

MONTHLY MARKET INSIGHTS REPORT

AUGUST 2019

Detached Single-Family Homes

The 1,561 homes sold in August 2019 was the eighth highest sales total for the month and was a 7.4 percent decrease in sales volume from the 1,686 homes sold in August 2018. Additionally, the median sales price reached a new record high price for the month of August at \$640,000 which reflects a 2.5 percent increase on the August 2018 median sales price of \$624,500.

Condominiums

With 1,184 condos sold in August, it was the twelfth most active August on record in Greater Boston as the market experienced a 9.6 percent decrease in sales volume from the 1,270 units sold in August 2019. This total also falls shy of the historical monthly sales average of 1,212 units sold. The median sales price for condos decreased a modest 1.7 percent from \$575,000 in August 2018 to \$565,000 in last month.

Multi-Family Homes

This month, 217 multi-family homes were sold in Greater Boston, which reflects a 14.5 percent decrease in sales from the 254 units sold in August 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 9/10/2019

GREATER BOSTON MARKET SUMMARY

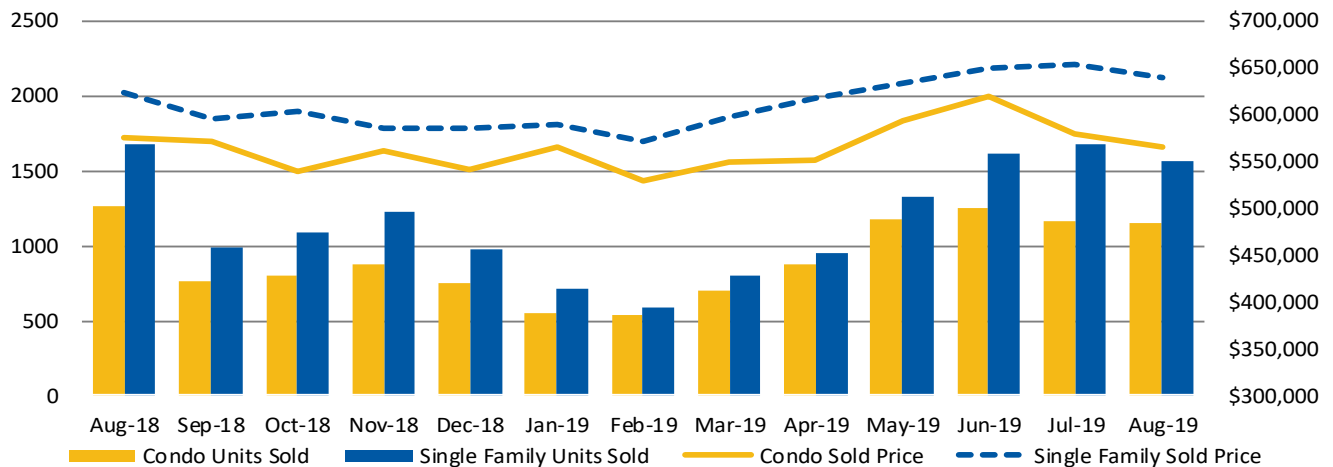
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$640,000	\$624,500	▲ 2.5%	\$655,000	▼ -2.3%	\$630,000	\$620,000	▲ 1.6%
Units Sold	1,561	1,686	▼ -7.4%	1,685	▼ -7.4%	9,250	9,287	▼ -0.4%
Active Listings	2,537	2,881	▼ -11.9%	3,071	▼ -17.4%	---	---	---
Months Supply of Inventory	1.6	1.7	▼ -5.9%	1.8	▼ -11.1%	---	---	---
New Listings	1,069	1,243	▼ -14.0%	1,352	▼ -20.9%	12,847	12,718	▲ 1.0%
Pending Sales	1,166	1,093	▲ 6.7%	1,286	▼ -9.3%	9,809	9,559	▲ 2.6%
Days to Off Market	50	43	▲ 16.3%	42	▲ 19.0%	42	38	▲ 10.5%
Sold to Original Price Ratio	98.2%	99.0%	▼ -0.8%	99.2%	▼ -1.0%	98.6%	99.9%	▼ -1.3%
Price per Square Foot	\$332	\$333	▼ -0.3%	\$344	▼ -3.5%	\$336	\$332	▲ 1.2%

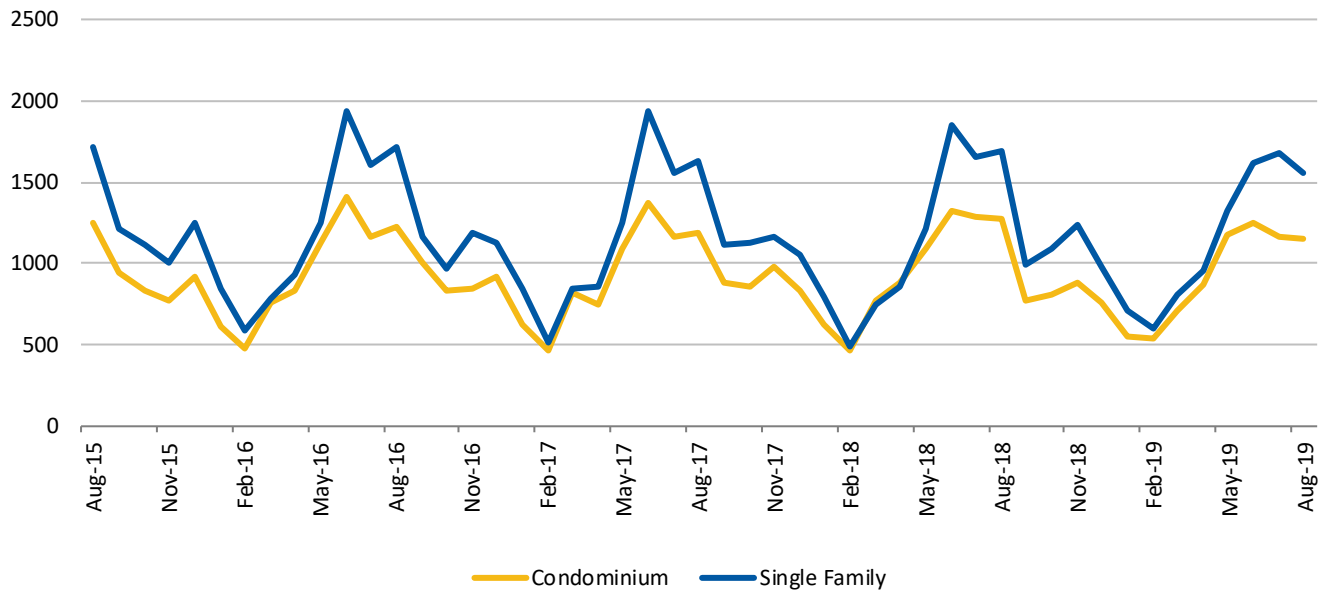
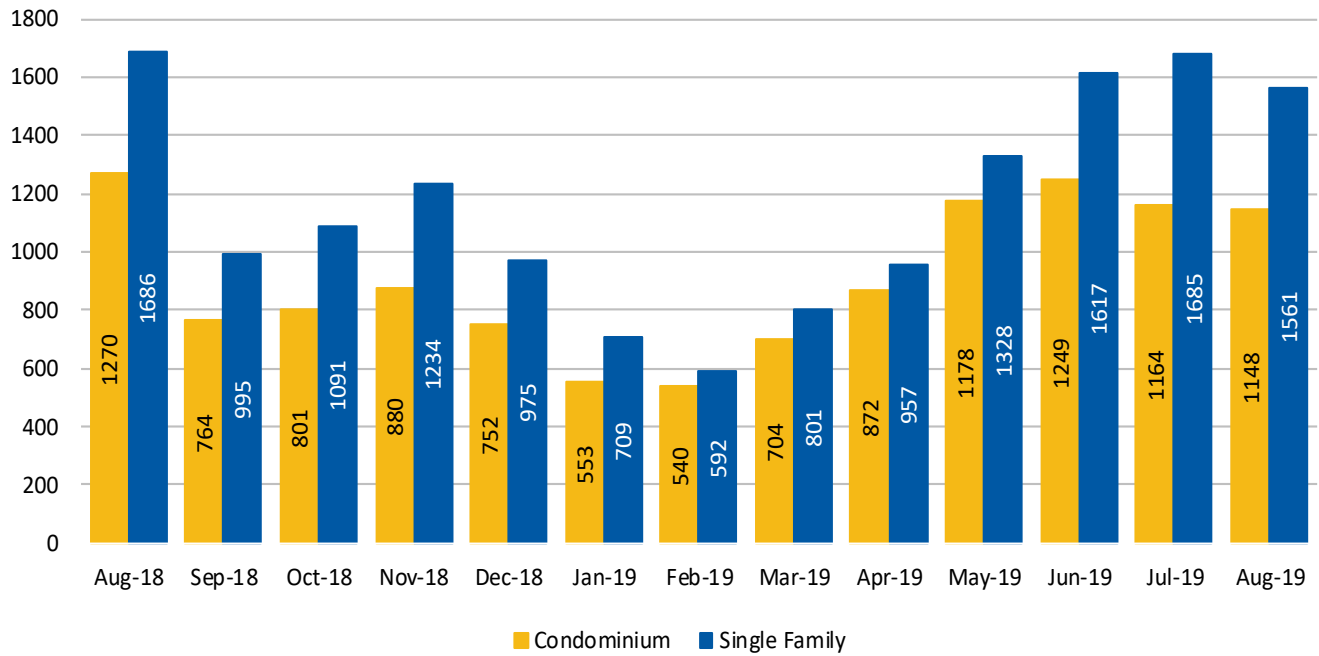
Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$565,000	\$575,000	▼ -1.7%	\$580,000	▼ -2.6%	\$575,000	\$570,000	▲ 0.9%
Units Sold	1,148	1,270	▼ -9.6%	1,164	▼ -1.4%	7,408	7,693	▼ -3.7%
Active Listings	2,076	1,900	▲ 9.3%	2,505	▼ -17.1%	---	---	---
Months Supply of Inventory	1.8	1.5	▲ 20.0%	2.2	▼ -18.2%	---	---	---
New Listings	900	968	▼ -7.0%	1,108	▼ -18.8%	10,674	9,873	▲ 8.1%
Pending Sales	889	805	▲ 10.4%	1,008	▼ -11.8%	8,048	7,764	▲ 3.7%
Days to Off Market	47	39	▲ 20.5%	39	▲ 20.5%	41	35	▲ 17.1%
Sold to Original Price Ratio	98.9%	100.2%	▼ -1.3%	99.5%	▼ -0.6%	99.1%	100.9%	▼ -1.8%
Price per Square Foot	\$574	\$567	▲ 1.2%	\$572	▲ 0.3%	\$576	\$564	▲ 2.1%



