

MONTHLY MARKET INSIGHTS REPORT MARCH 2017



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

Detached Single-Family Homes

The 825 homes sold in March 2017 is the fifth highest sales total for the month and is a 5.6 increase in sales volume from March 2016. Additionally, this is the highest sales total in the month since its record-high volume of 1,001 in 2007. This sales total is also comfortably above the monthly historical average of 771 homes sold. The median sales price increased a healthy 17.5 percent to \$555,000 last month, up from \$472,500 in March 2016.

Condominiums

With 810 condos sold in March, it was the fourth-most active March on record in Greater Boston, as well as being the most active March since the record 950 condos sold in March 2007. This sales total is also well above the monthly historical average of 706 condos sold. On an annual basis, the median sales price rose 8.6 percent, up to \$520,000 from \$478,750 from March 2016.

Multi-Family Homes

In March 2017, 141 multi-family homes were sold in Greater Boston, which is a 10.8 percent decrease from the 158 multi-family homes sold in March 2016. The largest decline in sales came in the two-family homes market as 93 homes were sold compared to 109 in March 2016, which is a 14.7 percent decline. Notably the 7 four-family homes sold last month had a median sale price of \$1.525,000, which is a 157.6% increase on last March's 4 homes sold at a median sales price of \$592,000

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

One 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 3/10/2017

GREATER BOSTON MARKET SUMMARY

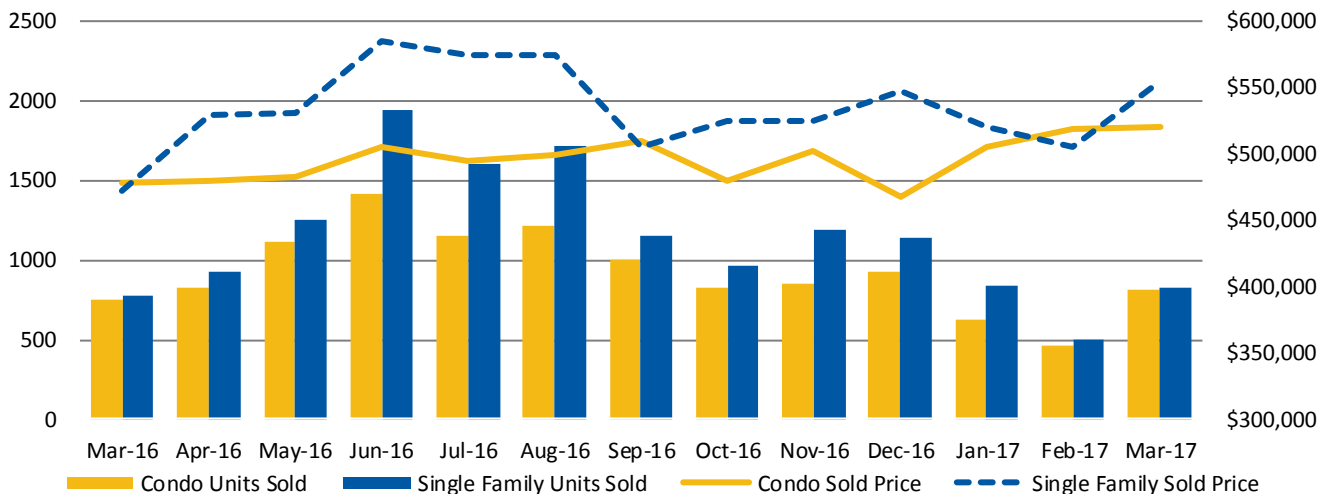
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$555,000	\$472,500	▲ 17.5%	\$505,000	▲ 9.9%	\$530,000	\$490,000	▲ 8.2%
Units Sold	825	781	▲ 5.6%	506	▲ 63.0%	2,171	2,213	▼ -1.9%
Active Listings	2,296	3,588	▼ -36.0%	1,980	▲ 16.0%	---	---	---
Months Supply of Inventory	2.8	4.6	▼ -39.4%	3.9	▼ -28.9%	---	---	---
New Listings	1,881	2,199	▼ -14.5%	1,057	▲ 78.0%	3,846	4,261	▼ -9.7%
Pending Sales	1,327	1,276	▲ 4.0%	806	▲ 64.6%	2,789	2,712	▲ 2.8%
Days to Off Market	45	58	▼ -22.4%	57	▼ -21.1%	55	67	▼ -18.6%
Sold to Original Price Ratio	97.7%	97.4%	▲ 0.3%	96.3%	▲ 1.5%	96.7%	96.3%	▲ 0.4%
Price per Square Foot	\$305	\$281	▲ 8.8%	\$280	▲ 9.0%	\$294	\$279	▲ 5.3%

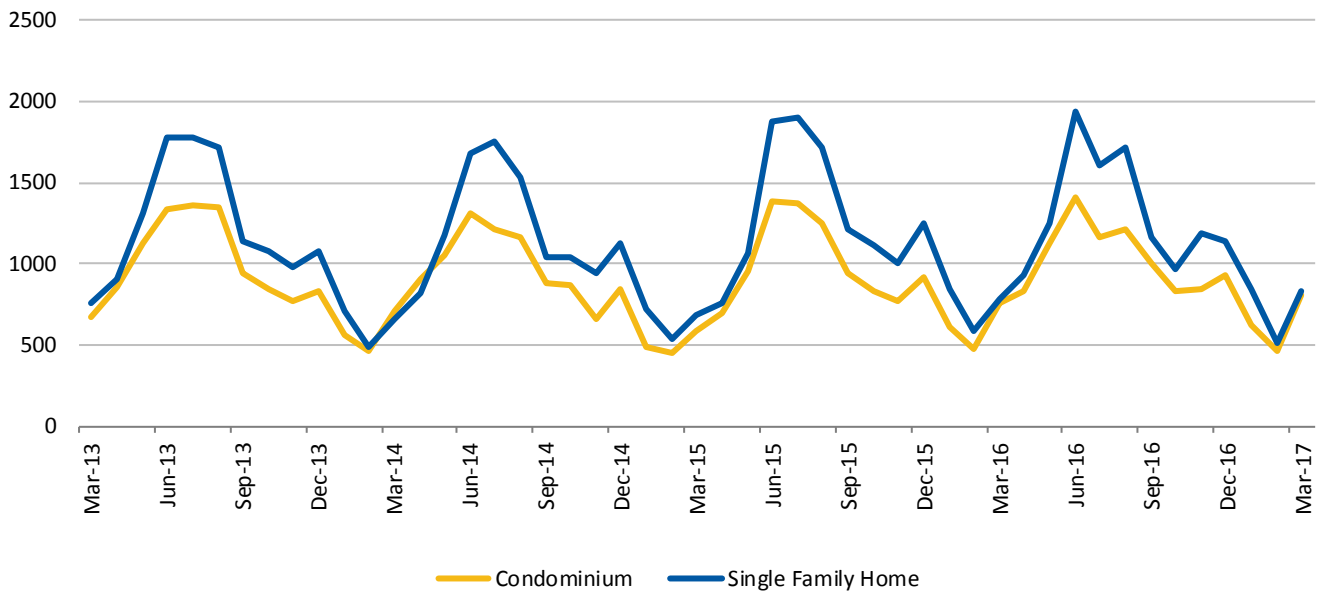
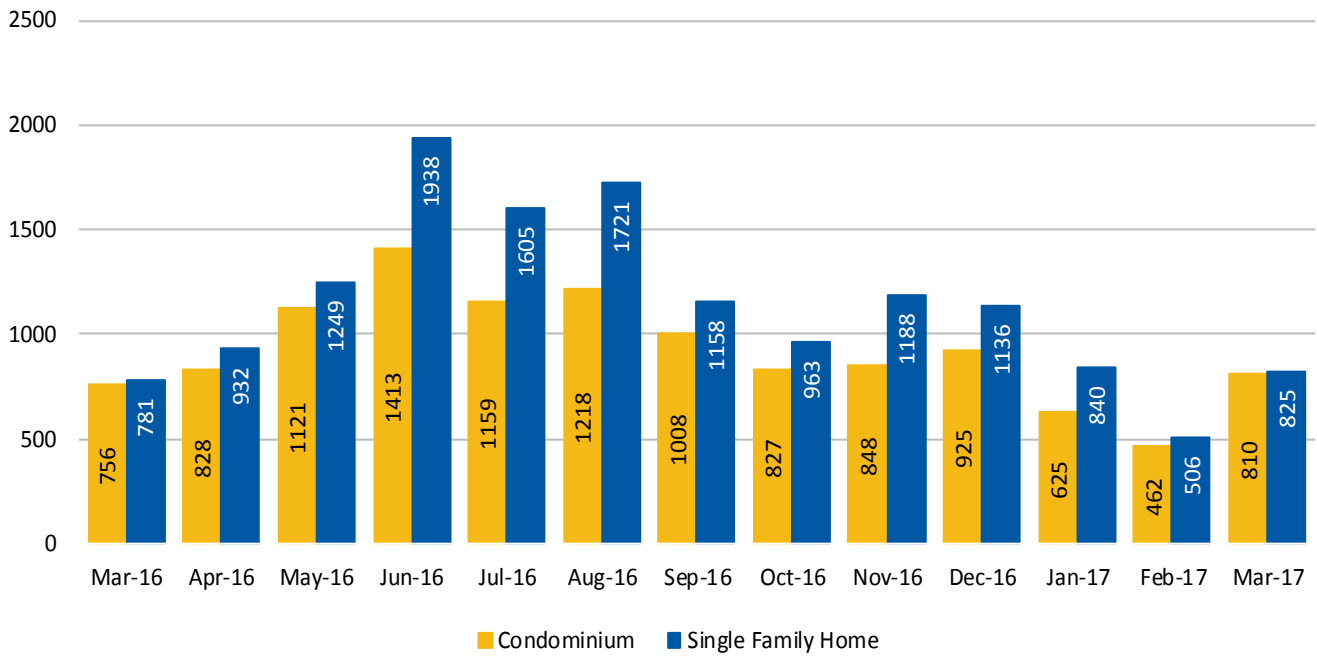
Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$520,000	\$478,750	▲ 8.6%	\$519,000	▲ 0.2%	\$512,000	\$460,000	▲ 11.3%
Units Sold	810	756	▲ 7.1%	462	▲ 75.3%	1,897	1,833	▲ 3.5%
Active Listings	1,501	2,107	▼ -28.8%	1,352	▲ 11.0%	---	---	---
Months Supply of Inventory	1.9	2.8	▼ -33.7%	2.9	▼ -36.9%	---	---	---
New Listings	1,436	1,553	▼ -7.5%	865	▲ 66.0%	3,132	3,307	▼ -5.3%
Pending Sales	1,111	1,045	▲ 6.3%	742	▲ 49.7%	2,425	2,367	▲ 2.5%
Days to Off Market	38	43	▼ -11.6%	48	▼ -20.8%	43	47	▼ -8.8%
Sold to Original Price Ratio	100.0%	99.6%	▲ 0.4%	99.1%	▲ 0.9%	99.1%	98.6%	▲ 0.4%
Price per Square Foot	\$527	\$463	▲ 13.8%	\$468	▲ 12.5%	\$499	\$459	▲ 8.7%



