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 225 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.
## GREATER BOSTON MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

### Single Family Homes

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Selling Price</strong></td>
<td>$652,500</td>
<td>$609,250</td>
<td>$627,000</td>
</tr>
<tr>
<td><strong>Units Sold</strong></td>
<td>1,822</td>
<td>1,942</td>
<td>1,220</td>
</tr>
<tr>
<td><strong>Active Listings</strong></td>
<td>3,059</td>
<td>3,208</td>
<td>3,162</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>1.7</td>
<td>1.7</td>
<td>2.6</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>1,961</td>
<td>1,856</td>
<td>2,499</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>1,688</td>
<td>1,578</td>
<td>1,755</td>
</tr>
<tr>
<td><strong>Days to Off Market</strong></td>
<td>33</td>
<td>37</td>
<td>30</td>
</tr>
<tr>
<td><strong>Sold to Original Price Ratio</strong></td>
<td>101.1%</td>
<td>100.6%</td>
<td>101.1%</td>
</tr>
<tr>
<td><strong>Price per Square Foot</strong></td>
<td>$343</td>
<td>$321</td>
<td>$339</td>
</tr>
</tbody>
</table>

### Condominiums

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Selling Price</strong></td>
<td>$575,000</td>
<td>$520,000</td>
<td>$550,000</td>
</tr>
<tr>
<td><strong>Units Sold</strong></td>
<td>1,295</td>
<td>1,374</td>
<td>1,075</td>
</tr>
<tr>
<td><strong>Active Listings</strong></td>
<td>2,007</td>
<td>1,975</td>
<td>2,045</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>1.6</td>
<td>1.4</td>
<td>1.9</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>1,473</td>
<td>1,516</td>
<td>1,745</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>1,235</td>
<td>1,289</td>
<td>1,339</td>
</tr>
<tr>
<td><strong>Days to Off Market</strong></td>
<td>29</td>
<td>32</td>
<td>29</td>
</tr>
<tr>
<td><strong>Sold to Original Price Ratio</strong></td>
<td>101.9%</td>
<td>102.5%</td>
<td>102.3%</td>
</tr>
<tr>
<td><strong>Price per Square Foot</strong></td>
<td>$576</td>
<td>$541</td>
<td>$555</td>
</tr>
</tbody>
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---

© 2018 North Leaf Solutions LLC as Domus Analytics, under license for Greater Boston Association of REALTORS®
## UNITS SOLD

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>SINGLE FAMILY HOMES</td>
<td>1,822</td>
<td>1,942</td>
<td>-6.2%</td>
</tr>
<tr>
<td>CONDOMINIUMS</td>
<td>1,295</td>
<td>1,374</td>
<td>-5.7%</td>
</tr>
</tbody>
</table>

### June 2017 vs. June 2018

- **Single Family Homes:**
  - Jun 2017: 1,942 units
  - Jun 2018: 1,822 units
  - Change: -6.2%

- **Condominiums:**
  - Jun 2017: 1,374 units
  - Jun 2018: 1,295 units
  - Change: -5.7%

### Month over Month Change

- **Single Family Homes:**
  - May 2018: 1,220 units
  - Change: 49.3%

- **Condominiums:**
  - May 2018: 1,075 units
  - Change: 20.5%

### Year to Date Change

- **Single Family Homes:**
  - 2018: 5,919 units
  - Change: -5.0%

- **Condominiums:**
  - 2018: 5,099 units
  - Change: -0.4%
## MEDIAN SELLING PRICE

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SINGLE FAMILY HOMES</strong></td>
<td>$652,500</td>
<td>$609,250</td>
<td>7.1%</td>
</tr>
<tr>
<td><strong>CONDOMINIUMS</strong></td>
<td>$575,000</td>
<td>$520,000</td>
<td>10.6%</td>
</tr>
</tbody>
</table>

