

# MONTHLY MARKET INSIGHTS REPORT

## MARCH 2019

### Detached Single-Family Homes

The 793 homes sold it was the sixth highest sales volume for the month and was a 6.9 percent increase from the 742 homes sold in March 2018. The median sales price reached a record high for the month of March at \$595,000, as it rose 3.4 percent from the March 2018 median sales price of \$575,500.

### Condominiums

With 691 condos sold, it was the tenth most active March on record in Greater Boston, and a 9.9 percent decrease in sales from the 767 units sold in March 2018. The median sales price of condos experienced a very modest increase, up 0.2 percent from \$549,000 in March 2018 to \$550,000 this year, a new record-high for the month.

### Multi-Family Homes

This month, there were 150 multi-family units sold in Greater Boston, which reflects a 1.3 percent increase in sales volume from the 148 multi-family units sold in March 2018.



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### Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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# GREATER BOSTON MARKET SUMMARY

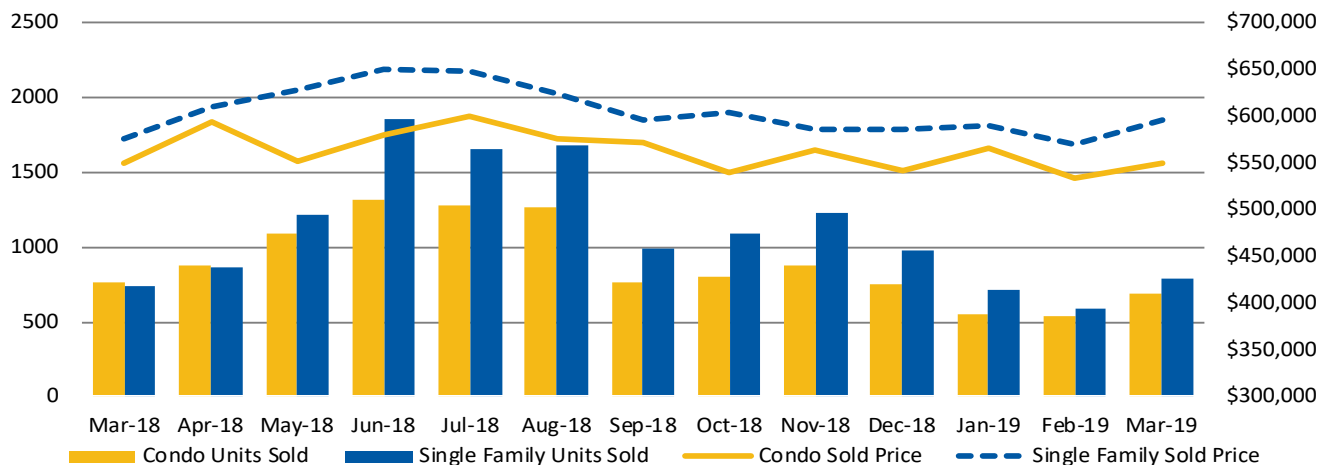
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
Median Selling Price	\$595,000	\$575,500	▲ 3.4%	\$570,000	▲ 4.4%	\$587,500	\$555,000	▲ 5.9%
Units Sold	793	742	▲ 6.9%	593	▲ 33.7%	2,094	2,017	▲ 3.8%
Active Listings	2,384	2,213	▲ 7.7%	2,164	▲ 10.2%	---	---	---
Months Supply of Inventory	3.0	3.0	▬ 0.0%	3.6	▼ -16.7%	---	---	---
New Listings	1,694	1,559	▲ 8.7%	1,134	▲ 49.4%	3,900	3,494	▲ 11.6%
Pending Sales	1,222	1,149	▲ 6.4%	823	▲ 48.5%	2,697	2,428	▲ 11.1%
Days to Off Market	43	35	▲ 22.9%	57	▼ -24.6%	53	47	▲ 12.8%
Sold to Original Price Ratio	97.7%	99.1%	▼ -1.4%	96.0%	▲ 1.8%	96.6%	98.0%	▼ -1.4%
Price per Square Foot	\$325	\$317	▲ 2.5%	\$317	▲ 2.5%	\$322	\$315	▲ 2.2%

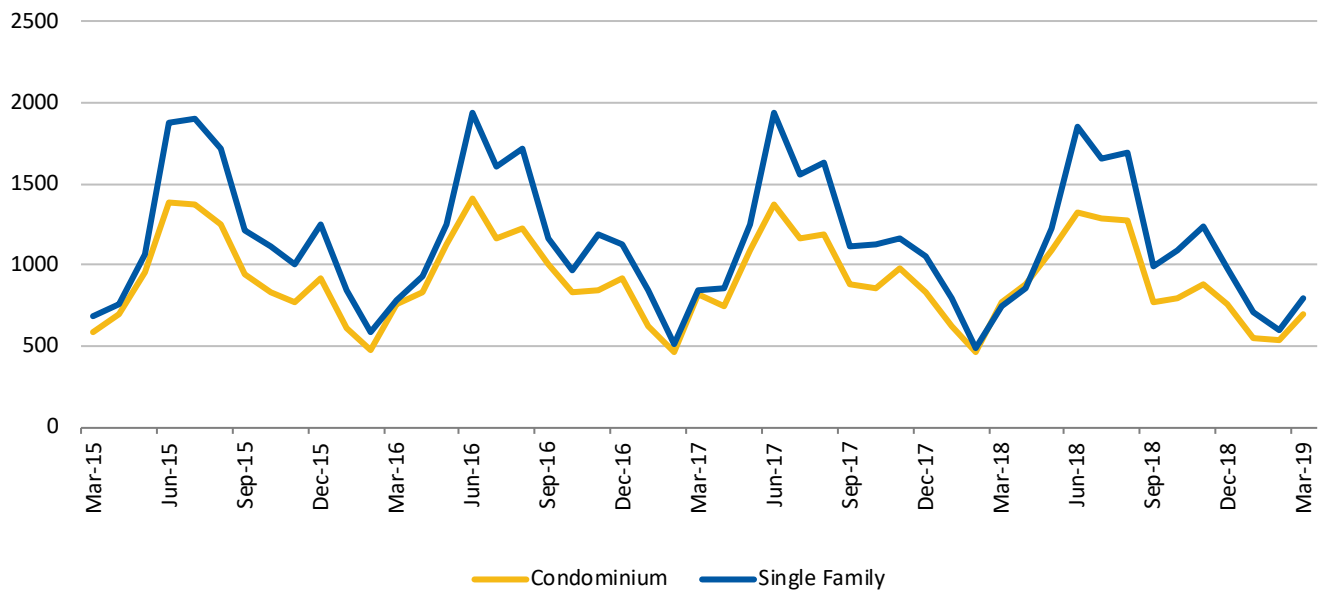
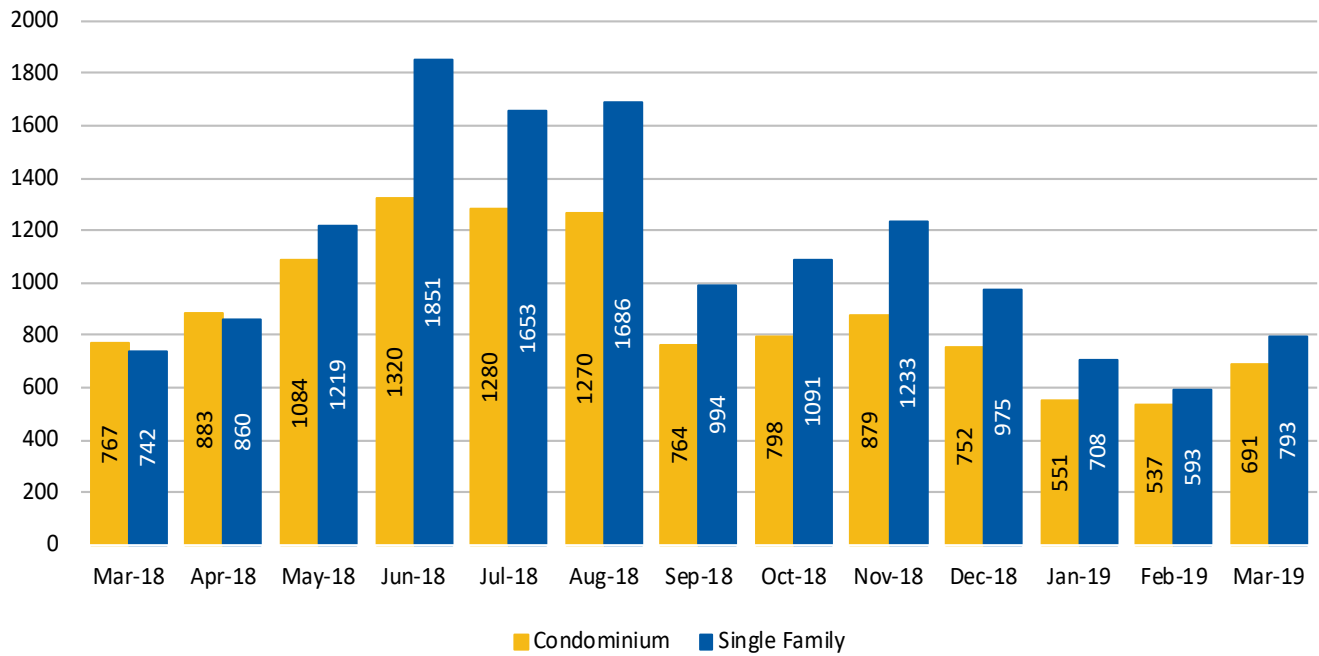
## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
Median Selling Price	\$550,000	\$549,000	▲ 0.2%	\$533,410	▲ 3.1%	\$549,000	\$539,000	▲ 1.9%
Units Sold	691	767	▼ -9.9%	537	▲ 28.7%	1,779	1,854	▼ -4.0%
Active Listings	2,070	1,530	▲ 35.3%	1,872	▲ 10.6%	---	---	---
Months Supply of Inventory	3.0	2.0	▲ 50.0%	3.5	▼ -14.3%	---	---	---
New Listings	1,463	1,245	▲ 17.5%	967	▲ 51.3%	3,519	2,964	▲ 18.7%
Pending Sales	1,065	1,035	▲ 2.9%	767	▲ 38.9%	2,412	2,248	▲ 7.3%
Days to Off Market	45	34	▲ 32.4%	52	▼ -13.5%	50	41	▲ 22.0%
Sold to Original Price Ratio	98.9%	100.7%	▼ -1.8%	97.1%	▲ 1.9%	97.8%	99.4%	▼ -1.6%
Price per Square Foot	\$544	\$564	▼ -3.5%	\$527	▲ 3.2%	\$531	\$540	▼ -1.7%



