

# MONTHLY MARKET INSIGHTS REPORT

## AUGUST 2017

### Detached Single-Family Homes

The 1,597 homes sold in August 2017 was the sixth highest sales total for the month, and was a 7.2 percent decrease in sales volume from the August record-high of 1,721 homes sold in August 2016. This is the fifth consecutive month that the single-family sales total has dropped on a year-to-year basis, yet it remains comfortably above the historical monthly sales average of 1,472 homes sold. Additionally, the median sales price reached a new record high price for the month of August at \$610,000 and is also a 6.1 percent increase on the August 2016 median sales price of \$575,000

### Condominiums

With 1,161 condos sold in August, it was the tenth most active August on record in Greater Boston as the market experienced a 4.7 percent decline in sales volume from the 1,218 units sold in August 2016. Additionally, this year's total falls below the historical monthly average for August of 1,210 units sold. The median sales price for condos increased 7.0 percent up from \$500,000 in August 2016 to \$535,000 in 2017, which is a new record high price for the month.

### Multi-Family Homes

This month, 217 multi-family homes were sold in Greater Boston, which reflects a 16.2 percent drop in sales from the 259 units sold in August 2016. Additionally, each of the four markets experienced an increase in median sales price, notably the three family homes saw a 27.5 percent increase from \$637,500 to \$812,500 this year, albeit as 14 less homes were sold in 2017 compared with 2016.

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Data thru 9/10/2017

# GREATER BOSTON MARKET SUMMARY

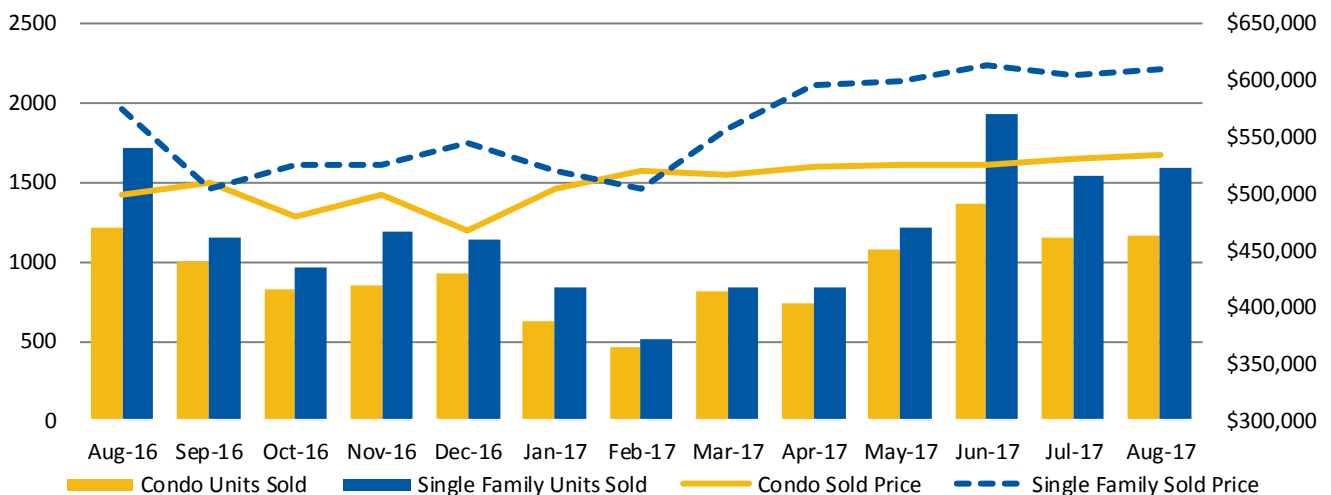
Includes all 64 towns within the GBAR jurisdictional area

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$610,000	\$575,000	▲ 6.1%	\$605,000	▲ 0.8%	\$589,900	\$547,500	▲ 7.7%
Units Sold	1,597	1,721	▼ -7.2%	1,540	▲ 3.7%	9,319	9,658	▼ -3.5%
Active Listings	2,970	3,281	▼ -9.5%	3,113	▼ -4.6%	---	---	---
Months Supply of Inventory	1.9	1.9	▼ -2.6%	2.0	▼ -7.9%	---	---	---
New Listings	1,251	1,225	▲ 2.1%	1,335	▼ -6.3%	12,538	13,234	▼ -5.3%
Pending Sales	1,217	1,530	▼ -20.5%	1,266	▼ -3.9%	9,972	10,304	▼ -3.2%
Days to Off Market	45	59	▼ -23.7%	43	▲ 4.7%	43	56	▼ -22.2%
Sold to Original Price Ratio	99.0%	98.6%	▲ 0.4%	100.1%	▼ -1.1%	99.2%	98.5%	▲ 0.7%
Price per Square Foot	\$315	\$301	▲ 4.8%	\$324	▼ -2.6%	\$314	\$295	▲ 6.4%

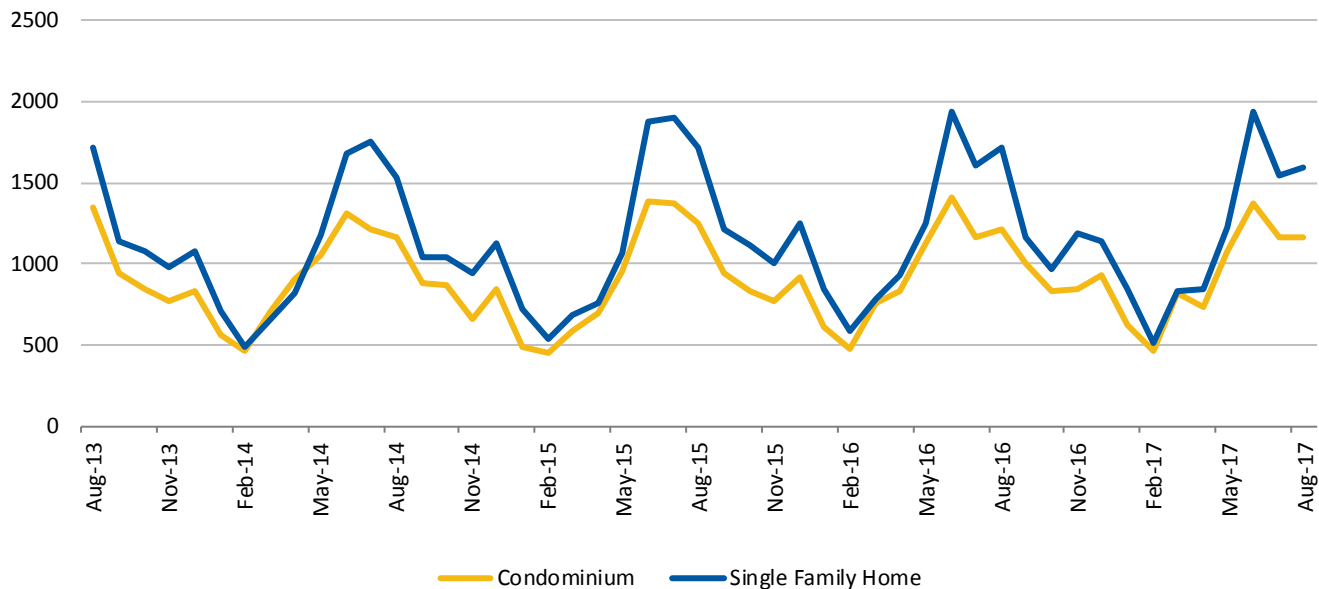
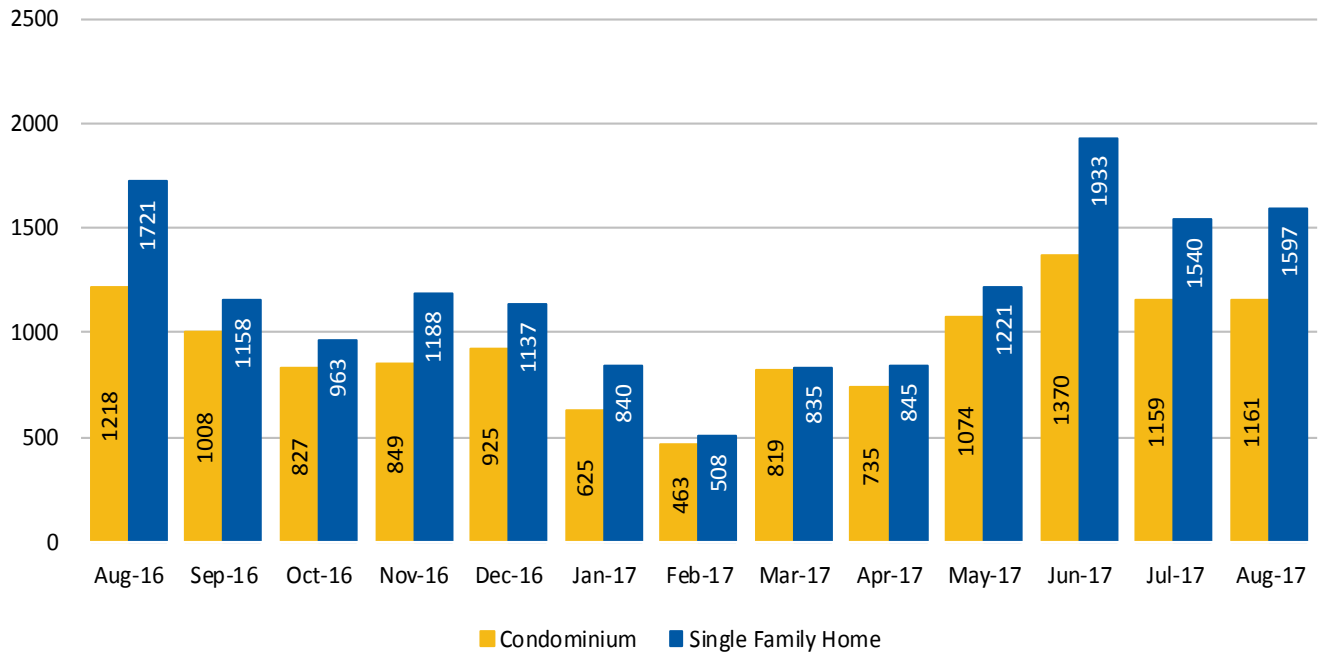
## Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$535,000	\$500,000	▲ 7.0%	\$530,000	▲ 0.9%	\$525,000	\$485,000	▲ 8.2%
Units Sold	1,161	1,218	▼ -4.7%	1,159	▲ 0.2%	7,406	7,574	▼ -2.2%
Active Listings	1,803	1,819	▼ -0.9%	1,943	▼ -7.2%	---	---	---
Months Supply of Inventory	1.6	1.5	▲ 4.0%	1.7	▼ -7.7%	---	---	---
New Listings	905	963	▼ -6.0%	1,113	▼ -18.7%	9,696	9,791	▼ -1.0%
Pending Sales	890	1,122	▼ -20.7%	988	▼ -9.9%	8,010	8,144	▼ -1.6%
Days to Off Market	36	48	▼ -25.0%	36	■ 0.0%	35	42	▼ -16.5%
Sold to Original Price Ratio	100.7%	100.7%	▲ 0.0%	101.7%	▼ -1.0%	101.0%	100.6%	▲ 0.4%
Price per Square Foot	\$523	\$502	▲ 4.1%	\$525	▼ -0.3%	\$521	\$484	▲ 7.7%