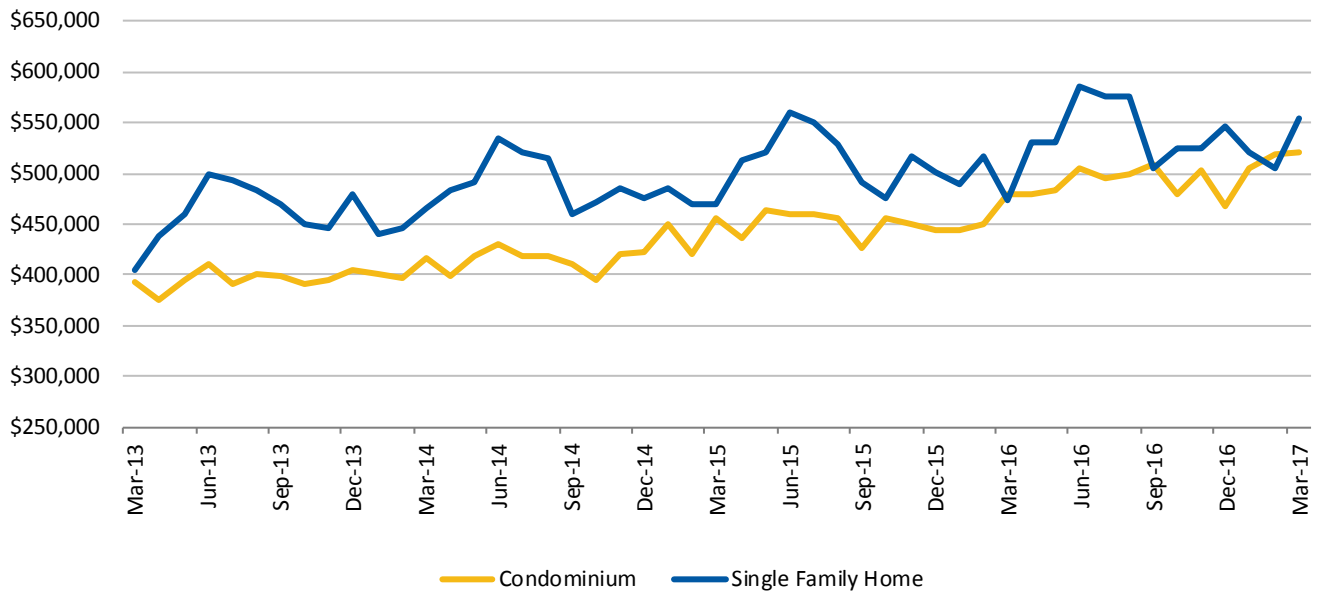
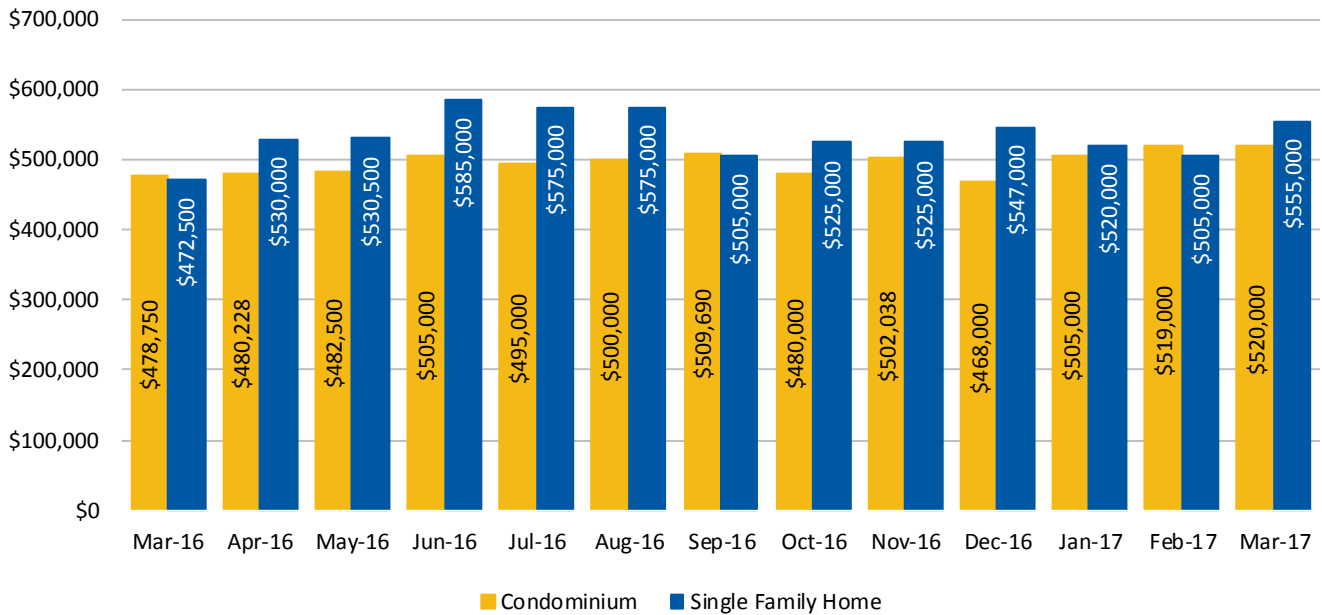
UNITS SOLD

	Year over Year			Month over Month			Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change	
SINGLE FAMILY HOMES	825	781	▲ 5.6%	506	▲ 63.0%	2,171	2,213	▼ -1.9%	
CONDOMINIUMS	810	756	▲ 7.1%	462	▲ 75.3%	1,897	1,833	▲ 3.5%	



