

MONTHLY MARKET INSIGHT REPORT

March 2020

Detached Single-Family Homes

The 746 homes sold it was the eleventh highest sales volume for the month and was a 6.8 percent decrease from the 800 homes sold in March 2019. The median sales price reached a record high for the month of March at \$640,000, as it rose 6.8 percent from the March 2019 median sales price of \$599,400.

Condominiums

With 762 condos sold, it was the seventh most active March on record in Greater Boston, and a 7.9 percent increase in sales from the 706 units sold in March 2019. The median sales price of condos experienced a increase, up 12.7 percent from \$550,000 in March 2019 to \$619,950 this year, a new record-high for the month.

Multi-Family Homes

This month, there were 121 multi-family units sold in Greater Boston, which reflects a 18.2 percent decrease in sales volume from the 148 multi-family units sold in March 2019.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 4/10/2020

GREATER BOSTON MARKET SUMMARY

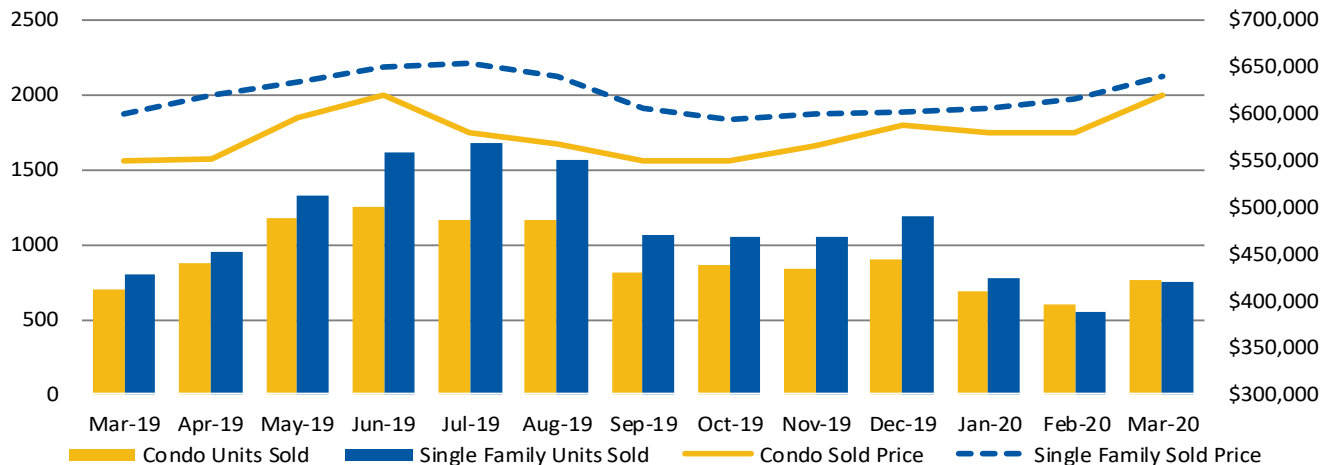
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$640,000	\$599,400	▲ 6.8%	\$616,250	▲ 3.9%	\$625,000	\$589,000	▲ 6.1%
Units Sold	746	800	▼ -6.8%	548	▲ 36.1%	2,087	2,098	▼ -0.5%
Active Listings	1,730	2,329	▼ -25.7%	1,709	▲ 1.2%	---	---	---
Months Supply of Inventory	2.3	2.9	▼ -20.7%	3.1	▼ -25.8%	---	---	---
New Listings	1,584	1,673	▼ -5.3%	1,304	▲ 21.5%	3,780	3,855	▼ -1.9%
Pending Sales	1,203	1,148	▲ 4.8%	888	▲ 35.5%	2,717	2,581	▲ 5.3%
Days to Off Market	34	42	▼ -19.0%	49	▼ -30.6%	46	52	▼ -11.5%
Sold to Original Price Ratio	98.8%	97.6%	▲ 1.2%	96.7%	▲ 2.2%	97.2%	96.6%	▲ 0.6%
Price per Square Foot	\$344	\$326	▲ 5.5%	\$337	▲ 2.1%	\$334	\$323	▲ 3.4%

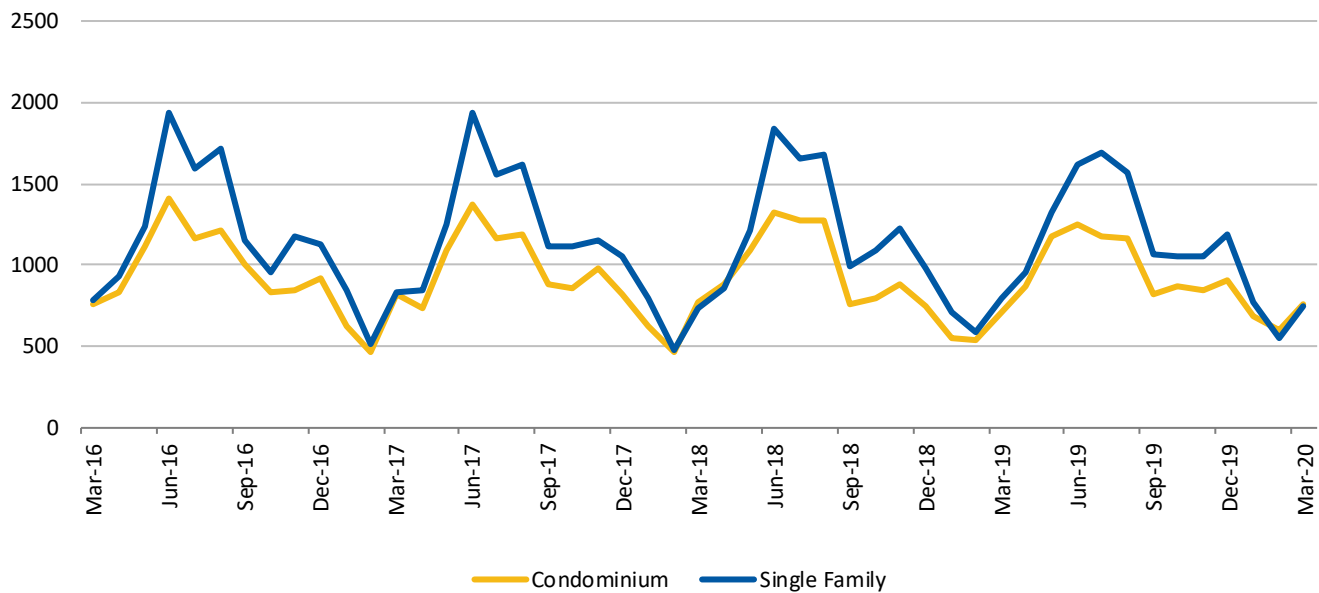
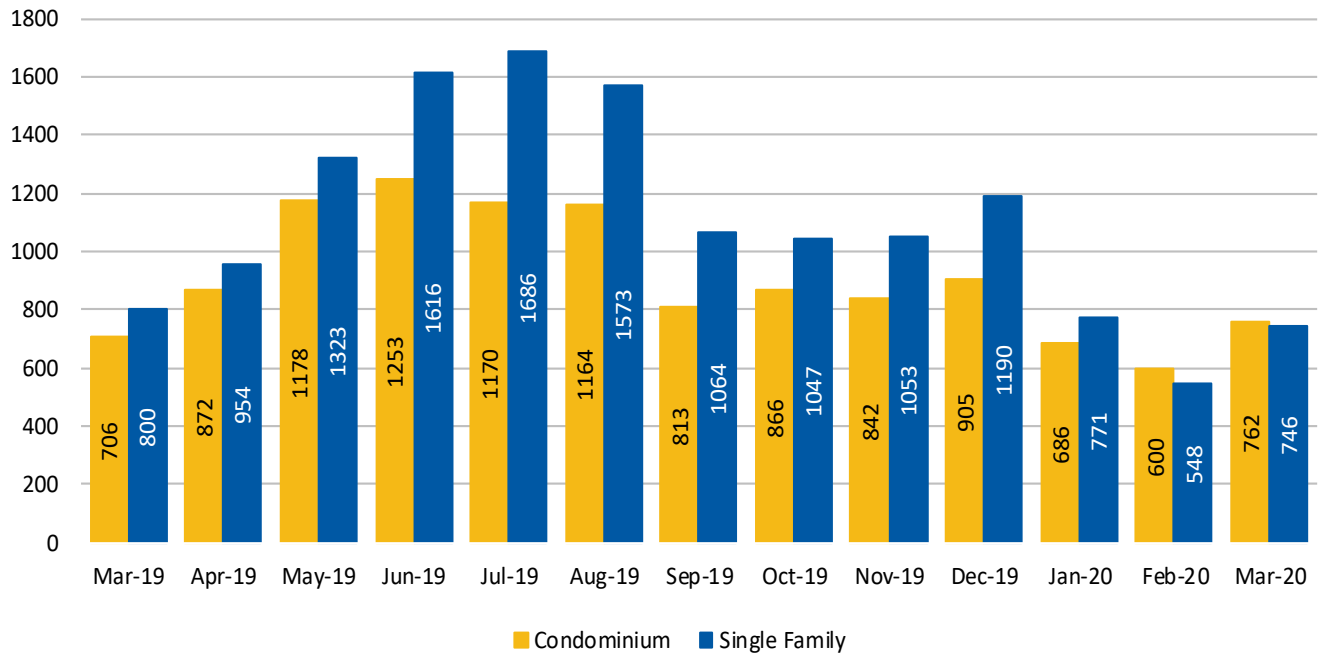
Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$619,950	\$550,000	▲ 12.7%	\$579,000	▲ 7.1%	\$591,263	\$549,000	▲ 7.7%
Units Sold	762	706	▲ 7.9%	600	▲ 27.0%	2,048	1,798	▲ 13.9%
Active Listings	1,567	2,030	▼ -22.8%	1,691	▼ -7.3%	---	---	---
Months Supply of Inventory	2.1	2.9	▼ -27.6%	2.8	▼ -25.0%	---	---	---
New Listings	1,217	1,472	▼ -17.3%	1,104	▲ 10.2%	3,327	3,520	▼ -5.5%
Pending Sales	952	1,027	▼ -7.3%	850	▲ 12.0%	2,432	2,360	▲ 3.1%
Days to Off Market	41	43	▼ -4.7%	53	▼ -22.6%	53	49	▲ 8.2%
Sold to Original Price Ratio	99.4%	98.9%	▲ 0.5%	97.7%	▲ 1.7%	98.1%	97.9%	▲ 0.2%
Price per Square Foot	\$588	\$546	▲ 7.7%	\$548	▲ 7.3%	\$571	\$532	▲ 7.3%



