

# MONTHLY MARKET INSIGHTS REPORT MAY 2017



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### Detached Single-Family Homes

The 1,221 homes sold in May 2017 was the fourth highest sales total for the month, and was a 2.2 percent decrease in sales volume from May 2016 when 1,249 homes were sold. Despite the decrease, this total is comfortably above the historical monthly average of 1,131 homes sold. Additionally, the median sales price increased to a new record high price of \$600,000 for Greater Boston. This is a 13.1 percent increase on May 2016's median sales price of \$530,500

### Condominiums

With 1,074 condos sold in May, it was the sixth most active May on record in Greater Boston, as the market experience a 4.3 percent drop in total sales, falling from 1,122 in May 2016 to 1,074 this year. Similar to the single family sales, condos were still above the monthly historical average sales number of 1,027. Condos also hit a new record high median sales price for Greater Boston as it increased 8.9 percent from \$482,500 in May 2016 to \$525,381 this year.

### Multi-Family Homes

In May 2017, 166 multi-family homes were sold in Greater Boston which is a 13.2 percent decrease from the 188 multi-family homes sold in May 2016. The largest drop in sales came in the two-family housing market as 114 units were sold this year, compared to the 130 two-family units sold last May, a 12.3 percent drop.

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Data thru 6/11/2017

# GREATER BOSTON MARKET SUMMARY

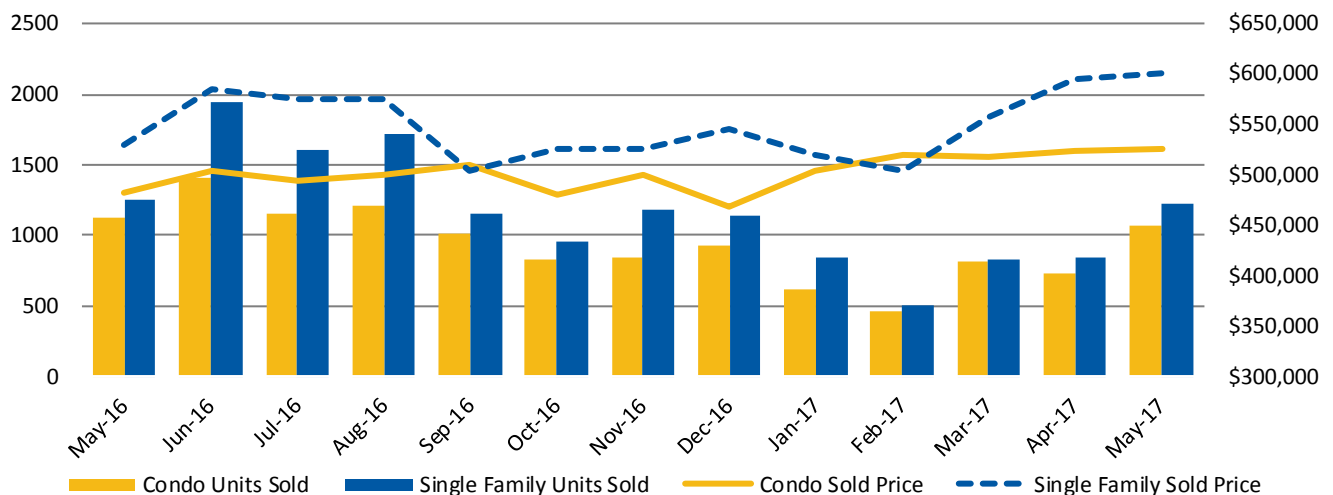
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$600,000	\$530,500	▲ 13.1%	\$595,000	▲ 0.8%	\$565,000	\$515,000	▲ 9.7%
Units Sold	1,221	1,249	▼ -2.2%	845	▲ 44.5%	4,249	4,394	▼ -3.3%
Active Listings	2,978	4,233	▼ -29.6%	2,846	▲ 4.6%	---	---	---
Months Supply of Inventory	2.4	3.4	▼ -28.0%	3.4	▼ -27.6%	---	---	---
New Listings	2,280	2,111	▲ 8.0%	1,971	▲ 15.7%	8,101	8,521	▼ -4.9%
Pending Sales	1,845	1,675	▲ 10.1%	1,363	▲ 35.4%	5,928	5,815	▲ 1.9%
Days to Off Market	35	46	▼ -23.9%	38	▼ -7.9%	45	57	▼ -21.1%
Sold to Original Price Ratio	100.5%	99.2%	▲ 1.4%	99.5%	▲ 1.1%	98.4%	97.5%	▲ 0.9%
Price per Square Foot	\$318	\$295	▲ 7.7%	\$315	▲ 1.1%	\$305	\$286	▲ 6.6%

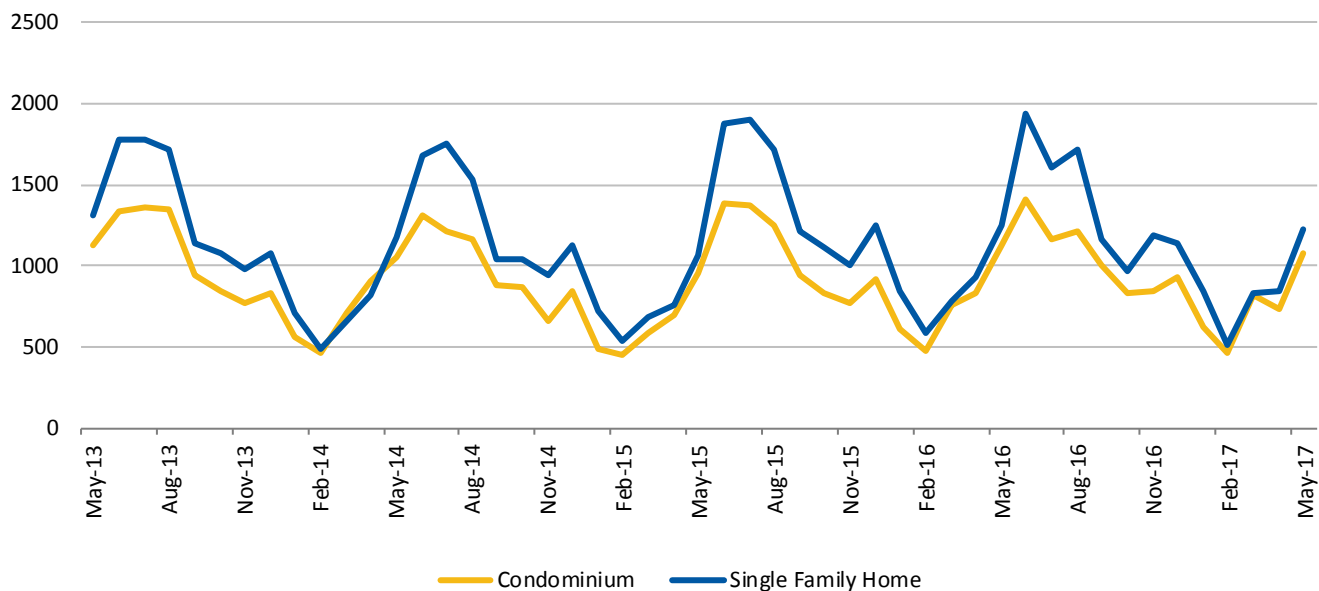
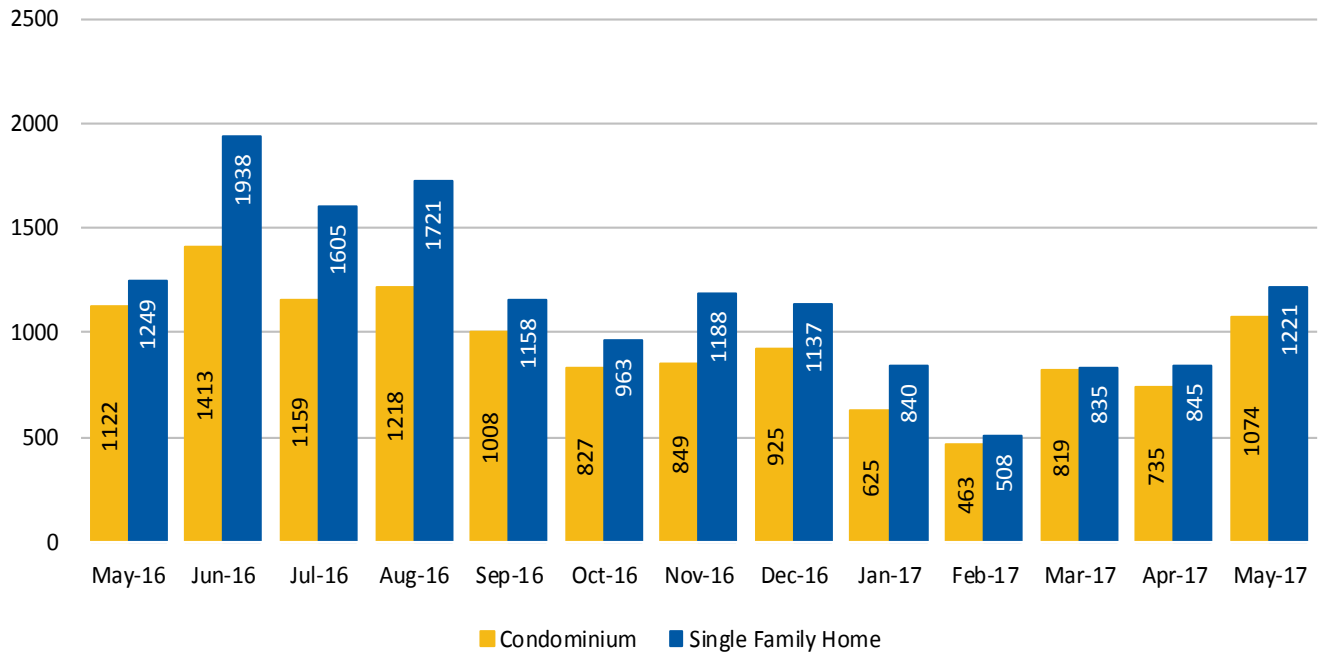
## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$525,381	\$482,500	▲ 8.9%	\$524,000	▲ 0.3%	\$519,998	\$470,000	▲ 10.6%
Units Sold	1,074	1,122	▼ -4.3%	735	▲ 46.1%	3,716	3,784	▼ -1.8%
Active Listings	1,774	2,248	▼ -21.1%	1,733	▲ 2.4%	---	---	---
Months Supply of Inventory	1.7	2.0	▼ -17.5%	2.4	▼ -30.1%	---	---	---
New Listings	1,619	1,465	▲ 10.5%	1,405	▲ 15.2%	6,161	6,256	▼ -1.5%
Pending Sales	1,349	1,334	▲ 1.1%	1,126	▲ 19.8%	4,851	4,876	▼ -0.5%
Days to Off Market	28	37	▼ -24.3%	32	▼ -12.5%	36	42	▼ -15.0%
Sold to Original Price Ratio	102.0%	101.2%	▲ 0.8%	101.2%	▲ 0.8%	100.3%	99.9%	▲ 0.4%
Price per Square Foot	\$515	\$494	▲ 4.1%	\$541	▼ -4.8%	\$512	\$472	▲ 8.4%