### Median Selling Price by Month

- **Single Family Home**
  - June 2014: $520,000
  - September 2014: $530,000
  - December 2014: $530,000
  - March 2015: $497,500
  - June 2015: $505,000
  - September 2015: $540,000
  - December 2015: $540,000
  - February 2016: $520,000
  - May 2016: $545,500
  - August 2016: $549,000
  - November 2016: $592,250
  - February 2017: $550,000
  - May 2017: $550,000
  - August 2017: $575,000
  - November 2017: $550,000
  - February 2018: $605,000
  - May 2018: $610,000
  - August 2018: $627,000
  - November 2018: $652,500

- **Condominium**
  - June 2014: $250,000
  - September 2014: $300,000
  - December 2014: $300,000
  - March 2015: $350,000
  - June 2015: $400,000
  - September 2015: $450,000
  - December 2015: $500,000
  - February 2016: $550,000
  - May 2016: $592,750
  - August 2016: $640,500
  - November 2016: $627,000
  - February 2017: $650,000
  - May 2017: $675,000
  - August 2017: $700,000
  - November 2017: $700,000
  - February 2018: $725,000
  - May 2018: $750,000
  - August 2018: $775,000

### Graphs

- **Bar Graph** showing median selling prices for single family homes and condominiums over time.
- **Line Graph** showing the trend of median selling prices from June 2014 to June 2018 for both single family homes and condominiums.
# ACTIVE LISTINGS

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Jun 2018</td>
<td>Jun 2017</td>
</tr>
<tr>
<td>SINGLE FAMILY HOMES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Active Listings</td>
<td>3,059</td>
<td>3,208</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.7</td>
<td>1.7</td>
</tr>
<tr>
<td>CONDOMINIUMS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Active Listings</td>
<td>2,007</td>
<td>1,975</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.6</td>
<td>1.4</td>
</tr>
</tbody>
</table>

## Active Listings

![Active Listings Chart](chart)

- **Condominium**
- **Single Family Home**

## Months Supply of Inventory

![Months Supply of Inventory Chart](chart)

- **Condominium**
- **Single Family Home**
NEW LISTINGS

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>SINGLE FAMILY HOMES</td>
<td>1,961</td>
<td>1,856</td>
<td>5.7%</td>
</tr>
<tr>
<td>CONDOMINIUMS</td>
<td>1,473</td>
<td>1,516</td>
<td>-2.8%</td>
</tr>
</tbody>
</table>
**Pending Sales**

<table>
<thead>
<tr>
<th></th>
<th>Jun 2018</th>
<th>Jun 2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Single Family Homes</strong></td>
<td>1,688</td>
<td>1,578</td>
<td>7.0%</td>
</tr>
<tr>
<td><strong>Condominiums</strong></td>
<td>1,235</td>
<td>1,289</td>
<td>-4.2%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>May 2018</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Single Family Homes</strong></td>
<td>1,755</td>
<td>-3.8%</td>
</tr>
<tr>
<td><strong>Condominiums</strong></td>
<td>1,339</td>
<td>-7.8%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Single Family Homes</strong></td>
<td>7,335</td>
<td>7,387</td>
<td>-0.7%</td>
</tr>
<tr>
<td><strong>Condominiums</strong></td>
<td>5,995</td>
<td>6,058</td>
<td>-1.0%</td>
</tr>
</tbody>
</table>

![Bar chart showing pending sales of single family homes and condominiums by month from June 2014 to June 2018](chart.png)

![Line chart showing monthly sales of single family homes and condominiums from June 2014 to June 2018](chart.png)
# CENTRAL MIDDLESEX REGION

