

MONTHLY MARKET INSIGHT REPORT

APRIL 2018

Detached Single-Family Homes

The 853 homes sold in April 2018 was the ninth highest sales volume for the month and was a 0.2 percent increase from the 851 homes sold in April 2017. This falls short of the 15-year historical monthly sales average for April of 867 homes sold. The median sales price reached a record high for the month of April at \$612,000 which was a 3.7 percent increase from the April 2017 median sales prices of \$590,000.

Condominiums

With 859 condos sold, it was the fifth most active April on record in Greater Boston, and a 16.2 percent increase in sales from the 739 units sold in April 2017. This total is comfortably above the 15-year historical sales total for condos sold in April of 802 units. The median sales price of condos also reached a new record high for the month of April at \$593,629, which is 14.2 percent increase from April 2017's median sales price of \$520,000

Multi-Family Homes

This month, there were 150 multi-family units sold in Greater Boston, which reflects a 6.4 percent increase in sales volume from the 141 multi-family units sold in April 2017.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 5/10/2018

GREATER BOSTON MARKET SUMMARY

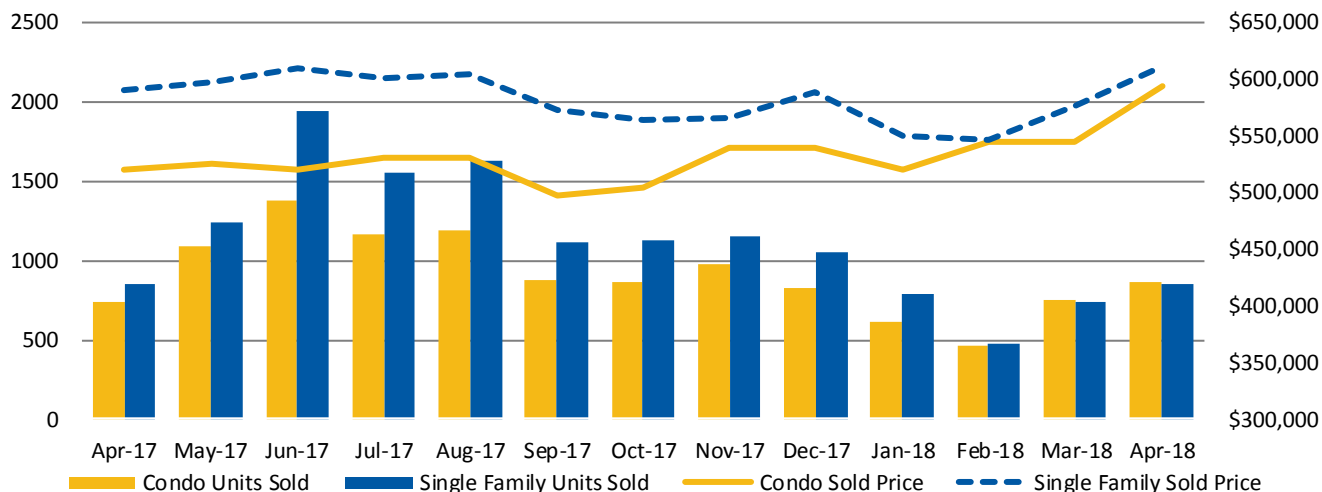
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$612,000	\$590,000	▲ 3.7%	\$576,000	▲ 6.3%	\$570,850	\$545,000	▲ 4.7%
Units Sold	853	851	▲ 0.2%	741	▲ 15.1%	2,868	3,043	▼ -5.8%
Active Listings	2,541	2,999	▼ -15.3%	2,073	▲ 22.6%	---	---	---
Months Supply of Inventory	3.0	3.5	▼ -15.5%	2.8	▲ 6.5%	---	---	---
New Listings	2,196	1,974	▲ 11.2%	1,575	▲ 39.4%	5,716	5,821	▼ -1.8%
Pending Sales	1,500	1,338	▲ 12.1%	1,192	▲ 25.8%	3,997	4,026	▼ -0.7%
Days to Off Market	36	38	▼ -5.3%	37	▼ -2.7%	43	50	▼ -12.6%
Sold to Original Price Ratio	100.4%	99.5%	▲ 0.9%	99.1%	▲ 1.3%	98.7%	97.5%	▲ 1.2%
Price per Square Foot	\$328	\$314	▲ 4.7%	\$317	▲ 3.6%	\$319	\$298	▲ 6.9%

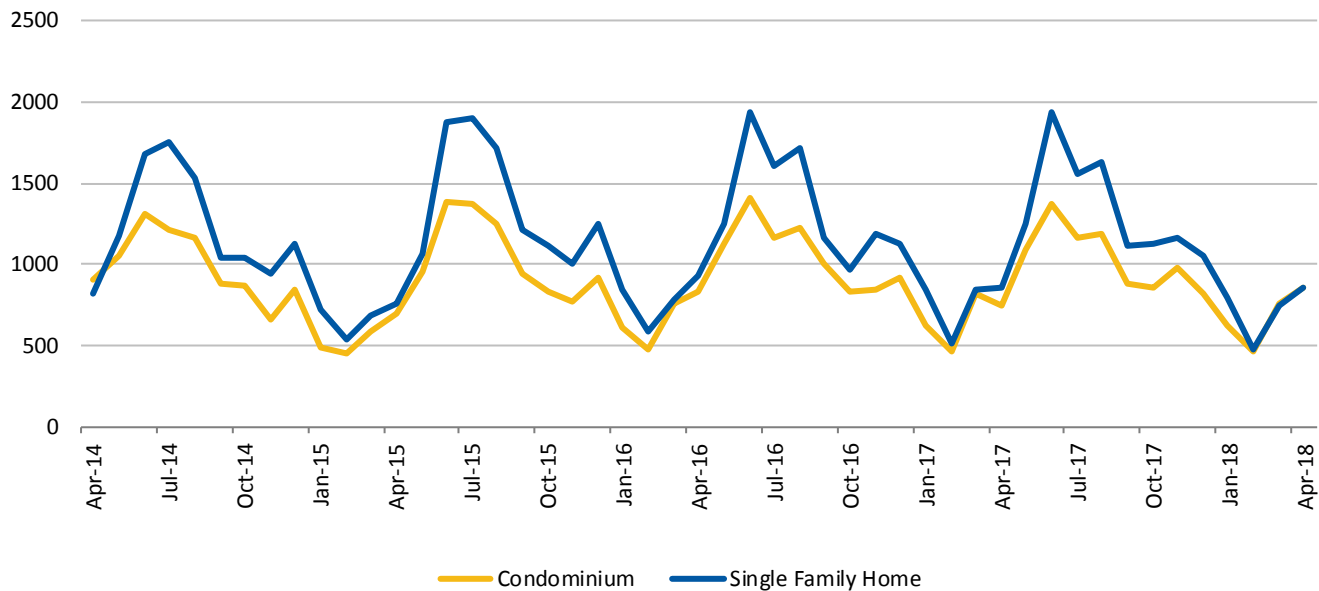
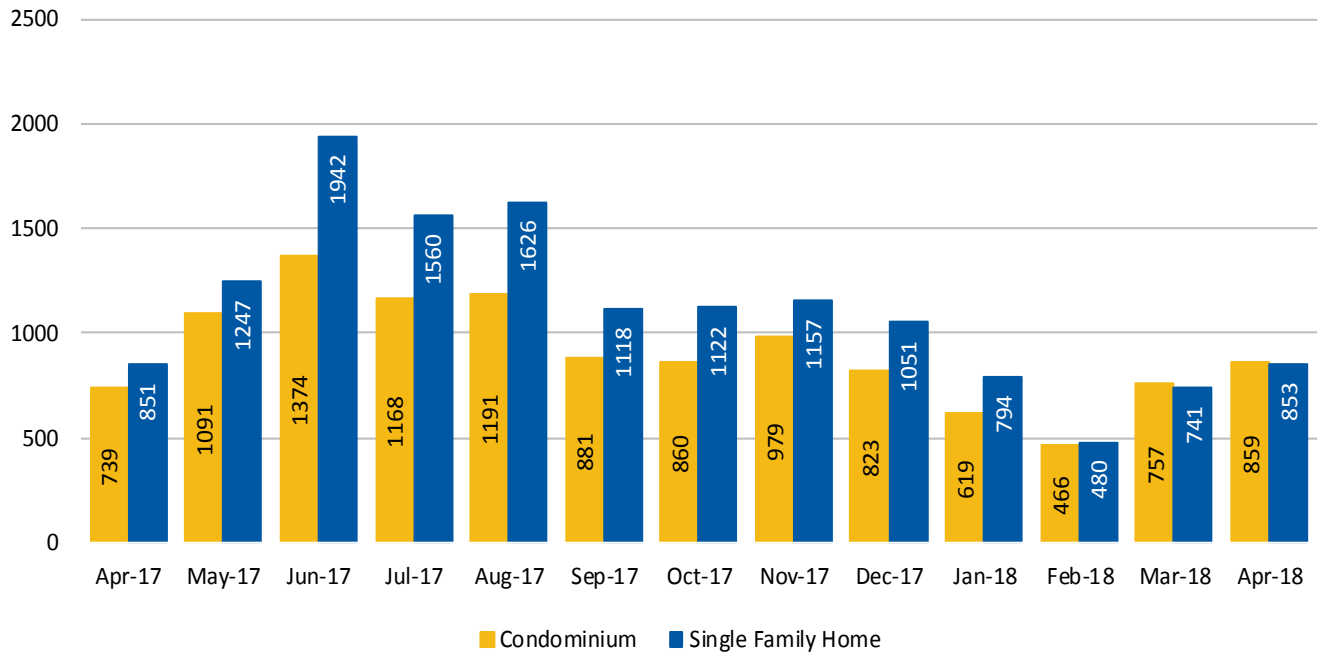
Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$593,629	\$520,000	▲ 14.2%	\$545,000	▲ 8.9%	\$550,000	\$515,000	▲ 6.8%
Units Sold	859	739	▲ 16.2%	757	▲ 13.5%	2,701	2,653	▲ 1.8%
Active Listings	1,751	1,845	▼ -5.1%	1,398	▲ 25.3%	---	---	---
Months Supply of Inventory	2.0	2.5	▼ -18.4%	1.8	▲ 10.3%	---	---	---
New Listings	1,706	1,408	▲ 21.2%	1,249	▲ 36.6%	4,678	4,544	▲ 2.9%
Pending Sales	1,204	1,104	▲ 9.1%	1,059	▲ 13.7%	3,495	3,456	▲ 1.1%
Days to Off Market	30	31	▼ -3.2%	35	▼ -14.3%	38	39	▼ -2.9%
Sold to Original Price Ratio	101.8%	101.1%	▲ 0.7%	100.7%	▲ 1.1%	100.2%	99.6%	▲ 0.6%
Price per Square Foot	\$570	\$539	▲ 5.8%	\$554	▲ 2.9%	\$547	\$509	▲ 7.4%