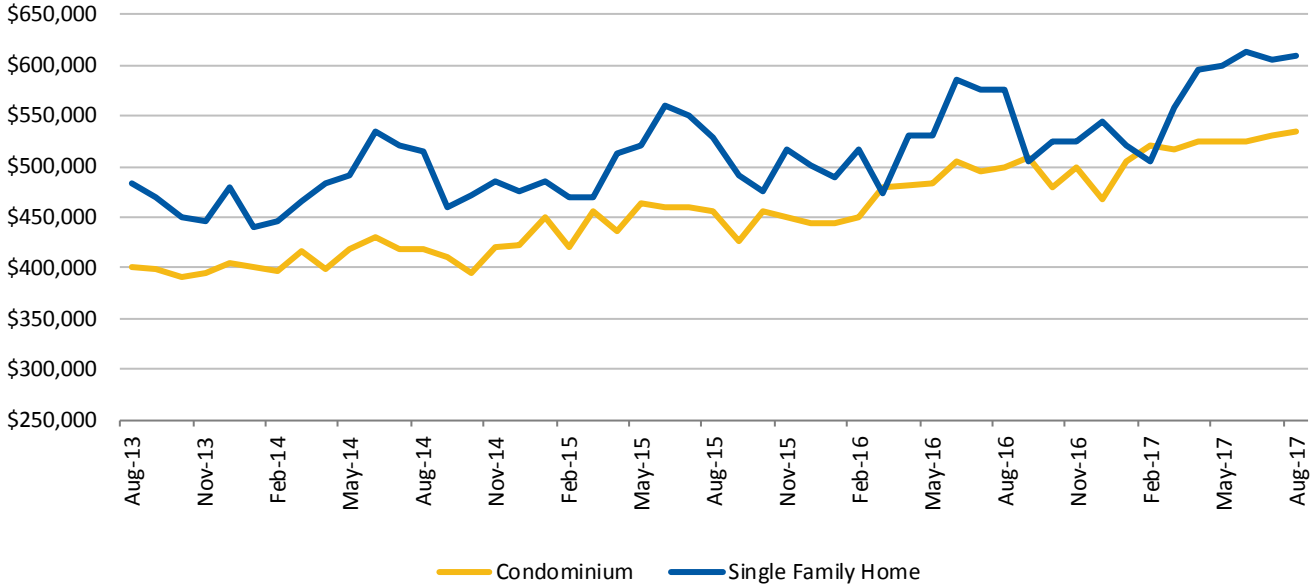
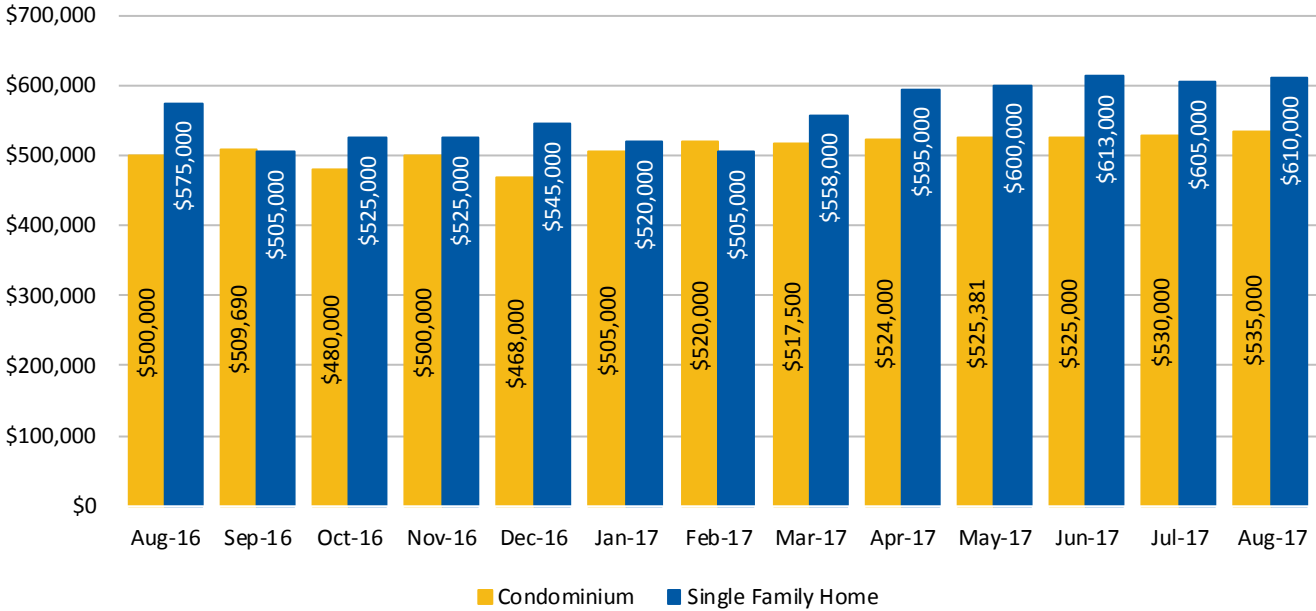
# UNITS SOLD

	Year over Year			Month over Month			Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change	
<b>SINGLE FAMILY HOMES</b>	<b>1,597</b>	1,721	▼ -7.2%	1,540	▲ 3.7%	<b>9,319</b>	9,658	▼ -3.5%	
<b>CONDOMINIUMS</b>	<b>1,161</b>	1,218	▼ -4.7%	1,159	▲ 0.2%	<b>7,406</b>	7,574	▼ -2.2%	



