

MONTHLY MARKET INSIGHTS REPORT

JUNE 2019

Detached Single-Family Homes

The 1,596 homes sold in June 2019 was the eleventh highest sales total for the month and was a 13.8 percent decrease from the 1,851 homes sold in June 2018. Additionally, the median sales price increased 0.4 percent to a new record price for June in Greater Boston of \$652,555, up from the \$650,000 price in June 2018.

Condominiums

With 1,204 condos sold in June, it was the seventh most active June on record in Greater Boston, as the market experienced an 8.9 percent decline in sales volume from the 1,321 sold in June 2018. The median sales price of condos increased 6.8 percent from \$579,200 in June 2018 to \$618,450 this year. This is a new record-high price for the month.

Multi-Family Homes

This month, 199 multi-family homes were sold in Greater Boston, which is a 17 percent decrease from the 240 multi-family homes sold in June 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 7/10/2019

GREATER BOSTON MARKET SUMMARY

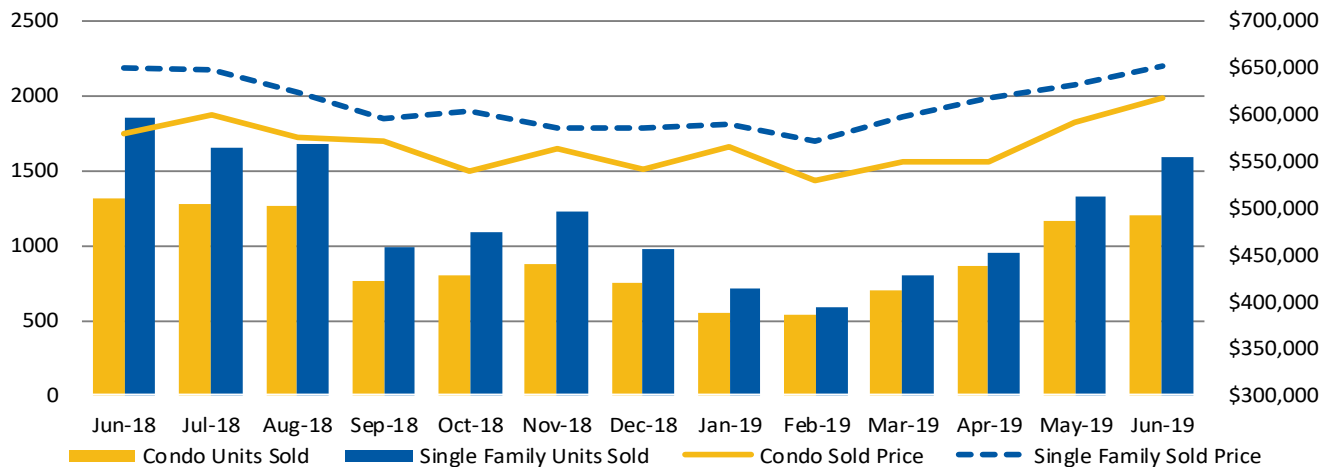
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$652,555	\$650,000	▲ 0.4%	\$633,000	▲ 3.1%	\$619,000	\$610,000	▲ 1.5%
Units Sold	1,596	1,851	▼ -13.8%	1,323	▲ 20.6%	5,976	5,947	▲ 0.5%
Active Listings	3,275	3,333	▼ -1.7%	3,501	▼ -6.5%	---	---	---
Months Supply of Inventory	2.1	1.8	▲ 16.7%	2.6	▼ -19.2%	---	---	---
New Listings	1,878	1,954	▼ -3.9%	2,673	▼ -29.7%	10,456	10,112	▲ 3.4%
Pending Sales	1,681	1,599	▲ 5.1%	1,699	▼ -1.1%	7,478	7,188	▲ 4.0%
Days to Off Market	37	32	▲ 15.6%	35	▲ 5.7%	42	37	▲ 13.5%
Sold to Original Price Ratio	99.9%	101.1%	▼ -1.2%	100.1%	▼ -0.2%	98.5%	99.9%	▼ -1.4%
Price per Square Foot	\$343	\$343	■ 0.0%	\$344	▼ -0.3%	\$335	\$330	▲ 1.5%

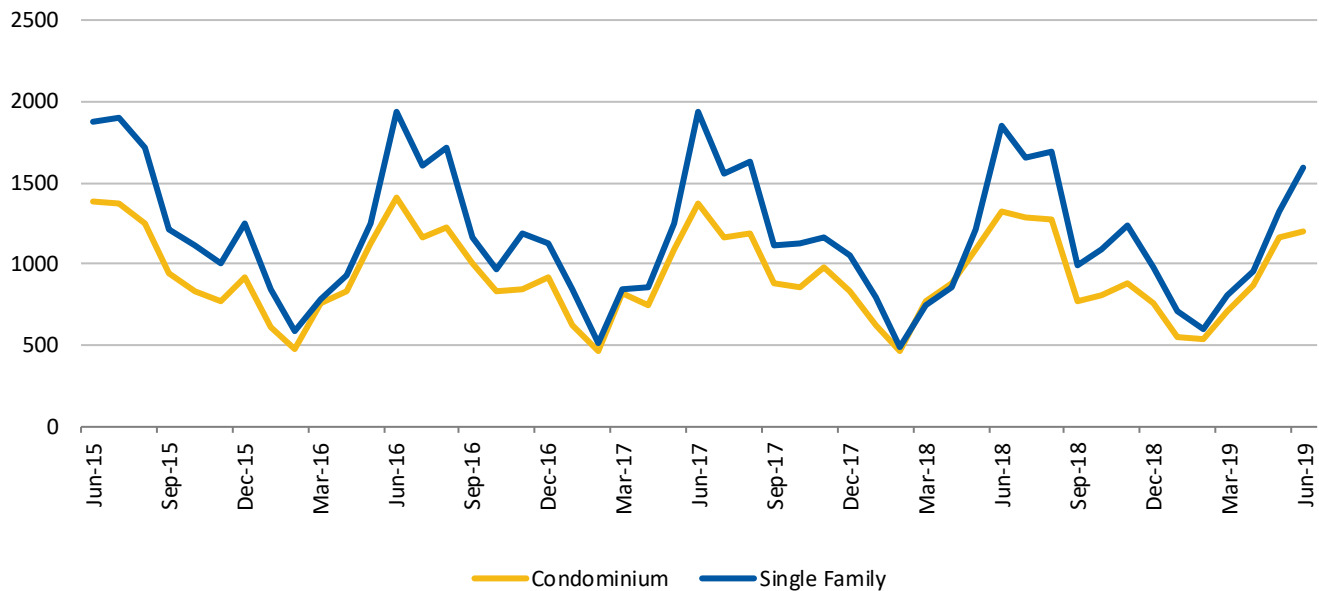
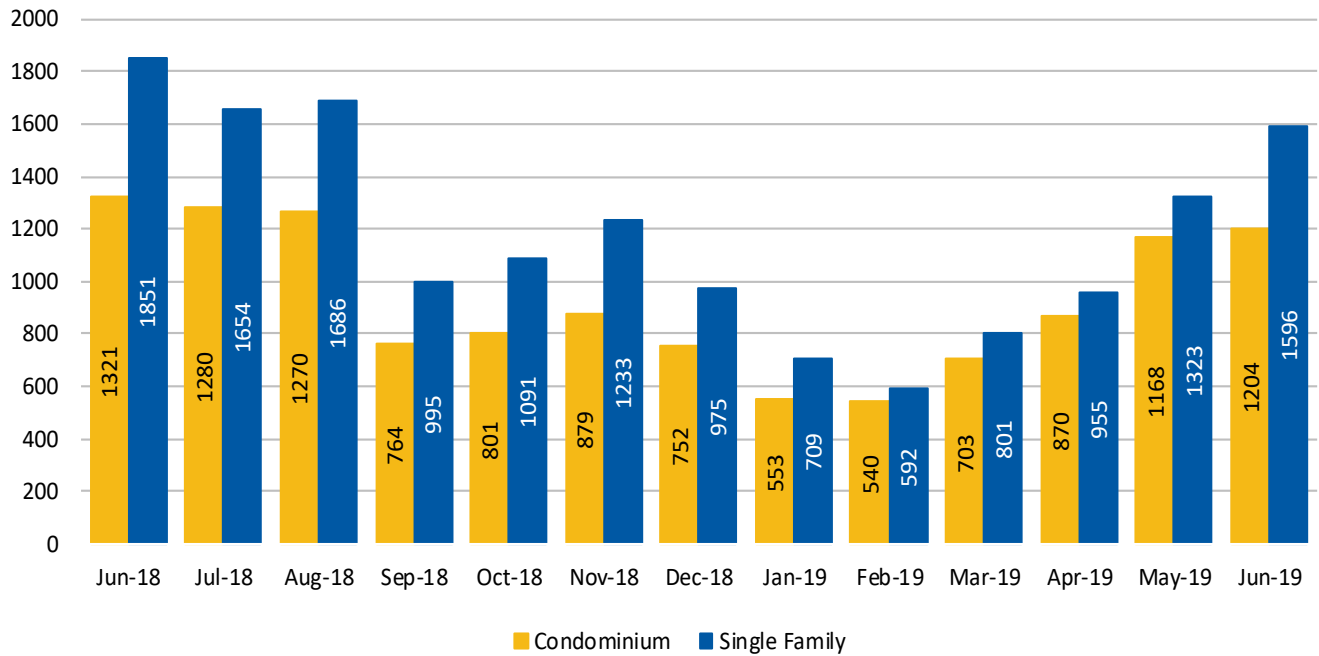
Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$618,450	\$579,200	▲ 6.8%	\$592,250	▲ 4.4%	\$575,000	\$560,000	▲ 2.7%
Units Sold	1,204	1,321	▼ -8.9%	1,168	▲ 3.1%	5,038	5,143	▼ -2.0%
Active Listings	2,594	2,268	▲ 14.4%	2,685	▼ -3.4%	---	---	---
Months Supply of Inventory	2.2	1.7	▲ 29.4%	2.3	▼ -4.3%	---	---	---
New Listings	1,561	1,477	▲ 5.7%	1,856	▼ -15.9%	8,680	7,887	▲ 10.1%
Pending Sales	1,237	1,198	▲ 3.3%	1,341	▼ -7.8%	6,231	5,909	▲ 5.4%
Days to Off Market	35	29	▲ 20.7%	36	▼ -2.8%	41	34	▲ 20.6%
Sold to Original Price Ratio	99.9%	101.8%	▼ -1.9%	99.8%	▲ 0.1%	99.1%	101.0%	▼ -1.9%
Price per Square Foot	\$630	\$580	▲ 8.6%	\$599	▲ 5.2%	\$576	\$560	▲ 2.9%



