

MONTHLY MARKET INSIGHTS REPORT

MAY 2019

Detached Single-Family Homes

The 1,316 homes sold in May 2019 was a record-high sales volume for the month and an 8.0 percent increase from the 1,218 homes sold in May 2018. The median sales price also reached a record high for the month of May at \$632,000 which was a 0.4 percent increase from the May 2018 median sales prices of \$629,500.

Condominiums

With 1,160 condos sold, it was the fourth most active May on record in Greater Boston, and the busiest since 2007, and reflects a 6.9 percent increase in sales from the 1,085 units sold in May 2018. The median sales price of condos also reached a new record high for the month of May at \$592,250 which is a 7.5 percent increase from May 2018's median sales price of \$550,870.

Multi-Family Homes

This month, there were 193 multi-family units sold in Greater Boston, which reflects a 5.3 percent decrease in sales volume from the 204 multi-family units sold in May 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 6/10/2019

GREATER BOSTON MARKET SUMMARY

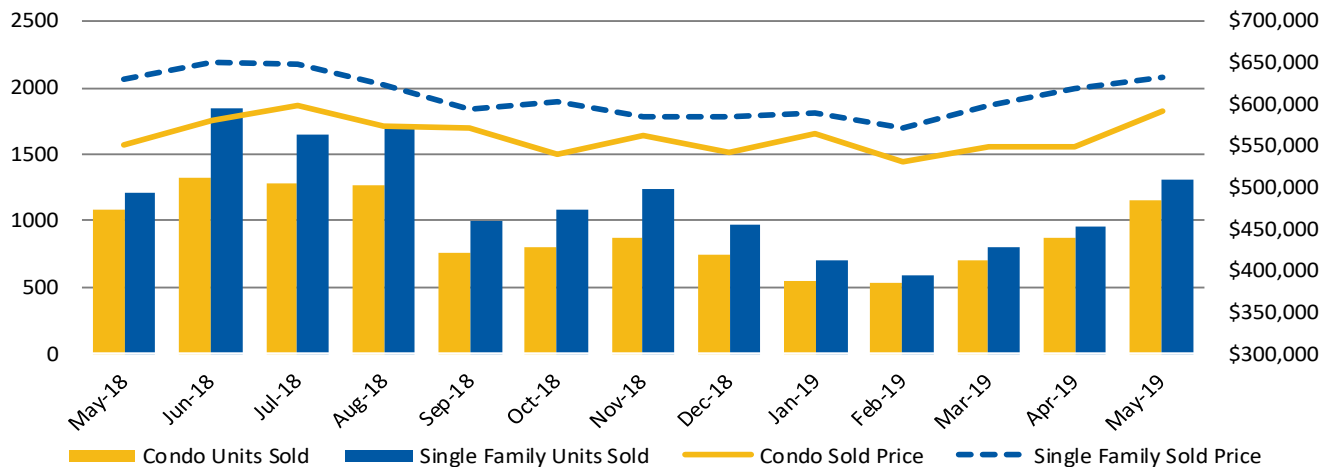
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$632,000	\$629,500	▲ 0.4%	\$618,500	▲ 2.2%	\$605,000	\$589,750	▲ 2.6%
Units Sold	1,316	1,218	▲ 8.0%	954	▲ 37.9%	4,371	4,096	▲ 6.7%
Active Listings	3,408	3,294	▲ 3.5%	2,812	▲ 21.2%	---	---	---
Months Supply of Inventory	2.6	2.7	▼ -3.7%	2.9	▼ -10.3%	---	---	---
New Listings	2,674	2,481	▲ 7.8%	2,032	▲ 31.6%	8,585	8,157	▲ 5.2%
Pending Sales	1,737	1,727	▲ 0.6%	1,501	▲ 15.7%	5,861	5,589	▲ 4.9%
Days to Off Market	35	30	▲ 16.7%	36	▼ -2.8%	43	38	▲ 13.2%
Sold to Original Price Ratio	100.0%	101.1%	▼ -1.1%	98.3%	▲ 1.7%	98.0%	99.4%	▼ -1.4%
Price per Square Foot	\$344	\$339	▲ 1.5%	\$335	▲ 2.7%	\$332	\$325	▲ 2.2%

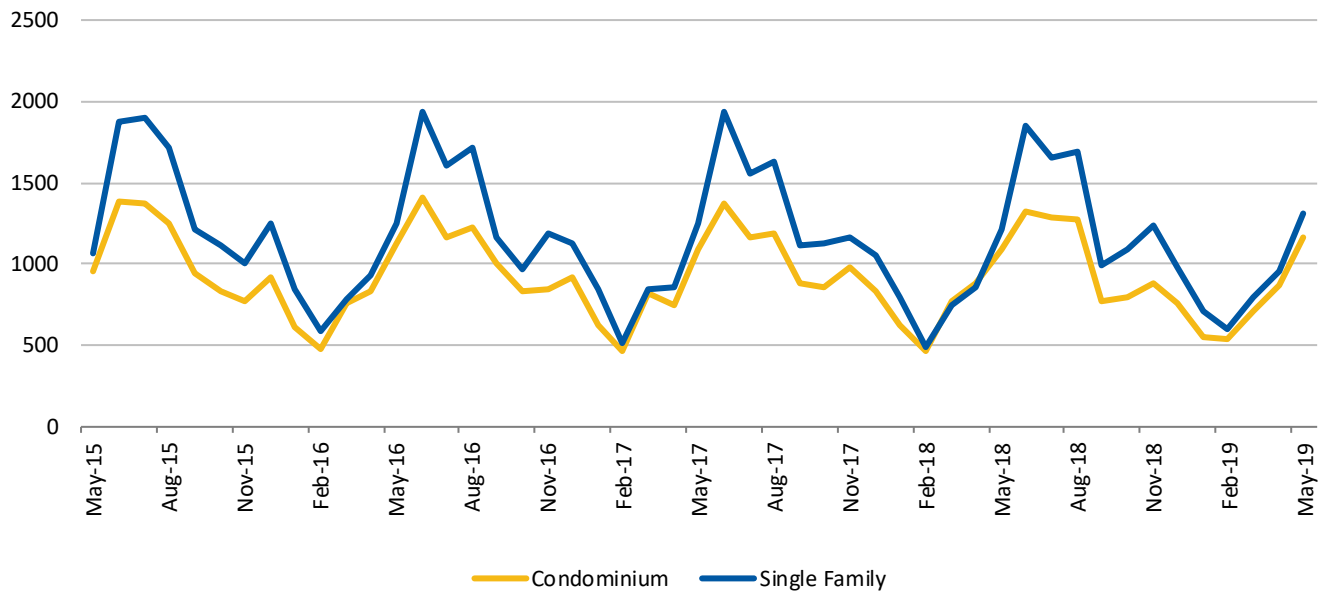
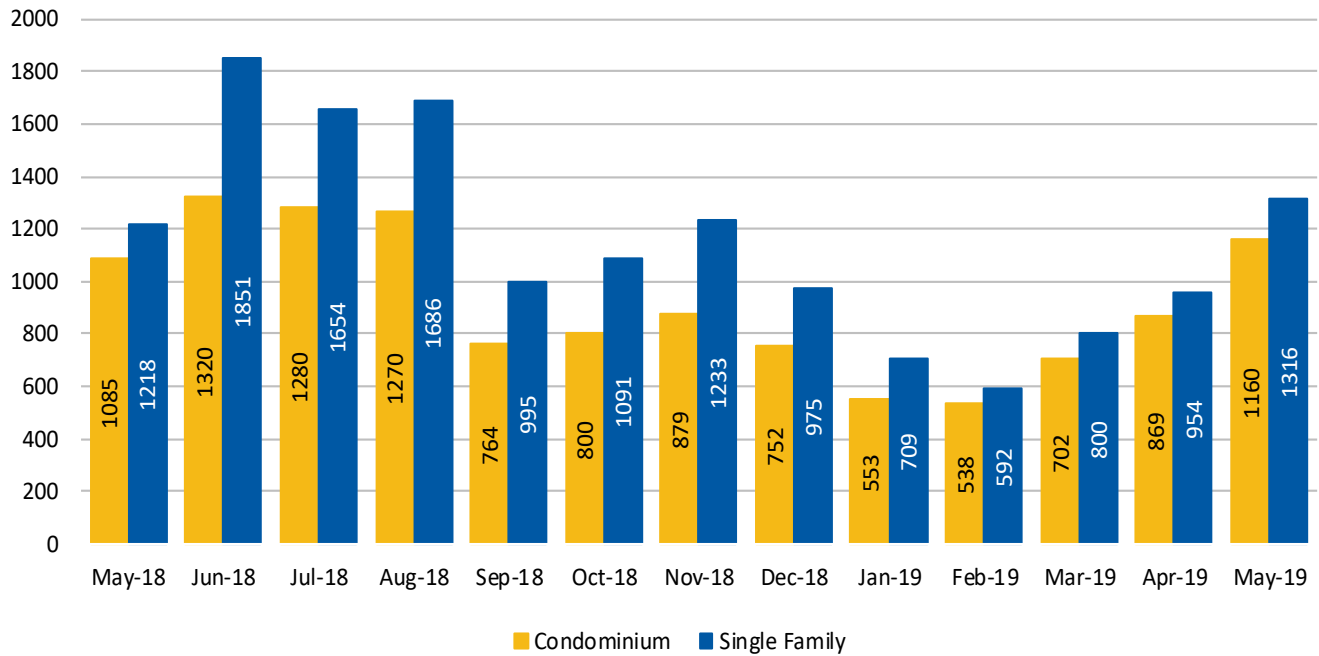
Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$592,250	\$550,870	▲ 7.5%	\$550,000	▲ 7.7%	\$565,000	\$551,500	▲ 2.4%
Units Sold	1,160	1,085	▲ 6.9%	869	▲ 33.5%	3,822	3,822	■ 0.0%
Active Listings	2,584	2,198	▲ 17.6%	2,347	▲ 10.1%	---	---	---
Months Supply of Inventory	2.2	2.0	▲ 10.0%	2.7	▼ -18.5%	---	---	---
New Listings	1,858	1,744	▲ 6.5%	1,727	▲ 7.6%	7,113	6,409	▲ 11.0%
Pending Sales	1,364	1,317	▲ 3.6%	1,295	▲ 5.3%	5,032	4,714	▲ 6.7%
Days to Off Market	37	30	▲ 23.3%	37	■ 0.0%	43	35	▲ 22.9%
Sold to Original Price Ratio	99.8%	102.3%	▼ -2.4%	99.6%	▲ 0.2%	98.9%	100.8%	▼ -1.9%
Price per Square Foot	\$600	\$556	▲ 7.9%	\$562	▲ 6.8%	\$559	\$554	▲ 0.9%