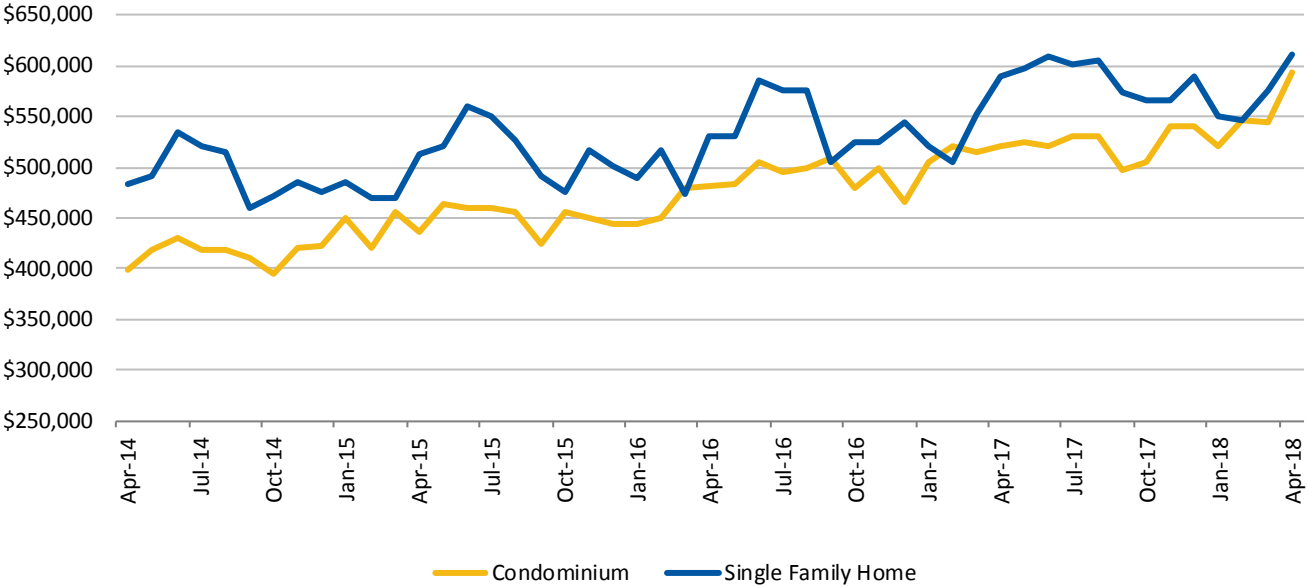
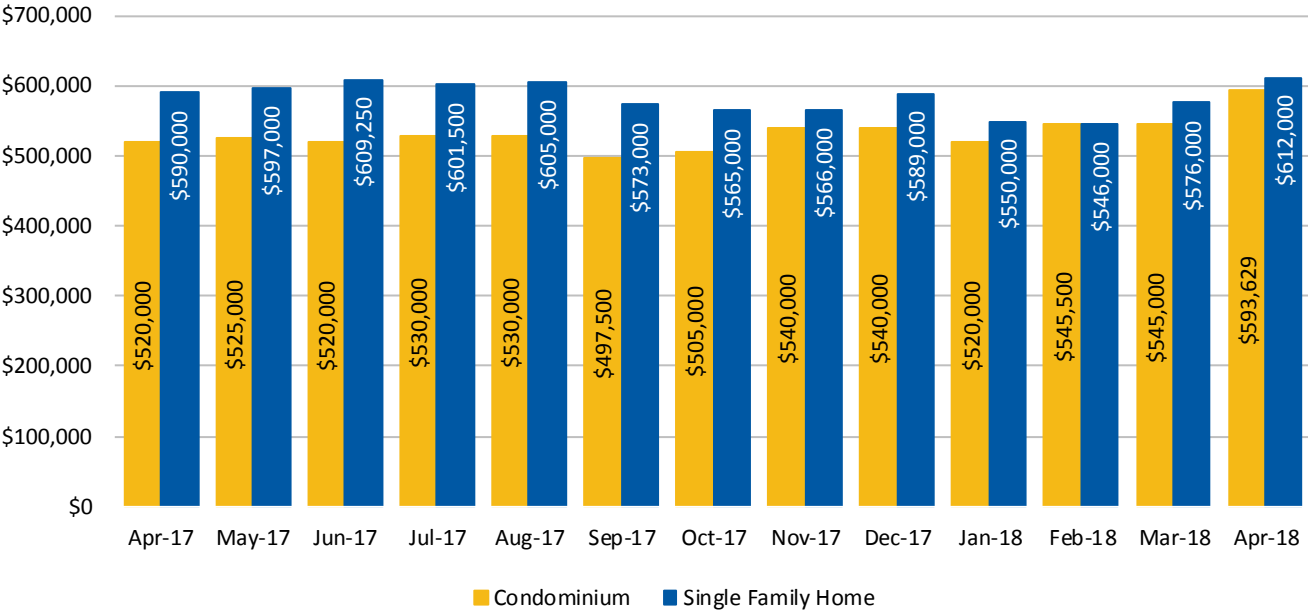
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	853	851	▲ 0.2%	741	▲ 15.1%	2,868	3,043	▼ -5.8%
CONDOMINIUMS	859	739	▲ 16.2%	757	▲ 13.5%	2,701	2,653	▲ 1.8%



