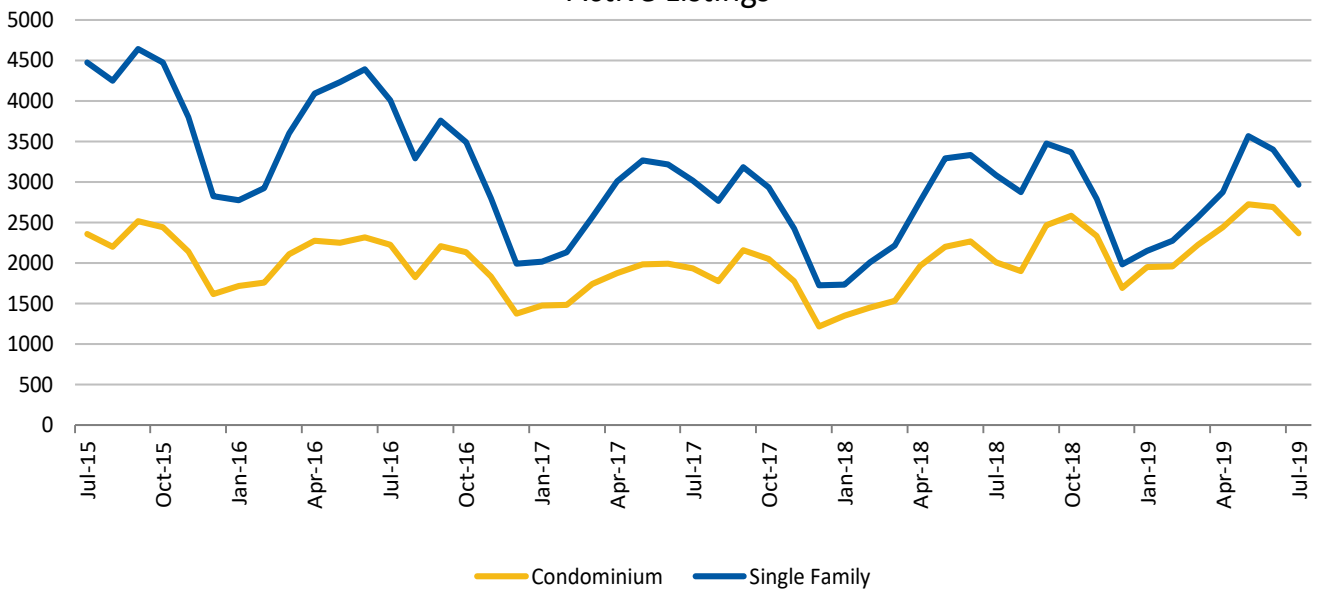
	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	\$655,000	\$648,840	▲ 0.9%	\$650,000	▲ 0.8%	\$625,150	\$619,900	▲ 0.8%
CONDOMINIUMS	\$580,445	\$599,750	▼ -3.2%	\$619,950	▼ -6.4%	\$575,000	\$569,900	▲ 0.9%



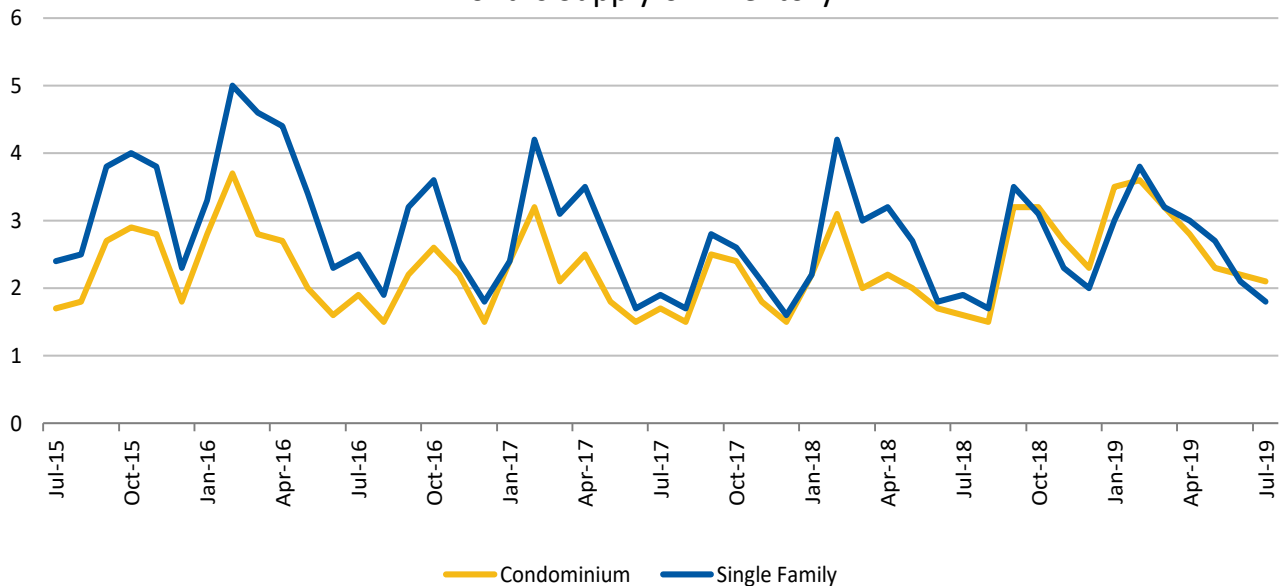
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jul 2019	Jul 2018	Change	Jun 2019	Change
SINGLE FAMILY HOMES	Active Listings	2,964	3,085	▼ -3.9%	3,405	▼ -13.0%
	Months Supply of Inventory	1.8	1.9	▼ -5.3%	2.1	▼ -14.3%
CONDOMINIUMS	Active Listings	2,366	2,009	▲ 17.8%	2,695	▼ -12.2%
	Months Supply of Inventory	2.1	1.6	▲ 31.3%	2.2	▼ -4.5%