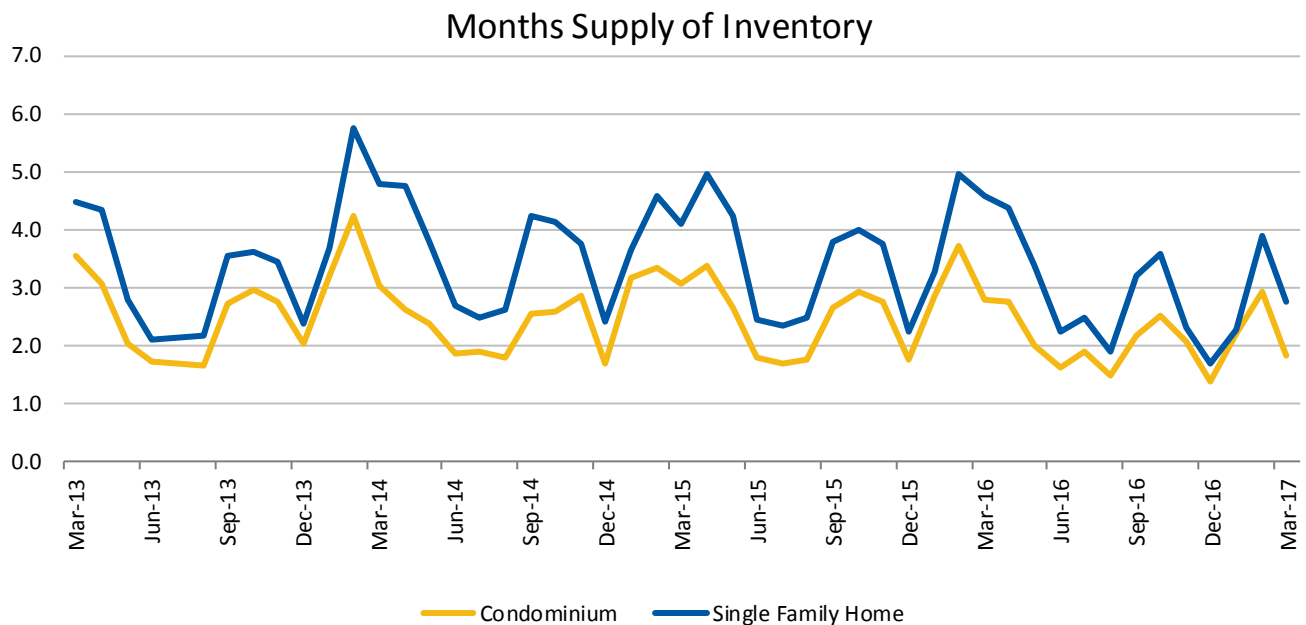
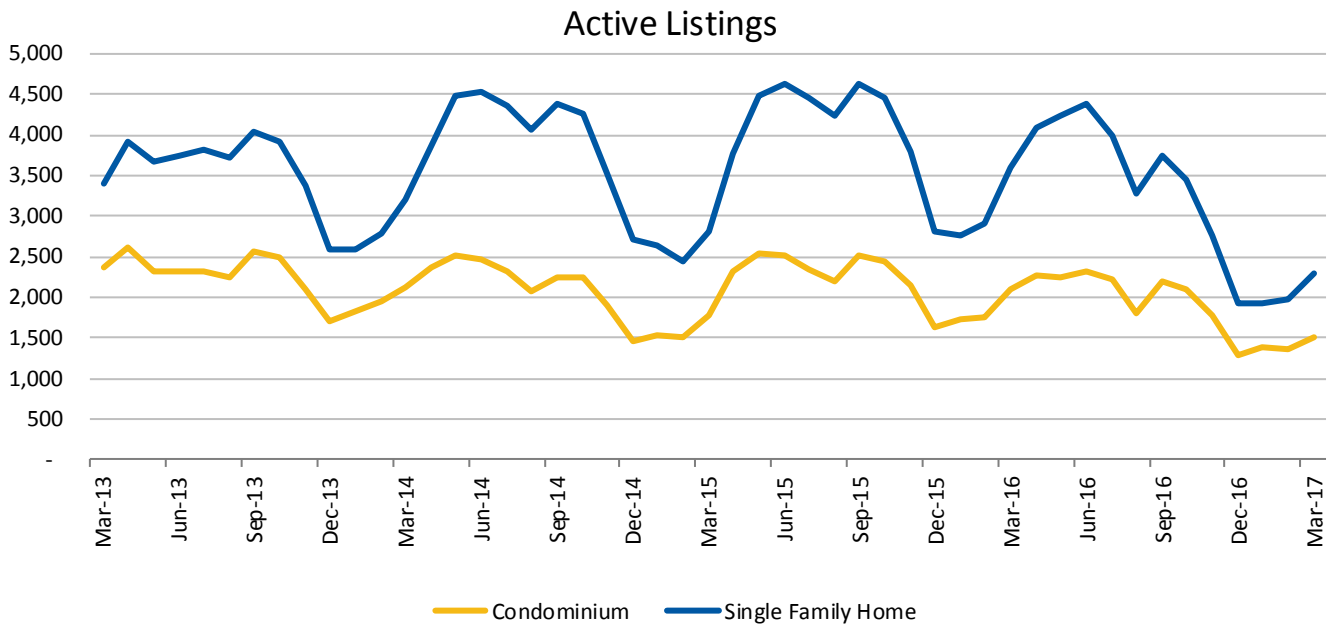
MEDIAN SELLING PRICE

	Year over Year			Month over Month			Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change	
SINGLE FAMILY HOMES	\$555,000	\$472,500	▲ 17.5%	\$505,000	▲ 9.9%	\$530,000	\$490,000	▲ 8.2%	
CONDOMINIUMS	\$520,000	\$478,750	▲ 8.6%	\$519,000	▲ 0.2%	\$512,000	\$460,000	▲ 11.3%	



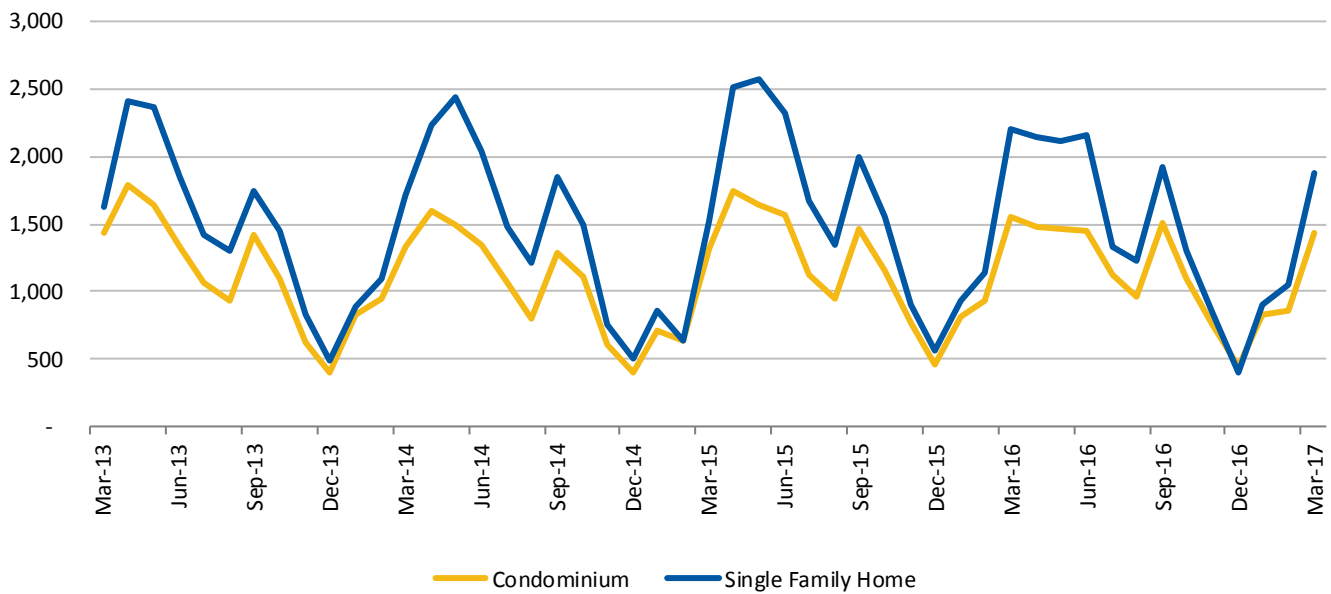
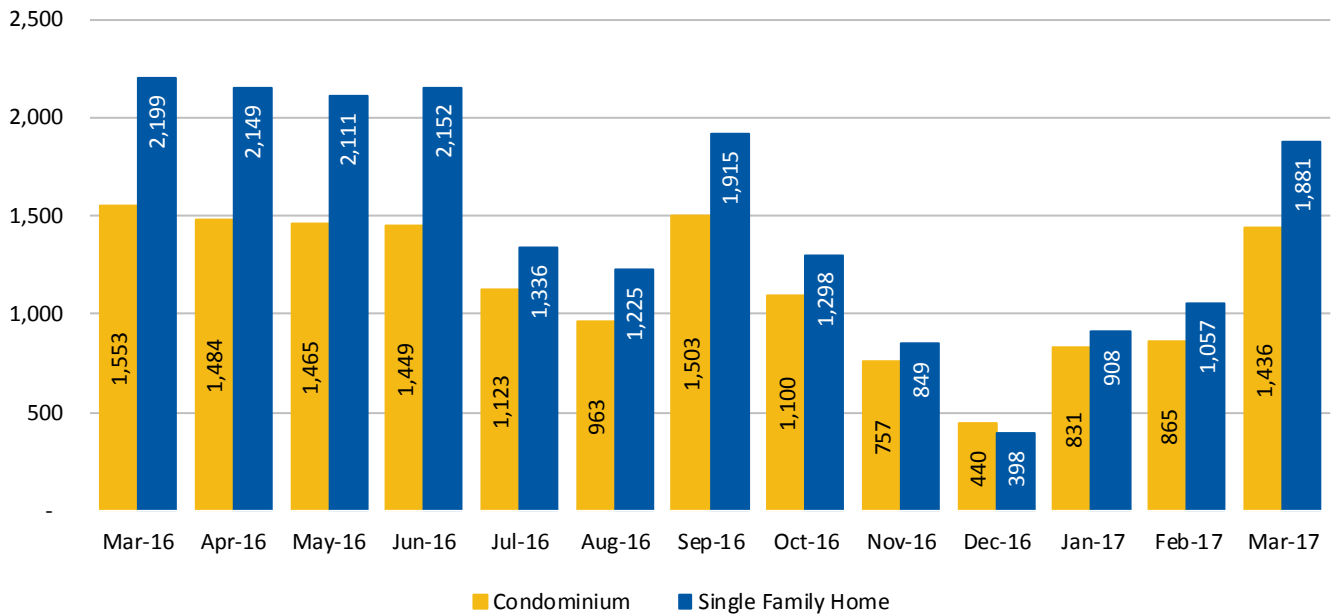
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Mar 2017	Mar 2016	Change	Feb 2017	Change
SINGLE FAMILY HOMES	Active Listings	2,296	3,588	▼ -36.0%	1,980	▲ 16.0%
	Months Supply of Inventory	2.8	4.6	▼ -39.4%	3.9	▼ -28.9%
CONDOMINIUMS	Active Listings	1,501	2,107	▼ -28.8%	1,352	▲ 11.0%
	Months Supply of Inventory	1.9	2.8	▼ -33.7%	2.9	▼ -36.9%