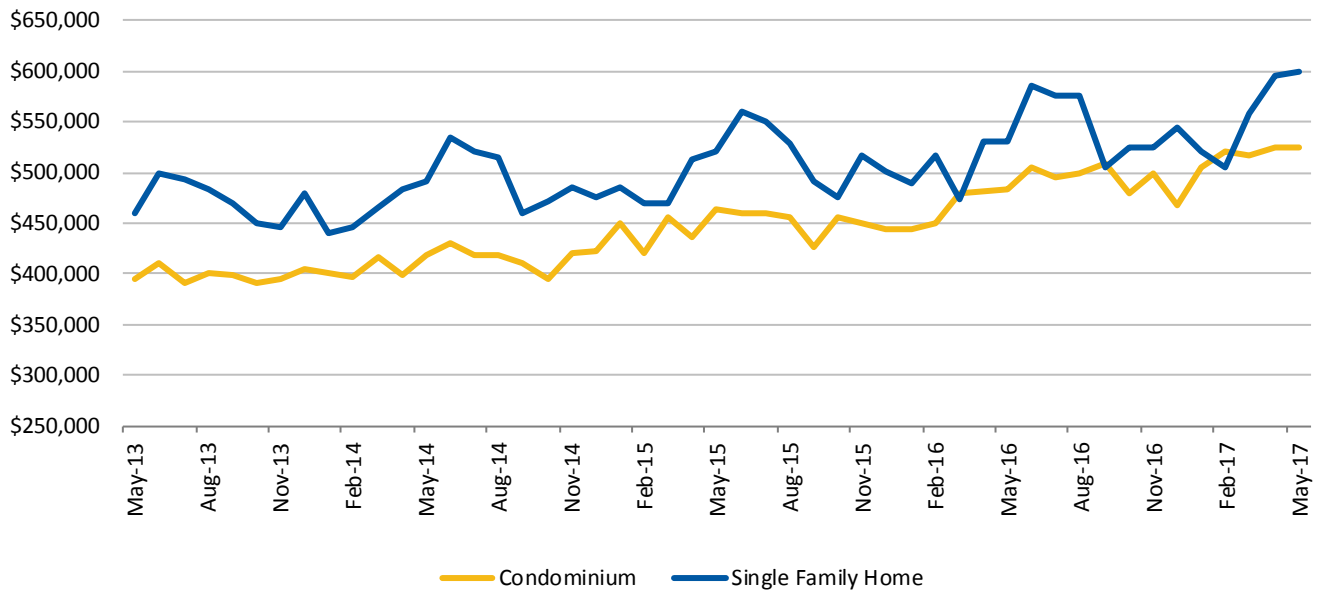
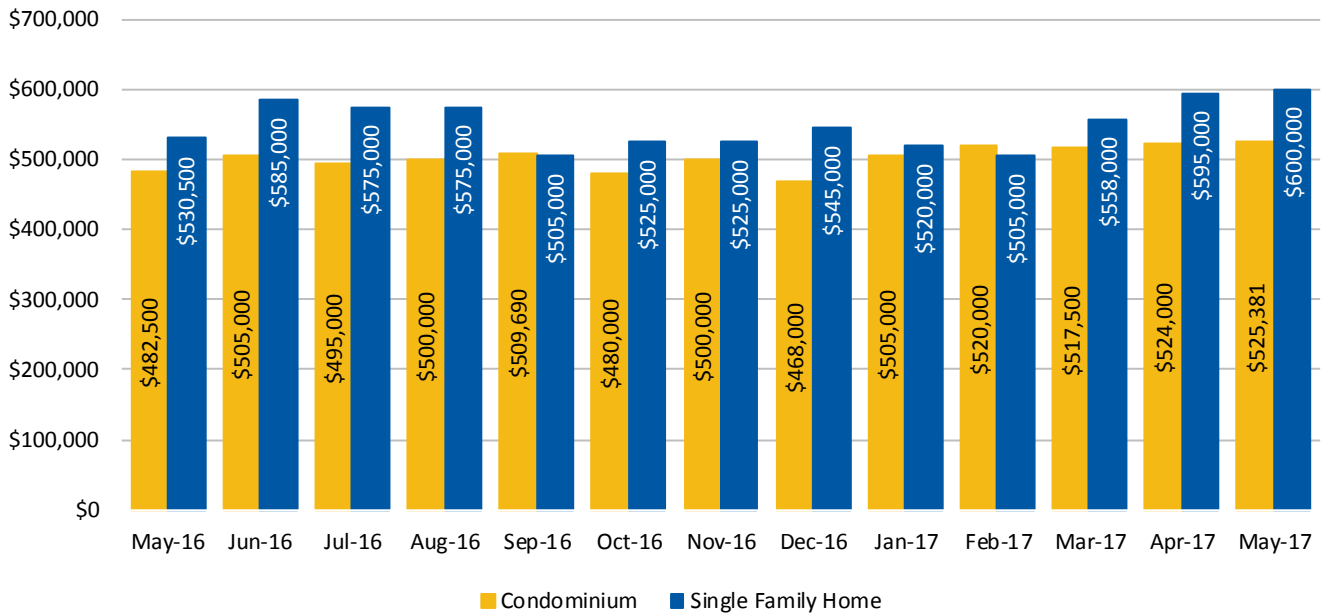
# UNITS SOLD

	Year over Year			Month over Month			Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change	
<b>SINGLE FAMILY HOMES</b>	<b>1,221</b>	1,249	▼ -2.2%	845	▲ 44.5%	<b>4,249</b>	4,394	▼ -3.3%	
<b>CONDOMINIUMS</b>	<b>1,074</b>	1,122	▼ -4.3%	735	▲ 46.1%	<b>3,716</b>	3,784	▼ -1.8%	



