

MONTHLY MARKET INSIGHTS REPORT

SEPTEMBER 2017

Detached Single-Family Homes

The 1,100 homes sold in September 2017 was the seventh highest sales total for the month, and was a 5.0 percent decrease in sales volume from the September 2016 sales total of 1,158. This is the sixth consecutive month that the single-family sales total has dropped on a year-to-year basis, yet it remains above the historical monthly sales average of 1,017 homes sold. Additionally, the median sales price reached a new record high price for the month of t at September at \$573,500,000 and is also a 13.6 percent increase on the September 2016 median sales price of \$505,000.

Condominiums

With 865 condos sold in September, it was the seventh most active September on record in Greater Boston as the market experienced a 14.2 percent decline in sales volume from the 1,008 units sold in September 2016. Additionally, this year's total is slightly above the historical monthly average for September of 834 units sold. The median sales price for condo decreased 2.4 percent up from \$509,690 in September 2016 to \$497,500 in 2017.

Multi-Family Homes

This month, 181 multi-family homes were sold in Greater Boston, which reflects a 19.8 percent drop in sales from the 217 units sold in September 2016. Additionally, all but the five-family home market experienced an increase in median sales price, notably the two-family homes saw a 24.0 percent increase from \$545,000 to \$676,500 this year, albeit as 39 less homes were sold in 2017 compared with 2016.

Greater Boston Association of REALTORS®

A division of the Greater Boston Real Estate Board

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Data thru 10/10/2017

GREATER BOSTON MARKET SUMMARY

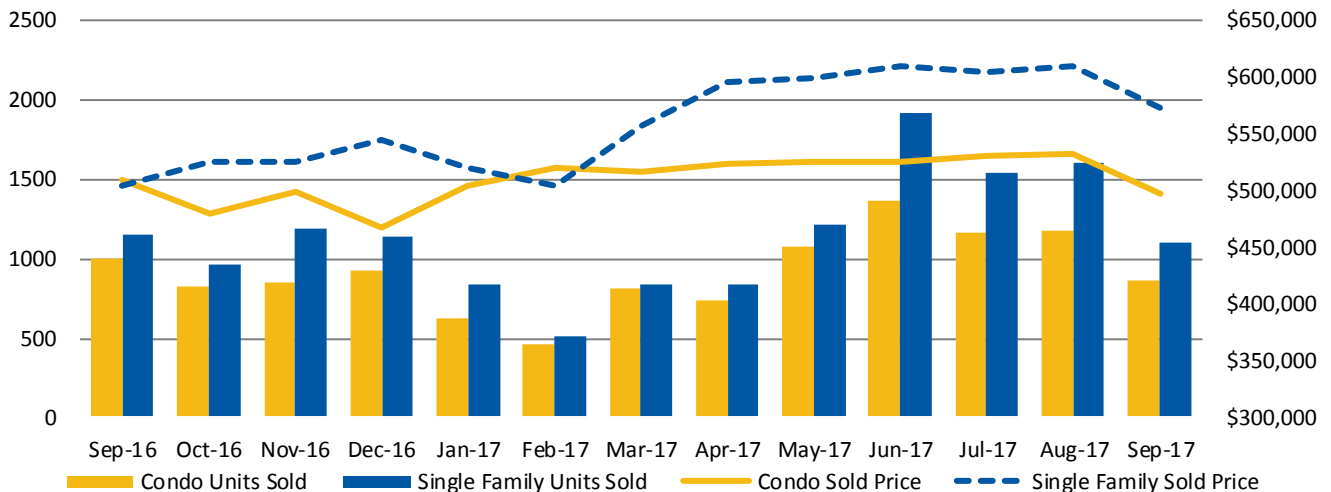
Includes all 64 towns within the GBAR jurisdictional area

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$573,500	\$505,000	▲ 13.6%	\$610,000	▼ -6.0%	\$585,000	\$543,310	▲ 7.7%
Units Sold	1,100	1,158	▼ -5.0%	1,609	▼ -31.6%	10,417	10,816	▼ -3.7%
Active Listings	3,532	3,745	▼ -5.7%	3,062	▲ 15.3%	---	---	---
Months Supply of Inventory	3.2	3.2	▼ -0.6%	1.9	▲ 68.9%	---	---	---
New Listings	1,886	1,914	▼ -1.5%	1,249	▲ 51.0%	14,422	15,148	▼ -4.8%
Pending Sales	1,174	1,063	▲ 10.4%	1,191	▼ -1.4%	11,083	11,367	▼ -2.5%
Days to Off Market	44	50	▼ -12.0%	45	▼ -2.2%	43	55	▼ -21.6%
Sold to Original Price Ratio	98.5%	97.7%	▲ 0.9%	99.1%	▼ -0.5%	99.2%	98.4%	▲ 0.7%
Price per Square Foot	\$311	\$287	▲ 8.5%	\$315	▼ -1.0%	\$313	\$294	▲ 6.5%

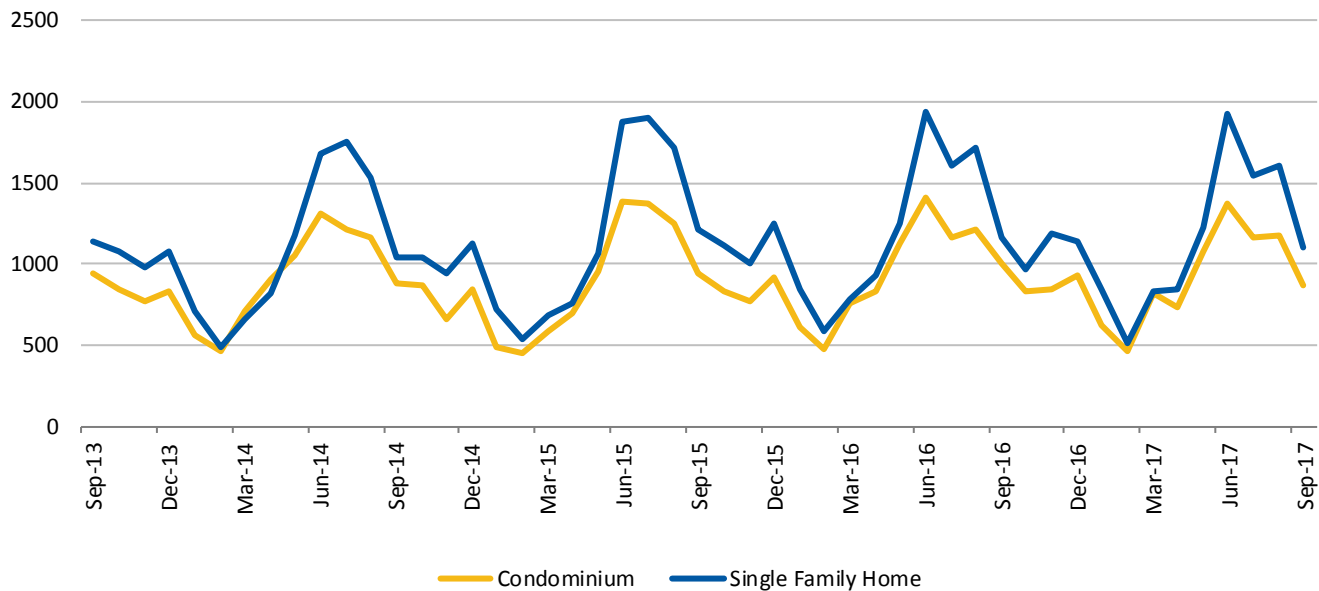
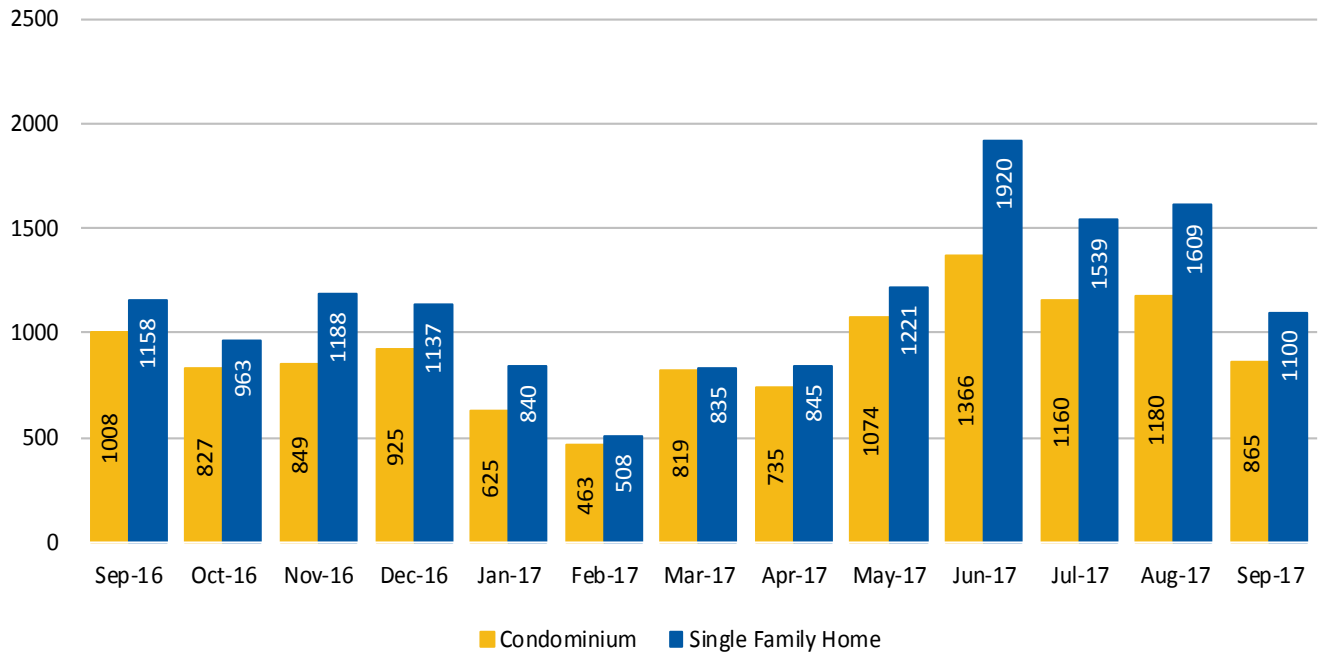
Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$497,500	\$509,690	▼ -2.4%	\$532,440	▼ -6.6%	\$520,000	\$490,000	▲ 6.1%
Units Sold	865	1,008	▼ -14.2%	1,180	▼ -26.7%	8,287	8,582	▼ -3.4%
Active Listings	2,280	2,205	▲ 3.4%	1,879	▲ 21.3%	---	---	---
Months Supply of Inventory	2.6	2.2	▲ 20.5%	1.6	▲ 66.0%	---	---	---
New Listings	1,460	1,504	▼ -2.9%	908	▲ 60.8%	11,159	11,295	▼ -1.2%
Pending Sales	870	869	▲ 0.1%	873	▼ -0.3%	8,844	9,013	▼ -1.9%
Days to Off Market	36	39	▼ -7.7%	36	■ 0.0%	35	42	▼ -15.8%
Sold to Original Price Ratio	100.1%	99.9%	▲ 0.2%	100.7%	▼ -0.6%	100.9%	100.5%	▲ 0.4%
Price per Square Foot	\$527	\$545	▼ -3.3%	\$522	▲ 1.0%	\$522	\$491	▲ 6.1%



