

MONTHLY MARKET INSIGHTS REPORT

OCTOBER 2018



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Detached Single-Family Homes

The 1,073 homes sold in October 2018 was the sixth highest sales total for the month and was a 4.4 percent decrease in sales volume from the October 2017 sales total of 1,122 homes sold. Despite this decline in sales, this total is comfortably above the historical monthly average of 961 homes sold. Additionally, the median sales price reached a new record high for the month of October at \$605,000, which is a 7.1 percent increase from the October 2017 median sales price of \$565,000

Condominiums

With 787 condos sold, it was the eighth most active October on record in Greater Boston and an 8.6 percent decrease from the 861 units sold in October 2017. Additionally, this year's total is above the historical monthly average of 751 units sold. The median sales price for condos also reached a new record high for the month of October at \$542,000, which was a 7.3 percent increase from the October 2017 median sales price of \$505,000.

Multi-Family Homes

This month, 226 multi-family homes were sold in Greater Boston, which was a 20.8 percent increase on the 187 units sold in October 2017. Additionally, all but the three-family homes market saw increases in median sales price, as that market experienced a modest 1.8 percent drop from \$850,000 in October 2017 to \$835,000 this month.

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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GREATER BOSTON MARKET SUMMARY

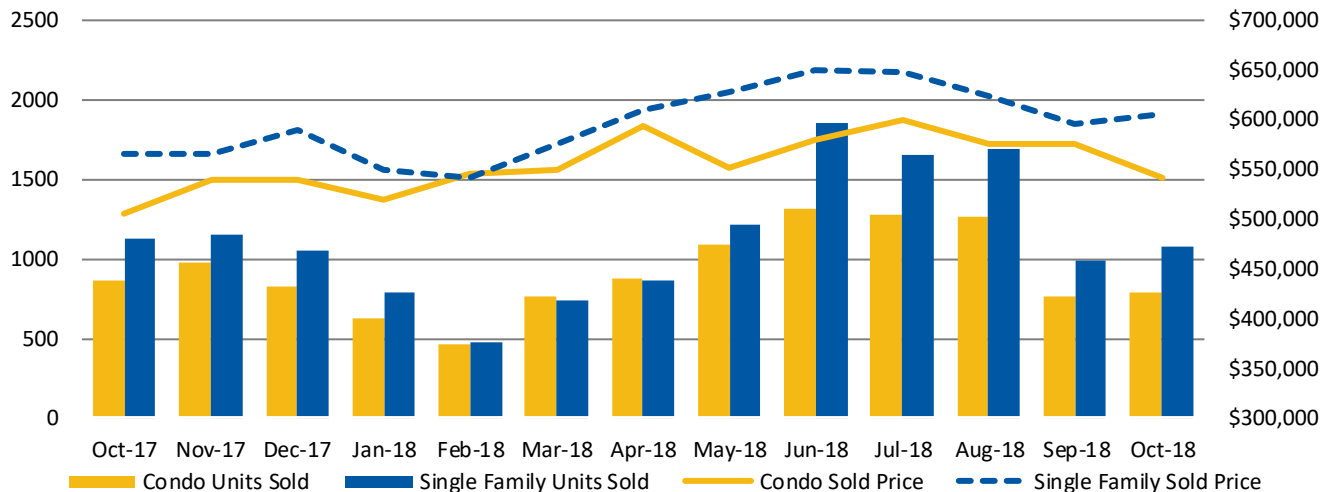
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$605,000	\$565,000	▲ 7.1%	\$595,000	▲ 1.7%	\$615,000	\$580,000	▲ 6.0%
Units Sold	1,073	1,122	▼ -4.4%	989	▲ 8.5%	11,347	11,657	▼ -2.7%
Active Listings	3,076	2,929	▲ 5.0%	3,321	▼ -7.4%	---	---	---
Months Supply of Inventory	2.9	2.6	▲ 11.5%	3.4	▼ -14.7%	---	---	---
New Listings	1,574	1,305	▲ 20.6%	1,989	▼ -20.9%	16,291	15,744	▲ 3.5%
Pending Sales	1,328	1,190	▲ 11.6%	1,045	▲ 27.1%	11,968	12,115	▼ -1.2%
Days to Off Market	46	46	■ 0.0%	43	▲ 7.0%	39	43	▼ -9.3%
Sold to Original Price Ratio	98.4%	98.9%	▼ -0.6%	98.5%	▼ -0.1%	99.6%	99.1%	▲ 0.5%
Price per Square Foot	\$326	\$311	▲ 4.8%	\$315	▲ 3.6%	\$330	\$312	▲ 5.9%

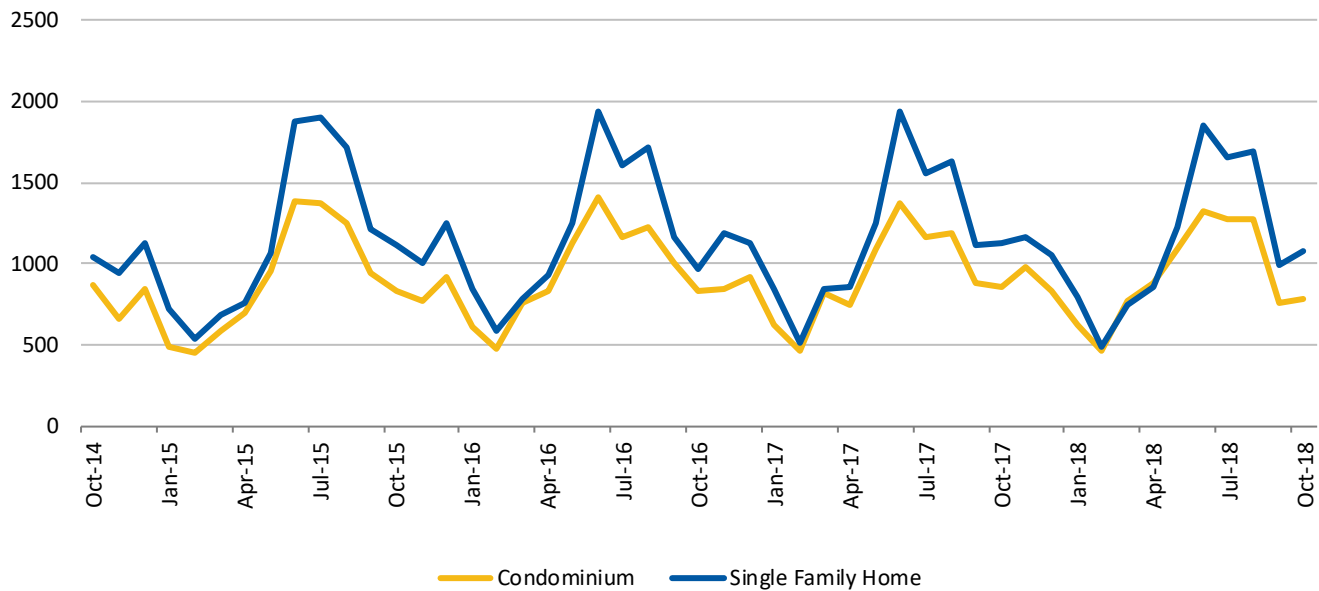
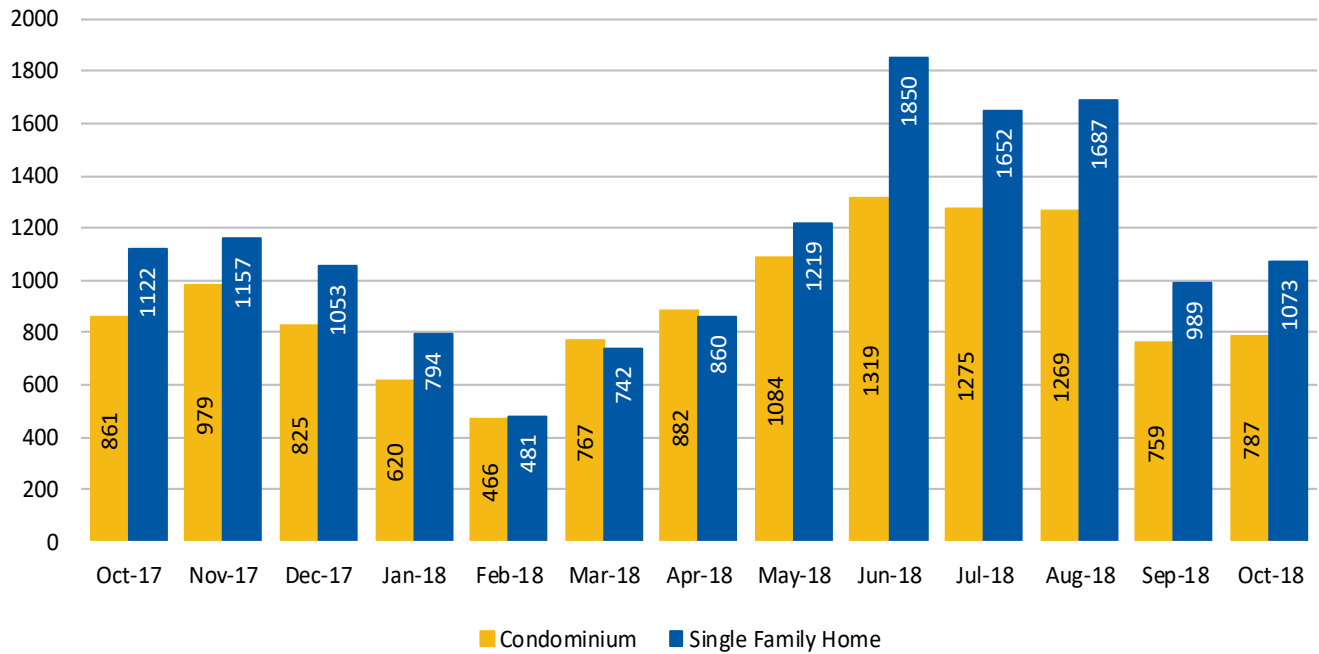
Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$542,000	\$505,000	▲ 7.3%	\$575,000	▼ -5.7%	\$568,750	\$520,000	▲ 9.4%
Units Sold	787	861	▼ -8.6%	759	▲ 3.7%	9,228	9,220	▲ 0.1%
Active Listings	2,332	2,048	▲ 13.9%	2,329	▲ 0.1%	---	---	---
Months Supply of Inventory	3.0	2.4	▲ 25.0%	3.1	▼ -3.2%	---	---	---
New Listings	1,324	1,101	▲ 20.3%	1,609	▼ -17.7%	12,806	12,261	▲ 4.4%
Pending Sales	932	963	▼ -3.2%	758	▲ 23.0%	9,488	9,703	▼ -2.2%
Days to Off Market	38	39	▼ -2.6%	38	■ 0.0%	35	35	▼ -0.1%
Sold to Original Price Ratio	99.3%	100.3%	▼ -1.0%	99.4%	▼ 0.0%	100.7%	100.8%	▼ -0.2%
Price per Square Foot	\$549	\$521	▲ 5.3%	\$563	▼ -2.5%	\$563	\$520	▲ 8.2%