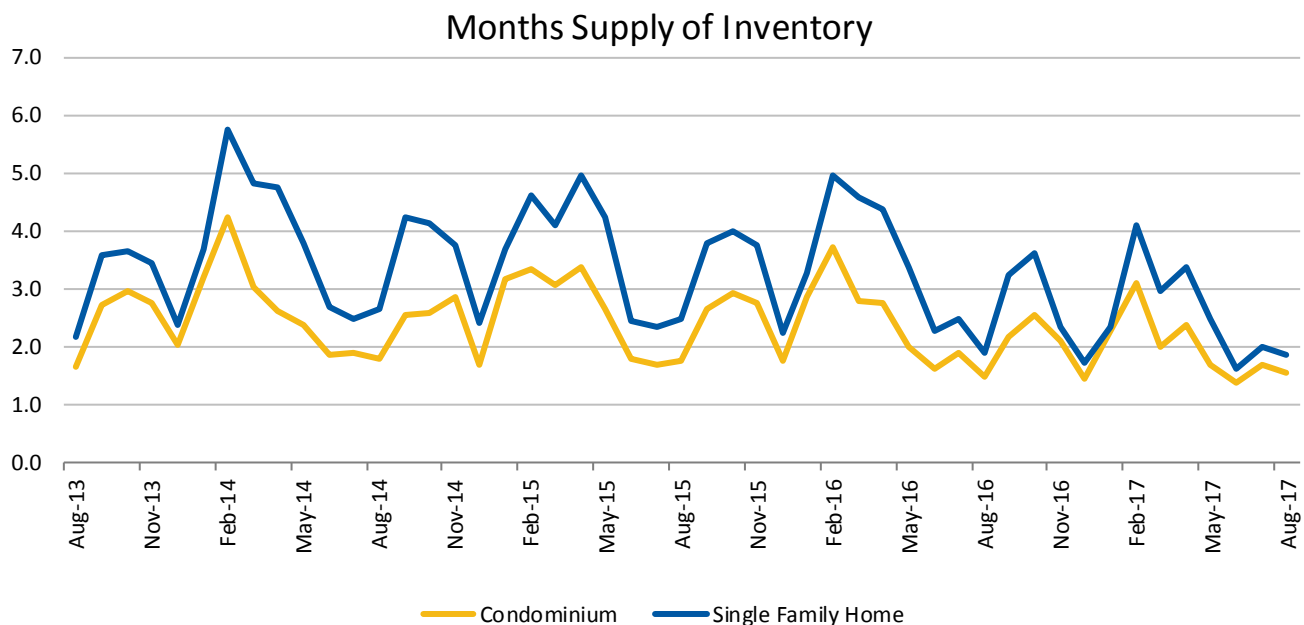
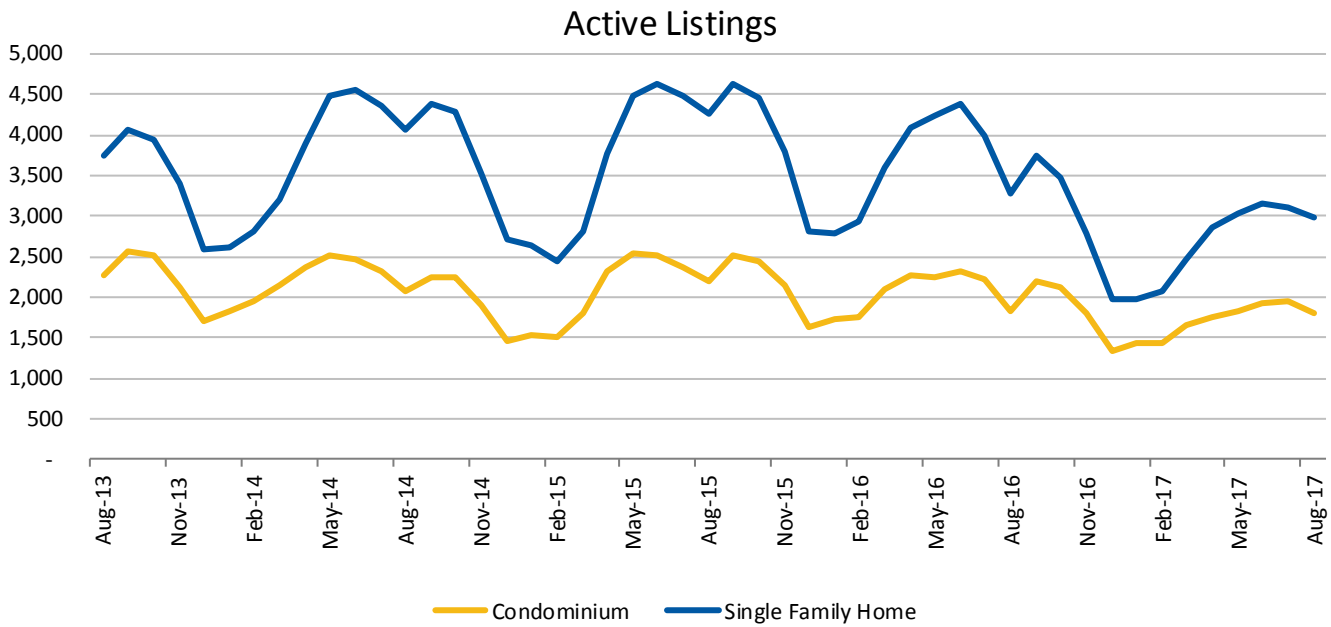
# MEDIAN SELLING PRICE

	Year over Year			Month over Month			Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change	
<b>SINGLE FAMILY HOMES</b>	<b>\$610,000</b>	\$575,000	▲ 6.1%	\$605,000	▲ 0.8%	<b>\$589,900</b>	\$547,500	▲ 7.7%	
<b>CONDOMINIUMS</b>	<b>\$535,000</b>	\$500,000	▲ 7.0%	\$530,000	▲ 0.9%	<b>\$525,000</b>	\$485,000	▲ 8.2%	



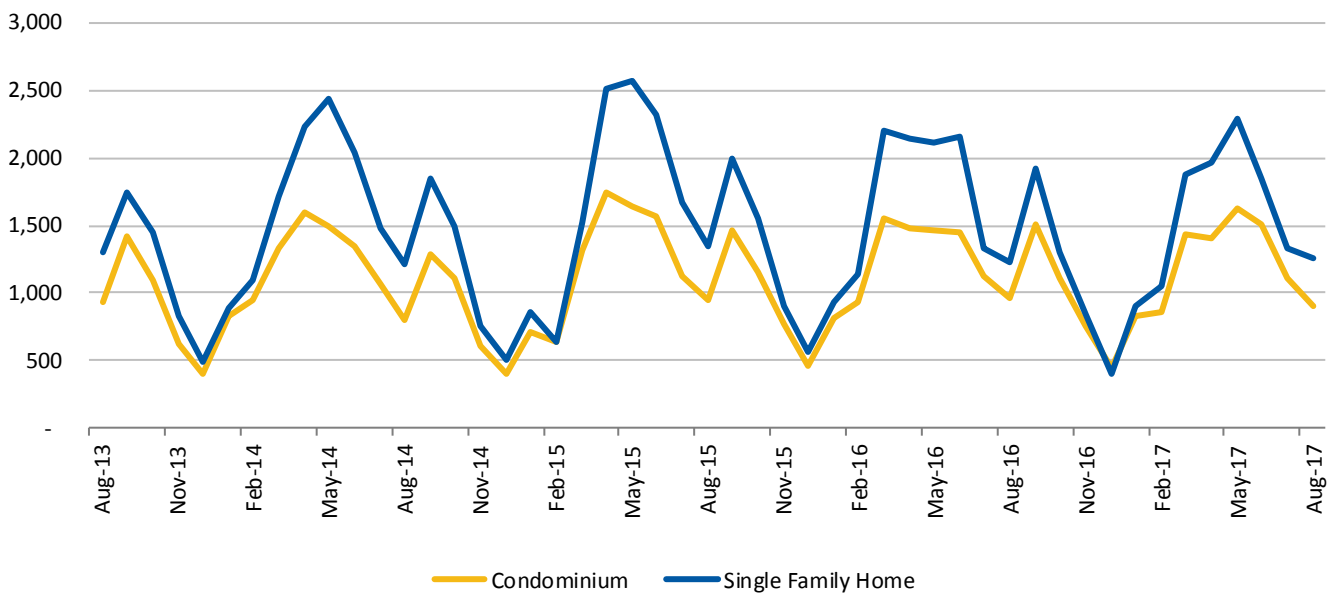
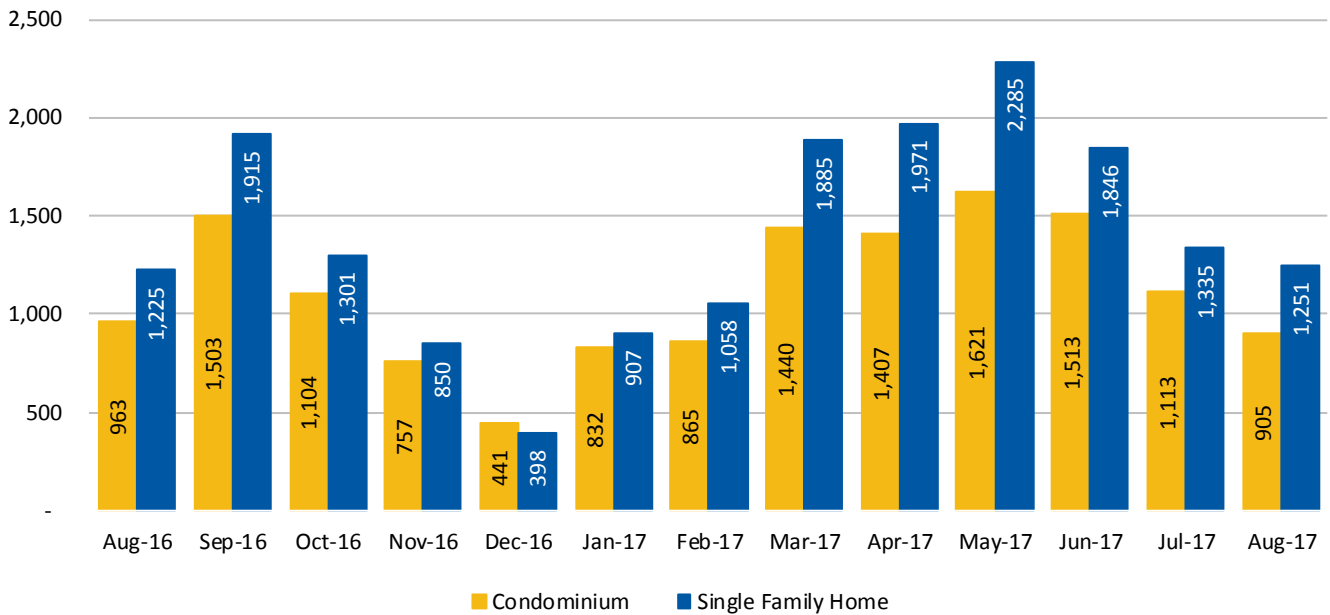
# ACTIVE LISTINGS