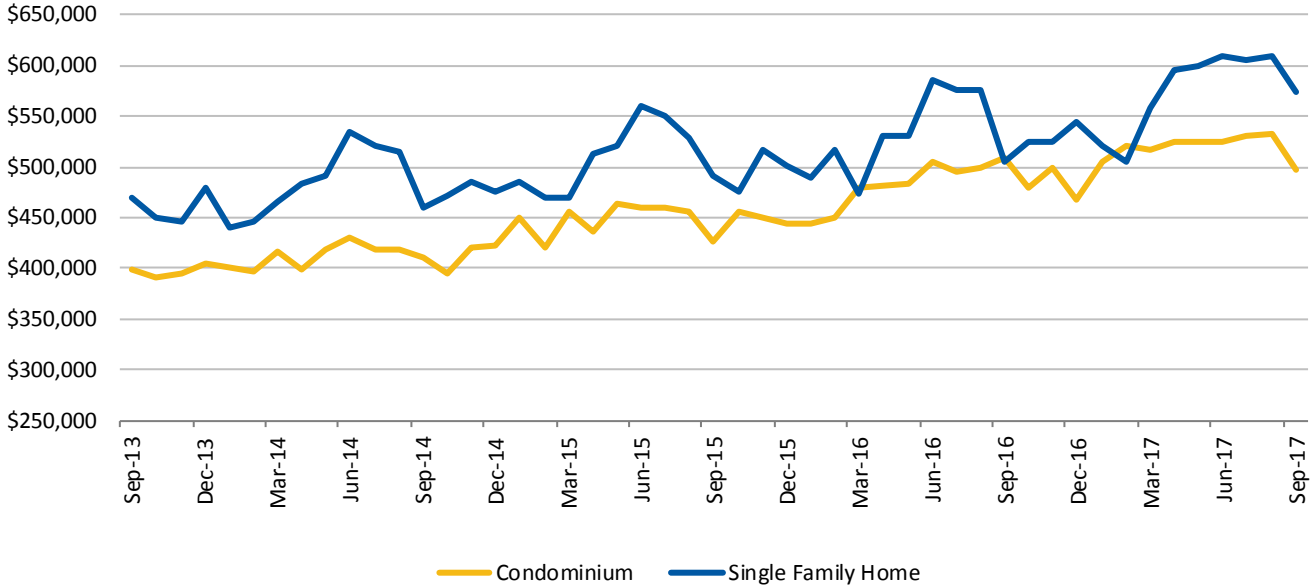
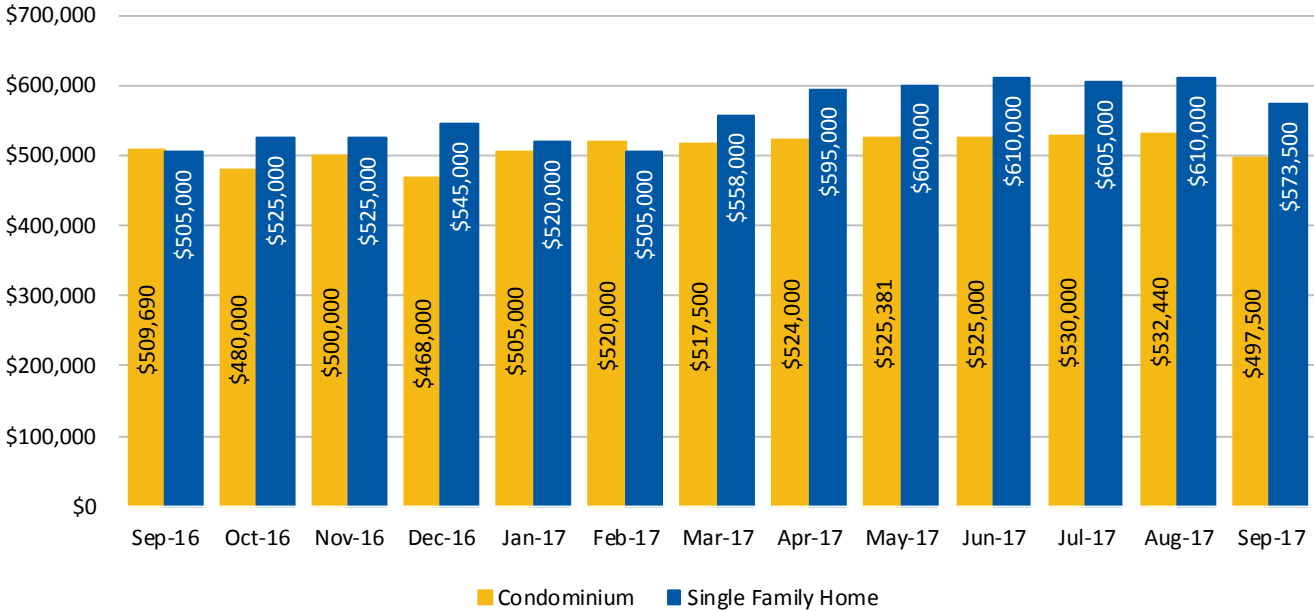
UNITS SOLD

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,100	1,158	▼ -5.0%	1,609	▼ -31.6%	10,417	10,816	▼ -3.7%
CONDOMINIUMS	865	1,008	▼ -14.2%	1,180	▼ -26.7%	8,287	8,582	▼ -3.4%



