

MONTHLY MARKET INSIGHT REPORT JUNE 2017



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Detached Single-Family Homes

The 1,907 homes sold in June 2017 was the second highest sales total for the month despite being a 1.6 percent decrease from the record June sales volume of 1,938 homes sold in 2016. Although this is the third straight month that single-family homes sales have declined, this total is well above the historical monthly sales average of 1,663. Additionally, the median sales price increased 5.1 percent to a new record price for Greater Boston of \$615,000, up from the \$585,000 price in June 2016.

Condominiums

With 1,342 condos sold in June, it was the sixth most active June on record in Greater Boston, as the market experienced a 5.0 percent decline in sales volume from the 1,413 sold in June 2016. Despite this drop, it was still above the monthly historical sales average of 1,284. The median sales price of condos increased 4.0 percent from \$505,000 in June 2016 to \$525,000 this year. This is a new record-high price for the month.

Multi-Family Homes

This month, 241 multi-family homes were sold in Greater Boston, which is a 6.6 percent increase from the 225 multi-family homes sold in June 2016. Notably, despite being the only market to decline in sales, from 10 in 2016 to 8 this year, the 5-family homes market experienced a 101.2 percent increase in median sales price, increasing from \$1,217,500 to \$2,450,000. All other multi-family markets increased median sales prices as well, with 3 and 4-family homes experiencing 20.7 and 20.5 percent increases, respectively.

Greater Boston Association of REALTORS®

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Data thru 7/10/2017

GREATER BOSTON MARKET SUMMARY

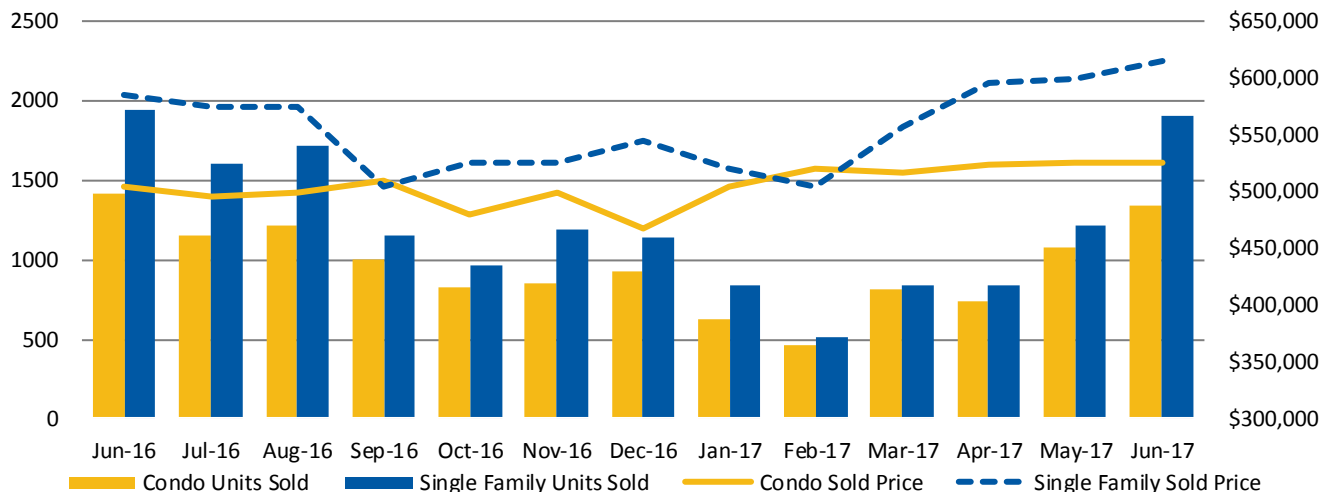
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$615,000	\$585,000	▲ 5.1%	\$600,000	▲ 2.5%	\$580,000	\$535,000	▲ 8.4%
Units Sold	1,907	1,938	▼ -1.6%	1,221	▲ 56.2%	6,156	6,332	▼ -2.8%
Active Listings	3,090	4,394	▼ -29.7%	3,021	▲ 2.3%	---	---	---
Months Supply of Inventory	1.6	2.3	▼ -28.6%	2.5	▼ -34.4%	---	---	---
New Listings	1,845	2,152	▼ -14.3%	2,281	▼ -19.1%	9,948	10,673	▼ -6.8%
Pending Sales	1,624	1,598	▲ 1.6%	1,823	▼ -10.9%	7,525	7,413	▲ 1.5%
Days to Off Market	37	49	▼ -24.5%	35	▲ 5.7%	43	55	▼ -21.6%
Sold to Original Price Ratio	100.5%	99.8%	▲ 0.7%	100.5%	▲ 0.0%	99.0%	98.2%	▲ 0.8%
Price per Square Foot	\$324	\$303	▲ 7.0%	\$318	▲ 1.7%	\$311	\$291	▲ 6.7%

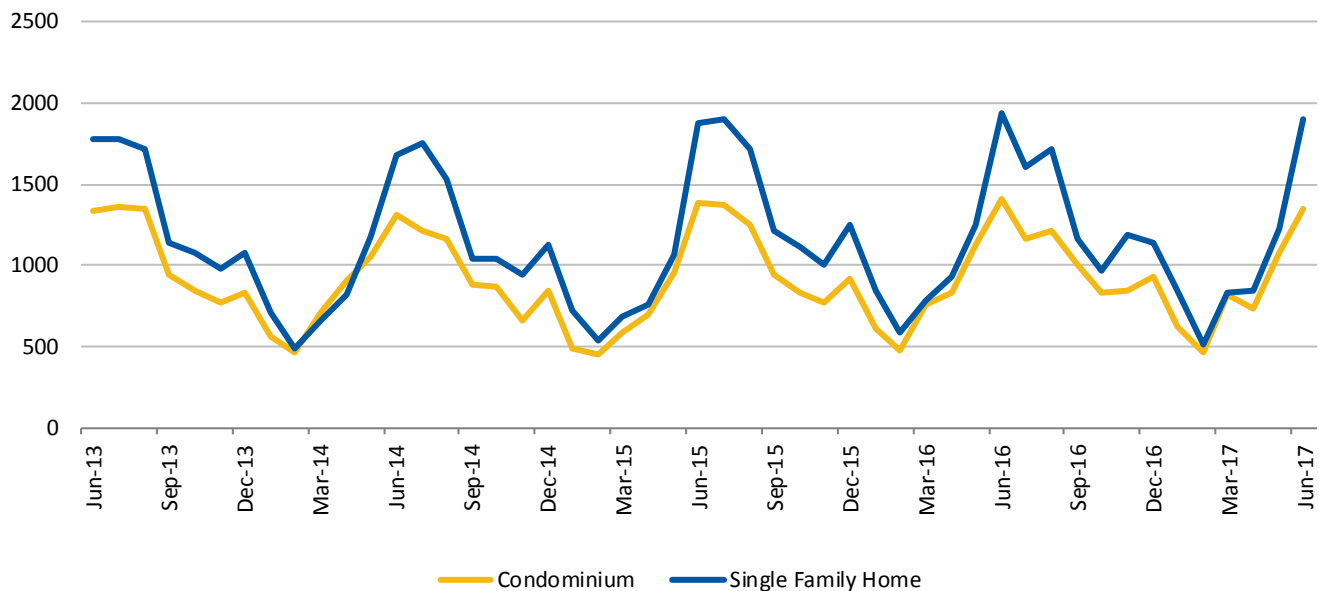
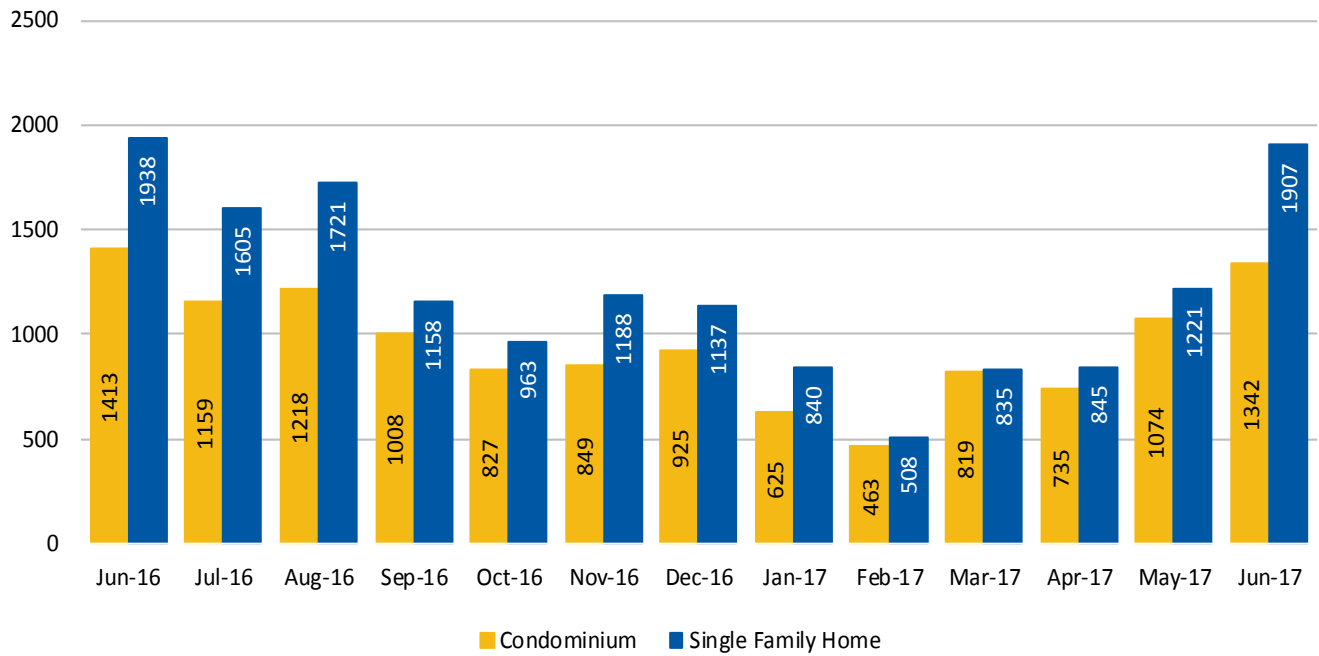
Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$525,000	\$505,000	▲ 4.0%	\$525,381	▼ -0.1%	\$520,000	\$480,000	▲ 8.3%
Units Sold	1,342	1,413	▼ -5.0%	1,074	▲ 25.0%	5,058	5,197	▼ -2.7%
Active Listings	1,864	2,315	▼ -19.5%	1,801	▲ 3.5%	---	---	---
Months Supply of Inventory	1.4	1.6	▼ -15.2%	1.7	▼ -17.3%	---	---	---
New Listings	1,506	1,449	▲ 3.9%	1,620	▼ -7.0%	7,670	7,705	▼ -0.5%
Pending Sales	1,327	1,165	▲ 13.9%	1,337	▼ -0.7%	6,161	6,041	▲ 2.0%
Days to Off Market	32	36	▼ -11.1%	28	▲ 14.3%	35	41	▼ -14.6%
Sold to Original Price Ratio	102.5%	101.6%	▲ 0.9%	102.0%	▲ 0.5%	100.9%	100.4%	▲ 0.5%
Price per Square Foot	\$544	\$497	▲ 9.4%	\$515	▲ 5.7%	\$520	\$479	▲ 8.6%