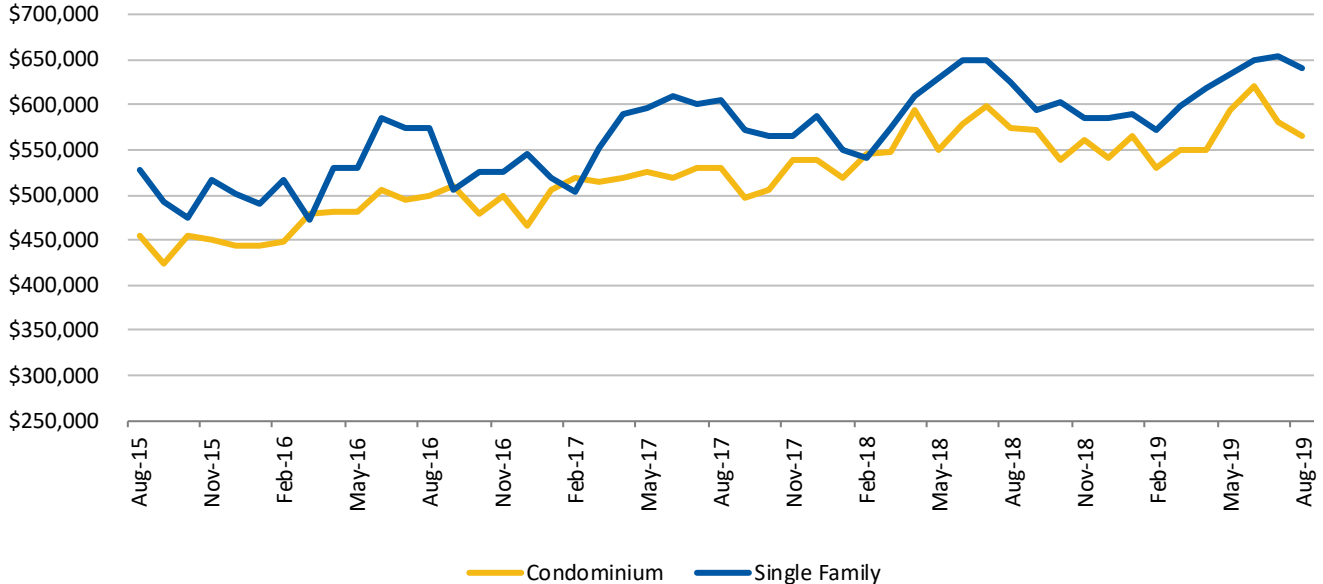
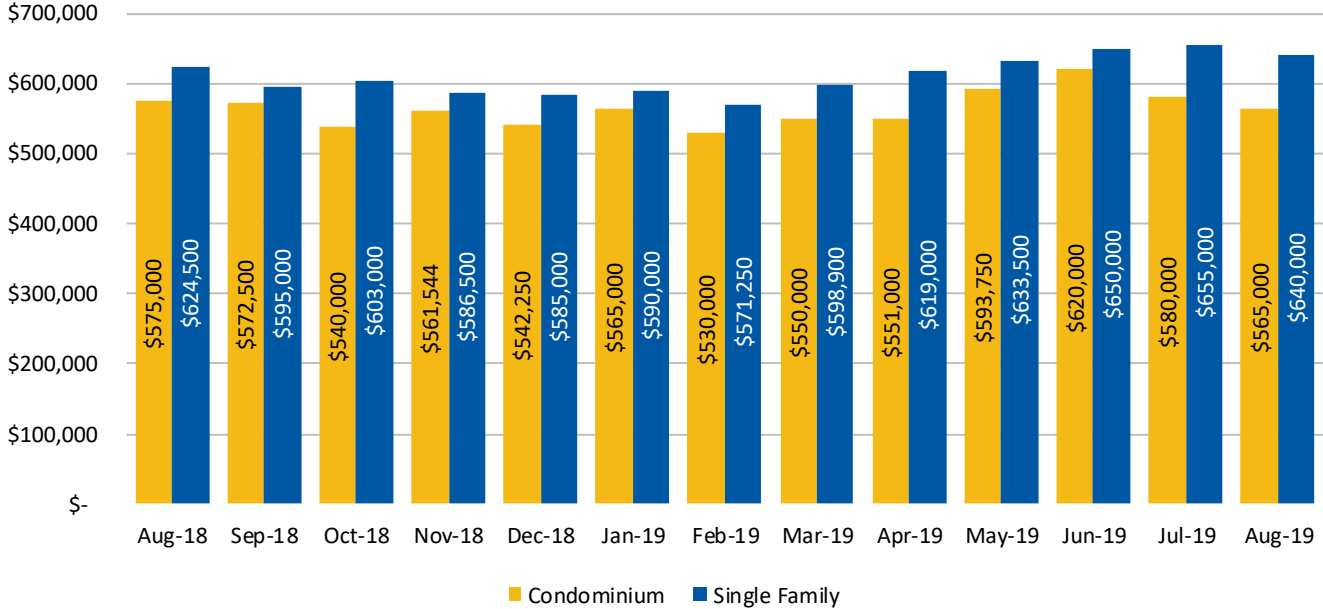
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,561	1,686	▼ -7.4%	1,685	▼ -7.4%	9,250	9,287	▼ -0.4%
CONDOMINIUMS	1,148	1,270	▼ -9.6%	1,164	▼ -1.4%	7,408	7,693	▼ -3.7%



MEDIAN SELLING PRICE

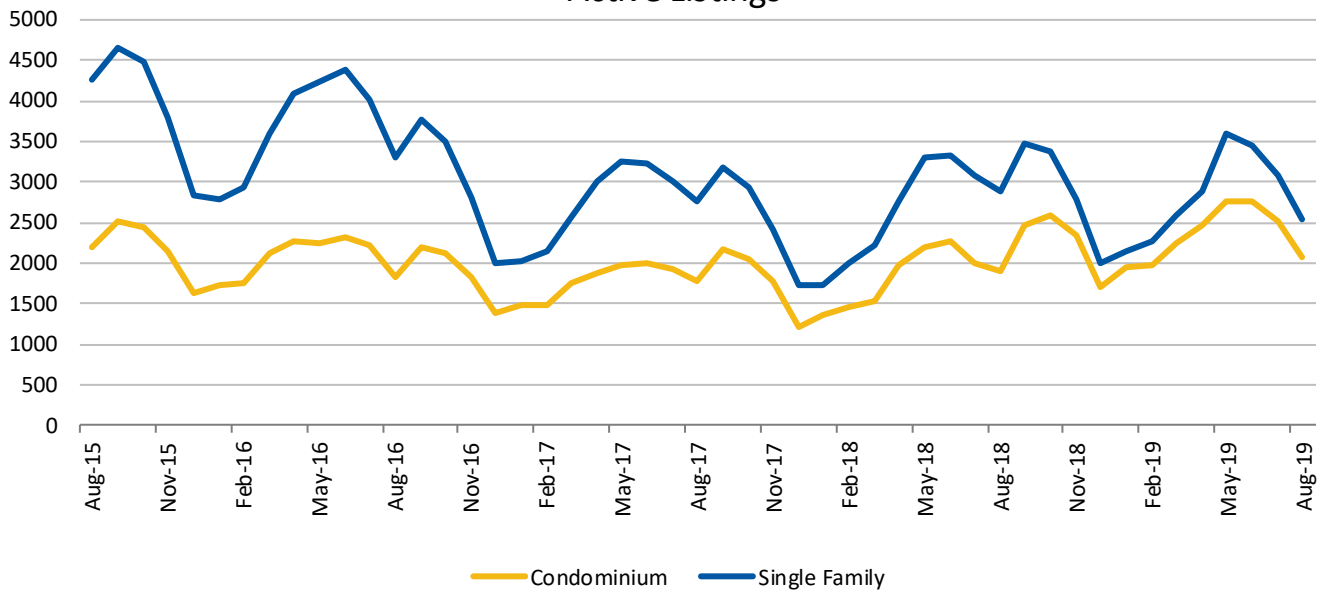
	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	\$640,000	\$624,500	▲ 2.5%	\$655,000	▼ -2.3%	\$630,000	\$620,000	▲ 1.6%
CONDOMINIUMS	\$565,000	\$575,000	▼ -1.7%	\$580,000	▼ -2.6%	\$575,000	\$570,000	▲ 0.9%