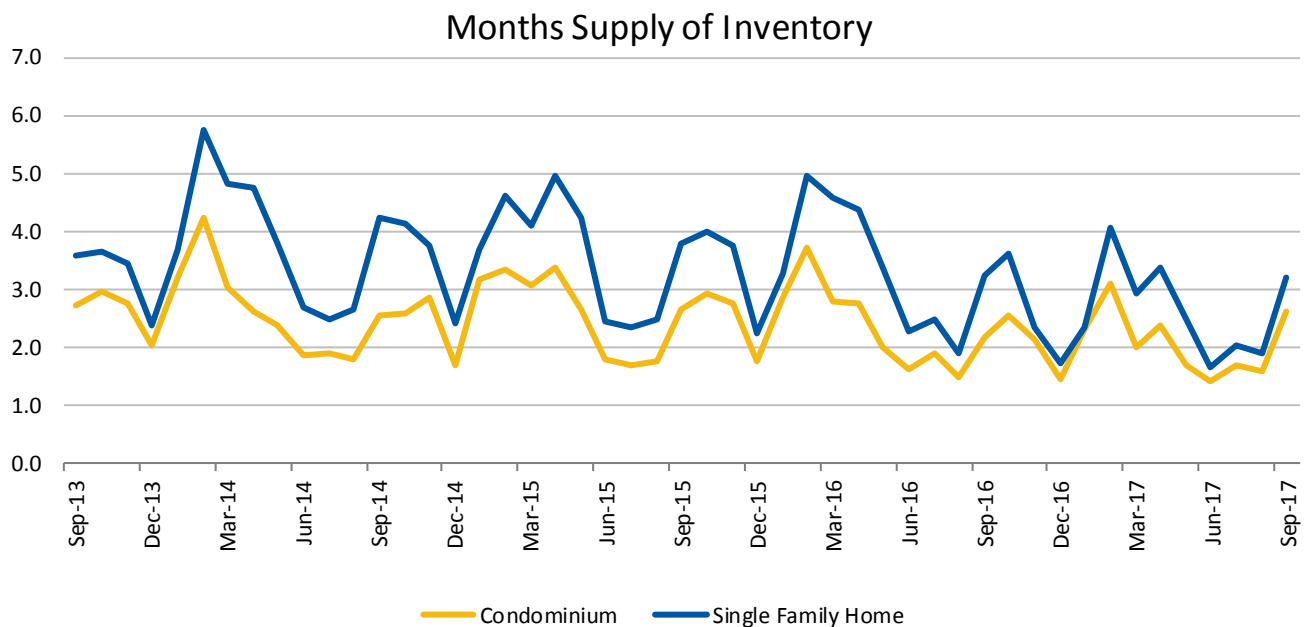
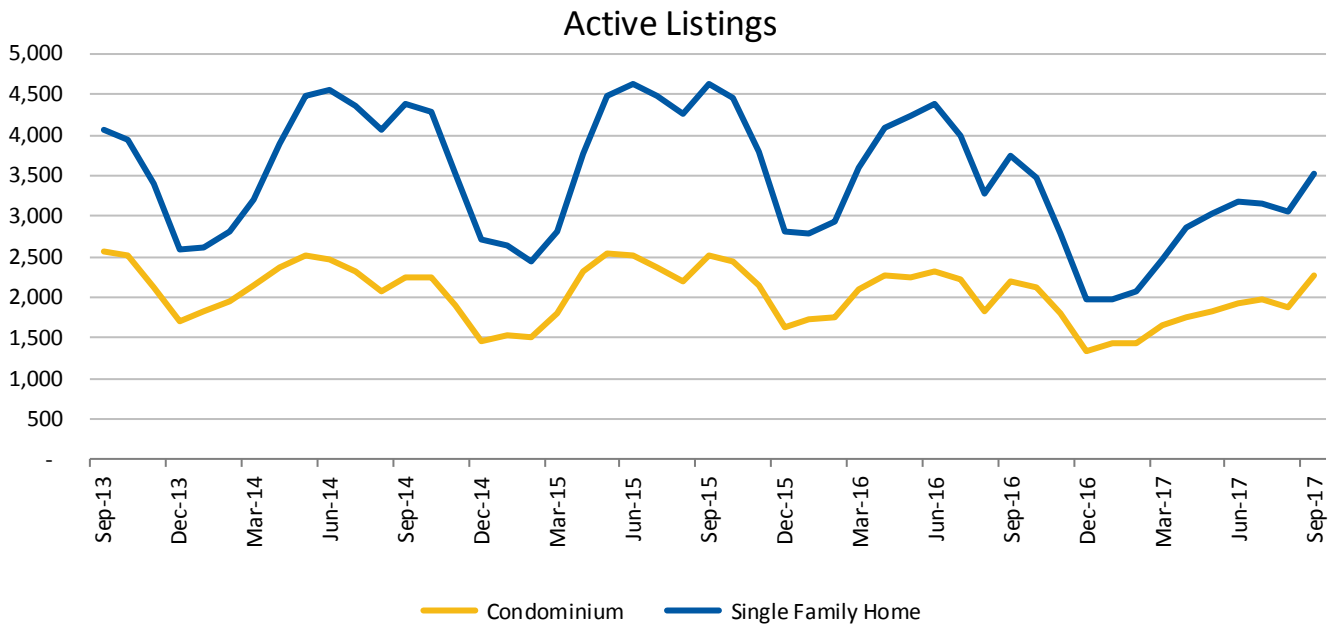
MEDIAN SELLING PRICE

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	\$573,500	\$505,000	▲ 13.6%	\$610,000	▼ -6.0%	\$585,000	\$543,310	▲ 7.7%
CONDOMINIUMS	\$497,500	\$509,690	▼ -2.4%	\$532,440	▼ -6.6%	\$520,000	\$490,000	▲ 6.1%



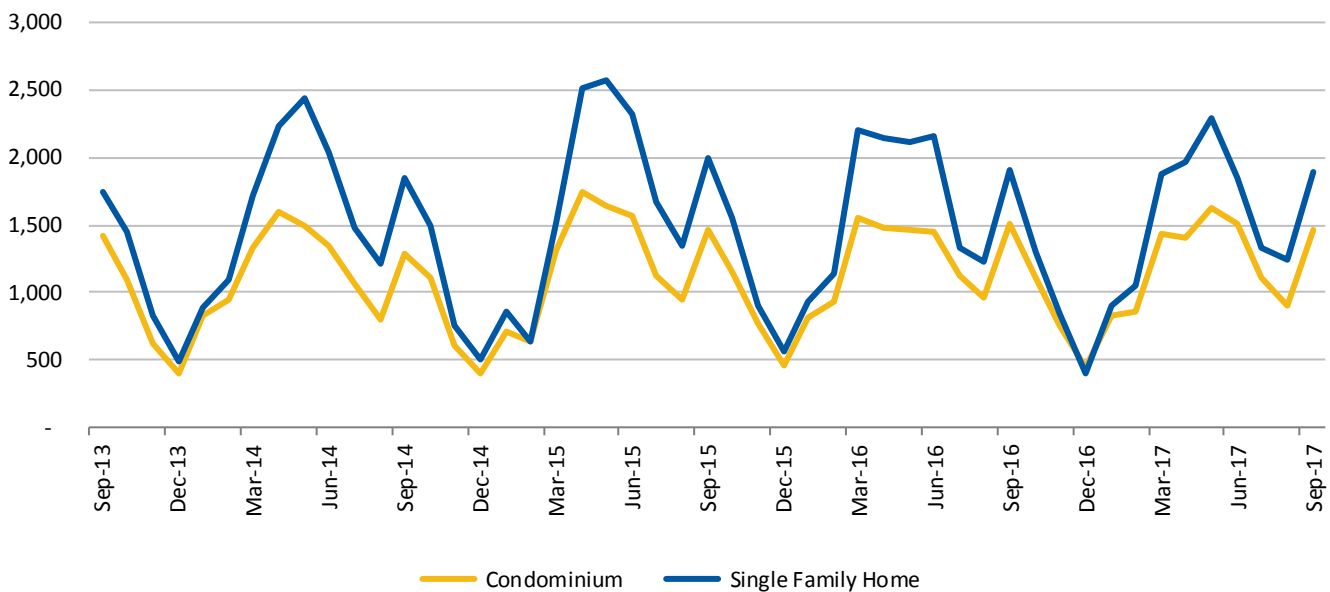
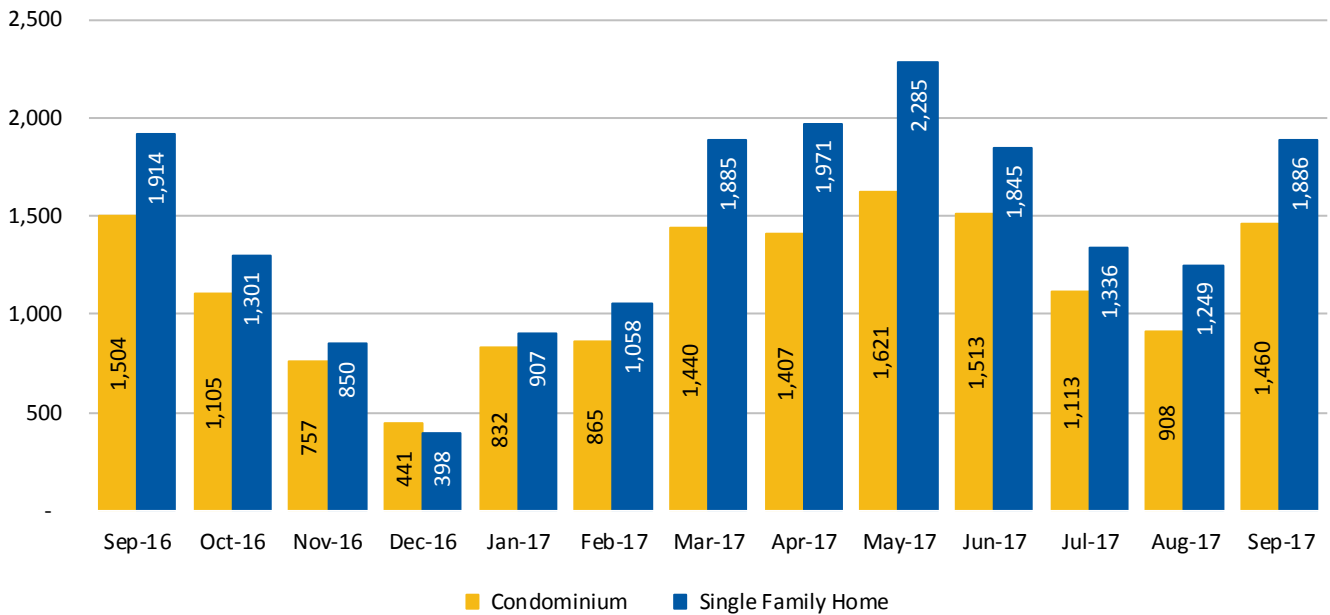
ACTIVE LISTINGS

		Year over Year			Month over Month	
		Sep 2017	Sep 2016	Change	Aug 2017	Change
SINGLE FAMILY HOMES	Active Listings	3,532	3,745	▼ -5.7%	3,062	▲ 15.3%
	Months Supply of Inventory	3.2	3.2	▼ -0.6%	1.9	▲ 68.9%
CONDOMINIUMS	Active Listings	2,280	2,205	▲ 3.4%	1,879	▲ 21.3%
	Months Supply of Inventory	2.6	2.2	▲ 20.5%	1.6	▲ 66.0%