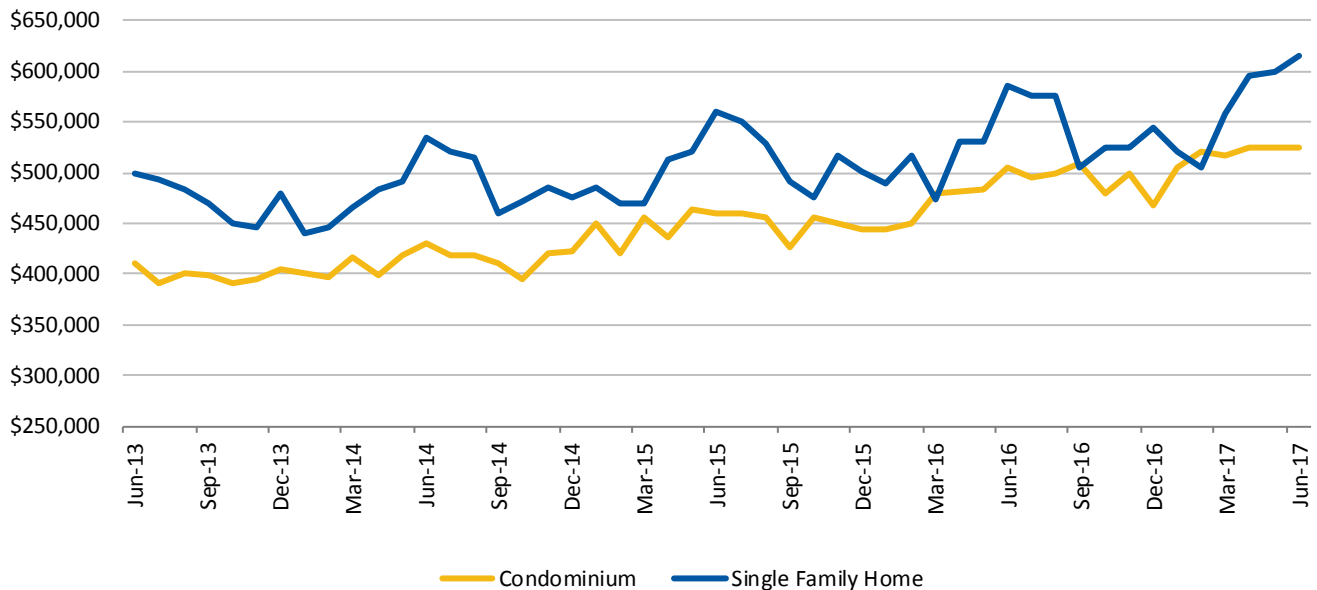
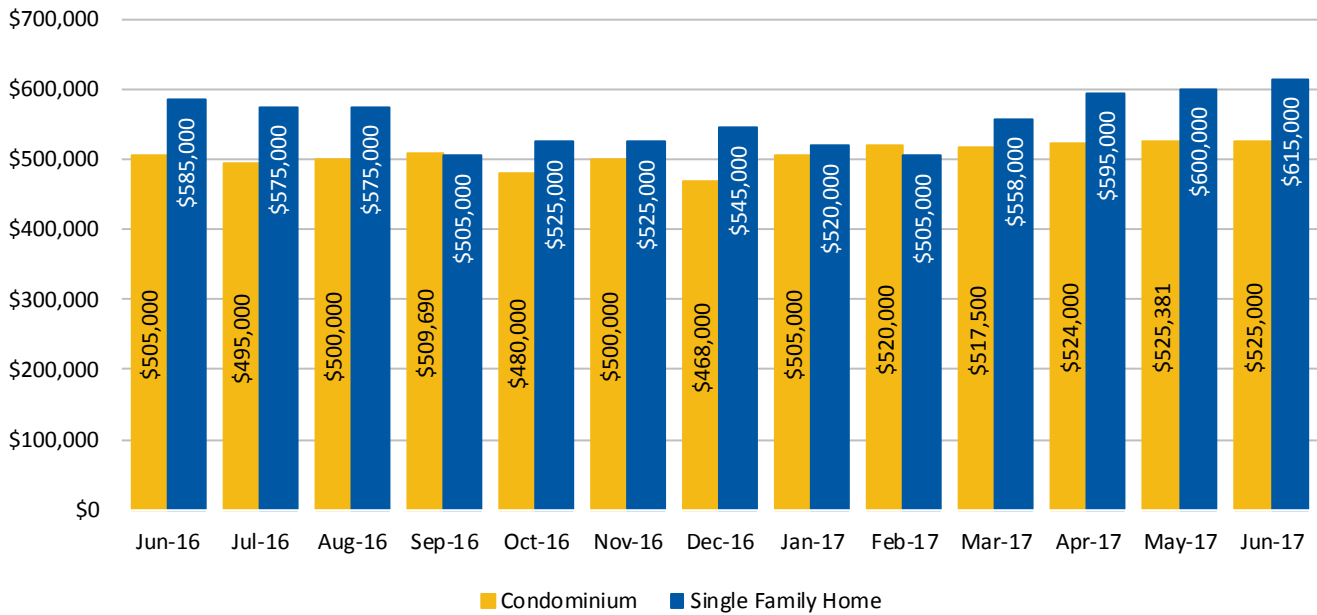
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,907	1,938	▼ -1.6%	1,221	▲ 56.2%	6,156	6,332	▼ -2.8%
CONDOMINIUMS	1,342	1,413	▼ -5.0%	1,074	▲ 25.0%	5,058	5,197	▼ -2.7%



