

MONTHLY MARKET INSIGHTS REPORT

JULY 2017

Detached Single-Family Homes

The 1,533 homes sold in July 2017 was the seventh highest sales total for the month, despite being a 4.5 percent decrease in sales from the 1,605 homes sold in July 2016. This marks the fourth consecutive month that single-family home sales have declined, yet stayed above historical monthly sales averages, which is 1,494 homes sold historically in July. Additionally, the median sales price increased 5.2 percent to a new record high price for July in Greater Boston of \$605,000, up from \$575,000 in July 2017.

Condominiums

With 1,147 condos sold in July, it was the seventh most active July on record in Greater Boston as the market experienced a modest 1.0 percent softening in sales volume from 1,159 units sold in July 2016. This year's total is still above the historical monthly sales average for July of 1,132 units sold. The median sales price for condos increased 7.1 percent up from \$495,000 in July 2016 to \$530,000 this year, which is a new record high.

Multi-Family Homes

This month, 199 multi-family homes were sold in Greater Boston, which reflects an 8.3 percent drop from the 217 multi-family homes sold in July 2016. Notably, each of the four multi-family markets experienced increases in median sales price, with the largest increase coming in the three-family homes market which saw a 21.2 percent increase from \$658,050 in July 2016 to \$97,500 in July 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 8/10/2017

GREATER BOSTON MARKET SUMMARY

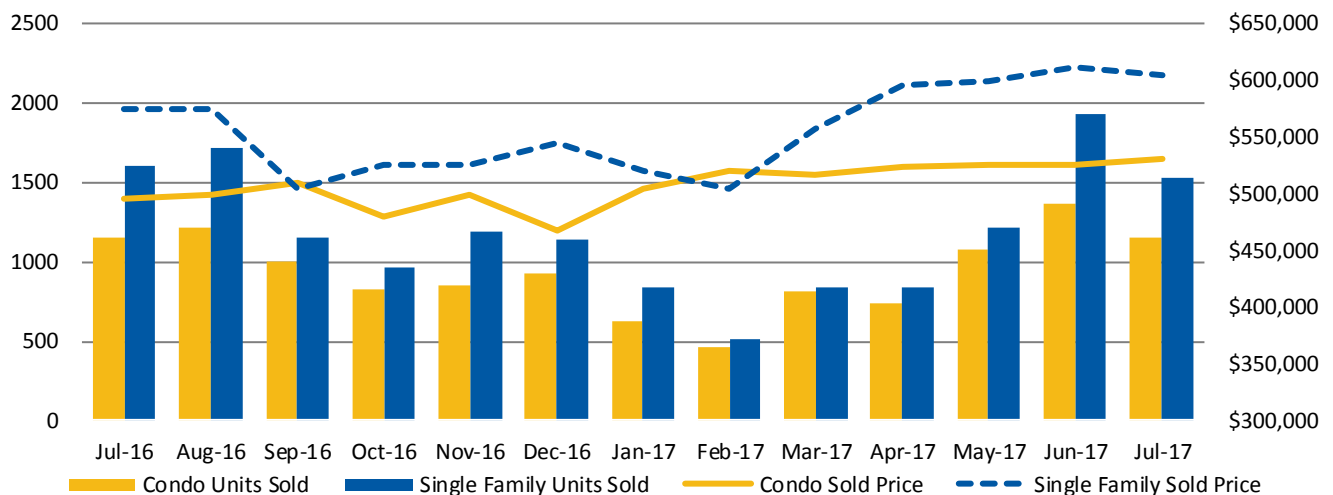
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$605,000	\$575,000	▲ 5.2%	\$611,000	▼ -1.0%	\$585,000	\$540,000	▲ 8.3%
Units Sold	1,533	1,605	▼ -4.5%	1,931	▼ -20.6%	7,713	7,937	▼ -2.8%
Active Listings	3,055	4,002	▼ -23.7%	3,136	▼ -2.6%	---	---	---
Months Supply of Inventory	2.0	2.5	▼ -20.1%	1.6	▲ 22.8%	---	---	---
New Listings	1,332	1,336	▼ -0.3%	1,845	▼ -27.8%	11,283	12,009	▼ -6.0%
Pending Sales	1,301	1,361	▼ -4.4%	1,601	▼ -18.7%	8,797	8,774	▲ 0.3%
Days to Off Market	43	56	▼ -23.2%	37	▲ 16.2%	43	55	▼ -21.8%
Sold to Original Price Ratio	100.1%	99.6%	▲ 0.6%	100.6%	▼ -0.4%	99.3%	98.5%	▲ 0.8%
Price per Square Foot	\$324	\$302	▲ 7.3%	\$324	▲ 0.0%	\$313	\$293	▲ 6.8%

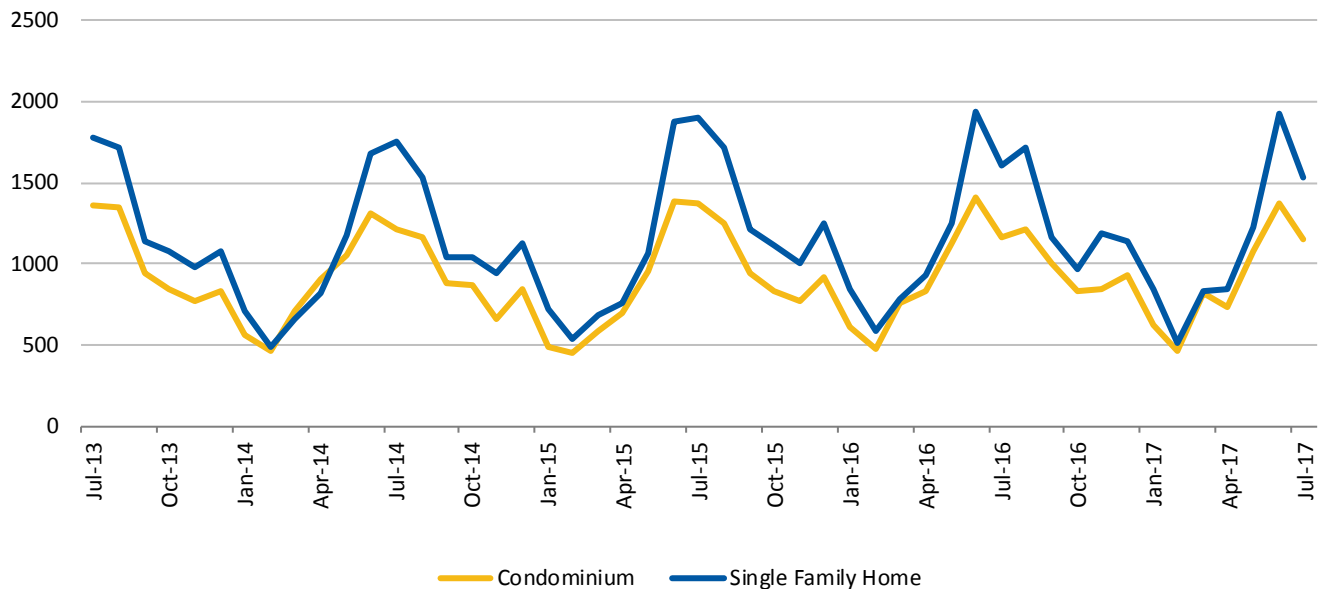
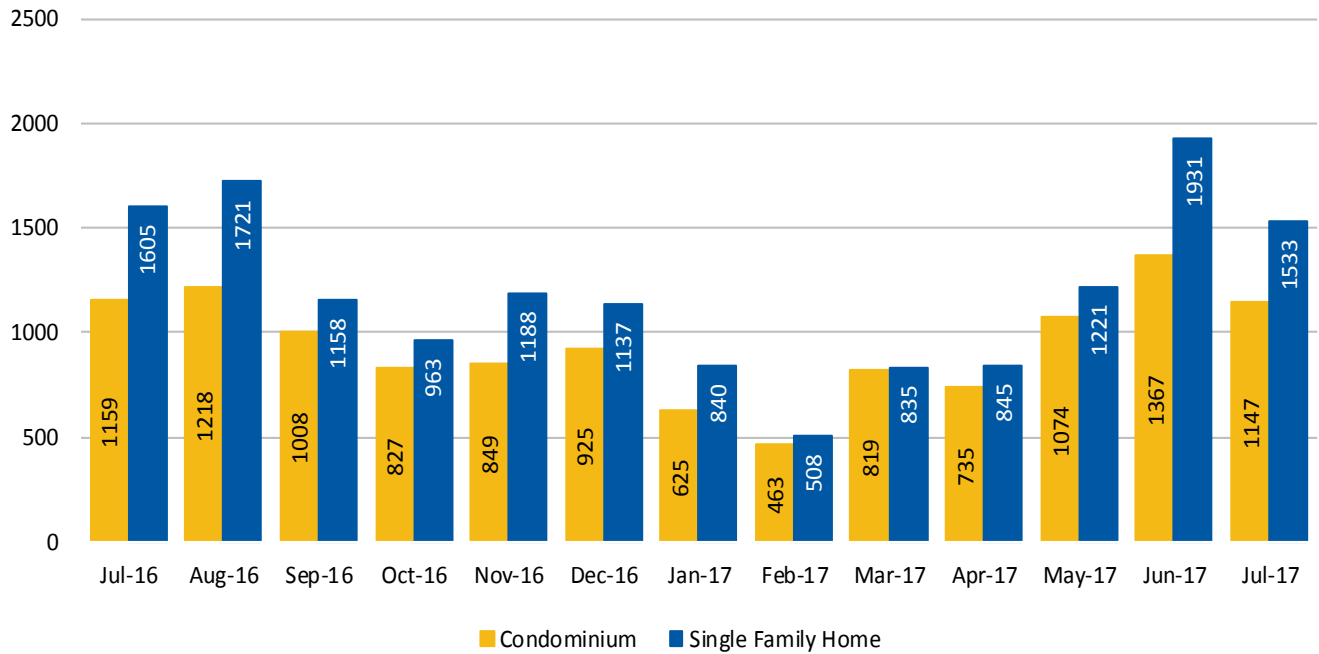
Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$530,000	\$495,000	▲ 7.1%	\$525,000	▲ 1.0%	\$524,000	\$483,750	▲ 8.3%
Units Sold	1,147	1,159	▼ -1.0%	1,367	▼ -16.1%	6,230	6,356	▼ -2.0%
Active Listings	1,912	2,218	▼ -13.8%	1,906	▲ 0.3%	---	---	---
Months Supply of Inventory	1.7	1.9	▼ -12.6%	1.4	▲ 20.1%	---	---	---
New Listings	1,111	1,123	▼ -1.1%	1,511	▼ -26.5%	8,787	8,828	▼ -0.5%
Pending Sales	1,001	981	▲ 2.0%	1,310	▼ -23.6%	7,138	7,022	▲ 1.7%
Days to Off Market	36	43	▼ -16.3%	32	▲ 12.5%	35	42	▼ -15.0%
Sold to Original Price Ratio	101.7%	101.6%	▲ 0.1%	102.4%	▼ -0.7%	101.0%	100.6%	▲ 0.4%
Price per Square Foot	\$524	\$489	▲ 7.0%	\$544	▼ -3.8%	\$521	\$481	▲ 8.3%