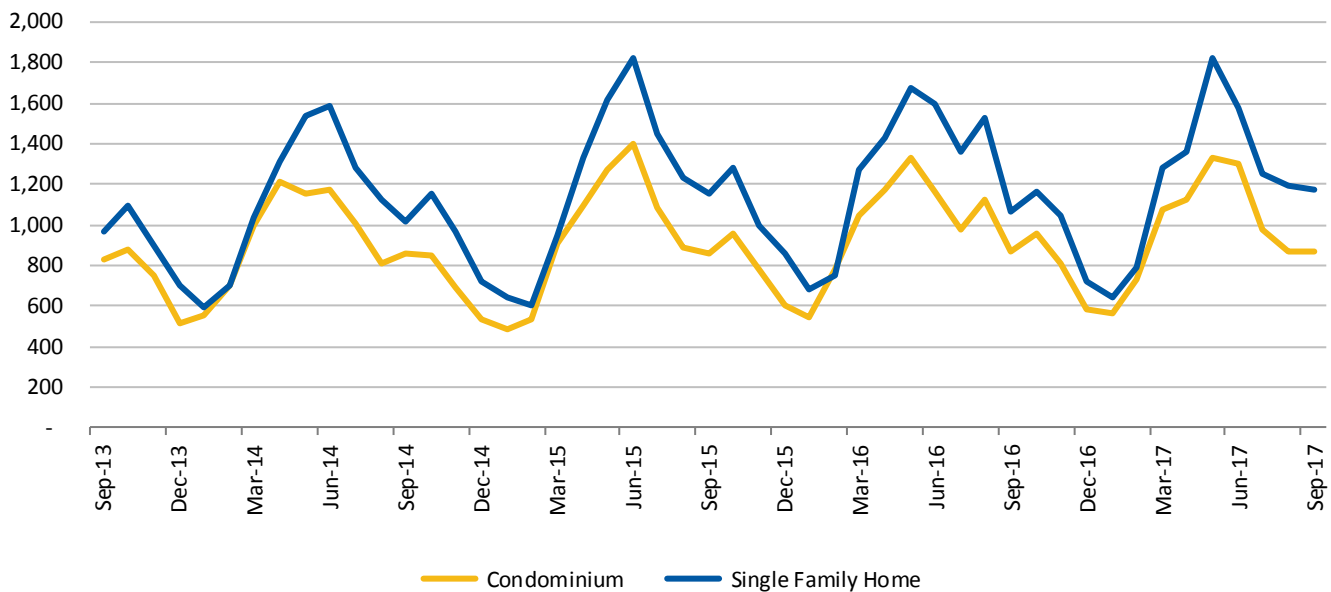
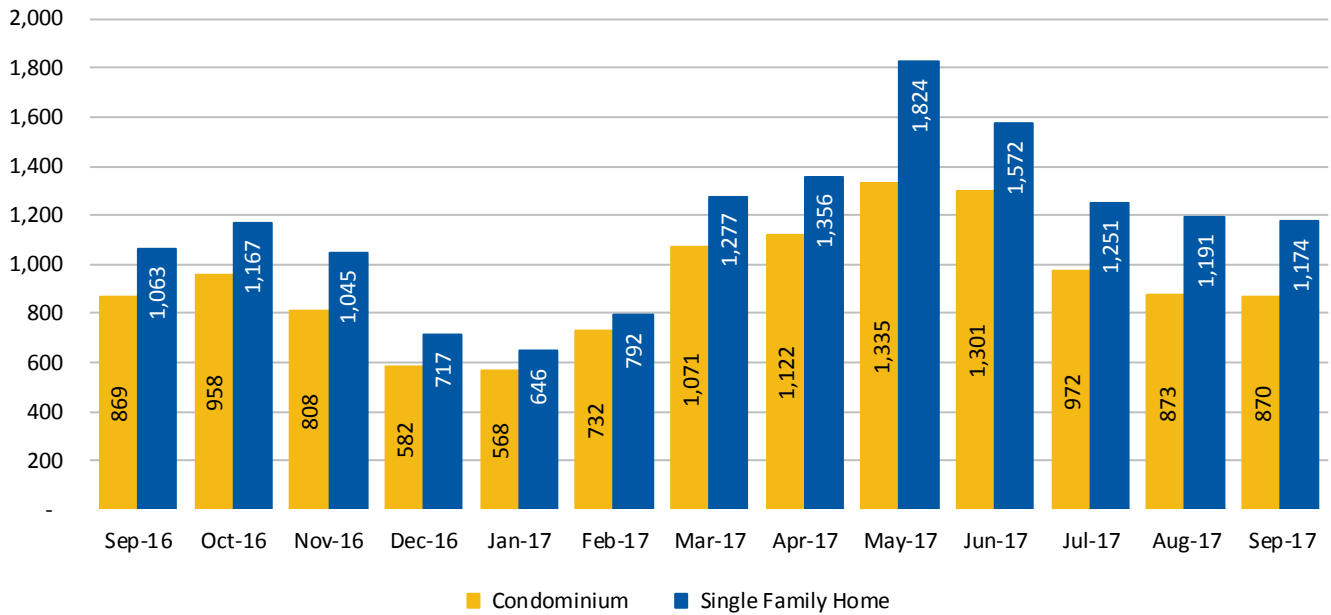
NEW LISTINGS

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,886	1,914	▼ -1.5%	1,249	▲ 51.0%	14,422	15,148	▼ -4.8%
CONDOMINIUMS	1,460	1,504	▼ -2.9%	908	▲ 60.8%	11,159	11,295	▼ -1.2%



PENDING SALES

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
SINGLE FAMILY HOMES	1,174	1,063	▲ 10.4%	1,191	▼ -1.4%	11,083	11,367	▼ -2.5%
CONDOMINIUMS	870	869	▲ 0.1%	873	▼ -0.3%	8,844	9,013	▼ -1.9%



CENTRAL MIDDLESEX REGION

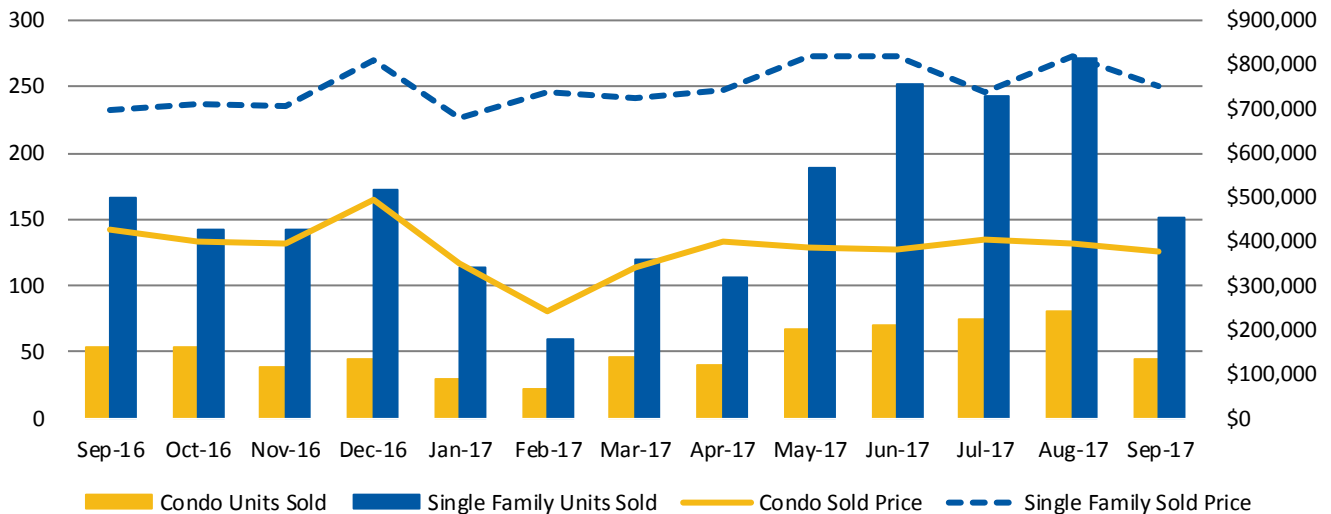
Acton, Bedford, Boxboro, Concord, Hudson, Lexington, Lincoln, Maynard, Stow, Sudbury, Wayland, Weston