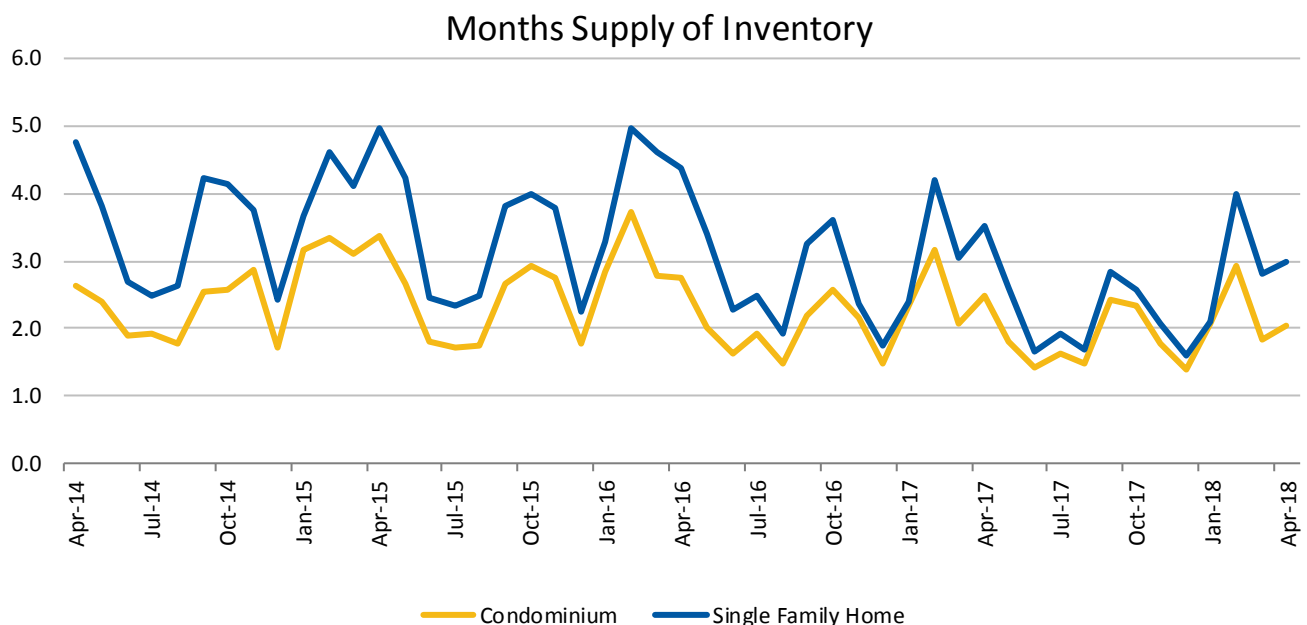
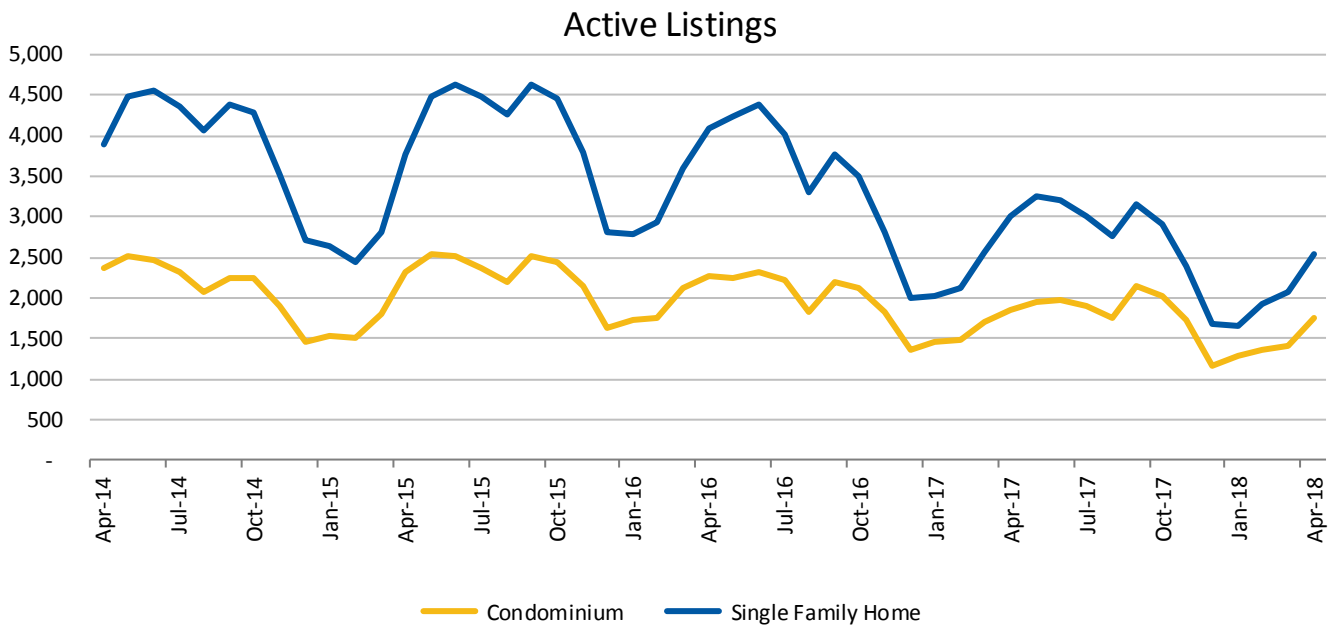
MEDIAN SELLING PRICE

	Year over Year			Month over Month			Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change	
SINGLE FAMILY HOMES	\$612,000	\$590,000	▲ 3.7%	\$576,000	▲ 6.3%	\$570,850	\$545,000	▲ 4.7%	
CONDOMINIUMS	\$593,629	\$520,000	▲ 14.2%	\$545,000	▲ 8.9%	\$550,000	\$515,000	▲ 6.8%	



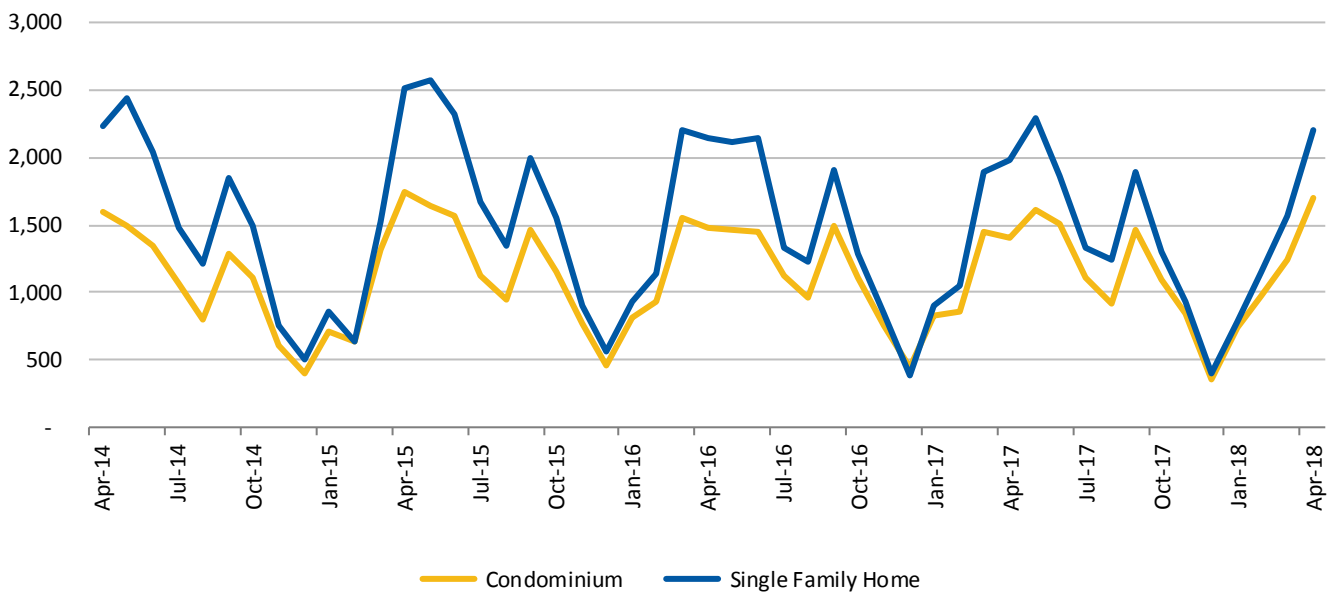
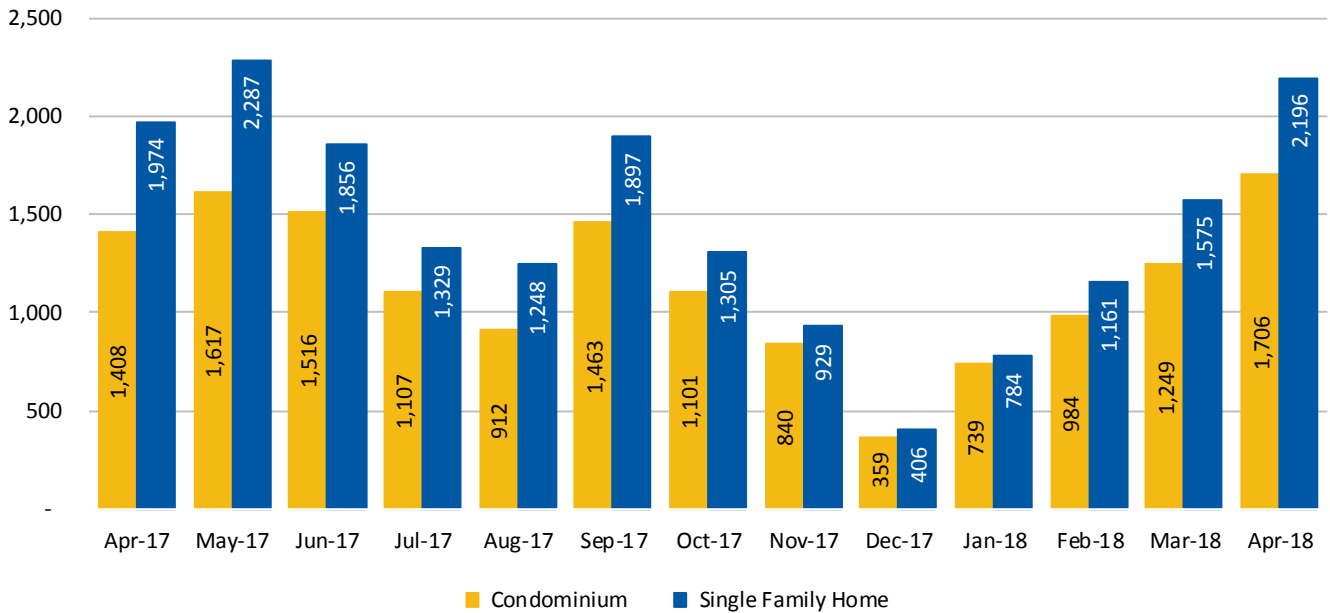
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Apr 2018	Apr 2017	Change	Mar 2018	Change
SINGLE FAMILY HOMES	Active Listings	2,541	2,999	▼ -15.3%	2,073	▲ 22.6%
	Months Supply of Inventory	3.0	3.5	▼ -15.5%	2.8	▲ 6.5%
CONDOMINIUMS	Active Listings	1,751	1,845	▼ -5.1%	1,398	▲ 25.3%
	Months Supply of Inventory	2.0	2.5	▼ -18.4%	1.8	▲ 10.3%