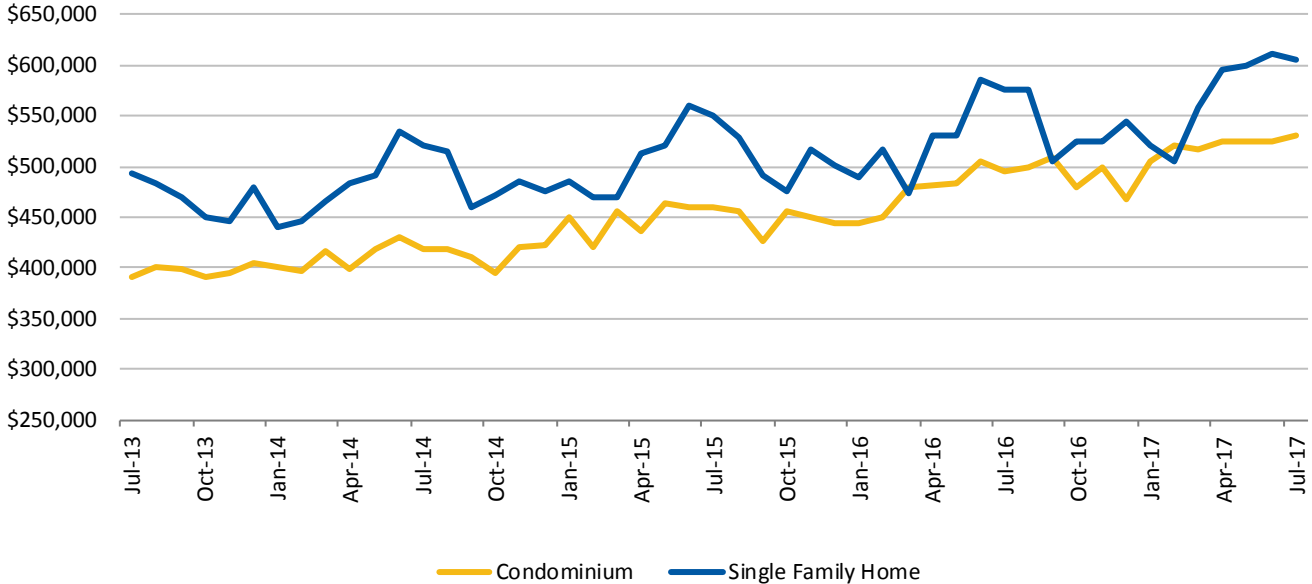
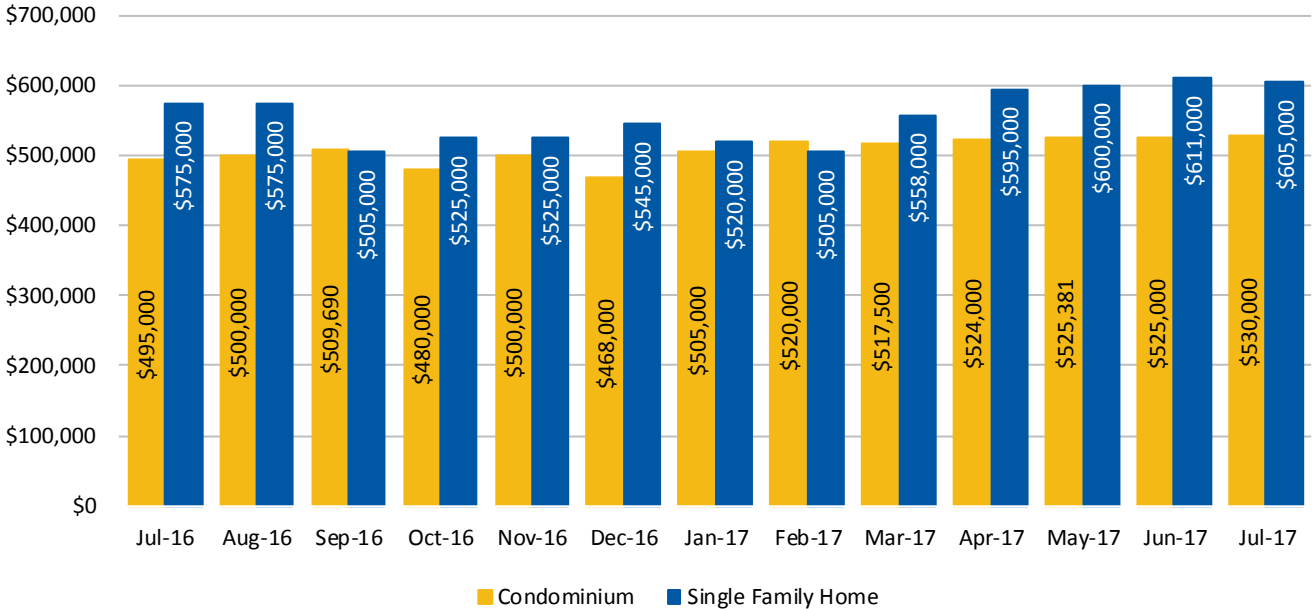
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,533	1,605	▼ -4.5%	1,931	▼ -20.6%	7,713	7,937	▼ -2.8%
CONDOMINIUMS	1,147	1,159	▼ -1.0%	1,367	▼ -16.1%	6,230	6,356	▼ -2.0%



MEDIAN SELLING PRICE

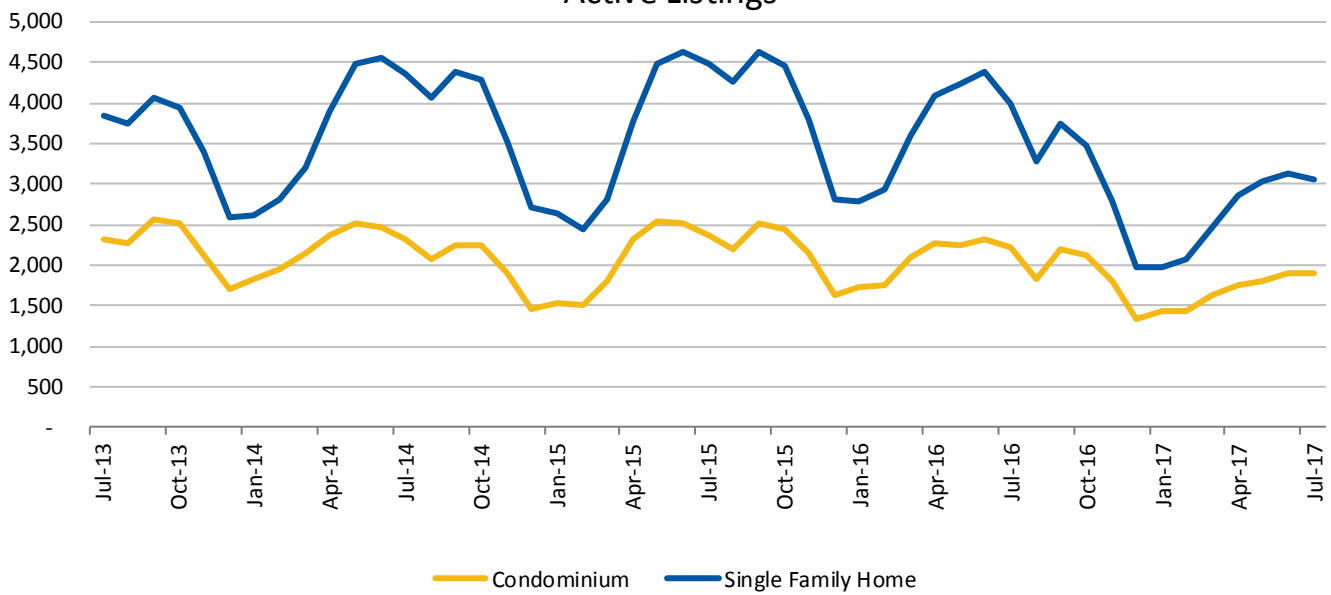
	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	\$605,000	\$575,000	▲ 5.2%	\$611,000	▼ -1.0%	\$585,000	\$540,000	▲ 8.3%
CONDOMINIUMS	\$530,000	\$495,000	▲ 7.1%	\$525,000	▲ 1.0%	\$524,000	\$483,750	▲ 8.3%



