

MONTHLY MARKET INSIGHTS REPORT

APRIL 2017

Detached Single-Family Homes

The 844 homes sold in April 2017 is the ninth highest sales total for the month and is a 9.4 percent decrease in sales volume from April 2016. This total is also slightly below the historical sales average of 867 for the month. Additionally, the median sales price increased a healthy 12.2 percent to \$595,000 last month, up from \$530,000 in April 2016.

Condominiums

With 734 condos sold in April it was the tenth most active April on record in Greater Boston, as the market experienced an 11.5 percent drop in total sales, falling from 829 units sold in April 2016. Similar to the single family sales, condos fell short of the historical monthly average of 797 units sold in April. The median sales price of condos increased 9.0 percent from \$480,456 in April 2016 to 4523,500 this year.

Multi-Family Homes

In April 2017, 137 multi-family homes were sold in Greater Boston, which is a 14.6 percent decrease from the 157 multi-family homes sold in April 2016. The largest decline in sales came in the two-family homes market, as 80 homes sold this year compared to 97 in April 2016. Notably, the eight, 5+ family homes that sold last month had a median sales price of \$2,350,000 which is a 141 percent increase on April 2016's \$975,000 median sales prices for its seven, 5+ multi-family homes sold.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 5/10/2017

GREATER BOSTON MARKET SUMMARY

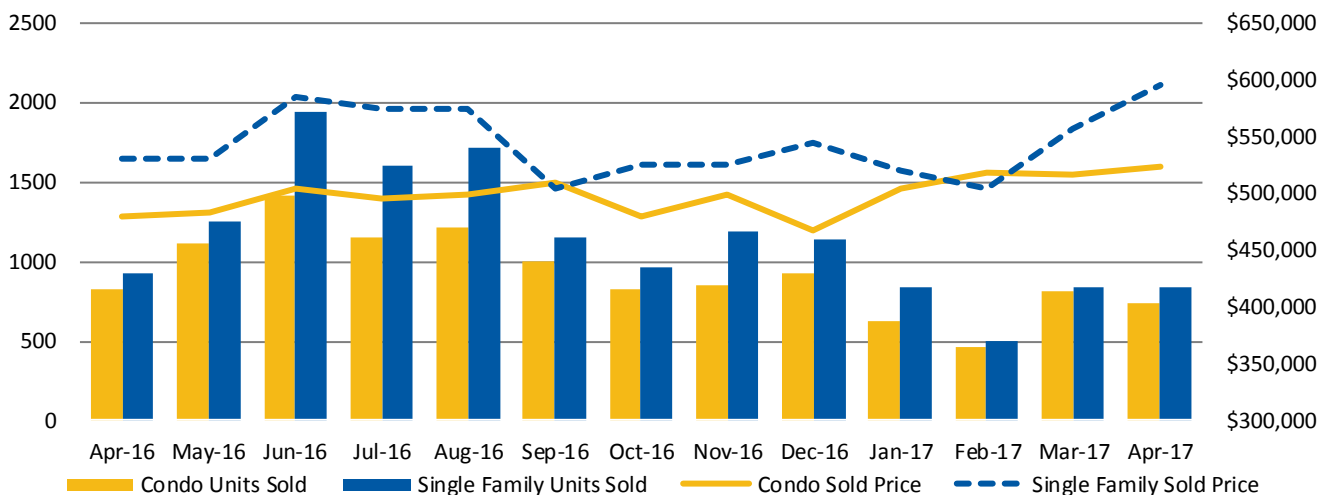
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$595,000	\$530,000	▲ 12.3%	\$557,500	▲ 6.7%	\$550,000	\$505,000	▲ 8.9%
Units Sold	844	932	▼ -9.4%	834	▲ 1.2%	3,024	3,145	▼ -3.8%
Active Listings	2,768	4,086	▼ -32.3%	2,411	▲ 14.8%	---	---	---
Months Supply of Inventory	3.3	4.4	▼ -25.1%	2.9	▲ 13.5%	---	---	---
New Listings	1,970	2,149	▼ -8.3%	1,884	▲ 4.6%	5,819	6,410	▼ -9.2%
Pending Sales	1,383	1,430	▼ -3.3%	1,288	▲ 7.4%	4,122	4,141	▼ -0.5%
Days to Off Market	38	49	▼ -22.4%	45	▼ -15.6%	49	61	▼ -19.5%
Sold to Original Price Ratio	99.5%	98.2%	▲ 1.3%	97.7%	▲ 1.8%	97.5%	96.9%	▲ 0.6%
Price per Square Foot	\$315	\$291	▲ 8.1%	\$305	▲ 3.2%	\$300	\$283	▲ 6.1%

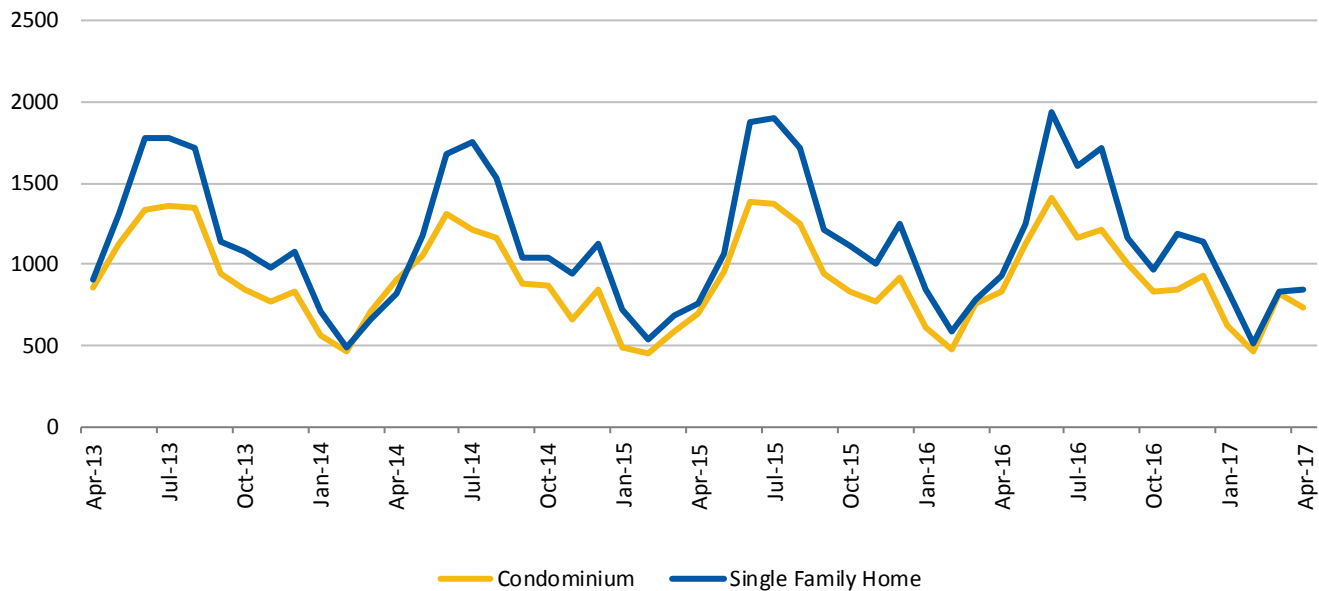
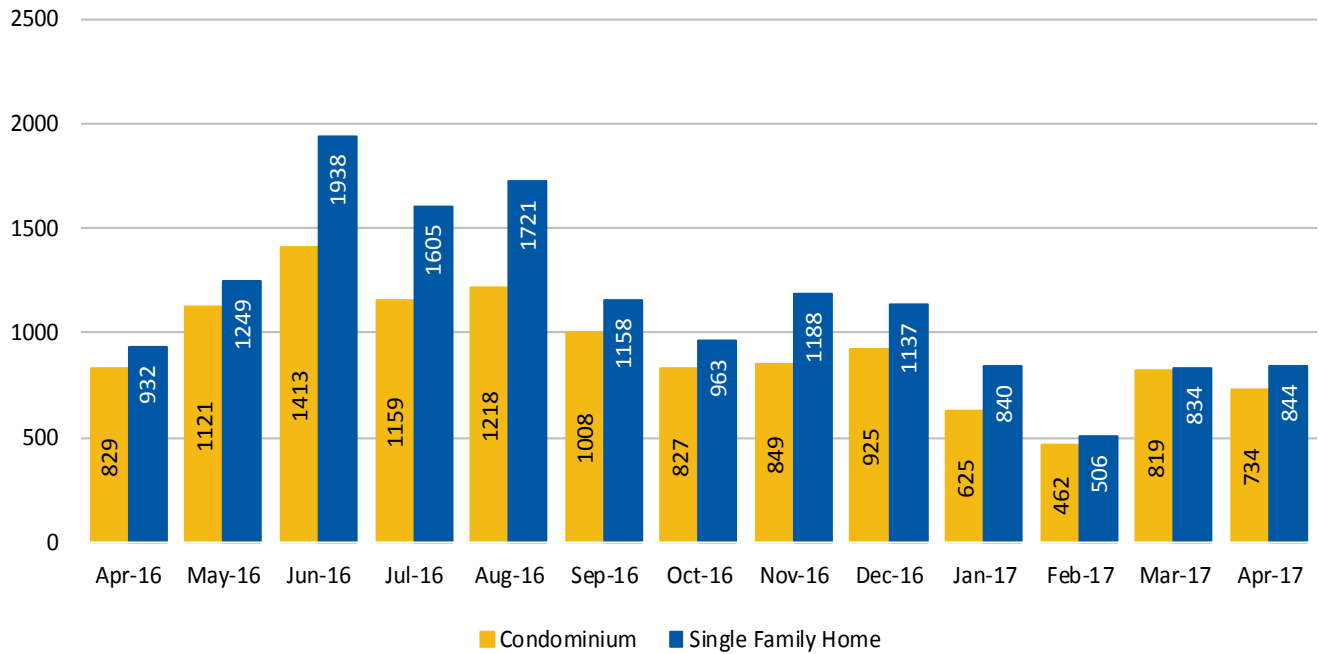
Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$523,500	\$480,456	▲ 9.0%	\$517,500	▲ 1.2%	\$515,000	\$466,708	▲ 10.3%
Units Sold	734	829	▼ -11.5%	819	▼ -10.4%	2,640	2,662	▼ -0.8%
Active Listings	1,655	2,275	▼ -27.3%	1,590	▲ 4.1%	---	---	---
Months Supply of Inventory	2.3	2.7	▼ -17.9%	1.9	▲ 16.0%	---	---	---
New Listings	1,402	1,484	▼ -5.5%	1,439	▼ -2.6%	4,538	4,791	▼ -5.3%
Pending Sales	1,144	1,176	▼ -2.7%	1,086	▲ 5.3%	3,538	3,543	▼ -0.1%
Days to Off Market	32	39	▼ -17.9%	38	▼ -15.8%	39	44	▼ -11.6%
Sold to Original Price Ratio	101.2%	100.9%	▲ 0.2%	100.0%	▲ 1.1%	99.6%	99.3%	▲ 0.3%
Price per Square Foot	\$541	\$471	▲ 15.0%	\$527	▲ 2.8%	\$510	\$462	▲ 10.4%