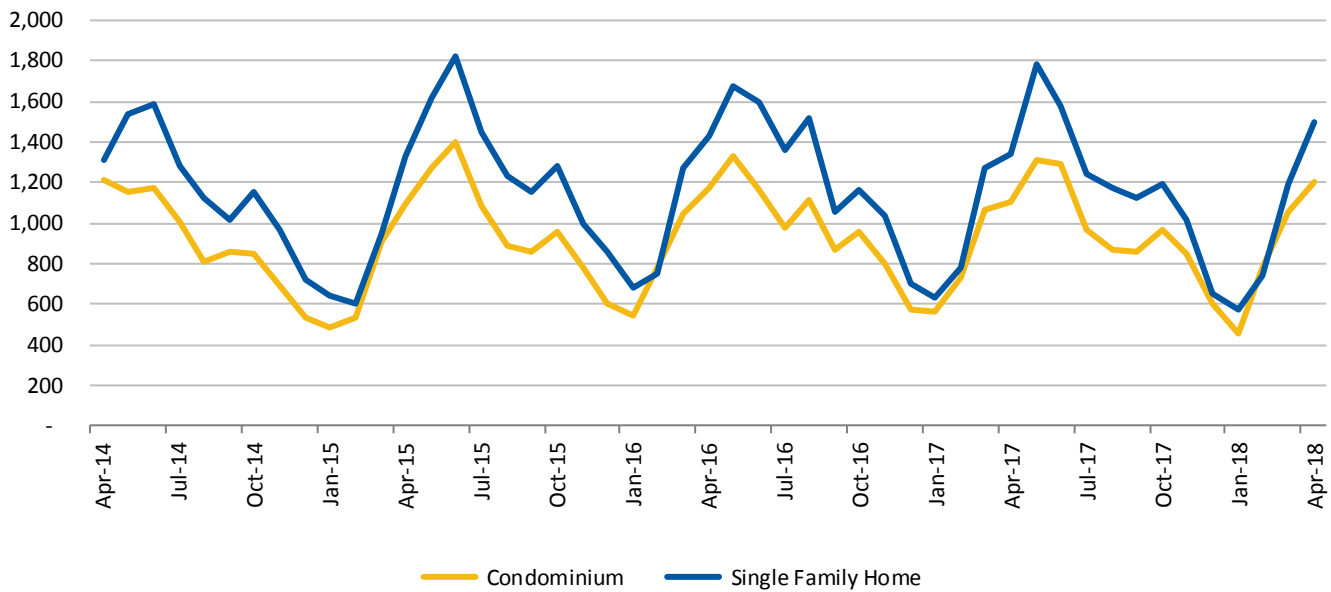
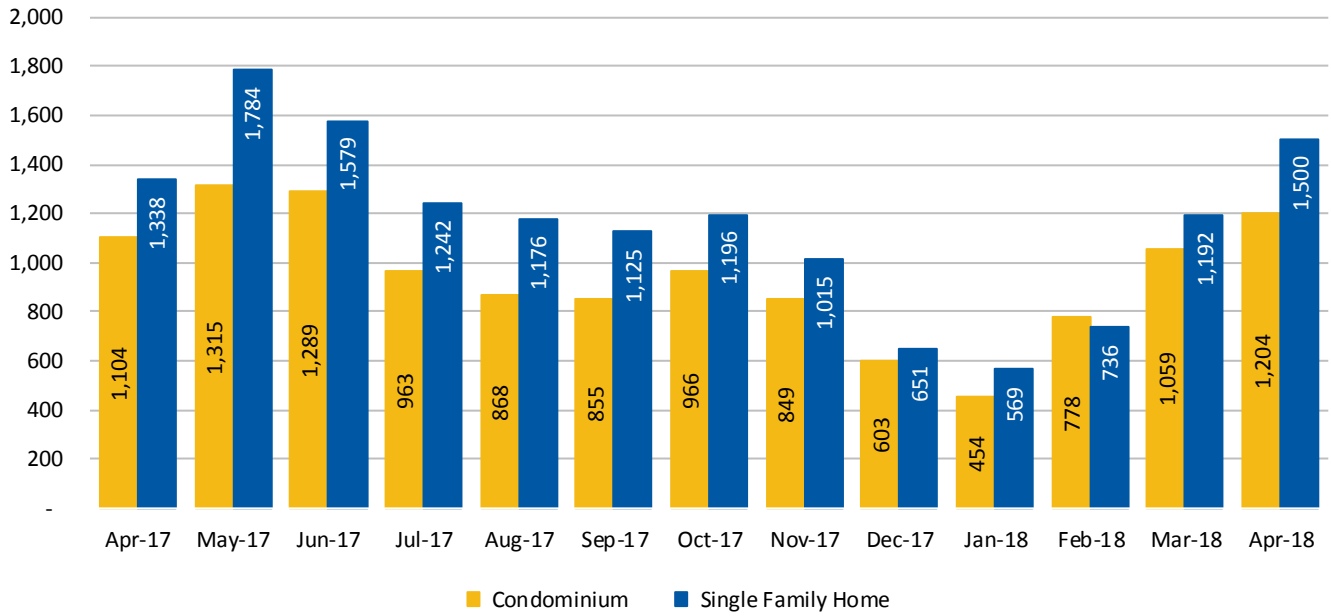
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	2,196	1,974	▲ 11.2%	1,575	▲ 39.4%	5,716	5,821	▼ -1.8%
CONDOMINIUMS	1,706	1,408	▲ 21.2%	1,249	▲ 36.6%	4,678	4,544	▲ 2.9%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,500	1,338	▲ 12.1%	1,192	▲ 25.8%	3,997	4,026	▼ -0.7%
CONDOMINIUMS	1,204	1,104	▲ 9.1%	1,059	▲ 13.7%	3,495	3,456	▲ 1.1%



CENTRAL MIDDLESEX REGION

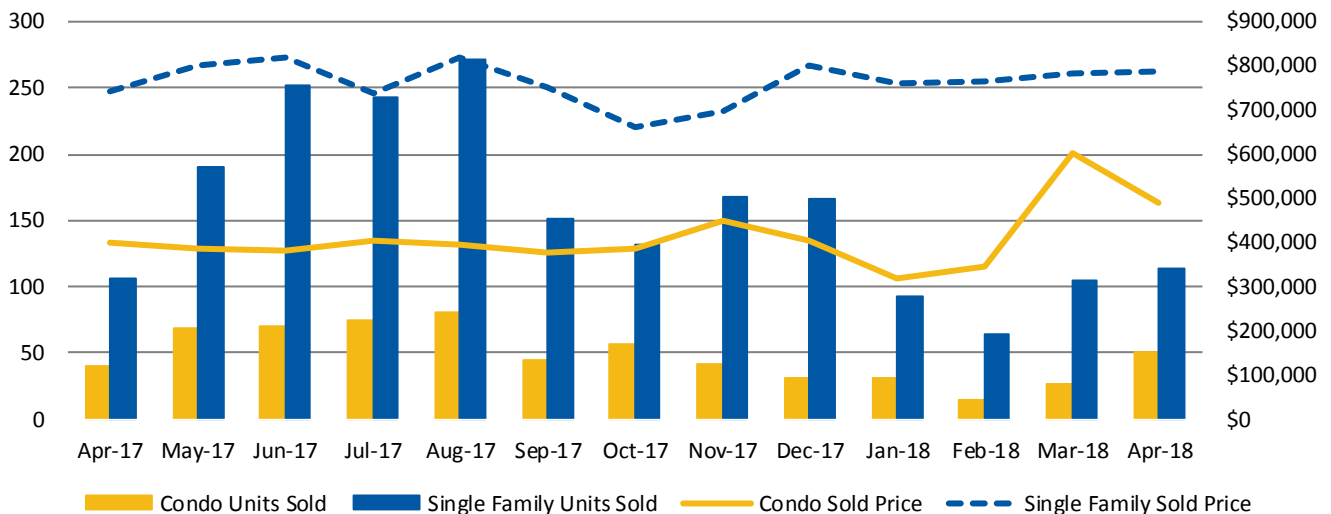
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$786,000	\$742,500	▲ 5.9%	\$785,000	▲ 0.1%	\$780,000	\$725,000	▲ 7.6%
Units Sold	114	106	▲ 7.5%	105	▲ 8.6%	375	399	▼ -6.0%
Active Listings	494	623	▼ -20.7%	427	▲ 15.7%	---	---	---
Months Supply of Inventory	4.3	5.9	▼ -26.3%	4.1	▲ 6.5%	---	---	---
New Listings	360	331	▲ 8.8%	293	▲ 22.9%	949	956	▼ -0.7%
Pending Sales	254	200	▲ 27.0%	181	▲ 40.3%	633	575	▲ 10.1%
Days to Off Market	50	43	▲ 16.3%	44	▲ 13.6%	57	53	▲ 7.5%
Sold to Original Price Ratio	98.9%	98.9%	▼ 0.0%	96.7%	▲ 2.3%	96.5%	96.1%	▲ 0.4%
Price per Square Foot	\$307	\$306	▲ 0.2%	\$311	▼ -1.4%	\$313	\$302	▲ 3.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$488,600	\$402,000	▲ 21.5%	\$605,000	▼ -19.2%	\$458,000	\$348,800	▲ 31.3%
Units Sold	51	40	▲ 27.5%	26	▲ 96.2%	123	137	▼ -10.2%
Active Listings	121	119	▲ 1.7%	113	▲ 7.1%	---	---	---
Months Supply of Inventory	2.4	3.0	▼ -20.2%	4.3	▼ -45.4%	---	---	---
New Listings	78	73	▲ 6.8%	71	▲ 9.9%	243	249	▼ -2.4%
Pending Sales	61	53	▲ 15.1%	60	▲ 1.7%	172	198	▼ -13.1%
Days to Off Market	52	35	▲ 48.6%	45	▲ 15.6%	52	62	▼ -16.1%
Sold to Original Price Ratio	99.4%	98.9%	▲ 0.5%	99.7%	▼ -0.3%	98.5%	97.2%	▲ 1.3%
Price per Square Foot	\$291	\$250	▲ 16.6%	\$297	▼ -1.9%	\$274	\$237	▲ 15.8%