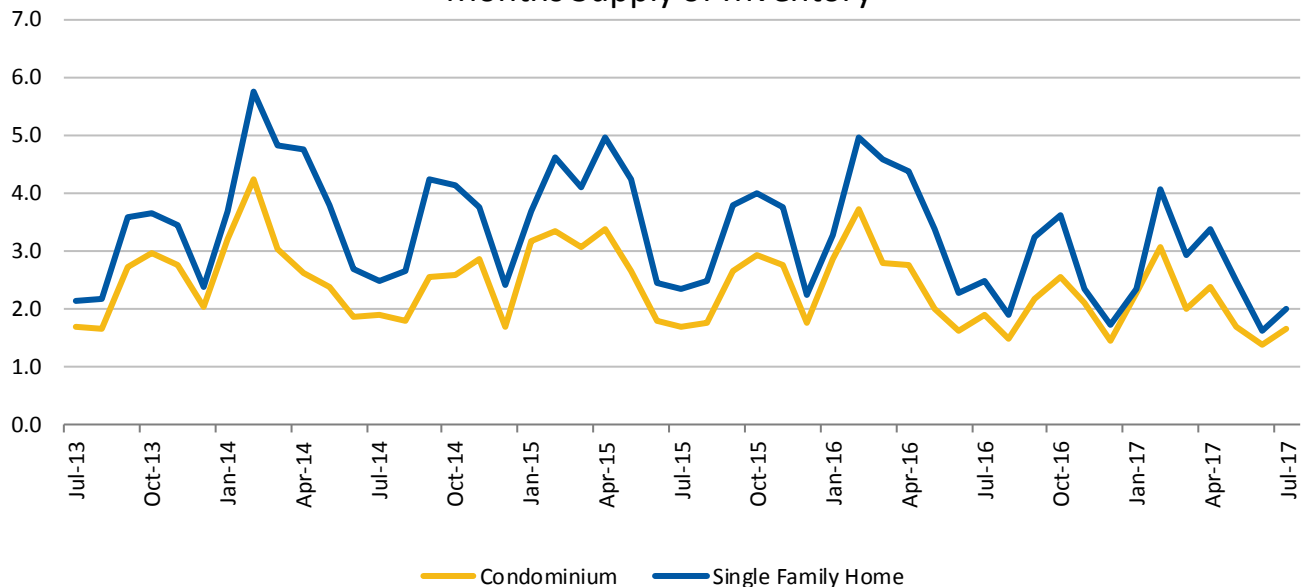
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jul 2017	Jul 2016	Change	Jun 2017	Change
SINGLE FAMILY HOMES	Active Listings	3,055	4,002	▼ -23.7%	3,136	▼ -2.6%
	Months Supply of Inventory	2.0	2.5	▼ -20.1%	1.6	▲ 22.8%
CONDOMINIUMS	Active Listings	1,912	2,218	▼ -13.8%	1,906	▲ 0.3%
	Months Supply of Inventory	1.7	1.9	▼ -12.6%	1.4	▲ 20.1%

Active Listings

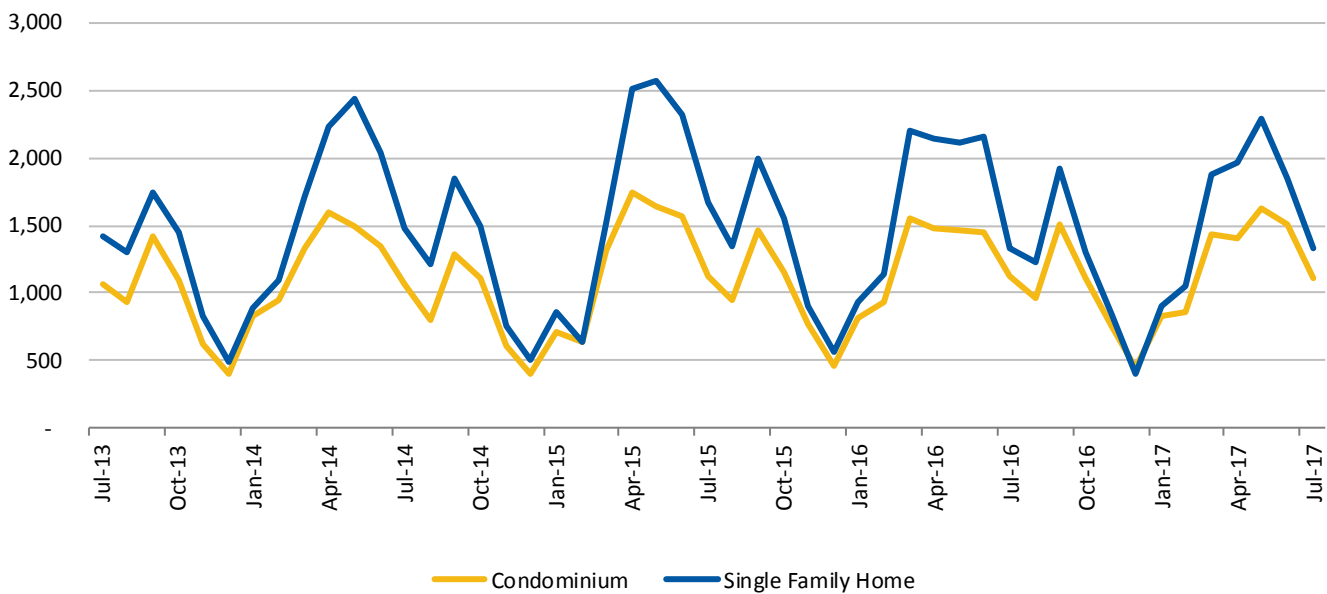
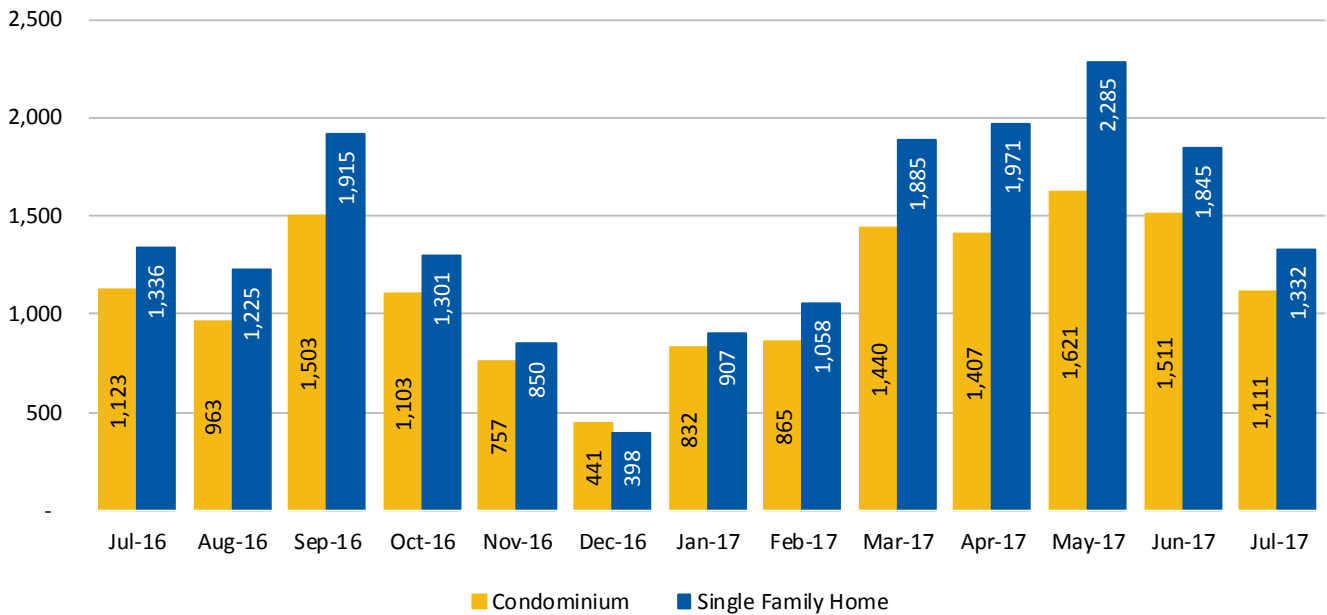


