MONTHLY MARKET INSIGHTS REPORT

OCTOBER 2017

Detached Single-Family Homes

The 1,101 homes sold in October 2017 was the fourth highest sales total for the month and was a 14.3 percent increase in sales volume from the October 2016 sales total of 963 homes sold. This breaks the previous six-month stretch when single-family home sales declined on a year-to-year basis, and it is comfortably above the historical monthly average of 952 homes sold. Additionally, the median sales price reached a new record high for the month of October as it reached $568,000, which is an 8.2 percent increase from the October 2016 median sales price of $525,000

Condominiums

With 842 condos sold, it was the third most active October on record in Greater Boston and an1.8 percent increase from the 827 units sold in October 2016. Additionally, this year's total is above the historical monthly average of 747 units sold. The median sales price for condos also reached a new record high for the month of October at $511,525, which was a 6.6 percent increase from the October 2016 median sales price of $480,000.

Multi-Family Homes

This month, 181 multi-family homes were sold in Greater Boston, which was a 9.3 percent drop from the 198 units sold in October 2016. Additionally, all but the four-family homes market saw increases in median sales price, as that market experienced a 39.7 percent drop from $911,500 to $550,000.

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

GREATER BOSTON ASSOCIATION OF REALTORS®

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REALTOR®

Data thru 11/10/2017

GREATER BOSTON MARKET SUMMARY

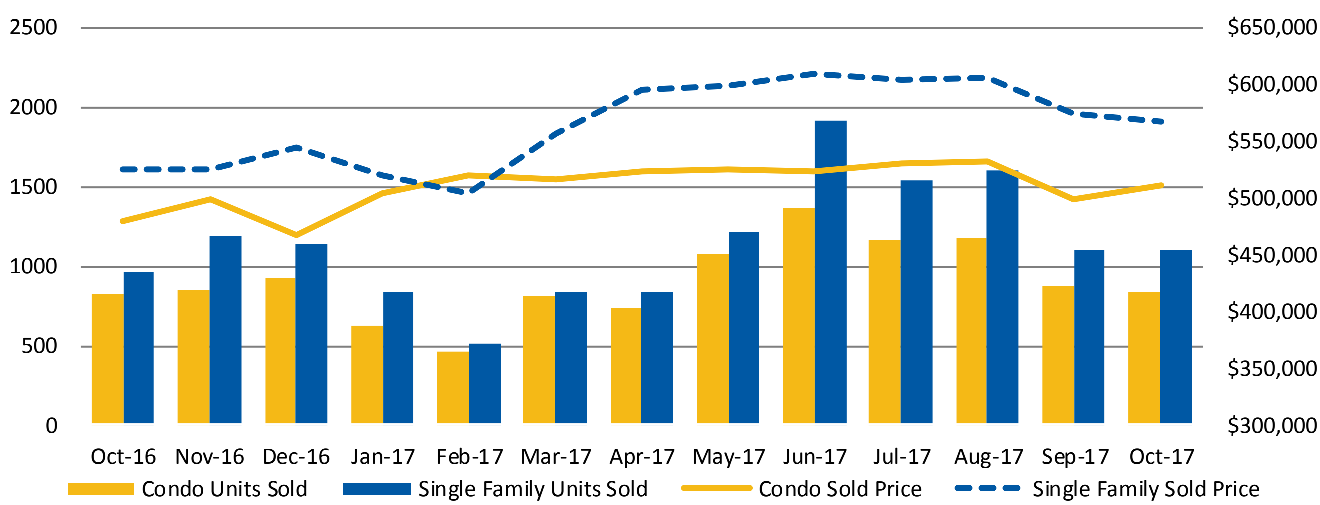
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$568,000**	$525,000	8.2%	$574,450	-1.1%	**$583,000**	$540,000	8.0%
Units Sold	**1,101**	963	14.3%	1,108	-0.6%	**11,523**	11,779	-2.2%
Active Listings	**3,360**	3,478	-3.4%	3,612	-7.0%	**---**	---	---
Months Supply of Inventory	**3.1**	3.6	-15.2%	3.3	-6.4%	**---**	---	---
New Listings	**1,300**	1,301	-0.1%	1,893	-31.3%	**15,729**	16,449	-4.4%
Pending Sales	**1,238**	1,166	6.2%	1,142	8.4%	**12,239**	12,533	-2.3%
Days to Off Market	**45**	52	-13.5%	43	4.7%	**43**	55	-21.0%
Sold to Original Price Ratio	**98.9%**	97.8%	1.1%	98.5%	0.4%	**99.1%**	98.4%	0.8%
Price per Square Foot	**$313**	$291	7.6%	$312	0.6%	**$313**	$294	6.6%