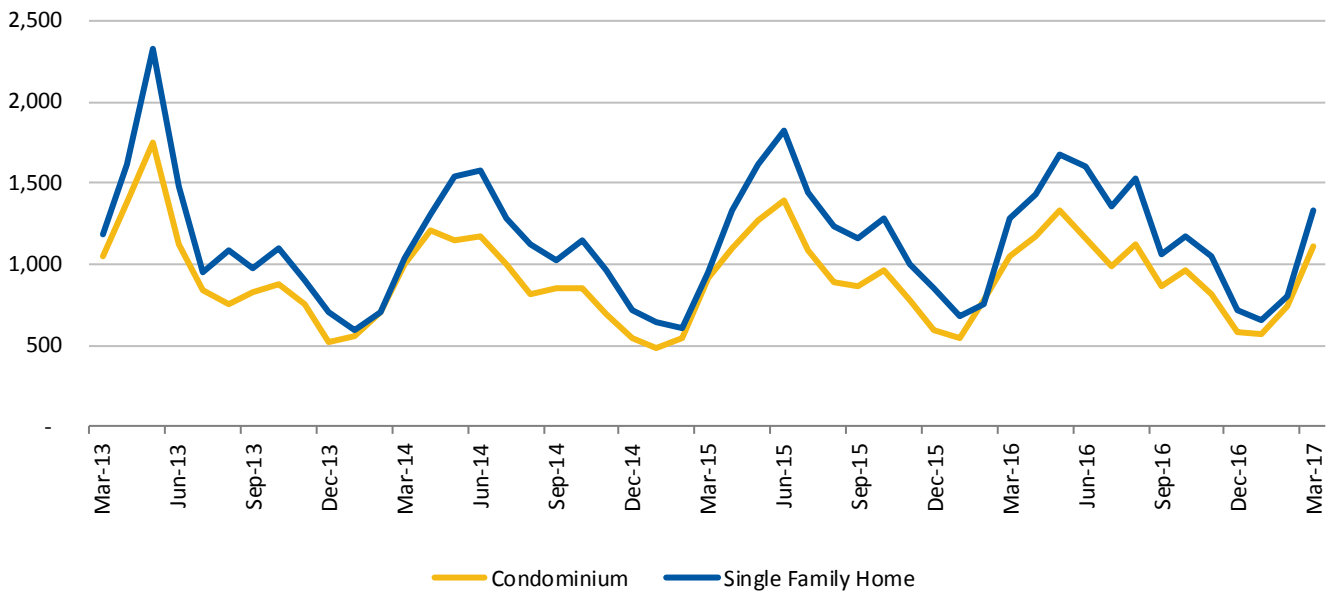
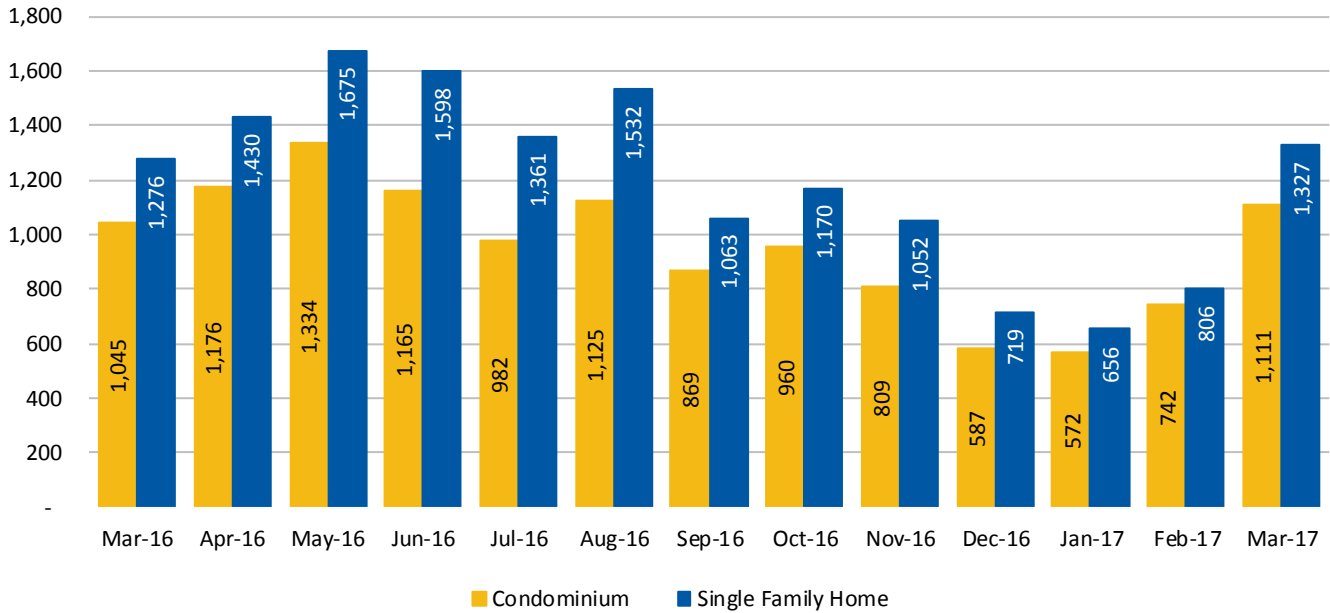
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,881	2,199	▼ -14.5%	1,057	▲ 78.0%	3,846	4,261	▼ -9.7%
CONDOMINIUMS	1,436	1,553	▼ -7.5%	865	▲ 66.0%	3,132	3,307	▼ -5.3%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,327	1,276	▲ 4.0%	806	▲ 64.6%	2,789	2,712	▲ 2.8%
CONDOMINIUMS	1,111	1,045	▲ 6.3%	742	▲ 49.7%	2,425	2,367	▲ 2.5%



CENTRAL MIDDLESEX REGION

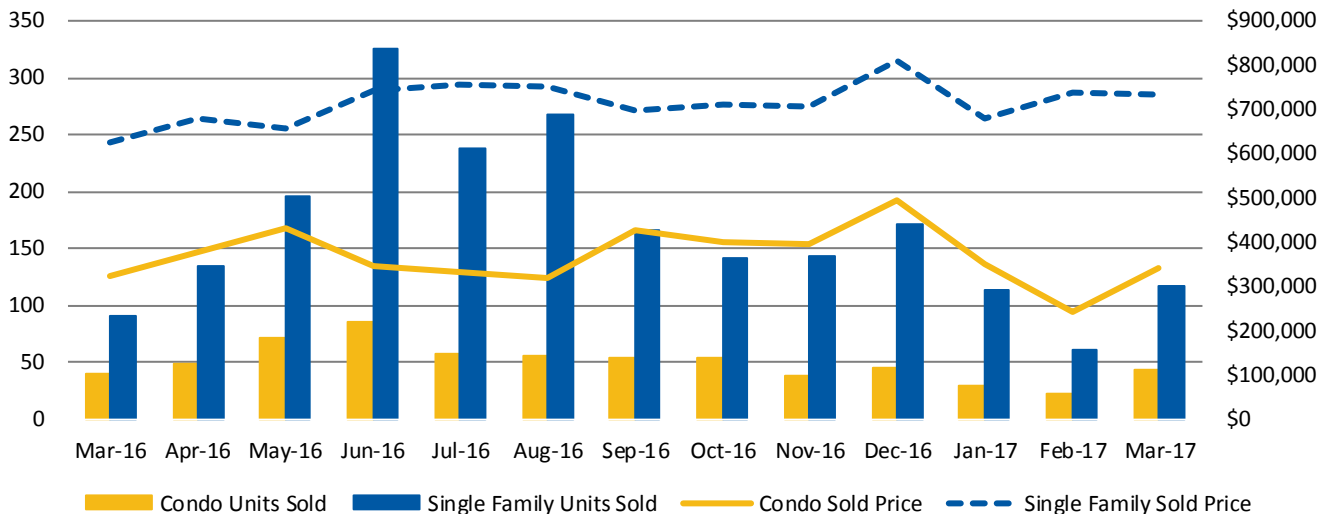
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$732,500	\$626,000	▲ 17.0%	\$740,000	▼ -1.0%	\$718,500	\$656,000	▲ 9.5%
Units Sold	116	91	▲ 27.5%	60	▲ 93.3%	290	273	▲ 6.2%
Active Listings	487	705	▼ -30.9%	379	▲ 28.5%	---	---	---
Months Supply of Inventory	4.2	7.8	▼ -45.8%	6.3	▼ -33.5%	---	---	---
New Listings	328	388	▼ -15.5%	176	▲ 86.4%	631	714	▼ -11.6%
Pending Sales	186	187	▼ -0.5%	110	▲ 69.1%	391	375	▲ 4.3%
Days to Off Market	51	60	▼ -15.0%	47	▲ 8.5%	57	74	▼ -23.0%
Sold to Original Price Ratio	96.1%	96.1%	▲ 0.1%	94.5%	▲ 1.7%	95.0%	95.3%	▼ -0.3%
Price per Square Foot	\$305	\$268	▲ 13.9%	\$298	▲ 2.1%	\$302	\$279	▲ 8.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$341,400	\$325,000	▲ 5.0%	\$243,100	▲ 40.4%	\$332,500	\$380,000	▼ -12.5%
Units Sold	44	39	▲ 12.8%	22	▲ 100.0%	95	114	▼ -16.7%
Active Listings	103	149	▼ -30.9%	97	▲ 6.2%	---	---	---
Months Supply of Inventory	2.3	3.8	▼ -38.7%	4.4	▼ -46.9%	---	---	---
New Listings	86	85	▲ 1.2%	50	▲ 72.0%	174	169	▲ 3.0%
Pending Sales	74	60	▲ 23.3%	42	▲ 76.2%	145	109	▲ 33.0%
Days to Off Market	66	76	▼ -13.2%	86	▼ -23.3%	71	71	0.0%
Sold to Original Price Ratio	96.6%	98.4%	▼ -1.8%	95.9%	▲ 0.7%	96.4%	98.7%	▼ -2.3%
Price per Square Foot	\$241	\$267	▼ -9.6%	\$196	▲ 22.9%	\$231	\$255	▼ -9.7%