EASTERN MIDDLESEX REGION

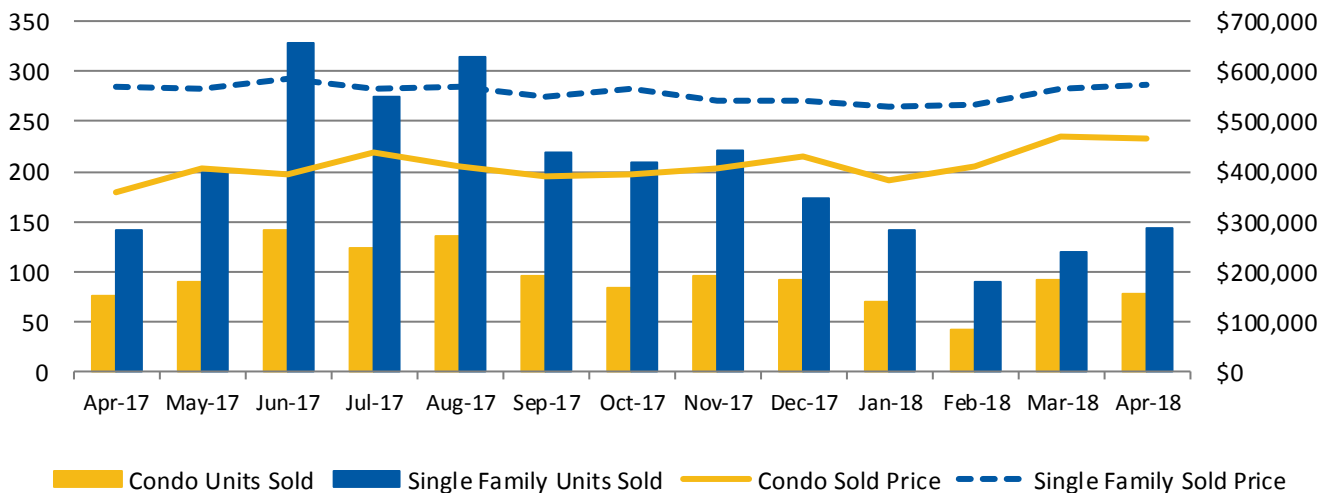
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$575,000	\$570,000	▲ 0.9%	\$565,000	▲ 1.8%	\$550,000	\$525,000	▲ 4.8%
Units Sold	143	142	▲ 0.7%	119	▲ 20.2%	493	513	▼ -3.9%
Active Listings	284	370	▼ -23.2%	201	▲ 41.3%	---	---	---
Months Supply of Inventory	2.0	2.6	▼ -23.8%	1.7	▲ 17.6%	---	---	---
New Listings	328	334	▼ -1.8%	204	▲ 60.8%	813	868	▼ -6.3%
Pending Sales	226	215	▲ 5.1%	189	▲ 19.6%	623	632	▼ -1.4%
Days to Off Market	31	30	▲ 3.3%	29	▲ 6.9%	35	41	▼ -14.6%
Sold to Original Price Ratio	103.2%	101.7%	▲ 1.4%	100.8%	▲ 2.4%	101.1%	99.5%	▲ 1.6%
Price per Square Foot	\$323	\$307	▲ 5.1%	\$311	▲ 3.9%	\$316	\$292	▲ 8.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$464,900	\$356,500	▲ 30.4%	\$469,900	▼ -1.1%	\$439,950	\$354,000	▲ 24.3%
Units Sold	78	76	▲ 2.6%	91	▼ -14.3%	280	274	▲ 2.2%
Active Listings	97	177	▼ -45.2%	85	▲ 14.1%	---	---	---
Months Supply of Inventory	1.2	2.3	▼ -46.6%	0.9	▲ 33.2%	---	---	---
New Listings	139	136	▲ 2.2%	106	▲ 31.1%	379	468	▼ -19.0%
Pending Sales	117	97	▲ 20.6%	97	▲ 20.6%	313	358	▼ -12.6%
Days to Off Market	25	22	▲ 13.6%	32	▼ -21.9%	35	28	▲ 25.0%
Sold to Original Price Ratio	102.8%	102.8%	▲ 0.0%	101.4%	▲ 1.4%	101.3%	100.9%	▲ 0.4%
Price per Square Foot	\$361	\$330	▲ 9.4%	\$361	▼ -0.2%	\$352	\$322	▲ 9.4%



METRO BOSTON REGION

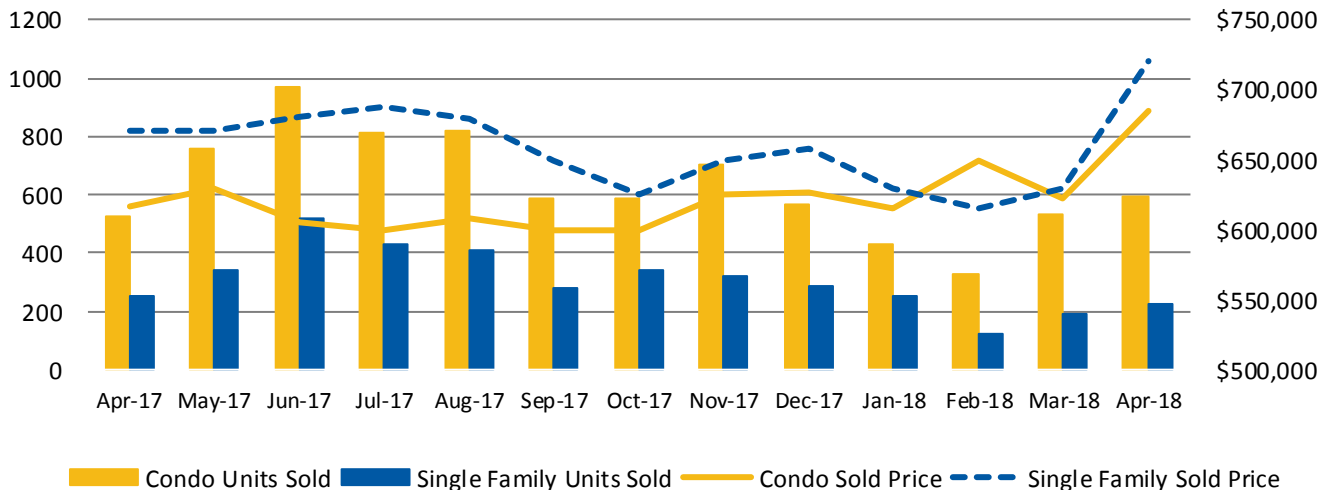
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$720,000	\$670,000	▲ 7.5%	\$630,000	▲ 14.3%	\$650,000	\$609,500	▲ 6.6%
Units Sold	227	249	▼ -8.8%	188	▲ 20.7%	786	832	▼ -5.5%
Active Listings	617	709	▼ -13.0%	467	▲ 32.1%	---	---	---
Months Supply of Inventory	2.7	2.8	▼ -4.5%	2.5	▲ 9.4%	---	---	---
New Listings	602	497	▲ 21.1%	413	▲ 45.8%	1,519	1,563	▼ -2.8%
Pending Sales	387	340	▲ 13.8%	326	▲ 18.7%	1,037	1,069	▼ -3.0%
Days to Off Market	28	30	▼ -6.7%	31	▼ -9.7%	35	41	▼ -14.6%
Sold to Original Price Ratio	101.3%	100.0%	▲ 1.3%	100.9%	▲ 0.3%	99.4%	98.1%	▲ 1.4%
Price per Square Foot	\$417	\$390	▲ 6.8%	\$394	▲ 5.8%	\$395	\$363	▲ 9.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$685,000	\$617,000	▲ 11.0%	\$622,500	▲ 10.0%	\$649,000	\$599,999	▲ 8.2%
Units Sold	596	527	▲ 13.1%	532	▲ 12.0%	1,889	1,855	▲ 1.8%
Active Listings	1,262	1,246	▲ 1.3%	955	▲ 32.1%	---	---	---
Months Supply of Inventory	2.1	2.4	▼ -10.4%	1.8	▲ 17.9%	---	---	---
New Listings	1,231	1,008	▲ 22.1%	892	▲ 38.0%	3,335	3,183	▲ 4.8%
Pending Sales	810	788	▲ 2.8%	736	▲ 10.1%	2,419	2,370	▲ 2.1%
Days to Off Market	28	29	▼ -3.4%	32	▼ -12.5%	35	36	▼ -2.8%
Sold to Original Price Ratio	102.1%	101.4%	▲ 0.7%	100.9%	▲ 1.3%	100.3%	99.7%	▲ 0.6%
Price per Square Foot	\$694	\$648	▲ 7.2%	\$662	▲ 4.9%	\$658	\$614	▲ 7.1%