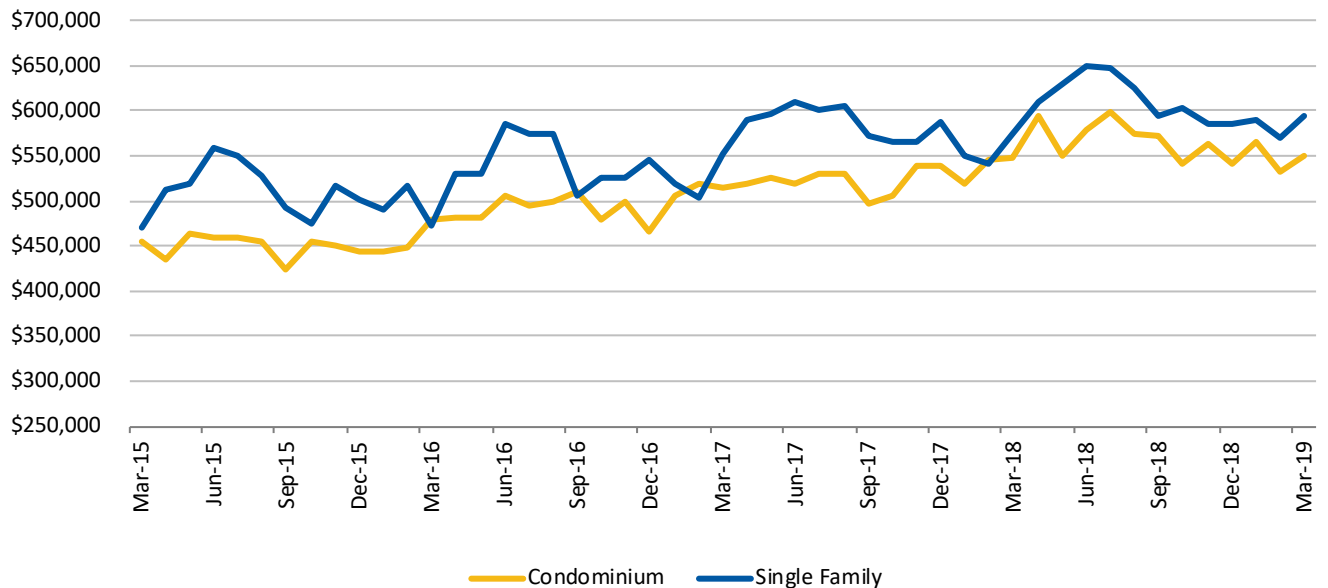
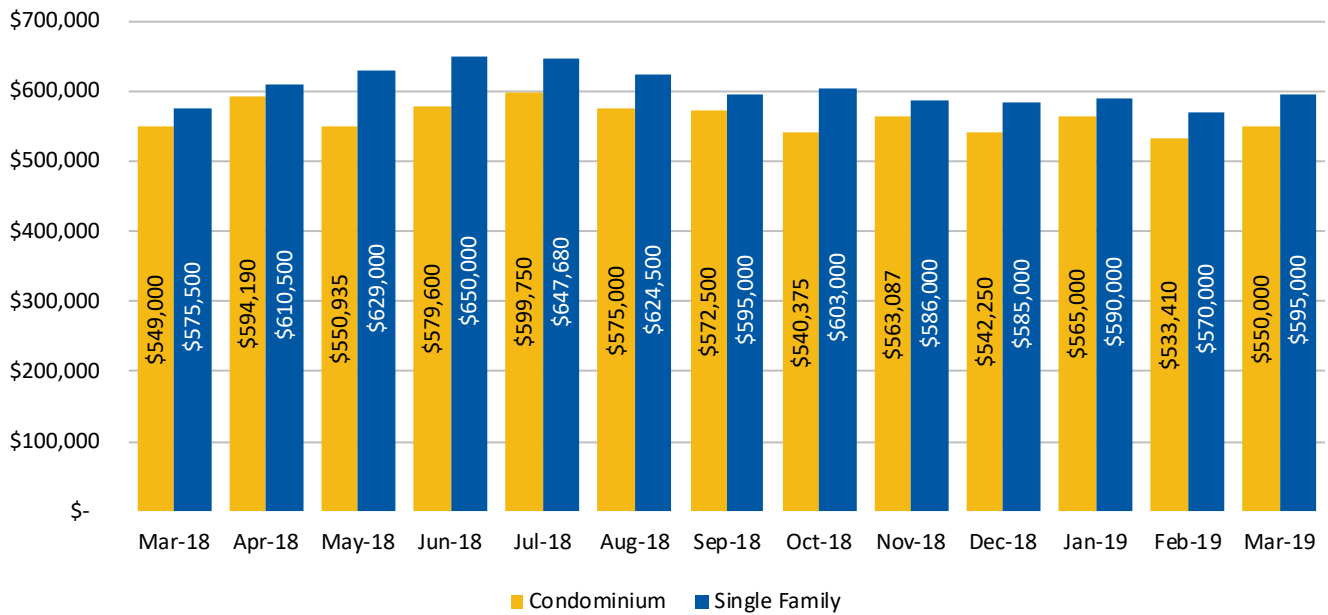
# UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
<b>SINGLE FAMILY HOMES</b>	793	742	▲ 6.9%	593	▲ 33.7%	2,094	2,017	▲ 3.8%
<b>CONDOMINIUMS</b>	691	767	▼ -9.9%	537	▲ 28.7%	1,779	1,854	▼ -4.0%



