

MONTHLY MARKET INSIGHT REPORT

SEPTEMBER 2019

Detached Single-Family Homes

The 1,060 homes sold this month was the eighth highest sales total for the month, and was a 6.5 percent increase in sales volume from the September 2018 sales total of 995. Additionally, the median sales price reached a new record high price for the month of September at \$605,000 which is a 1.7 percent increase on the September 2018 median sales price of \$595,000.

Condominiums

With 790 condos sold in September, it was the eleventh most active September on record in Greater Boston as the market experienced a 3.4 percent increase in sales volume from the 764 units sold in September 2018. The median sales price for condo declined 4.1 percent from \$572,500 in September 2018 to \$549,000 in 2019.

Multi-Family Homes

This month, 167 multi-family homes were sold in Greater Boston, which reflects a 16.9 percent decrease in sales from the 201 units sold in September 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

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Data thru 10/10/2019

GREATER BOSTON MARKET SUMMARY

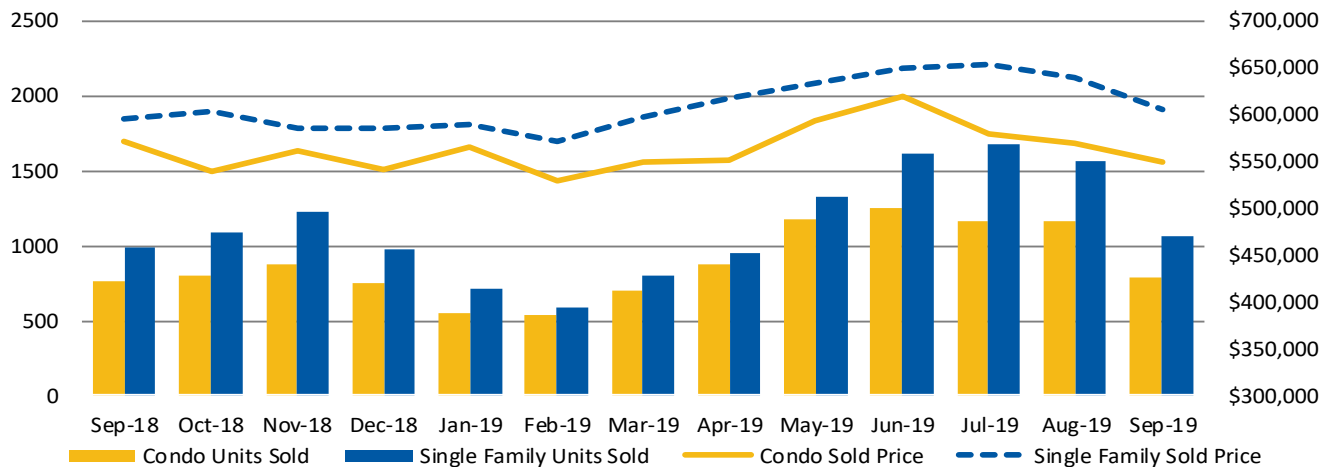
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$605,000	\$595,000	▲ 1.7%	\$640,000	▼ -5.5%	\$627,000	\$617,413	▲ 1.6%
Units Sold	1,060	995	▲ 6.5%	1,567	▼ -32.4%	10,316	10,282	▲ 0.3%
Active Listings	3,085	3,482	▼ -11.4%	2,691	▲ 14.6%	---	---	---
Months Supply of Inventory	2.9	3.5	▼ -17.1%	1.7	▲ 70.6%	---	---	---
New Listings	1,911	1,976	▼ -3.3%	1,071	▲ 78.4%	14,749	14,694	▲ 0.4%
Pending Sales	1,070	1,023	▲ 4.6%	1,117	▼ -4.2%	10,805	10,582	▲ 2.1%
Days to Off Market	46	41	▲ 12.2%	48	▼ -4.2%	43	38	▲ 13.2%
Sold to Original Price Ratio	97.6%	98.5%	▼ -0.9%	98.1%	▼ -0.5%	98.5%	99.8%	▼ -1.3%
Price per Square Foot	\$329	\$315	▲ 4.4%	\$332	▼ -0.9%	\$335	\$331	▲ 1.2%

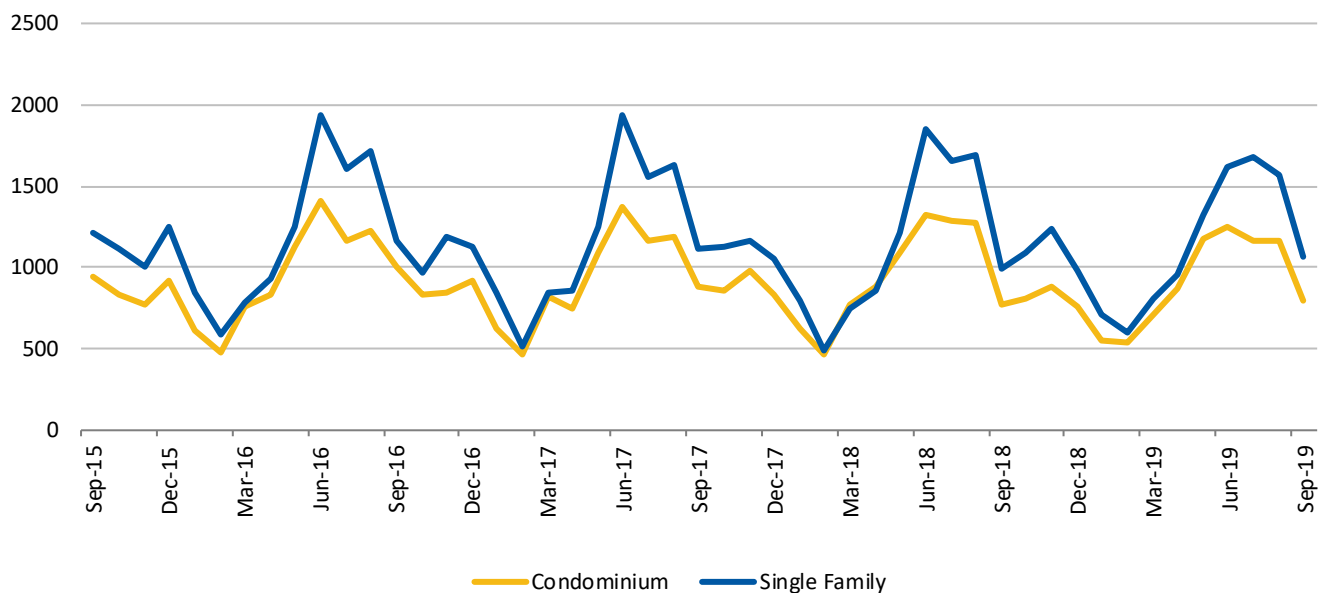
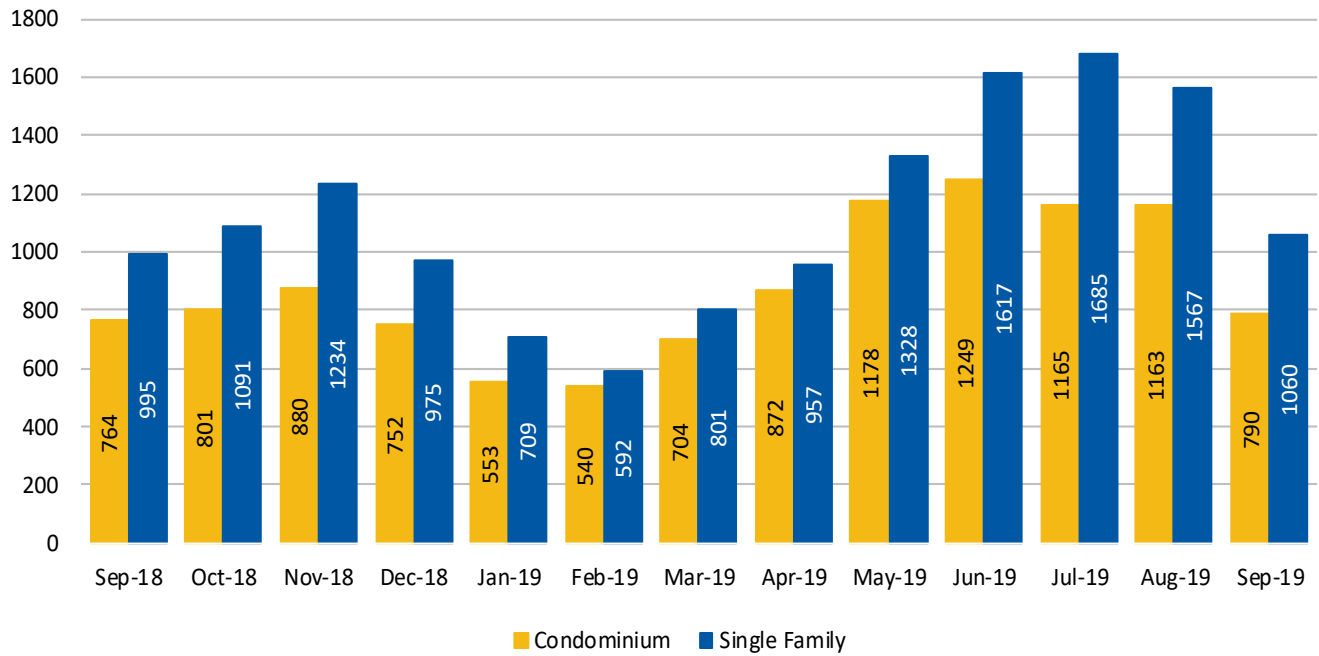
Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$549,000	\$572,500	▼ -4.1%	\$569,000	▼ -3.5%	\$573,700	\$570,000	▲ 0.6%
Units Sold	790	764	▲ 3.4%	1,163	▼ -32.1%	8,214	8,459	▼ -2.9%
Active Listings	2,683	2,469	▲ 8.7%	2,198	▲ 22.1%	---	---	---
Months Supply of Inventory	3.4	3.2	▲ 6.3%	1.9	▲ 78.9%	---	---	---
New Listings	1,808	1,603	▲ 12.8%	901	▲ 100.7%	12,481	11,476	▲ 8.8%
Pending Sales	900	739	▲ 21.8%	871	▲ 3.3%	8,909	8,503	▲ 4.8%
Days to Off Market	46	37	▲ 24.3%	47	▼ -2.1%	42	35	▲ 20.0%
Sold to Original Price Ratio	98.6%	99.3%	▼ -0.7%	98.9%	▼ -0.3%	99.1%	100.8%	▼ -1.7%
Price per Square Foot	\$555	\$563	▼ -1.4%	\$575	▼ -3.5%	\$574	\$564	▲ 1.8%



