

MONTHLY MARKET INSIGHT REPORT

OCTOBER 2019

Detached Single-Family Homes

The 669 homes sold in October 2019 was the seventeenth highest sales total for the month and was a 38.7 percent decrease in sales volume from the October 2018 sales total of 1,0941 homes sold. Additionally, the median sales price declined 2.2 percent from the \$603,000 mark in October 2018 to \$590,000 this month.

Condominiums

With 553 condos sold, it was the fifteenth most active October on record in Greater Boston and a 31.0 percent decrease from the 802 units sold in October 2018. The median sales price for condos reached a new record high for the month of October at \$550,000, which was a 1.9 percent increase from the October 2019 median sales price of \$540,000.

Multi-Family Homes

This month, 125 multi-family homes were sold in Greater Boston, which was a 46.1 percent increase on the 232 units sold in October 2018. Additionally, active listings in each market declined on a year over year basis, for a total of 519 altogether, reflecting a 24 percent drop from the 673 multi-family listings in October 2018.



CONTENTS

Greater Boston	2
Units Sold	3
Median Selling Price	4
Active Listings	5
New Listings	6
Pending Sales	7
Central Middlesex	8
Eastern Middlesex	9
Metro Boston	10
Metro West	11
Southern Norfolk	12
City of Boston	13
Multi-Family	14
Regional Map	16
Glossary	17

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

Three Center Plaza, Mezzanine Suite
Boston, MA 02108
Phone: 617-423-8700
Email: housingreports@gbreb.com

68 Main Street
Reading, MA 01867

Online: www.gbar.org



Data thru 11/10/2019

GREATER BOSTON MARKET SUMMARY

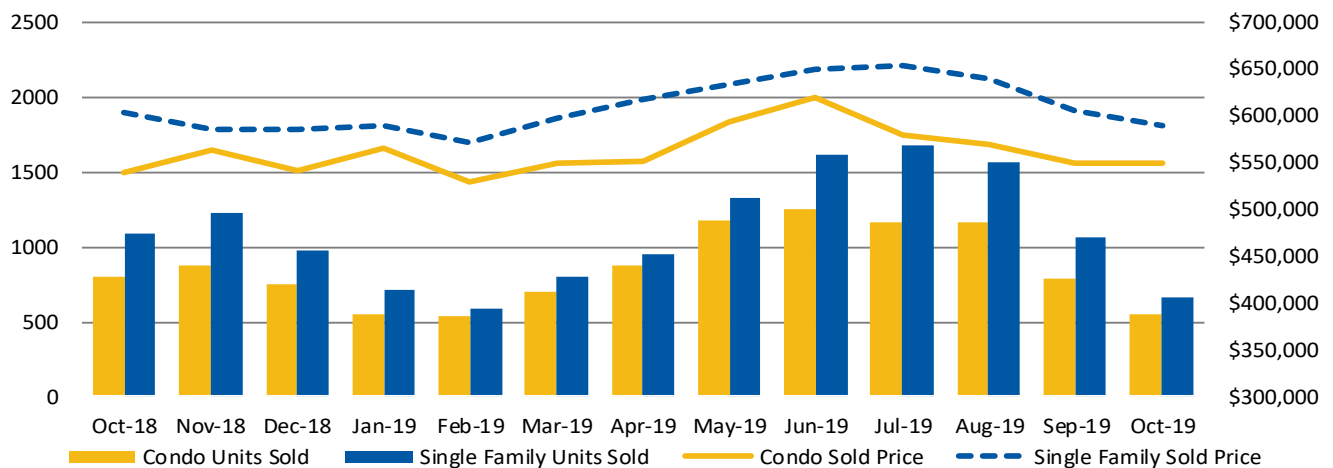
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$590,000	\$603,000	▼ -2.2%	\$605,000	▼ -2.5%	\$625,000	\$615,000	▲ 1.6%
Units Sold	669	1,091	▼ -38.7%	1,063	▼ -37.1%	10,990	11,373	▼ -3.4%
Active Listings	3,412	3,374	▲ 1.1%	3,201	▲ 6.6%	---	---	---
Months Supply of Inventory	5.1	3.1	▲ 64.5%	3.0	▲ 70.0%	---	---	---
New Listings	1,495	1,565	▼ -4.5%	1,911	▼ -21.8%	16,241	16,259	▼ -0.1%
Pending Sales	942	1,282	▼ -26.5%	1,039	▼ -9.3%	11,693	11,864	▼ -1.4%
Days to Off Market	46	45	▲ 2.2%	46	▬ 0.0%	43	39	▲ 10.3%
Sold to Original Price Ratio	97.8%	98.4%	▼ -0.6%	97.6%	▲ 0.2%	98.4%	99.6%	▼ -1.2%
Price per Square Foot	\$330	\$326	▲ 1.2%	\$329	▲ 0.3%	\$335	\$330	▲ 1.5%

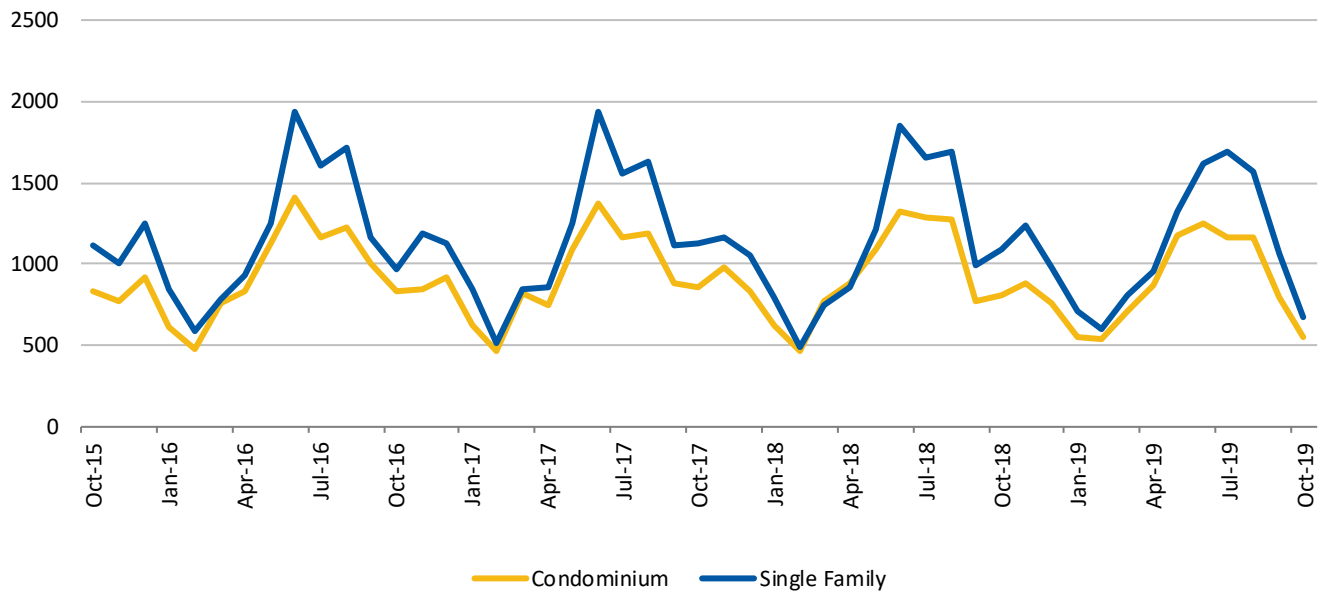
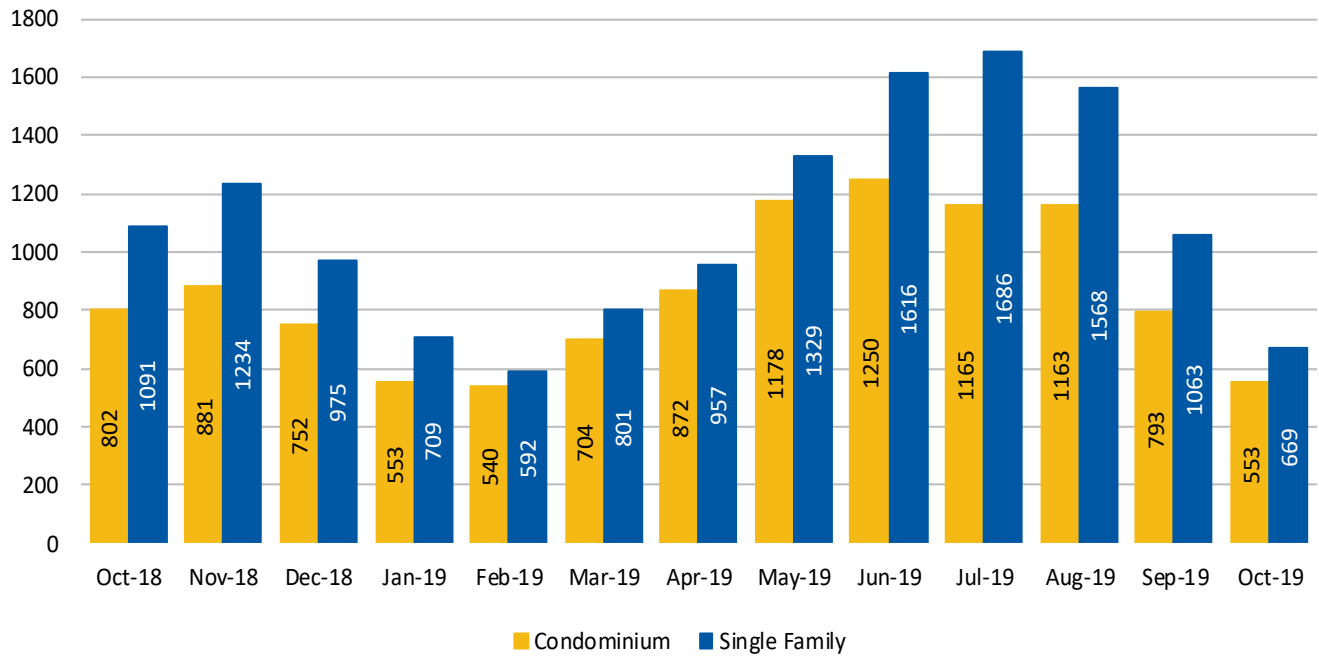
Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$550,000	\$540,000	▲ 1.9%	\$549,000	▲ 0.2%	\$570,300	\$569,000	▲ 0.2%
Units Sold	553	802	▼ -31.0%	793	▼ -30.3%	8,771	9,272	▼ -5.4%
Active Listings	2,971	2,591	▲ 14.7%	2,783	▲ 6.8%	---	---	---
Months Supply of Inventory	5.4	3.2	▲ 68.8%	3.5	▲ 54.3%	---	---	---
New Listings	1,249	1,317	▼ -5.2%	1,810	▼ -31.0%	13,731	12,793	▲ 7.3%
Pending Sales	765	901	▼ -15.1%	875	▼ -12.6%	9,642	9,404	▲ 2.5%
Days to Off Market	46	38	▲ 21.1%	46	▬ 0.0%	42	35	▲ 20.0%
Sold to Original Price Ratio	98.2%	99.4%	▼ -1.2%	98.5%	▼ -0.3%	99.0%	100.7%	▼ -1.7%
Price per Square Foot	\$543	\$549	▼ -1.1%	\$555	▼ -2.2%	\$572	\$564	▲ 1.4%