METRO WEST REGION

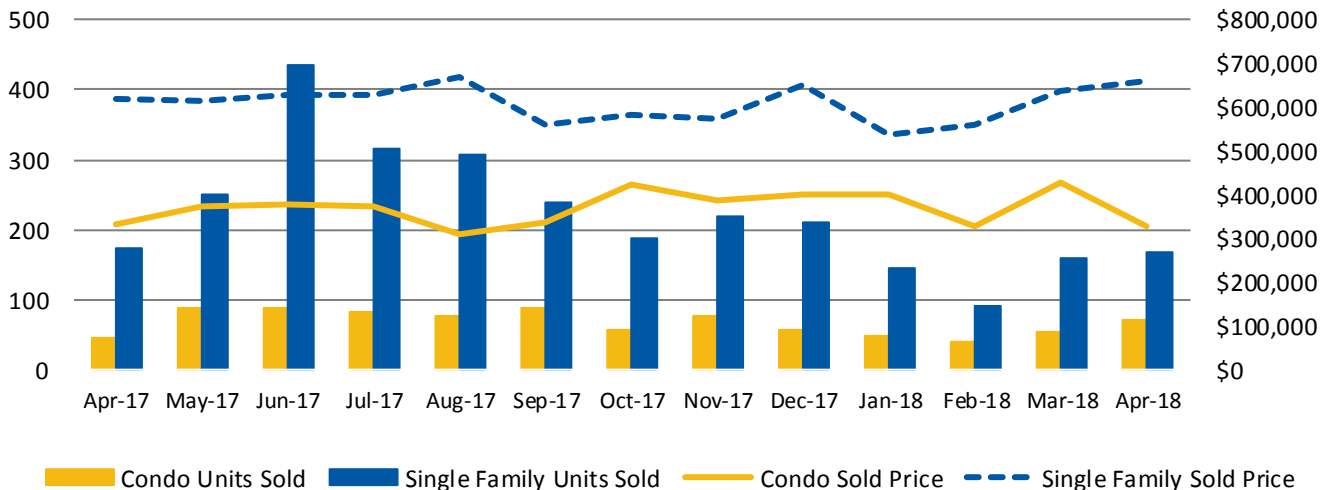
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$660,000	\$620,000	▲ 6.5%	\$639,500	▲ 3.2%	\$599,900	\$599,900	■ 0.0%
Units Sold	169	173	▼ -2.3%	158	▲ 7.0%	561	649	▼ -13.6%
Active Listings	578	665	▼ -13.1%	500	▲ 15.6%	---	---	---
Months Supply of Inventory	3.4	3.8	▼ -11.0%	3.2	▲ 8.1%	---	---	---
New Listings	455	430	▲ 5.8%	341	▲ 33.4%	1,209	1,281	▼ -5.6%
Pending Sales	320	314	▲ 1.9%	243	▲ 31.7%	840	914	▼ -8.1%
Days to Off Market	38	43	▼ -11.6%	45	▼ -15.6%	49	57	▼ -14.0%
Sold to Original Price Ratio	100.0%	98.3%	▲ 1.7%	98.3%	▲ 1.7%	97.8%	96.6%	▲ 1.3%
Price per Square Foot	\$319	\$296	▲ 7.8%	\$307	▲ 4.2%	\$302	\$286	▲ 5.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$329,500	\$331,250	▼ -0.5%	\$427,165	▼ -22.9%	\$389,900	\$377,000	▲ 3.4%
Units Sold	71	44	▲ 61.4%	55	▲ 29.1%	213	187	▲ 13.9%
Active Listings	133	145	▼ -8.3%	114	▲ 16.7%	---	---	---
Months Supply of Inventory	1.9	3.3	▼ -43.2%	2.1	▼ -9.6%	---	---	---
New Listings	125	91	▲ 37.4%	94	▲ 33.0%	361	305	▲ 18.4%
Pending Sales	101	73	▲ 38.4%	94	▲ 7.4%	310	242	▲ 28.1%
Days to Off Market	30	43	▼ -30.2%	48	▼ -37.5%	44	48	▼ -8.3%
Sold to Original Price Ratio	100.9%	99.5%	▲ 1.4%	99.4%	▲ 1.5%	99.6%	100.0%	▼ -0.4%
Price per Square Foot	\$273	\$241	▲ 13.4%	\$273	▼ -0.1%	\$270	\$258	▲ 4.7%



SOUTHERN NORFOLK REGION

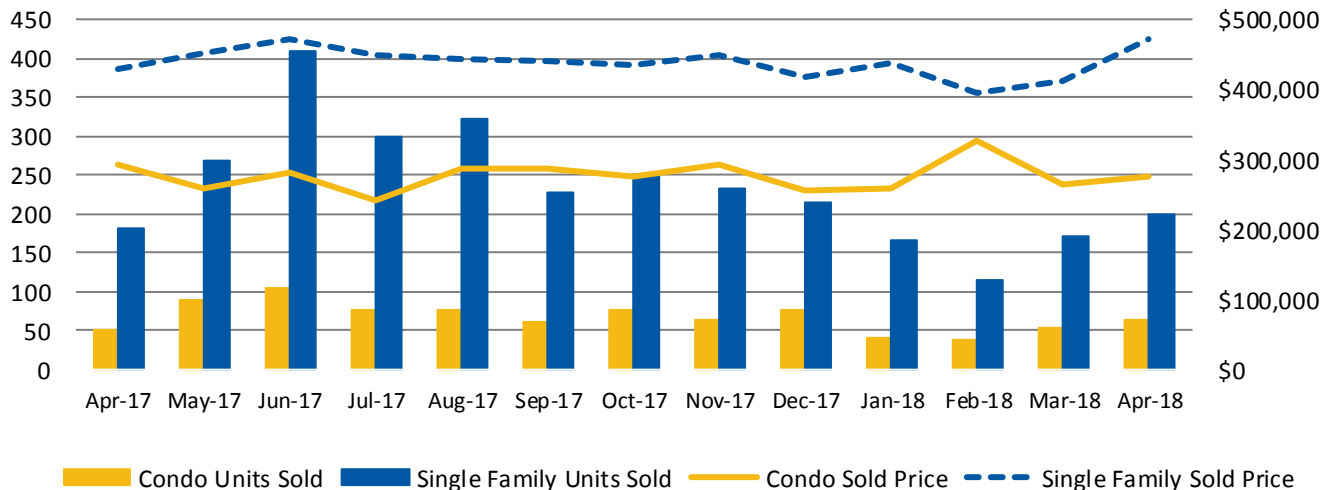
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$471,909	\$430,000	▲ 9.7%	\$414,000	▲ 14.0%	\$435,000	\$415,000	▲ 4.8%
Units Sold	200	181	▲ 10.5%	171	▲ 17.0%	653	650	▲ 0.5%
Active Listings	568	632	▼ -10.1%	478	▲ 18.8%	---	---	---
Months Supply of Inventory	2.8	3.5	▼ -18.7%	2.8	▲ 1.6%	---	---	---
New Listings	451	382	▲ 18.1%	324	▲ 39.2%	1,226	1,153	▲ 6.3%
Pending Sales	313	269	▲ 16.4%	253	▲ 23.7%	864	836	▲ 3.3%
Days to Off Market	34	42	▼ -19.0%	36	▼ -5.6%	44	56	▼ -21.4%
Sold to Original Price Ratio	98.7%	98.6%	▲ 0.1%	98.2%	▲ 0.5%	98.1%	97.0%	▲ 1.2%
Price per Square Foot	\$251	\$234	▲ 7.1%	\$248	▲ 1.1%	\$247	\$232	▲ 6.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$275,000	\$294,250	▼ -6.5%	\$265,000	▲ 3.8%	\$282,500	\$257,500	▲ 9.7%
Units Sold	63	52	▲ 21.2%	53	▲ 18.9%	196	200	▼ -2.0%
Active Listings	138	158	▼ -12.7%	131	▲ 5.3%	---	---	---
Months Supply of Inventory	2.2	3.0	▼ -27.9%	2.5	▼ -11.4%	---	---	---
New Listings	133	100	▲ 33.0%	86	▲ 54.7%	360	339	▲ 6.2%
Pending Sales	115	93	▲ 23.7%	72	▲ 59.7%	281	288	▼ -2.4%
Days to Off Market	41	50	▼ -18.0%	48	▼ -14.6%	51	54	▼ -5.6%
Sold to Original Price Ratio	99.8%	98.0%	▲ 1.9%	99.4%	▲ 0.4%	99.0%	97.9%	▲ 1.1%
Price per Square Foot	\$222	\$221	▲ 0.5%	\$223	▼ -0.3%	\$222	\$211	▲ 5.2%