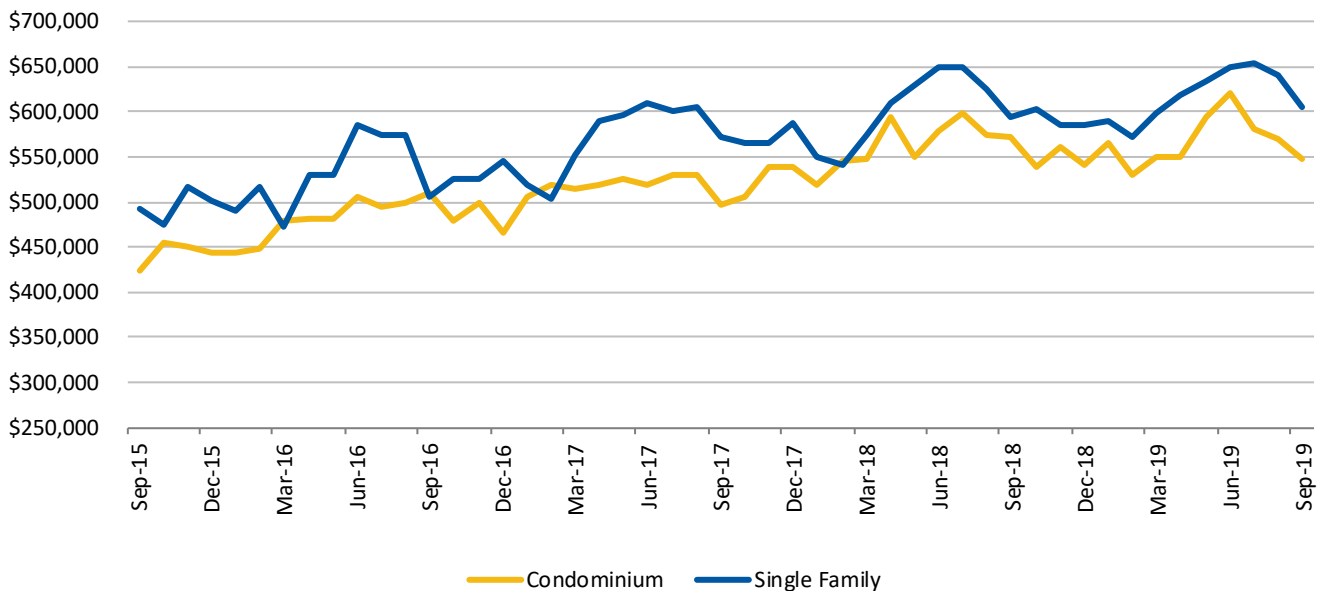
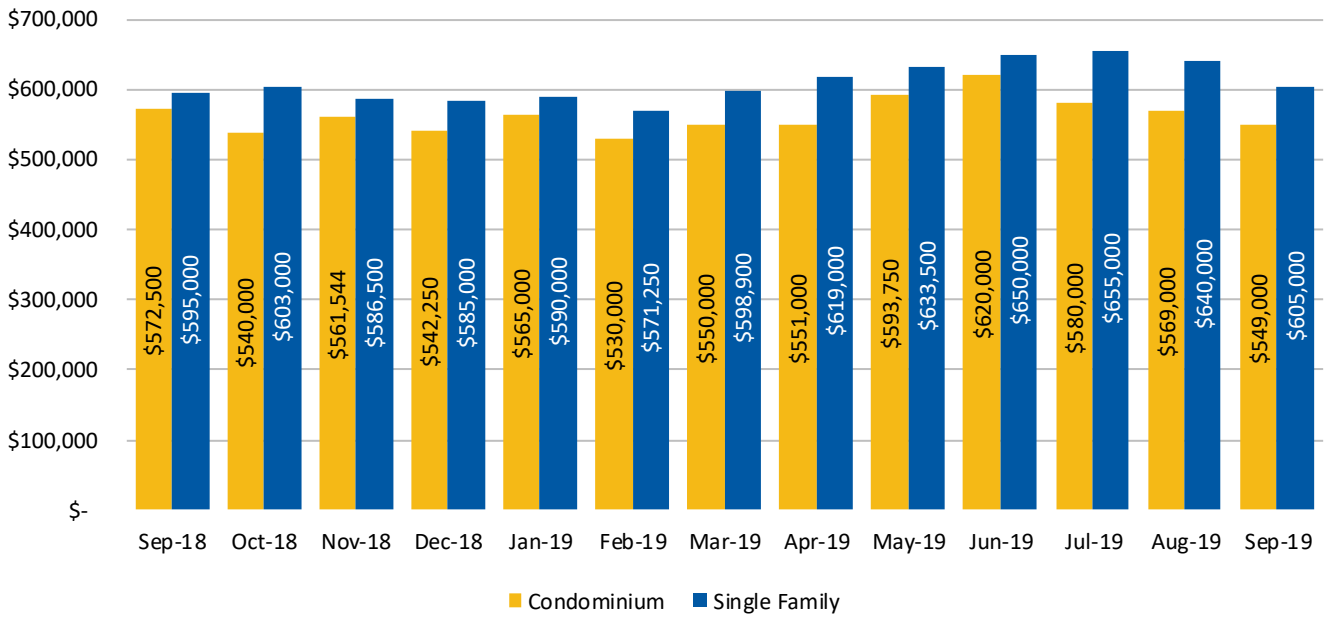
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,060	995	▲ 6.5%	1,567	▼ -32.4%	10,316	10,282	▲ 0.3%
CONDOMINIUMS	790	764	▲ 3.4%	1,163	▼ -32.1%	8,214	8,459	▼ -2.9%



MEDIAN SELLING PRICE

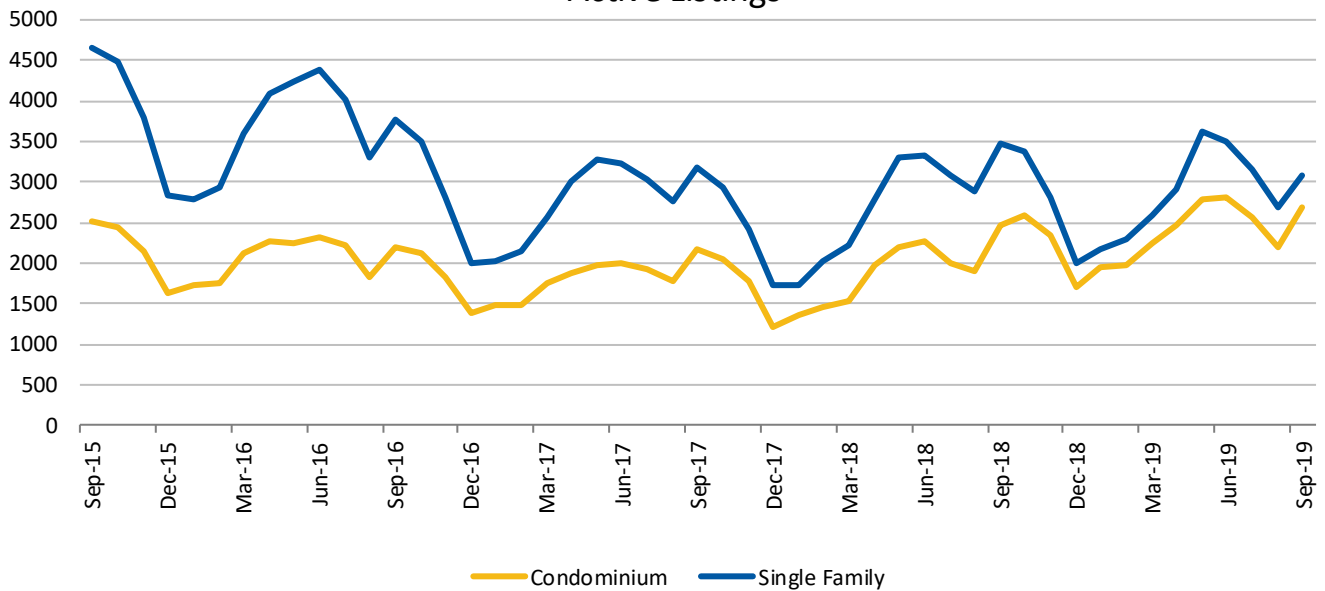
	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	\$605,000	\$595,000	▲ 1.7%	\$640,000	▼ -5.5%	\$627,000	\$617,413	▲ 1.6%
CONDOMINIUMS	\$549,000	\$572,500	▼ -4.1%	\$569,000	▼ -3.5%	\$573,700	\$570,000	▲ 0.6%