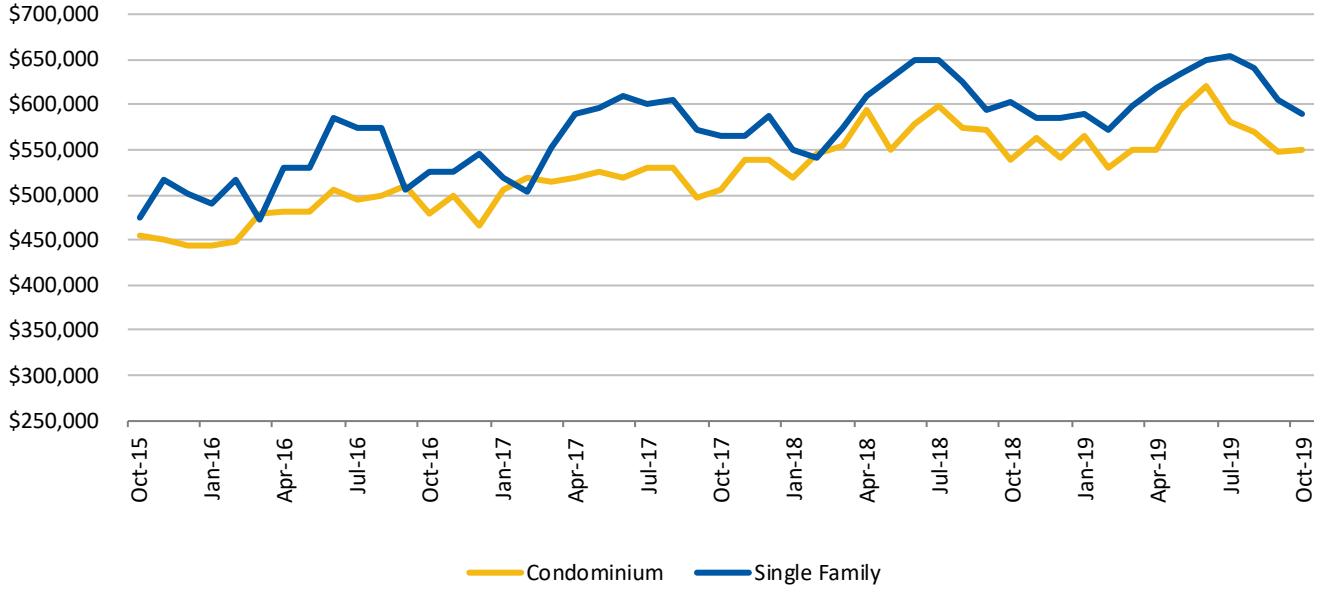
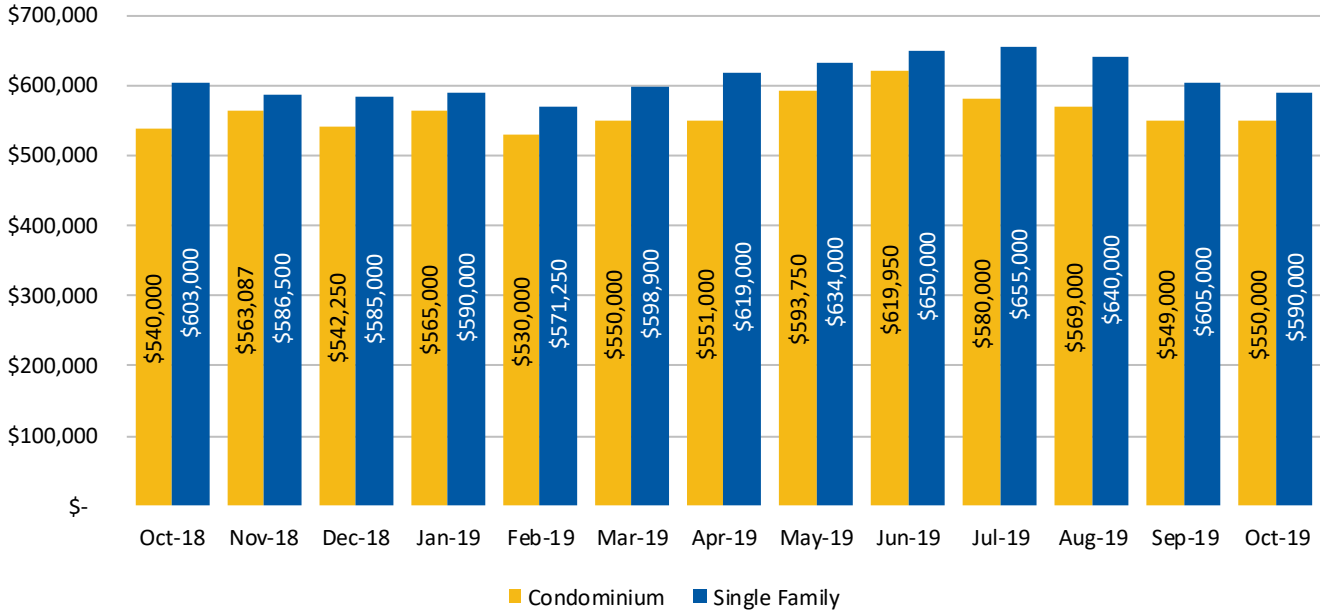
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	669	1,091	▼ -38.7%	1,063	▼ -37.1%	10,990	11,373	▼ -3.4%
CONDOMINIUMS	553	802	▼ -31.0%	793	▼ -30.3%	8,771	9,272	▼ -5.4%



MEDIAN SELLING PRICE

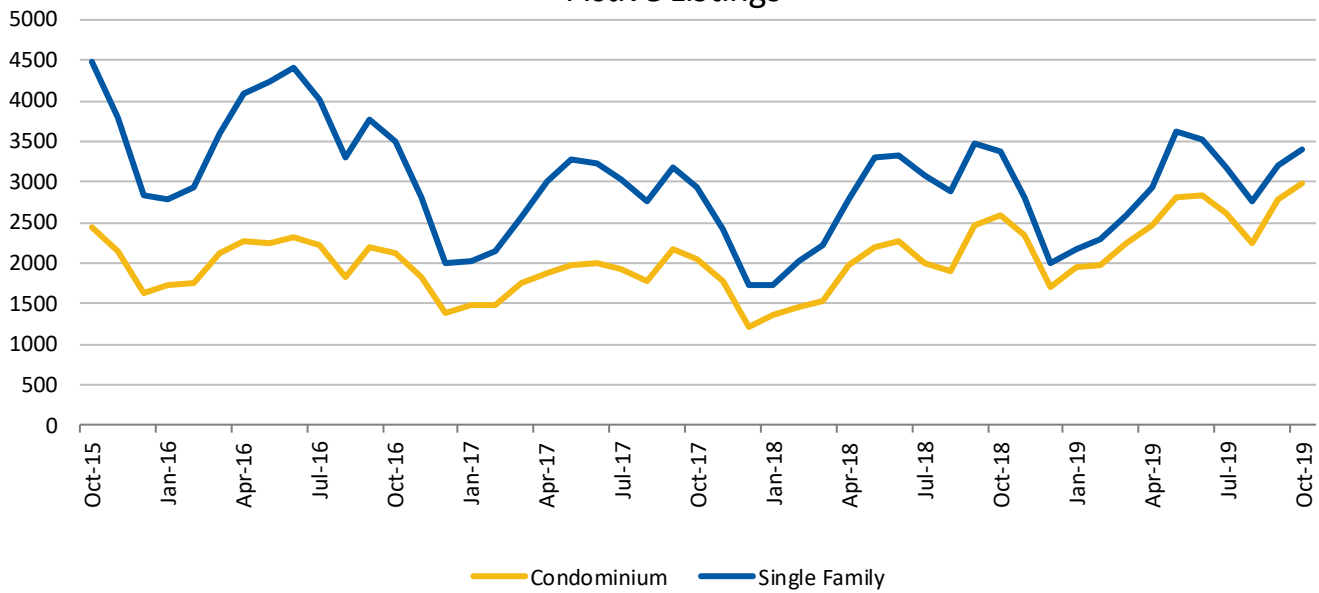
	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	\$590,000	\$603,000	▼ -2.2%	\$605,000	▼ -2.5%	\$625,000	\$615,000	▲ 1.6%
CONDOMINIUMS	\$550,000	\$540,000	▲ 1.9%	\$549,000	▲ 0.2%	\$570,300	\$569,000	▲ 0.2%