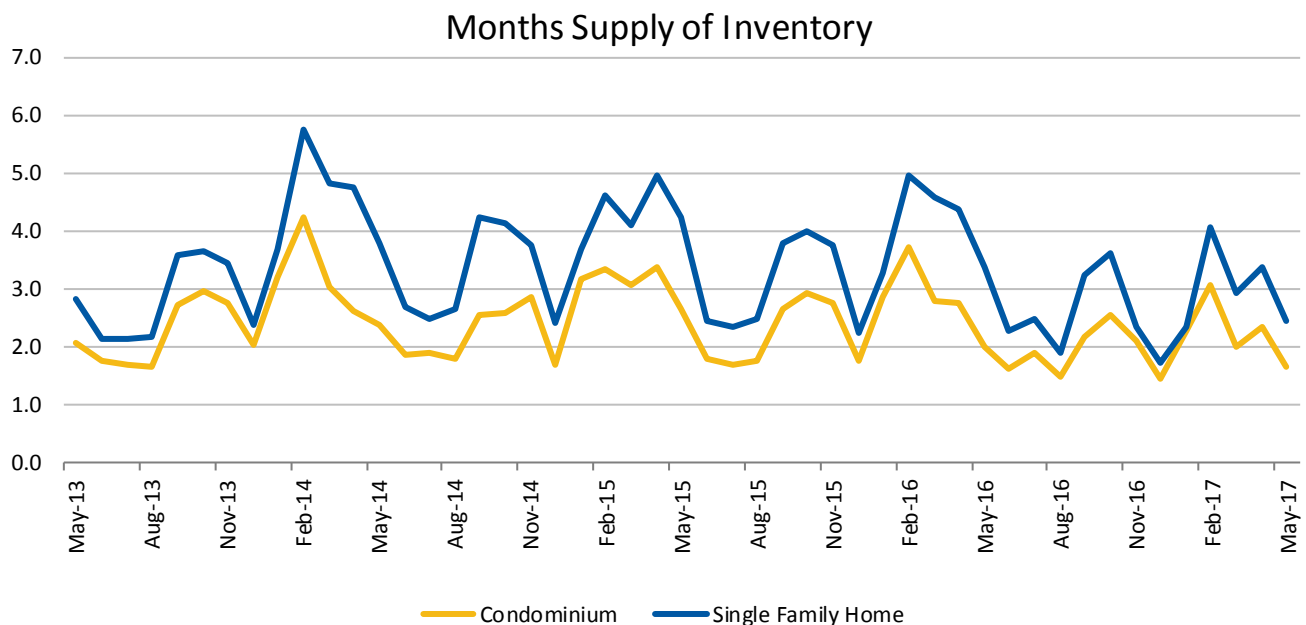
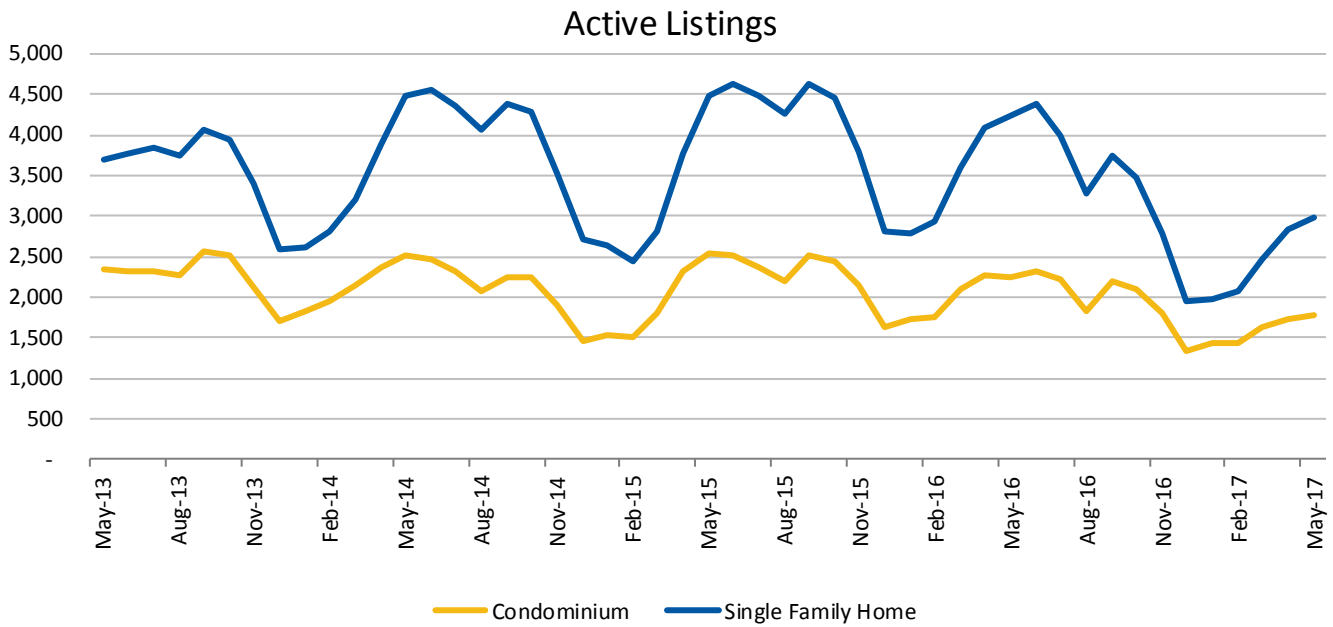
# MEDIAN SELLING PRICE

	Year over Year			Month over Month			Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change	
<b>SINGLE FAMILY HOMES</b>	<b>\$600,000</b>	\$530,500	▲ 13.1%	\$595,000	▲ 0.8%	<b>\$565,000</b>	\$515,000	▲ 9.7%	
<b>CONDOMINIUMS</b>	<b>\$525,381</b>	\$482,500	▲ 8.9%	\$524,000	▲ 0.3%	<b>\$519,998</b>	\$470,000	▲ 10.6%	



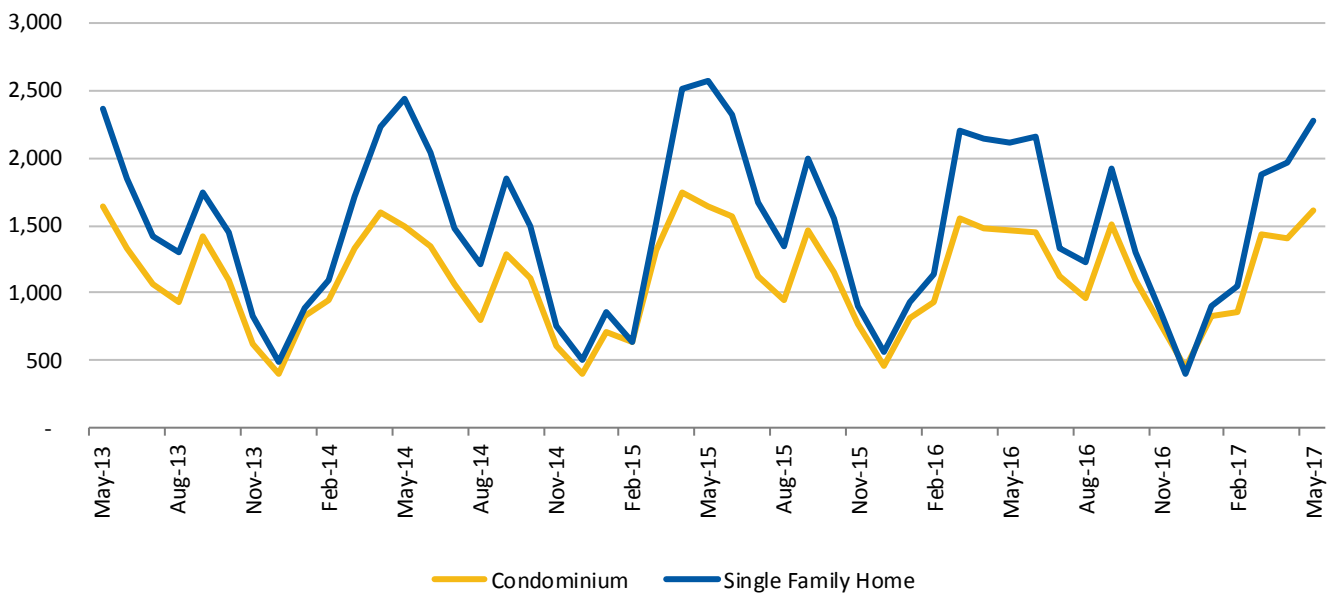
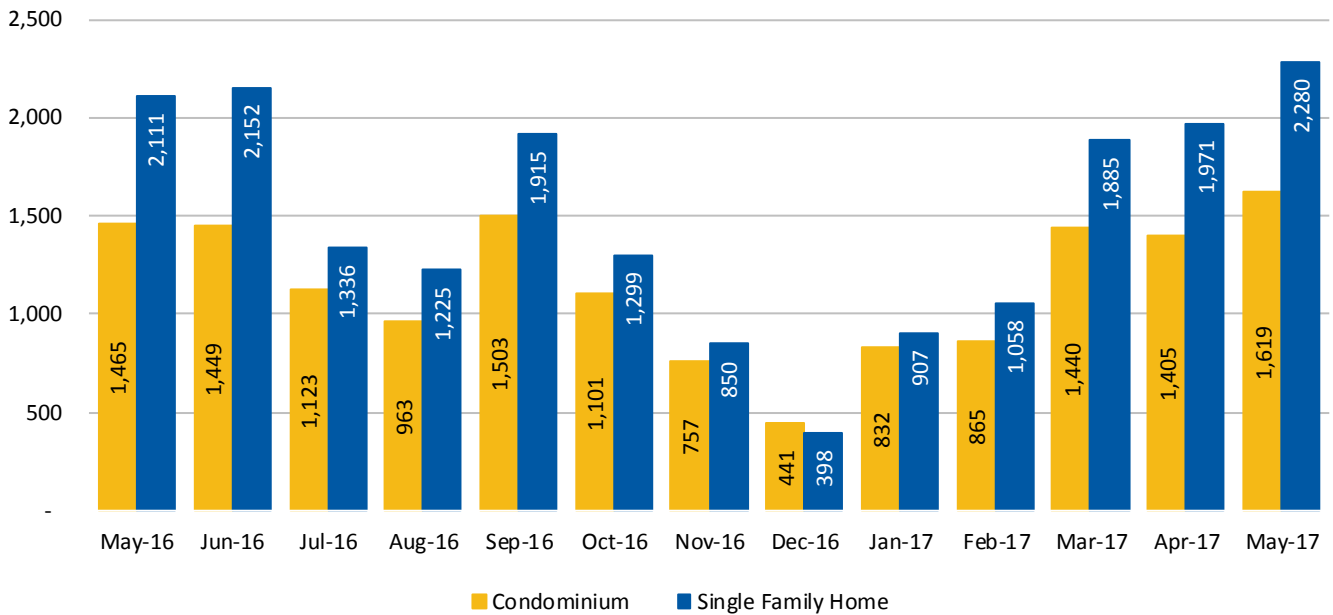
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		May 2017	May 2016	Change	Apr 2017	Change
SINGLE FAMILY HOMES	Active Listings	2,978	4,233	▼ -29.6%	2,846	▲ 4.6%
	Months Supply of Inventory	2.4	3.4	▼ -28.0%	3.4	▼ -27.6%
CONDOMINIUMS	Active Listings	1,774	2,248	▼ -21.1%	1,733	▲ 2.4%
	Months Supply of Inventory	1.7	2.0	▼ -17.5%	2.4	▼ -30.1%