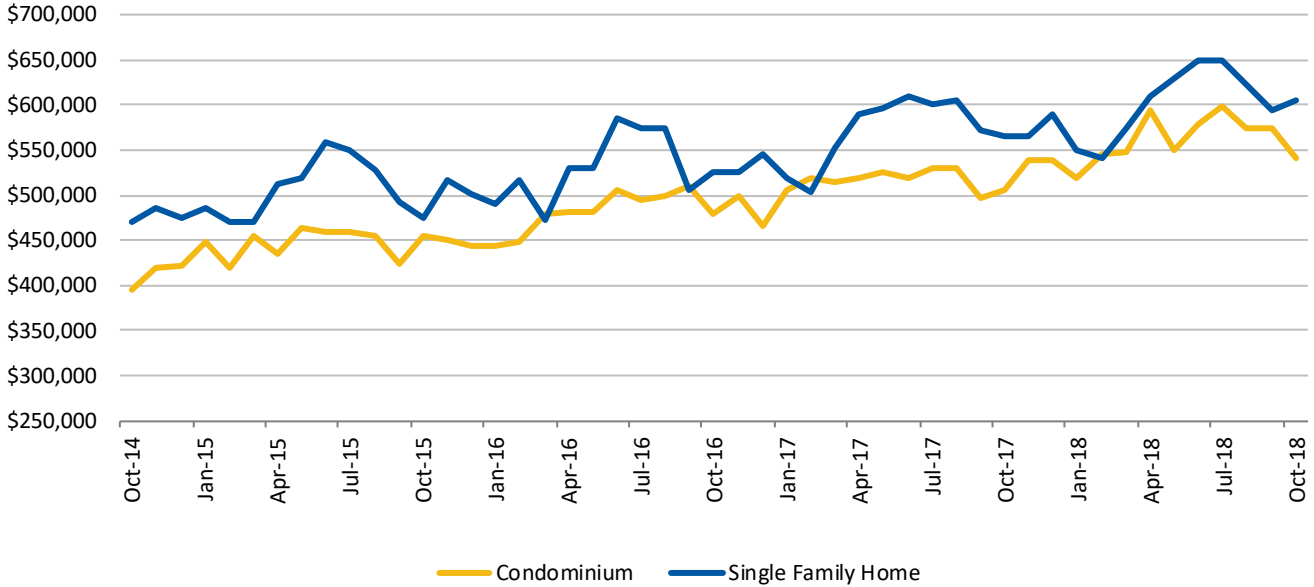
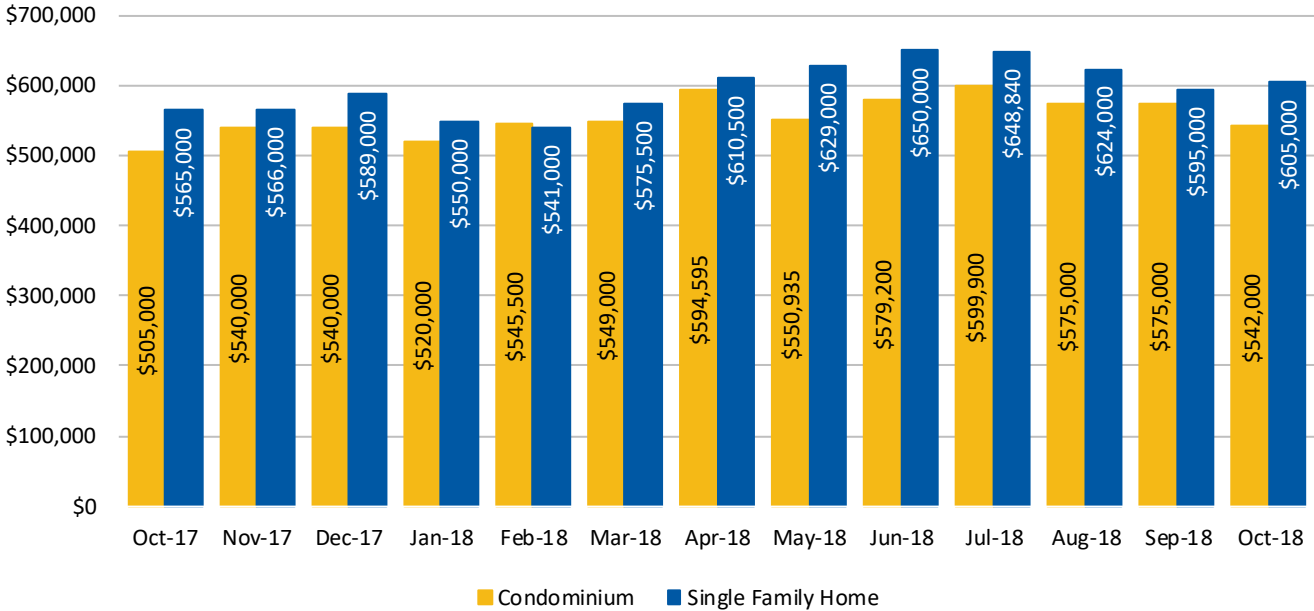
UNITS SOLD

	Year over Year			Month over Month			Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change	
SINGLE FAMILY HOMES	1,073	1,122	▼ -4.4%	989	▲ 8.5%	11,347	11,657	▼ -2.7%	
CONDOMINIUMS	787	861	▼ -8.6%	759	▲ 3.7%	9,228	9,220	▲ 0.1%	



MEDIAN SELLING PRICE

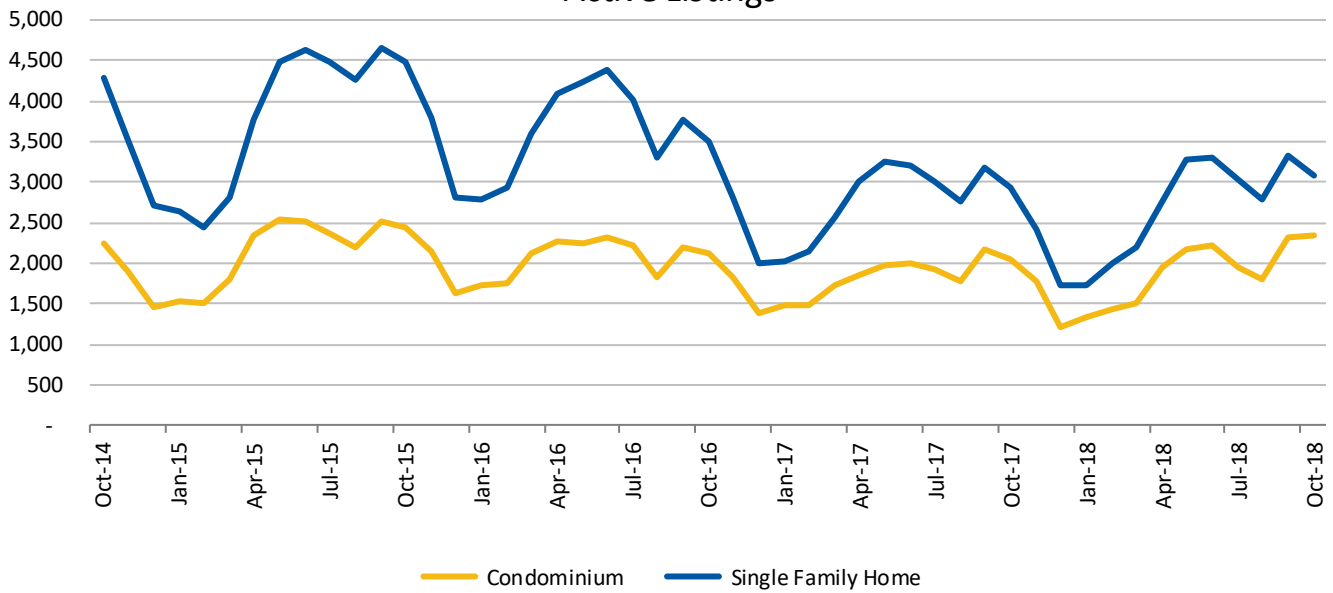
	Year over Year			Month over Month			Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change	
SINGLE FAMILY HOMES	\$605,000	\$565,000	▲ 7.1%	\$595,000	▲ 1.7%	\$615,000	\$580,000	▲ 6.0%	
CONDOMINIUMS	\$542,000	\$505,000	▲ 7.3%	\$575,000	▼ -5.7%	\$568,750	\$520,000	▲ 9.4%	



