

MONTHLY MARKET INSIGHTS REPORT

JUNE 2018

Detached Single-Family Homes

The 1,822 homes sold in June 2018 was the fifth highest sales total for the month and was a 6.2 percent decrease from the record June sales volume of 1,942 homes sold in 2017. This total is well above the historical monthly sales average of 1,675. Additionally, the median sales price increased 7.1 percent to a new record price for Greater Boston of \$652,500, up from the \$609,250 price in June 2017.

Condominiums

With 1,342 condos sold in June, it was the seventh most active June on record in Greater Boston, as the market experienced a 2.3 percent decline in sales volume from the 1,374 sold in June 2017. Despite this drop, it was still above the monthly historical sales average of 1,290. The median sales price of condos increased 10.6 percent from \$520,000 in June 2016 to \$575,000 this year. This is a new record-high price for the month.

Multi-Family Homes

This month, 232 multi-family homes were sold in Greater Boston, which is a 7.9 percent increase from the 252 multi-family homes sold in June 2017. Notably, the two-family home market experienced the most significant increase in median sales price, as it rose 15.9 percent from \$630,000 in June 2017 to \$730,000 in June 2018.



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

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



Data thru 7/10/2018

GREATER BOSTON MARKET SUMMARY

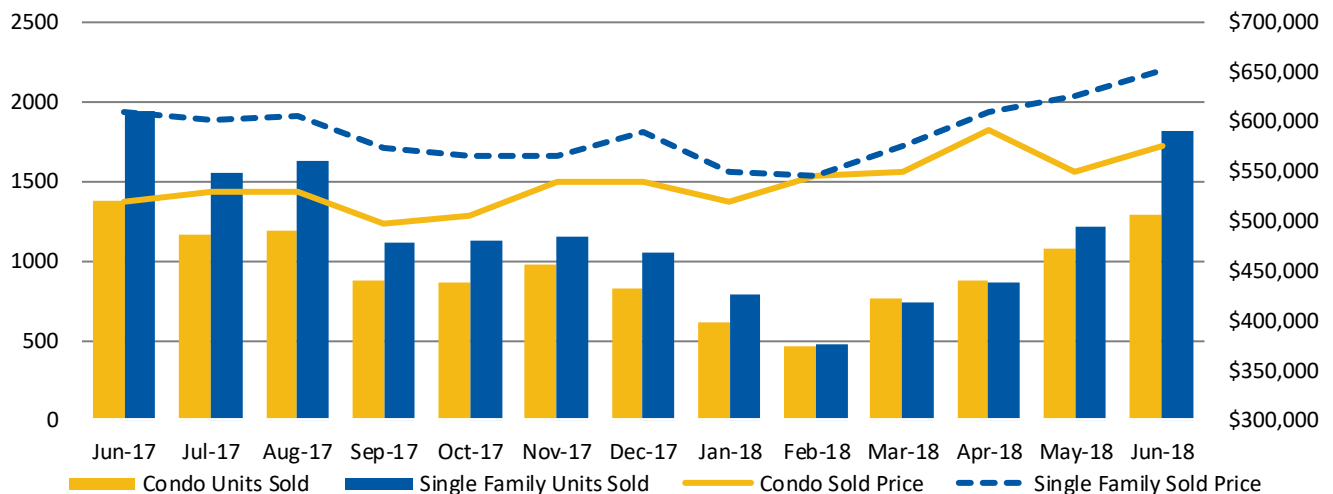
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$652,500	\$609,250	▲ 7.1%	\$627,000	▲ 4.1%	\$610,000	\$575,000	▲ 6.1%
Units Sold	1,822	1,942	▼ -6.2%	1,220	▲ 49.3%	5,919	6,232	▼ -5.0%
Active Listings	3,059	3,208	▼ -4.6%	3,162	▼ -3.3%	---	---	---
Months Supply of Inventory	1.7	1.7	▬ 0.0%	2.6	▼ -34.6%	---	---	---
New Listings	1,961	1,856	▲ 5.7%	2,499	▼ -21.5%	10,148	9,964	▲ 1.8%
Pending Sales	1,688	1,578	▲ 7.0%	1,755	▼ -3.8%	7,335	7,387	▼ -0.7%
Days to Off Market	33	37	▼ -10.8%	30	▲ 10.0%	37	43	▼ -14.0%
Sold to Original Price Ratio	101.1%	100.6%	▲ 0.5%	101.1%	▼ 0.0%	100.0%	99.1%	▲ 0.9%
Price per Square Foot	\$343	\$321	▲ 6.8%	\$339	▲ 1.3%	\$330	\$309	▲ 6.9%

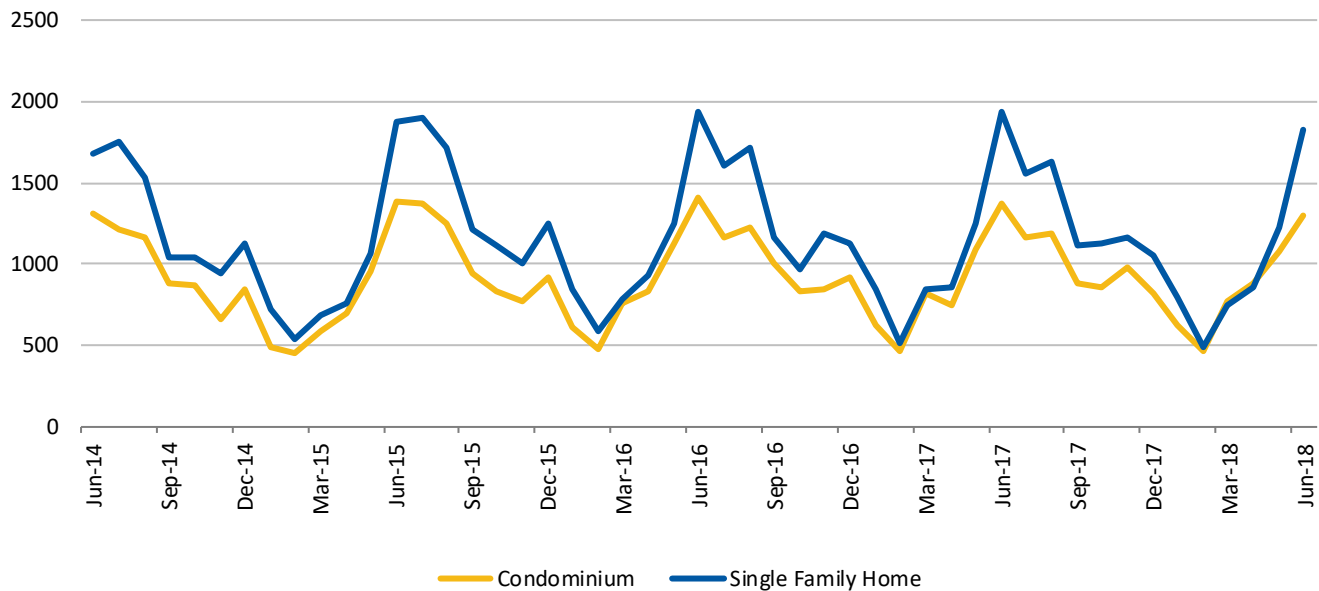
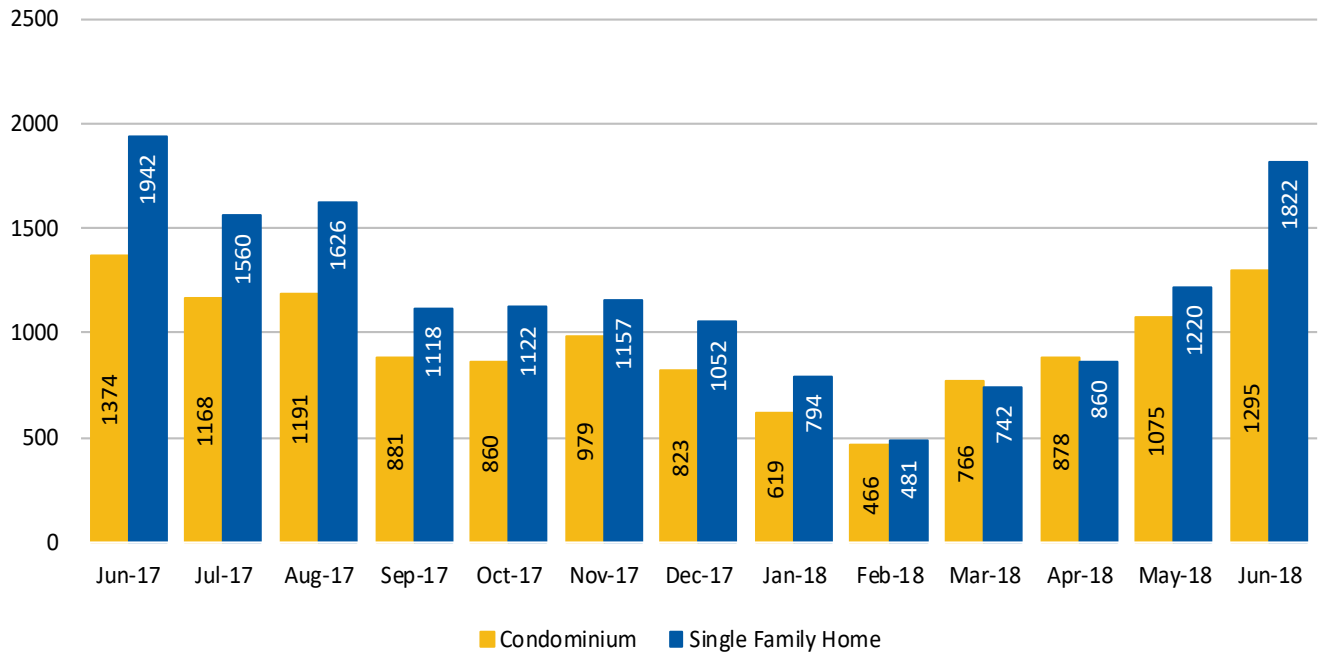
Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$575,000	\$520,000	▲ 10.6%	\$550,000	▲ 4.5%	\$559,900	\$518,234	▲ 8.0%
Units Sold	1,295	1,374	▼ -5.7%	1,075	▲ 20.5%	5,099	5,118	▼ -0.4%
Active Listings	2,007	1,975	▲ 1.6%	2,045	▼ -1.9%	---	---	---
Months Supply of Inventory	1.6	1.4	▲ 7.9%	1.9	▼ -18.5%	---	---	---
New Listings	1,473	1,516	▼ -2.8%	1,745	▼ -15.6%	7,884	7,677	▲ 2.7%
Pending Sales	1,235	1,289	▼ -4.2%	1,339	▼ -7.8%	5,995	6,058	▼ -1.0%
Days to Off Market	29	32	▼ -9.4%	29	▬ 0.0%	34	35	▼ -3.8%
Sold to Original Price Ratio	101.9%	102.5%	▼ -0.6%	102.3%	▼ -0.4%	101.0%	100.9%	▲ 0.2%
Price per Square Foot	\$576	\$541	▲ 6.5%	\$555	▲ 3.8%	\$558	\$519	▲ 7.6%