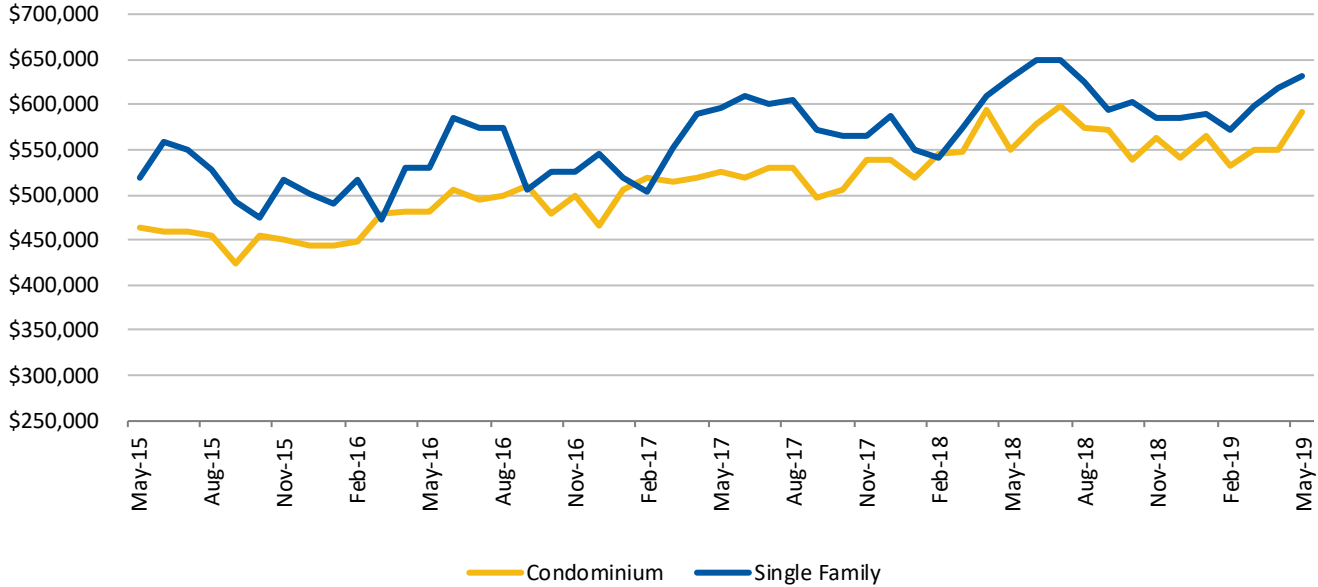
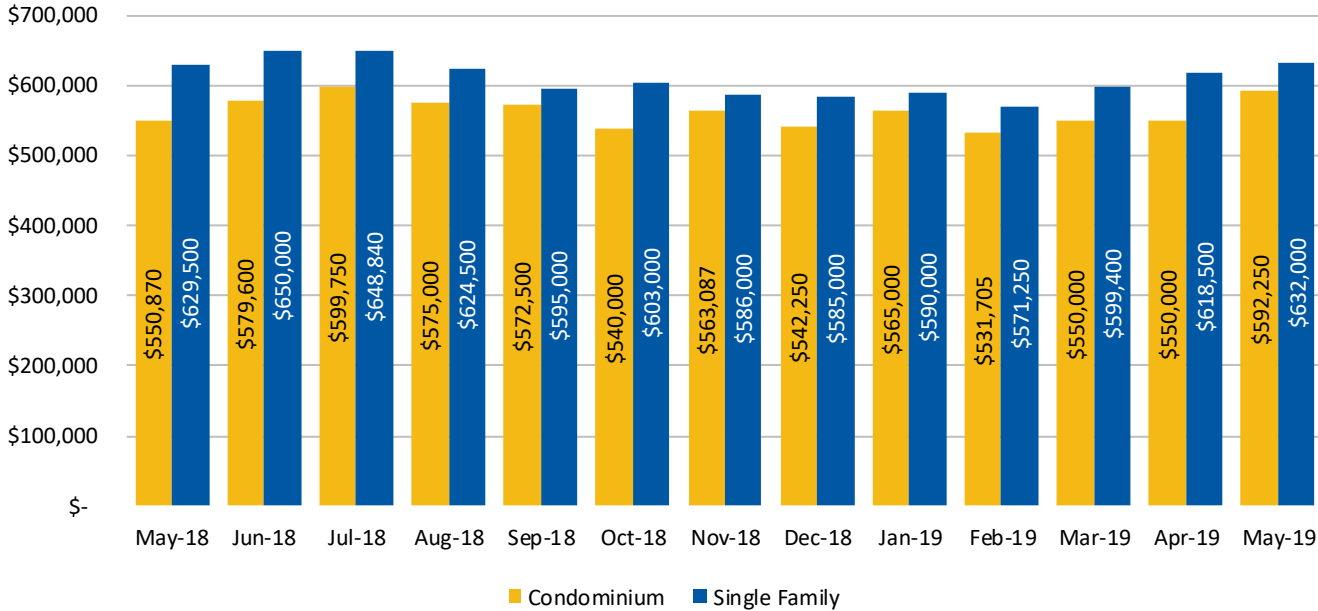
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,316	1,218	▲ 8.0%	954	▲ 37.9%	4,371	4,096	▲ 6.7%
CONDOMINIUMS	1,160	1,085	▲ 6.9%	869	▲ 33.5%	3,822	3,822	■ 0.0%



MEDIAN SELLING PRICE

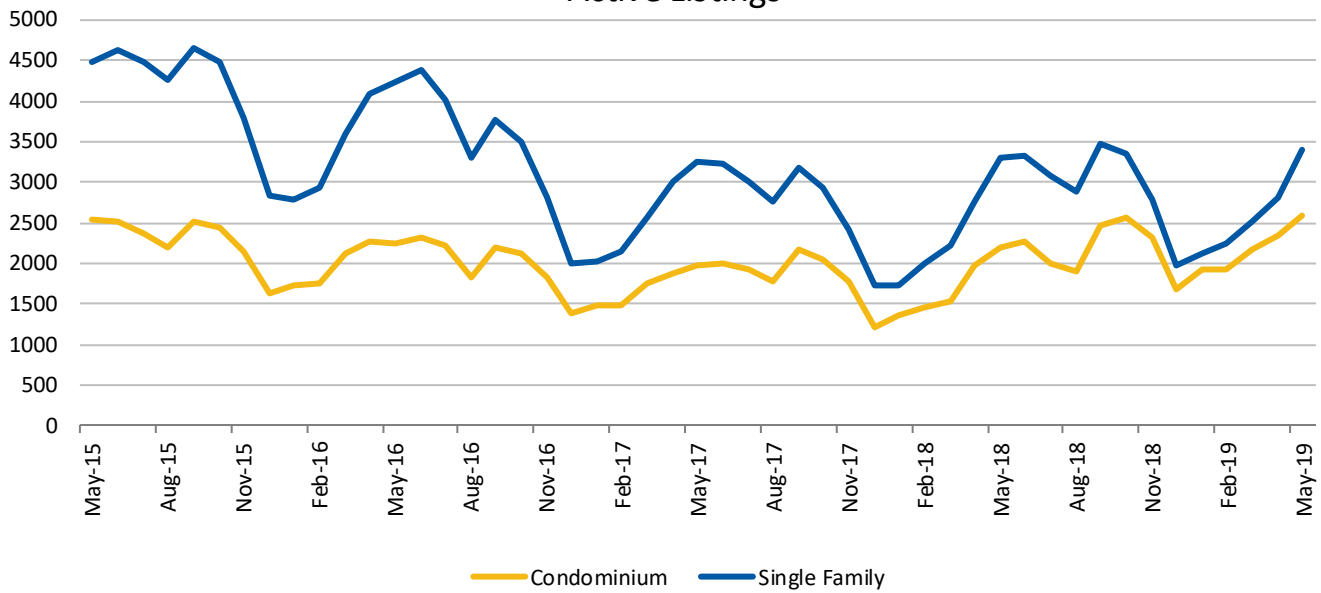
	Year over Year			Month over Month			Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change	
SINGLE FAMILY HOMES	\$632,000	\$629,500	▲ 0.4%	\$618,500	▲ 2.2%	\$605,000	\$589,750	▲ 2.6%	
CONDOMINIUMS	\$592,250	\$550,870	▲ 7.5%	\$550,000	▲ 7.7%	\$565,000	\$551,500	▲ 2.4%	