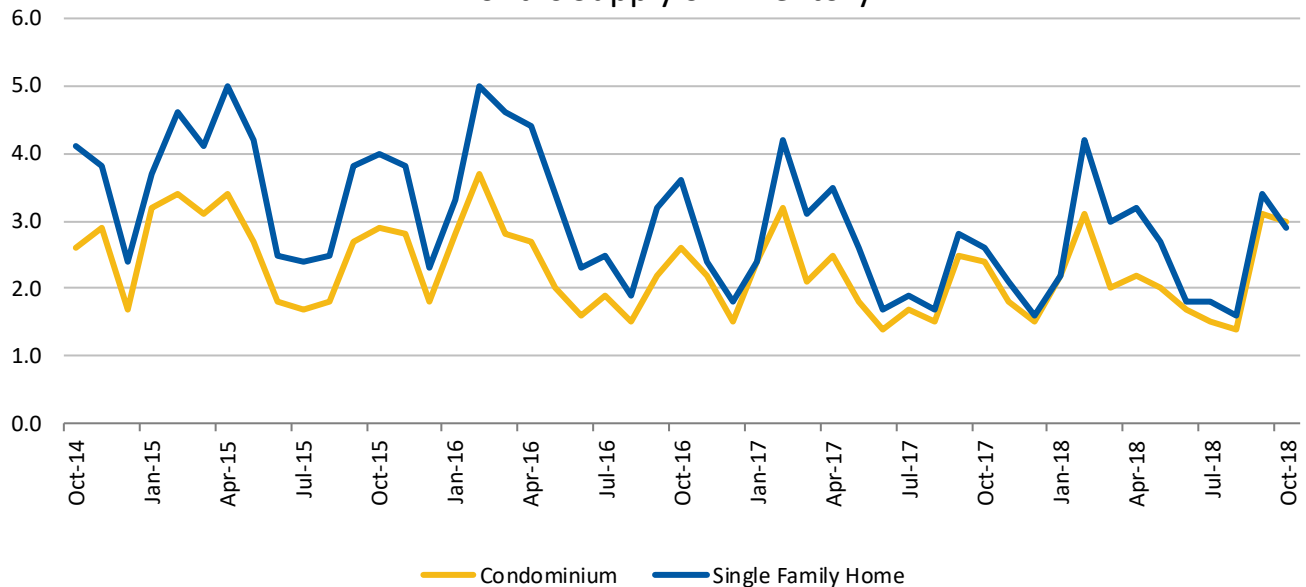
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Oct 2018	Oct 2017	Change	Sep 2018	Change
SINGLE FAMILY HOMES	Active Listings	3,076	2,929	▲ 5.0%	3,321	▼ -7.4%
	Months Supply of Inventory	2.9	2.6	▲ 11.5%	3.4	▼ -14.7%
CONDOMINIUMS	Active Listings	2,332	2,048	▲ 13.9%	2,329	▲ 0.1%
	Months Supply of Inventory	3.0	2.4	▲ 25.0%	3.1	▼ -3.2%

Active Listings

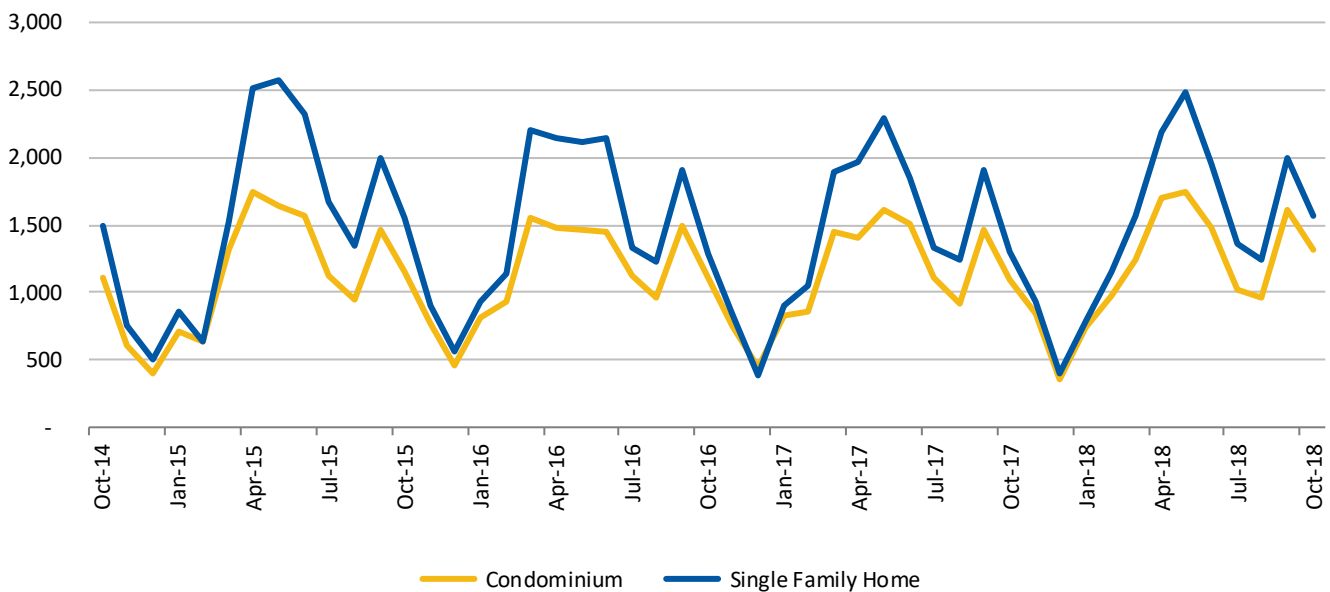
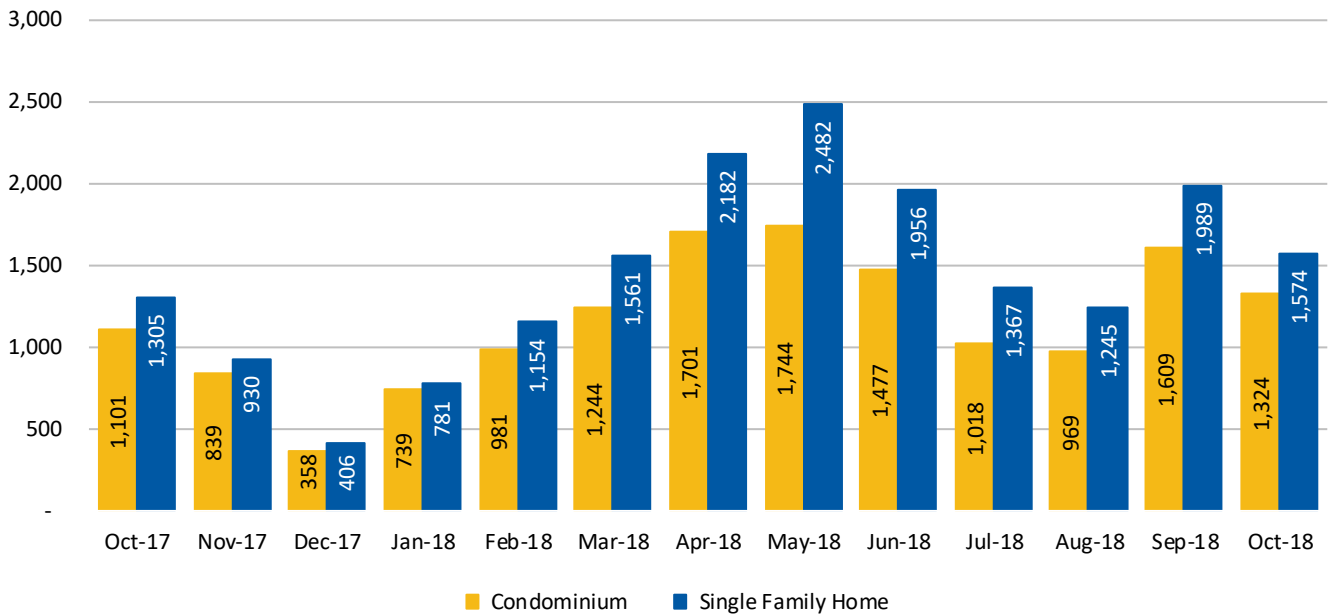