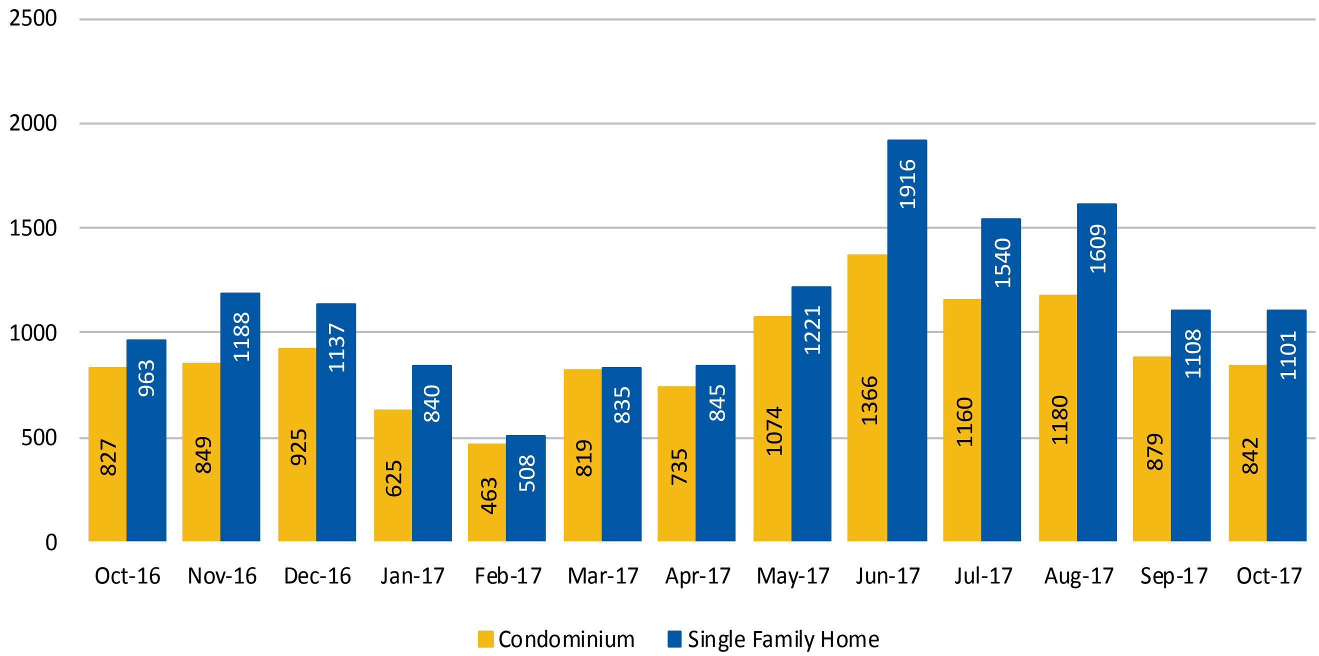
Condominiums

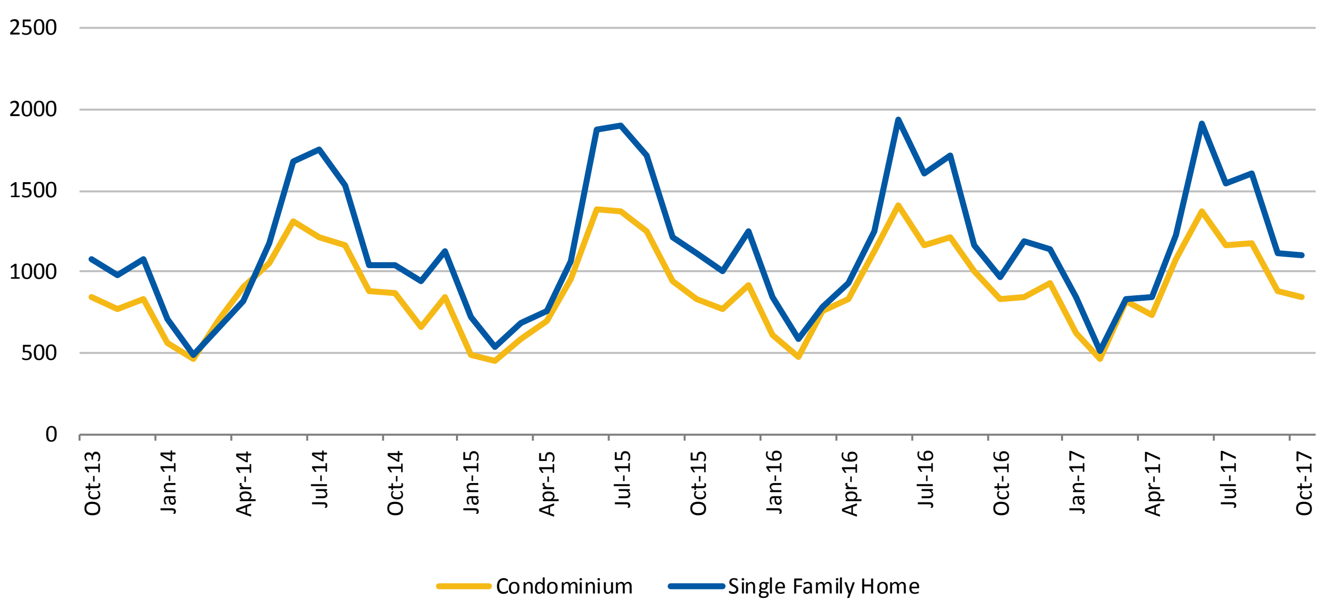
	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$511,525**	$480,000	6.6%	$499,000	2.5%	**$520,000**	$487,500	6.7%
Units Sold	**842**	827	1.8%	879	-4.2%	**9,143**	9,409	-2.8%
Active Listings	**2,214**	2,113	4.8%	2,350	-5.8%	**---**	---	---
Months Supply of Inventory	**2.6**	2.6	2.7%	2.7	-1.5%	**---**	---	---
New Listings	**1,105**	1,105	0.0%	1,460	-24.3%	**12,271**	12,400	-1.0%
Pending Sales	**992**	959	3.4%	853	16.3%	**9,794**	9,972	-1.8%
Days to Off Market	**39**	35	11.4%	36	8.3%	**36**	41	-13.7%
Sold to Original Price Ratio	**100.3%**	99.7%	0.6%	100.1%	0.2%	**100.8%**	100.5%	0.4%
Price per Square Foot	**$524**	$494	6.0%	$526	-0.5%	**$522**	$492	6.1%



UNITS SOLD

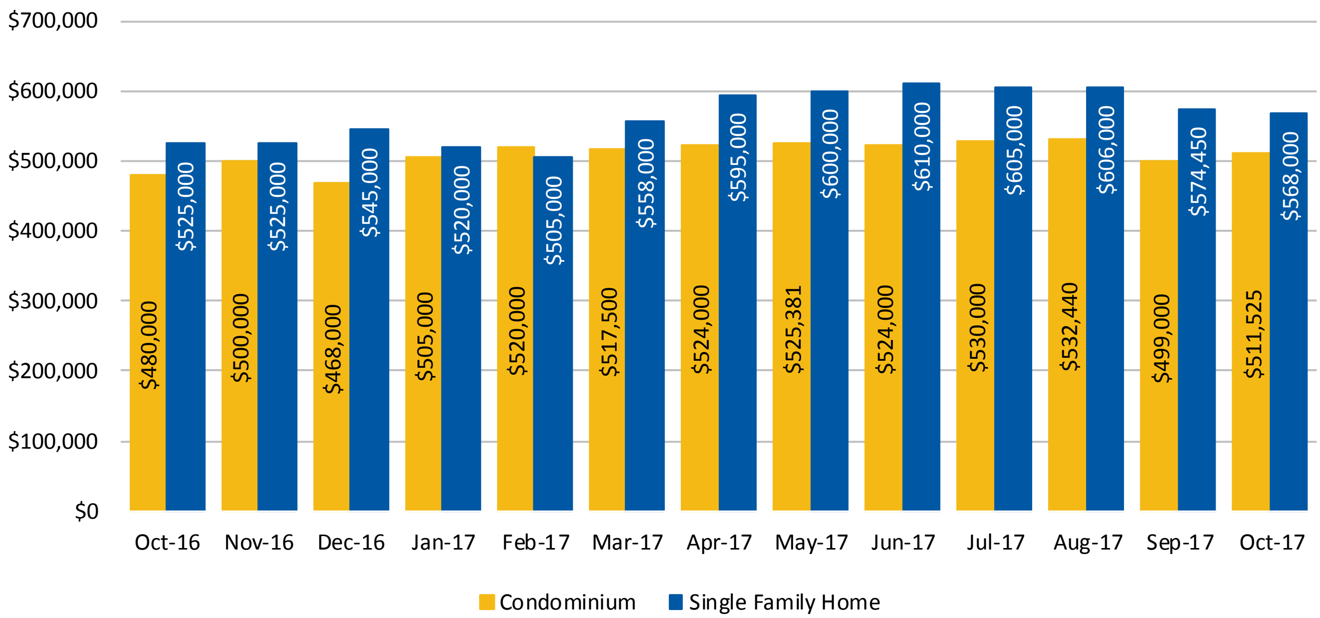
	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	**1,101**	963	▲ 14.3%	1,108	▼ -0.6%	**11,523**	11,779	▼ -2.2%
CONDOMINIUMS	**842**	827	▲ 1.8%	879	▼ -4.2%	**9,143**	9,409	▼ -2.8%

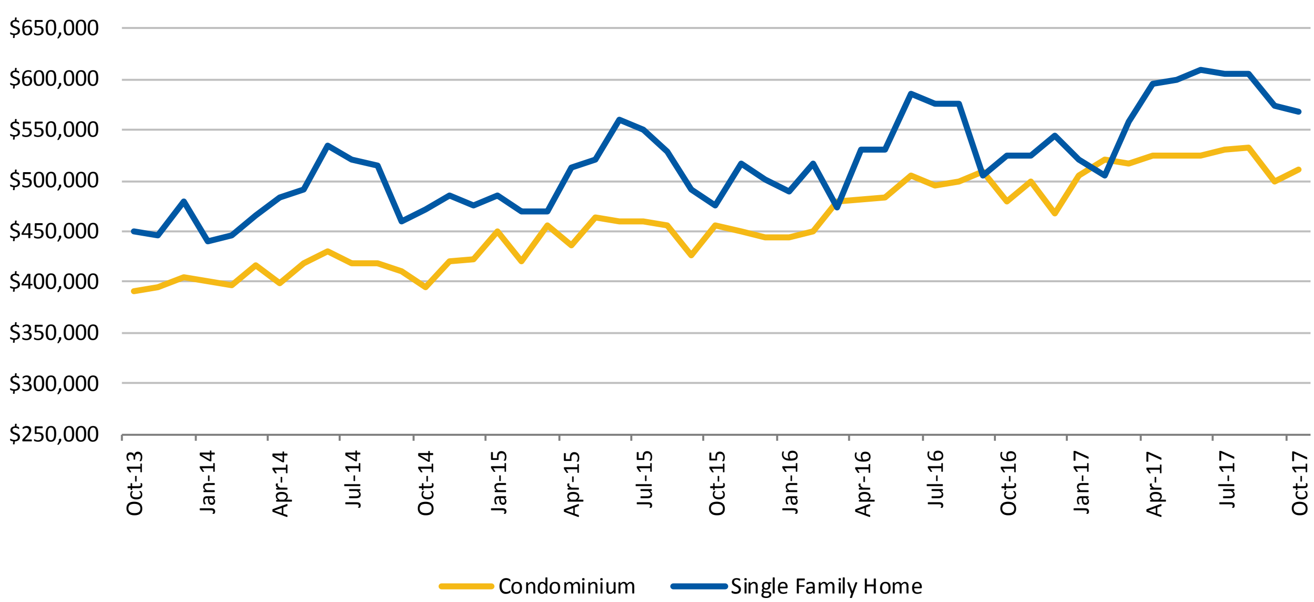




MEDIAN SELLING PRICE

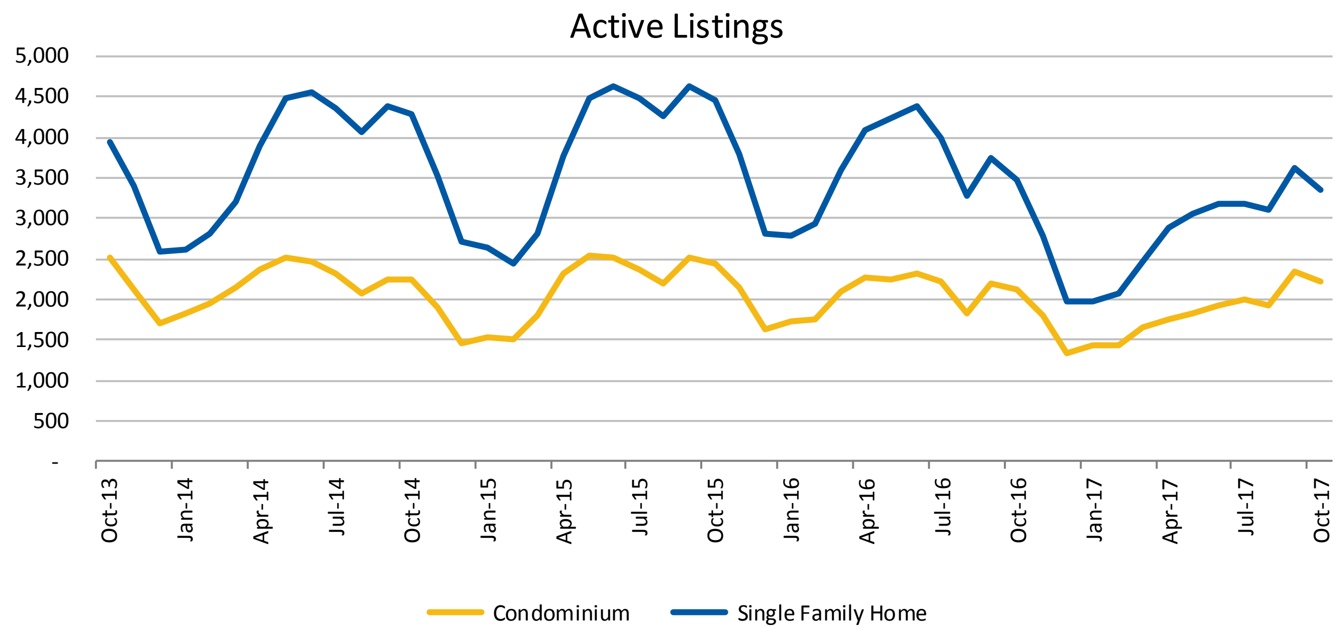
	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	**$568,000**	$525,000	▲ 8.2%	$574,450	▼ -1.1%	**$583,000**	$540,000	▲ 8.0%
CONDOMINIUMS	**$511,525**	$480,000	▲ 6.6%	$499,000	▲ 2.5%	**$520,000**	$487,500	▲ 6.7%