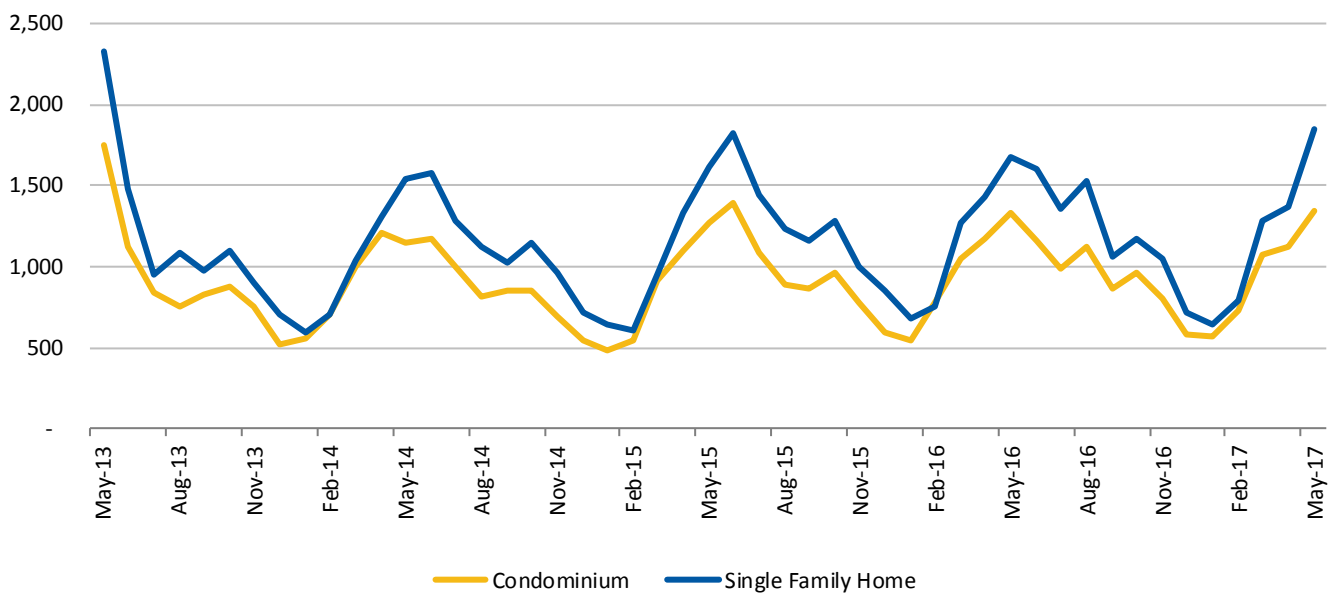
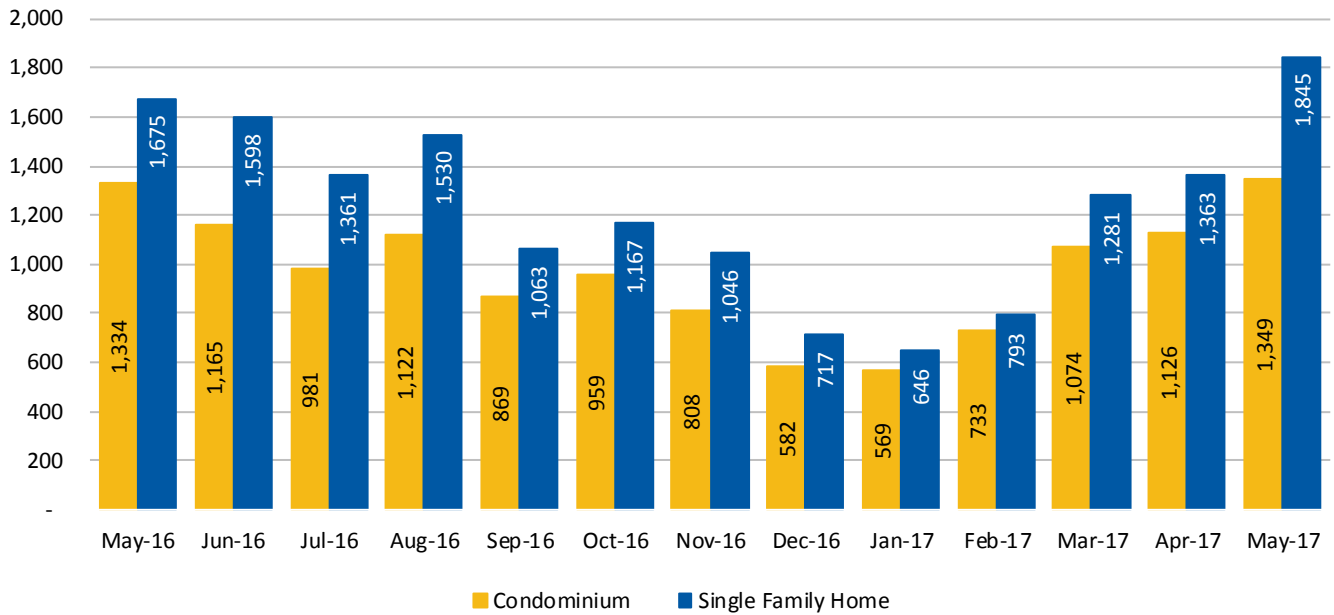
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
<b>SINGLE FAMILY HOMES</b>	<b>2,280</b>	2,111	▲ 8.0%	1,971	▲ 15.7%	<b>8,101</b>	8,521	▼ -4.9%
<b>CONDOMINIUMS</b>	<b>1,619</b>	1,465	▲ 10.5%	1,405	▲ 15.2%	<b>6,161</b>	6,256	▼ -1.5%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,845</b>	1,675	▲ 10.1%	1,363	▲ 35.4%	<b>5,928</b>	5,815	▲ 1.9%
<b>CONDOMINIUMS</b>	<b>1,349</b>	1,334	▲ 1.1%	1,126	▲ 19.8%	<b>4,851</b>	4,876	▼ -0.5%



# CENTRAL MIDDLESEX REGION

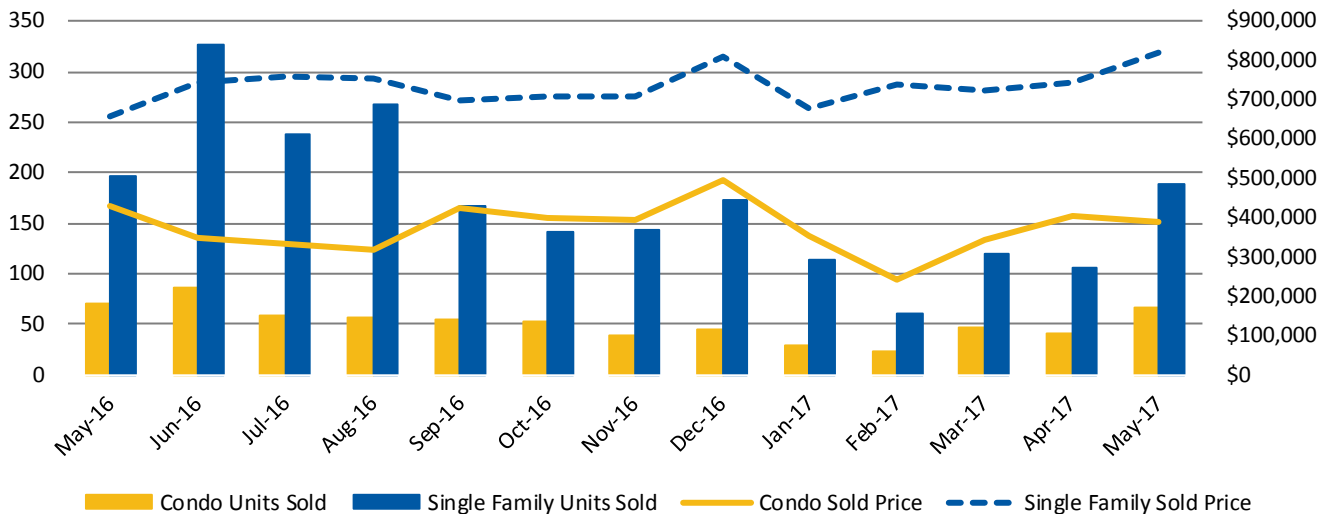
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$818,000	\$657,000	▲ 24.5%	\$742,500	▲ 10.2%	\$745,000	\$663,000	▲ 12.4%
Units Sold	189	196	▼ -3.6%	106	▲ 78.3%	588	604	▼ -2.6%
Active Listings	637	837	▼ -23.9%	607	▲ 4.9%	---	---	---
Months Supply of Inventory	3.4	4.3	▼ -21.1%	5.7	▼ -41.2%	---	---	---
New Listings	349	335	▲ 4.2%	333	▲ 4.8%	1,314	1,406	▼ -6.5%
Pending Sales	275	262	▲ 5.0%	203	▲ 35.5%	858	860	▼ -0.2%
Days to Off Market	53	56	▼ -5.4%	42	▲ 26.2%	53	66	▼ -19.7%
Sold to Original Price Ratio	98.6%	97.6%	▲ 1.0%	98.9%	▼ -0.3%	96.9%	96.5%	▲ 0.4%
Price per Square Foot	\$319	\$292	▲ 8.9%	\$306	▲ 4.0%	\$308	\$286	▲ 7.5%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$386,500	\$430,000	▼ -10.1%	\$402,000	▼ -3.9%	\$352,000	\$397,500	▼ -11.4%
Units Sold	67	71	▼ -5.6%	40	▲ 67.5%	204	233	▼ -12.4%
Active Listings	108	164	▼ -34.1%	113	▼ -4.4%	---	---	---
Months Supply of Inventory	1.6	2.3	▼ -30.3%	2.8	▼ -43.1%	---	---	---
New Listings	84	80	▲ 5.0%	71	▲ 18.3%	331	338	▼ -2.1%
Pending Sales	76	78	▼ -2.6%	54	▲ 40.7%	275	248	▲ 10.9%
Days to Off Market	47	43	▲ 9.3%	35	▲ 34.3%	58	59	▼ -1.7%
Sold to Original Price Ratio	98.9%	100.2%	▼ -1.3%	98.9%	▼ 0.0%	97.8%	99.6%	▼ -1.9%
Price per Square Foot	\$256	\$261	▼ -1.9%	\$250	▲ 2.2%	\$243	\$255	▼ -4.9%