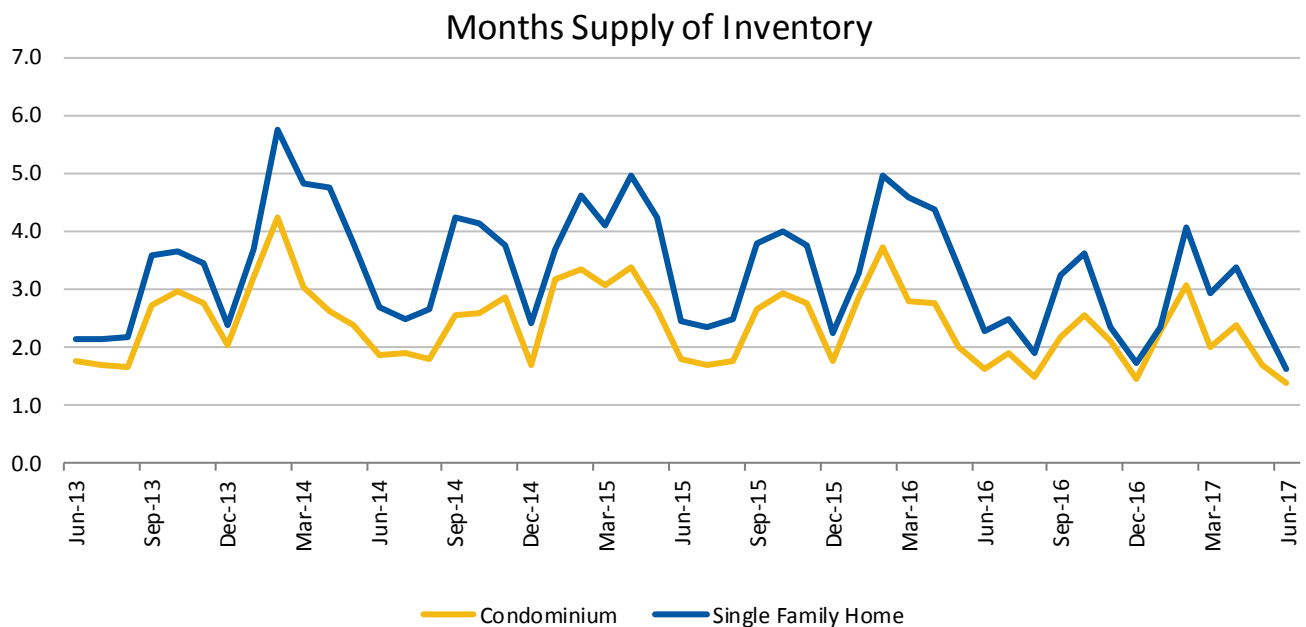
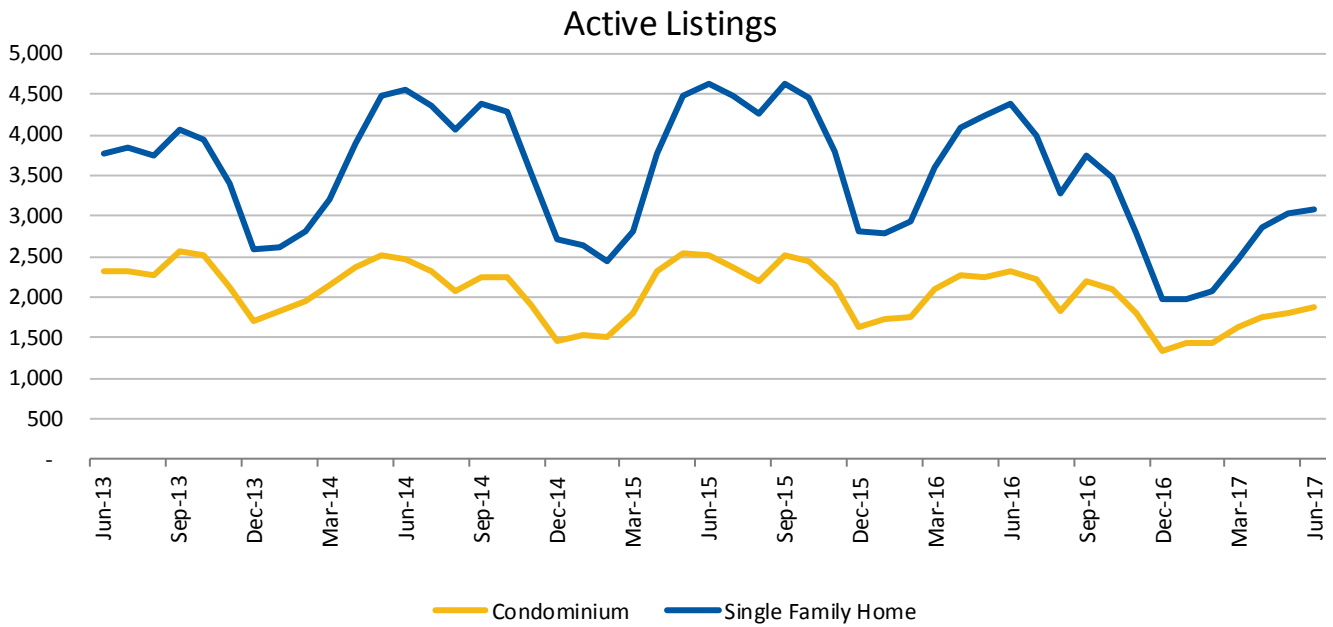
MEDIAN SELLING PRICE

	Year over Year			Month over Month			Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change	
SINGLE FAMILY HOMES	\$615,000	\$585,000	▲ 5.1%	\$600,000	▲ 2.5%	\$580,000	\$535,000	▲ 8.4%	
CONDOMINIUMS	\$525,000	\$505,000	▲ 4.0%	\$525,381	▼ -0.1%	\$520,000	\$480,000	▲ 8.3%	



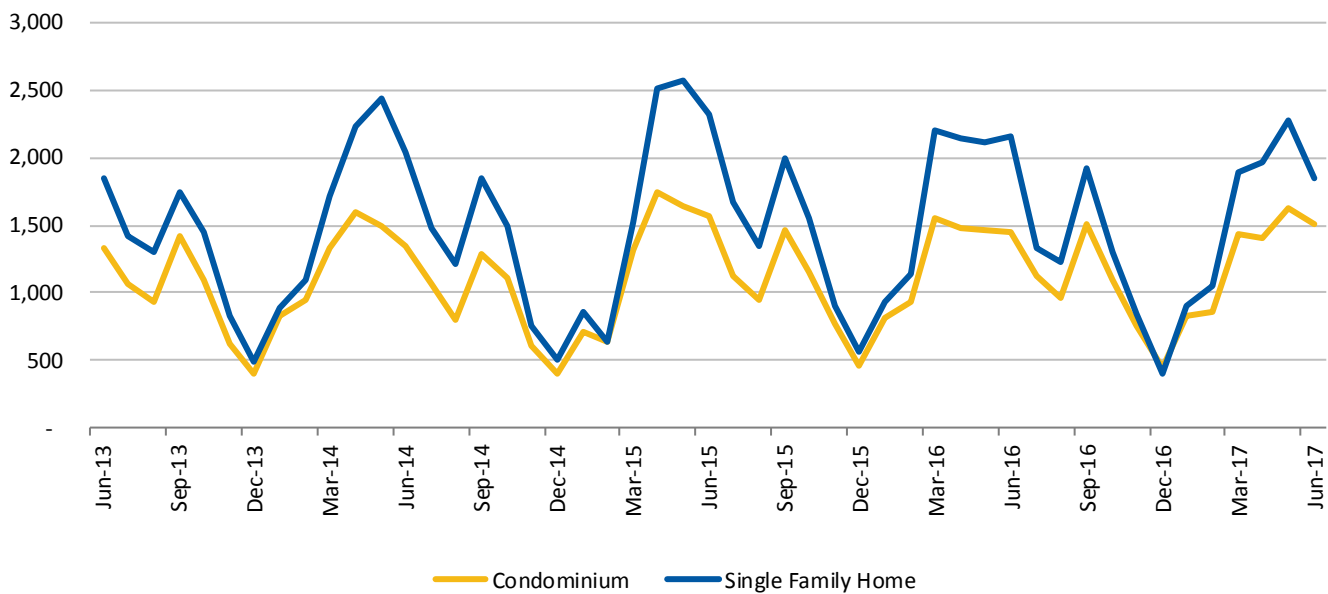
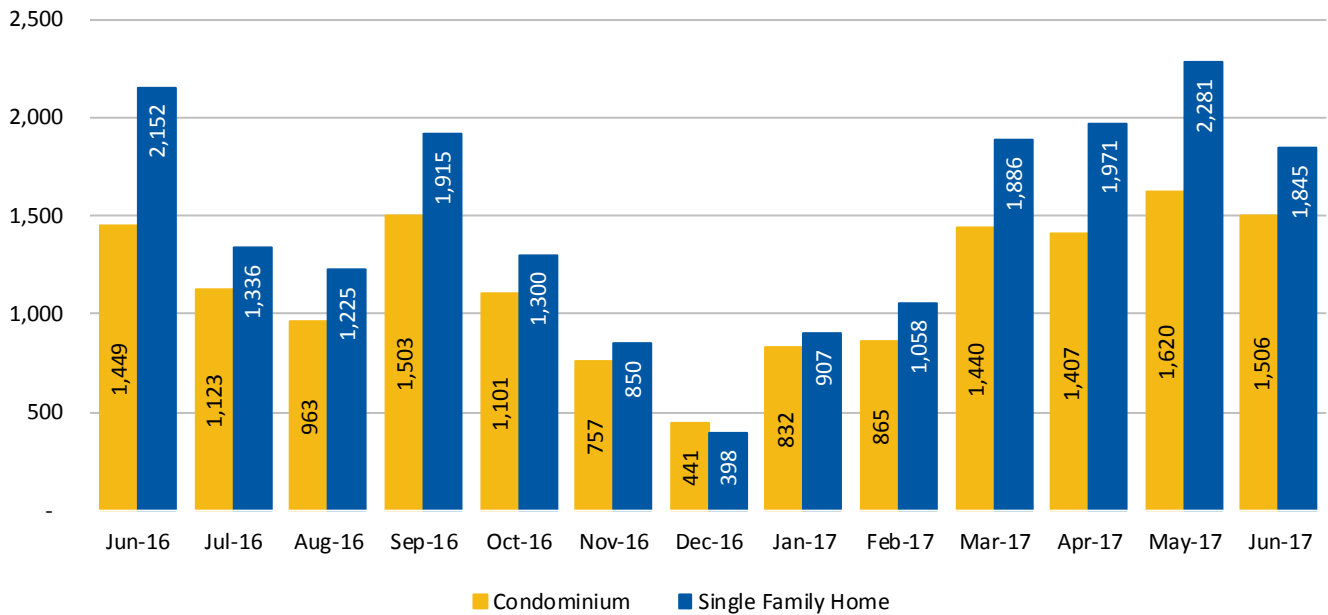
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jun 2017	Jun 2016	Change	May 2017	Change
SINGLE FAMILY HOMES	Active Listings	3,090	4,394	▼ -29.7%	3,021	▲ 2.3%
	Months Supply of Inventory	1.6	2.3	▼ -28.6%	2.5	▼ -34.4%
CONDOMINIUMS	Active Listings	1,864	2,315	▼ -19.5%	1,801	▲ 3.5%
	Months Supply of Inventory	1.4	1.6	▼ -15.2%	1.7	▼ -17.3%