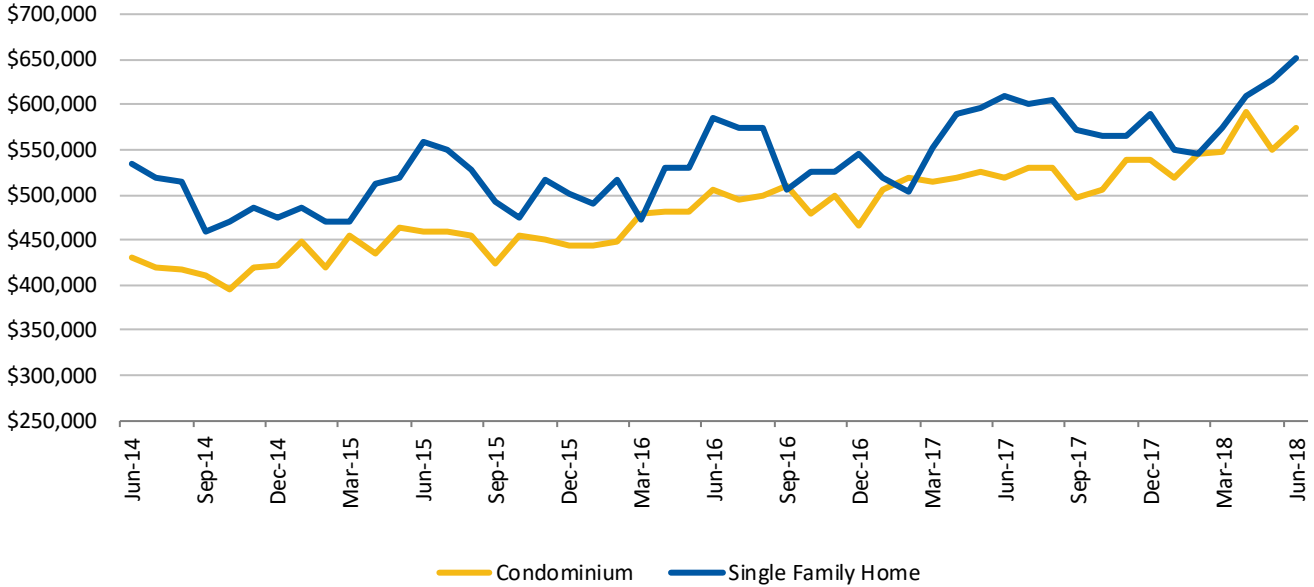
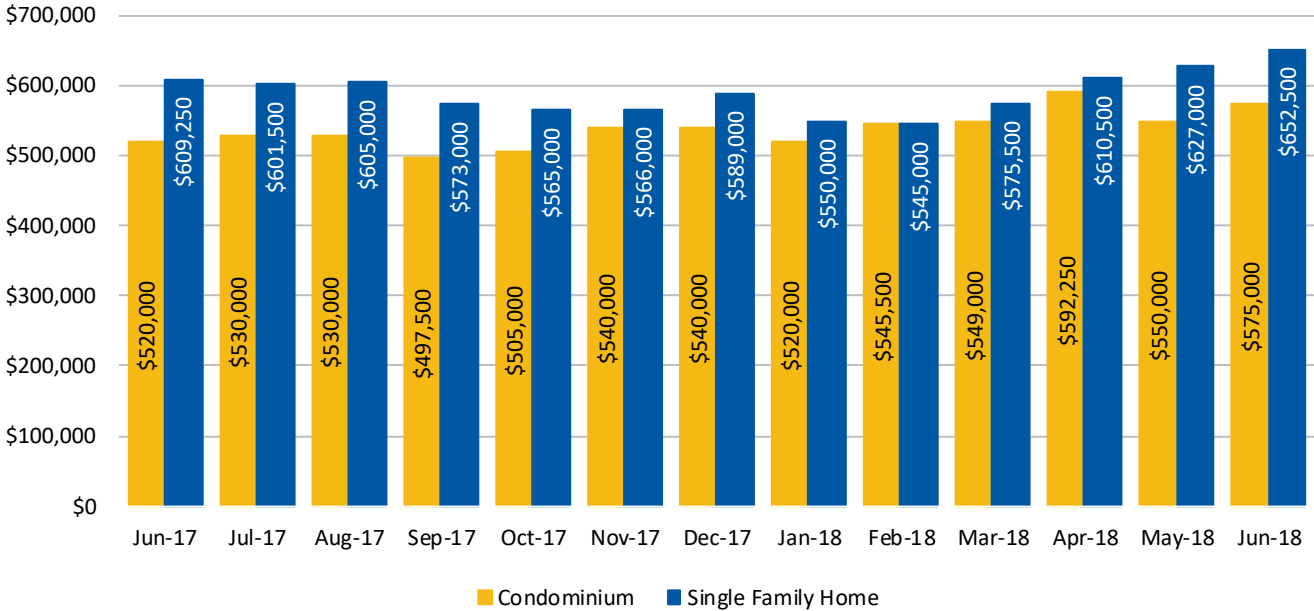
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,822	1,942	▼ -6.2%	1,220	▲ 49.3%	5,919	6,232	▼ -5.0%
CONDOMINIUMS	1,295	1,374	▼ -5.7%	1,075	▲ 20.5%	5,099	5,118	▼ -0.4%



