

MONTHLY MARKET INSIGHT REPORT

FEBRUARY 2018

Detached Single-Family Homes

The 481 homes sold in February 2018 was the twelfth highest sales volume for the month and was a 5.5 percent decrease from the 509 homes sold in February 2017. This falls short of the 15-year historical monthly sales average for February of 532 homes sold. The median sales price reached a record high for the month of February at \$549,000, which was an 8.9 percent increase from the February 2017 median sales prices of \$504,000.

Condominiums

With 457 condos sold, it was the ninth most active February on record in Greater Boston, and a 1.5 percent decrease in sales from the 464 units sold in February 2017. Additionally, this total is slightly below the 15-year historical sales total for condos sold in February of 467 units. The median sales price of condos also reached a new record high for the month of February at \$546,000, which is a 5.0 percent increase from February 2017's median sales price of \$520,000.

Multi-Family Homes

This month, there were 111 multi-family units sold in Greater Boston, which reflects a 3.7 percent increase in sales volume from the 107 multi-family units sold in February 2017. Notably, all but the five-family unit home markets experienced increases in median sales price, as that market saw an 8.0 percent decline from \$1,615,000 in February 2017 to \$1,486,000, in February 2018, and selling 3 more homes.

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

One Center Plaza, Mezzanine Suite
Boston, MA 02108
Phone: 617-423-8700
Email: housingreports@gbreb.com

68 Main Street
Reading, MA 01867
Online: www.gbar.org



CONTENTS

Greater Boston	2
Units Sold	3
Median Selling Price	4
Active Listings	5
New Listings	6
Pending Sales	7
Central Middlesex	8
Eastern Middlesex	9
Metro Boston	10
Metro West	11
Southern Norfolk	12
City of Boston	13
Multi-Family	14
Regional Map	16
Glossary	17



Data thru 3/10/2018

GREATER BOSTON MARKET SUMMARY

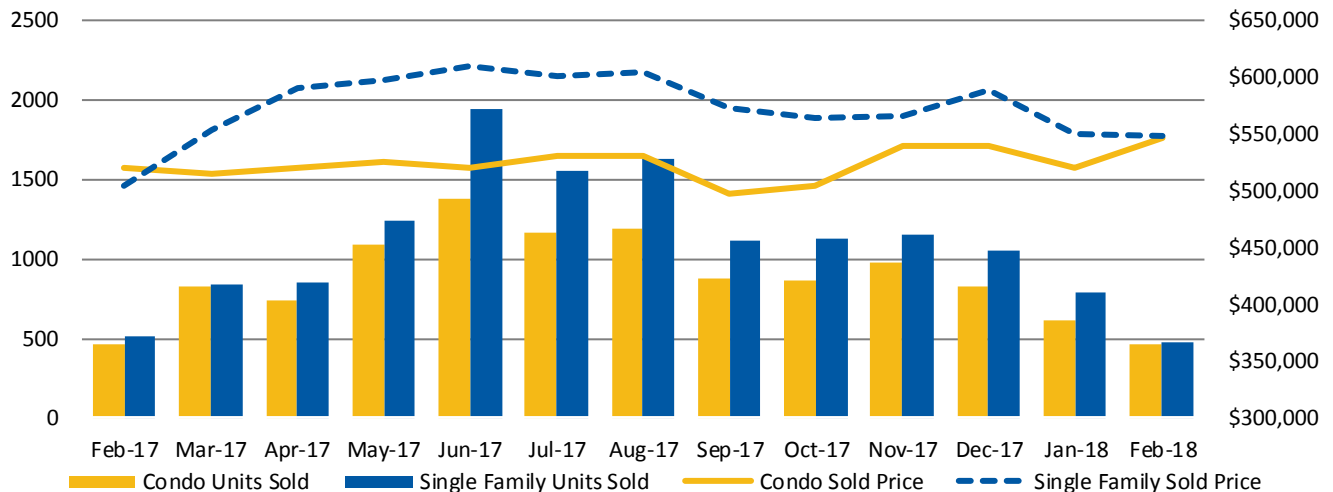
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$549,000	\$504,000	▲ 8.9%	\$550,000	▼ -0.2%	\$550,000	\$510,000	▲ 7.8%
Units Sold	481	509	▼ -5.5%	794	▼ -39.4%	1,275	1,354	▼ -5.8%
Active Listings	1,786	2,130	▼ -16.2%	1,581	▲ 13.0%	---	---	---
Months Supply of Inventory	3.7	4.2	▼ -11.3%	2.0	▲ 86.5%	---	---	---
New Listings	1,162	1,055	▲ 10.1%	785	▲ 48.0%	1,947	1,953	▼ -0.3%
Pending Sales	774	783	▼ -1.1%	584	▲ 32.5%	1,358	1,419	▼ -4.3%
Days to Off Market	51	58	▼ -12.1%	67	▼ -23.9%	58	64	▼ -9.9%
Sold to Original Price Ratio	97.3%	96.3%	▲ 1.1%	97.4%	▼ -0.1%	97.4%	96.1%	▲ 1.3%
Price per Square Foot	\$310	\$279	▲ 10.9%	\$317	▼ -2.2%	\$314	\$286	▲ 9.9%

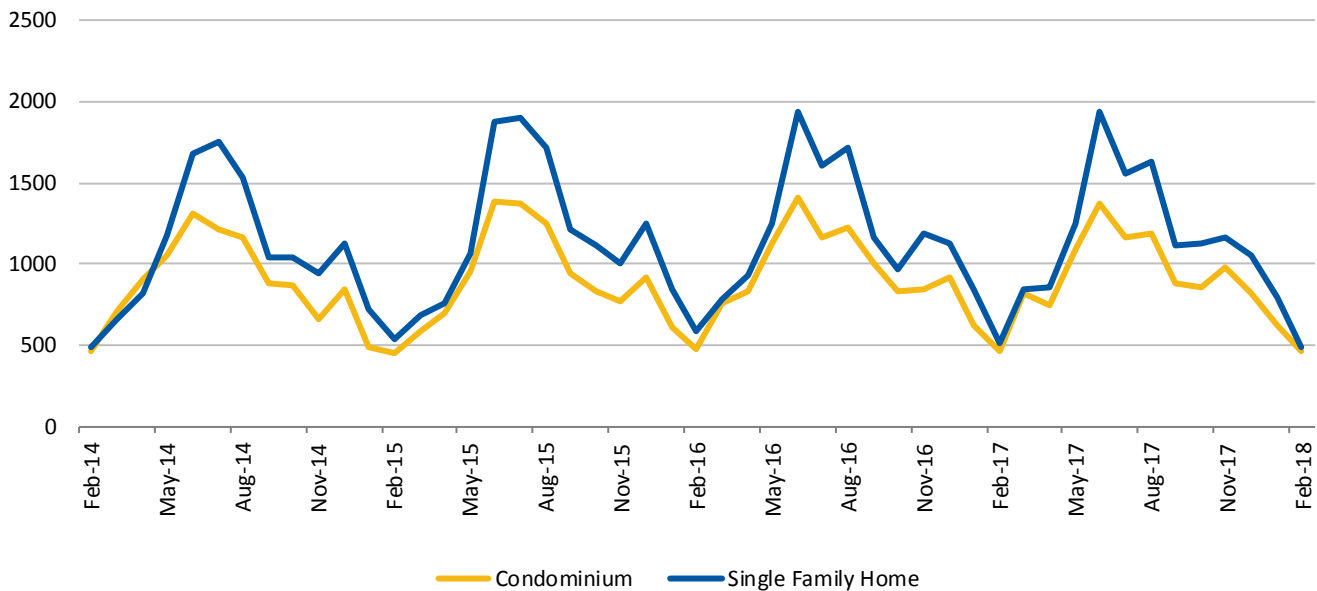
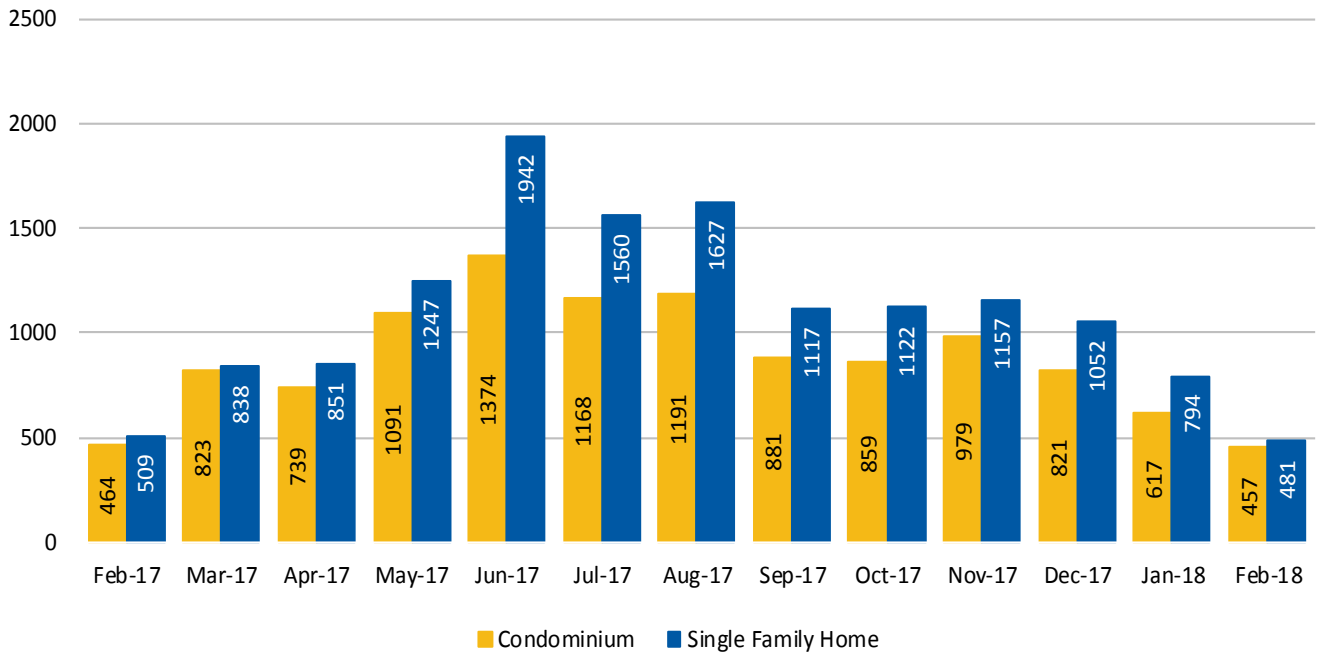
Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$546,000	\$520,000	▲ 5.0%	\$520,000	▲ 5.0%	\$531,671	\$510,000	▲ 4.2%
Units Sold	457	464	▼ -1.5%	617	▼ -25.9%	1,074	1,091	▼ -1.6%
Active Listings	1,271	1,470	▼ -13.5%	1,218	▲ 4.4%	---	---	---
Months Supply of Inventory	2.8	3.2	▼ -12.2%	2.0	▲ 40.9%	---	---	---
New Listings	985	858	▲ 14.8%	739	▲ 33.3%	1,724	1,687	▲ 2.2%
Pending Sales	806	728	▲ 10.7%	461	▲ 74.8%	1,267	1,291	▼ -1.9%
Days to Off Market	44	46	▼ -4.3%	54	▼ -18.5%	48	47	▲ 2.3%
Sold to Original Price Ratio	99.2%	99.1%	▲ 0.1%	98.1%	▲ 1.1%	98.5%	98.3%	▲ 0.2%
Price per Square Foot	\$521	\$467	▲ 11.6%	\$524	▼ -0.6%	\$523	\$476	▲ 9.8%