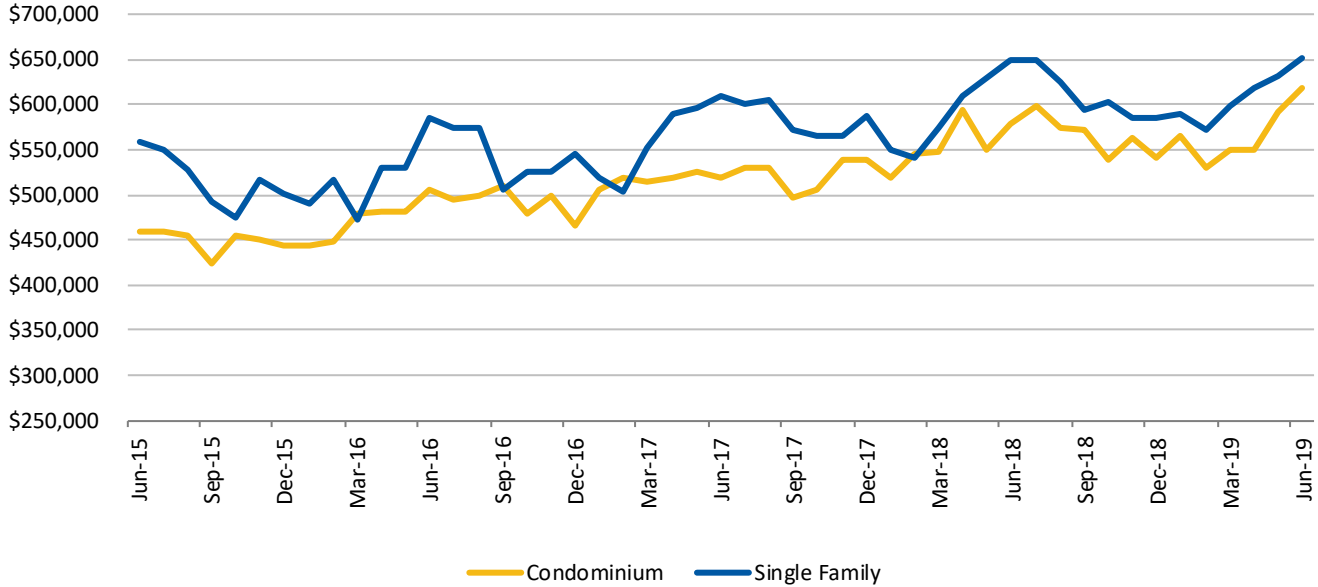
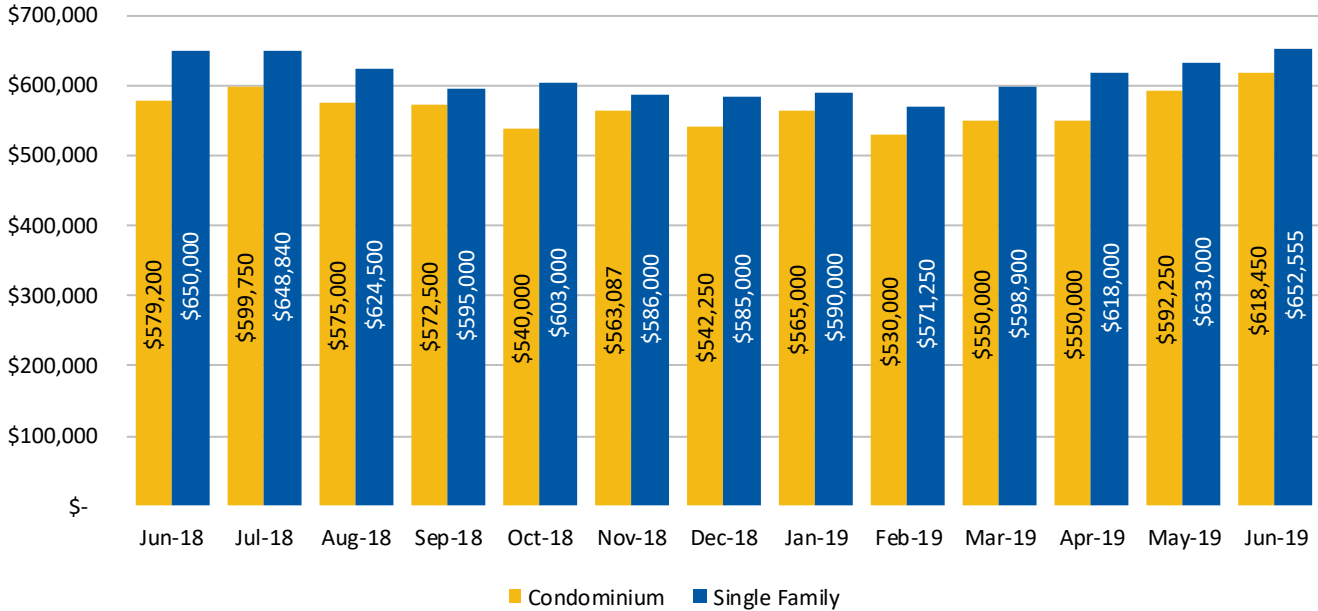
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,596	1,851	▼ -13.8%	1,323	▲ 20.6%	5,976	5,947	▲ 0.5%
CONDOMINIUMS	1,204	1,321	▼ -8.9%	1,168	▲ 3.1%	5,038	5,143	▼ -2.0%



MEDIAN SELLING PRICE

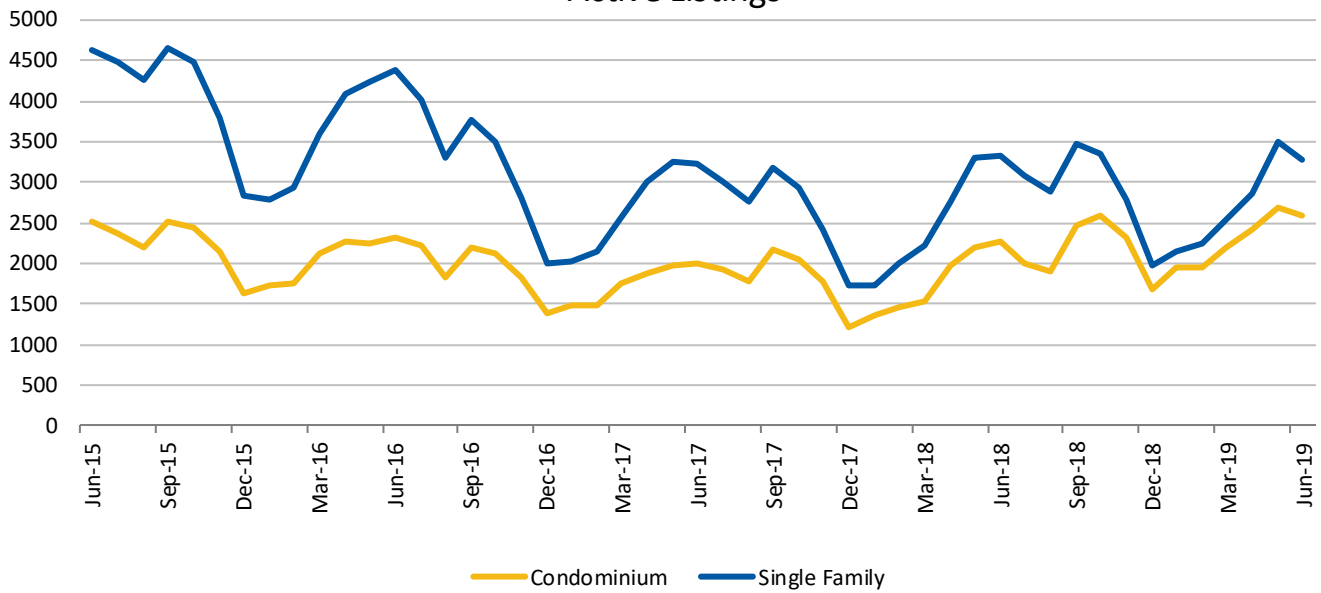
	Year over Year			Month over Month			Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change	
SINGLE FAMILY HOMES	\$652,555	\$650,000	▲ 0.4%	\$633,000	▲ 3.1%	\$619,000	\$610,000	▲ 1.5%	
CONDOMINIUMS	\$618,450	\$579,200	▲ 6.8%	\$592,250	▲ 4.4%	\$575,000	\$560,000	▲ 2.7%	