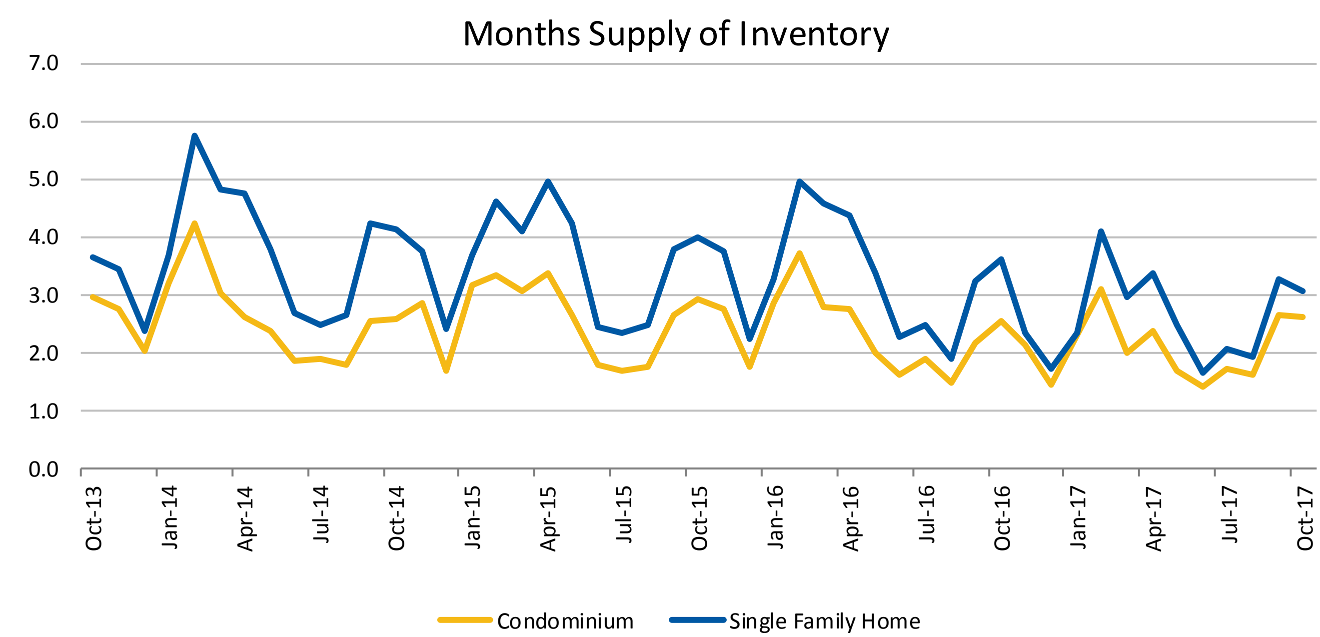




ACTIVE LISTINGS

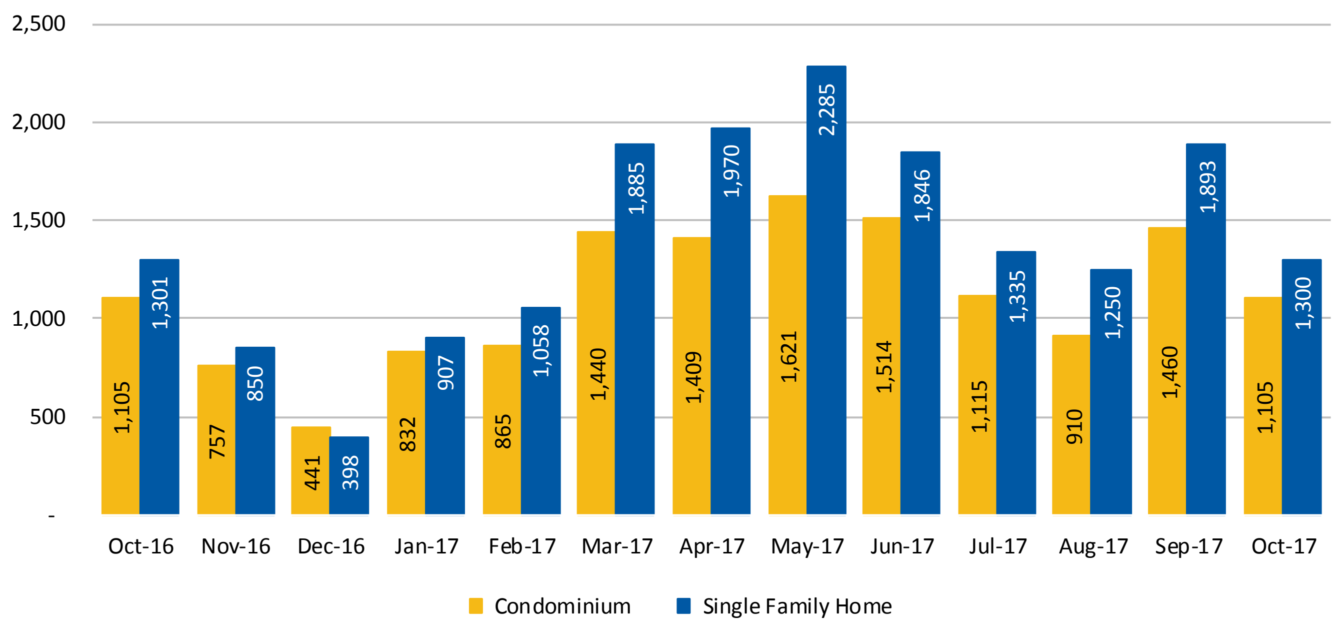
		Oct 2017	Oct 2016	Change (Year over Year)	Sep 2017	Change (Month over Month)
SINGLE FAMILY HOMES	Active Listings	**3,360**	3,478	-3.4%	3,612	-7.0%
	Months Supply of Inventory	**3.1**	3.6	-15.2%	3.3	-6.4%
CONDOMINIUMS	Active Listings	**2,214**	2,113	4.8%	2,350	-5.8%
	Months Supply of Inventory	**2.6**	2.6	2.7%	2.7	-1.5%