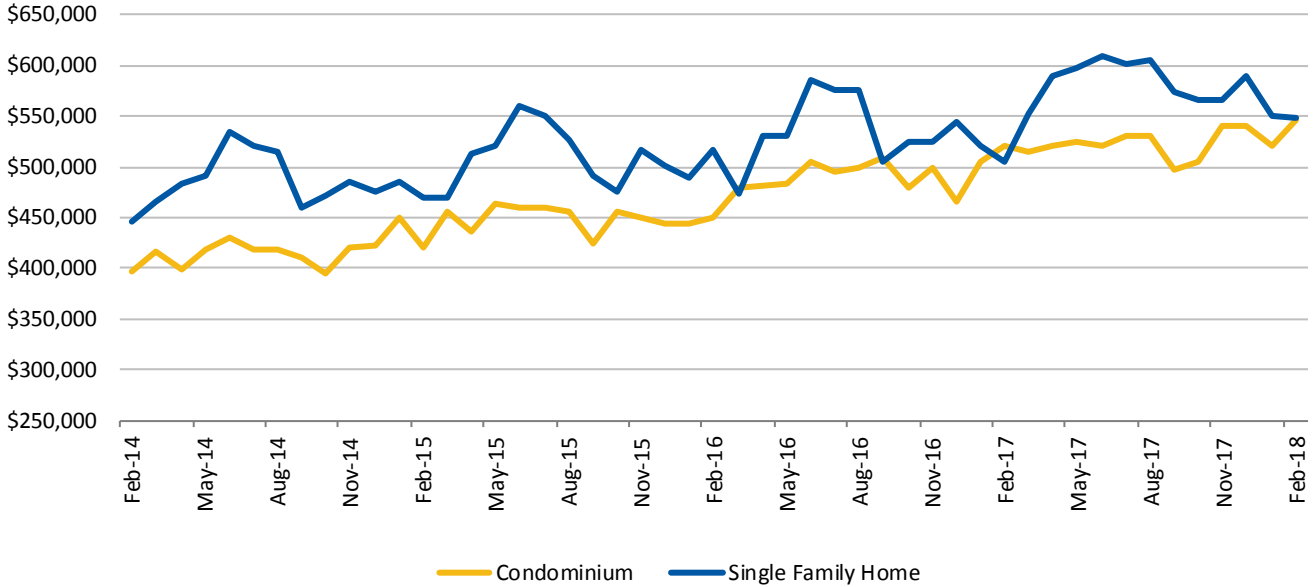
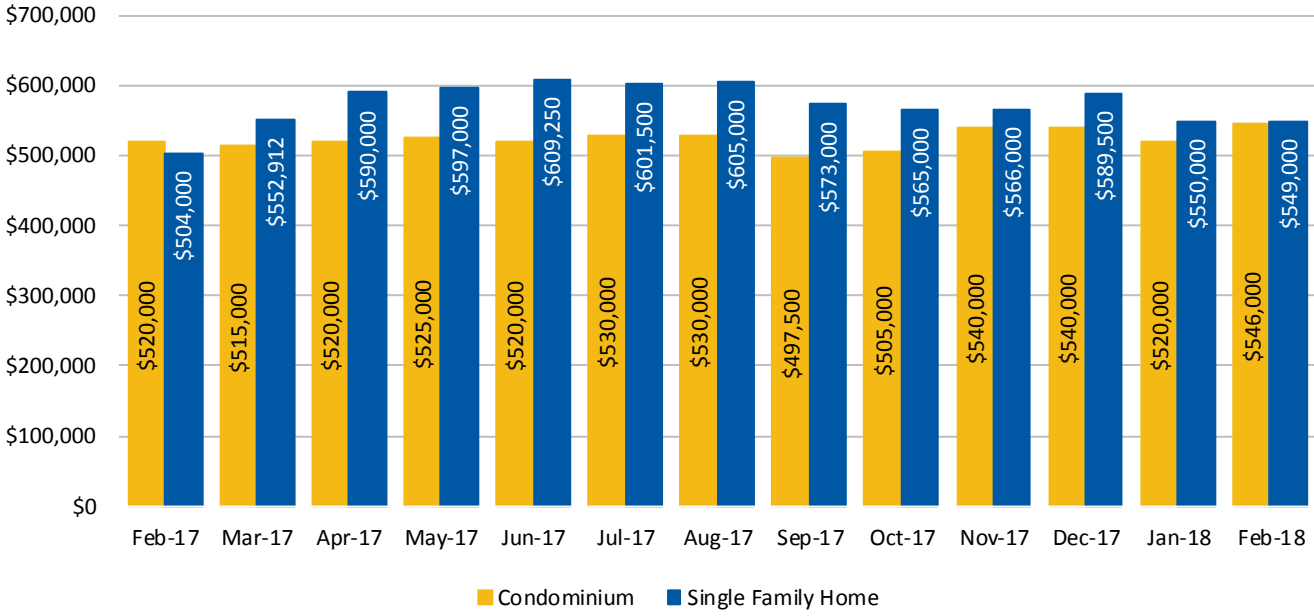
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	481	509	▼ -5.5%	794	▼ -39.4%	1,275	1,354	▼ -5.8%
CONDOMINIUMS	457	464	▼ -1.5%	617	▼ -25.9%	1,074	1,091	▼ -1.6%