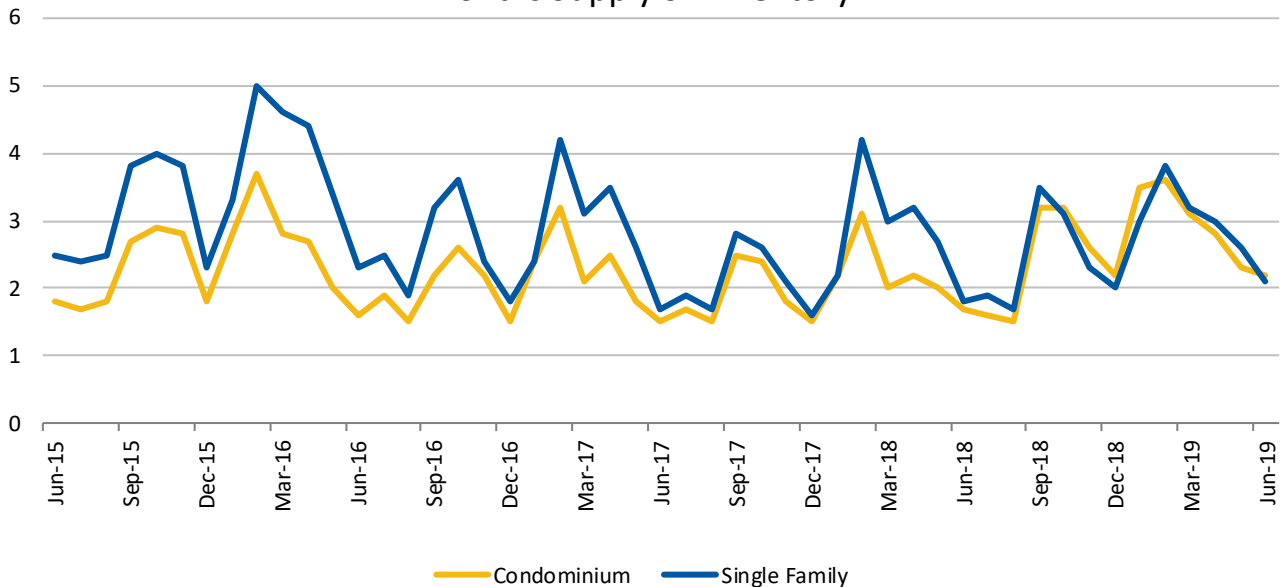
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jun 2019	Jun 2018	Change	May 2019	Change
SINGLE FAMILY HOMES	Active Listings	3,275	3,333	▼ -1.7%	3,501	▼ -6.5%
	Months Supply of Inventory	2.1	1.8	▲ 16.7%	2.6	▼ -19.2%
CONDOMINIUMS	Active Listings	2,594	2,268	▲ 14.4%	2,685	▼ -3.4%
	Months Supply of Inventory	2.2	1.7	▲ 29.4%	2.3	▼ -4.3%

Active Listings

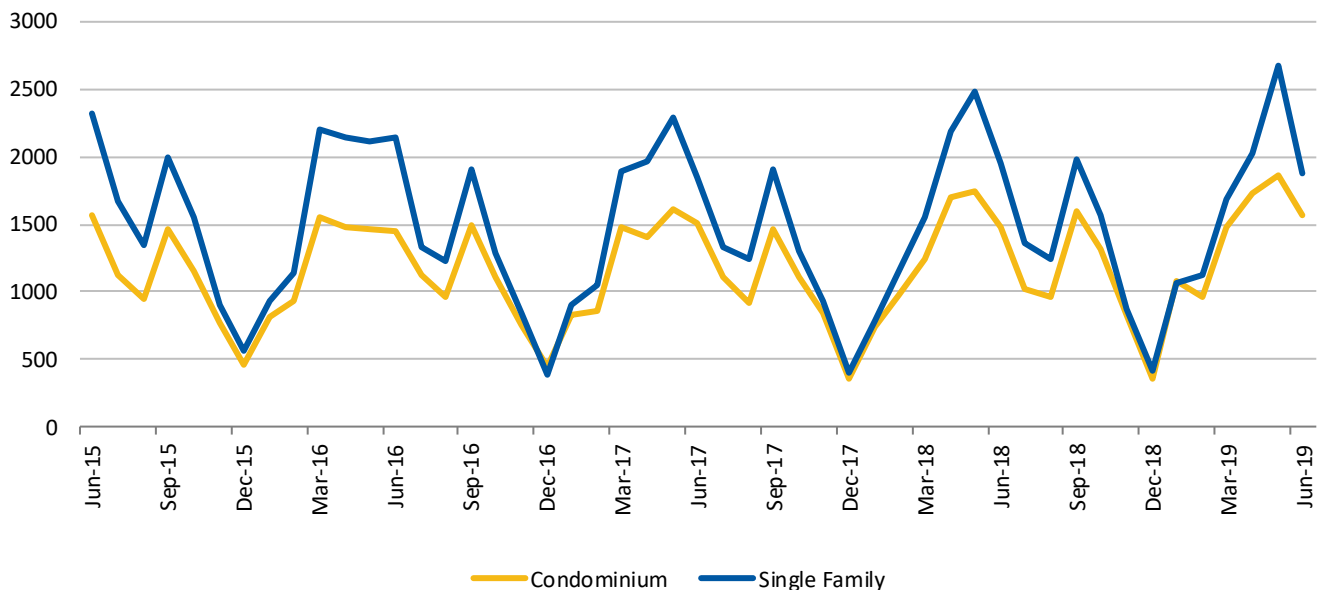
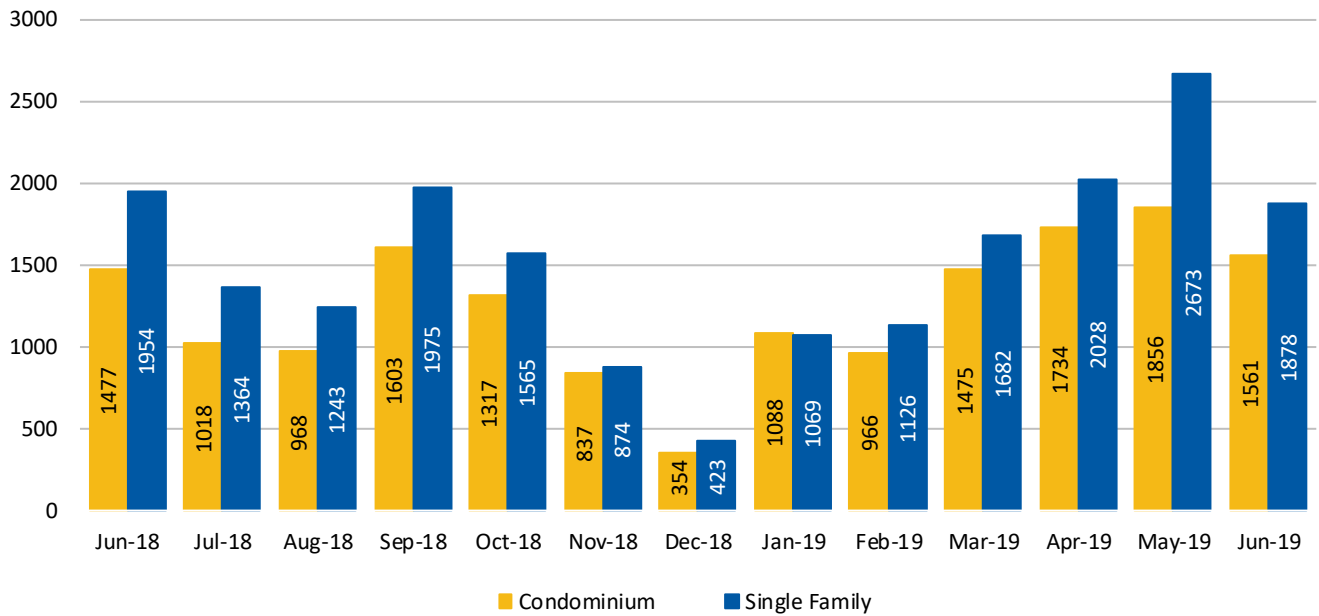


