

MONTHLY MARKET INSIGHT REPORT

JULY 2018

Detached Single-Family Homes

The 1,651 homes sold in July 2018 was the fifth highest sales total for the month and was a 5.7 percent increase from the July 2017 sales total of 1,560 homes sold in 2017. Additionally, the median sales price increased 7.7 percent to a new record price for Greater Boston for the month of July of \$647,680, up from the \$601,500 price in July 2017.

Condominiums

With 1,250 condos sold in July, it was the fifth most active July on record in Greater Boston, as the market experienced a 7.0 percent increase in sales volume from the 1,168 sold in July 2017. The median sales price of condos increased 13.2 percent from \$530,000 in July 2017 to \$600,000 this year. This is a new record-high price for the month.

Multi-Family Homes

This month, 243 multi-family homes were sold in Greater Boston, which is a 19.1 percent increase from the 204 multi-family homes sold in July 2017. Notably, the two-family home market experienced a 7.7 percent increase in median sales price from \$650,000 in July 2017 to \$700,000 this year, while 20 more homes were sold this year.



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Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 8/12/2018

GREATER BOSTON MARKET SUMMARY

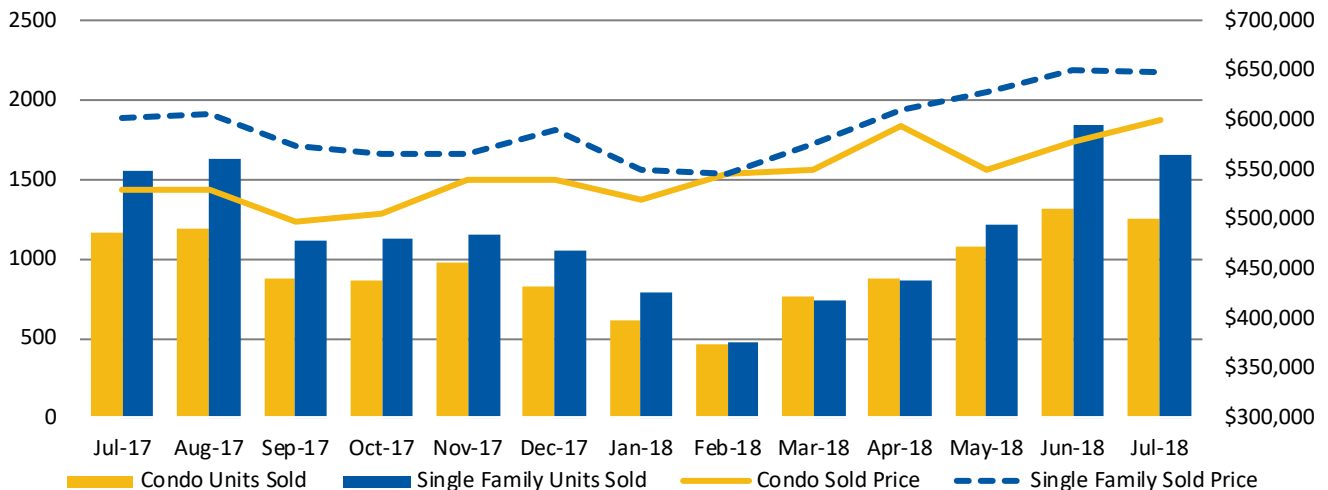
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$647,680 | \$601,500 | ▲ 7.7% | \$650,000 | ▼ -0.4% | \$619,900 | \$580,000 | ▲ 6.9% |
| Units Sold | 1,651 | 1,560 | ▲ 5.8% | 1,847 | ▼ -10.6% | 7,594 | 7,792 | ▼ -2.5% |
| Active Listings | 2,770 | 3,011 | ▼ -8.0% | 3,155 | ▼ -12.2% | --- | --- | --- |
| Months Supply of Inventory | 1.7 | 1.9 | ▼ -10.5% | 1.7 | ▬ 0.0% | --- | --- | --- |
| New Listings | 1,373 | 1,329 | ▲ 3.3% | 1,963 | ▼ -30.1% | 11,516 | 11,294 | ▲ 2.0% |
| Pending Sales | 1,358 | 1,243 | ▲ 9.3% | 1,641 | ▼ -17.2% | 8,627 | 8,630 | ▼ 0.0% |
| Days to Off Market | 40 | 42 | ▼ -4.8% | 33 | ▲ 21.2% | 38 | 43 | ▼ -12.6% |
| Sold to Original Price Ratio | 100.7% | 100.1% | ▲ 0.5% | 101.0% | ▼ -0.4% | 100.1% | 99.3% | ▲ 0.8% |
| Price per Square Foot | \$339 | \$322 | ▲ 5.2% | \$343 | ▼ -1.2% | \$332 | \$312 | ▲ 6.6% |

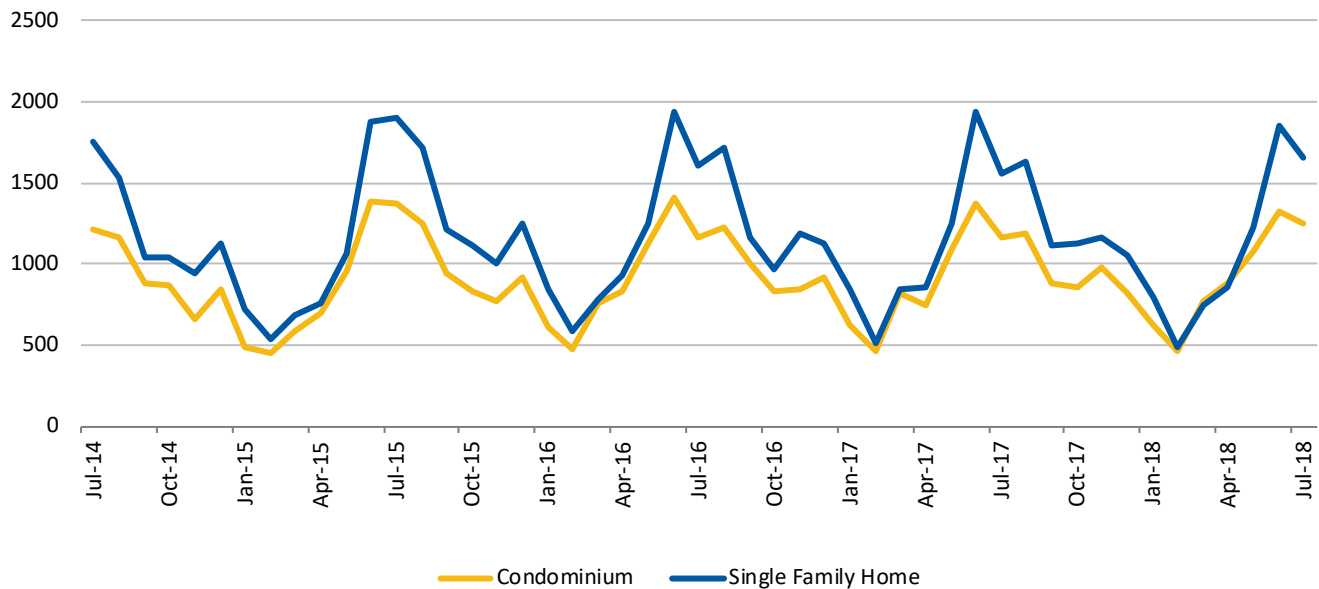
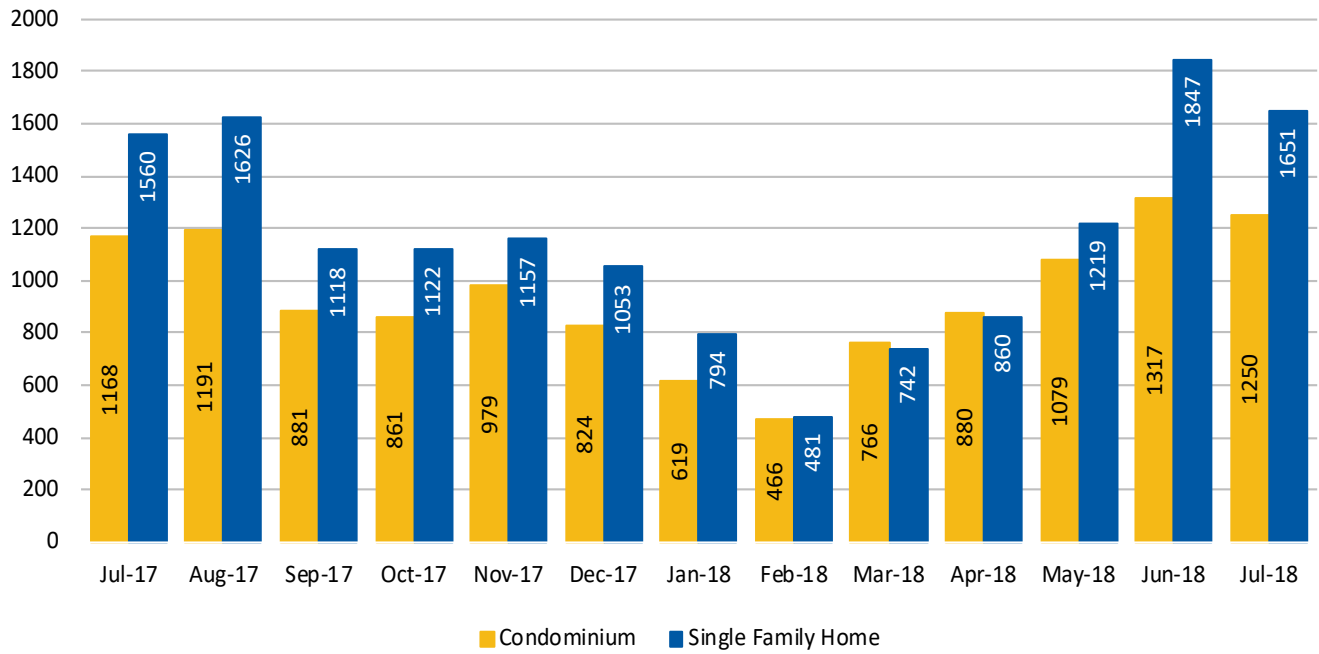
Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$600,000 | \$530,000 | ▲ 13.2% | \$578,835 | ▲ 3.7% | \$569,000 | \$520,000 | ▲ 9.4% |
| Units Sold | 1,250 | 1,168 | ▲ 7.0% | 1,317 | ▼ -5.1% | 6,377 | 6,287 | ▲ 1.4% |
| Active Listings | 1,723 | 1,923 | ▼ -10.4% | 2,094 | ▼ -17.7% | --- | --- | --- |
| Months Supply of Inventory | 1.4 | 1.6 | ▼ -12.5% | 1.6 | ▼ -12.5% | --- | --- | --- |
| New Listings | 1,021 | 1,107 | ▼ -7.8% | 1,476 | ▼ -30.8% | 8,909 | 8,784 | ▲ 1.4% |
| Pending Sales | 1,077 | 962 | ▲ 12.0% | 1,218 | ▼ -11.6% | 7,042 | 7,019 | ▲ 0.3% |
| Days to Off Market | 39 | 35 | ▲ 11.4% | 29 | ▲ 34.5% | 34 | 35 | ▼ -1.7% |
| Sold to Original Price Ratio | 101.3% | 101.7% | ▼ -0.4% | 101.8% | ▼ -0.5% | 101.1% | 101.0% | ▲ 0.1% |
| Price per Square Foot | \$581 | \$521 | ▲ 11.3% | \$579 | ▲ 0.2% | \$563 | \$519 | ▲ 8.5% |