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$750,000	\$697,500	▲ 7.5%	\$820,000	▼ -8.5%	\$760,500	\$706,500	▲ 7.6%
Units Sold	152	166	▼ -8.4%	271	▼ -43.9%	1,506	1,601	▼ -5.9%
Active Listings	717	668	▲ 7.3%	674	▲ 6.4%	---	---	---
Months Supply of Inventory	4.7	4.0	▲ 17.4%	2.5	▲ 89.6%	---	---	---
New Listings	252	275	▼ -8.4%	158	▲ 59.5%	2,214	2,337	▼ -5.3%
Pending Sales	169	156	▲ 8.3%	139	▲ 21.6%	1,595	1,688	▼ -5.5%
Days to Off Market	62	67	▼ -7.5%	60	▲ 3.3%	53	68	▼ -22.1%
Sold to Original Price Ratio	95.5%	96.4%	▼ -1.0%	97.4%	▼ -2.0%	97.5%	97.0%	▲ 0.5%
Price per Square Foot	\$316	\$307	▲ 2.9%	\$311	▲ 1.6%	\$309	\$294	▲ 5.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$375,000	\$424,750	▼ -11.7%	\$395,000	▼ -5.1%	\$365,000	\$379,500	▼ -3.8%
Units Sold	44	54	▼ -18.5%	81	▼ -45.7%	473	486	▼ -2.7%
Active Listings	109	158	▼ -31.0%	127	▼ -14.2%	---	---	---
Months Supply of Inventory	2.5	2.9	▼ -15.4%	1.6	▲ 58.0%	---	---	---
New Listings	47	64	▼ -26.6%	72	▼ -34.7%	594	598	▼ -0.7%
Pending Sales	56	44	▲ 27.3%	56	■ 0.0%	511	459	▲ 11.3%
Days to Off Market	40	73	▼ -45.2%	49	▼ -18.4%	52	58	▼ -10.3%
Sold to Original Price Ratio	98.9%	100.2%	▼ -1.3%	98.5%	▲ 0.4%	98.4%	99.5%	▼ -1.1%
Price per Square Foot	\$253	\$249	▲ 1.3%	\$279	▼ -9.4%	\$259	\$253	▲ 2.5%



EASTERN MIDDLESEX REGION

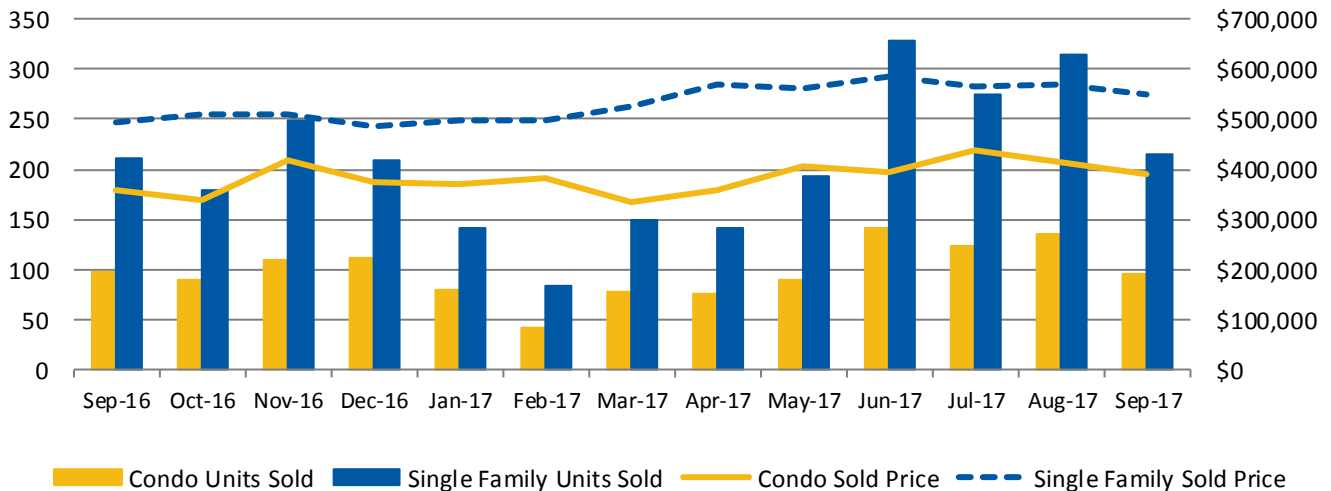
Burlington, Malden, Medford, Melrose, North Reading, Reading,
Stoneham, Wakefield, Wilmington, Winchester, Woburn

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$550,000	\$494,500	▲ 11.2%	\$570,000	▼ -3.5%	\$557,000	\$495,000	▲ 12.5%
Units Sold	216	212	▲ 1.9%	315	▼ -31.4%	1,844	1,926	▼ -4.3%
Active Listings	427	495	▼ -13.7%	358	▲ 19.3%	---	---	---
Months Supply of Inventory	2.0	2.3	▼ -15.0%	1.1	▲ 73.7%	---	---	---
New Listings	320	335	▼ -4.5%	229	▲ 39.7%	2,416	2,557	▼ -5.5%
Pending Sales	211	212	▼ -0.5%	236	▼ -10.6%	1,980	2,026	▼ -2.3%
Days to Off Market	30	36	▼ -16.7%	34	▼ -11.8%	33	45	▼ -26.7%
Sold to Original Price Ratio	100.6%	99.8%	▲ 0.8%	100.5%	▲ 0.1%	101.2%	100.3%	▲ 0.9%
Price per Square Foot	\$304	\$286	▲ 6.3%	\$310	▼ -1.9%	\$307	\$284	▲ 8.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$390,000	\$359,900	▲ 8.4%	\$412,500	▼ -5.5%	\$392,000	\$379,900	▲ 3.2%
Units Sold	95	97	▼ -2.1%	136	▼ -30.1%	859	837	▲ 2.6%
Active Listings	131	173	▼ -24.3%	126	▲ 4.0%	---	---	---
Months Supply of Inventory	1.4	1.8	▼ -22.5%	0.9	▲ 48.4%	---	---	---
New Listings	111	127	▼ -12.6%	108	▲ 2.8%	1,061	1,069	▼ -0.7%
Pending Sales	93	100	▼ -7.0%	102	▼ -8.8%	933	905	▲ 3.1%
Days to Off Market	35	40	▼ -12.5%	31	▲ 12.9%	30	41	▼ -26.8%
Sold to Original Price Ratio	100.6%	100.1%	▲ 0.5%	101.8%	▼ -1.2%	101.8%	100.8%	▲ 1.0%
Price per Square Foot	\$326	\$302	▲ 7.7%	\$343	▼ -5.0%	\$330	\$303	▲ 8.9%



METRO BOSTON REGION

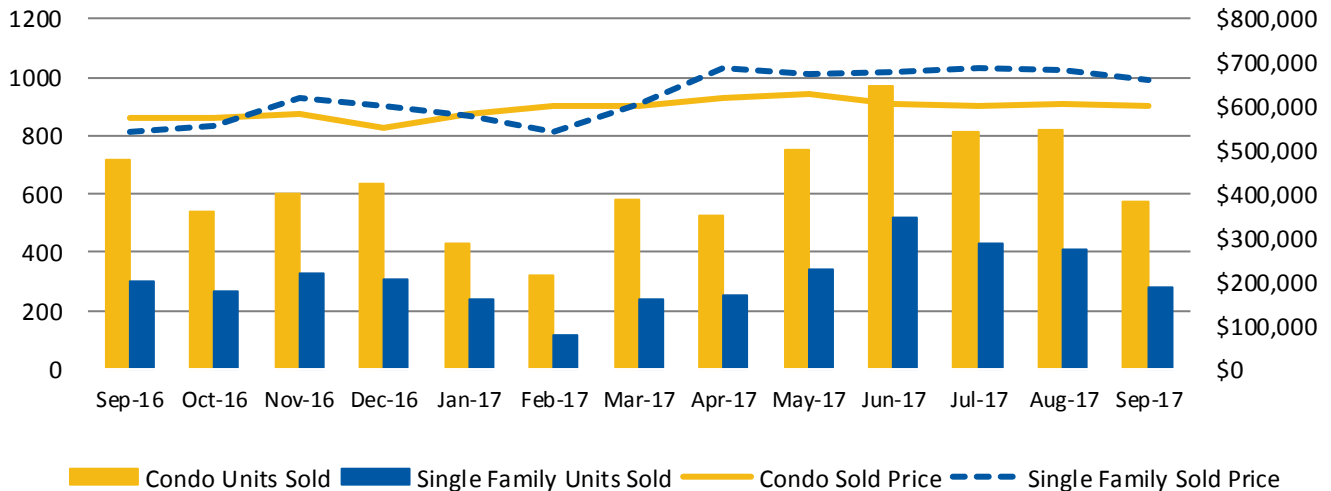
Arlington, Belmont, Boston, Brookline, Cambridge, Chelsea, Dedham, Everett, Milton, Newton, Revere, Somerville, Waltham, Watertown, Winthrop

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$660,000	\$541,000	▲ 22.0%	\$683,300	▼ -3.4%	\$660,000	\$613,000	▲ 7.7%
Units Sold	276	297	▼ -7.1%	412	▼ -33.0%	2,819	2,905	▼ -3.0%
Active Listings	891	888	▲ 0.3%	723	▲ 23.2%	---	---	---
Months Supply of Inventory	3.2	3.0	▲ 8.0%	1.8	▲ 84.6%	---	---	---
New Listings	601	581	▲ 3.4%	348	▲ 72.7%	4,077	4,112	▼ -0.9%
Pending Sales	364	311	▲ 17.0%	332	▲ 9.6%	3,065	3,069	▼ -0.1%
Days to Off Market	38	38	▬ 0.0%	42	▼ -9.5%	36	45	▼ -20.0%
Sold to Original Price Ratio	99.7%	98.1%	▲ 1.6%	100.3%	▼ -0.6%	100.2%	99.3%	▲ 0.9%
Price per Square Foot	\$395	\$350	▲ 12.8%	\$384	▲ 2.8%	\$387	\$364	▲ 6.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$600,000	\$575,000	▲ 4.3%	\$605,250	▼ -0.9%	\$601,600	\$565,000	▲ 6.5%
Units Sold	575	715	▼ -19.6%	816	▼ -29.5%	5,773	6,043	▼ -4.5%
Active Listings	1,697	1,495	▲ 13.5%	1,302	▲ 30.3%	---	---	---
Months Supply of Inventory	3.0	2.1	▲ 41.1%	1.6	▲ 84.4%	---	---	---
New Listings	1,130	1,100	▲ 2.7%	578	▲ 95.5%	8,034	8,041	▼ -0.1%
Pending Sales	587	585	▲ 0.3%	588	▼ -0.2%	6,162	6,326	▼ -2.6%
Days to Off Market	35	35	▬ 0.0%	36	▼ -2.8%	33	38	▼ -13.2%
Sold to Original Price Ratio	100.0%	100.2%	▼ -0.2%	101.0%	▼ -1.0%	101.2%	101.0%	▲ 0.2%
Price per Square Foot	\$658	\$667	▼ -1.3%	\$628	▲ 4.8%	\$630	\$591	▲ 6.6%