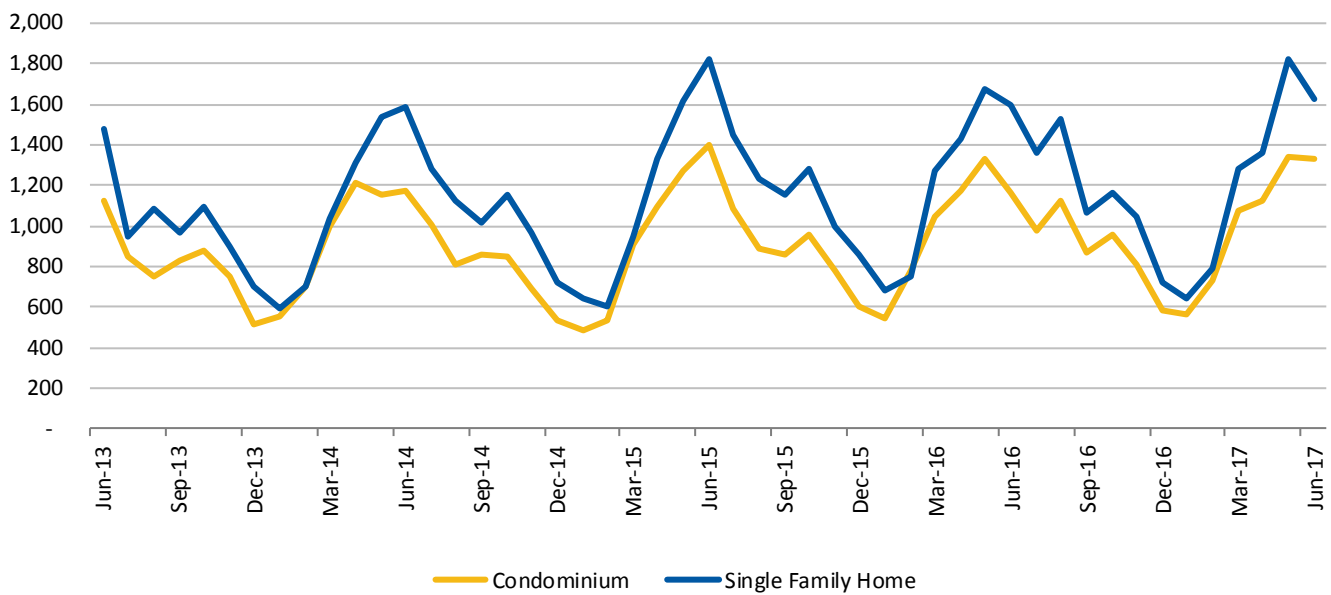
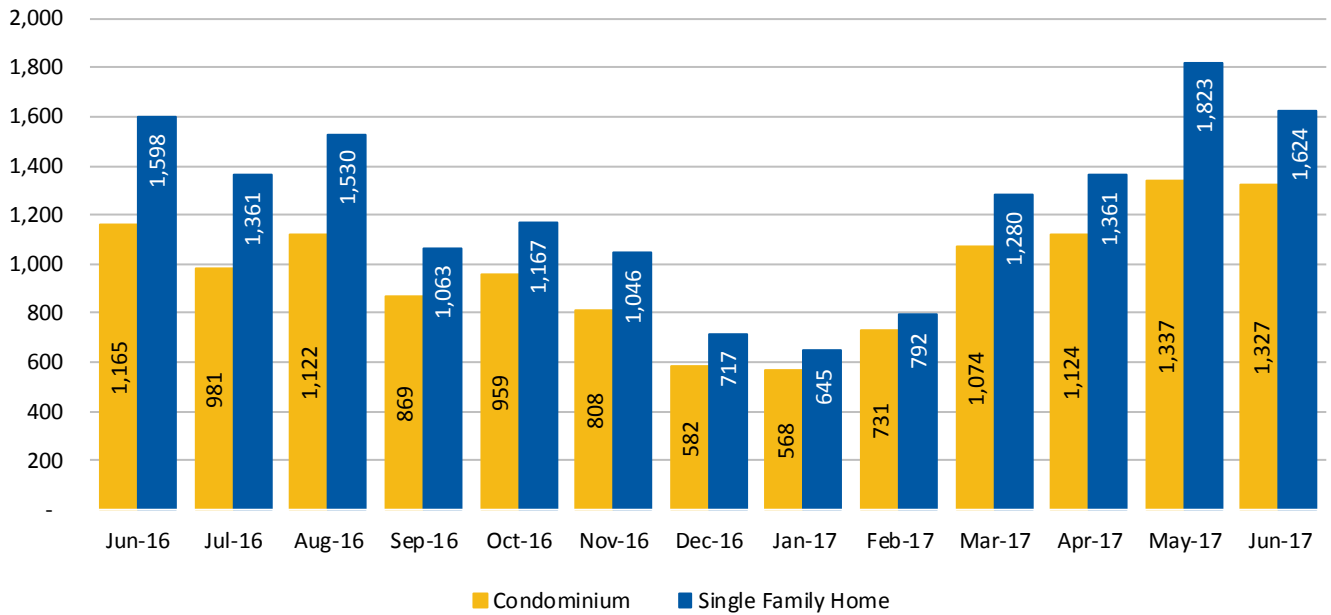
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,845	2,152	▼ -14.3%	2,281	▼ -19.1%	9,948	10,673	▼ -6.8%
CONDOMINIUMS	1,506	1,449	▲ 3.9%	1,620	▼ -7.0%	7,670	7,705	▼ -0.5%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,624	1,598	▲ 1.6%	1,823	▼ -10.9%	7,525	7,413	▲ 1.5%
CONDOMINIUMS	1,327	1,165	▲ 13.9%	1,337	▼ -0.7%	6,161	6,041	▲ 2.0%



CENTRAL MIDDLESEX REGION

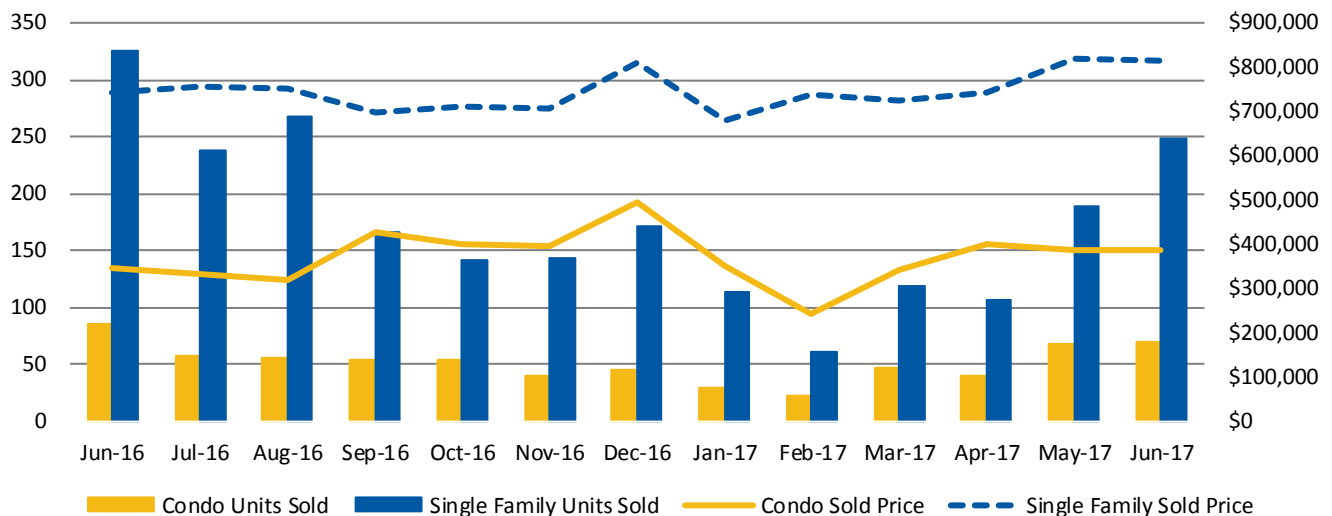
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$817,000	\$743,600	▲ 9.9%	\$818,000	▼ -0.1%	\$760,000	\$685,250	▲ 10.9%
Units Sold	248	326	▼ -23.9%	189	▲ 31.2%	836	930	▼ -10.1%
Active Listings	693	864	▼ -19.8%	641	▲ 8.1%	---	---	---
Months Supply of Inventory	2.8	2.7	▲ 5.3%	3.4	▼ -17.7%	---	---	---
New Listings	311	329	▼ -5.5%	349	▼ -10.9%	1,625	1,735	▼ -6.3%
Pending Sales	237	241	▼ -1.7%	273	▼ -13.2%	1,093	1,101	▼ -0.7%
Days to Off Market	47	64	▼ -26.6%	53	▼ -11.3%	51	66	▼ -22.7%
Sold to Original Price Ratio	99.3%	97.8%	▲ 1.5%	98.6%	▲ 0.7%	97.6%	97.0%	▲ 0.7%
Price per Square Foot	\$316	\$304	▲ 4.0%	\$319	▼ -0.8%	\$310	\$292	▲ 6.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$384,200	\$347,000	▲ 10.7%	\$386,500	▼ -0.6%	\$355,000	\$386,948	▼ -8.3%
Units Sold	69	85	▼ -18.8%	67	▲ 3.0%	273	318	▼ -14.2%
Active Listings	110	181	▼ -39.2%	110	■ 0.0%	---	---	---
Months Supply of Inventory	1.6	2.1	▼ -25.4%	1.6	▼ -3.0%	---	---	---
New Listings	76	89	▼ -14.6%	84	▼ -9.5%	407	427	▼ -4.7%
Pending Sales	69	58	▲ 19.0%	74	▼ -6.8%	342	306	▲ 11.8%
Days to Off Market	50	55	▼ -9.1%	47	▲ 6.4%	56	58	▼ -3.4%
Sold to Original Price Ratio	99.1%	99.7%	▼ -0.6%	98.9%	▲ 0.2%	98.1%	99.7%	▼ -1.6%
Price per Square Foot	\$262	\$276	▼ -5.0%	\$256	▲ 2.6%	\$248	\$261	▼ -5.1%