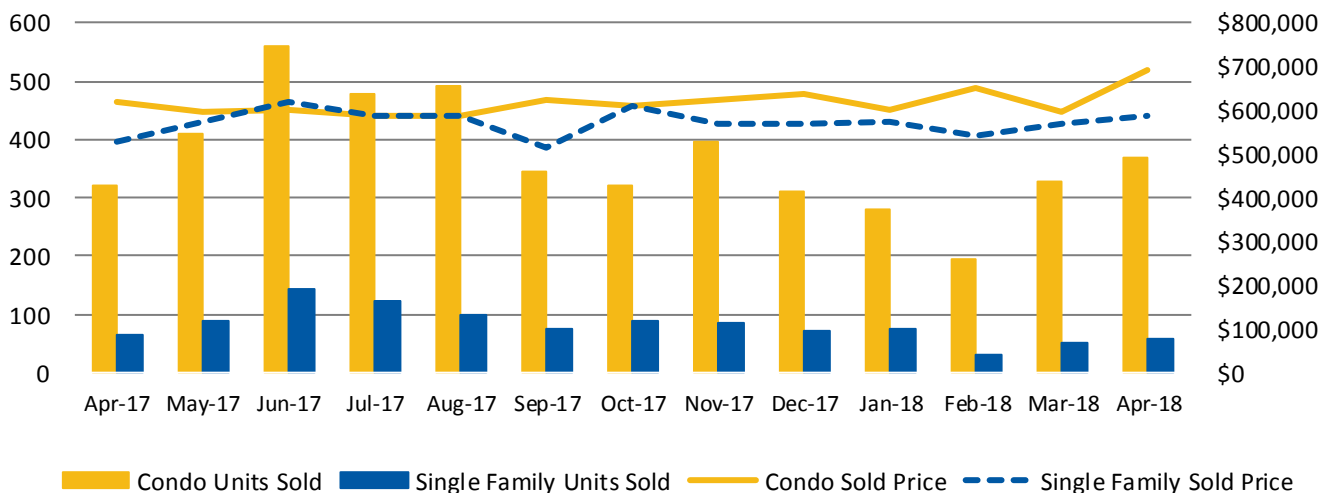
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change	
Median Selling Price	\$585,000	\$529,500	▲ 10.5%	\$570,000	▲ 2.6%	\$570,750	\$522,799	▲ 9.2%	
Units Sold	57	66	▼ -13.6%	51	▲ 11.8%	212	229	▼ -7.4%	
Active Listings	184	208	▼ -11.5%	138	▲ 33.3%	---	---	---	
Months Supply of Inventory	3.2	3.2	▲ 2.4%	2.7	▲ 19.3%	---	---	---	
New Listings	169	142	▲ 19.0%	109	▲ 55.0%	407	435	▼ -6.4%	
Pending Sales	102	94	▲ 8.5%	83	▲ 22.9%	269	285	▼ -5.6%	
Days to Off Market	31	38	▼ -18.4%	35	▼ -11.4%	40	45	▼ -9.6%	
Sold to Original Price Ratio	101.4%	97.8%	▲ 3.7%	102.9%	▼ -1.5%	98.9%	97.3%	▲ 1.6%	
Price per Square Foot	\$434	\$393	▲ 10.5%	\$410	▲ 5.9%	\$413	\$371	▲ 11.4%	

Condominiums

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$690,000	\$619,500	▲ 11.4%	\$597,797	▲ 15.4%	\$635,000	\$599,000	▲ 6.0%
Units Sold	367	322	▲ 14.0%	326	▲ 12.6%	1,170	1,095	▲ 6.8%
Active Listings	899	853	▲ 5.4%	680	▲ 32.2%	---	---	---
Months Supply of Inventory	2.5	2.6	▼ -7.5%	2.1	▲ 17.4%	---	---	---
New Listings	789	609	▲ 29.6%	568	▲ 38.9%	2,135	1,945	▲ 9.8%
Pending Sales	496	460	▲ 7.8%	457	▲ 8.5%	1,511	1,408	▲ 7.3%
Days to Off Market	31	31	■ 0.0%	36	▼ -13.9%	38	40	▼ -3.8%
Sold to Original Price Ratio	101.5%	101.1%	▲ 0.4%	100.0%	▲ 1.6%	99.6%	99.2%	▲ 0.4%
Price per Square Foot	\$766	\$732	▲ 4.7%	\$725	▲ 5.8%	\$723	\$701	▲ 3.2%



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 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change	
Median Selling Price	\$677,000	\$661,500	▲ 2.3%	\$655,000	▲ 3.4%	\$650,000	\$587,000	▲ 10.7%	
Units Sold	107	82	▲ 30.5%	95	▲ 12.6%	362	366	▼ -1.1%	
Active Listings	238	257	▼ -7.4%	214	▲ 11.2%	---	---	---	
Months Supply of Inventory	2.2	3.1	▼ -29.0%	2.3	▼ -1.3%	---	---	---	
New Listings	221	206	▲ 7.3%	188	▲ 17.6%	646	598	▲ 8.0%	
Pending Sales	153	145	▲ 5.5%	131	▲ 16.8%	451	407	▲ 10.8%	
Days to Off Market	32	23	▲ 39.1%	34	▼ -5.9%	38	32	▲ 17.6%	
Sold to Original Price Ratio	103.8%	103.0%	▲ 0.8%	100.9%	▲ 2.8%	101.8%	100.6%	▲ 1.3%	
Price per Square Foot	\$296	\$303	▼ -2.3%	\$301	▼ -1.4%	\$290	\$269	▲ 8.0%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$1,000,000	\$742,500	▲ 34.7%	\$834,500	▲ 19.8%	\$837,500	\$675,000	▲ 24.1%
Units Sold	35	48	▼ -27.1%	36	▼ -2.8%	150	160	▼ -6.3%
Active Listings	93	106	▼ -12.3%	100	▼ -7.0%	---	---	---
Months Supply of Inventory	2.7	2.2	▲ 20.3%	2.8	▼ -4.4%	---	---	---
New Listings	86	76	▲ 13.2%	56	▲ 53.6%	261	242	▲ 7.9%
Pending Sales	67	52	▲ 28.8%	39	▲ 71.8%	182	168	▲ 8.3%
Days to Off Market	44	41	▲ 7.3%	34	▲ 29.4%	43	39	▲ 10.5%
Sold to Original Price Ratio	100.7%	98.4%	▲ 2.3%	96.9%	▲ 3.9%	98.7%	98.5%	▲ 0.3%
Price per Square Foot	\$340	\$263	▲ 29.2%	\$276	▲ 23.2%	\$294	\$243	▲ 21.0%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$795,000	\$730,000	▲ 8.9%	\$920,000	▼ -13.6%	\$860,000	\$790,000	▲ 8.9%
Units Sold	5	3	▲ 66.7%	5	▬ 0.0%	19	21	▼ -9.5%
Active Listings	17	22	▼ -22.7%	17	▬ 0.0%	---	---	---
Months Supply of Inventory	3.4	7.3	▼ -53.6%	3.4	▬ 0.0%	---	---	---
New Listings	17	5	▲ 240.0%	11	▲ 54.5%	45	35	▲ 28.6%
Pending Sales	10	3	▲ 233.3%	7	▲ 42.9%	26	15	▲ 73.3%
Days to Off Market	31	21	▲ 47.6%	17	▲ 82.4%	34	36	▼ -5.7%
Sold to Original Price Ratio	100.8%	96.3%	▲ 4.6%	98.0%	▲ 2.9%	92.8%	100.5%	▼ -7.7%
Price per Square Foot	\$294	\$179	▲ 64.1%	\$305	▼ -3.7%	\$305	\$234	▲ 30.3%