Months Supply of Inventory



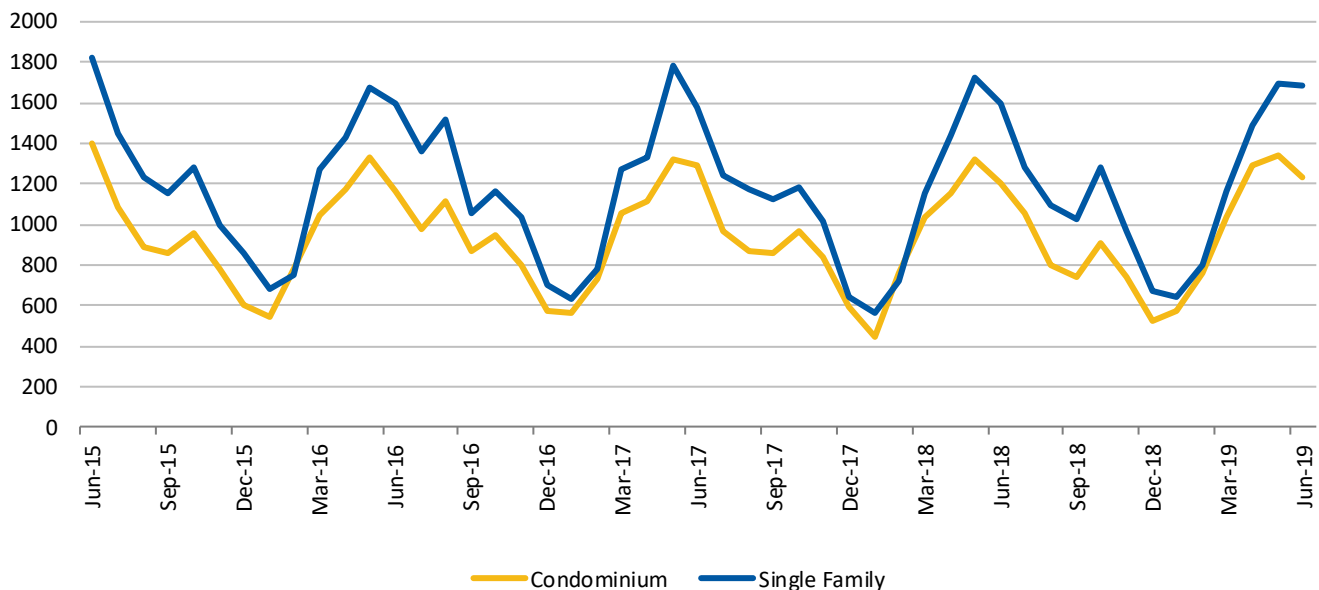
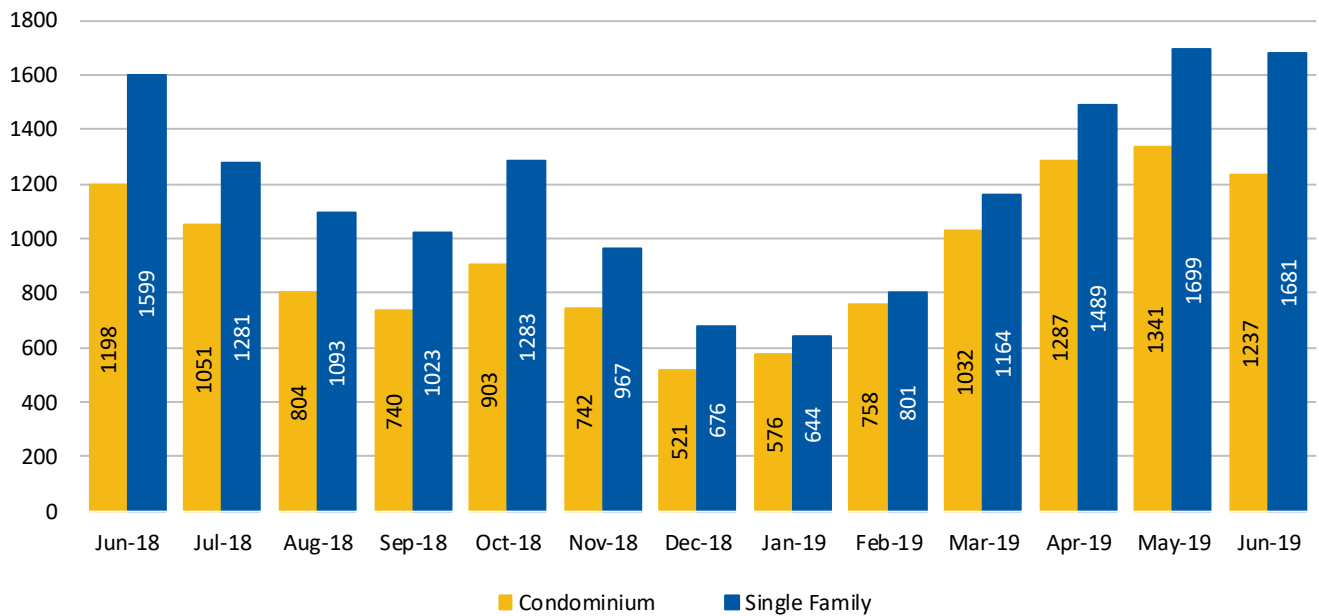
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,878	1,954	▼ -3.9%	2,673	▼ -29.7%	10,456	10,112	▲ 3.4%
CONDOMINIUMS	1,561	1,477	▲ 5.7%	1,856	▼ -15.9%	8,680	7,887	▲ 10.1%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,681	1,599	▲ 5.1%	1,699	▼ -1.1%	7,478	7,188	▲ 4.0%
CONDOMINIUMS	1,237	1,198	▲ 3.3%	1,341	▼ -7.8%	6,231	5,909	▲ 5.4%



CENTRAL MIDDLESEX REGION

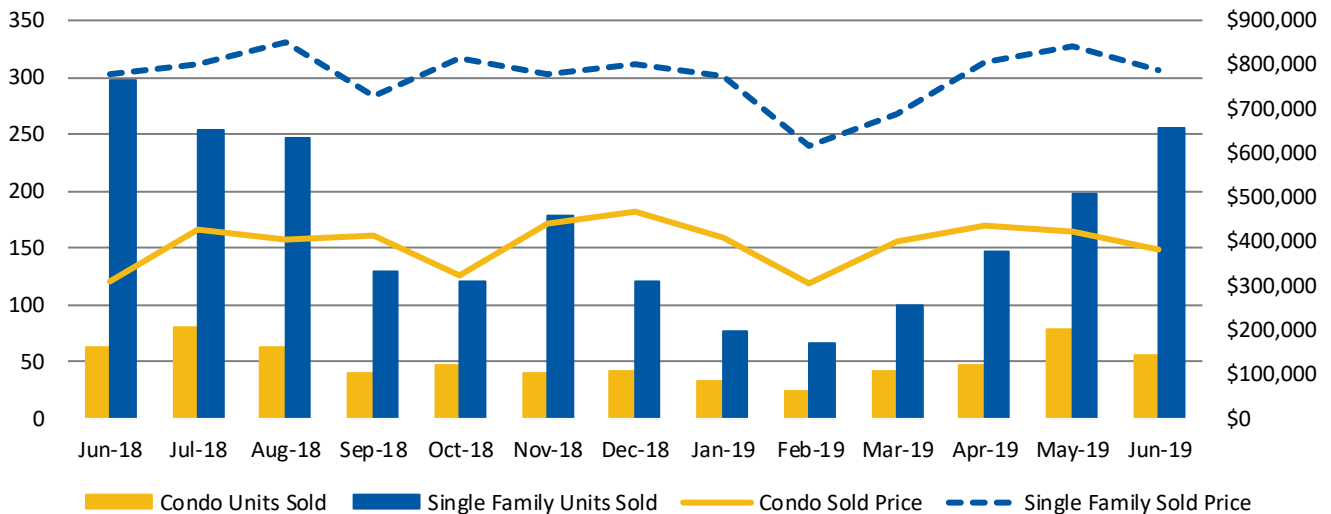
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$789,000	\$780,000	▲ 1.2%	\$840,000	▼ -6.1%	\$778,500	\$785,105	▼ -0.8%
Units Sold	255	297	▼ -14.1%	197	▲ 29.4%	840	866	▼ -3.0%
Active Listings	690	600	▲ 15.0%	714	▼ -3.4%	---	---	---
Months Supply of Inventory	2.7	2.0	▲ 35.0%	3.6	▼ -25.0%	---	---	---
New Listings	280	283	▼ -1.1%	426	▼ -34.3%	1,701	1,586	▲ 7.3%
Pending Sales	237	231	▲ 2.6%	251	▼ -5.6%	1,090	1,095	▼ -0.5%
Days to Off Market	44	42	▲ 4.8%	39	▲ 12.8%	50	48	▲ 4.2%
Sold to Original Price Ratio	99.2%	100.0%	▼ -0.8%	99.4%	▼ -0.2%	97.9%	98.4%	▼ -0.5%
Price per Square Foot	\$321	\$336	▼ -4.5%	\$324	▼ -0.9%	\$316	\$323	▼ -2.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$381,500	\$307,900	▲ 23.9%	\$420,575	▼ -9.3%	\$399,900	\$377,175	▲ 6.0%
Units Sold	56	63	▼ -11.1%	78	▼ -28.2%	278	242	▲ 14.9%
Active Listings	132	143	▼ -7.7%	150	▼ -12.0%	---	---	---
Months Supply of Inventory	2.4	2.3	▲ 4.3%	1.9	▲ 26.3%	---	---	---
New Listings	63	81	▼ -22.2%	98	▼ -35.7%	420	405	▲ 3.7%
Pending Sales	64	56	▲ 14.3%	62	▲ 3.2%	323	295	▲ 9.5%
Days to Off Market	43	49	▼ -12.2%	29	▲ 48.3%	46	46	■ 0.0%
Sold to Original Price Ratio	100.5%	100.2%	▲ 0.3%	99.7%	▲ 0.8%	99.4%	99.6%	▼ -0.2%
Price per Square Foot	\$284	\$248	▲ 14.5%	\$291	▼ -2.4%	\$274	\$263	▲ 4.2%