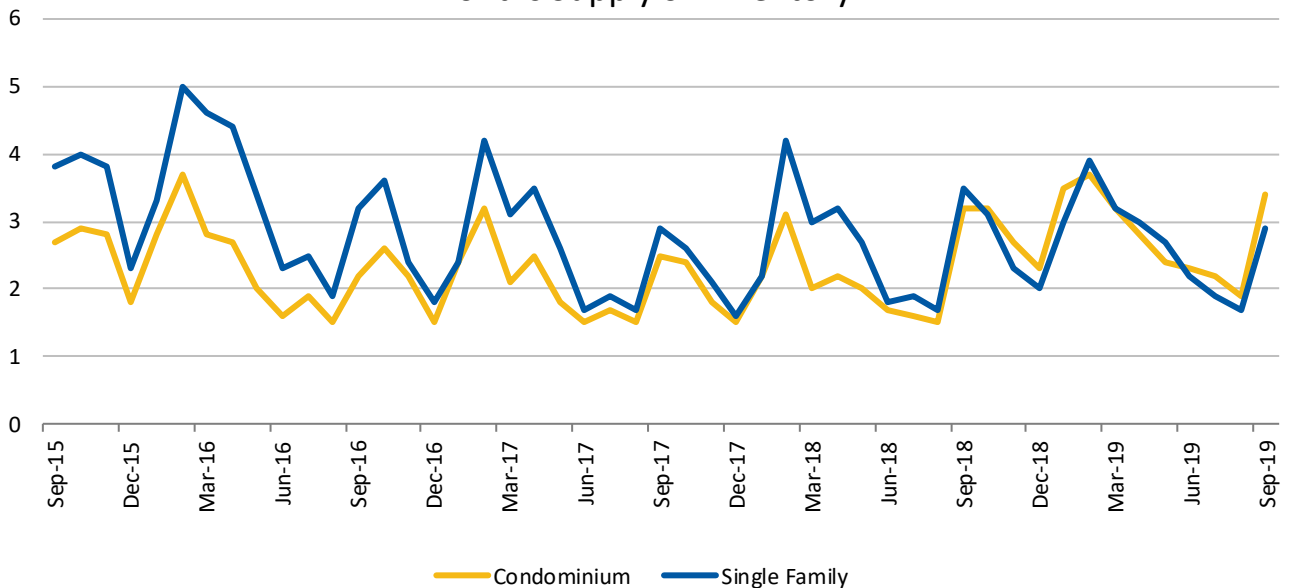
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Sep 2019	Sep 2018	Change	Aug 2019	Change
SINGLE FAMILY HOMES	Active Listings	3,085	3,482	▼ -11.4%	2,691	▲ 14.6%
	Months Supply of Inventory	2.9	3.5	▼ -17.1%	1.7	▲ 70.6%
CONDOMINIUMS	Active Listings	2,683	2,469	▲ 8.7%	2,198	▲ 22.1%
	Months Supply of Inventory	3.4	3.2	▲ 6.3%	1.9	▲ 78.9%

Active Listings

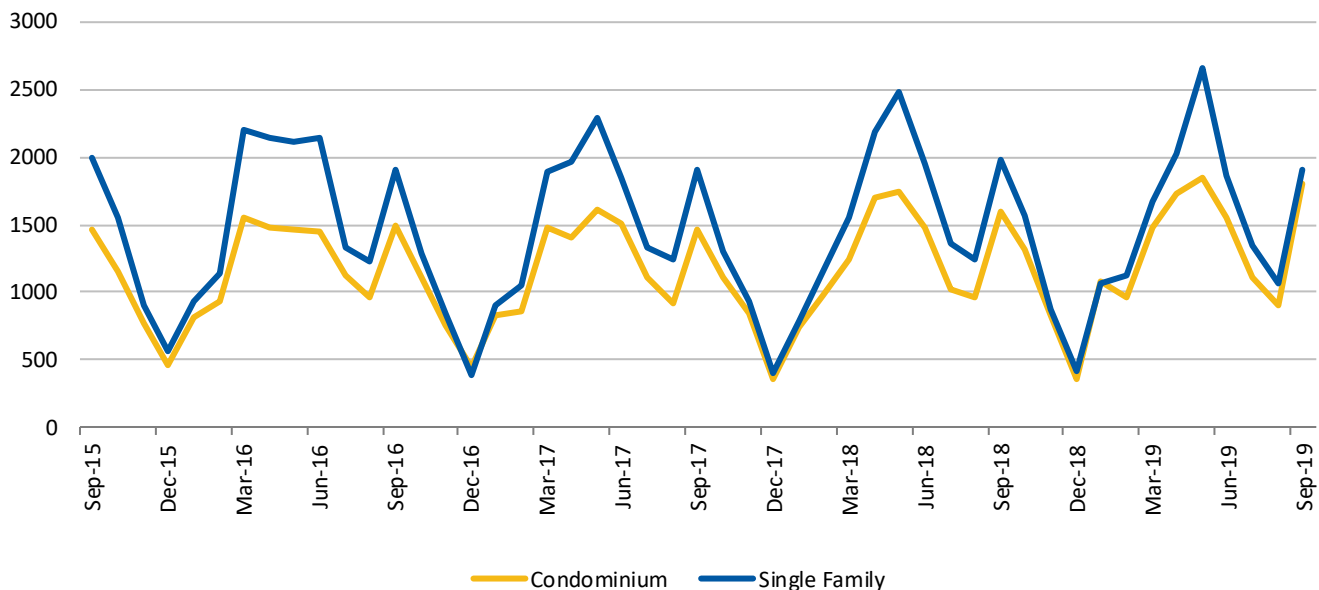
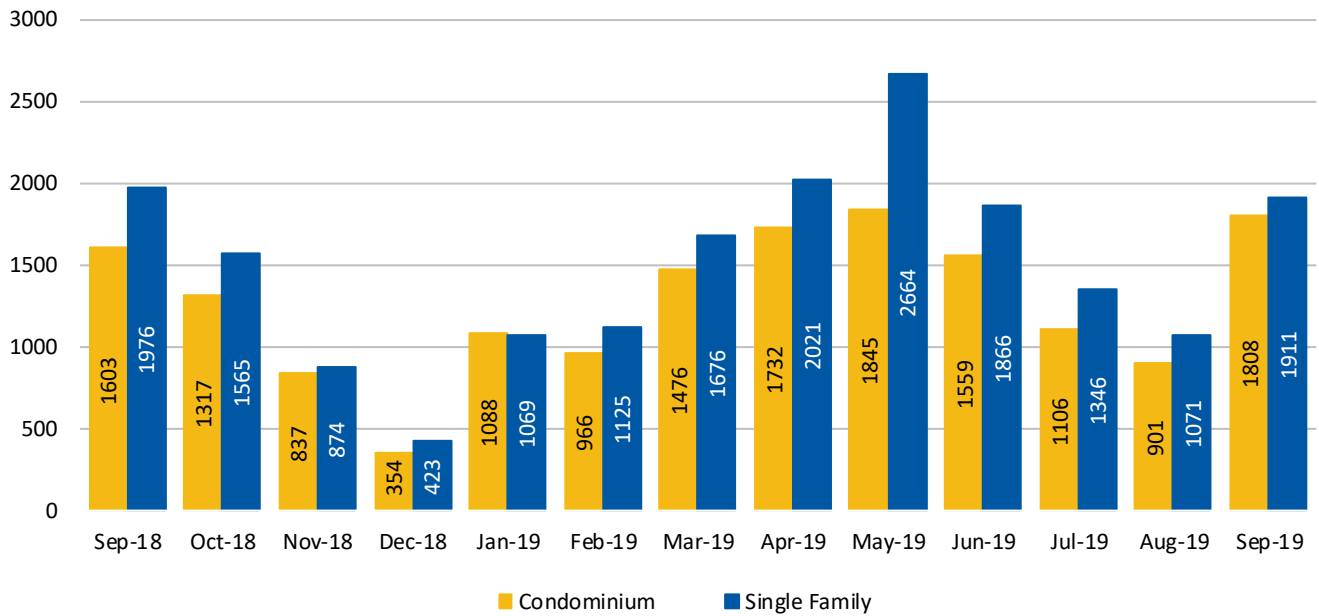