Active Listings

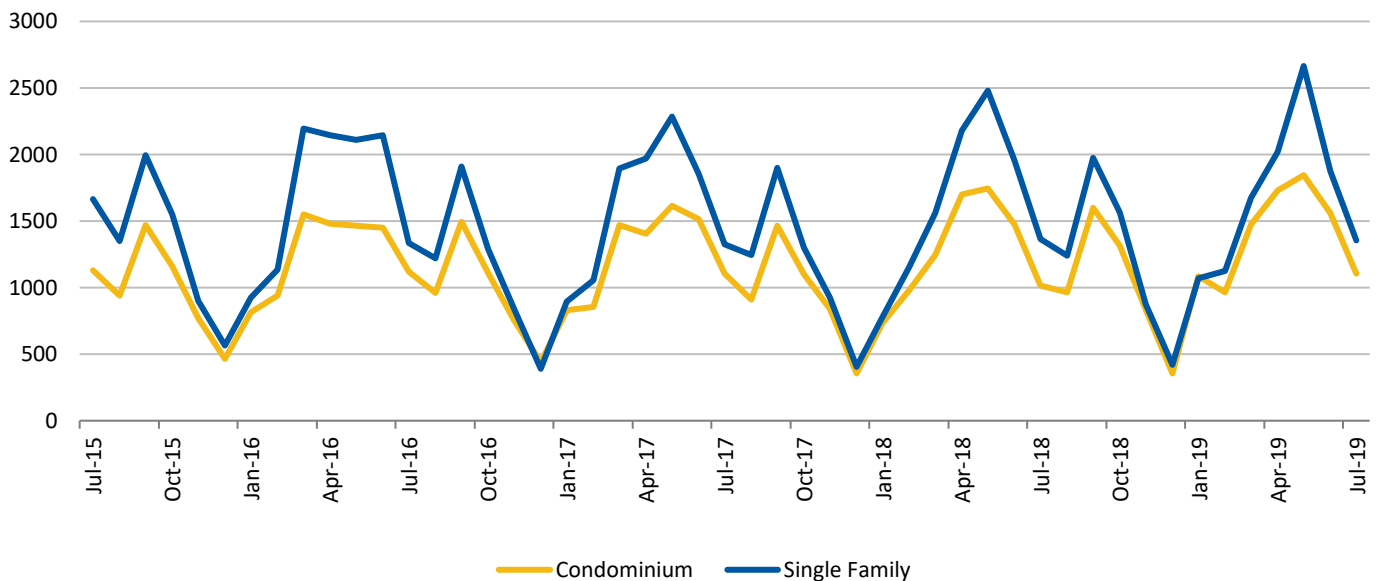
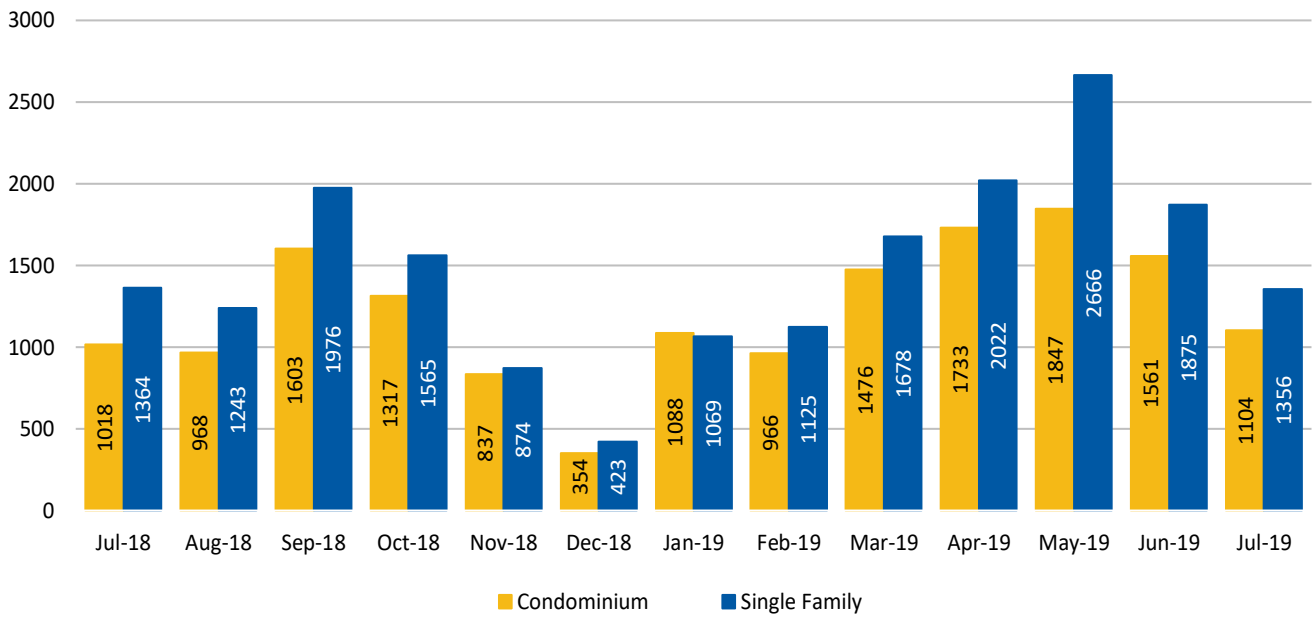


Months Supply of Inventory



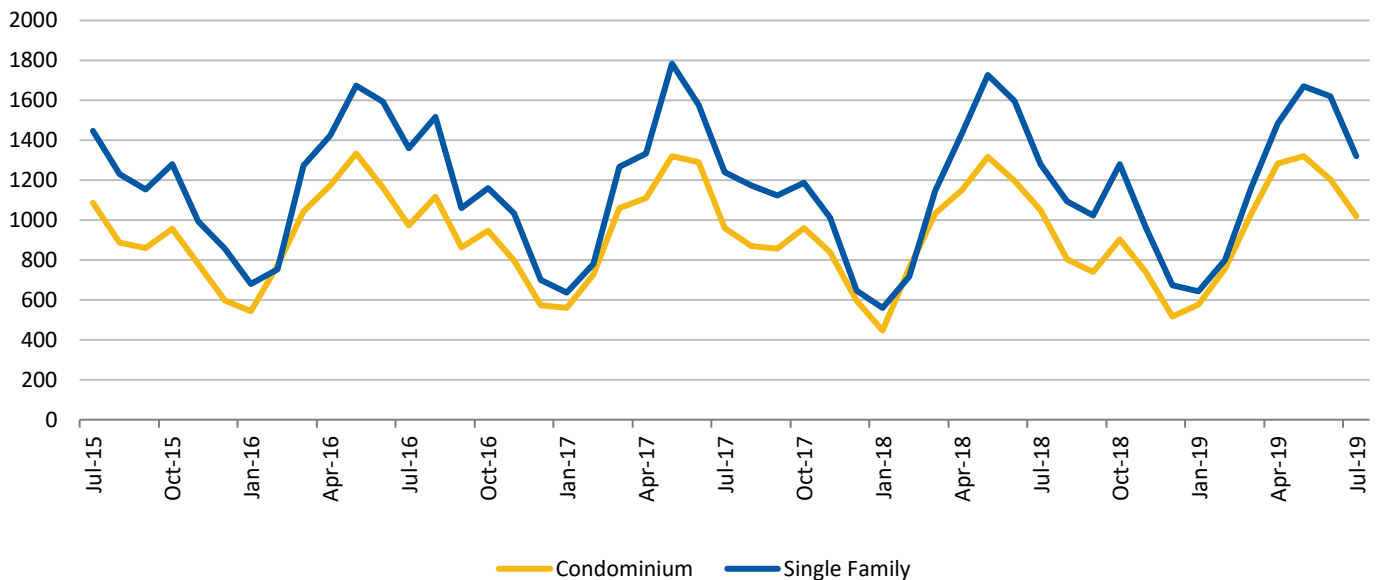
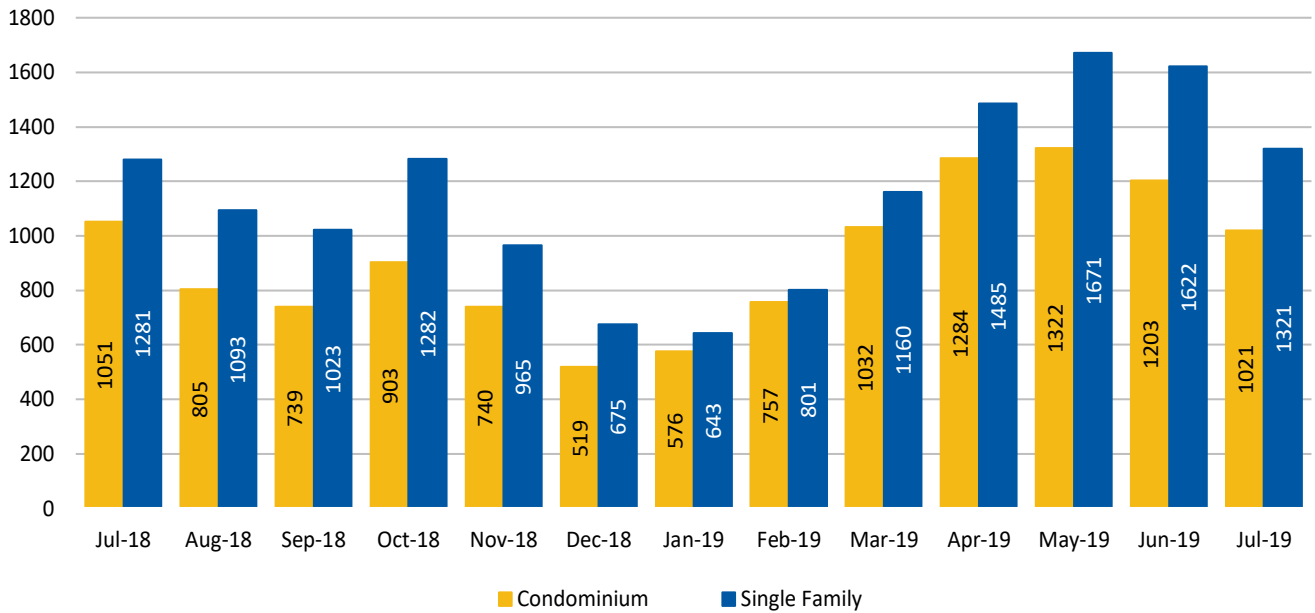
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,356	1,364	▼ -0.6%	1,875	▼ -27.7%	11,791	11,475	▲ 2.8%
CONDOMINIUMS	1,104	1,018	▲ 8.4%	1,561	▼ -29.3%	9,775	8,905	▲ 9.8%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,321	1,281	▲ 3.1%	1,622	▼ -18.6%	8,703	8,467	▲ 2.8%
CONDOMINIUMS	1,021	1,051	▼ -2.9%	1,203	▼ -15.1%	7,195	6,959	▲ 3.4%