# EASTERN MIDDLESEX REGION

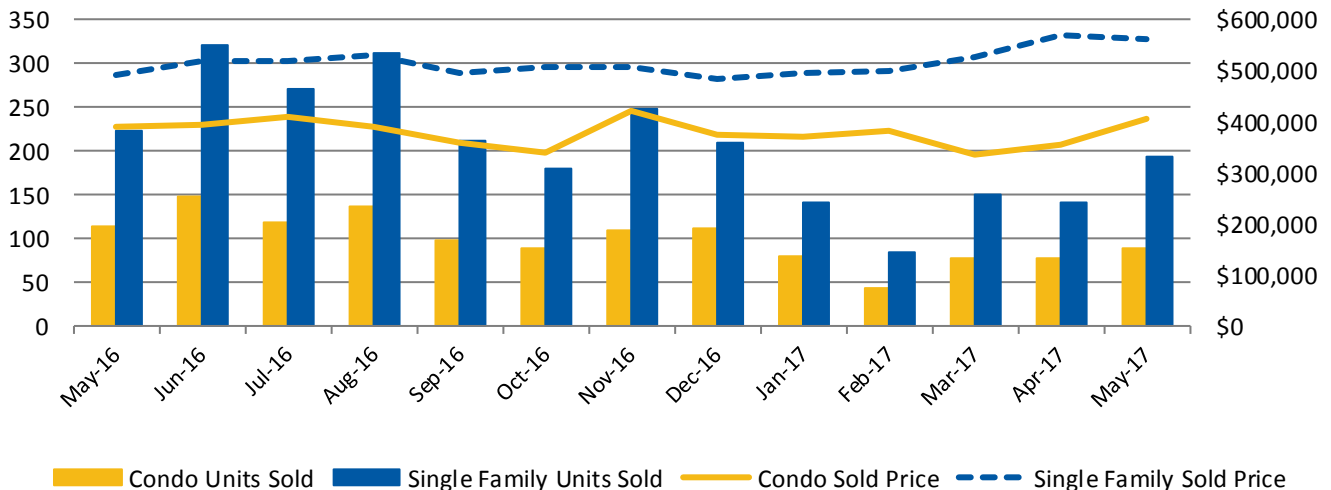
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$562,500	\$491,000	▲ 14.6%	\$570,000	▼ -1.3%	\$539,500	\$470,000	▲ 14.8%
Units Sold	194	222	▼ -12.6%	142	▲ 36.6%	710	811	▼ -12.5%
Active Listings	392	527	▼ -25.6%	358	▲ 9.5%	---	---	---
Months Supply of Inventory	2.0	2.4	▼ -14.8%	2.5	▼ -19.8%	---	---	---
New Listings	404	338	▲ 19.5%	336	▲ 20.2%	1,278	1,318	▼ -3.0%
Pending Sales	326	274	▲ 19.0%	219	▲ 48.9%	970	978	▼ -0.8%
Days to Off Market	26	43	▼ -39.5%	31	▼ -16.1%	36	49	▼ -26.5%
Sold to Original Price Ratio	103.7%	101.7%	▲ 1.9%	101.7%	▲ 1.9%	100.7%	99.1%	▲ 1.6%
Price per Square Foot	\$312	\$286	▲ 9.1%	\$307	▲ 1.5%	\$297	\$278	▲ 6.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$406,111	\$390,000	▲ 4.1%	\$356,500	▲ 13.9%	\$370,000	\$350,000	▲ 5.7%
Units Sold	89	113	▼ -21.2%	76	▲ 17.1%	363	339	▲ 7.1%
Active Listings	148	203	▼ -27.1%	157	▼ -5.7%	---	---	---
Months Supply of Inventory	1.7	1.8	▼ -7.8%	2.1	▼ -19.8%	---	---	---
New Listings	149	144	▲ 3.5%	136	▲ 9.6%	617	584	▲ 5.7%
Pending Sales	142	129	▲ 10.1%	97	▲ 46.4%	502	461	▲ 8.9%
Days to Off Market	24	35	▼ -31.4%	22	▲ 9.1%	27	41	▼ -34.1%
Sold to Original Price Ratio	103.4%	102.5%	▲ 0.9%	102.8%	▲ 0.5%	101.5%	100.1%	▲ 1.4%
Price per Square Foot	\$337	\$309	▲ 8.9%	\$330	▲ 2.1%	\$326	\$294	▲ 10.9%



# METRO BOSTON REGION

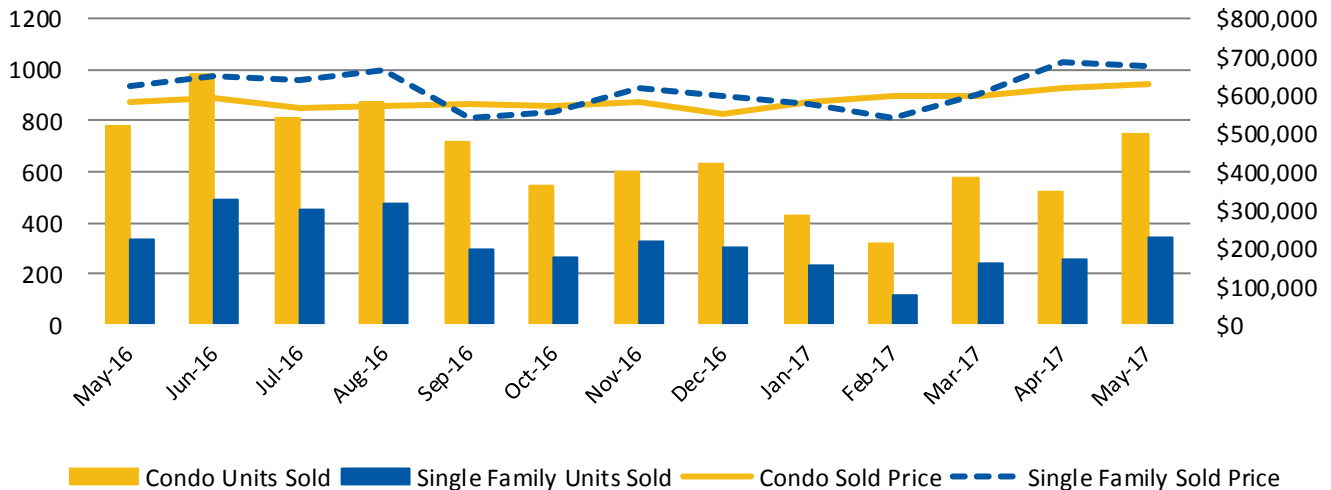
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$675,000	\$625,500	▲ 7.9%	\$687,450	▼ -1.8%	\$630,000	\$575,000	▲ 9.6%
Units Sold	339	334	▲ 1.5%	254	▲ 33.5%	1,183	1,186	▼ -0.3%
Active Listings	693	966	▼ -28.3%	660	▲ 5.0%	---	---	---
Months Supply of Inventory	2.0	2.9	▼ -29.4%	2.6	▼ -21.5%	---	---	---
New Listings	643	570	▲ 12.8%	504	▲ 27.6%	2,243	2,266	▼ -1.0%
Pending Sales	513	472	▲ 8.7%	358	▲ 43.3%	1,634	1,588	▲ 2.9%
Days to Off Market	28	35	▼ -20.0%	31	▼ -9.7%	37	46	▼ -19.6%
Sold to Original Price Ratio	101.5%	99.6%	▲ 1.9%	99.9%	▲ 1.6%	99.0%	98.2%	▲ 0.9%
Price per Square Foot	\$398	\$368	▲ 8.1%	\$390	▲ 2.0%	\$373	\$353	▲ 5.8%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$630,000	\$582,550	▲ 8.1%	\$619,500	▲ 1.7%	\$603,000	\$549,000	▲ 9.8%
Units Sold	748	784	▼ -4.6%	526	▲ 42.2%	2,600	2,662	▼ -2.3%
Active Listings	1,258	1,495	▼ -15.9%	1,184	▲ 6.3%	---	---	---
Months Supply of Inventory	1.7	1.9	▼ -12.0%	2.3	▼ -25.3%	---	---	---
New Listings	1,204	1,092	▲ 10.3%	1,011	▲ 19.1%	4,411	4,474	▼ -1.4%
Pending Sales	951	954	▼ -0.3%	809	▲ 17.6%	3,373	3,456	▼ -2.4%
Days to Off Market	26	34	▼ -23.5%	30	▼ -13.3%	33	38	▼ -13.2%
Sold to Original Price Ratio	102.5%	101.8%	▲ 0.7%	101.5%	▲ 1.0%	100.6%	100.3%	▲ 0.2%
Price per Square Foot	\$623	\$595	▲ 4.7%	\$648	▼ -3.8%	\$617	\$564	▲ 9.4%