EASTERN MIDDLESEX REGION

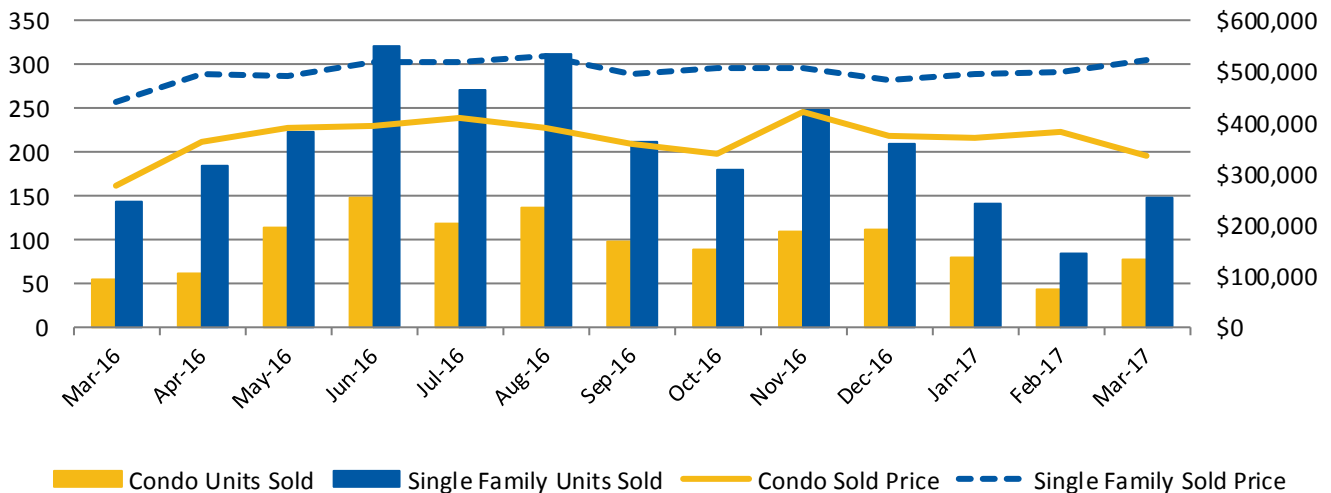
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$524,250	\$441,050	▲ 18.9%	\$499,000	▲ 5.1%	\$505,000	\$450,000	▲ 12.2%
Units Sold	148	143	▲ 3.5%	83	▲ 78.3%	373	405	▼ -7.9%
Active Listings	239	449	▼ -46.8%	226	▲ 5.8%	---	---	---
Months Supply of Inventory	1.6	3.1	▼ -48.7%	2.7	▼ -40.8%	---	---	---
New Listings	242	345	▼ -29.9%	151	▲ 60.3%	538	658	▼ -18.2%
Pending Sales	195	230	▼ -15.2%	144	▲ 35.4%	438	463	▼ -5.4%
Days to Off Market	41	44	▼ -6.8%	47	▼ -12.8%	46	55	▼ -16.4%
Sold to Original Price Ratio	99.9%	99.4%	▲ 0.5%	98.2%	▲ 1.8%	98.7%	97.8%	▲ 0.9%
Price per Square Foot	\$296	\$283	▲ 4.6%	\$278	▲ 6.4%	\$286	\$274	▲ 4.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$333,750	\$276,000	▲ 20.9%	\$380,500	▼ -12.3%	\$354,000	\$312,200	▲ 13.4%
Units Sold	77	55	▲ 40.0%	42	▲ 83.3%	198	165	▲ 20.0%
Active Listings	118	161	▼ -26.7%	98	▲ 20.4%	---	---	---
Months Supply of Inventory	1.5	2.9	▼ -47.8%	2.3	▼ -34.3%	---	---	---
New Listings	143	129	▲ 10.9%	85	▲ 68.2%	331	278	▲ 19.1%
Pending Sales	112	98	▲ 14.3%	82	▲ 36.6%	268	217	▲ 23.5%
Days to Off Market	33	43	▼ -23.3%	23	▲ 43.5%	31	47	▼ -34.0%
Sold to Original Price Ratio	101.6%	98.3%	▲ 3.4%	100.3%	▲ 1.3%	100.2%	98.1%	▲ 2.1%
Price per Square Foot	\$331	\$282	▲ 17.4%	\$320	▲ 3.3%	\$319	\$282	▲ 13.2%



METRO BOSTON REGION

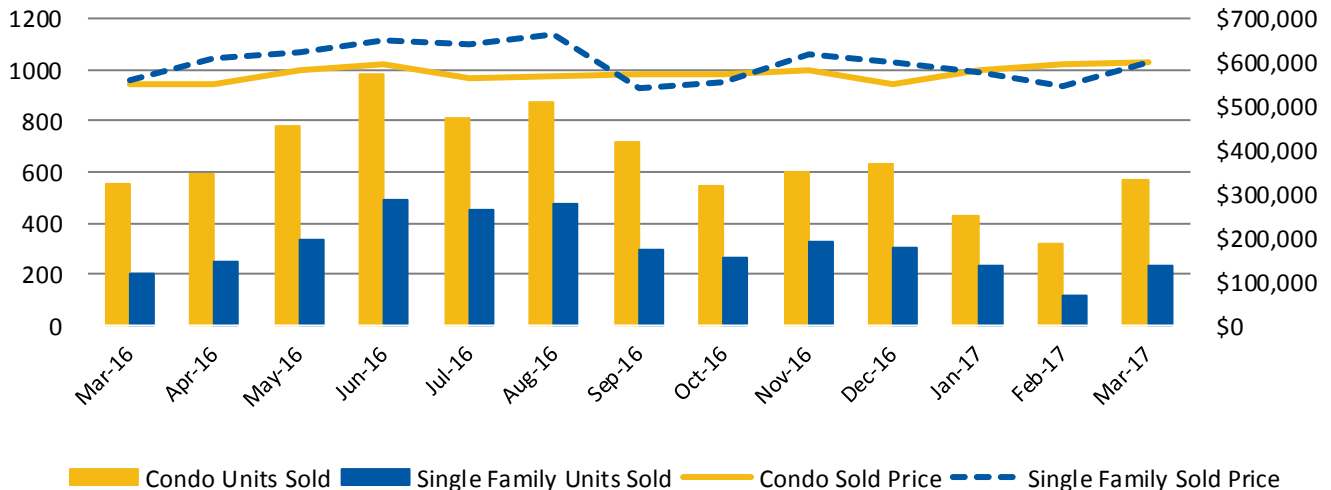
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$600,000	\$559,500	▲ 7.2%	\$546,000	▲ 9.9%	\$580,000	\$545,000	▲ 6.4%
Units Sold	235	204	▲ 15.2%	116	▲ 102.6%	587	601	▼ -2.3%
Active Listings	540	799	▼ -32.4%	469	▲ 15.1%	---	---	---
Months Supply of Inventory	2.3	3.9	▼ -41.3%	4.0	▼ -43.1%	---	---	---
New Listings	526	553	▼ -4.9%	297	▲ 77.1%	1,093	1,085	▲ 0.7%
Pending Sales	388	358	▲ 8.4%	217	▲ 78.8%	777	729	▲ 6.6%
Days to Off Market	41	50	▼ -18.0%	40	▲ 2.5%	45	58	▼ -22.4%
Sold to Original Price Ratio	98.6%	98.4%	▲ 0.2%	97.1%	▲ 1.6%	97.2%	96.7%	▲ 0.6%
Price per Square Foot	\$369	\$346	▲ 6.7%	\$333	▲ 10.7%	\$352	\$337	▲ 4.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$600,000	\$549,000	▲ 9.3%	\$597,450	▲ 0.4%	\$590,000	\$525,000	▲ 12.4%
Units Sold	572	554	▲ 3.2%	316	▲ 81.0%	1,318	1,287	▲ 2.4%
Active Listings	1,023	1,371	▼ -25.4%	895	▲ 14.3%	---	---	---
Months Supply of Inventory	1.8	2.5	▼ -27.5%	2.8	▼ -36.7%	---	---	---
New Listings	1,021	1,118	▼ -8.7%	616	▲ 65.7%	2,195	2,351	▼ -6.6%
Pending Sales	750	735	▲ 2.0%	516	▲ 45.3%	1,645	1,678	▼ -2.0%
Days to Off Market	32	38	▼ -15.8%	45	▼ -28.9%	40	42	▼ -4.8%
Sold to Original Price Ratio	100.2%	100.1%	▲ 0.1%	99.2%	▲ 1.0%	99.1%	98.9%	▲ 0.2%
Price per Square Foot	\$634	\$540	▲ 17.4%	\$568	▲ 11.8%	\$602	\$549	▲ 9.6%