CENTRAL MIDDLESEX REGION

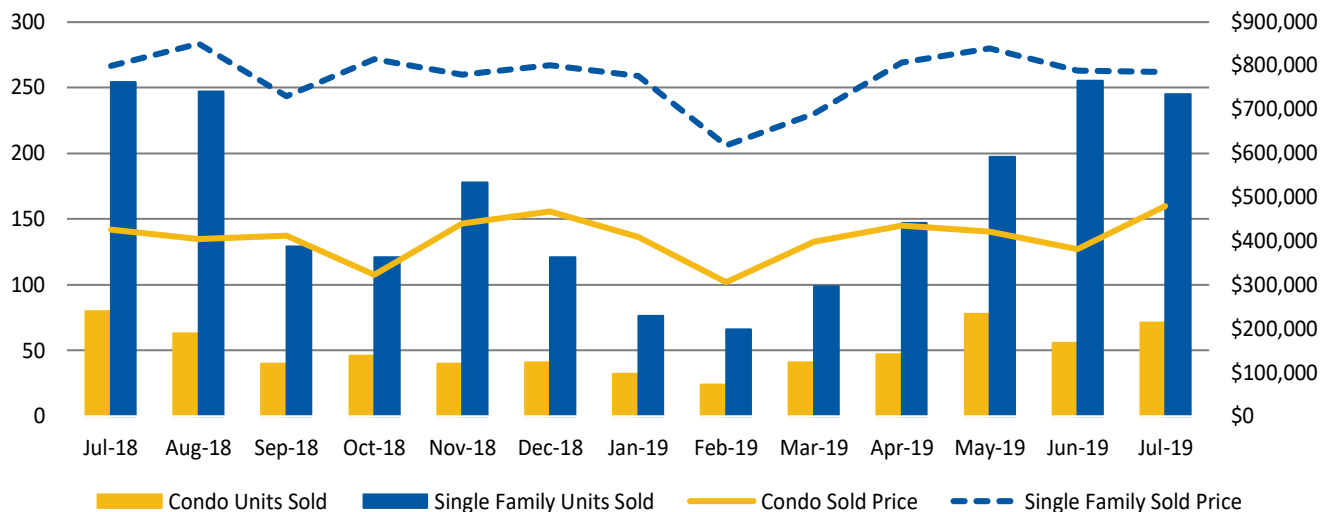
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$785,000	\$800,000	▼ -1.9%	\$789,000	▼ -0.5%	\$780,000	\$788,500	▼ -1.1%
Units Sold	245	254	▼ -3.5%	255	▼ -3.9%	1,085	1,120	▼ -3.1%
Active Listings	621	560	▲ 10.9%	706	▼ -12.0%	---	---	---
Months Supply of Inventory	2.5	2.2	▲ 13.6%	2.8	▼ -10.7%	---	---	---
New Listings	187	180	▲ 3.9%	280	▼ -33.2%	1,886	1,766	▲ 6.8%
Pending Sales	179	170	▲ 5.3%	224	▼ -20.1%	1,253	1,264	▼ -0.9%
Days to Off Market	53	49	▲ 8.2%	44	▲ 20.5%	50	48	▲ 4.2%
Sold to Original Price Ratio	98.3%	99.3%	▼ -1.0%	99.2%	▼ -0.9%	98.0%	98.6%	▼ -0.6%
Price per Square Foot	\$321	\$329	▼ -2.4%	\$321	■ 0.0%	\$317	\$324	▼ -2.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$480,000	\$426,000	▲ 12.7%	\$381,500	▲ 25.8%	\$405,000	\$380,230	▲ 6.5%
Units Sold	71	80	▼ -11.3%	56	▲ 26.8%	349	322	▲ 8.4%
Active Listings	123	112	▲ 9.8%	136	▼ -9.6%	---	---	---
Months Supply of Inventory	1.7	1.4	▲ 21.4%	2.4	▼ -29.2%	---	---	---
New Listings	57	49	▲ 16.3%	64	▼ -10.9%	477	454	▲ 5.1%
Pending Sales	55	67	▼ -17.9%	63	▼ -12.7%	376	362	▲ 3.9%
Days to Off Market	31	44	▼ -29.5%	44	▼ -29.5%	44	46	▼ -4.3%
Sold to Original Price Ratio	99.5%	100.1%	▼ -0.6%	100.5%	▼ -1.0%	99.4%	99.7%	▼ -0.3%
Price per Square Foot	\$299	\$264	▲ 13.3%	\$284	▲ 5.3%	\$279	\$263	▲ 6.1%