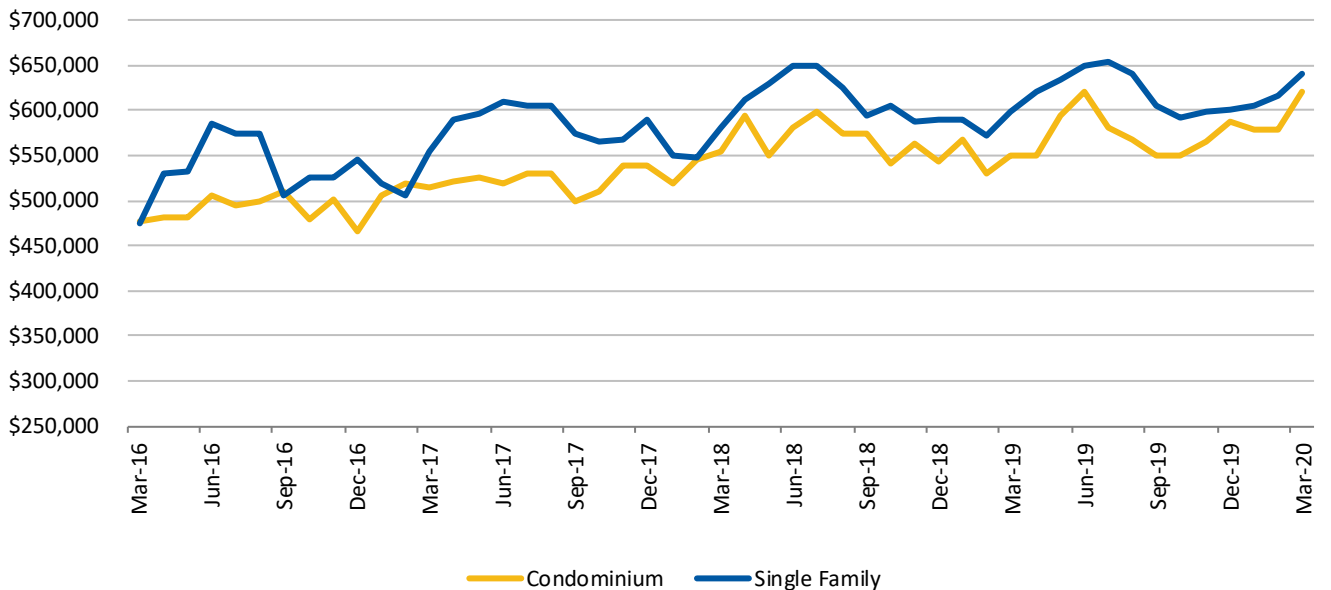
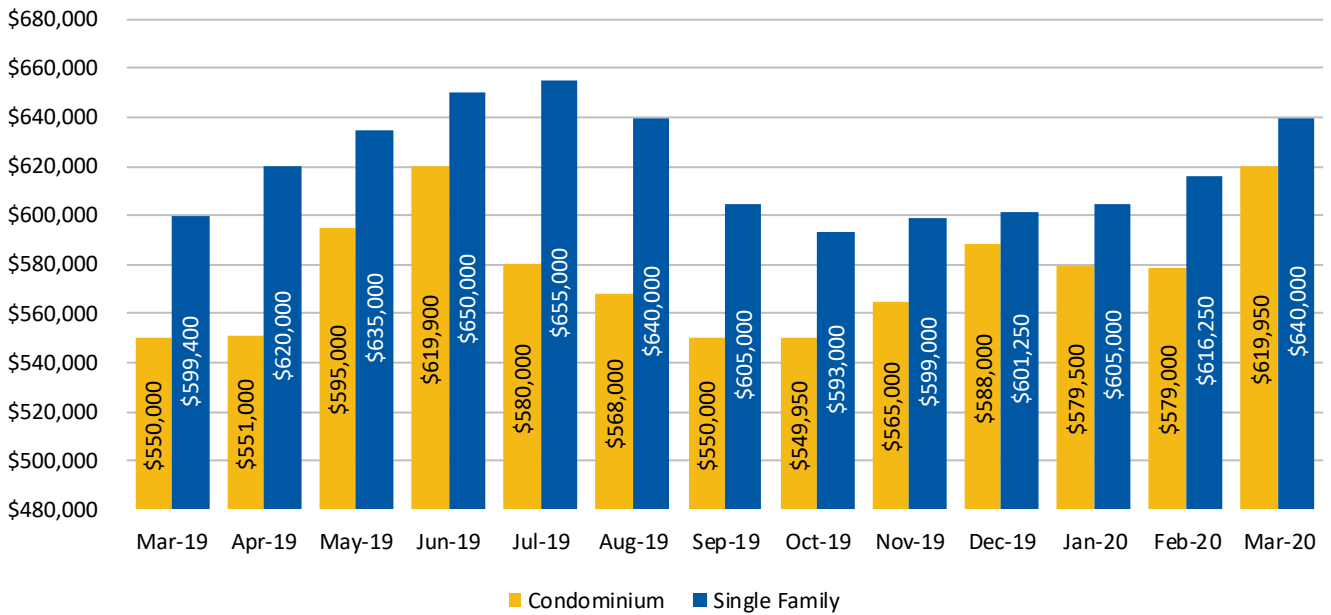
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	746	800	▼ -6.8%	548	▲ 36.1%	2,087	2,098	▼ -0.5%
CONDOMINIUMS	762	706	▲ 7.9%	600	▲ 27.0%	2,048	1,798	▲ 13.9%



MEDIAN SELLING PRICE

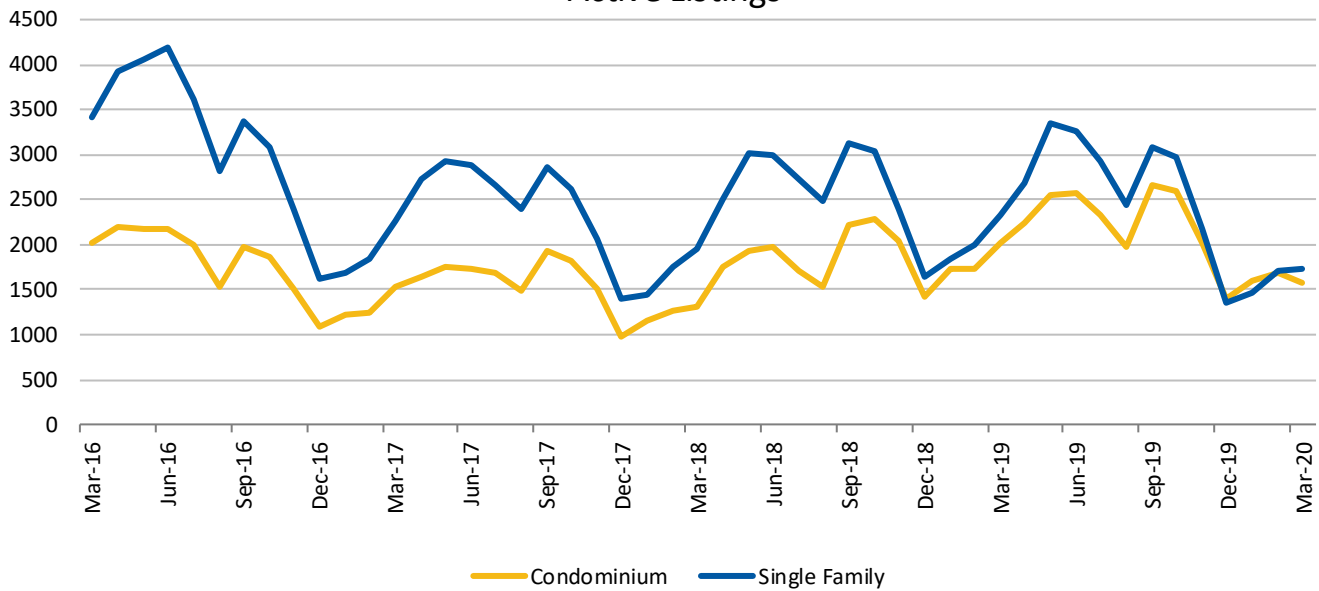
	Year over Year			Month over Month			Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change	
SINGLE FAMILY HOMES	\$640,000	\$599,400	▲ 6.8%	\$616,250	▲ 3.9%	\$625,000	\$589,000	▲ 6.1%	
CONDOMINIUMS	\$619,950	\$550,000	▲ 12.7%	\$579,000	▲ 7.1%	\$591,263	\$549,000	▲ 7.7%	