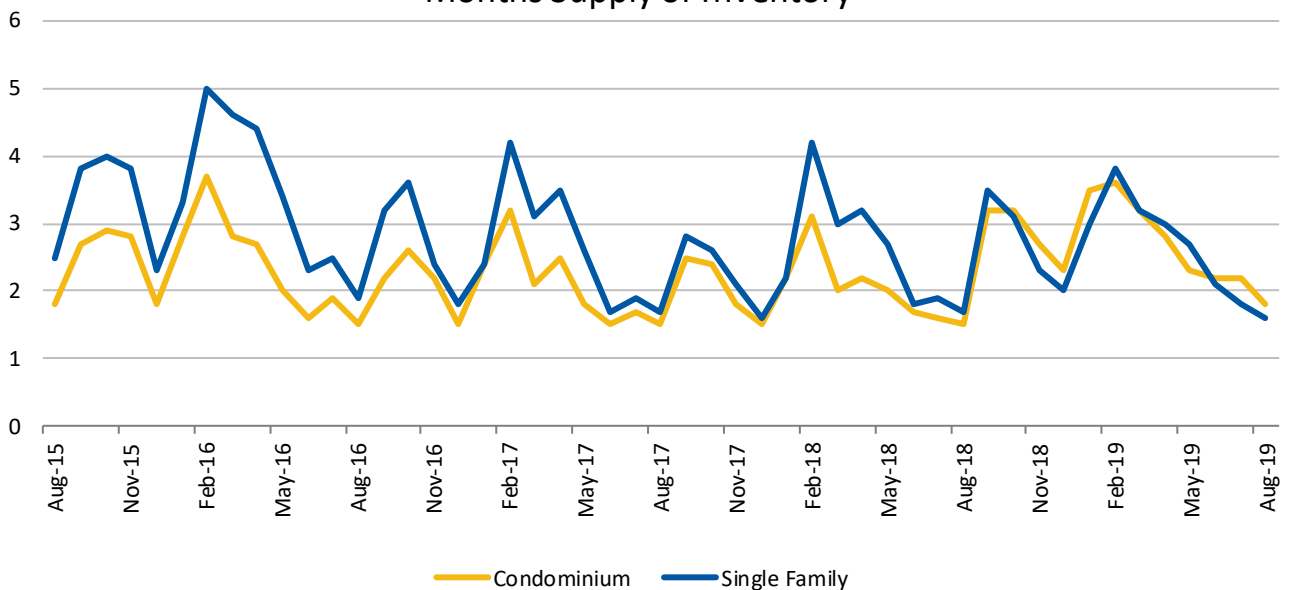
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Aug 2019	Aug 2018	Change	Jul 2019	Change
SINGLE FAMILY HOMES	Active Listings	2,537	2,881	▼ -11.9%	3,071	▼ -17.4%
	Months Supply of Inventory	1.6	1.7	▼ -5.9%	1.8	▼ -11.1%
CONDOMINIUMS	Active Listings	2,076	1,900	▲ 9.3%	2,505	▼ -17.1%
	Months Supply of Inventory	1.8	1.5	▲ 20.0%	2.2	▼ -18.2%

Active Listings

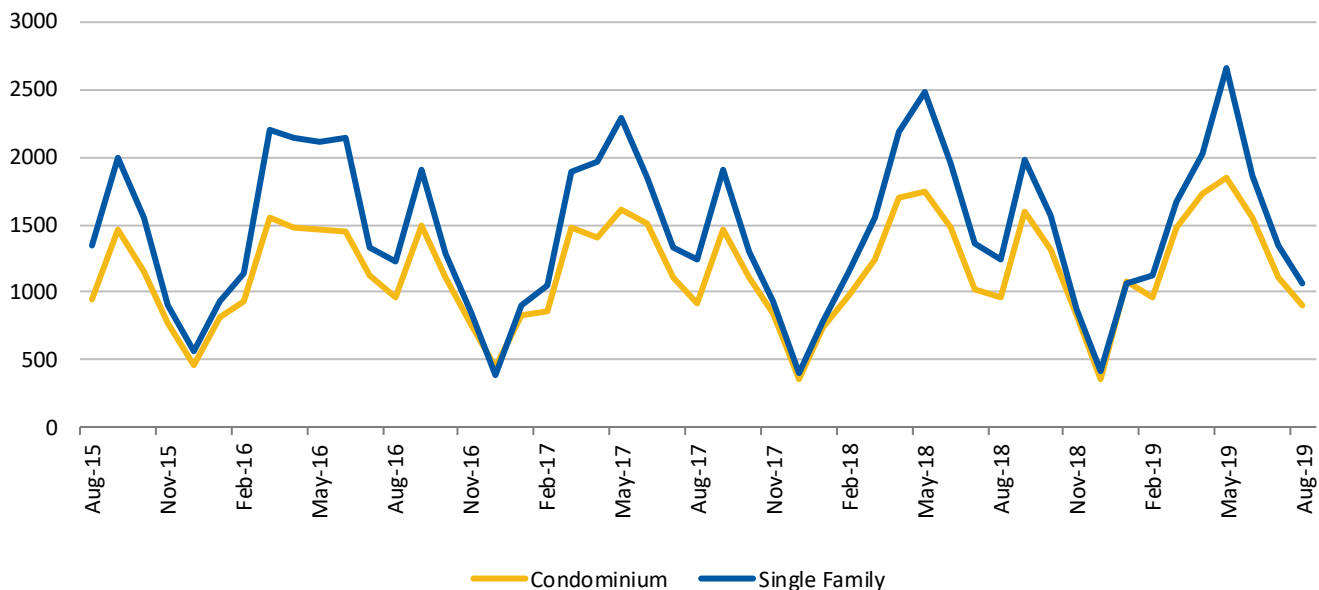
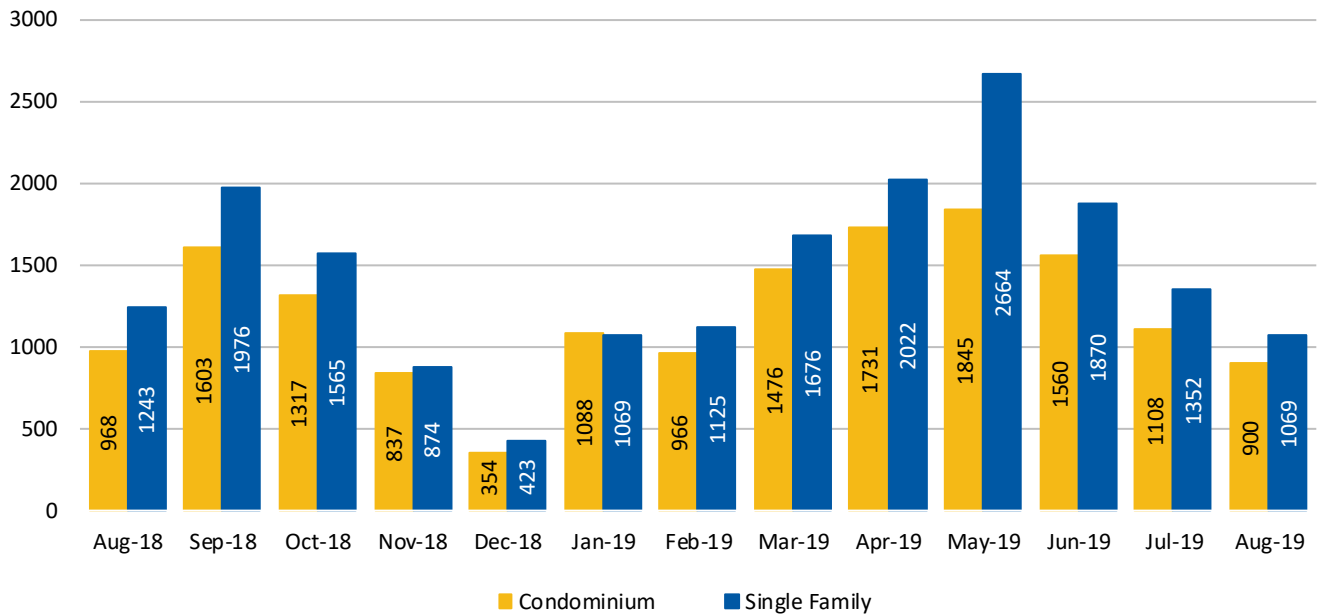