EASTERN MIDDLESEX REGION

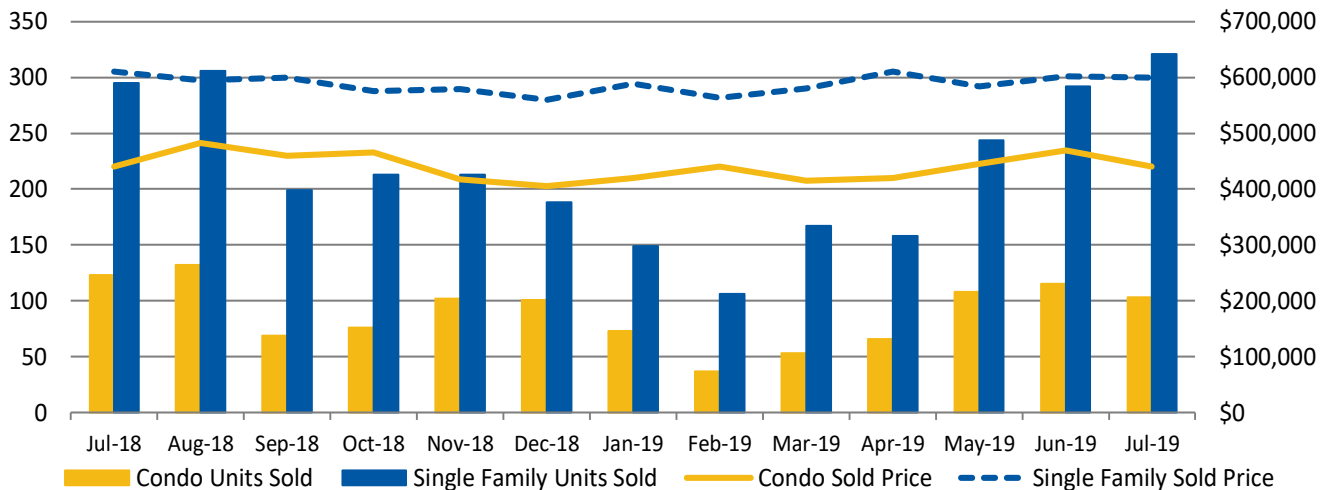
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$600,000	\$610,000	▼ -1.6%	\$602,500	▼ -0.4%	\$590,000	\$585,000	▲ 0.9%
Units Sold	321	295	▲ 8.8%	292	▲ 9.9%	1,437	1,276	▲ 12.6%
Active Listings	386	437	▼ -11.7%	441	▼ -12.5%	---	---	---
Months Supply of Inventory	1.2	1.5	▼ -20.0%	1.5	▼ -20.0%	---	---	---
New Listings	244	276	▼ -11.6%	350	▼ -30.3%	1,984	1,891	▲ 4.9%
Pending Sales	243	260	▼ -6.5%	320	▼ -24.1%	1,599	1,443	▲ 10.8%
Days to Off Market	29	32	▼ -9.4%	27	▲ 7.4%	33	29	▲ 13.8%
Sold to Original Price Ratio	101.4%	103.0%	▼ -1.6%	100.9%	▲ 0.5%	100.0%	102.5%	▼ -2.4%
Price per Square Foot	\$335	\$337	▼ -0.6%	\$337	▼ -0.6%	\$330	\$329	▲ 0.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$441,000	\$440,000	▲ 0.2%	\$469,900	▼ -6.2%	\$443,500	\$440,000	▲ 0.8%
Units Sold	103	123	▼ -16.3%	115	▼ -10.4%	555	637	▼ -12.9%
Active Listings	175	127	▲ 37.8%	186	▼ -5.9%	---	---	---
Months Supply of Inventory	1.7	1.0	▲ 70.0%	1.6	▲ 6.3%	---	---	---
New Listings	113	93	▲ 21.5%	135	▼ -16.3%	843	760	▲ 10.9%
Pending Sales	95	112	▼ -15.2%	110	▼ -13.6%	660	648	▲ 1.9%
Days to Off Market	39	27	▲ 44.4%	28	▲ 39.3%	35	30	▲ 16.7%
Sold to Original Price Ratio	100.3%	103.0%	▼ -2.6%	100.3%	▲ 0.0%	99.7%	102.3%	▼ -2.5%
Price per Square Foot	\$375	\$364	▲ 3.0%	\$376	▼ -0.3%	\$373	\$361	▲ 3.3%



METRO BOSTON REGION

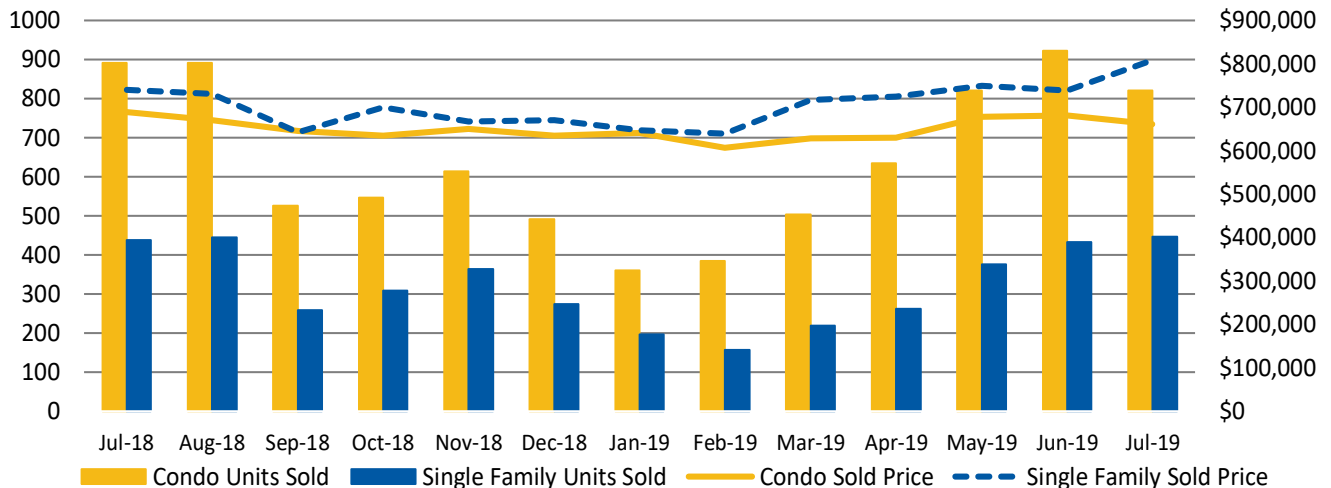
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$808,250	\$740,000	▲ 9.2%	\$738,000	▲ 9.5%	\$731,000	\$710,000	▲ 3.0%
Units Sold	446	437	▲ 2.1%	432	▲ 3.2%	2,087	2,057	▲ 1.5%
Active Listings	697	750	▼ -7.1%	841	▼ -17.1%	---	---	---
Months Supply of Inventory	1.6	1.7	▼ -5.9%	1.9	▼ -15.8%	---	---	---
New Listings	376	371	▲ 1.3%	525	▼ -28.4%	3,206	3,065	▲ 4.6%
Pending Sales	364	320	▲ 13.8%	434	▼ -16.1%	2,368	2,245	▲ 5.5%
Days to Off Market	43	35	▲ 22.9%	35	▲ 22.9%	38	32	▲ 18.8%
Sold to Original Price Ratio	99.5%	101.6%	▼ -2.1%	100.5%	▼ -1.0%	99.3%	101.0%	▼ -1.7%
Price per Square Foot	\$449	\$425	▲ 5.6%	\$444	▲ 1.1%	\$434	\$418	▲ 3.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$661,250	\$689,000	▼ -4.0%	\$680,500	▼ -2.8%	\$650,000	\$661,000	▼ -1.7%
Units Sold	820	891	▼ -8.0%	922	▼ -11.1%	4,445	4,495	▼ -1.1%
Active Listings	1,692	1,482	▲ 14.2%	1,955	▼ -13.5%	---	---	---
Months Supply of Inventory	2.1	1.7	▲ 23.5%	2.1	■ 0.0%	---	---	---
New Listings	768	724	▲ 6.1%	1,125	▼ -31.7%	7,013	6,392	▲ 9.7%
Pending Sales	704	702	▲ 0.3%	859	▼ -18.0%	5,043	4,842	▲ 4.2%
Days to Off Market	39	38	▲ 2.6%	34	▲ 14.7%	40	33	▲ 21.2%
Sold to Original Price Ratio	99.3%	101.3%	▼ -2.0%	99.7%	▼ -0.4%	99.1%	101.2%	▼ -2.1%
Price per Square Foot	\$681	\$706	▼ -3.5%	\$748	▼ -9.0%	\$689	\$682	▲ 1.0%