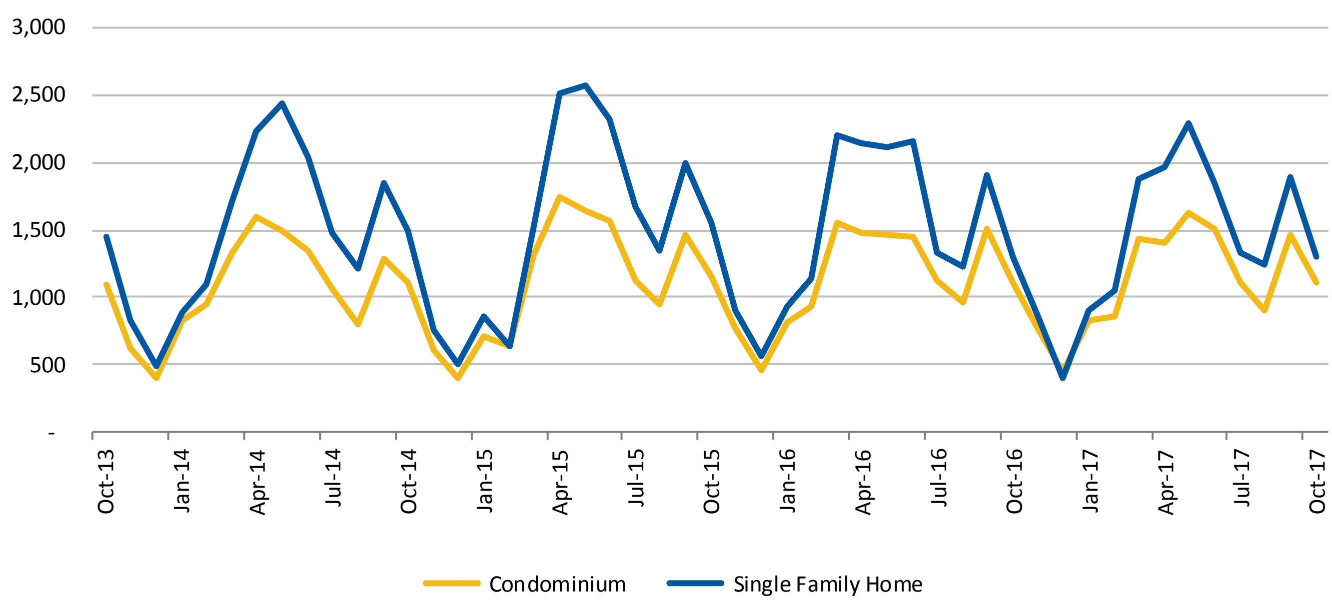




NEW LISTINGS

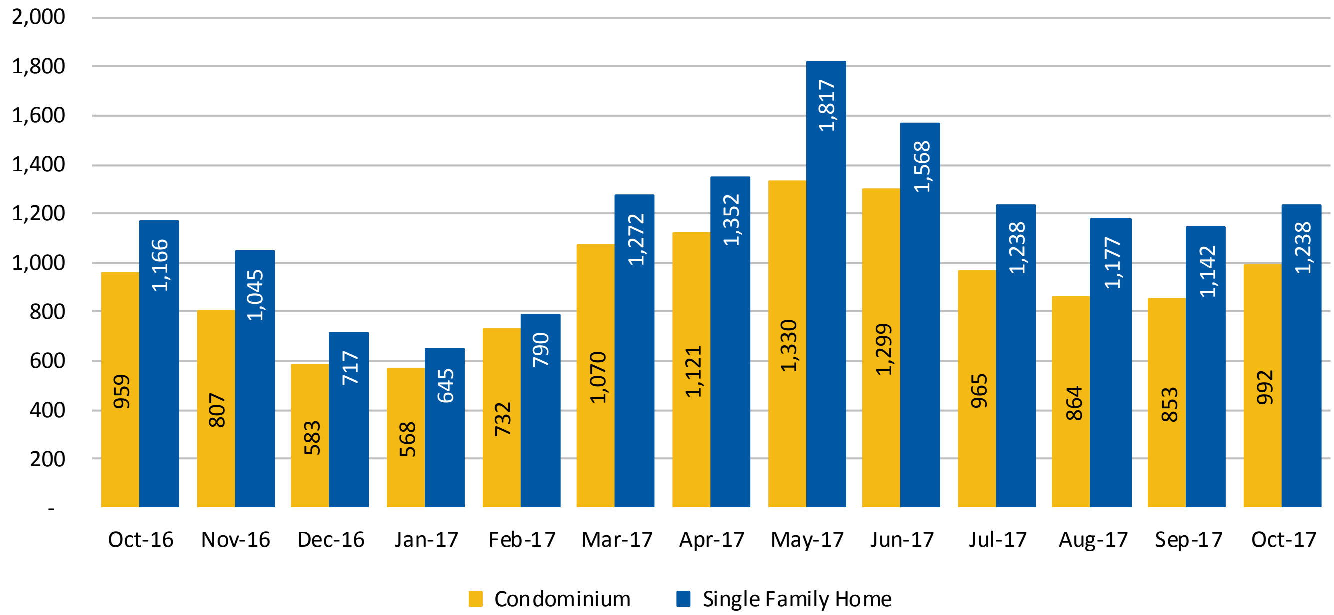
	Year over Year			Month over Month		Year to Date		
	Oct 2017	**Oct 2016**	**Change**	**Sep 2017**	**Change**	**2017**	**2016**	**Change**
SINGLE FAMILY HOMES	**1,300**	1,301	-0.1%	1,893	-31.3%	**15,729**	16,449	-4.4%
CONDOMINIUMS	**1,105**	1,105	0.0%	1,460	-24.3%	**12,271**	12,400	-1.0%

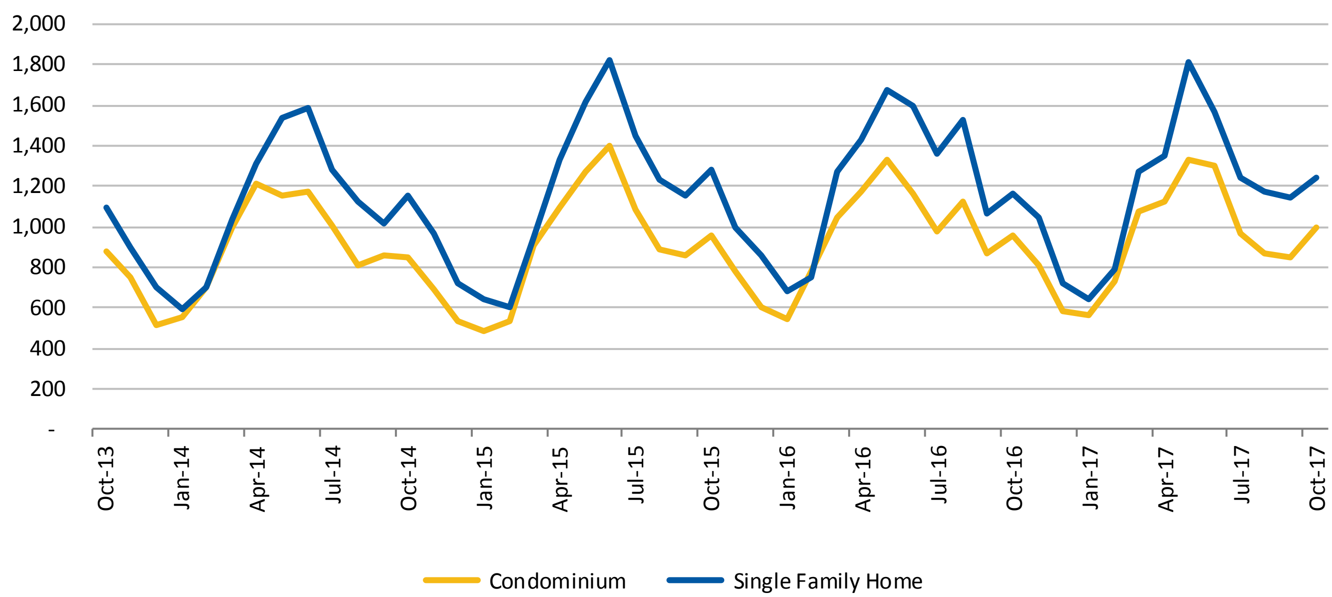




PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	**1,238**	1,166	▲ 6.2%	1,142	▲ 8.4%	**12,239**	12,533	▼ -2.3%
CONDOMINIUMS	**992**	959	▲ 3.4%	853	▲ 16.3%	**9,794**	9,972	▼ -1.8%





CENTRAL MIDDLESEX REGION

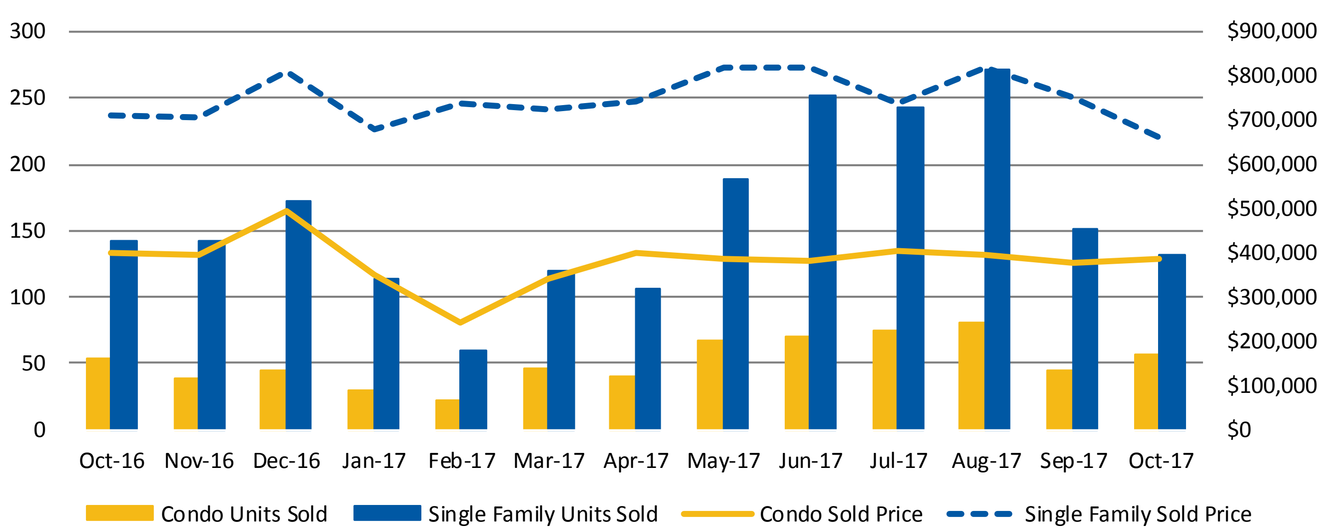
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$661,500**	$710,000	-6.8%	$750,000	-11.8%	**$753,000**	$707,000	6.5%
Units Sold	**132**	142	-7.0%	151	-12.6%	**1,637**	1,743	-6.1%
Active Listings	**686**	606	13.2%	730	-6.0%	**---**	---	---
Months Supply of Inventory	**5.2**	4.3	22.2%	4.8	7.9%	**---**	---	---
New Listings	**177**	167	6.0%	253	-30.0%	**2,390**	2,504	-4.6%
Pending Sales	**175**	158	10.8%	165	6.1%	**1,757**	1,846	-4.8%
Days to Off Market	**63**	69	-8.7%	61	3.3%	**54**	68	-20.6%
Sold to Original Price Ratio	**97.0%**	96.5%	0.5%	95.4%	1.6%	**97.4%**	96.9%	0.5%
Price per Square Foot	**$282**	**$296**	-4.7%	$317	-11.1%	**$307**	$294	4.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$387,450**	$399,000	-2.9%	$375,000	3.3%	**$368,000**	$385,000	-4.4%
Units Sold	**56**	53	5.7%	44	27.3%	**529**	539	-1.9%
Active Listings	**102**	145	-29.7%	112	-8.9%	**---**	---	---
Months Supply of Inventory	**1.8**	2.7	-32.8%	2.6	-27.8%	**---**	---	---
New Listings	**46**	43	7.0%	47	-2.1%	**641**	641	0.0%
Pending Sales	**46**	42	9.5%	55	-16.4%	**556**	501	11.0%
Days to Off Market	**64**	56	14.3%	40	60.0%	**53**	58	-8.6%
Sold to Original Price Ratio	**97.0%**	98.7%	-1.8%	98.9%	-1.9%	**98.2%**	99.4%	-1.2%
Price per Square Foot	**$280**	$266	5.3%	$253	10.9%	**$261**	$254	2.8%