Months Supply of Inventory



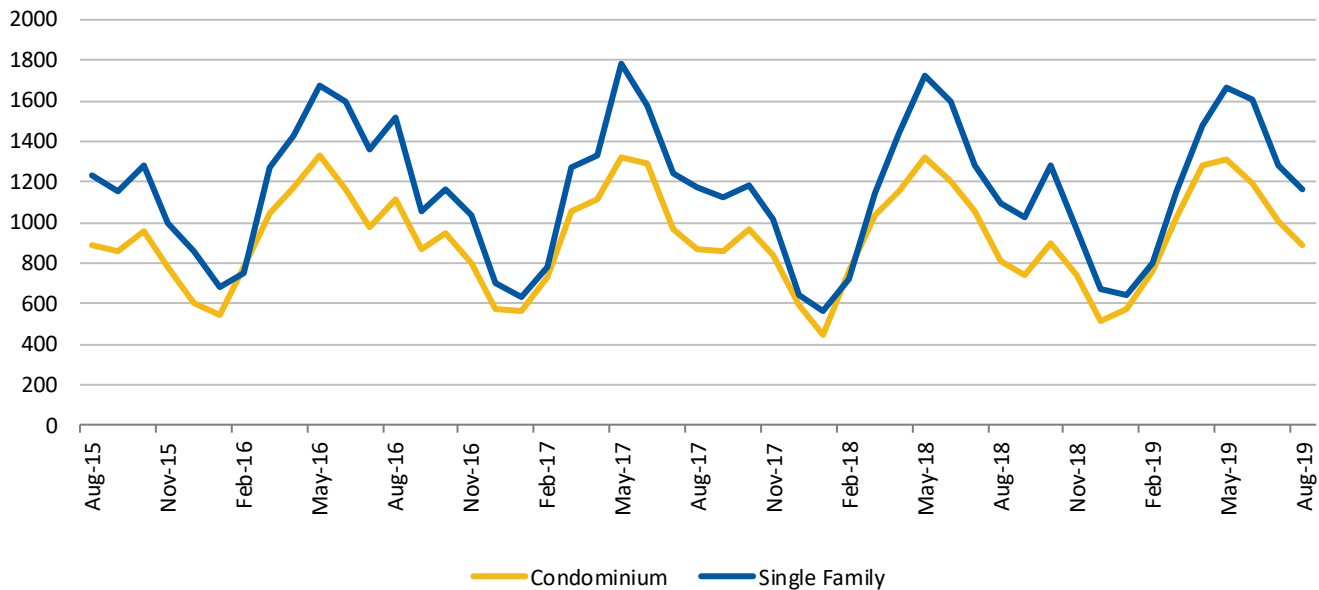
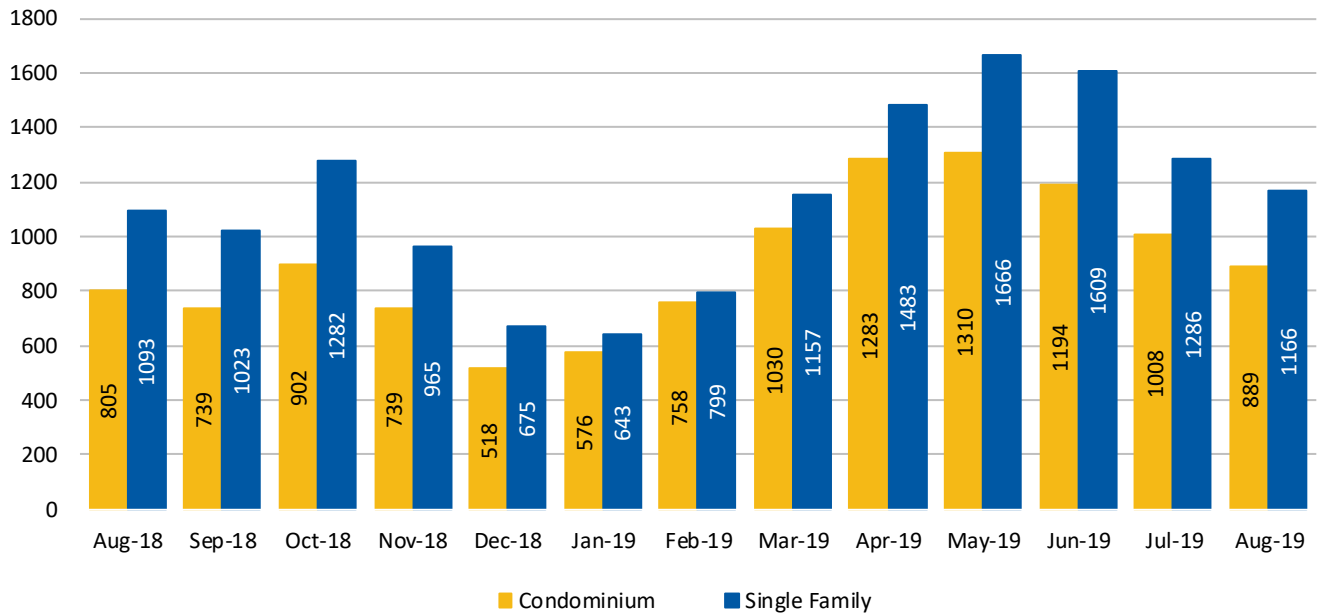
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,069	1,243	▼ -14.0%	1,352	▼ -20.9%	12,847	12,718	▲ 1.0%
CONDOMINIUMS	900	968	▼ -7.0%	1,108	▼ -18.8%	10,674	9,873	▲ 8.1%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
SINGLE FAMILY HOMES	1,166	1,093	▲ 6.7%	1,286	▼ -9.3%	9,809	9,559	▲ 2.6%
CONDOMINIUMS	889	805	▲ 10.4%	1,008	▼ -11.8%	8,048	7,764	▲ 3.7%



CENTRAL MIDDLESEX REGION

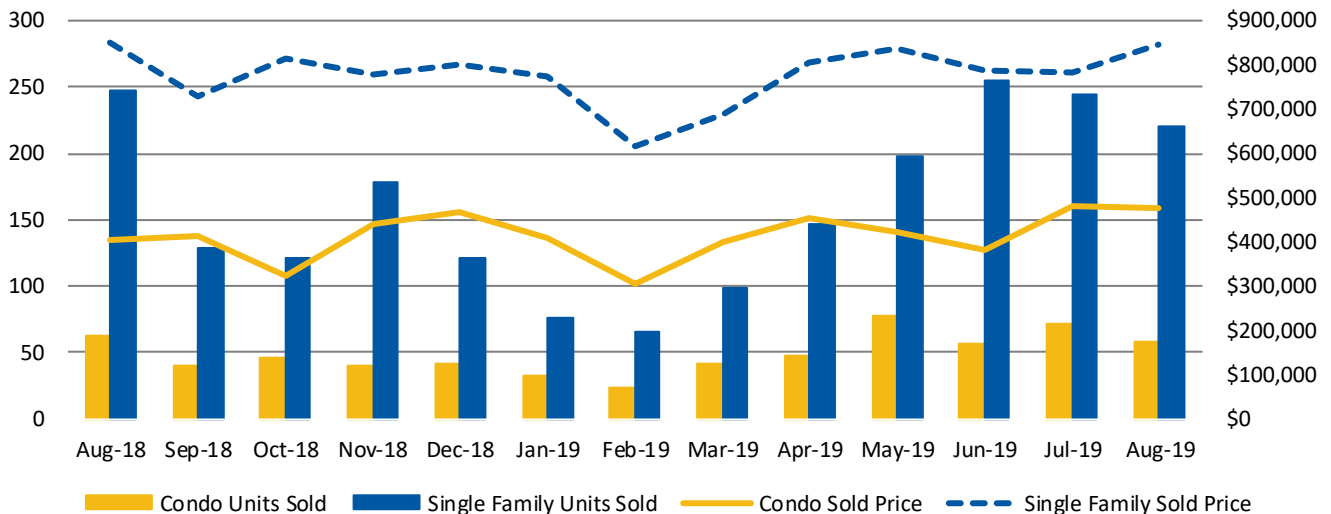
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$848,750	\$850,000	▼ -0.1%	\$785,000	▲ 8.1%	\$790,000	\$800,000	▼ -1.3%
Units Sold	220	247	▼ -10.9%	244	▼ -9.8%	1,305	1,367	▼ -4.5%
Active Listings	544	513	▲ 6.0%	630	▼ -13.7%	---	---	---
Months Supply of Inventory	2.5	2.1	▲ 19.0%	2.6	▼ -3.8%	---	---	---
New Listings	146	160	▼ -8.8%	185	▼ -21.1%	2,029	1,926	▲ 5.3%
Pending Sales	162	145	▲ 11.7%	176	▼ -8.0%	1,409	1,409	▬ 0.0%
Days to Off Market	64	61	▲ 4.9%	54	▲ 18.5%	52	49	▲ 6.1%
Sold to Original Price Ratio	96.6%	98.4%	▼ -1.8%	98.3%	▼ -1.7%	97.8%	98.5%	▼ -0.7%
Price per Square Foot	\$325	\$325	▬ 0.0%	\$320	▲ 1.6%	\$318	\$324	▼ -1.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$477,350	\$404,500	▲ 18.0%	\$483,000	▼ -1.2%	\$418,515	\$382,500	▲ 9.4%
Units Sold	58	63	▼ -7.9%	72	▼ -19.4%	409	385	▲ 6.2%
Active Listings	127	119	▲ 6.7%	132	▼ -3.8%	---	---	---
Months Supply of Inventory	2.2	1.9	▲ 15.8%	1.8	▲ 22.2%	---	---	---
New Listings	50	53	▼ -5.7%	57	▼ -12.3%	527	507	▲ 3.9%
Pending Sales	38	37	▲ 2.7%	53	▼ -28.3%	411	399	▲ 3.0%
Days to Off Market	58	42	▲ 38.1%	32	▲ 81.3%	46	45	▲ 2.2%
Sold to Original Price Ratio	99.2%	98.1%	▲ 1.1%	99.4%	▼ -0.2%	99.4%	99.4%	▬ 0.0%
Price per Square Foot	\$283	\$259	▲ 9.3%	\$301	▼ -6.0%	\$280	\$262	▲ 6.9%