Months Supply of Inventory



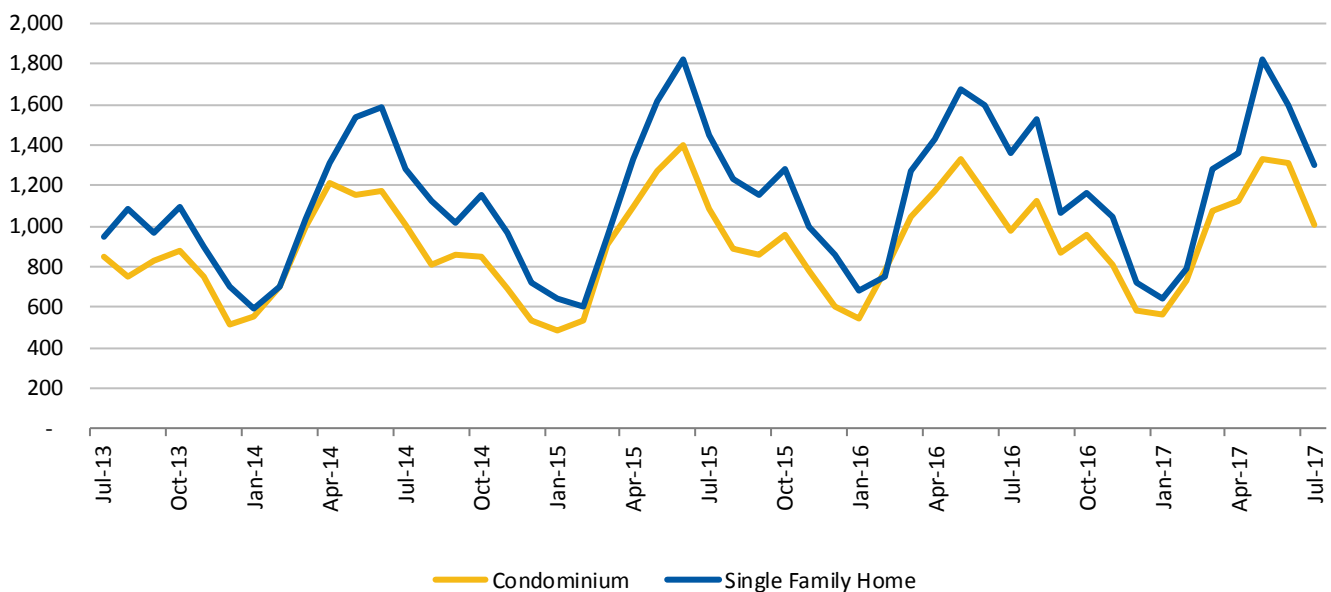
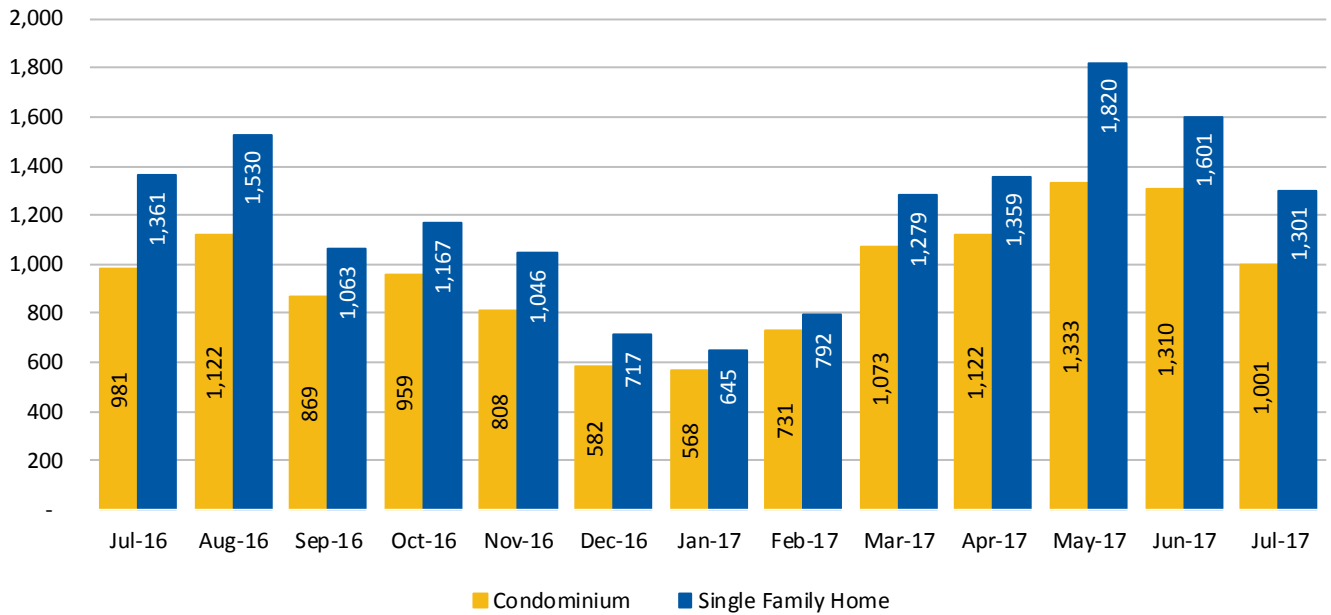
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,332	1,336	▼ -0.3%	1,845	▼ -27.8%	11,283	12,009	▼ -6.0%
CONDOMINIUMS	1,111	1,123	▼ -1.1%	1,511	▼ -26.5%	8,787	8,828	▼ -0.5%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,301	1,361	▼ -4.4%	1,601	▼ -18.7%	8,797	8,774	▲ 0.3%
CONDOMINIUMS	1,001	981	▲ 2.0%	1,310	▼ -23.6%	7,138	7,022	▲ 1.7%



CENTRAL MIDDLESEX REGION

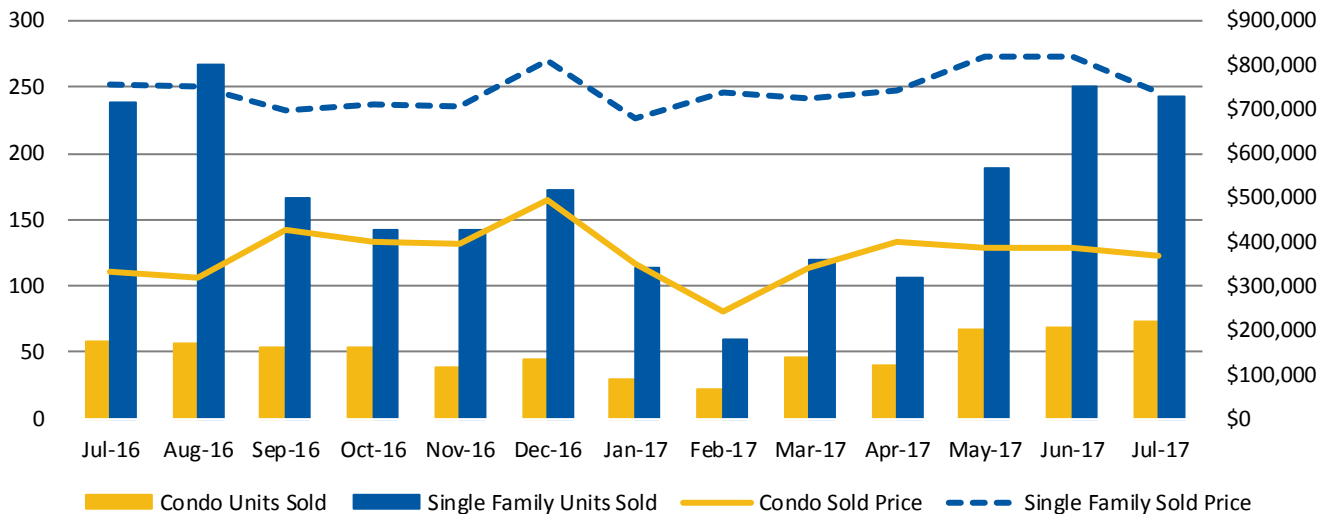
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$740,000	\$757,000	▼ -2.2%	\$819,000	▼ -9.6%	\$751,500	\$702,440	▲ 7.0%
Units Sold	243	238	▲ 2.1%	251	▼ -3.2%	1,082	1,168	▼ -7.4%
Active Listings	658	780	▼ -15.6%	697	▼ -5.6%	---	---	---
Months Supply of Inventory	2.7	3.3	▼ -17.4%	2.8	▼ -2.5%	---	---	---
New Listings	177	174	▲ 1.7%	311	▼ -43.1%	1,802	1,909	▼ -5.6%
Pending Sales	203	207	▼ -1.9%	235	▼ -13.6%	1,294	1,308	▼ -1.1%
Days to Off Market	50	77	▼ -35.1%	47	▲ 6.4%	51	67	▼ -23.9%
Sold to Original Price Ratio	98.4%	97.4%	▲ 1.0%	99.3%	▼ -0.9%	97.8%	97.0%	▲ 0.8%
Price per Square Foot	\$300	\$289	▲ 3.8%	\$316	▼ -4.9%	\$308	\$292	▲ 5.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$368,000	\$332,500	▲ 10.7%	\$384,200	▼ -4.2%	\$357,925	\$377,500	▼ -5.2%
Units Sold	73	58	▲ 25.9%	69	▲ 5.8%	346	376	▼ -8.0%
Active Listings	111	166	▼ -33.1%	114	▼ -2.6%	---	---	---
Months Supply of Inventory	1.5	2.9	▼ -46.9%	1.7	▼ -7.9%	---	---	---
New Listings	65	54	▲ 20.4%	78	▼ -16.7%	474	481	▼ -1.5%
Pending Sales	61	51	▲ 19.6%	69	▼ -11.6%	403	357	▲ 12.9%
Days to Off Market	41	47	▼ -12.8%	50	▼ -18.0%	54	56	▼ -3.6%
Sold to Original Price Ratio	99.1%	99.1%	▼ 0.0%	99.1%	▼ 0.0%	98.3%	99.6%	▼ -1.3%
Price per Square Foot	\$281	\$233	▲ 20.6%	\$262	▲ 7.2%	\$255	\$257	▼ -0.7%