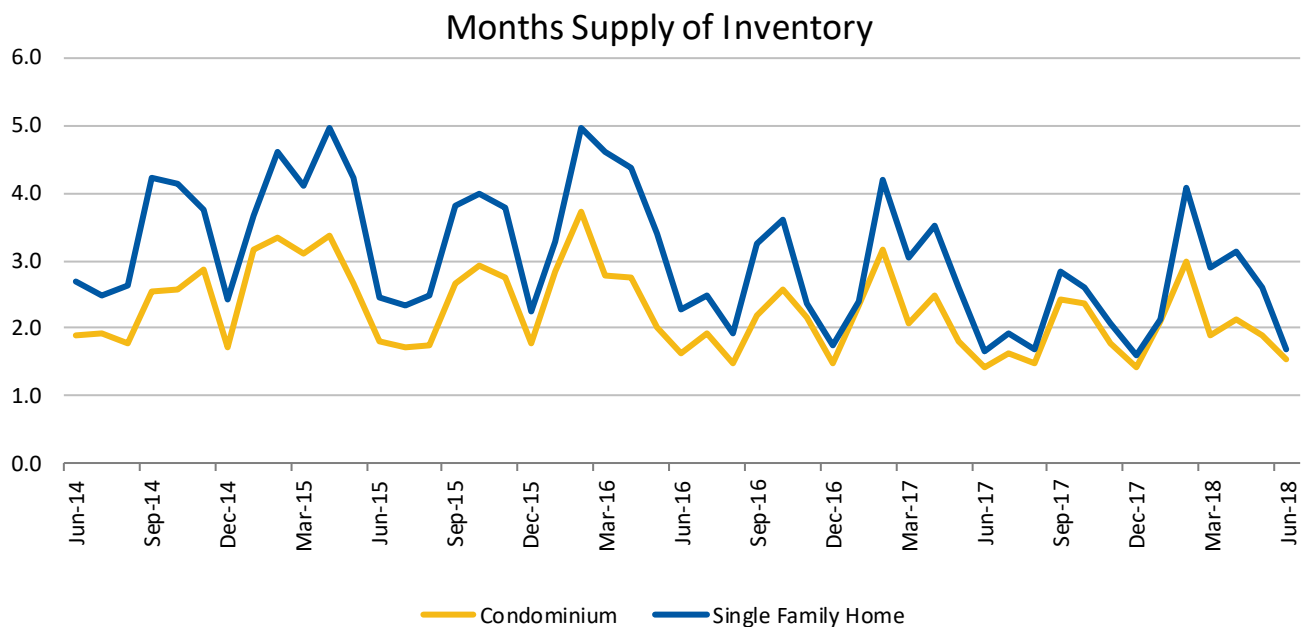
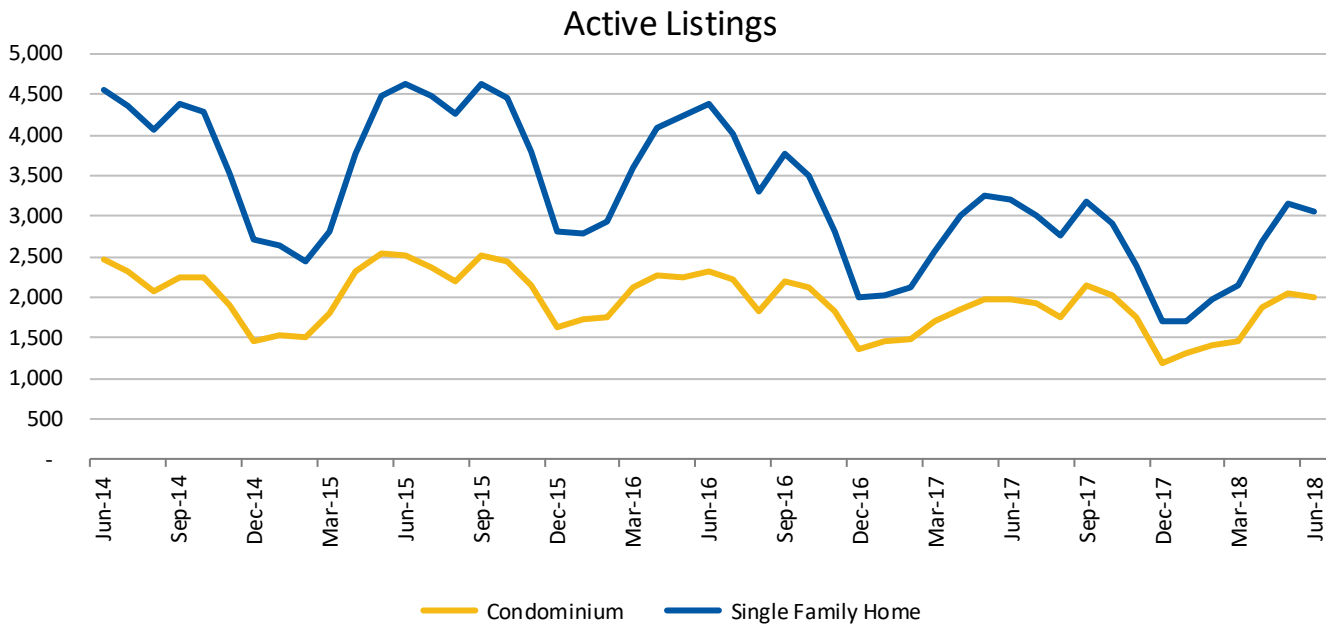
MEDIAN SELLING PRICE

	Year over Year			Month over Month			Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change	
SINGLE FAMILY HOMES	\$652,500	\$609,250	▲ 7.1%	\$627,000	▲ 4.1%	\$610,000	\$575,000	▲ 6.1%	
CONDOMINIUMS	\$575,000	\$520,000	▲ 10.6%	\$550,000	▲ 4.5%	\$559,900	\$518,234	▲ 8.0%	



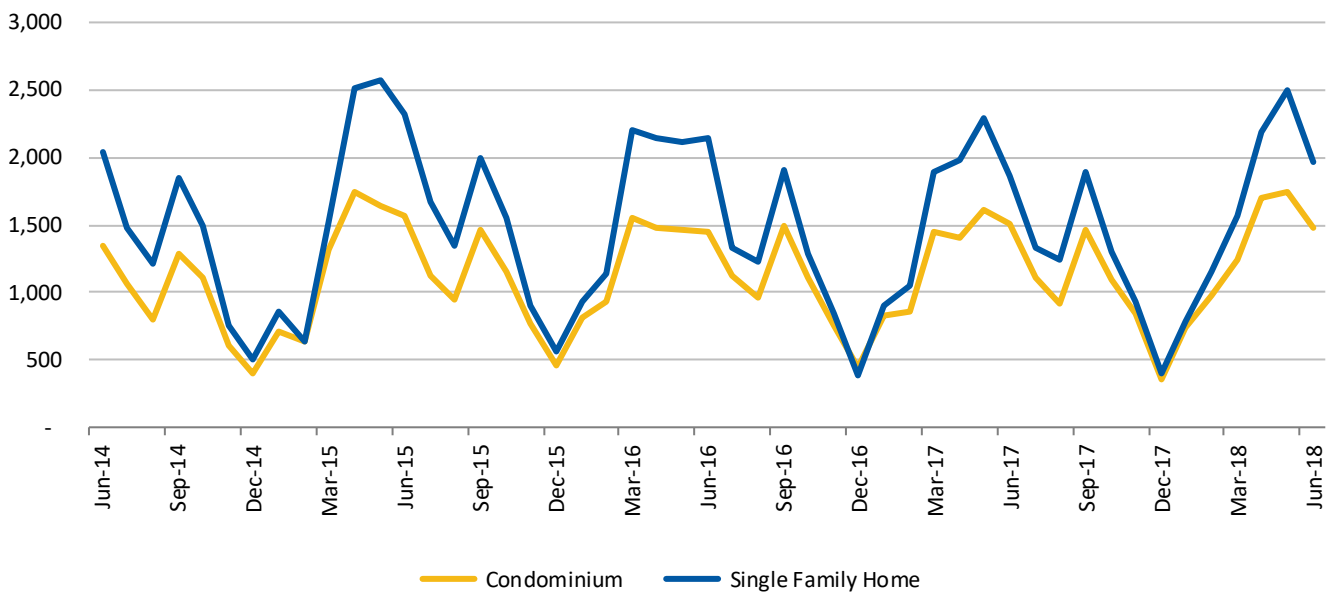
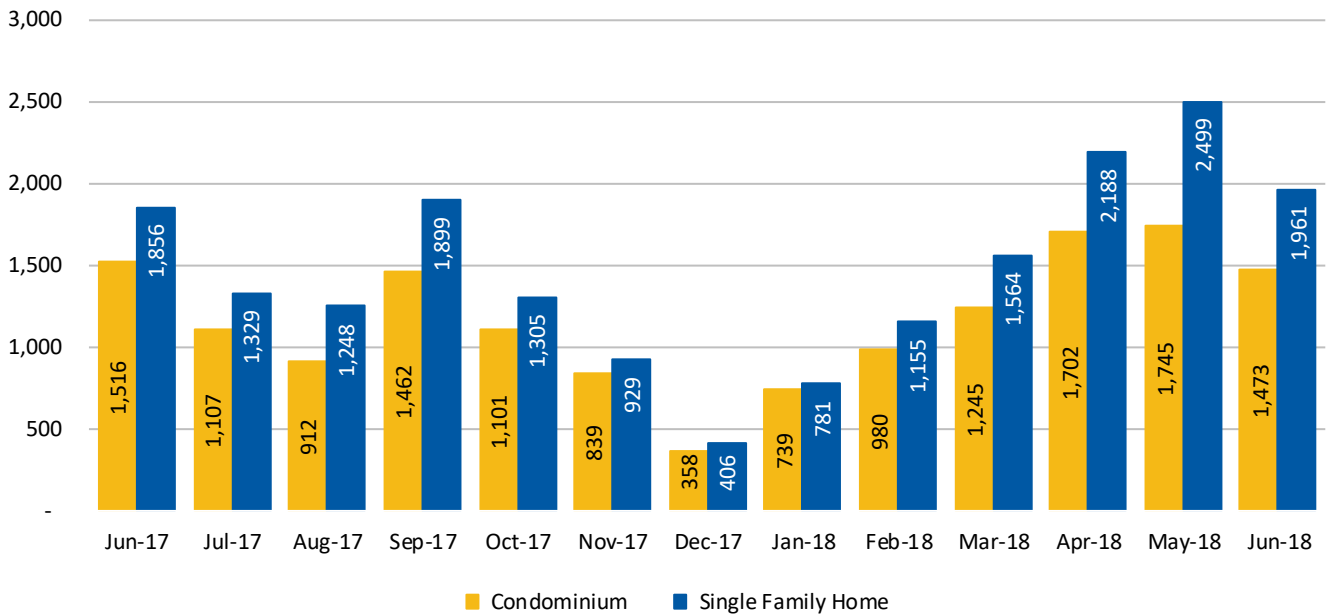
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Jun 2018	Jun 2017	Change	May 2018	Change
SINGLE FAMILY HOMES	Active Listings	3,059	3,208	▼ -4.6%	3,162	▼ -3.3%
	Months Supply of Inventory	1.7	1.7	▲ 1.6%	2.6	▼ -35.2%
CONDOMINIUMS	Active Listings	2,007	1,975	▲ 1.6%	2,045	▼ -1.9%
	Months Supply of Inventory	1.6	1.4	▲ 7.9%	1.9	▼ -18.5%