EASTERN MIDDLESEX REGION

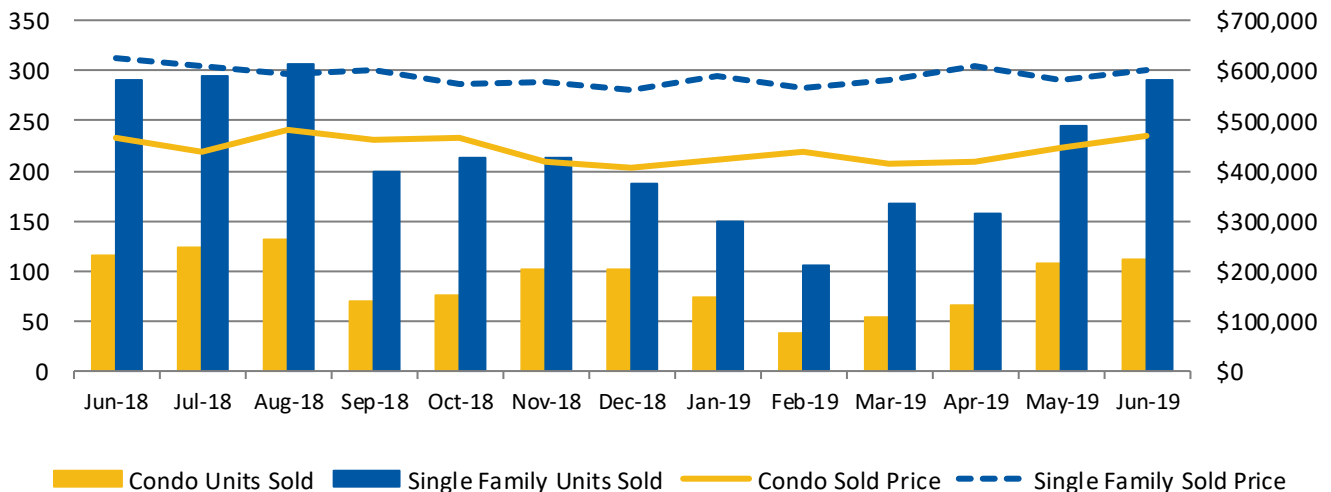
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$602,500	\$625,000	▼ -3.6%	\$583,500	▲ 3.3%	\$587,500	\$575,000	▲ 2.2%
Units Sold	290	291	▼ -0.3%	244	▲ 18.9%	1,114	981	▲ 13.6%
Active Listings	422	461	▼ -8.5%	453	▼ -6.8%	---	---	---
Months Supply of Inventory	1.5	1.6	▼ -6.3%	1.9	▼ -21.1%	---	---	---
New Listings	351	361	▼ -2.8%	455	▼ -22.9%	1,745	1,615	▲ 8.0%
Pending Sales	328	290	▲ 13.1%	322	▲ 1.9%	1,374	1,183	▲ 16.1%
Days to Off Market	27	23	▲ 17.4%	28	▼ -3.6%	34	29	▲ 17.2%
Sold to Original Price Ratio	100.9%	103.3%	▼ -2.3%	101.3%	▼ -0.4%	99.6%	102.4%	▼ -2.7%
Price per Square Foot	\$336	\$331	▲ 1.5%	\$335	▲ 0.3%	\$328	\$326	▲ 0.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$469,900	\$465,000	▲ 1.1%	\$445,500	▲ 5.5%	\$444,250	\$440,000	▲ 1.0%
Units Sold	111	115	▼ -3.5%	108	▲ 2.8%	448	514	▼ -12.8%
Active Listings	176	158	▲ 11.4%	182	▼ -3.3%	---	---	---
Months Supply of Inventory	1.6	1.4	▲ 14.3%	1.7	▼ -5.9%	---	---	---
New Listings	135	156	▼ -13.5%	146	▼ -7.5%	730	667	▲ 9.4%
Pending Sales	116	109	▲ 6.4%	127	▼ -8.7%	572	536	▲ 6.7%
Days to Off Market	29	20	▲ 45.0%	35	▼ -17.1%	35	30	▲ 16.7%
Sold to Original Price Ratio	100.4%	103.3%	▼ -2.8%	100.1%	▲ 0.3%	99.5%	102.2%	▼ -2.6%
Price per Square Foot	\$378	\$376	▲ 0.5%	\$381	▼ -0.8%	\$373	\$360	▲ 3.6%



METRO BOSTON REGION

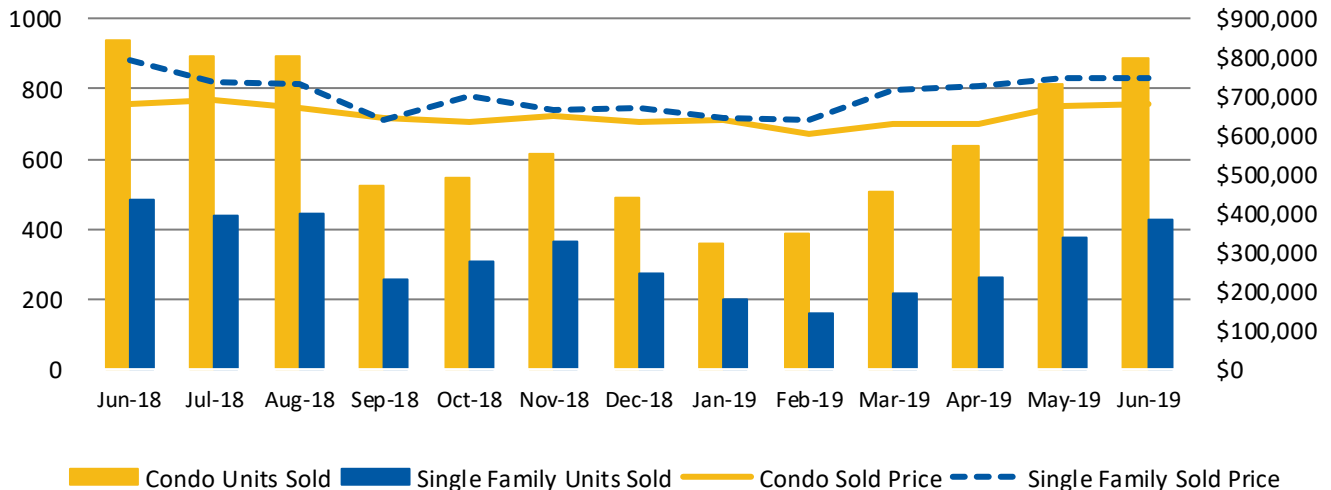
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$748,000	\$795,000	▼ -5.9%	\$750,000	▼ -0.3%	\$720,000	\$700,000	▲ 2.9%
Units Sold	425	484	▼ -12.2%	375	▲ 13.3%	1,634	1,620	▲ 0.9%
Active Listings	795	798	▼ -0.4%	850	▼ -6.5%	---	---	---
Months Supply of Inventory	1.9	1.6	▲ 18.8%	2.3	▼ -17.4%	---	---	---
New Listings	528	515	▲ 2.5%	697	▼ -24.2%	2,837	2,695	▲ 5.3%
Pending Sales	454	435	▲ 4.4%	468	▼ -3.0%	2,034	1,925	▲ 5.7%
Days to Off Market	36	28	▲ 28.6%	29	▲ 24.1%	37	31	▲ 19.4%
Sold to Original Price Ratio	100.5%	102.4%	▼ -1.9%	101.2%	▼ -0.7%	99.2%	100.9%	▼ -1.7%
Price per Square Foot	\$445	\$443	▲ 0.5%	\$441	▲ 0.9%	\$430	\$416	▲ 3.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$680,000	\$680,000	▬ 0.0%	\$675,500	▲ 0.7%	\$649,950	\$655,000	▼ -0.8%
Units Sold	889	941	▼ -5.5%	814	▲ 9.2%	3,586	3,604	▼ -0.5%
Active Listings	1,880	1,645	▲ 14.3%	1,962	▼ -4.2%	---	---	---
Months Supply of Inventory	2.1	1.7	▲ 23.5%	2.4	▼ -12.5%	---	---	---
New Listings	1,127	1,038	▲ 8.6%	1,367	▼ -17.6%	6,253	5,668	▲ 10.3%
Pending Sales	878	859	▲ 2.2%	960	▼ -8.5%	4,374	4,141	▲ 5.6%
Days to Off Market	35	28	▲ 25.0%	35	▬ 0.0%	40	32	▲ 25.0%
Sold to Original Price Ratio	99.8%	102.0%	▼ -2.2%	99.8%	▬ 0.0%	99.0%	101.2%	▼ -2.2%
Price per Square Foot	\$745	\$697	▲ 6.9%	\$726	▲ 2.6%	\$689	\$677	▲ 1.8%