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

## Single Family Homes

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Selling Price</strong></td>
<td>$783,000</td>
<td>$825,000</td>
<td>$787,000</td>
</tr>
<tr>
<td><strong>Units Sold</strong></td>
<td>292</td>
<td>195</td>
<td>861</td>
</tr>
<tr>
<td><strong>Active Listings</strong></td>
<td>564</td>
<td>581</td>
<td>---</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>1.9</td>
<td>3.0</td>
<td>---</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>284</td>
<td>360</td>
<td>1,592</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>244</td>
<td>250</td>
<td>1,115</td>
</tr>
<tr>
<td><strong>Days to Off Market</strong></td>
<td>43</td>
<td>36</td>
<td>49</td>
</tr>
<tr>
<td><strong>Sold to Original Price Ratio</strong></td>
<td>100.3%</td>
<td>99.5%</td>
<td>98.4%</td>
</tr>
<tr>
<td><strong>Price per Square Foot</strong></td>
<td>$336</td>
<td>$322</td>
<td>$323</td>
</tr>
</tbody>
</table>

## Condominiums

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Selling Price</strong></td>
<td>$315,000</td>
<td>$357,888</td>
<td>$380,000</td>
</tr>
<tr>
<td><strong>Units Sold</strong></td>
<td>61</td>
<td>55</td>
<td>240</td>
</tr>
<tr>
<td><strong>Active Listings</strong></td>
<td>135</td>
<td>122</td>
<td>405</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>2.2</td>
<td>2.2</td>
<td>300</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
<td>81</td>
<td>81</td>
<td>413</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>55</td>
<td>75</td>
<td>339</td>
</tr>
<tr>
<td><strong>Days to Off Market</strong></td>
<td>50</td>
<td>30</td>
<td>56</td>
</tr>
<tr>
<td><strong>Sold to Original Price Ratio</strong></td>
<td>100.3%</td>
<td>101.3%</td>
<td>99.6%</td>
</tr>
<tr>
<td><strong>Price per Square Foot</strong></td>
<td>$247</td>
<td>$255</td>
<td>$263</td>
</tr>
</tbody>
</table>
## Single Family Homes

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

## Condominiums

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

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Condo Units Sold | Single Family Units Sold | Condo Sold Price | Single Family Sold Price
## Single Family Homes

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

|                             |          |          |        |          |        |        |        |        |
| **Year to Date**            |          |          |        |          |        |        |        |        |
| Median Selling Price        | $700,000 |          |        |          |        |        |        |        |
| Units Sold                  | 1,611    |          |        |          |        |        |        |        |
| Active Listings             | ---      |          |        |          |        |        |        |        |
| Months Supply of Inventory  | ---      |          |        |          |        |        |        |        |
| New Listings                | 2,705    |          |        |          |        |        |        |        |
| Pending Sales               | 1,969    |          |        |          |        |        |        |        |
| Days to Off Market          | 31       |          |        |          |        |        |        |        |
| Sold to Original Price Ratio| 100.9%   |          |        |          |        |        |        |        |
| Price per Square Foot       | $416     |          |        |          |        |        |        |        |

## Condominiums

<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td><strong>Year over Year</strong></td>
<td></td>
<td></td>
<td></td>
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<td>969</td>
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<td>736</td>
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<td>Months Supply of Inventory</td>
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<tr>
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<td>1,124</td>
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<td>1,305</td>
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<td>5,666</td>
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<tr>
<td>Pending Sales</td>
<td>892</td>
<td>951</td>
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<td>945</td>
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<td>4,205</td>
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<td>29</td>
<td>-3.4%</td>
<td>29</td>
<td>-3.4%</td>
<td>32</td>
<td>32</td>
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<tr>
<td>Sold to Original Price Ratio</td>
<td>102.1%</td>
<td>103.1%</td>
<td>-1.0%</td>
<td>102.6%</td>
<td>-0.6%</td>
<td>101.2%</td>
<td>101.2%</td>
<td>0.0%</td>
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<tr>
<td>Price per Square Foot</td>
<td>$693</td>
<td>$653</td>
<td>6.2%</td>
<td>$680</td>
<td>1.9%</td>
<td>$675</td>
<td>$627</td>
<td>7.6%</td>
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</table>