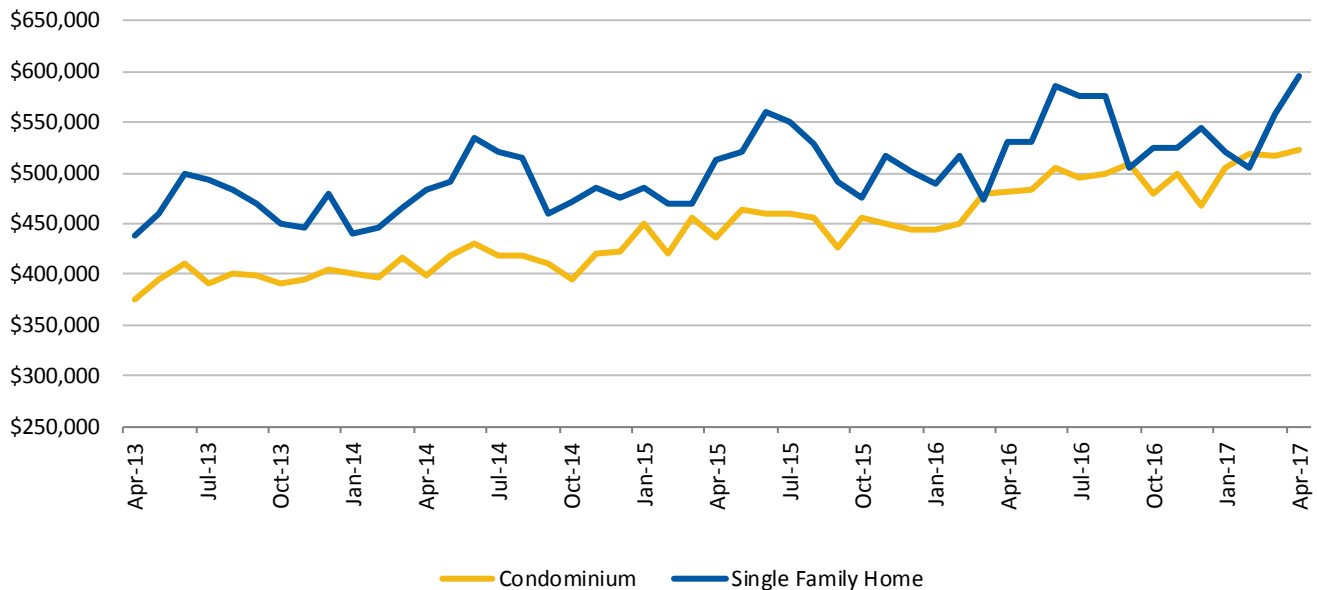
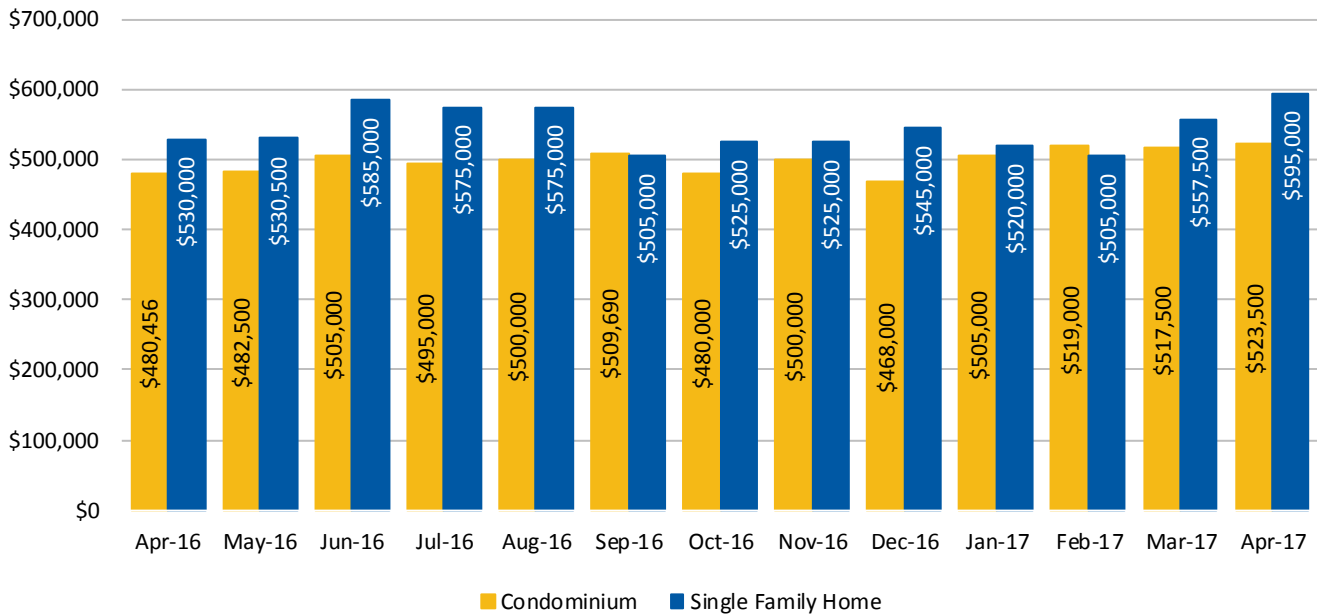
UNITS SOLD

	Year over Year			Month over Month			Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change	
SINGLE FAMILY HOMES	844	932	▼ -9.4%	834	▲ 1.2%	3,024	3,145	▼ -3.8%	
CONDOMINIUMS	734	829	▼ -11.5%	819	▼ -10.4%	2,640	2,662	▼ -0.8%	