EASTERN MIDDLESEX REGION

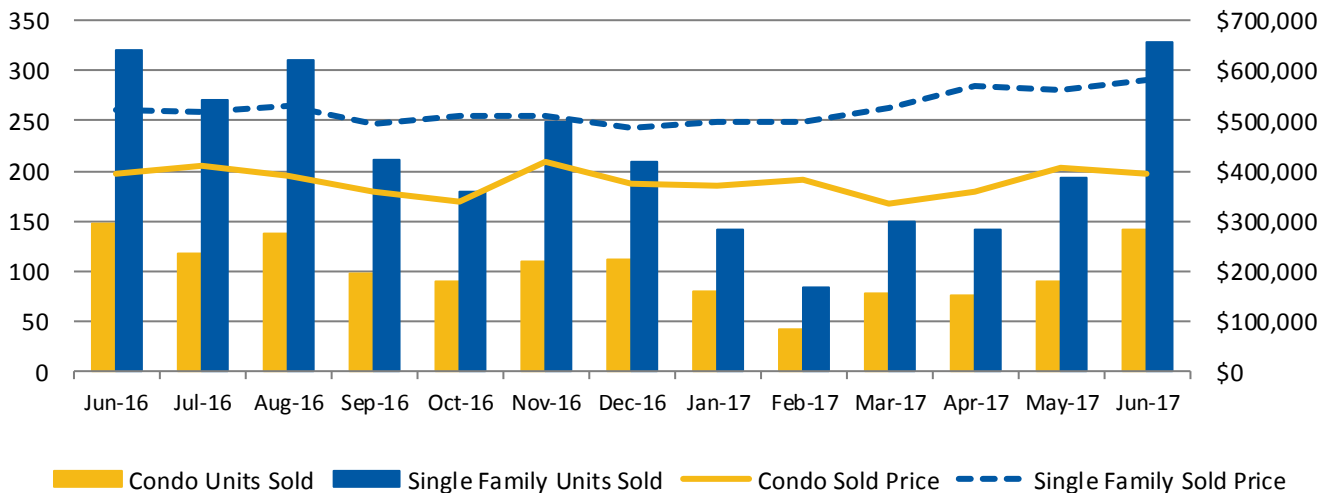
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$580,000	\$520,000	▲ 11.5%	\$562,500	▲ 3.1%	\$550,000	\$483,750	▲ 13.7%
Units Sold	329	321	▲ 2.5%	194	▲ 69.6%	1,039	1,132	▼ -8.2%
Active Listings	399	563	▼ -29.1%	399	▬ 0.0%	---	---	---
Months Supply of Inventory	1.2	1.8	▼ -30.9%	2.1	▼ -41.3%	---	---	---
New Listings	344	386	▼ -10.9%	404	▼ -14.9%	1,623	1,704	▼ -4.8%
Pending Sales	323	292	▲ 10.6%	323	▬ 0.0%	1,289	1,270	▲ 1.5%
Days to Off Market	28	38	▼ -26.3%	26	▲ 7.7%	34	47	▼ -27.7%
Sold to Original Price Ratio	102.5%	101.7%	▲ 0.8%	103.7%	▼ -1.2%	101.2%	99.9%	▲ 1.4%
Price per Square Foot	\$315	\$293	▲ 7.6%	\$312	▲ 1.0%	\$303	\$282	▲ 7.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$395,000	\$395,000	▬ 0.0%	\$406,111	▼ -2.7%	\$375,000	\$367,000	▲ 2.2%
Units Sold	141	147	▼ -4.1%	89	▲ 58.4%	504	486	▲ 3.7%
Active Listings	146	218	▼ -33.0%	151	▼ -3.3%	---	---	---
Months Supply of Inventory	1.0	1.5	▼ -29.7%	1.7	▼ -38.8%	---	---	---
New Listings	132	145	▼ -9.0%	149	▼ -11.4%	749	729	▲ 2.7%
Pending Sales	130	113	▲ 15.0%	141	▼ -7.8%	630	574	▲ 9.8%
Days to Off Market	29	36	▼ -19.4%	24	▲ 20.8%	27	40	▼ -32.5%
Sold to Original Price Ratio	102.8%	102.6%	▲ 0.1%	103.4%	▼ -0.6%	101.9%	100.9%	▲ 1.0%
Price per Square Foot	\$333	\$317	▲ 5.2%	\$337	▼ -1.1%	\$328	\$301	▲ 9.0%



METRO BOSTON REGION

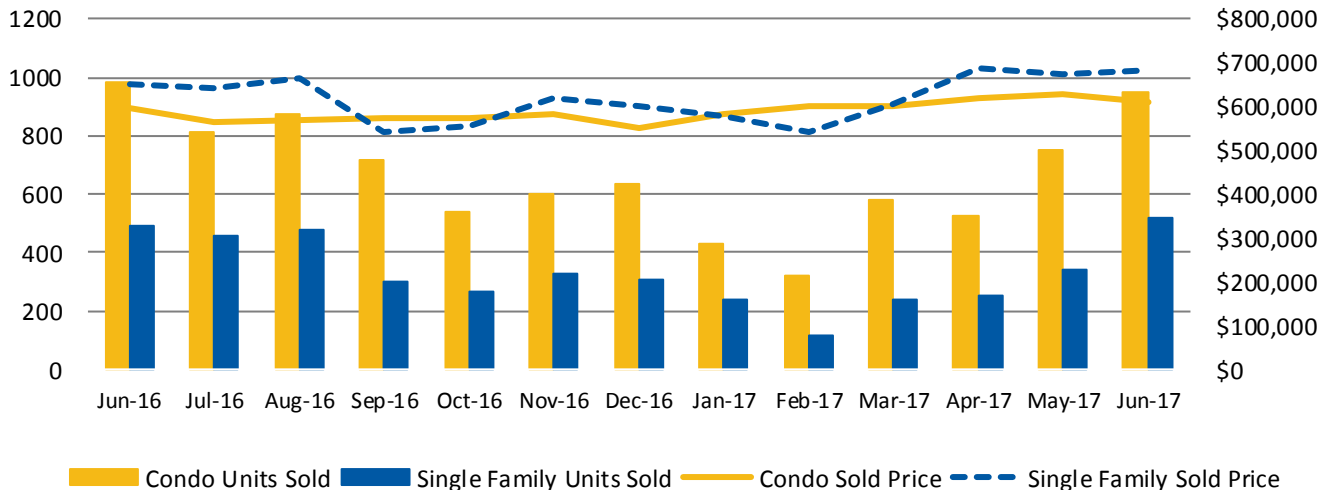
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$685,000	\$652,500	▲ 5.0%	\$675,000	▲ 1.5%	\$650,000	\$602,500	▲ 7.9%
Units Sold	519	490	▲ 5.9%	339	▲ 53.1%	1,702	1,676	▲ 1.6%
Active Listings	702	1,029	▼ -31.8%	703	▼ -0.1%	---	---	---
Months Supply of Inventory	1.4	2.1	▼ -35.7%	2.1	▼ -34.8%	---	---	---
New Listings	503	607	▼ -17.1%	643	▼ -21.8%	2,746	2,873	▼ -4.4%
Pending Sales	449	419	▲ 7.2%	507	▼ -11.4%	2,076	2,007	▲ 3.4%
Days to Off Market	33	41	▼ -19.5%	28	▲ 17.9%	36	45	▼ -20.0%
Sold to Original Price Ratio	101.8%	101.7%	▲ 0.1%	101.5%	▲ 0.3%	99.9%	99.2%	▲ 0.7%
Price per Square Foot	\$406	\$375	▲ 8.3%	\$398	▲ 2.0%	\$383	\$359	▲ 6.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$609,000	\$595,000	▲ 2.4%	\$630,000	▼ -3.3%	\$605,000	\$560,000	▲ 8.0%
Units Sold	951	982	▼ -3.2%	748	▲ 27.1%	3,551	3,644	▼ -2.6%
Active Listings	1,330	1,533	▼ -13.2%	1,277	▲ 4.2%	---	---	---
Months Supply of Inventory	1.4	1.6	▼ -10.3%	1.7	▼ -18.1%	---	---	---
New Listings	1,124	1,039	▲ 8.2%	1,205	▼ -6.7%	5,538	5,513	▲ 0.5%
Pending Sales	984	850	▲ 15.8%	945	▲ 4.1%	4,346	4,306	▲ 0.9%
Days to Off Market	30	32	▼ -6.3%	26	▲ 15.4%	33	37	▼ -10.8%
Sold to Original Price Ratio	103.1%	102.2%	▲ 0.8%	102.5%	▲ 0.6%	101.2%	100.8%	▲ 0.4%
Price per Square Foot	\$654	\$601	▲ 8.9%	\$623	▲ 5.0%	\$627	\$574	▲ 9.3%