METRO WEST REGION

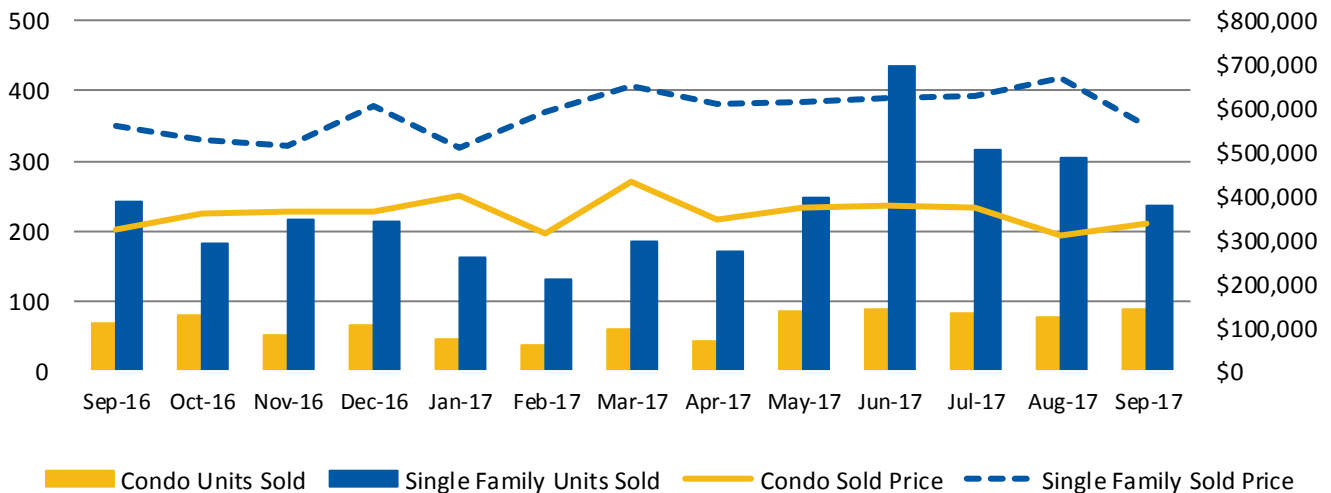
Ashland, Dover, Framingham, Holliston, Hopkinton, Medfield,
Medway, Millis, Natick, Needham, Sherborn, Wellesley

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$560,000	\$560,000	0.0%	\$670,000	-16.4%	\$615,000	\$586,419	4.9%
Units Sold	237	242	-2.1%	304	-22.0%	2,185	2,202	-0.8%
Active Listings	808	901	-10.3%	662	22.1%	---	---	---
Months Supply of Inventory	3.4	3.7	-8.3%	2.2	56.4%	---	---	---
New Listings	398	397	0.3%	225	76.9%	2,968	3,204	-7.4%
Pending Sales	208	188	10.6%	218	-4.6%	2,263	2,301	-1.7%
Days to Off Market	47	65	-27.7%	47	0.0%	50	61	-18.0%
Sold to Original Price Ratio	98.3%	96.3%	2.0%	98.3%	0.0%	98.3%	97.4%	0.9%
Price per Square Foot	\$277	\$263	5.3%	\$303	-8.8%	\$293	\$278	5.2%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$335,000	\$321,000	4.4%	\$310,000	8.1%	\$362,000	\$353,500	2.4%
Units Sold	89	67	32.8%	77	15.6%	607	619	-1.9%
Active Listings	171	179	-4.5%	162	5.6%	---	---	---
Months Supply of Inventory	1.9	2.7	-28.1%	2.1	-8.6%	---	---	---
New Listings	83	119	-30.3%	79	5.1%	731	780	-6.3%
Pending Sales	66	73	-9.6%	58	13.8%	602	677	-11.1%
Days to Off Market	43	40	7.5%	31	38.7%	40	55	-27.3%
Sold to Original Price Ratio	101.3%	98.4%	2.9%	100.3%	1.0%	100.3%	99.0%	1.3%
Price per Square Foot	\$262	\$233	12.1%	\$252	3.7%	\$258	\$245	5.4%



SOUTHERN NORFOLK REGION

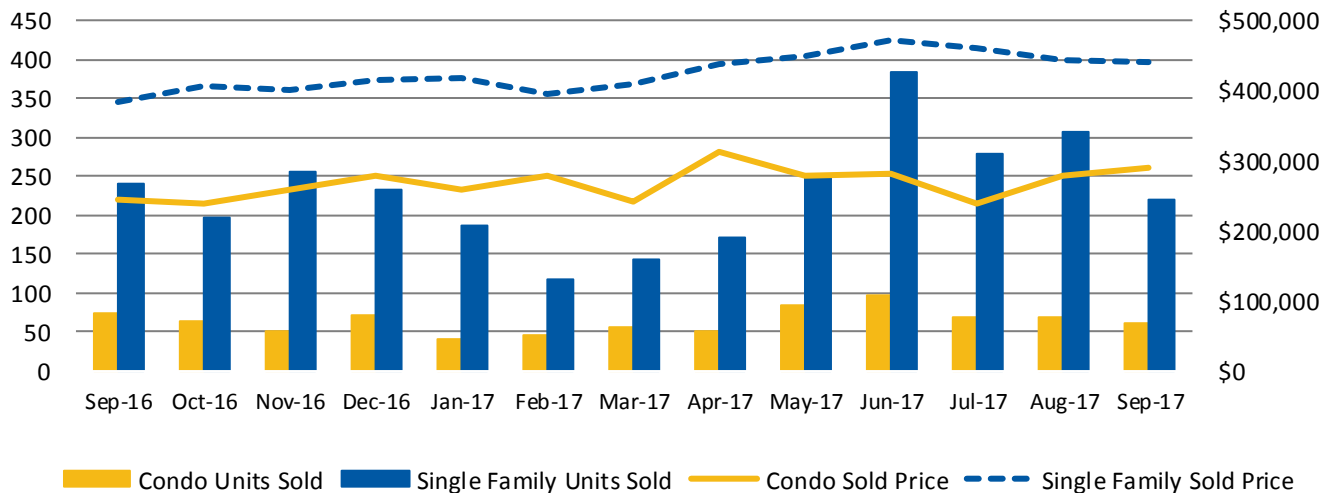
Avon, Bellingham, Canton, Foxboro, Franklin, Mansfield, Norfolk, Norwood, Randolph, Sharon, Stoughton, Walpole, Westwood, Wrentham

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$441,000	\$385,000	▲ 14.5%	\$445,000	▼ -0.9%	\$443,000	\$420,000	▲ 5.5%
Units Sold	219	241	▼ -9.1%	307	▼ -28.7%	2,063	2,182	▼ -5.5%
Active Listings	689	793	▼ -13.1%	645	▲ 6.8%	---	---	---
Months Supply of Inventory	3.2	3.3	▼ -4.3%	2.1	▲ 50.0%	---	---	---
New Listings	315	326	▼ -3.4%	289	▲ 9.0%	2,747	2,938	▼ -6.5%
Pending Sales	222	196	▲ 13.3%	266	▼ -16.5%	2,180	2,283	▼ -4.5%
Days to Off Market	49	54	▼ -9.3%	48	▲ 2.1%	48	62	▼ -22.6%
Sold to Original Price Ratio	97.4%	97.4%	▼ 0.0%	98.2%	▼ -0.8%	98.1%	97.7%	▲ 0.4%
Price per Square Foot	\$248	\$221	▲ 12.2%	\$241	▲ 3.0%	\$242	\$226	▲ 7.3%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$291,250	\$245,000	▲ 18.9%	\$279,250	▲ 4.3%	\$270,000	\$254,900	▲ 5.9%
Units Sold	62	75	▼ -17.3%	70	▼ -11.4%	575	597	▼ -3.7%
Active Listings	172	200	▼ -14.0%	162	▲ 6.2%	---	---	---
Months Supply of Inventory	2.8	2.7	▲ 3.7%	2.3	▲ 19.9%	---	---	---
New Listings	89	94	▼ -5.3%	71	▲ 25.4%	739	807	▼ -8.4%
Pending Sales	68	67	▲ 1.5%	69	▼ -1.4%	636	646	▼ -1.5%
Days to Off Market	42	48	▼ -12.5%	31	▲ 35.5%	46	58	▼ -20.7%
Sold to Original Price Ratio	99.6%	98.8%	▲ 0.8%	97.5%	▲ 2.1%	98.8%	97.8%	▲ 1.1%
Price per Square Foot	\$204	\$192	▲ 6.1%	\$219	▼ -7.0%	\$210	\$197	▲ 6.9%