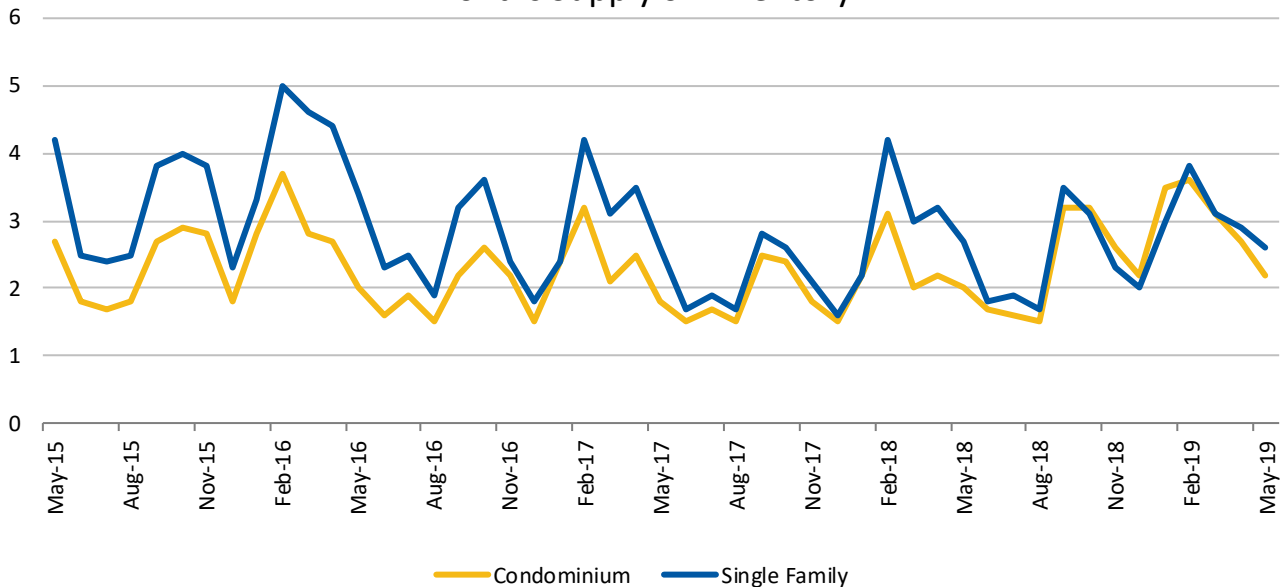
ACTIVE LISTINGS

		Year over Year			Month over Month	
		May 2019	May 2018	Change	Apr 2019	Change
SINGLE FAMILY HOMES	Active Listings	3,408	3,294	▲ 3.5%	2,812	▲ 21.2%
	Months Supply of Inventory	2.6	2.7	▼ -3.7%	2.9	▼ -10.3%
CONDOMINIUMS	Active Listings	2,584	2,198	▲ 17.6%	2,347	▲ 10.1%
	Months Supply of Inventory	2.2	2.0	▲ 10.0%	2.7	▼ -18.5%

Active Listings

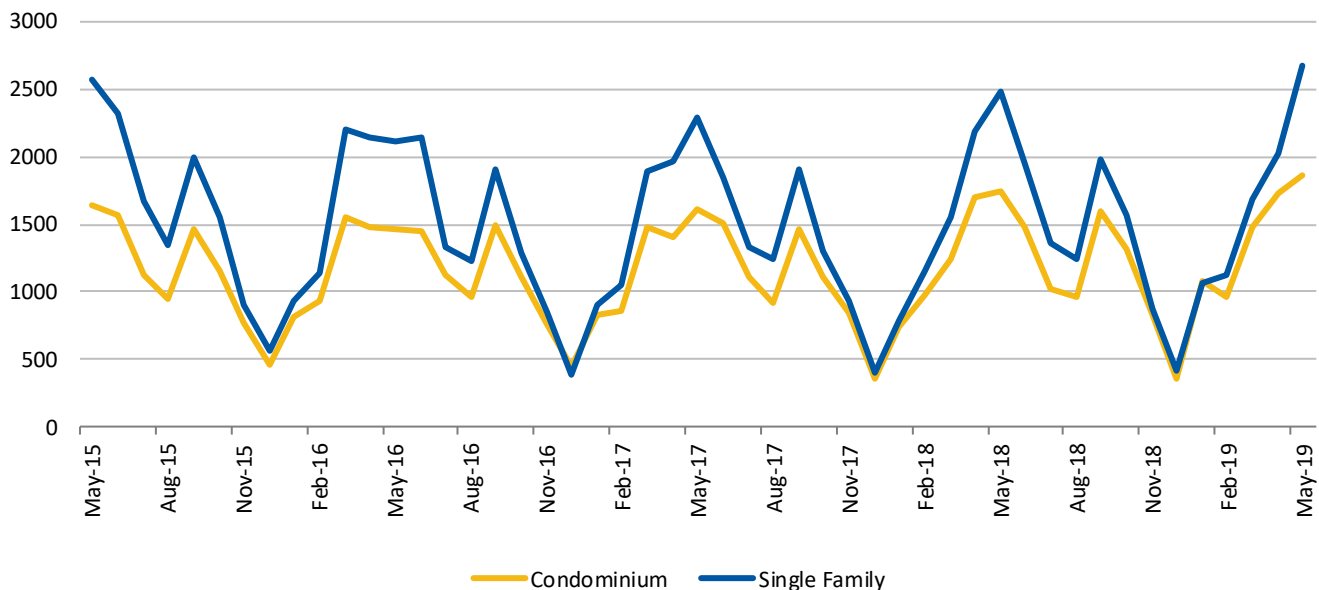
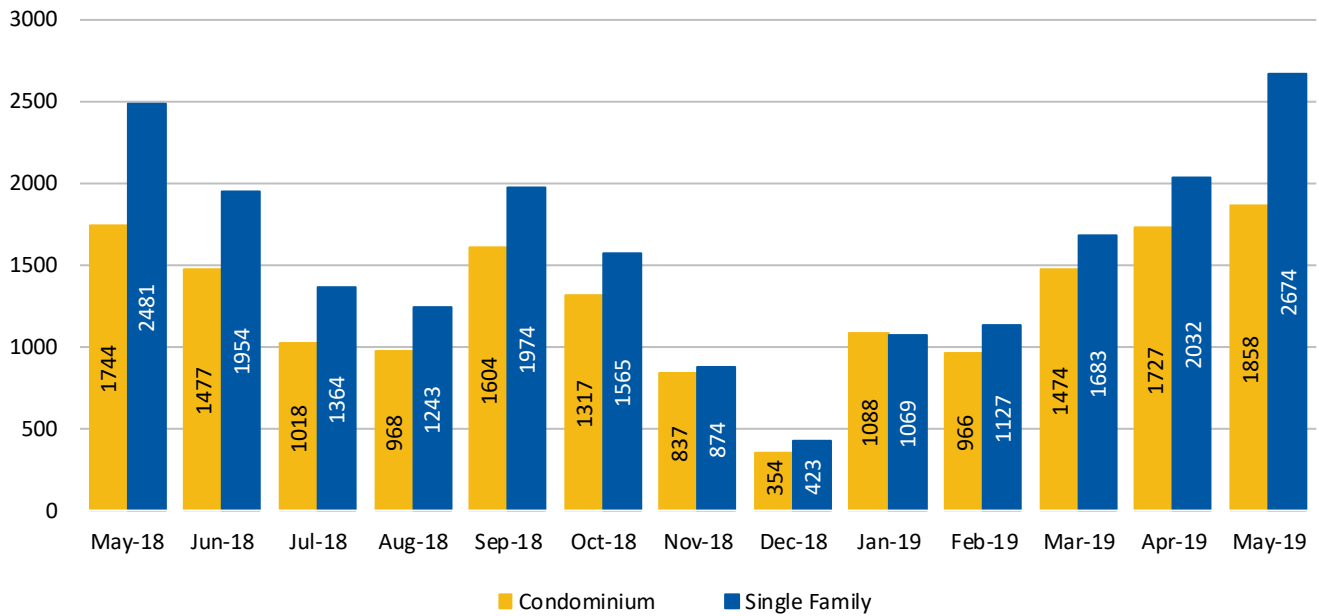