METRO WEST REGION

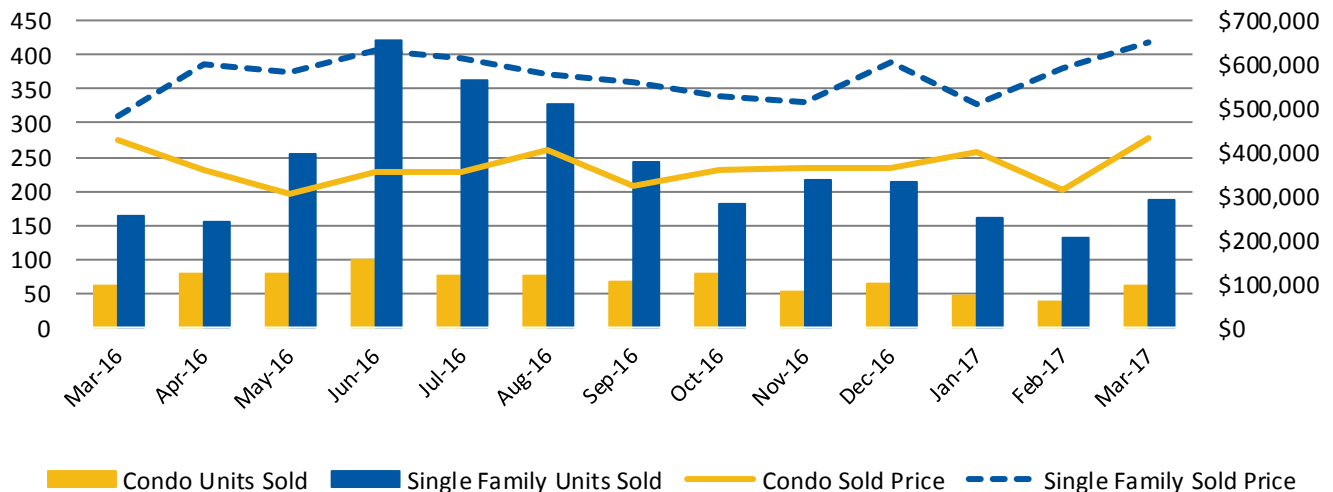
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$652,500	\$484,000	▲ 34.8%	\$593,950	▲ 9.9%	\$585,000	\$570,000	▲ 2.6%
Units Sold	186	163	▲ 14.1%	130	▲ 43.1%	477	437	▲ 9.2%
Active Listings	555	859	▼ -35.4%	488	▲ 13.7%	---	---	---
Months Supply of Inventory	3.0	5.3	▼ -43.5%	3.8	▼ -20.5%	---	---	---
New Listings	416	518	▼ -19.7%	248	▲ 67.7%	857	980	▼ -12.6%
Pending Sales	296	275	▲ 7.6%	187	▲ 58.3%	621	576	▲ 7.8%
Days to Off Market	45	67	▼ -32.8%	78	▼ -42.3%	65	75	▼ -13.3%
Sold to Original Price Ratio	96.7%	96.3%	▲ 0.4%	94.9%	▲ 1.9%	96.0%	95.4%	▲ 0.7%
Price per Square Foot	\$288	\$272	▲ 5.9%	\$273	▲ 5.5%	\$282	\$274	▲ 2.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$434,500	\$429,988	▲ 1.0%	\$313,000	▲ 38.8%	\$410,000	\$367,000	▲ 11.7%
Units Sold	60	60	■ 0.0%	37	▲ 62.2%	143	145	▼ -1.4%
Active Listings	124	212	▼ -41.5%	128	▼ -3.1%	---	---	---
Months Supply of Inventory	2.1	3.5	▼ -41.4%	3.5	▼ -40.2%	---	---	---
New Listings	89	129	▼ -31.0%	53	▲ 67.9%	214	275	▼ -22.2%
Pending Sales	87	79	▲ 10.1%	44	▲ 97.7%	175	206	▼ -15.0%
Days to Off Market	55	56	▼ -1.8%	53	▲ 3.8%	51	62	▼ -17.7%
Sold to Original Price Ratio	100.0%	98.8%	▲ 1.3%	100.2%	▼ -0.2%	100.0%	98.0%	▲ 2.1%
Price per Square Foot	\$264	\$258	▲ 2.6%	\$252	▲ 4.9%	\$264	\$245	▲ 7.6%



SOUTHERN NORFOLK REGION

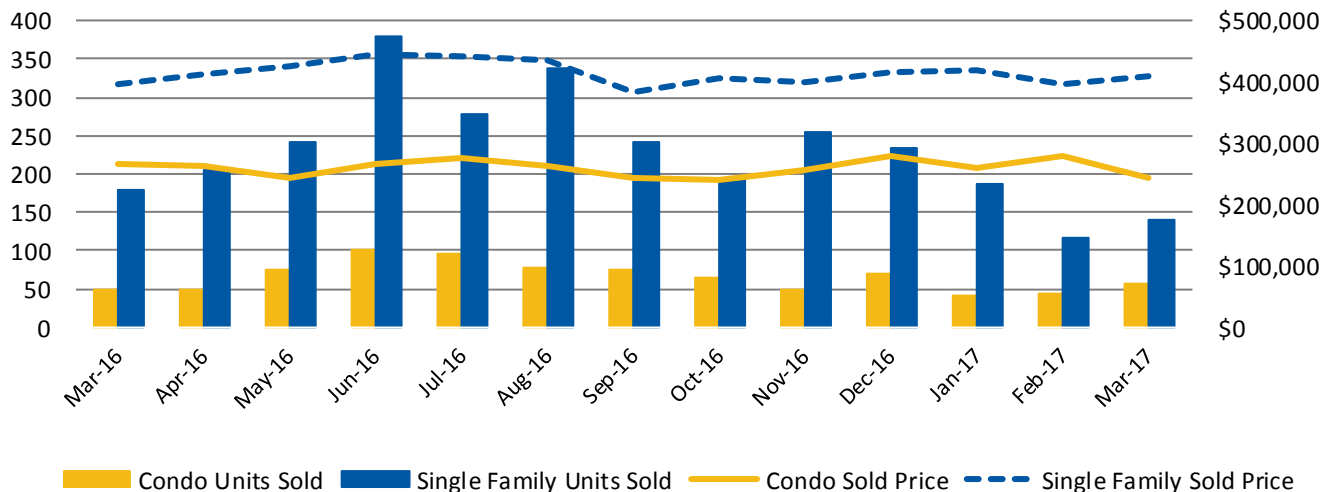
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$410,000	\$396,800	▲ 3.3%	\$396,000	▲ 3.5%	\$413,693	\$395,000	▲ 4.7%
Units Sold	140	180	▼ -22.2%	117	▲ 19.7%	444	497	▼ -10.7%
Active Listings	475	776	▼ -38.8%	418	▲ 13.6%	---	---	---
Months Supply of Inventory	3.4	4.3	▼ -21.3%	3.6	▼ -5.0%	---	---	---
New Listings	369	395	▼ -6.6%	185	▲ 99.5%	727	824	▼ -11.8%
Pending Sales	262	226	▲ 15.9%	148	▲ 77.0%	562	569	▼ -1.2%
Days to Off Market	52	71	▼ -26.8%	73	▼ -28.8%	63	77	▼ -18.2%
Sold to Original Price Ratio	96.6%	96.4%	▲ 0.2%	96.5%	▲ 0.1%	96.3%	96.1%	▲ 0.2%
Price per Square Foot	\$233	\$220	▲ 5.7%	\$227	▲ 2.4%	\$232	\$218	▲ 6.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$243,000	\$265,100	▼ -8.3%	\$280,000	▼ -13.2%	\$255,000	\$245,000	▲ 4.1%
Units Sold	57	48	▲ 18.8%	45	▲ 26.7%	143	122	▲ 17.2%
Active Listings	133	214	▼ -37.9%	134	▼ -0.7%	---	---	---
Months Supply of Inventory	2.3	4.5	▼ -47.8%	3.0	▼ -21.8%	---	---	---
New Listings	97	92	▲ 5.4%	61	▲ 59.0%	218	234	▼ -6.8%
Pending Sales	88	73	▲ 20.5%	58	▲ 51.7%	192	157	▲ 22.3%
Days to Off Market	50	60	▼ -16.7%	71	▼ -29.6%	58	63	▼ -7.9%
Sold to Original Price Ratio	99.0%	97.7%	▲ 1.4%	98.2%	▲ 0.8%	98.1%	97.3%	▲ 0.7%
Price per Square Foot	\$210	\$196	▲ 7.4%	\$218	▼ -3.8%	\$209	\$191	▲ 9.2%