Months Supply of Inventory



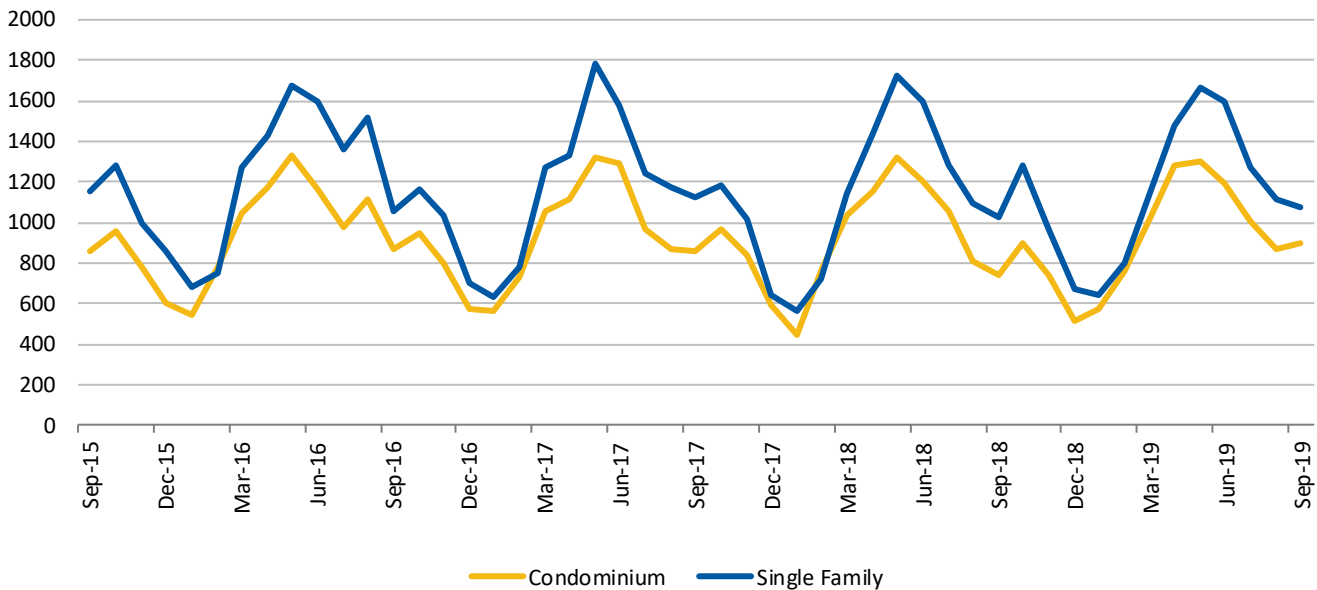
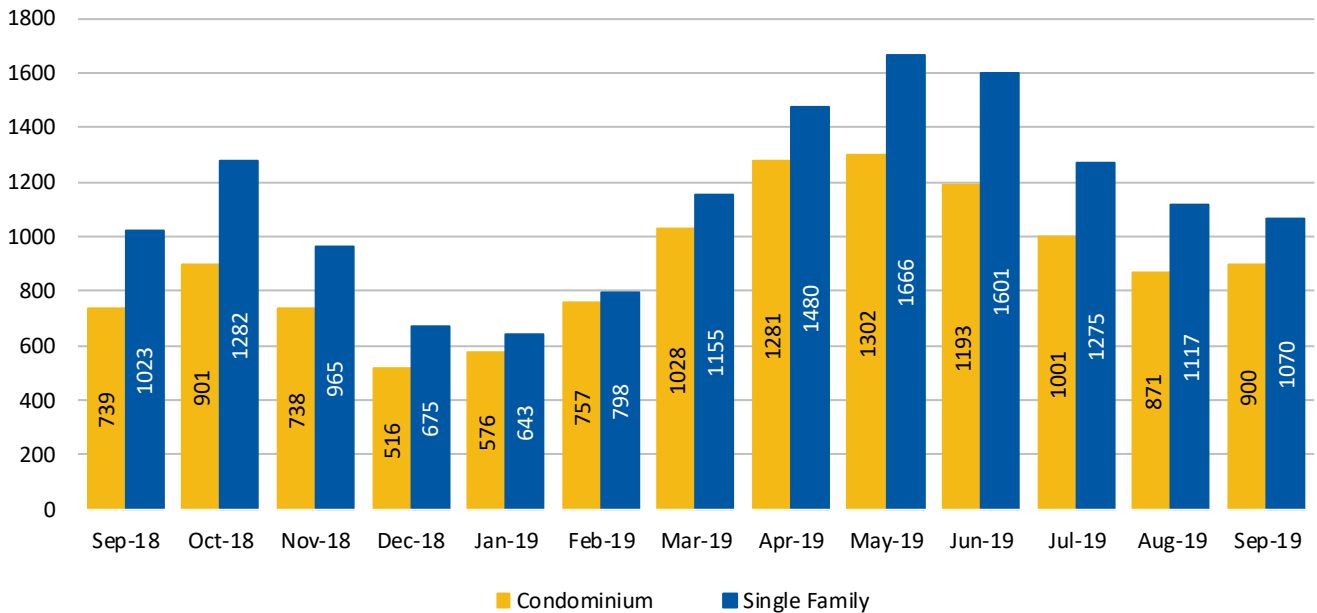
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,911	1,976	▼ -3.3%	1,071	▲ 78.4%	14,749	14,694	▲ 0.4%
CONDOMINIUMS	1,808	1,603	▲ 12.8%	901	▲ 100.7%	12,481	11,476	▲ 8.8%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,070	1,023	▲ 4.6%	1,117	▼ -4.2%	10,805	10,582	▲ 2.1%
CONDOMINIUMS	900	739	▲ 21.8%	871	▲ 3.3%	8,909	8,503	▲ 4.8%



CENTRAL MIDDLESEX REGION

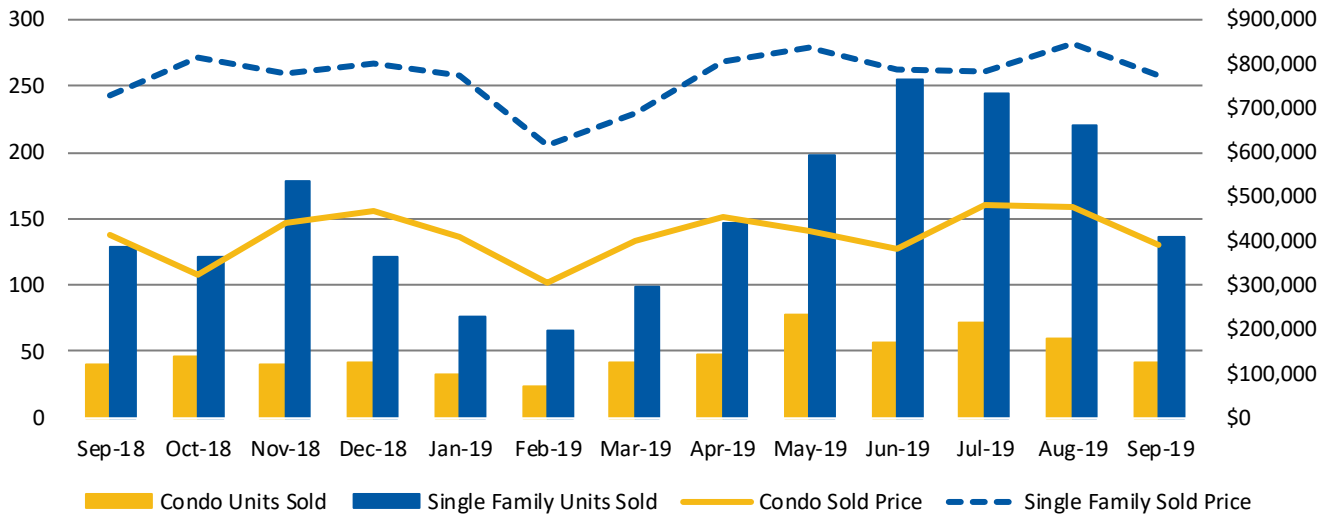
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$774,900	\$730,000	▲ 6.2%	\$848,750	▼ -8.7%	\$785,000	\$790,500	▼ -0.7%
Units Sold	137	129	▲ 6.2%	220	▼ -37.7%	1,442	1,496	▼ -3.6%
Active Listings	655	611	▲ 7.2%	562	▲ 16.5%	---	---	---
Months Supply of Inventory	4.8	4.7	▲ 2.1%	2.6	▲ 84.6%	---	---	---
New Listings	309	284	▲ 8.8%	146	▲ 111.6%	2,337	2,210	▲ 5.7%
Pending Sales	135	122	▲ 10.7%	153	▼ -11.8%	1,534	1,531	▲ 0.2%
Days to Off Market	60	50	▲ 20.0%	61	▼ -1.6%	52	49	▲ 6.1%
Sold to Original Price Ratio	96.0%	96.6%	▼ -0.6%	96.6%	▼ -0.6%	97.6%	98.4%	▼ -0.8%
Price per Square Foot	\$310	\$307	▲ 1.0%	\$325	▼ -4.6%	\$317	\$323	▼ -1.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$390,000	\$412,500	▼ -5.5%	\$475,000	▼ -17.9%	\$415,500	\$399,900	▲ 3.9%
Units Sold	42	40	▲ 5.0%	59	▼ -28.8%	452	425	▲ 6.4%
Active Listings	145	145	■ 0.0%	129	▲ 12.4%	---	---	---
Months Supply of Inventory	3.5	3.6	▼ -2.8%	2.2	▲ 59.1%	---	---	---
New Listings	79	80	▼ -1.3%	50	▲ 58.0%	606	587	▲ 3.2%
Pending Sales	50	44	▲ 13.6%	37	▲ 35.1%	459	443	▲ 3.6%
Days to Off Market	55	46	▲ 19.6%	60	▼ -8.3%	47	45	▲ 4.4%
Sold to Original Price Ratio	97.9%	98.0%	▼ -0.1%	99.2%	▼ -1.3%	99.2%	99.3%	▼ -0.1%
Price per Square Foot	\$296	\$291	▲ 1.7%	\$282	▲ 5.0%	\$281	\$265	▲ 6.0%