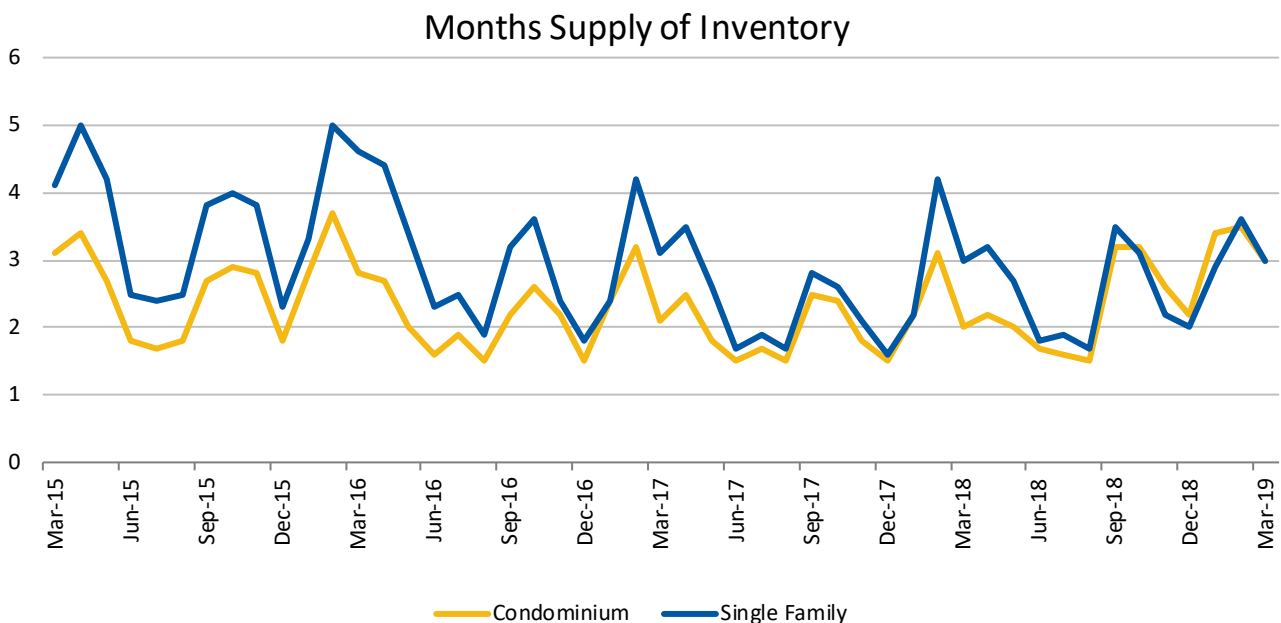
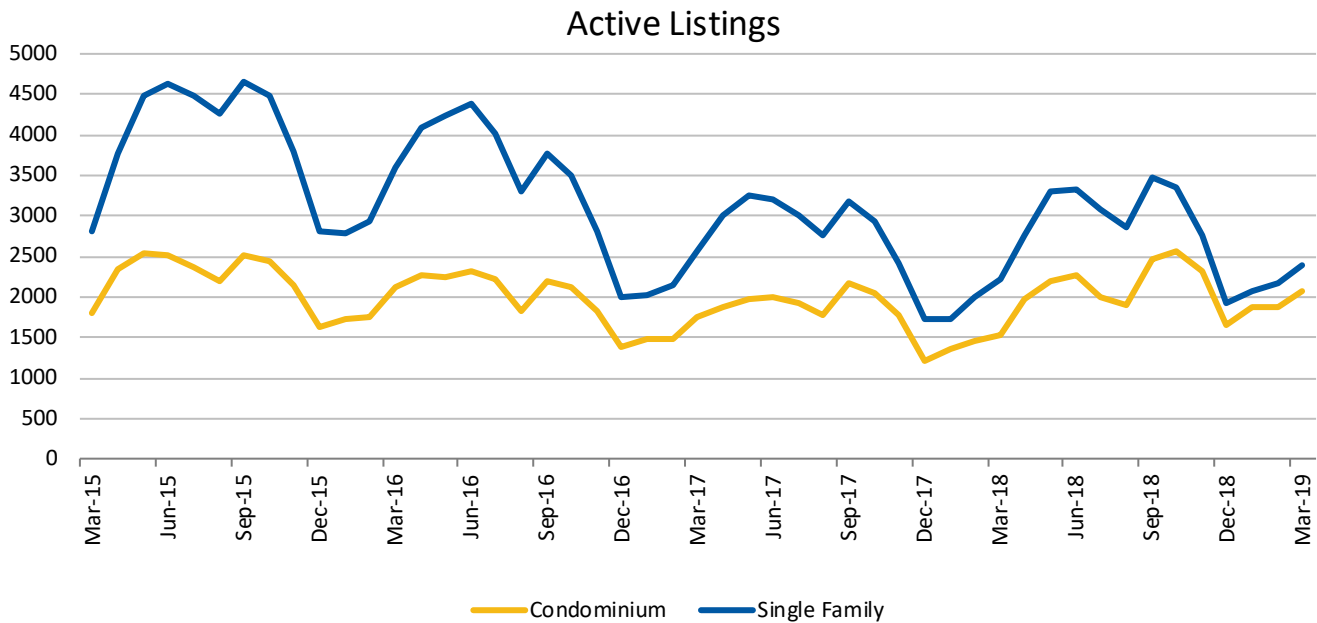
# MEDIAN SELLING PRICE

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
<b>SINGLE FAMILY HOMES</b>	<b>\$595,000</b>	\$575,500	▲ 3.4%	\$570,000	▲ 4.4%	<b>\$587,500</b>	\$555,000	▲ 5.9%
<b>CONDOMINIUMS</b>	<b>\$550,000</b>	\$549,000	▲ 0.2%	\$533,410	▲ 3.1%	<b>\$549,000</b>	\$539,000	▲ 1.9%



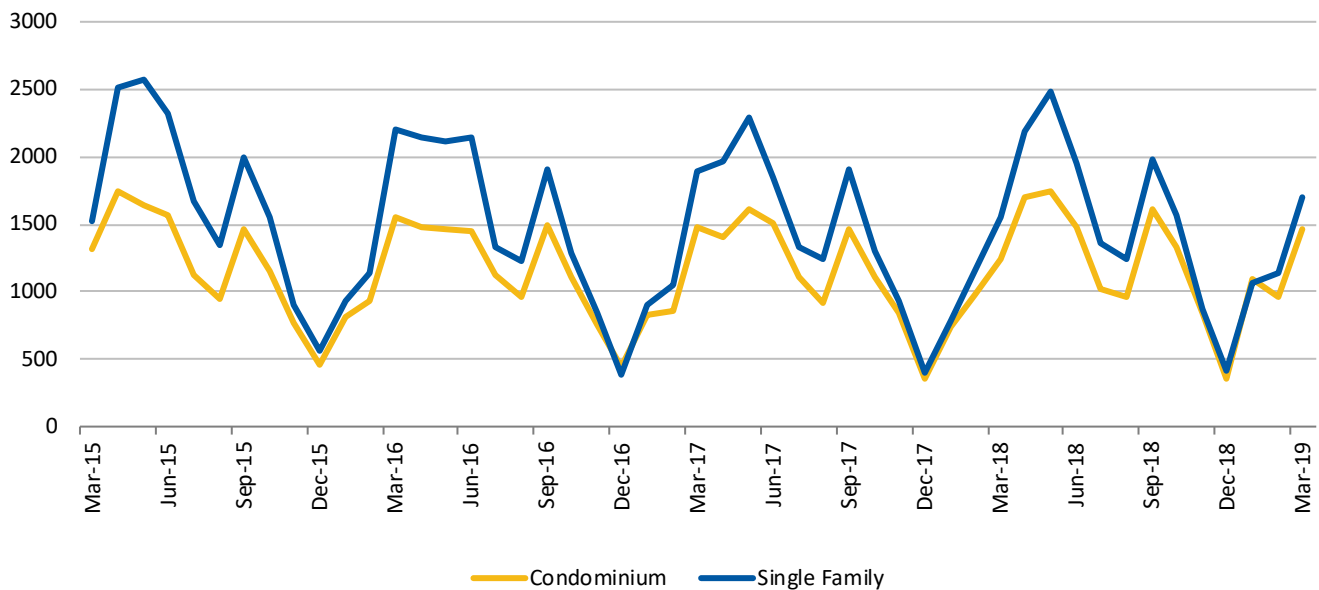
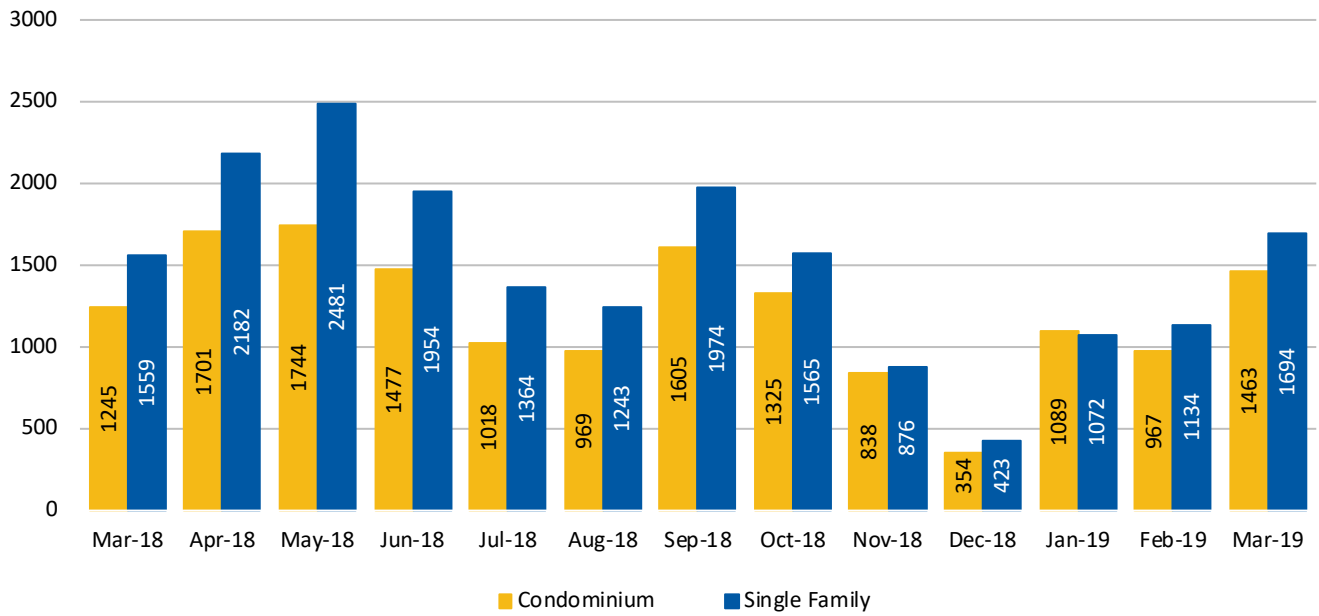
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		Mar 2019	Mar 2018	Change	Feb 2019	Change
<b>SINGLE FAMILY HOMES</b>	Active Listings	2,384	2,213	▲ 7.7%	2,164	▲ 10.2%
	Months Supply of Inventory	3.0	3.0	■ 0.0%	3.6	▼ -16.7%
<b>CONDOMINIUMS</b>	Active Listings	2,070	1,530	▲ 35.3%	1,872	▲ 10.6%
	Months Supply of Inventory	3.0	2.0	▲ 50.0%	3.5	▼ -14.3%