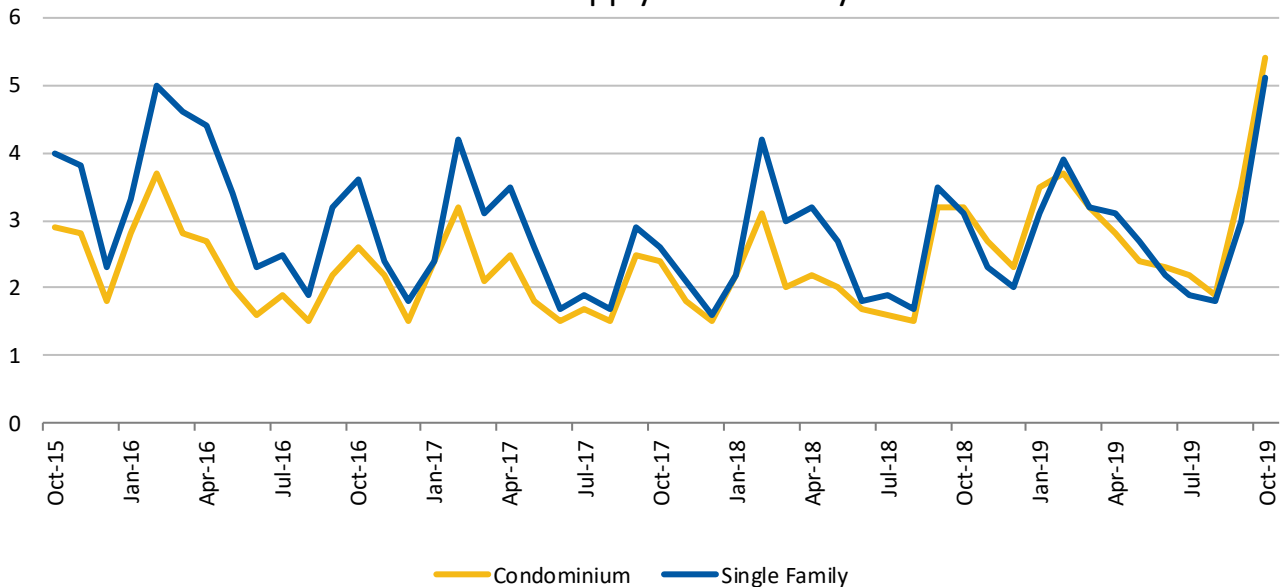
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Oct 2019	Oct 2018	Change	Sep 2019	Change
SINGLE FAMILY HOMES	Active Listings	3,412	3,374	▲ 1.1%	3,201	▲ 6.6%
	Months Supply of Inventory	5.1	3.1	▲ 64.5%	3.0	▲ 70.0%
CONDOMINIUMS	Active Listings	2,971	2,591	▲ 14.7%	2,783	▲ 6.8%
	Months Supply of Inventory	5.4	3.2	▲ 68.8%	3.5	▲ 54.3%

Active Listings

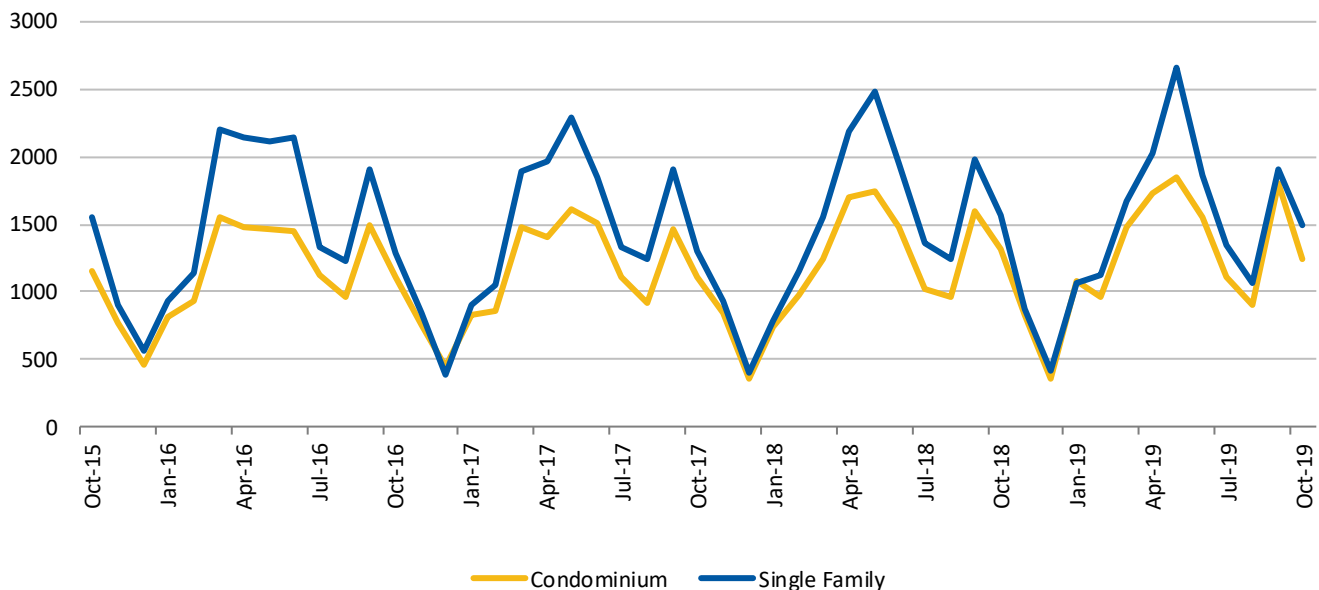
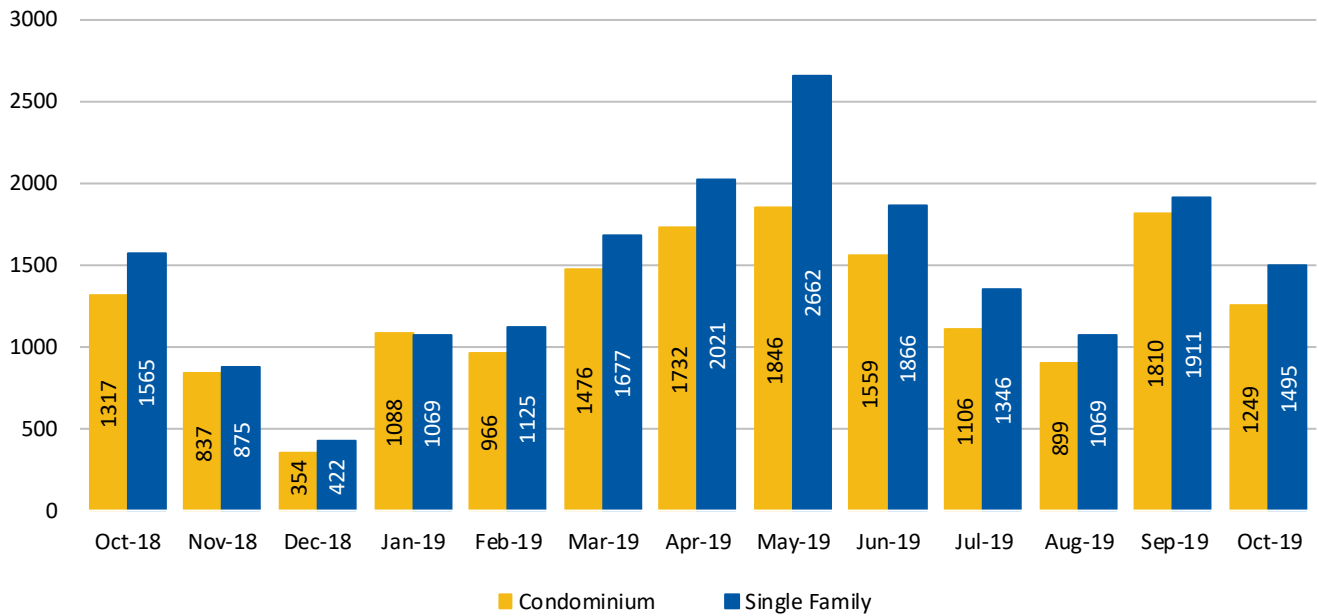