|                             |          |          |        |          |        |        |        |        |
| **Month over Month**        |          |          |        |          |        |        |        |        |
| Median Selling Price        | $651,000 |          | 4.6%   |          |        |        |        |        |
| Units Sold                  | 736      |          | 25.0%  |          |        |        |        |        |
| Active Listings             | 1,522    |          | -5.1%  |          |        |        |        |        |
| Months Supply of Inventory  | 2.1      |          | -24.1% |          |        |        |        |        |
| New Listings                | 1,305    |          | -20.7% |          |        |        |        |        |
| Pending Sales               | 945      |          | -5.6%  |          |        |        |        |        |
| Days to Off Market          | 29       |          | -3.4%  |          |        |        |        |        |
| Sold to Original Price Ratio| 102.6%   |          | -0.6%  |          |        |        |        |        |
| Price per Square Foot       | $680     |          | 1.9%   |          |        |        |        |        |

|                             |          |          |        |          |        |        |        |        |
| **Year to Date**            |          |          |        |          |        |        |        |        |
| Median Selling Price        | $655,000 |          |        |          |        |        |        |        |
| Units Sold                  | 3,569    |          |        |          |        |        |        |        |
| Active Listings             | ---      |          |        |          |        |        |        |        |
| Months Supply of Inventory  | ---      |          |        |          |        |        |        |        |
| New Listings                | 5,666    |          |        |          |        |        |        |        |
| Pending Sales               | 4,205    |          |        |          |        |        |        |        |
| Days to Off Market          | 32       |          |        |          |        |        |        |        |
| Sold to Original Price Ratio| 101.2%   |          |        |          |        |        |        |        |
| Price per Square Foot       | $675     |          |        |          |        |        |        |        |
# METRO WEST REGION

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

## Single Family Homes

<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
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<td>$628,500</td>
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<td>$630,500</td>
<td>5.3%</td>
<td>$630,000</td>
<td>$610,000</td>
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<tr>
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<td>230</td>
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<td>1,178</td>
<td>1,333</td>
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<td>725</td>
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<td>20.0%</td>
<td>3.2</td>
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<td>2,110</td>
<td>2,091</td>
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<tr>
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<td>333</td>
<td>308</td>
<td>8.1%</td>
<td>345</td>
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<td>1,498</td>
<td>1,584</td>
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<td>50</td>
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<td>0.5%</td>
<td>100.4%</td>
<td>-0.4%</td>
<td>99.0%</td>
<td>98.0%</td>
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<tr>
<td>Price per Square Foot</td>
<td>$321</td>
<td>$305</td>
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<td>$309</td>
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<td>$309</td>
<td>$292</td>
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## Condominiums

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
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<tbody>
<tr>
<td>Median Selling Price</td>
<td>$380,000</td>
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<td>$372,500</td>
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<td>$385,000</td>
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<td>92</td>
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<td>407</td>
<td>362</td>
<td>12.4%</td>
</tr>
<tr>
<td>Active Listings</td>
<td>124</td>
<td>144</td>
<td>-13.9%</td>
<td>140</td>
<td>-11.4%</td>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.3</td>
<td>1.6</td>
<td>-23.4%</td>
<td>1.5</td>
<td>-17.7%</td>
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<td>---</td>
</tr>
<tr>
<td>New Listings</td>
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<td>100</td>
<td>-19.0%</td>
<td>100</td>
<td>-19.0%</td>
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<td>485</td>
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<td>39</td>
<td>-7.7%</td>
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<td>9.1%</td>
<td>39</td>
<td>42</td>
<td>-7.1%</td>
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<tr>
<td>Sold to Original Price Ratio</td>
<td>100.8%</td>
<td>100.6%</td>
<td>0.2%</td>
<td>101.1%</td>
<td>-0.4%</td>
<td>100.2%</td>
<td>100.2%</td>
<td>0.1%</td>
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<tr>
<td>Price per Square Foot</td>
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<td>$266</td>
<td>3.6%</td>
<td>$270</td>
<td>$259</td>
<td>4.3%</td>
</tr>
</tbody>
</table>