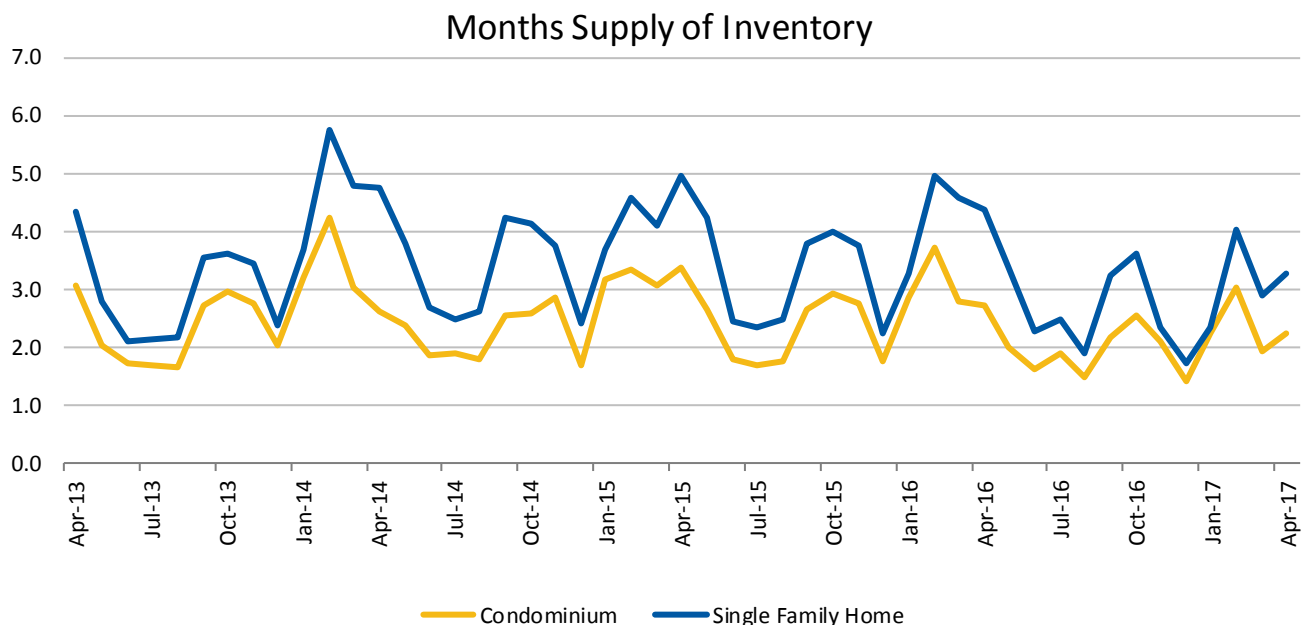
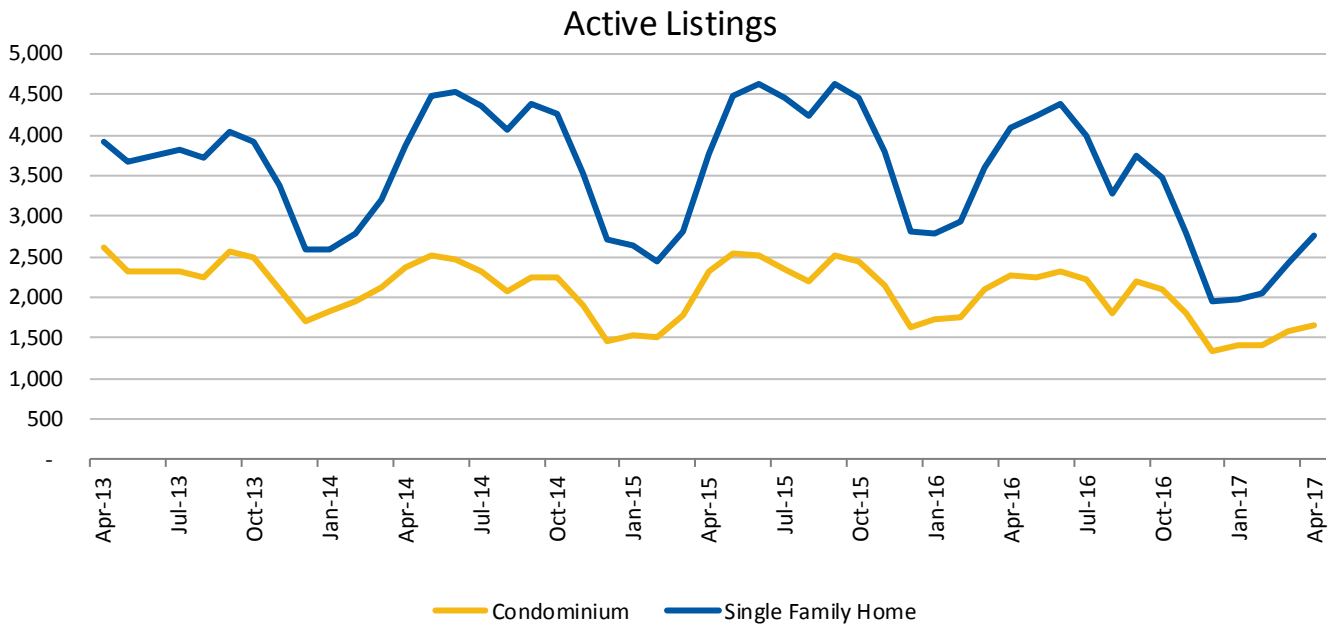
MEDIAN SELLING PRICE

	Year over Year			Month over Month			Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change	
SINGLE FAMILY HOMES	\$595,000	\$530,000	▲ 12.3%	\$557,500	▲ 6.7%	\$550,000	\$505,000	▲ 8.9%	
CONDOMINIUMS	\$523,500	\$480,456	▲ 9.0%	\$517,500	▲ 1.2%	\$515,000	\$466,708	▲ 10.3%	



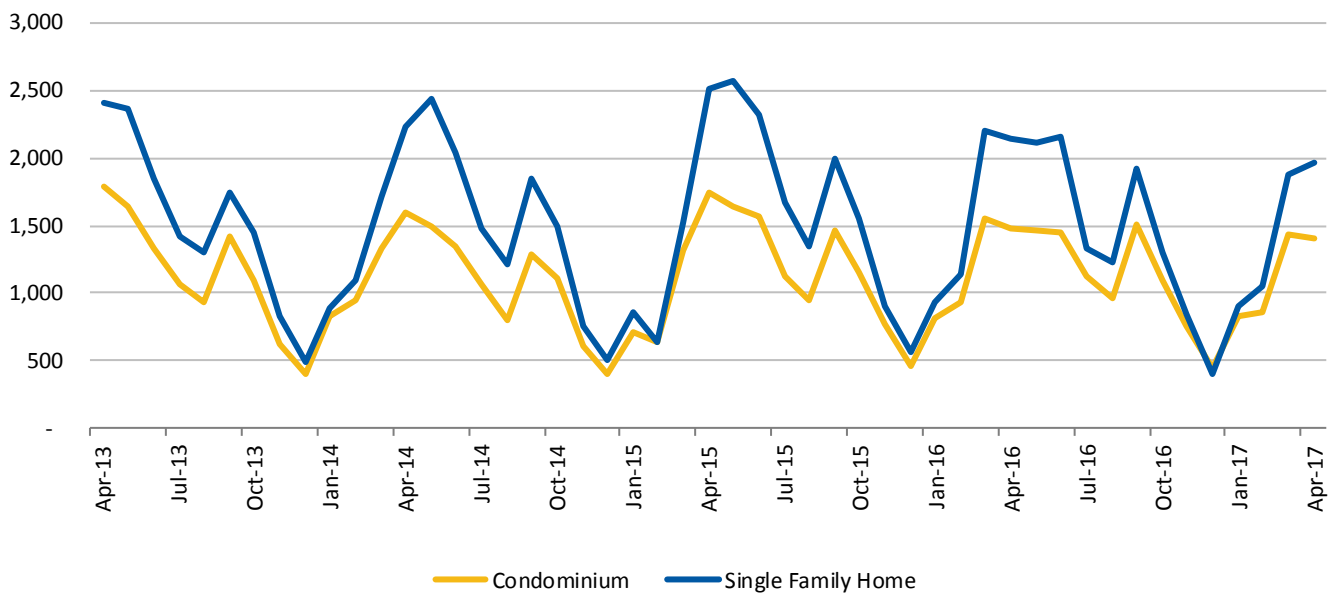
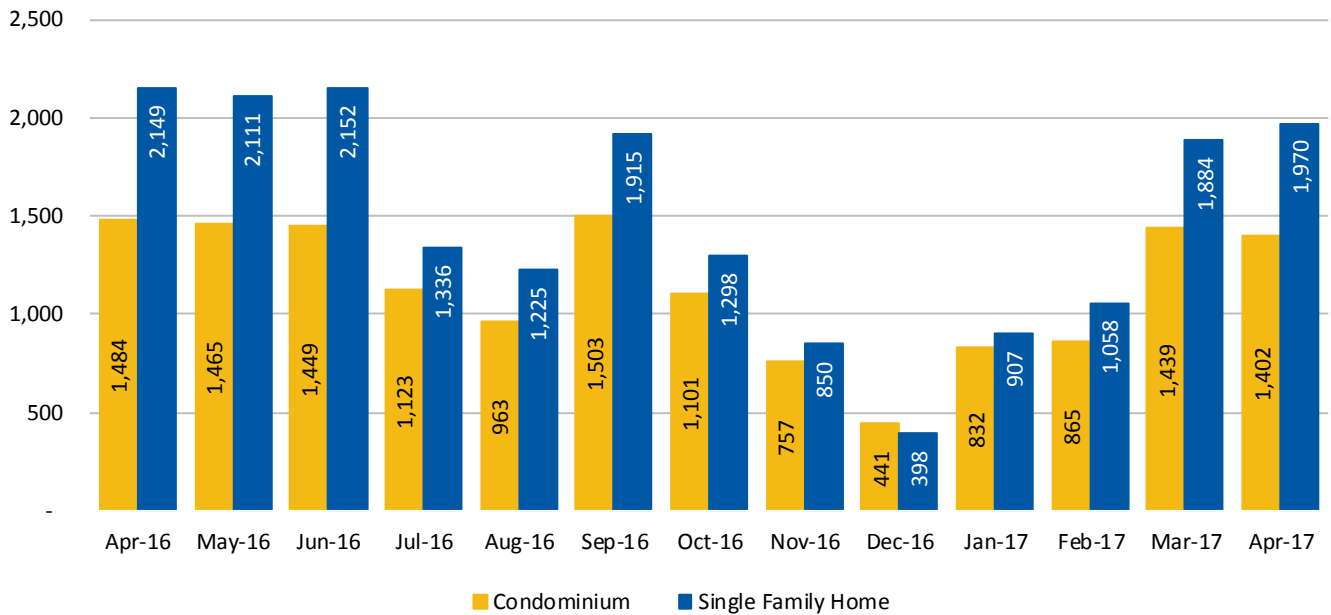
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Apr 2017	Apr 2016	Change	Mar 2017	Change
SINGLE FAMILY HOMES	Active Listings	2,768	4,086	▼ -32.3%	2,411	▲ 14.8%
	Months Supply of Inventory	3.3	4.4	▼ -25.1%	2.9	▲ 13.5%
CONDOMINIUMS	Active Listings	1,655	2,275	▼ -27.3%	1,590	▲ 4.1%
	Months Supply of Inventory	2.3	2.7	▼ -17.9%	1.9	▲ 16.0%