EASTERN MIDDLESEX REGION

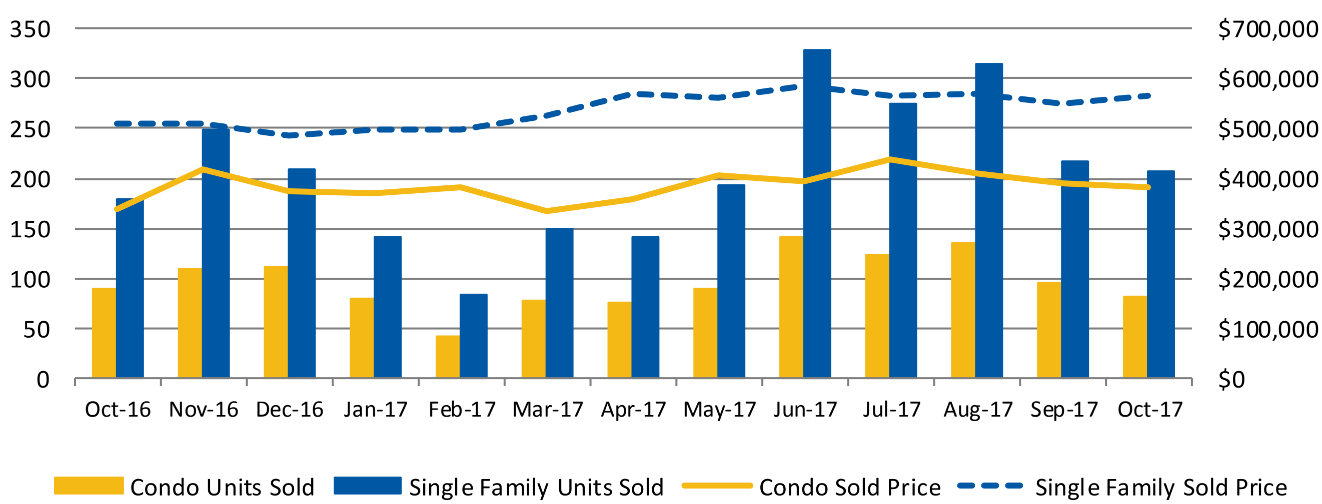
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$565,000**	$508,500	▲ 11.1%	$550,000	▲ 2.7%	**$558,300**	$497,000	▲ 12.3%
Units Sold	**208**	180	▲ 15.6%	218	▼ -4.6%	**2,054**	2,106	▼ -2.5%
Active Listings	**370**	430	▼ -14.0%	431	▼ -14.2%	**---**	---	---
Months Supply of Inventory	**1.8**	2.4	▼ -25.5%	2.0	▼ -10.1%	**---**	---	---
New Listings	**222**	208	▲ 6.7%	322	▼ -31.1%	**2,640**	2,765	▼ -4.5%
Pending Sales	**235**	221	▲ 6.3%	207	▲ 13.5%	**2,209**	2,247	▼ -1.7%
Days to Off Market	**35**	40	▼ -12.5%	30	▲ 16.7%	**34**	45	▼ -24.4%
Sold to Original Price Ratio	**100.3%**	99.4%	▲ 1.0%	100.6%	▼ -0.2%	**101.1%**	100.2%	▲ 0.9%
Price per Square Foot	**$307**	$292	▲ 5.1%	$304	▲ 0.9%	**$307**	$285	▲ 8.0%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$382,000**	$339,900	▲ 12.4%	$391,700	▼ -2.5%	**$391,000**	$375,000	▲ 4.3%
Units Sold	**81**	89	▼ -9.0%	96	▼ -15.6%	**940**	926	▲ 1.5%
Active Listings	**132**	176	▼ -25.0%	136	▼ -2.9%	**---**	---	---
Months Supply of Inventory	**1.6**	2.0	▼ -17.7%	1.4	▲ 14.8%	**---**	---	---
New Listings	**108**	106	▲ 1.9%	111	▼ -2.7%	**1,169**	1,175	▼ -0.5%
Pending Sales	**95**	91	▲ 4.4%	93	▲ 2.2%	**1,023**	996	▲ 2.7%
Days to Off Market	**26**	39	▼ -33.3%	35	▼ -25.7%	**29**	41	▼ -29.3%
Sold to Original Price Ratio	**102.1%**	100.5%	▲ 1.6%	100.6%	▲ 1.5%	**101.8%**	100.8%	▲ 1.0%
Price per Square Foot	**$339**	$310	▲ 9.5%	$325	▲ 4.2%	**$331**	$304	▲ 8.9%



METRO BOSTON REGION

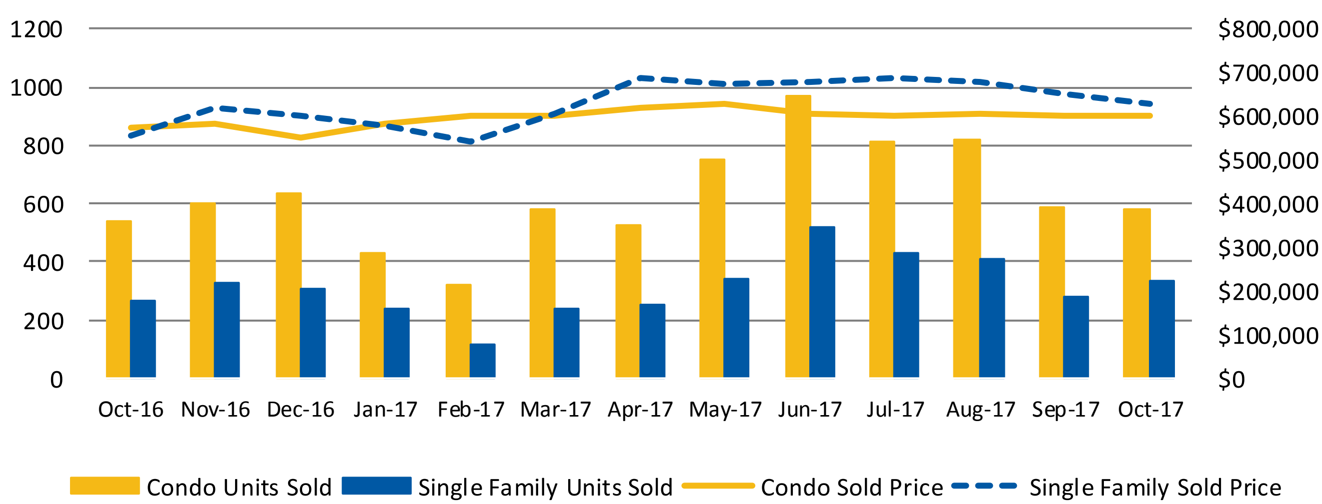
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett,
Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$627,250**	$556,000	▲ 12.8%	$650,000	▼ -3.5%	**$653,125**	$605,750	▲ 7.8%
Units Sold	**336**	263	▲ 27.8%	279	▲ 20.4%	**3,154**	3,168	▼ -0.4%
Active Listings	**807**	838	▼ -3.7%	917	▼ -12.0%	**---**	---	---
Months Supply of Inventory	**2.4**	3.2	▼ -24.5%	3.3	▼ -27.0%	**---**	---	---
New Listings	**348**	388	▼ -10.3%	603	▼ -42.3%	**4,429**	4,500	▼ -1.6%
Pending Sales	**370**	324	▲ 14.2%	356	▲ 3.9%	**3,404**	3,393	▲ 0.3%
Days to Off Market	**42**	40	▲ 5.0%	37	▲ 13.5%	**37**	45	▼ -17.8%
Sold to Original Price Ratio	**100.3%**	98.3%	▲ 2.0%	99.7%	▲ 0.6%	**100.2%**	99.2%	▲ 1.0%
Price per Square Foot	**$394**	$346	▲ 13.7%	$394	▲ 0.0%	**$387**	$362	▲ 6.8%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$600,500**	$574,654	▲ 4.5%	$600,000	▲ 0.1%	**$601,000**	$565,000	▲ 6.4%
Units Sold	**578**	542	▲ 6.6%	588	▼ -1.7%	**6,366**	6,585	▼ -3.3%
Active Listings	**1,648**	1,419	▲ 16.1%	1,750	▼ -5.8%	**---**	---	---
Months Supply of Inventory	**2.9**	2.6	▲ 8.8%	3.0	▼ -4.4%	**---**	---	---
New Listings	**814**	800	▲ 1.8%	1,129	▼ -27.9%	**8,853**	8,841	▲ 0.1%
Pending Sales	**714**	699	▲ 2.1%	575	▲ 24.2%	**6,848**	7,025	▼ -2.5%
Days to Off Market	**38**	33	▲ 15.2%	34	▲ 11.8%	**34**	37	▼ -8.1%
Sold to Original Price Ratio	**100.5%**	100.1%	▲ 0.4%	100.0%	▲ 0.4%	**101.2%**	100.9%	▲ 0.2%
Price per Square Foot	**$633**	$621	▲ 2.1%	$654	▼ -3.2%	**$630**	$593	▲ 6.2%