---

© 2018 North Leaf Solutions LLC as Domus Analytics, under license for Greater Boston Association of REALTORS®
# SOUTHERN NORFOLK REGION
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

## Single Family Homes

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Selling Price</strong></td>
<td>$515,000</td>
<td>$473,000</td>
<td>$490,000</td>
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<tr>
<td><strong>Units Sold</strong></td>
<td>387</td>
<td>409</td>
<td>251</td>
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<td><strong>Active Listings</strong></td>
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<td>678</td>
<td>688</td>
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<td><strong>Months Supply of Inventory</strong></td>
<td>1.7</td>
<td>1.7</td>
<td>2.7</td>
</tr>
<tr>
<td><strong>New Listings</strong></td>
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</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>344</td>
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<td>368</td>
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<td><strong>Days to Off Market</strong></td>
<td>38</td>
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<tr>
<td><strong>Sold to Original Price Ratio</strong></td>
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<td>99.3%</td>
<td>99.4%</td>
</tr>
<tr>
<td><strong>Price per Square Foot</strong></td>
<td>$255</td>
<td>$246</td>
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## Condominiums

<table>
<thead>
<tr>
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<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Selling Price</strong></td>
<td>$370,000</td>
<td>$281,500</td>
<td>$275,000</td>
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<td><strong>Active Listings</strong></td>
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<td><strong>Months Supply of Inventory</strong></td>
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<td>2.0</td>
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<td>107</td>
</tr>
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<td><strong>Days to Off Market</strong></td>
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<td>34</td>
</tr>
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<td><strong>Sold to Original Price Ratio</strong></td>
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<td>99.8%</td>
<td>99.7%</td>
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<tr>
<td><strong>Price per Square Foot</strong></td>
<td>$230</td>
<td>$203</td>
<td>$217</td>
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The charts show the trend of Condo Units Sold, Single Family Units Sold, Condo Sold Price, and Single Family Sold Price over the past year.
### Single Family Homes

#### Year over Year

<table>
<thead>
<tr>
<th>Metric</th>
<th>2018</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$677,500</td>
<td>$620,000</td>
<td>9.3%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>141</td>
<td>143</td>
<td>-1.4%</td>
</tr>
<tr>
<td>Active Listings</td>
<td>191</td>
<td>211</td>
<td>-9.5%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>1.4</td>
<td>1.5</td>
<td>-8.2%</td>
</tr>
<tr>
<td>New Listings</td>
<td>130</td>
<td>151</td>
<td>-13.9%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>126</td>
<td>125</td>
<td>0.8%</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>29</td>
<td>28</td>
<td>3.6%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>102.8%</td>
<td>101.6%</td>
<td>1.2%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$444</td>
<td>$408</td>
<td>8.7%</td>
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#### Month over Month

<table>
<thead>
<tr>
<th>Metric</th>
<th>2018</th>
<th>2017</th>
<th>Change</th>
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</tr>
</tbody>
</table>

#### Year to Date

<table>
<thead>
<tr>
<th>Metric</th>
<th>2018</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
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<td>1.5</td>
<td>-8.2%</td>
</tr>
<tr>
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<td>151</td>
<td>-13.9%</td>
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<td>28</td>
<td>3.6%</td>
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<td>101.6%</td>
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</tr>
<tr>
<td>Price per Square Foot</td>
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<td>$408</td>
<td>8.7%</td>
</tr>
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### Condominiums

#### Year over Year

<table>
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<th>Change</th>
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<td>Months Supply of Inventory</td>
<td>1.7</td>
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<td>1.9%</td>
</tr>
<tr>
<td>New Listings</td>
<td>609</td>
<td>689</td>
<td>-11.6%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>539</td>
<td>567</td>
<td>-4.9%</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>32</td>
<td>35</td>
<td>-8.6%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>101.4%</td>
<td>102.4%</td>
<td>-1.0%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$781</td>
<td>$736</td>
<td>6.1%</td>
</tr>
</tbody>
</table>