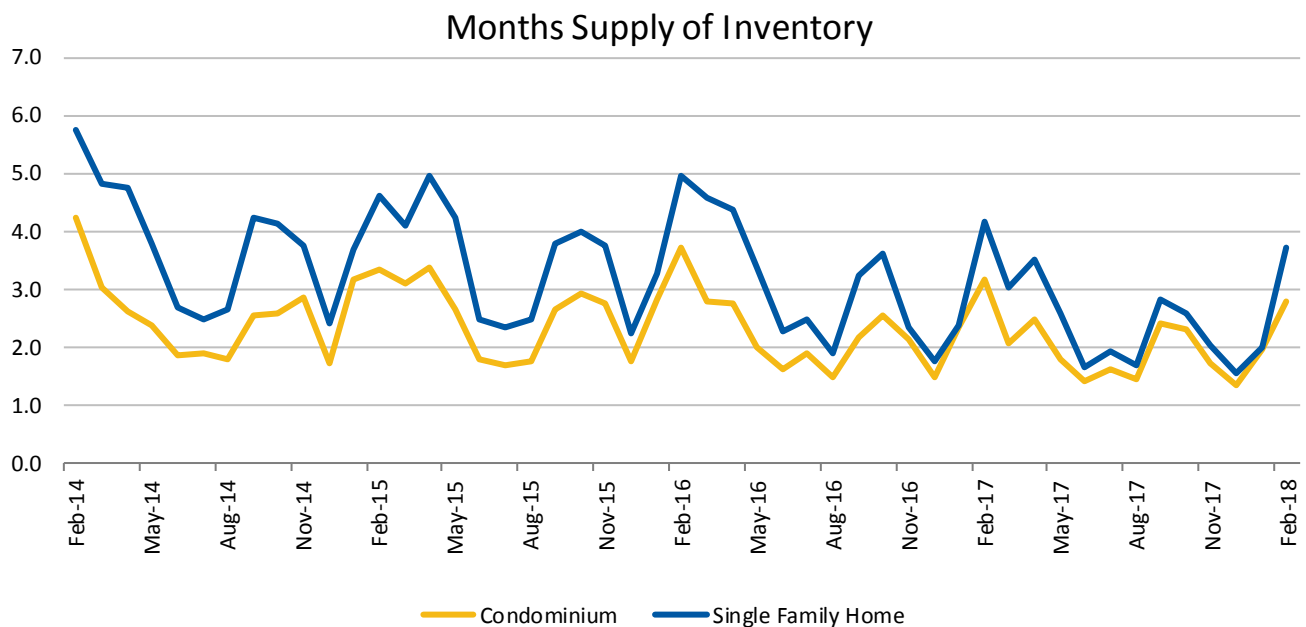
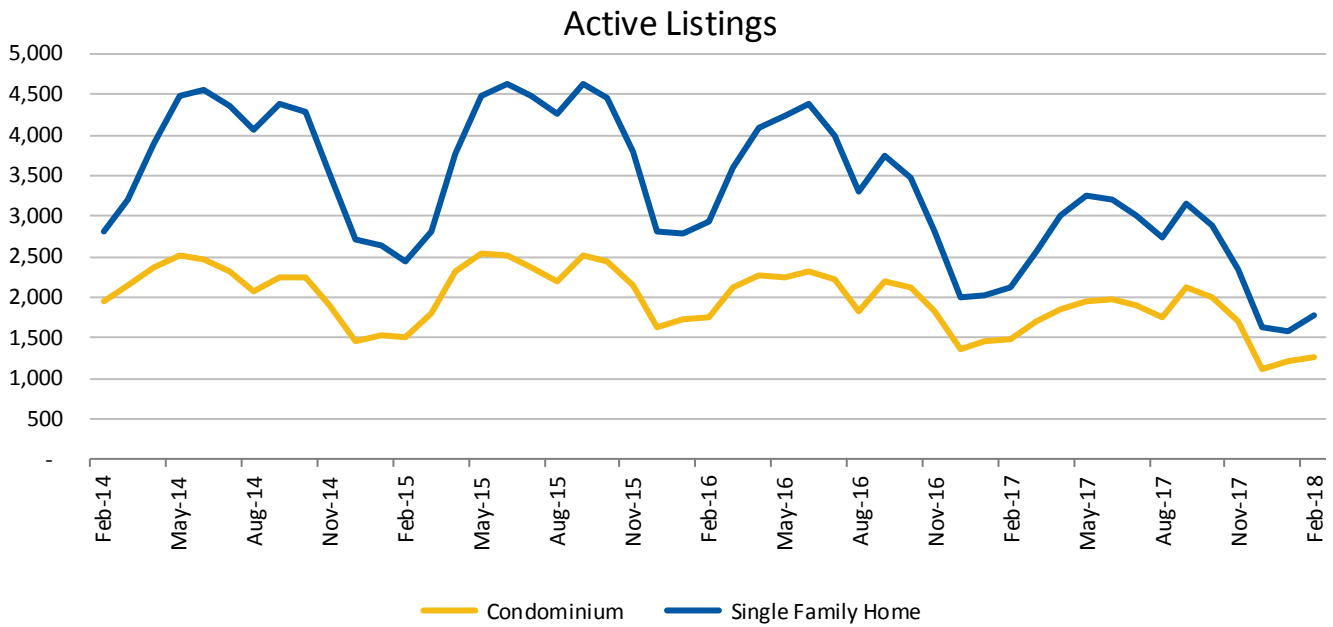
MEDIAN SELLING PRICE

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	\$549,000	\$504,000	▲ 8.9%	\$550,000	▼ -0.2%	\$550,000	\$510,000	▲ 7.8%
CONDOMINIUMS	\$546,000	\$520,000	▲ 5.0%	\$520,000	▲ 5.0%	\$531,671	\$510,000	▲ 4.2%



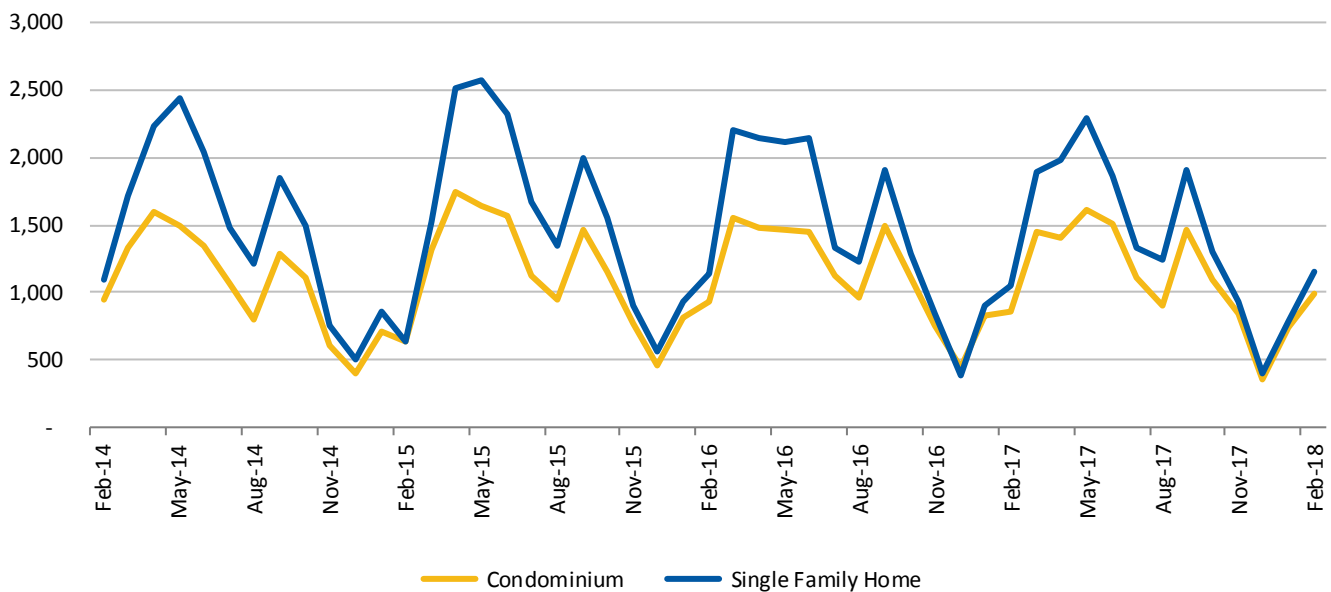
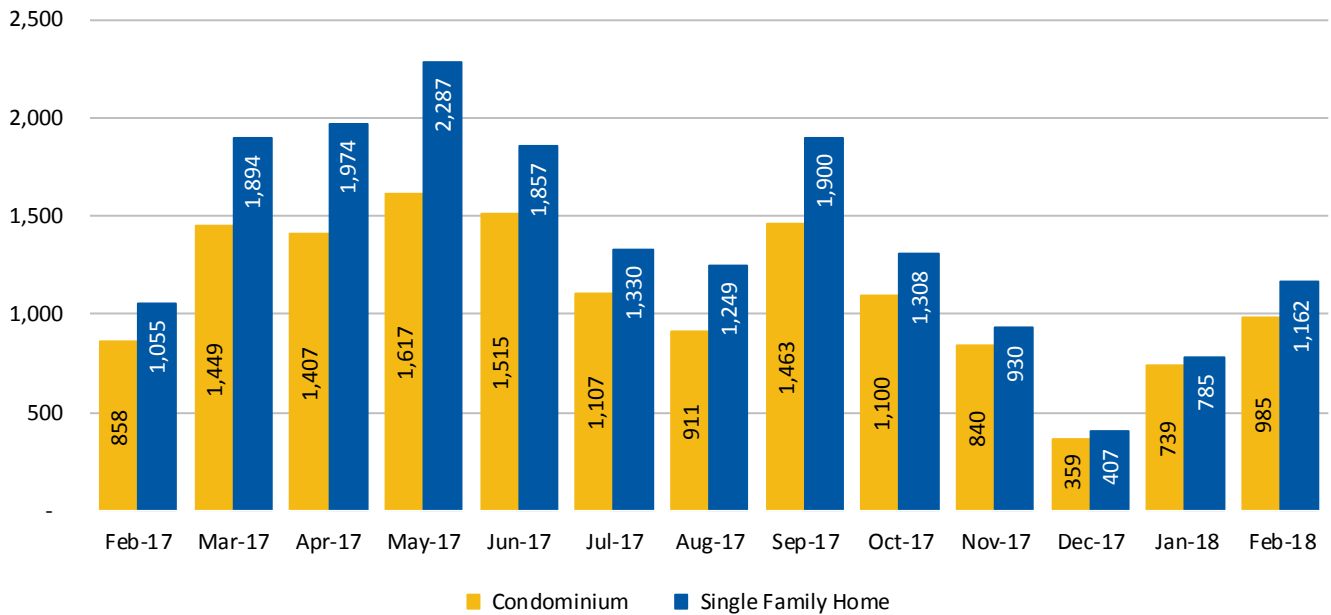
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Feb 2018	Feb 2017	Change	Jan 2018	Change
SINGLE FAMILY HOMES	Active Listings	1,786	2,130	▼ -16.2%	1,581	▲ 13.0%
	Months Supply of Inventory	3.7	4.2	▼ -11.3%	2.0	▲ 86.5%
CONDOMINIUMS	Active Listings	1,271	1,470	▼ -13.5%	1,218	▲ 4.4%
	Months Supply of Inventory	2.8	3.2	▼ -12.2%	2.0	▲ 40.9%