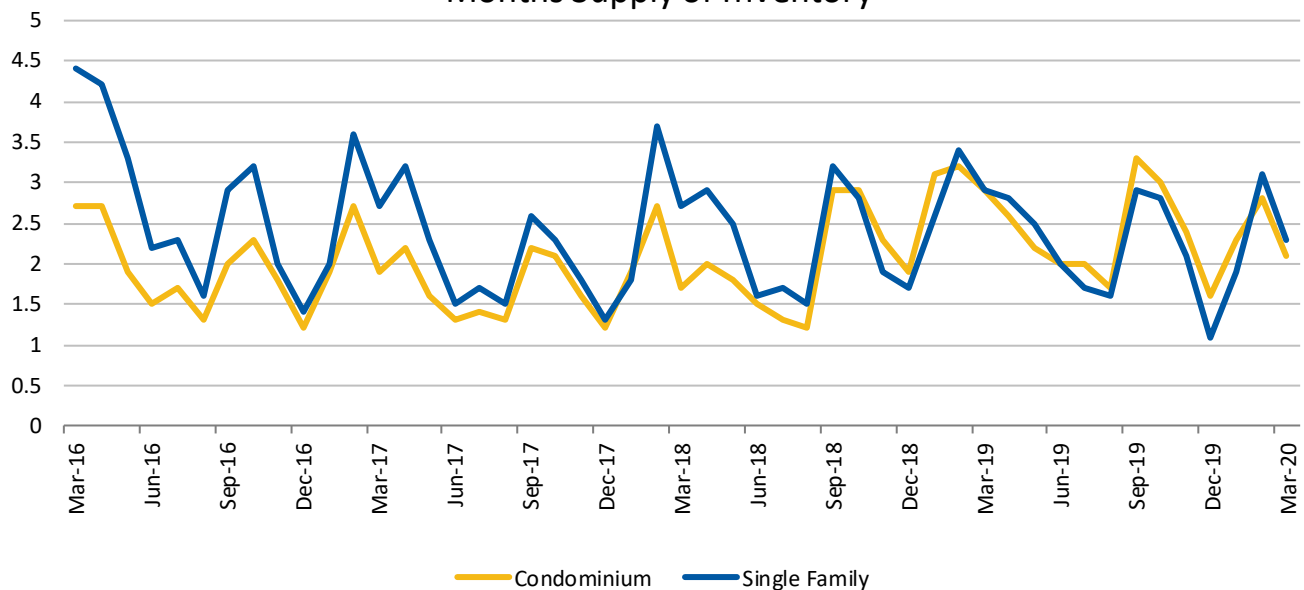
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Mar 2020	Mar 2019	Change	Feb 2020	Change
SINGLE FAMILY HOMES	Active Listings	1,730	2,329	▼ -25.7%	1,709	▲ 1.2%
	Months Supply of Inventory	2.3	2.9	▼ -20.7%	3.1	▼ -25.8%
CONDOMINIUMS	Active Listings	1,567	2,030	▼ -22.8%	1,691	▼ -7.3%
	Months Supply of Inventory	2.1	2.9	▼ -27.6%	2.8	▼ -25.0%

Active Listings

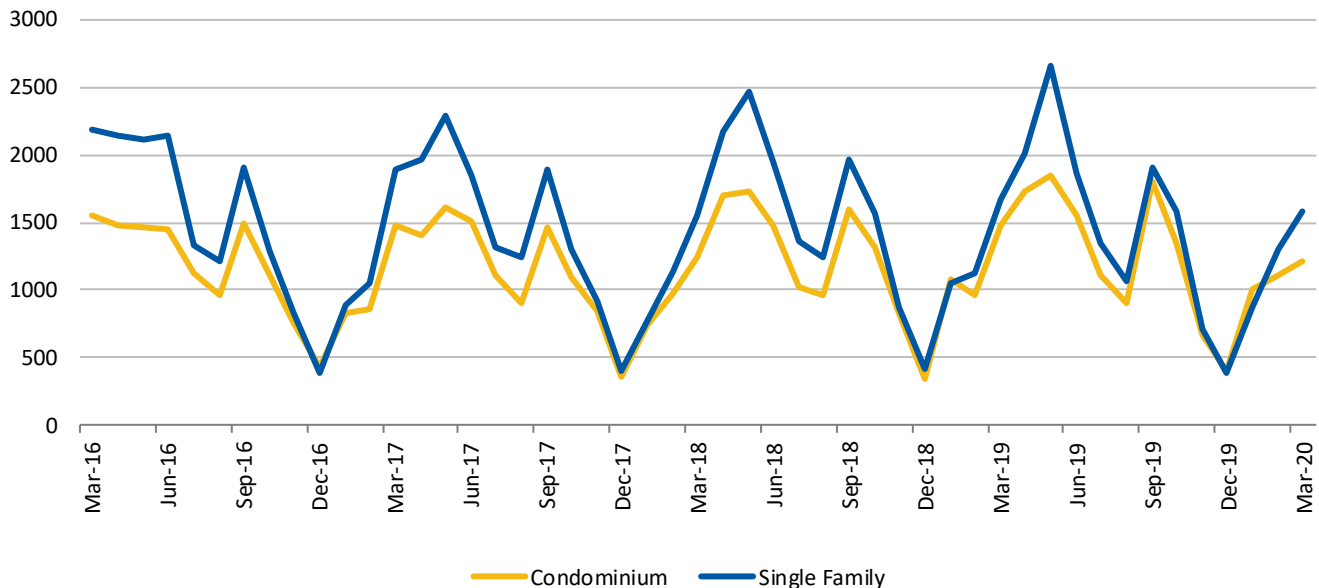
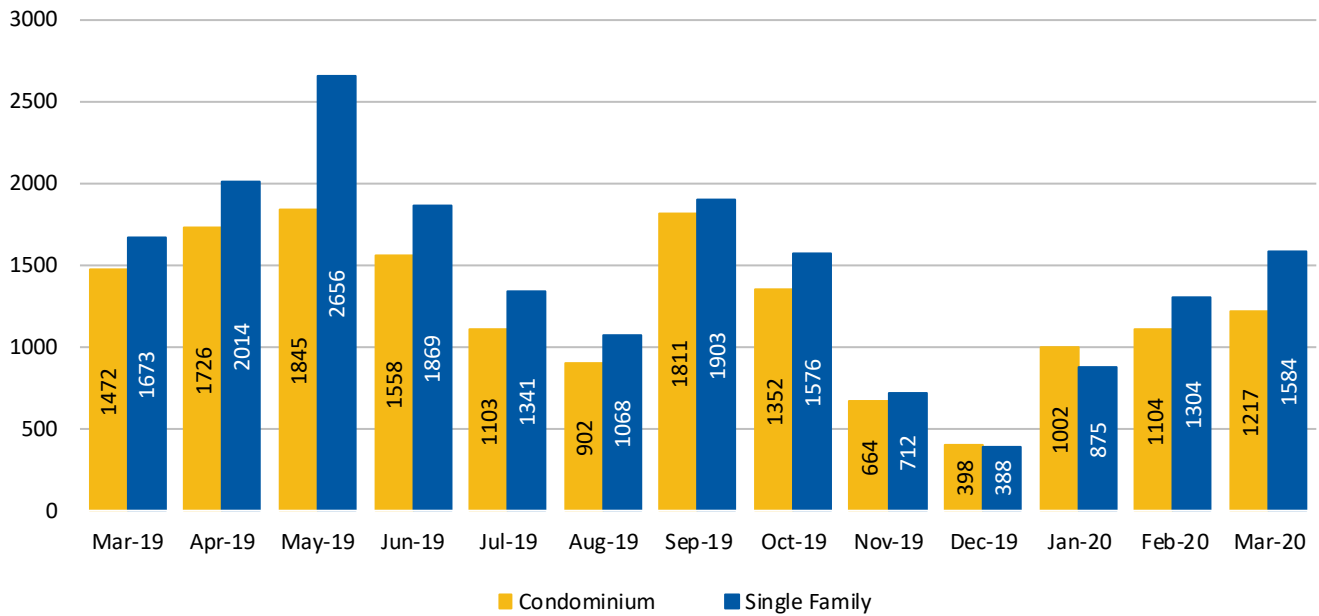