Months Supply of Inventory



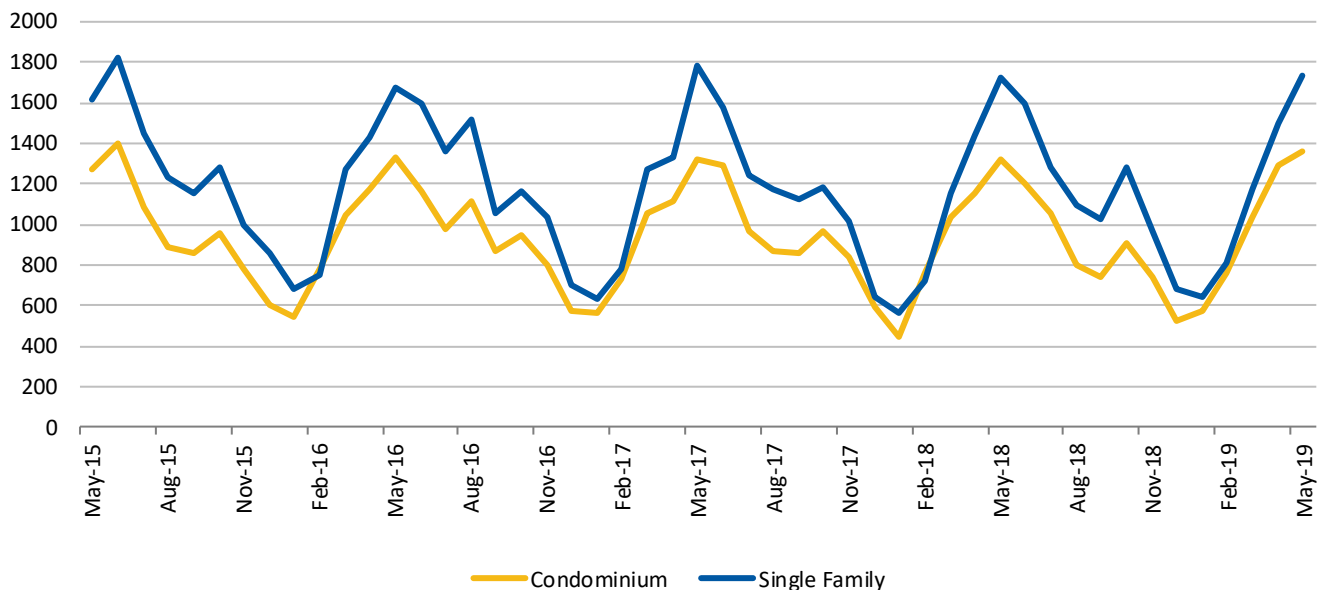
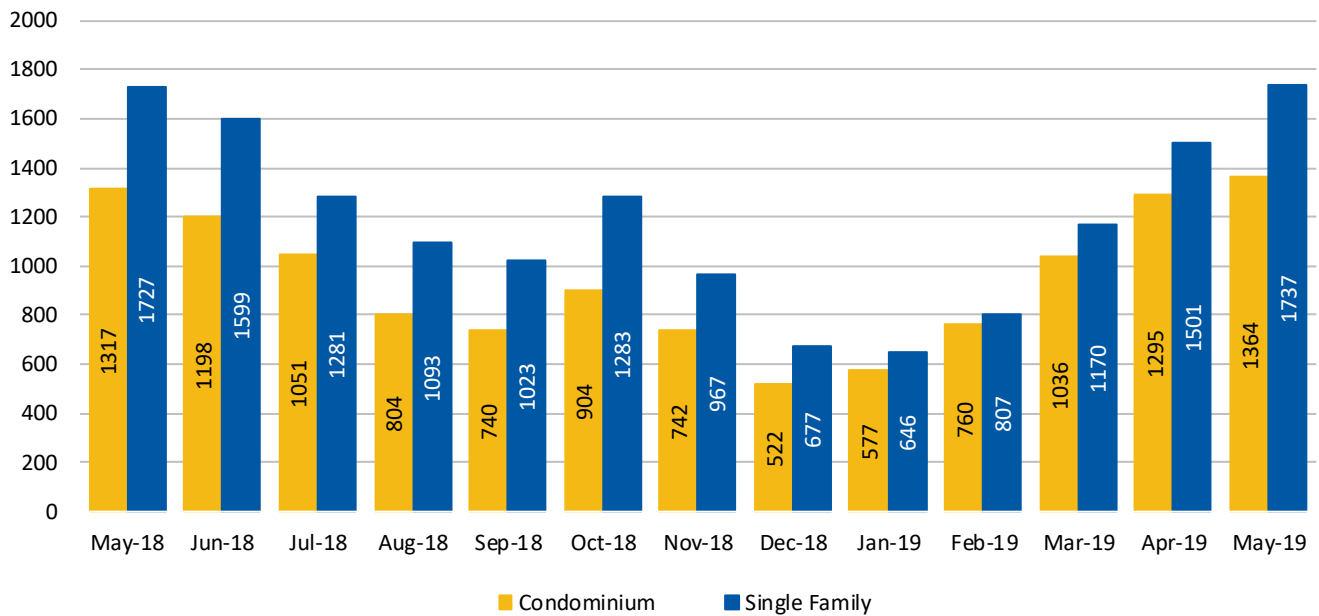
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	2,674	2,481	▲ 7.8%	2,032	▲ 31.6%	8,585	8,157	▲ 5.2%
CONDOMINIUMS	1,858	1,744	▲ 6.5%	1,727	▲ 7.6%	7,113	6,409	▲ 11.0%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,737	1,727	▲ 0.6%	1,501	▲ 15.7%	5,861	5,589	▲ 4.9%
CONDOMINIUMS	1,364	1,317	▲ 3.6%	1,295	▲ 5.3%	5,032	4,714	▲ 6.7%



CENTRAL MIDDLESEX REGION

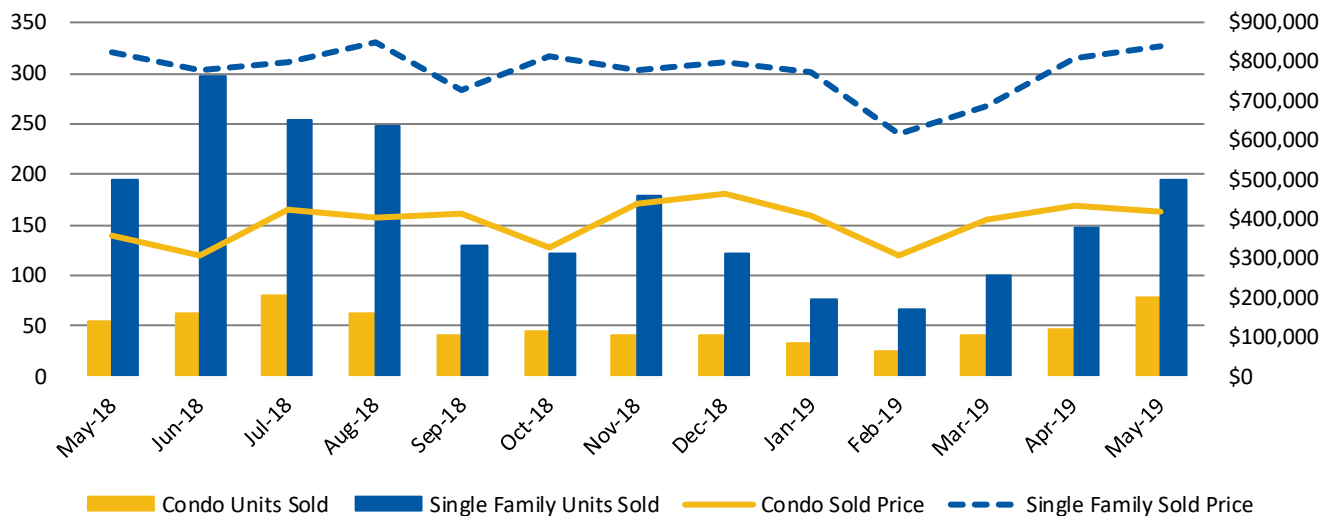
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$839,500	\$825,000	▲ 1.8%	\$807,000	▲ 4.0%	\$772,500	\$790,000	▼ -2.2%
Units Sold	194	194	■ 0.0%	147	▲ 32.0%	582	569	▲ 2.3%
Active Listings	705	595	▲ 18.5%	585	▲ 20.5%	---	---	---
Months Supply of Inventory	3.6	3.1	▲ 16.1%	4.0	▼ -10.0%	---	---	---
New Listings	427	358	▲ 19.3%	339	▲ 26.0%	1,423	1,303	▲ 9.2%
Pending Sales	254	248	▲ 2.4%	232	▲ 9.5%	862	864	▼ -0.2%
Days to Off Market	40	36	▲ 11.1%	46	▼ -13.0%	52	50	▲ 4.0%
Sold to Original Price Ratio	99.4%	99.6%	▼ -0.2%	97.2%	▲ 2.3%	97.4%	97.5%	▼ -0.1%
Price per Square Foot	\$325	\$322	▲ 0.9%	\$320	▲ 1.6%	\$314	\$316	▼ -0.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$420,575	\$357,888	▲ 17.5%	\$435,000	▼ -3.3%	\$400,000	\$407,517	▼ -1.8%
Units Sold	78	55	▲ 41.8%	47	▲ 66.0%	222	179	▲ 24.0%
Active Listings	146	128	▲ 14.1%	121	▲ 20.7%	---	---	---
Months Supply of Inventory	1.9	2.3	▼ -17.4%	2.6	▼ -26.9%	---	---	---
New Listings	98	81	▲ 21.0%	74	▲ 32.4%	357	324	▲ 10.2%
Pending Sales	63	71	▼ -11.3%	65	▼ -3.1%	260	239	▲ 8.8%
Days to Off Market	29	30	▼ -3.3%	53	▼ -45.3%	47	45	▲ 4.4%
Sold to Original Price Ratio	99.7%	101.3%	▼ -1.6%	100.0%	▼ -0.3%	99.1%	99.4%	▼ -0.3%
Price per Square Foot	\$291	\$255	▲ 14.1%	\$271	▲ 7.4%	\$271	\$268	▲ 1.1%