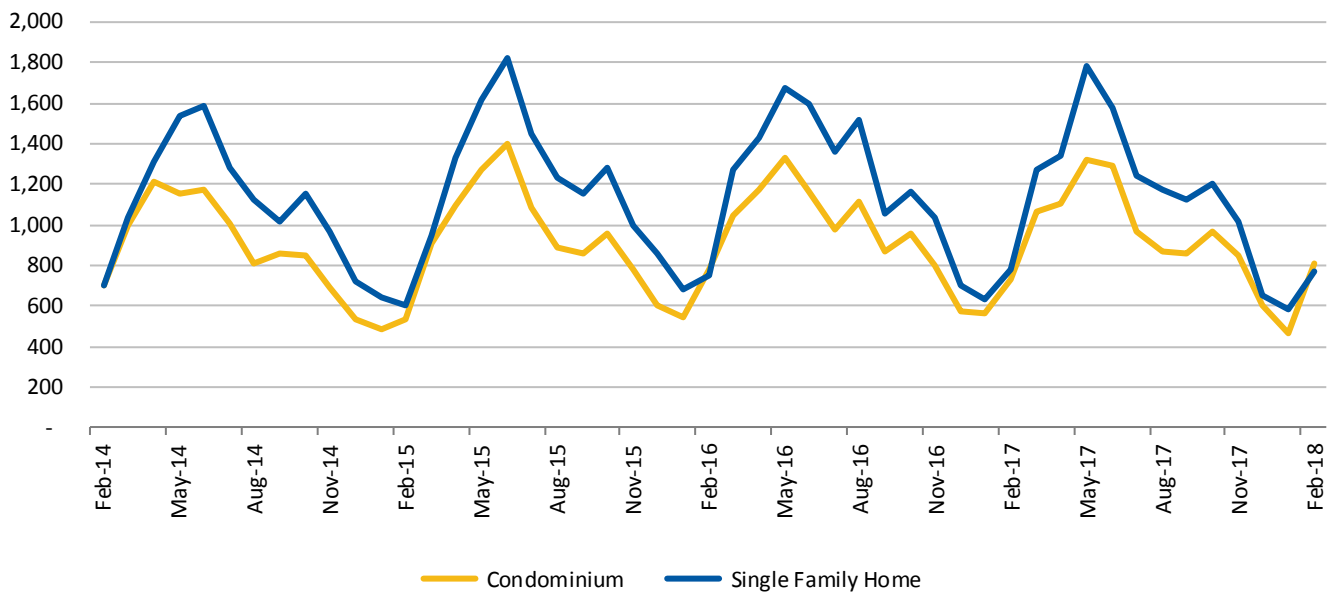
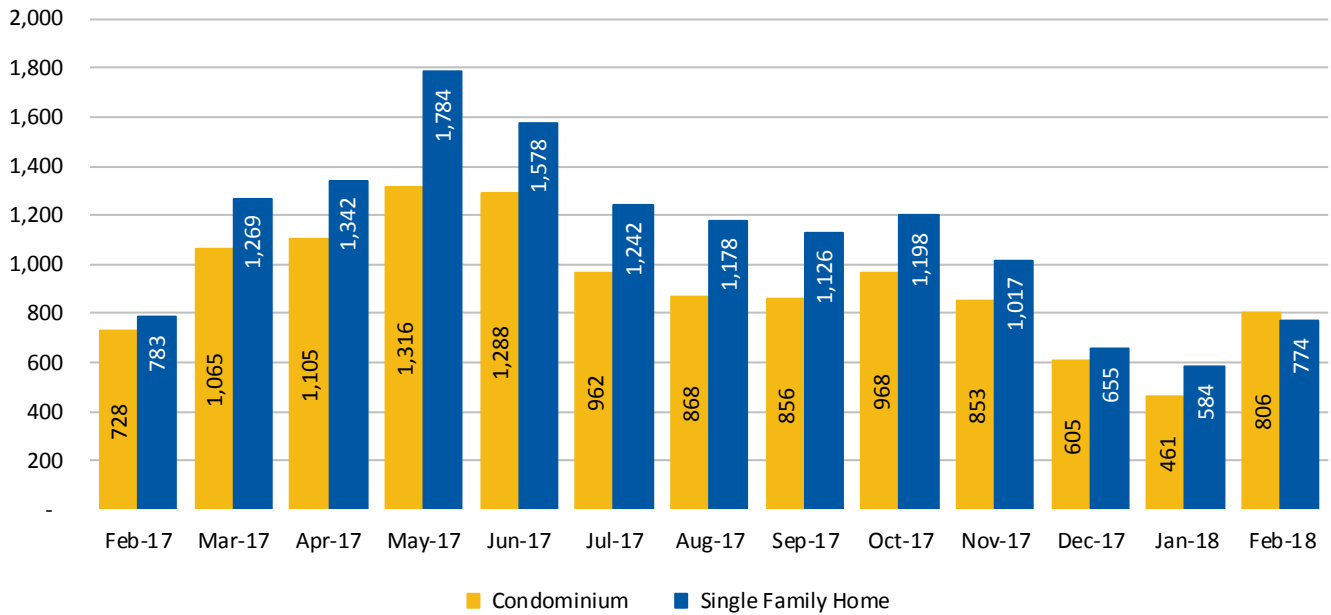
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,162	1,055	▲ 10.1%	785	▲ 48.0%	1,947	1,953	▼ -0.3%
CONDOMINIUMS	985	858	▲ 14.8%	739	▲ 33.3%	1,724	1,687	▲ 2.2%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	774	783	▼ -1.1%	584	▲ 32.5%	1,358	1,419	▼ -4.3%
CONDOMINIUMS	806	728	▲ 10.7%	461	▲ 74.8%	1,267	1,291	▼ -1.9%



CENTRAL MIDDLESEX REGION

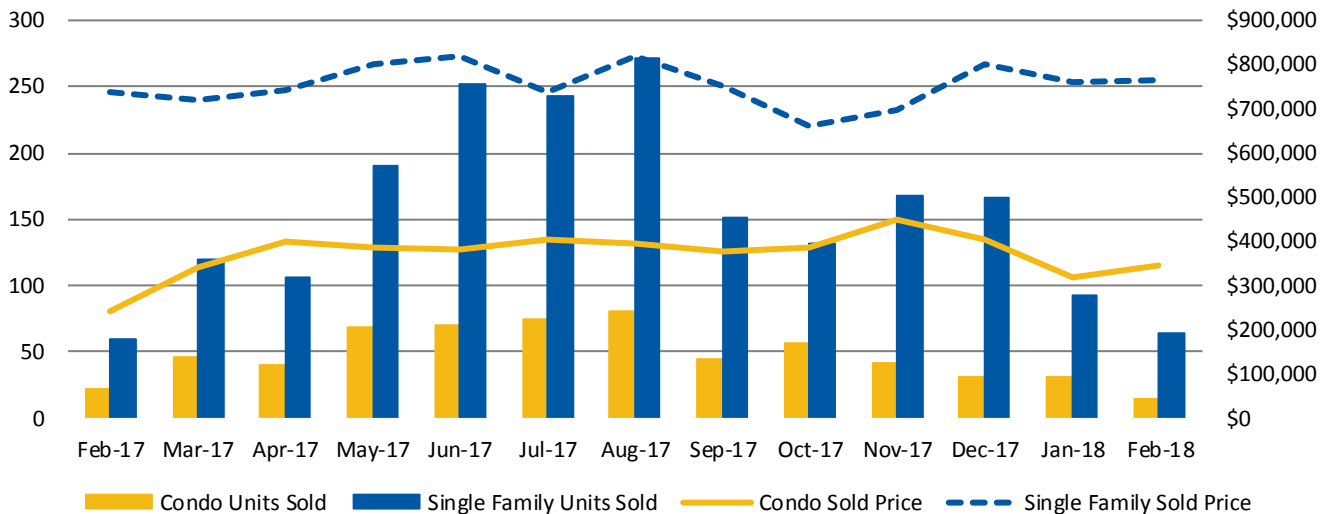
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$765,037	\$740,000	▲ 3.4%	\$761,500	▲ 0.5%	\$761,500	\$702,500	▲ 8.4%
Units Sold	64	60	▲ 6.7%	92	▼ -30.4%	156	174	▼ -10.3%
Active Listings	328	399	▼ -17.8%	302	▲ 8.6%	---	---	---
Months Supply of Inventory	5.1	6.7	▼ -22.9%	3.3	▲ 56.1%	---	---	---
New Listings	185	173	▲ 6.9%	111	▲ 66.7%	296	298	▼ -0.7%
Pending Sales	132	108	▲ 22.2%	78	▲ 69.2%	210	199	▲ 5.5%
Days to Off Market	65	48	▲ 35.4%	102	▼ -36.3%	79	63	▲ 25.4%
Sold to Original Price Ratio	94.2%	94.5%	▼ -0.3%	94.8%	▼ -0.6%	94.6%	94.3%	▲ 0.3%
Price per Square Foot	\$307	\$298	▲ 3.0%	\$325	▼ -5.3%	\$318	\$301	▲ 5.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$344,000	\$243,100	▲ 41.5%	\$320,000	▲ 7.5%	\$332,000	\$310,000	▲ 7.1%
Units Sold	15	22	▼ -31.8%	31	▼ -51.6%	46	51	▼ -9.8%
Active Listings	93	102	▼ -8.8%	82	▲ 13.4%	---	---	---
Months Supply of Inventory	6.2	4.6	▲ 33.7%	2.6	▲ 134.4%	---	---	---
New Listings	59	50	▲ 18.0%	35	▲ 68.6%	94	88	▲ 6.8%
Pending Sales	41	42	▼ -2.4%	16	▲ 156.3%	57	70	▼ -18.6%
Days to Off Market	58	86	▼ -32.6%	65	▼ -10.8%	60	76	▼ -21.1%
Sold to Original Price Ratio	100.3%	95.9%	▲ 4.6%	95.0%	▲ 5.6%	96.7%	96.2%	▲ 0.5%
Price per Square Foot	\$220	\$196	▲ 12.0%	\$252	▼ -12.9%	\$242	\$221	▲ 9.3%