METRO WEST REGION

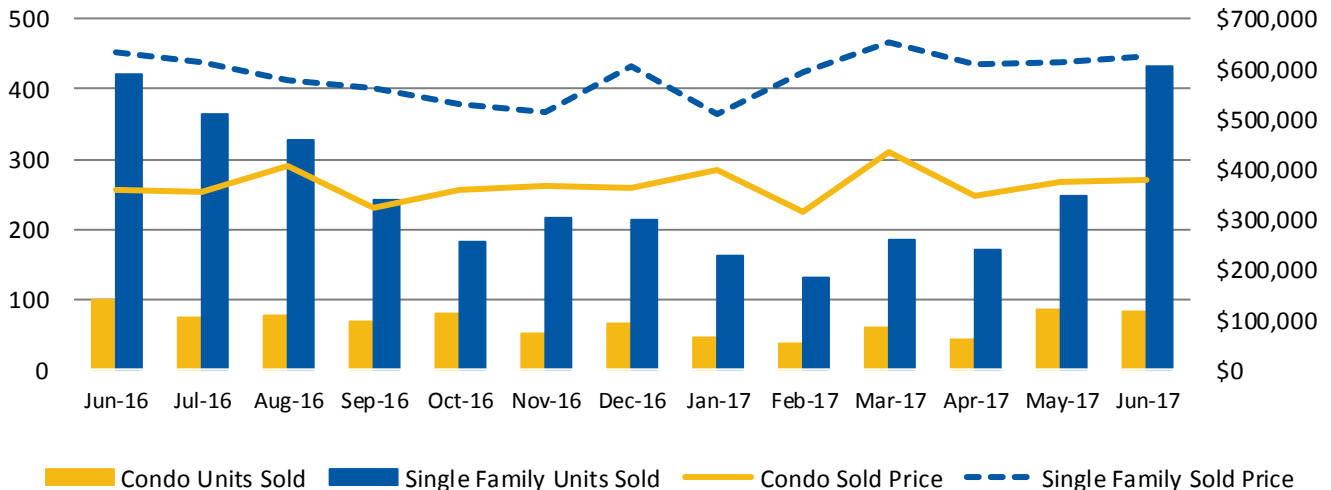
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$626,750	\$633,250	▼ -1.0%	\$615,000	▲ 1.9%	\$610,000	\$590,000	▲ 3.4%
Units Sold	432	422	▲ 2.4%	247	▲ 74.9%	1,327	1,269	▲ 4.6%
Active Listings	670	1,033	▼ -35.1%	668	▲ 0.3%	---	---	---
Months Supply of Inventory	1.6	2.5	▼ -36.7%	2.7	▼ -42.6%	---	---	---
New Listings	360	440	▼ -18.2%	456	▼ -21.1%	2,103	2,320	▼ -9.4%
Pending Sales	327	324	▲ 0.9%	374	▼ -12.6%	1,628	1,542	▲ 5.6%
Days to Off Market	41	49	▼ -16.3%	39	▲ 5.1%	50	59	▼ -15.3%
Sold to Original Price Ratio	99.4%	98.8%	▲ 0.6%	99.0%	▲ 0.3%	97.9%	97.2%	▲ 0.8%
Price per Square Foot	\$305	\$291	▲ 4.7%	\$289	▲ 5.4%	\$292	\$279	▲ 4.7%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$379,000	\$356,375	▲ 6.3%	\$372,500	▲ 1.7%	\$377,000	\$345,000	▲ 9.3%
Units Sold	83	98	▼ -15.3%	86	▼ -3.5%	355	401	▼ -11.5%
Active Listings	146	174	▼ -16.1%	129	▲ 13.2%	---	---	---
Months Supply of Inventory	1.8	1.8	▼ -1.1%	1.5	▲ 17.3%	---	---	---
New Listings	100	92	▲ 8.7%	80	▲ 25.0%	487	524	▼ -7.1%
Pending Sales	75	74	▲ 1.4%	83	▼ -9.6%	403	461	▼ -12.6%
Days to Off Market	43	51	▼ -15.7%	30	▲ 43.3%	44	58	▼ -24.1%
Sold to Original Price Ratio	101.0%	99.9%	▲ 1.1%	100.1%	▲ 0.9%	100.2%	98.7%	▲ 1.5%
Price per Square Foot	\$269	\$234	▲ 15.1%	\$252	▲ 7.1%	\$259	\$249	▲ 4.0%



SOUTHERN NORFOLK REGION

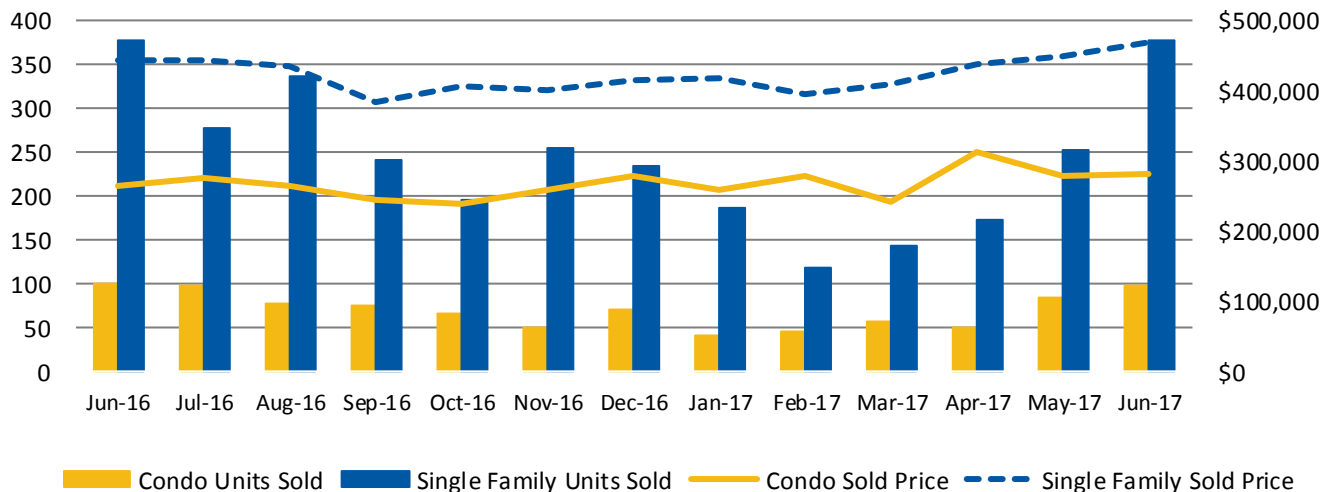
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$470,000	\$445,000	▲ 5.6%	\$450,000	▲ 4.4%	\$440,950	\$418,000	▲ 5.5%
Units Sold	379	379	■ 0.0%	252	▲ 50.4%	1,252	1,325	▼ -5.5%
Active Listings	626	905	▼ -30.8%	610	▲ 2.6%	---	---	---
Months Supply of Inventory	1.7	2.4	▼ -31.0%	2.4	▼ -31.8%	---	---	---
New Listings	327	390	▼ -16.2%	429	▼ -23.8%	1,851	2,041	▼ -9.3%
Pending Sales	288	322	▼ -10.6%	346	▼ -16.8%	1,439	1,493	▼ -3.6%
Days to Off Market	41	56	▼ -26.8%	37	▲ 10.8%	48	65	▼ -26.2%
Sold to Original Price Ratio	99.2%	98.7%	▲ 0.5%	99.7%	▼ -0.4%	98.2%	97.5%	▲ 0.7%
Price per Square Foot	\$247	\$230	▲ 7.1%	\$244	▲ 0.9%	\$239	\$224	▲ 6.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$281,500	\$265,000	▲ 6.2%	\$280,000	▲ 0.5%	\$275,000	\$250,000	▲ 10.0%
Units Sold	98	101	▼ -3.0%	84	▲ 16.7%	375	348	▲ 7.8%
Active Listings	132	209	▼ -36.8%	134	▼ -1.5%	---	---	---
Months Supply of Inventory	1.4	2.1	▼ -34.8%	1.6	▼ -15.6%	---	---	---
New Listings	74	84	▼ -11.9%	102	▼ -27.5%	489	512	▼ -4.5%
Pending Sales	69	70	▼ -1.4%	94	▼ -26.6%	440	394	▲ 11.7%
Days to Off Market	43	58	▼ -25.9%	35	▲ 22.9%	49	59	▼ -16.9%
Sold to Original Price Ratio	99.8%	97.3%	▲ 2.6%	100.1%	▼ -0.3%	98.9%	97.2%	▲ 1.8%
Price per Square Foot	\$204	\$200	▲ 1.7%	\$211	▼ -3.7%	\$210	\$198	▲ 5.7%