EASTERN MIDDLESEX REGION

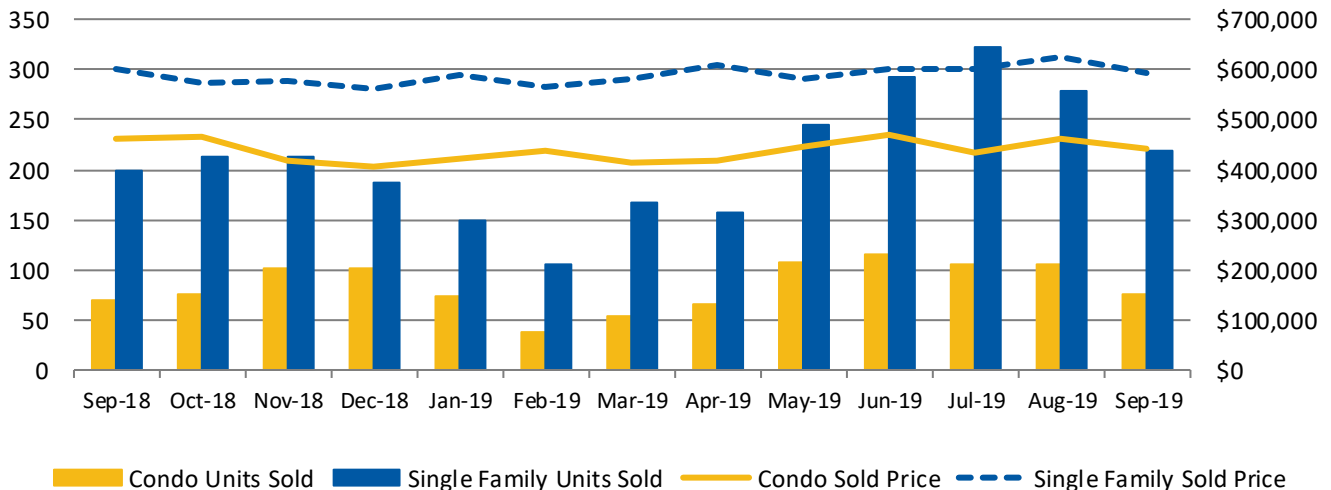
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$592,850	\$600,000	▼ -1.2%	\$625,000	▼ -5.1%	\$597,000	\$590,000	▲ 1.2%
Units Sold	220	199	▲ 10.6%	279	▼ -21.1%	1,937	1,781	▲ 8.8%
Active Listings	408	506	▼ -19.4%	359	▲ 13.6%	---	---	---
Months Supply of Inventory	1.9	2.5	▼ -24.0%	1.3	▲ 46.2%	---	---	---
New Listings	314	348	▼ -9.8%	211	▲ 48.8%	2,505	2,460	▲ 1.8%
Pending Sales	209	174	▲ 20.1%	205	▲ 2.0%	2,001	1,845	▲ 8.5%
Days to Off Market	38	33	▲ 15.2%	40	▼ -5.0%	34	30	▲ 13.3%
Sold to Original Price Ratio	99.4%	99.5%	▼ -0.1%	100.4%	▼ -1.0%	100.0%	101.8%	▼ -1.8%
Price per Square Foot	\$330	\$324	▲ 1.9%	\$331	▼ -0.3%	\$330	\$328	▲ 0.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$443,498	\$460,000	▼ -3.6%	\$460,000	▼ -3.6%	\$445,000	\$449,450	▼ -1.0%
Units Sold	76	69	▲ 10.1%	106	▼ -28.3%	739	838	▼ -11.8%
Active Listings	194	202	▼ -4.0%	173	▲ 12.1%	---	---	---
Months Supply of Inventory	2.6	2.9	▼ -10.3%	1.6	▲ 62.5%	---	---	---
New Listings	154	148	▲ 4.1%	111	▲ 38.7%	1,108	1,028	▲ 7.8%
Pending Sales	103	79	▲ 30.4%	92	▲ 12.0%	852	811	▲ 5.1%
Days to Off Market	38	29	▲ 31.0%	34	▲ 11.8%	35	30	▲ 16.7%
Sold to Original Price Ratio	99.6%	101.7%	▼ -2.1%	99.8%	▼ -0.2%	99.7%	102.2%	▼ -2.4%
Price per Square Foot	\$361	\$365	▼ -1.1%	\$356	▲ 1.4%	\$369	\$363	▲ 1.7%



METRO BOSTON REGION

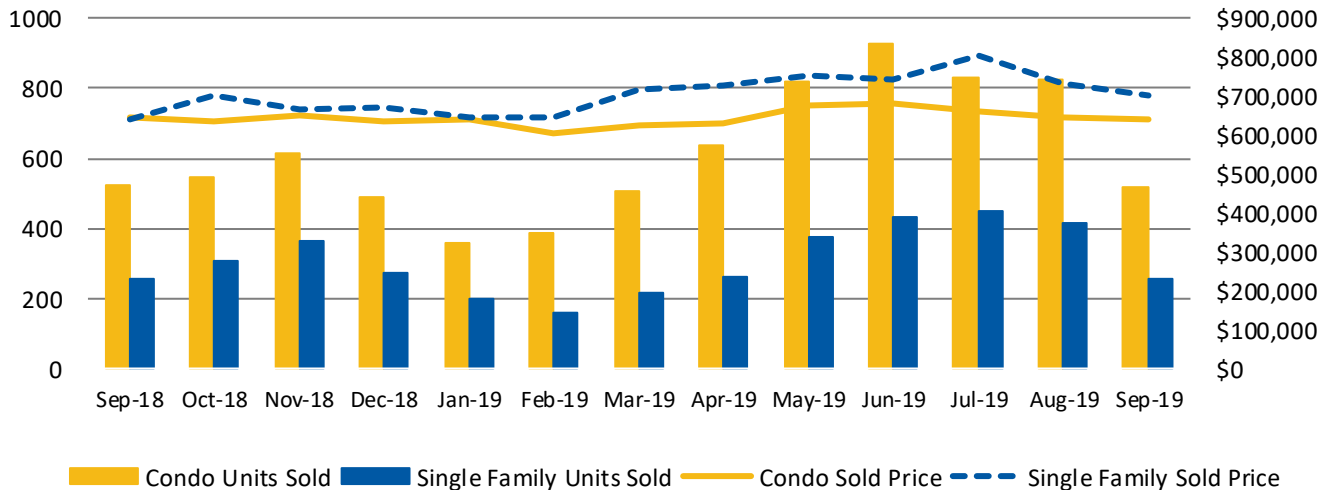
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$700,000	\$642,500	▲ 8.9%	\$733,500	▼ -4.6%	\$730,000	\$700,000	▲ 4.3%
Units Sold	258	258	■ 0.0%	414	▼ -37.7%	2,768	2,759	▲ 0.3%
Active Listings	766	889	▼ -13.8%	604	▲ 26.8%	---	---	---
Months Supply of Inventory	3.0	3.4	▼ -11.8%	1.5	▲ 100.0%	---	---	---
New Listings	582	612	▼ -4.9%	239	▲ 143.5%	4,015	3,976	▲ 1.0%
Pending Sales	290	289	▲ 0.3%	277	▲ 4.7%	2,904	2,827	▲ 2.7%
Days to Off Market	44	33	▲ 33.3%	42	▲ 4.8%	38	32	▲ 18.8%
Sold to Original Price Ratio	97.6%	99.1%	▼ -1.5%	98.3%	▼ -0.7%	99.0%	100.6%	▼ -1.6%
Price per Square Foot	\$425	\$373	▲ 13.9%	\$414	▲ 2.7%	\$430	\$414	▲ 3.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$640,000	\$645,000	▼ -0.8%	\$646,667	▼ -1.0%	\$650,000	\$660,000	▼ -1.5%
Units Sold	517	525	▼ -1.5%	827	▼ -37.5%	5,809	5,914	▼ -1.8%
Active Listings	1,942	1,756	▲ 10.6%	1,528	▲ 27.1%	---	---	---
Months Supply of Inventory	3.8	3.3	▲ 15.2%	1.8	▲ 111.1%	---	---	---
New Listings	1,345	1,182	▲ 13.8%	571	▲ 135.6%	8,933	8,185	▲ 9.1%
Pending Sales	589	508	▲ 15.9%	582	▲ 1.2%	6,182	5,908	▲ 4.6%
Days to Off Market	46	38	▲ 21.1%	48	▼ -4.2%	41	34	▲ 20.6%
Sold to Original Price Ratio	98.0%	99.0%	▼ -1.0%	98.7%	▼ -0.7%	98.9%	100.8%	▼ -1.9%
Price per Square Foot	\$685	\$690	▼ -0.7%	\$685	■ 0.0%	\$688	\$683	▲ 0.7%