METRO WEST REGION

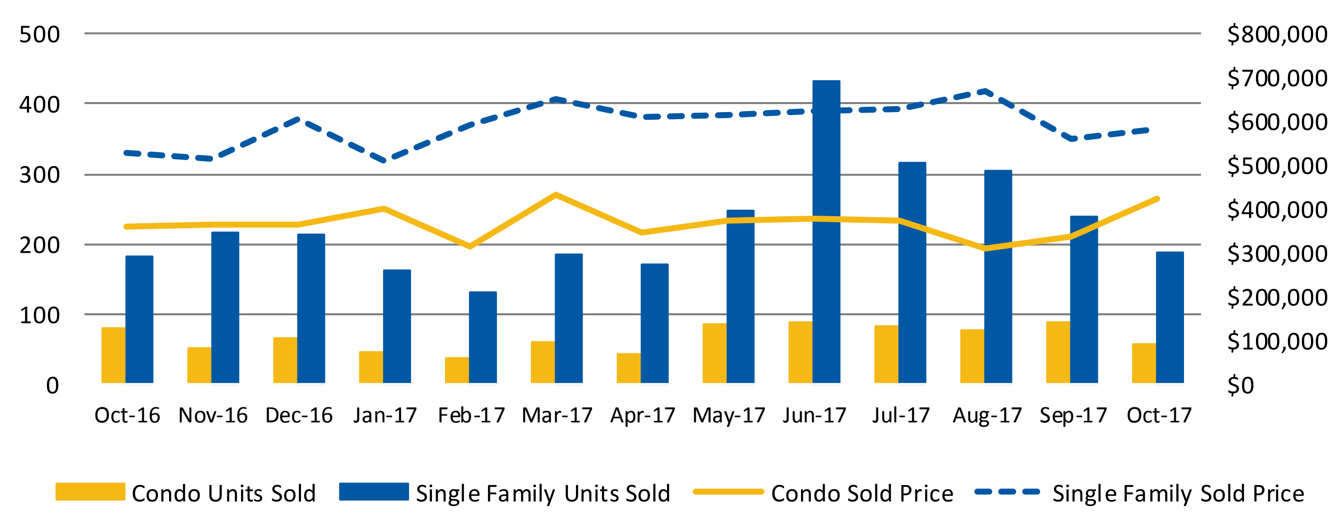
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$580,500**	$530,000	9.5%	$560,160	3.6%	**$610,000**	$581,750	4.9%
Units Sold	**188**	182	3.3%	239	-21.3%	**2,375**	2,384	-0.4%
Active Listings	**777**	843	-7.8%	825	-5.8%	**---**	---	---
Months Supply of Inventory	**4.1**	4.6	-10.6%	3.5	19.7%	**---**	---	---
New Listings	**261**	228	14.5%	398	-34.4%	**3,229**	3,432	-5.9%
Pending Sales	**232**	202	14.9%	198	17.2%	**2,479**	2,503	-1.0%
Days to Off Market	**47**	63	-25.4%	47	0.0%	**49**	61	-19.7%
Sold to Original Price Ratio	**98.3%**	96.8%	1.6%	98.3%	0.0%	**98.3%**	97.4%	0.9%
Price per Square Foot	**$297**	$276	7.8%	$278	6.9%	**$293**	$278	5.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$424,500**	$358,950	18.3%	$335,000	26.7%	**$366,000**	$354,000	3.4%
Units Sold	**56**	78	-28.2%	89	-37.1%	**663**	697	-4.9%
Active Listings	**161**	179	-10.1%	174	-7.5%	**---**	---	---
Months Supply of Inventory	**2.9**	2.3	25.8%	2.0	46.9%	**---**	---	---
New Listings	**64**	75	-14.7%	83	-22.9%	**795**	855	-7.0%
Pending Sales	**65**	63	3.2%	65	0.0%	**664**	740	-10.3%
Days to Off Market	**33**	34	-2.9%	44	-25.0%	**39**	53	-26.4%
Sold to Original Price Ratio	**100.5%**	99.3%	1.2%	101.3%	-0.8%	**100.3%**	99.1%	1.3%
Price per Square Foot	**$279**	$238	17.5%	$262	6.7%	**$260**	$244	6.5%



SOUTHERN NORFOLK REGION

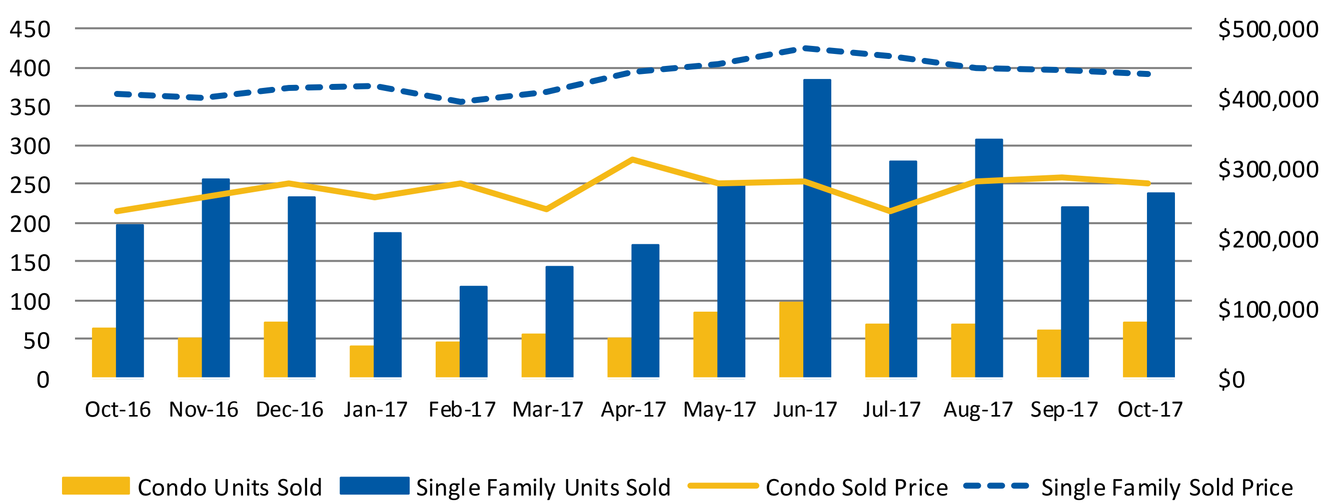
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$435,000**	$407,500	6.7%	$441,000	-1.4%	**$442,800**	$420,000	5.4%
Units Sold	**237**	196	20.9%	221	7.2%	**2,303**	2,378	-3.2%
Active Listings	**720**	761	-5.4%	709	1.6%	**---**	---	---
Months Supply of Inventory	**3.0**	3.9	-21.6%	3.2	-5.6%	**---**	---	---
New Listings	**292**	310	-5.8%	317	-7.9%	**3,041**	3,248	-6.4%
Pending Sales	**226**	261	-13.4%	216	4.6%	**2,390**	2,544	-6.1%
Days to Off Market	**45**	59	-23.7%	48	-6.3%	**48**	62	-22.6%
Sold to Original Price Ratio	**97.3%**	97.5%	-0.2%	97.4%	-0.1%	**98.1%**	97.7%	0.3%
Price per Square Foot	**$236**	$228	3.5%	$248	-4.9%	**$241**	$226	6.9%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$280,000**	$239,000	17.2%	$287,500	-2.6%	**$274,000**	$252,250	8.6%
Units Sold	**71**	65	9.2%	62	14.5%	**645**	662	-2.6%
Active Listings	**171**	194	-11.9%	178	-3.9%	**---**	---	---
Months Supply of Inventory	**2.4**	3.0	-18.8%	2.9	-16.3%	**---**	---	---
New Listings	**73**	81	-9.9%	90	-18.9%	**813**	888	-8.4%
Pending Sales	**72**	64	12.5%	65	10.8%	**703**	710	-1.0%
Days to Off Market	**55**	41	34.1%	41	34.1%	**47**	56	-16.1%
Sold to Original Price Ratio	**99.7%**	96.9%	2.9%	99.2%	0.5%	**99.1%**	97.7%	1.4%
Price per Square Foot	**$232**	$188	23.1%	$202	14.8%	**$213**	$196	8.6%