Months Supply of Inventory



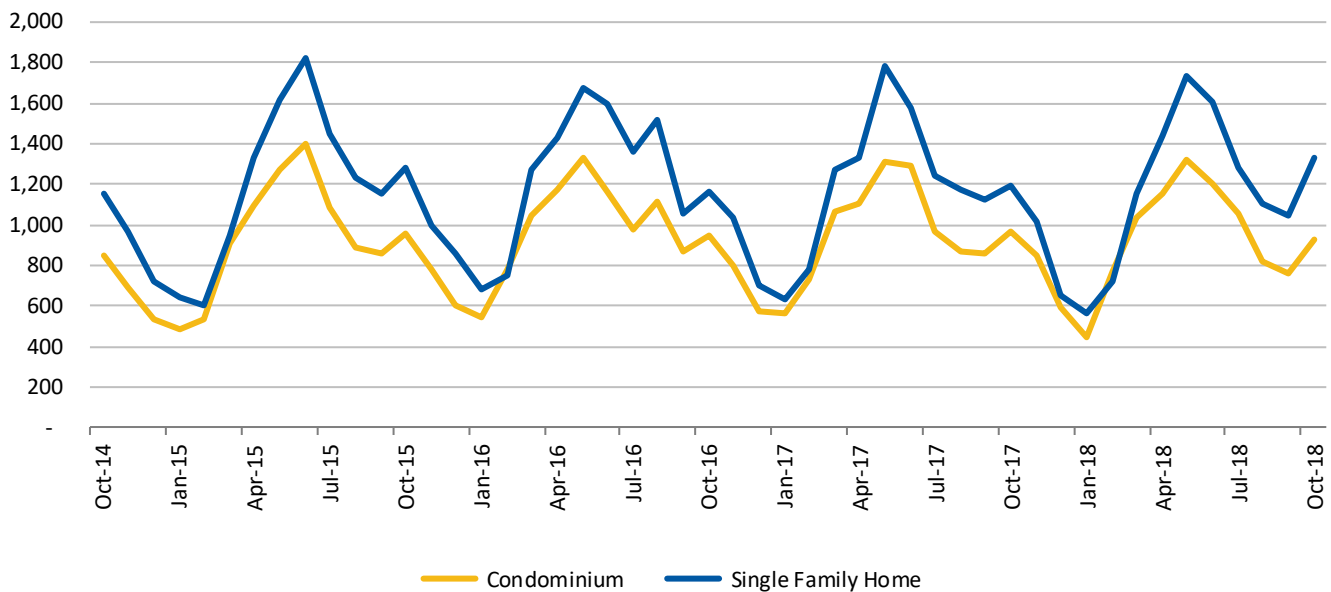
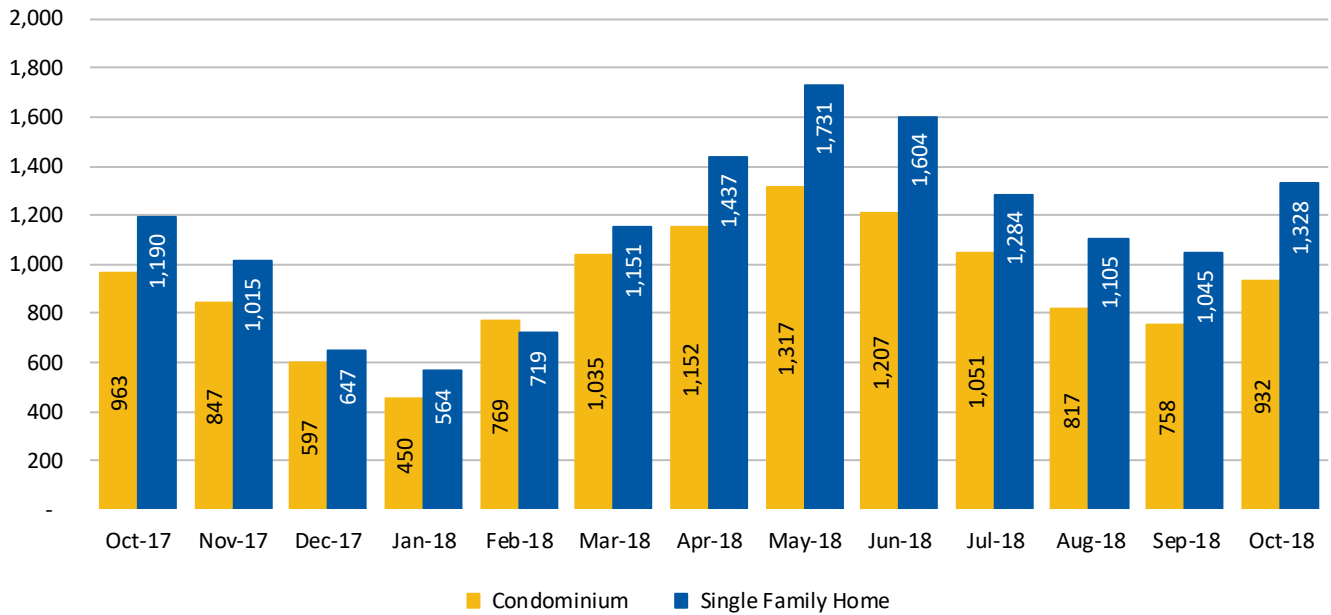
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,574	1,305	▲ 20.6%	1,989	▼ -20.9%	16,291	15,744	▲ 3.5%
CONDOMINIUMS	1,324	1,101	▲ 20.3%	1,609	▼ -17.7%	12,806	12,261	▲ 4.4%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
SINGLE FAMILY HOMES	1,328	1,190	▲ 11.6%	1,045	▲ 27.1%	11,968	12,115	▼ -1.2%
CONDOMINIUMS	932	963	▼ -3.2%	758	▲ 23.0%	9,488	9,703	▼ -2.2%



CENTRAL MIDDLESEX REGION

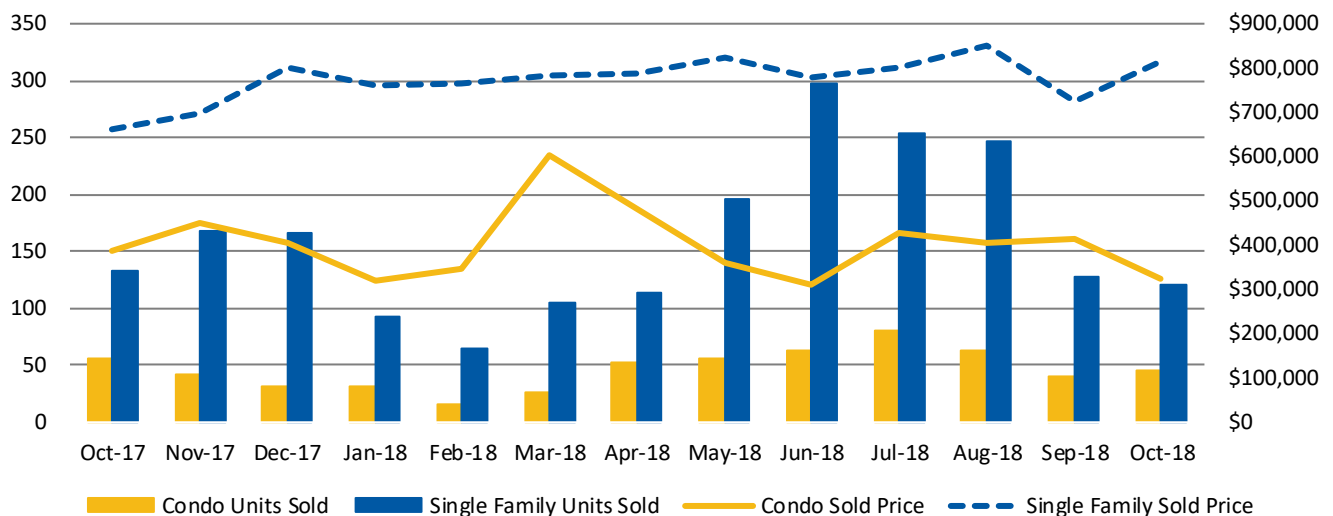
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$815,000	\$661,500	▲ 23.2%	\$725,000	▲ 12.4%	\$795,000	\$750,000	▲ 6.0%
Units Sold	121	132	▼ -8.3%	128	▼ -5.5%	1,615	1,639	▼ -1.5%
Active Listings	514	557	▼ -7.7%	590	▼ -12.9%	---	---	---
Months Supply of Inventory	4.2	4.2	▲ 0.7%	4.6	▼ -7.8%	---	---	---
New Listings	189	176	▲ 7.4%	285	▼ -33.7%	2,401	2,369	▲ 1.4%
Pending Sales	196	165	▲ 18.8%	124	▲ 58.1%	1,735	1,735	■ 0.0%
Days to Off Market	58	63	▼ -7.9%	52	▲ 11.5%	51	54	▼ -5.6%
Sold to Original Price Ratio	97.4%	97.0%	▲ 0.4%	96.6%	▲ 0.8%	98.3%	97.4%	▲ 0.9%
Price per Square Foot	\$325	\$282	▲ 15.3%	\$307	▲ 6.1%	\$323	\$307	▲ 5.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$325,000	\$387,450	▼ -16.1%	\$412,500	▼ -21.2%	\$396,200	\$373,950	▲ 5.9%
Units Sold	45	56	▼ -19.6%	40	▲ 12.5%	470	530	▼ -11.3%
Active Listings	131	102	▲ 28.4%	135	▼ -3.0%	---	---	---
Months Supply of Inventory	2.9	1.8	▲ 59.9%	3.4	▼ -13.7%	---	---	---
New Listings	54	46	▲ 17.4%	80	▼ -32.5%	641	644	▼ -0.5%
Pending Sales	45	42	▲ 7.1%	46	▼ -2.2%	495	550	▼ -10.0%
Days to Off Market	71	69	▲ 2.9%	48	▲ 47.9%	48	53	▼ -9.4%
Sold to Original Price Ratio	98.2%	97.0%	▲ 1.2%	98.0%	▲ 0.2%	99.2%	98.3%	▲ 0.9%
Price per Square Foot	\$267	\$280	▼ -4.8%	\$291	▼ -8.2%	\$265	\$262	▲ 1.3%