EASTERN MIDDLESEX REGION

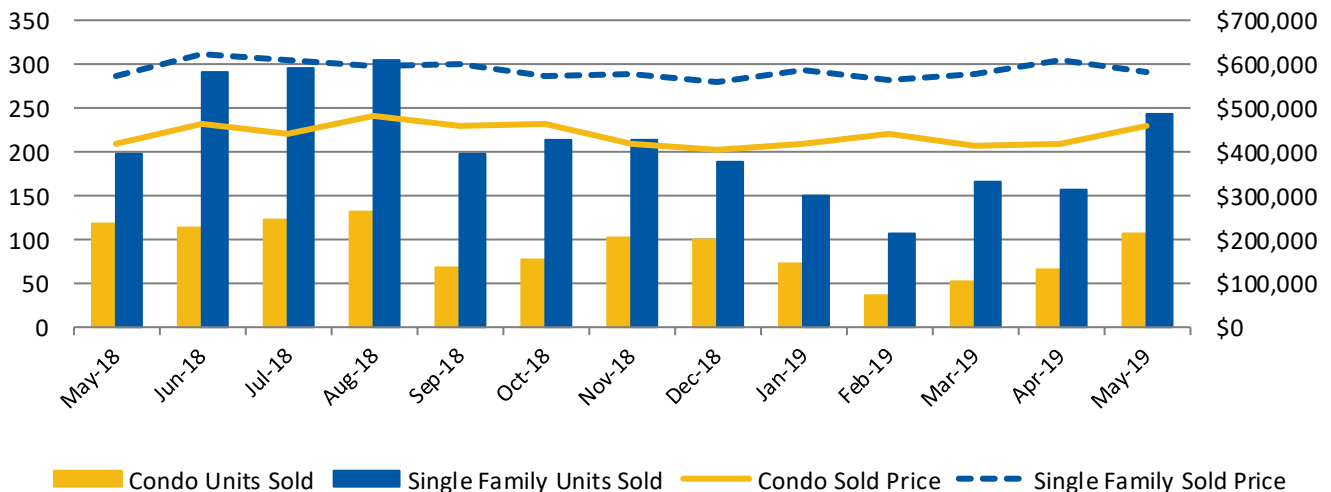
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$582,000	\$575,000	▲ 1.2%	\$610,000	▼ -4.6%	\$585,000	\$557,250	▲ 5.0%
Units Sold	243	197	▲ 23.4%	158	▲ 53.8%	823	690	▲ 19.3%
Active Listings	448	425	▲ 5.4%	353	▲ 26.9%	---	---	---
Months Supply of Inventory	1.8	2.2	▼ -18.2%	2.2	▼ -18.2%	---	---	---
New Listings	456	445	▲ 2.5%	310	▲ 47.1%	1,395	1,254	▲ 11.2%
Pending Sales	324	287	▲ 12.9%	254	▲ 27.6%	1,050	893	▲ 17.6%
Days to Off Market	28	22	▲ 27.3%	29	▼ -3.4%	36	30	▲ 20.0%
Sold to Original Price Ratio	101.3%	104.1%	▼ -2.7%	99.8%	▲ 1.5%	99.1%	102.0%	▼ -2.8%
Price per Square Foot	\$335	\$344	▼ -2.6%	\$323	▲ 3.7%	\$325	\$324	▲ 0.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$457,500	\$420,000	▲ 8.9%	\$419,500	▲ 9.1%	\$429,950	\$438,500	▼ -1.9%
Units Sold	107	117	▼ -8.5%	66	▲ 62.1%	336	399	▼ -15.8%
Active Listings	177	122	▲ 45.1%	175	▲ 1.1%	---	---	---
Months Supply of Inventory	1.7	1.0	▲ 70.0%	2.7	▼ -37.0%	---	---	---
New Listings	147	132	▲ 11.4%	158	▼ -7.0%	596	511	▲ 16.6%
Pending Sales	129	122	▲ 5.7%	108	▲ 19.4%	459	427	▲ 7.5%
Days to Off Market	35	28	▲ 25.0%	26	▲ 34.6%	36	33	▲ 9.1%
Sold to Original Price Ratio	100.1%	103.1%	▼ -2.9%	100.7%	▼ -0.6%	99.3%	101.9%	▼ -2.6%
Price per Square Foot	\$381	\$360	▲ 5.8%	\$381	■ 0.0%	\$371	\$355	▲ 4.5%



METRO BOSTON REGION

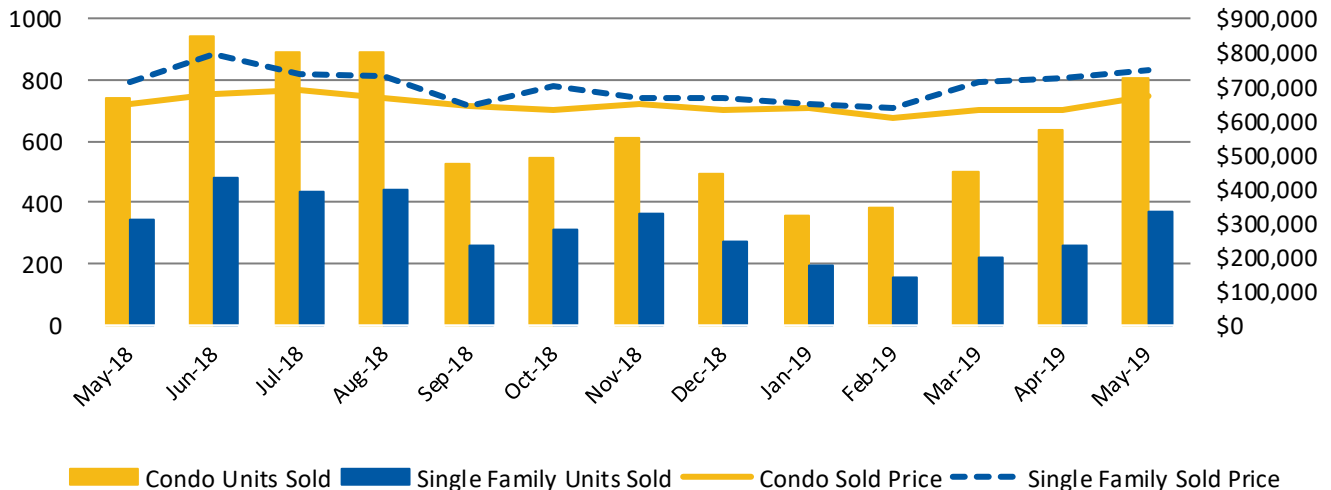
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$749,000	\$711,250	▲ 5.3%	\$725,000	▲ 3.3%	\$705,400	\$660,000	▲ 6.9%
Units Sold	373	346	▲ 7.8%	261	▲ 42.9%	1,206	1,136	▲ 6.2%
Active Listings	812	801	▲ 1.4%	691	▲ 17.5%	---	---	---
Months Supply of Inventory	2.2	2.3	▼ -4.3%	2.6	▼ -15.4%	---	---	---
New Listings	698	674	▲ 3.6%	576	▲ 21.2%	2,313	2,179	▲ 6.1%
Pending Sales	483	488	▼ -1.0%	437	▲ 10.5%	1,606	1,490	▲ 7.8%
Days to Off Market	29	27	▲ 7.4%	33	▼ -12.1%	38	32	▲ 18.8%
Sold to Original Price Ratio	101.1%	101.9%	▼ -0.8%	99.2%	▲ 1.9%	98.8%	100.2%	▼ -1.4%
Price per Square Foot	\$441	\$428	▲ 3.0%	\$428	▲ 3.0%	\$424	\$405	▲ 4.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$676,000	\$651,000	▲ 3.8%	\$630,000	▲ 7.3%	\$640,000	\$650,000	▼ -1.5%
Units Sold	809	744	▲ 8.7%	635	▲ 27.4%	2,690	2,663	▲ 1.0%
Active Listings	1,881	1,636	▲ 15.0%	1,696	▲ 10.9%	---	---	---
Months Supply of Inventory	2.3	2.2	▲ 4.5%	2.7	▼ -14.8%	---	---	---
New Listings	1,367	1,304	▲ 4.8%	1,269	▲ 7.7%	5,126	4,629	▲ 10.7%
Pending Sales	977	931	▲ 4.9%	950	▲ 2.8%	3,526	3,283	▲ 7.4%
Days to Off Market	36	29	▲ 24.1%	36	■ 0.0%	42	33	▲ 27.3%
Sold to Original Price Ratio	99.8%	102.6%	▼ -2.7%	99.4%	▲ 0.4%	98.8%	100.9%	▼ -2.1%
Price per Square Foot	\$726	\$680	▲ 6.8%	\$660	▲ 10.0%	\$671	\$670	▲ 0.1%