EASTERN MIDDLESEX REGION

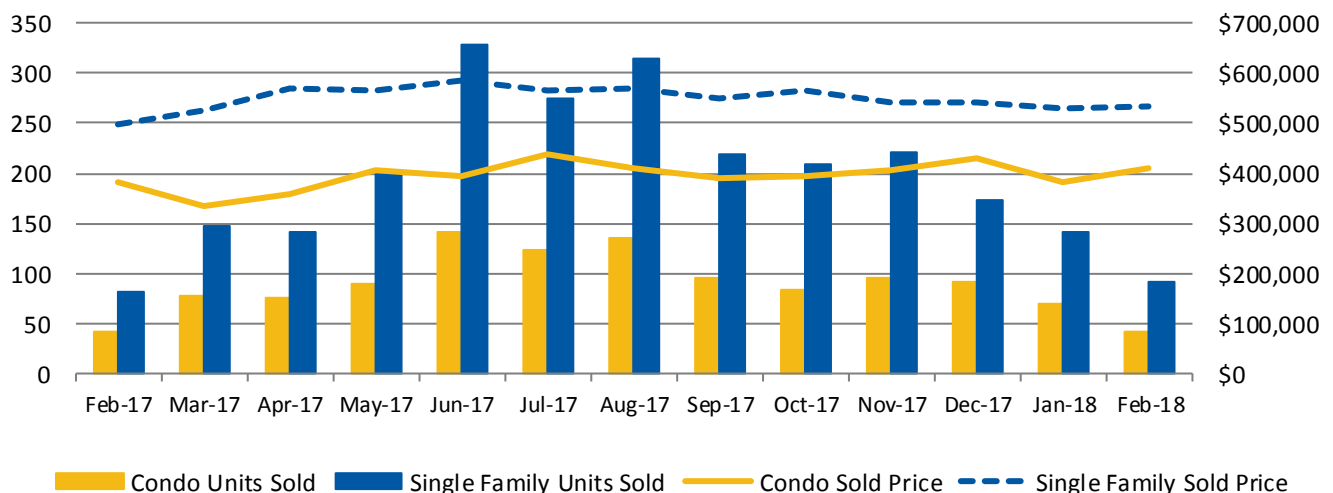
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$535,500	\$499,000	▲ 7.3%	\$531,000	▲ 0.8%	\$532,000	\$497,000	▲ 7.0%
Units Sold	92	81	▲ 13.6%	141	▼ -34.8%	233	223	▲ 4.5%
Active Listings	197	245	▼ -19.6%	174	▲ 13.2%	---	---	---
Months Supply of Inventory	2.1	3.0	▼ -29.2%	1.2	▲ 73.5%	---	---	---
New Listings	152	149	▲ 2.0%	130	▲ 16.9%	282	292	▼ -3.4%
Pending Sales	110	138	▼ -20.3%	100	▲ 10.0%	210	232	▼ -9.5%
Days to Off Market	37	49	▼ -24.5%	49	▼ -24.5%	43	51	▼ -15.7%
Sold to Original Price Ratio	100.4%	98.2%	▲ 2.2%	99.9%	▲ 0.5%	100.1%	97.9%	▲ 2.3%
Price per Square Foot	\$316	\$278	▲ 13.6%	\$313	▲ 1.0%	\$314	\$279	▲ 12.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$409,000	\$380,500	▲ 7.5%	\$383,000	▲ 6.8%	\$385,000	\$370,000	▲ 4.1%
Units Sold	42	42	■ 0.0%	69	▼ -39.1%	111	121	▼ -8.3%
Active Listings	79	122	▼ -35.2%	70	▲ 12.9%	---	---	---
Months Supply of Inventory	1.9	2.9	▼ -35.2%	1.0	▲ 85.5%	---	---	---
New Listings	76	85	▼ -10.6%	59	▲ 28.8%	135	188	▼ -28.2%
Pending Sales	62	82	▼ -24.4%	40	▲ 55.0%	102	155	▼ -34.2%
Days to Off Market	49	24	▲ 104.2%	56	▼ -12.5%	52	31	▲ 67.7%
Sold to Original Price Ratio	101.3%	100.3%	▲ 1.0%	99.6%	▲ 1.8%	100.2%	99.3%	▲ 0.9%
Price per Square Foot	\$334	\$320	▲ 4.4%	\$342	▼ -2.2%	\$339	\$312	▲ 8.7%



METRO BOSTON REGION

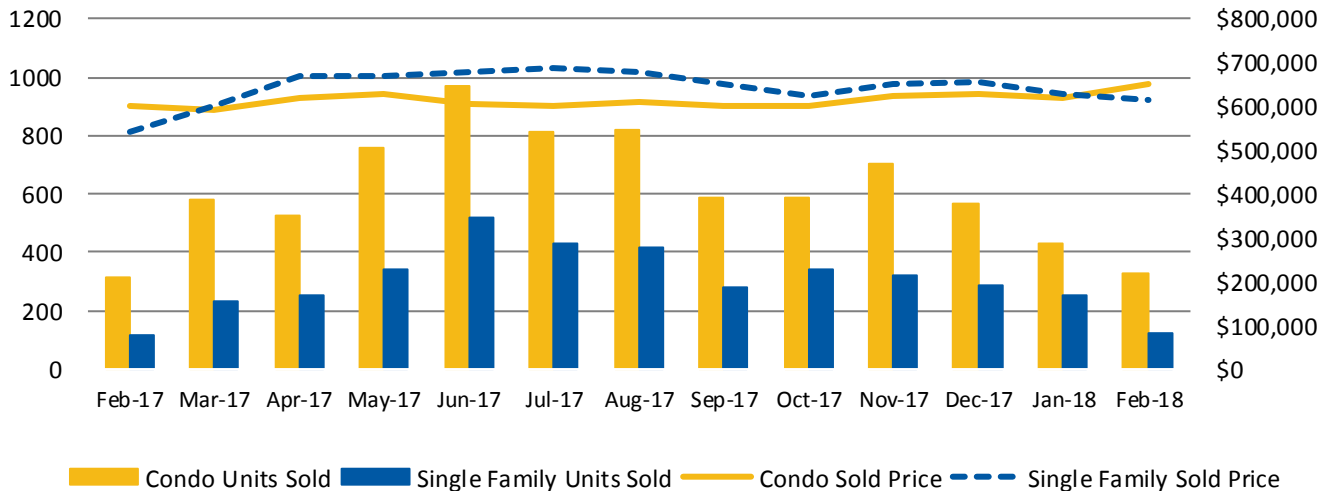
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$616,000	\$540,000	▲ 14.1%	\$630,000	▼ -2.2%	\$627,000	\$562,500	▲ 11.5%
Units Sold	121	117	▲ 3.4%	251	▼ -51.8%	372	350	▲ 6.3%
Active Listings	406	510	▼ -20.4%	346	▲ 17.3%	---	---	---
Months Supply of Inventory	3.4	4.4	▼ -23.0%	1.4	▲ 143.5%	---	---	---
New Listings	317	289	▲ 9.7%	188	▲ 68.6%	505	550	▼ -8.2%
Pending Sales	213	205	▲ 3.9%	136	▲ 56.6%	349	370	▼ -5.7%
Days to Off Market	42	40	▲ 5.0%	52	▼ -19.2%	46	50	▼ -8.0%
Sold to Original Price Ratio	97.4%	97.1%	▲ 0.3%	97.5%	▼ -0.1%	97.5%	96.3%	▲ 1.3%
Price per Square Foot	\$376	\$333	▲ 12.8%	\$387	▼ -2.8%	\$383	\$340	▲ 12.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$650,000	\$599,950	▲ 8.3%	\$619,000	▲ 5.0%	\$635,000	\$590,000	▲ 7.6%
Units Sold	324	316	▲ 2.5%	429	▼ -24.5%	753	745	▲ 1.1%
Active Listings	854	957	▼ -10.8%	835	▲ 2.3%	---	---	---
Months Supply of Inventory	2.6	3.0	▼ -12.9%	1.9	▲ 35.5%	---	---	---
New Listings	695	604	▲ 15.1%	516	▲ 34.7%	1,211	1,158	▲ 4.6%
Pending Sales	575	503	▲ 14.3%	317	▲ 81.4%	892	878	▲ 1.6%
Days to Off Market	41	43	▼ -4.7%	50	▼ -18.0%	44	45	▼ -2.2%
Sold to Original Price Ratio	99.0%	99.1%	▼ -0.1%	97.9%	▲ 1.1%	98.4%	98.2%	▲ 0.2%
Price per Square Foot	\$625	\$567	▲ 10.1%	\$629	▼ -0.7%	\$627	\$577	▲ 8.7%