#### Month over Month

<table>
<thead>
<tr>
<th>Metric</th>
<th>2018</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$698,893</td>
<td>$600,000</td>
<td>16.5%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>562</td>
<td>559</td>
<td>0.5%</td>
</tr>
<tr>
<td>Active Listings</td>
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<td>6.1%</td>
</tr>
</tbody>
</table>
## MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

### 2 Family Homes

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Selling Price</strong></td>
<td>$730,000</td>
<td>$630,000</td>
<td>$743,750</td>
</tr>
<tr>
<td><strong>Units Sold</strong></td>
<td>158</td>
<td>183</td>
<td>136</td>
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<td><strong>Active Listings</strong></td>
<td>263</td>
<td>286</td>
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<td>1.7</td>
<td>1.6</td>
<td>2.2</td>
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<tr>
<td><strong>New Listings</strong></td>
<td>206</td>
<td>228</td>
<td>257</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>176</td>
<td>163</td>
<td>188</td>
</tr>
<tr>
<td><strong>Days to Off Market</strong></td>
<td>31</td>
<td>24</td>
<td>31</td>
</tr>
<tr>
<td><strong>Sold to Original Price Ratio</strong></td>
<td>99.8%</td>
<td>102.8%</td>
<td>103.4%</td>
</tr>
<tr>
<td><strong>Price per Square Foot</strong></td>
<td>$318</td>
<td>$274</td>
<td>$327</td>
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### 3 Family Homes

<table>
<thead>
<tr>
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<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Selling Price</strong></td>
<td>$837,500</td>
<td>$766,250</td>
<td>$865,000</td>
</tr>
<tr>
<td><strong>Units Sold</strong></td>
<td>54</td>
<td>57</td>
<td>55</td>
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<tr>
<td><strong>Active Listings</strong></td>
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<td>113</td>
<td>145</td>
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<td><strong>Months Supply of Inventory</strong></td>
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<td>2.0</td>
<td>2.6</td>
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<td><strong>Pending Sales</strong></td>
<td>65</td>
<td>48</td>
<td>71</td>
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<tr>
<td><strong>Days to Off Market</strong></td>
<td>52</td>
<td>33</td>
<td>30</td>
</tr>
<tr>
<td><strong>Sold to Original Price Ratio</strong></td>
<td>98.1%</td>
<td>101.2%</td>
<td>102.0%</td>
</tr>
<tr>
<td><strong>Price per Square Foot</strong></td>
<td>$331</td>
<td>$264</td>
<td>$298</td>
</tr>
</tbody>
</table>

### 4 Family Homes

<table>
<thead>
<tr>
<th></th>
<th>Year over Year</th>
<th>Month over Month</th>
<th>Year to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Selling Price</strong></td>
<td>$972,500</td>
<td>$997,500</td>
<td>$1,650,000</td>
</tr>
<tr>
<td><strong>Units Sold</strong></td>
<td>10</td>
<td>6</td>
<td>9</td>
</tr>
<tr>
<td><strong>Active Listings</strong></td>
<td>30</td>
<td>20</td>
<td>20</td>
</tr>
<tr>
<td><strong>Months Supply of Inventory</strong></td>
<td>3.0</td>
<td>3.3</td>
<td>2.2</td>
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<tr>
<td><strong>New Listings</strong></td>
<td>15</td>
<td>7</td>
<td>14</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>2</td>
<td>3</td>
<td>11</td>
</tr>
<tr>
<td><strong>Days to Off Market</strong></td>
<td>19</td>
<td>34</td>
<td>23</td>
</tr>
<tr>
<td><strong>Sold to Original Price Ratio</strong></td>
<td>101.5%</td>
<td>96.0%</td>
<td>97.1%</td>
</tr>
<tr>
<td><strong>Price per Square Foot</strong></td>
<td>$340</td>
<td>$206</td>
<td>$398</td>
</tr>
</tbody>
</table>
### 5+ Family Homes