Months Supply of Inventory



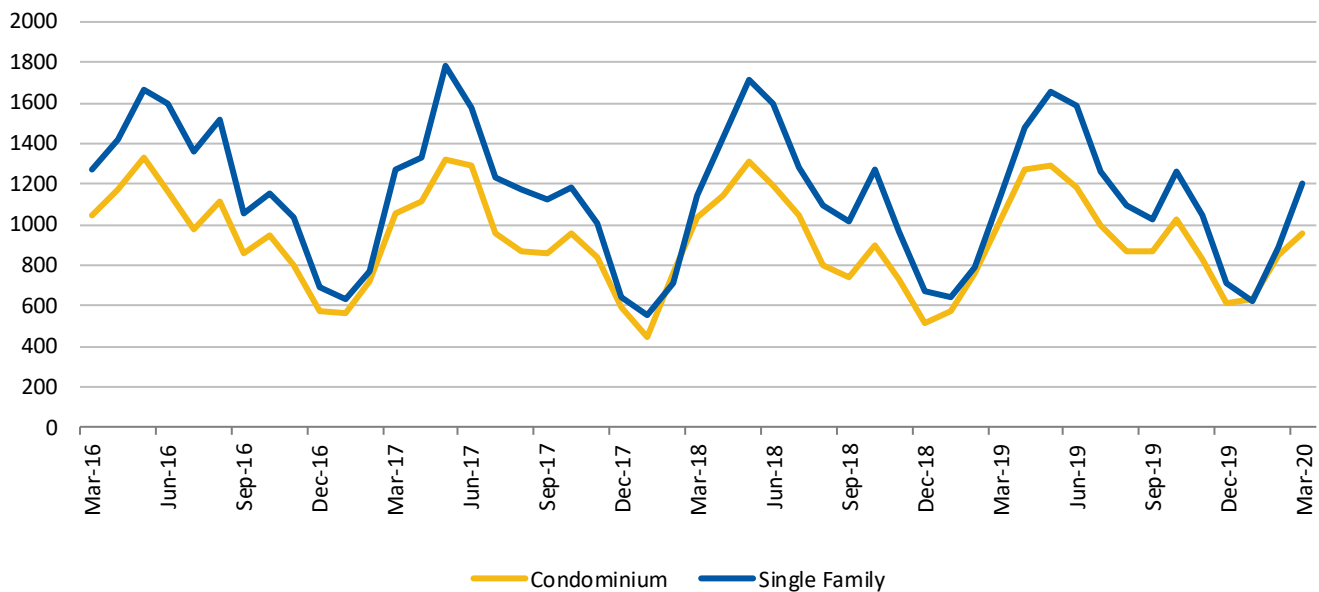
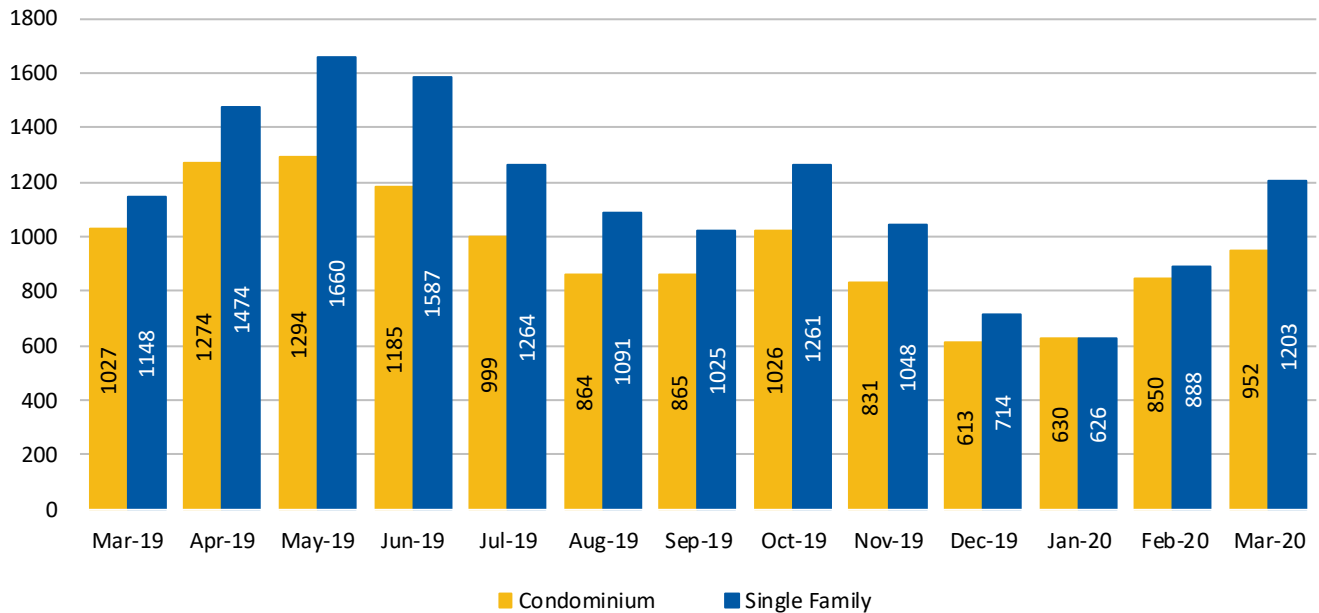
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,584	1,673	▼ -5.3%	1,304	▲ 21.5%	3,780	3,855	▼ -1.9%
CONDOMINIUMS	1,217	1,472	▼ -17.3%	1,104	▲ 10.2%	3,327	3,520	▼ -5.5%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
SINGLE FAMILY HOMES	1,203	1,148	▲ 4.8%	888	▲ 35.5%	2,717	2,581	▲ 5.3%
CONDOMINIUMS	952	1,027	▼ -7.3%	850	▲ 12.0%	2,432	2,360	▲ 3.1%



CENTRAL MIDDLESEX REGION

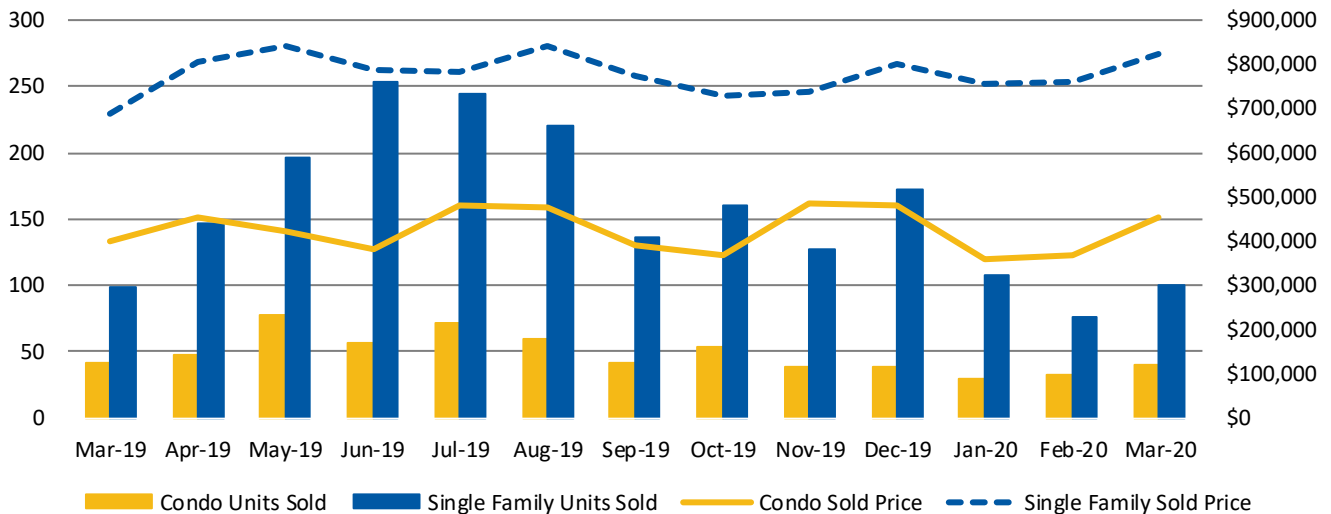
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$825,000	\$690,000	▲ 19.6%	\$760,000	▲ 8.6%	\$810,000	\$690,000	▲ 17.4%
Units Sold	100	99	▲ 1.0%	76	▲ 31.6%	286	241	▲ 18.7%
Active Listings	364	490	▼ -25.7%	361	▲ 0.8%	---	---	---
Months Supply of Inventory	3.6	4.9	▼ -26.5%	4.8	▼ -25.0%	---	---	---
New Listings	267	301	▼ -11.3%	235	▲ 13.6%	639	654	▼ -2.3%
Pending Sales	195	174	▲ 12.1%	153	▲ 27.5%	424	368	▲ 15.2%
Days to Off Market	38	48	▼ -20.8%	63	▼ -39.7%	58	62	▼ -6.5%
Sold to Original Price Ratio	98.1%	96.7%	▲ 1.4%	95.1%	▲ 3.2%	95.7%	95.8%	▼ -0.1%
Price per Square Foot	\$320	\$283	▲ 13.1%	\$304	▲ 5.3%	\$316	\$301	▲ 5.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$452,000	\$397,725	▲ 13.6%	\$367,500	▲ 23.0%	\$407,450	\$397,725	▲ 2.4%
Units Sold	40	41	▼ -2.4%	33	▲ 21.2%	102	97	▲ 5.2%
Active Listings	73	119	▼ -38.7%	100	▼ -27.0%	---	---	---
Months Supply of Inventory	1.8	2.9	▼ -37.9%	3.0	▼ -40.0%	---	---	---
New Listings	53	79	▼ -32.9%	55	▼ -3.6%	165	185	▼ -10.8%
Pending Sales	56	67	▼ -16.4%	46	▲ 21.7%	142	133	▲ 6.8%
Days to Off Market	55	51	▲ 7.8%	79	▼ -30.4%	71	53	▲ 34.0%
Sold to Original Price Ratio	100.1%	99.2%	▲ 0.9%	97.9%	▲ 2.2%	98.6%	98.2%	▲ 0.4%
Price per Square Foot	\$287	\$255	▲ 12.5%	\$268	▲ 7.1%	\$269	\$255	▲ 5.5%