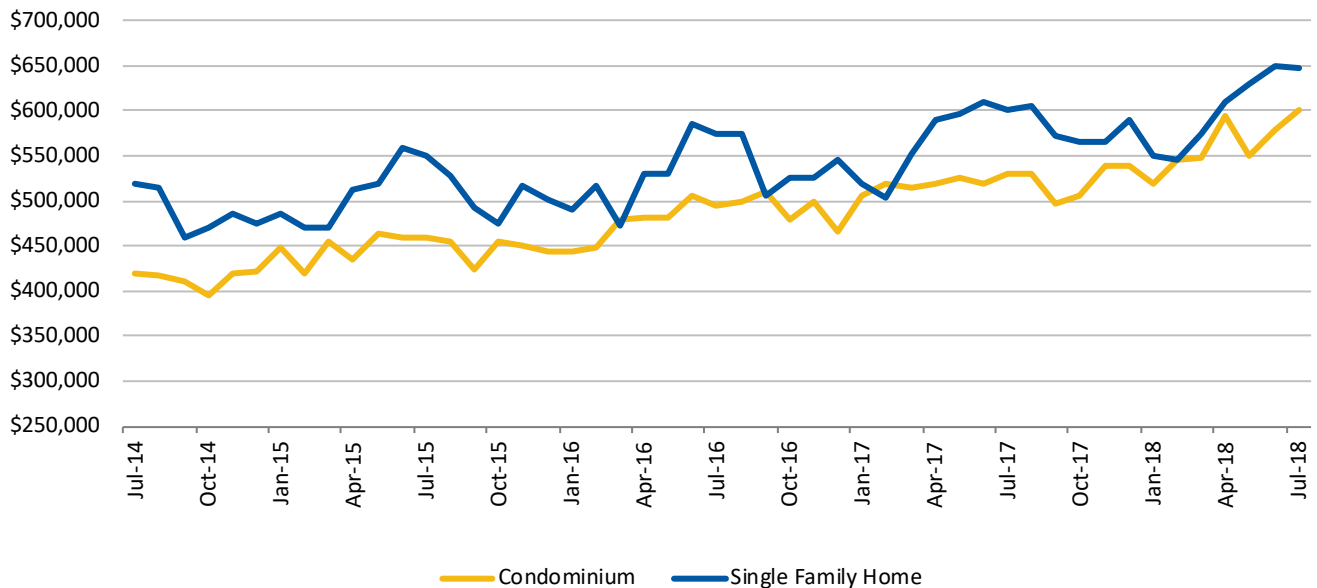
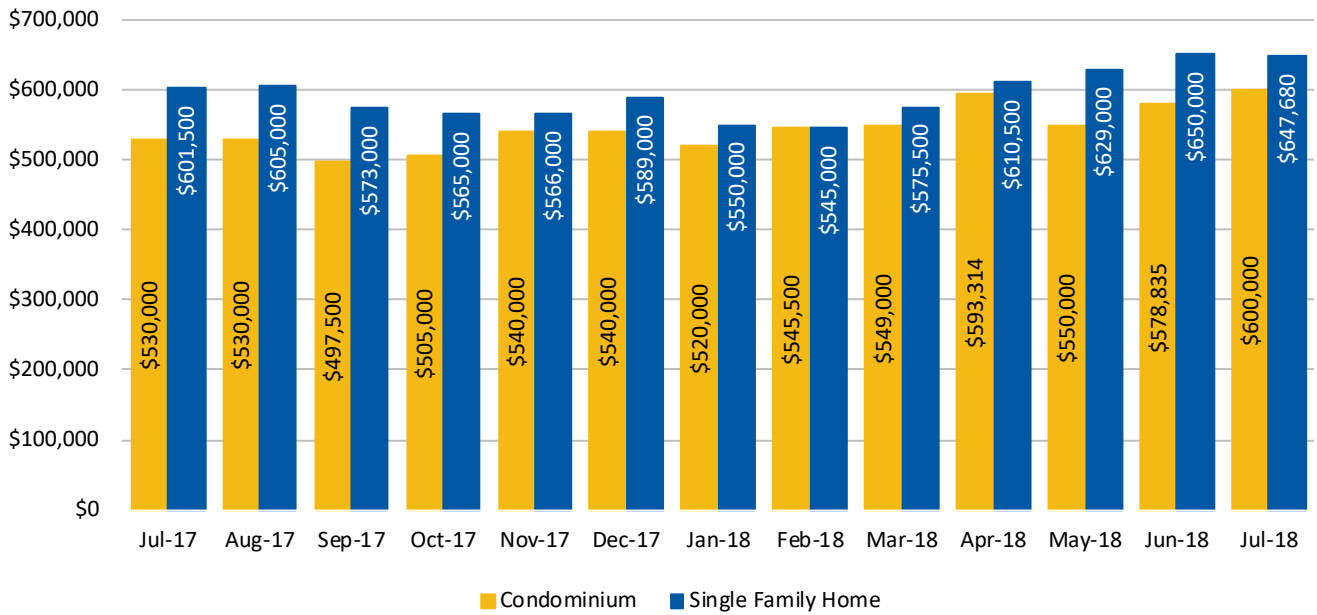
UNITS SOLD

| | Year over Year | | | Month over Month | | Year to Date | | |
|----------------------------|----------------|----------|--------|------------------|----------|--------------|-------|---------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| SINGLE FAMILY HOMES | 1,651 | 1,560 | ▲ 5.8% | 1,847 | ▼ -10.6% | 7,594 | 7,792 | ▼ -2.5% |
| CONDOMINIUMS | 1,250 | 1,168 | ▲ 7.0% | 1,317 | ▼ -5.1% | 6,377 | 6,287 | ▲ 1.4% |