EASTERN MIDDLESEX REGION

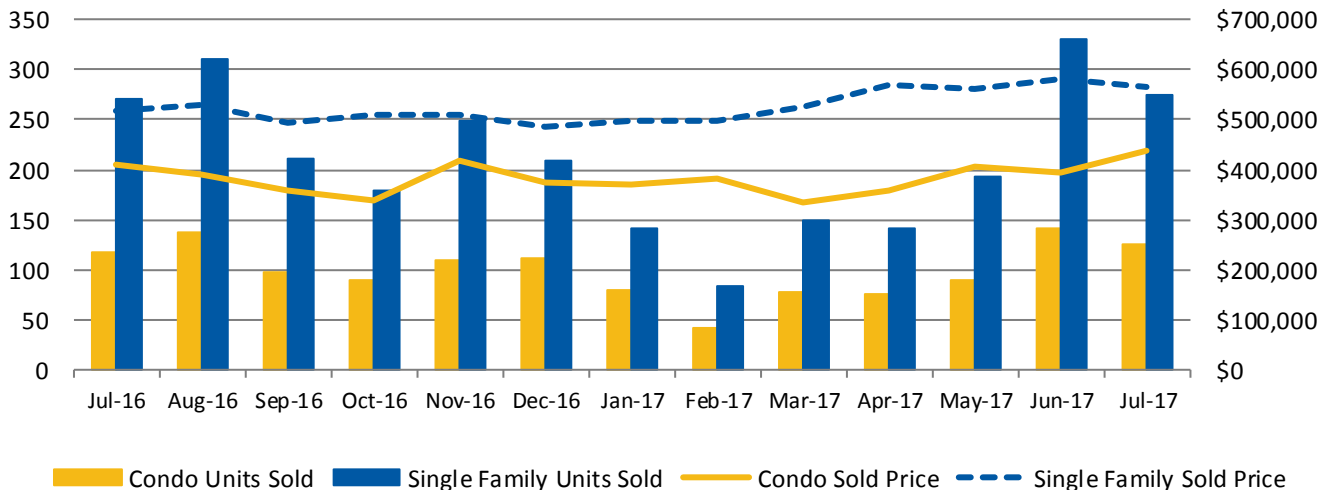
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$565,000	\$518,000	▲ 9.1%	\$582,188	▼ -3.0%	\$553,000	\$489,000	▲ 13.1%
Units Sold	274	271	▲ 1.1%	330	▼ -17.0%	1,314	1,403	▼ -6.3%
Active Listings	374	529	▼ -29.3%	406	▼ -7.9%	---	---	---
Months Supply of Inventory	1.4	2.0	▼ -30.3%	1.2	▲ 10.6%	---	---	---
New Listings	245	264	▼ -7.2%	343	▼ -28.6%	1,867	1,968	▼ -5.1%
Pending Sales	262	246	▲ 6.5%	318	▼ -17.6%	1,546	1,516	▲ 2.0%
Days to Off Market	35	44	▼ -20.5%	28	▲ 25.0%	34	46	▼ -26.1%
Sold to Original Price Ratio	102.2%	101.1%	▲ 1.0%	102.5%	▼ -0.3%	101.4%	100.1%	▲ 1.3%
Price per Square Foot	\$325	\$285	▲ 13.9%	\$315	▲ 2.9%	\$307	\$283	▲ 8.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$440,000	\$410,000	▲ 7.3%	\$395,000	▲ 11.4%	\$388,000	\$379,900	▲ 2.1%
Units Sold	125	117	▲ 6.8%	141	▼ -11.3%	629	603	▲ 4.3%
Active Listings	119	199	▼ -40.2%	151	▼ -21.2%	---	---	---
Months Supply of Inventory	1.0	1.7	▼ -44.1%	1.1	▼ -11.2%	---	---	---
New Listings	92	107	▼ -14.0%	133	▼ -30.8%	842	836	▲ 0.7%
Pending Sales	114	107	▲ 6.5%	130	▼ -12.3%	743	681	▲ 9.1%
Days to Off Market	35	42	▼ -16.7%	29	▲ 20.7%	28	41	▼ -31.7%
Sold to Original Price Ratio	102.4%	101.5%	▲ 0.9%	102.8%	▼ -0.4%	102.0%	101.0%	▲ 1.0%
Price per Square Foot	\$333	\$312	▲ 6.7%	\$333	▼ 0.0%	\$329	\$303	▲ 8.6%



METRO BOSTON REGION

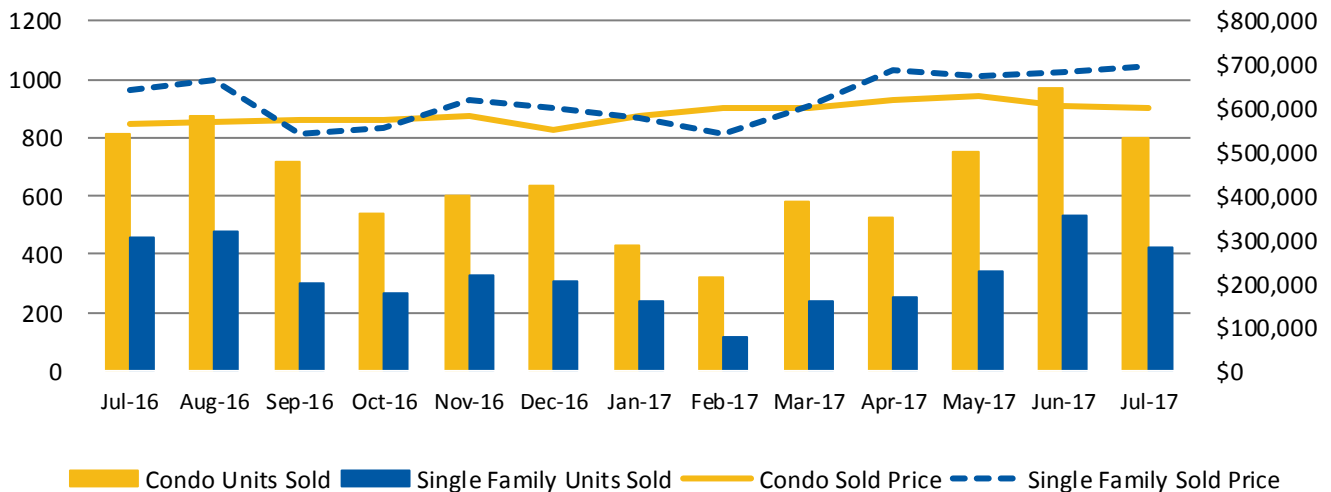
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$695,000	\$640,500	▲ 8.5%	\$684,250	▲ 1.6%	\$659,000	\$616,000	▲ 7.0%
Units Sold	425	454	▼ -6.4%	530	▼ -19.8%	2,138	2,130	▲ 0.4%
Active Listings	717	895	▼ -19.9%	712	▲ 0.7%	---	---	---
Months Supply of Inventory	1.7	2.0	▼ -14.2%	1.3	▲ 26.1%	---	---	---
New Listings	380	357	▲ 6.4%	504	▼ -24.6%	3,127	3,230	▼ -3.2%
Pending Sales	326	384	▼ -15.1%	446	▼ -26.9%	2,399	2,391	▲ 0.3%
Days to Off Market	37	47	▼ -21.3%	33	▲ 12.1%	36	45	▼ -20.0%
Sold to Original Price Ratio	101.1%	100.7%	▲ 0.4%	101.9%	▼ -0.7%	100.2%	99.5%	▲ 0.6%
Price per Square Foot	\$403	\$376	▲ 7.2%	\$405	▼ -0.5%	\$387	\$363	▲ 6.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$601,000	\$565,000	▲ 6.4%	\$607,000	▼ -1.0%	\$604,500	\$560,000	▲ 7.9%
Units Sold	801	812	▼ -1.4%	971	▼ -17.5%	4,372	4,456	▼ -1.9%
Active Listings	1,378	1,467	▼ -6.1%	1,361	▲ 1.2%	---	---	---
Months Supply of Inventory	1.7	1.8	▼ -5.0%	1.4	▲ 22.9%	---	---	---
New Listings	782	794	▼ -1.5%	1,126	▼ -30.6%	6,323	6,307	▲ 0.3%
Pending Sales	684	676	▲ 1.2%	968	▼ -29.3%	5,008	4,982	▲ 0.5%
Days to Off Market	36	42	▼ -14.3%	30	▲ 20.0%	33	37	▼ -10.8%
Sold to Original Price Ratio	102.2%	102.3%	▼ 0.0%	103.1%	▼ -0.8%	101.4%	101.1%	▲ 0.3%
Price per Square Foot	\$629	\$592	▲ 6.2%	\$654	▼ -3.8%	\$627	\$577	▲ 8.7%