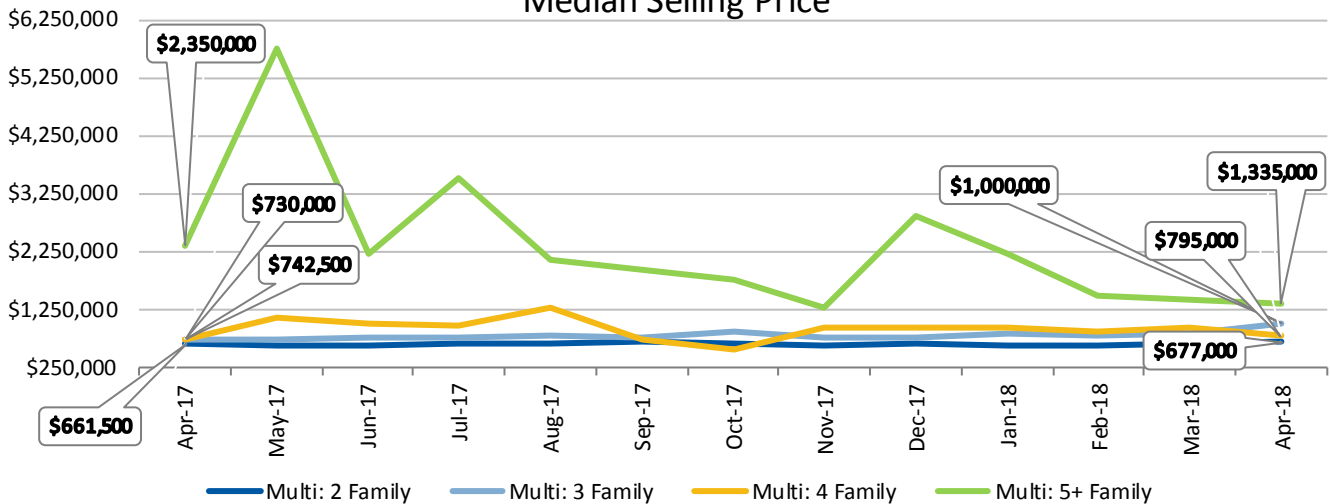
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

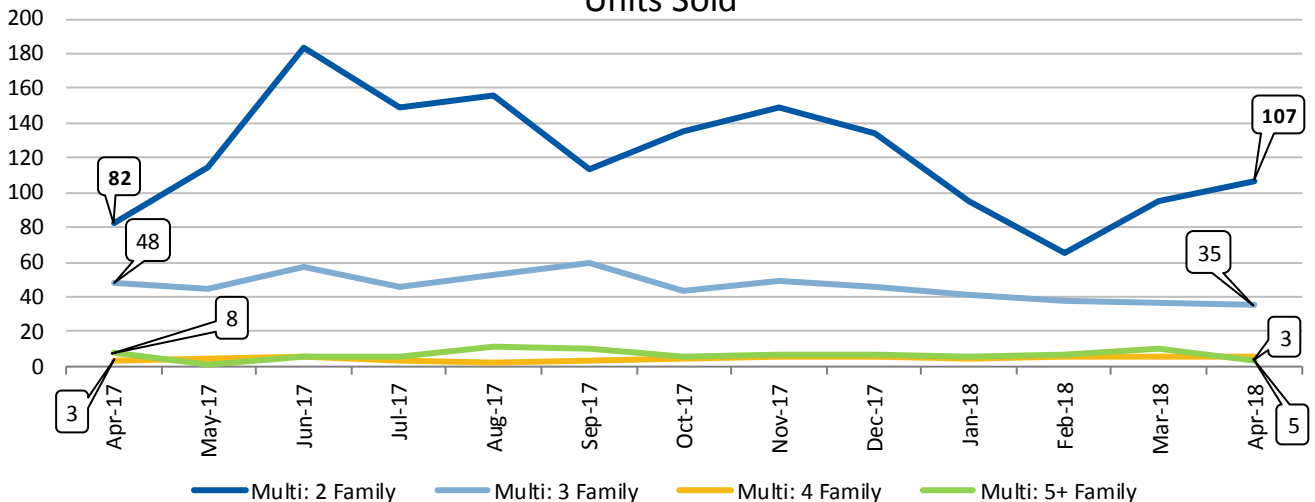
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Apr 2018	Apr 2017	Change	Mar 2018	Change	2018	2017	Change
Median Selling Price	\$1,335,000	\$2,350,000	▼ -43.2%	\$1,410,000	▼ -5.3%	\$1,525,000	\$2,350,000	▼ -35.1%
Units Sold	3	8	▼ -62.5%	10	▼ -70.0%	25	30	▼ -16.7%
Active Listings	32	31	▲ 3.2%	26	▲ 23.1%	---	---	---
Months Supply of Inventory	10.7	3.9	▲ 175.3%	2.6	▲ 310.3%	---	---	---
New Listings	17	15	▲ 13.3%	14	▲ 21.4%	53	40	▲ 32.5%
Pending Sales	9	4	▲ 125.0%	6	▲ 50.0%	30	21	▲ 42.9%
Days to Off Market	43	15	▲ 186.7%	20	▲ 115.0%	43	68	▼ -37.3%
Sold to Original Price Ratio	104.0%	91.0%	▲ 14.3%	103.0%	▲ 1.0%	102.2%	94.7%	▲ 7.9%
Price per Square Foot	\$290	\$282	▲ 2.7%	\$903	▼ -67.9%	\$554	\$397	▲ 39.4%

Median Selling Price

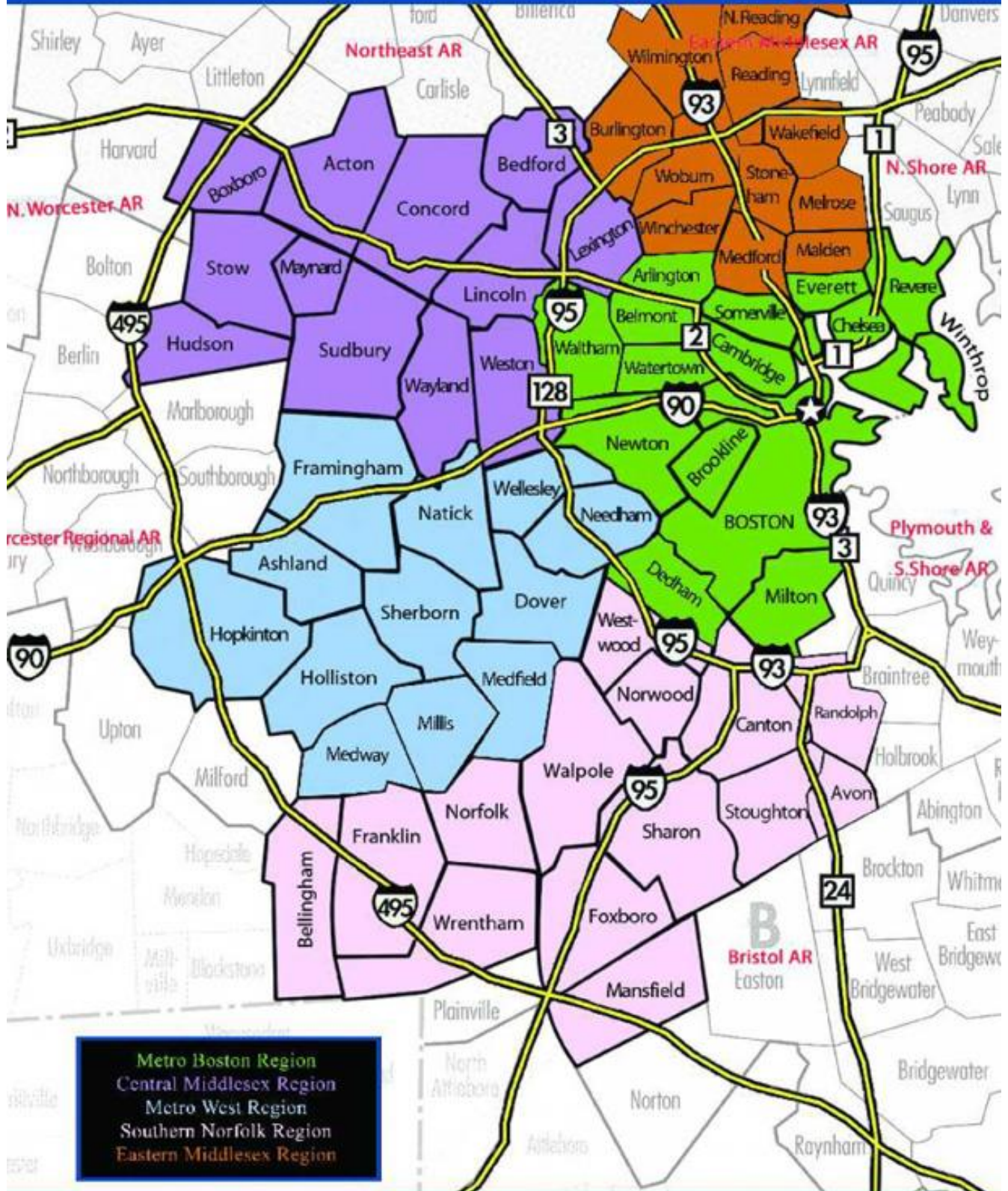


Units Sold



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.