EASTERN MIDDLESEX REGION

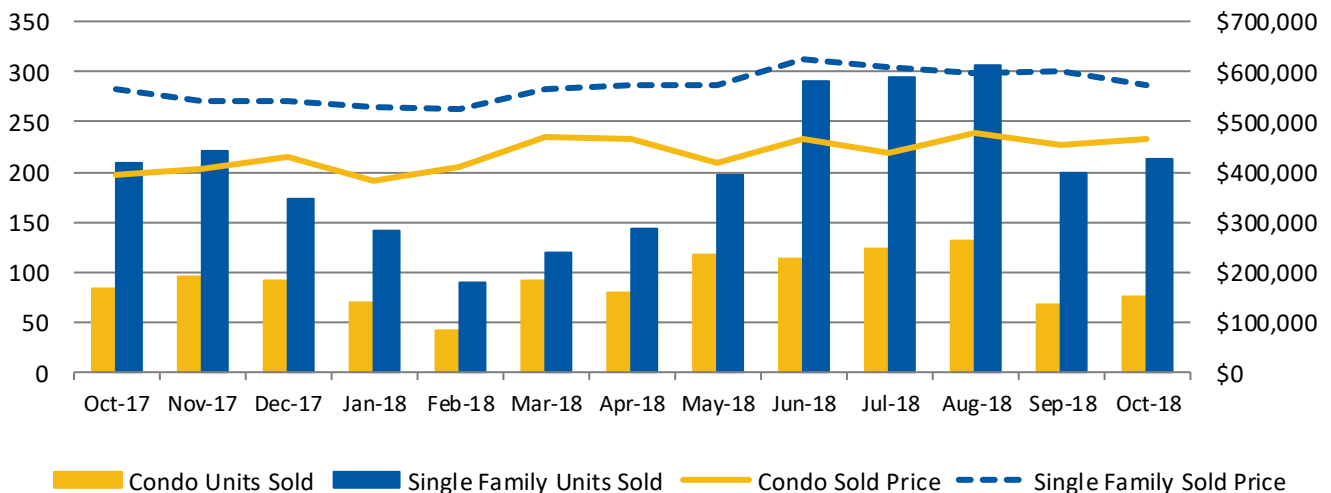
Burlington, Malden, Medford, Melrose, North Reading, Reading, Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$575,000	\$566,500	▲ 1.5%	\$600,000	▼ -4.2%	\$589,150	\$559,450	▲ 5.3%
Units Sold	213	210	▲ 1.4%	199	▲ 7.0%	1,994	2,058	▼ -3.1%
Active Listings	466	339	▲ 37.5%	490	▼ -4.9%	---	---	---
Months Supply of Inventory	2.2	1.6	▲ 35.6%	2.5	▼ -11.1%	---	---	---
New Listings	302	220	▲ 37.3%	351	▼ -14.0%	2,767	2,624	▲ 5.4%
Pending Sales	242	222	▲ 9.0%	180	▲ 34.4%	2,095	2,161	▼ -3.1%
Days to Off Market	36	36	▬ 0.0%	33	▲ 9.1%	31	34	▼ -8.8%
Sold to Original Price Ratio	99.5%	100.3%	▼ -0.8%	99.5%	▲ 0.0%	101.5%	101.1%	▲ 0.4%
Price per Square Foot	\$319	\$306	▲ 4.1%	\$324	▼ -1.7%	\$327	\$307	▲ 6.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$466,900	\$395,000	▲ 18.2%	\$455,000	▲ 2.6%	\$450,000	\$392,250	▲ 14.7%
Units Sold	75	83	▼ -9.6%	68	▲ 10.3%	910	942	▼ -3.4%
Active Listings	192	127	▲ 51.2%	188	▲ 2.1%	---	---	---
Months Supply of Inventory	2.6	1.5	▲ 67.3%	2.8	▼ -7.4%	---	---	---
New Listings	132	107	▲ 23.4%	148	▼ -10.8%	1,160	1,165	▼ -0.4%
Pending Sales	102	91	▲ 12.1%	79	▲ 29.1%	916	1,015	▼ -9.8%
Days to Off Market	33	22	▲ 50.0%	29	▲ 13.8%	30	29	▲ 3.4%
Sold to Original Price Ratio	102.1%	102.0%	▲ 0.1%	101.7%	▲ 0.4%	102.2%	101.8%	▲ 0.4%
Price per Square Foot	\$361	\$339	▲ 6.5%	\$364	▼ -0.9%	\$363	\$331	▲ 9.7%



METRO BOSTON REGION

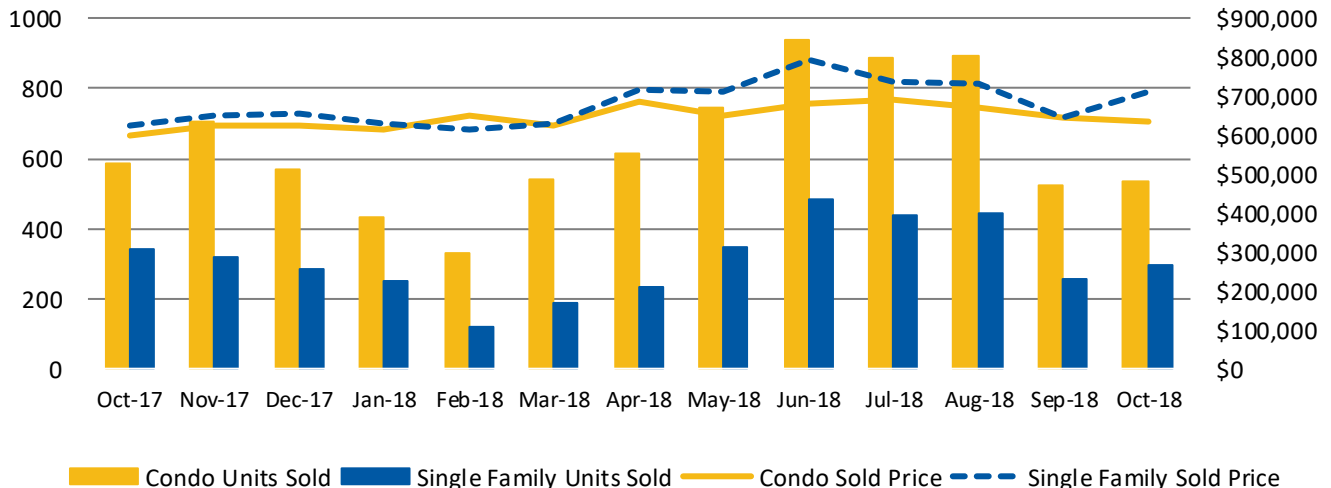
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$710,500	\$625,000	▲ 13.7%	\$645,000	▲ 10.2%	\$700,000	\$650,000	▲ 7.7%
Units Sold	294	339	▼ -13.3%	256	▲ 14.8%	3,050	3,145	▼ -3.0%
Active Listings	782	732	▲ 6.8%	838	▼ -6.7%	---	---	---
Months Supply of Inventory	2.7	2.2	▲ 23.2%	3.3	▼ -18.7%	---	---	---
New Listings	472	342	▲ 38.0%	618	▼ -23.6%	4,457	4,352	▲ 2.4%
Pending Sales	394	347	▲ 13.5%	292	▲ 34.9%	3,233	3,296	▼ -1.9%
Days to Off Market	40	40	▬ 0.0%	33	▲ 21.2%	33	36	▼ -8.3%
Sold to Original Price Ratio	99.5%	100.3%	▼ -0.8%	99.1%	▲ 0.5%	100.5%	100.2%	▲ 0.3%
Price per Square Foot	\$415	\$390	▲ 6.3%	\$374	▲ 10.9%	\$414	\$386	▲ 7.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$635,000	\$600,000	▲ 5.8%	\$645,000	▼ -1.6%	\$660,000	\$600,000	▲ 10.0%
Units Sold	536	588	▼ -8.8%	521	▲ 2.9%	6,436	6,395	▲ 0.6%
Active Listings	1,658	1,500	▲ 10.5%	1,656	▲ 0.1%	---	---	---
Months Supply of Inventory	3.1	2.6	▲ 21.2%	3.2	▼ -2.7%	---	---	---
New Listings	966	808	▲ 19.6%	1,189	▼ -18.8%	9,157	8,794	▲ 4.1%
Pending Sales	651	696	▼ -6.5%	521	▲ 25.0%	6,592	6,746	▼ -2.3%
Days to Off Market	35	38	▼ -7.9%	39	▼ -10.3%	34	34	▬ 0.0%
Sold to Original Price Ratio	99.2%	100.5%	▼ -1.2%	99.1%	▲ 0.2%	100.7%	101.1%	▼ -0.4%
Price per Square Foot	\$672	\$632	▲ 6.4%	\$691	▼ -2.6%	\$682	\$630	▲ 8.3%