METRO WEST REGION

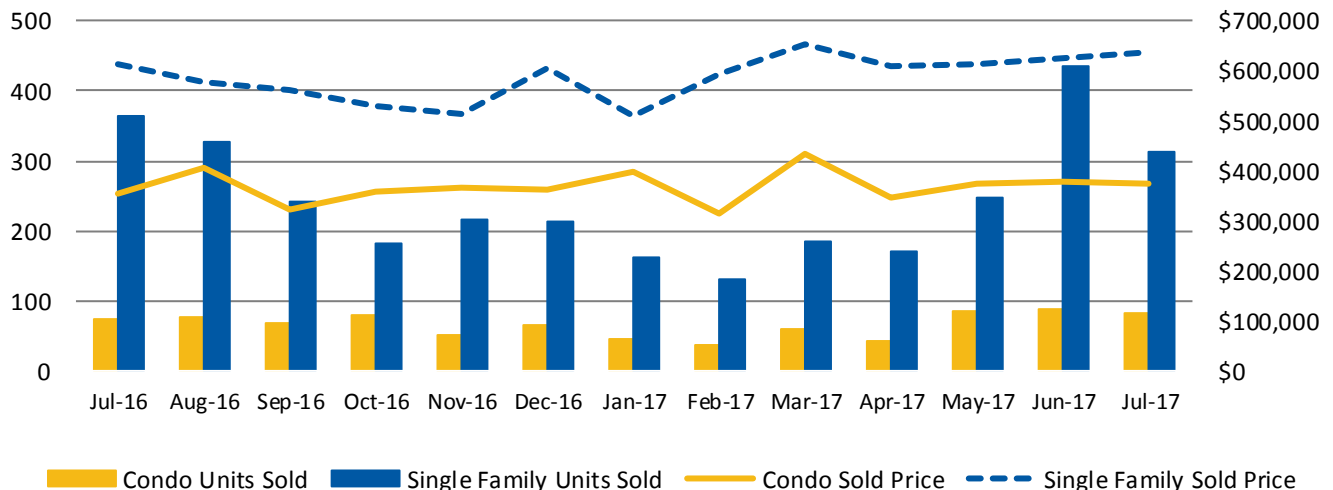
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$636,188	\$615,250	▲ 3.4%	\$625,000	▲ 1.8%	\$615,000	\$593,000	▲ 3.7%
Units Sold	314	364	▼ -13.7%	434	▼ -27.6%	1,643	1,633	▲ 0.6%
Active Listings	665	950	▼ -30.0%	682	▼ -2.5%	---	---	---
Months Supply of Inventory	2.1	2.6	▼ -18.8%	1.6	▲ 35.0%	---	---	---
New Listings	240	263	▼ -8.7%	360	▼ -33.3%	2,344	2,583	▼ -9.3%
Pending Sales	238	263	▼ -9.5%	320	▼ -25.6%	1,857	1,805	▲ 2.9%
Days to Off Market	53	63	▼ -15.9%	42	▲ 26.2%	50	59	▼ -15.3%
Sold to Original Price Ratio	99.8%	98.8%	▲ 1.0%	99.4%	▲ 0.5%	98.3%	97.5%	▲ 0.8%
Price per Square Foot	\$297	\$286	▲ 3.9%	\$304	▼ -2.2%	\$293	\$281	▲ 4.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$373,000	\$354,000	▲ 5.4%	\$379,500	▼ -1.7%	\$377,000	\$347,000	▲ 8.6%
Units Sold	81	75	▲ 8.0%	88	▼ -8.0%	441	476	▼ -7.4%
Active Listings	145	177	▼ -18.1%	144	▲ 0.7%	---	---	---
Months Supply of Inventory	1.8	2.4	▼ -24.2%	1.6	▲ 9.1%	---	---	---
New Listings	82	70	▲ 17.1%	100	▼ -18.0%	569	594	▼ -4.2%
Pending Sales	78	58	▲ 34.5%	76	▲ 2.6%	483	519	▼ -6.9%
Days to Off Market	34	43	▼ -20.9%	44	▼ -22.7%	42	56	▼ -25.0%
Sold to Original Price Ratio	100.2%	99.7%	▲ 0.6%	100.6%	▼ -0.3%	100.1%	98.8%	▲ 1.3%
Price per Square Foot	\$258	\$232	▲ 11.1%	\$268	▼ -3.6%	\$259	\$247	▲ 5.0%



SOUTHERN NORFOLK REGION

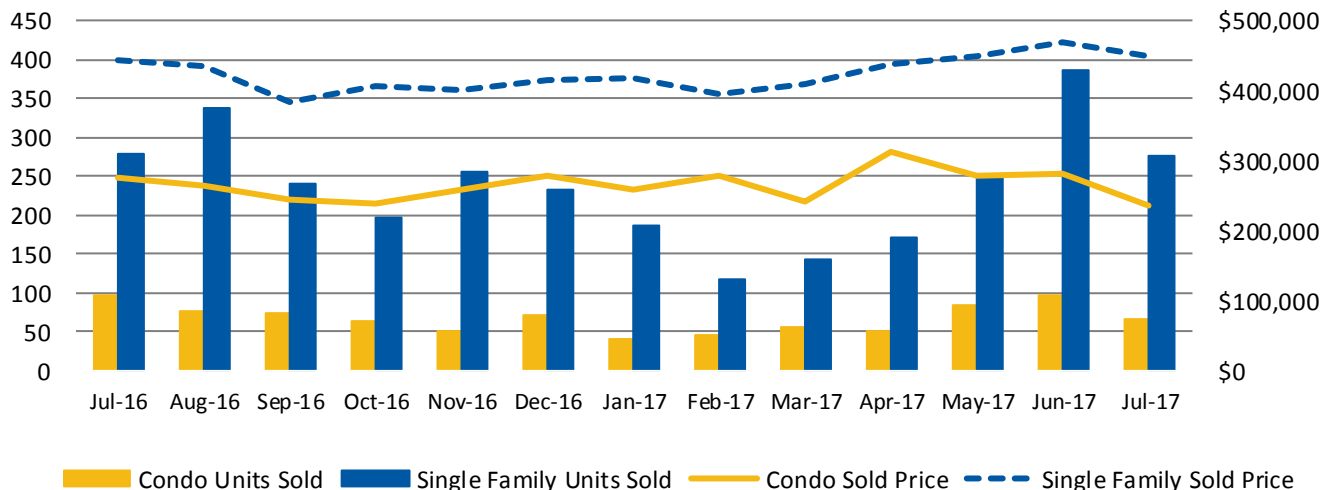
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$450,000	\$442,500	▲ 1.7%	\$470,500	▼ -4.4%	\$442,400	\$425,000	▲ 4.1%
Units Sold	277	278	▼ -0.4%	386	▼ -28.2%	1,536	1,603	▼ -4.2%
Active Listings	641	848	▼ -24.4%	639	▲ 0.3%	---	---	---
Months Supply of Inventory	2.3	3.1	▼ -24.3%	1.7	▲ 39.2%	---	---	---
New Listings	290	278	▲ 4.3%	327	▼ -11.3%	2,143	2,319	▼ -7.6%
Pending Sales	272	261	▲ 4.2%	282	▼ -3.5%	1,701	1,754	▼ -3.0%
Days to Off Market	45	57	▼ -21.1%	42	▲ 7.1%	48	63	▼ -23.8%
Sold to Original Price Ratio	98.5%	99.0%	▼ -0.5%	99.3%	▼ -0.7%	98.2%	97.8%	▲ 0.5%
Price per Square Foot	\$252	\$228	▲ 10.4%	\$247	▲ 2.1%	\$242	\$225	▲ 7.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$237,000	\$275,000	▼ -13.8%	\$281,500	▼ -15.8%	\$264,950	\$258,900	▲ 2.3%
Units Sold	67	97	▼ -30.9%	98	▼ -31.6%	442	445	▼ -0.7%
Active Listings	159	209	▼ -23.9%	136	▲ 16.9%	---	---	---
Months Supply of Inventory	2.4	2.2	▲ 10.2%	1.4	▲ 70.5%	---	---	---
New Listings	90	98	▼ -8.2%	74	▲ 21.6%	579	610	▼ -5.1%
Pending Sales	64	89	▼ -28.1%	67	▼ -4.5%	501	483	▲ 3.7%
Days to Off Market	41	55	▼ -25.5%	44	▼ -6.8%	48	58	▼ -17.2%
Sold to Original Price Ratio	98.9%	98.7%	▲ 0.2%	99.8%	▼ -0.8%	98.9%	97.6%	▲ 1.4%
Price per Square Foot	\$210	\$193	▲ 9.1%	\$204	▲ 3.2%	\$210	\$197	▲ 6.5%