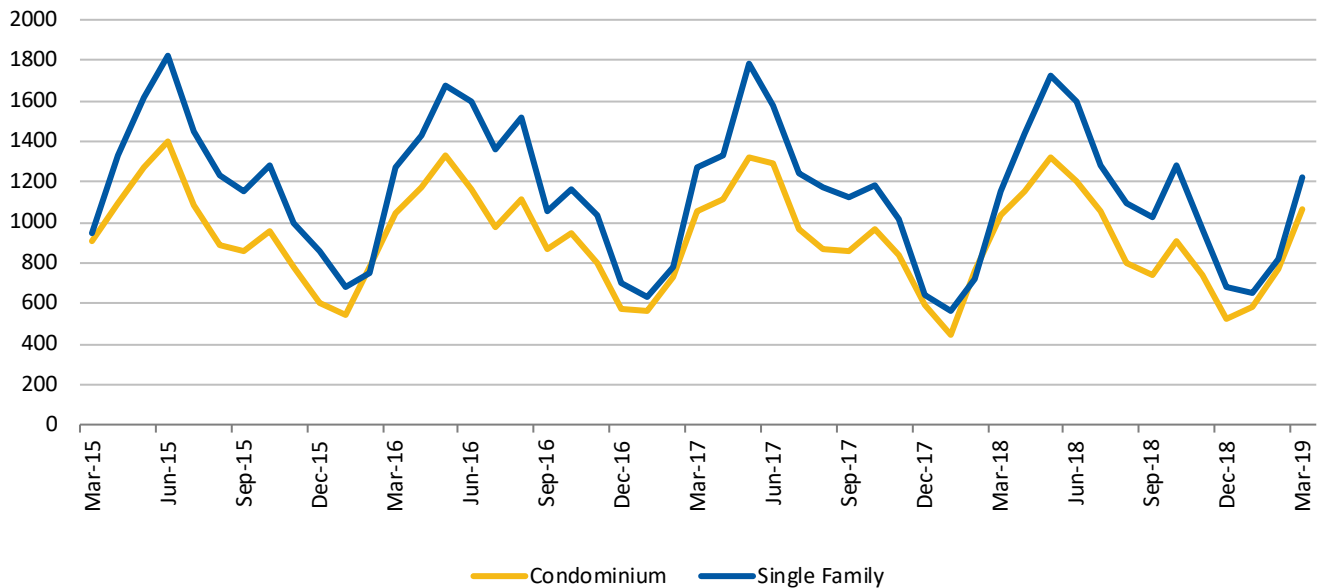
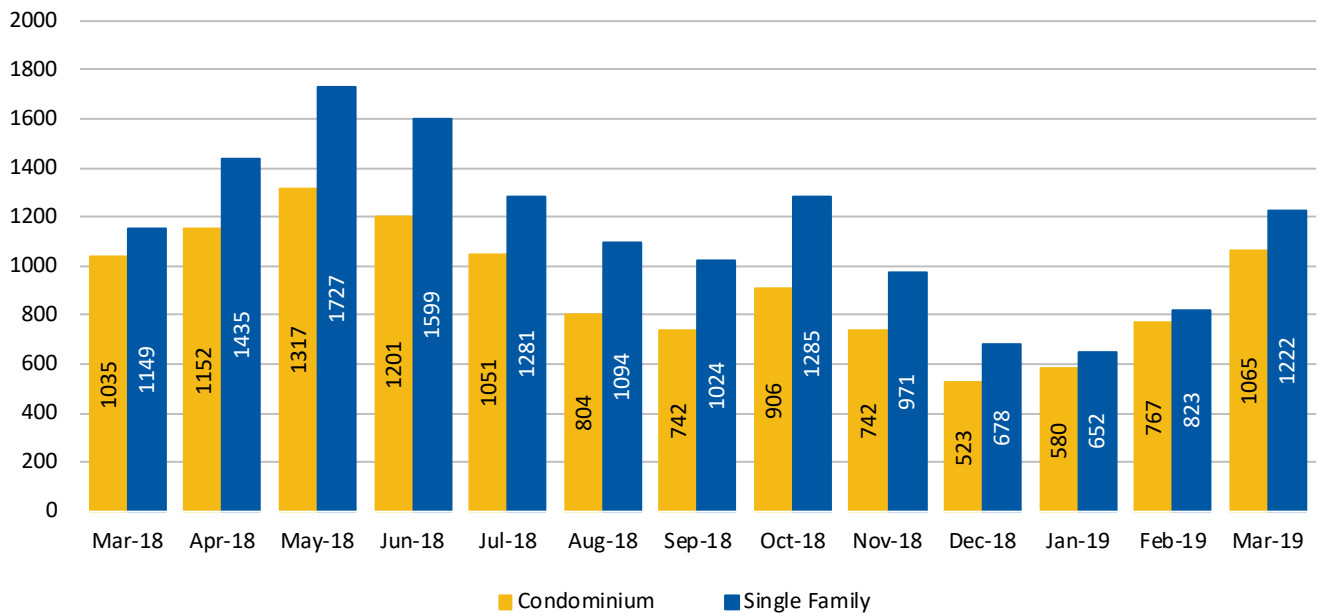
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,694</b>	1,559	▲ 8.7%	1,134	▲ 49.4%	<b>3,900</b>	3,494	▲ 11.6%
<b>CONDOMINIUMS</b>	<b>1,463</b>	1,245	▲ 17.5%	967	▲ 51.3%	<b>3,519</b>	2,964	▲ 18.7%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,222</b>	1,149	▲ 6.4%	823	▲ 48.5%	<b>2,697</b>	2,428	▲ 11.1%
<b>CONDOMINIUMS</b>	<b>1,065</b>	1,035	▲ 2.9%	767	▲ 38.9%	<b>2,412</b>	2,248	▲ 7.3%



# CENTRAL MIDDLESEX REGION

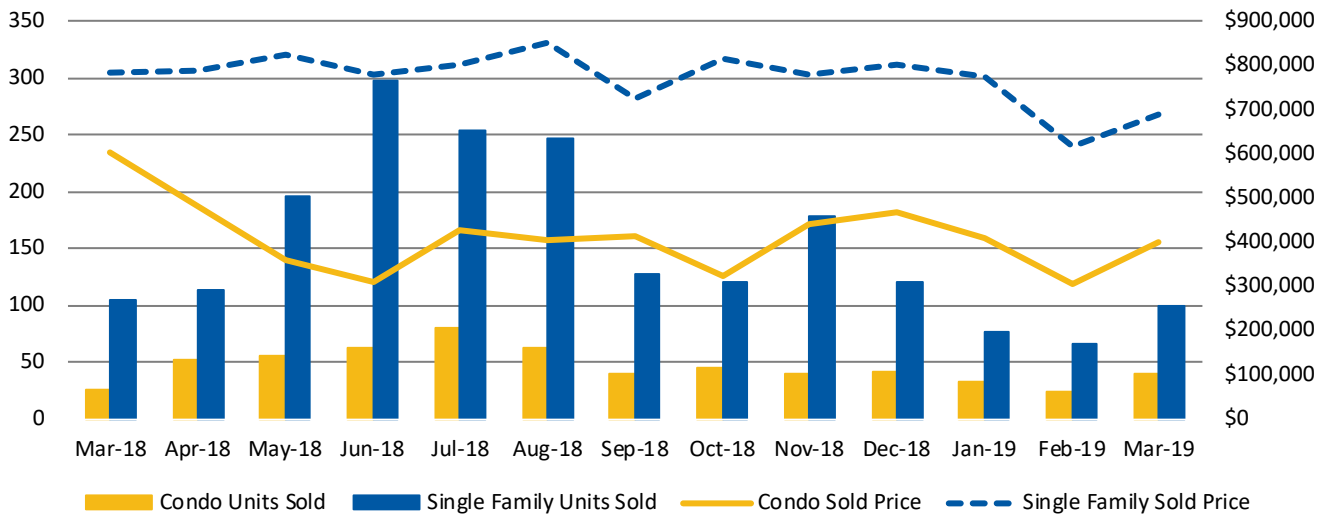
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
Median Selling Price	\$690,000	\$785,000	▼ -12.1%	\$617,500	▲ 11.7%	\$690,000	\$780,000	▼ -11.5%
Units Sold	99	105	▼ -5.7%	66	▲ 50.0%	241	261	▼ -7.7%
Active Listings	489	445	▲ 9.9%	412	▲ 18.7%	---	---	---
Months Supply of Inventory	4.9	4.2	▲ 16.7%	6.2	▼ -21.0%	---	---	---
New Listings	304	291	▲ 4.5%	201	▲ 51.2%	660	586	▲ 12.6%
Pending Sales	186	176	▲ 5.7%	122	▲ 52.5%	388	369	▲ 5.1%
Days to Off Market	52	41	▲ 26.8%	67	▼ -22.4%	63	60	▲ 5.0%
Sold to Original Price Ratio	96.7%	96.7%	▬ 0.0%	95.3%	▲ 1.5%	95.8%	95.4%	▲ 0.4%
Price per Square Foot	\$283	\$311	▼ -9.0%	\$294	▼ -3.7%	\$301	\$315	▼ -4.4%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
Median Selling Price	\$398,813	\$605,000	▼ -34.1%	\$306,000	▲ 30.3%	\$398,363	\$441,000	▼ -9.7%
Units Sold	40	26	▲ 53.8%	24	▲ 66.7%	96	72	▲ 33.3%
Active Listings	115	121	▼ -5.0%	117	▼ -1.7%	---	---	---
Months Supply of Inventory	2.9	4.7	▼ -38.3%	4.9	▼ -40.8%	---	---	---
New Listings	79	71	▲ 11.3%	57	▲ 38.6%	185	165	▲ 12.1%
Pending Sales	70	60	▲ 16.7%	40	▲ 75.0%	136	110	▲ 23.6%
Days to Off Market	54	45	▲ 20.0%	50	▲ 8.0%	53	51	▲ 3.9%
Sold to Original Price Ratio	99.2%	99.7%	▼ -0.5%	98.8%	▲ 0.4%	98.2%	97.8%	▲ 0.4%
Price per Square Foot	\$256	\$297	▼ -13.8%	\$261	▼ -1.9%	\$255	\$262	▼ -2.7%