METRO WEST REGION

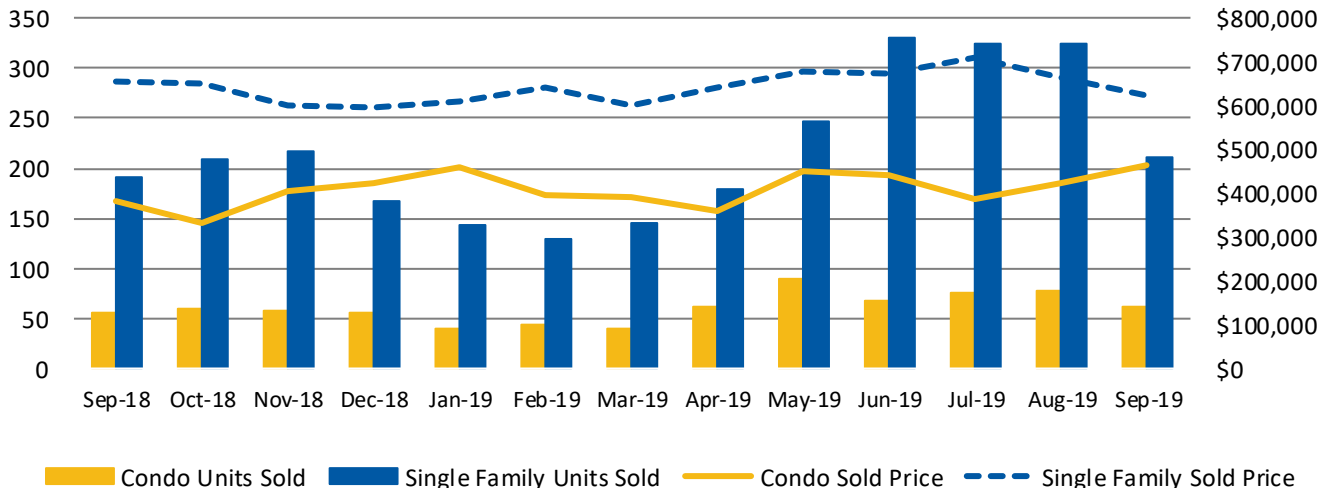
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$622,000	\$654,500	▼ -5.0%	\$665,000	▼ -6.5%	\$652,500	\$650,000	▲ 0.4%
Units Sold	211	192	▲ 9.9%	324	▼ -34.9%	2,035	2,057	▼ -1.1%
Active Listings	653	712	▼ -8.3%	590	▲ 10.7%	---	---	---
Months Supply of Inventory	3.1	3.7	▼ -16.2%	1.8	▲ 72.2%	---	---	---
New Listings	358	338	▲ 5.9%	204	▲ 75.5%	2,912	2,931	▼ -0.6%
Pending Sales	198	200	▼ -1.0%	215	▼ -7.9%	2,090	2,127	▼ -1.7%
Days to Off Market	47	47	▬ 0.0%	56	▼ -16.1%	47	42	▲ 11.9%
Sold to Original Price Ratio	96.6%	98.2%	▼ -1.6%	97.2%	▼ -0.6%	97.5%	98.9%	▼ -1.4%
Price per Square Foot	\$300	\$308	▼ -2.6%	\$306	▼ -2.0%	\$310	\$310	▬ 0.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$463,000	\$380,000	▲ 21.8%	\$425,000	▲ 8.9%	\$413,000	\$385,000	▲ 7.3%
Units Sold	61	55	▲ 10.9%	77	▼ -20.8%	554	635	▼ -12.8%
Active Listings	194	161	▲ 20.5%	156	▲ 24.4%	---	---	---
Months Supply of Inventory	3.2	2.9	▲ 10.3%	2.0	▲ 60.0%	---	---	---
New Listings	122	96	▲ 27.1%	76	▲ 60.5%	813	778	▲ 4.5%
Pending Sales	63	45	▲ 40.0%	66	▼ -4.5%	610	651	▼ -6.3%
Days to Off Market	39	30	▲ 30.0%	42	▼ -7.1%	47	41	▲ 14.6%
Sold to Original Price Ratio	101.8%	100.2%	▲ 1.6%	98.4%	▲ 3.5%	99.1%	100.4%	▼ -1.3%
Price per Square Foot	\$289	\$274	▲ 5.5%	\$286	▲ 1.0%	\$281	\$271	▲ 3.7%



SOUTHERN NORFOLK REGION

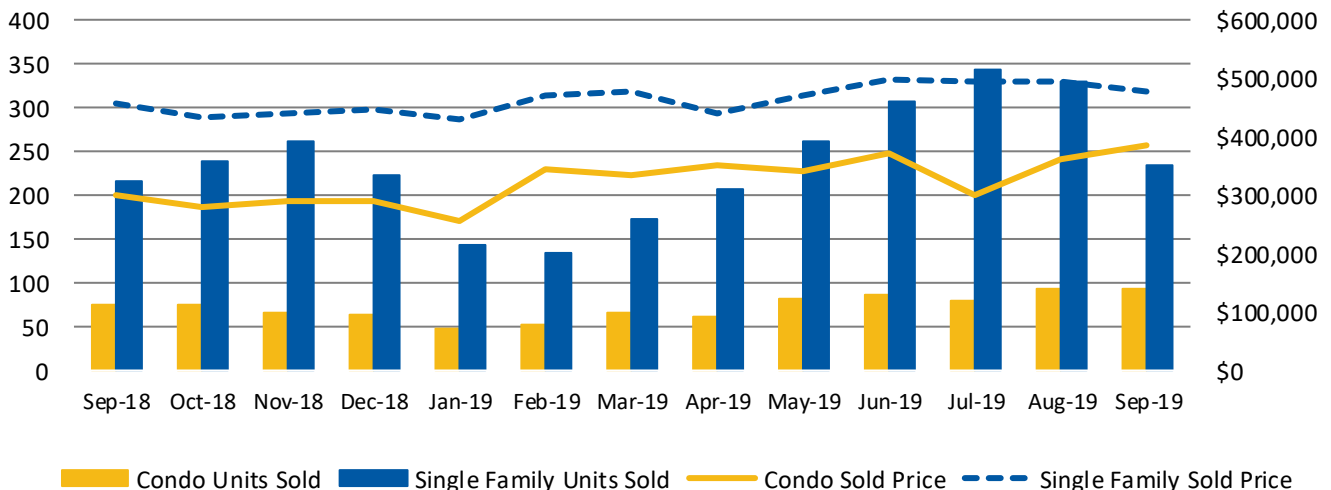
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$477,500	\$459,000	▲ 4.0%	\$495,150	▼ -3.6%	\$480,000	\$467,000	▲ 2.8%
Units Sold	234	217	▲ 7.8%	330	▼ -29.1%	2,134	2,189	▼ -2.5%
Active Listings	603	764	▼ -21.1%	576	▲ 4.7%	---	---	---
Months Supply of Inventory	2.6	3.5	▼ -25.7%	1.7	▲ 52.9%	---	---	---
New Listings	348	394	▼ -11.7%	271	▲ 28.4%	2,980	3,117	▼ -4.4%
Pending Sales	238	238	▬ 0.0%	267	▼ -10.9%	2,276	2,252	▲ 1.1%
Days to Off Market	49	48	▲ 2.1%	49	▬ 0.0%	45	40	▲ 12.5%
Sold to Original Price Ratio	97.9%	98.2%	▼ -0.3%	97.9%	▬ 0.0%	97.9%	98.9%	▼ -1.0%
Price per Square Foot	\$259	\$248	▲ 4.4%	\$260	▼ -0.4%	\$254	\$252	▲ 0.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$387,205	\$300,000	▲ 29.1%	\$362,500	▲ 6.8%	\$345,000	\$312,000	▲ 10.6%
Units Sold	94	75	▲ 25.3%	94	▬ 0.0%	660	647	▲ 2.0%
Active Listings	208	205	▲ 1.5%	212	▼ -1.9%	---	---	---
Months Supply of Inventory	2.2	2.7	▼ -18.5%	2.3	▼ -4.3%	---	---	---
New Listings	108	97	▲ 11.3%	93	▲ 16.1%	1,021	898	▲ 13.7%
Pending Sales	95	63	▲ 50.8%	94	▲ 1.1%	806	690	▲ 16.8%
Days to Off Market	53	38	▲ 39.5%	49	▲ 8.2%	45	39	▲ 15.4%
Sold to Original Price Ratio	99.0%	99.4%	▼ -0.4%	100.1%	▼ -1.1%	99.5%	99.8%	▼ -0.3%
Price per Square Foot	\$288	\$218	▲ 32.1%	\$269	▲ 7.1%	\$248	\$225	▲ 10.2%