# METRO WEST REGION

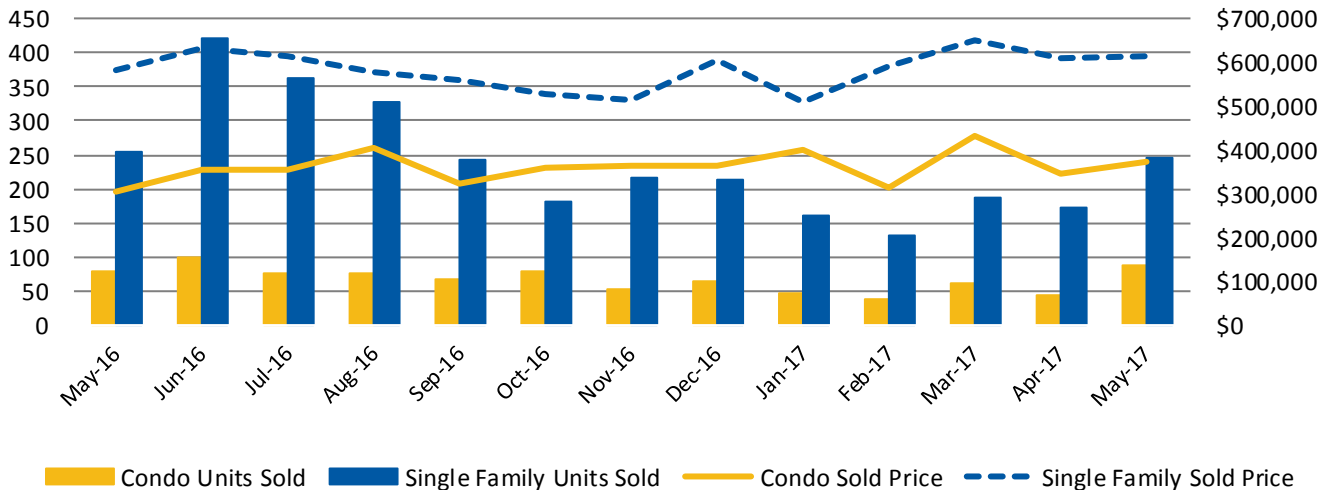
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$615,000	\$583,500	▲ 5.4%	\$609,900	▲ 0.8%	\$600,000	\$578,000	▲ 3.8%
Units Sold	247	254	▼ -2.8%	171	▲ 44.4%	895	847	▲ 5.7%
Active Listings	655	1,005	▼ -34.8%	638	▲ 2.7%	---	---	---
Months Supply of Inventory	2.7	4.0	▼ -33.1%	3.7	▼ -29.0%	---	---	---
New Listings	456	442	▲ 3.2%	430	▲ 6.0%	1,743	1,880	▼ -7.3%
Pending Sales	382	354	▲ 7.9%	319	▲ 19.7%	1,309	1,218	▲ 7.5%
Days to Off Market	39	49	▼ -20.4%	43	▼ -9.3%	52	61	▼ -14.8%
Sold to Original Price Ratio	99.0%	97.7%	▲ 1.4%	98.2%	▲ 0.9%	97.2%	96.4%	▲ 0.9%
Price per Square Foot	\$289	\$276	▲ 4.5%	\$297	▼ -2.7%	\$287	\$273	▲ 4.8%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$372,500	\$305,000	▲ 22.1%	\$345,000	▲ 8.0%	\$376,000	\$345,000	▲ 9.0%
Units Sold	86	78	▲ 10.3%	43	▲ 100.0%	272	303	▼ -10.2%
Active Listings	128	169	▼ -24.3%	142	▼ -9.9%	---	---	---
Months Supply of Inventory	1.5	2.2	▼ -31.3%	3.3	▼ -54.8%	---	---	---
New Listings	80	64	▲ 25.0%	92	▼ -13.0%	387	432	▼ -10.4%
Pending Sales	84	87	▼ -3.4%	74	▲ 13.5%	329	387	▼ -15.0%
Days to Off Market	30	58	▼ -48.3%	42	▼ -28.6%	44	59	▼ -25.4%
Sold to Original Price Ratio	100.1%	98.4%	▲ 1.8%	99.5%	▲ 0.6%	100.0%	98.3%	▲ 1.7%
Price per Square Foot	\$252	\$251	▲ 0.3%	\$240	▲ 5.0%	\$256	\$254	▲ 0.8%



# SOUTHERN NORFOLK REGION

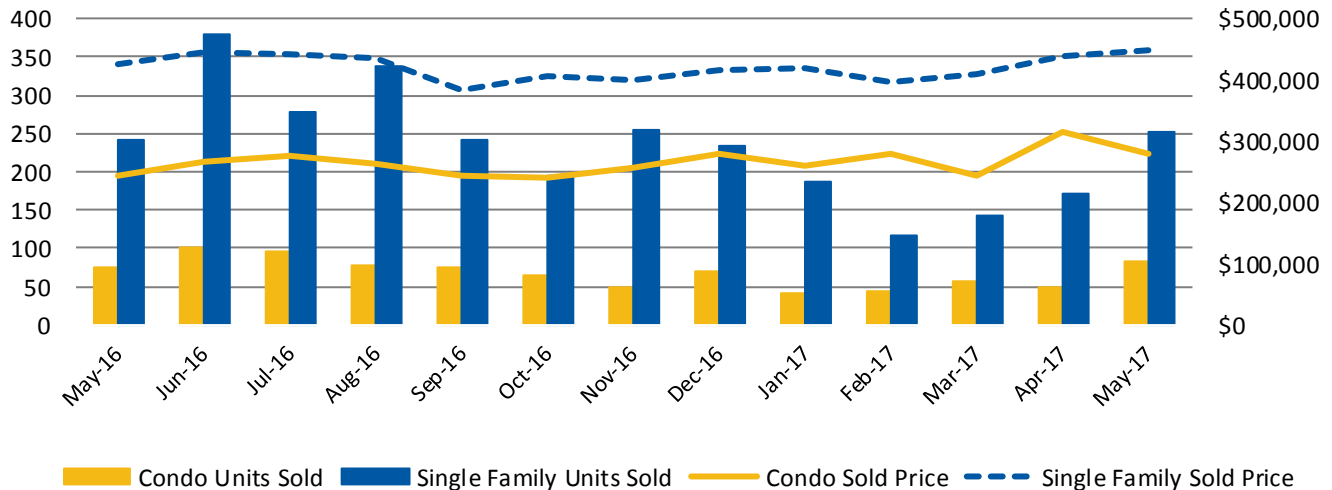
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$450,000	\$425,000	▲ 5.9%	\$437,500	▲ 2.9%	\$427,500	\$402,500	▲ 6.2%
Units Sold	252	243	▲ 3.7%	172	▲ 46.5%	873	946	▼ -7.7%
Active Listings	601	898	▼ -33.1%	583	▲ 3.1%	---	---	---
Months Supply of Inventory	2.4	3.7	▼ -35.7%	3.4	▼ -29.8%	---	---	---
New Listings	428	426	▲ 0.5%	368	▲ 16.3%	1,523	1,651	▼ -7.8%
Pending Sales	349	313	▲ 11.5%	264	▲ 32.2%	1,157	1,171	▼ -1.2%
Days to Off Market	37	53	▼ -30.2%	44	▼ -15.9%	50	67	▼ -25.4%
Sold to Original Price Ratio	99.7%	99.0%	▲ 0.7%	98.6%	▲ 1.1%	97.7%	97.0%	▲ 0.7%
Price per Square Foot	\$244	\$227	▲ 7.6%	\$233	▲ 4.9%	\$236	\$221	▲ 6.6%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$280,000	\$243,500	▲ 15.0%	\$314,000	▼ -10.8%	\$260,000	\$245,000	▲ 6.1%
Units Sold	84	76	▲ 10.5%	50	▲ 68.0%	277	247	▲ 12.1%
Active Listings	132	217	▼ -39.2%	137	▼ -3.6%	---	---	---
Months Supply of Inventory	1.6	2.9	▼ -45.1%	2.7	▼ -42.7%	---	---	---
New Listings	102	85	▲ 20.0%	95	▲ 7.4%	415	428	▼ -3.0%
Pending Sales	96	86	▲ 11.6%	92	▲ 4.3%	372	324	▲ 14.8%
Days to Off Market	34	51	▼ -33.3%	50	▼ -32.0%	50	59	▼ -15.3%
Sold to Original Price Ratio	100.1%	97.1%	▲ 3.0%	97.9%	▲ 2.2%	98.7%	97.2%	▲ 1.5%
Price per Square Foot	\$211	\$200	▲ 6.0%	\$222	▼ -4.9%	\$212	\$198	▲ 7.2%