METRO WEST REGION

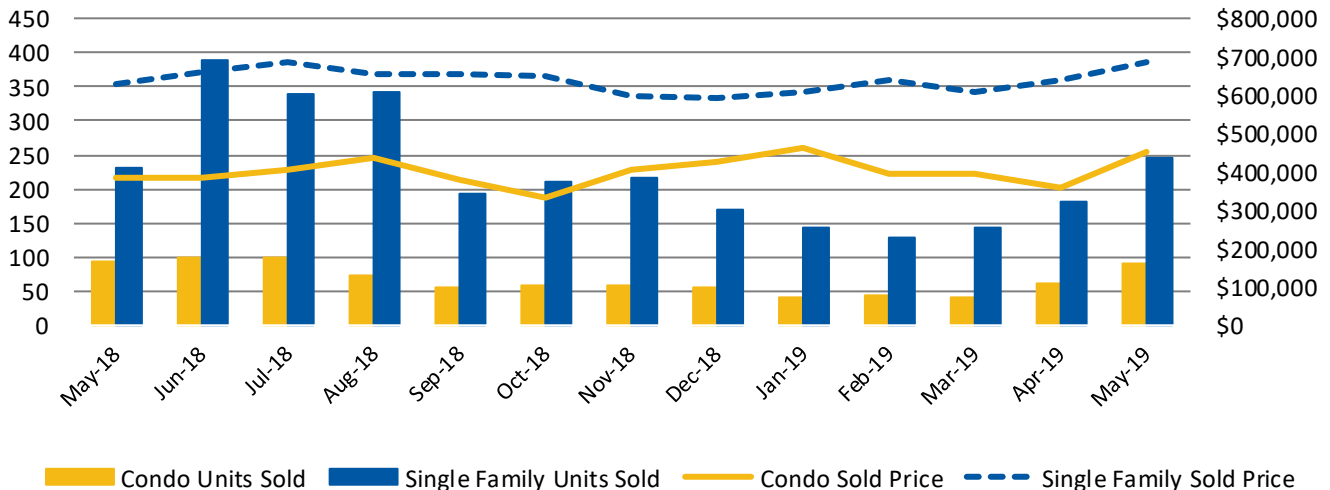
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$685,000	\$630,500	▲ 8.6%	\$640,000	▲ 7.0%	\$640,000	\$613,000	▲ 4.4%
Units Sold	245	230	▲ 6.5%	180	▲ 36.1%	842	794	▲ 6.0%
Active Listings	767	744	▲ 3.1%	630	▲ 21.7%	---	---	---
Months Supply of Inventory	3.1	3.2	▼ -3.1%	3.5	▼ -11.4%	---	---	---
New Listings	569	503	▲ 13.1%	394	▲ 44.4%	1,778	1,703	▲ 4.4%
Pending Sales	350	341	▲ 2.6%	280	▲ 25.0%	1,162	1,157	▲ 0.4%
Days to Off Market	42	32	▲ 31.3%	38	▲ 10.5%	46	43	▲ 7.0%
Sold to Original Price Ratio	99.3%	100.4%	▼ -1.1%	97.3%	▲ 2.1%	97.3%	98.6%	▼ -1.3%
Price per Square Foot	\$321	\$309	▲ 3.9%	\$317	▲ 1.3%	\$310	\$304	▲ 2.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$450,000	\$385,000	▲ 16.9%	\$360,000	▲ 25.0%	\$405,000	\$388,950	▲ 4.1%
Units Sold	89	93	▼ -4.3%	61	▲ 45.9%	273	310	▼ -11.9%
Active Listings	169	147	▲ 15.0%	155	▲ 9.0%	---	---	---
Months Supply of Inventory	1.9	1.6	▲ 18.8%	2.5	▼ -24.0%	---	---	---
New Listings	113	100	▲ 13.0%	97	▲ 16.5%	450	460	▼ -2.2%
Pending Sales	86	89	▼ -3.4%	83	▲ 3.6%	352	394	▼ -10.7%
Days to Off Market	51	33	▲ 54.5%	41	▲ 24.4%	52	40	▲ 30.0%
Sold to Original Price Ratio	99.7%	101.1%	▼ -1.4%	100.0%	▼ -0.3%	98.4%	100.1%	▼ -1.7%
Price per Square Foot	\$293	\$266	▲ 10.2%	\$282	▲ 3.9%	\$279	\$269	▲ 3.7%



SOUTHERN NORFOLK REGION

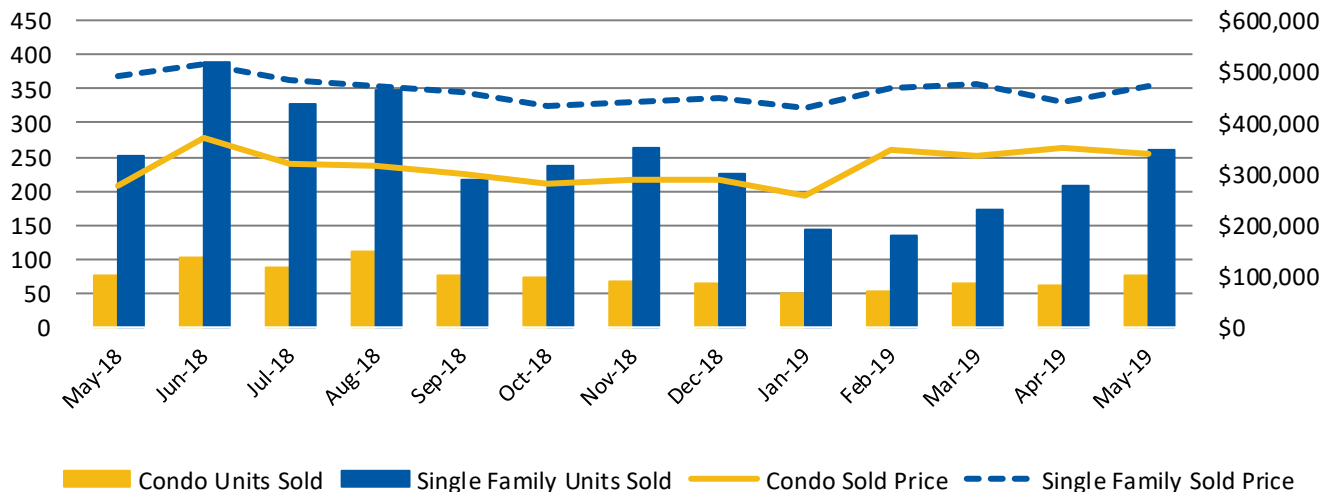
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$471,000	\$490,000	▼ -3.9%	\$440,000	▲ 7.0%	\$460,000	\$449,000	▲ 2.4%
Units Sold	261	251	▲ 4.0%	208	▲ 25.5%	918	907	▲ 1.2%
Active Listings	676	729	▼ -7.3%	553	▲ 22.2%	---	---	---
Months Supply of Inventory	2.6	2.9	▼ -10.3%	2.7	▼ -3.7%	---	---	---
New Listings	524	501	▲ 4.6%	413	▲ 26.9%	1,676	1,718	▼ -2.4%
Pending Sales	326	363	▼ -10.2%	298	▲ 9.4%	1,181	1,185	▼ -0.3%
Days to Off Market	39	32	▲ 21.9%	37	▲ 5.4%	48	39	▲ 23.1%
Sold to Original Price Ratio	98.2%	99.4%	▼ -1.2%	98.0%	▲ 0.2%	96.9%	98.5%	▼ -1.6%
Price per Square Foot	\$248	\$250	▼ -0.8%	\$255	▼ -2.7%	\$247	\$248	▼ -0.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$340,000	\$275,000	▲ 23.6%	\$351,000	▼ -3.1%	\$339,900	\$275,000	▲ 23.6%
Units Sold	77	76	▲ 1.3%	60	▲ 28.3%	301	271	▲ 11.1%
Active Listings	211	165	▲ 27.9%	200	▲ 5.5%	---	---	---
Months Supply of Inventory	2.7	2.2	▲ 22.7%	3.3	▼ -18.2%	---	---	---
New Listings	133	127	▲ 4.7%	129	▲ 3.1%	584	485	▲ 20.4%
Pending Sales	109	104	▲ 4.8%	89	▲ 22.5%	435	371	▲ 17.3%
Days to Off Market	44	35	▲ 25.7%	35	▲ 25.7%	45	42	▲ 7.1%
Sold to Original Price Ratio	99.6%	99.7%	▼ -0.1%	99.7%	▼ -0.1%	99.2%	99.3%	▼ -0.1%
Price per Square Foot	\$241	\$217	▲ 11.1%	\$239	▲ 0.8%	\$235	\$221	▲ 6.3%