EASTERN MIDDLESEX REGION

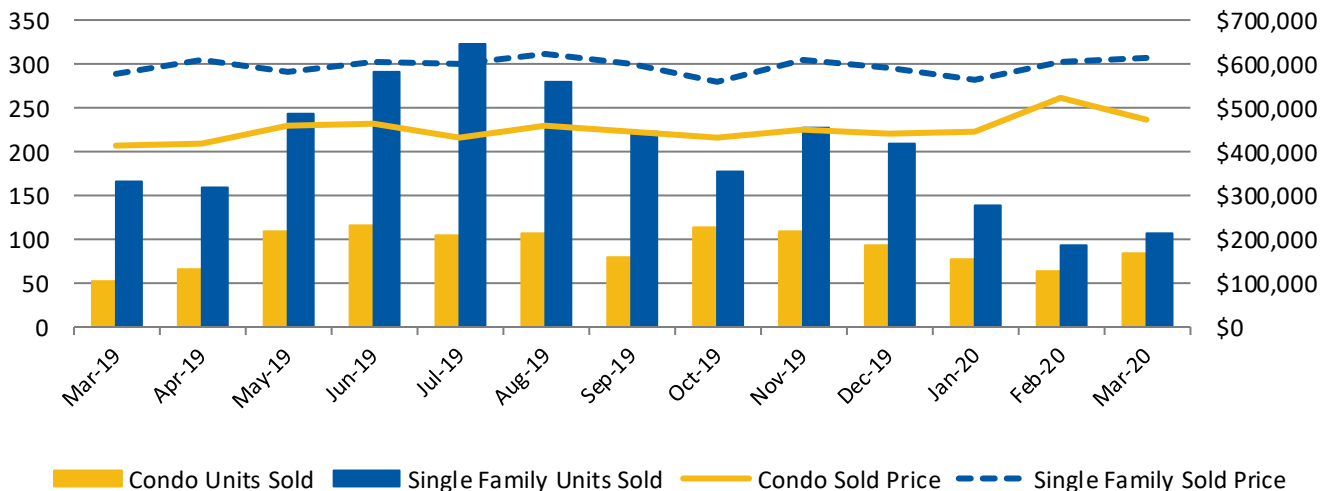
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$615,000	\$580,000	▲ 6.0%	\$606,500	▲ 1.4%	\$599,500	\$580,000	▲ 3.4%
Units Sold	107	167	▼ -35.9%	92	▲ 16.3%	343	421	▼ -18.5%
Active Listings	211	300	▼ -29.7%	170	▲ 24.1%	---	---	---
Months Supply of Inventory	2.0	1.8	▲ 11.1%	1.8	▲ 11.1%	---	---	---
New Listings	262	277	▼ -5.4%	155	▲ 69.0%	543	624	▼ -13.0%
Pending Sales	181	199	▼ -9.0%	127	▲ 42.5%	402	465	▼ -13.5%
Days to Off Market	28	34	▼ -17.6%	38	▼ -26.3%	39	45	▼ -13.3%
Sold to Original Price Ratio	100.6%	98.4%	▲ 2.2%	97.3%	▲ 3.4%	98.2%	97.6%	▲ 0.6%
Price per Square Foot	\$339	\$327	▲ 3.7%	\$326	▲ 4.0%	\$328	\$320	▲ 2.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$475,000	\$415,000	▲ 14.5%	\$523,750	▼ -9.3%	\$470,000	\$425,250	▲ 10.5%
Units Sold	83	53	▲ 56.6%	64	▲ 29.7%	224	164	▲ 36.6%
Active Listings	119	134	▼ -11.2%	119	■ 0.0%	---	---	---
Months Supply of Inventory	1.4	2.5	▼ -44.0%	1.9	▼ -26.3%	---	---	---
New Listings	133	133	■ 0.0%	88	▲ 51.1%	320	291	▲ 10.0%
Pending Sales	99	92	▲ 7.6%	87	▲ 13.8%	261	220	▲ 18.6%
Days to Off Market	47	44	▲ 6.8%	33	▲ 42.4%	47	43	▲ 9.3%
Sold to Original Price Ratio	100.4%	100.0%	▲ 0.4%	97.9%	▲ 2.6%	98.5%	98.1%	▲ 0.4%
Price per Square Foot	\$388	\$368	▲ 5.4%	\$365	▲ 6.3%	\$375	\$362	▲ 3.6%



METRO BOSTON REGION

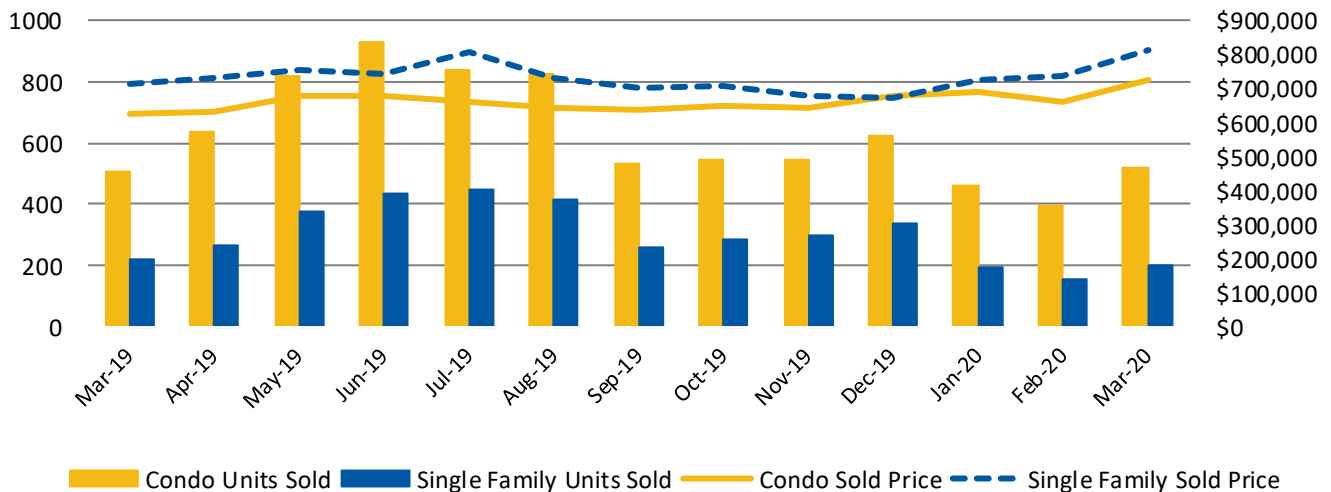
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$815,500	\$716,875	▲ 13.8%	\$740,000	▲ 10.2%	\$759,000	\$679,500	▲ 11.7%
Units Sold	203	218	▼ -6.9%	155	▲ 31.0%	561	572	▼ -1.9%
Active Listings	412	554	▼ -25.6%	428	▼ -3.7%	---	---	---
Months Supply of Inventory	2.0	2.5	▼ -20.0%	2.8	▼ -28.6%	---	---	---
New Listings	423	449	▼ -5.8%	346	▲ 22.3%	1,027	1,033	▼ -0.6%
Pending Sales	328	302	▲ 8.6%	228	▲ 43.9%	719	679	▲ 5.9%
Days to Off Market	33	34	▼ -2.9%	43	▼ -23.3%	41	48	▼ -14.6%
Sold to Original Price Ratio	99.4%	98.7%	▲ 0.7%	97.2%	▲ 2.3%	97.7%	97.1%	▲ 0.6%
Price per Square Foot	\$453	\$422	▲ 7.3%	\$435	▲ 4.1%	\$430	\$412	▲ 4.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$726,500	\$626,000	▲ 16.1%	\$662,000	▲ 9.7%	\$699,000	\$625,000	▲ 11.8%
Units Sold	518	507	▲ 2.2%	399	▲ 29.8%	1,377	1,250	▲ 10.2%
Active Listings	1,112	1,465	▼ -24.1%	1,202	▼ -7.5%	---	---	---
Months Supply of Inventory	2.1	2.9	▼ -27.6%	3.0	▼ -30.0%	---	---	---
New Listings	855	1,028	▼ -16.8%	787	▲ 8.6%	2,361	2,482	▼ -4.9%
Pending Sales	659	690	▼ -4.5%	587	▲ 12.3%	1,636	1,592	▲ 2.8%
Days to Off Market	36	43	▼ -16.3%	52	▼ -30.8%	49	49	0.0%
Sold to Original Price Ratio	98.9%	98.7%	▲ 0.2%	97.1%	▲ 1.9%	97.6%	97.8%	▼ -0.2%
Price per Square Foot	\$710	\$650	▲ 9.2%	\$673	▲ 5.5%	\$696	\$641	▲ 8.6%