METRO WEST REGION

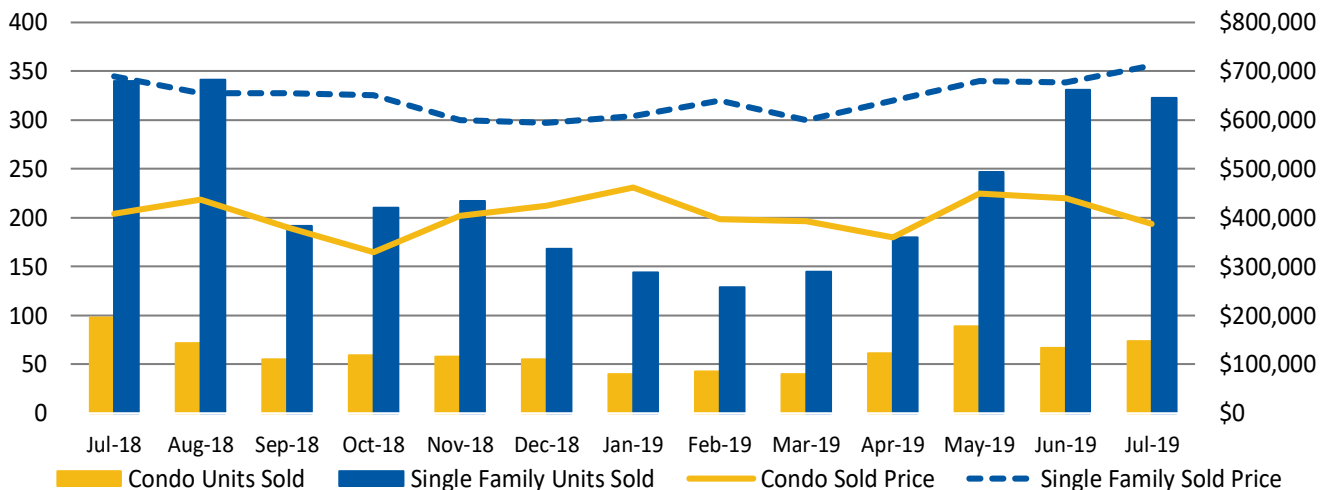
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$712,000	\$689,450	▲ 3.3%	\$677,450	▲ 5.1%	\$655,000	\$649,450	▲ 0.9%
Units Sold	323	340	▼ -5.0%	331	▼ -2.4%	1,499	1,524	▼ -1.6%
Active Listings	635	656	▼ -3.2%	746	▼ -14.9%	---	---	---
Months Supply of Inventory	2.0	1.9	▲ 5.3%	2.3	▼ -13.0%	---	---	---
New Listings	227	232	▼ -2.2%	353	▼ -35.7%	2,353	2,334	▲ 0.8%
Pending Sales	244	251	▼ -2.8%	309	▼ -21.0%	1,698	1,726	▼ -1.6%
Days to Off Market	46	39	▲ 17.9%	43	▲ 7.0%	46	41	▲ 12.2%
Sold to Original Price Ratio	97.8%	99.6%	▼ -1.8%	98.7%	▼ -0.9%	97.7%	99.2%	▼ -1.5%
Price per Square Foot	\$316	\$318	▼ -0.6%	\$311	▲ 1.6%	\$312	\$311	▲ 0.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$387,450	\$407,500	▼ -4.9%	\$440,100	▼ -12.0%	\$406,750	\$385,000	▲ 5.6%
Units Sold	74	98	▼ -24.5%	67	▲ 10.4%	414	508	▼ -18.5%
Active Listings	158	127	▲ 24.4%	183	▼ -13.7%	---	---	---
Months Supply of Inventory	2.1	1.3	▲ 61.5%	2.7	▼ -22.2%	---	---	---
New Listings	67	69	▼ -2.9%	99	▼ -32.3%	615	609	▲ 1.0%
Pending Sales	74	74	■ 0.0%	65	▲ 13.8%	486	549	▼ -11.5%
Days to Off Market	42	53	▼ -20.8%	32	▲ 31.3%	48	42	▲ 14.3%
Sold to Original Price Ratio	99.2%	100.9%	▼ -1.7%	99.9%	▼ -0.7%	98.8%	100.4%	▼ -1.6%
Price per Square Foot	\$276	\$267	▲ 3.4%	\$284	▼ -2.8%	\$279	\$270	▲ 3.3%