		Year over Year			Month over Month	
		Aug 2017	Aug 2016	Change	Jul 2017	Change
SINGLE FAMILY HOMES	Active Listings	2,970	3,281	▼ -9.5%	3,113	▼ -4.6%
	Months Supply of Inventory	1.9	1.9	▼ -2.6%	2.0	▼ -7.9%
CONDOMINIUMS	Active Listings	1,803	1,819	▼ -0.9%	1,943	▼ -7.2%
	Months Supply of Inventory	1.6	1.5	▲ 4.0%	1.7	▼ -7.7%



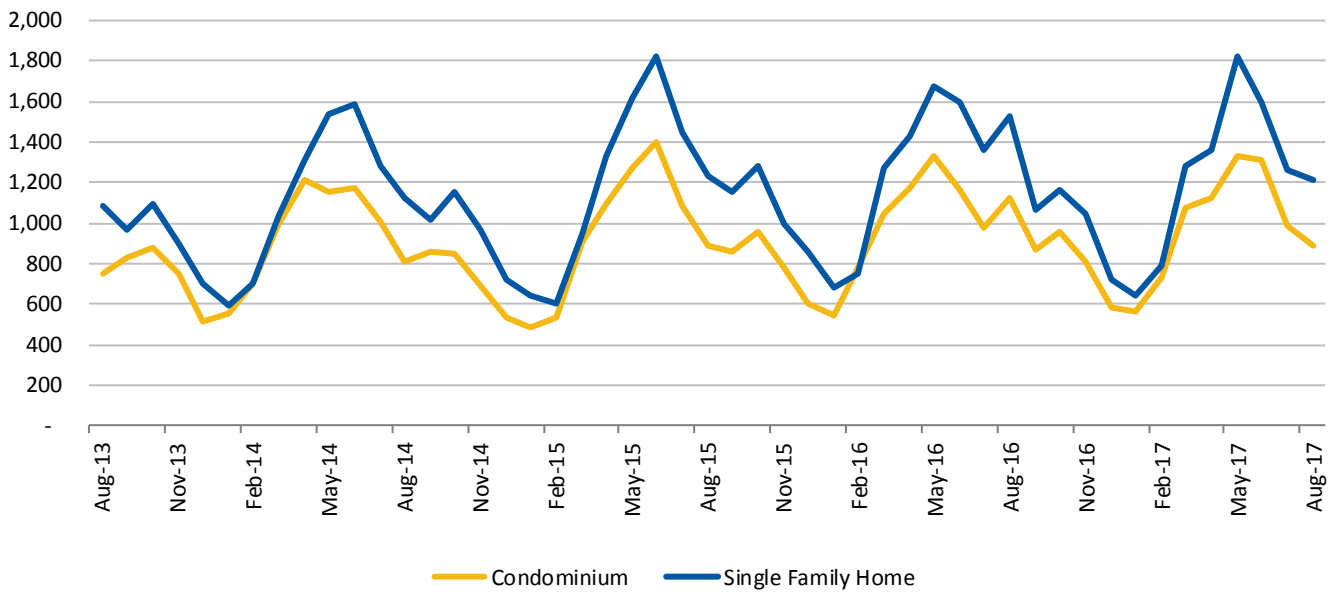
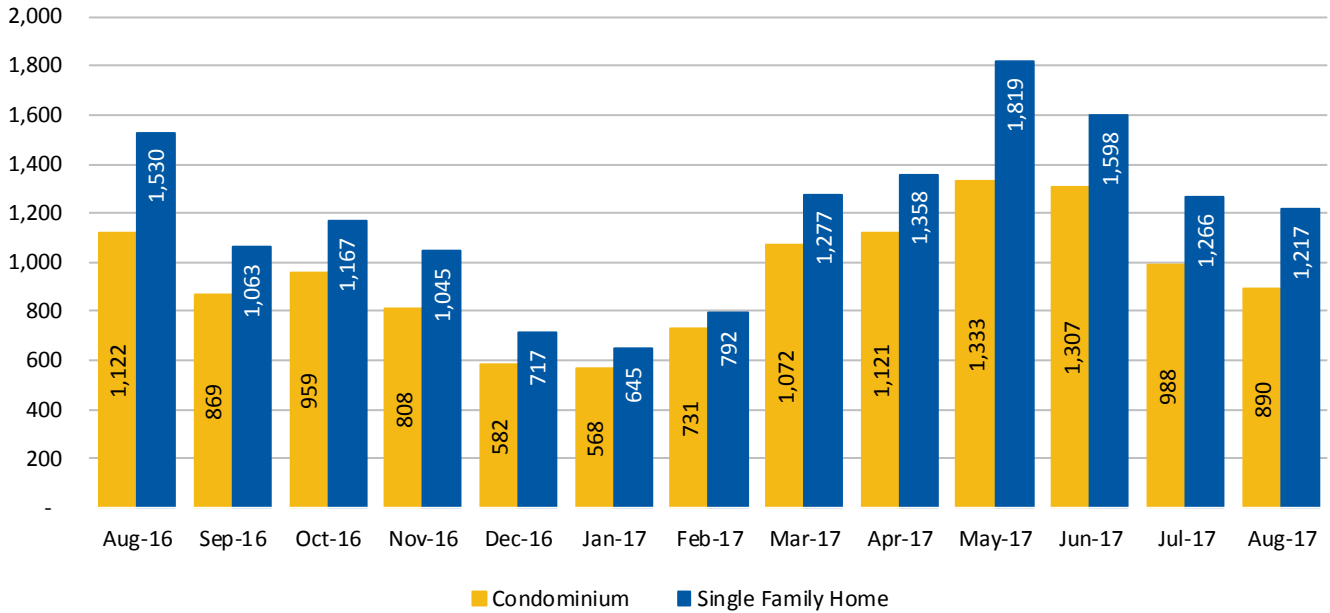
# NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,251</b>	1,225	▲ 2.1%	1,335	▼ -6.3%	<b>12,538</b>	13,234	▼ -5.3%
<b>CONDOMINIUMS</b>	<b>905</b>	963	▼ -6.0%	1,113	▼ -18.7%	<b>9,696</b>	9,791	▼ -1.0%



# PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
<b>SINGLE FAMILY HOMES</b>	<b>1,217</b>	1,530	▼ -20.5%	1,266	▼ -3.9%	<b>9,972</b>	10,304	▼ -3.2%
<b>CONDOMINIUMS</b>	<b>890</b>	1,122	▼ -20.7%	988	▼ -9.9%	<b>8,010</b>	8,144	▼ -1.6%



# CENTRAL MIDDLESEX REGION

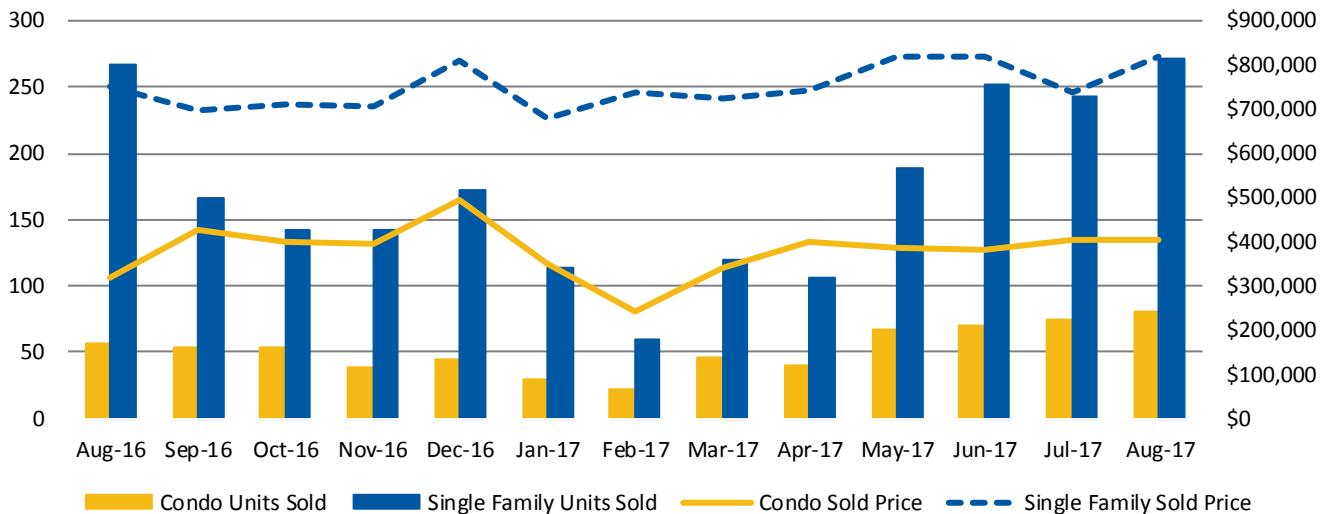
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$818,000	\$752,000	▲ 8.8%	\$740,000	▲ 10.5%	\$765,000	\$709,000	▲ 7.9%
Units Sold	272	267	▲ 1.9%	243	▲ 11.9%	1,355	1,435	▼ -5.6%
Active Listings	663	635	▲ 4.4%	664	▼ -0.2%	---	---	---
Months Supply of Inventory	2.4	2.4	▲ 2.5%	2.7	▼ -10.6%	---	---	---
New Listings	158	153	▲ 3.3%	177	▼ -10.7%	1,961	2,062	▼ -4.9%
Pending Sales	142	224	▼ -36.6%	198	▼ -28.3%	1,433	1,532	▼ -6.5%
Days to Off Market	61	70	▼ -12.9%	50	▲ 22.0%	52	68	▼ -23.5%
Sold to Original Price Ratio	97.4%	97.0%	▲ 0.4%	98.4%	▼ -1.0%	97.7%	97.0%	▲ 0.7%
Price per Square Foot	\$312	\$296	▲ 5.1%	\$300	▲ 3.7%	\$309	\$293	▲ 5.5%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$405,500	\$317,850	▲ 27.6%	\$404,000	▲ 0.4%	\$365,000	\$367,688	▼ -0.7%
Units Sold	80	56	▲ 42.9%	74	▲ 8.1%	428	432	▼ -0.9%
Active Listings	123	149	▼ -17.4%	113	▲ 8.8%	---	---	---
Months Supply of Inventory	1.5	2.7	▼ -42.1%	1.5	▲ 0.7%	---	---	---
New Listings	72	53	▲ 35.8%	65	▲ 10.8%	547	534	▲ 2.4%
Pending Sales	58	58	■ 0.0%	59	▼ -1.7%	459	415	▲ 10.6%
Days to Off Market	49	61	▼ -19.7%	41	▲ 19.5%	53	57	▼ -7.0%
Sold to Original Price Ratio	98.5%	98.2%	▲ 0.3%	99.1%	▼ -0.6%	98.3%	99.4%	▼ -1.1%
Price per Square Foot	\$280	\$230	▲ 22.0%	\$283	▼ -0.9%	\$260	\$253	▲ 2.6%