METRO WEST REGION

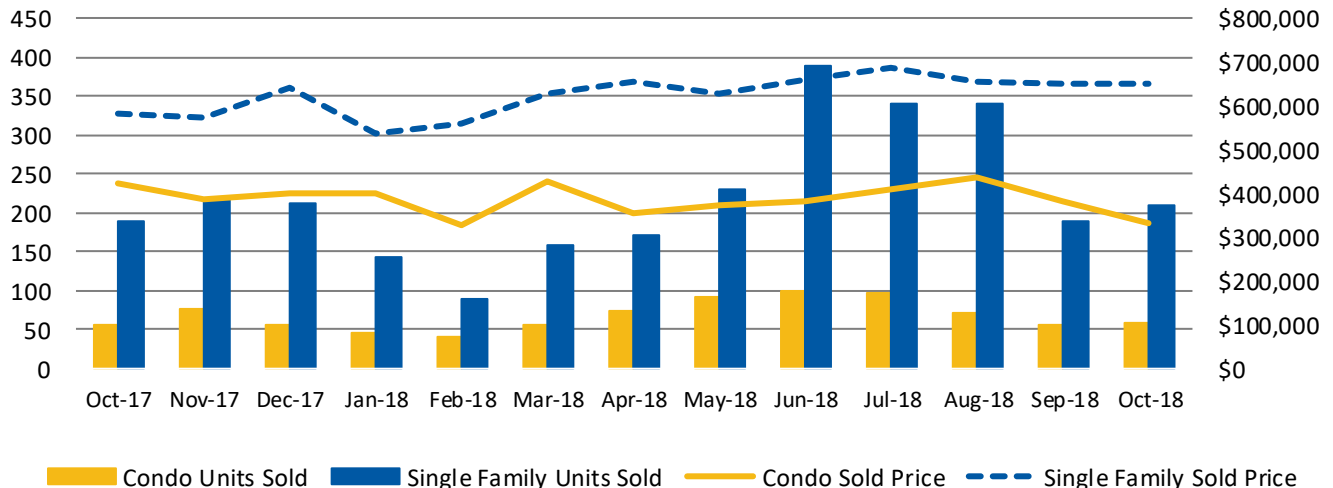
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$651,000	\$581,000	▲ 12.0%	\$652,050	▼ -0.2%	\$650,000	\$612,500	▲ 6.1%
Units Sold	209	189	▲ 10.6%	190	▲ 10.0%	2,264	2,385	▼ -5.1%
Active Listings	648	642	▲ 0.9%	686	▼ -5.5%	---	---	---
Months Supply of Inventory	3.1	3.4	▼ -8.7%	3.6	▼ -14.2%	---	---	---
New Listings	287	259	▲ 10.8%	337	▼ -14.8%	3,219	3,204	▲ 0.5%
Pending Sales	218	232	▼ -6.0%	202	▲ 7.9%	2,353	2,449	▼ -3.9%
Days to Off Market	56	49	▲ 14.3%	50	▲ 12.0%	44	49	▼ -10.2%
Sold to Original Price Ratio	97.9%	98.3%	▼ -0.4%	98.2%	▼ -0.4%	98.8%	98.4%	▲ 0.5%
Price per Square Foot	\$309	\$297	▲ 3.9%	\$308	▲ 0.2%	\$310	\$293	▲ 5.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$330,000	\$425,000	▼ -22.4%	\$380,000	▼ -13.2%	\$385,000	\$367,000	▲ 4.9%
Units Sold	59	57	▲ 3.5%	55	▲ 7.3%	693	666	▲ 4.1%
Active Listings	166	147	▲ 12.9%	154	▲ 7.8%	---	---	---
Months Supply of Inventory	2.8	2.6	▲ 9.1%	2.8	▲ 0.5%	---	---	---
New Listings	87	65	▲ 33.8%	96	▼ -9.4%	866	796	▲ 8.8%
Pending Sales	62	62	■ 0.0%	48	▲ 29.2%	718	659	▲ 9.0%
Days to Off Market	42	37	▲ 13.5%	30	▲ 40.0%	41	40	▲ 2.5%
Sold to Original Price Ratio	98.7%	100.6%	▼ -1.8%	100.2%	▼ -1.4%	100.3%	100.4%	▼ -0.1%
Price per Square Foot	\$267	\$278	▼ -4.0%	\$274	▼ -2.7%	\$271	\$260	▲ 4.1%



SOUTHERN NORFOLK REGION

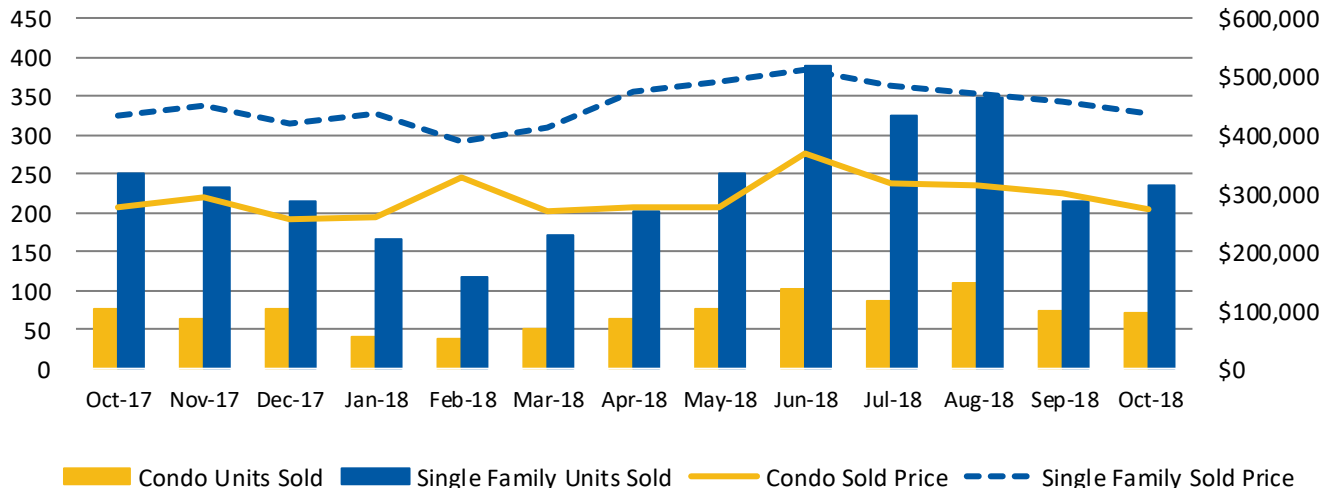
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$437,450	\$434,000	▲ 0.8%	\$459,000	▼ -4.7%	\$461,180	\$441,000	▲ 4.6%
Units Sold	236	252	▼ -6.3%	216	▲ 9.3%	2,424	2,430	▼ -0.2%
Active Listings	666	659	▲ 1.1%	717	▼ -7.1%	---	---	---
Months Supply of Inventory	2.8	2.6	▲ 7.9%	3.3	▼ -15.0%	---	---	---
New Listings	324	308	▲ 5.2%	398	▼ -18.6%	3,447	3,195	▲ 7.9%
Pending Sales	278	224	▲ 24.1%	247	▲ 12.6%	2,552	2,474	▲ 3.2%
Days to Off Market	45	47	▼ -4.3%	50	▼ -10.0%	41	47	▼ -12.8%
Sold to Original Price Ratio	96.7%	97.4%	▼ -0.7%	98.2%	▼ -1.4%	98.7%	98.1%	▲ 0.6%
Price per Square Foot	\$239	\$235	▲ 1.5%	\$247	▼ -3.4%	\$251	\$241	▲ 4.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$273,000	\$275,500	▼ -0.9%	\$300,000	▼ -9.0%	\$308,000	\$275,000	▲ 12.0%
Units Sold	72	77	▼ -6.5%	75	▼ -4.0%	719	687	▲ 4.7%
Active Listings	185	172	▲ 7.6%	196	▼ -5.6%	---	---	---
Months Supply of Inventory	2.6	2.2	▲ 15.0%	2.6	▼ -1.7%	---	---	---
New Listings	85	75	▲ 13.3%	96	▼ -11.5%	982	862	▲ 13.9%
Pending Sales	72	72	■ 0.0%	64	▲ 12.5%	767	733	▲ 4.6%
Days to Off Market	48	49	▼ -2.0%	39	▲ 23.1%	40	45	▼ -11.1%
Sold to Original Price Ratio	98.6%	99.6%	▼ -1.0%	99.4%	▼ -0.8%	99.7%	99.0%	▲ 0.7%
Price per Square Foot	\$236	\$231	▲ 2.1%	\$218	▲ 8.6%	\$226	\$212	▲ 6.7%