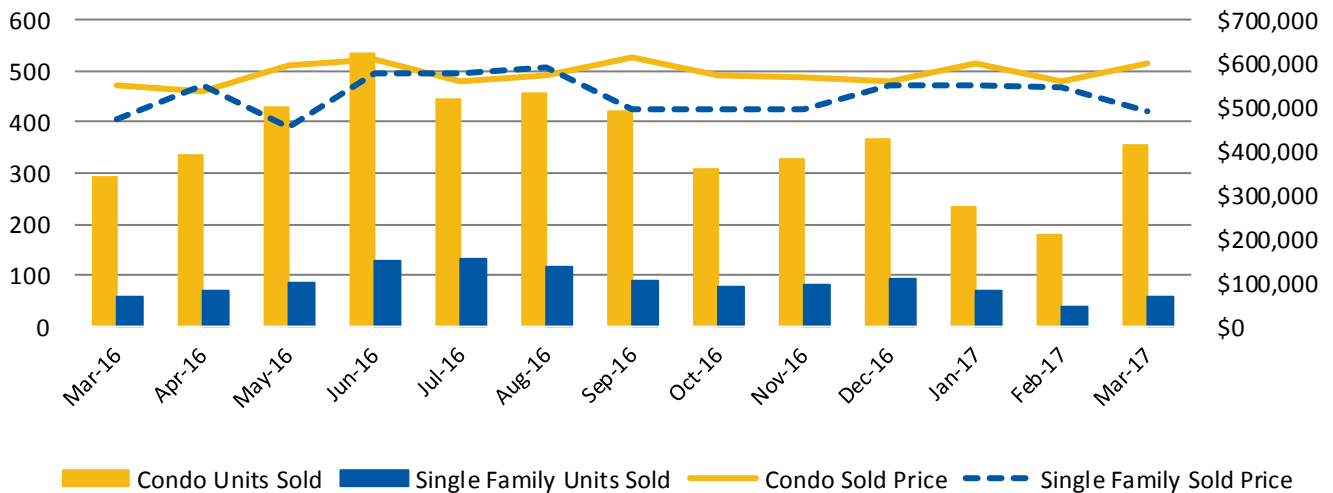
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$490,000	\$471,250	▲ 4.0%	\$546,000	▼ -10.3%	\$523,850	\$487,500	▲ 7.5%
Units Sold	57	58	▼ -1.7%	38	▲ 50.0%	164	163	▲ 0.6%
Active Listings	157	229	▼ -31.4%	131	▲ 19.8%	---	---	---
Months Supply of Inventory	2.8	3.9	▼ -30.2%	3.4	▼ -20.1%	---	---	---
New Listings	150	153	▼ -2.0%	72	▲ 108.3%	302	274	▲ 10.2%
Pending Sales	99	85	▲ 16.5%	63	▲ 57.1%	208	182	▲ 14.3%
Days to Off Market	45	63	▼ -28.6%	46	▼ -2.2%	47	67	▼ -29.6%
Sold to Original Price Ratio	98.3%	98.8%	▼ -0.5%	94.7%	▲ 3.7%	97.1%	97.4%	▼ -0.4%
Price per Square Foot	\$392	\$334	▲ 17.5%	\$342	▲ 14.7%	\$364	\$336	▲ 8.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$599,000	\$550,000	▲ 8.9%	\$560,000	▲ 7.0%	\$590,000	\$539,500	▲ 9.4%
Units Sold	355	293	▲ 21.2%	178	▲ 99.4%	765	718	▲ 6.5%
Active Listings	706	865	▼ -18.4%	610	▲ 15.7%	---	---	---
Months Supply of Inventory	2.0	3.0	▼ -32.6%	3.4	▼ -42.0%	---	---	---
New Listings	630	619	▲ 1.8%	381	▲ 65.4%	1,348	1,338	▲ 0.7%
Pending Sales	434	392	▲ 10.7%	327	▲ 32.7%	980	943	▲ 3.9%
Days to Off Market	35	38	▼ -7.9%	50	▼ -30.0%	44	43	▲ 2.3%
Sold to Original Price Ratio	99.3%	99.1%	▲ 0.3%	98.4%	▲ 0.9%	98.4%	98.1%	▲ 0.3%
Price per Square Foot	\$713	\$626	▲ 13.9%	\$640	▲ 11.4%	\$689	\$638	▲ 8.0%



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		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change	
Median Selling Price	\$590,000	\$530,000	▲ 11.3%	\$550,000	▲ 7.3%	\$560,000	\$535,700	▲ 4.5%	
Units Sold	93	109	▼ -14.7%	69	▲ 34.8%	283	313	▼ -9.6%	
Active Listings	177	343	▼ -48.4%	177	▬ 0.0%	---	---	---	
Months Supply of Inventory	1.9	3.2	▼ -39.7%	2.6	▼ -26.1%	---	---	---	
New Listings	176	216	▼ -18.5%	106	▲ 66.0%	397	437	▼ -9.2%	
Pending Sales	129	134	▼ -3.7%	86	▲ 50.0%	294	307	▼ -4.2%	
Days to Off Market	32	64	▼ -50.0%	33	▼ -3.0%	39	66	▼ -41.1%	
Sold to Original Price Ratio	99.6%	99.4%	▲ 0.2%	99.9%	▼ -0.2%	100.0%	98.6%	▲ 1.5%	
Price per Square Foot	\$266	\$222	▲ 19.8%	\$249	▲ 6.9%	\$256	\$230	▲ 10.9%	

3 Family Homes

	Year over Year			Month over Month			Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change	
Median Selling Price	\$680,000	\$572,500	▲ 18.8%	\$622,000	▲ 9.3%	\$660,000	\$600,000	▲ 10.0%	
Units Sold	34	36	▼ -5.6%	32	▲ 6.3%	111	123	▼ -9.8%	
Active Listings	70	145	▼ -51.7%	65	▲ 7.7%	---	---	---	
Months Supply of Inventory	2.1	4.0	▼ -48.9%	2.0	▲ 1.5%	---	---	---	
New Listings	70	81	▼ -13.6%	52	▲ 34.6%	167	170	▼ -1.8%	
Pending Sales	48	50	▼ -4.0%	42	▲ 14.3%	122	112	▲ 8.9%	
Days to Off Market	47	58	▼ -19.0%	48	▼ -2.1%	43	66	▼ -35.0%	
Sold to Original Price Ratio	97.6%	96.2%	▲ 1.4%	95.7%	▲ 1.9%	98.3%	96.9%	▲ 1.5%	
Price per Square Foot	\$218	\$218	▲ 0.1%	\$218	▲ 0.1%	\$236	\$218	▲ 7.8%	