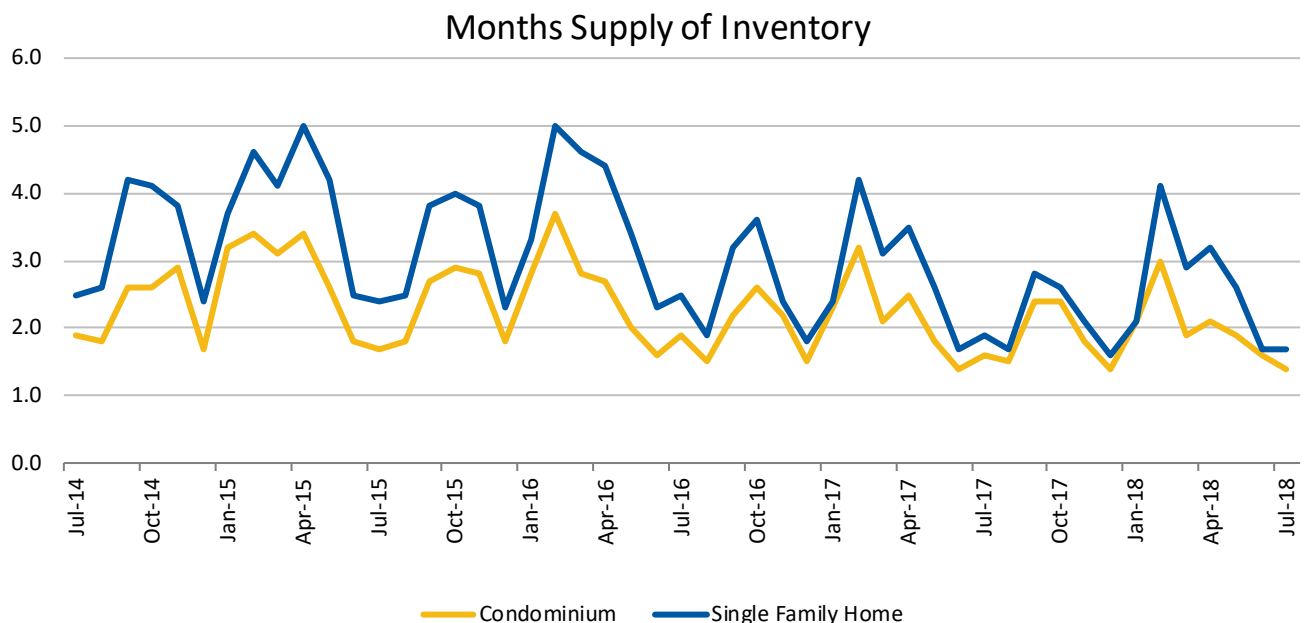
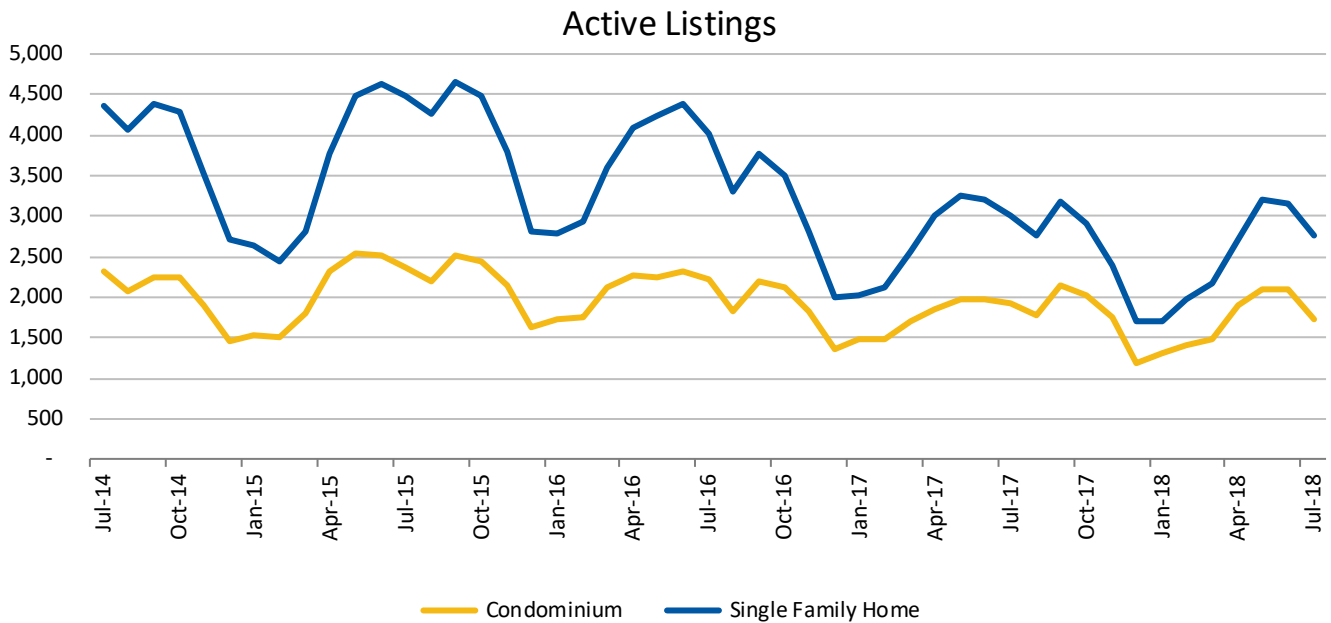
MEDIAN SELLING PRICE

| | Year over Year | | | Month over Month | | Year to Date | | |
|----------------------------|------------------|-----------|---------|------------------|---------|------------------|-----------|--------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| SINGLE FAMILY HOMES | \$647,680 | \$601,500 | ▲ 7.7% | \$650,000 | ▼ -0.4% | \$619,900 | \$580,000 | ▲ 6.9% |
| CONDOMINIUMS | \$600,000 | \$530,000 | ▲ 13.2% | \$578,835 | ▲ 3.7% | \$569,000 | \$520,000 | ▲ 9.4% |



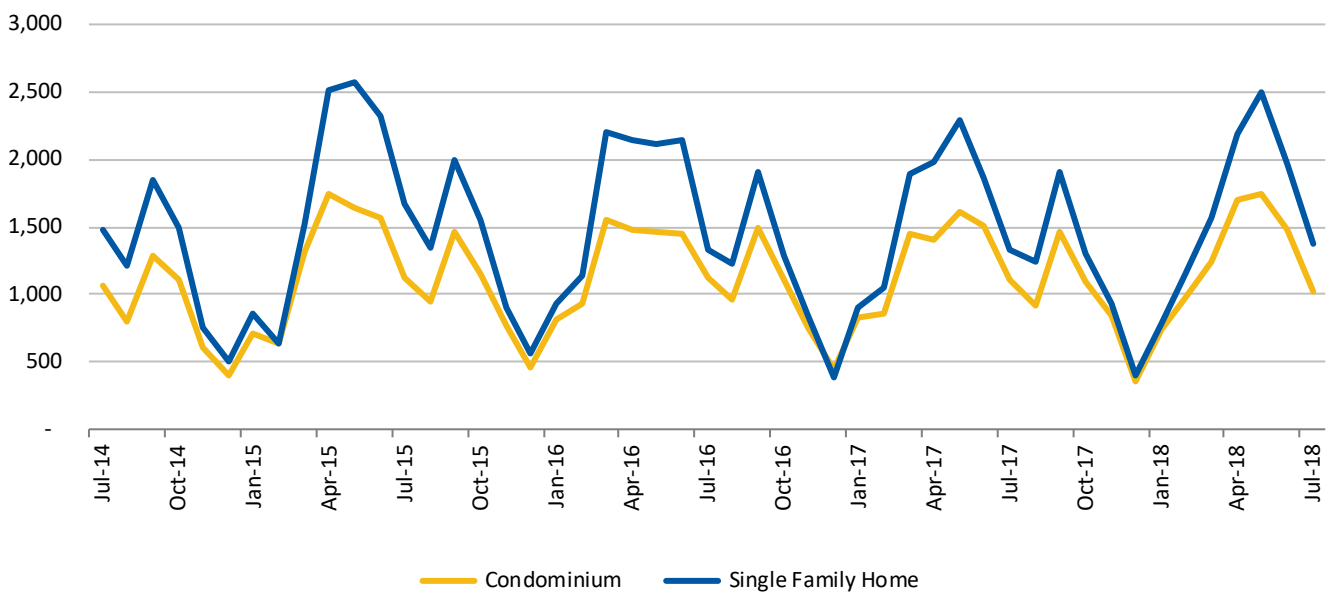
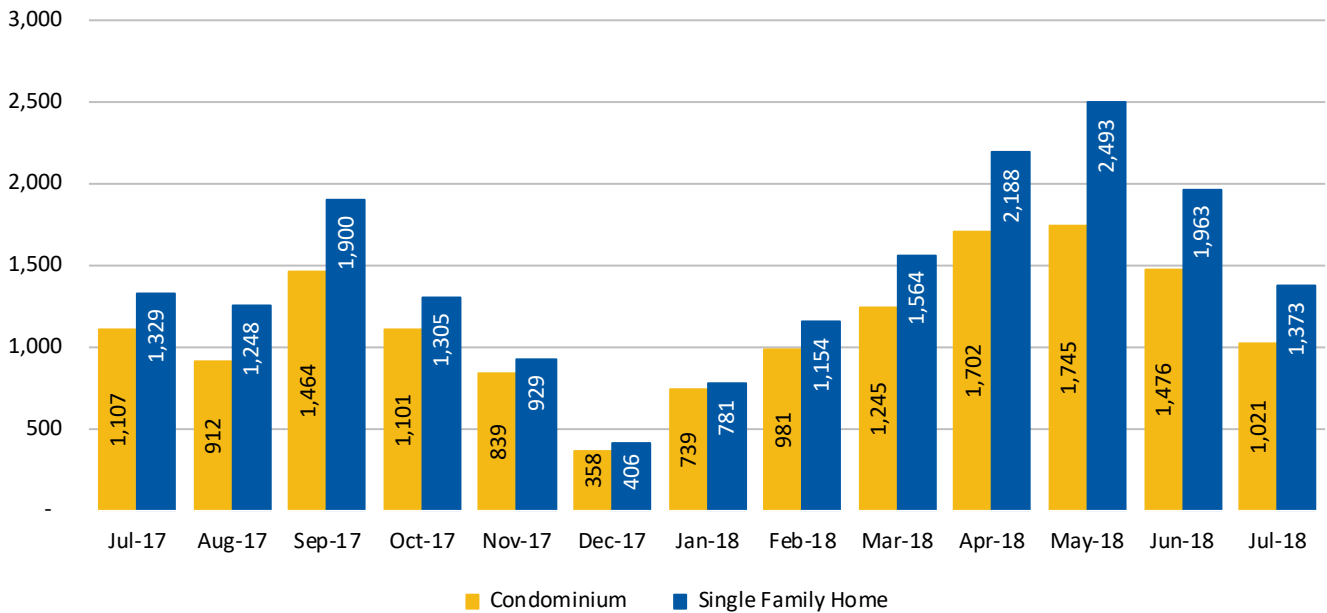
ACTIVE LISTINGS

| | | Year over Year | | | Month over Month | |
|---------------------|----------------------------|----------------|----------|----------|------------------|----------|
| | | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change |
| SINGLE FAMILY HOMES | Active Listings | 2,770 | 3,011 | ▼ -8.0% | 3,155 | ▼ -12.2% |
| | Months Supply of Inventory | 1.7 | 1.9 | ▼ -10.5% | 1.7 | ▬ 0.0% |
| CONDOMINIUMS | Active Listings | 1,723 | 1,923 | ▼ -10.4% | 2,094 | ▼ -17.7% |
| | Months Supply of Inventory | 1.4 | 1.6 | ▼ -12.5% | 1.6 | ▼ -12.5% |