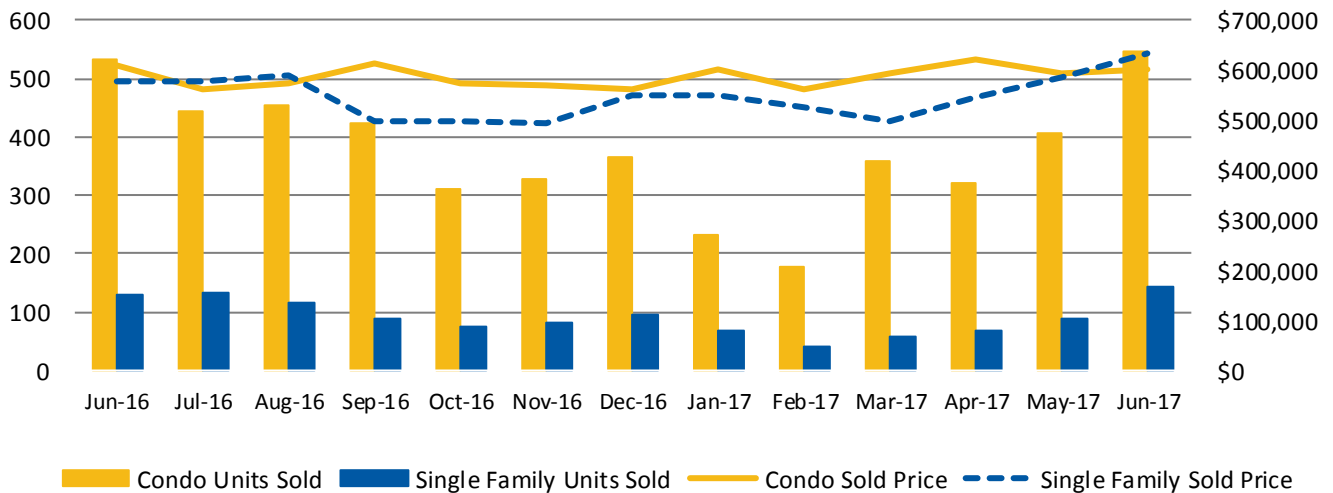
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change	
Median Selling Price	\$634,000	\$577,500	▲ 9.8%	\$587,500	▲ 7.9%	\$587,500	\$522,500	▲ 12.4%	
Units Sold	144	130	▲ 10.8%	89	▲ 61.8%	467	448	▲ 4.2%	
Active Listings	210	318	▼ -34.0%	196	▲ 7.1%	---	---	---	
Months Supply of Inventory	1.5	2.4	▼ -40.4%	2.2	▼ -33.8%	---	---	---	
New Listings	152	177	▼ -14.1%	162	▼ -6.2%	762	797	▼ -4.4%	
Pending Sales	126	119	▲ 5.9%	139	▼ -9.4%	571	540	▲ 5.7%	
Days to Off Market	27	42	▼ -35.7%	36	▼ -25.0%	39	48	▼ -20.1%	
Sold to Original Price Ratio	101.4%	101.4%	▼ 0.0%	99.5%	▲ 1.9%	99.0%	98.8%	▲ 0.2%	
Price per Square Foot	\$420	\$378	▲ 11.0%	\$405	▲ 3.7%	\$394	\$365	▲ 8.0%	

Condominiums

	Year over Year			Month over Month			Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change	
Median Selling Price	\$601,750	\$609,500	▼ -1.3%	\$592,500	▲ 1.6%	\$599,000	\$570,000	▲ 5.1%	
Units Sold	548	534	▲ 2.6%	406	▲ 35.0%	2,043	2,019	▲ 1.2%	
Active Listings	925	911	▲ 1.5%	880	▲ 5.1%	---	---	---	
Months Supply of Inventory	1.7	1.7	▼ -1.1%	2.2	▼ -22.1%	---	---	---	
New Listings	689	551	▲ 25.0%	739	▼ -6.8%	3,389	3,071	▲ 10.4%	
Pending Sales	584	465	▲ 25.6%	552	▲ 5.8%	2,574	2,401	▲ 7.2%	
Days to Off Market	35	32	▲ 9.4%	28	▲ 25.0%	37	39	▼ -7.3%	
Sold to Original Price Ratio	102.3%	101.2%	▲ 1.1%	101.8%	▲ 0.4%	100.5%	99.9%	▲ 0.6%	
Price per Square Foot	\$740	\$697	▲ 6.2%	\$706	▲ 4.9%	\$713	\$657	▲ 8.4%	



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		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change	
Median Selling Price	\$630,000	\$612,500	▲ 2.9%	\$640,500	▼ -1.6%	\$606,000	\$547,000	▲ 10.8%	
Units Sold	176	166	▲ 6.0%	114	▲ 54.4%	657	706	▼ -6.9%	
Active Listings	225	417	▼ -46.0%	213	▲ 5.6%	---	---	---	
Months Supply of Inventory	1.3	2.5	▼ -49.0%	1.9	▼ -31.6%	---	---	---	
New Listings	229	234	▼ -2.1%	229	■ 0.0%	1,062	1,097	▼ -3.2%	
Pending Sales	188	171	▲ 9.9%	182	▲ 3.3%	793	772	▲ 2.7%	
Days to Off Market	25	42	▼ -40.5%	26	▼ -3.8%	29	52	▼ -43.8%	
Sold to Original Price Ratio	102.9%	101.5%	▲ 1.4%	101.2%	▲ 1.6%	101.3%	99.6%	▲ 1.7%	
Price per Square Foot	\$271	\$256	▲ 6.1%	\$290	▼ -6.6%	\$273	\$237	▲ 15.3%	

3 Family Homes

	Year over Year			Month over Month			Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change	
Median Selling Price	\$766,250	\$635,000	▲ 20.7%	\$700,000	▲ 9.5%	\$704,000	\$600,000	▲ 17.3%	
Units Sold	51	45	▲ 13.3%	44	▲ 15.9%	254	258	▼ -1.6%	
Active Listings	83	200	▼ -58.5%	69	▲ 20.3%	---	---	---	
Months Supply of Inventory	1.6	4.4	▼ -63.3%	1.6	▲ 3.8%	---	---	---	
New Listings	70	102	▼ -31.4%	64	▲ 9.4%	377	418	▼ -9.8%	
Pending Sales	50	43	▲ 16.3%	60	▼ -16.7%	288	248	▲ 16.1%	
Days to Off Market	34	60	▼ -43.3%	24	▲ 41.7%	36	55	▼ -35.1%	
Sold to Original Price Ratio	101.2%	100.4%	▲ 0.8%	100.7%	▲ 0.5%	99.4%	97.7%	▲ 1.7%	
Price per Square Foot	\$251	\$232	▲ 8.4%	\$248	▲ 1.2%	\$246	\$223	▲ 10.5%	

4 Family Homes

	Year over Year			Month over Month			Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change	
Median Selling Price	\$997,500	\$827,500	▲ 20.5%	\$1,100,000	▼ -9.3%	\$805,000	\$880,000	▼ -8.5%	
Units Sold	6	4	▲ 50.0%	4	▲ 50.0%	32	36	▼ -11.1%	
Active Listings	15	40	▼ -62.5%	16	▼ -6.3%	---	---	---	
Months Supply of Inventory	2.5	10.0	▼ -75.0%	4.0	▼ -37.5%	---	---	---	
New Listings	7	16	▼ -56.3%	11	▼ -36.4%	53	68	▼ -22.1%	
Pending Sales	6	11	▼ -45.5%	7	▼ -14.3%	29	37	▼ -21.6%	
Days to Off Market	46	46	■ 0.0%	72	▼ -36.1%	45	88	▼ -48.2%	
Sold to Original Price Ratio	96.0%	89.5%	▲ 7.3%	94.8%	▲ 1.3%	98.7%	94.1%	▲ 4.9%	
Price per Square Foot	\$206	\$428	▼ -52.0%	\$339	▼ -39.5%	\$239	\$311	▼ -23.1%	