# EASTERN MIDDLESEX REGION

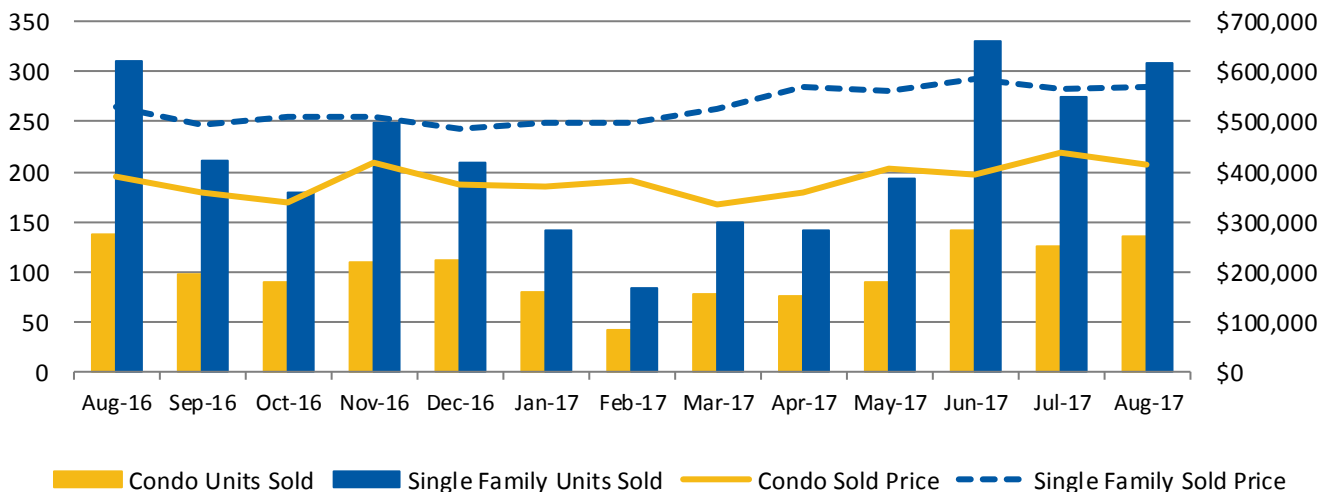
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$569,900	\$529,000	▲ 7.7%	\$565,000	▲ 0.9%	\$557,500	\$495,000	▲ 12.6%
Units Sold	309	311	▼ -0.6%	274	▲ 12.8%	1,624	1,714	▼ -5.3%
Active Listings	339	429	▼ -21.0%	381	▼ -11.0%	---	---	---
Months Supply of Inventory	1.1	1.4	▼ -20.3%	1.4	▼ -20.9%	---	---	---
New Listings	230	254	▼ -9.4%	245	▼ -6.1%	2,097	2,222	▼ -5.6%
Pending Sales	245	298	▼ -17.8%	256	▼ -4.3%	1,784	1,814	▼ -1.7%
Days to Off Market	33	47	▼ -29.8%	35	▼ -5.7%	34	46	▼ -26.1%
Sold to Original Price Ratio	100.2%	101.3%	▼ -1.1%	102.2%	▼ -2.0%	101.2%	100.3%	▲ 0.9%
Price per Square Foot	\$309	\$287	▲ 7.9%	\$325	▼ -4.7%	\$308	\$284	▲ 8.5%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$415,000	\$389,900	▲ 6.4%	\$440,000	▼ -5.7%	\$393,750	\$383,000	▲ 2.8%
Units Sold	135	137	▼ -1.5%	125	▲ 8.0%	764	740	▲ 3.2%
Active Listings	120	167	▼ -28.1%	124	▼ -3.2%	---	---	---
Months Supply of Inventory	0.9	1.2	▼ -27.0%	1.0	▼ -10.1%	---	---	---
New Listings	107	106	▲ 0.9%	92	▲ 16.3%	949	942	▲ 0.7%
Pending Sales	104	124	▼ -16.1%	110	▼ -5.5%	843	805	▲ 4.7%
Days to Off Market	32	47	▼ -31.9%	35	▼ -8.6%	29	42	▼ -31.0%
Sold to Original Price Ratio	101.8%	100.5%	▲ 1.2%	102.4%	▼ -0.6%	101.9%	100.9%	▲ 1.0%
Price per Square Foot	\$343	\$306	▲ 12.1%	\$333	▲ 3.1%	\$331	\$303	▲ 9.2%



# METRO BOSTON REGION

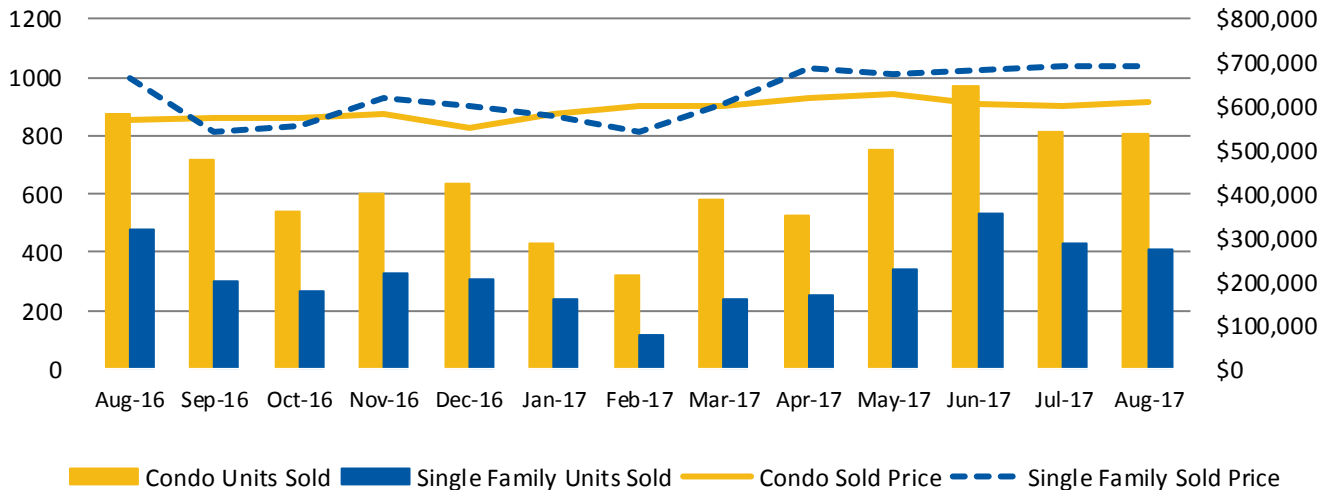
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$690,000	\$665,000	▲ 3.8%	\$692,500	▼ -0.4%	\$660,250	\$621,750	▲ 6.2%
Units Sold	409	478	▼ -14.4%	428	▼ -4.4%	2,550	2,608	▼ -2.2%
Active Listings	692	723	▼ -4.3%	741	▼ -6.6%	---	---	---
Months Supply of Inventory	1.7	1.5	▲ 11.9%	1.7	▼ -2.3%	---	---	---
New Listings	348	301	▲ 15.6%	382	▼ -8.9%	3,477	3,531	▼ -1.5%
Pending Sales	338	367	▼ -7.9%	314	▲ 7.6%	2,722	2,758	▼ -1.3%
Days to Off Market	42	52	▼ -19.2%	36	▲ 16.7%	37	46	▼ -19.6%
Sold to Original Price Ratio	100.3%	98.9%	▲ 1.5%	101.1%	▼ -0.8%	100.2%	99.4%	▲ 0.8%
Price per Square Foot	\$387	\$376	▲ 2.9%	\$403	▼ -4.0%	\$387	\$365	▲ 6.0%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$608,000	\$570,000	▲ 6.7%	\$600,000	▲ 1.3%	\$603,000	\$562,500	▲ 7.2%
Units Sold	803	872	▼ -7.9%	811	▼ -1.0%	5,187	5,328	▼ -2.6%
Active Listings	1,250	1,162	▲ 7.6%	1,399	▼ -10.7%	---	---	---
Months Supply of Inventory	1.6	1.3	▲ 17.3%	1.7	▼ -9.8%	---	---	---
New Listings	576	634	▼ -9.1%	784	▼ -26.5%	6,902	6,941	▼ -0.6%
Pending Sales	597	759	▼ -21.3%	680	▼ -12.2%	5,597	5,741	▼ -2.5%
Days to Off Market	37	44	▼ -15.9%	36	▲ 2.8%	33	38	▼ -13.2%
Sold to Original Price Ratio	101.1%	101.1%	▼ -0.1%	102.2%	▼ -1.1%	101.4%	101.1%	▲ 0.2%
Price per Square Foot	\$628	\$599	▲ 4.9%	\$629	▼ -0.2%	\$628	\$581	▲ 8.1%