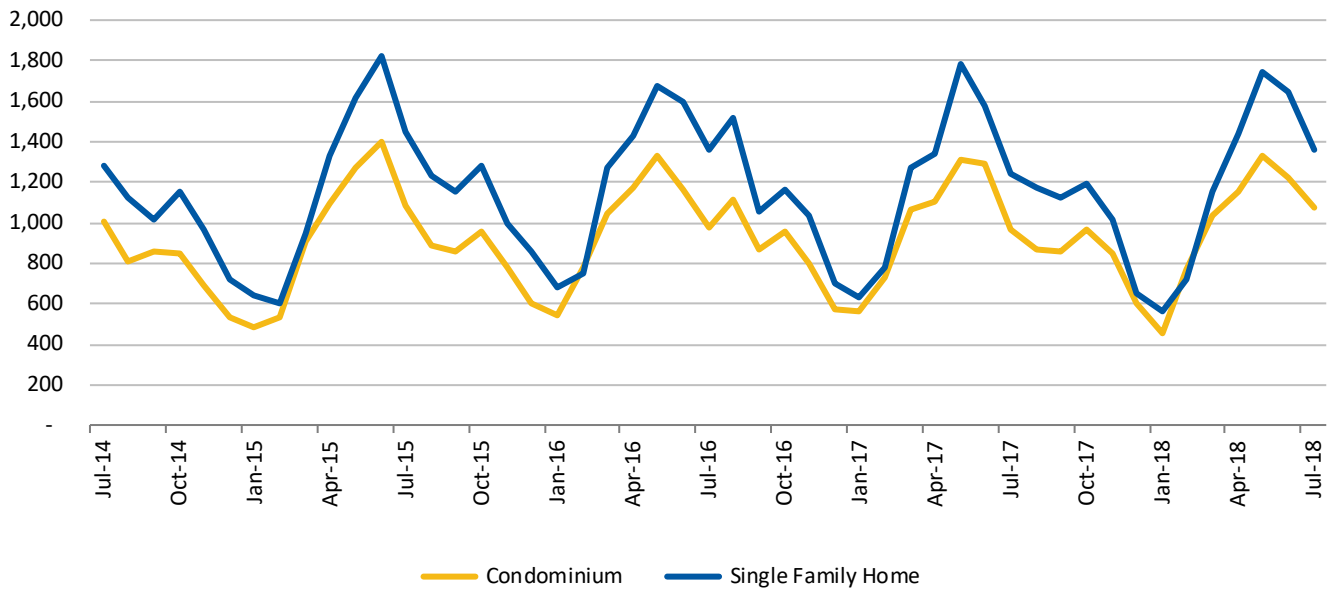
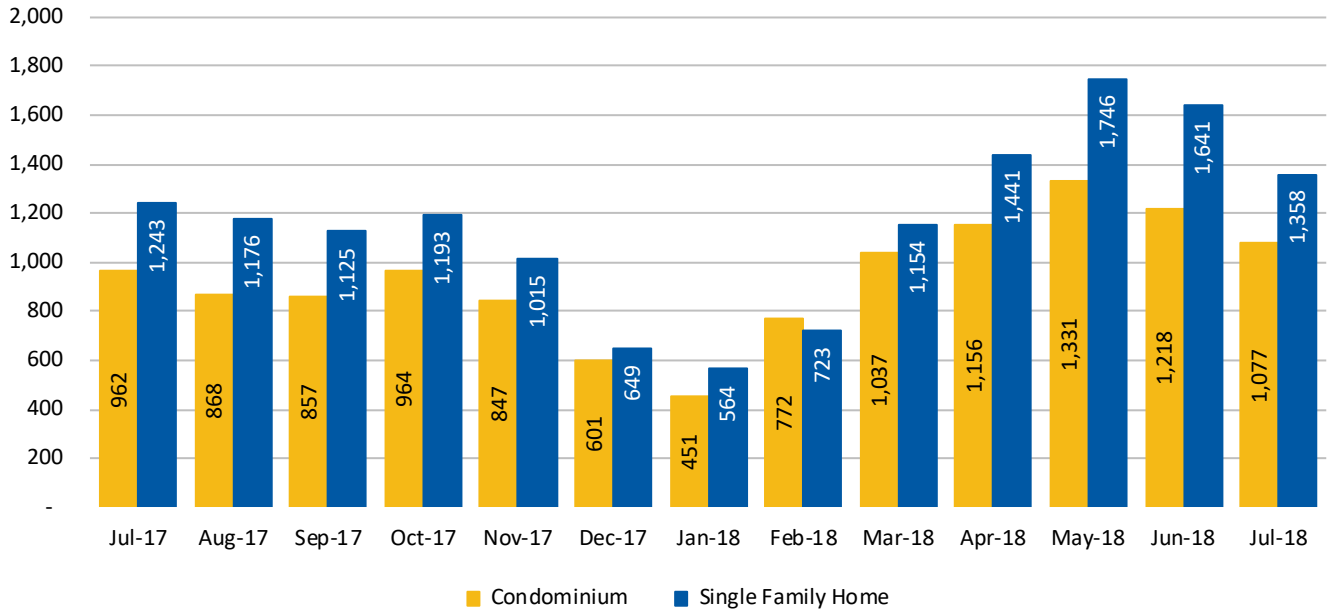
NEW LISTINGS

| | Year over Year | | | Month over Month | | Year to Date | | |
|----------------------------|----------------|----------|---------|------------------|----------|---------------|--------|--------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| SINGLE FAMILY HOMES | 1,373 | 1,329 | ▲ 3.3% | 1,963 | ▼ -30.1% | 11,516 | 11,294 | ▲ 2.0% |
| CONDOMINIUMS | 1,021 | 1,107 | ▼ -7.8% | 1,476 | ▼ -30.8% | 8,909 | 8,784 | ▲ 1.4% |



PENDING SALES

| | Year over Year | | | Month over Month | | Year to Date | | |
|----------------------------|----------------|----------|---------|------------------|----------|--------------|-------|--------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| SINGLE FAMILY HOMES | 1,358 | 1,243 | ▲ 9.3% | 1,641 | ▼ -17.2% | 8,627 | 8,630 | ▼ 0.0% |
| CONDOMINIUMS | 1,077 | 962 | ▲ 12.0% | 1,218 | ▼ -11.6% | 7,042 | 7,019 | ▲ 0.3% |



CENTRAL MIDDLESEX REGION

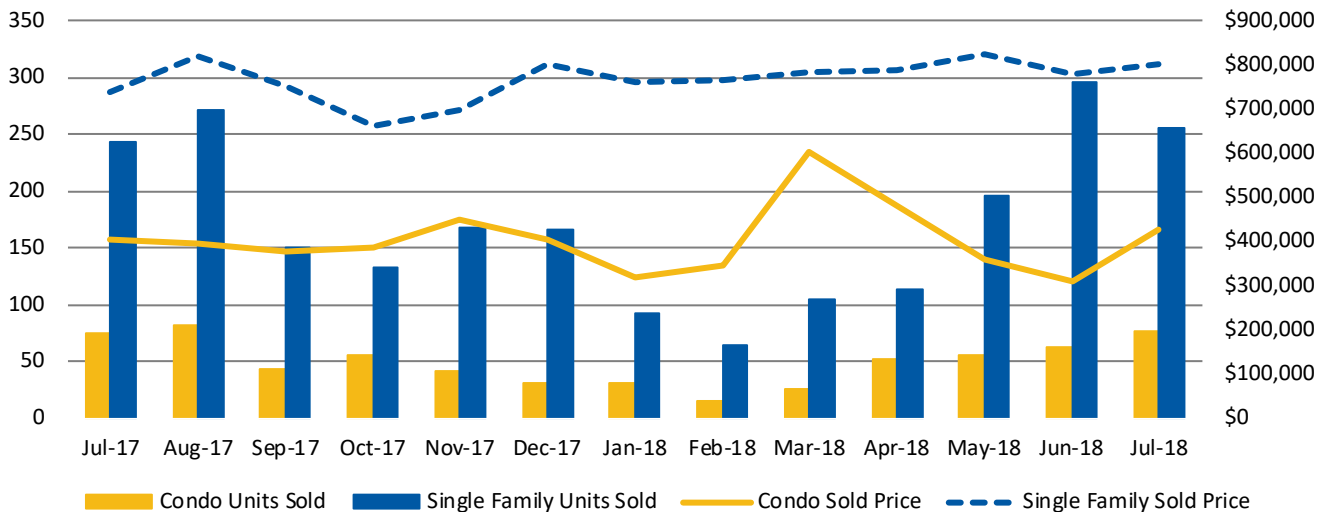
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$800,000 | \$740,000 | ▲ 8.1% | \$777,000 | ▲ 3.0% | \$787,500 | \$750,000 | ▲ 5.0% |
| Units Sold | 255 | 243 | ▲ 4.9% | 296 | ▼ -13.9% | 1,120 | 1,085 | ▲ 3.2% |
| Active Listings | 515 | 624 | ▼ -17.5% | 571 | ▼ -9.8% | --- | --- | --- |
| Months Supply of Inventory | 2.0 | 2.6 | ▼ -21.3% | 1.9 | ▲ 4.7% | --- | --- | --- |
| New Listings | 180 | 175 | ▲ 2.9% | 284 | ▼ -36.6% | 1,772 | 1,787 | ▼ -0.8% |
| Pending Sales | 175 | 197 | ▼ -11.2% | 241 | ▼ -27.4% | 1,286 | 1,272 | ▲ 1.1% |
| Days to Off Market | 52 | 51 | ▲ 2.0% | 43 | ▲ 20.9% | 49 | 52 | ▼ -5.8% |
| Sold to Original Price Ratio | 99.3% | 98.4% | ▲ 1.0% | 100.0% | ▼ -0.7% | 98.6% | 97.8% | ▲ 0.8% |
| Price per Square Foot | \$327 | \$300 | ▲ 9.1% | \$336 | ▼ -2.7% | \$324 | \$308 | ▲ 5.3% |

Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$426,000 | \$404,000 | ▲ 5.4% | \$307,900 | ▲ 38.4% | \$380,230 | \$359,000 | ▲ 5.9% |
| Units Sold | 76 | 74 | ▲ 2.7% | 63 | ▲ 20.6% | 318 | 349 | ▼ -8.9% |
| Active Listings | 92 | 116 | ▼ -20.7% | 136 | ▼ -32.4% | --- | --- | --- |
| Months Supply of Inventory | 1.2 | 1.6 | ▼ -22.8% | 2.2 | ▼ -43.9% | --- | --- | --- |
| New Listings | 49 | 65 | ▼ -24.6% | 81 | ▼ -39.5% | 454 | 478 | ▼ -5.0% |
| Pending Sales | 71 | 58 | ▲ 22.4% | 56 | ▲ 26.8% | 369 | 397 | ▼ -7.1% |
| Days to Off Market | 46 | 41 | ▲ 12.2% | 49 | ▼ -6.1% | 46 | 54 | ▼ -14.8% |
| Sold to Original Price Ratio | 99.4% | 99.1% | ▲ 0.3% | 100.2% | ▼ -0.8% | 99.5% | 98.3% | ▲ 1.2% |
| Price per Square Foot | \$264 | \$283 | ▼ -6.5% | \$248 | ▲ 6.8% | \$263 | \$256 | ▲ 2.8% |



EASTERN MIDDLESEX REGION

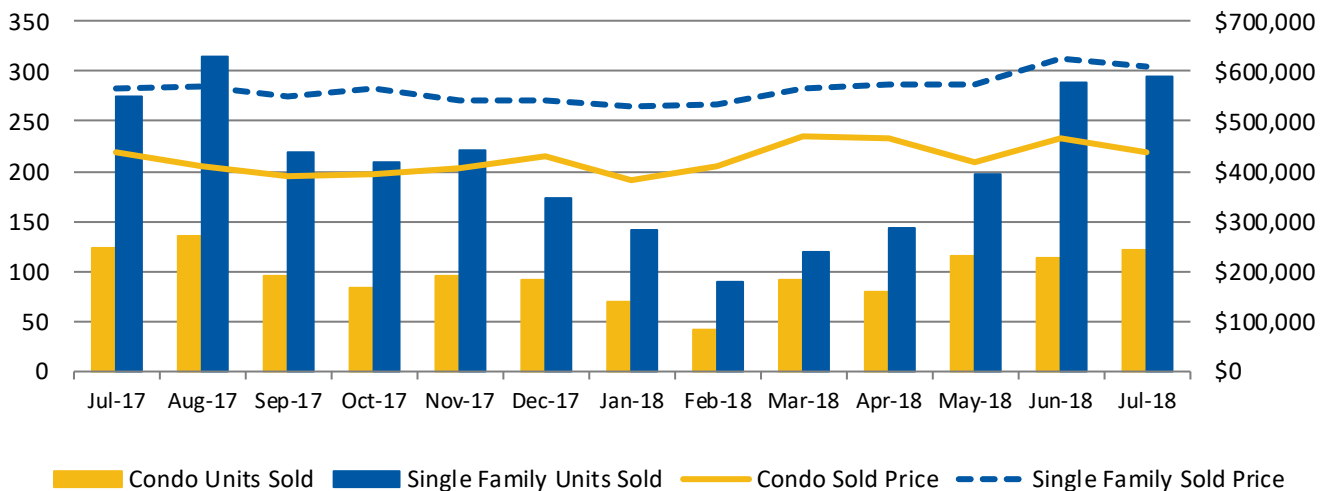
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|---------|------------------|----------|--------------|-----------|----------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$610,000 | \$565,000 | ▲ 8.0% | \$625,000 | ▼ -2.4% | \$585,000 | \$554,450 | ▲ 5.5% |
| Units Sold | 295 | 274 | ▲ 7.7% | 289 | ▲ 2.1% | 1,274 | 1,314 | ▼ -3.0% |
| Active Listings | 397 | 370 | ▲ 7.3% | 440 | ▼ -9.8% | --- | --- | --- |
| Months Supply of Inventory | 1.3 | 1.4 | ▼ -0.3% | 1.5 | ▼ -11.6% | --- | --- | --- |
| New Listings | 278 | 244 | ▲ 13.9% | 364 | ▼ -23.6% | 1,897 | 1,856 | ▲ 2.2% |
| Pending Sales | 271 | 252 | ▲ 7.5% | 293 | ▼ -7.5% | 1,462 | 1,505 | ▼ -2.9% |
| Days to Off Market | 32 | 35 | ▼ -8.6% | 23 | ▲ 39.1% | 29 | 34 | ▼ -14.7% |
| Sold to Original Price Ratio | 103.0% | 102.2% | ▲ 0.8% | 103.2% | ▼ -0.2% | 102.5% | 101.4% | ▲ 1.1% |
| Price per Square Foot | \$337 | \$325 | ▲ 3.8% | \$330 | ▲ 2.0% | \$328 | \$307 | ▲ 6.8% |

Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$440,000 | \$439,000 | ▲ 0.2% | \$465,000 | ▼ -5.4% | \$440,000 | \$387,750 | ▲ 13.5% |
| Units Sold | 121 | 124 | ▼ -2.4% | 114 | ▲ 6.1% | 633 | 628 | ▲ 0.8% |
| Active Listings | 106 | 133 | ▼ -20.3% | 145 | ▼ -26.9% | --- | --- | --- |
| Months Supply of Inventory | 0.9 | 1.1 | ▼ -18.4% | 1.3 | ▼ -31.1% | --- | --- | --- |
| New Listings | 94 | 91 | ▲ 3.3% | 155 | ▼ -39.4% | 759 | 840 | ▼ -9.6% |
| Pending Sales | 116 | 107 | ▲ 8.4% | 110 | ▲ 5.5% | 656 | 733 | ▼ -10.5% |
| Days to Off Market | 27 | 35 | ▼ -22.9% | 20 | ▲ 35.0% | 30 | 29 | ▲ 3.4% |
| Sold to Original Price Ratio | 103.0% | 102.5% | ▲ 0.5% | 103.4% | ▼ -0.4% | 102.4% | 102.0% | ▲ 0.4% |
| Price per Square Foot | \$366 | \$330 | ▲ 10.6% | \$378 | ▼ -3.3% | \$360 | \$328 | ▲ 9.8% |



METRO BOSTON REGION

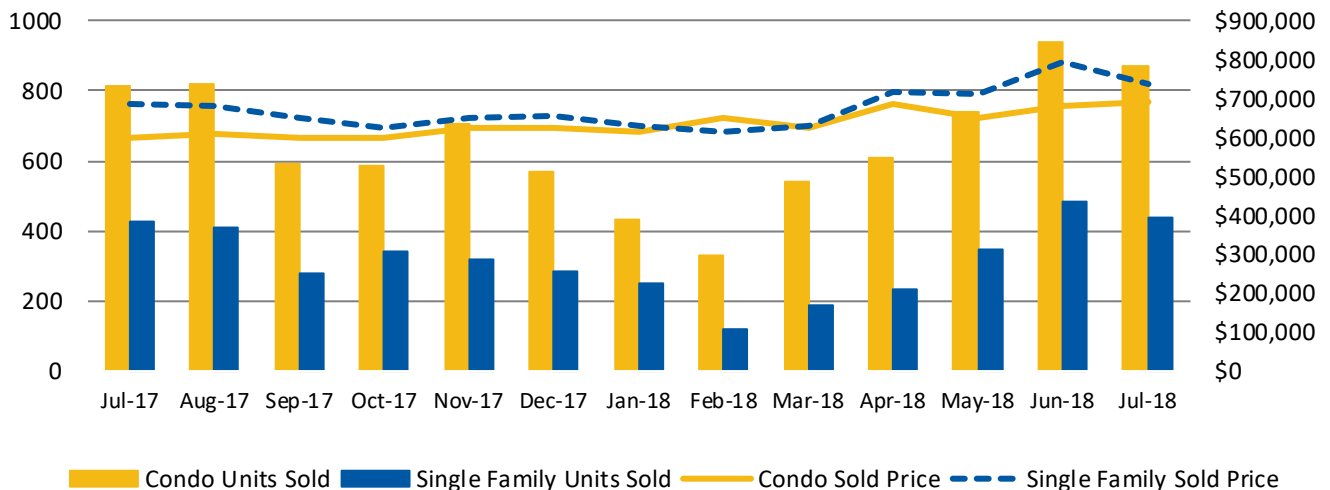
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$740,000 | \$688,000 | ▲ 7.6% | \$795,000 | ▼ -6.9% | \$710,000 | \$651,000 | ▲ 9.1% |
| Units Sold | 438 | 427 | ▲ 2.6% | 484 | ▼ -9.5% | 2,058 | 2,115 | ▼ -2.7% |
| Active Listings | 656 | 729 | ▼ -10.0% | 750 | ▼ -12.5% | --- | --- | --- |
| Months Supply of Inventory | 1.5 | 1.7 | ▼ -12.2% | 1.6 | ▼ -3.4% | --- | --- | --- |
| New Listings | 375 | 374 | ▲ 0.3% | 518 | ▼ -27.6% | 3,078 | 3,068 | ▲ 0.3% |
| Pending Sales | 343 | 303 | ▲ 13.2% | 449 | ▼ -23.6% | 2,289 | 2,291 | ▼ -0.1% |
| Days to Off Market | 36 | 37 | ▼ -2.7% | 29 | ▲ 24.1% | 32 | 35 | ▼ -8.6% |
| Sold to Original Price Ratio | 101.6% | 101.2% | ▲ 0.4% | 102.3% | ▼ -0.7% | 101.0% | 100.2% | ▲ 0.8% |
| Price per Square Foot | \$425 | \$403 | ▲ 5.5% | \$443 | ▼ -4.0% | \$418 | \$385 | ▲ 8.5% |

Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$690,000 | \$600,000 | ▲ 15.0% | \$680,000 | ▲ 1.5% | \$660,500 | \$600,000 | ▲ 10.1% |
| Units Sold | 869 | 813 | ▲ 6.9% | 938 | ▼ -7.4% | 4,460 | 4,396 | ▲ 1.5% |
| Active Listings | 1,267 | 1,368 | ▼ -7.4% | 1,511 | ▼ -16.1% | --- | --- | --- |
| Months Supply of Inventory | 1.5 | 1.7 | ▼ -13.4% | 1.6 | ▼ -9.5% | --- | --- | --- |
| New Listings | 727 | 779 | ▼ -6.7% | 1,037 | ▼ -29.9% | 6,396 | 6,286 | ▲ 1.7% |
| Pending Sales | 717 | 659 | ▲ 8.8% | 878 | ▼ -18.3% | 4,900 | 4,896 | ▲ 0.1% |
| Days to Off Market | 38 | 35 | ▲ 8.6% | 28 | ▲ 35.7% | 33 | 33 | ■ 0.0% |
| Sold to Original Price Ratio | 101.2% | 102.2% | ▼ -0.9% | 102.0% | ▼ -0.7% | 101.2% | 101.4% | ▼ -0.2% |
| Price per Square Foot | \$708 | \$628 | ▲ 12.7% | \$696 | ▲ 1.6% | \$682 | \$627 | ▲ 8.7% |



METRO WEST REGION

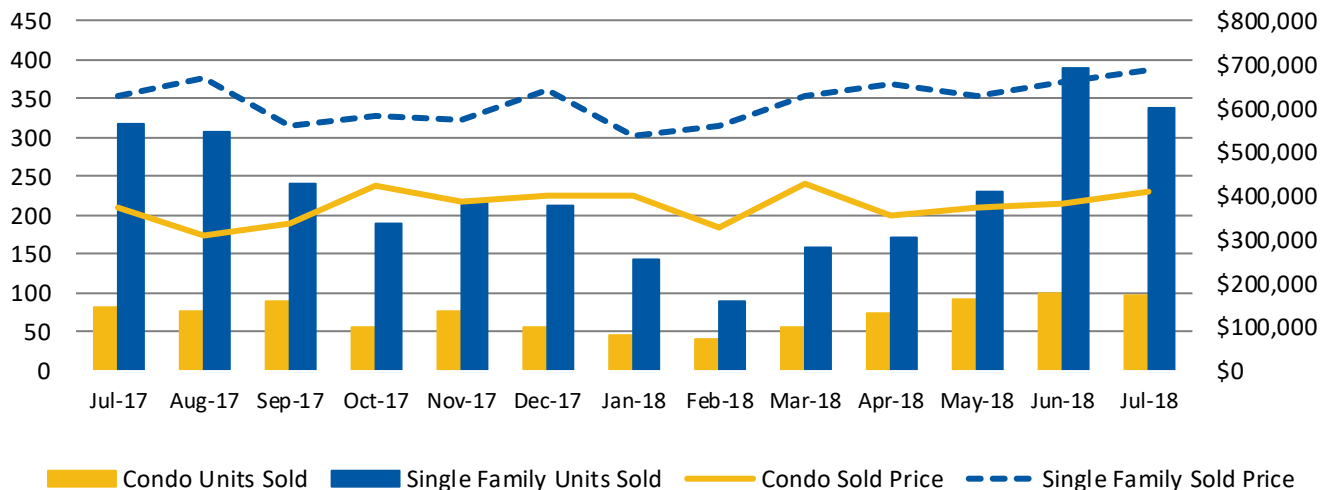
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$689,000 | \$630,000 | ▲ 9.4% | \$660,000 | ▲ 4.4% | \$649,900 | \$615,000 | ▲ 5.7% |
| Units Sold | 337 | 317 | ▲ 6.3% | 388 | ▼ -13.1% | 1,519 | 1,650 | ▼ -7.9% |
| Active Listings | 607 | 629 | ▼ -3.5% | 732 | ▼ -17.1% | --- | --- | --- |
| Months Supply of Inventory | 1.8 | 2.0 | ▼ -9.2% | 1.9 | ▼ -4.6% | --- | --- | --- |
| New Listings | 233 | 238 | ▼ -2.1% | 400 | ▼ -41.8% | 2,342 | 2,329 | ▲ 0.6% |
| Pending Sales | 266 | 222 | ▲ 19.8% | 324 | ▼ -17.9% | 1,753 | 1,806 | ▼ -2.9% |
| Days to Off Market | 42 | 52 | ▼ -19.2% | 34 | ▲ 23.5% | 42 | 50 | ▼ -16.0% |
| Sold to Original Price Ratio | 99.5% | 99.9% | ▼ -0.3% | 100.0% | ▼ -0.4% | 99.2% | 98.4% | ▲ 0.8% |
| Price per Square Foot | \$317 | \$297 | ▲ 6.9% | \$321 | ▼ -1.1% | \$311 | \$293 | ▲ 6.2% |

Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$410,000 | \$373,000 | ▲ 9.9% | \$382,450 | ▲ 7.2% | \$385,000 | \$375,000 | ▲ 2.7% |
| Units Sold | 97 | 81 | ▲ 19.8% | 100 | ▼ -3.0% | 506 | 443 | ▲ 14.2% |
| Active Listings | 114 | 143 | ▼ -20.3% | 128 | ▼ -10.9% | --- | --- | --- |
| Months Supply of Inventory | 1.2 | 1.8 | ▼ -33.4% | 1.3 | ▼ -8.2% | --- | --- | --- |
| New Listings | 68 | 82 | ▼ -17.1% | 80 | ▼ -15.0% | 608 | 567 | ▲ 7.2% |
| Pending Sales | 73 | 73 | ■ 0.0% | 81 | ▼ -9.9% | 550 | 473 | ▲ 16.3% |
| Days to Off Market | 52 | 28 | ▲ 85.7% | 39 | ▲ 33.3% | 42 | 40 | ▲ 5.0% |
| Sold to Original Price Ratio | 100.9% | 100.2% | ▲ 0.7% | 100.8% | ▲ 0.2% | 100.4% | 100.2% | ▲ 0.2% |
| Price per Square Foot | \$268 | \$258 | ▲ 3.8% | \$275 | ▼ -2.6% | \$270 | \$259 | ▲ 4.2% |



SOUTHERN NORFOLK REGION

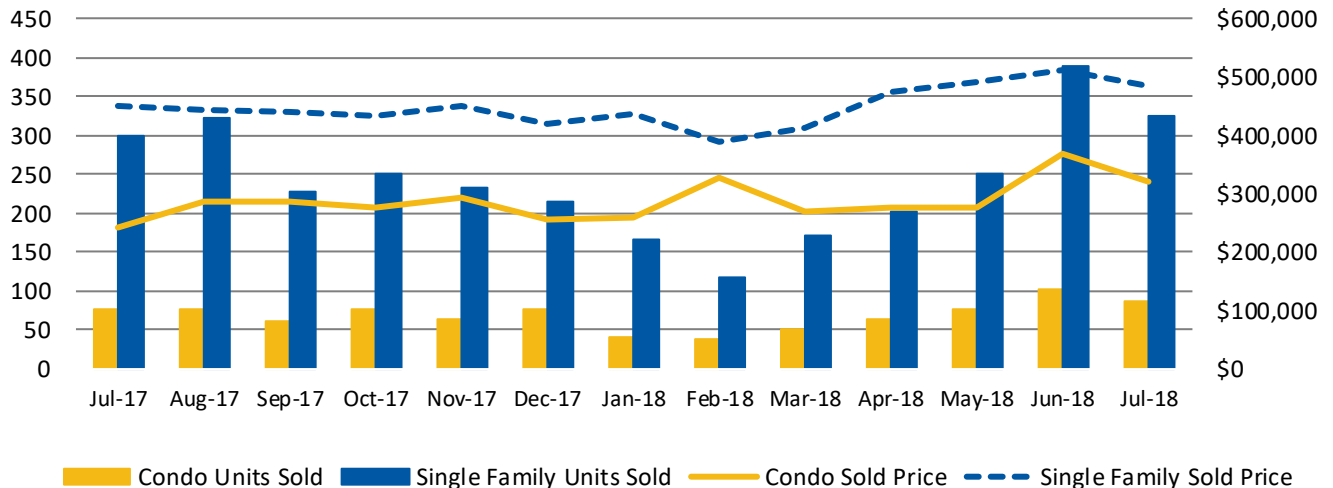
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$484,750 | \$450,000 | ▲ 7.7% | \$513,250 | ▼ -5.6% | \$469,900 | \$441,000 | ▲ 6.6% |
| Units Sold | 326 | 299 | ▲ 9.0% | 390 | ▼ -16.4% | 1,623 | 1,628 | ▼ -0.3% |
| Active Listings | 595 | 659 | ▼ -9.7% | 662 | ▼ -10.1% | --- | --- | --- |
| Months Supply of Inventory | 1.8 | 2.2 | ▼ -17.2% | 1.7 | ▲ 7.5% | --- | --- | --- |
| New Listings | 307 | 298 | ▲ 3.0% | 397 | ▼ -22.7% | 2,427 | 2,254 | ▲ 7.7% |
| Pending Sales | 303 | 269 | ▲ 12.6% | 334 | ▼ -9.3% | 1,837 | 1,756 | ▲ 4.6% |
| Days to Off Market | 43 | 43 | ▬ 0.0% | 38 | ▲ 13.2% | 40 | 47 | ▼ -14.9% |
| Sold to Original Price Ratio | 99.5% | 98.5% | ▲ 1.0% | 99.7% | ▼ -0.2% | 99.0% | 98.3% | ▲ 0.7% |
| Price per Square Foot | \$256 | \$250 | ▲ 2.4% | \$256 | ▲ 0.1% | \$252 | \$241 | ▲ 4.4% |

Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$320,000 | \$242,250 | ▲ 32.1% | \$370,000 | ▼ -13.5% | \$311,000 | \$265,000 | ▲ 17.4% |
| Units Sold | 87 | 76 | ▲ 14.5% | 102 | ▼ -14.7% | 460 | 471 | ▼ -2.3% |
| Active Listings | 144 | 163 | ▼ -11.7% | 174 | ▼ -17.2% | --- | --- | --- |
| Months Supply of Inventory | 1.7 | 2.1 | ▼ -22.8% | 1.7 | ▼ -3.0% | --- | --- | --- |
| New Listings | 83 | 90 | ▼ -7.8% | 123 | ▼ -32.5% | 692 | 613 | ▲ 12.9% |
| Pending Sales | 100 | 65 | ▲ 53.8% | 93 | ▲ 7.5% | 567 | 520 | ▲ 9.0% |
| Days to Off Market | 40 | 42 | ▼ -4.8% | 28 | ▲ 42.9% | 39 | 47 | ▼ -17.0% |
| Sold to Original Price Ratio | 101.0% | 99.0% | ▲ 2.0% | 100.5% | ▲ 0.5% | 99.9% | 98.9% | ▲ 1.0% |
| Price per Square Foot | \$237 | \$209 | ▲ 12.9% | \$230 | ▲ 2.7% | \$226 | \$209 | ▲ 8.0% |