EASTERN MIDDLESEX REGION

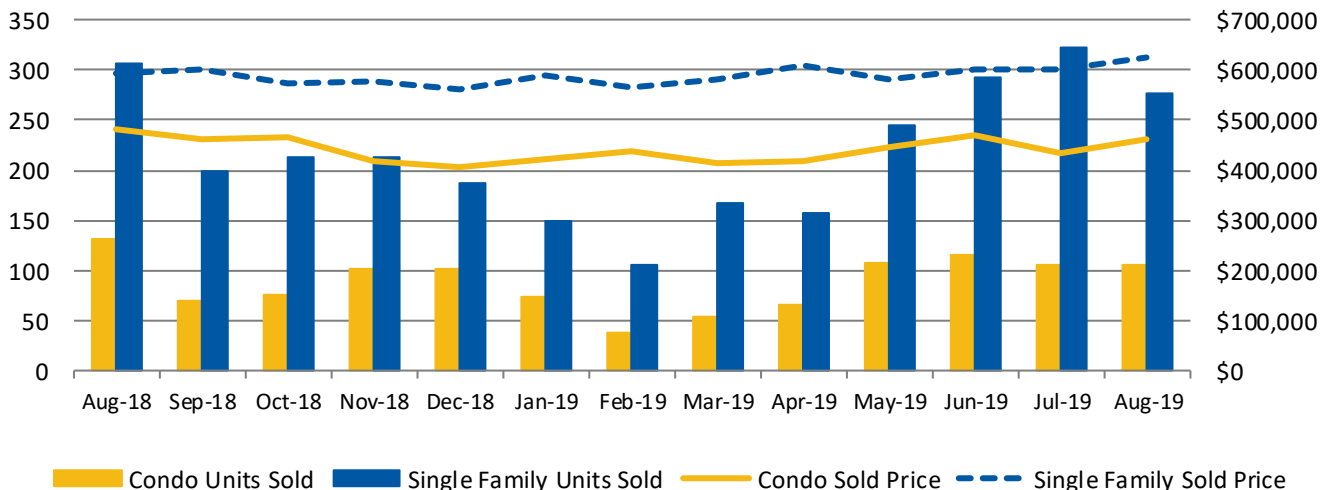
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$625,000	\$595,450	▲ 5.0%	\$600,000	▲ 4.2%	\$598,050	\$589,950	▲ 1.4%
Units Sold	277	306	▼ -9.5%	322	▼ -14.0%	1,715	1,582	▲ 8.4%
Active Listings	338	379	▼ -10.8%	393	▼ -14.0%	---	---	---
Months Supply of Inventory	1.2	1.2	■ 0.0%	1.2	■ 0.0%	---	---	---
New Listings	211	221	▼ -4.5%	241	▼ -12.4%	2,191	2,112	▲ 3.7%
Pending Sales	212	228	▼ -7.0%	239	▼ -11.3%	1,802	1,671	▲ 7.8%
Days to Off Market	40	36	▲ 11.1%	29	▲ 37.9%	34	30	▲ 13.3%
Sold to Original Price Ratio	100.4%	100.0%	▲ 0.4%	101.5%	▼ -1.1%	100.1%	102.0%	▼ -1.9%
Price per Square Foot	\$331	\$331	■ 0.0%	\$335	▼ -1.2%	\$330	\$329	▲ 0.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$460,000	\$482,450	▼ -4.7%	\$434,000	▲ 6.0%	\$445,000	\$445,100	▼ 0.0%
Units Sold	105	132	▼ -20.5%	105	■ 0.0%	662	769	▼ -13.9%
Active Listings	166	151	▲ 9.9%	177	▼ -6.2%	---	---	---
Months Supply of Inventory	1.6	1.1	▲ 45.5%	1.7	▼ -5.9%	---	---	---
New Listings	111	120	▼ -7.5%	113	▼ -1.8%	954	880	▲ 8.4%
Pending Sales	92	84	▲ 9.5%	93	▼ -1.1%	749	732	▲ 2.3%
Days to Off Market	34	30	▲ 13.3%	37	▼ -8.1%	35	30	▲ 16.7%
Sold to Original Price Ratio	99.9%	102.0%	▼ -2.1%	100.4%	▼ -0.5%	99.7%	102.3%	▼ -2.5%
Price per Square Foot	\$356	\$374	▼ -4.8%	\$375	▼ -5.1%	\$370	\$363	▲ 1.9%



METRO BOSTON REGION

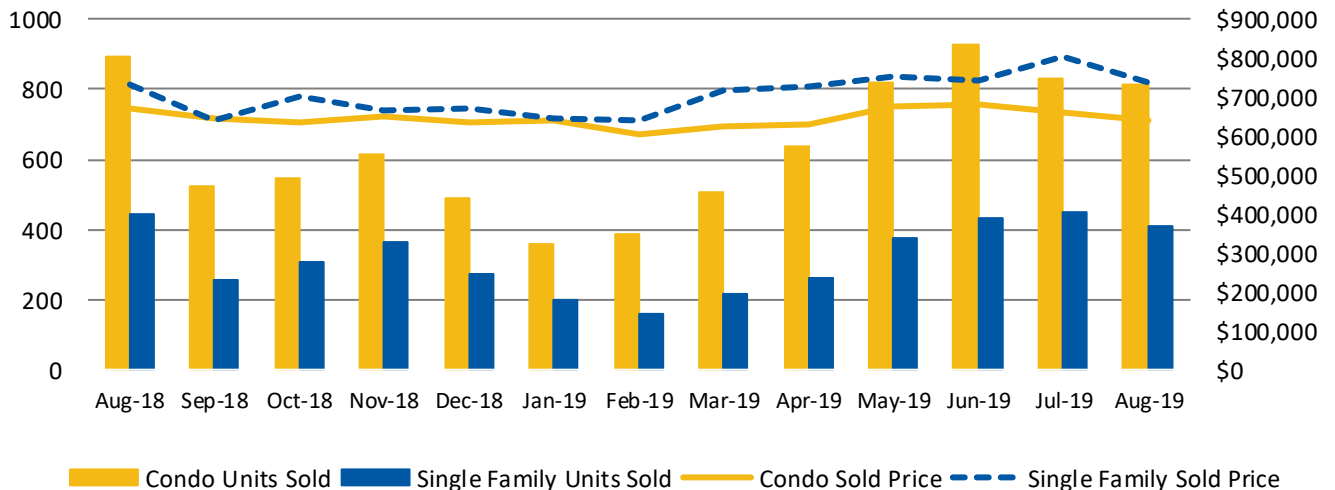
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$735,000	\$730,500	▲ 0.6%	\$806,000	▼ -8.8%	\$733,000	\$712,500	▲ 2.9%
Units Sold	412	444	▼ -7.2%	450	▼ -8.4%	2,508	2,501	▲ 0.3%
Active Listings	560	648	▼ -13.6%	741	▼ -24.4%	---	---	---
Months Supply of Inventory	1.4	1.5	▼ -6.7%	1.6	▼ -12.5%	---	---	---
New Listings	239	299	▼ -20.1%	376	▼ -36.4%	3,439	3,364	▲ 2.2%
Pending Sales	288	293	▼ -1.7%	352	▼ -18.2%	2,635	2,538	▲ 3.8%
Days to Off Market	42	38	▲ 10.5%	43	▼ -2.3%	38	32	▲ 18.8%
Sold to Original Price Ratio	98.4%	99.6%	▼ -1.2%	99.4%	▼ -1.0%	99.1%	100.8%	▼ -1.7%
Price per Square Foot	\$414	\$420	▼ -1.4%	\$448	▼ -7.6%	\$430	\$418	▲ 2.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$640,000	\$670,000	▼ -4.5%	\$660,000	▼ -3.0%	\$650,000	\$664,000	▼ -2.1%
Units Sold	816	892	▼ -8.5%	832	▼ -1.9%	5,280	5,387	▼ -2.0%
Active Listings	1,428	1,310	▲ 9.0%	1,803	▼ -20.8%	---	---	---
Months Supply of Inventory	1.8	1.5	▲ 20.0%	2.2	▼ -18.2%	---	---	---
New Listings	570	611	▼ -6.7%	774	▼ -26.4%	7,588	7,003	▲ 8.4%
Pending Sales	598	558	▲ 7.2%	699	▼ -14.4%	5,626	5,400	▲ 4.2%
Days to Off Market	48	41	▲ 17.1%	39	▲ 23.1%	41	34	▲ 20.6%
Sold to Original Price Ratio	98.7%	100.0%	▼ -1.3%	99.3%	▼ -0.6%	99.0%	101.0%	▼ -2.0%
Price per Square Foot	\$684	\$682	▲ 0.3%	\$680	▲ 0.6%	\$688	\$682	▲ 0.9%