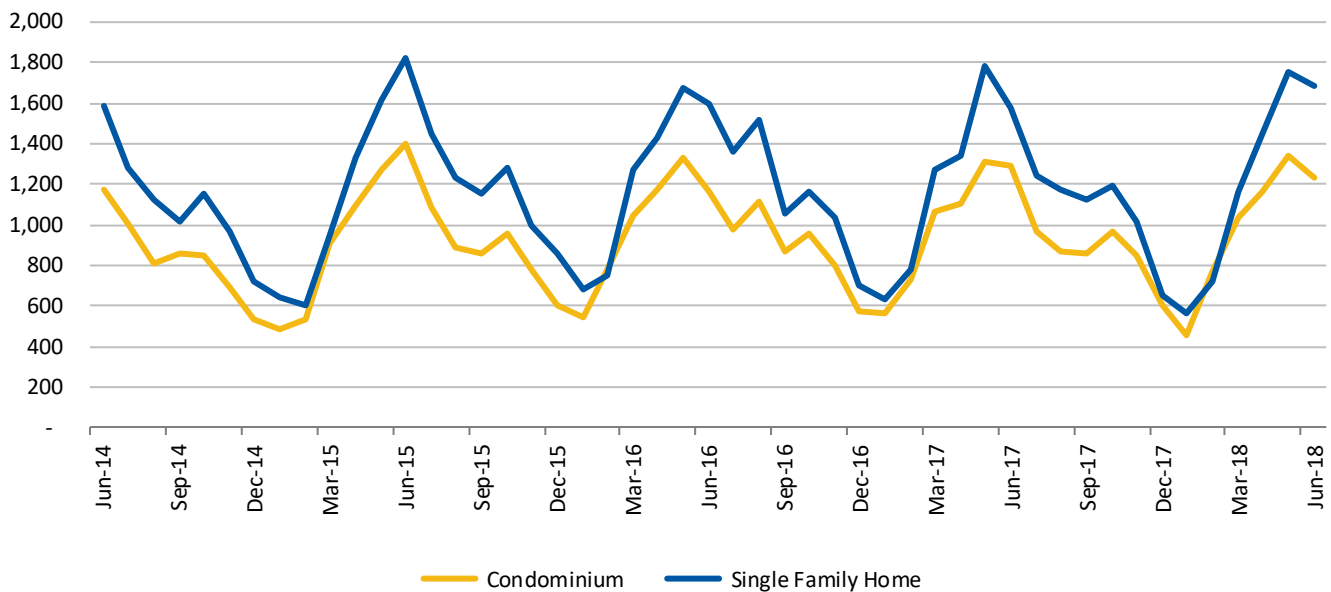
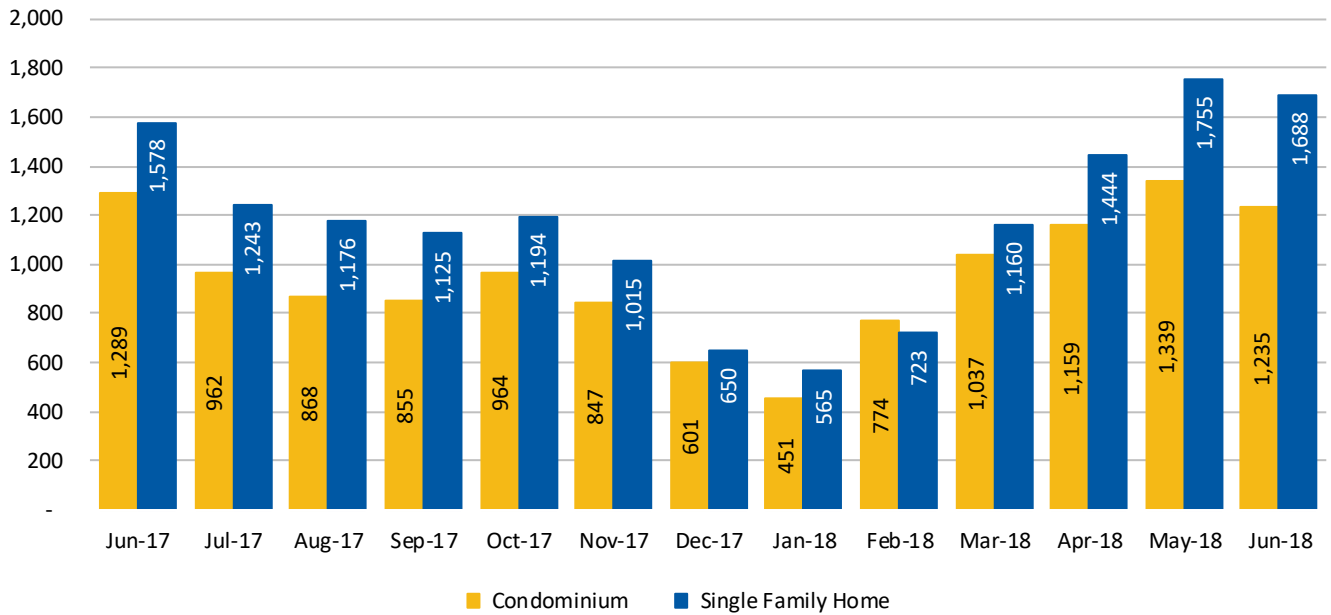
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,961	1,856	▲ 5.7%	2,499	▼ -21.5%	10,148	9,964	▲ 1.8%
CONDOMINIUMS	1,473	1,516	▼ -2.8%	1,745	▼ -15.6%	7,884	7,677	▲ 2.7%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,688	1,578	▲ 7.0%	1,755	▼ -3.8%	7,335	7,387	▼ -0.7%
CONDOMINIUMS	1,235	1,289	▼ -4.2%	1,339	▼ -7.8%	5,995	6,058	▼ -1.0%



CENTRAL MIDDLESEX REGION

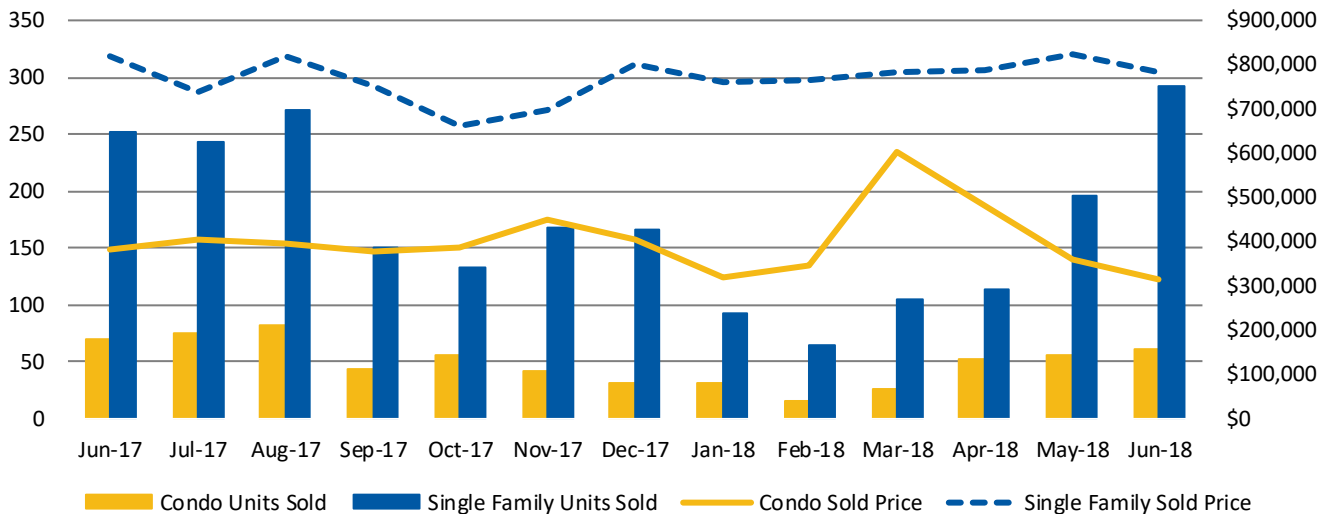
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$783,000	\$820,750	▼ -4.6%	\$825,000	▼ -5.1%	\$787,000	\$757,500	▲ 3.9%
Units Sold	292	252	▲ 15.9%	195	▲ 49.7%	861	842	▲ 2.3%
Active Listings	564	696	▼ -19.0%	581	▼ -2.9%	---	---	---
Months Supply of Inventory	1.9	2.8	▼ -30.1%	3.0	▼ -35.1%	---	---	---
New Listings	284	310	▼ -8.4%	360	▼ -21.1%	1,592	1,612	▼ -1.2%
Pending Sales	244	232	▲ 5.2%	250	▼ -2.4%	1,115	1,075	▲ 3.7%
Days to Off Market	43	46	▼ -6.5%	36	▲ 19.4%	49	52	▼ -5.8%
Sold to Original Price Ratio	100.3%	99.3%	▲ 1.0%	99.5%	▲ 0.8%	98.4%	97.6%	▲ 0.9%
Price per Square Foot	\$336	\$315	▲ 6.5%	\$322	▲ 4.5%	\$323	\$310	▲ 4.1%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$315,000	\$382,100	▼ -17.6%	\$357,888	▼ -12.0%	\$380,000	\$355,000	▲ 7.0%
Units Sold	61	70	▼ -12.9%	55	▲ 10.9%	240	275	▼ -12.7%
Active Listings	135	122	▲ 10.7%	122	▲ 10.7%	---	---	---
Months Supply of Inventory	2.2	1.7	▲ 27.0%	2.2	▼ -0.2%	---	---	---
New Listings	81	81	▬ 0.0%	81	▬ 0.0%	405	413	▼ -1.9%
Pending Sales	55	68	▼ -19.1%	75	▼ -26.7%	300	339	▼ -11.5%
Days to Off Market	50	50	▬ 0.0%	30	▲ 66.7%	46	56	▼ -17.9%
Sold to Original Price Ratio	100.3%	99.1%	▲ 1.3%	101.3%	▼ -1.0%	99.6%	98.1%	▲ 1.5%
Price per Square Foot	\$247	\$262	▼ -5.5%	\$255	▼ -3.1%	\$263	\$249	▲ 5.6%