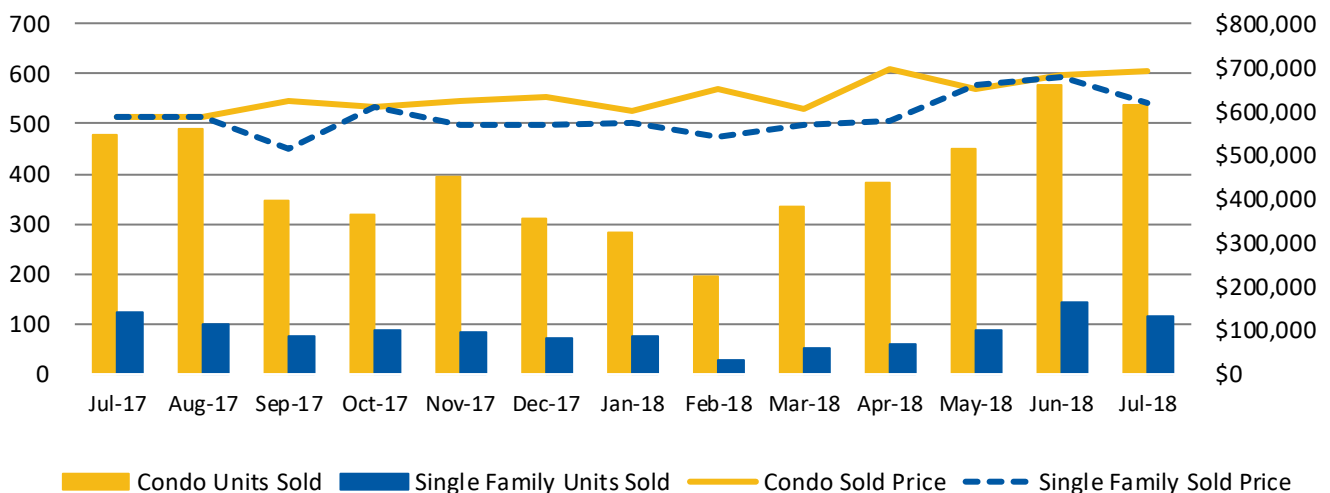
CITY OF BOSTON

Single Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$618,250 | \$585,000 | ▲ 5.7% | \$678,250 | ▼ -8.8% | \$624,000 | \$578,300 | ▲ 7.9% |
| Units Sold | 114 | 123 | ▼ -7.3% | 144 | ▼ -20.8% | 558 | 584 | ▼ -4.5% |
| Active Listings | 169 | 215 | ▼ -21.4% | 202 | ▼ -16.3% | --- | --- | --- |
| Months Supply of Inventory | 1.5 | 1.7 | ▼ -15.2% | 1.4 | ▲ 5.6% | --- | --- | --- |
| New Listings | 98 | 105 | ▼ -6.7% | 131 | ▼ -25.2% | 822 | 850 | ▼ -3.3% |
| Pending Sales | 92 | 75 | ▲ 22.7% | 122 | ▼ -24.6% | 617 | 620 | ▼ -0.5% |
| Days to Off Market | 37 | 39 | ▼ -5.1% | 29 | ▲ 27.6% | 34 | 38 | ▼ -11.7% |
| Sold to Original Price Ratio | 102.6% | 100.5% | ▲ 2.1% | 102.8% | ▼ -0.3% | 101.1% | 99.4% | ▲ 1.7% |
| Price per Square Foot | \$386 | \$415 | ▼ -7.1% | \$442 | ▼ -12.7% | \$422 | \$394 | ▲ 7.0% |

Condominiums

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$692,500 | \$585,000 | ▲ 18.4% | \$685,000 | ▲ 1.1% | \$660,000 | \$595,000 | ▲ 10.9% |
| Units Sold | 536 | 479 | ▲ 11.9% | 577 | ▼ -7.1% | 2,757 | 2,545 | ▲ 8.3% |
| Active Listings | 845 | 911 | ▼ -7.2% | 1,020 | ▼ -17.2% | --- | --- | --- |
| Months Supply of Inventory | 1.6 | 1.9 | ▼ -17.1% | 1.8 | ▼ -10.9% | --- | --- | --- |
| New Listings | 428 | 457 | ▼ -6.3% | 610 | ▼ -29.8% | 3,975 | 3,828 | ▲ 3.8% |
| Pending Sales | 426 | 395 | ▲ 7.8% | 532 | ▼ -19.9% | 3,006 | 2,902 | ▲ 3.6% |
| Days to Off Market | 42 | 39 | ▲ 7.7% | 31 | ▲ 35.5% | 36 | 37 | ▼ -0.5% |
| Sold to Original Price Ratio | 100.4% | 101.1% | ▼ -0.8% | 101.4% | ▼ -1.0% | 100.5% | 100.7% | ▼ -0.2% |
| Price per Square Foot | \$787 | \$691 | ▲ 13.8% | \$784 | ▲ 0.3% | \$757 | \$708 | ▲ 6.9% |



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 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$700,000 | \$650,000 | ▲ 7.7% | \$725,000 | ▼ -3.4% | \$692,500 | \$612,000 | ▲ 13.2% |
| Units Sold | 169 | 149 | ▲ 13.4% | 165 | ▲ 2.4% | 838 | 813 | ▲ 3.1% |
| Active Listings | 280 | 261 | ▲ 7.3% | 285 | ▼ -1.8% | --- | --- | --- |
| Months Supply of Inventory | 1.7 | 1.8 | ▼ -5.6% | 1.7 | ▬ 0.0% | --- | --- | --- |
| New Listings | 211 | 144 | ▲ 46.5% | 204 | ▲ 3.4% | 1,317 | 1,197 | ▲ 10.0% |
| Pending Sales | 159 | 131 | ▲ 21.4% | 171 | ▼ -7.0% | 951 | 869 | ▲ 9.4% |
| Days to Off Market | 36 | 34 | ▲ 5.9% | 32 | ▲ 12.5% | 35 | 30 | ▲ 18.5% |
| Sold to Original Price Ratio | 102.2% | 102.8% | ▼ -0.5% | 99.8% | ▲ 2.4% | 101.7% | 101.6% | ▲ 0.1% |
| Price per Square Foot | \$312 | \$289 | ▲ 7.7% | \$314 | ▼ -0.6% | \$305 | \$276 | ▲ 10.3% |

3 Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|---------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$870,000 | \$757,500 | ▲ 14.9% | \$835,000 | ▲ 4.2% | \$847,450 | \$715,000 | ▲ 18.5% |
| Units Sold | 60 | 46 | ▲ 30.4% | 55 | ▲ 9.1% | 322 | 308 | ▲ 4.5% |
| Active Listings | 119 | 113 | ▲ 5.3% | 124 | ▼ -4.0% | --- | --- | --- |
| Months Supply of Inventory | 2.0 | 2.5 | ▼ -20.0% | 2.3 | ▼ -13.0% | --- | --- | --- |
| New Listings | 67 | 80 | ▼ -16.3% | 74 | ▼ -9.5% | 518 | 456 | ▲ 13.6% |
| Pending Sales | 52 | 56 | ▼ -7.1% | 61 | ▼ -14.8% | 353 | 326 | ▲ 8.3% |
| Days to Off Market | 36 | 30 | ▲ 20.0% | 53 | ▼ -32.1% | 40 | 33 | ▲ 22.1% |
| Sold to Original Price Ratio | 100.3% | 103.4% | ▼ -3.0% | 97.8% | ▲ 2.5% | 99.4% | 100.0% | ▼ -0.6% |
| Price per Square Foot | \$306 | \$287 | ▲ 6.6% | \$330 | ▼ -7.3% | \$302 | \$254 | ▲ 18.9% |

4 Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|------------------------------|----------------|-----------|----------|------------------|----------|--------------|-----------|----------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$638,000 | \$951,000 | ▼ -32.9% | \$972,500 | ▼ -34.4% | \$925,000 | \$810,000 | ▲ 14.2% |
| Units Sold | 5 | 3 | ▲ 66.7% | 10 | ▼ -50.0% | 43 | 34 | ▲ 26.5% |
| Active Listings | 29 | 21 | ▲ 38.1% | 32 | ▼ -9.4% | --- | --- | --- |
| Months Supply of Inventory | 5.8 | 7.0 | ▼ -17.1% | 3.2 | ▲ 81.3% | --- | --- | --- |
| New Listings | 11 | 5 | ▲ 120.0% | 16 | ▼ -31.3% | 86 | 58 | ▲ 48.3% |
| Pending Sales | 6 | 1 | ▲ 500.0% | 2 | ▲ 200.0% | 43 | 25 | ▲ 72.0% |
| Days to Off Market | 28 | 9 | ▲ 211.1% | 19 | ▲ 47.4% | 30 | 42 | ▼ -28.7% |
| Sold to Original Price Ratio | 99.2% | 111.7% | ▼ -11.2% | 101.5% | ▼ -2.3% | 96.5% | 99.9% | ▼ -3.5% |
| Price per Square Foot | \$245 | \$345 | ▼ -29.0% | \$340 | ▼ -27.9% | \$326 | \$251 | ▲ 30.0% |