METRO WEST REGION

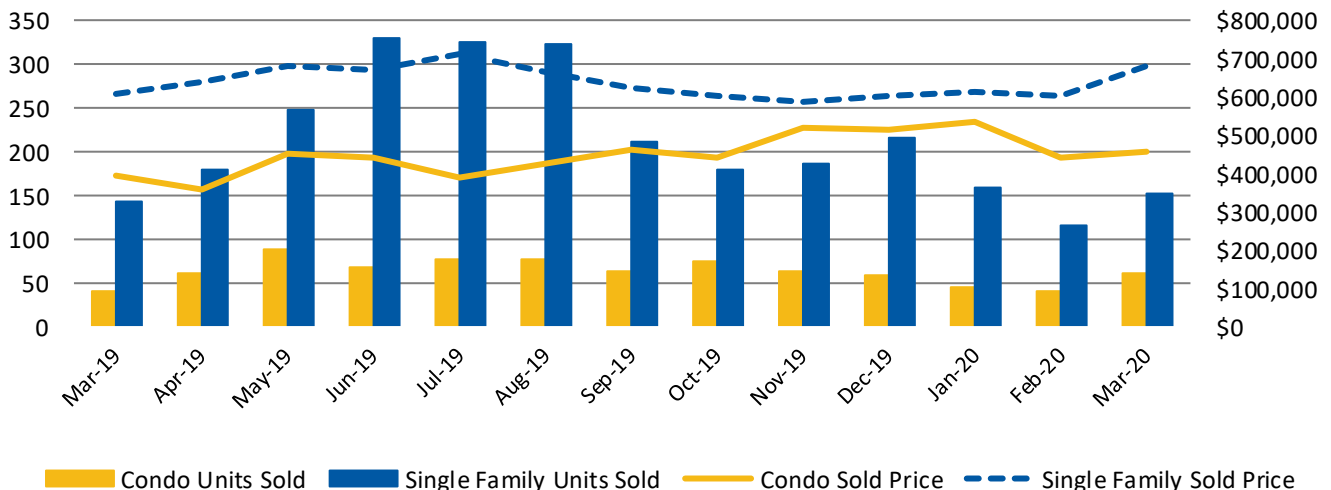
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$680,250	\$606,250	▲ 12.2%	\$602,000	▲ 13.0%	\$650,000	\$625,000	▲ 4.0%
Units Sold	152	144	▲ 5.6%	116	▲ 31.0%	431	416	▲ 3.6%
Active Listings	423	537	▼ -21.2%	425	▼ -0.5%	---	---	---
Months Supply of Inventory	2.8	3.7	▼ -24.3%	3.7	▼ -24.3%	---	---	---
New Listings	328	344	▼ -4.7%	315	▲ 4.1%	839	811	▲ 3.5%
Pending Sales	254	230	▲ 10.4%	194	▲ 30.9%	587	523	▲ 12.2%
Days to Off Market	33	48	▼ -31.3%	54	▼ -38.9%	48	52	▼ -7.7%
Sold to Original Price Ratio	97.7%	97.1%	▲ 0.6%	96.3%	▲ 1.5%	96.7%	96.2%	▲ 0.5%
Price per Square Foot	\$317	\$305	▲ 3.9%	\$314	▲ 1.0%	\$309	\$301	▲ 2.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$459,950	\$392,500	▲ 17.2%	\$439,900	▲ 4.6%	\$465,000	\$410,000	▲ 13.4%
Units Sold	60	40	▲ 50.0%	40	▲ 50.0%	145	123	▲ 17.9%
Active Listings	126	151	▼ -16.6%	134	▼ -6.0%	---	---	---
Months Supply of Inventory	2.1	3.8	▼ -44.7%	3.4	▼ -38.2%	---	---	---
New Listings	83	106	▼ -21.7%	73	▲ 13.7%	231	240	▼ -3.8%
Pending Sales	66	82	▼ -19.5%	66	■ 0.0%	194	182	▲ 6.6%
Days to Off Market	53	36	▲ 47.2%	60	▼ -11.7%	63	57	▲ 10.5%
Sold to Original Price Ratio	99.4%	98.1%	▲ 1.3%	99.4%	■ 0.0%	98.7%	96.7%	▲ 2.1%
Price per Square Foot	\$299	\$268	▲ 11.6%	\$272	▲ 9.9%	\$287	\$267	▲ 7.5%



SOUTHERN NORFOLK REGION

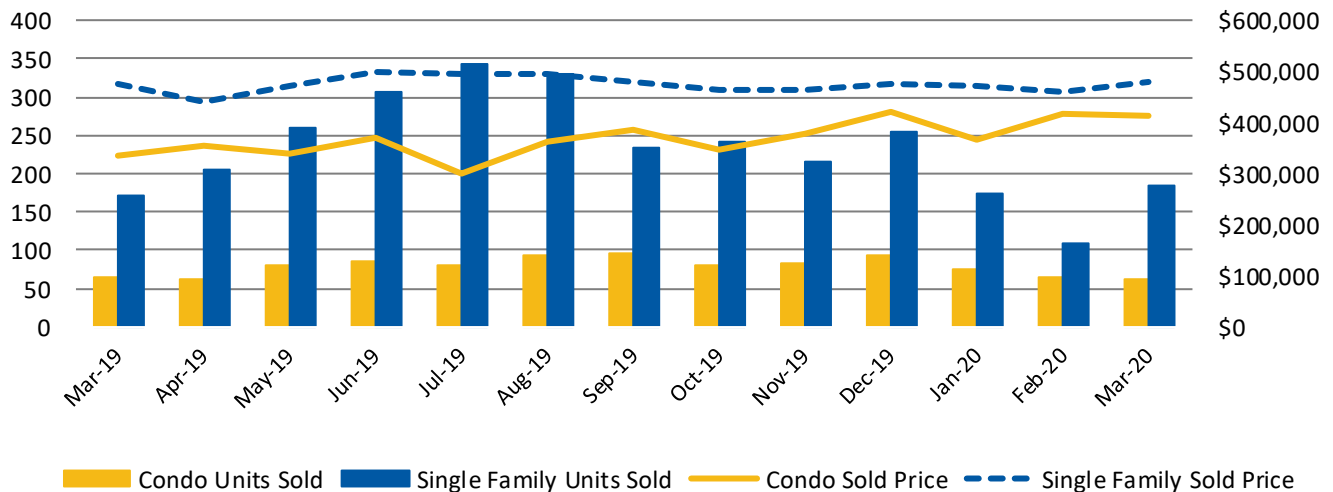
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$480,000	\$478,000	▲ 0.4%	\$460,600	▲ 4.2%	\$472,750	\$461,563	▲ 2.4%
Units Sold	184	172	▲ 7.0%	109	▲ 68.8%	466	448	▲ 4.0%
Active Listings	320	448	▼ -28.6%	325	▼ -1.5%	---	---	---
Months Supply of Inventory	1.7	2.6	▼ -34.6%	3.0	▼ -43.3%	---	---	---
New Listings	304	302	▲ 0.7%	253	▲ 20.2%	732	733	▼ -0.1%
Pending Sales	245	243	▲ 0.8%	186	▲ 31.7%	585	546	▲ 7.1%
Days to Off Market	36	47	▼ -23.4%	46	▼ -21.7%	48	58	▼ -17.2%
Sold to Original Price Ratio	98.4%	96.5%	▲ 2.0%	96.8%	▲ 1.7%	97.2%	95.6%	▲ 1.7%
Price per Square Foot	\$261	\$245	▲ 6.5%	\$253	▲ 3.2%	\$256	\$243	▲ 5.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$412,000	\$335,000	▲ 23.0%	\$418,500	▼ -1.6%	\$403,550	\$323,000	▲ 24.9%
Units Sold	61	65	▼ -6.2%	64	▼ -4.7%	200	164	▲ 22.0%
Active Listings	137	161	▼ -14.9%	136	▲ 0.7%	---	---	---
Months Supply of Inventory	2.2	2.5	▼ -12.0%	2.1	▲ 4.8%	---	---	---
New Listings	93	126	▼ -26.2%	101	▼ -7.9%	250	322	▼ -22.4%
Pending Sales	72	96	▼ -25.0%	64	▲ 12.5%	199	233	▼ -14.6%
Days to Off Market	60	40	▲ 50.0%	67	▼ -10.4%	69	48	▲ 43.8%
Sold to Original Price Ratio	102.0%	100.0%	▲ 2.0%	99.9%	▲ 2.1%	100.4%	98.8%	▲ 1.6%
Price per Square Foot	\$306	\$236	▲ 29.7%	\$272	▲ 12.5%	\$283	\$231	▲ 22.5%