Months Supply of Inventory



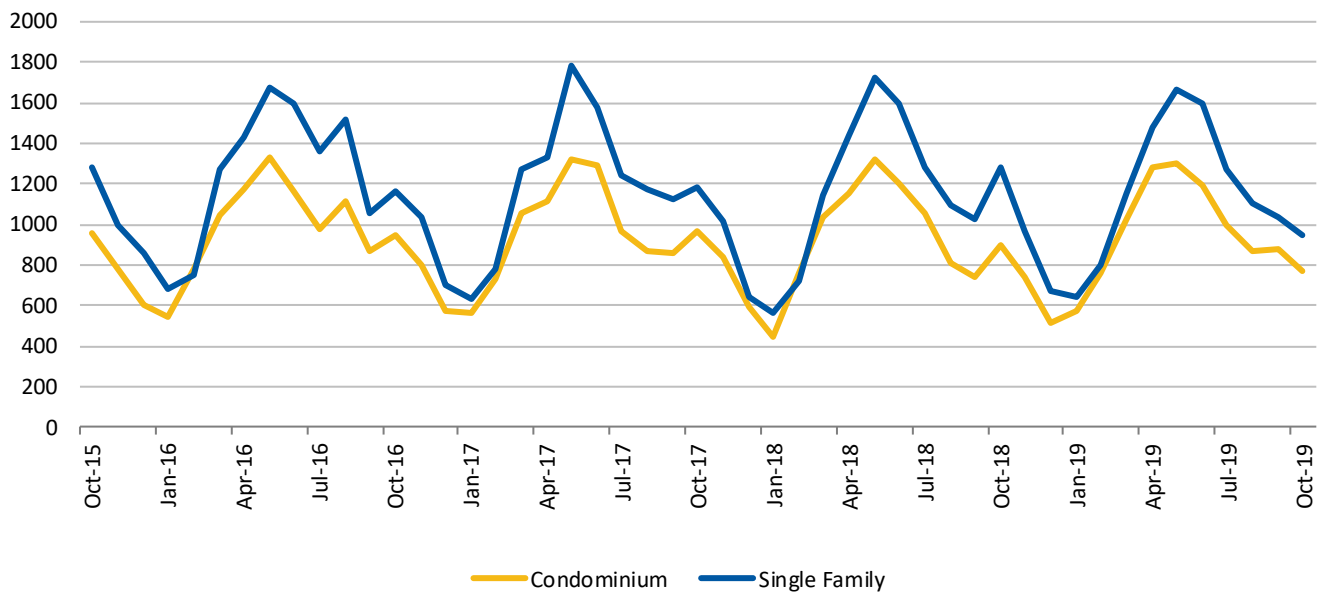
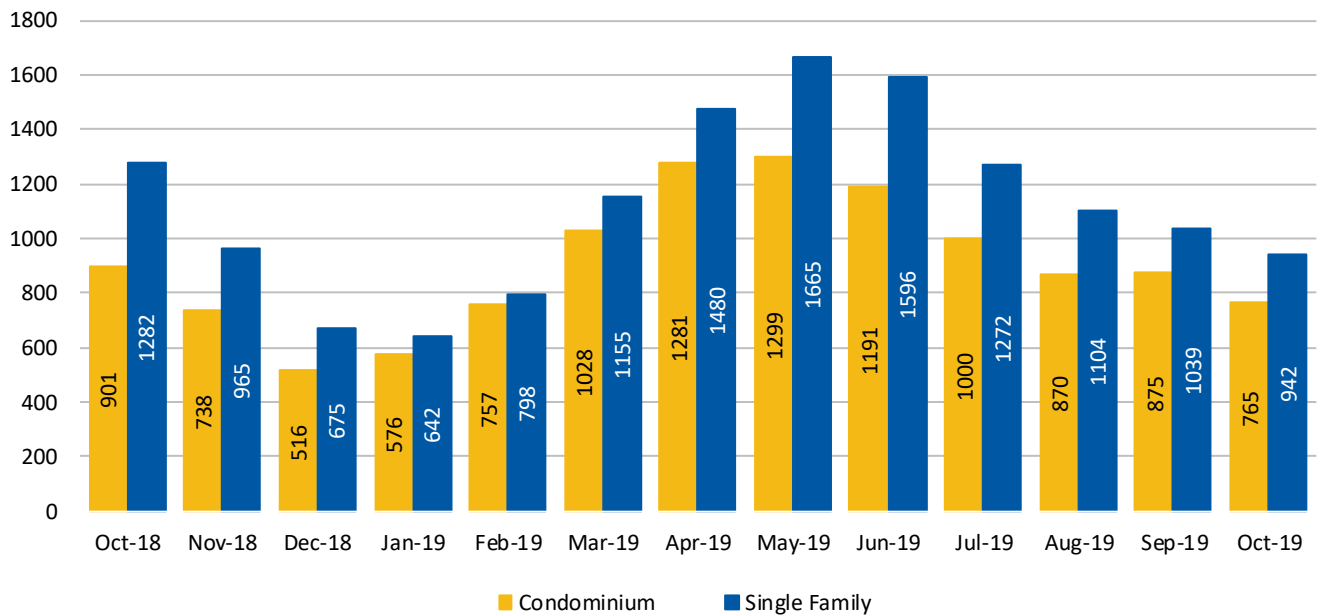
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,495	1,565	▼ -4.5%	1,911	▼ -21.8%	16,241	16,259	▼ -0.1%
CONDOMINIUMS	1,249	1,317	▼ -5.2%	1,810	▼ -31.0%	13,731	12,793	▲ 7.3%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	942	1,282	▼ -26.5%	1,039	▼ -9.3%	11,693	11,864	▼ -1.4%
CONDOMINIUMS	765	901	▼ -15.1%	875	▼ -12.6%	9,642	9,404	▲ 2.5%



CENTRAL MIDDLESEX REGION

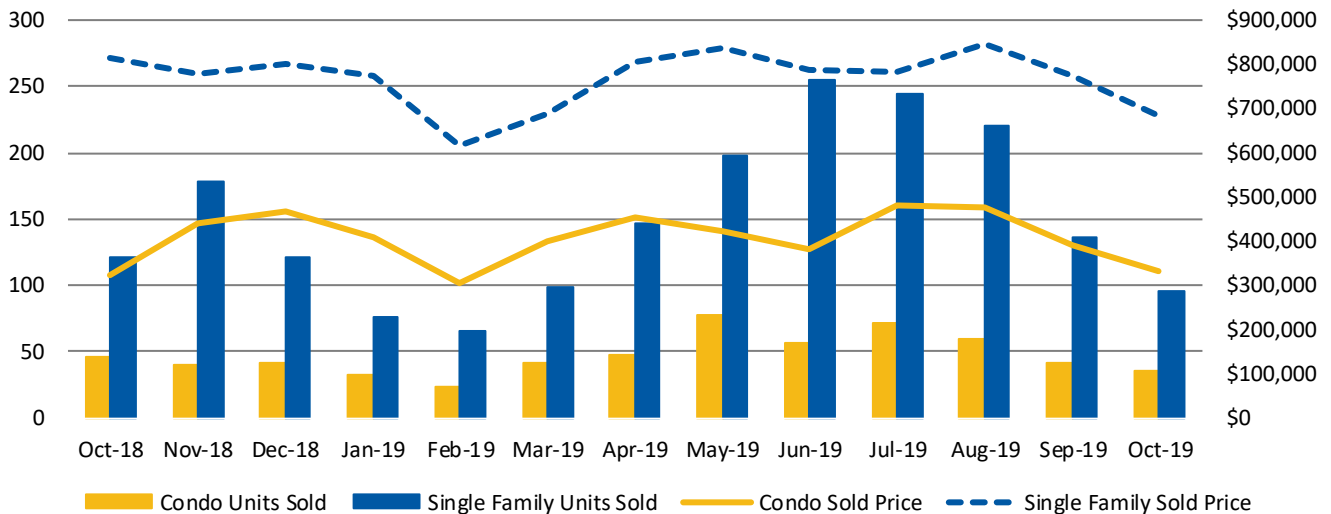
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$685,000	\$815,000	▼ -16.0%	\$774,900	▼ -11.6%	\$780,000	\$795,000	▼ -1.9%
Units Sold	95	121	▼ -21.5%	137	▼ -30.7%	1,537	1,617	▼ -4.9%
Active Listings	677	552	▲ 22.6%	670	▲ 1.0%	---	---	---
Months Supply of Inventory	7.1	4.6	▲ 54.3%	4.9	▲ 44.9%	---	---	---
New Listings	192	188	▲ 2.1%	309	▼ -37.9%	2,529	2,398	▲ 5.5%
Pending Sales	123	191	▼ -35.6%	132	▼ -6.8%	1,649	1,722	▼ -4.2%
Days to Off Market	62	58	▲ 6.9%	60	▲ 3.3%	53	50	▲ 6.0%
Sold to Original Price Ratio	96.0%	97.4%	▼ -1.4%	96.0%	■ 0.0%	97.5%	98.3%	▼ -0.8%
Price per Square Foot	\$300	\$325	▼ -7.7%	\$310	▼ -3.2%	\$316	\$323	▼ -2.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$332,500	\$322,000	▲ 3.3%	\$390,000	▼ -14.7%	\$405,250	\$392,500	▲ 3.2%
Units Sold	36	46	▼ -21.7%	42	▼ -14.3%	488	471	▲ 3.6%
Active Listings	137	146	▼ -6.2%	147	▼ -6.8%	---	---	---
Months Supply of Inventory	3.8	3.2	▲ 18.8%	3.5	▲ 8.6%	---	---	---
New Listings	50	54	▼ -7.4%	79	▼ -36.7%	655	641	▲ 2.2%
Pending Sales	49	43	▲ 14.0%	48	▲ 2.1%	506	486	▲ 4.1%
Days to Off Market	89	71	▲ 25.4%	56	▲ 58.9%	51	48	▲ 6.3%
Sold to Original Price Ratio	97.1%	98.1%	▼ -1.0%	97.9%	▼ -0.8%	99.1%	99.2%	▼ -0.1%
Price per Square Foot	\$278	\$266	▲ 4.5%	\$296	▼ -6.1%	\$281	\$265	▲ 6.0%