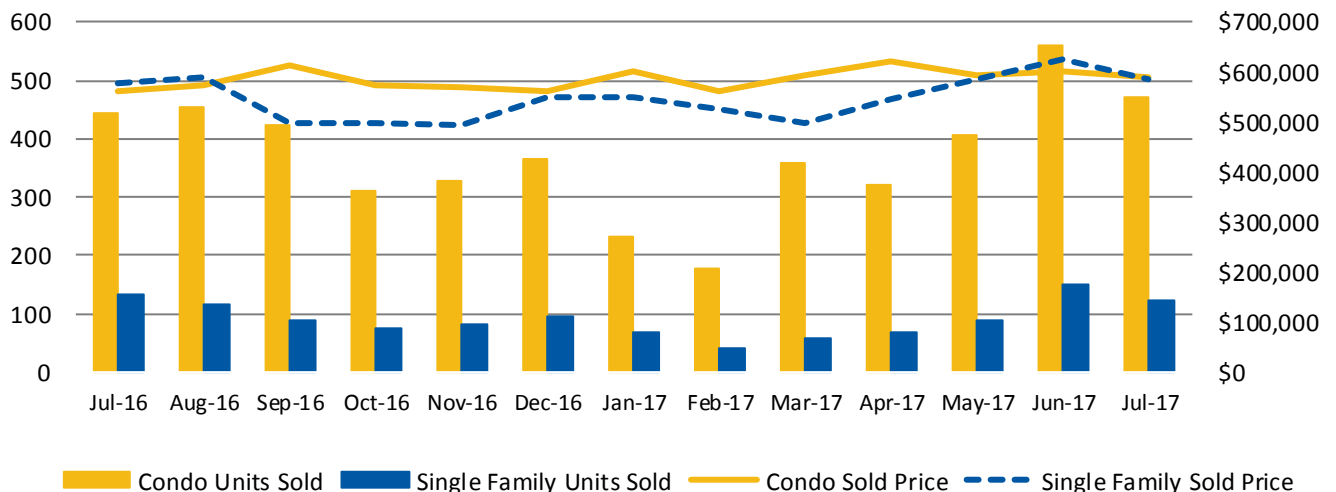
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$585,000	\$577,000	▲ 1.4%	\$626,800	▼ -6.7%	\$585,000	\$533,500	▲ 9.7%
Units Sold	121	134	▼ -9.7%	149	▼ -18.8%	593	582	▲ 1.9%
Active Listings	220	258	▼ -14.7%	209	▲ 5.3%	---	---	---
Months Supply of Inventory	1.8	1.9	▼ -5.6%	1.4	▲ 29.6%	---	---	---
New Listings	107	93	▲ 15.1%	153	▼ -30.1%	870	890	▼ -2.2%
Pending Sales	84	117	▼ -28.2%	129	▼ -34.9%	658	657	▲ 0.2%
Days to Off Market	38	52	▼ -26.9%	28	▲ 35.7%	39	49	▼ -20.7%
Sold to Original Price Ratio	100.5%	100.2%	▲ 0.3%	101.4%	▼ -0.8%	99.3%	99.1%	▲ 0.2%
Price per Square Foot	\$417	\$371	▲ 12.2%	\$419	▼ -0.5%	\$398	\$366	▲ 8.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$589,000	\$560,500	▲ 5.1%	\$601,750	▼ -2.1%	\$599,000	\$569,000	▲ 5.3%
Units Sold	470	444	▲ 5.9%	560	▼ -16.1%	2,525	2,463	▲ 2.5%
Active Listings	935	890	▲ 5.1%	942	▼ -0.7%	---	---	---
Months Supply of Inventory	2.0	2.0	▼ -0.8%	1.7	▲ 18.3%	---	---	---
New Listings	461	425	▲ 8.5%	690	▼ -33.2%	3,852	3,496	▲ 10.2%
Pending Sales	411	348	▲ 18.1%	577	▼ -28.8%	2,974	2,749	▲ 8.2%
Days to Off Market	39	46	▼ -15.2%	35	▲ 11.4%	37	40	▼ -8.6%
Sold to Original Price Ratio	101.1%	101.2%	▼ 0.0%	102.2%	▼ -1.1%	100.7%	100.1%	▲ 0.5%
Price per Square Foot	\$694	\$666	▲ 4.2%	\$738	▼ -6.0%	\$709	\$659	▲ 7.6%



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		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change	
Median Selling Price	\$654,000	\$577,000	▲ 13.3%	\$630,000	▲ 3.8%	\$612,000	\$550,000	▲ 11.3%	
Units Sold	147	158	▼ -7.0%	179	▼ -17.9%	807	864	▼ -6.6%	
Active Listings	219	437	▼ -49.9%	239	▼ -8.4%	---	---	---	
Months Supply of Inventory	1.5	2.8	▼ -46.2%	1.3	▲ 11.2%	---	---	---	
New Listings	146	195	▼ -25.1%	228	▼ -36.0%	1,207	1,292	▼ -6.6%	
Pending Sales	143	137	▲ 4.4%	177	▼ -19.2%	923	909	▲ 1.5%	
Days to Off Market	42	41	▲ 2.4%	26	▲ 61.5%	31	50	▼ -37.8%	
Sold to Original Price Ratio	102.9%	100.5%	▲ 2.4%	102.9%	▼ 0.0%	101.6%	99.7%	▲ 1.9%	
Price per Square Foot	\$292	\$255	▲ 14.5%	\$271	▲ 7.6%	\$277	\$240	▲ 15.1%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$797,500	\$658,050	▲ 21.2%	\$775,000	▲ 2.9%	\$715,000	\$609,500	▲ 17.3%
Units Sold	44	46	▼ -4.3%	53	▼ -17.0%	300	304	▼ -1.3%
Active Listings	97	184	▼ -47.3%	93	▲ 4.3%	---	---	---
Months Supply of Inventory	2.2	4.0	▼ -45.0%	1.8	▲ 25.7%	---	---	---
New Listings	80	63	▲ 27.0%	70	▲ 14.3%	457	481	▼ -5.0%
Pending Sales	62	59	▲ 5.1%	49	▲ 26.5%	342	307	▲ 11.4%
Days to Off Market	32	42	▼ -23.8%	33	▼ -3.0%	35	52	▼ -33.3%
Sold to Original Price Ratio	103.6%	100.2%	▲ 3.4%	101.3%	▲ 2.3%	100.0%	98.0%	▲ 2.0%
Price per Square Foot	\$295	\$235	▲ 25.6%	\$253	▲ 16.5%	\$254	\$225	▲ 13.0%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$1,655,900	\$1,550,000	▲ 6.8%	\$997,500	▲ 66.0%	\$805,000	\$903,000	▼ -10.9%
Units Sold	2	6	▼ -66.7%	6	▼ -66.7%	34	42	▼ -19.0%
Active Listings	17	35	▼ -51.4%	15	▲ 13.3%	---	---	---
Months Supply of Inventory	8.5	5.8	▲ 45.8%	2.5	▲ 240.0%	---	---	---
New Listings	5	12	▼ -58.3%	7	▼ -28.6%	58	80	▼ -27.5%
Pending Sales	2	8	▼ -75.0%	6	▼ -66.7%	31	45	▼ -31.1%
Days to Off Market	28	56	▼ -50.0%	46	▼ -39.1%	44	82	▼ -46.0%
Sold to Original Price Ratio	119.0%	93.2%	▲ 27.7%	96.0%	▲ 24.0%	99.9%	93.9%	▲ 6.3%
Price per Square Foot	\$407	\$366	▲ 11.4%	\$206	▲ 98.2%	\$249	\$319	▼ -21.9%