METRO WEST REGION

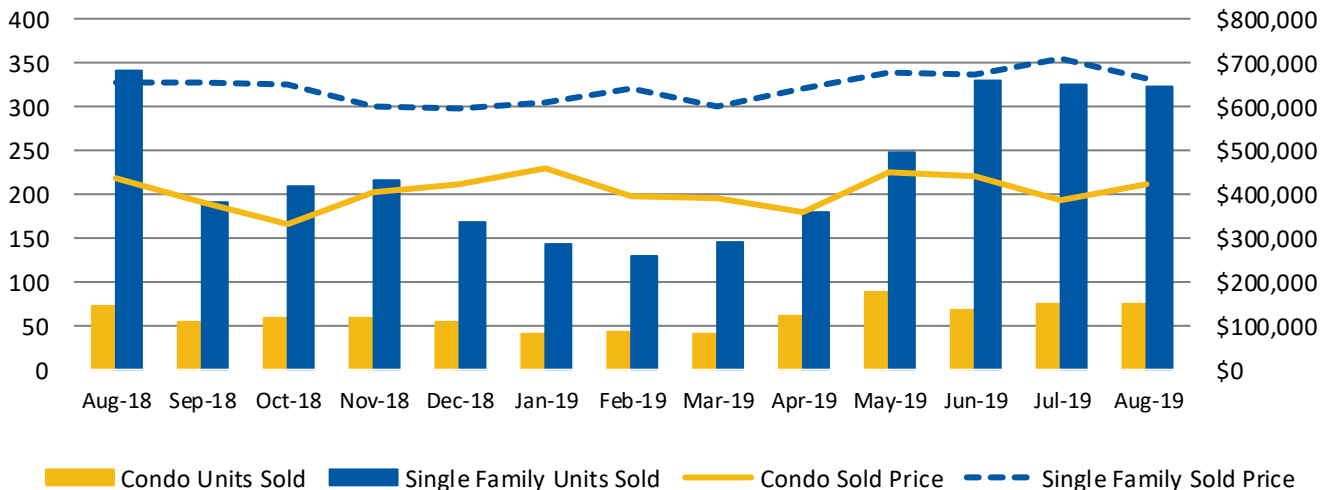
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$665,000	\$655,000	▲ 1.5%	\$712,000	▼ -6.6%	\$658,250	\$650,000	▲ 1.3%
Units Sold	324	341	▼ -5.0%	325	▼ -0.3%	1,824	1,865	▼ -2.2%
Active Listings	551	658	▼ -16.3%	660	▼ -16.5%	---	---	---
Months Supply of Inventory	1.7	1.9	▼ -10.5%	2.0	▼ -15.0%	---	---	---
New Listings	202	259	▼ -22.0%	228	▼ -11.4%	2,555	2,593	▼ -1.5%
Pending Sales	222	202	▲ 9.9%	237	▼ -6.3%	1,907	1,927	▼ -1.0%
Days to Off Market	57	44	▲ 29.5%	45	▲ 26.7%	47	41	▲ 14.6%
Sold to Original Price Ratio	97.2%	98.2%	▼ -1.0%	97.7%	▼ -0.5%	97.6%	99.0%	▼ -1.4%
Price per Square Foot	\$306	\$308	▼ -0.6%	\$316	▼ -3.2%	\$311	\$311	■ 0.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$425,000	\$437,250	▼ -2.8%	\$387,450	▲ 9.7%	\$410,000	\$388,950	▲ 5.4%
Units Sold	75	72	▲ 4.2%	76	▼ -1.3%	491	580	▼ -15.3%
Active Listings	145	130	▲ 11.5%	168	▼ -13.7%	---	---	---
Months Supply of Inventory	1.9	1.8	▲ 5.6%	2.2	▼ -13.6%	---	---	---
New Listings	76	73	▲ 4.1%	66	▲ 15.2%	690	682	▲ 1.2%
Pending Sales	68	57	▲ 19.3%	71	▼ -4.2%	549	606	▼ -9.4%
Days to Off Market	42	39	▲ 7.7%	43	▼ -2.3%	47	41	▲ 14.6%
Sold to Original Price Ratio	98.2%	100.8%	▼ -2.6%	99.3%	▼ -1.1%	98.7%	100.4%	▼ -1.7%
Price per Square Foot	\$288	\$280	▲ 2.9%	\$274	▲ 5.1%	\$280	\$271	▲ 3.3%



SOUTHERN NORFOLK REGION

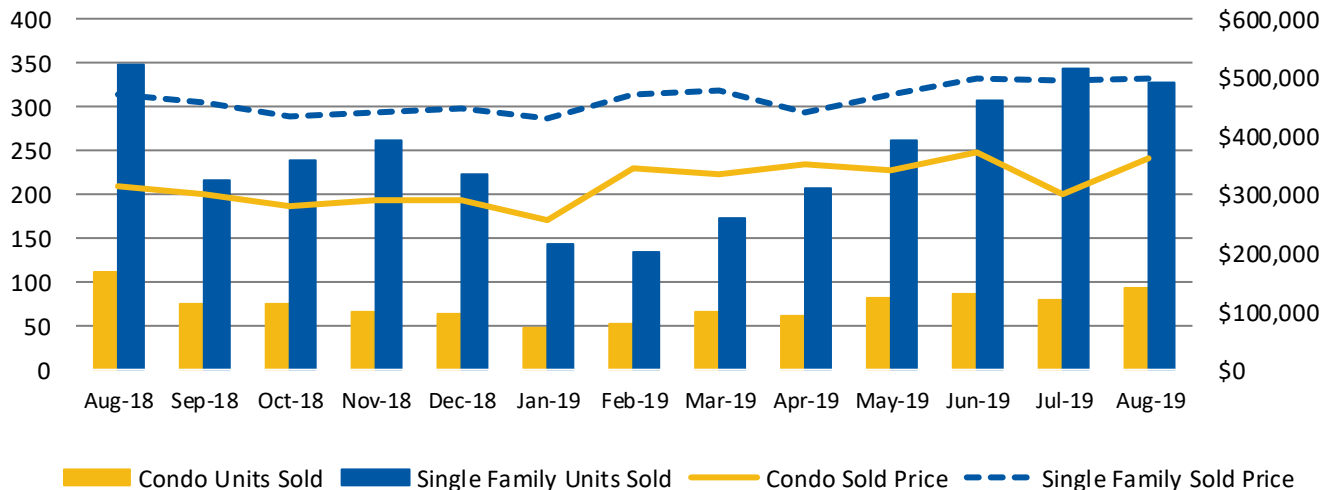
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$498,000	\$472,450	▲ 5.4%	\$495,000	▲ 0.6%	\$481,500	\$470,000	▲ 2.4%
Units Sold	328	348	▼ -5.7%	344	▼ -4.7%	1,898	1,972	▼ -3.8%
Active Listings	544	683	▼ -20.4%	647	▼ -15.9%	---	---	---
Months Supply of Inventory	1.7	2.0	▼ -15.0%	1.9	▼ -10.5%	---	---	---
New Listings	271	304	▼ -10.9%	322	▼ -15.8%	2,633	2,723	▼ -3.3%
Pending Sales	282	225	▲ 25.3%	282	▬ 0.0%	2,056	2,014	▲ 2.1%
Days to Off Market	51	43	▲ 18.6%	42	▲ 21.4%	45	39	▲ 15.4%
Sold to Original Price Ratio	98.0%	98.8%	▼ -0.8%	98.8%	▼ -0.8%	97.9%	98.9%	▼ -1.0%
Price per Square Foot	\$260	\$255	▲ 2.0%	\$259	▲ 0.4%	\$253	\$252	▲ 0.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$362,500	\$315,000	▲ 15.1%	\$299,000	▲ 21.2%	\$339,900	\$312,000	▲ 8.9%
Units Sold	94	111	▼ -15.3%	79	▲ 19.0%	566	572	▼ -1.0%
Active Listings	210	190	▲ 10.5%	225	▼ -6.7%	---	---	---
Months Supply of Inventory	2.2	1.7	▲ 29.4%	2.8	▼ -21.4%	---	---	---
New Listings	93	111	▼ -16.2%	98	▼ -5.1%	915	801	▲ 14.2%
Pending Sales	93	69	▲ 34.8%	92	▲ 1.1%	713	627	▲ 13.7%
Days to Off Market	49	40	▲ 22.5%	43	▲ 14.0%	44	39	▲ 12.8%
Sold to Original Price Ratio	100.1%	99.8%	▲ 0.3%	100.0%	▲ 0.1%	99.6%	99.8%	▼ -0.2%
Price per Square Foot	\$269	\$229	▲ 17.5%	\$232	▲ 15.9%	\$241	\$226	▲ 6.6%