# EASTERN MIDDLESEX REGION

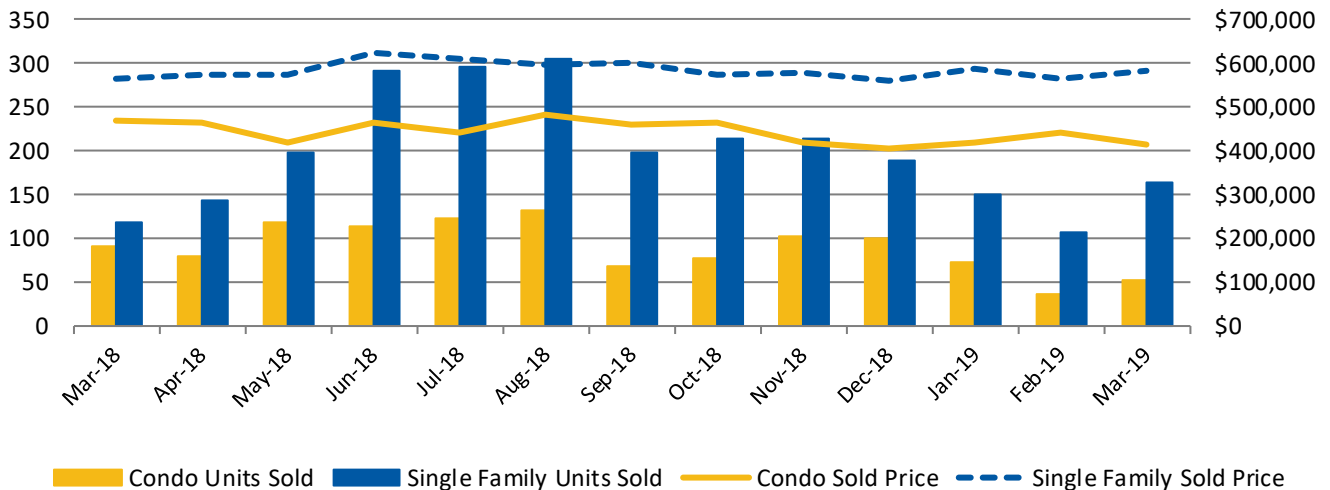
Burlington, Malden, Medford, Melrose, North Reading, Reading,  
Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
Median Selling Price	\$583,000	\$565,000	▲ 3.2%	\$563,000	▲ 3.6%	\$579,500	\$540,000	▲ 7.3%
Units Sold	164	119	▲ 37.8%	107	▲ 53.3%	420	350	▲ 20.0%
Active Listings	309	219	▲ 41.1%	273	▲ 13.2%	---	---	---
Months Supply of Inventory	1.9	1.8	▲ 5.6%	2.6	▼ -26.9%	---	---	---
New Listings	281	203	▲ 38.4%	169	▲ 66.3%	633	483	▲ 31.1%
Pending Sales	211	182	▲ 15.9%	151	▲ 39.7%	486	387	▲ 25.6%
Days to Off Market	35	29	▲ 20.7%	54	▼ -35.2%	45	36	▲ 25.0%
Sold to Original Price Ratio	98.5%	100.8%	▼ -2.3%	97.8%	▲ 0.7%	97.7%	100.3%	▼ -2.6%
Price per Square Foot	\$327	\$311	▲ 5.1%	\$312	▲ 4.8%	\$319	\$313	▲ 1.9%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
Median Selling Price	\$415,000	\$469,900	▼ -11.7%	\$441,500	▼ -6.0%	\$425,250	\$427,500	▼ -0.5%
Units Sold	53	91	▼ -41.8%	36	▲ 47.2%	162	202	▼ -19.8%
Active Listings	138	95	▲ 45.3%	113	▲ 22.1%	---	---	---
Months Supply of Inventory	2.6	1.0	▲ 160.0%	3.1	▼ -16.1%	---	---	---
New Listings	133	105	▲ 26.7%	65	▲ 104.6%	291	239	▲ 21.8%
Pending Sales	96	96	■ 0.0%	71	▲ 35.2%	224	193	▲ 16.1%
Days to Off Market	43	32	▲ 34.4%	41	▲ 4.9%	43	42	▲ 2.4%
Sold to Original Price Ratio	100.0%	101.4%	▼ -1.4%	96.9%	▲ 3.2%	98.1%	100.8%	▼ -2.7%
Price per Square Foot	\$368	\$361	▲ 1.9%	\$366	▲ 0.5%	\$363	\$349	▲ 4.0%



# METRO BOSTON REGION

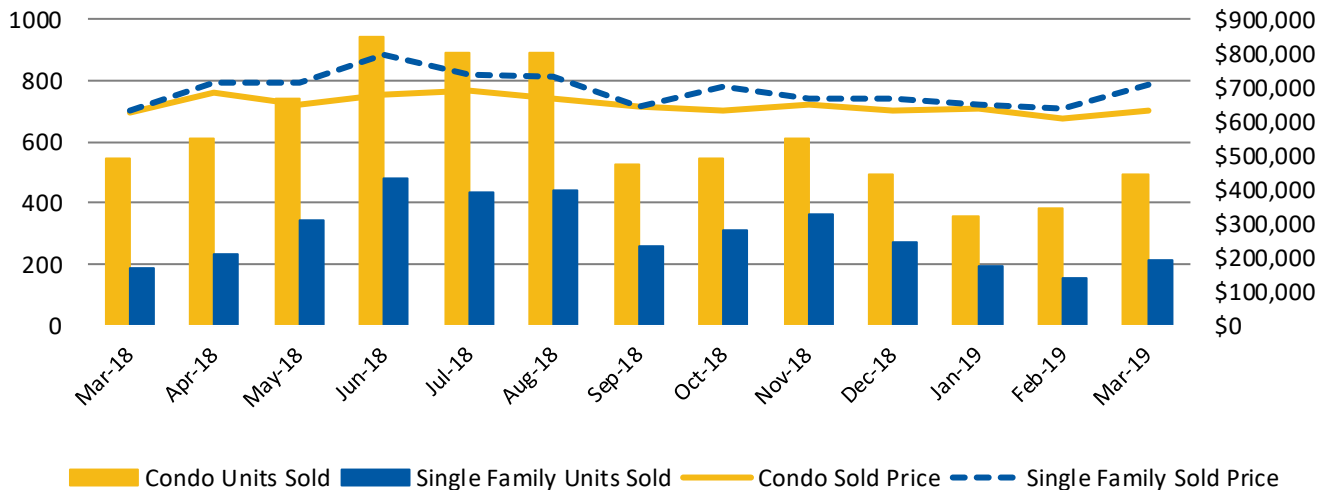
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
Median Selling Price	\$705,800	\$630,000	▲ 12.0%	\$639,000	▲ 10.5%	\$675,000	\$629,000	▲ 7.3%
Units Sold	215	188	▲ 14.4%	157	▲ 36.9%	568	559	▲ 1.6%
Active Listings	577	500	▲ 15.4%	513	▲ 12.5%	---	---	---
Months Supply of Inventory	2.7	2.7	▬ 0.0%	3.3	▼ -18.2%	---	---	---
New Listings	459	404	▲ 13.6%	304	▲ 51.0%	1,052	906	▲ 16.1%
Pending Sales	328	313	▲ 4.8%	211	▲ 55.5%	714	633	▲ 12.8%
Days to Off Market	34	29	▲ 17.2%	49	▼ -30.6%	46	37	▲ 24.3%
Sold to Original Price Ratio	98.8%	100.9%	▼ -2.1%	96.7%	▲ 2.2%	97.1%	98.7%	▼ -1.6%
Price per Square Foot	\$421	\$394	▲ 6.9%	\$402	▲ 4.7%	\$412	\$386	▲ 6.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
Median Selling Price	\$630,000	\$627,000	▲ 0.5%	\$607,000	▲ 3.8%	\$625,000	\$635,000	▼ -1.6%
Units Sold	493	543	▼ -9.2%	383	▲ 28.7%	1,235	1,306	▼ -5.4%
Active Listings	1,500	1,049	▲ 43.0%	1,332	▲ 12.6%	---	---	---
Months Supply of Inventory	3.0	1.9	▲ 57.9%	3.5	▼ -14.3%	---	---	---
New Listings	1,030	889	▲ 15.9%	704	▲ 46.3%	2,492	2,098	▲ 18.8%
Pending Sales	711	718	▼ -1.0%	519	▲ 37.0%	1,619	1,577	▲ 2.7%
Days to Off Market	44	31	▲ 41.9%	50	▼ -12.0%	49	38	▲ 28.9%
Sold to Original Price Ratio	98.7%	100.8%	▼ -2.1%	97.3%	▲ 1.4%	97.7%	99.4%	▼ -1.7%
Price per Square Foot	\$650	\$673	▼ -3.4%	\$627	▲ 3.7%	\$640	\$646	▼ -0.9%