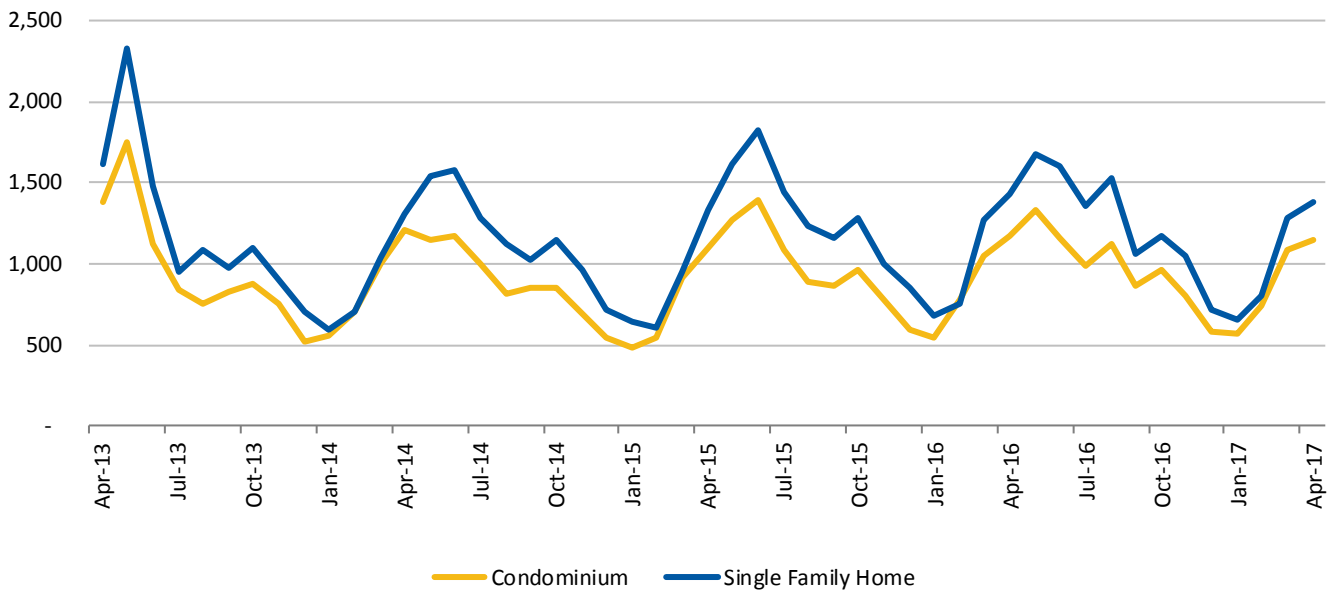
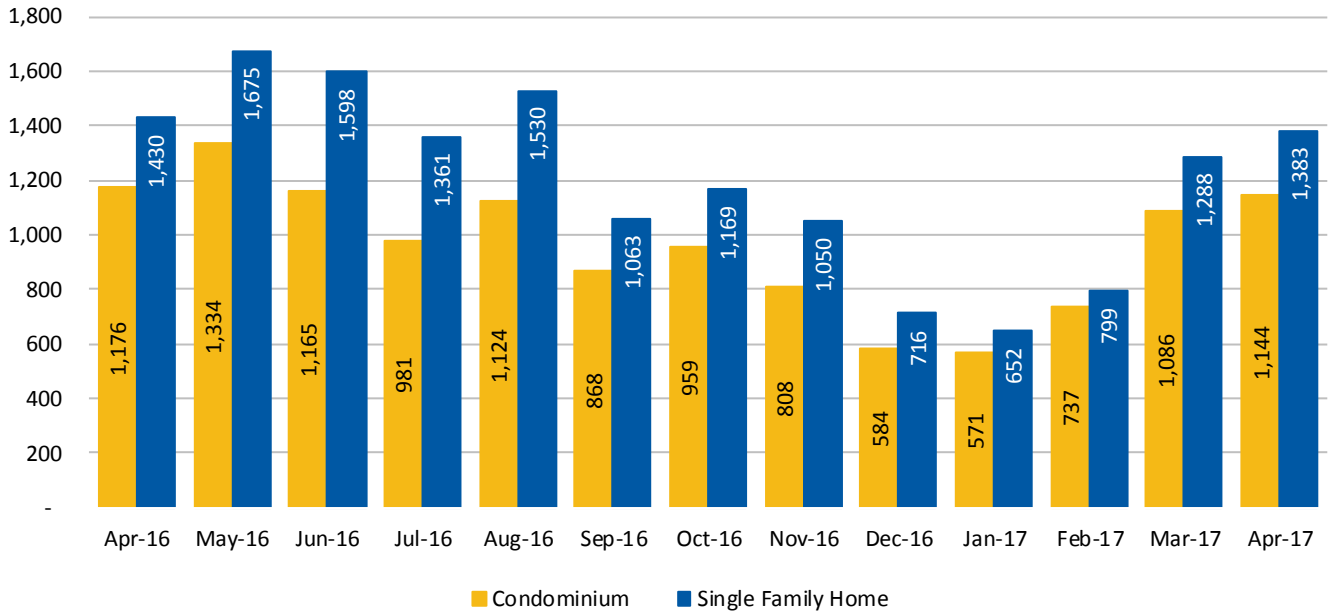
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,970	2,149	▼ -8.3%	1,884	▲ 4.6%	5,819	6,410	▼ -9.2%
CONDOMINIUMS	1,402	1,484	▼ -5.5%	1,439	▼ -2.6%	4,538	4,791	▼ -5.3%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,383	1,430	▼ -3.3%	1,288	▲ 7.4%	4,122	4,141	▼ -0.5%
CONDOMINIUMS	1,144	1,176	▼ -2.7%	1,086	▲ 5.3%	3,538	3,543	▼ -0.1%



CENTRAL MIDDLESEX REGION

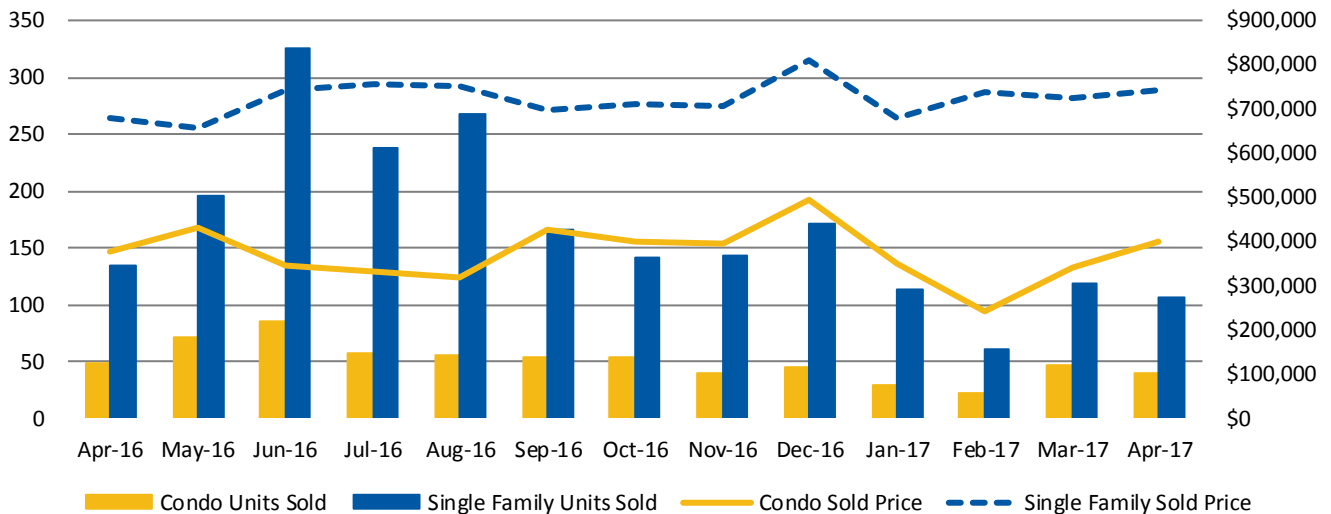
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$742,500	\$680,000	▲ 9.2%	\$725,000	▲ 2.4%	\$729,900	\$664,500	▲ 9.8%
Units Sold	106	135	▼ -21.5%	119	▼ -10.9%	399	408	▼ -2.2%
Active Listings	600	802	▼ -25.2%	505	▲ 18.8%	---	---	---
Months Supply of Inventory	5.7	5.9	▼ -4.7%	4.2	▲ 33.5%	---	---	---
New Listings	333	357	▼ -6.7%	329	▲ 1.2%	965	1,071	▼ -9.9%
Pending Sales	208	224	▼ -7.1%	178	▲ 16.9%	590	599	▼ -1.5%
Days to Off Market	42	64	▼ -34.4%	53	▼ -20.8%	53	70	▼ -24.3%
Sold to Original Price Ratio	98.9%	97.3%	▲ 1.6%	96.2%	▲ 2.8%	96.1%	95.9%	▲ 0.1%
Price per Square Foot	\$306	\$292	▲ 4.9%	\$303	▲ 1.0%	\$303	\$283	▲ 6.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$402,000	\$376,500	▲ 6.8%	\$341,400	▲ 17.8%	\$348,800	\$380,000	▼ -8.2%
Units Sold	40	48	▼ -16.7%	46	▼ -13.0%	137	162	▼ -15.4%
Active Listings	111	166	▼ -33.1%	105	▲ 5.7%	---	---	---
Months Supply of Inventory	2.8	3.5	▼ -19.9%	2.3	▲ 21.5%	---	---	---
New Listings	71	89	▼ -20.2%	88	▼ -19.3%	247	258	▼ -4.3%
Pending Sales	55	61	▼ -9.8%	75	▼ -26.7%	201	170	▲ 18.2%
Days to Off Market	36	56	▼ -35.7%	68	▼ -47.1%	62	66	▼ -6.1%
Sold to Original Price Ratio	98.9%	101.1%	▼ -2.1%	96.8%	▲ 2.2%	97.2%	99.4%	▼ -2.2%
Price per Square Foot	\$250	\$248	▲ 0.7%	\$242	▲ 3.1%	\$237	\$253	▼ -6.5%