METRO WEST REGION

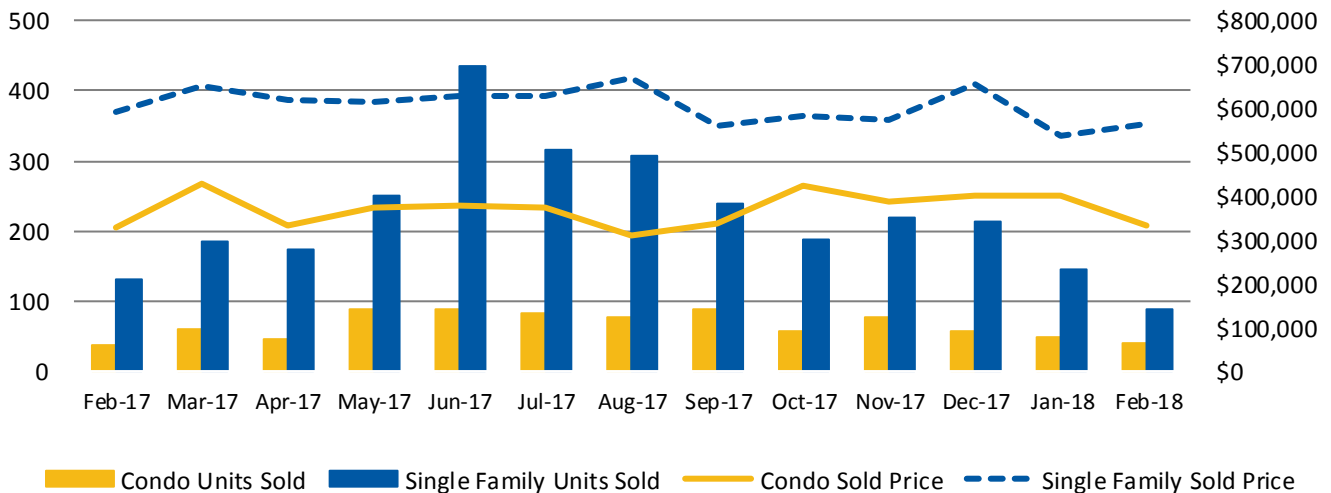
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$565,000	\$593,950	▼ -4.9%	\$537,500	▲ 5.1%	\$546,250	\$551,000	▼ -0.9%
Units Sold	89	130	▼ -31.5%	144	▼ -38.2%	233	291	▼ -19.9%
Active Listings	426	513	▼ -17.0%	378	▲ 12.7%	---	---	---
Months Supply of Inventory	4.8	3.9	▲ 21.3%	2.6	▲ 82.4%	---	---	---
New Listings	237	247	▼ -4.0%	177	▲ 33.9%	414	438	▼ -5.5%
Pending Sales	147	183	▼ -19.7%	138	▲ 6.5%	285	317	▼ -10.1%
Days to Off Market	48	78	▼ -38.5%	80	▼ -40.0%	64	83	▼ -22.9%
Sold to Original Price Ratio	96.3%	94.9%	▲ 1.4%	95.8%	▲ 0.4%	96.0%	95.5%	▲ 0.5%
Price per Square Foot	\$300	\$273	▲ 9.6%	\$278	▲ 7.8%	\$286	\$277	▲ 3.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$330,000	\$326,500	▲ 1.1%	\$400,000	▼ -17.5%	\$392,500	\$352,500	▲ 11.3%
Units Sold	39	38	▲ 2.6%	47	▼ -17.0%	86	84	▲ 2.4%
Active Listings	119	137	▼ -13.1%	114	▲ 4.4%	---	---	---
Months Supply of Inventory	3.1	3.6	▼ -15.4%	2.4	▲ 25.8%	---	---	---
New Listings	81	53	▲ 52.8%	62	▲ 30.6%	143	126	▲ 13.5%
Pending Sales	71	43	▲ 65.1%	49	▲ 44.9%	120	85	▲ 41.2%
Days to Off Market	46	54	▼ -14.8%	62	▼ -25.8%	53	47	▲ 12.8%
Sold to Original Price Ratio	98.4%	100.3%	▼ -1.8%	99.0%	▼ -0.5%	98.7%	100.0%	▼ -1.3%
Price per Square Foot	\$262	\$252	▲ 3.9%	\$269	▼ -2.8%	\$266	\$263	▲ 1.1%



SOUTHERN NORFOLK REGION

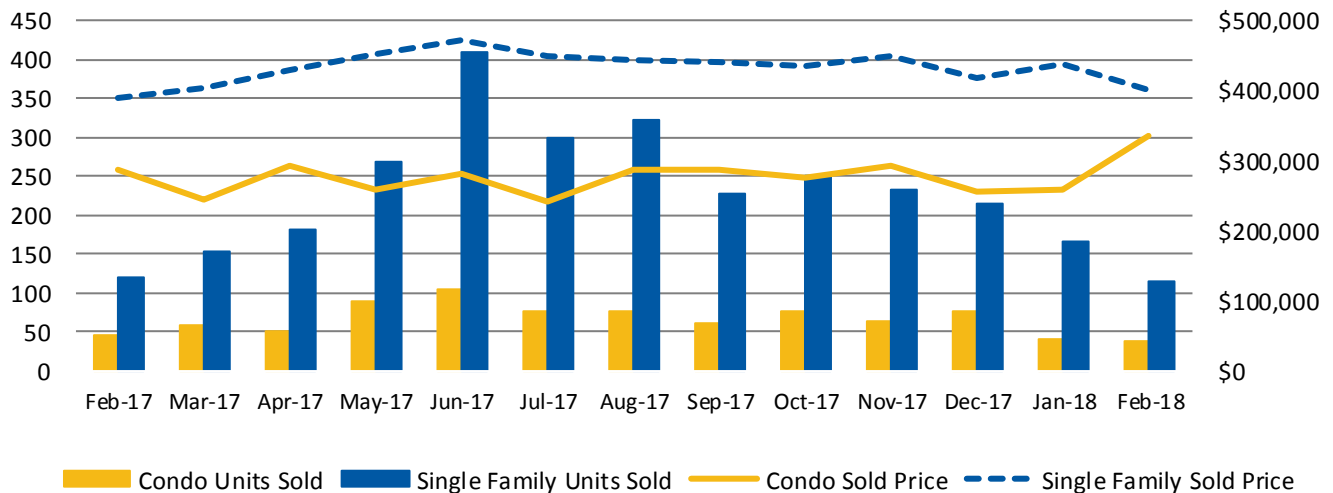
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$400,000	\$389,000	▲ 2.8%	\$438,250	▼ -8.7%	\$430,000	\$410,500	▲ 4.8%
Units Sold	115	121	▼ -5.0%	166	▼ -30.7%	281	316	▼ -11.1%
Active Listings	429	463	▼ -7.3%	381	▲ 12.6%	---	---	---
Months Supply of Inventory	3.7	3.8	▼ -2.5%	2.3	▲ 62.5%	---	---	---
New Listings	271	197	▲ 37.6%	179	▲ 51.4%	450	375	▲ 20.0%
Pending Sales	172	149	▲ 15.4%	132	▲ 30.3%	304	301	▲ 1.0%
Days to Off Market	60	72	▼ -16.7%	62	▼ -3.2%	61	73	▼ -16.4%
Sold to Original Price Ratio	97.2%	96.5%	▲ 0.8%	98.0%	▼ -0.7%	97.7%	96.2%	▲ 1.5%
Price per Square Foot	\$245	\$225	▲ 8.9%	\$245	▲ 0.2%	\$245	\$231	▲ 6.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$335,000	\$286,500	▲ 16.9%	\$260,000	▲ 28.8%	\$292,075	\$262,450	▲ 11.3%
Units Sold	37	46	▼ -19.6%	41	▼ -9.8%	78	90	▼ -13.3%
Active Listings	126	152	▼ -17.1%	117	▲ 7.7%	---	---	---
Months Supply of Inventory	3.4	3.3	▲ 3.1%	2.9	▲ 19.3%	---	---	---
New Listings	74	66	▲ 12.1%	67	▲ 10.4%	141	127	▲ 11.0%
Pending Sales	57	58	▼ -1.7%	39	▲ 46.2%	96	103	▼ -6.8%
Days to Off Market	60	70	▼ -14.3%	72	▼ -16.7%	65	64	▲ 1.6%
Sold to Original Price Ratio	98.2%	98.1%	▲ 0.0%	98.2%	▼ -0.1%	98.2%	97.4%	▲ 0.8%
Price per Square Foot	\$221	\$217	▲ 1.6%	\$223	▼ -1.2%	\$222	\$207	▲ 7.4%