# METRO WEST REGION

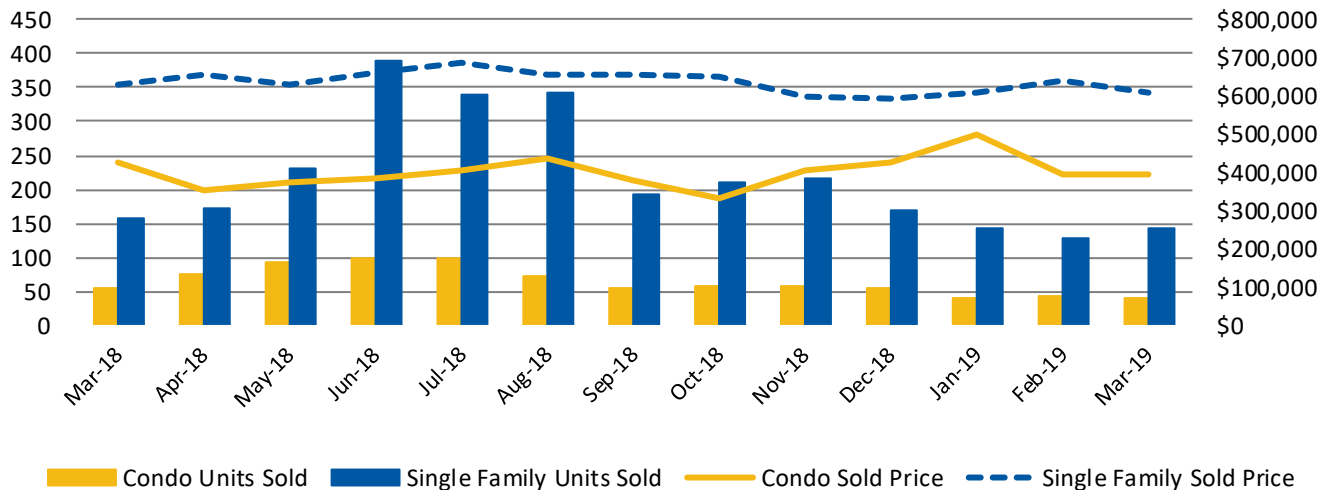
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
Median Selling Price	\$606,250	\$630,000	▼ -3.8%	\$639,900	▼ -5.3%	\$625,000	\$565,000	▲ 10.6%
Units Sold	144	159	▼ -9.4%	129	▲ 11.6%	417	393	▲ 6.1%
Active Listings	551	519	▲ 6.2%	493	▲ 11.8%	---	---	---
Months Supply of Inventory	3.8	3.3	▲ 15.2%	3.8	▬ 0.0%	---	---	---
New Listings	347	339	▲ 2.4%	228	▲ 52.2%	814	748	▲ 8.8%
Pending Sales	239	239	▬ 0.0%	178	▲ 34.3%	540	512	▲ 5.5%
Days to Off Market	49	42	▲ 16.7%	58	▼ -15.5%	54	54	▬ 0.0%
Sold to Original Price Ratio	97.1%	98.3%	▼ -1.2%	95.4%	▲ 1.8%	96.2%	96.9%	▼ -0.7%
Price per Square Foot	\$306	\$306	▬ 0.0%	\$308	▼ -0.6%	\$301	\$294	▲ 2.4%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
Median Selling Price	\$392,500	\$427,165	▼ -8.1%	\$396,900	▼ -1.1%	\$414,000	\$400,000	▲ 3.5%
Units Sold	40	55	▼ -27.3%	43	▼ -7.0%	122	142	▼ -14.1%
Active Listings	154	123	▲ 25.2%	153	▲ 0.7%	---	---	---
Months Supply of Inventory	3.9	2.2	▲ 77.3%	3.6	▲ 8.3%	---	---	---
New Listings	96	94	▲ 2.1%	76	▲ 26.3%	230	236	▼ -2.5%
Pending Sales	87	93	▼ -6.5%	57	▲ 52.6%	191	208	▼ -8.2%
Days to Off Market	49	48	▲ 2.1%	76	▼ -35.5%	63	51	▲ 23.5%
Sold to Original Price Ratio	98.1%	99.4%	▼ -1.3%	95.0%	▲ 3.3%	96.8%	99.0%	▼ -2.2%
Price per Square Foot	\$268	\$273	▼ -1.8%	\$275	▼ -2.5%	\$266	\$269	▼ -1.1%



# SOUTHERN NORFOLK REGION

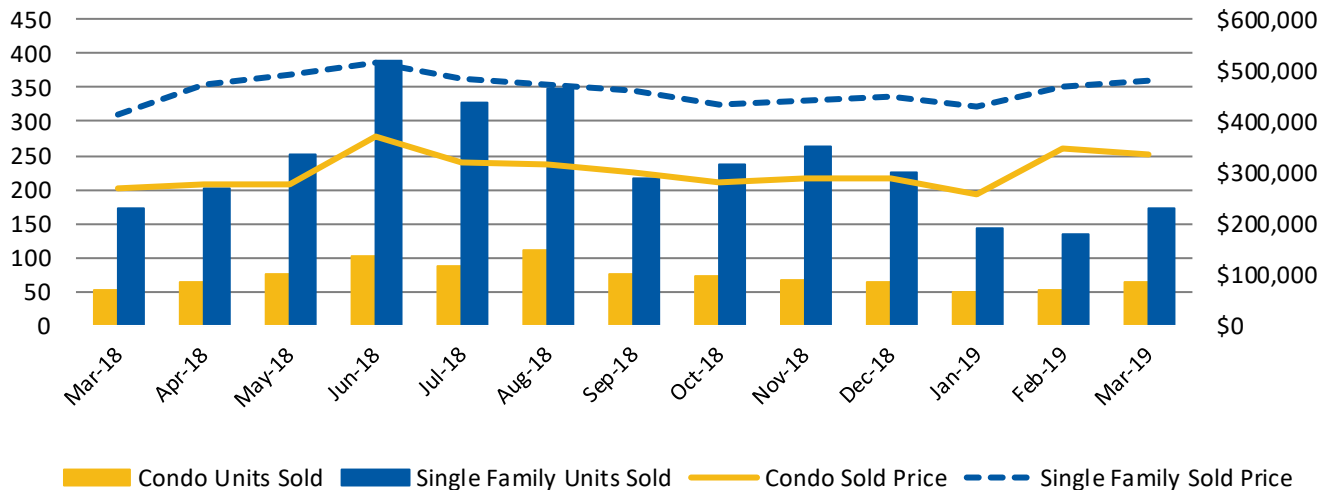
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
Median Selling Price	\$480,000	\$414,000	▲ 15.9%	\$470,000	▲ 2.1%	\$461,563	\$422,500	▲ 9.2%
Units Sold	171	171	■ 0.0%	134	▲ 27.6%	448	454	▼ -1.3%
Active Listings	458	530	▼ -13.6%	473	▼ -3.2%	---	---	---
Months Supply of Inventory	2.7	3.1	▼ -12.9%	3.5	▼ -22.9%	---	---	---
New Listings	303	322	▼ -5.9%	232	▲ 30.6%	741	771	▼ -3.9%
Pending Sales	258	239	▲ 7.9%	161	▲ 60.2%	569	527	▲ 8.0%
Days to Off Market	49	34	▲ 44.1%	62	▼ -21.0%	60	49	▲ 22.4%
Sold to Original Price Ratio	96.5%	98.2%	▼ -1.7%	94.7%	▲ 1.9%	95.6%	97.8%	▼ -2.2%
Price per Square Foot	\$245	\$248	▼ -1.2%	\$240	▲ 2.1%	\$243	\$246	▼ -1.2%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
Median Selling Price	\$335,000	\$269,000	▲ 24.5%	\$349,000	▼ -4.0%	\$323,000	\$287,075	▲ 12.5%
Units Sold	65	52	▲ 25.0%	51	▲ 27.5%	164	132	▲ 24.2%
Active Listings	163	142	▲ 14.8%	157	▲ 3.8%	---	---	---
Months Supply of Inventory	2.5	2.7	▼ -7.4%	3.1	▼ -19.4%	---	---	---
New Listings	125	86	▲ 45.3%	65	▲ 92.3%	321	226	▲ 42.0%
Pending Sales	101	68	▲ 48.5%	80	▲ 26.3%	242	160	▲ 51.3%
Days to Off Market	47	38	▲ 23.7%	59	▼ -20.3%	51	51	■ 0.0%
Sold to Original Price Ratio	100.0%	99.8%	▲ 0.2%	97.3%	▲ 2.8%	98.9%	98.8%	▲ 0.1%
Price per Square Foot	\$236	\$225	▲ 4.9%	\$224	▲ 5.4%	\$230	\$223	▲ 3.1%