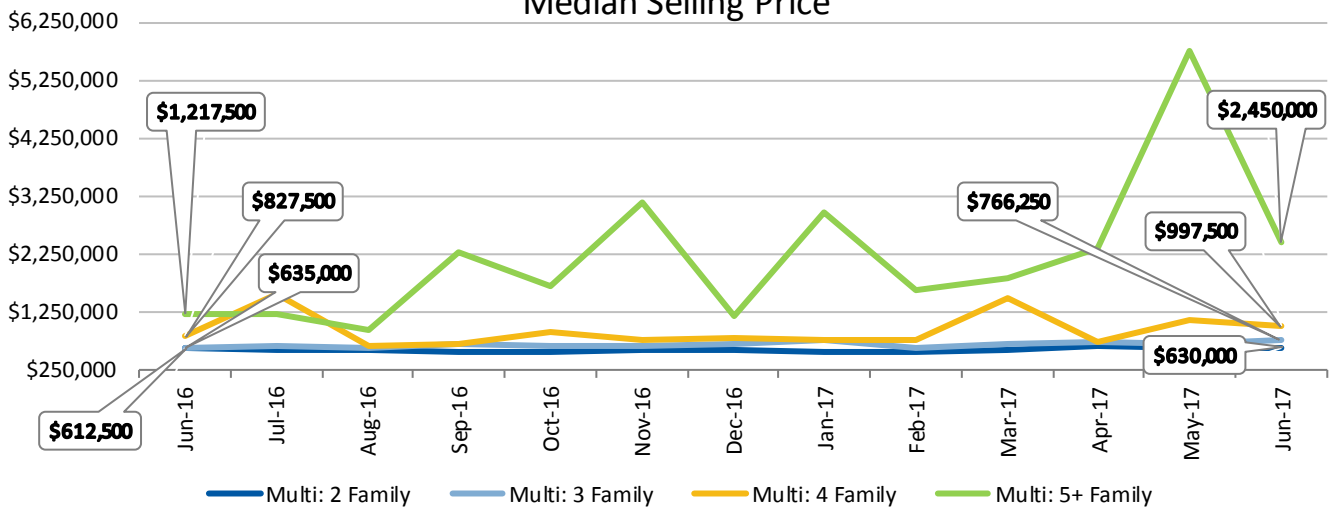
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

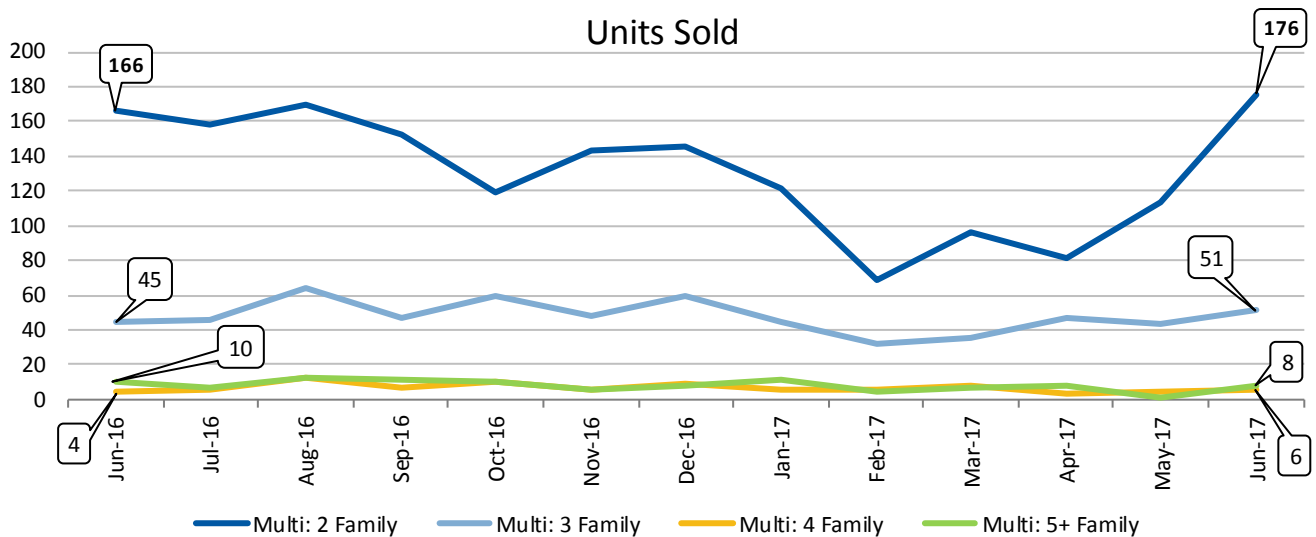
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2017	Jun 2016	Change	May 2017	Change	2017	2016	Change
Median Selling Price	\$2,450,000	\$1,217,500	▲ 101.2%	\$5,750,000	▼ -57.4%	\$2,450,000	\$1,300,000	▲ 88.5%
Units Sold	8	10	▼ -20.0%	1	▲ 700.0%	39	45	▼ -13.3%
Active Listings	29	50	▼ -42.0%	31	▼ -6.5%	---	---	---
Months Supply of Inventory	3.6	5.0	▼ -27.6%	31.0	▼ -88.3%	---	---	---
New Listings	16	18	▼ -11.1%	15	▲ 6.7%	73	92	▼ -20.7%
Pending Sales	15	13	▲ 15.4%	9	▲ 66.7%	49	53	▼ -7.5%
Days to Off Market	56	88	▼ -36.4%	45	▲ 24.4%	56	78	▼ -27.2%
Sold to Original Price Ratio	94.5%	103.1%	▼ -8.3%	90.0%	▲ 5.0%	94.5%	93.3%	▲ 1.3%
Price per Square Foot	\$617	\$315	▲ 96.2%	\$214	▲ 188.5%	\$438	\$332	▲ 32.0%

Median Selling Price

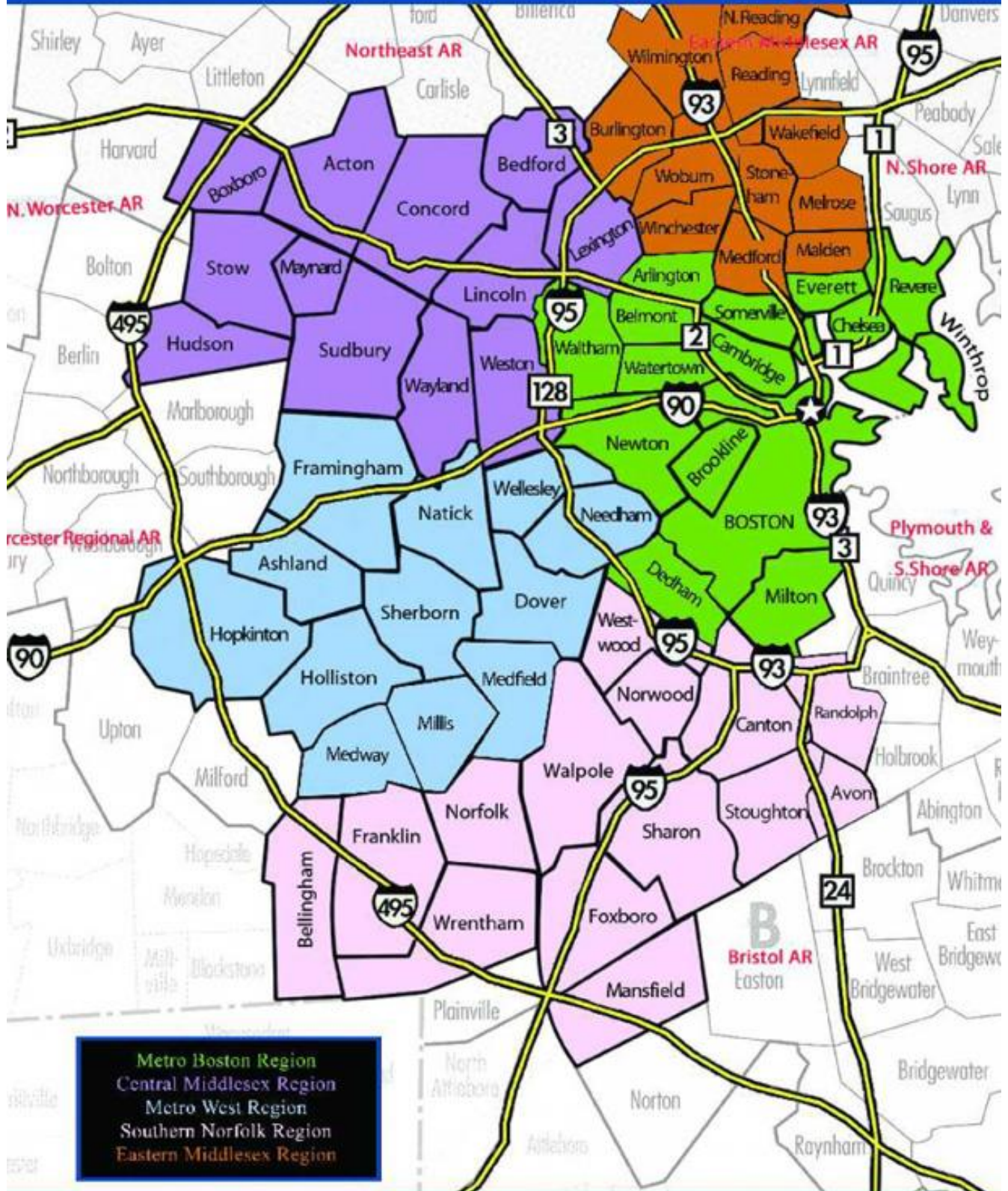


Units Sold



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.