EASTERN MIDDLESEX REGION

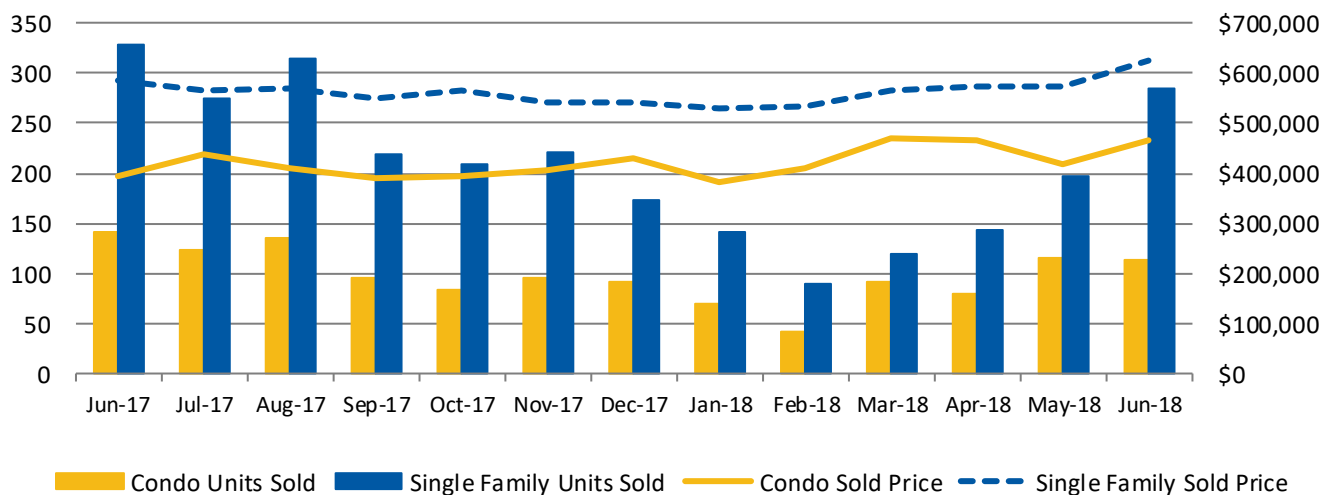
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$625,000	\$585,000	▲ 6.8%	\$575,000	▲ 8.7%	\$575,000	\$550,028	▲ 4.5%
Units Sold	285	328	▼ -13.1%	197	▲ 44.7%	975	1,040	▼ -6.3%
Active Listings	423	411	▲ 2.9%	406	▲ 4.2%	---	---	---
Months Supply of Inventory	1.5	1.3	▲ 18.4%	2.1	▼ -28.0%	---	---	---
New Listings	364	343	▲ 6.1%	448	▼ -18.8%	1,621	1,612	▲ 0.6%
Pending Sales	302	310	▼ -2.6%	295	▲ 2.4%	1,206	1,253	▼ -3.8%
Days to Off Market	23	27	▼ -14.8%	22	▲ 4.5%	28	34	▼ -17.6%
Sold to Original Price Ratio	103.3%	102.5%	▲ 0.8%	104.2%	▼ -0.9%	102.4%	101.2%	▲ 1.2%
Price per Square Foot	\$330	\$315	▲ 4.8%	\$345	▼ -4.1%	\$326	\$303	▲ 7.6%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$465,000	\$395,000	▲ 17.7%	\$420,000	▲ 10.7%	\$440,000	\$375,000	▲ 17.3%
Units Sold	113	141	▼ -19.9%	116	▼ -2.6%	510	504	▲ 1.2%
Active Listings	138	168	▼ -17.9%	109	▲ 26.6%	---	---	---
Months Supply of Inventory	1.2	1.2	▲ 2.5%	0.9	▲ 29.9%	---	---	---
New Listings	155	133	▲ 16.5%	132	▲ 17.4%	665	749	▼ -11.2%
Pending Sales	112	128	▼ -12.5%	123	▼ -8.9%	544	626	▼ -13.1%
Days to Off Market	20	32	▼ -37.5%	28	▼ -28.6%	31	28	▲ 10.7%
Sold to Original Price Ratio	103.4%	102.8%	▲ 0.6%	103.1%	▲ 0.3%	102.2%	101.9%	▲ 0.4%
Price per Square Foot	\$378	\$333	▲ 13.4%	\$357	▲ 5.7%	\$359	\$328	▲ 9.6%



METRO BOSTON REGION

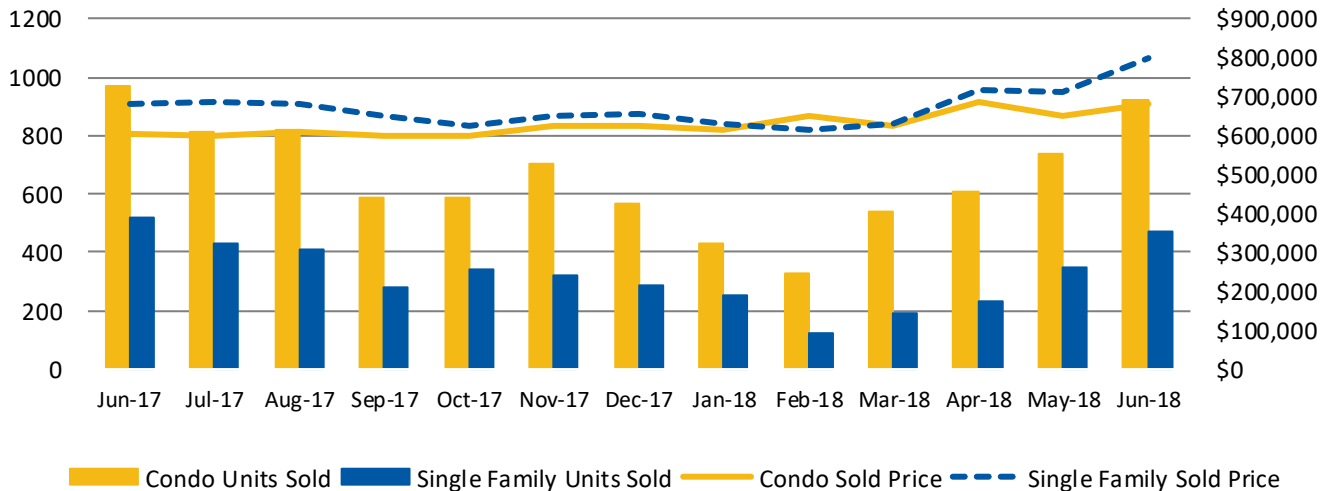
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$797,250	\$680,000	▲ 17.2%	\$710,000	▲ 12.3%	\$700,000	\$644,500	▲ 8.6%
Units Sold	474	518	▼ -8.5%	347	▲ 36.6%	1,611	1,688	▼ -4.6%
Active Listings	718	749	▼ -4.1%	762	▼ -5.8%	---	---	---
Months Supply of Inventory	1.5	1.4	▲ 4.8%	2.2	▼ -31.0%	---	---	---
New Listings	516	497	▲ 3.8%	681	▼ -24.2%	2,705	2,693	▲ 0.4%
Pending Sales	465	432	▲ 7.6%	497	▼ -6.4%	1,969	1,988	▼ -1.0%
Days to Off Market	28	31	▼ -9.7%	27	▲ 3.7%	31	35	▼ -11.4%
Sold to Original Price Ratio	102.3%	102.0%	▲ 0.3%	101.9%	▲ 0.5%	100.9%	100.0%	▲ 0.9%
Price per Square Foot	\$444	\$400	▲ 11.0%	\$428	▲ 3.7%	\$416	\$381	▲ 9.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$681,250	\$605,000	▲ 12.6%	\$651,000	▲ 4.6%	\$655,000	\$601,300	▲ 8.9%
Units Sold	920	969	▼ -5.1%	736	▲ 25.0%	3,569	3,582	▼ -0.4%
Active Listings	1,444	1,392	▲ 3.7%	1,522	▼ -5.1%	---	---	---
Months Supply of Inventory	1.6	1.4	▲ 9.3%	2.1	▼ -24.1%	---	---	---
New Listings	1,035	1,124	▼ -7.9%	1,305	▼ -20.7%	5,666	5,507	▲ 2.9%
Pending Sales	892	951	▼ -6.2%	945	▼ -5.6%	4,205	4,238	▼ -0.8%
Days to Off Market	28	29	▼ -3.4%	29	▼ -3.4%	32	32	■ 0.0%
Sold to Original Price Ratio	102.1%	103.1%	▼ -1.0%	102.6%	▼ -0.6%	101.2%	101.2%	▼ 0.0%
Price per Square Foot	\$693	\$653	▲ 6.2%	\$680	▲ 1.9%	\$675	\$627	▲ 7.6%