SOUTHERN NORFOLK REGION

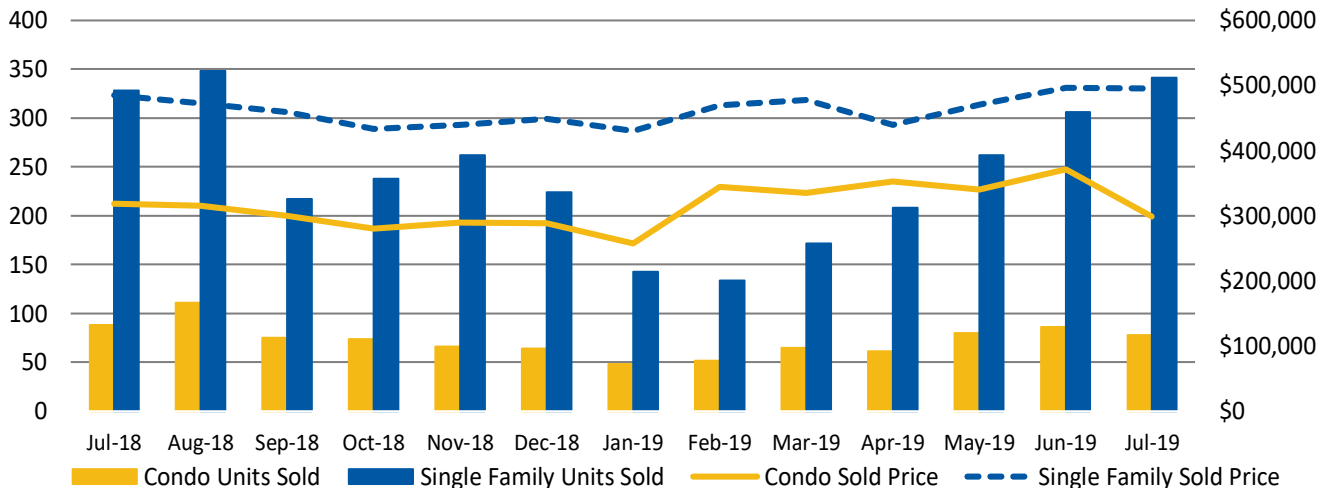
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$495,000	\$485,000	▲ 2.1%	\$496,500	▼ -0.3%	\$480,000	\$470,000	▲ 2.1%
Units Sold	341	328	▲ 4.0%	306	▲ 11.4%	1,566	1,624	▼ -3.6%
Active Listings	625	682	▼ -8.4%	671	▼ -6.9%	---	---	---
Months Supply of Inventory	1.8	2.1	▼ -14.3%	2.2	▼ -18.2%	---	---	---
New Listings	322	305	▲ 5.6%	367	▼ -12.3%	2,362	2,419	▼ -2.4%
Pending Sales	291	280	▲ 3.9%	335	▼ -13.1%	1,785	1,789	▼ -0.2%
Days to Off Market	41	40	▲ 2.5%	36	▲ 13.9%	44	39	▲ 12.8%
Sold to Original Price Ratio	98.8%	99.5%	▼ -0.7%	99.9%	▼ -1.1%	97.9%	99.0%	▼ -1.1%
Price per Square Foot	\$259	\$256	▲ 1.2%	\$257	▲ 0.8%	\$252	\$252	■ 0.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$299,000	\$319,000	▼ -6.3%	\$371,500	▼ -19.5%	\$335,000	\$310,000	▲ 8.1%
Units Sold	78	88	▼ -11.4%	86	▼ -9.3%	470	461	▲ 2.0%
Active Listings	218	161	▲ 35.4%	235	▼ -7.2%	---	---	---
Months Supply of Inventory	2.8	1.8	▲ 55.6%	2.7	▲ 3.7%	---	---	---
New Listings	99	83	▲ 19.3%	138	▼ -28.3%	827	690	▲ 19.9%
Pending Sales	93	96	▼ -3.1%	106	▼ -12.3%	630	558	▲ 12.9%
Days to Off Market	44	39	▲ 12.8%	36	▲ 22.2%	43	38	▲ 13.2%
Sold to Original Price Ratio	100.0%	100.9%	▼ -0.9%	100.4%	▼ -0.4%	99.5%	99.9%	▼ -0.4%
Price per Square Foot	\$232	\$236	▼ -1.7%	\$242	▼ -4.1%	\$235	\$226	▲ 4.0%



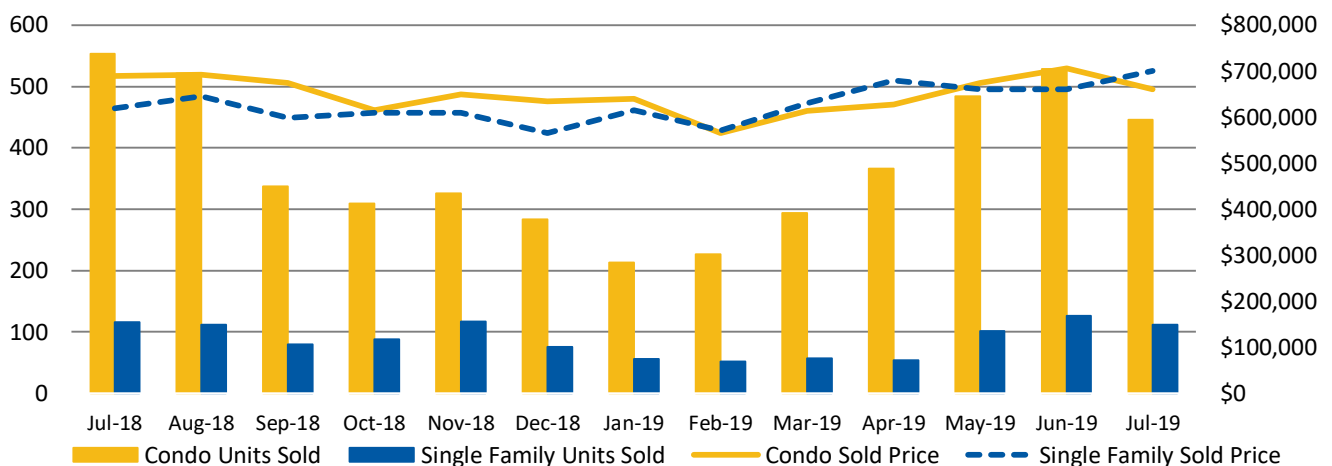
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$700,000	\$619,500	▲ 13.0%	\$660,000	▲ 6.1%	\$655,750	\$625,000	▲ 4.9%
Units Sold	112	116	▼ -3.4%	126	▼ -11.1%	558	560	▼ -0.4%
Active Listings	183	197	▼ -7.1%	226	▼ -19.0%	---	---	---
Months Supply of Inventory	1.6	1.7	▼ -5.9%	1.8	▼ -11.1%	---	---	---
New Listings	93	97	▼ -4.1%	137	▼ -32.1%	846	818	▲ 3.4%
Pending Sales	92	85	▲ 8.2%	123	▼ -25.2%	627	605	▲ 3.6%
Days to Off Market	49	35	▲ 40.0%	39	▲ 25.6%	40	34	▲ 17.6%
Sold to Original Price Ratio	99.3%	102.6%	▼ -3.2%	100.3%	▼ -1.0%	99.5%	101.1%	▼ -1.6%
Price per Square Foot	\$468	\$387	▲ 20.9%	\$492	▼ -4.9%	\$453	\$422	▲ 7.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$660,000	\$690,000	▼ -4.3%	\$706,032	▼ -6.5%	\$650,000	\$660,500	▼ -1.6%
Units Sold	446	553	▼ -19.3%	529	▼ -15.7%	2,558	2,786	▼ -8.2%
Active Listings	1,138	997	▲ 14.1%	1,286	▼ -11.5%	---	---	---
Months Supply of Inventory	2.6	1.8	▲ 44.4%	2.4	▲ 8.3%	---	---	---
New Listings	436	425	▲ 2.6%	683	▼ -36.2%	4,198	3,971	▲ 5.7%
Pending Sales	387	417	▼ -7.2%	495	▼ -21.8%	2,924	2,966	▼ -1.4%
Days to Off Market	42	42	■ 0.0%	35	▲ 20.0%	44	36	▲ 22.2%
Sold to Original Price Ratio	98.8%	100.4%	▼ -1.6%	98.9%	▼ -0.1%	98.3%	100.5%	▼ -2.2%
Price per Square Foot	\$770	\$781	▼ -1.4%	\$873	▼ -11.8%	\$776	\$757	▲ 2.5%