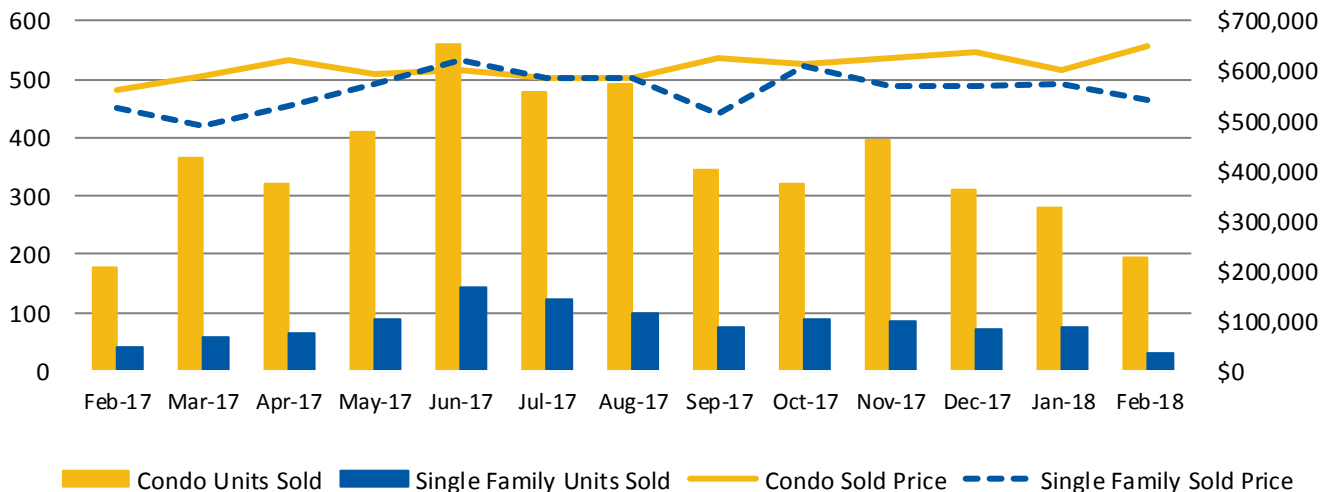
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$540,000	\$527,000	▲ 2.5%	\$575,000	▼ -6.1%	\$557,000	\$550,000	▲ 1.3%
Units Sold	30	39	▼ -23.1%	75	▼ -60.0%	105	107	▼ -1.9%
Active Listings	116	149	▼ -22.1%	96	▲ 20.8%	---	---	---
Months Supply of Inventory	3.9	3.8	▲ 1.2%	1.3	▲ 202.1%	---	---	---
New Listings	77	71	▲ 8.5%	52	▲ 48.1%	129	149	▼ -13.4%
Pending Sales	51	56	▼ -8.9%	38	▲ 34.2%	89	100	▼ -11.0%
Days to Off Market	45	46	▼ -2.2%	71	▼ -36.6%	56	49	▲ 15.3%
Sold to Original Price Ratio	93.7%	94.8%	▼ -1.1%	96.1%	▼ -2.5%	95.4%	96.3%	▼ -1.0%
Price per Square Foot	\$350	\$342	▲ 2.4%	\$423	▼ -17.3%	\$402	\$350	▲ 14.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$650,000	\$560,000	▲ 16.1%	\$599,900	▲ 8.4%	\$628,750	\$590,000	▲ 6.6%
Units Sold	193	177	▲ 9.0%	279	▼ -30.8%	472	409	▲ 15.4%
Active Listings	604	648	▼ -6.8%	609	▼ -0.8%	---	---	---
Months Supply of Inventory	3.1	3.7	▼ -14.5%	2.2	▲ 43.4%	---	---	---
New Listings	442	372	▲ 18.8%	335	▲ 31.9%	777	707	▲ 9.9%
Pending Sales	381	320	▲ 19.1%	190	▲ 100.5%	571	537	▲ 6.3%
Days to Off Market	45	48	▼ -6.3%	55	▼ -18.2%	48	50	▼ -4.6%
Sold to Original Price Ratio	98.2%	98.4%	▼ -0.2%	97.5%	▲ 0.7%	97.8%	97.6%	▲ 0.2%
Price per Square Foot	\$695	\$641	▲ 8.4%	\$687	▲ 1.3%	\$690	\$669	▲ 3.1%



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		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change	
Median Selling Price	\$634,250	\$550,500	▲ 15.2%	\$625,000	▲ 1.5%	\$625,000	\$550,500	▲ 13.5%	
Units Sold	64	68	▼ -5.9%	95	▼ -32.6%	159	188	▼ -15.4%	
Active Listings	155	207	▼ -25.1%	150	▲ 3.3%	---	---	---	
Months Supply of Inventory	2.4	3.0	▼ -20.4%	1.6	▲ 53.4%	---	---	---	
New Listings	142	104	▲ 36.5%	94	▲ 51.1%	236	218	▲ 8.3%	
Pending Sales	108	73	▲ 47.9%	70	▲ 54.3%	178	147	▲ 21.1%	
Days to Off Market	51	31	▲ 64.5%	41	▲ 24.4%	47	43	▲ 8.8%	
Sold to Original Price Ratio	101.9%	99.9%	▲ 1.9%	100.0%	▲ 1.9%	100.7%	100.2%	▲ 0.5%	
Price per Square Foot	\$288	\$249	▲ 15.4%	\$273	▲ 5.6%	\$279	\$250	▲ 11.5%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$793,750	\$619,000	▲ 28.2%	\$845,000	▼ -6.1%	\$800,000	\$655,000	▲ 22.1%
Units Sold	36	31	▲ 16.1%	41	▼ -12.2%	77	77	▬ 0.0%
Active Listings	78	80	▼ -2.5%	82	▼ -4.9%	---	---	---
Months Supply of Inventory	2.2	2.6	▼ -16.0%	2.0	▲ 8.3%	---	---	---
New Listings	68	51	▲ 33.3%	51	▲ 33.3%	119	96	▲ 24.0%
Pending Sales	48	39	▲ 23.1%	32	▲ 50.0%	80	71	▲ 12.7%
Days to Off Market	41	51	▼ -19.6%	52	▼ -21.2%	46	41	▲ 11.1%
Sold to Original Price Ratio	100.2%	95.6%	▲ 4.8%	97.3%	▲ 3.0%	98.6%	98.8%	▼ -0.2%
Price per Square Foot	\$281	\$218	▲ 28.5%	\$277	▲ 1.2%	\$279	\$242	▲ 15.5%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$1,142,500	\$838,250	▲ 36.3%	\$950,000	▲ 20.3%	\$1,017,500	\$782,500	▲ 30.0%
Units Sold	4	4	▬ 0.0%	4	▬ 0.0%	8	10	▼ -20.0%
Active Listings	14	18	▼ -22.2%	18	▼ -22.2%	---	---	---
Months Supply of Inventory	3.5	4.5	▼ -22.2%	4.5	▼ -22.2%	---	---	---
New Listings	7	8	▼ -12.5%	10	▼ -30.0%	17	16	▲ 6.3%
Pending Sales	3	4	▼ -25.0%	6	▼ -50.0%	9	8	▲ 12.5%
Days to Off Market	31	59	▼ -47.5%	58	▼ -46.6%	49	51	▼ -3.0%
Sold to Original Price Ratio	86.8%	101.8%	▼ -14.7%	81.3%	▲ 6.8%	84.0%	101.0%	▼ -16.8%
Price per Square Foot	\$390	\$160	▲ 144.5%	\$246	▲ 58.8%	\$328	\$178	▲ 84.6%