EASTERN MIDDLESEX REGION

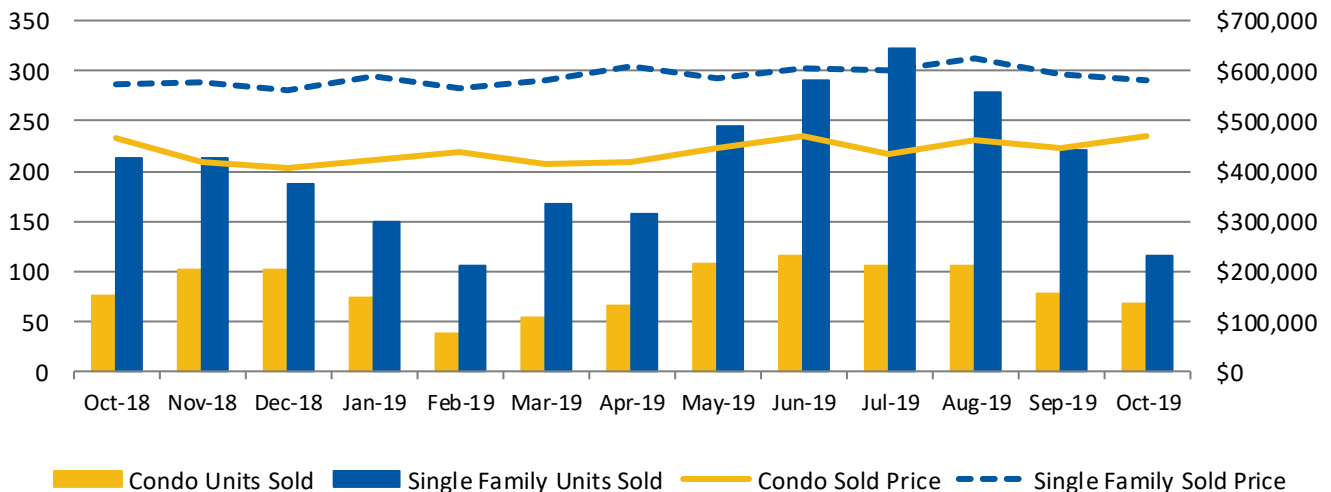
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$580,000	\$575,000	▲ 0.9%	\$595,000	▼ -2.5%	\$596,750	\$587,950	▲ 1.5%
Units Sold	115	213	▼ -46.0%	221	▼ -48.0%	2,054	1,994	▲ 3.0%
Active Listings	490	510	▼ -3.9%	421	▲ 16.4%	---	---	---
Months Supply of Inventory	4.3	2.4	▲ 79.2%	1.9	▲ 126.3%	---	---	---
New Listings	295	299	▼ -1.3%	315	▼ -6.3%	2,800	2,759	▲ 1.5%
Pending Sales	180	237	▼ -24.1%	201	▼ -10.4%	2,172	2,082	▲ 4.3%
Days to Off Market	38	34	▲ 11.8%	37	▲ 2.7%	34	31	▲ 9.7%
Sold to Original Price Ratio	100.0%	99.6%	▲ 0.4%	99.4%	▲ 0.6%	100.0%	101.5%	▼ -1.5%
Price per Square Foot	\$338	\$319	▲ 6.0%	\$329	▲ 2.7%	\$330	\$327	▲ 0.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$468,500	\$465,950	▲ 0.5%	\$445,000	▲ 5.3%	\$445,000	\$450,000	▼ -1.1%
Units Sold	67	76	▼ -11.8%	77	▼ -13.0%	807	914	▼ -11.7%
Active Listings	265	214	▲ 23.8%	201	▲ 31.8%	---	---	---
Months Supply of Inventory	4.0	2.8	▲ 42.9%	2.6	▲ 53.8%	---	---	---
New Listings	165	133	▲ 24.1%	154	▲ 7.1%	1,273	1,161	▲ 9.6%
Pending Sales	76	101	▼ -24.8%	103	▼ -26.2%	926	912	▲ 1.5%
Days to Off Market	34	31	▲ 9.7%	38	▼ -10.5%	35	30	▲ 16.7%
Sold to Original Price Ratio	99.5%	102.0%	▼ -2.5%	99.5%	■ 0.0%	99.7%	102.2%	▼ -2.4%
Price per Square Foot	\$368	\$362	▲ 1.7%	\$363	▲ 1.4%	\$369	\$363	▲ 1.7%



METRO BOSTON REGION

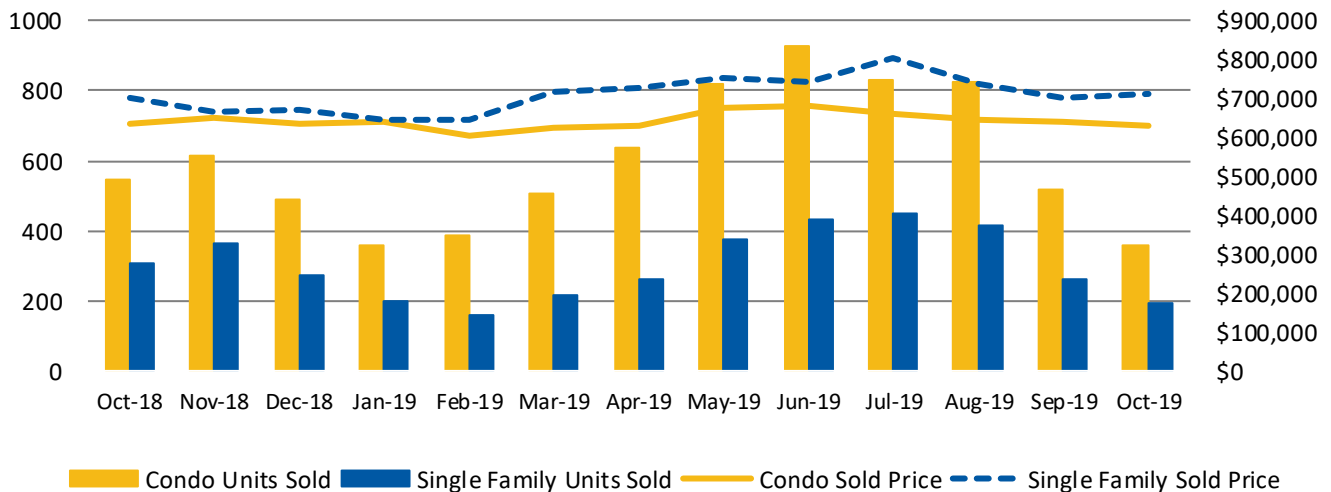
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$710,500	\$700,000	▲ 1.5%	\$700,000	▲ 1.5%	\$730,000	\$700,000	▲ 4.3%
Units Sold	194	309	▼ -37.2%	259	▼ -25.1%	2,964	3,068	▼ -3.4%
Active Listings	871	876	▼ -0.6%	801	▲ 8.7%	---	---	---
Months Supply of Inventory	4.5	2.8	▲ 60.7%	3.1	▲ 45.2%	---	---	---
New Listings	432	468	▼ -7.7%	580	▼ -25.5%	4,444	4,444	■ 0.0%
Pending Sales	261	372	▼ -29.8%	283	▼ -7.8%	3,151	3,199	▼ -1.5%
Days to Off Market	38	38	■ 0.0%	42	▼ -9.5%	38	33	▲ 15.2%
Sold to Original Price Ratio	98.2%	99.5%	▼ -1.3%	97.6%	▲ 0.6%	98.9%	100.5%	▼ -1.6%
Price per Square Foot	\$410	\$410	■ 0.0%	\$424	▼ -3.3%	\$428	\$414	▲ 3.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$631,000	\$635,000	▼ -0.6%	\$640,000	▼ -1.4%	\$650,000	\$660,000	▼ -1.5%
Units Sold	359	547	▼ -34.4%	518	▼ -30.7%	6,170	6,472	▼ -4.7%
Active Listings	2,146	1,859	▲ 15.4%	2,017	▲ 6.4%	---	---	---
Months Supply of Inventory	6.0	3.4	▲ 76.5%	3.9	▲ 53.8%	---	---	---
New Listings	868	965	▼ -10.1%	1,346	▼ -35.5%	9,802	9,150	▲ 7.1%
Pending Sales	526	631	▼ -16.6%	570	▼ -7.7%	6,688	6,539	▲ 2.3%
Days to Off Market	44	36	▲ 22.2%	46	▼ -4.3%	42	34	▲ 23.5%
Sold to Original Price Ratio	97.6%	99.3%	▼ -1.7%	98.0%	▼ -0.4%	98.8%	100.7%	▼ -1.9%
Price per Square Foot	\$673	\$672	▲ 0.1%	\$685	▼ -1.8%	\$687	\$683	▲ 0.6%