METRO WEST REGION

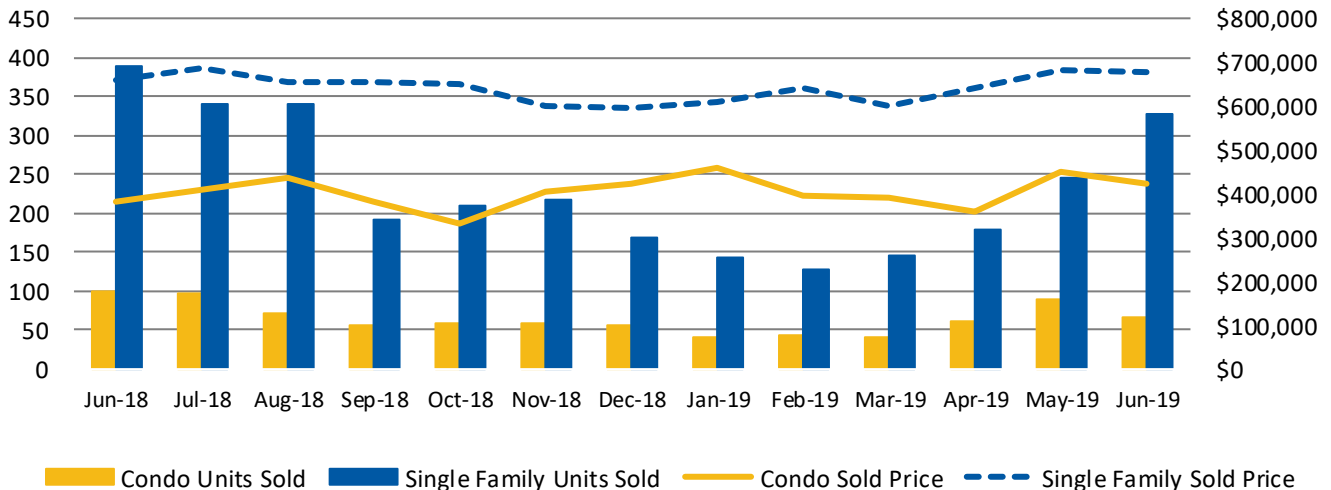
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$678,725	\$660,000	▲ 2.8%	\$682,500	▼ -0.6%	\$648,000	\$630,000	▲ 2.9%
Units Sold	328	390	▼ -15.9%	246	▲ 33.3%	1,172	1,184	▼ -1.0%
Active Listings	723	758	▼ -4.6%	778	▼ -7.1%	---	---	---
Months Supply of Inventory	2.2	1.9	▲ 15.8%	3.2	▼ -31.3%	---	---	---
New Listings	352	399	▼ -11.8%	569	▼ -38.1%	2,130	2,102	▲ 1.3%
Pending Sales	320	318	▲ 0.6%	343	▼ -6.7%	1,472	1,475	▼ -0.2%
Days to Off Market	43	34	▲ 26.5%	42	▲ 2.4%	46	41	▲ 12.2%
Sold to Original Price Ratio	98.7%	100.0%	▼ -1.3%	99.3%	▼ -0.6%	97.7%	99.1%	▼ -1.4%
Price per Square Foot	\$311	\$321	▼ -3.1%	\$321	▼ -3.1%	\$311	\$309	▲ 0.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$425,000	\$382,450	▲ 11.1%	\$450,000	▼ -5.6%	\$409,000	\$385,000	▲ 6.2%
Units Sold	67	100	▼ -33.0%	89	▼ -24.7%	340	410	▼ -17.1%
Active Listings	180	138	▲ 30.4%	173	▲ 4.0%	---	---	---
Months Supply of Inventory	2.7	1.4	▲ 92.9%	1.9	▲ 42.1%	---	---	---
New Listings	99	80	▲ 23.8%	113	▼ -12.4%	549	540	▲ 1.7%
Pending Sales	68	82	▼ -17.1%	85	▼ -20.0%	418	475	▼ -12.0%
Days to Off Market	40	40	■ 0.0%	51	▼ -21.6%	50	40	▲ 25.0%
Sold to Original Price Ratio	99.7%	100.8%	▼ -1.1%	99.7%	■ 0.0%	98.7%	100.2%	▼ -1.5%
Price per Square Foot	\$282	\$275	▲ 2.5%	\$293	▼ -3.8%	\$280	\$270	▲ 3.7%



SOUTHERN NORFOLK REGION

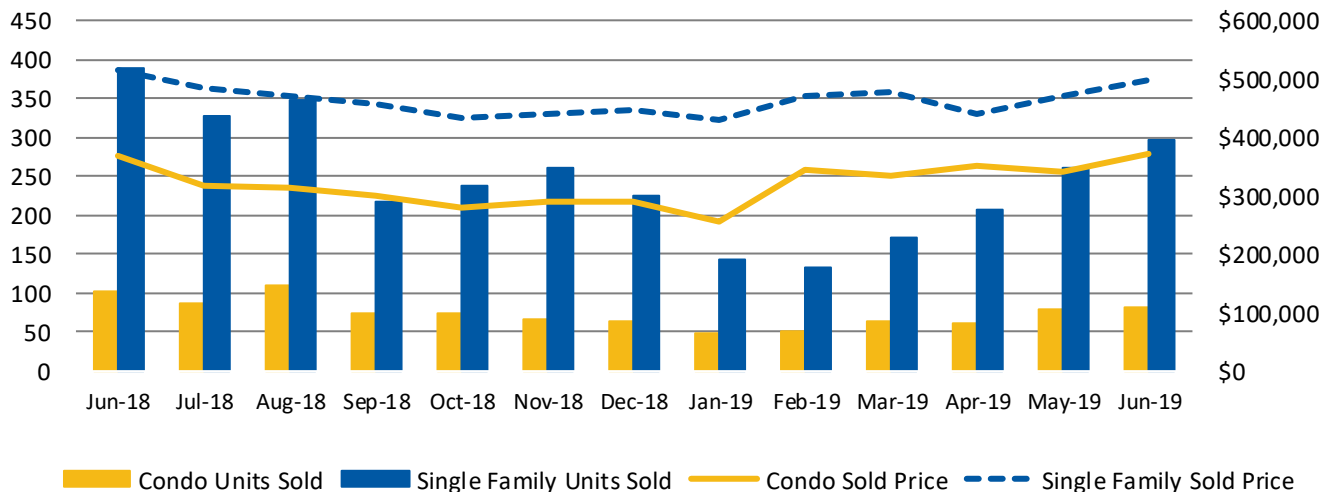
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$498,500	\$515,000	▼ -3.2%	\$471,000	▲ 5.8%	\$475,000	\$464,950	▲ 2.2%
Units Sold	298	389	▼ -23.4%	261	▲ 14.2%	1,216	1,296	▼ -6.2%
Active Listings	645	716	▼ -9.9%	706	▼ -8.6%	---	---	---
Months Supply of Inventory	2.2	1.8	▲ 22.2%	2.7	▼ -18.5%	---	---	---
New Listings	367	396	▼ -7.3%	526	▼ -30.2%	2,043	2,114	▼ -3.4%
Pending Sales	342	325	▲ 5.2%	315	▲ 8.6%	1,508	1,510	▼ -0.1%
Days to Off Market	36	36	▬ 0.0%	39	▼ -7.7%	45	39	▲ 15.4%
Sold to Original Price Ratio	99.9%	99.7%	▲ 0.2%	98.6%	▲ 1.3%	97.7%	98.8%	▼ -1.1%
Price per Square Foot	\$258	\$256	▲ 0.8%	\$249	▲ 3.6%	\$250	\$251	▼ -0.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$371,000	\$370,000	▲ 0.3%	\$340,000	▲ 9.1%	\$340,000	\$305,000	▲ 11.5%
Units Sold	81	102	▼ -20.6%	79	▲ 2.5%	386	373	▲ 3.5%
Active Listings	226	184	▲ 22.8%	218	▲ 3.7%	---	---	---
Months Supply of Inventory	2.8	1.8	▲ 55.6%	2.8	▬ 0.0%	---	---	---
New Listings	137	122	▲ 12.3%	132	▲ 3.8%	728	607	▲ 19.9%
Pending Sales	111	92	▲ 20.7%	107	▲ 3.7%	544	462	▲ 17.7%
Days to Off Market	36	28	▲ 28.6%	44	▼ -18.2%	43	38	▲ 13.2%
Sold to Original Price Ratio	100.3%	100.5%	▼ -0.2%	99.6%	▲ 0.7%	99.4%	99.6%	▼ -0.2%
Price per Square Foot	\$244	\$230	▲ 6.1%	\$240	▲ 1.7%	\$236	\$223	▲ 5.8%