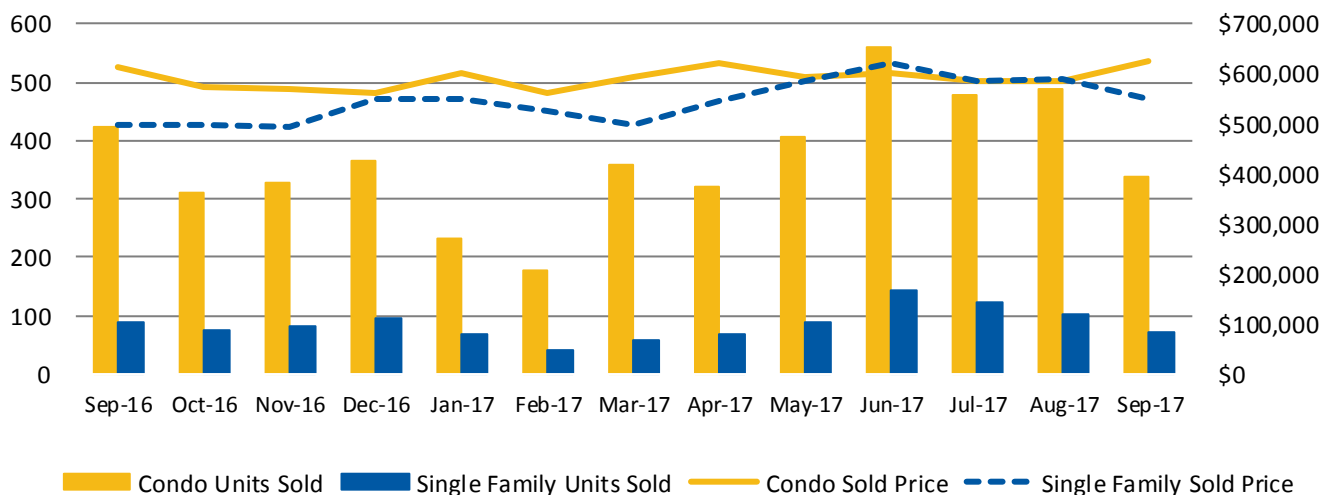
CITY OF BOSTON

Single Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$550,000	\$497,450	▲ 10.6%	\$589,000	▼ -6.6%	\$576,600	\$536,250	▲ 7.5%
Units Sold	73	90	▼ -18.9%	101	▼ -27.7%	763	788	▼ -3.2%
Active Listings	267	259	▲ 3.1%	208	▲ 28.4%	---	---	---
Months Supply of Inventory	3.7	2.9	▲ 27.1%	2.1	▲ 77.7%	---	---	---
New Listings	172	160	▲ 7.5%	82	▲ 109.8%	1,124	1,129	▼ -0.4%
Pending Sales	88	78	▲ 12.8%	85	▲ 3.5%	819	838	▼ -2.3%
Days to Off Market	41	40	▲ 2.5%	51	▼ -19.6%	40	49	▼ -18.0%
Sold to Original Price Ratio	97.9%	97.7%	▲ 0.2%	101.9%	▼ -3.9%	99.5%	98.8%	▲ 0.8%
Price per Square Foot	\$398	\$356	▲ 11.7%	\$398	▼ -0.1%	\$396	\$365	▲ 8.4%

Condominiums

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$625,000	\$613,000	▲ 2.0%	\$585,000	▲ 6.8%	\$599,000	\$575,000	▲ 4.2%
Units Sold	337	423	▼ -20.3%	488	▼ -30.9%	3,358	3,341	▲ 0.5%
Active Listings	1,144	915	▲ 25.0%	892	▲ 28.3%	---	---	---
Months Supply of Inventory	3.4	2.2	▲ 56.8%	1.8	▲ 85.7%	---	---	---
New Listings	663	609	▲ 8.9%	328	▲ 102.1%	4,844	4,466	▲ 8.5%
Pending Sales	309	305	▲ 1.3%	329	▼ -6.1%	3,601	3,466	▲ 3.9%
Days to Off Market	39	39	■ 0.0%	39	■ 0.0%	37	41	▼ -9.0%
Sold to Original Price Ratio	99.5%	99.6%	▼ -0.1%	99.7%	▼ -0.2%	100.4%	100.1%	▲ 0.3%
Price per Square Foot	\$766	\$798	▼ -4.0%	\$683	▲ 12.1%	\$710	\$682	▲ 4.1%



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		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$676,500	\$545,500	▲ 24.0%	\$650,000	▲ 4.1%	\$625,000	\$550,000	▲ 13.6%
Units Sold	113	152	▼ -25.7%	156	▼ -27.6%	1,078	1,186	▼ -9.1%
Active Listings	356	346	▲ 2.9%	286	▲ 24.5%	---	---	---
Months Supply of Inventory	3.2	2.3	▲ 38.2%	1.8	▲ 72.1%	---	---	---
New Listings	260	220	▲ 18.2%	186	▲ 39.8%	1,654	1,669	▼ -0.9%
Pending Sales	157	127	▲ 23.6%	117	▲ 34.2%	1,181	1,258	▼ -6.1%
Days to Off Market	31	35	▼ -11.4%	33	▼ -6.1%	30	49	▼ -38.6%
Sold to Original Price Ratio	103.6%	100.9%	▲ 2.6%	101.5%	▲ 2.1%	101.8%	99.9%	▲ 1.9%
Price per Square Foot	\$291	\$243	▲ 19.6%	\$293	▼ -0.6%	\$280	\$243	▲ 15.2%

3 Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$772,000	\$703,000	▲ 9.8%	\$812,500	▼ -5.0%	\$740,000	\$620,000	▲ 19.4%
Units Sold	56	47	▲ 19.1%	52	▲ 7.7%	411	415	▼ -1.0%
Active Listings	127	143	▼ -11.2%	108	▲ 17.6%	---	---	---
Months Supply of Inventory	2.3	3.0	▼ -25.3%	2.1	▲ 9.1%	---	---	---
New Listings	75	70	▲ 7.1%	69	▲ 8.7%	601	623	▼ -3.5%
Pending Sales	47	53	▼ -11.3%	60	▼ -21.7%	441	446	▼ -1.1%
Days to Off Market	41	54	▼ -24.1%	39	▲ 5.1%	36	55	▼ -34.8%
Sold to Original Price Ratio	98.3%	97.7%	▲ 0.6%	103.6%	▼ -5.1%	100.3%	98.1%	▲ 2.2%
Price per Square Foot	\$264	\$244	▲ 8.5%	\$290	▼ -8.8%	\$261	\$232	▲ 12.7%

4 Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$710,000	\$685,000	▲ 3.6%	\$1,262,500	▼ -43.8%	\$805,000	\$838,250	▼ -4.0%
Units Sold	3	7	▼ -57.1%	2	▲ 50.0%	40	62	▼ -35.5%
Active Listings	24	27	▼ -11.1%	22	▲ 9.1%	---	---	---
Months Supply of Inventory	8.0	3.9	▲ 107.3%	11.0	▼ -27.3%	---	---	---
New Listings	10	14	▼ -28.6%	10	■ 0.0%	78	106	▼ -26.4%
Pending Sales	6	10	▼ -40.0%	6	■ 0.0%	41	64	▼ -35.9%
Days to Off Market	44	72	▼ -38.9%	58	▼ -24.1%	46	75	▼ -37.8%
Sold to Original Price Ratio	92.3%	97.3%	▼ -5.1%	93.5%	▼ -1.3%	98.9%	95.8%	▲ 3.3%
Price per Square Foot	\$418	\$263	▲ 58.8%	\$299	▲ 39.7%	\$264	\$291	▼ -9.4%