# METRO WEST REGION

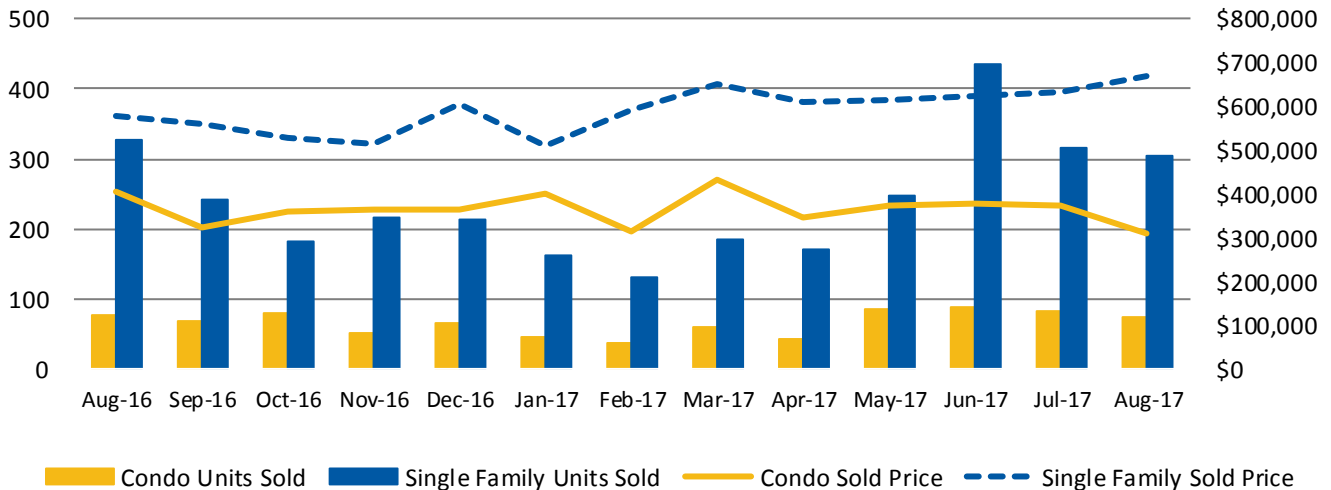
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,  
Medway, Millis, Natick, Needham, Sherborn, Wellesley

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$670,000	\$579,000	▲ 15.7%	\$632,188	▲ 6.0%	\$620,750	\$590,000	▲ 5.2%
Units Sold	303	327	▼ -7.3%	316	▼ -4.1%	1,948	1,960	▼ -0.6%
Active Listings	639	775	▼ -17.5%	675	▼ -5.3%	---	---	---
Months Supply of Inventory	2.1	2.4	▼ -11.0%	2.1	▼ -1.4%	---	---	---
New Listings	226	224	▲ 0.9%	241	▼ -6.2%	2,571	2,807	▼ -8.4%
Pending Sales	223	308	▼ -27.6%	232	▼ -3.9%	2,072	2,113	▼ -1.9%
Days to Off Market	46	67	▼ -31.3%	53	▼ -13.2%	50	61	▼ -18.0%
Sold to Original Price Ratio	98.3%	97.6%	▲ 0.7%	99.8%	▼ -1.5%	98.3%	97.6%	▲ 0.8%
Price per Square Foot	\$304	\$278	▲ 9.4%	\$297	▲ 2.3%	\$295	\$280	▲ 5.2%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$310,000	\$405,000	▼ -23.5%	\$373,000	▼ -16.9%	\$369,000	\$357,375	▲ 3.3%
Units Sold	75	76	▼ -1.3%	81	▼ -7.4%	516	552	▼ -6.5%
Active Listings	157	146	▲ 7.5%	146	▲ 7.5%	---	---	---
Months Supply of Inventory	2.1	1.9	▲ 8.9%	1.8	▲ 16.1%	---	---	---
New Listings	79	67	▲ 17.9%	82	▼ -3.7%	648	661	▼ -2.0%
Pending Sales	58	85	▼ -31.8%	76	▼ -23.7%	539	604	▼ -10.8%
Days to Off Market	31	63	▼ -50.8%	34	▼ -8.8%	41	57	▼ -28.1%
Sold to Original Price Ratio	100.2%	100.7%	▼ -0.4%	100.2%	▼ 0.0%	100.1%	99.1%	▲ 1.1%
Price per Square Foot	\$254	\$248	▲ 2.7%	\$258	▼ -1.4%	\$258	\$247	▲ 4.6%



# SOUTHERN NORFOLK REGION

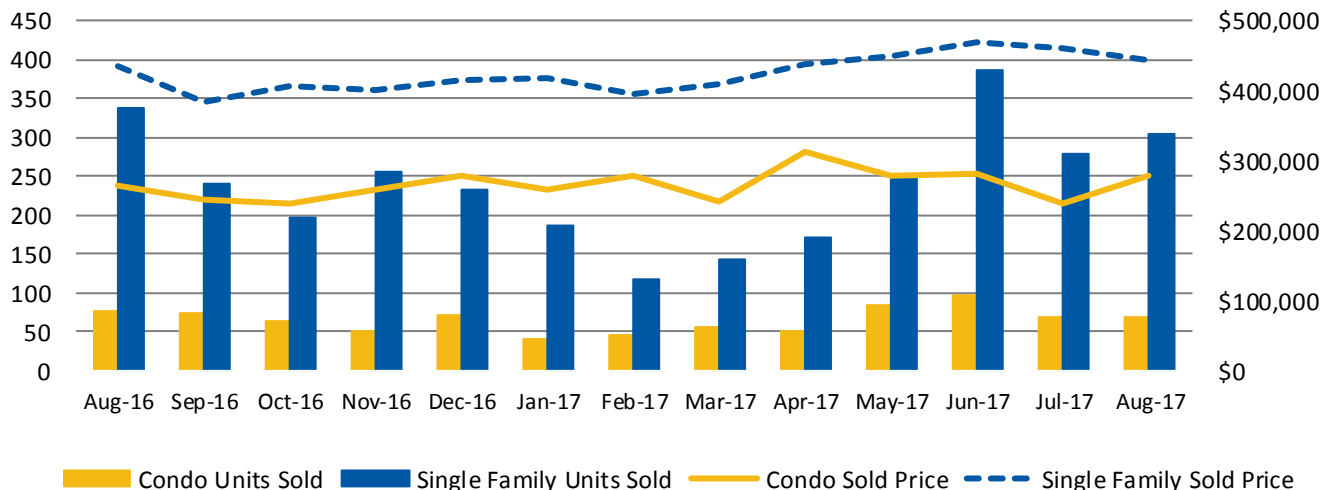
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$445,000	\$434,500	▲ 2.4%	\$460,000	▼ -3.3%	\$444,000	\$425,000	▲ 4.5%
Units Sold	304	338	▼ -10.1%	279	▲ 9.0%	1,842	1,941	▼ -5.1%
Active Listings	637	719	▼ -11.4%	652	▼ -2.3%	---	---	---
Months Supply of Inventory	2.1	2.1	▼ -1.4%	2.3	▼ -10.3%	---	---	---
New Listings	289	293	▼ -1.4%	290	▼ -0.3%	2,432	2,612	▼ -6.9%
Pending Sales	269	333	▼ -19.2%	266	▲ 1.1%	1,961	2,087	▼ -6.0%
Days to Off Market	49	62	▼ -21.0%	45	▲ 8.9%	48	63	▼ -23.8%
Sold to Original Price Ratio	98.2%	97.9%	▲ 0.3%	98.5%	▼ -0.4%	98.2%	97.8%	▲ 0.5%
Price per Square Foot	\$240	\$234	▲ 2.6%	\$252	▼ -4.7%	\$241	\$226	▲ 6.7%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$279,250	\$264,000	▲ 5.8%	\$237,500	▲ 17.6%	\$265,000	\$258,950	▲ 2.3%
Units Sold	68	77	▼ -11.7%	68	■ 0.0%	511	522	▼ -2.1%
Active Listings	153	195	▼ -21.5%	161	▼ -5.0%	---	---	---
Months Supply of Inventory	2.3	2.5	▼ -11.1%	2.4	▼ -5.1%	---	---	---
New Listings	71	103	▼ -31.1%	90	▼ -21.1%	650	713	▼ -8.8%
Pending Sales	73	96	▼ -24.0%	63	▲ 15.9%	572	579	▼ -1.2%
Days to Off Market	31	59	▼ -47.5%	41	▼ -24.4%	46	59	▼ -22.0%
Sold to Original Price Ratio	97.5%	97.8%	▼ -0.4%	98.9%	▼ -1.5%	98.7%	97.6%	▲ 1.2%
Price per Square Foot	\$219	\$200	▲ 9.6%	\$210	▲ 4.3%	\$211	\$198	▲ 6.8%