EASTERN MIDDLESEX REGION

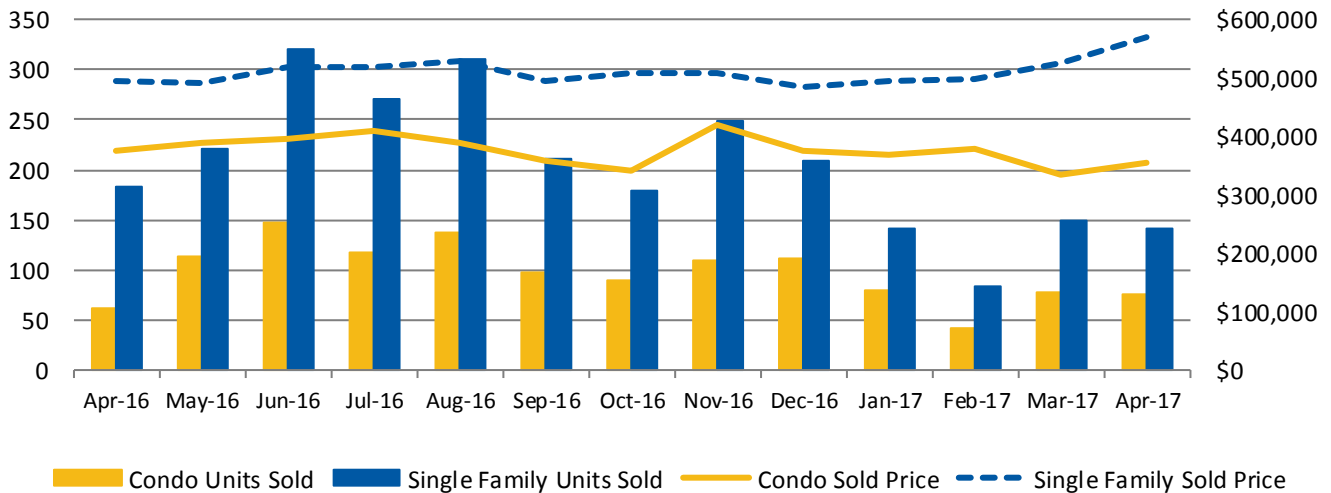
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$570,000	\$495,000	▲ 15.2%	\$525,000	▲ 8.6%	\$525,000	\$462,000	▲ 13.6%
Units Sold	142	184	▼ -22.8%	149	▼ -4.7%	516	589	▼ -12.4%
Active Listings	348	502	▼ -30.7%	262	▲ 32.8%	---	---	---
Months Supply of Inventory	2.5	2.7	▼ -10.3%	1.8	▲ 39.2%	---	---	---
New Listings	335	322	▲ 4.0%	242	▲ 38.4%	873	980	▼ -10.9%
Pending Sales	219	241	▼ -9.1%	188	▲ 16.5%	647	704	▼ -8.1%
Days to Off Market	31	45	▼ -31.1%	41	▼ -24.4%	41	51	▼ -19.6%
Sold to Original Price Ratio	101.7%	99.0%	▲ 2.7%	100.0%	▲ 1.8%	99.5%	98.2%	▲ 1.4%
Price per Square Foot	\$307	\$279	▲ 10.1%	\$295	▲ 4.1%	\$292	\$275	▲ 5.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$356,500	\$375,000	▼ -4.9%	\$333,750	▲ 6.8%	\$354,000	\$334,000	▲ 6.0%
Units Sold	76	61	▲ 24.6%	77	▼ -1.3%	274	226	▲ 21.2%
Active Listings	153	197	▼ -22.3%	131	▲ 16.8%	---	---	---
Months Supply of Inventory	2.0	3.2	▼ -37.8%	1.7	▲ 18.2%	---	---	---
New Listings	136	162	▼ -16.0%	144	▼ -5.6%	468	440	▲ 6.4%
Pending Sales	98	115	▼ -14.8%	109	▼ -10.1%	363	332	▲ 9.3%
Days to Off Market	22	38	▼ -42.1%	30	▼ -26.7%	28	44	▼ -36.4%
Sold to Original Price Ratio	102.8%	101.2%	▲ 1.6%	101.6%	▲ 1.2%	100.9%	99.0%	▲ 2.0%
Price per Square Foot	\$330	\$296	▲ 11.3%	\$331	▼ -0.4%	\$322	\$286	▲ 12.7%



METRO BOSTON REGION

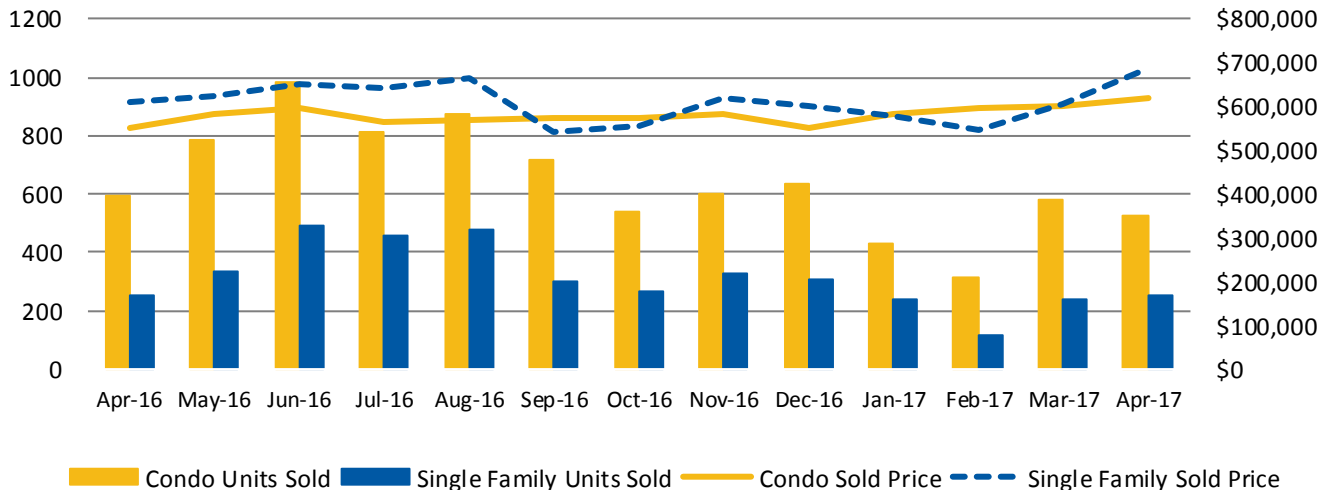
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$687,450	\$610,000	▲ 12.7%	\$605,000	▲ 13.6%	\$610,040	\$559,500	▲ 9.0%
Units Sold	254	251	▲ 1.2%	237	▲ 7.2%	843	852	▼ -1.1%
Active Listings	639	949	▼ -32.7%	575	▲ 11.1%	---	---	---
Months Supply of Inventory	2.5	3.8	▼ -33.3%	2.4	▲ 3.7%	---	---	---
New Listings	503	611	▼ -17.7%	527	▼ -4.6%	1,598	1,696	▼ -5.8%
Pending Sales	361	387	▼ -6.7%	382	▼ -5.5%	1,128	1,116	▲ 1.1%
Days to Off Market	31	37	▼ -16.2%	41	▼ -24.4%	41	50	▼ -18.0%
Sold to Original Price Ratio	99.9%	99.9%	▲ 0.0%	98.6%	▲ 1.3%	98.0%	97.6%	▲ 0.4%
Price per Square Foot	\$390	\$370	▲ 5.4%	\$370	▲ 5.5%	\$364	\$347	▲ 4.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$619,500	\$550,000	▲ 12.6%	\$599,000	▲ 3.4%	\$600,000	\$535,000	▲ 12.1%
Units Sold	526	591	▼ -11.0%	579	▼ -9.2%	1,851	1,878	▼ -1.4%
Active Listings	1,125	1,481	▼ -24.0%	1,084	▲ 3.8%	---	---	---
Months Supply of Inventory	2.1	2.5	▼ -14.7%	1.9	▲ 14.4%	---	---	---
New Listings	1,009	1,031	▼ -2.1%	1,021	▼ -1.2%	3,204	3,382	▼ -5.3%
Pending Sales	819	825	▼ -0.7%	732	▲ 11.9%	2,443	2,503	▼ -2.4%
Days to Off Market	30	33	▼ -9.1%	32	▼ -6.3%	36	39	▼ -7.7%
Sold to Original Price Ratio	101.5%	101.5%	▲ 0.0%	100.2%	▲ 1.3%	99.8%	99.7%	▲ 0.1%
Price per Square Foot	\$648	\$555	▲ 16.8%	\$634	▲ 2.3%	\$615	\$551	▲ 11.6%