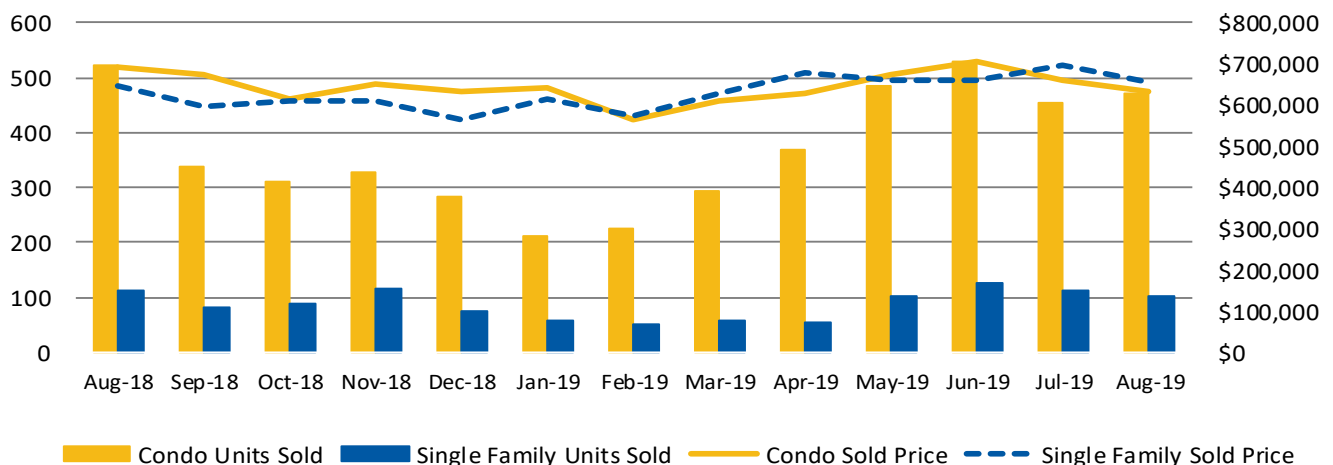
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$657,500	\$645,989	▲ 1.8%	\$697,500	▼ -5.7%	\$653,809	\$625,000	▲ 4.6%
Units Sold	102	112	▼ -8.9%	114	▼ -10.5%	662	672	▼ -1.5%
Active Listings	140	171	▼ -18.1%	201	▼ -30.3%	---	---	---
Months Supply of Inventory	1.4	1.5	▼ -6.7%	1.8	▼ -22.2%	---	---	---
New Listings	54	86	▼ -37.2%	93	▼ -41.9%	899	904	▼ -0.6%
Pending Sales	76	81	▼ -6.2%	87	▼ -12.6%	694	686	▲ 1.2%
Days to Off Market	42	37	▲ 13.5%	46	▼ -8.7%	40	34	▲ 17.6%
Sold to Original Price Ratio	98.4%	99.2%	▼ -0.8%	99.1%	▼ -0.7%	99.3%	100.8%	▼ -1.5%
Price per Square Foot	\$425	\$454	▼ -6.4%	\$463	▼ -8.2%	\$448	\$427	▲ 4.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$634,000	\$692,000	▼ -8.4%	\$660,000	▼ -3.9%	\$649,000	\$668,800	▼ -3.0%
Units Sold	471	521	▼ -9.6%	453	▲ 4.0%	3,041	3,307	▼ -8.0%
Active Listings	973	895	▲ 8.7%	1,215	▼ -19.9%	---	---	---
Months Supply of Inventory	2.1	1.7	▲ 23.5%	2.7	▼ -22.2%	---	---	---
New Listings	349	368	▼ -5.2%	442	▼ -21.0%	4,553	4,339	▲ 4.9%
Pending Sales	365	325	▲ 12.3%	387	▼ -5.7%	3,280	3,291	▼ -0.3%
Days to Off Market	52	45	▲ 15.6%	41	▲ 26.8%	45	37	▲ 21.6%
Sold to Original Price Ratio	97.9%	99.4%	▼ -1.5%	98.8%	▼ -0.9%	98.3%	100.3%	▼ -2.0%
Price per Square Foot	\$772	\$771	▲ 0.1%	\$769	▲ 0.4%	\$775	\$759	▲ 2.1%



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		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$715,629	\$690,000	▲ 3.7%	\$774,950	▼ -7.7%	\$720,251	\$690,000	▲ 4.4%
Units Sold	157	171	▼ -8.2%	152	▲ 3.3%	952	1,010	▼ -5.7%
Active Listings	232	332	▼ -30.1%	307	▼ -24.4%	---	---	---
Months Supply of Inventory	1.5	1.9	▼ -21.1%	2.0	▼ -25.0%	---	---	---
New Listings	159	186	▼ -14.5%	167	▼ -4.8%	1,438	1,499	▼ -4.1%
Pending Sales	158	158	▬ 0.0%	139	▲ 13.7%	1,035	1,064	▼ -2.7%
Days to Off Market	42	31	▲ 35.5%	33	▲ 27.3%	37	34	▲ 8.8%
Sold to Original Price Ratio	98.9%	100.1%	▼ -1.2%	100.8%	▼ -1.9%	98.6%	101.4%	▼ -2.8%
Price per Square Foot	\$295	\$296	▼ -0.3%	\$334	▼ -11.7%	\$306	\$304	▲ 0.7%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$900,000	\$834,500	▲ 7.8%	\$900,000	▬ 0.0%	\$866,000	\$845,000	▲ 2.5%
Units Sold	53	64	▼ -17.2%	74	▼ -28.4%	370	388	▼ -4.6%
Active Listings	126	142	▼ -11.3%	134	▼ -6.0%	---	---	---
Months Supply of Inventory	2.4	2.2	▲ 9.1%	1.8	▲ 33.3%	---	---	---
New Listings	73	72	▲ 1.4%	61	▲ 19.7%	611	591	▲ 3.4%
Pending Sales	47	53	▼ -11.3%	42	▲ 11.9%	389	393	▼ -1.0%
Days to Off Market	55	34	▲ 61.8%	40	▲ 37.5%	45	39	▲ 15.4%
Sold to Original Price Ratio	96.5%	99.2%	▼ -2.7%	97.4%	▼ -0.9%	96.8%	99.3%	▼ -2.5%
Price per Square Foot	\$302	\$286	▲ 5.6%	\$333	▼ -9.3%	\$309	\$300	▲ 3.0%