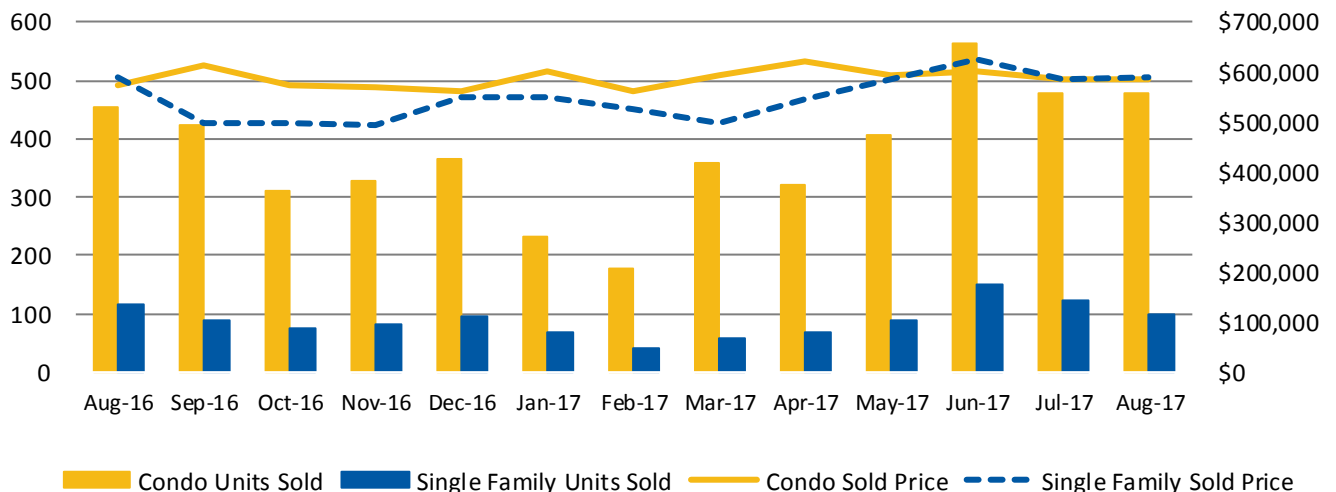
# CITY OF BOSTON

## Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$589,000	\$590,500	▼ -0.3%	\$587,500	▲ 0.3%	\$585,000	\$540,000	▲ 8.3%
Units Sold	99	116	▼ -14.7%	122	▼ -18.9%	693	698	▼ -0.7%
Active Listings	200	201	▼ -0.5%	229	▼ -12.7%	---	---	---
Months Supply of Inventory	2.0	1.7	▲ 16.6%	1.9	▲ 7.6%	---	---	---
New Listings	82	79	▲ 3.8%	108	▼ -24.1%	953	969	▼ -1.7%
Pending Sales	87	103	▼ -15.5%	78	▲ 11.5%	738	760	▼ -2.9%
Days to Off Market	50	56	▼ -10.7%	38	▲ 31.6%	40	50	▼ -19.5%
Sold to Original Price Ratio	102.1%	97.8%	▲ 4.4%	100.5%	▲ 1.6%	99.7%	98.9%	▲ 0.8%
Price per Square Foot	\$400	\$366	▲ 9.1%	\$417	▼ -4.0%	\$399	\$366	▲ 8.8%

## Condominiums

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$585,000	\$575,000	▲ 1.7%	\$585,000	■ 0.0%	\$595,000	\$570,000	▲ 4.4%
Units Sold	478	455	▲ 5.1%	477	▲ 0.2%	3,012	2,918	▲ 3.2%
Active Listings	857	728	▲ 17.7%	946	▼ -9.4%	---	---	---
Months Supply of Inventory	1.8	1.6	▲ 12.1%	2.0	▼ -9.6%	---	---	---
New Listings	328	361	▼ -9.1%	461	▼ -28.9%	4,181	3,857	▲ 8.4%
Pending Sales	333	412	▼ -19.2%	410	▼ -18.8%	3,303	3,161	▲ 4.5%
Days to Off Market	39	46	▼ -15.2%	39	■ 0.0%	37	41	▼ -9.8%
Sold to Original Price Ratio	99.7%	100.4%	▼ -0.7%	101.1%	▼ -1.4%	100.5%	100.2%	▲ 0.3%
Price per Square Foot	\$683	\$699	▼ -2.3%	\$694	▼ -1.6%	\$705	\$665	▲ 6.0%



# 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		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change	
Median Selling Price	\$654,444	\$580,056	▲ 12.8%	\$650,500	▲ 0.6%	\$618,000	\$550,000	▲ 12.4%	
Units Sold	154	170	▼ -9.4%	149	▲ 3.4%	963	1,034	▼ -6.9%	
Active Listings	267	320	▼ -16.6%	232	▲ 15.1%	---	---	---	
Months Supply of Inventory	1.7	1.9	▼ -8.0%	1.6	▲ 10.9%	---	---	---	
New Listings	186	157	▲ 18.5%	145	▲ 28.3%	1,392	1,449	▼ -3.9%	
Pending Sales	121	222	▼ -45.5%	139	▼ -12.9%	1,034	1,131	▼ -8.6%	
Days to Off Market	34	54	▼ -37.0%	40	▼ -15.0%	31	51	▼ -38.5%	
Sold to Original Price Ratio	101.4%	99.7%	▲ 1.7%	102.9%	▼ -1.5%	101.6%	99.7%	▲ 1.9%	
Price per Square Foot	\$293	\$259	▲ 13.3%	\$291	▲ 0.6%	\$279	\$243	▲ 14.7%	

## 3 Family Homes

	Year over Year			Month over Month			Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change	
Median Selling Price	\$812,500	\$637,500	▲ 27.5%	\$765,000	▲ 6.2%	\$723,750	\$613,750	▲ 17.9%	
Units Sold	50	64	▼ -21.9%	45	▲ 11.1%	353	368	▼ -4.1%	
Active Listings	100	150	▼ -33.3%	106	▼ -5.7%	---	---	---	
Months Supply of Inventory	2.0	2.3	▼ -14.5%	2.4	▼ -15.3%	---	---	---	
New Listings	69	72	▼ -4.2%	80	▼ -13.8%	526	553	▼ -4.9%	
Pending Sales	63	86	▼ -26.7%	56	▲ 12.5%	398	393	▲ 1.3%	
Days to Off Market	38	67	▼ -43.3%	30	▲ 26.7%	35	55	▼ -36.5%	
Sold to Original Price Ratio	103.6%	98.8%	▲ 4.9%	104.0%	▼ -0.3%	100.6%	98.2%	▲ 2.4%	
Price per Square Foot	\$288	\$258	▲ 11.6%	\$292	▼ -1.3%	\$260	\$230	▲ 13.1%	

## 4 Family Homes

	Year over Year			Month over Month			Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change	
Median Selling Price	\$1,262,500	\$641,000	▲ 97.0%	\$951,000	▲ 32.8%	\$810,000	\$865,000	▼ -6.4%	
Units Sold	2	13	▼ -84.6%	3	▼ -33.3%	37	55	▼ -32.7%	
Active Listings	20	26	▼ -23.1%	18	▲ 11.1%	---	---	---	
Months Supply of Inventory	10.0	2.0	▲ 400.0%	6.0	▲ 66.7%	---	---	---	
New Listings	11	12	▼ -8.3%	5	▲ 120.0%	69	92	▼ -25.0%	
Pending Sales	7	9	▼ -22.2%	2	▲ 250.0%	38	54	▼ -29.6%	
Days to Off Market	59	40	▲ 47.5%	28	▲ 110.7%	47	75	▼ -37.3%	
Sold to Original Price Ratio	93.5%	100.8%	▼ -7.3%	111.7%	▼ -16.3%	99.5%	95.6%	▲ 4.0%	
Price per Square Foot	\$299	\$216	▲ 38.7%	\$345	▼ -13.4%	\$251	\$295	▼ -14.8%	