METRO WEST REGION

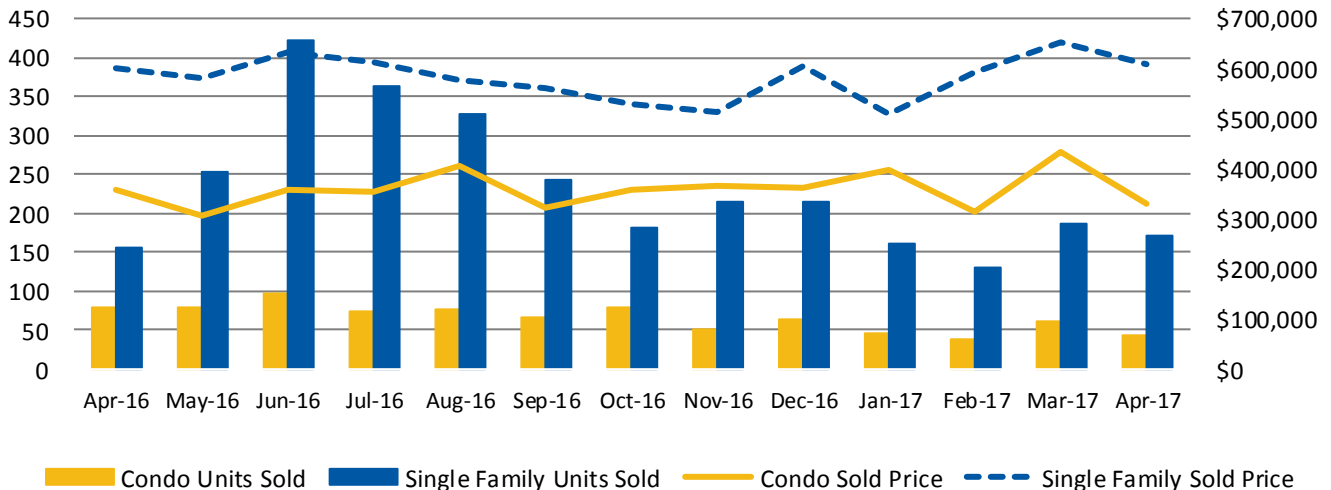
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$609,900	\$599,663	▲ 1.7%	\$652,500	▼ -6.5%	\$599,450	\$575,000	▲ 4.3%
Units Sold	171	156	▲ 9.6%	186	▼ -8.1%	648	593	▲ 9.3%
Active Listings	620	994	▼ -37.6%	567	▲ 9.3%	---	---	---
Months Supply of Inventory	3.6	6.4	▼ -43.0%	3.1	▲ 19.0%	---	---	---
New Listings	430	458	▼ -6.1%	417	▲ 3.1%	1,287	1,438	▼ -10.5%
Pending Sales	324	289	▲ 12.1%	286	▲ 13.3%	936	864	▲ 8.3%
Days to Off Market	43	49	▼ -12.2%	45	▼ -4.4%	57	66	▼ -13.6%
Sold to Original Price Ratio	98.2%	97.0%	▲ 1.2%	96.7%	▲ 1.5%	96.6%	95.8%	▲ 0.8%
Price per Square Foot	\$297	\$268	▲ 10.8%	\$288	▲ 3.0%	\$286	\$272	▲ 5.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$331,250	\$358,000	▼ -7.5%	\$434,500	▼ -23.8%	\$377,000	\$365,000	▲ 3.3%
Units Sold	42	80	▼ -47.5%	60	▼ -30.0%	185	225	▼ -17.8%
Active Listings	138	201	▼ -31.3%	132	▲ 4.5%	---	---	---
Months Supply of Inventory	3.3	2.5	▲ 31.1%	2.2	▲ 49.5%	---	---	---
New Listings	92	93	▼ -1.1%	89	▲ 3.4%	307	368	▼ -16.6%
Pending Sales	76	94	▼ -19.1%	85	▼ -10.6%	248	300	▼ -17.3%
Days to Off Market	45	54	▼ -16.7%	54	▼ -16.7%	49	59	▼ -16.9%
Sold to Original Price Ratio	99.4%	98.8%	▲ 0.6%	100.0%	▼ -0.6%	99.9%	98.3%	▲ 1.6%
Price per Square Foot	\$238	\$274	▼ -12.9%	\$264	▼ -9.9%	\$258	\$255	▲ 1.1%



SOUTHERN NORFOLK REGION

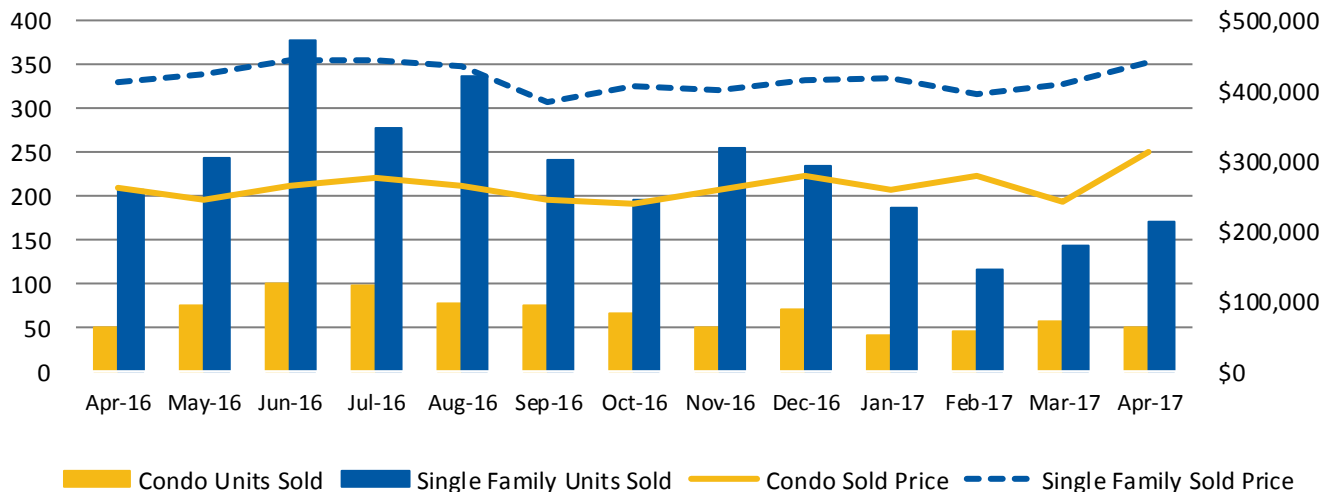
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$440,000	\$413,938	▲ 6.3%	\$410,000	▲ 7.3%	\$419,450	\$400,000	▲ 4.9%
Units Sold	171	206	▼ -17.0%	143	▲ 19.6%	618	703	▼ -12.1%
Active Listings	561	839	▼ -33.1%	502	▲ 11.8%	---	---	---
Months Supply of Inventory	3.3	4.1	▼ -19.4%	3.5	▼ -6.6%	---	---	---
New Listings	369	401	▼ -8.0%	369	▬ 0.0%	1,096	1,225	▼ -10.5%
Pending Sales	271	289	▼ -6.2%	254	▲ 6.7%	821	858	▼ -4.3%
Days to Off Market	44	61	▼ -27.9%	49	▼ -10.2%	56	72	▼ -22.2%
Sold to Original Price Ratio	98.6%	97.0%	▲ 1.6%	96.6%	▲ 2.2%	96.9%	96.4%	▲ 0.6%
Price per Square Foot	\$233	\$224	▲ 4.4%	\$232	▲ 0.6%	\$232	\$219	▲ 6.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$314,000	\$262,000	▲ 19.8%	\$243,000	▲ 29.2%	\$260,000	\$246,000	▲ 5.7%
Units Sold	50	49	▲ 2.0%	57	▼ -12.3%	193	171	▲ 12.9%
Active Listings	128	230	▼ -44.3%	138	▼ -7.2%	---	---	---
Months Supply of Inventory	2.6	4.7	▼ -45.4%	2.4	▲ 5.8%	---	---	---
New Listings	94	109	▼ -13.8%	97	▼ -3.1%	312	343	▼ -9.0%
Pending Sales	96	81	▲ 18.5%	85	▲ 12.9%	283	238	▲ 18.9%
Days to Off Market	50	62	▼ -19.4%	51	▼ -2.0%	56	63	▼ -11.1%
Sold to Original Price Ratio	97.9%	97.1%	▲ 0.8%	99.0%	▼ -1.1%	98.0%	97.3%	▲ 0.8%
Price per Square Foot	\$222	\$211	▲ 5.1%	\$210	▲ 5.9%	\$212	\$197	▲ 7.8%