#### Year over Year

<table>
<thead>
<tr>
<th>Metric</th>
<th>Jun 2018</th>
<th>Jun 2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$1,743,750</td>
<td>$2,207,500</td>
<td>-21.0%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>10</td>
<td>6</td>
<td>66.7%</td>
</tr>
<tr>
<td>Active Listings</td>
<td>34</td>
<td>34</td>
<td>0.0%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>3.4</td>
<td>5.7</td>
<td>-40.0%</td>
</tr>
<tr>
<td>New Listings</td>
<td>14</td>
<td>16</td>
<td>-12.5%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>8</td>
<td>13</td>
<td>-38.5%</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>43</td>
<td>50</td>
<td>-14.0%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>94.0%</td>
<td>95.3%</td>
<td>-1.4%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$381</td>
<td>$598</td>
<td>-36.4%</td>
</tr>
</tbody>
</table>

#### Month over Month

<table>
<thead>
<tr>
<th>Metric</th>
<th>May 2018</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$3,815,000</td>
<td>-54.3%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>6</td>
<td>66.7%</td>
</tr>
<tr>
<td>Active Listings</td>
<td>34</td>
<td>0.0%</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>5.7</td>
<td>-40.0%</td>
</tr>
<tr>
<td>New Listings</td>
<td>20</td>
<td>-30.0%</td>
</tr>
<tr>
<td>Pending Sales</td>
<td>14</td>
<td>-42.9%</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>37</td>
<td>16.2%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>96.3%</td>
<td>-2.4%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$668</td>
<td>-43.0%</td>
</tr>
</tbody>
</table>

#### Year to Date

<table>
<thead>
<tr>
<th>Metric</th>
<th>2018</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Selling Price</td>
<td>$1,711,250</td>
<td>$2,400,000</td>
<td>-28.7%</td>
</tr>
<tr>
<td>Units Sold</td>
<td>42</td>
<td>37</td>
<td>13.5%</td>
</tr>
<tr>
<td>Active Listings</td>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>New Listings</td>
<td>87</td>
<td>70</td>
<td>24.3%</td>
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<tr>
<td>Pending Sales</td>
<td>52</td>
<td>43</td>
<td>20.9%</td>
</tr>
<tr>
<td>Days to Off Market</td>
<td>41</td>
<td>58</td>
<td>-28.9%</td>
</tr>
<tr>
<td>Sold to Original Price Ratio</td>
<td>99.5%</td>
<td>94.7%</td>
<td>5.2%</td>
</tr>
<tr>
<td>Price per Square Foot</td>
<td>$520</td>
<td>$425</td>
<td>22.4%</td>
</tr>
</tbody>
</table>

---

**Median Selling Price**

- June 2017: $630,000
- July 2017: $730,000
- Aug 2017: $766,250
- Sep 2017: $837,500
- Oct 2017: $972,500
- Nov 2017: $1,250,000
- Dec 2017: $1,743,750
- Jan 2018: $1,743,750
- Feb 2018: $997,500
- Mar 2018: $972,500
- Apr 2018: $972,500
- May 2018: $730,000

**Units Sold**

- Jun-17: 6
- Jul-17: 57
- Aug-17: 183
- Sep-17: 6
- Oct-17: 54
- Nov-17: 158
- Dec-17: 10
- Jan-18: 6
- Feb-18: 6
- Mar-18: 10
- Apr-18: 10
- May-18: 10
- Jun-18: 6
GBAR JURISDICTIONAL AREA

Greater Boston Association of REALTORS® Regional Map

Metro Boston Region
Central Middlesex Region
Metro West Region
Southern Norfolk Region
Eastern Middlesex Region
**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.*

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