METRO WEST REGION

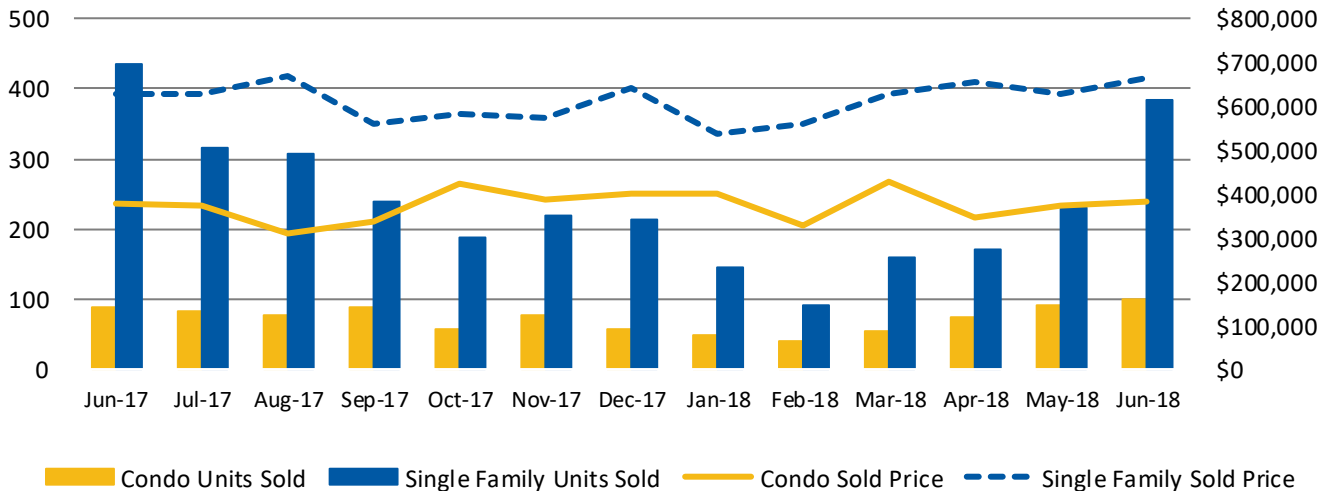
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$664,050	\$628,500	▲ 5.7%	\$630,500	▲ 5.3%	\$630,000	\$610,000	▲ 3.3%
Units Sold	384	435	▼ -11.7%	230	▲ 67.0%	1,178	1,333	▼ -11.6%
Active Listings	714	674	▲ 5.9%	725	▼ -1.5%	---	---	---
Months Supply of Inventory	1.9	1.5	▲ 20.0%	3.2	▼ -41.0%	---	---	---
New Listings	400	358	▲ 11.7%	508	▼ -21.3%	2,110	2,091	▲ 0.9%
Pending Sales	333	308	▲ 8.1%	345	▼ -3.5%	1,498	1,584	▼ -5.4%
Days to Off Market	35	42	▼ -16.7%	34	▲ 2.9%	42	50	▼ -16.0%
Sold to Original Price Ratio	100.0%	99.5%	▲ 0.5%	100.4%	▼ -0.4%	99.0%	98.0%	▲ 1.0%
Price per Square Foot	\$321	\$305	▲ 5.4%	\$309	▲ 3.8%	\$309	\$292	▲ 5.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$380,000	\$379,500	▲ 0.1%	\$372,500	▲ 2.0%	\$385,000	\$376,000	▲ 2.4%
Units Sold	99	88	▲ 12.5%	92	▲ 7.6%	407	362	▲ 12.4%
Active Listings	124	144	▼ -13.9%	140	▼ -11.4%	---	---	---
Months Supply of Inventory	1.3	1.6	▼ -23.4%	1.5	▼ -17.7%	---	---	---
New Listings	81	100	▼ -19.0%	100	▼ -19.0%	541	485	▲ 11.5%
Pending Sales	82	75	▲ 9.3%	89	▼ -7.9%	478	400	▲ 19.5%
Days to Off Market	36	39	▼ -7.7%	33	▲ 9.1%	39	42	▼ -7.1%
Sold to Original Price Ratio	100.8%	100.6%	▲ 0.2%	101.1%	▼ -0.4%	100.2%	100.2%	▲ 0.1%
Price per Square Foot	\$276	\$268	▲ 3.0%	\$266	▲ 3.6%	\$270	\$259	▲ 4.3%



SOUTHERN NORFOLK REGION

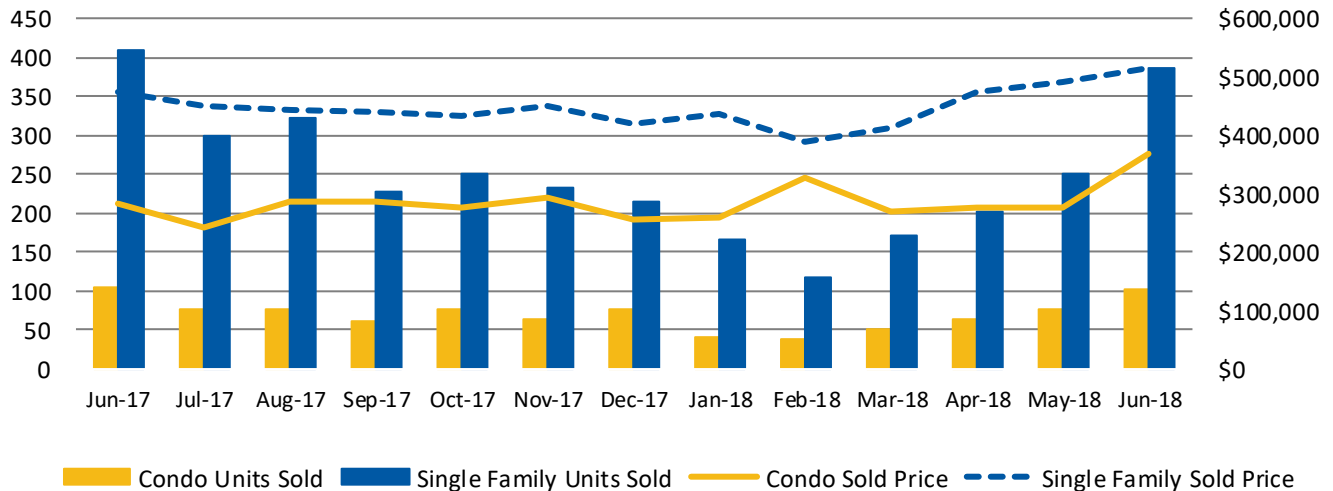
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$515,000	\$473,000	▲ 8.9%	\$490,000	▲ 5.1%	\$464,950	\$440,000	▲ 5.7%
Units Sold	387	409	▼ -5.4%	251	▲ 54.2%	1,294	1,329	▼ -2.6%
Active Listings	640	678	▼ -5.6%	688	▼ -7.0%	---	---	---
Months Supply of Inventory	1.7	1.7	▼ -0.2%	2.7	▼ -39.7%	---	---	---
New Listings	397	348	▲ 14.1%	502	▼ -20.9%	2,120	1,956	▲ 8.4%
Pending Sales	344	296	▲ 16.2%	368	▼ -6.5%	1,547	1,487	▲ 4.0%
Days to Off Market	38	42	▼ -9.5%	32	▲ 18.8%	39	48	▼ -18.8%
Sold to Original Price Ratio	99.6%	99.3%	▲ 0.4%	99.4%	▲ 0.3%	98.8%	98.2%	▲ 0.6%
Price per Square Foot	\$255	\$246	▲ 3.8%	\$250	▲ 2.1%	\$250	\$239	▲ 4.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$370,000	\$281,500	▲ 31.4%	\$275,000	▲ 34.5%	\$305,000	\$274,000	▲ 11.3%
Units Sold	102	106	▼ -3.8%	76	▲ 34.2%	373	395	▼ -5.6%
Active Listings	166	149	▲ 11.4%	152	▲ 9.2%	---	---	---
Months Supply of Inventory	1.6	1.4	▲ 15.7%	2.0	▼ -18.7%	---	---	---
New Listings	121	78	▲ 55.1%	127	▼ -4.7%	607	523	▲ 16.1%
Pending Sales	94	67	▲ 40.3%	107	▼ -12.1%	468	455	▲ 2.9%
Days to Off Market	27	44	▼ -38.6%	34	▼ -20.6%	39	48	▼ -18.8%
Sold to Original Price Ratio	100.5%	99.8%	▲ 0.6%	99.7%	▲ 0.8%	99.6%	98.9%	▲ 0.6%
Price per Square Foot	\$230	\$203	▲ 13.4%	\$217	▲ 5.9%	\$223	\$209	▲ 6.8%