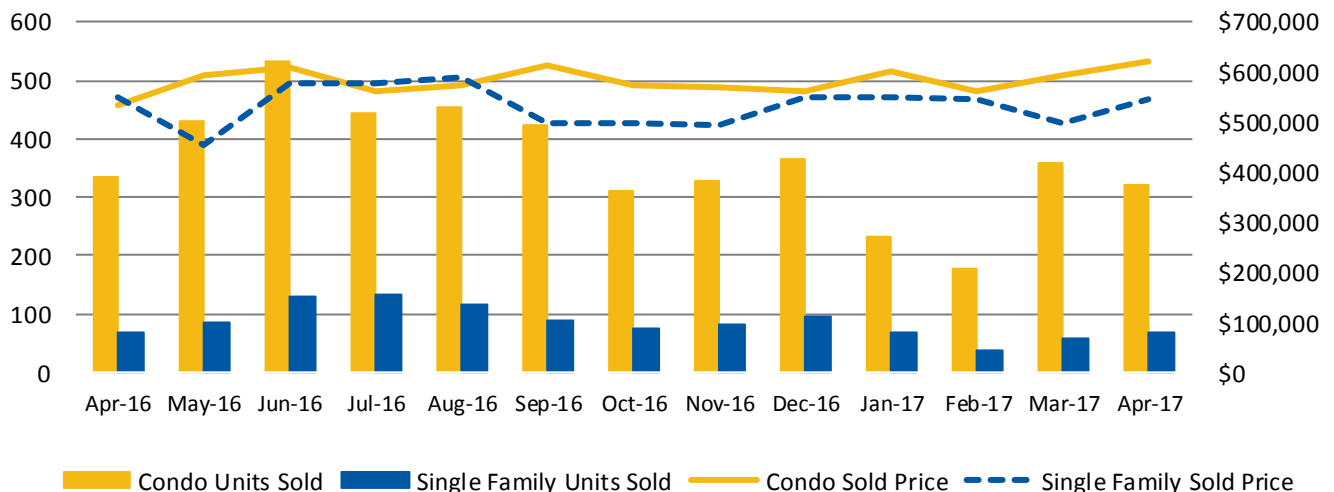
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change	
Median Selling Price	\$544,950	\$550,000	▼ -0.9%	\$497,500	▲ 9.5%	\$525,000	\$515,500	▲ 1.8%	
Units Sold	68	69	▼ -1.4%	58	▲ 17.2%	233	232	▲ 0.4%	
Active Listings	186	282	▼ -34.0%	163	▲ 14.1%	---	---	---	
Months Supply of Inventory	2.7	4.1	▼ -33.1%	2.8	▼ -2.7%	---	---	---	
New Listings	144	169	▼ -14.8%	150	▼ -4.0%	447	443	▲ 0.9%	
Pending Sales	103	96	▲ 7.3%	101	▲ 2.0%	310	278	▲ 11.5%	
Days to Off Market	39	39	▬ 0.0%	46	▼ -15.2%	45	57	▼ -21.9%	
Sold to Original Price Ratio	97.7%	98.1%	▼ -0.4%	98.2%	▼ -0.6%	97.2%	97.6%	▼ -0.4%	
Price per Square Foot	\$395	\$433	▼ -8.8%	\$396	▼ -0.4%	\$374	\$365	▲ 2.5%	

Condominiums

	Year over Year			Month over Month			Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change	
Median Selling Price	\$621,250	\$535,500	▲ 16.0%	\$595,000	▲ 4.4%	\$599,900	\$539,000	▲ 11.3%	
Units Sold	320	336	▼ -4.8%	359	▼ -10.9%	1,089	1,054	▲ 3.3%	
Active Listings	771	918	▼ -16.0%	740	▲ 4.2%	---	---	---	
Months Supply of Inventory	2.4	2.7	▼ -11.8%	2.1	▲ 16.9%	---	---	---	
New Listings	610	568	▲ 7.4%	630	▼ -3.2%	1,958	1,906	▲ 2.7%	
Pending Sales	478	463	▲ 3.2%	431	▲ 10.9%	1,453	1,406	▲ 3.3%	
Days to Off Market	33	39	▼ -15.4%	35	▼ -5.7%	40	42	▼ -4.1%	
Sold to Original Price Ratio	101.1%	100.5%	▲ 0.6%	99.3%	▲ 1.8%	99.2%	98.9%	▲ 0.3%	
Price per Square Foot	\$732	\$620	▲ 18.1%	\$712	▲ 2.8%	\$702	\$632	▲ 11.0%	



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		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change	
Median Selling Price	\$661,500	\$520,000	▲ 27.2%	\$597,500	▲ 10.7%	\$585,000	\$532,500	▲ 9.9%	
Units Sold	80	97	▼ -17.5%	96	▼ -16.7%	366	410	▼ -10.7%	
Active Listings	198	377	▼ -47.5%	199	▼ -0.5%	---	---	---	
Months Supply of Inventory	2.5	3.9	▼ -36.2%	2.1	▲ 19.8%	---	---	---	
New Listings	205	210	▼ -2.4%	176	▲ 16.5%	602	647	▼ -7.0%	
Pending Sales	165	137	▲ 20.4%	121	▲ 36.4%	442	444	▼ -0.5%	
Days to Off Market	23	50	▼ -54.0%	30	▼ -23.3%	33	61	▼ -46.4%	
Sold to Original Price Ratio	103.3%	99.9%	▲ 3.4%	99.2%	▲ 4.1%	100.6%	98.9%	▲ 1.7%	
Price per Square Foot	\$303	\$237	▲ 27.8%	\$276	▲ 10.0%	\$269	\$232	▲ 15.8%	

3 Family Homes

	Year over Year			Month over Month			Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change	
Median Selling Price	\$740,000	\$594,750	▲ 24.4%	\$680,000	▲ 8.8%	\$670,000	\$595,000	▲ 12.6%	
Units Sold	47	44	▲ 6.8%	35	▲ 34.3%	159	167	▼ -4.8%	
Active Listings	75	168	▼ -55.4%	81	▼ -7.4%	---	---	---	
Months Supply of Inventory	1.6	3.8	▼ -58.1%	2.3	▼ -30.7%	---	---	---	
New Listings	75	83	▼ -9.6%	71	▲ 5.6%	243	253	▼ -4.0%	
Pending Sales	63	42	▲ 50.0%	46	▲ 37.0%	183	154	▲ 18.8%	
Days to Off Market	42	38	▲ 10.5%	34	▲ 23.5%	39	58	▼ -32.5%	
Sold to Original Price Ratio	98.4%	97.3%	▲ 1.1%	97.8%	▲ 0.6%	98.4%	97.0%	▲ 1.5%	
Price per Square Foot	\$264	\$205	▲ 28.6%	\$218	▲ 20.6%	\$244	\$215	▲ 13.5%	

4 Family Homes

	Year over Year			Month over Month			Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change	
Median Selling Price	\$685,000	\$860,000	▼ -20.3%	\$1,492,500	▼ -54.1%	\$790,000	\$758,250	▲ 4.2%	
Units Sold	2	9	▼ -77.8%	8	▼ -75.0%	21	26	▼ -19.2%	
Active Listings	18	38	▼ -52.6%	20	▼ -10.0%	---	---	---	
Months Supply of Inventory	9.0	4.2	▲ 113.3%	2.5	▲ 260.0%	---	---	---	
New Listings	5	9	▼ -44.4%	14	▼ -64.3%	35	37	▼ -5.4%	
Pending Sales	3	6	▼ -50.0%	5	▼ -40.0%	16	20	▼ -20.0%	
Days to Off Market	21	98	▼ -78.6%	13	▲ 61.5%	33	111	▼ -70.0%	
Sold to Original Price Ratio	104.0%	90.3%	▲ 15.1%	101.5%	▲ 2.5%	101.0%	95.0%	▲ 6.4%	
Price per Square Foot	\$166	\$248	▼ -33.1%	\$325	▼ -49.1%	\$231	\$274	▼ -15.6%	