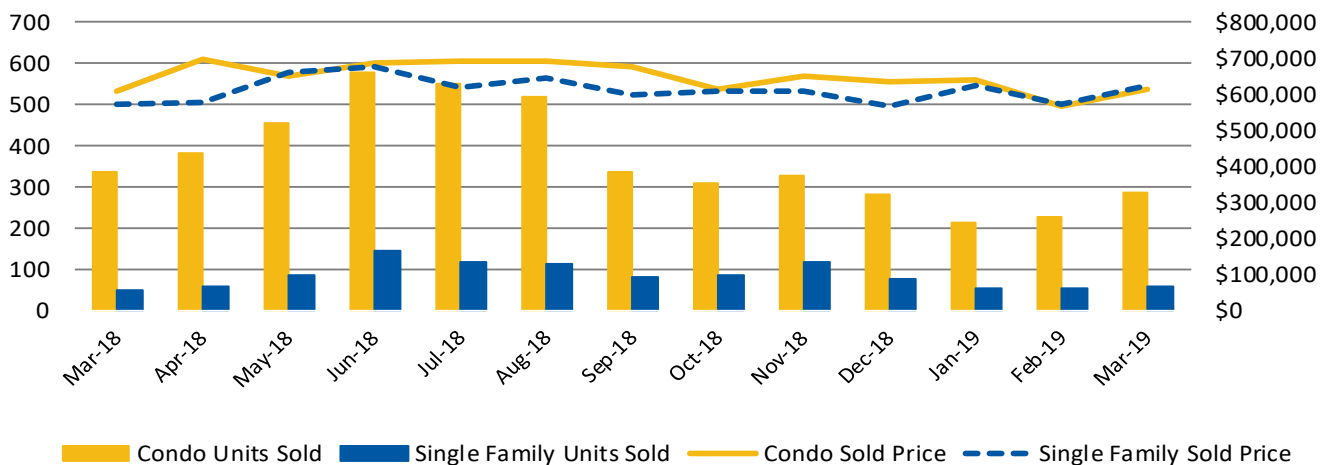
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change	
Median Selling Price	\$625,000	\$570,000	▲ 9.6%	\$571,450	▲ 9.4%	\$602,500	\$569,000	▲ 5.9%	
Units Sold	57	51	▲ 11.8%	52	▲ 9.6%	164	155	▲ 5.8%	
Active Listings	168	149	▲ 12.8%	158	▲ 6.3%	---	---	---	
Months Supply of Inventory	2.9	2.9	▬ 0.0%	3.0	▼ -3.3%	---	---	---	
New Listings	114	104	▲ 9.6%	77	▲ 48.1%	280	231	▲ 21.2%	
Pending Sales	81	75	▲ 8.0%	48	▲ 68.8%	181	157	▲ 15.3%	
Days to Off Market	33	35	▼ -5.7%	65	▼ -49.2%	49	43	▲ 14.0%	
Sold to Original Price Ratio	98.7%	102.9%	▼ -4.1%	97.8%	▲ 0.9%	97.8%	97.9%	▼ -0.1%	
Price per Square Foot	\$416	\$410	▲ 1.5%	\$392	▲ 6.1%	\$410	\$405	▲ 1.2%	

## Condominiums

	Year over Year			Month over Month			Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change	
Median Selling Price	\$613,000	\$610,000	▲ 0.5%	\$565,000	▲ 8.5%	\$602,000	\$617,000	▼ -2.4%	
Units Sold	288	337	▼ -14.5%	225	▲ 28.0%	725	815	▼ -11.0%	
Active Listings	997	754	▲ 32.2%	916	▲ 8.8%	---	---	---	
Months Supply of Inventory	3.5	2.2	▲ 59.1%	4.1	▼ -14.6%	---	---	---	
New Listings	598	567	▲ 5.5%	441	▲ 35.6%	1,504	1,343	▲ 12.0%	
Pending Sales	414	447	▼ -7.4%	295	▲ 40.3%	943	994	▼ -5.1%	
Days to Off Market	50	35	▲ 42.9%	53	▼ -5.7%	55	42	▲ 31.0%	
Sold to Original Price Ratio	97.7%	99.9%	▼ -2.2%	96.3%	▲ 1.5%	97.0%	98.6%	▼ -1.6%	
Price per Square Foot	\$713	\$741	▼ -3.8%	\$667	▲ 6.9%	\$700	\$710	▼ -1.4%	



# 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		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change	
Median Selling Price	\$700,000	\$657,500	▲ 6.5%	\$656,000	▲ 6.7%	\$690,000	\$641,000	▲ 7.6%	
Units Sold	100	96	▲ 4.2%	77	▲ 29.9%	267	257	▲ 3.9%	
Active Listings	220	238	▼ -7.6%	231	▼ -4.8%	---	---	---	
Months Supply of Inventory	2.2	2.5	▼ -12.0%	3.0	▼ -26.7%	---	---	---	
New Listings	184	186	▼ -1.1%	129	▲ 42.6%	440	422	▲ 4.3%	
Pending Sales	124	122	▲ 1.6%	96	▲ 29.2%	294	283	▲ 3.9%	
Days to Off Market	43	30	▲ 43.3%	46	▼ -6.5%	46	40	▲ 15.0%	
Sold to Original Price Ratio	96.3%	101.0%	▼ -4.7%	96.9%	▼ -0.6%	96.7%	101.0%	▼ -4.3%	
Price per Square Foot	\$310	\$300	▲ 3.3%	\$291	▲ 6.5%	\$300	\$287	▲ 4.5%	

## 3 Family Homes

	Year over Year			Month over Month			Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change	
Median Selling Price	\$890,000	\$834,500	▲ 6.7%	\$824,000	▲ 8.0%	\$830,000	\$819,000	▲ 1.3%	
Units Sold	33	36	▼ -8.3%	22	▲ 50.0%	93	115	▼ -19.1%	
Active Listings	109	124	▼ -12.1%	105	▲ 3.8%	---	---	---	
Months Supply of Inventory	3.3	3.4	▼ -2.9%	4.8	▼ -31.3%	---	---	---	
New Listings	83	55	▲ 50.9%	57	▲ 45.6%	200	175	▲ 14.3%	
Pending Sales	54	35	▲ 54.3%	38	▲ 42.1%	120	110	▲ 9.1%	
Days to Off Market	39	35	▲ 11.4%	43	▼ -9.3%	50	42	▲ 19.0%	
Sold to Original Price Ratio	95.4%	96.9%	▼ -1.5%	91.5%	▲ 4.3%	93.8%	98.1%	▼ -4.4%	
Price per Square Foot	\$279	\$276	▲ 1.1%	\$265	▲ 5.3%	\$278	\$280	▼ -0.7%	