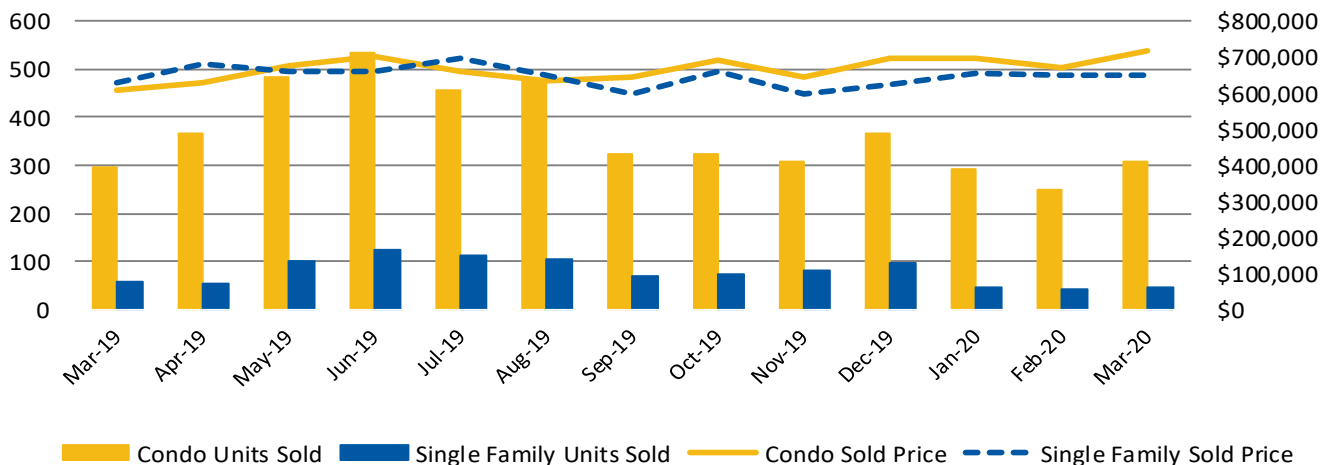
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change	
Median Selling Price	\$652,500	\$630,000	▲ 3.6%	\$650,000	▲ 0.4%	\$650,000	\$606,000	▲ 7.3%	
Units Sold	48	57	▼ -15.8%	41	▲ 17.1%	137	165	▼ -17.0%	
Active Listings	104	162	▼ -35.8%	107	▼ -2.8%	---	---	---	
Months Supply of Inventory	2.2	2.8	▼ -21.4%	2.6	▼ -15.4%	---	---	---	
New Listings	103	110	▼ -6.4%	76	▲ 35.5%	242	273	▼ -11.4%	
Pending Sales	74	71	▲ 4.2%	57	▲ 29.8%	172	166	▲ 3.6%	
Days to Off Market	38	33	▲ 15.2%	45	▼ -15.6%	46	53	▼ -13.2%	
Sold to Original Price Ratio	99.6%	98.5%	▲ 1.1%	98.1%	▲ 1.5%	97.8%	97.9%	▼ -0.1%	
Price per Square Foot	\$447	\$419	▲ 6.7%	\$490	▼ -8.8%	\$448	\$410	▲ 9.3%	

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$720,000	\$611,000	▲ 17.8%	\$669,000	▲ 7.6%	\$699,000	\$600,000	▲ 16.5%
Units Sold	307	297	▲ 3.4%	251	▲ 22.3%	852	735	▲ 15.9%
Active Listings	777	966	▼ -19.6%	850	▼ -8.6%	---	---	---
Months Supply of Inventory	2.5	3.3	▼ -24.2%	3.4	▼ -26.5%	---	---	---
New Listings	527	595	▼ -11.4%	501	▲ 5.2%	1,477	1,495	▼ -1.2%
Pending Sales	398	404	▼ -1.5%	359	▲ 10.9%	1,001	929	▲ 7.8%
Days to Off Market	41	48	▼ -14.6%	54	▼ -24.1%	53	54	▼ -1.9%
Sold to Original Price Ratio	98.1%	97.8%	▲ 0.3%	96.7%	▲ 1.4%	97.1%	97.1%	▲ 0.0%
Price per Square Foot	\$792	\$712	▲ 11.2%	\$750	▲ 5.6%	\$788	\$701	▲ 12.4%



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 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change	
Median Selling Price	\$747,500	\$695,000	▲ 7.6%	\$714,000	▲ 4.7%	\$720,000	\$690,000	▲ 4.3%	
Units Sold	82	104	▼ -21.2%	53	▲ 54.7%	249	271	▼ -8.1%	
Active Listings	142	214	▼ -33.6%	142	▬ 0.0%	---	---	---	
Months Supply of Inventory	1.7	2.1	▼ -19.0%	2.8	▼ -39.3%	---	---	---	
New Listings	161	184	▼ -12.5%	128	▲ 25.8%	380	441	▼ -13.8%	
Pending Sales	106	115	▼ -7.8%	88	▲ 20.5%	257	282	▼ -8.9%	
Days to Off Market	30	40	▼ -25.0%	38	▼ -21.1%	37	45	▼ -17.8%	
Sold to Original Price Ratio	100.5%	97.4%	▲ 3.2%	97.4%	▲ 3.2%	98.2%	97.1%	▲ 1.1%	
Price per Square Foot	\$330	\$310	▲ 6.5%	\$311	▲ 6.1%	\$312	\$300	▲ 4.0%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$912,500	\$890,000	▲ 2.5%	#####	▼ -16.3%	\$929,900	\$830,000	▲ 12.0%
Units Sold	32	33	▼ -3.0%	25	▲ 28.0%	103	93	▲ 10.8%
Active Listings	61	103	▼ -40.8%	62	▼ -1.6%	---	---	---
Months Supply of Inventory	1.9	3.1	▼ -38.7%	2.5	▼ -24.0%	---	---	---
New Listings	52	83	▼ -37.3%	55	▼ -5.5%	146	199	▼ -26.6%
Pending Sales	24	51	▼ -52.9%	27	▼ -11.1%	76	112	▼ -32.1%
Days to Off Market	17	41	▼ -58.5%	52	▼ -67.3%	42	52	▼ -19.2%
Sold to Original Price Ratio	96.4%	95.4%	▲ 1.0%	96.0%	▲ 0.4%	95.9%	93.8%	▲ 2.2%
Price per Square Foot	\$290	\$279	▲ 3.9%	\$441	▼ -34.2%	\$336	\$278	▲ 20.9%