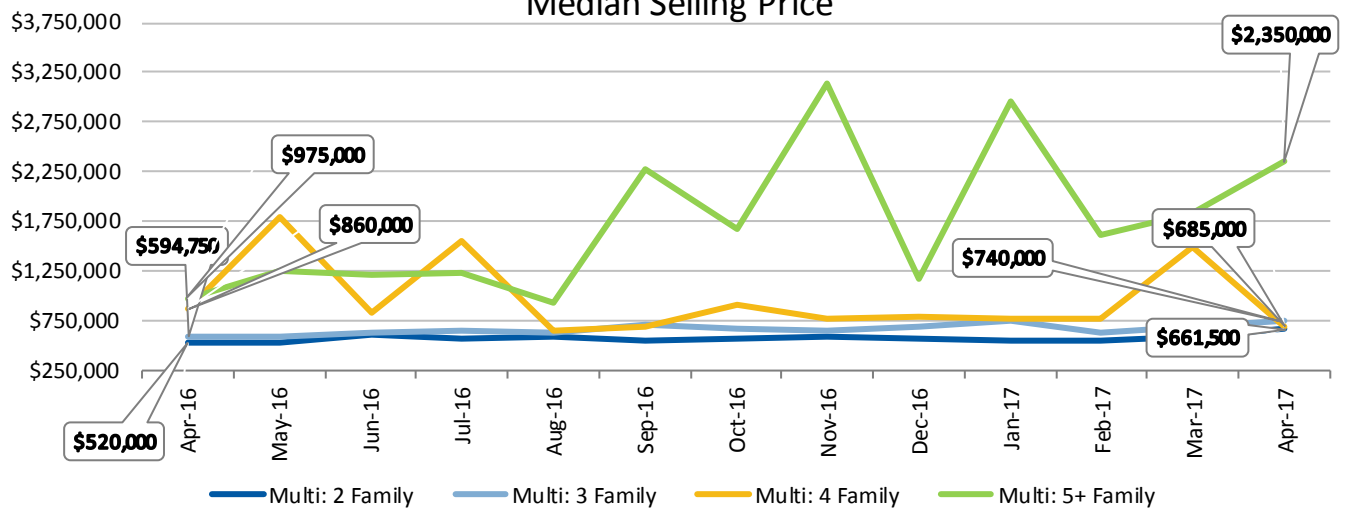
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

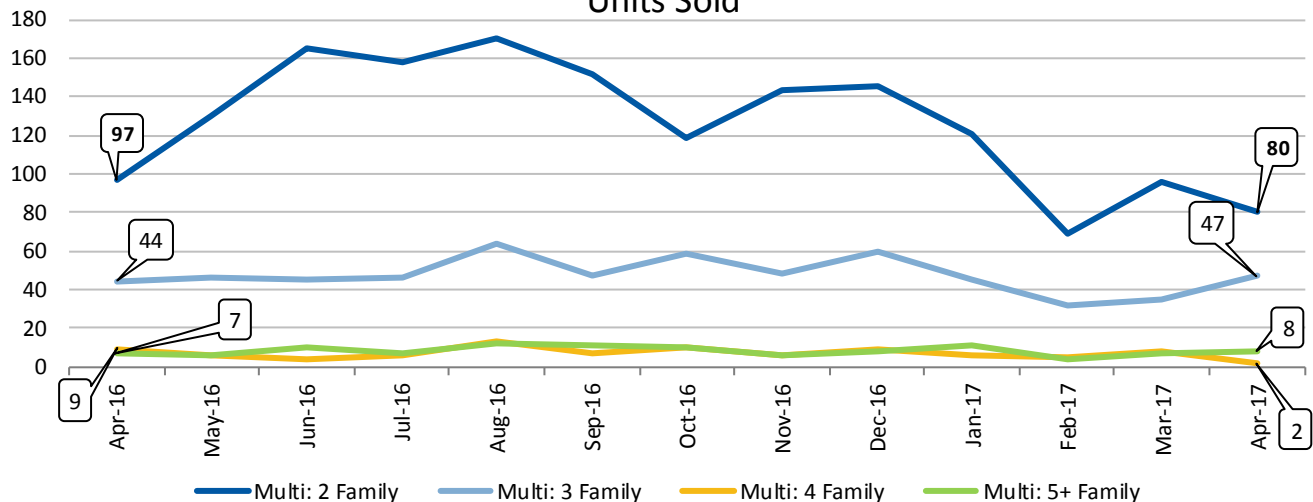
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2017	Apr 2016	Change	Mar 2017	Change	2017	2016	Change
Median Selling Price	\$2,350,000	\$975,000	▲ 141.0%	\$1,830,000	▲ 28.4%	\$2,350,000	\$1,300,000	▲ 80.8%
Units Sold	8	7	▲ 14.3%	7	▲ 14.3%	30	29	▲ 3.4%
Active Listings	26	50	▼ -48.0%	20	▲ 30.0%	---	---	---
Months Supply of Inventory	3.3	7.1	▼ -54.5%	2.9	▲ 13.6%	---	---	---
New Listings	14	16	▼ -12.5%	6	▲ 133.3%	41	52	▼ -21.2%
Pending Sales	5	7	▼ -28.6%	7	▼ -28.6%	26	24	▲ 8.3%
Days to Off Market	18	68	▼ -73.5%	63	▼ -71.4%	63	96	▼ -34.7%
Sold to Original Price Ratio	91.0%	98.6%	▼ -7.7%	95.0%	▼ -4.2%	94.7%	90.1%	▲ 5.0%
Price per Square Foot	\$282	\$232	▲ 21.6%	\$471	▼ -40.0%	\$397	\$373	▲ 6.3%

Median Selling Price

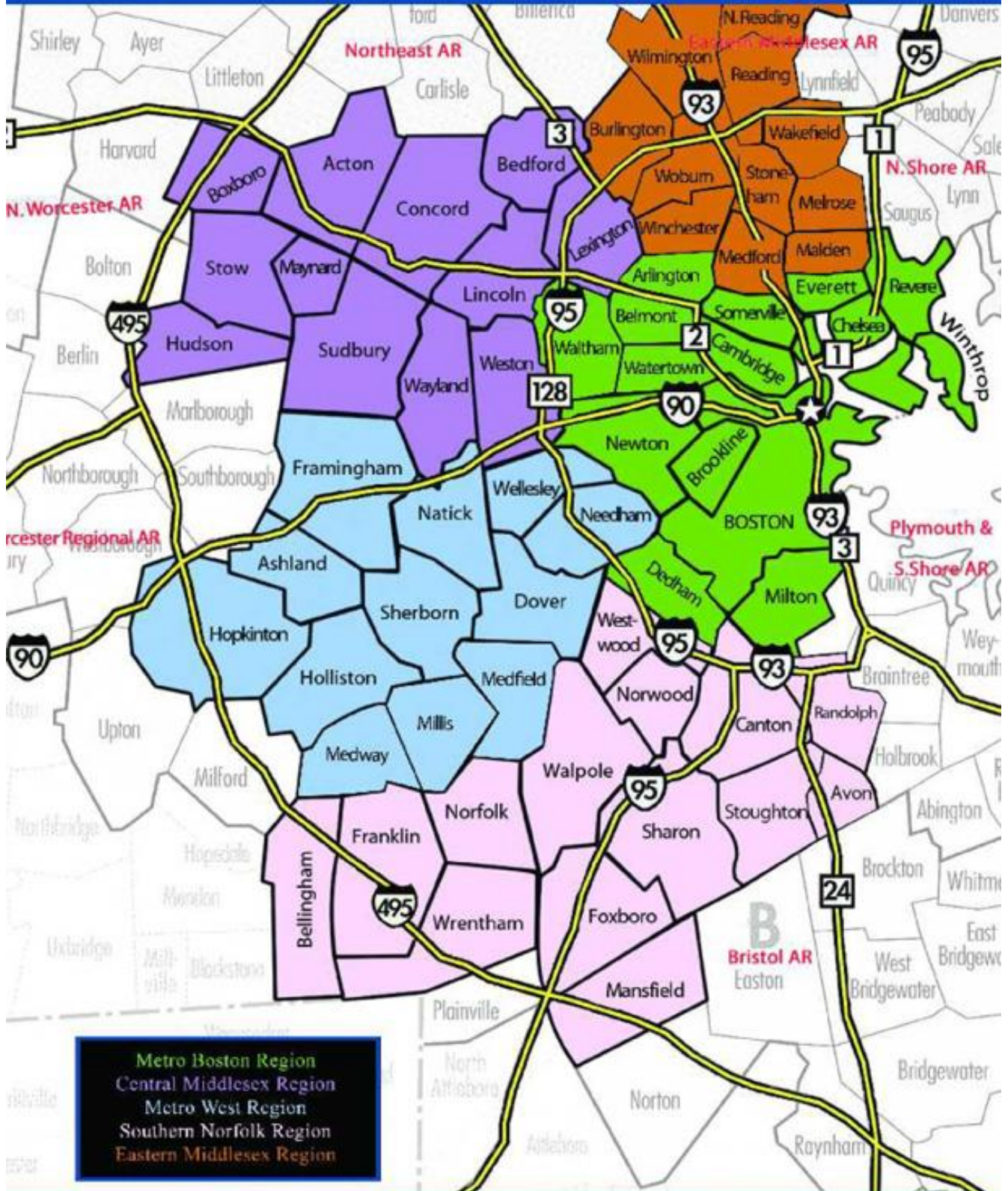


Units Sold



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.