## 4 Family Homes

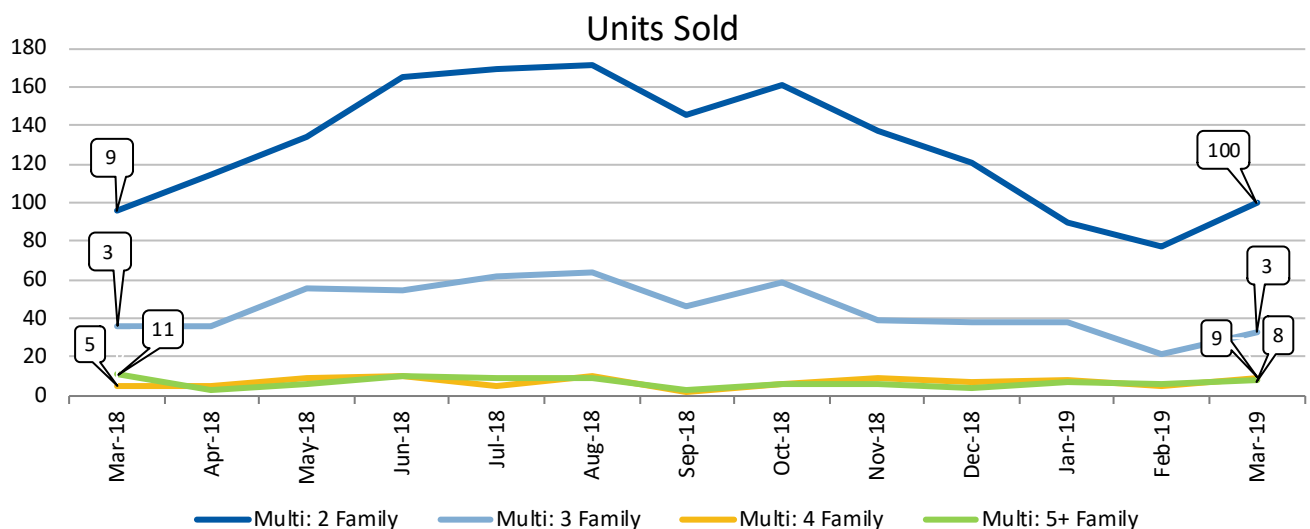
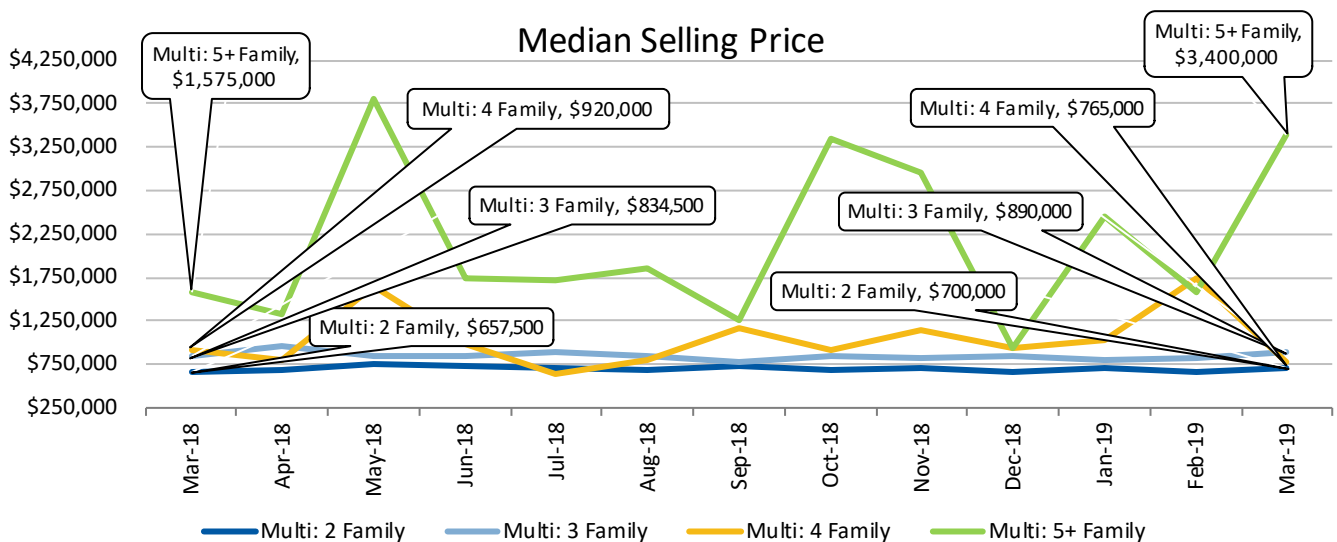
	Year over Year			Month over Month			Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change	
Median Selling Price	\$765,000	\$920,000	▼ -16.8%	\$1,750,000	▼ -56.3%	\$938,000	\$890,000	▲ 5.4%	
Units Sold	9	5	▲ 80.0%	5	▲ 80.0%	22	14	▲ 57.1%	
Active Listings	23	18	▲ 27.8%	20	▲ 15.0%	---	---	---	
Months Supply of Inventory	2.6	3.6	▼ -27.8%	4.0	▼ -35.0%	---	---	---	
New Listings	14	11	▲ 27.3%	9	▲ 55.6%	37	28	▲ 32.1%	
Pending Sales	5	7	▼ -28.6%	8	▼ -37.5%	19	16	▲ 18.8%	
Days to Off Market	88	17	▲ 417.6%	20	▲ 340.0%	45	35	▲ 28.6%	
Sold to Original Price Ratio	91.7%	98.0%	▼ -6.4%	93.4%	▼ -1.8%	92.5%	89.9%	▲ 2.9%	
Price per Square Foot	\$286	\$305	▼ -6.2%	\$418	▼ -31.6%	\$344	\$310	▲ 11.0%	

# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

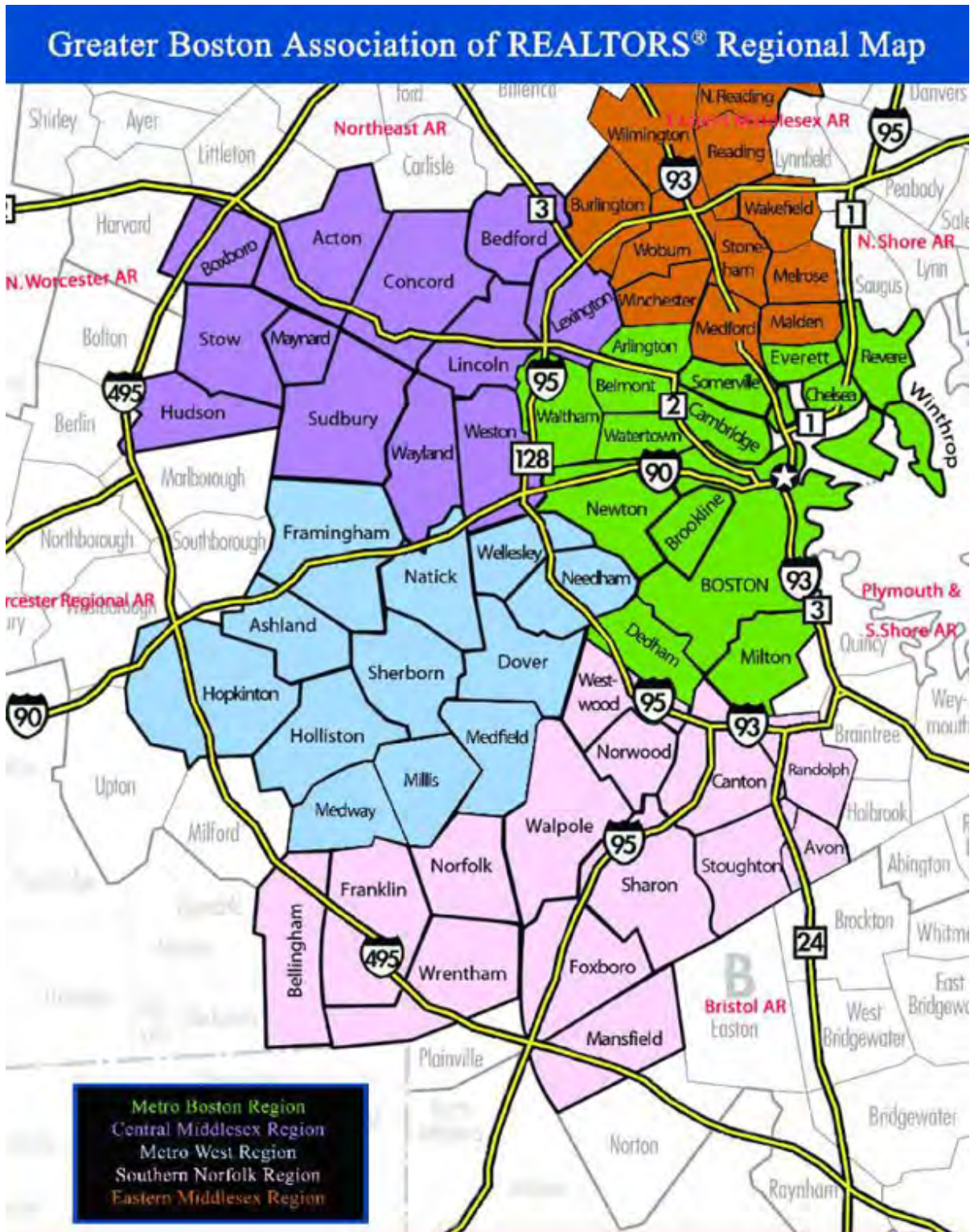
## 5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2019	Mar 2018	Change	Feb 2019	Change	2019	2018	Change
<b>Median Selling Price</b>	<b>\$3,400,000</b>	\$1,575,000	▲ 115.9%	\$1,587,500	▲ 114.2%	<b>\$2,450,000</b>	\$1,525,000	▲ 60.7%
<b>Units Sold</b>	<b>8</b>	11	▼ -27.3%	6	▲ 33.3%	<b>21</b>	25	▼ -16.0%
<b>Active Listings</b>	<b>33</b>	31	▲ 6.5%	37	▼ -10.8%	---	---	---
<b>Months Supply of Inventory</b>	<b>4.1</b>	2.8	▲ 46.4%	6.2	▼ -33.9%	---	---	---
<b>New Listings</b>	<b>16</b>	14	▲ 14.3%	11	▲ 45.5%	<b>48</b>	36	▲ 33.3%
<b>Pending Sales</b>	<b>12</b>	6	▲ 100.0%	12	■ 0.0%	<b>32</b>	21	▲ 52.4%
<b>Days to Off Market</b>	<b>58</b>	20	▲ 190.0%	61	▼ -4.9%	<b>56</b>	43	▲ 30.2%
<b>Sold to Original Price Ratio</b>	<b>92.9%</b>	103.5%	▼ -10.2%	92.8%	▲ 0.1%	<b>95.3%</b>	102.2%	▼ -6.8%
<b>Price per Square Foot</b>	<b>\$475</b>	\$835	▼ -43.1%	\$372	▲ 27.7%	<b>\$440</b>	\$552	▼ -20.3%





# GBAR JURISDICTIONAL AREA





# 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.*