4 Family Homes

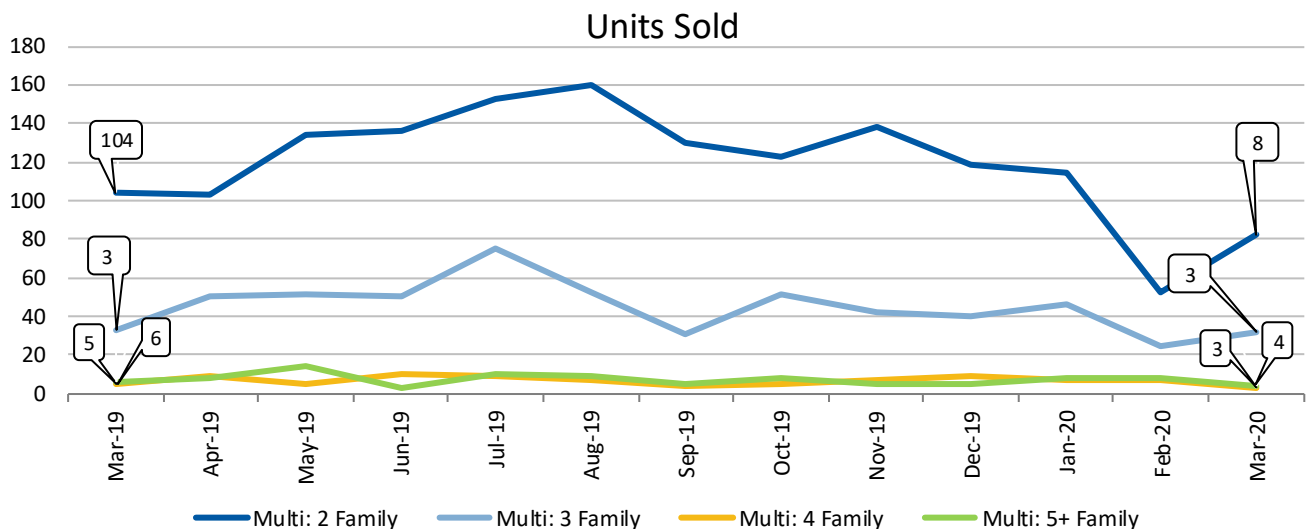
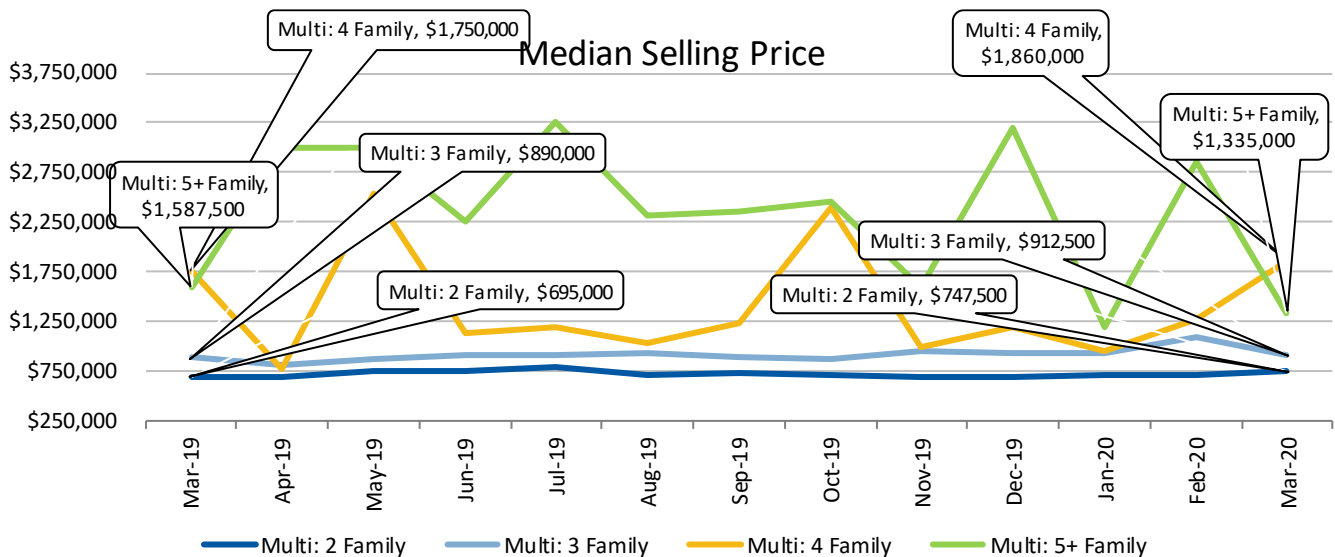
	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$1,860,000	\$1,750,000	▲ 6.3%	\$1,277,250	▲ 45.6%	\$1,500,000	\$938,000	▲ 59.9%
Units Sold	3	5	▼ -40.0%	7	▼ -57.1%	17	22	▼ -22.7%
Active Listings	13	18	▼ -27.8%	15	▼ -13.3%	---	---	---
Months Supply of Inventory	4.3	3.6	▲ 19.4%	2.1	▲ 104.8%	---	---	---
New Listings	8	9	▼ -11.1%	10	▼ -20.0%	28	36	▼ -22.2%
Pending Sales	7	8	▼ -12.5%	9	▼ -22.2%	24	18	▲ 33.3%
Days to Off Market	49	20	▲ 145.0%	58	▼ -15.5%	70	47	▲ 48.9%
Sold to Original Price Ratio	105.7%	93.4%	▲ 13.2%	89.6%	▲ 18.0%	96.8%	92.5%	▲ 4.6%
Price per Square Foot	\$494	\$418	▲ 18.2%	\$301	▲ 64.1%	\$370	\$344	▲ 7.6%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

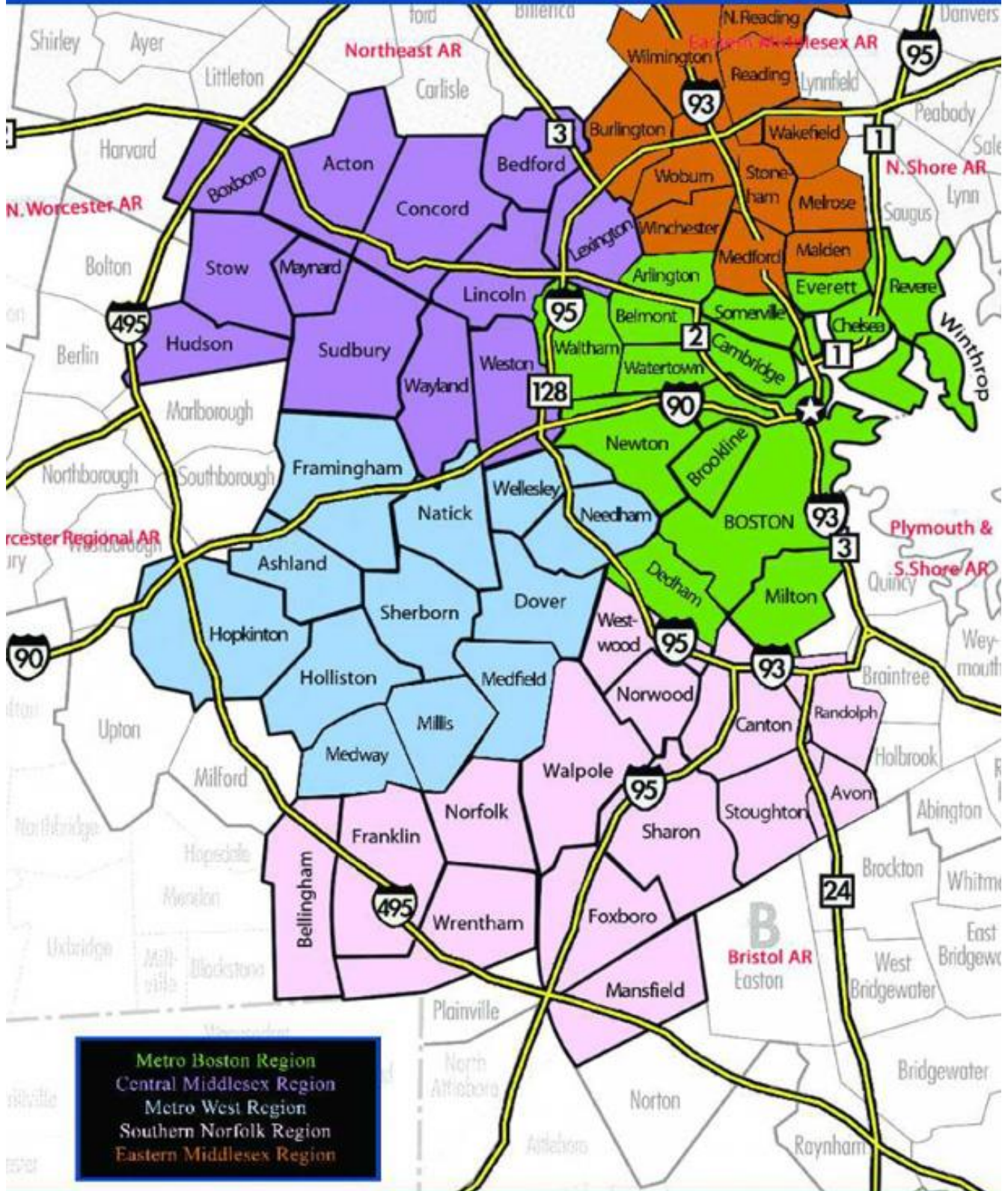
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2020	Mar 2019	Change	Feb 2020	Change	2020	2019	Change
Median Selling Price	\$1,335,000	\$1,587,500	▼ -15.9%	\$2,850,000	▼ -53.2%	\$2,990,000	\$2,450,000	▲ 22.0%
Units Sold	4	6	▼ -33.3%	8	▼ -50.0%	20	21	▼ -4.8%
Active Listings	26	29	▼ -10.3%	25	▲ 4.0%	---	---	---
Months Supply of Inventory	6.5	4.8	▲ 35.4%	3.1	▲ 109.7%	---	---	---
New Listings	16	10	▲ 60.0%	7	▲ 128.6%	29	48	▼ -39.6%
Pending Sales	10	10	▬ 0.0%	5	▲ 100.0%	23	29	▼ -20.7%
Days to Off Market	85	67	▲ 26.9%	89	▼ -4.5%	83	59	▲ 40.7%
Sold to Original Price Ratio	89.5%	92.8%	▼ -3.6%	89.9%	▼ -0.4%	91.8%	95.3%	▼ -3.7%
Price per Square Foot	\$257	\$372	▼ -30.9%	\$567	▼ -54.7%	\$465	\$457	▲ 1.8%



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.