METRO WEST REGION

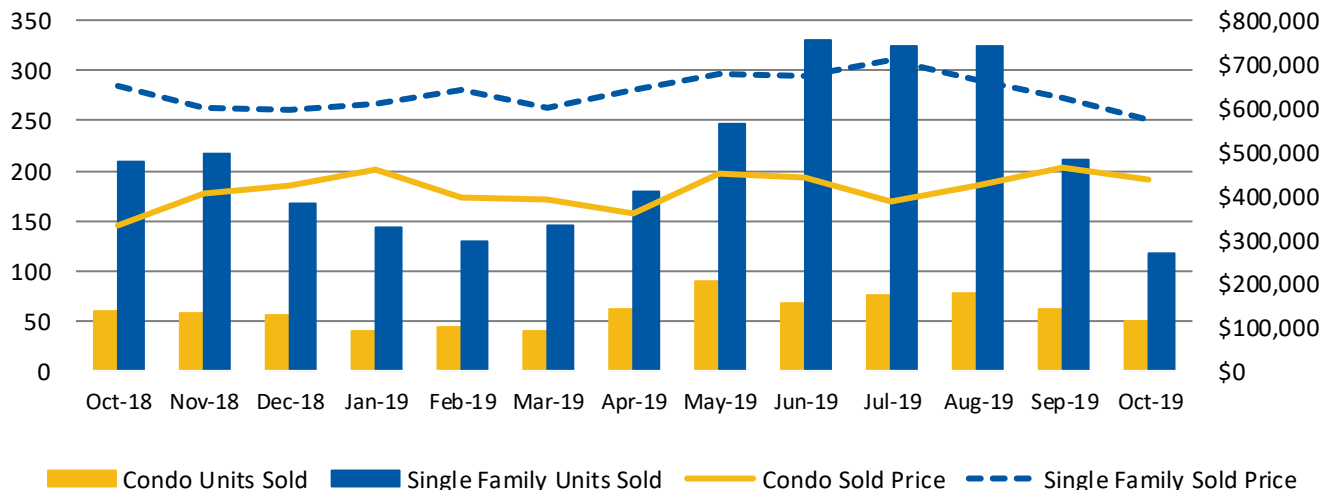
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$575,000	\$650,500	▼ -11.6%	\$622,000	▼ -7.6%	\$650,000	\$650,000	▬ 0.0%
Units Sold	117	210	▼ -44.3%	211	▼ -44.5%	2,152	2,267	▼ -5.1%
Active Listings	702	701	▲ 0.1%	680	▲ 3.2%	---	---	---
Months Supply of Inventory	6.0	3.3	▲ 81.8%	3.2	▲ 87.5%	---	---	---
New Listings	276	287	▼ -3.8%	359	▼ -23.1%	3,188	3,218	▼ -0.9%
Pending Sales	181	210	▼ -13.8%	192	▼ -5.7%	2,261	2,337	▼ -3.3%
Days to Off Market	50	56	▼ -10.7%	47	▲ 6.4%	47	43	▲ 9.3%
Sold to Original Price Ratio	97.0%	97.9%	▼ -0.9%	96.6%	▲ 0.4%	97.5%	98.8%	▼ -1.3%
Price per Square Foot	\$302	\$309	▼ -2.3%	\$300	▲ 0.7%	\$309	\$310	▼ -0.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$438,250	\$330,000	▲ 32.8%	\$463,000	▼ -5.3%	\$416,000	\$385,000	▲ 8.1%
Units Sold	50	59	▼ -15.3%	61	▼ -18.0%	604	694	▼ -13.0%
Active Listings	200	171	▲ 17.0%	198	▲ 1.0%	---	---	---
Months Supply of Inventory	4.0	2.9	▲ 37.9%	3.2	▲ 25.0%	---	---	---
New Listings	73	79	▼ -7.6%	123	▼ -40.7%	887	857	▲ 3.5%
Pending Sales	55	59	▼ -6.8%	63	▼ -12.7%	664	710	▼ -6.5%
Days to Off Market	48	41	▲ 17.1%	39	▲ 23.1%	47	41	▲ 14.6%
Sold to Original Price Ratio	101.6%	98.7%	▲ 2.9%	101.8%	▼ -0.2%	99.3%	100.3%	▼ -1.0%
Price per Square Foot	\$281	\$267	▲ 5.2%	\$289	▼ -2.8%	\$281	\$271	▲ 3.7%



SOUTHERN NORFOLK REGION

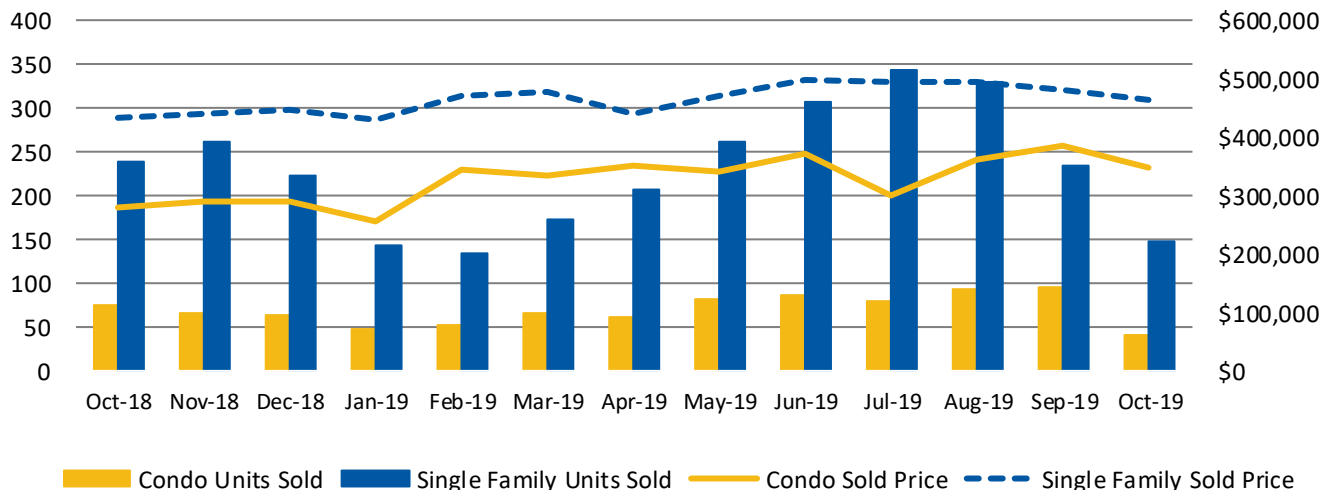
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$465,000	\$433,000	▲ 7.4%	\$480,000	▼ -3.1%	\$480,000	\$461,360	▲ 4.0%
Units Sold	148	238	▼ -37.8%	235	▼ -37.0%	2,283	2,427	▼ -5.9%
Active Listings	672	735	▼ -8.6%	629	▲ 6.8%	---	---	---
Months Supply of Inventory	4.5	3.1	▲ 45.2%	2.7	▲ 66.7%	---	---	---
New Listings	300	323	▼ -7.1%	348	▼ -13.8%	3,280	3,440	▼ -4.7%
Pending Sales	197	272	▼ -27.6%	231	▼ -14.7%	2,460	2,524	▼ -2.5%
Days to Off Market	49	46	▲ 6.5%	49	▬ 0.0%	46	41	▲ 12.2%
Sold to Original Price Ratio	97.5%	96.8%	▲ 0.7%	97.9%	▼ -0.4%	97.9%	98.6%	▼ -0.7%
Price per Square Foot	\$260	\$238	▲ 9.2%	\$259	▲ 0.4%	\$254	\$251	▲ 1.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$348,000	\$280,000	▲ 24.3%	\$386,410	▼ -9.9%	\$345,000	\$308,000	▲ 12.0%
Units Sold	41	74	▼ -44.6%	95	▼ -56.8%	702	721	▼ -2.6%
Active Listings	223	201	▲ 10.9%	220	▲ 1.4%	---	---	---
Months Supply of Inventory	5.4	2.7	▲ 100.0%	2.3	▲ 134.8%	---	---	---
New Listings	93	86	▲ 8.1%	108	▼ -13.9%	1,114	984	▲ 13.2%
Pending Sales	59	67	▼ -11.9%	91	▼ -35.2%	858	757	▲ 13.3%
Days to Off Market	48	47	▲ 2.1%	52	▼ -7.7%	45	39	▲ 15.4%
Sold to Original Price Ratio	98.2%	98.7%	▼ -0.5%	99.0%	▼ -0.8%	99.4%	99.7%	▼ -0.3%
Price per Square Foot	\$238	\$235	▲ 1.3%	\$288	▼ -17.4%	\$247	\$226	▲ 9.3%