4 Family Homes

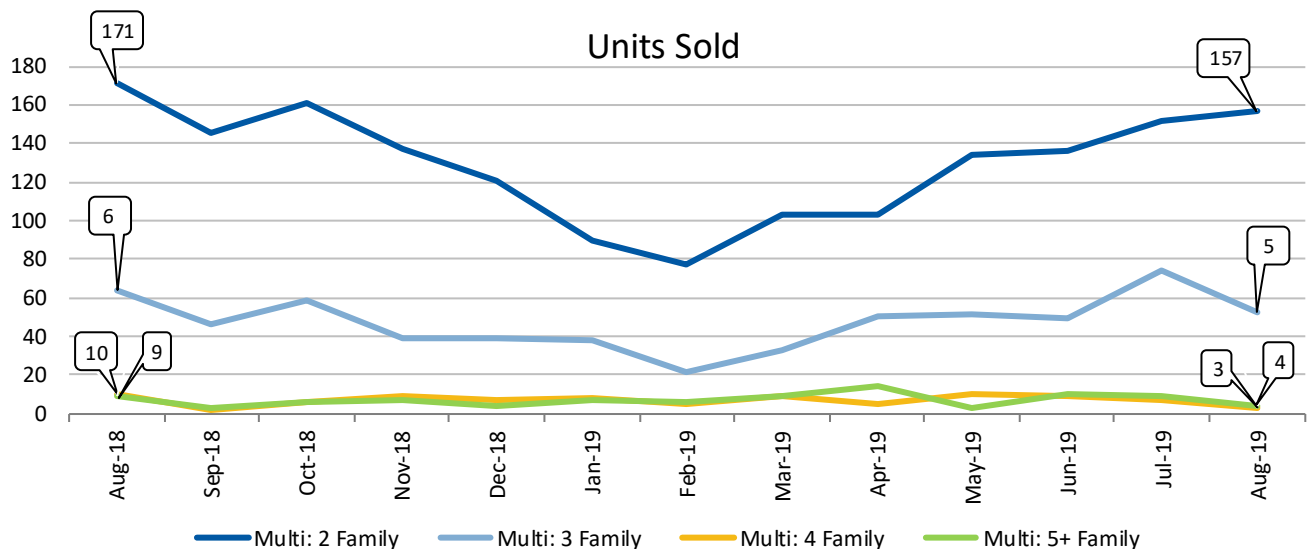
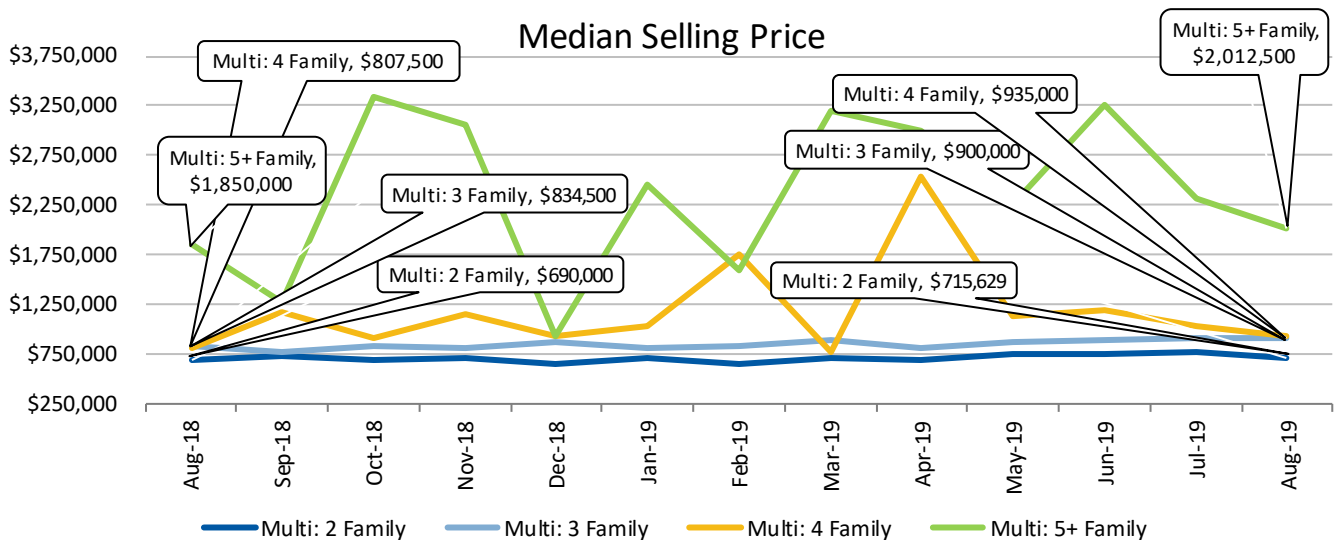
	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$935,000	\$807,500	▲ 15.8%	\$1,025,000	▼ -8.8%	\$1,100,000	\$920,000	▲ 19.6%
Units Sold	3	10	▼ -70.0%	7	▼ -57.1%	56	53	▲ 5.7%
Active Listings	19	35	▼ -45.7%	27	▼ -29.6%	---	---	---
Months Supply of Inventory	6.3	3.5	▲ 80.0%	3.9	▲ 61.5%	---	---	---
New Listings	5	14	▼ -64.3%	17	▼ -70.6%	94	100	▼ -6.0%
Pending Sales	10	8	▲ 25.0%	7	▲ 42.9%	60	51	▲ 17.6%
Days to Off Market	46	71	▼ -35.2%	29	▲ 58.6%	44	37	▲ 18.9%
Sold to Original Price Ratio	91.3%	98.2%	▼ -7.0%	94.0%	▼ -2.9%	95.2%	96.8%	▼ -1.7%
Price per Square Foot	\$214	\$322	▼ -33.5%	\$371	▼ -42.3%	\$371	\$325	▲ 14.2%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

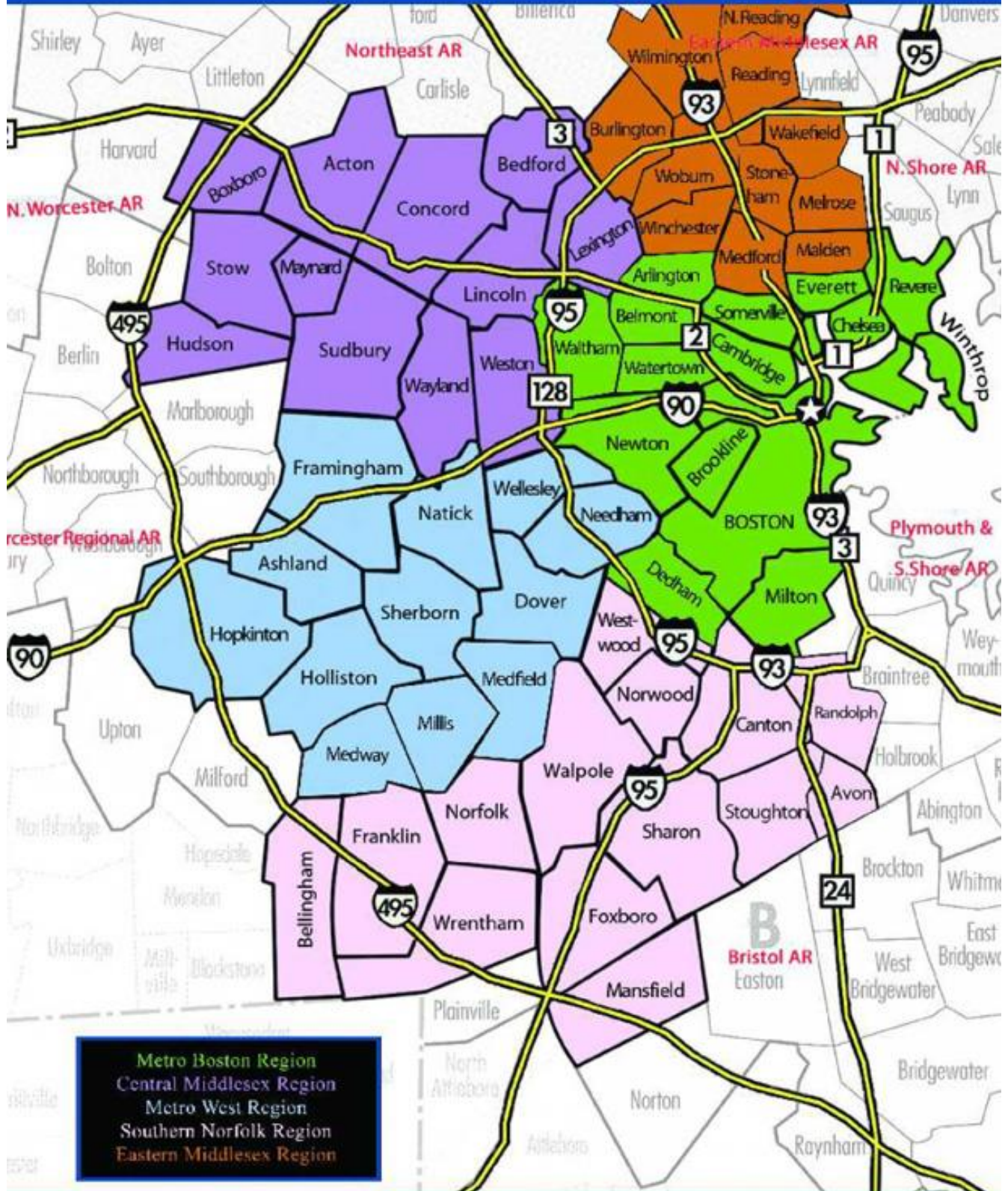
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2019	Aug 2018	Change	Jul 2019	Change	2019	2018	Change
Median Selling Price	\$2,012,500	\$1,850,000	▲ 8.8%	\$2,325,000	▼ -13.4%	\$2,423,000	\$1,687,500	▲ 43.6%
Units Sold	4	9	▼ -55.6%	9	▼ -55.6%	62	62	■ 0.0%
Active Listings	36	43	▼ -16.3%	37	▼ -2.7%	---	---	---
Months Supply of Inventory	9.0	4.8	▲ 87.5%	4.1	▲ 119.5%	---	---	---
New Listings	16	12	▲ 33.3%	11	▲ 45.5%	118	109	▲ 8.3%
Pending Sales	10	7	▲ 42.9%	6	▲ 66.7%	71	60	▲ 18.3%
Days to Off Market	82	78	▲ 5.1%	55	▲ 49.1%	58	48	▲ 20.8%
Sold to Original Price Ratio	93.3%	100.7%	▼ -7.3%	96.0%	▼ -2.8%	94.6%	101.2%	▼ -6.5%
Price per Square Foot	\$416	\$272	▲ 52.9%	\$521	▼ -20.2%	\$490	\$458	▲ 7.0%



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.

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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.