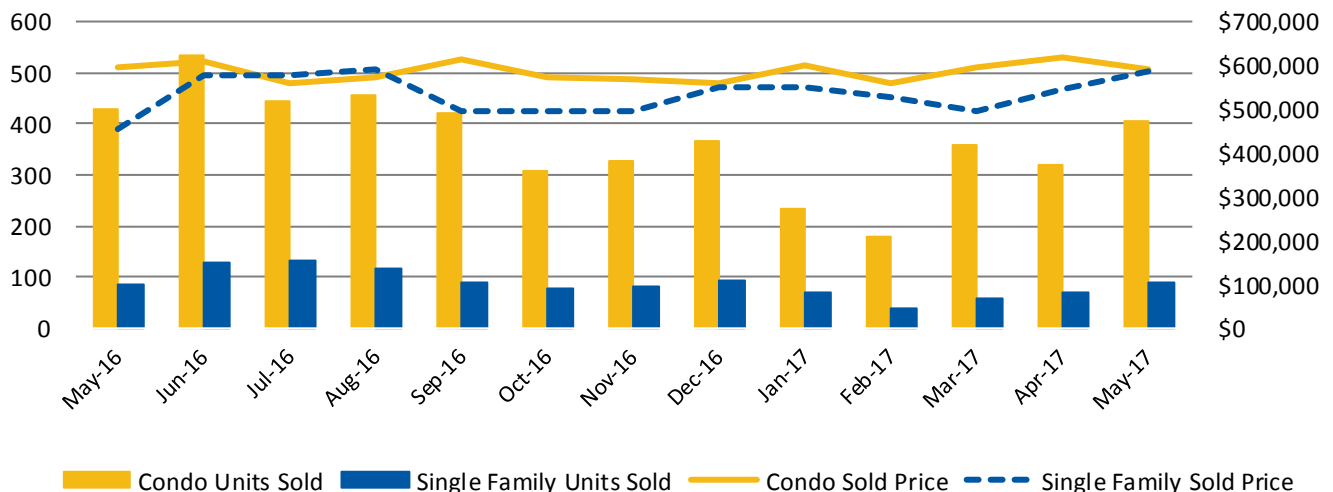
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month			Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change	
Median Selling Price	\$587,500	\$455,000	▲ 29.1%	\$544,950	▲ 7.8%	\$550,000	\$488,750	▲ 12.5%	
Units Sold	89	86	▲ 3.5%	68	▲ 30.9%	323	318	▲ 1.6%	
Active Listings	193	292	▼ -33.9%	191	▲ 1.0%	---	---	---	
Months Supply of Inventory	2.2	3.4	▼ -36.1%	2.8	▼ -22.8%	---	---	---	
New Listings	162	177	▼ -8.5%	144	▲ 12.5%	610	620	▼ -1.6%	
Pending Sales	140	143	▼ -2.1%	102	▲ 37.3%	447	421	▲ 6.2%	
Days to Off Market	36	37	▼ -2.7%	40	▼ -10.0%	42	50	▼ -16.3%	
Sold to Original Price Ratio	99.5%	97.9%	▲ 1.6%	97.7%	▲ 1.9%	97.9%	97.7%	▲ 0.2%	
Price per Square Foot	\$405	\$344	▲ 17.6%	\$395	▲ 2.6%	\$382	\$359	▲ 6.4%	

## Condominiums

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$592,500	\$595,000	▼ -0.4%	\$621,250	▼ -4.6%	\$599,000	\$549,000	▲ 9.1%
Units Sold	406	431	▼ -5.8%	320	▲ 26.9%	1,495	1,485	▲ 0.7%
Active Listings	868	926	▼ -6.3%	818	▲ 6.1%	---	---	---
Months Supply of Inventory	2.1	2.1	▼ -0.5%	2.6	▼ -16.4%	---	---	---
New Listings	737	614	▲ 20.0%	611	▲ 20.6%	2,697	2,520	▲ 7.0%
Pending Sales	554	531	▲ 4.3%	474	▲ 16.9%	1,996	1,936	▲ 3.1%
Days to Off Market	28	39	▼ -28.2%	33	▼ -15.2%	37	41	▼ -10.0%
Sold to Original Price Ratio	101.8%	100.9%	▲ 0.9%	101.1%	▲ 0.7%	99.9%	99.5%	▲ 0.5%
Price per Square Foot	\$706	\$669	▲ 5.5%	\$732	▼ -3.6%	\$703	\$643	▲ 9.3%



# 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		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change	
Median Selling Price	\$640,500	\$531,000	▲ 20.6%	\$663,000	▼ -3.4%	\$600,000	\$532,500	▲ 12.7%	
Units Sold	114	130	▼ -12.3%	81	▲ 40.7%	481	540	▼ -10.9%	
Active Listings	200	395	▼ -49.4%	223	▼ -10.3%	---	---	---	
Months Supply of Inventory	1.8	3.0	▼ -42.4%	2.8	▼ -36.4%	---	---	---	
New Listings	228	216	▲ 5.6%	206	▲ 10.7%	831	863	▼ -3.7%	
Pending Sales	187	156	▲ 19.9%	152	▲ 23.0%	611	601	▲ 1.7%	
Days to Off Market	26	37	▼ -29.7%	23	▲ 13.0%	30	55	▼ -44.7%	
Sold to Original Price Ratio	101.2%	99.2%	▲ 2.0%	103.0%	▼ -1.8%	100.7%	99.0%	▲ 1.8%	
Price per Square Foot	\$290	\$229	▲ 26.8%	\$304	▼ -4.6%	\$274	\$231	▲ 18.5%	

## 3 Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$700,000	\$595,000	▲ 17.6%	\$740,000	▼ -5.4%	\$680,000	\$595,000	▲ 14.3%
Units Sold	44	46	▼ -4.3%	47	▼ -6.4%	203	213	▼ -4.7%
Active Listings	66	163	▼ -59.5%	84	▼ -21.4%	---	---	---
Months Supply of Inventory	1.5	3.5	▼ -57.6%	1.8	▼ -16.2%	---	---	---
New Listings	65	63	▲ 3.2%	75	▼ -13.3%	308	316	▼ -2.5%
Pending Sales	62	51	▲ 21.6%	59	▲ 5.1%	241	205	▲ 17.6%
Days to Off Market	24	41	▼ -41.5%	43	▼ -44.2%	36	54	▼ -33.6%
Sold to Original Price Ratio	100.7%	97.4%	▲ 3.3%	98.4%	▲ 2.3%	98.9%	97.1%	▲ 1.9%
Price per Square Foot	\$248	\$242	▲ 2.5%	\$264	▼ -5.8%	\$245	\$221	▲ 10.9%

## 4 Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$1,100,000	\$1,785,331	▼ -38.4%	\$730,000	▲ 50.7%	\$795,000	\$880,000	▼ -9.7%
Units Sold	4	6	▼ -33.3%	3	▲ 33.3%	26	32	▼ -18.8%
Active Listings	16	38	▼ -57.9%	19	▼ -15.8%	---	---	---
Months Supply of Inventory	4.0	6.3	▼ -36.8%	6.7	▼ -40.0%	---	---	---
New Listings	11	15	▼ -26.7%	5	▲ 120.0%	46	52	▼ -11.5%
Pending Sales	7	6	▲ 16.7%	3	▲ 133.3%	23	26	▼ -11.5%
Days to Off Market	72	86	▼ -16.3%	21	▲ 242.9%	45	105	▼ -57.2%
Sold to Original Price Ratio	94.8%	93.3%	▲ 1.5%	96.3%	▼ -1.6%	99.3%	94.6%	▲ 4.9%
Price per Square Foot	\$339	\$395	▼ -14.0%	\$179	▲ 89.8%	\$247	\$297	▼ -16.7%