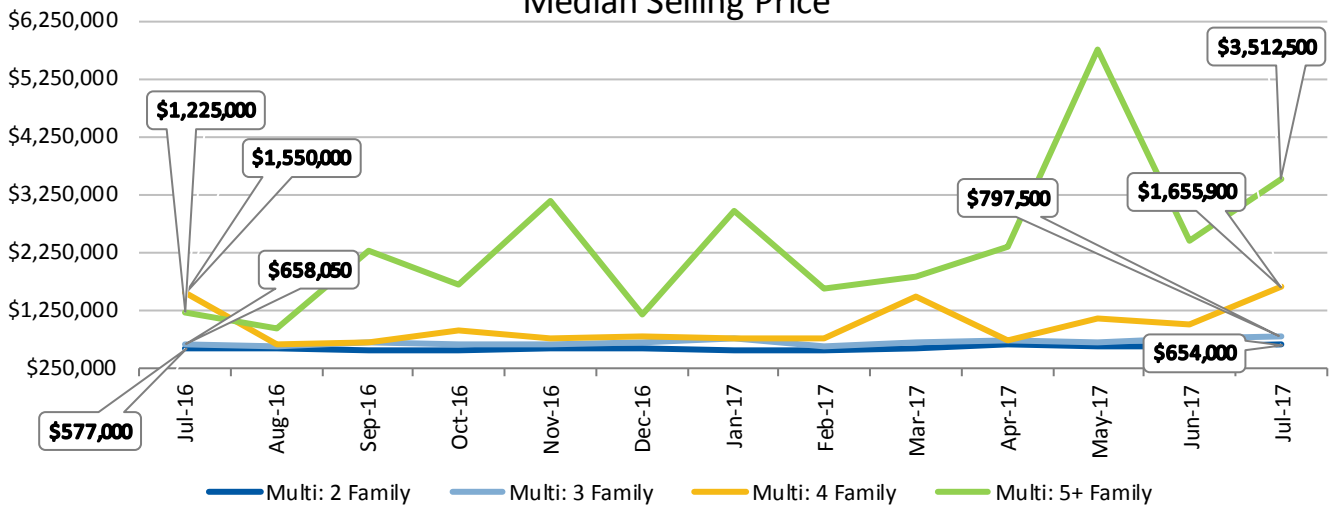
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

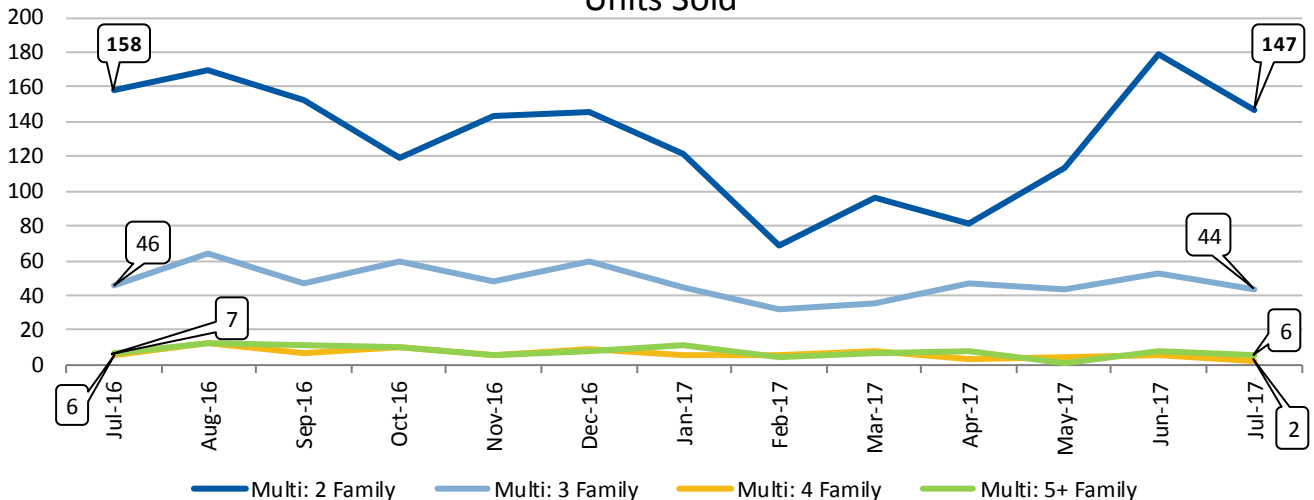
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jul 2017	Jul 2016	Change	Jun 2017	Change	2017	2016	Change
Median Selling Price	\$3,512,500	\$1,225,000	▲ 186.7%	\$2,450,000	▲ 43.4%	\$2,450,000	\$1,262,500	▲ 94.1%
Units Sold	6	7	▼ -14.3%	8	▼ -25.0%	45	52	▼ -13.5%
Active Listings	32	55	▼ -41.8%	30	▲ 6.7%	---	---	---
Months Supply of Inventory	5.3	7.9	▼ -32.2%	3.8	▲ 42.1%	---	---	---
New Listings	11	23	▼ -52.2%	16	▼ -31.3%	84	115	▼ -27.0%
Pending Sales	9	9	▬ 0.0%	14	▼ -35.7%	57	62	▼ -8.1%
Days to Off Market	48	54	▼ -11.1%	51	▼ -5.9%	54	74	▼ -27.3%
Sold to Original Price Ratio	102.0%	98.4%	▲ 3.6%	94.5%	▲ 7.9%	95.5%	94.0%	▲ 1.6%
Price per Square Foot	\$600	\$290	▲ 106.7%	\$617	▼ -2.9%	\$459	\$326	▲ 40.9%

Median Selling Price

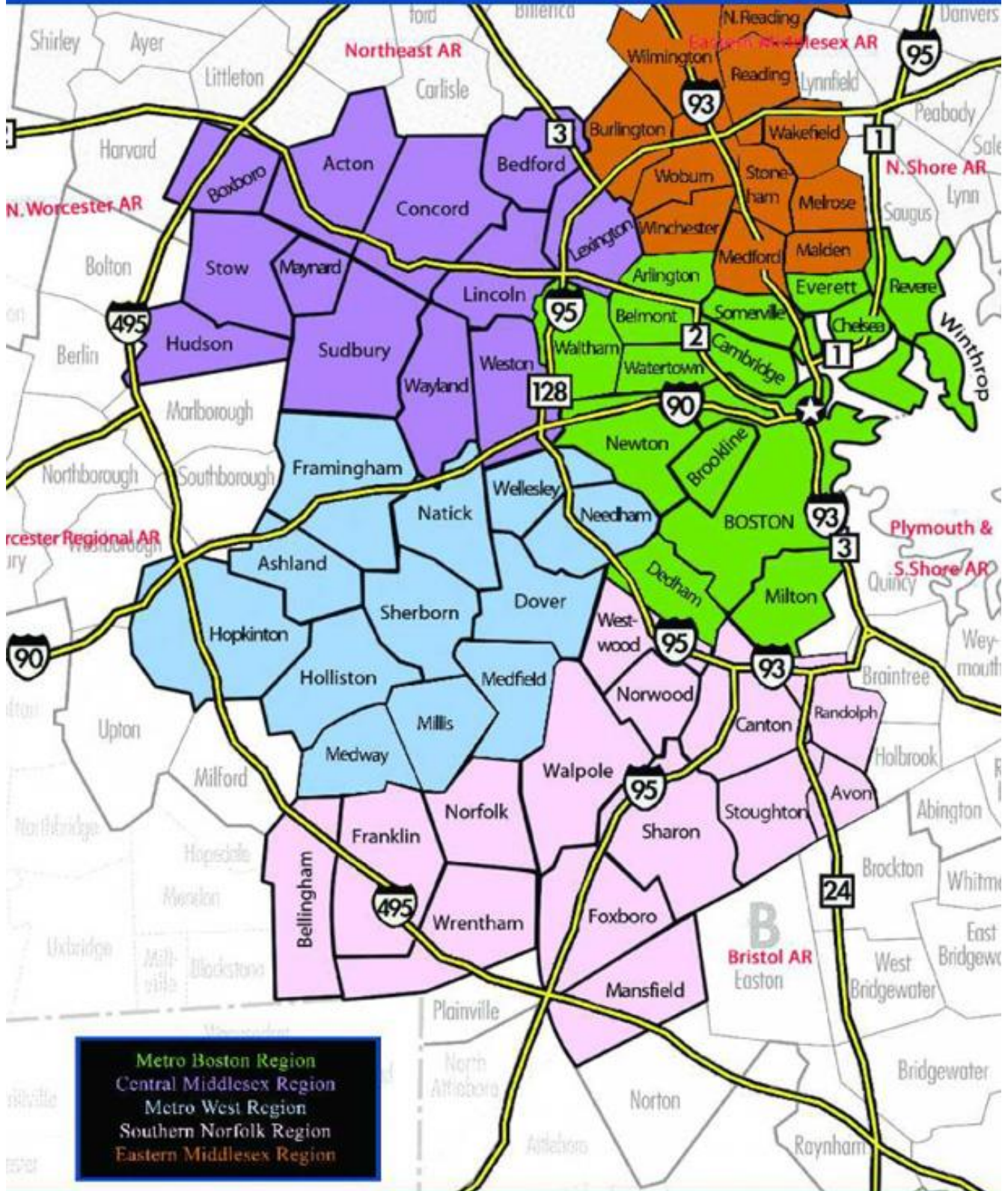


Units Sold



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.