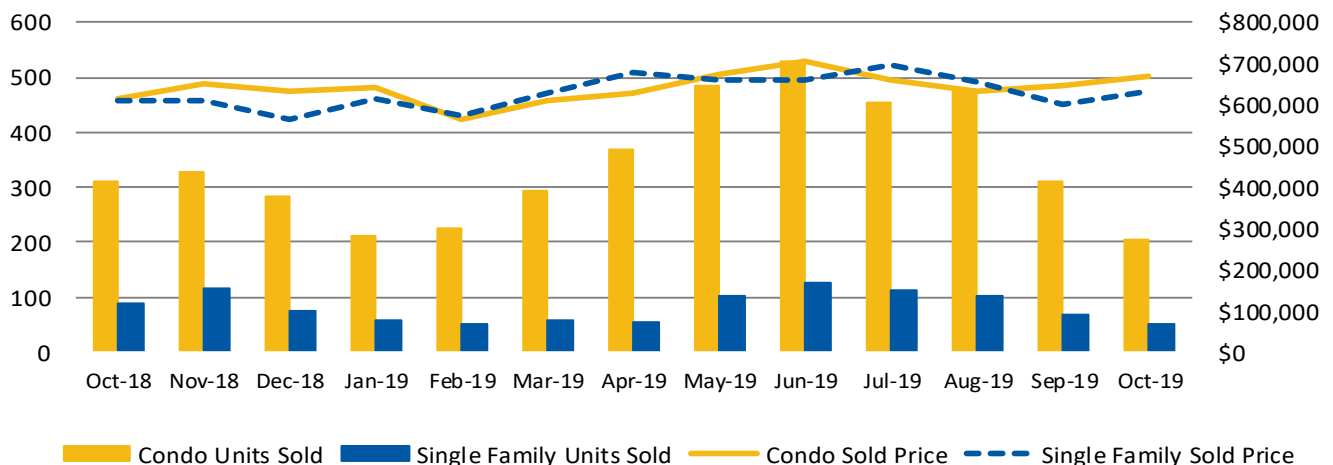
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$635,000	\$610,000	▲ 4.1%	\$599,900	▲ 5.9%	\$650,000	\$620,000	▲ 4.8%
Units Sold	51	88	▼ -42.0%	67	▼ -23.9%	781	840	▼ -7.0%
Active Listings	208	272	▼ -23.5%	202	▲ 3.0%	---	---	---
Months Supply of Inventory	4.1	3.1	▲ 32.3%	3.0	▲ 36.7%	---	---	---
New Listings	112	162	▼ -30.9%	149	▼ -24.8%	1,156	1,244	▼ -7.1%
Pending Sales	75	111	▼ -32.4%	69	▲ 8.7%	829	876	▼ -5.4%
Days to Off Market	37	32	▲ 15.6%	46	▼ -19.6%	39	34	▲ 14.7%
Sold to Original Price Ratio	99.3%	99.6%	▼ -0.3%	97.2%	▲ 2.2%	99.1%	100.5%	▼ -1.4%
Price per Square Foot	\$416	\$391	▲ 6.4%	\$458	▼ -9.2%	\$447	\$418	▲ 6.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$667,500	\$615,000	▲ 8.5%	\$645,000	▲ 3.5%	\$649,000	\$665,000	▼ -2.4%
Units Sold	206	310	▼ -33.5%	312	▼ -34.0%	3,566	3,967	▼ -10.1%
Active Listings	1,439	1,285	▲ 12.0%	1,332	▲ 8.0%	---	---	---
Months Supply of Inventory	7.0	4.1	▲ 70.7%	4.3	▲ 62.8%	---	---	---
New Listings	551	619	▼ -11.0%	832	▼ -33.8%	5,936	5,659	▲ 4.9%
Pending Sales	309	347	▼ -11.0%	335	▼ -7.8%	3,903	3,918	▼ -0.4%
Days to Off Market	45	39	▲ 15.4%	50	▼ -10.0%	45	38	▲ 18.4%
Sold to Original Price Ratio	96.7%	98.6%	▼ -1.9%	97.2%	▼ -0.5%	98.1%	100.0%	▼ -1.9%
Price per Square Foot	\$773	\$766	▲ 0.9%	\$763	▲ 1.3%	\$774	\$762	▲ 1.6%



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		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$724,000	\$689,000	▲ 5.1%	\$732,500	▼ -1.2%	\$725,000	\$696,500	▲ 4.1%
Units Sold	78	161	▼ -51.6%	126	▼ -38.1%	1,161	1,317	▼ -11.8%
Active Listings	312	408	▼ -23.5%	316	▼ -1.3%	---	---	---
Months Supply of Inventory	4.0	2.5	▲ 60.0%	2.5	▲ 60.0%	---	---	---
New Listings	170	230	▼ -26.1%	224	▼ -24.1%	1,828	1,987	▼ -8.0%
Pending Sales	123	155	▼ -20.6%	118	▲ 4.2%	1,256	1,360	▼ -7.6%
Days to Off Market	37	30	▲ 23.3%	39	▼ -5.1%	37	34	▲ 8.8%
Sold to Original Price Ratio	98.2%	98.9%	▼ -0.7%	99.0%	▼ -0.8%	98.6%	100.9%	▼ -2.3%
Price per Square Foot	\$310	\$308	▲ 0.6%	\$297	▲ 4.4%	\$305	\$306	▼ -0.3%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$887,500	\$835,000	▲ 6.3%	\$895,000	▼ -0.8%	\$870,000	\$835,000	▲ 4.2%
Units Sold	36	59	▼ -39.0%	31	▲ 16.1%	437	493	▼ -11.4%
Active Listings	132	183	▼ -27.9%	139	▼ -5.0%	---	---	---
Months Supply of Inventory	3.7	3.1	▲ 19.4%	4.5	▼ -17.8%	---	---	---
New Listings	48	73	▼ -34.2%	76	▼ -36.8%	735	784	▼ -6.3%
Pending Sales	38	50	▼ -24.0%	51	▼ -25.5%	472	493	▼ -4.3%
Days to Off Market	57	33	▲ 72.7%	50	▲ 14.0%	46	39	▲ 17.9%
Sold to Original Price Ratio	96.3%	97.0%	▼ -0.7%	95.6%	▲ 0.7%	96.8%	99.1%	▼ -2.3%
Price per Square Foot	\$282	\$320	▼ -11.9%	\$295	▼ -4.4%	\$307	\$302	▲ 1.7%