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		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change	
Median Selling Price	\$774,950	\$700,000	▲ 10.7%	\$752,500	▲ 3.0%	\$725,000	\$695,000	▲ 4.3%	
Units Sold	148	169	▼ -12.4%	136	▲ 8.8%	791	839	▼ -5.7%	
Active Listings	276	359	▼ -23.1%	326	▼ -15.3%	---	---	---	
Months Supply of Inventory	1.9	2.1	▼ -9.5%	2.4	▼ -20.8%	---	---	---	
New Listings	168	211	▼ -20.4%	216	▼ -22.2%	1,280	1,313	▼ -2.5%	
Pending Sales	143	141	▲ 1.4%	158	▼ -9.5%	892	906	▼ -1.5%	
Days to Off Market	32	33	▼ -3.0%	36	▼ -11.1%	36	34	▲ 5.9%	
Sold to Original Price Ratio	100.9%	102.2%	▼ -1.3%	99.3%	▲ 1.6%	98.6%	101.7%	▼ -3.0%	
Price per Square Foot	\$333	\$312	▲ 6.7%	\$309	▲ 7.8%	\$308	\$306	▲ 0.7%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$900,000	\$882,500	▲ 2.0%	\$907,500	▼ -0.8%	\$857,000	\$847,450	▲ 1.1%
Units Sold	72	62	▲ 16.1%	50	▲ 44.0%	316	324	▼ -2.5%
Active Listings	121	158	▼ -23.4%	144	▼ -16.0%	---	---	---
Months Supply of Inventory	1.7	2.5	▼ -32.0%	2.9	▼ -41.4%	---	---	---
New Listings	61	66	▼ -7.6%	89	▼ -31.5%	540	519	▲ 4.0%
Pending Sales	47	46	▲ 2.2%	78	▼ -39.7%	351	342	▲ 2.6%
Days to Off Market	40	39	▲ 2.6%	37	▲ 8.1%	43	40	▲ 7.5%
Sold to Original Price Ratio	97.4%	100.3%	▼ -2.9%	98.8%	▼ -1.4%	96.8%	99.4%	▼ -2.6%
Price per Square Foot	\$329	\$308	▲ 6.8%	\$349	▼ -5.7%	\$309	\$303	▲ 2.0%

4 Family Homes

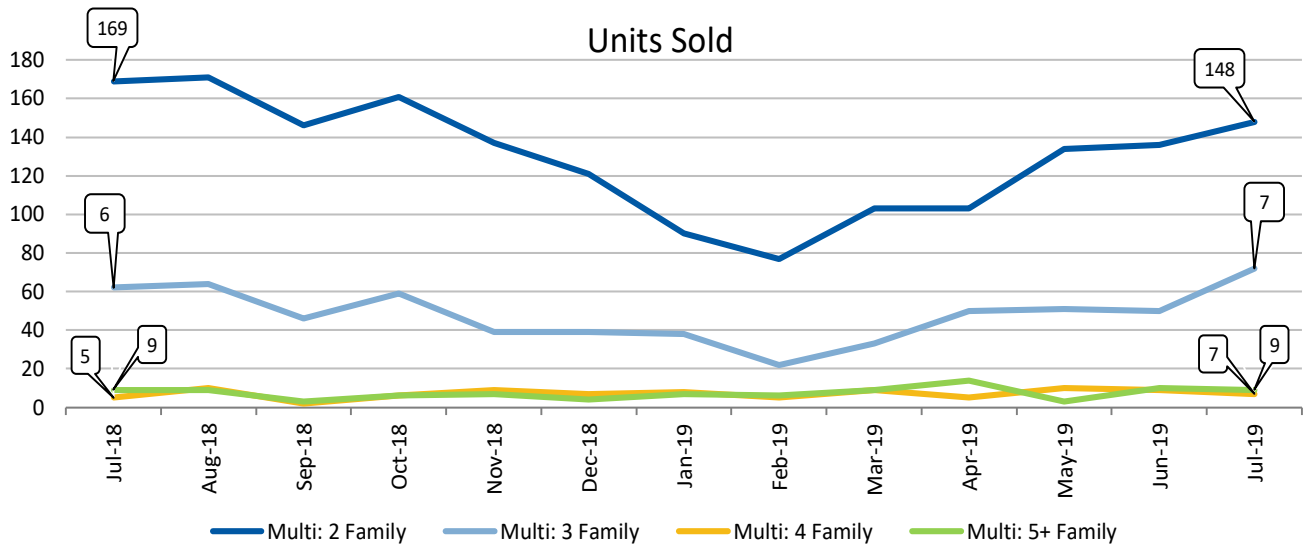
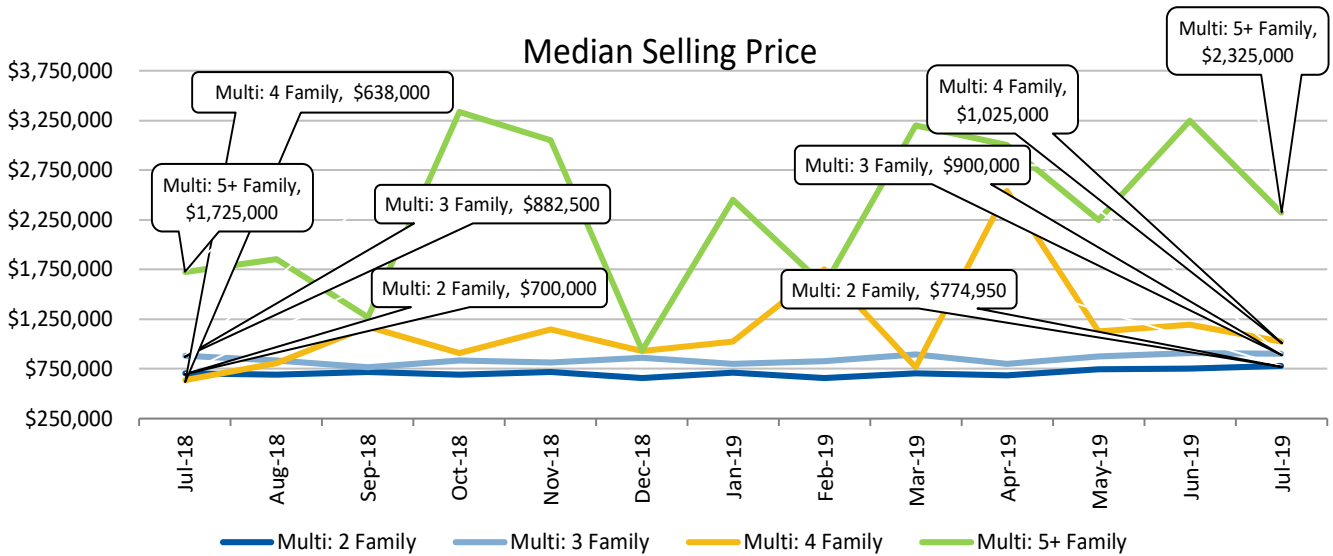
	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$1,025,000	\$638,000	▲ 60.7%	\$1,195,000	▼ -14.2%	\$1,100,000	\$925,000	▲ 18.9%
Units Sold	7	5	▲ 40.0%	9	▼ -22.2%	53	43	▲ 23.3%
Active Listings	27	34	▼ -20.6%	20	▲ 35.0%	---	---	---
Months Supply of Inventory	3.9	6.8	▼ -42.6%	2.2	▲ 77.3%	---	---	---
New Listings	17	11	▲ 54.5%	13	▲ 30.8%	89	86	▲ 3.5%
Pending Sales	7	6	▲ 16.7%	7	■ 0.0%	49	43	▲ 14.0%
Days to Off Market	29	28	▲ 3.6%	54	▼ -46.3%	40	31	▲ 29.0%
Sold to Original Price Ratio	94.0%	99.2%	▼ -5.2%	96.6%	▼ -2.7%	95.4%	96.5%	▼ -1.1%
Price per Square Foot	\$371	\$245	▲ 51.4%	\$340	▲ 9.1%	\$380	\$326	▲ 16.6%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