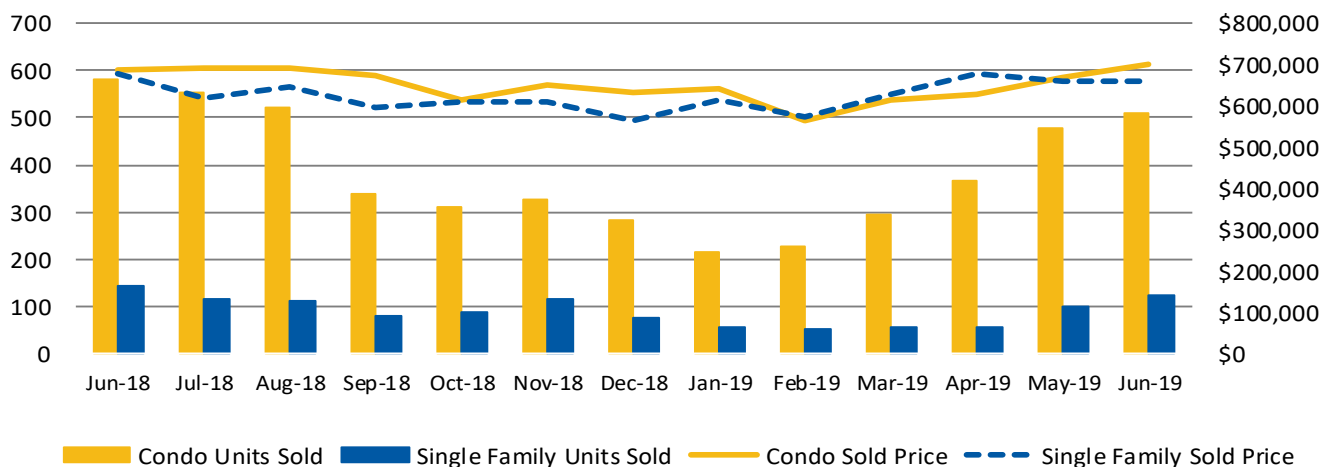
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change	
Median Selling Price	\$660,000	\$678,250	▼ -2.7%	\$660,000	▬ 0.0%	\$642,500	\$625,000	▲ 2.8%	
Units Sold	124	144	▼ -13.9%	101	▲ 22.8%	444	444	▬ 0.0%	
Active Listings	206	218	▼ -5.5%	231	▼ -10.8%	---	---	---	
Months Supply of Inventory	1.7	1.5	▲ 13.3%	2.3	▼ -26.1%	---	---	---	
New Listings	138	130	▲ 6.2%	198	▼ -30.3%	754	722	▲ 4.4%	
Pending Sales	134	118	▲ 13.6%	126	▲ 6.3%	548	520	▲ 5.4%	
Days to Off Market	41	29	▲ 41.4%	30	▲ 36.7%	39	34	▲ 14.7%	
Sold to Original Price Ratio	100.4%	102.8%	▼ -2.3%	101.8%	▼ -1.4%	99.6%	100.7%	▼ -1.1%	
Price per Square Foot	\$494	\$442	▲ 11.8%	\$473	▲ 4.4%	\$450	\$431	▲ 4.4%	

Condominiums

	Year over Year			Month over Month			Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change	
Median Selling Price	\$700,000	\$687,500	▲ 1.8%	\$670,000	▲ 4.5%	\$645,000	\$654,000	▼ -1.4%	
Units Sold	510	580	▼ -12.1%	479	▲ 6.5%	2,088	2,233	▼ -6.5%	
Active Listings	1,235	1,118	▲ 10.5%	1,266	▼ -2.4%	---	---	---	
Months Supply of Inventory	2.4	1.9	▲ 26.3%	2.6	▼ -7.7%	---	---	---	
New Listings	682	610	▲ 11.8%	828	▼ -17.6%	3,763	3,546	▲ 6.1%	
Pending Sales	502	519	▼ -3.3%	563	▼ -10.8%	2,552	2,550	▲ 0.1%	
Days to Off Market	36	31	▲ 16.1%	39	▼ -7.7%	44	35	▲ 25.7%	
Sold to Original Price Ratio	99.0%	101.4%	▼ -2.4%	98.7%	▲ 0.3%	98.2%	100.5%	▼ -2.3%	
Price per Square Foot	\$866	\$785	▲ 10.3%	\$826	▲ 4.8%	\$776	\$751	▲ 3.3%	



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		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change	
Median Selling Price	\$752,500	\$725,000	▲ 3.8%	\$745,000	▲ 1.0%	\$710,000	\$687,450	▲ 3.3%	
Units Sold	132	165	▼ -20.0%	133	▼ -0.8%	638	670	▼ -4.8%	
Active Listings	295	329	▼ -10.3%	305	▼ -3.3%	---	---	---	
Months Supply of Inventory	2.2	2.0	▲ 10.0%	2.3	▼ -4.3%	---	---	---	
New Listings	219	205	▲ 6.8%	242	▼ -9.5%	1,118	1,101	▲ 1.5%	
Pending Sales	175	159	▲ 10.1%	165	▲ 6.1%	772	765	▲ 0.9%	
Days to Off Market	37	32	▲ 15.6%	32	▲ 15.6%	37	34	▲ 8.8%	
Sold to Original Price Ratio	99.4%	99.8%	▼ -0.4%	98.7%	▲ 0.7%	98.1%	101.6%	▼ -3.4%	
Price per Square Foot	\$305	\$314	▼ -2.9%	\$305	■ 0.0%	\$301	\$304	▼ -1.0%	

3 Family Homes

	Year over Year			Month over Month			Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change	
Median Selling Price	\$930,000	\$835,000	▲ 11.4%	\$855,000	▲ 8.8%	\$850,000	\$837,500	▲ 1.5%	
Units Sold	49	55	▼ -10.9%	49	■ 0.0%	241	262	▼ -8.0%	
Active Listings	124	152	▼ -18.4%	151	▼ -17.9%	---	---	---	
Months Supply of Inventory	2.5	2.8	▼ -10.7%	3.1	▼ -19.4%	---	---	---	
New Listings	90	75	▲ 20.0%	88	▲ 2.3%	480	453	▲ 6.0%	
Pending Sales	81	59	▲ 37.3%	58	▲ 39.7%	311	297	▲ 4.7%	
Days to Off Market	37	54	▼ -31.5%	39	▼ -5.1%	43	41	▲ 4.9%	
Sold to Original Price Ratio	98.8%	97.8%	▲ 1.0%	96.3%	▲ 2.6%	96.6%	99.1%	▼ -2.5%	
Price per Square Foot	\$353	\$330	▲ 7.0%	\$295	▲ 19.7%	\$302	\$302	■ 0.0%	