4 Family Homes

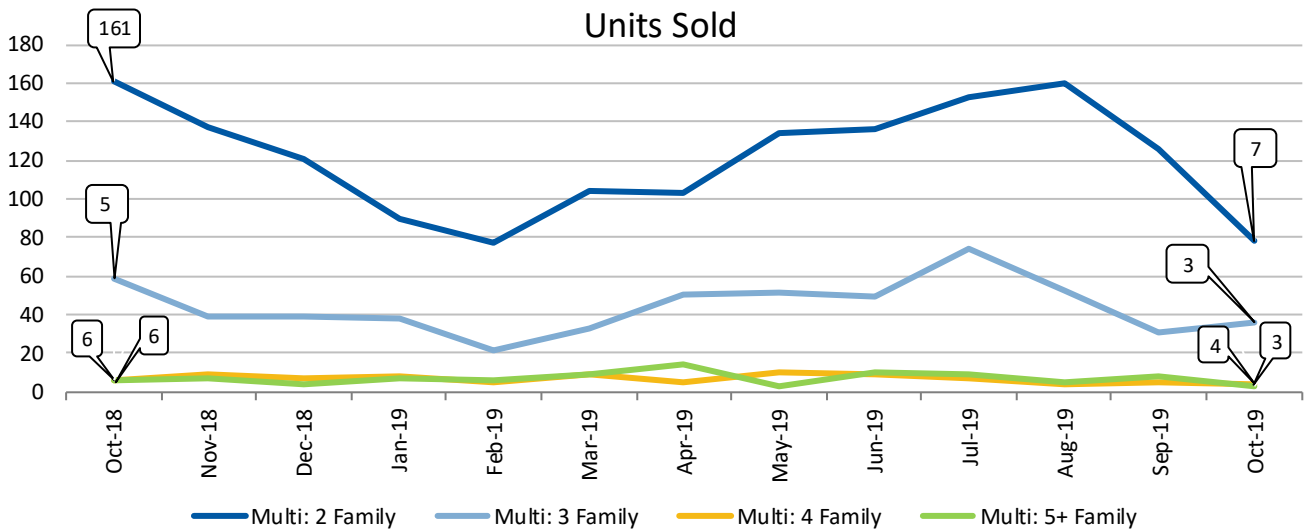
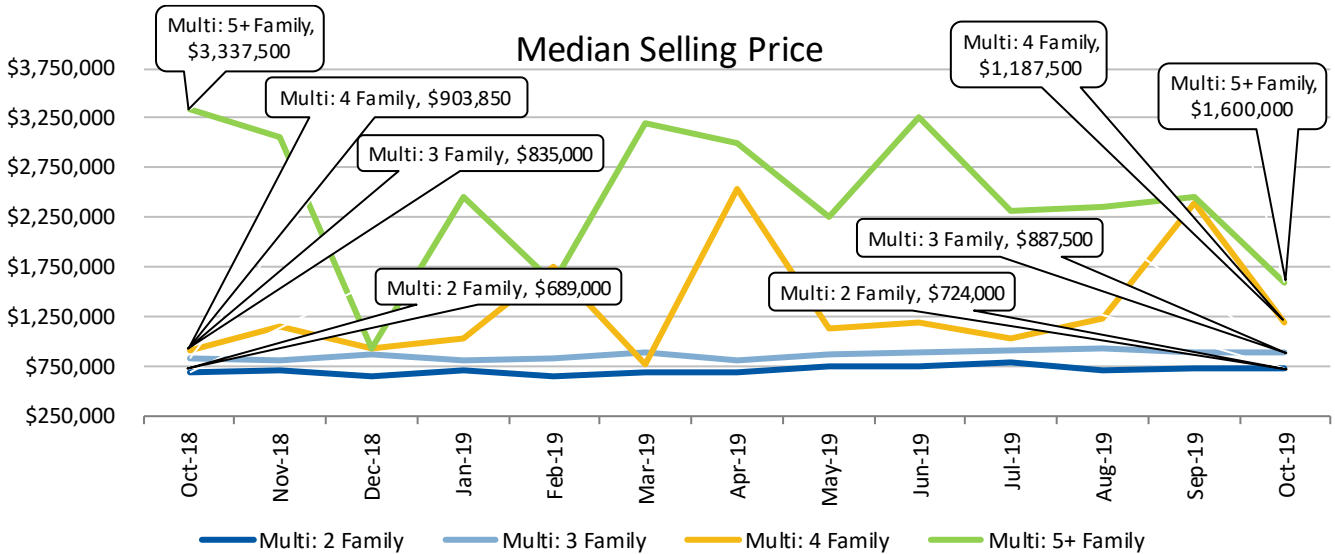
	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$1,187,500	\$903,850	▲ 31.4%	\$2,398,000	▼ -50.5%	\$1,147,500	\$920,000	▲ 24.7%
Units Sold	4	6	▼ -33.3%	5	▼ -20.0%	66	61	▲ 8.2%
Active Listings	29	41	▼ -29.3%	23	▲ 26.1%	---	---	---
Months Supply of Inventory	7.3	6.8	▲ 7.4%	4.6	▲ 58.7%	---	---	---
New Listings	15	12	▲ 25.0%	12	▲ 25.0%	121	131	▼ -7.6%
Pending Sales	6	8	▼ -25.0%	8	▼ -25.0%	72	66	▲ 9.1%
Days to Off Market	28	48	▼ -41.7%	30	▼ -6.7%	41	43	▼ -4.7%
Sold to Original Price Ratio	92.0%	93.7%	▼ -1.8%	86.4%	▲ 6.5%	94.1%	96.2%	▼ -2.2%
Price per Square Foot	\$359	\$278	▲ 29.1%	\$495	▼ -27.5%	\$382	\$319	▲ 19.7%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

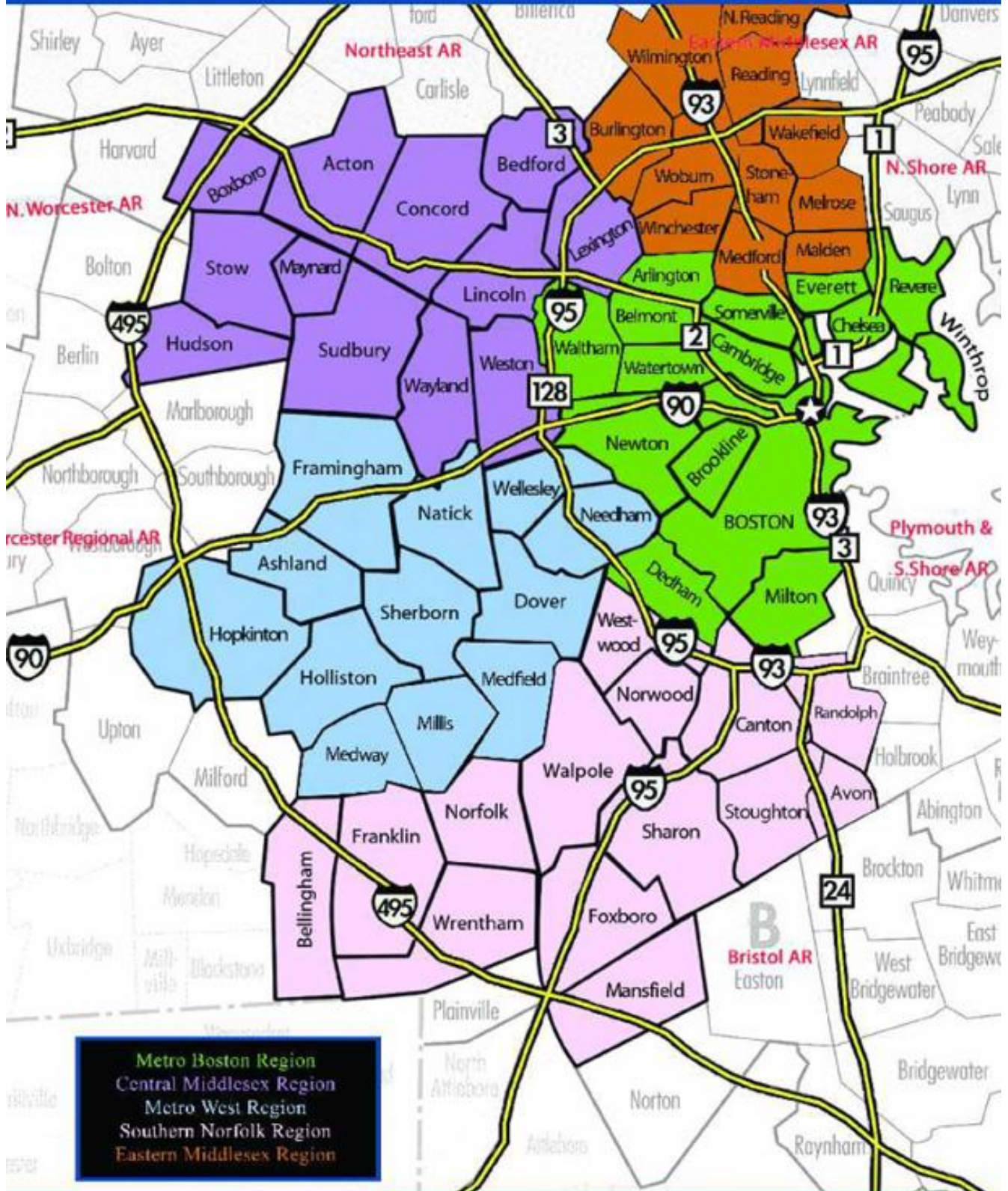
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2019	Oct 2018	Change	Sep 2019	Change	2019	2018	Change
Median Selling Price	\$1,600,000	\$3,337,500	▼ -52.1%	\$2,450,000	▼ -34.7%	\$2,373,000	\$1,812,500	▲ 30.9%
Units Sold	3	6	▼ -50.0%	8	▼ -62.5%	74	71	▲ 4.2%
Active Listings	46	51	▼ -9.8%	37	▲ 24.3%	---	---	---
Months Supply of Inventory	15.3	8.5	▲ 80.0%	4.6	▲ 232.6%	---	---	---
New Listings	15	26	▼ -42.3%	12	▲ 25.0%	145	149	▼ -2.7%
Pending Sales	3	7	▼ -57.1%	7	▼ -57.1%	80	71	▲ 12.7%
Days to Off Market	99	23	▲ 330.4%	61	▲ 62.3%	59	46	▲ 28.3%
Sold to Original Price Ratio	90.7%	89.0%	▲ 1.9%	82.6%	▲ 9.8%	92.9%	99.8%	▼ -6.9%
Price per Square Foot	\$329	\$502	▼ -34.5%	\$376	▼ -12.5%	\$471	\$453	▲ 4.0%



GBAR JURISDICTIONAL AREA

Greater Boston Association of REALTORS® Regional Map



GLOSSARY

Days to Off Market is the Average number of days between when a property is listed and the off market date when an offer is accepted.

Active Listings is the number of Active properties available for sale at the end of the month.

Median Selling Price is the mid-point where the price for half of the sales are higher and half are lower. Median is preferred to average as it better accounts for outliers at the high or low end of the price range.

Months Supply of Inventory (MSI), also known as Absorption, is the number of months it would take to sell through the units available for sale at the current monthly sales rate. The National Association of REALTORS® describes a balanced market as between 5 and 7 months supply of inventory (MSI).

New Listings is the number of properties listed in a given month or time period.

Pending Sales is the number of properties newly under contract in a given month or time period.

Price per Square Foot is the average of the sold price divided by the square feet of the property.

Sale Price to Original Price Ratio is the average of the Sales Price divided by the Original List Price, and expressed as a percentage.

Units Sold is the number of properties which actually Sold within a given month or time period.

USAGE & DISCLAIMERS

Members of the Greater Boston Association of REALTORS® are authorized to reproduce and redistribute this copyrighted report or sections within in any format, including electronic or hard copy distribution. No other reprint or distribution of this report is granted unless specifically approved in writing by the GBAR, and all logos, graphics, or copyright information must not be removed or edited in any way.

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.