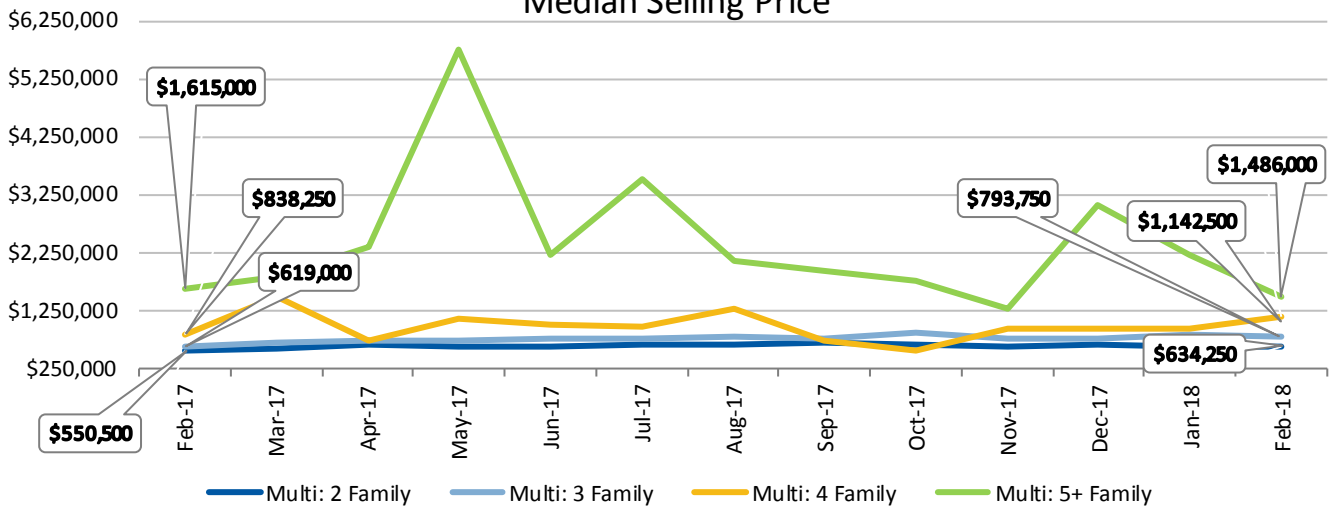
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

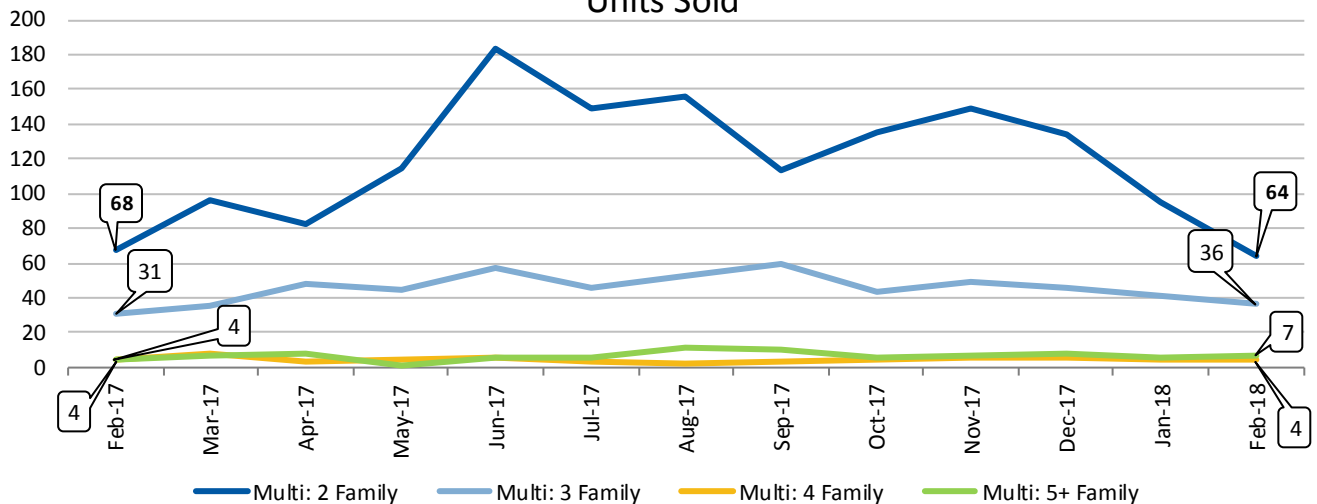
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Feb 2018	Feb 2017	Change	Jan 2018	Change	2018	2017	Change
Median Selling Price	\$1,486,000	\$1,615,000	▼ -8.0%	\$2,200,000	▼ -32.5%	\$1,837,500	\$2,700,000	▼ -31.9%
Units Sold	7	4	▲ 75.0%	5	▲ 40.0%	12	15	▼ -20.0%
Active Listings	20	26	▼ -23.1%	18	▲ 11.1%	---	---	---
Months Supply of Inventory	2.9	6.5	▼ -56.0%	3.6	▼ -20.6%	---	---	---
New Listings	13	9	▲ 44.4%	9	▲ 44.4%	22	19	▲ 15.8%
Pending Sales	7	9	▼ -22.2%	9	▼ -22.2%	16	13	▲ 23.1%
Days to Off Market	51	86	▼ -40.7%	61	▼ -16.4%	57	83	▼ -31.8%
Sold to Original Price Ratio	106.3%	92.3%	▲ 15.2%	93.6%	▲ 13.6%	101.0%	96.3%	▲ 4.9%
Price per Square Foot	\$426	\$313	▲ 36.2%	\$262	▲ 63.0%	\$358	\$424	▼ -15.6%

Median Selling Price

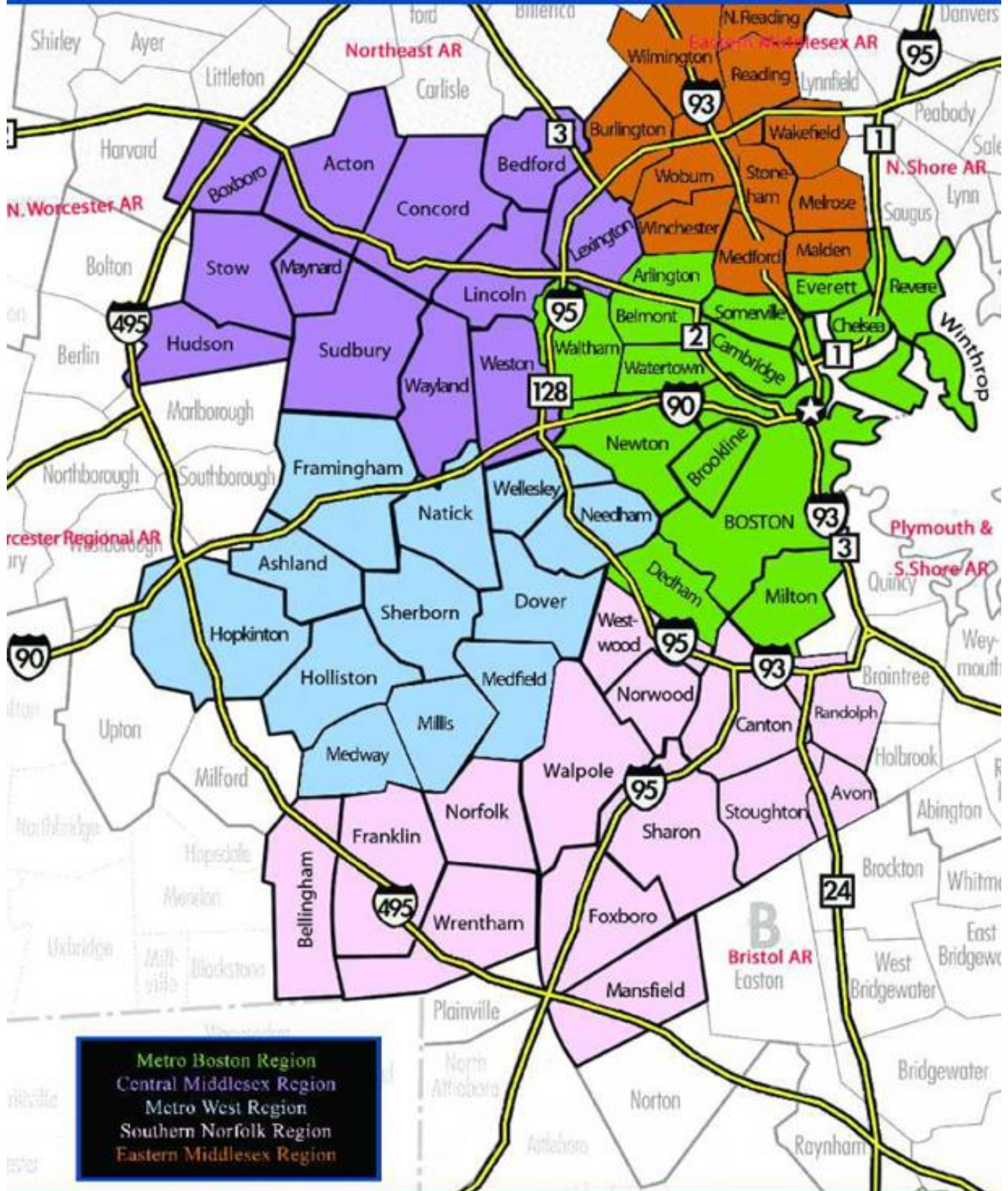


Units Sold



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.

USAGE & DISCLAIMERS

Members of the Greater Boston Association of REALTORS® are authorized to reproduce and redistribute this copyrighted report or sections within in any format, including electronic or hard copy distribution. No other reprint or distribution of this report is granted unless specifically approved in writing by the GBAR, and all logos, graphics, or copyright information must not be removed or edited in any way.

Market trends and analysis based on data from the MLS Property Information Network, Inc. through the end of each month. Due to timing of data entry into the MLS, data shown may be different than previously reported.

The Monthly Insights report provides monthly summaries of the overall market served by the Greater Boston Association of REALTORS®. As market conditions vary within smaller geographic areas, the Association also provides to its members an online, interactive dashboard which delivers timely, relevant data with many more metrics and filtering capabilities. Contact your Association representative for details.