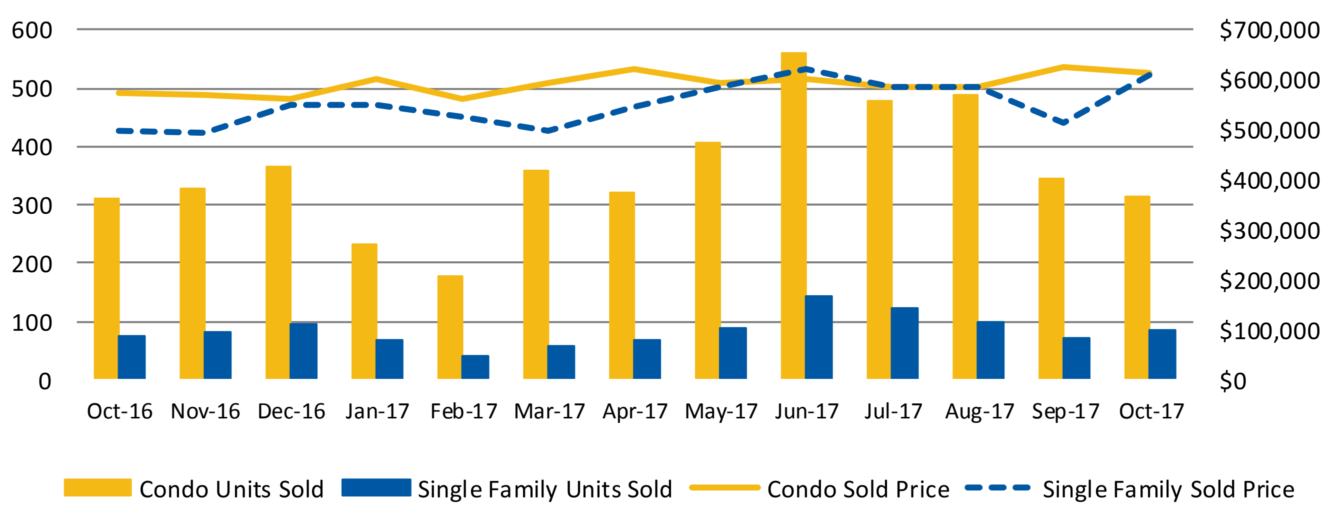
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$610,000**	$498,250	▲ 22.4%	$515,000	▲ 18.4%	**$581,000**	$530,000	▲ 9.6%
Units Sold	**86**	76	▲ 13.2%	73	▲ 17.8%	**848**	864	▼ -1.9%
Active Listings	**246**	237	▲ 3.8%	279	▼ -11.8%	**---**	---	---
Months Supply of Inventory	**2.9**	3.1	▼ -7.9%	3.8	▼ -25.1%	**---**	---	---
New Listings	**102**	116	▼ -12.1%	173	▼ -41.0%	**1,227**	1,245	▼ -1.4%
Pending Sales	**103**	96	▲ 7.3%	86	▲ 19.8%	**910**	934	▼ -2.6%
Days to Off Market	**50**	41	▲ 22.0%	42	▲ 19.0%	**42**	48	▼ -14.1%
Sold to Original Price Ratio	**99.4%**	98.8%	▲ 0.6%	98.1%	▲ 1.3%	**99.5%**	98.8%	▲ 0.8%
Price per Square Foot	**$404**	$330	▲ 22.4%	$395	▲ 2.4%	**$396**	$362	▲ 9.5%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$613,000**	$575,000	▲ 6.6%	$625,000	▼ -1.9%	**$599,000**	$575,000	▲ 4.2%
Units Sold	**315**	309	▲ 1.9%	344	▼ -8.4%	**3,681**	3,650	▲ 0.8%
Active Listings	**1,146**	891	▲ 28.6%	1,173	▼ -2.3%	**---**	---	---
Months Supply of Inventory	**3.6**	2.9	▲ 26.2%	3.4	▲ 6.7%	**---**	---	---
New Listings	**518**	502	▲ 3.2%	662	▼ -21.8%	**5,363**	4,968	▲ 8.0%
Pending Sales	**409**	405	▲ 1.0%	305	▲ 34.1%	**3,997**	3,871	▲ 3.3%
Days to Off Market	**43**	35	▲ 22.9%	39	▲ 10.3%	**38**	40	▼ -6.5%
Sold to Original Price Ratio	**99.6%**	99.7%	▼ -0.1%	99.4%	▲ 0.1%	**100.3%**	100.1%	▲ 0.3%
Price per Square Foot	**$720**	$729	▼ -1.2%	$760	▼ -5.3%	**$711**	$686	▲ 3.6%



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 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$680,000**	$569,900	19.3%	$676,500	0.5%	**$630,000**	$550,000	14.5%
Units Sold	**133**	119	11.8%	113	17.7%	**1,210**	1,305	-7.3%
Active Listings	**307**	326	-5.8%	371	-17.3%	**---**	---	---
Months Supply of Inventory	**2.3**	2.7	-15.3%	3.3	-29.5%	**---**	---	---
New Listings	**177**	174	1.7%	259	-31.7%	**1,832**	1,843	-0.6%
Pending Sales	**185**	144	28.5%	150	23.3%	**1,349**	1,402	-3.8%
Days to Off Market	**32**	32	0.0%	31	3.2%	**31**	48	-35.6%
Sold to Original Price Ratio	**101.0%**	98.6%	2.4%	103.6%	-2.5%	**101.7%**	99.8%	1.9%
Price per Square Foot	**$284**	$236	20.2%	$291	-2.3%	**$281**	$243	15.6%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$842,500**	$675,000	24.8%	$781,000	7.9%	**$747,500**	$630,000	18.7%
Units Sold	**40**	59	-32.2%	59	-32.2%	**456**	474	-3.8%
Active Listings	**115**	129	-10.9%	133	-13.5%	**---**	---	---
Months Supply of Inventory	**2.9**	2.2	31.5%	2.3	28.0%	**---**	---	---
New Listings	**68**	61	11.5%	76	-10.5%	**670**	684	-2.0%
Pending Sales	**71**	55	29.1%	45	57.8%	**508**	501	1.4%
Days to Off Market	**48**	52	-7.7%	41	17.1%	**38**	55	-31.2%
Sold to Original Price Ratio	**99.8%**	98.4%	1.4%	98.1%	1.7%	**100.1%**	98.2%	2.0%
Price per Square Foot	**$263**	$233	13.3%	$274	-3.8%	**$262**	$232	13.1%

4 Family Homes

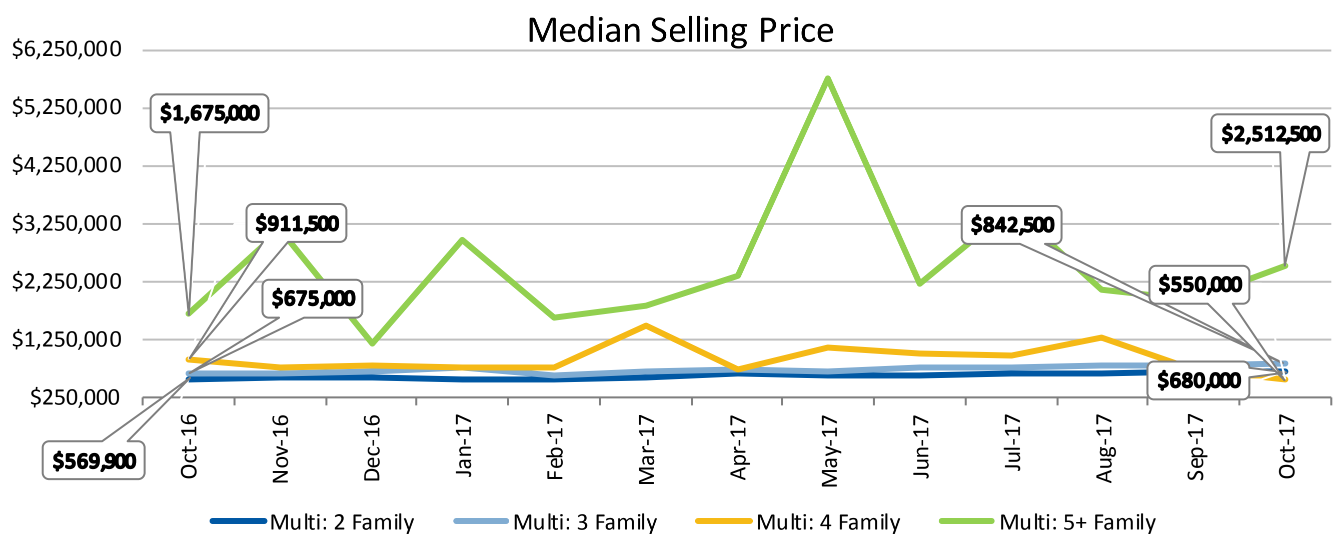
	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$550,000**	$911,500	-39.7%	$710,000	-22.5%	**$782,500**	$862,500	-9.3%
Units Sold	**4**	10	-60.0%	3	33.3%	**44**	72	-38.9%
Active Listings	**23**	25	-8.0%	26	-11.5%	**---**	---	---
Months Supply of Inventory	**5.8**	2.5	130.0%	8.7	-33.7%	**---**	---	---
New Listings	**11**	7	57.1%	11	0.0%	**90**	113	-20.4%
Pending Sales	**11**	6	83.3%	6	83.3%	**51**	70	-27.1%
Days to Off Market	**59**	55	7.3%	44	34.1%	**49**	73	-32.2%
Sold to Original Price Ratio	**99.3%**	95.2%	4.3%	92.3%	7.5%	**99.0%**	95.7%	3.4%
Price per Square Foot	**$170**	$235	-27.6%	$418	-59.2%	**$255**	$283	-9.9%