4 Family Homes

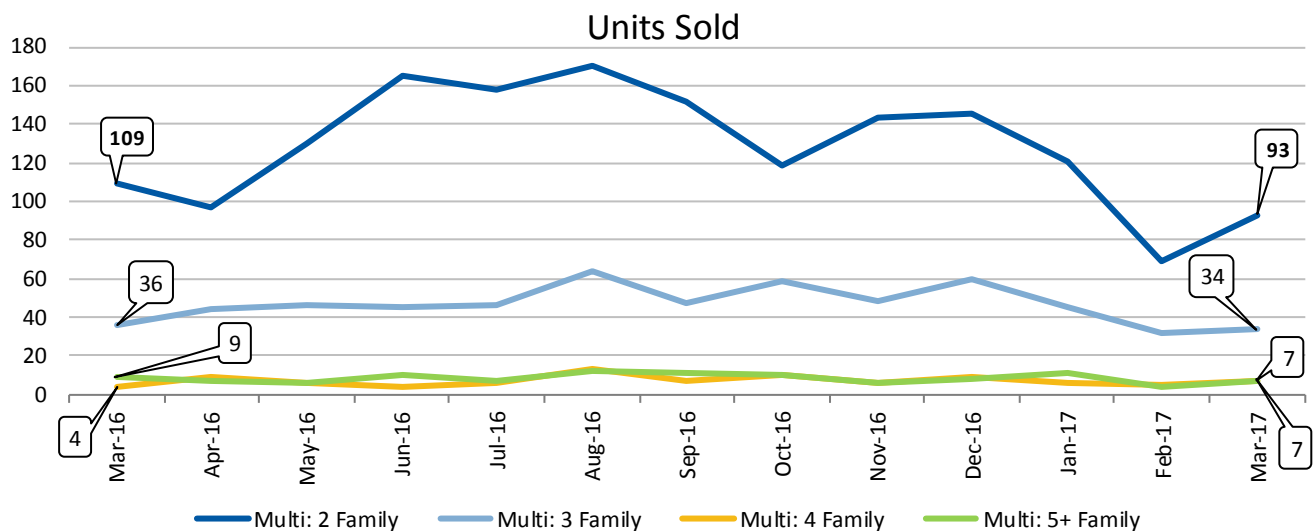
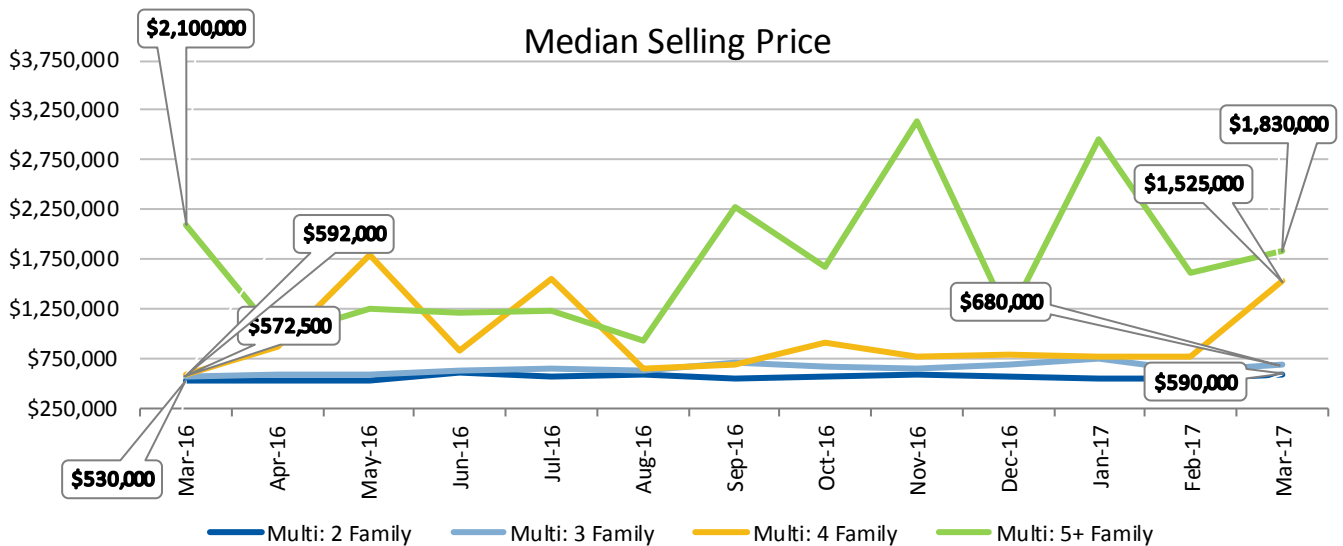
	Year over Year			Month over Month			Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change	
Median Selling Price	\$1,525,000	\$592,000	▲ 157.6%	\$775,000	▲ 96.8%	\$800,000	\$665,000	▲ 20.3%	
Units Sold	7	4	▲ 75.0%	5	▲ 40.0%	18	17	▲ 5.9%	
Active Listings	16	38	▼ -57.9%	12	▲ 33.3%	---	---	---	
Months Supply of Inventory	2.3	9.5	▼ -75.9%	2.4	▼ -4.6%	---	---	---	
New Listings	14	13	▲ 7.7%	8	▲ 75.0%	30	28	▲ 7.1%	
Pending Sales	6	6	▬ 0.0%	4	▲ 50.0%	14	14	▬ 0.0%	
Days to Off Market	19	69	▼ -72.5%	59	▼ -67.8%	37	117	▼ -68.1%	
Sold to Original Price Ratio	100.4%	96.0%	▲ 4.6%	99.8%	▲ 0.6%	100.3%	97.6%	▲ 2.8%	
Price per Square Foot	\$348	\$181	▲ 92.1%	\$157	▲ 122.1%	\$242	\$288	▼ -15.9%	

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

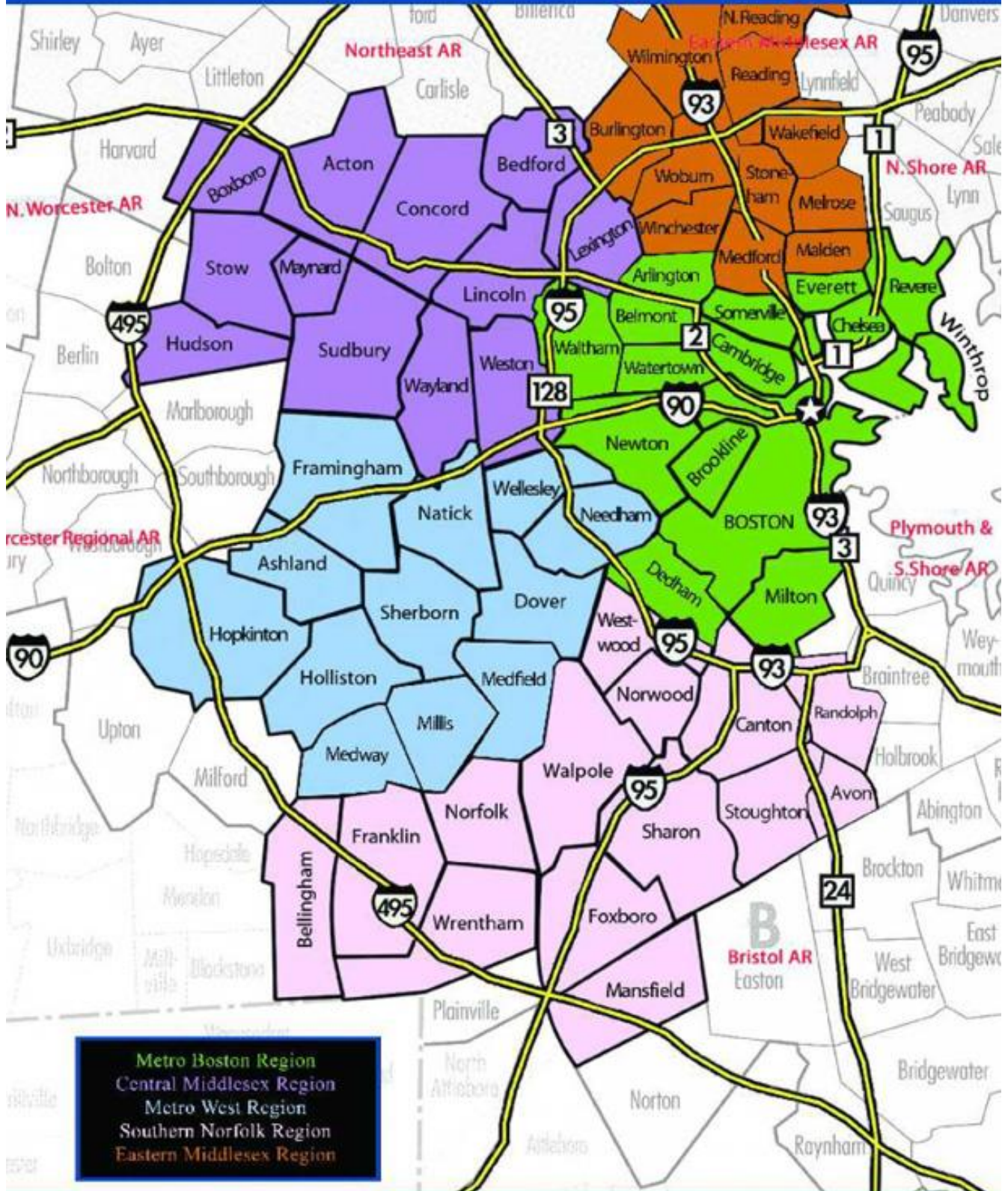
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Mar 2017	Mar 2016	Change	Feb 2017	Change	2017	2016	Change
Median Selling Price	\$1,830,000	\$2,100,000	▼ -12.9%	\$1,615,000	▲ 13.3%	\$2,265,000	\$1,850,000	▲ 22.4%
Units Sold	7	9	▼ -22.2%	4	▲ 75.0%	22	22	■ 0.0%
Active Listings	17	47	▼ -63.8%	24	▼ -29.2%	---	---	---
Months Supply of Inventory	2.4	5.2	▼ -53.4%	6.0	▼ -59.5%	---	---	---
New Listings	6	12	▼ -50.0%	11	▼ -45.5%	27	36	▼ -25.0%
Pending Sales	8	6	▲ 33.3%	9	▼ -11.1%	24	17	▲ 41.2%
Days to Off Market	60	110	▼ -45.5%	86	▼ -30.2%	78	108	▼ -27.6%
Sold to Original Price Ratio	95.0%	86.9%	▲ 9.3%	92.3%	▲ 3.0%	95.9%	87.5%	▲ 9.6%
Price per Square Foot	\$471	\$424	▲ 10.9%	\$313	▲ 50.4%	\$439	\$406	▲ 8.2%



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.