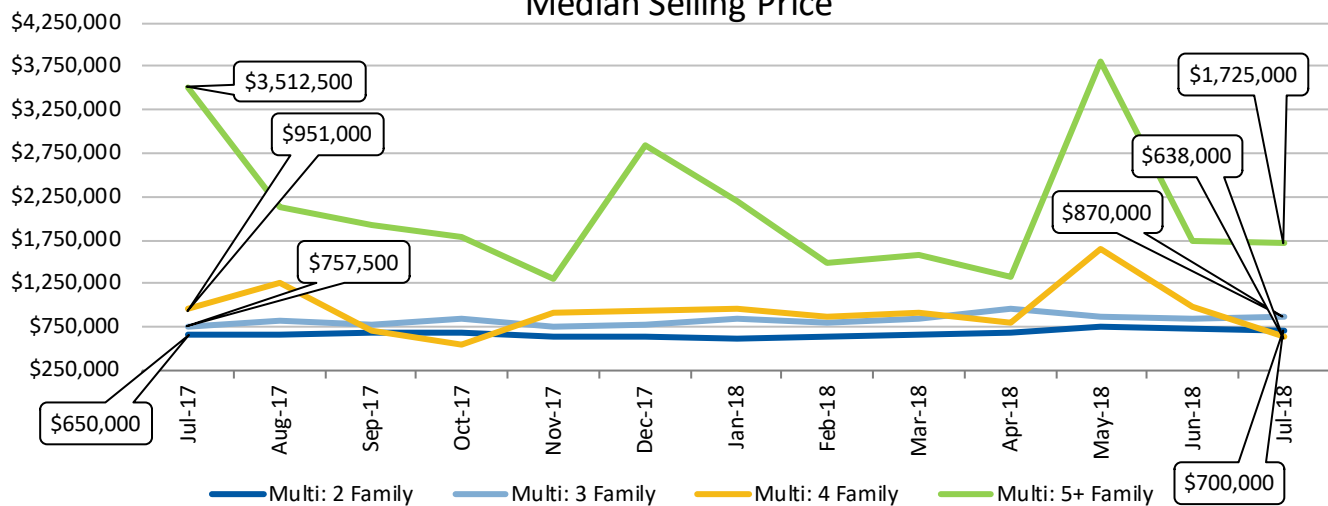
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

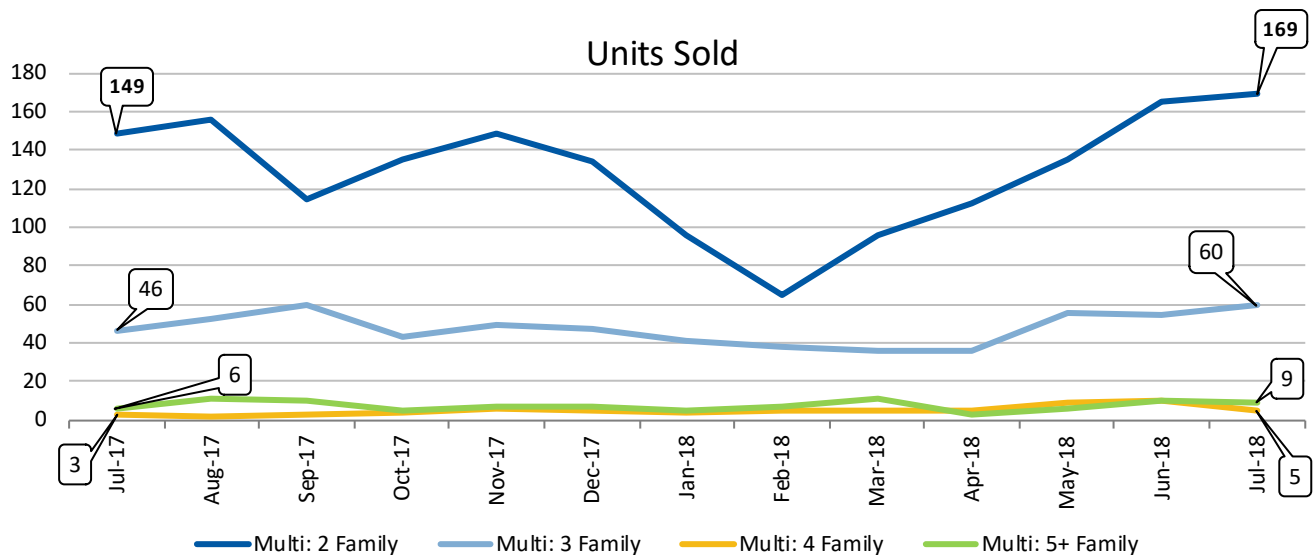
5+ Family Homes

| | Year over Year | | | Month over Month | | Year to Date | | |
|-------------------------------------|--------------------|-------------|----------|------------------|----------|--------------------|-------------|----------|
| | Jul 2018 | Jul 2017 | Change | Jun 2018 | Change | 2018 | 2017 | Change |
| Median Selling Price | \$1,725,000 | \$3,512,500 | ▼ -50.9% | \$1,743,750 | ▼ -1.1% | \$1,725,000 | \$2,612,500 | ▼ -34.0% |
| Units Sold | 9 | 6 | ▲ 50.0% | 10 | ▼ -10.0% | 51 | 43 | ▲ 18.6% |
| Active Listings | 35 | 33 | ▲ 6.1% | 33 | ▲ 6.1% | --- | --- | --- |
| Months Supply of Inventory | 3.9 | 5.5 | ▼ -29.1% | 3.3 | ▲ 18.2% | --- | --- | --- |
| New Listings | 12 | 11 | ▲ 9.1% | 13 | ▼ -7.7% | 98 | 81 | ▲ 21.0% |
| Pending Sales | 3 | 9 | ▼ -66.7% | 8 | ▼ -62.5% | 55 | 52 | ▲ 5.8% |
| Days to Off Market | 92 | 48 | ▲ 91.7% | 43 | ▲ 114.0% | 44 | 56 | ▼ -21.9% |
| Sold to Original Price Ratio | 109.1% | 102.0% | ▲ 7.0% | 94.0% | ▲ 16.1% | 101.2% | 95.7% | ▲ 5.8% |
| Price per Square Foot | \$393 | \$600 | ▼ -34.5% | \$381 | ▲ 3.3% | \$497 | \$449 | ▲ 10.7% |

Median Selling Price

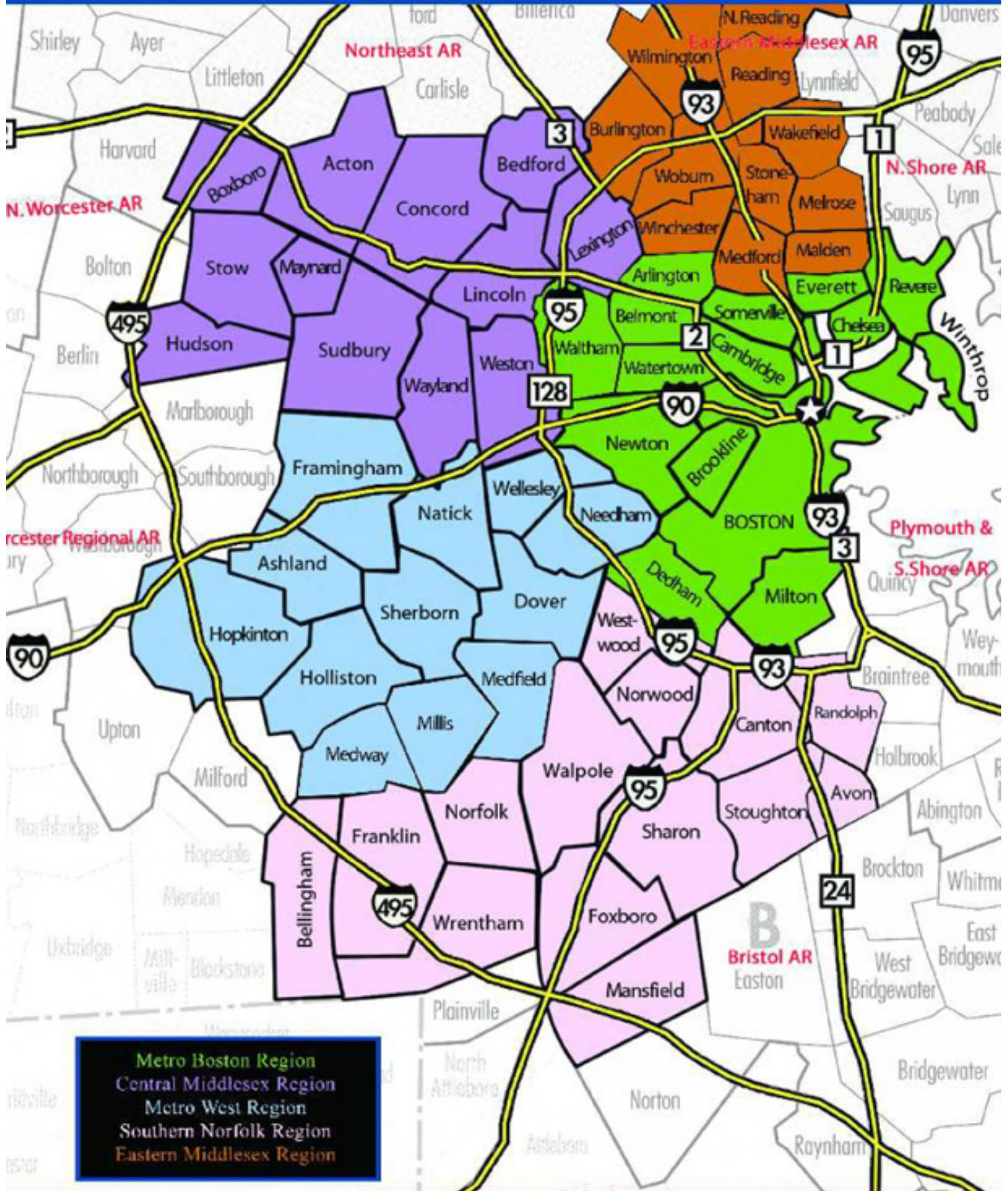


Units Sold



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.