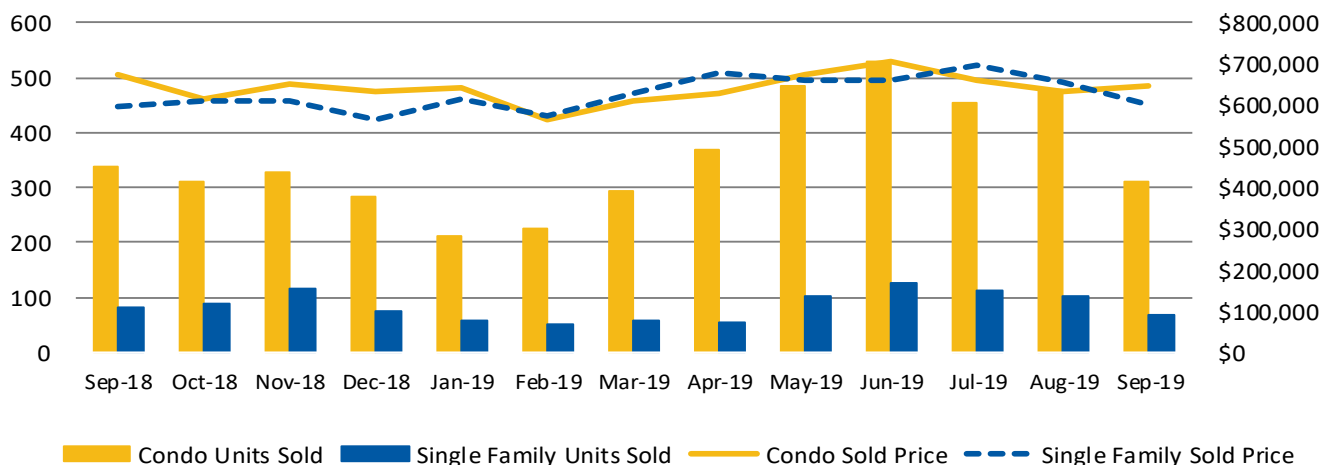
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$599,900	\$598,000	▲ 0.3%	\$655,000	▼ -8.4%	\$650,000	\$620,000	▲ 4.8%
Units Sold	67	80	▼ -16.3%	103	▼ -35.0%	730	752	▼ -2.9%
Active Listings	193	249	▼ -22.5%	149	▲ 29.5%	---	---	---
Months Supply of Inventory	2.9	3.1	▼ -6.5%	1.4	▲ 107.1%	---	---	---
New Listings	150	178	▼ -15.7%	54	▲ 177.8%	1,046	1,082	▼ -3.3%
Pending Sales	69	79	▼ -12.7%	72	▼ -4.2%	756	765	▼ -1.2%
Days to Off Market	47	32	▲ 46.9%	41	▲ 14.6%	40	34	▲ 17.6%
Sold to Original Price Ratio	97.2%	99.2%	▼ -2.0%	98.4%	▼ -1.2%	99.1%	100.6%	▼ -1.5%
Price per Square Foot	\$458	\$368	▲ 24.5%	\$424	▲ 8.0%	\$449	\$421	▲ 6.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$645,000	\$674,900	▼ -4.4%	\$635,000	▲ 1.6%	\$649,000	\$668,900	▼ -3.0%
Units Sold	311	337	▼ -7.7%	478	▼ -34.9%	3,359	3,646	▼ -7.9%
Active Listings	1,285	1,168	▲ 10.0%	1,034	▲ 24.3%	---	---	---
Months Supply of Inventory	4.1	3.5	▲ 17.1%	2.2	▲ 86.4%	---	---	---
New Listings	831	701	▲ 18.5%	350	▲ 137.4%	5,384	5,040	▲ 6.8%
Pending Sales	349	279	▲ 25.1%	358	▼ -2.5%	3,609	3,571	▲ 1.1%
Days to Off Market	50	45	▲ 11.1%	52	▼ -3.8%	45	38	▲ 18.4%
Sold to Original Price Ratio	97.2%	98.2%	▼ -1.0%	97.9%	▼ -0.7%	98.2%	100.1%	▼ -1.9%
Price per Square Foot	\$763	\$768	▼ -0.7%	\$774	▼ -1.4%	\$775	\$760	▲ 2.0%



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		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$732,500	\$719,500	▲ 1.8%	\$718,050	▲ 2.0%	\$725,000	\$696,550	▲ 4.1%
Units Sold	126	146	▼ -13.7%	160	▼ -21.3%	1,082	1,156	▼ -6.4%
Active Listings	290	400	▼ -27.5%	263	▲ 10.3%	---	---	---
Months Supply of Inventory	2.3	2.7	▼ -14.8%	1.6	▲ 43.8%	---	---	---
New Listings	224	258	▼ -13.2%	158	▲ 41.8%	1,661	1,757	▼ -5.5%
Pending Sales	127	141	▼ -9.9%	149	▼ -14.8%	1,148	1,205	▼ -4.7%
Days to Off Market	38	45	▼ -15.6%	39	▼ -2.6%	37	35	▲ 5.7%
Sold to Original Price Ratio	99.0%	99.1%	▼ -0.1%	98.7%	▲ 0.3%	98.7%	101.1%	▼ -2.4%
Price per Square Foot	\$297	\$317	▼ -6.3%	\$296	▲ 0.3%	\$305	\$306	▼ -0.3%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$880,000	\$765,500	▲ 15.0%	\$912,500	▼ -3.6%	\$868,500	\$835,000	▲ 4.0%
Units Sold	29	46	▼ -37.0%	52	▼ -44.2%	398	434	▼ -8.3%
Active Listings	132	185	▼ -28.6%	142	▼ -7.0%	---	---	---
Months Supply of Inventory	4.6	4.0	▲ 15.0%	2.7	▲ 70.4%	---	---	---
New Listings	77	120	▼ -35.8%	73	▲ 5.5%	688	711	▼ -3.2%
Pending Sales	54	50	▲ 8.0%	45	▲ 20.0%	437	443	▼ -1.4%
Days to Off Market	52	39	▲ 33.3%	54	▼ -3.7%	45	39	▲ 15.4%
Sold to Original Price Ratio	95.2%	99.7%	▼ -4.5%	98.4%	▼ -3.3%	96.9%	99.4%	▼ -2.5%
Price per Square Foot	\$291	\$292	▼ -0.3%	\$308	▼ -5.5%	\$309	\$299	▲ 3.3%