4 Family Homes

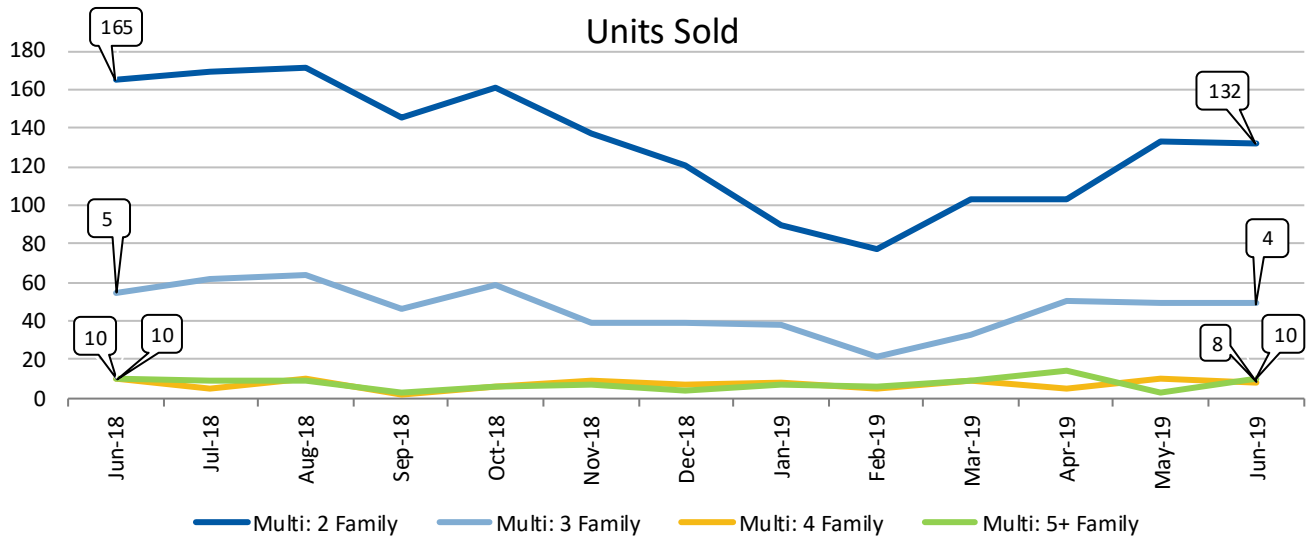
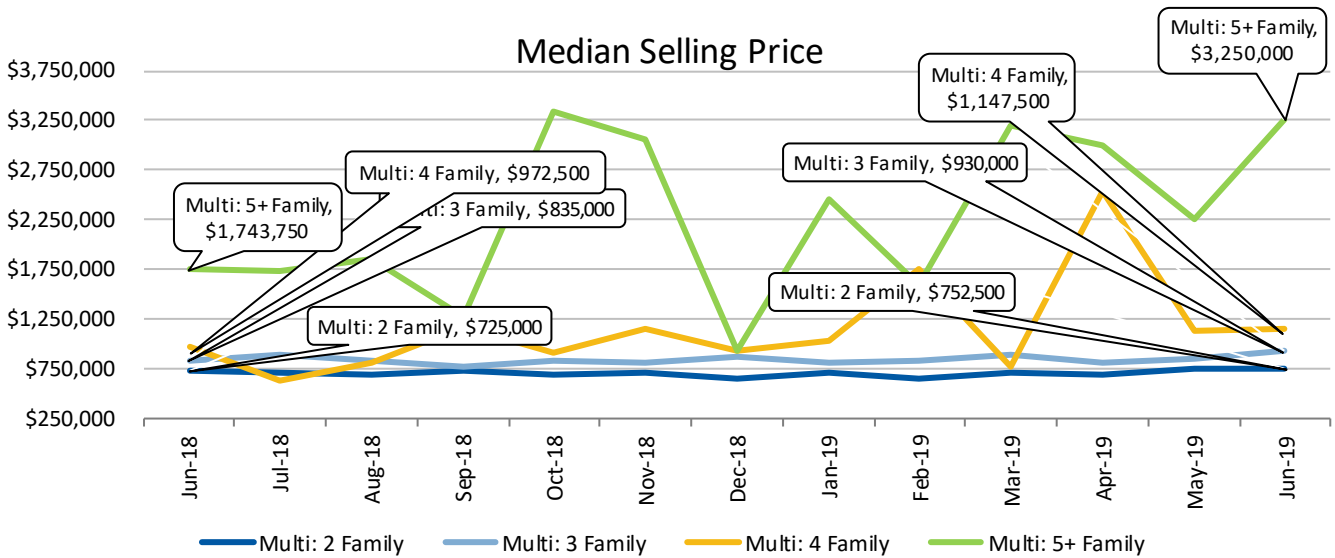
	Year over Year			Month over Month			Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change	
Median Selling Price	\$1,147,500	\$972,500	▲ 18.0%	\$1,125,000	▲ 2.0%	\$1,100,000	\$947,500	▲ 16.1%	
Units Sold	8	10	▼ -20.0%	10	▼ -20.0%	45	38	▲ 18.4%	
Active Listings	21	34	▼ -38.2%	20	▲ 5.0%	---	---	---	
Months Supply of Inventory	2.6	3.4	▼ -23.5%	2.0	▲ 30.0%	---	---	---	
New Listings	12	16	▼ -25.0%	11	▲ 9.1%	71	75	▼ -5.3%	
Pending Sales	6	2	▲ 200.0%	7	▼ -14.3%	41	37	▲ 10.8%	
Days to Off Market	55	19	▲ 189.5%	24	▲ 129.2%	41	31	▲ 32.3%	
Sold to Original Price Ratio	97.3%	101.5%	▼ -4.1%	98.3%	▼ -1.0%	95.7%	96.1%	▼ -0.4%	
Price per Square Foot	\$321	\$340	▼ -5.6%	\$378	▼ -15.1%	\$379	\$337	▲ 12.5%	

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

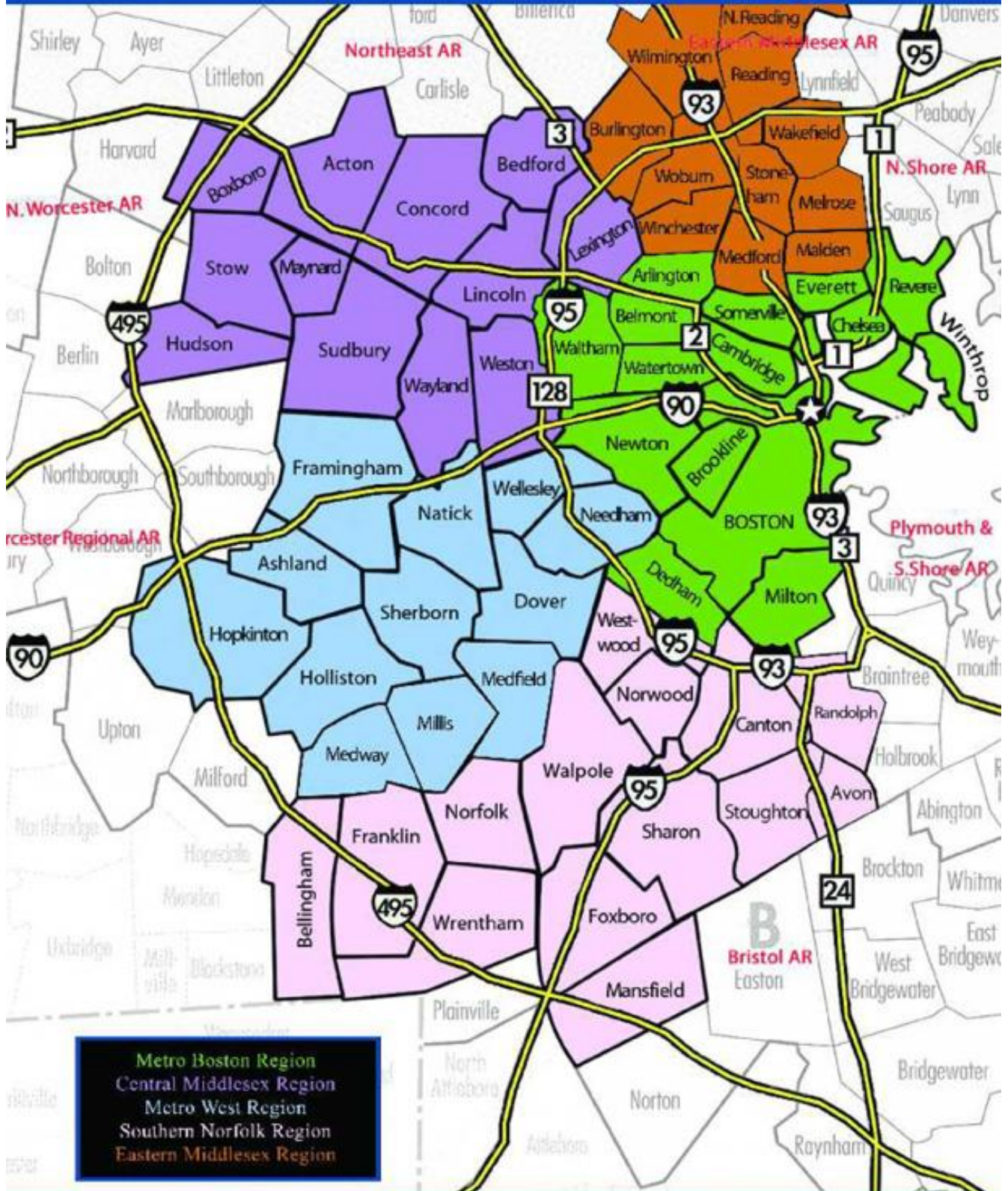
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2019	Jun 2018	Change	May 2019	Change	2019	2018	Change
Median Selling Price	\$3,250,000	\$1,743,750	▲ 86.4%	\$2,250,000	▲ 44.4%	\$2,900,000	\$1,602,500	▲ 81.0%
Units Sold	10	10	■ 0.0%	3	▲ 233.3%	49	44	▲ 11.4%
Active Listings	34	40	▼ -15.0%	37	▼ -8.1%	---	---	---
Months Supply of Inventory	3.4	4.0	▼ -15.0%	12.3	▼ -72.4%	---	---	---
New Listings	11	12	▼ -8.3%	21	▼ -47.6%	92	85	▲ 8.2%
Pending Sales	9	7	▲ 28.6%	10	▼ -10.0%	57	51	▲ 11.8%
Days to Off Market	32	45	▼ -28.9%	46	▼ -30.4%	56	41	▲ 36.6%
Sold to Original Price Ratio	97.1%	94.0%	▲ 3.3%	95.3%	▲ 1.9%	94.4%	99.6%	▼ -5.2%
Price per Square Foot	\$584	\$381	▲ 53.3%	\$306	▲ 90.8%	\$490	\$510	▼ -3.9%



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.