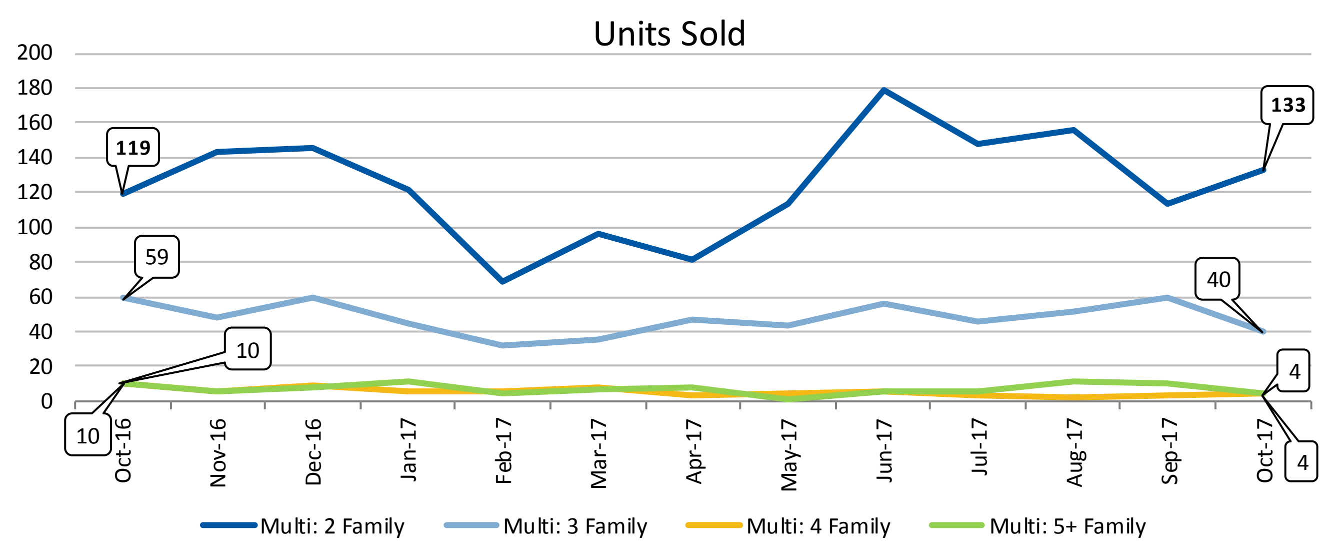
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

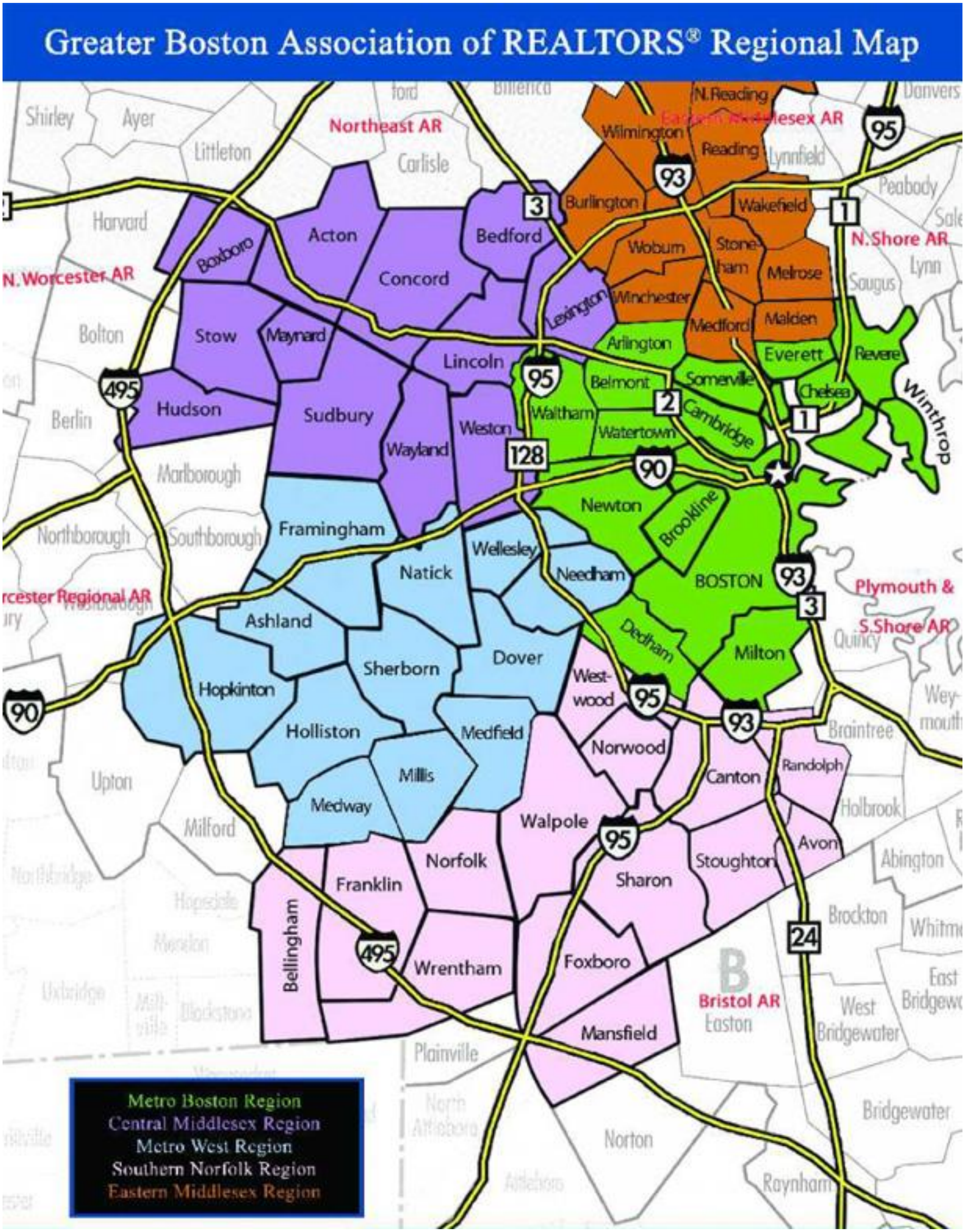
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Oct 2017	Oct 2016	Change	Sep 2017	Change	2017	2016	Change
Median Selling Price	**$2,512,500**	$1,675,000	▲ 50.0%	$1,925,000	▲ 30.5%	**$2,360,000**	$1,300,000	▲ 81.5%
Units Sold	**4**	10	▼ -60.0%	10	▼ -60.0%	**68**	85	▼ -20.0%
Active Listings	**40**	34	▲ 17.6%	37	▲ 8.1%	**---**	---	---
Months Supply of Inventory	**10.0**	3.4	▲ 194.1%	3.7	▲ 170.3%	**---**	---	---
New Listings	**18**	13	▲ 38.5%	15	▲ 20.0%	**124**	150	▼ -17.3%
Pending Sales	**9**	14	▼ -35.7%	10	▼ -10.0%	**78**	96	▼ -18.8%
Days to Off Market	**16**	100	▼ -84.0%	65	▼ -75.4%	**54**	73	▼ -25.9%
Sold to Original Price Ratio	**95.8%**	98.4%	▼ -2.7%	101.0%	▼ -5.2%	**97.0%**	93.9%	▲ 3.3%
Price per Square Foot	**$700**	$406	▲ 72.5%	$473	▲ 48.2%	**$455**	$320	▲ 42.2%





GBAR JURISDICTIONAL AREA



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.