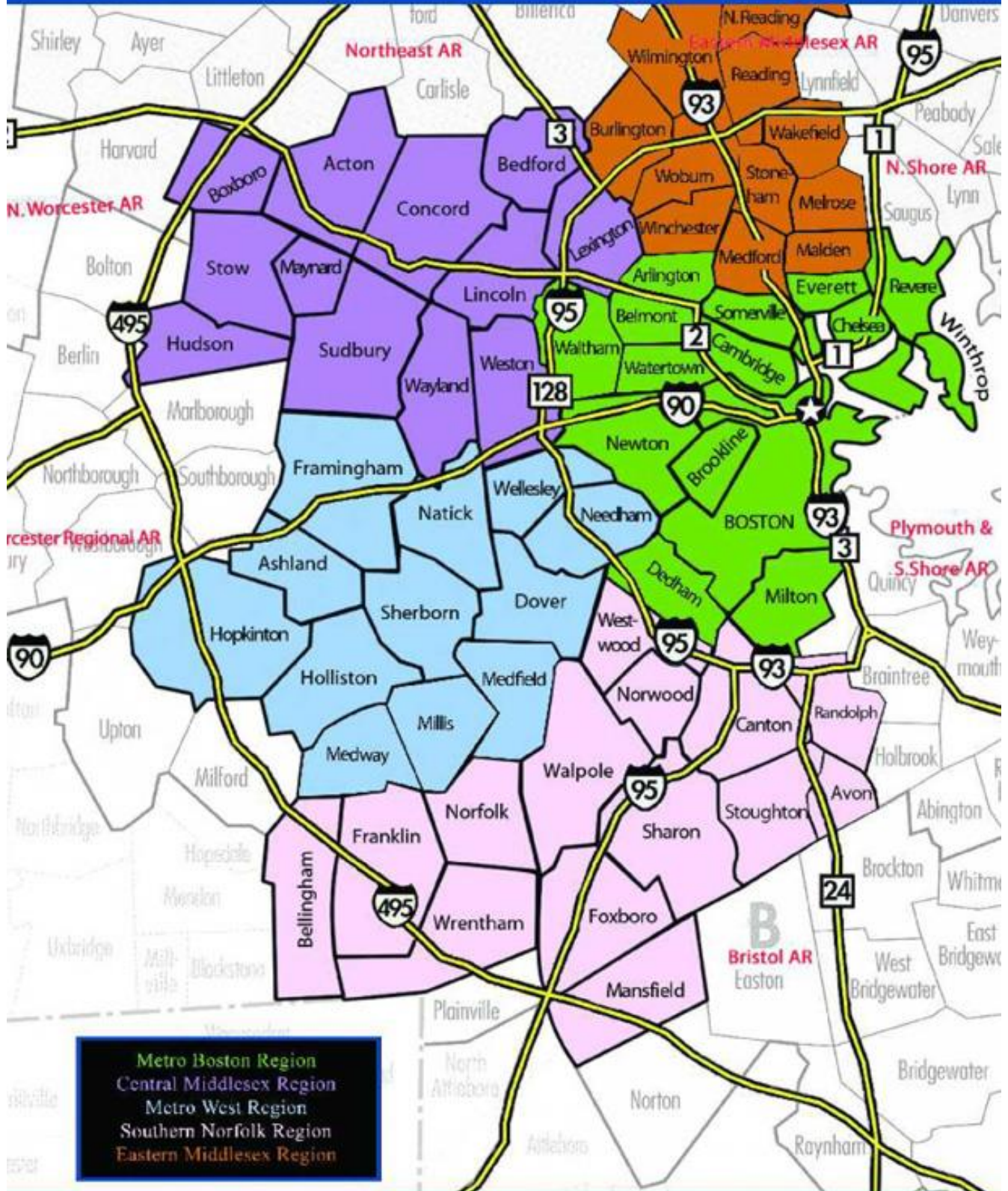
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2019	Jul 2018	Change	Jun 2019	Change	2019	2018	Change
Median Selling Price	\$2,325,000	\$1,725,000	▲ 34.8%	\$3,250,000	▼ -28.5%	\$2,625,000	\$1,650,000	▲ 59.1%
Units Sold	9	9	■ 0.0%	10	▼ -10.0%	58	53	▲ 9.4%
Active Listings	34	42	▼ -19.0%	35	▼ -2.9%	---	---	---
Months Supply of Inventory	3.8	4.7	▼ -19.1%	3.5	▲ 8.6%	---	---	---
New Listings	11	12	▼ -8.3%	11	■ 0.0%	103	97	▲ 6.2%
Pending Sales	6	3	▲ 100.0%	9	▼ -33.3%	63	54	▲ 16.7%
Days to Off Market	55	92	▼ -40.2%	32	▲ 71.9%	56	44	▲ 27.3%
Sold to Original Price Ratio	96.0%	109.1%	▼ -12.0%	97.1%	▼ -1.1%	94.6%	101.2%	▼ -6.5%
Price per Square Foot	\$521	\$393	▲ 32.6%	\$584	▼ -10.8%	\$495	\$490	▲ 1.0%



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.