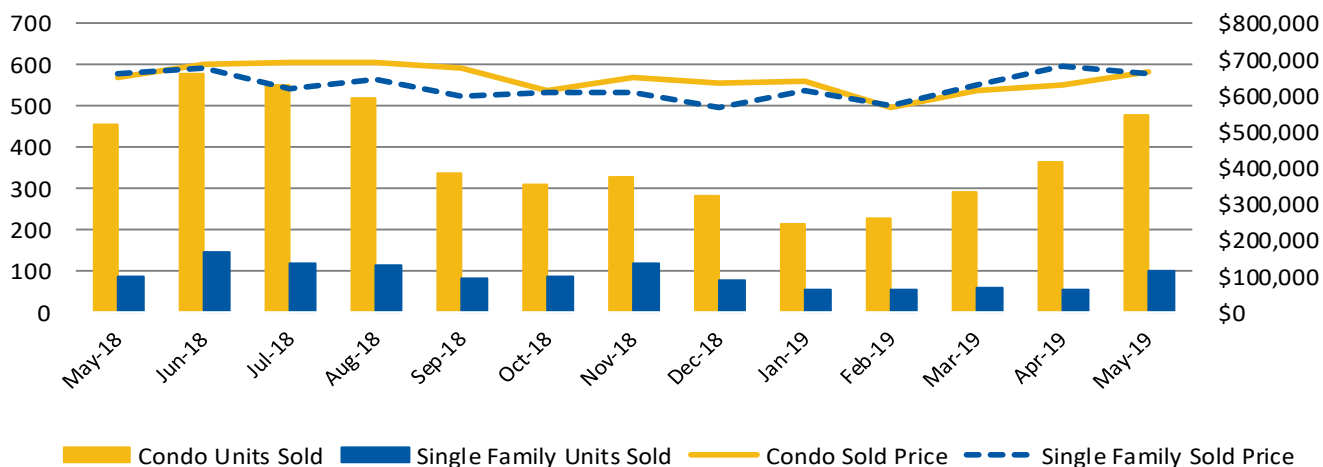
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change	
Median Selling Price	\$660,000	\$659,900	▲ 0.0%	\$679,500	▼ -2.9%	\$637,650	\$597,450	▲ 6.7%	
Units Sold	101	87	▲ 16.1%	54	▲ 87.0%	320	300	▲ 6.7%	
Active Listings	222	229	▼ -3.1%	187	▲ 18.7%	---	---	---	
Months Supply of Inventory	2.2	2.6	▼ -15.4%	3.5	▼ -37.1%	---	---	---	
New Listings	199	193	▲ 3.1%	146	▲ 36.3%	620	591	▲ 4.9%	
Pending Sales	130	149	▼ -12.8%	124	▲ 4.8%	423	402	▲ 5.2%	
Days to Off Market	30	29	▲ 3.4%	35	▼ -14.3%	39	35	▲ 11.4%	
Sold to Original Price Ratio	101.8%	100.9%	▲ 0.9%	98.8%	▲ 3.0%	99.3%	99.7%	▼ -0.4%	
Price per Square Foot	\$473	\$462	▲ 2.4%	\$429	▲ 10.3%	\$433	\$426	▲ 1.6%	

Condominiums

	Year over Year			Month over Month			Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change	
Median Selling Price	\$667,500	\$649,000	▲ 2.9%	\$627,500	▲ 6.4%	\$630,000	\$645,000	▼ -2.3%	
Units Sold	476	454	▲ 4.8%	366	▲ 30.1%	1,573	1,653	▼ -4.8%	
Active Listings	1,217	1,137	▲ 7.0%	1,096	▲ 11.0%	---	---	---	
Months Supply of Inventory	2.6	2.5	▲ 4.0%	3.0	▼ -13.3%	---	---	---	
New Listings	828	806	▲ 2.7%	751	▲ 10.3%	3,081	2,935	▲ 5.0%	
Pending Sales	574	568	▲ 1.1%	563	▲ 2.0%	2,071	2,032	▲ 1.9%	
Days to Off Market	40	32	▲ 25.0%	41	▼ -2.4%	46	36	▲ 27.8%	
Sold to Original Price Ratio	98.7%	101.8%	▼ -3.0%	98.9%	▼ -0.2%	98.0%	100.2%	▼ -2.2%	
Price per Square Foot	\$826	\$755	▲ 9.4%	\$732	▲ 12.8%	\$746	\$739	▲ 0.9%	



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		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change	
Median Selling Price	\$740,000	\$758,750	▼ -2.5%	\$680,000	▲ 8.8%	\$700,000	\$672,000	▲ 4.2%	
Units Sold	131	134	▼ -2.2%	103	▲ 27.2%	504	505	▼ -0.2%	
Active Listings	281	330	▼ -14.8%	275	▲ 2.2%	---	---	---	
Months Supply of Inventory	2.1	2.5	▼ -16.0%	2.7	▼ -22.2%	---	---	---	
New Listings	242	255	▼ -5.1%	213	▲ 13.6%	898	896	▲ 0.2%	
Pending Sales	172	180	▼ -4.4%	150	▲ 14.7%	608	606	▲ 0.3%	
Days to Off Market	32	30	▲ 6.7%	30	▲ 6.7%	38	35	▲ 8.6%	
Sold to Original Price Ratio	98.7%	103.4%	▼ -4.5%	98.0%	▲ 0.7%	97.7%	102.2%	▼ -4.4%	
Price per Square Foot	\$304	\$328	▼ -7.3%	\$292	▲ 4.1%	\$299	\$301	▼ -0.7%	

3 Family Homes

	Year over Year			Month over Month			Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change	
Median Selling Price	\$855,000	\$852,450	▲ 0.3%	\$800,000	▲ 6.9%	\$830,000	\$840,000	▼ -1.2%	
Units Sold	49	56	▼ -12.5%	50	▼ -2.0%	192	207	▼ -7.2%	
Active Listings	138	170	▼ -18.8%	152	▼ -9.2%	---	---	---	
Months Supply of Inventory	2.8	3.0	▼ -6.7%	3.0	▼ -6.7%	---	---	---	
New Listings	88	117	▼ -24.8%	104	▼ -15.4%	391	378	▲ 3.4%	
Pending Sales	60	68	▼ -11.8%	59	▲ 1.7%	235	238	▼ -1.3%	
Days to Off Market	39	28	▲ 39.3%	42	▼ -7.1%	45	37	▲ 21.6%	
Sold to Original Price Ratio	96.3%	101.6%	▼ -5.2%	100.0%	▼ -3.7%	96.1%	99.5%	▼ -3.4%	
Price per Square Foot	\$295	\$295	■ 0.0%	\$304	▼ -3.0%	\$289	\$294	▼ -1.7%	