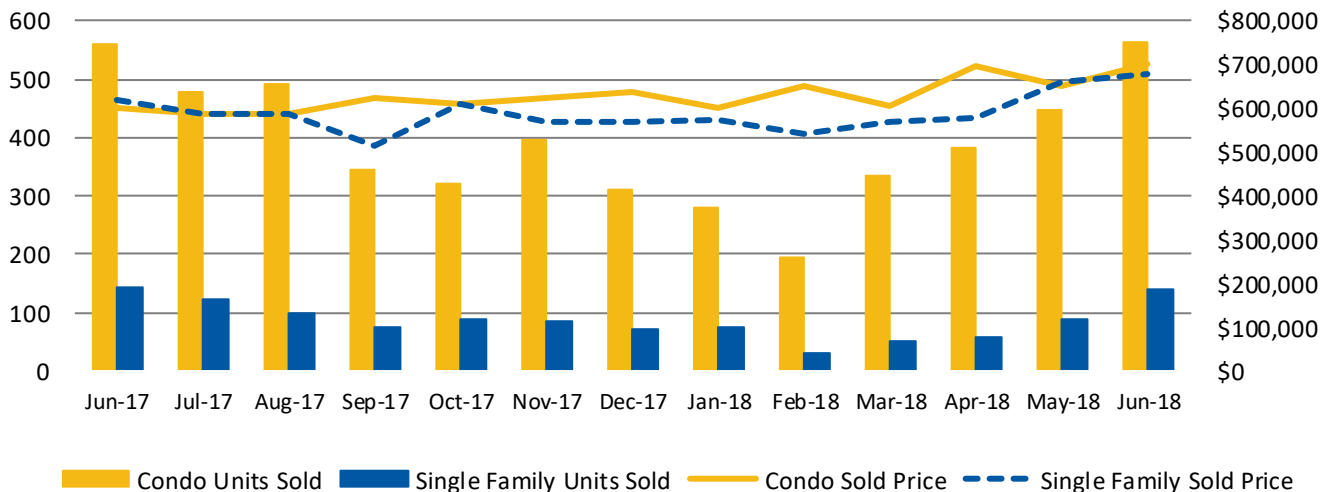
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$677,500	\$620,000	▲ 9.3%	\$659,900	▲ 2.7%	\$625,000	\$575,000	▲ 8.7%
Units Sold	141	143	▼ -1.4%	87	▲ 62.1%	441	461	▼ -4.3%
Active Listings	191	211	▼ -9.5%	216	▼ -11.6%	---	---	---
Months Supply of Inventory	1.4	1.5	▼ -8.2%	2.5	▼ -45.4%	---	---	---
New Listings	130	151	▼ -13.9%	196	▼ -33.7%	724	744	▼ -2.7%
Pending Sales	126	125	▲ 0.8%	151	▼ -16.6%	532	545	▼ -2.4%
Days to Off Market	29	28	▲ 3.6%	28	▲ 3.6%	33	38	▼ -13.0%
Sold to Original Price Ratio	102.8%	101.6%	▲ 1.2%	100.9%	▲ 1.9%	100.7%	99.1%	▲ 1.6%
Price per Square Foot	\$444	\$408	▲ 8.7%	\$462	▼ -4.0%	\$432	\$389	▲ 11.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$698,893	\$600,000	▲ 16.5%	\$648,800	▲ 7.7%	\$652,500	\$599,000	▲ 8.9%
Units Sold	562	559	▲ 0.5%	446	▲ 26.0%	2,202	2,065	▲ 6.6%
Active Listings	973	949	▲ 2.5%	1,050	▼ -7.3%	---	---	---
Months Supply of Inventory	1.7	1.7	▲ 1.9%	2.4	▼ -26.5%	---	---	---
New Listings	609	689	▼ -11.6%	806	▼ -24.4%	3,545	3,371	▲ 5.2%
Pending Sales	539	567	▼ -4.9%	578	▼ -6.7%	2,591	2,507	▲ 3.4%
Days to Off Market	32	35	▼ -8.6%	32	■ 0.0%	36	36	▼ -1.7%
Sold to Original Price Ratio	101.4%	102.4%	▼ -1.0%	101.8%	▼ -0.4%	100.5%	100.6%	▼ -0.1%
Price per Square Foot	\$781	\$736	▲ 6.1%	\$755	▲ 3.4%	\$749	\$712	▲ 5.2%



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 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change	
Median Selling Price	\$730,000	\$630,000	▲ 15.9%	\$743,750	▼ -1.8%	\$687,900	\$605,000	▲ 13.7%	
Units Sold	158	183	▼ -13.7%	136	▲ 16.2%	663	664	▼ -0.2%	
Active Listings	263	286	▼ -8.0%	293	▼ -10.2%	---	---	---	
Months Supply of Inventory	1.7	1.6	▲ 6.5%	2.2	▼ -22.7%	---	---	---	
New Listings	206	228	▼ -9.6%	257	▼ -19.8%	1,108	1,053	▲ 5.2%	
Pending Sales	176	163	▲ 8.0%	188	▼ -6.4%	804	738	▲ 8.9%	
Days to Off Market	31	24	▲ 29.2%	31	▬ 0.0%	35	29	▲ 20.5%	
Sold to Original Price Ratio	99.8%	102.8%	▼ -2.9%	103.4%	▼ -3.4%	101.7%	101.3%	▲ 0.3%	
Price per Square Foot	\$318	\$274	▲ 15.7%	\$327	▼ -2.7%	\$304	\$274	▲ 11.1%	

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$837,500	\$766,250	▲ 9.3%	\$865,000	▼ -3.2%	\$842,500	\$709,000	▲ 18.8%
Units Sold	54	57	▼ -5.3%	55	▼ -1.8%	260	262	▼ -0.8%
Active Listings	111	113	▼ -1.8%	145	▼ -23.4%	---	---	---
Months Supply of Inventory	2.1	2.0	▲ 3.7%	2.6	▼ -22.0%	---	---	---
New Listings	74	70	▲ 5.7%	117	▼ -36.8%	451	376	▲ 19.9%
Pending Sales	65	48	▲ 35.4%	71	▼ -8.5%	307	270	▲ 13.7%
Days to Off Market	52	33	▲ 57.6%	30	▲ 73.3%	41	34	▲ 20.6%
Sold to Original Price Ratio	98.1%	101.2%	▼ -3.1%	102.0%	▼ -3.9%	99.3%	99.4%	▼ -0.1%
Price per Square Foot	\$331	\$264	▲ 25.3%	\$298	▲ 11.0%	\$302	\$249	▲ 21.7%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$972,500	\$997,500	▼ -2.5%	\$1,650,000	▼ -41.1%	\$947,500	\$810,000	▲ 17.0%
Units Sold	10	6	▲ 66.7%	9	▲ 11.1%	38	31	▲ 22.6%
Active Listings	30	20	▲ 50.0%	20	▲ 50.0%	---	---	---
Months Supply of Inventory	3.0	3.3	▼ -10.0%	2.2	▲ 35.0%	---	---	---
New Listings	15	7	▲ 114.3%	14	▲ 7.1%	74	53	▲ 39.6%
Pending Sales	2	3	▼ -33.3%	11	▼ -81.8%	38	24	▲ 58.3%
Days to Off Market	19	34	▼ -44.1%	23	▼ -17.4%	30	44	▼ -31.7%
Sold to Original Price Ratio	101.5%	96.0%	▲ 5.7%	97.1%	▲ 4.5%	96.1%	98.8%	▼ -2.7%
Price per Square Foot	\$340	\$206	▲ 65.2%	\$398	▼ -14.7%	\$337	\$242	▲ 39.5%