4 Family Homes

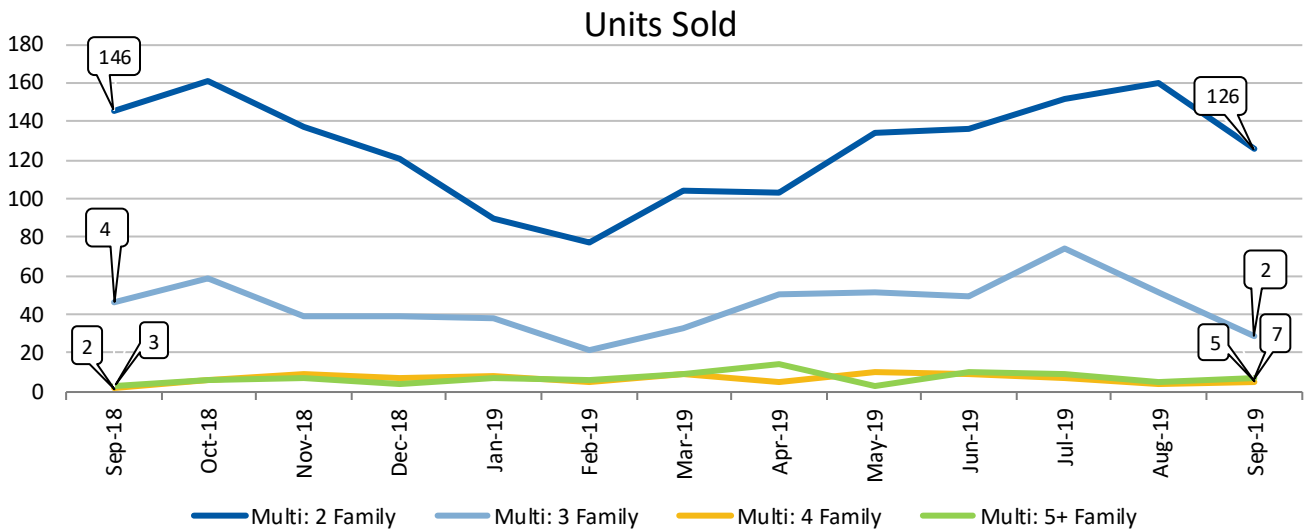
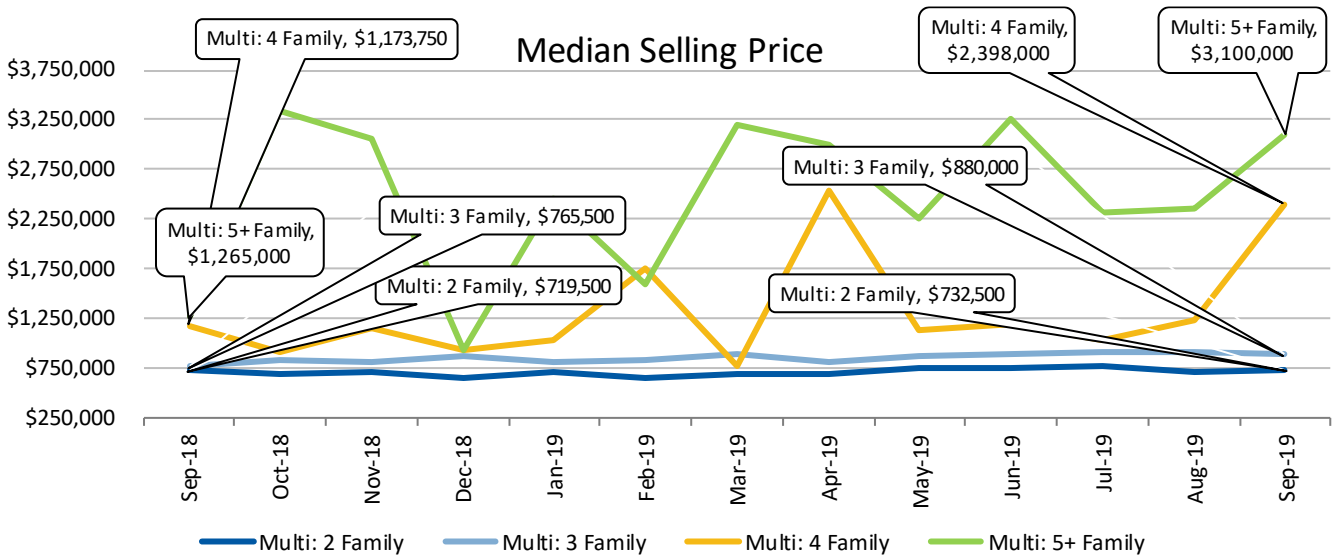
	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$2,398,000	\$1,173,750	▲ 104.3%	\$1,235,000	▲ 94.2%	\$1,147,500	\$920,000	▲ 24.7%
Units Sold	5	2	▲ 150.0%	4	▲ 25.0%	62	55	▲ 12.7%
Active Listings	19	45	▼ -57.8%	22	▼ -13.6%	---	---	---
Months Supply of Inventory	3.8	22.5	▼ -83.1%	5.5	▼ -30.9%	---	---	---
New Listings	12	19	▼ -36.8%	5	▲ 140.0%	106	119	▼ -10.9%
Pending Sales	10	7	▲ 42.9%	9	▲ 11.1%	69	58	▲ 19.0%
Days to Off Market	49	80	▼ -38.8%	49	■ 0.0%	45	42	▲ 7.1%
Sold to Original Price Ratio	86.4%	88.0%	▼ -1.8%	87.8%	▼ -1.6%	94.2%	96.5%	▼ -2.4%
Price per Square Foot	\$495	\$280	▲ 76.8%	\$283	▲ 74.9%	\$383	\$324	▲ 18.2%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

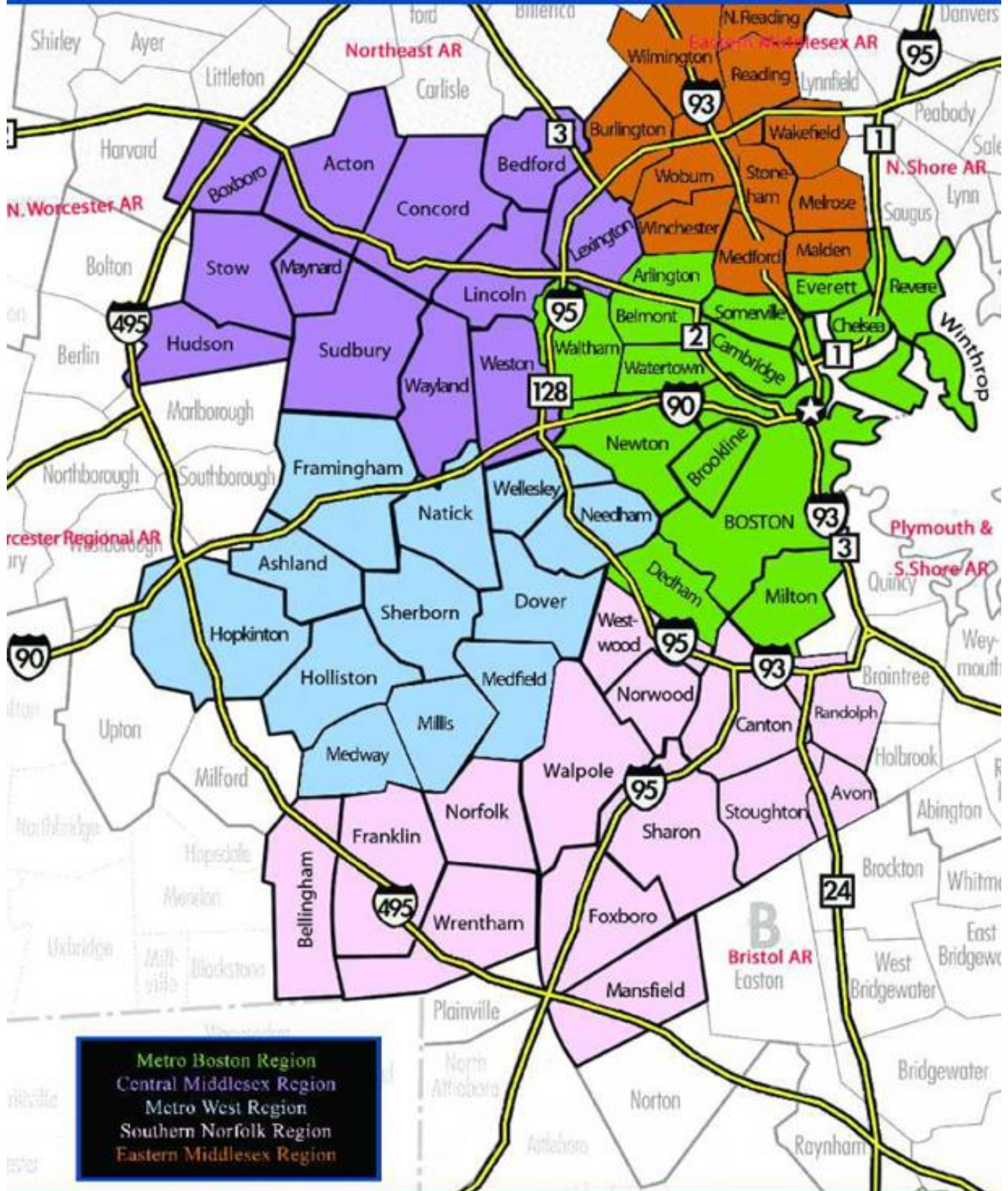
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2019	Sep 2018	Change	Aug 2019	Change	2019	2018	Change
Median Selling Price	\$3,100,000	\$1,265,000	▲ 145.1%	\$2,350,000	▲ 31.9%	\$2,625,000	\$1,650,000	▲ 59.1%
Units Sold	7	3	▲ 133.3%	5	▲ 40.0%	70	65	▲ 7.7%
Active Listings	36	46	▼ -21.7%	38	▼ -5.3%	---	---	---
Months Supply of Inventory	5.1	15.3	▼ -66.7%	7.6	▼ -32.9%	---	---	---
New Listings	12	14	▼ -14.3%	16	▼ -25.0%	130	123	▲ 5.7%
Pending Sales	8	4	▲ 100.0%	10	▼ -20.0%	78	64	▲ 21.9%
Days to Off Market	65	60	▲ 8.3%	82	▼ -20.7%	58	49	▲ 18.4%
Sold to Original Price Ratio	85.9%	93.7%	▼ -8.3%	91.4%	▼ -6.0%	93.5%	100.8%	▼ -7.2%
Price per Square Foot	\$377	\$247	▲ 52.6%	\$439	▼ -14.1%	\$479	\$448	▲ 6.9%



GBAR JURISDICTIONAL AREA

Greater Boston Association of REALTORS® Regional Map



GLOSSARY

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

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

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

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

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

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

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

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

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

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Market trends and analysis based on data from the MLS Property Information Network, Inc. through the end of each month. Due to timing of data entry into the MLS, data shown may be different than previously reported.

The Monthly Insights report provides monthly summaries of the overall market served by the Greater Boston Association of REALTORS®. As market conditions vary within smaller geographic areas, the Association also provides to its members an online, interactive dashboard which delivers timely, relevant data with many more metrics and filtering capabilities. Contact your Association representative for details.