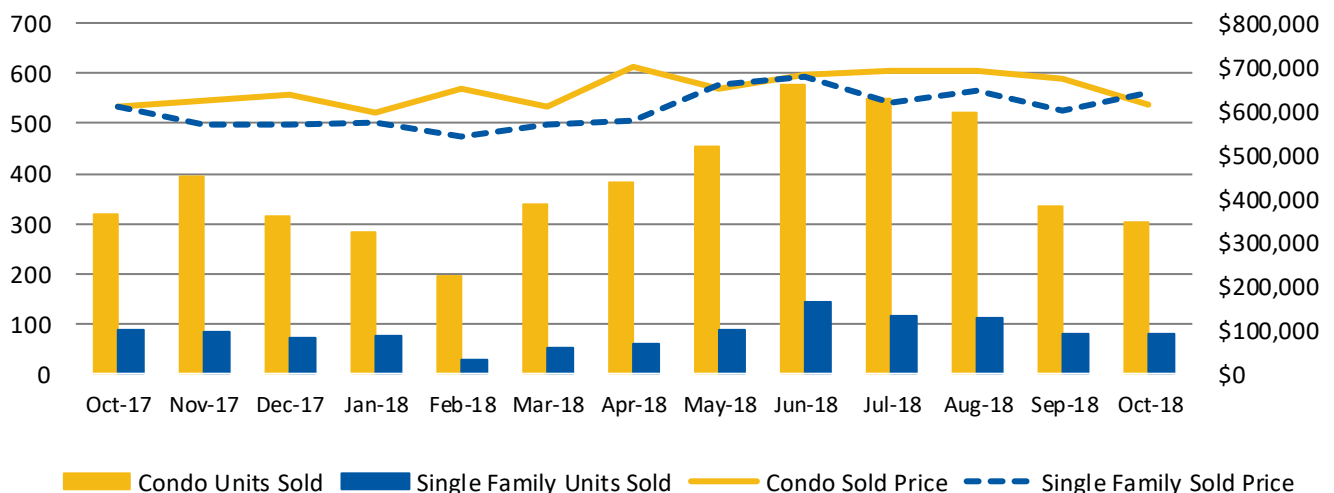
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month			Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change	
Median Selling Price	\$640,000	\$610,000	▲ 4.9%	\$600,000	▲ 6.7%	\$622,500	\$580,000	▲ 7.3%	
Units Sold	81	87	▼ -6.9%	79	▲ 2.5%	832	845	▼ -1.5%	
Active Listings	240	221	▲ 8.6%	227	▲ 5.7%	---	---	---	
Months Supply of Inventory	3.0	2.5	▲ 16.7%	2.9	▲ 3.1%	---	---	---	
New Listings	162	98	▲ 65.3%	181	▼ -10.5%	1,248	1,203	▲ 3.7%	
Pending Sales	115	97	▲ 18.6%	81	▲ 42.0%	885	875	▲ 1.1%	
Days to Off Market	32	48	▼ -33.3%	33	▼ -3.0%	34	40	▼ -16.8%	
Sold to Original Price Ratio	99.6%	99.5%	▲ 0.2%	99.2%	▲ 0.4%	100.4%	99.6%	▲ 0.8%	
Price per Square Foot	\$400	\$391	▲ 2.2%	\$369	▲ 8.4%	\$419	\$394	▲ 6.3%	

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$615,000	\$611,500	▲ 0.6%	\$674,900	▼ -8.9%	\$664,000	\$599,000	▲ 10.9%
Units Sold	302	320	▼ -5.6%	335	▼ -9.9%	3,939	3,702	▲ 6.4%
Active Listings	1,159	1,014	▲ 14.3%	1,110	▲ 4.4%	---	---	---
Months Supply of Inventory	3.8	3.2	▲ 21.1%	3.3	▲ 15.8%	---	---	---
New Listings	620	515	▲ 20.4%	708	▼ -12.4%	5,666	5,330	▲ 6.3%
Pending Sales	359	397	▼ -9.6%	287	▲ 25.1%	3,951	3,930	▲ 0.5%
Days to Off Market	39	43	▼ -9.3%	45	▼ -13.3%	38	38	▲ 0.9%
Sold to Original Price Ratio	98.4%	99.6%	▼ -1.2%	98.2%	▲ 0.2%	100.0%	100.3%	▼ -0.3%
Price per Square Foot	\$768	\$719	▲ 6.7%	\$768	▼ -0.1%	\$761	\$711	▲ 7.1%



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		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$697,000	\$675,000	▲ 3.3%	\$719,500	▼ -3.1%	\$696,550	\$629,000	▲ 10.7%
Units Sold	155	135	▲ 14.8%	146	▲ 6.2%	1,310	1,219	▲ 7.5%
Active Listings	341	313	▲ 8.9%	364	▼ -6.3%	---	---	---
Months Supply of Inventory	2.2	2.3	▼ -4.3%	2.5	▼ -12.0%	---	---	---
New Listings	232	177	▲ 31.1%	259	▼ -10.4%	1,990	1,816	▲ 9.6%
Pending Sales	170	167	▲ 1.8%	146	▲ 16.4%	1,389	1,283	▲ 8.3%
Days to Off Market	32	31	▲ 3.2%	45	▼ -28.9%	35	30	▲ 14.4%
Sold to Original Price Ratio	99.0%	101.1%	▼ -2.1%	99.1%	▼ -0.1%	100.9%	101.7%	▼ -0.8%
Price per Square Foot	\$308	\$282	▲ 9.2%	\$317	▼ -2.9%	\$306	\$280	▲ 9.2%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$835,000	\$850,000	▼ -1.8%	\$765,500	▲ 9.1%	\$835,000	\$747,500	▲ 11.7%
Units Sold	59	43	▲ 37.2%	46	▲ 28.3%	493	464	▲ 6.3%
Active Listings	141	128	▲ 10.2%	161	▼ -12.4%	---	---	---
Months Supply of Inventory	2.4	3.0	▼ -20.0%	3.5	▼ -31.4%	---	---	---
New Listings	73	69	▲ 5.8%	120	▼ -39.2%	784	669	▲ 17.2%
Pending Sales	58	59	▼ -1.7%	55	▲ 5.5%	511	481	▲ 6.2%
Days to Off Market	35	41	▼ -14.6%	42	▼ -16.7%	40	35	▲ 13.4%
Sold to Original Price Ratio	97.0%	100.0%	▼ -2.9%	99.7%	▼ -2.7%	99.1%	100.1%	▼ -1.0%
Price per Square Foot	\$320	\$277	▲ 15.4%	\$292	▲ 9.7%	\$302	\$263	▲ 14.8%