4 Family Homes

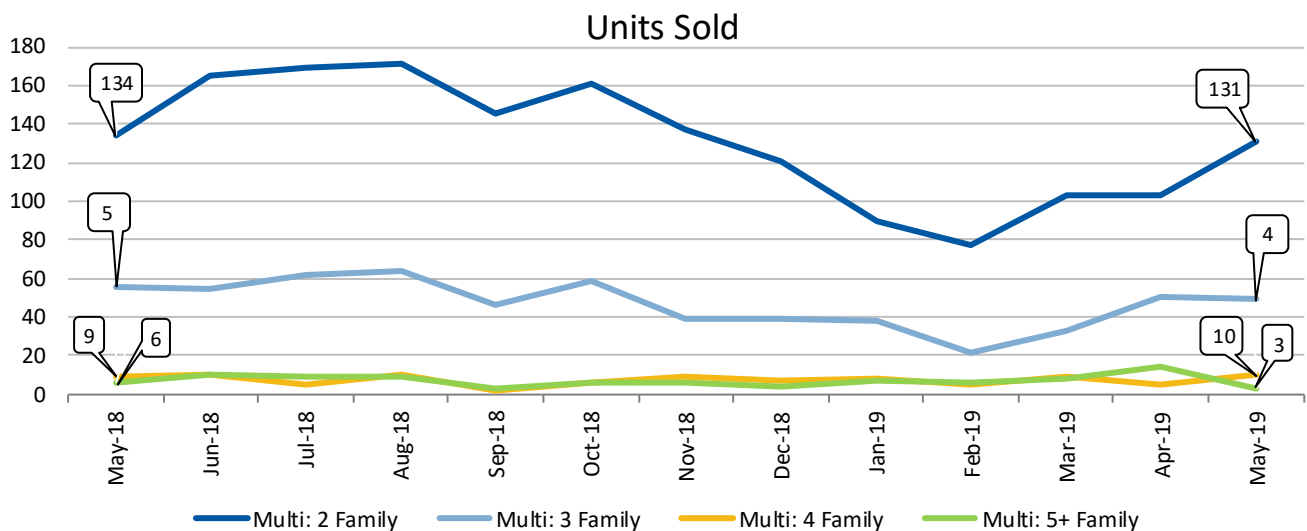
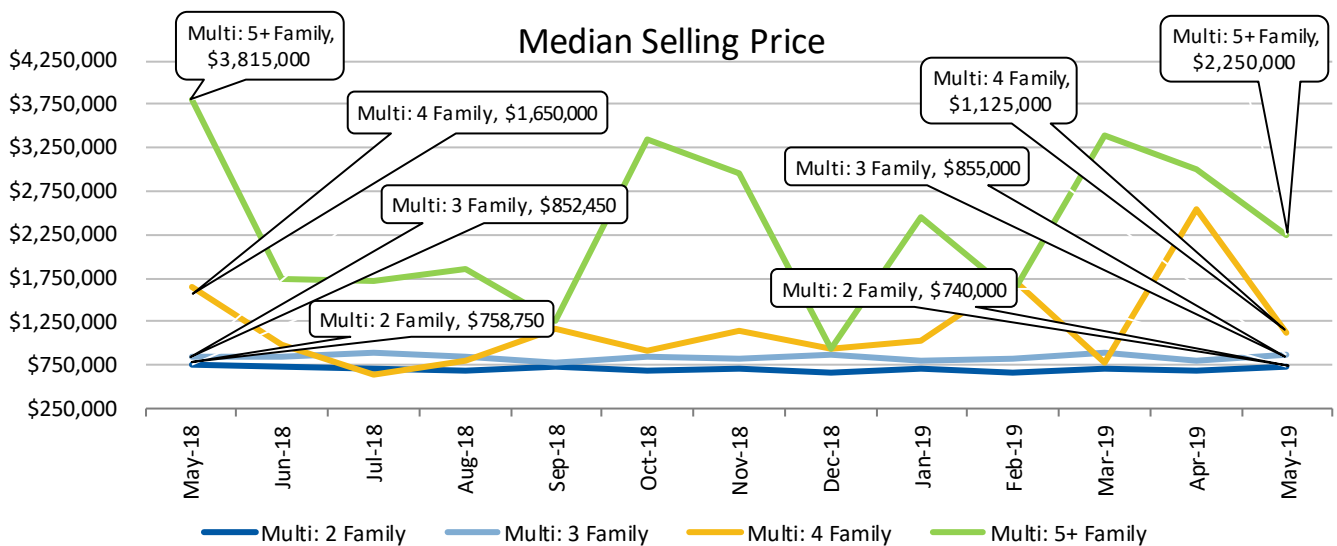
	Year over Year			Month over Month			Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change	
Median Selling Price	\$1,125,000	\$1,650,000	▼ -31.8%	\$2,537,500	▼ -55.7%	\$1,100,000	\$947,500	▲ 16.1%	
Units Sold	10	9	▲ 11.1%	5	▲ 100.0%	37	28	▲ 32.1%	
Active Listings	20	23	▼ -13.0%	23	▼ -13.0%	---	---	---	
Months Supply of Inventory	2.0	2.6	▼ -23.1%	4.6	▼ -56.5%	---	---	---	
New Listings	11	14	▼ -21.4%	12	▼ -8.3%	60	59	▲ 1.7%	
Pending Sales	8	11	▼ -27.3%	10	▼ -20.0%	36	35	▲ 2.9%	
Days to Off Market	30	23	▲ 30.4%	36	▼ -16.7%	40	32	▲ 25.0%	
Sold to Original Price Ratio	98.3%	97.1%	▲ 1.2%	102.2%	▼ -3.8%	95.4%	94.2%	▲ 1.3%	
Price per Square Foot	\$378	\$398	▼ -5.0%	\$627	▼ -39.7%	\$392	\$336	▲ 16.7%	

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

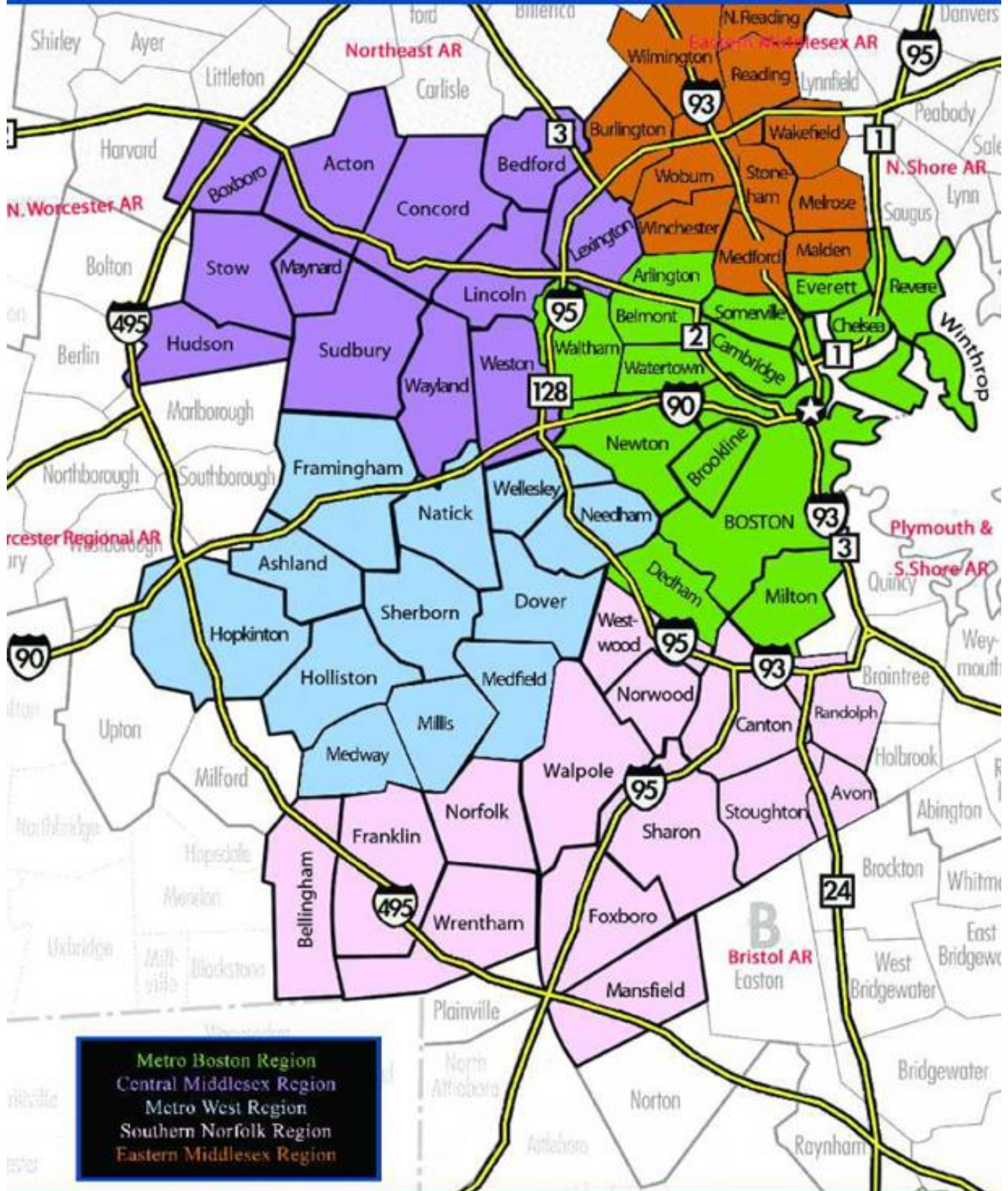
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2019	May 2018	Change	Apr 2019	Change	2019	2018	Change
Median Selling Price	\$2,250,000	\$3,815,000	▼ -41.0%	\$3,000,000	▼ -25.0%	\$2,675,000	\$1,602,500	▲ 66.9%
Units Sold	3	6	▼ -50.0%	14	▼ -78.6%	38	34	▲ 11.8%
Active Listings	35	41	▼ -14.6%	36	▼ -2.8%	---	---	---
Months Supply of Inventory	11.7	6.8	▲ 72.1%	2.6	▲ 350.0%	---	---	---
New Listings	21	20	▲ 5.0%	13	▲ 61.5%	82	73	▲ 12.3%
Pending Sales	11	14	▼ -21.4%	8	▲ 37.5%	50	44	▲ 13.6%
Days to Off Market	43	37	▲ 16.2%	83	▼ -48.2%	58	41	▲ 41.5%
Sold to Original Price Ratio	95.3%	96.3%	▼ -1.0%	90.9%	▲ 4.8%	93.6%	101.3%	▼ -7.6%
Price per Square Foot	\$306	\$668	▼ -54.2%	\$524	▼ -41.6%	\$459	\$550	▼ -16.5%



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.