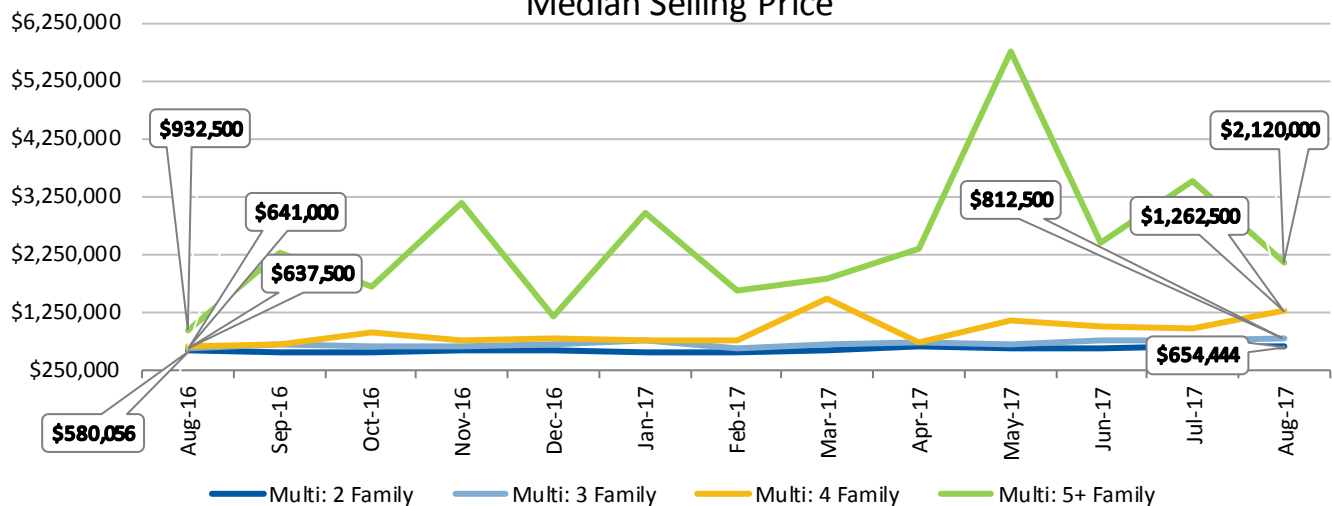
# MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

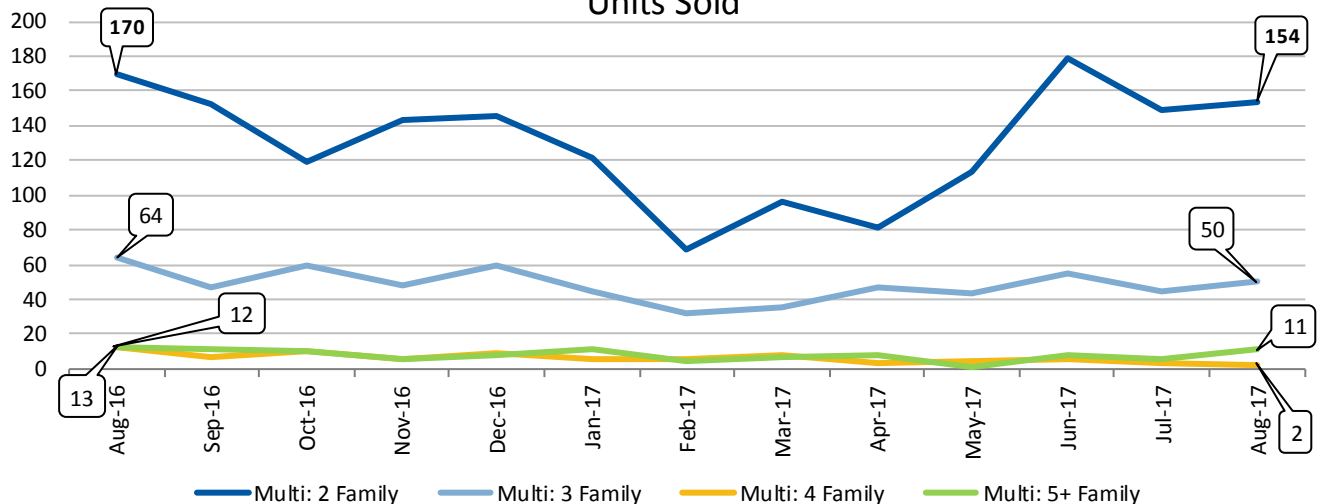
## 5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Aug 2017	Aug 2016	Change	Jul 2017	Change	2017	2016	Change
Median Selling Price	\$2,120,000	\$932,500	▲ 127.3%	\$3,512,500	▼ -39.6%	\$2,450,000	\$1,165,000	▲ 110.3%
Units Sold	11	12	▼ -8.3%	6	▲ 83.3%	56	64	▼ -12.5%
Active Listings	33	40	▼ -17.5%	34	▼ -2.9%	---	---	---
Months Supply of Inventory	3.0	3.3	▼ -9.9%	5.7	▼ -47.1%	---	---	---
New Listings	6	9	▼ -33.3%	11	▼ -45.5%	90	124	▼ -27.4%
Pending Sales	4	12	▼ -66.7%	9	▼ -55.6%	61	74	▼ -17.6%
Days to Off Market	101	44	▲ 129.5%	48	▲ 110.4%	57	69	▼ -17.7%
Sold to Original Price Ratio	98.8%	94.7%	▲ 4.4%	102.0%	▼ -3.1%	96.2%	94.1%	▲ 2.2%
Price per Square Foot	\$371	\$189	▲ 95.8%	\$600	▼ -38.2%	\$442	\$299	▲ 47.6%

### Median Selling Price



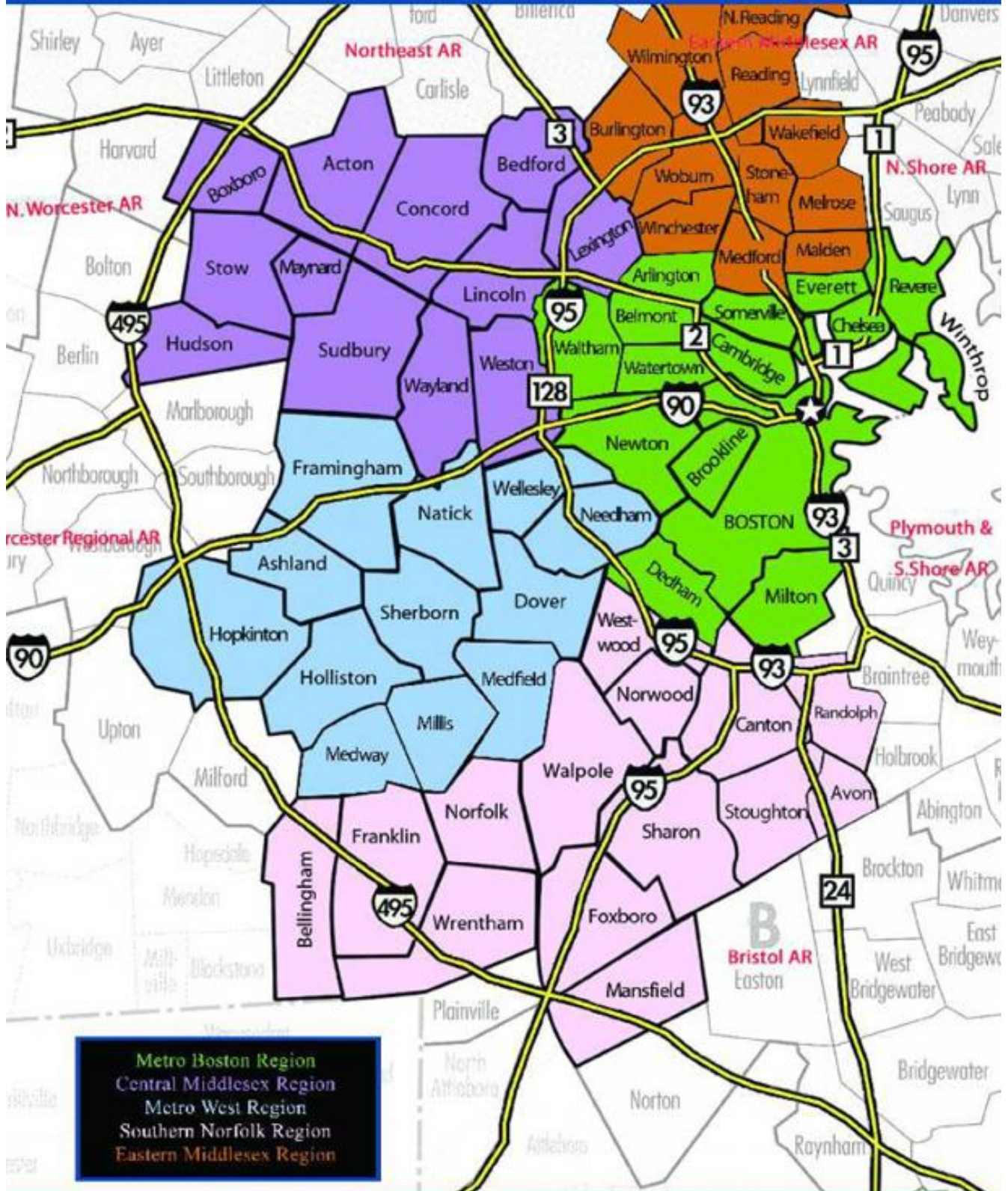
### Units Sold





# 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.*