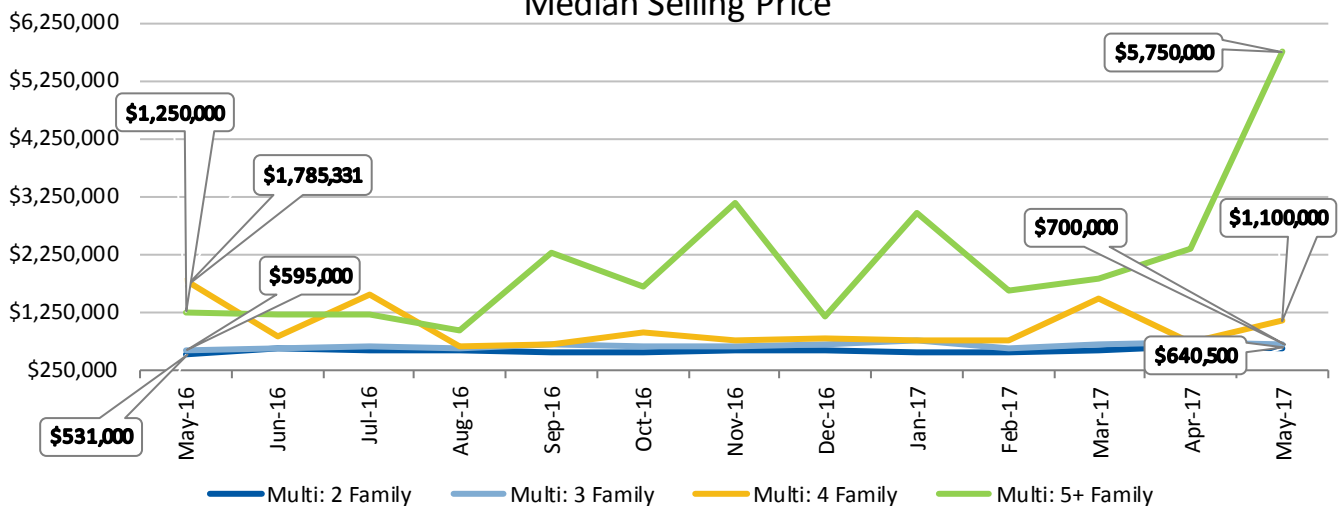
# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

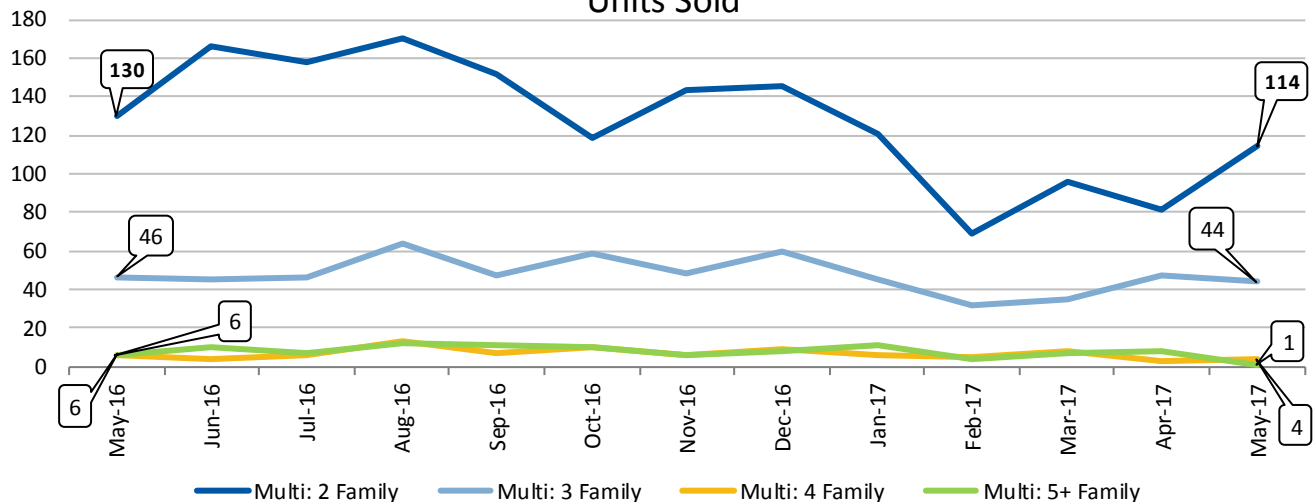
## 5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	May 2017	May 2016	Change	Apr 2017	Change	2017	2016	Change
Median Selling Price	\$5,750,000	\$1,250,000	▲ 360.0%	\$2,350,000	▲ 144.7%	\$2,400,000	\$1,300,000	▲ 84.6%
Units Sold	1	6	▼ -83.3%	8	▼ -87.5%	31	35	▼ -11.4%
Active Listings	30	50	▼ -40.0%	27	▲ 11.1%	---	---	---
Months Supply of Inventory	30.0	8.3	▲ 260.1%	3.4	▲ 787.6%	---	---	---
New Listings	15	22	▼ -31.8%	14	▲ 7.1%	56	74	▼ -24.3%
Pending Sales	9	16	▼ -43.8%	5	▲ 80.0%	34	40	▼ -15.0%
Days to Off Market	45	41	▲ 9.8%	18	▲ 150.0%	57	74	▼ -23.6%
Sold to Original Price Ratio	90.0%	92.5%	▼ -2.7%	91.0%	▼ -1.1%	94.5%	90.5%	▲ 4.4%
Price per Square Foot	\$214	\$171	▲ 25.1%	\$282	▼ -24.2%	\$391	\$337	▲ 16.2%

### Median Selling Price

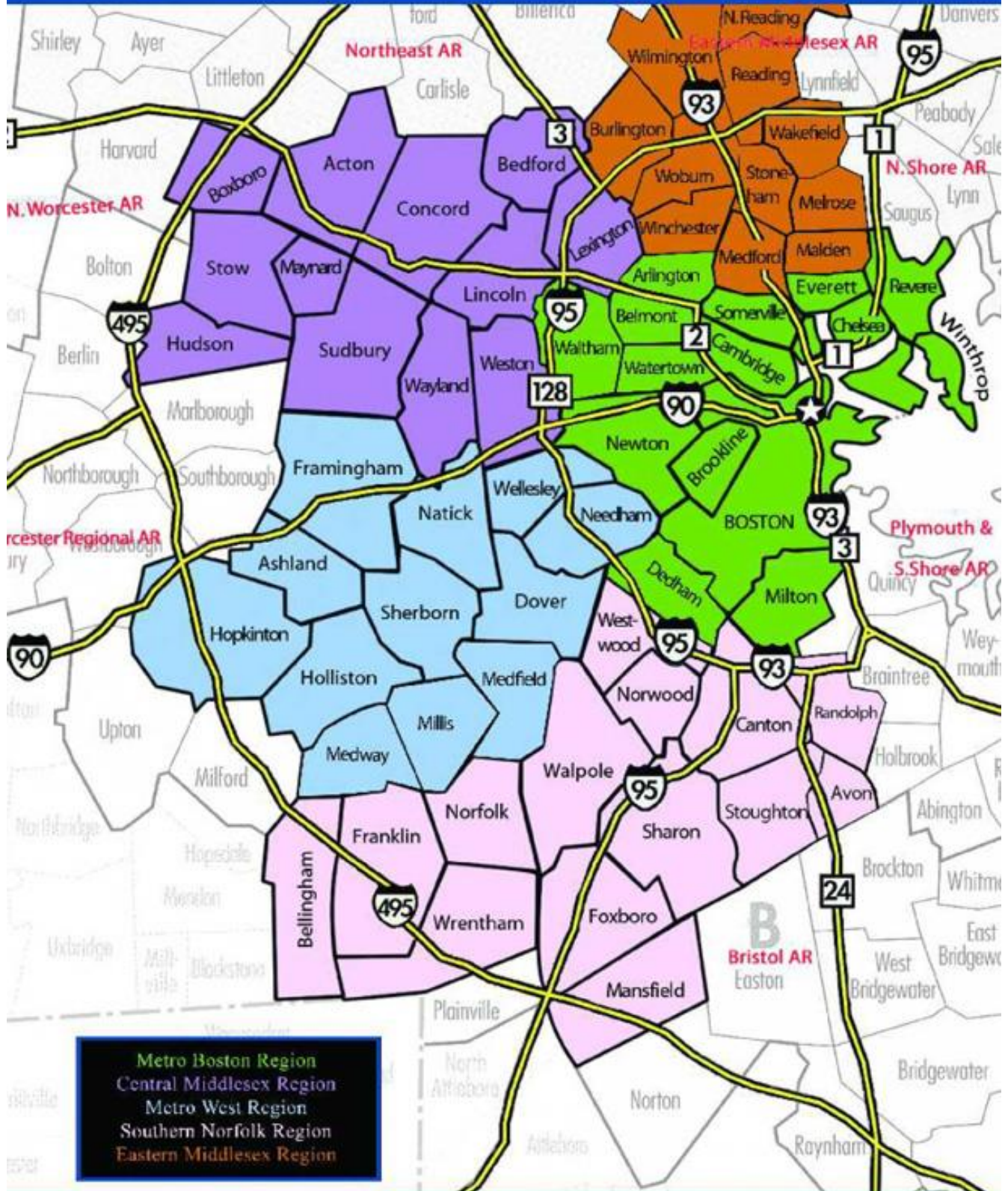


### Units Sold



# 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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*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.*