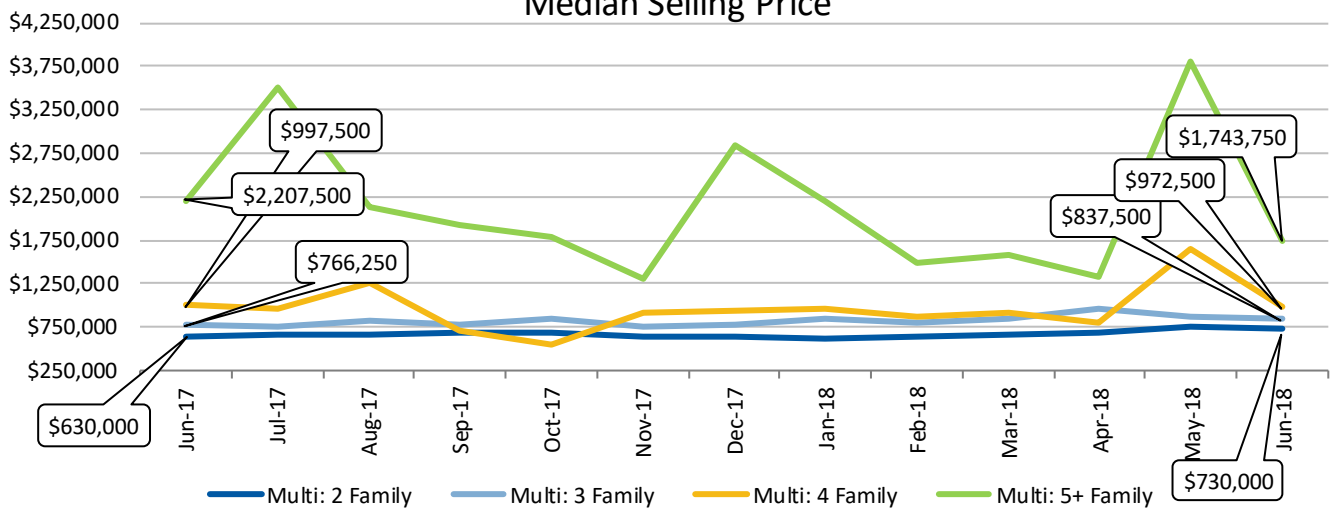
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

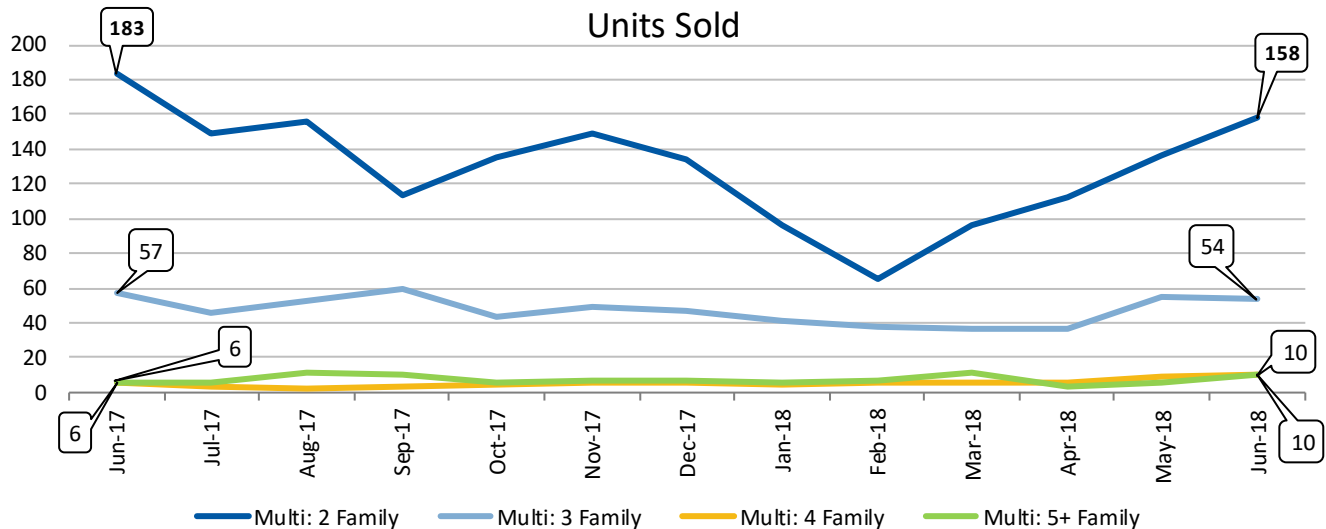
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Jun 2018	Jun 2017	Change	May 2018	Change	2018	2017	Change
Median Selling Price	\$1,743,750	\$2,207,500	▼ -21.0%	\$3,815,000	▼ -54.3%	\$1,711,250	\$2,400,000	▼ -28.7%
Units Sold	10	6	▲ 66.7%	6	▲ 66.7%	42	37	▲ 13.5%
Active Listings	34	34	▬ 0.0%	34	▬ 0.0%	---	---	---
Months Supply of Inventory	3.4	5.7	▼ -40.0%	5.7	▼ -40.0%	---	---	---
New Listings	14	16	▼ -12.5%	20	▼ -30.0%	87	70	▲ 24.3%
Pending Sales	8	13	▼ -38.5%	14	▼ -42.9%	52	43	▲ 20.9%
Days to Off Market	43	50	▼ -14.0%	37	▲ 16.2%	41	58	▼ -28.9%
Sold to Original Price Ratio	94.0%	95.3%	▼ -1.4%	96.3%	▼ -2.4%	99.5%	94.7%	▲ 5.2%
Price per Square Foot	\$381	\$598	▼ -36.4%	\$668	▼ -43.0%	\$520	\$425	▲ 22.4%

Median Selling Price

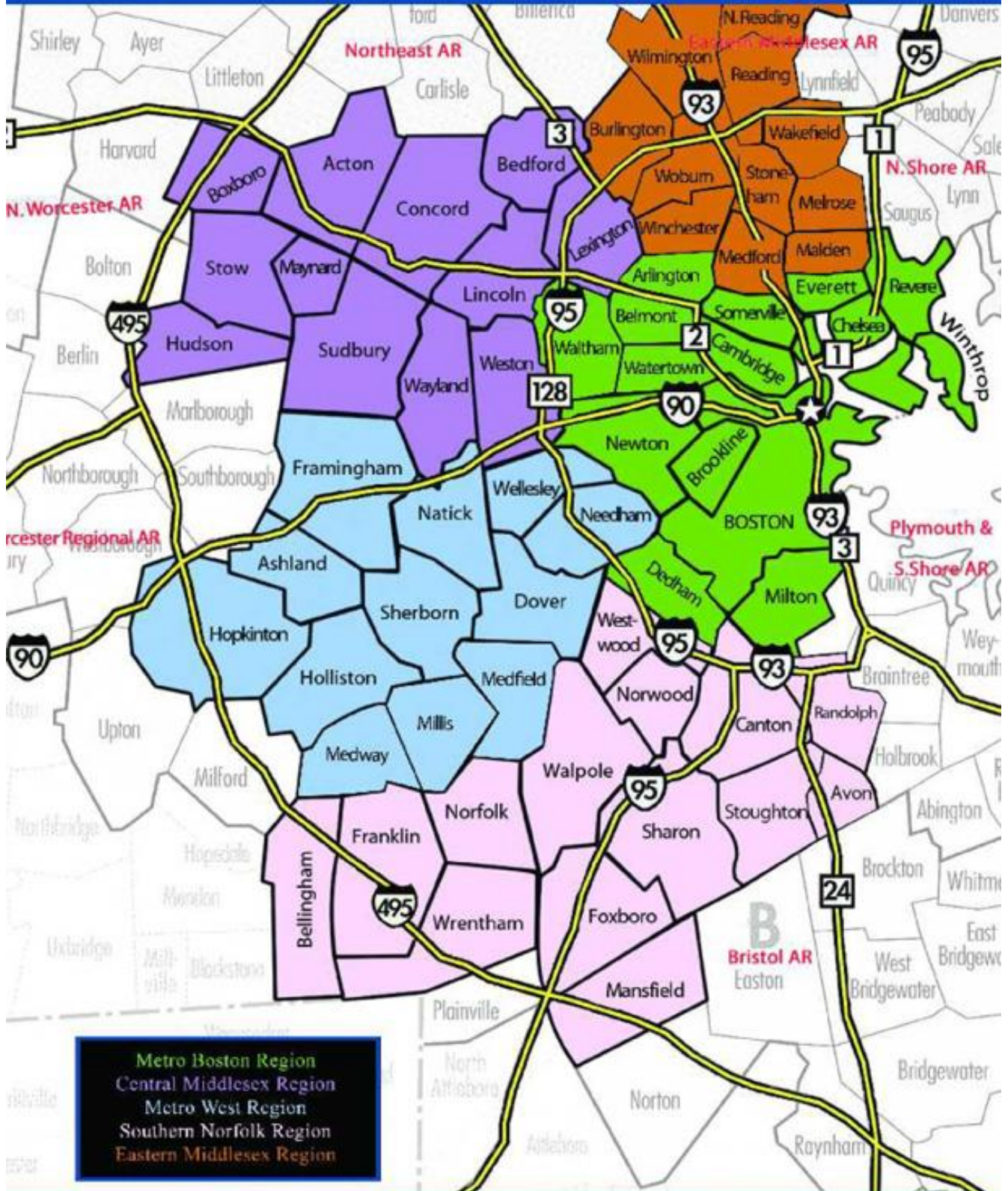


Units Sold



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.