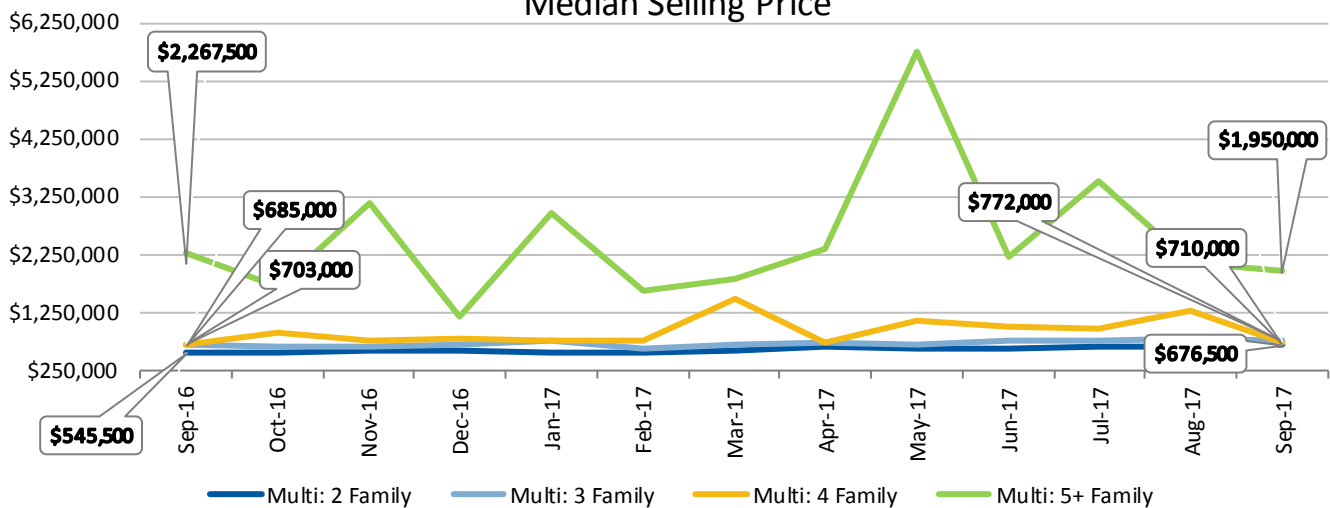
MULTI-FAMILY MARKET SUMMARY

Includes all 64 towns within the GBAR jurisdictional area

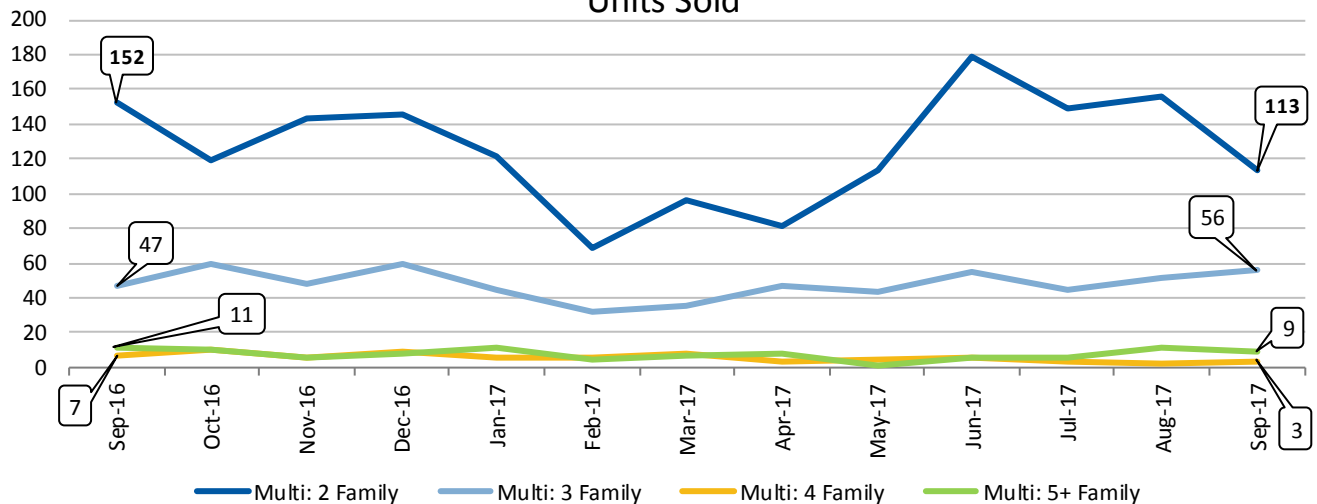
5+ Family Homes

	Year over Year			Month over Month		Year to Date		
	Sep 2017	Sep 2016	Change	Aug 2017	Change	2017	2016	Change
Median Selling Price	\$1,950,000	\$2,267,500	▼ -14.0%	\$2,120,000	▼ -8.0%	\$2,400,000	\$1,300,000	▲ 84.6%
Units Sold	9	11	▼ -18.2%	11	▼ -18.2%	63	75	▼ -16.0%
Active Listings	36	38	▼ -5.3%	33	▲ 9.1%	---	---	---
Months Supply of Inventory	4.0	3.5	▲ 15.9%	3.0	▲ 33.3%	---	---	---
New Listings	15	13	▲ 15.4%	6	▲ 150.0%	105	137	▼ -23.4%
Pending Sales	10	8	▲ 25.0%	4	▲ 150.0%	71	82	▼ -13.4%
Days to Off Market	65	63	▲ 3.2%	101	▼ -35.6%	58	69	▼ -15.3%
Sold to Original Price Ratio	99.9%	88.7%	▲ 12.6%	98.8%	▲ 1.1%	96.9%	93.3%	▲ 3.8%
Price per Square Foot	\$505	\$356	▲ 41.7%	\$371	▲ 36.3%	\$443	\$308	▲ 44.0%

Median Selling Price

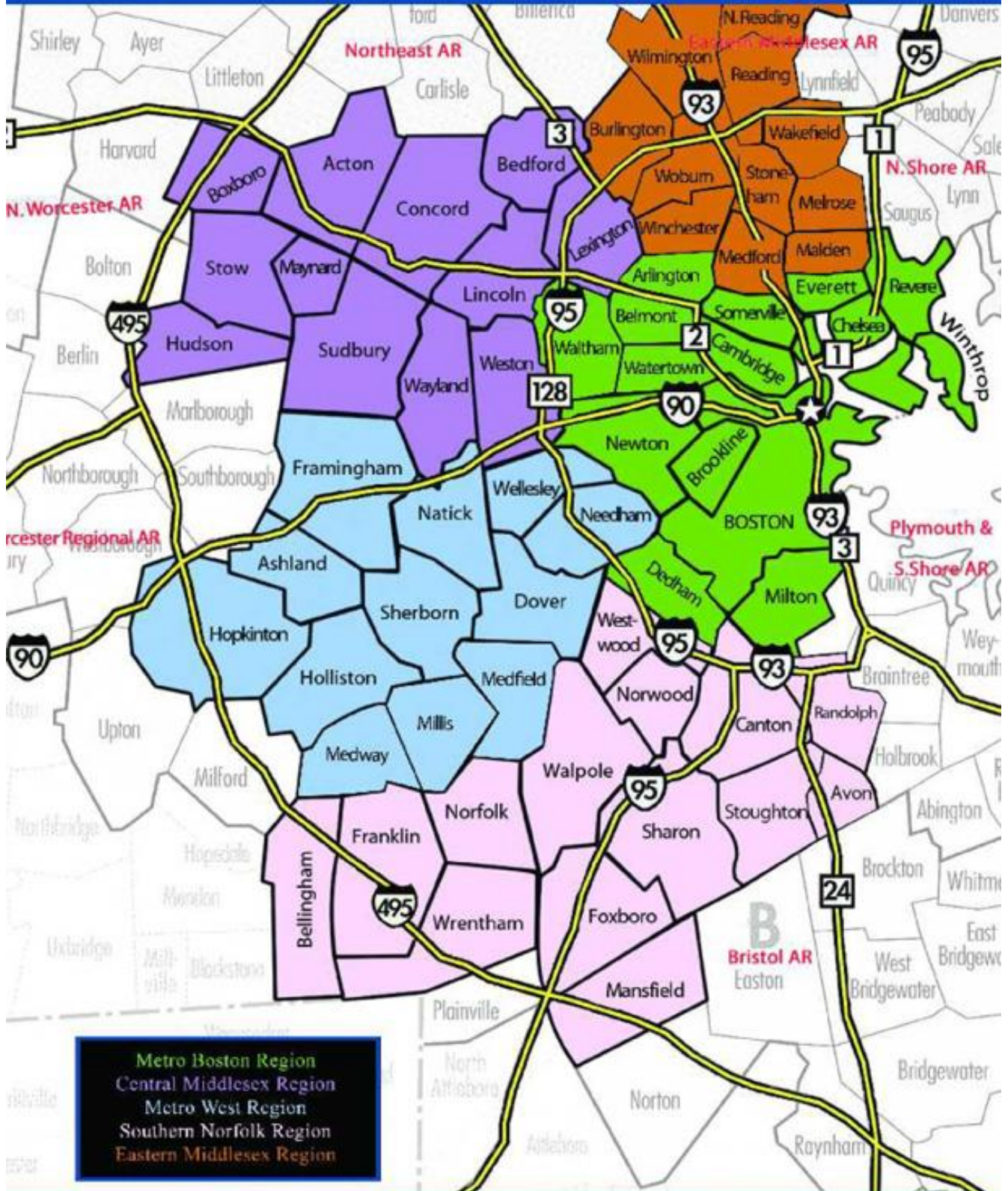


Units Sold



GBAR JURISDICTIONAL AREA

Greater Boston Association of REALTORS® Regional Map



GLOSSARY

Days to Off Market is the Average number of days between when a property is listed and the off market date when an offer is accepted.

Active Listings is the number of Active properties available for sale at the end of the month.

Median Selling Price is the mid-point where the price for half of the sales are higher and half are lower. Median is preferred to average as it better accounts for outliers at the high or low end of the price range.

Months Supply of Inventory (MSI), also known as Absorption, is the number of months it would take to sell through the units available for sale at the current monthly sales rate. The National Association of REALTORS® describes a balanced market as between 5 and 7 months supply of inventory (MSI).

New Listings is the number of properties listed in a given month or time period.

Pending Sales is the number of properties newly under contract in a given month or time period.

Price per Square Foot is the average of the sold price divided by the square feet of the property.

Sale Price to Original Price Ratio is the average of the Sales Price divided by the Original List Price, and expressed as a percentage.

Units Sold is the number of properties which actually Sold within a given month or time period.

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Market trends and analysis based on data from the MLS Property Information Network, Inc. through the end of each month. Due to timing of data entry into the MLS, data shown may be different than previously reported.

The Monthly Insights report provides monthly summaries of the overall market served by the Greater Boston Association of REALTORS®. As market conditions vary within smaller geographic areas, the Association also provides to its members an online, interactive dashboard which delivers timely, relevant data with many more metrics and filtering capabilities. Contact your Association representative for details.