4 Family Homes

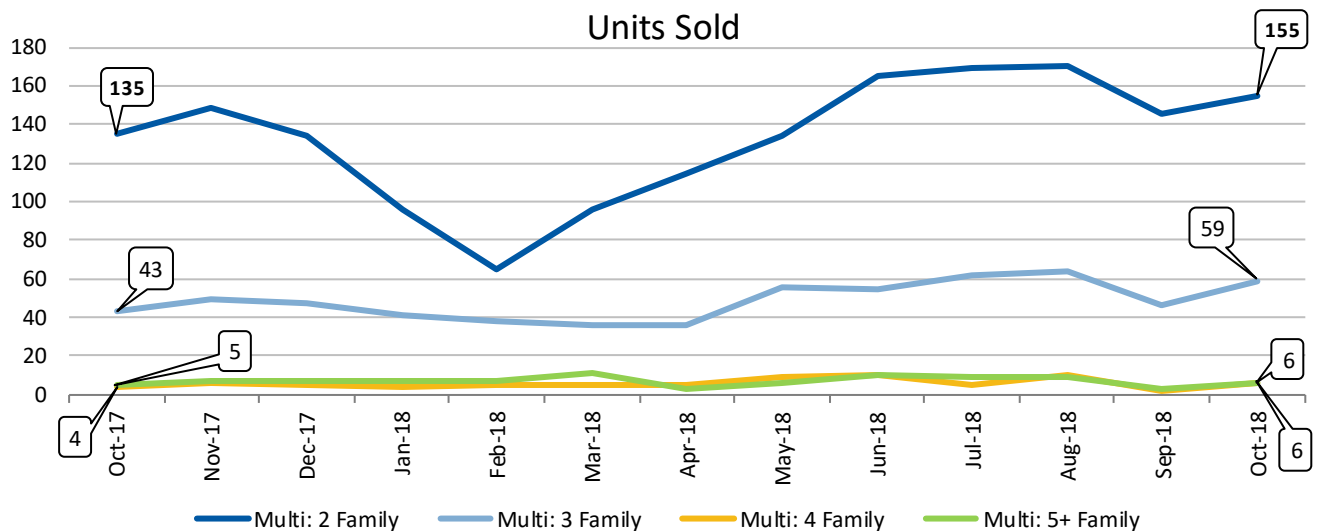
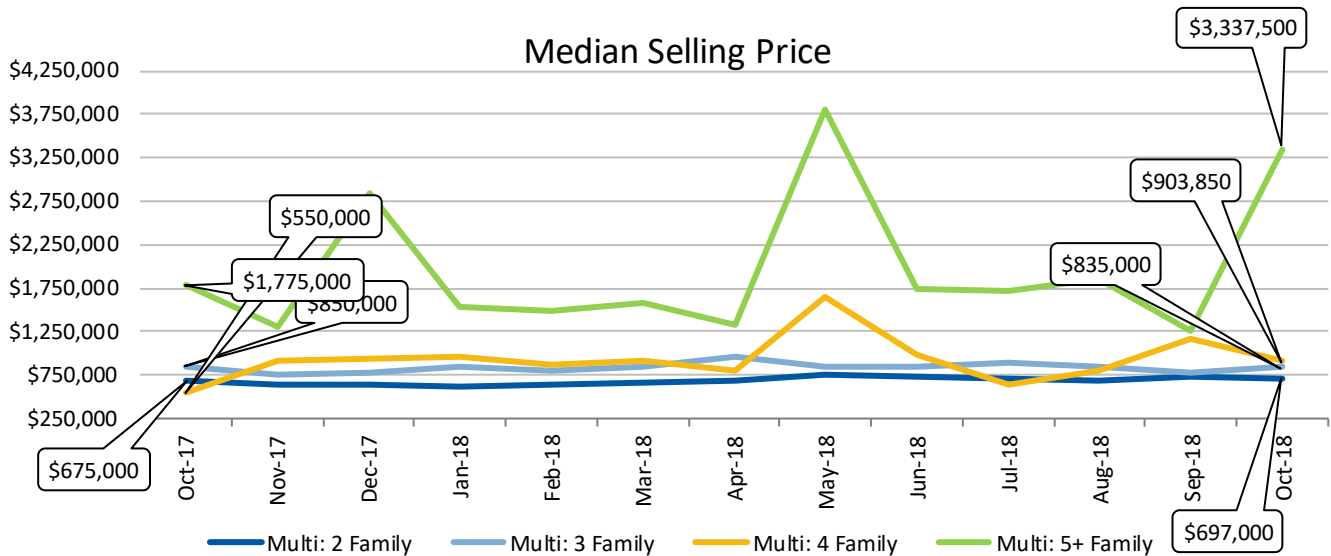
	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$903,850	\$550,000	▲ 64.3%	\$1,173,750	▼ -23.0%	\$920,000	\$790,000	▲ 16.5%
Units Sold	6	4	▲ 50.0%	2	▲ 200.0%	61	43	▲ 41.9%
Active Listings	38	19	▲ 100.0%	43	▼ -11.6%	---	---	---
Months Supply of Inventory	6.3	4.8	▲ 31.3%	21.5	▼ -70.7%	---	---	---
New Listings	13	11	▲ 18.2%	20	▼ -35.0%	133	89	▲ 49.4%
Pending Sales	8	9	▼ -11.1%	8	■ 0.0%	67	45	▲ 48.9%
Days to Off Market	48	54	▼ -11.1%	72	▼ -33.3%	43	47	▼ -8.2%
Sold to Original Price Ratio	93.7%	99.3%	▼ -5.6%	88.0%	▲ 6.4%	96.2%	99.0%	▼ -2.9%
Price per Square Foot	\$278	\$170	▲ 63.5%	\$280	▼ -0.4%	\$319	\$257	▲ 24.1%

MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

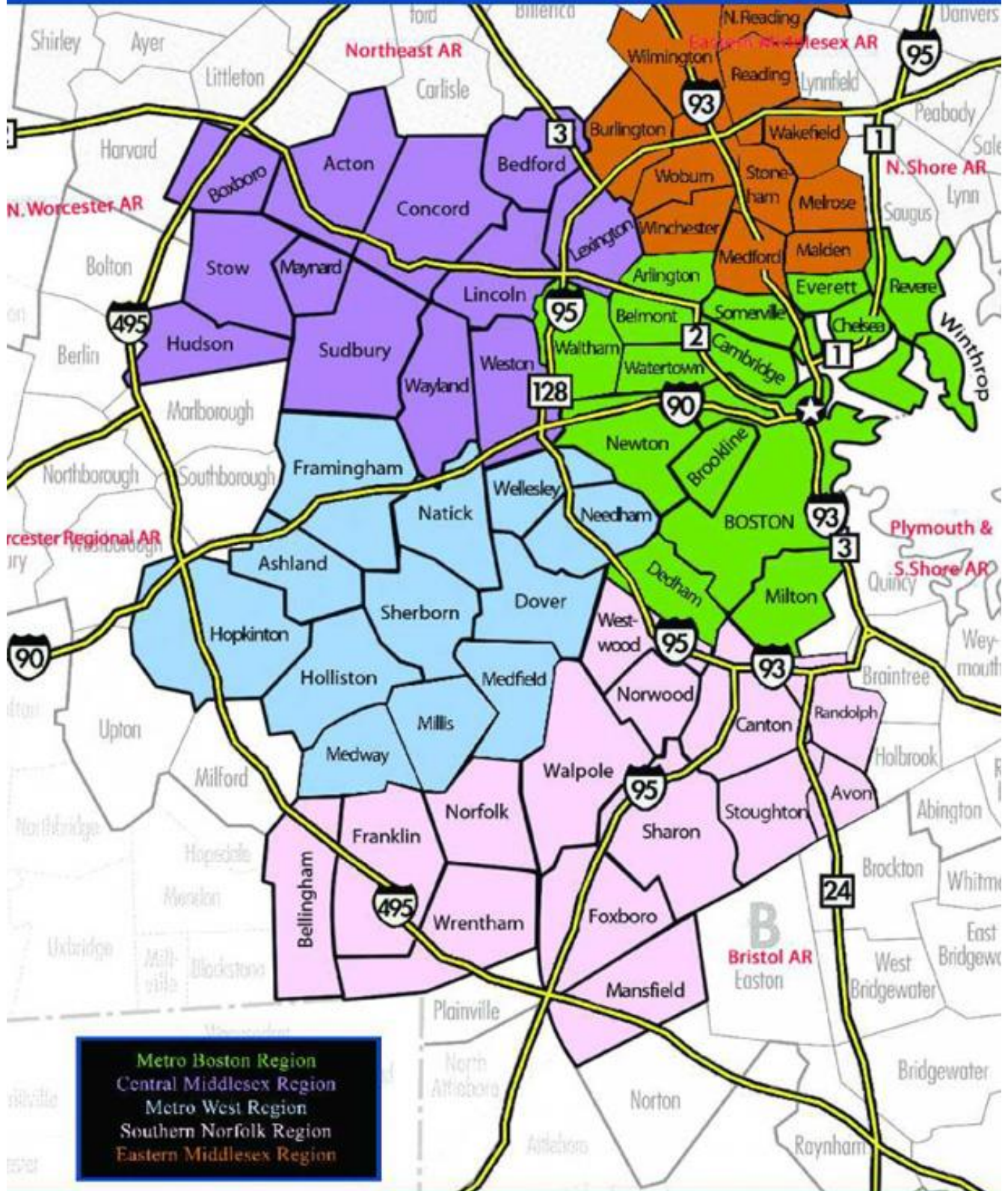
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2018	Oct 2017	Change	Sep 2018	Change	2018	2017	Change
Median Selling Price	\$3,337,500	\$1,775,000	▲ 88.0%	\$1,265,000	▲ 163.8%	\$1,812,500	\$2,320,000	▼ -21.9%
Units Sold	6	5	▲ 20.0%	3	▲ 100.0%	71	69	▲ 2.9%
Active Listings	43	41	▲ 4.9%	41	▲ 4.9%	---	---	---
Months Supply of Inventory	7.2	8.2	▼ -12.2%	13.7	▼ -47.4%	---	---	---
New Listings	26	19	▲ 36.8%	14	▲ 85.7%	150	121	▲ 24.0%
Pending Sales	10	8	▲ 25.0%	5	▲ 100.0%	77	71	▲ 8.5%
Days to Off Market	35	16	▲ 118.8%	56	▼ -37.5%	48	55	▼ -12.8%
Sold to Original Price Ratio	89.0%	96.8%	▼ -8.1%	93.7%	▼ -5.0%	99.8%	97.1%	▲ 2.8%
Price per Square Foot	\$502	\$589	▼ -14.8%	\$247	▲ 103.2%	\$453	\$450	▲ 0.5%



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.